



Lindab Group presentation Q1 2010

David Brodetsky, CEO
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Agenda

- Highlights
- Group
- Business Areas
- Trends and outlook
- Q & A



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Highlights – Q1 Financial

Profit & loss

- Sales down 30%, adjusted for structure and currency -25%
- EBIT was down from SEK 25 m to SEK -50 m, excluding one time items, mainly due to lower volume
- Cost and efficiency program reduced total other costs by SEK 76 m, adjusted for currency and structure (and by SEK 151 m compared to Q1 2008)

Cash

- Operational Cash flow was SEK -172 m (SEK -187 m)
- Sale and leaseback of the Luxembourg Building Systems facilities generated SEK 285 m cash



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Highlights – Q1 Market

- Worst winter weather for decades throughout Europe had a strong negative impact on demand, particularly within Building Components and Building Systems
- All regions had reduced demand (Nordic -26%; Western Europe -36%; Central- and Eastern Europe -31%)
- IVK acquisition



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Profit & Loss Q1 2010 - Group

SEK m	Period	
	10	09
Sales	1 234	1 771
EBIT*)	-50	25
EBIT margin %*)	-4.1	1.4
Fin. net	-40	-31
Tax	-13	-15
Net profit	-28	-21

Sales growth	-30%
Structure	-1%
Currency effect	-4%
Volume / price	-25%

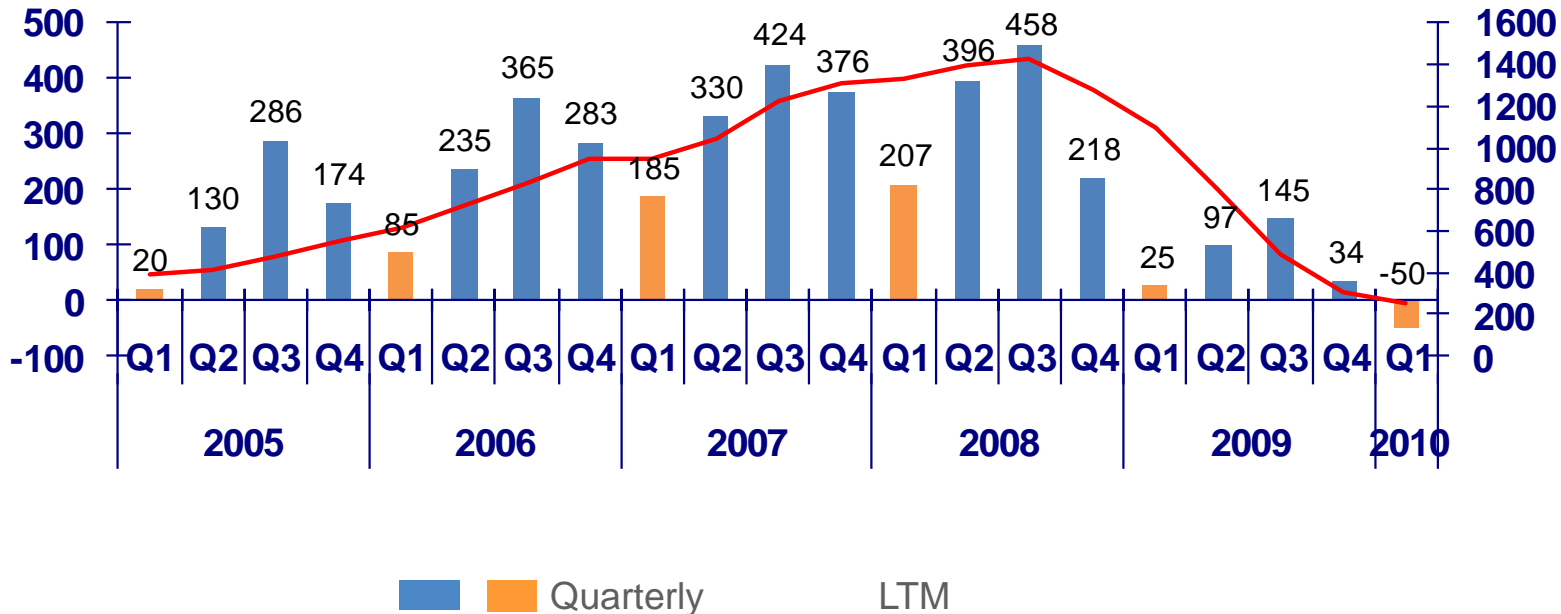
*)Q1 2010 EBIT excludes one offs of SEK 75 m

- The result mainly explained by lower volume
- Efficiency programme reduced non volume related cost with SEK 76 m
- Tax expense despite loss mainly explained by changed tax rates, no capitalization of deferred tax when losses.



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Quarterly operating profit (EBIT) SEK m



- Seasonal impact - Q1 lowest result, Q3 highest result
- EBIT LTM SEK 226 m, EBIT margin 3.5%

Note. figures excl. one time items



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Cash flow Q1 2010

	Jan - Mar 2010	Jan - Mar 2009
Cash flow from		
- operating activities	-3	38
- change in working capital	-82	-78
- investing activities	272	-64
- financial net paid	-44	-52
- tax paid	-43	-95
Free cash flow	100	-251
Proforma free cash flow ¹⁾	-189	-250

1) Free cash flow adjusted for structure and sale and leaseback SEK 289 m (SEK -1 m)



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Cash flow Q1 – working capital development

	2010 Jan - Mar	2009 Jan - Mar
Stock	-141	133
Operating receivables	-136	1
Operating liabilities	195	-212
Total change in working capital	-82	-78

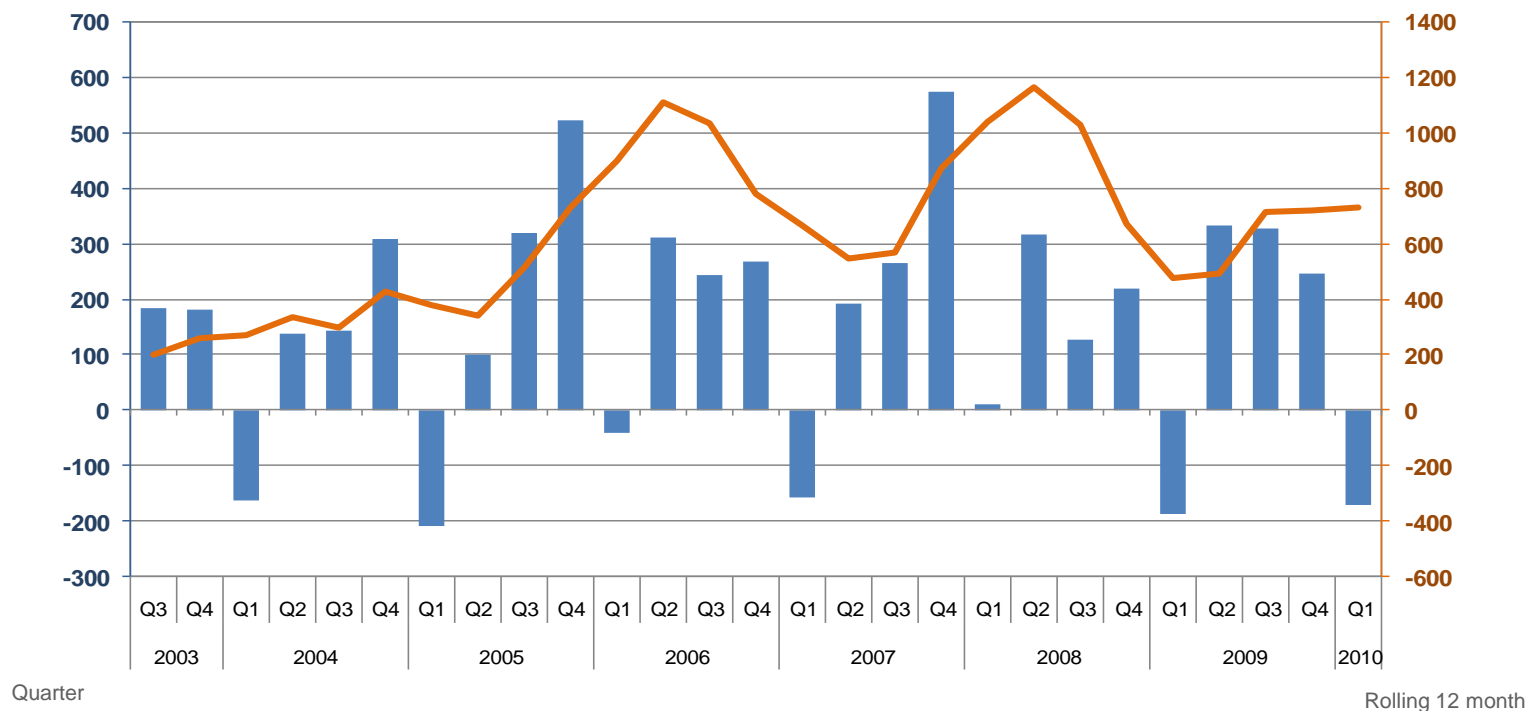
- Stock increase mainly volume, half raw material half finished goods
- Receivables increases from a low level



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Cash flow trend

Operating cash flow, SEK m



- Normally first quarter negative operating cash flow
- Last 12 month cash flow from operating activities amounted to SEK 734 m



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Proposal to the AGM 11 May

- Not to pay dividend
 - Main explanation is lower profitability and a expected weak demand to remain coming quarters

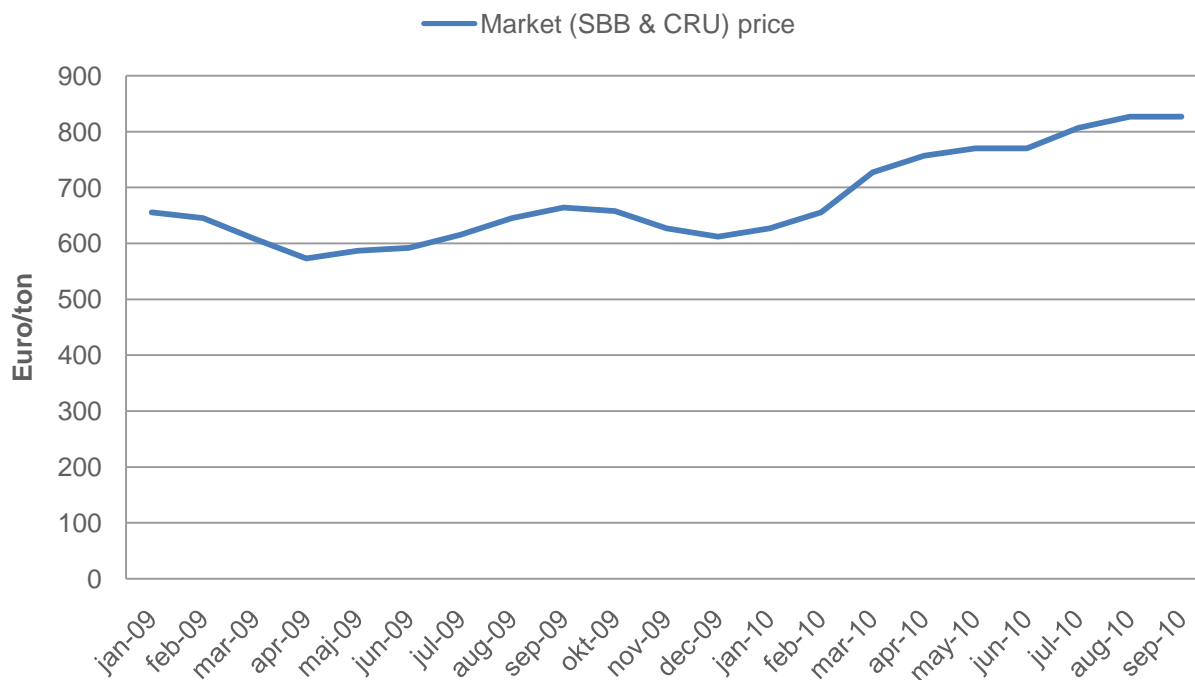
- Incentive programme 90 people
 - Same model as last two years
 - 3 years program
 - Maximum dilution 1% 784 000 warrants
 - Market valuation according to Black & Scholes



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Steel Business Briefing Ltd (SBB)

HDG



- Substantial steel price increases during Q2 and Q3 expected
- Lindab will adjust sales prices to compensate for higher raw material cost



Business Areas





BA Ventilation

Profit & Loss Q1 2010

SEK m	Period	
	10	09
Sales	827	1 077
EBIT	28	54
EBIT margin %	3.4	5.0

Sales growth	-23%
Structure	0%
Currency effect	-5%
Volume / price	-18%

- Lower result mainly explained by lower volume
- Last year, deliveries continued for several projects that were initiated before the financial crisis
- Cost reduction improved result



BA Ventilation

Selected market activities

- 4 new key accounts signed (Nordic and Western Europe, increases sales with existing customers)
- Successful new product launch, MBB balancing box (balances air flow to diffusers). Unique features to meet consultants/installers' demands: capacity, noise, energy efficiency.)
- Important diffuser order to Russia (SEK 1,6 m, new shopping mall, St Petersburg)





BA Ventilation IVK Acquisition

- Acquired in March for € 4.4 m (paid with “shares”)
- Located approximately 300 km north of Helsinki
 - 57 employees
 - € 6 m sales; € 0.7 m EBIT (2009 figures)
- Product range: mainly silencers
- Reinforces Comfort Division in Finland, a key Nordic Market





BA Building Components

Profit & Loss Q1 2010

SEK m	Period	
	10	09
Sales	278	401
EBIT	-34	-30
EBIT margin %	-12.2	-7.5

Sales growth	-31%
Structure	0%
Currency effect	-2%
Volume / price	-29%

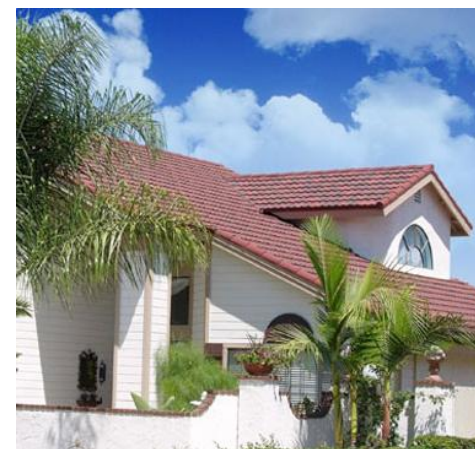
- Demand impacted negatively by winter
- Good operating leverage explained by product mix and lower cost. Also last year margin pressured by falling steel prices



BA Building Components

Selected market activities

- New Rainline distribution concept CEE – Lindab Regional Centers (7 already started in Romania)
- Launch of new "stone look" roofing range "Lindab Roca" (strengthens residential offering, very well received)
- Successful marketing campaign for Lindab Rainline in Poland in March, best month ever





BA Building Systems

Profit & Loss Q1 2010

SEK m	Period	
	10	09
Sales	129	284
EBIT	-34	8
EBIT margin %	-26.4	2.8

Sales growth	-55%
Structure	0%
Currency effect	-5%
Volume / price	-50%

- Demand impacted mainly by recession but also by winter (some projects postponed)
- Last year same period, deliveries continued for many projects that were initiated before the financial crisis
- New cost programme initiated with a target to reduce fixed costs by SEK 40 m during 2010



BA Building Systems

Selected market activities

- Market efforts in Algeria resulting in 4 orders in Q1
- Delivery of first project with roof made entirely of photovoltaic panels





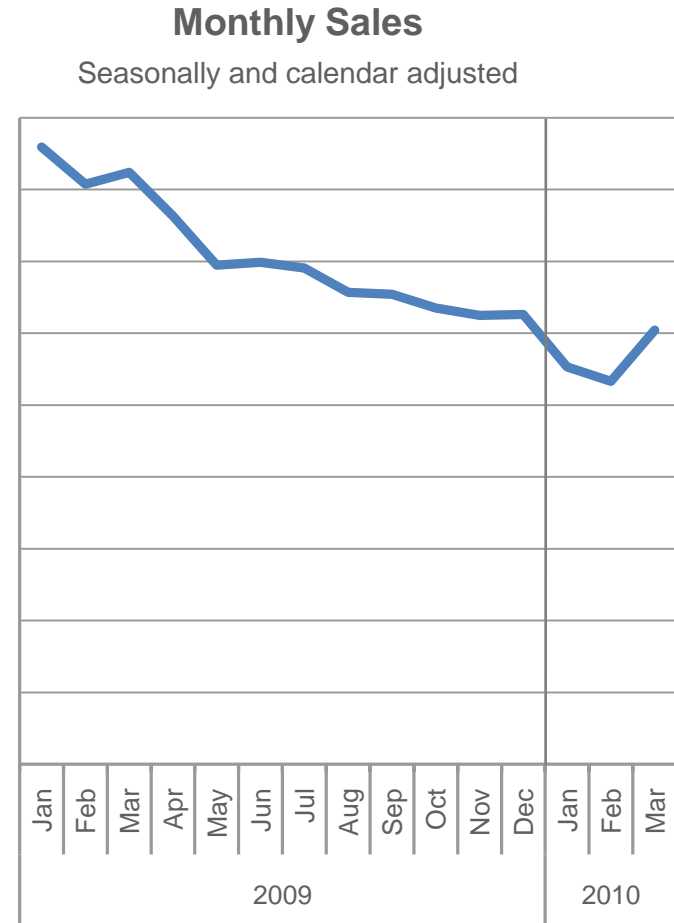
Trends and outlook



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Seasonally adjusted sales trend by month

- Building Components and Building Systems strongly affected by harsh winter
- Hard to interpret underlying market trends due to special winter conditions
- Negative currency effect
- No signs of overall improvement in March and early April compared to Q4





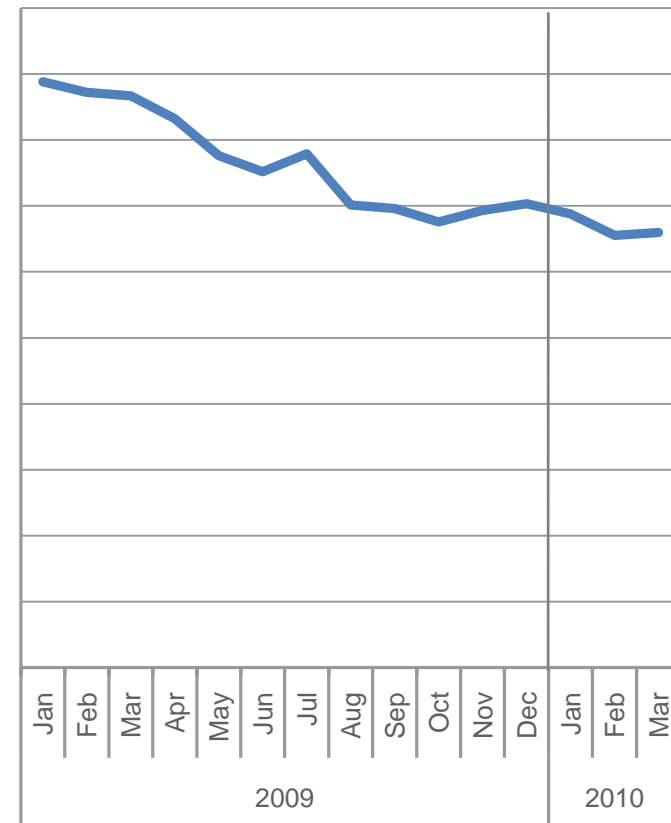
BA Ventilation

Seasonally adjusted sales trend by month

- Average sales level slightly down in Q1 versus Q4
- Most of the decline in Western Europe, Nordic more stable
- Negative currency effect in Q1, especially in Western Europe

Monthly Sales

Seasonally and calendar adjusted

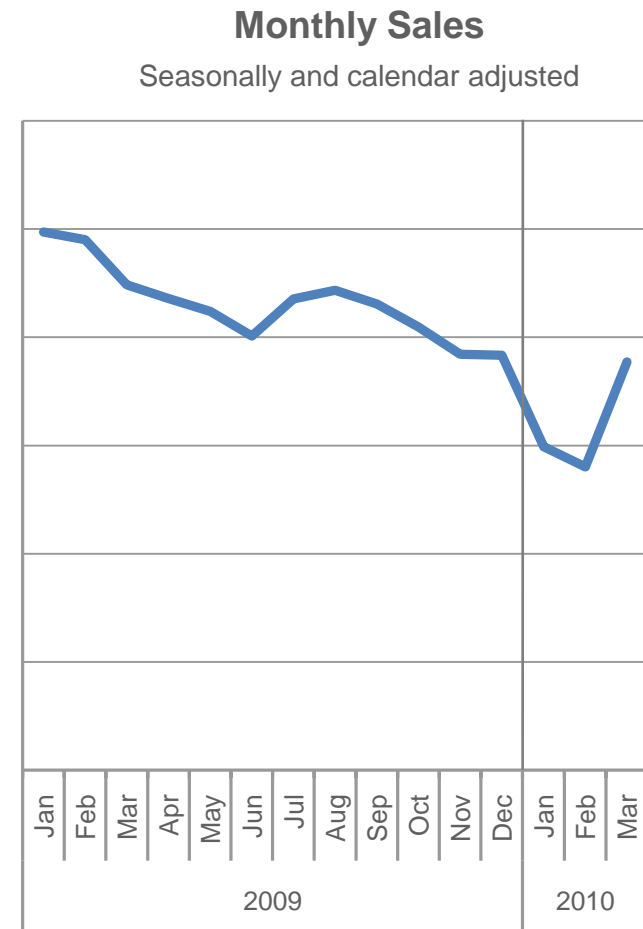




BA Building Components

Seasonally adjusted sales trend by month

- Strongly affected by the harsh winter weather in Jan and Feb, especially in CEE/CIS
- In March seasonally adjusted sales were back on almost same level as in Q4
- Some encouraging signs in the residential market





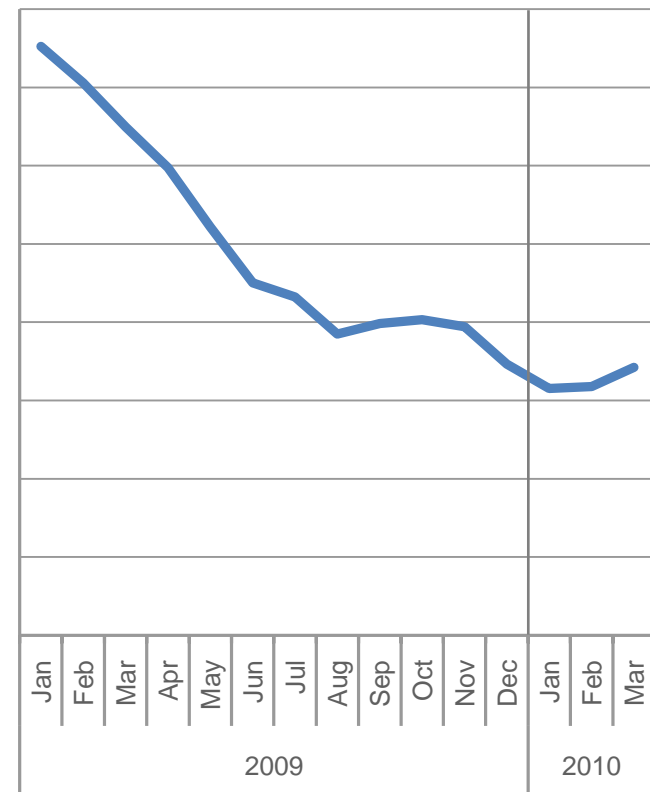
BA Building Systems

Seasonally adjusted sales trend by month

- Several building projects delayed due to harsh weather conditions
- Negative currency effect in Q1.
- Sales in March back on level before the winter

Monthly Sales

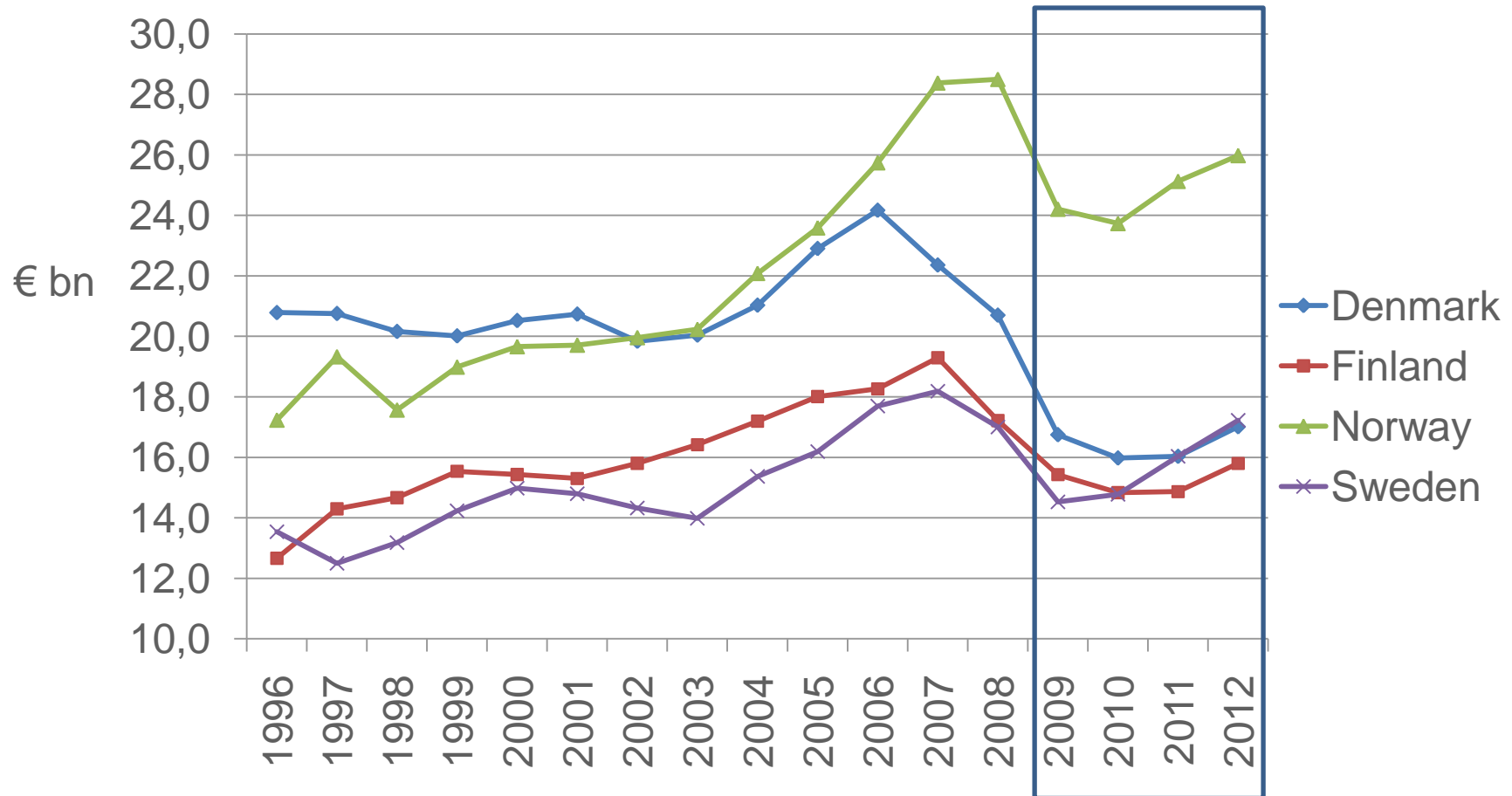
Seasonally adjusted, average 3 months





Nordic building markets

Prognoscentret updated April 2010 including new and renovation, residential and non residential





Market Outlook

- Underlying market trends difficult to interpret due to the winter weather impact until mid March
- Seasonally adjusted daily sales actual level at end of March and beginning April shows no improvement from Q4 2009 and remains below same period last year.
- Overall no signs of improvements in markets. 2010 is expected to remain tough
- 20% of our sales are in the residential segment which is expected to improve in some markets in 2010
- Lindab sales are “late cycle”, 80% of business is non-residential and recovery is not expected to start before 2nd half of 2011

Make a note in your diaries:

**14 June, Investor Day, Stockholm, Operaterassen,
12 noon – 5 p.m.**

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