



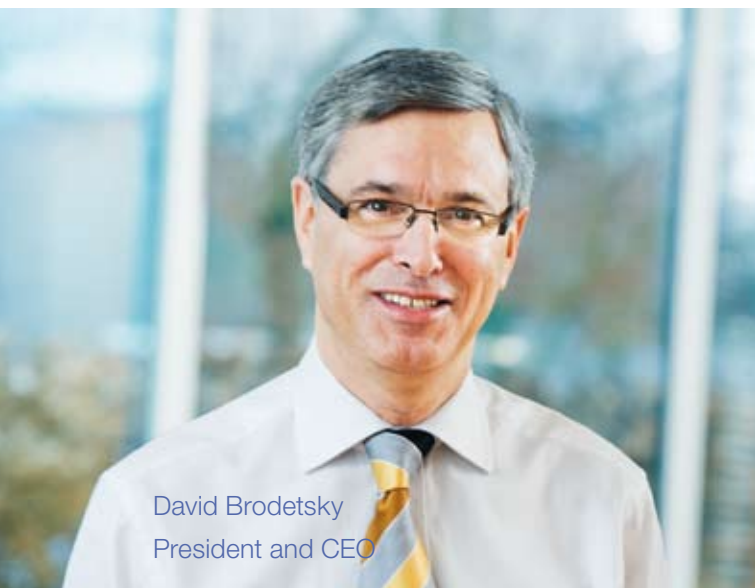
## Third quarter 2010

- Sales revenue increased by 3 percent to SEK 1,881 m (1,825), an increase of 8 percent when adjusted for currency and structure.
- Operating profit (EBIT) increased by 46 percent to SEK 212 m (145), excluding one-off items of SEK -7 m (-35).
- The operating margin (EBIT), excluding one-off items, amounted to 11.3 percent (7.9).
- The after-tax result amounted to SEK 114 m (37).
- Earnings per share amounted to SEK 1.51 (0.49).
- Cash flow from operating activities amounted to SEK 172 m (329).

## January–September 2010

- Sales revenue decreased by 11 percent to SEK 4,830 m (5,417), a decrease of 6 percent when adjusted for currency and structure.
- Operating profit (EBIT) amounted to SEK 272 m (267), excluding one-off items of SEK 47 m (-47).
- The operating margin (EBIT), excluding one-off items, amounted to 5.6 percent (4.9).
- The after-tax result amounted to SEK 113 m (29).
- Earnings per share amounted to SEK 1.50 (0.39).
- Cash flow from operating activities amounted to SEK 67 m (474).
- A contract concerning the sale and lease-back of property in January 2010 generated cash flow of SEK 285 m, with a capital gain of SEK 73 m.
- Acquisition of the Finnish ventilation company IVK-Tuote Oy.





David Brodetsky  
President and CEO

### Lindab's President and CEO, David Brodetsky comments:



Our third quarter performance confirmed recent trends and expectations: we have seen positive signs in the Nordic residential markets; the non-residential markets have stabilised and we have been able to recover the increased cost of steel in our sales prices.

I'd particularly like to highlight the Building Components business area's excellent performance in the quarter. Sweden stands out especially as the top performing market with September being the best ever month on record for Building Components in this market. The Building Systems business area also did very well to turn around from a loss in Q3, 2009 to good profitability in Q3, 2010 in large part due to improved sales in Eastern Europe stemming from orders booked in Q2. The Ventilation business area's markets remain weak but stable.

In overall terms, the new strategy is directing focus, attention and resources to the business segments where Lindab has clear strengths and where we see the most attractive markets. Geographically, we have good positions throughout the Nordic region, Western Europe and CEE. Of course we'll work to strengthen these but we also see main growth regions in Russia and CIS. We are now in the implementation phase with many activities in each business area focusing on the areas that will drive stronger growth and profitability in the coming years.

The market outlook is unchanged. We expect the residential segment to continue to confirm its recovery, particularly in the Nordic region. The non-residential market, on the other hand, remains stable overall. External indicators continue to point to the start of a recovery in this segment in the 2nd half of 2011.

# The Lindab Group, third quarter and the period January – September 2010

## Sales and markets

Sales revenue during the third quarter amounted to SEK 1,881 m (1,825), which is an increase of 3 percent compared with the third quarter of 2009. Adjusted for currency effects and structural changes, the increase was 8 percent compared with the same period the previous year. Currency effects have negatively affected sales revenue by 6 percentage points during the period. Structural changes, relating to the sale of Folke Perforerig in the third quarter of 2009 and the acquisition of the Finnish ventilation company IVK-Tuote Oy in the first half of 2010, have positively affected sales revenue by 1 percentage point.

During the quarter, sales in the Nordic region have risen by 6 percent. Adjusted for currency and structure the increase was 9 percent. Overall, the Swedish market is showing continued strong demand. Sales in Western Europe decreased by 1 percent during the quarter, when adjusted for currency effects sales increased by 7 percent. Sales in the CEE/CIS increased by 4 percent and after adjustment for currency the increase was 12 percent.

Demand in the various market segments differs. The residential market is showing the clearest improvement in demand, which is positively affecting sales within Building Components. The market for

non-residential construction, which is the main market for Ventilation and Building Systems, is continuing to show weak demand overall.

Sales revenue for the period January–September amounted to SEK 4,830 m (5,417), which is a decrease of 11 percent compared with the corresponding period the previous year. Adjusted for currency and structure the decrease amounted to 6 percent, of which currency effects represent 5 percent.

## Profit

Operating profit (EBIT) for the third quarter increased by 46 percent to SEK 212 m (145), excluding one-off items of SEK –7 m (–35). One-off items for the current year relate to the restructuring of the Ventilation business area's operations in the USA, announced in September. The restructuring focused mainly on the streamlining of production. The annual cost saving is calculated to be SEK 9 m. The previous year's costs relate to the closure of the Building Systems plant in Hungary and the restructuring work within the Ventilation business area.

Higher volumes are the main reason for the increased profit. The price of steel, which is Lindab's main raw material, rose considerably at the beginning of the third quarter. Lindab has imple-

mented price increases to compensate for this cost increase.

The operating margin (EBIT), excluding one-off items, for the period July–September amounted to 11.3 percent (7.9).

The pre-tax result for the period amounted to SEK 159 m (76). The after-tax result increased to SEK 114 m (37). Earnings per share amounted to SEK 1.51 (0.49).

After the third quarter, the rolling twelve-month operating profit (EBIT), excluding one-off items, amounted to SEK 306 m (485). This corresponds to a margin of 4.8 percent (6.2).

Operating profit (EBIT) for the period January–September, excluding one-off items, amounted to SEK 272 m. The previous year's profit was SEK 267 m. Including one-off items, the profit amounted to SEK 319 m (220). One-off items for the year total SEK 47 m, with SEK 26 m comprising costs for restructuring measures and a capital gain of SEK 73 m from the property transaction completed in the first quarter in Luxembourg. During the same period in 2009, the profit was affected by one-off costs totalling SEK 47 m net.

The previously announced cost-reduction programmes, which are now fully implemented, have altogether decreased costs by SEK 560 m annually compared with the situation in 2008. During 2010, the programme has lowered costs by SEK 100 m compared with the previous year.

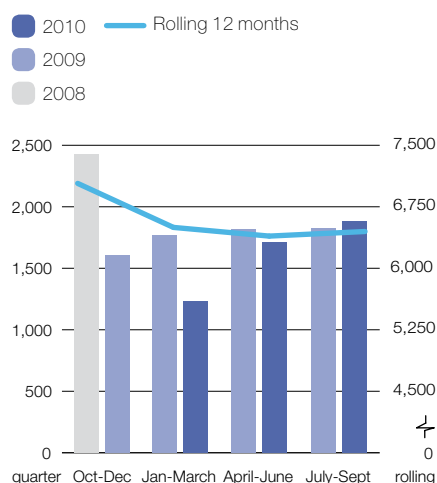
The operating margin (EBIT) for the same period, excluding one-off items, amounted to 5.6 percent (4.9).

The pre-tax result for the first nine months of the year amounted to SEK 191 m (121). The after-tax result amounted to SEK 113 m (29).

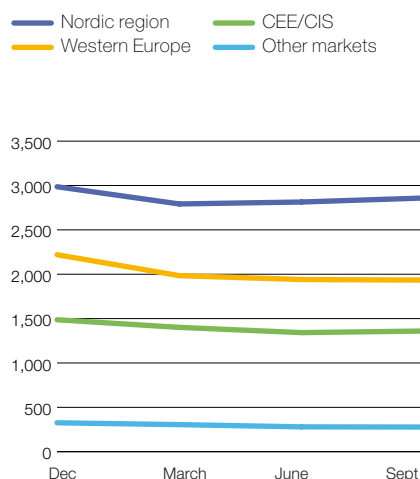
Earnings per share amounted to SEK 1.50 (0.39).

Dilutive effects have not been taken into account for the share warrants in the incentive programmes since the average share price for both the quarter

## Sales revenue, SEK m



## Sales revenue per market Rolling 12 months, SEK m



and the year is lower than the conversion rates in each of the programmes.

### Seasonal variations

Lindab's operations are affected by seasonal variations in the construction industry, and the greatest proportion of sales is normally seen during the second half of the year. The most substantial seasonal variations are to be found within the Building Components and Building Systems business areas. The Ventilation business area is less dependent on seasons and the weather since the installation of ventilation systems is mainly carried out indoors.

There is normally a deliberate stock build-up of mainly finished goods during the first quarter, which gradually becomes a stock reduction during the second and third quarters as a result of increased activity within the construction market. During the third quarter, however, the value of the stock has increased owing to higher steel prices.

### Investments

Net investments in fixed assets for the quarter amounted to SEK 43 m (21). Investment in the new Building Systems plant in Yaroslavl, Russia, was completed during the quarter with the acquisition of land for SEK 12 m. Operations in Folke Perforering were divested in the previous year for SEK 15 m.

Investments for the period January–September, excluding acquisitions, amounted to SEK 81 m (134). Acquisition of Group companies consisted of shares in IVK-Tuote Oy, Finland,

which was acquired for SEK 43 m. Because the acquisition was paid for using treasury shares, the cash flow from investing activities has only been affected positively by the company's SEK 4 m in cash and cash equivalents. Sales of fixed assets amounted to SEK 303 m (18), with the largest item comprising the sale of the Building Systems plant in Luxembourg, amounting to SEK 285 m. A leaseback agreement has been signed with the buyer.

### Cash flow

Cash flow from operating activities amounted to SEK 172 m for the third quarter compared with SEK 329 m for the same period the previous year. The difference of SEK 157 m consists primarily of increased working capital tied up of SEK 268 m. A higher operating profit of SEK 95 m offsets this to some extent.

Stock has increased by SEK 141 m during the quarter, largely due to substantial steel price increases. In the previous year, stock decreased by SEK 171 m during the corresponding period.

The cash flow from investing activities amounted to SEK –43 m (–7). Adjusted for acquisitions and divestments this was SEK –43 m (–21). Gross fixed assets were acquired for SEK 43 m (27) and divested for SEK 0 m (6).

For the first nine months of the year, cash flow from operating activities amounted to SEK 67 m (474). The difference compared to 2009 amounts to SEK 407 m, which is explained on the one hand by higher working capital tied up of SEK

565 m, which has a negative effect, and on the other hand a higher operating profit of SEK 99 m, which has a positive effect.

Working capital increased by SEK 208 m during the year, as opposed to the previous year's decrease of SEK 357 m, owing to higher capital tied up in stock and operating receivables, which is partly offset by increased accounts payable. In the previous year the stock was reduced substantially, positively affecting the cash flow.

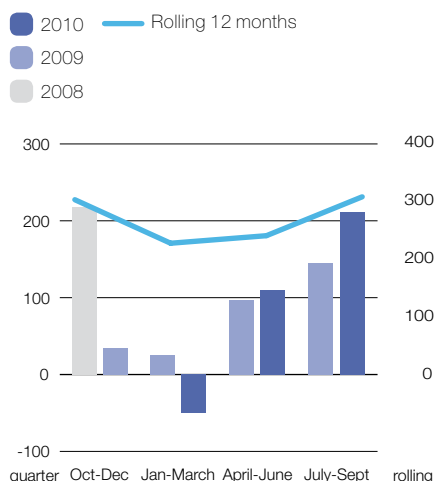
The cash flow from investing activities amounted to SEK 226 m (–115). When adjusted for acquisitions and divestments this was SEK 222 m (–116). During the year, shares in IVK-Tuote Oy, Finland, have been acquired for SEK 43 m. Because the payment was made using treasury shares, the cash flow from investing activities has only been affected by the company's SEK 4 m in cash and cash equivalents. Furthermore, the property transaction in Luxembourg was completed with a sale price of SEK 285 m.

Financing activities for the period January–September resulted in a net cash flow of SEK –307 m (–351) consisting of changes in borrowing of SEK –313 m (–145) and the payment of SEK 6 m (–) in premiums for warrants in the third incentive programme.

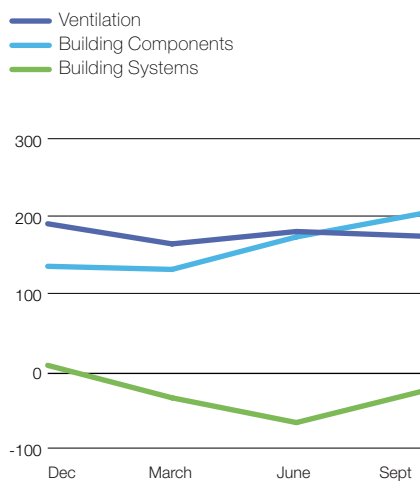
### Financial position

The net debt was SEK 2,104 m (2,600) at 30 September 2010. The strong Swedish krona has decreased the net debt by around SEK 100 m since the start of the year. The equity/assets ratio

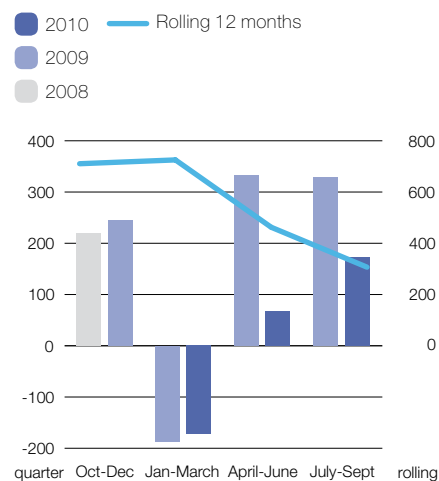
Operating profit (EBIT), SEK m\*)



Operating profit (EBIT) Rolling 12 months, SEK m\*)



Cash flow from operating activities, SEK m



\*) Adjusted for one-off items.

amounted to 40 percent (38) and the net debt-equity ratio was 0.7 (0.9).

Net financial income during the quarter was SEK –46 m (–34). For the first nine months of the year, net financial income amounted to SEK –128 m (–99). The increase is due to increased interest expenses resulting from raised interest rates.

Since December 2007, Lindab has had a binding five-year credit agreement with Nordea and Handelsbanken. The total credit limit is SEK 3.5 bn with a maturity date of 17 December 2012.

Unused credit facilities amounted to SEK 1,577 m (2,152). The decrease is mainly due to the credit limit being reduced from SEK 4.5 bn to SEK 3.5 bn when the agreement was renegotiated during the fourth quarter of 2009.

#### **Company acquisitions**

The Finnish company IVK-Tuote Oy was acquired at the end of March 2010. The company produces and sells ventilation products for indoor climate. In 2009, the company had sales of EUR 6 m and an operating profit of EUR 0.7 m. It had 57 employees. The purchase price amounted to EUR 4.4 m which was paid through the transfer of 559,553 Lindab treasury shares. The acquisition means that the net debt increased by SEK 10 m and consolidated goodwill increased by SEK 9 m.

#### **Depreciation/amortisation**

The total depreciation/amortisation for the quarter was SEK 42 m (56), of which SEK 1 m (3) related to consolidated amortisation of surplus value on intangible assets. For the period January–September, depreciation amounted to SEK 134 m (168), of which SEK 6 m (8) related to consolidated amortisation of surplus value on intangible assets.

The lower depreciation is due mainly to restructuring measures and Lindab had a lower investment pace in recent years. The sale of the property in Luxembourg has also affected the depreciation costs. For certain surplus value on intangible assets, the depreciation has been completed during the quarter.

#### **Tax**

Tax expenses for the quarter amounted to SEK 45 m (39). The pre-tax result amounted to SEK 159 m (76), giving an effective tax rate of 28 percent (51). The Group's average tax rate for the

quarter is calculated at 23 percent (39), through a weighting that is based on subsidiaries' pre-tax result (EBT) multiplied by the local tax rate.

A reconciliation of the effective tax rate for the quarter using the average tax rate shows the following: The difference amounts to 5 percentage points (12) and notably comprises various fiscal adjustments to reported profit, such as non-deductible expenses of 3 percentage points (5), tax attributable to previous years 0 percentage points (–7), as well as corrections to loss carry forwards 0 percentage points (13) and other items of 2 percentage points (1) net. The largest single item in the previous year was the reversal of a portion of deferred tax on the deficit in Germany of SEK 10 m.

Tax expenses for the first nine months of the year were SEK 78 m (92). The pre-tax profit amounted to SEK 191 m (121), giving an effective tax rate of 41 percent (76). The average tax rate for the Group has been calculated at 26 percent (35).

#### **Pledged assets and contingent liabilities**

During the first quarter, Lindab submitted floating charges equivalent to SEK 313 m as security for its credit agreement. Otherwise, there have not been any significant changes to pledged assets and contingent liabilities.

#### **The Parent Company**

The parent company had no sales during the quarter. The after-tax result for the period amounted to SEK –19 m (101). For the period January–September, the corresponding result was SEK –52 m (78).

#### **Noteworthy risks and uncertainties**

There have been no changes to what was stated by Lindab in its Annual Report for 2009 regarding Noteworthy risks and uncertainties (pages 93–97).

#### **Annual General Meeting 2011**

The board has decided that the Annual General Meeting will be held on 11 May 2011. Notice to attend the meeting will be sent out in due course.

#### **Strategy and financial targets**

Lindab hosted an Investor Day in Stockholm on 14 June at which the company's new vision, updated strategy and financial targets were presented.

The vision is: "to be the preferred partner for building professionals in Lindab's core products Europe-wide".

The updated strategy focuses on profitable growth with clearer and more detailed action plans for the future direction of the three business areas.

The same occasion was used to communicate the revised financial targets. The annual organic growth target has been raised from 6 percent to 8 percent, in light of the updated strategy and the assumptions regarding market growth. The operating margin target remains at 14 percent and this is judged to be realistic in good economic conditions. The target for the net debt equity ratio has been lowered from an interval of 1.0–1.4 times to 0.8–1.2 times, which is in line with historical levels.

#### **Incentive programme**

The 2010 Annual General Meeting decided to continue the three-year Incentive Programme introduced in 2008, with stage three implemented during May. Of the programme's 784,000 warrants, 52,000 have been reserved for incoming executives in 2010. The remaining 732,000 warrants have been fully subscribed to by participants in the programme. Newly recruited executives will be invited to subscribe later in the year, but with conditions applicable at this later date based on the Black-Scholes option pricing model.

The price per warrant was established at SEK 8.40, entitling the holder to one share in Lindab International for SEK 93.00 between 1 June 2012 and 31 May 2013.

#### **Employees**

The number of employees at the end of the quarter, converted to full-time employment, totalled 4,485 (4,714) which is an increase of 50 people since the start of the year. Adjusted for the acquisition of IVK-Tuote Oy, the number of employees decreased by 6.

#### **The Lindab Share**

The highest price paid for Lindab shares during the period January–September was SEK 99.50 on 30 September, and the lowest was SEK 61.25 on 26 February. The closing price on 30 September 2010 was SEK 97.65. The average daily trading volume of Lindab shares was 140,131 shares per day (137,204).

Lindab holds 3,375,838 treasury shares (3,935,391), equivalent to 4.3 percent (5.0) of the total number of Lindab shares. The share buy-back was completed in 2008. The decrease is due to the acquisition of IVK-Tuote Oy paid using Lindab treasury shares, in which 559,553 shares were transferred to the seller of the company. The number of outstanding shares has therefore increased to 75,331,982 (74,772,429).

The biggest shareholders in relation to the number of outstanding shares are Ratos AB with 23.5 percent (23.7), Livförsäkringsaktiebolaget Skandia with 11.6 percent (12.6), Sjätte AP-fonden with 10.6 percent (11.8), Robur/Swedbank with 8.5 percent (7.3) and Lannebo Fonder with 4.6 percent (4.2). The holdings of the ten largest shareholders constitute 73.5 percent of the shares (75.1), excluding Lindab's own holding.

#### **New segment reporting**

From 1 January 2010, Lindab reports in three segments: the business areas of Ventilation, Building Components and Building Systems (the latter two were formerly included in the Profile business area). Historical financial information for the new segment breakdown is available on the Group's website, [www.lindabgroup.com](http://www.lindabgroup.com), under Investor Relations, Financial information.

#### **Accounting principles**

See note 1, page 18.

Unless otherwise specified in this Interim Report, all statements refer to the Group. Figures in parentheses indicate the outcome for the corresponding period in the previous year.

A compilation of key figures can be found on page 16.

## Sales revenue and growth

	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Sales revenue, SEK m	1,881	1,825	4,830	5,417	7,019
Change, SEK m	56	-892	-587	-1,996	-2,821
Change, %	3	-33	-11	-27	-29
Of which					
Volumes and prices, %	8	-37	-6	-34	-33
Acquisitions/divestments, %	1	1	0	2	1
Currency effects, %	-6	3	-5	5	3

## Sales revenue per market

SEK m	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Nordic region	809	764	2,146	2,273	2,986
Western Europe	538	544	1,464	1,750	2,220
CEE/CIS	457	439	1,004	1,131	1,487
Other markets	77	78	216	263	326
<b>Total</b>	<b>1,881</b>	<b>1,825</b>	<b>4,830</b>	<b>5,417</b>	<b>7,019</b>

## Sales revenue from external customers by segment (Sales revenue per business area)

SEK m	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Ventilation	924	953	2,665	3,017	3,878
Building Components	695	650	1,580	1,601	2,144
Building Systems	262	219	585	780	978
Other operations	-	3	-	19	19
<b>Total</b>	<b>1,881</b>	<b>1,825</b>	<b>4,830</b>	<b>5,417</b>	<b>7,019</b>
<b>Gross internal sales all segments</b>	<b>10</b>	<b>9</b>	<b>21</b>	<b>21</b>	<b>28</b>

## Operating profit (EBIT) and result before tax (EBT)

SEK m	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Ventilation	70	76	157	173	190
Building Components	123	93	159	91	135
Building Systems	28	-12	-9	25	7
Other operations	-9	-12	-35	-22	-31
One-off items <sup>1)</sup>	-7	-35	47	-47	-47
<b>Total (EBIT)</b>	<b>205</b>	<b>110</b>	<b>319</b>	<b>220</b>	<b>254</b>
Net financial income	-46	-34	-128	-99	-135
<b>Result before tax (EBT)</b>	<b>159</b>	<b>76</b>	<b>191</b>	<b>121</b>	<b>119</b>

1) Operating profit (EBIT) for the third quarter of 2010 has been adjusted by SEK 7 m, relating to the closure of Ventilation's unit in Texas, USA. For the nine month period of 2010, there is an additional preliminary estimated capital gain of SEK 73 m on the sale of property in Luxembourg plus restructuring costs.

The operating profit (EBIT) for the third quarter of 2009 has been adjusted by SEK -45 m relating to the cost reduction programme plus a return of SEK 10 m from the sale of Folke Perforering. For the nine month period in 2009 there is an additional one-off cost of SEK 12 m relating to the closure of Lindab Plåt in Edsvåra, Sweden.

# Ventilation business area

- Sales revenue during the third quarter amounted to SEK 924 m (953), a decrease of 3 percent. Adjusted for currency effects and structure, sales increased by 1 percent.
- The operating profit (EBIT), excluding one-off items, decreased by 8 percent to SEK 70 m (76).
- Market remains weak – unchanged demand.

## Sales and markets

Sales revenue during the third quarter fell by 3 percent to SEK 924 m (953). Currency effects have reduced sales by 6 percentage points. The acquisition of IVK-Tuote Oy has positively affected sales by 2 percentage points. Price increases have positively affected sales revenue.

Demand within non-residential construction has been weak in most markets during the year, particularly in new construction that represents more than half of sales. The main markets for the business area, Nordic and Western Europe, showed a stabilisation in demand, albeit with wide variations between individual countries. In the Nordic region, the Swedish together with the Finnish market is showing a positive trend in demand. In Western Europe, the main markets UK and Germany are showing unchanged demand.

The Finnish company acquired in the first quarter, IVK-Tuote Oy, has performed positively and the integration work is proceeding to plan.

Sales for the first nine months of the year decreased by 12 percent to SEK 2,665 m (3,017). Adjusted for currency and structure the decrease was 7 percent.

## Profit

The operating profit (EBIT) for the third quarter, excluding one-off items, amounted to SEK 70 m (76), which is a decrease of 8 percent compared with the previous year. The operating margin (EBIT) amounted to 7.6 percent (8.0). The reduced margin is explained by certain price pressures, but this is partially offset by lower fixed costs. One-off items amount to SEK -7 m and relate to a restructuring and streamlining of production in operations in the USA. The unit in Texas is being closed down and all production will take place in Portsmouth, Virginia. The annual cost saving is calculated at SEK 9 m and will take effect beginning in the fourth quarter of 2010. A total of 20 people are affected by the closure.

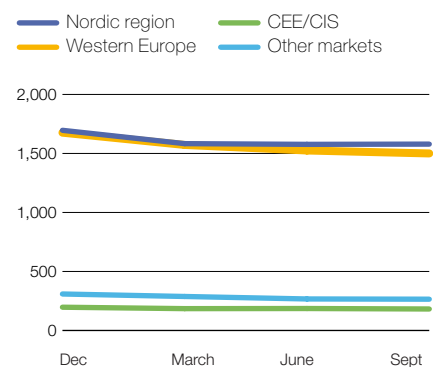
Operating profit (EBIT) for the first nine months of the year, excluding one-off items, amounted to SEK 157 m (173), which is a decrease of 9 percent.

## Other

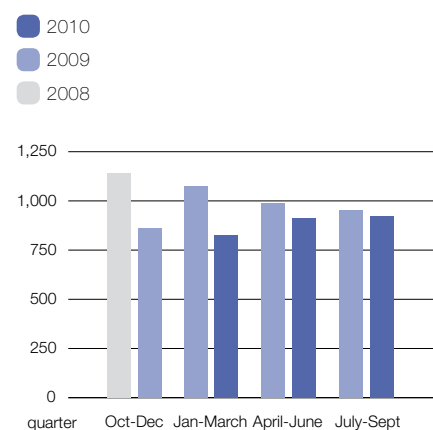
In order to focus operations and improve profitability, Lindab has signed a lease contract for a new factory directly adjacent to Lindab's existing major production unit in Karlovarska, outside Prague in the Czech Republic. The new factory, measuring 10,000 m<sup>2</sup>, provides space for further streamlining and centralisation of mainly indoor climate products (Comfort). The new factory is expected to be in operation during the second quarter of 2011.



## Sales revenue per market Rolling 12 months, SEK m



## Sales revenue per quarter, SEK m



## Key figures Ventilation

	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Sales revenue, SEK m	924	953	2,665	3,017	3,878
Operating profit (EBIT), SEK m <sup>1)</sup>	70	76	157	173	190
Operating margin (EBIT), % <sup>1)</sup>	7.6	8.0	5.9	5.7	4.9
No. of employees at close of period	2,519	2,659	2,519	2,659	2,555

1) Operating profit (EBIT) for the third quarter of 2010 has been adjusted by SEK 7 m, relating to the closure of Ventilation's unit in Texas, USA. For the nine month period of 2010, there are additional restructuring costs of SEK 11 m.

The operating profit (EBIT) for the third quarter and full year 2009 has been adjusted for one-off costs of SEK 19 m relating to the cost reduction programme.



# Building Components business area

- Sales revenue during the third quarter amounted to SEK 695 m (650), an increase of 7 percent. Adjusted for currency effects the increase was 13 percent.
- The operating profit (EBIT), excluding one-off items, increased by 32 percent to SEK 123 m (93).
- Good demand during the quarter.

## Sales and markets

Sales revenue rose by 7 percent to SEK 695 m (650) during the third quarter. Adjusted for currency fluctuations, sales increased by 13 percent during the quarter. Price increases to compensate for higher steel prices have positively affected sales revenue.

Building Components has seen good demand during the quarter, driven primarily by the Swedish market, which had its best ever sales month in September. All regions have shown organic growth during the quarter.

Sales for the first nine months of the year decreased by 1 percent to SEK 1,580 m (1,601). Adjusted for currency and structure sales increased by 3 percent.

## Profit

Operating profit (EBIT) for the quarter, excluding one-off items, amounted to SEK 123 m (93), which is an improvement of 32 percent compared with the previous year. The operating margin (EBIT) amounted to 17.7 percent (14.3) for the quarter. Higher volumes are the main reason for the increased profit.

Operating profit (EBIT) for the first nine months of the year, excluding one-off items, amounted to SEK 159 m (91).

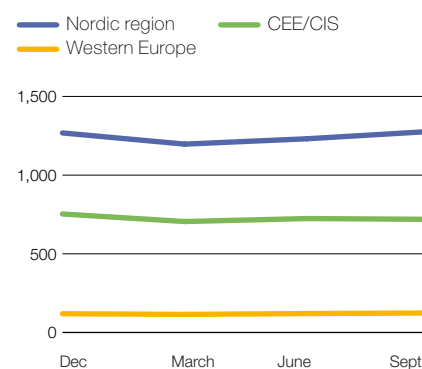
## Other

Activities in line with the updated strategy are being implemented at a high pace. The Rainline roof drainage system is being given great priority and more than 40 Rainline Centres are now open in the CEE/CIS aimed at increasing the market penetration within the residential segment.

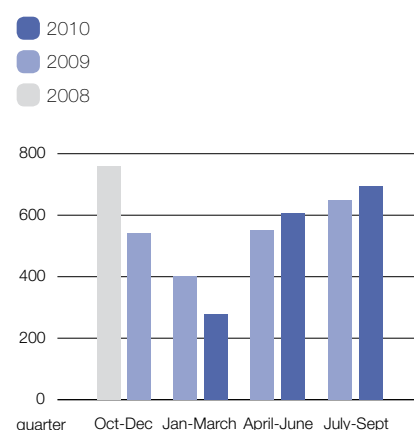


Rainline, Coverline and Seamline promoted at Wolsley Sustainable Building Centre, UK

## Sales revenue per market Rolling 12 months, SEK m



## Sales revenue per quarter, SEK m



## Key figures Building Components

	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Sales revenue, SEK m	695	650	1,580	1,601	2,144
Operating profit (EBIT), SEK m <sup>1)</sup>	123	93	159	91	135
Operating margin (EBIT), % <sup>1)</sup>	17.7	14.3	10.1	5.7	6.3
No. of employees at close of period	1,090	1,070	1,090	1,070	1,003

1) Operating profit (EBIT) for the nine month period in 2009 has been adjusted by SEK 12 m in one-off costs relating to Lindab Plåt in Edsvåra, Sweden, which was part of the cost reduction programme.

For the full year 2009, there are additional restructuring costs of SEK 12 m.

# Building Systems business area

- Sales revenue during the third quarter amounted to SEK 262 m (219), an increase of 20 percent. Adjusted for currency effects the increase was 29 percent.
- Operating profit (EBIT), excluding one-off items, amounted to SEK 28 m (-12).
- Continued positive signals from the Russian market.

## Sales and markets

Sales revenue rose by 20 percent to SEK 262 m (219) during the third quarter. Currency effects have negatively affected sales by 9 percent during the quarter. Deliveries relating to the strong order intake in the second quarter have begun. Price increases have been implemented to compensate for higher steel prices.

The main market, new construction of industrial buildings, remains weak in general. However, individual markets such as Russia and Poland show continued improvements.

Sales revenue for the first nine months of the year decreased by 25 percent to SEK 585 m (780). Adjusted for currency and structure the decrease was 19 percent.

## Profit

Operating profit (EBIT) for the period, excluding one-off items, amounted to SEK 28 m (-12). The operating margin (EBIT) amounted to 10.7 percent (-5.5) for the quarter. One-off items for 2009 amounted to SEK 26 m, and refer to costs relating to the closure of the production unit in Hungary. Higher volumes and improved margins are the main reasons for the increased profit.

Operating profit (EBIT) for the first nine months of the year, excluding one-off items, amounted to SEK -9 m (25).

In the first quarter, a property was sold in Luxembourg generating SEK 285 m in cash flow and a capital gain of SEK 73 m. A lease-back agreement was simultaneously agreed for the same property.

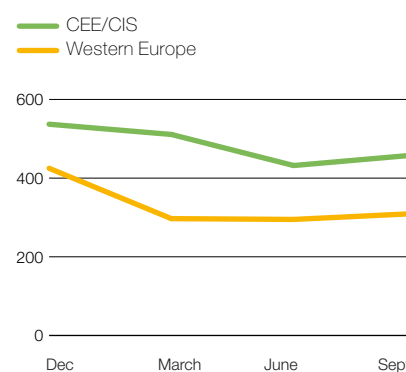
## Other

In line with the updated strategy, certain labour intensive production has been moved from Luxembourg to the Czech Republic. Capacity increases and efficiency measures have also been implemented in the Russian production plant in Yaroslavl. The investment was completed during the quarter with the acquisition of land.

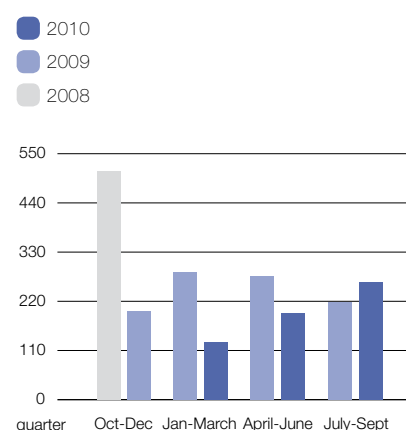
50 000 m<sup>2</sup> production facility for Komatsu in Russia, completed in 13 months.



Sales revenue per market  
Rolling 12 months, SEK m



Sales revenue per quarter, SEK m



## Key figures Building Systems

	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Sales revenue, SEK m	262	219	585	780	978
Operating profit (EBIT), SEK m <sup>1)</sup>	28	-12	-9	25	7
Operating margin (EBIT), % <sup>1)</sup>	10.7	-5.5	-1.5	3.2	0.7
No. of employees at close of period	773	854	773	854	756

1) Operating profit (EBIT) for the nine month period in 2010 has been adjusted by SEK 65 m, primarily relating to the preliminary estimated capital gain of SEK 73 m on the sale of property in Luxembourg plus costs for the closure of the Building Systems plant in Hungary.

In the previous year, a provision of SEK 26 m was made during the third quarter for restructuring costs. For the full year, the provision decreased to SEK 14 m.

# Statement of comprehensive income

(Income statement)

<i>Amounts in SEK m</i>	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Rolling 12 M Oct 2009– Sept 2010	Jan-Dec 2009
Sales revenue	1,881	1,825	4,830	5,417	6,432	7,019
Cost of goods sold	-1,300	-1,296	-3,441	-3,941	-4,637	-5,137
<b>Gross profit</b>	<b>581</b>	<b>529</b>	<b>1,389</b>	<b>1,476</b>	<b>1,795</b>	<b>1,882</b>
Other operating income	8	31	147	118	174	145
Selling expenses	-222	-233	-690	-765	-961	-1,036
Administrative expenses	-132	-131	-395	-413	-521	-539
R & D costs	-9	-13	-27	-39	-35	-47
Other operating expenses	-21	-73	-105	-157	-99	-151
<b>Total operating expenses</b>	<b>-376</b>	<b>-419</b>	<b>-1,070</b>	<b>-1,256</b>	<b>-1,442</b>	<b>-1,628</b>
<b>Operating profit (EBIT)<sup>1)</sup></b>	<b>205</b>	<b>110</b>	<b>319</b>	<b>220</b>	<b>353</b>	<b>254</b>
Interest income	2	3	5	9	9	13
Interest expenses	-46	-33	-133	-101	-174	-142
Other financial income and expenses	-2	-4	0	-7	1	-6
<b>Net financial income</b>	<b>-46</b>	<b>-34</b>	<b>-128</b>	<b>-99</b>	<b>-164</b>	<b>-135</b>
<b>Result before tax (EBT)</b>	<b>159</b>	<b>76</b>	<b>191</b>	<b>121</b>	<b>189</b>	<b>119</b>
Tax	-45	-39	-78	-92	-71	-85
<b>After tax result</b>	<b>114</b>	<b>37</b>	<b>113</b>	<b>29</b>	<b>118</b>	<b>34</b>
<i>-thereof attributable to parent company shareholders</i>	<b>114</b>	<b>37</b>	<b>113</b>	<b>29</b>	<b>118</b>	<b>34</b>
<b>Other comprehensive income</b>						
Cash flow hedges	3	-	-12	-	-22	-11
Translation differences, foreign operations	-103	-187	-274	-200	-243	-168
Income tax attributable to cash flow hedges	-1	-	3	-	6	3
<b>Other comprehensive income</b>	<b>-101</b>	<b>-187</b>	<b>-283</b>	<b>-200</b>	<b>-259</b>	<b>-176</b>
<b>Total comprehensive income</b>	<b>13</b>	<b>-150</b>	<b>-170</b>	<b>-171</b>	<b>-141</b>	<b>-142</b>
<i>-thereof attributable to parent company shareholders</i>	<b>13</b>	<b>-150</b>	<b>-170</b>	<b>-171</b>	<b>-141</b>	<b>-142</b>
<b>Earnings per share, SEK</b>						
Undiluted	1.51	0.49	1.50	0.39	1.56	0.45
Diluted	1.51	0.49	1.50	0.39	1.56	0.45

*Dilutive effects have not been taken into account for share warrants in incentive programmes since the average share price is lower than the conversion rates in each of the programmes.*

1) The operating profit (EBIT) has been affected by one-off items amounting to:

Operating profit (EBIT) excl. one-off items	212	145	272	267	306	301
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*Operating profit (EBIT) for the third quarter of 2010 has been adjusted by SEK 7 m, relating to the closure of Ventilation's unit in Texas, USA.*

*For the nine month period of 2010, there is an additional preliminary estimated capital gain of SEK 73 m on the sale of property in Luxembourg plus restructuring costs.*

*The operating profit (EBIT) for the third quarter of 2009 has been adjusted by SEK -45 m relating to the cost reduction programme plus a return of SEK 10 m from the sale of Folke Perforering.*

*For the nine month period in 2009 there is an additional one-off cost of SEK 12 m relating to the closure of Lindab Plåt in Edsvåra, Sweden.*

# Statement of financial position

(Balance sheet)

<i>Amounts in SEK m</i>	30 Sept 2010	30 Sept 2009	31 Dec 2009
<b>Assets</b>			
Fixed assets			
Goodwill	2,722	2,861	2,922
Other intangible fixed assets	49	61	61
Tangible fixed assets <sup>1)</sup>	1,166	1,559	1,336
Financial fixed assets, interest bearing	25	7	25
Other financial fixed assets	389	362	454
<b>Total fixed assets</b>	<b>4,351</b>	<b>4,850</b>	<b>4,798</b>
Current assets			
Stock	1,200	1,001	896
Accounts receivable	1,212	1,263	976
Other current assets	265	345	304
Other receivables, interest bearing	35	56	3
Non-current assets held for sale <sup>1)</sup>	-	-	217
Cash and bank	212	266	248
<b>Total current assets</b>	<b>2,924</b>	<b>2,931</b>	<b>2,644</b>
<b>TOTAL ASSETS</b>	<b>7,275</b>	<b>7,781</b>	<b>7,442</b>
<b>Shareholders' equity and liabilities</b>			
<b>Shareholders' equity</b>	<b>2,882</b>	<b>2,969</b>	<b>3,003</b>
Long-term liabilities			
Interest-bearing provisions	124	108	133
Interest-bearing liabilities	2,083	2,740	2,384
Provisions	355	353	444
Other long-term liabilities	12	15	15
<b>Total long-term liabilities</b>	<b>2,574</b>	<b>3,216</b>	<b>2,976</b>
Current liabilities			
Interest-bearing liabilities	170	81	181
Provisions	48	103	74
Accounts payable	762	595	550
Other short-term liabilities	839	817	658
<b>Total current liabilities</b>	<b>1,819</b>	<b>1,596</b>	<b>1,463</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>7,275</b>	<b>7,781</b>	<b>7,442</b>

1) Non-current assets held for sale at 31-12-2009 refer to the Building Systems production facilities in Nyiregyháza, Hungary and in Diekirch, Luxembourg.

# Statement of cash flows

(Indirect method)

<i>Amounts in SEK m</i>	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Rolling 12 M Oct 2009– Sept 2010	Jan-Dec 2009
<b>Operating activities</b>						
Operating profit	205	110	319	220	353	254
Reversal of depreciation/amortisation	42	56	134	168	191	225
Reversal of capital gains (-) / losses (+) reported in operating profit	15	0	-75	0	-72	3
Provisions, not affecting cash flow	-7	14	-29	-49	-47	-67
Adjustment for other items not affecting cash flow	69	21	113	13	94	-6
<b>Total</b>	<b>324</b>	<b>201</b>	<b>462</b>	<b>352</b>	<b>519</b>	<b>409</b>
Interest received	2	6	8	9	10	11
Interest paid	-49	-20	-125	-112	-173	-160
Tax paid	-13	-34	-70	-132	-62	-124
<b>Cash flow from operating activities before change in working capital</b>	<b>264</b>	<b>153</b>	<b>275</b>	<b>117</b>	<b>294</b>	<b>136</b>
<b>Change in working capital</b>						
Stock (increase - /decrease +)	-141	171	-375	617	-270	722
Operating receivables (increase - /decrease +)	28	8	-301	4	-3	302
Operating liabilities (increase + /decrease -)	21	-3	468	-264	291	-441
<b>Total change in working capital</b>	<b>-92</b>	<b>176</b>	<b>-208</b>	<b>357</b>	<b>18</b>	<b>583</b>
<b>Cash flow from operating activities</b>	<b>172</b>	<b>329</b>	<b>67</b>	<b>474</b>	<b>312</b>	<b>719</b>
<b>Investing activities</b>						
Acquisition of Group companies	0	-1	4	-14	-27	-45
Divestment of operations	-	15	-	15	-	15
Investments in intangible fixed assets	-3	-4	-8	-13	-15	-20
Investments in tangible fixed assets	-40	-23	-73	-121	-114	-162
Change in financial fixed assets	0	0	0	0	1	1
Sale/disposal of intangible fixed assets	0	2	0	2	0	2
Sale/disposal of tangible fixed assets	0	4	303	16	308	21
<b>Cash flow from investing activities</b>	<b>-43</b>	<b>-7</b>	<b>226</b>	<b>-115</b>	<b>153</b>	<b>-188</b>
<b>Financing activities</b>						
Increase +/decrease - in borrowing	-193	-363	-313	-145	-508	-340
Warrant premium payments	-	-	6	-	11	5
Dividend to shareholders	-	-	-	-206	-	-206
<b>Cash flow from financing activities</b>	<b>-193</b>	<b>-363</b>	<b>-307</b>	<b>-351</b>	<b>-497</b>	<b>-541</b>
<b>Cash flow for the period</b>	<b>-64</b>	<b>-41</b>	<b>-14</b>	<b>8</b>	<b>-32</b>	<b>-10</b>
Cash and cash equivalents at start of the period	281	307	248	258	266	258
Effect of exchange rate changes on cash and cash equivalents	-15	0	-22	0	-22	0
<b>Cash and cash equivalents at end of the period</b>	<b>212</b>	<b>266</b>	<b>212</b>	<b>266</b>	<b>212</b>	<b>248</b>

## Statement of changes in equity

Amounts in SEK m	Equity relating to the parent company's shareholders					Total equity
	Share capital	Other contributed capital	Hedging reserve	Foreign currency transl. adj.	Profit brought forward	
<b>Opening balance, 1 January 2009</b>	<b>79</b>	<b>2,239</b>	<b>-</b>	<b>540</b>	<b>488</b>	<b>3,346</b>
Total comprehensive income			-8	-168	34	-142
Premiums for warrants <sup>1)</sup>		5				5
Dividend to shareholders					-206	-206
<b>Closing balance, 31 December 2009</b>	<b>79</b>	<b>2,244</b>	<b>-8</b>	<b>372</b>	<b>316</b>	<b>3,003</b>
<b>Opening balance, 1 January 2010</b>	<b>79</b>	<b>2,244</b>	<b>-8</b>	<b>372</b>	<b>316</b>	<b>3,003</b>
Total comprehensive income			-9	-274	113	-170
Premiums for warrants <sup>2)</sup>		6				6
Transfer of treasury shares in company acquisition					43	43
<b>Closing balance, 30 September 2010</b>	<b>79</b>	<b>2,250</b>	<b>-17</b>	<b>98</b>	<b>472</b>	<b>2,882</b>

1) The Annual General Meeting in 2009 resolved to issue 784,000 warrants to senior executives. SEK 5 m has been received as payment regarding these.

2) The Annual General Meeting in 2010 resolved to issue 784,000 warrants to senior executives. SEK 6 m has been received as payment regarding these.

**Share capital**

The share capital of SEK 78,707,820 is divided among 78,707,820 shares with a face value of SEK 1.00. Lindab International holds 3,375,838 (3,935,391) treasury shares, corresponding to 4.3 percent (5.0) of the total number of Lindab shares, following the buy-back in 2008. In the first quarter of 2010, the purchase price of EUR 4.4 m or SEK 43 m was paid for IVK-Tuote Oy through the transfer of 559,553 treasury shares.

**Dividend to shareholders for the financial year 2009**

The Annual General Meeting held on 11 May 2010 resolved that no dividend would be paid to shareholders.

**Options**

The 2010 Annual General Meeting resolved to continue the three year incentive programme that was introduced in 2008. The programme has the same structure as the ones subscribed to in 2008 and 2009.

# Parent company

## Income statement

Amounts in SEK m

	July-Sept 2010	July-Sept 2009	Jan-Sept 2010	Jan-Sept 2009	Jan-Dec 2009
Administrative expenses	-2	-5	-6	-13	-15
Other operating expenses	-	0	-	-1	-
<b>Operating profit</b>	<b>-2</b>	<b>-5</b>	<b>-6</b>	<b>-14</b>	<b>-15</b>
Profit from subsidiaries	-	107	-	107	186
Interest expenses, internal	-23	-3	-64	-24	-40
<b>Result before tax</b>	<b>-25</b>	<b>99</b>	<b>-70</b>	<b>69</b>	<b>131</b>
Tax on profit for the period	6	2	18	9	-4
<b>After tax result</b>	<b>-19</b>	<b>101</b>	<b>-52</b>	<b>78</b>	<b>127</b>

## Balance sheet

Amounts in SEK m

	30 Sept 2010	30 Sept 2009	31 Dec 2009
<b>Assets</b>			
Fixed assets			
Shares in Group companies	3,467	3,467	3,467
Financial fixed assets, interest bearing	11	-	11
Other long-term receivables	20	9	2
<b>Total fixed assets</b>	<b>3,498</b>	<b>3,476</b>	<b>3,480</b>
Current assets			
Other receivables	10	24	18
Cash and bank	0	0	0
<b>Total current assets</b>	<b>10</b>	<b>24</b>	<b>18</b>
<b>TOTAL ASSETS</b>	<b>3,508</b>	<b>3,500</b>	<b>3,498</b>
<b>Shareholders' equity and liabilities</b>			
<b>Shareholders' equity</b>	<b>1,421</b>	<b>1,381</b>	<b>1,430</b>
Long-term liabilities			
Interest-bearing provisions	11	-	11
Liabilities to Group companies	2,073	2,111	2,051
<b>Total long-term liabilities</b>	<b>2,084</b>	<b>2,111</b>	<b>2,062</b>
Current liabilities			
Non-interest-bearing liabilities	3	8	6
<b>Total current liabilities</b>	<b>3</b>	<b>8</b>	<b>6</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>3,508</b>	<b>3,500</b>	<b>3,498</b>

# Key figures

	Quarterly Periods											
	2010				2009				2008			
	July- Sept	April- June	Jan- March	Oct- Dec	July- Sept	April- June	Jan- March	Oct- Dec	July- Sept	April- June	Jan- March	
<i>SEK m unless otherwise specified</i>												
Sales revenue	1,881	1,715	1,234	1,602	1,825	1,821	1,771	2,427	2,717	2,567	2,129	
Operating profit, (EBITDA) <sup>1)</sup>	247	134	72	92	165	142	80	182	496	448	262	
Operating profit, (EBITA) <sup>2)</sup>	206	92	27	37	113	88	27	117	447	399	209	
Depreciation/amortisation	42	45	47	57	56	56	56	66	52	52	55	
Operating profit, (EBIT) <sup>3)</sup>	205	89	25	34	110	85	25	115	445	396	207	
Operating profit, (EBIT), excluding one-off items	212	110	-50	34	145	97	25	218	458	396	207	
After tax result	114	27	-28	5	37	13	-21	46	294	266	117	
Total comprehensive income	13	-26	-157	29	-150	53	-74	295	404	345	80	
Operating margin (EBITA), % <sup>4)</sup>	11.0	5.4	2.2	2.3	6.2	4.8	1.5	4.8	16.5	15.5	9.8	
Operating margin (EBIT), % <sup>5)</sup>	10.9	5.2	2.0	2.1	6.0	4.7	1.4	4.7	16.4	15.4	9.7	
Operating margin (EBIT), excluding one-off items, %	11.3	6.4	-4.1	2.1	7.9	5.3	1.4	9.0	16.9	15.4	9.7	
Undiluted average number of shares, (000's)	75,332	75,332	74,810	74,772	74,772	74,772	74,772	75,299	77,502	78,708	78,708	
Diluted average number of shares, (000's) <sup>6)</sup>	75,332	75,332	74,810	74,772	74,772	74,772	74,772	75,299	77,502	78,708	78,708	
Undiluted number of shares, (000's)	75,332	75,332	75,332	74,772	74,772	74,772	74,772	74,772	75,770	78,708	78,708	
Diluted number of shares, (000's) <sup>6)</sup>	75,332	75,332	75,332	74,772	74,772	74,772	74,772	74,772	75,770	78,708	78,708	
Undiluted earnings per share, SEK <sup>7)</sup>	1.51	0.36	-0.37	0.07	0.49	0.17	-0.28	0.61	3.79	3.38	1.49	
Diluted earnings per share, SEK <sup>8)</sup>	1.51	0.36	-0.37	0.07	0.49	0.17	-0.28	0.61	3.79	3.38	1.49	
Cash flow from operating activities	172	67	-172	245	329	332	-187	220	127	317	17	
Cash flow from operating activities per share, SEK <sup>9)</sup>	2.28	0.89	-2.30	3.28	4.40	4.44	-2.50	2.92	1.64	4.03	0.22	
Total assets	7,275	7,482	7,206	7,442	7,781	8,226	8,492	8,625	9,059	8,320	7,652	
Net debt <sup>10)</sup>	2,104	2,243	2,286	2,422	2,600	2,906	3,004	2,774	2,863	2,430	2,270	
Net debt/equity ratio, times <sup>11)</sup>	0.7	0.8	0.8	0.8	0.9	0.9	0.9	0.8	0.9	0.8	0.7	
Equity	2,882	2,869	2,889	3,003	2,969	3,119	3,272	3,346	3,102	2,995	3,049	
Undiluted equity per share, SEK <sup>12)</sup>	38.26	38.08	38.35	40.16	39.71	41.71	43.76	44.75	40.94	38.05	38.74	
Diluted equity per share, SEK <sup>13)</sup>	38.26	38.08	38.35	40.16	39.71	41.71	43.76	44.75	40.94	38.05	38.74	
Equity/asset ratio, % <sup>14)</sup>	39.6	38.3	40.1	40.4	38.2	37.9	38.5	38.8	34.2	36.0	39.8	
Return on equity, % <sup>15)</sup>	4.0	1.4	0.9	1.1	2.4	10.5	18.6	23.4	31.3	33.9	33.8	
Return on capital employed, % <sup>16)</sup>	6.6	4.7	4.5	4.3	5.4	10.9	16.0	20.0	25.0	25.3	24.4	
Return on operating capital, % <sup>17)</sup>	6.7	4.7	4.5	4.3	5.6	11.2	16.9	20.7	26.0	26.3	25.3	
Return on operating capital, excluding one-off items, %	5.8	4.4	4.0	5.1	8.1	13.4	18.8	22.8	26.3	26.3	25.3	
Return on (total) assets, % <sup>18)</sup>	4.9	3.5	3.4	3.3	4.0	8.0	11.6	14.3	17.7	18.0	17.5	
Interest coverage ratio, times <sup>19)</sup>	4.4	2.0	0.6	1.0	3.1	2.5	0.1	2.0	9.2	9.6	5.0	
No. of employees at close of period <sup>20)</sup>	4,485	4,444	4,394	4,435	4,714	4,898	4,981	5,291	5,576	5,366	5,206	

<sup>\*)</sup> Operating profit (EBITA) reported excluding one-off items, as reported originally.

## Definitions

- 1) The operating profit (EBITDA) comprises results before planned depreciation and before consolidated amortisation of surplus value on intangible assets.
- 2) The operating profit (EBITA) comprises results following planned depreciation but before consolidated amortisation of surplus value on intangible assets.
- 3) The operating profit (EBIT) comprises results before financial items and tax.
- 4) The operating margin (EBITA) has been calculated as operating profit (EBITA) as a percentage of sales revenue during the period.
- 5) The operating margin (EBIT) has been calculated as operating profit (EBIT) expressed as a percentage of sales revenue during the period.
- 6) Calculation of the dilution from warrants issued by the Company is made in accordance with IAS 33. The calculation is only made when it can be assumed that the warrants will be redeemed, i.e. when the conversion price for the shares is lower than the average share price for the period.
- 7) After tax result in relation to the undiluted average number of outstanding shares.
- 8) After tax result in relation to the diluted average number of outstanding shares.
- 9) Cash flow from operating activities in relation to the undiluted average number of outstanding shares during the period.
- 10) The net debt consists of interest bearing liabilities and assets, as well as cash and bank.
- 11) The net debt/equity ratio is expressed as the net debt in relation to shareholders' equity.



2007 July- Sept	2006 July- Sept	2005 July- Sept	Year-to-date Jan-Sept						Full-year Periods				
			2010	2009	2008	2007	2006	2005	2009	2008	2007	2006	2005
2,494	2,045	1,685	4,830	5,417	7,413	6,795	5,457	4,360	7,019	9,840	9,280	7,609	6,214
475	414	286	453	387	1,206	1,094	833	530	479	1,388	1,512	1,103	751
426	365	236	325	228	1,055	946	685	386	265	1,172	1,318	942*	553*
51	53	50	134	168	159	155	156	144	225	225	203	209	194
424	363	236	319	220	1,048	939	678	386	254	1,163	1,309	894	557
424	338	226	272	267	1,061	939	653	376	301	1,279	1,309	933	550
321	251	151	113	29	677	654	460	228	34	723	901	585	351
285	296	221	-170	-171	829	706	341	363	-142	1,124	1,035	439	485
17.1	17.8	14.0	6.7	4.2	14.2	13.9	12.6	8.9	3.8	11.9	14.2	12.4*	8.9*
17.0	17.8	14.0	6.6	4.1	14.1	13.8	12.4	8.9	3.6	11.8	14.1	11.7	9.0
17.0	16.5	13.4	5.6	4.9	14.3	13.8	12.0	8.6	4.3	13.0	14.1	12.3	8.9
78,708	75,168	120,000	75,160	74,772	78,303	78,708	97,584	120,000	74,772	77,548	78,708	90,702	120,000
78,708	78,708	122,940	75,160	74,772	78,303	78,708	101,124	122,940	74,772	77,548	78,708	93,062	122,940
78,708	75,168	120,000	75,332	74,772	75,770	78,708	75,168	120,000	74,772	74,772	78,708	78,708	120,000
78,708	78,708	122,940	75,332	74,772	75,770	78,708	78,708	122,940	74,772	74,772	78,708	78,708	122,940
4.08	3.34	1.26	1.50	0.39	8.65	8.31	4.71	1.90	0.45	9.32	11.45	6.45	2.93
4.08	3.19	1.23	1.50	0.39	8.65	8.31	4.55	1.85	0.45	9.32	11.45	6.29	2.86
264	243	320	67	474	453	300	512	218	719	673	875	778	730
3.35	3.23	2.67	0.89	6.34	5.79	3.81	5.25	1.82	9.62	8.68	11.12	8.58	6.08
8,003	6,908	6,798	7,275	7,781	9,059	8,003	6,908	6,765	7,442	8,625	7,700	7,082	6,525
2,679	2,582	2,170	2,104	2,600	2,863	2,679	2,582	2,170	2,422	2,774	2,238	2,602	1,846
1.0	1.3	0.8	0.7	0.9	0.9	1.0	1.3	0.8	0.8	0.8	0.8	1.2	0.7
2,640	2,001	2,732	2,882	2,969	3,102	2,640	2,001	2,732	3,003	3,346	2,969	2,190	2,853
33.54	26.62	22.77	38.26	39.71	40.94	33.54	26.62	22.77	40.16	44.75	37.72	27.82	23.77
33.54	25.42	22.22	38.26	39.71	40.94	33.54	25.42	22.22	40.16	44.75	37.72	27.82	23.21
33.0	29.0	40.2	39.6	38.2	34.2	33.0	29.0	40.2	40.4	38.8	38.6	30.9	43.7
33.6	23.9	11.3	4.0	2.4	31.3	33.6	23.9	11.3	1.1	23.4	35.9	25.1	13.7
22.2	17.2	12.3	6.6	5.4	25.0	22.2	17.2	12.3	4.3	20.0	24.5	18.2	11.9
23.0	18.0	10.9	6.7	5.6	26.0	23.0	18.0	10.9	4.3	20.7	25.4	19.1	12.2
24.2	17.4	10.7	5.8	8.1	26.3	24.2	17.4	10.7	5.1	22.8	25.4	19.9	11.8
15.7	12.7	9.7	4.9	4.0	17.7	15.7	12.7	9.7	3.3	14.3	17.4	13.3	9.4
10.5	13.6	11.9	2.4	2.1	8.0	8.6	9.3	6.4	1.8	6.1	8.6	8.4	6.9
5,133	4,240	4,120	4,485	4,714	5,576	5,133	4,240	4,120	4,435	5,291	5,256	4,942	4,479

12) Shareholders' equity in relation to the outstanding undiluted number of shares at the end of the period.

13) Shareholders' equity in relation to the outstanding diluted number of shares at the end of the period.

14) The equity ratio has been calculated as shareholders' equity as a percentage of total assets according to the balance sheet.

15) Return on equity comprises the after-tax result (rolling twelve-months), as a percentage of the average shareholders' equity\* excluding minority interests.

16) Return on capital employed comprises the profit after financial items plus financial costs (rolling twelve-months) as a percentage of average capital employed\*. Capital employed consists of total assets less non-interest-bearing provisions and liabilities.

17) Return on operating capital comprises the operating profit (EBIT, rolling twelve-months) as a percentage of average operating capital\*. Operating capital refers to the total net debt and shareholders' equity.

18) The return on (total) assets comprises the profit after financial items (EBT) plus financial costs (rolling twelve-months) as a percentage of average total assets\*.

19) The interest coverage ratio has been calculated as the profit after financial items plus financial expenses in relation to financial expenses.

20) The number of employees at the end of the period consists of the number of employees converted to full-time positions.

\*) Average capital is based on the quarterly values.

# Notes

## Note 1 Accounting principles

The consolidated accounts for the third quarter of 2010, as for the annual accounts for 2009, have been prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the EU, the Annual Accounts Act and the Swedish Financial Reporting Board RFR 1.2, Supplementary Accounting Rules for Groups. However, from 1 January 2010 the name has been changed to RFR 1.3.

This quarterly report has been prepared in accordance with IAS 34.

The Group uses the same accounting policies as described in the Annual Report for 2009 with the following exceptions, owing to new or revised standards, interpretations and improvements that have been adopted by the EU and which must be applied from 1 January 2010. Only those changes that have had an effect on the Group are presented.

The parent company's financial statements are prepared in accordance with the Annual Accounts Act and RFR 2.3, Accounting for Legal Entities. Changes have been introduced in both regulatory frameworks from 1 January 2010. The Swedish Financial Accounting Standards Council has decided that the accounts must comply with IAS 1 as far as possible; however the alternative with an income statement and a separate statement of comprehensive income must be applied. The changes have not had any effect on the reports in question and they can be considered to have been prepared according to the same principles that were applied to the Annual Report for 2009.

## New or revised standards

### IFRS 3, Business Combinations (revised)

The revised standard continues to require the application of the acquisition method for business combinations but with some substantial changes. All payments when buying a business must be carried at fair value on the acquisition date, while subsequent contingent payments are to be classified as liabilities that are subsequently re-evaluated via the income statement. All transaction costs relating to acquisitions must be carried as expenses.

The revised standard is applicable for financial years commencing from 1 July 2009. These changes have been taken into account for the acquisition made in the first quarter.

## IAS 27R, Consolidated and Separate Financial Statements (revised)

The standard has changed regarding the reporting of changes in equity in subsidiaries, transactions with minority shareholders, and loss of control. The new rules will apply when relevant, but they have not had any direct impact on Lindab in this interim report.

## Note 2 Effects of changes in accounting estimates

Significant estimates and assumptions are described in Note 4 in the Annual Report for 2009.

There have not been any changes made to these that could have a material impact on the interim report.

## Note 3 Operating Segments

Operating segments are reported in accordance with IFRS 8 and IAS 34.

Lindab's operations are managed and reported by business area. From January 2010, Lindab reports in three segments: the business areas of Ventilation, Building Components and Building Systems (the latter two formerly constituted the Profile business area).

The Ventilation business area covers the Group's entire ventilation and indoor climate operations. The Building Components business area provides the construction industry with complete systems for roof drainage, lightweight construction and roof and facade solutions in steel. The Building Systems business area produces and sells pre-engineered steel building systems. Other comprises parent company functions including Group Treasury. Until 2009 also certain steel processing for external customers.

Information about revenues from external customers, operating profit and the pre-tax result by operating segment is shown in the tables on page 6.

Revenues from other segments total small amounts and a breakdown of this sum by segment therefore does not offer any additional value.

Inter-segment transfer pricing is determined on an arms-length basis i.e. between parties that are independent of one another, are well informed and have an interest in the implementation of the transaction. Assets and investments are reported wherever the asset is located.

No changes have occurred in the fundamentals for segmentation or in the calculation of the segment's profit since the last Annual Report was issued.

The assets per segment that have changed by more than ten percent compared with the previous year and at the end of 2009 are shown below:

## Ventilation

Other assets have increased by 12 percent since the start of the year.

## Building Components

Fixed assets have decreased by 11 percent. Stock has increased by 63 percent. Other assets have increased by 55 percent since the start of the year.

## Building Systems

Fixed assets have decreased by 11 percent compared with the previous year. Stock has increased by 50 percent. Other assets have decreased by 55 percent since the start of the year.

## Note 4 Transactions with related parties

Lindab's inner circle and the extent of transactions with related parties are described in note 30 of the 2009 Annual Report.

During the year, no transactions have taken place between Lindab and related parties that have had a significant impact on the company's position and results.

The interim report has been submitted following approval by the Board of Directors.

Båstad 31 October 2010



David Brodetsky  
President and CEO

## The Auditors' review report

### **Auditors' report on the review of the interim report**

To the Board of Directors of Lindab International AB (publ)  
Corporate ID no. 556606-5446

We have conducted a review of the attached Interim Report for the period 1 January to 30 September 2010. The Board of Directors and the CEO are responsible for the preparation and presentation of this Interim Report in accordance with the Swedish Annual Accounts Act (2010:1554) and IAS 34. Our responsibility is to express an opinion about this Interim Report based on our review.

### **The focus and scope of the review**

We have conducted our review in accordance with the Standard on Review Engagements SÖG 2410 – Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by FAR. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and a much narrower scope than an audit conducted in accordance with the Standards on Auditing in Sweden (RS) and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

### **Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that this Interim Report has not, in all material respects, been prepared in accordance with IAS 34 and the Annual Accounts Act (1995:1554) for the Group, and in accordance with the Annual Accounts Act (1995:1554) for Lindab International AB.

Båstad 31 October 2010



Bertel Enlund  
Authorised Accountant  
Ernst & Young AB

Staffan Landén  
Authorised Accountant  
Ernst & Young AB

## 2011 financial reporting dates

Fourth quarter and Year End Report 2010  
Annual Report 2010  
Annual General Meeting

10 February 2011  
March/April 2011  
11 May 2011

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Subscribe to our customer magazine (Lindab Direct), press releases, Annual Reports and Interim Reports.

The information here is that which Lindab International AB has willingly chosen to make public or that which it is obliged to make public according to the Swedish Securities Market Act and/or the Financial Instruments Trading Act. The information was made public on 1 November 2010 at 07.40.

## Lindab in brief

Lindab develops, manufactures, markets and distributes products and system solutions primarily in steel for simplified construction and improved indoor climate.

The business is carried out within three business areas, Ventilation, Building Components and Building Systems. The products are characterised by their high quality, ease of assembly, energy efficiency, consideration towards the environment, and are delivered with high levels of service. Altogether, this increases customer value.

The Group had net sales of SEK 7,019 m in 2009, was established in 31 countries and had approximately 4,500 employees.

The main market is non-residential construction, which accounts for 80 percent of sales, while residential accounts for 20 percent of sales. During 2009, the Nordic market accounted for 42 percent, CEE/CIS (Central and Eastern Europe as well as other former Soviet states) for 21 percent, Western Europe for 32 percent and other markets for 5 percent of total sales.

The share is listed on the Nasdaq OMX Nordic Exchange, Stockholm, Large Cap, under the ticker symbol LIAB. The principal shareholders are Ratos, Sjätte AP-fonden and Skandia Liv.

### Business Areas:

#### Ventilation

Duct systems with accessories, as well as solutions for ventilation, heating and cooling for a controlled indoor climate.

#### Building Components

Products and systems in sheet steel for roof drainage, roof and wall cladding, as well as steel profiles for walls, roof and beam constructions.

#### Building Systems

Pre-engineered steel building systems. A complete building solution comprising the outer shell with the main structure, wall, roof and accessories.



Ventilation



Building Components



Building Systems

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