



Lindab Group presentation Q3 2011



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Agenda

- Highlights
- Financial – Group and Business Areas
- Business highlights by BA
- Trends and outlook
- Q & A



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Q3 Highlights

Sales & Markets

- Sales increased 4%*
- Strongest region CEE/CIS (11%*), due to non-residential. Residential weak.
 - Russia & Belarus strong growth
- Nordic markets improved (+3%*),
 - Sweden & Norway positive, Denmark negative
- Mixed picture in West European markets (0%*)
 - Germany positive, France negative, smaller markets mixed

Profit & loss

- EBIT reduced from SEK 212 m (11.3%) to SEK 172 m (9.1%) due to reduced gross margin
- Gross margin reduced mainly due to steel price effect in combination with price pressure

Cash

- Cash flow from operating activities at SEK 115 m (SEK 172 m)

*adjusted for structure and currency compared to Q3 2010



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Profit & Loss Q3 2011 - Group

SEK m	Q3 2011	Q3 2010
Sales	1 891	1 881
EBIT*	172	212
EBIT* %	9.1%	11.3%
Fin net	-43	-46
Tax	-41	-45
Net profit	88	114

Sales growth	1%
Structure	0%
Currency effect	-3%
Organic	4%

*Q3 2010 EBIT excludes one time cost of SEK -7 m, net profit not adjusted.

- EBIT decreased mainly due lower gross margins
- Main variance due to Q3 2010 gross margins which were positively affected by steel price effects whereas Q3 2011 had the reverse impact to some extent. Additionally, price pressure continued in many markets, particularly in CEE



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Profit & Loss Jan - Sep 2011 - Group

SEK m	Jan - Sep 2011	Jan - Sep 2010
Sales	5 023	4 830
EBIT*	300	272
EBIT* %	6.0%	5.6%
Fin net	-119	-128
Tax	-68	-78
Net profit	96	113

Sales growth	4%
Structure	0%
Currency effect	-5%
Organic	9%

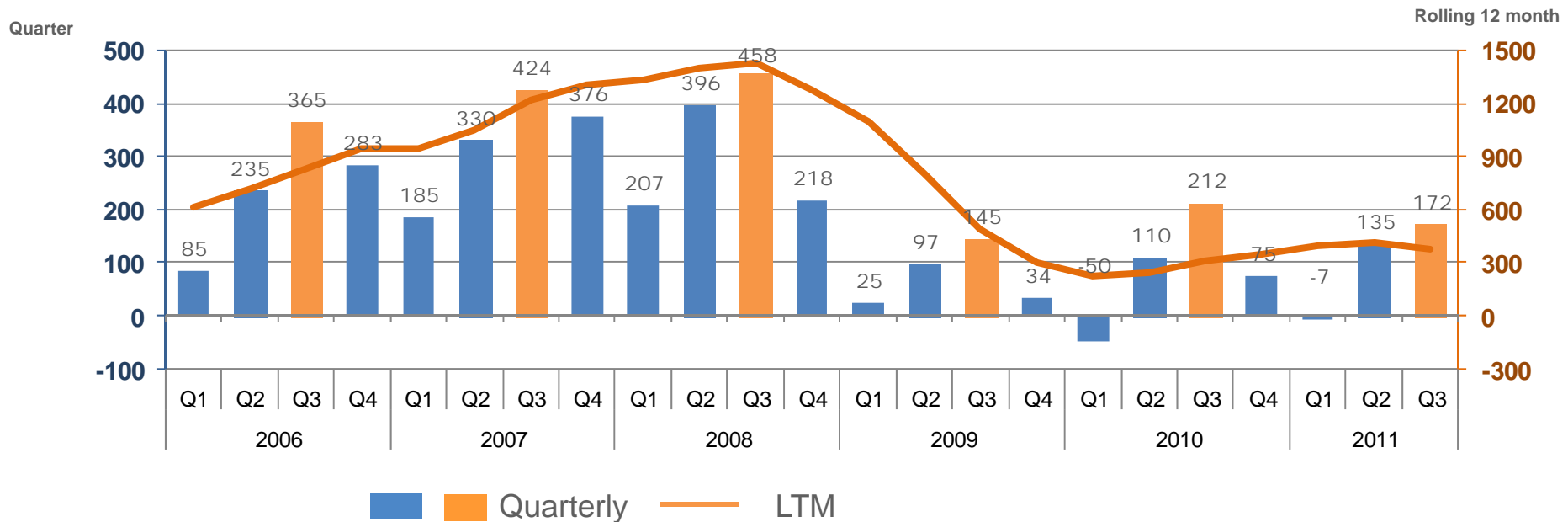
*) H1 2011 EBIT excludes one time cost of SEK -17 m, net profit not adjusted. H1 2010 EBIT excluding one off item of SEK +47 m. Net profit not adjusted.

- EBIT improvement mainly due to increased volume partially offset by lower gross margins and somewhat higher cost level, especially during the first half year



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Quarterly operating profit (EBIT) SEK m



- Seasonal impact – Q1 lowest result, Q3 highest result
- EBIT LTM SEK 375 m, EBIT margin 5.6%

Note. figures excl. one time items



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Cash flow Q3 2011

	Jul - Sep 2011	Jul - Sep 2010
Cash flow from		
- operating activities	192	324
- change in working capital	0	-92
- investing activities	-23	-43
- financial net paid	-46	-47
- tax paid	-31	-13
Free cash flow	92	129



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Cash flow Q3 – working capital development

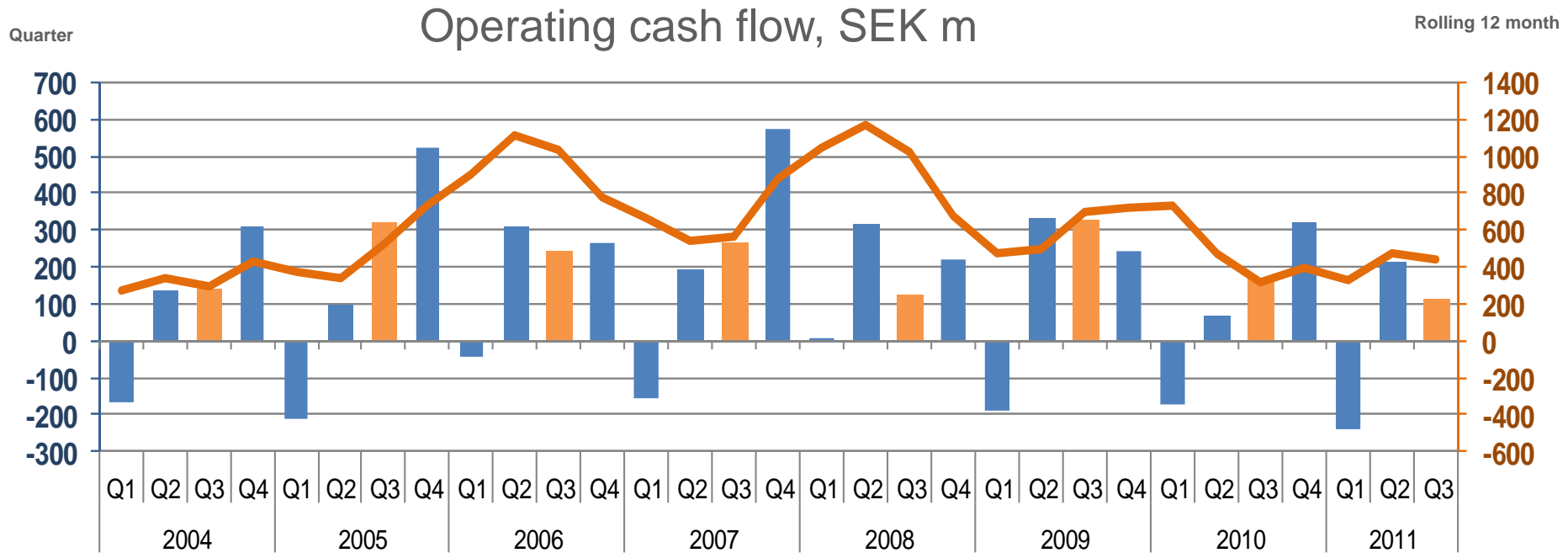
	2011 Jul - Sep	2010 Jul - Sep
Stock	8	-141
Operating receivables	-76	28
Operating liabilities	68	21
Total change in working capital	0	-92

- Stock levels stable in spite of seasonal period
- Increased receivables mainly due to higher volumes



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Cash flow trend



■ LTM cash flow from operating activities amounted to SEK 443 m



Business Areas



BA Ventilation

Profit & Loss Q3 2011

SEK m	Q3 2011	Q3 2010
Sales	932	924
EBIT*	65	70
EBIT* %	7.0	7.6

Sales growth	1%
Structure	0%
Currency effect	-2%
Organic	3%

*) excluding one time cost of SEK 7 m in Q3 2010

- Organic sales growth in all regions, except USA
- Gross margin reduction caused small drop in EBIT. Caused by price pressure in some markets and somewhat lower productivity beginning of the quarter



BA Building Components

Profit & Loss Q3 2011

SEK m	Q3 2011	Q3 2010
Sales	674	695
EBIT	90	123
EBIT %	13.4	17.7

Sales growth	-3%
Structure	0%
Currency effect	-2%
Organic	-1%

- Negative sales development due to weak residential demand in CEE/CIS
- Main variance due to Q3 2010 gross margins which were positively affected by steel price effects whereas Q3 2011 had the reverse impact to some extent. Additionally, price pressure continued in many markets, particularly in CEE and to a lower extent in Denmark



BA Building Systems

Profit & Loss Q3 2011

SEK m	Q3 2011	Q3 2010
Sales	285	262
EBIT	22	28
EBIT %	7.7	10.7

Sales growth	9%
Structure	0%
Currency effect	-5%
Organic	14%

- Continued good growth explained by strong sales in CEE/CIS, particularly in Russia
- Decreased EBIT due to a higher cost level in the quarter but also, to a lesser extent, due to lower margins on orders taken earlier this year



Business highlights by BA



Ventilation – Innovation!

- Distribution
 - First Flexi Shop, innovative self-scanning store open in Gent, Belgium.
 - New branch in Sweden (Gotland) will open in Q4
- Ducts and Fittings:
 - SEK 12 m order in Hungary (Q4/Q1 deliveries) for Audi's manufacturing plant
- Comfort:
 - MBB plenum box, wins industry award in UK, "Commercial Ventilation Product Of the Year."



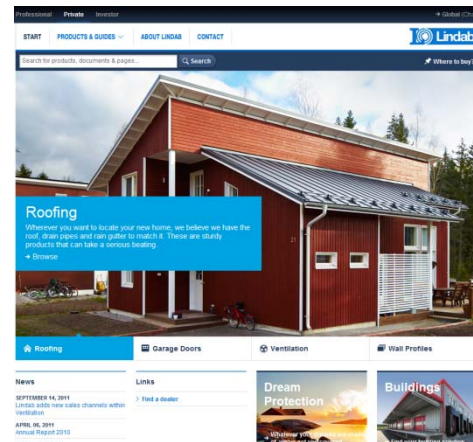
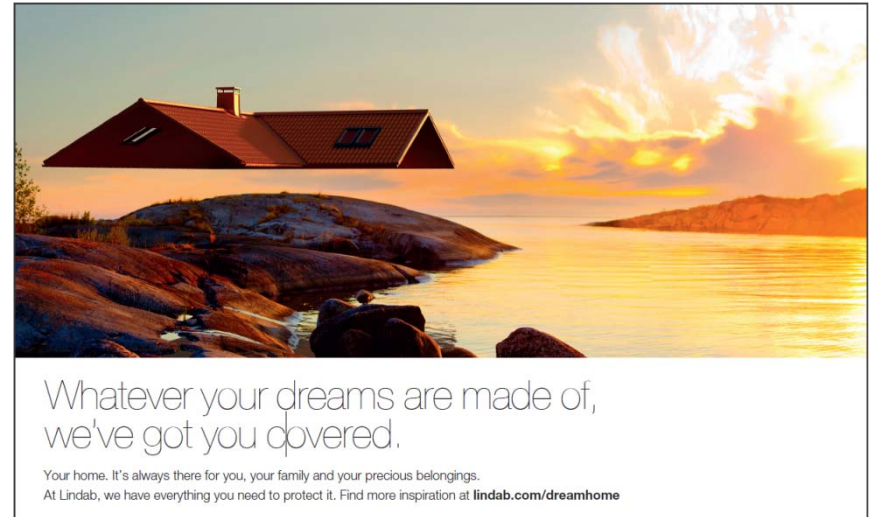


Building Components – Protecting your dream

- Focus Residential:
 - Dream Protection campaign, Norway
 - Web for home owners

- Distribution in Western Europe:
 - Branches in South Germany

- Sweden
 - SEK 6 m order to Sweden's largest automated milking hall



New web
launched in
Norway, Romania,
Poland, Sweden



Building Systems - Fresh Easterly breeze

- Focus Russia/CIS – big orders:
 - SEK 80 m for multi-storey Business and Leisure centre, Siberia
 - Three more orders above SEK 10 m in Russia in quarter
 - SEK 15 m for 13 000 M2 manufacturing unit in Belarus

- Production efficiency:
 - New robotized welding system.



State of the art in house robotized welding system. Automatic generation of robot welding programs from the 3D digital drawings of the buildings.

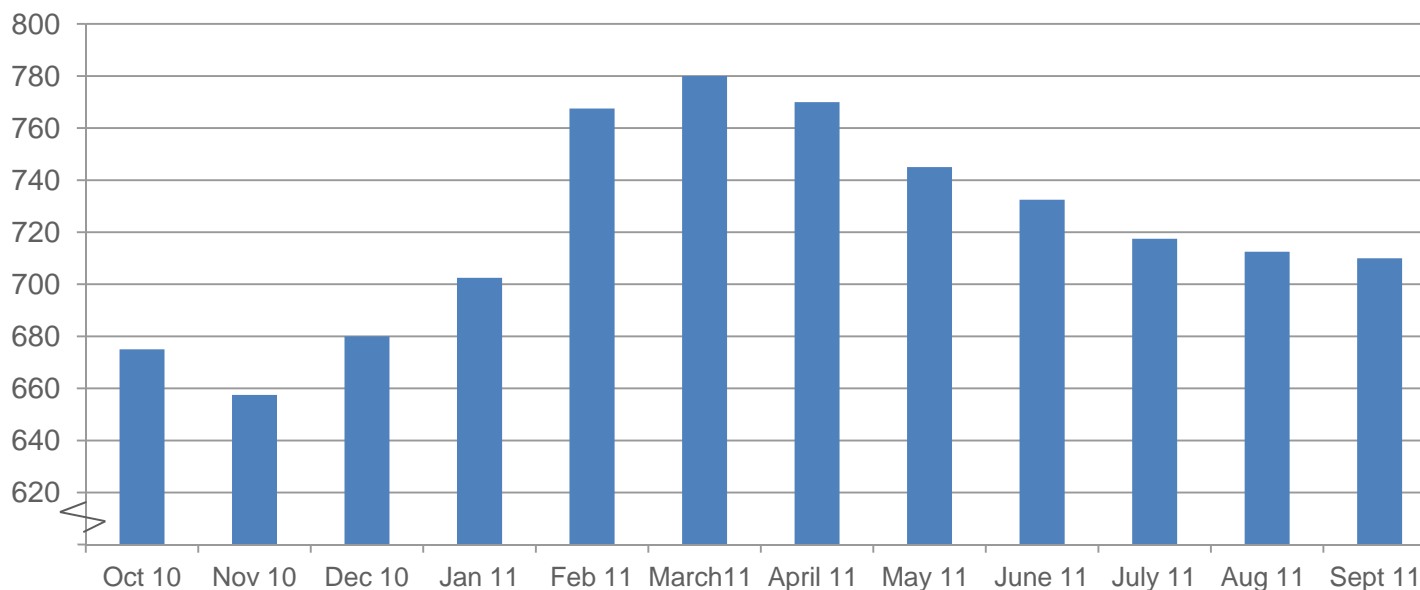


Trends and outlook



Steel spot prices – continue to decline

HDG SBB NE & CRU DE €/ton



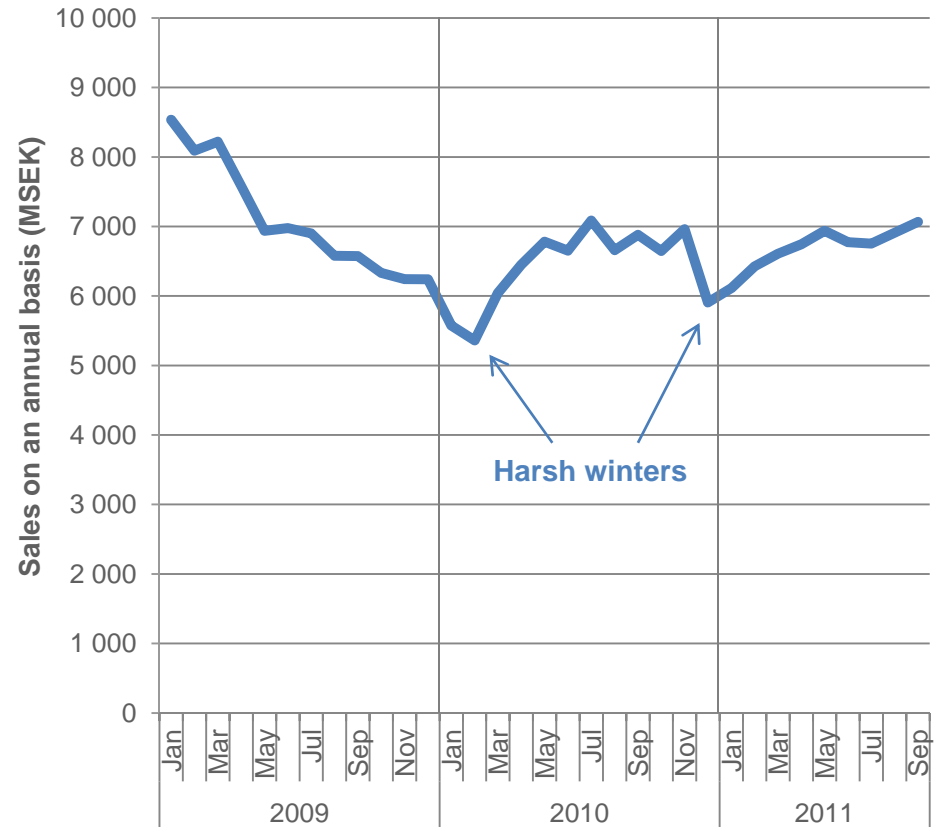


Sales Trend

- Underlying sales trend slightly positive
- Still no direct effect from worsening of Euro debt crisis
- Winter weather conditions have big influence on our sales

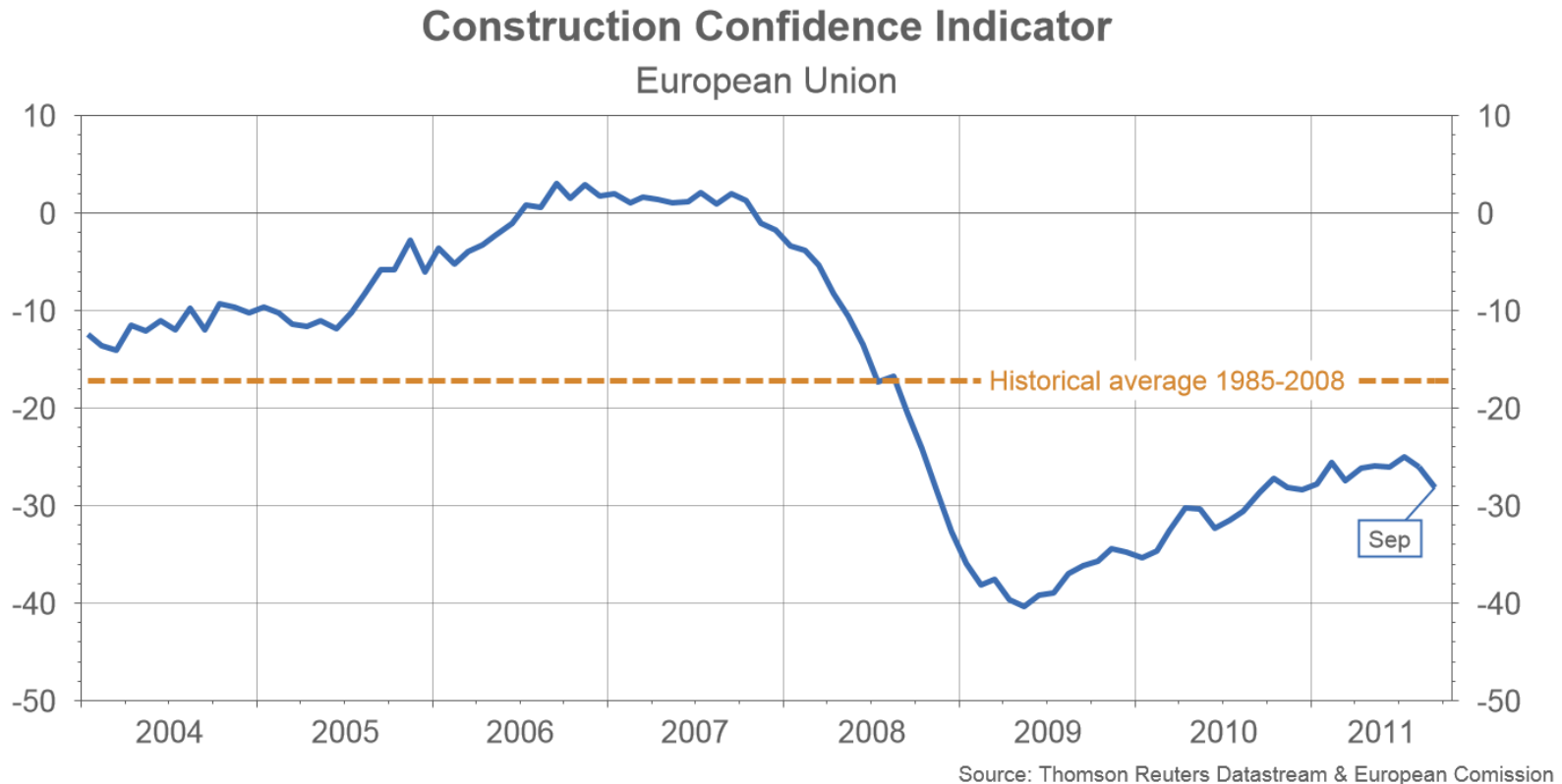
Seasonally Adjusted Monthly Sales

Not currency adjusted





European Construction Market



- Confidence has started to drop and remains below historical average



Q3 – Outlook - CEO comment

Due to the late cyclicity of our business, demand in the coming months is likely to be more affected by the timing of the winter weather than by the current market uncertainty.

However, longer term, the Euro crisis in particular and the uncertainty it creates, will lead to a downgrading of construction growth projections which will have an impact on demand for our products.

We are closely monitoring the demand evolution and will take action if required.



Thank you

Q & A

