



Lindab Group presentation Q3 2012



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Lindab Group – Q3 2012 Highlights

A good result: EBIT margin** up from 9.1% to 10.7%

- Sales*: -6% versus Q3, 2011
 - Ventilation -4%; Building Components -15%; Building Systems +10%

- EBIT**: Up 10% from SEK 172 m (Q3 2011) to SEK 190 m (Q3 2012)
 - Improvement due to Fixed cost savings exceeding plan
 - Gross margin increased primarily due to efficiency improvements

- Cash: Positive cash flow from operations SEK 23 m (SEK 115 m)

* Adjusted for currency and structure

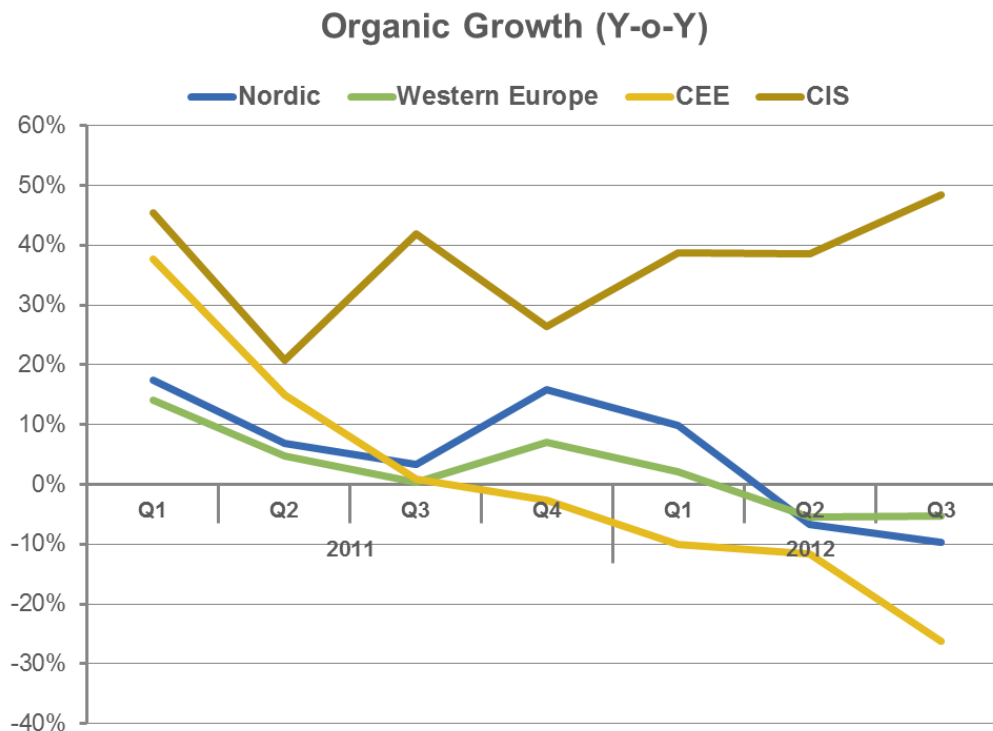
** Excluding one time costs



Lindab Group – Q3 2012 Highlights

Sales trends reflect deteriorating market conditions

- Deteriorating macroeconomic situation has impacted the construction market
- Russia the notable exception





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Profit & Loss Q3 2012

SEK m	Q3 2012	Q3 2011
Sales	1 773	1 891
EBIT*	190	172
EBIT* %	10.7	9.1
Fin net	-45	-43
Tax	-28	-41
Net profit	110	88

Sales growth	-6%
Structure	4%
Currency effect	-4%
Organic	-6%

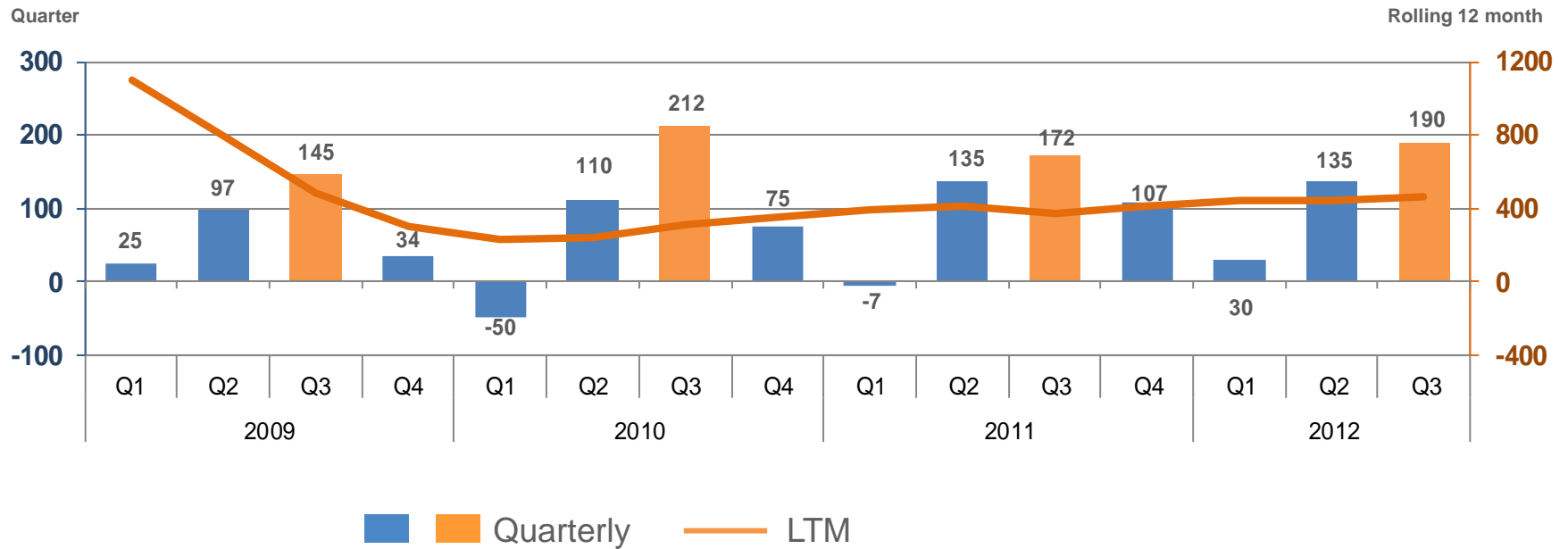
*) Q3 2012 EBIT excludes one time cost of SEK -7 m (SEK 0 m, Q2 2011), net profit not adjusted

- The EBIT improvement, despite the lower sales, is mainly due to the cost saving program which has yielded positive results in the quarter, both lower fixed costs and higher efficiency



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Quarterly operating profit (EBIT) SEK m



- Seasonal impact – Q1 lowest result, Q3 highest result
- EBIT LTM SEK 462 m, EBIT margin 6.8%

Note: figures excl. one time items



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Cash flow Q3 2012

SEK m	Jul – Sep 2012	Jul – Sep 2011
Cash flow from		
- operating activities	219	192
- change in working capital	-132	0
- investing activities	-39	-23
- financial net paid	-36	-46
- tax paid	-28	-31
Free cash flow	-16	92
Free cash flow adj. for structure	-9*	89

* Adjusted for acquisition of Centrum Klima, SEK -7 m

- Net debt end of June SEK 2,218 m (1,945)



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Cash flow Q3 – working capital development

SEK m	Jul– Sep 2012	Jul – Sep 2011
Stock	-15	8
Operating receivables	-41	-76
Operating liabilities	-76	68
Total change in working capital	-132	0

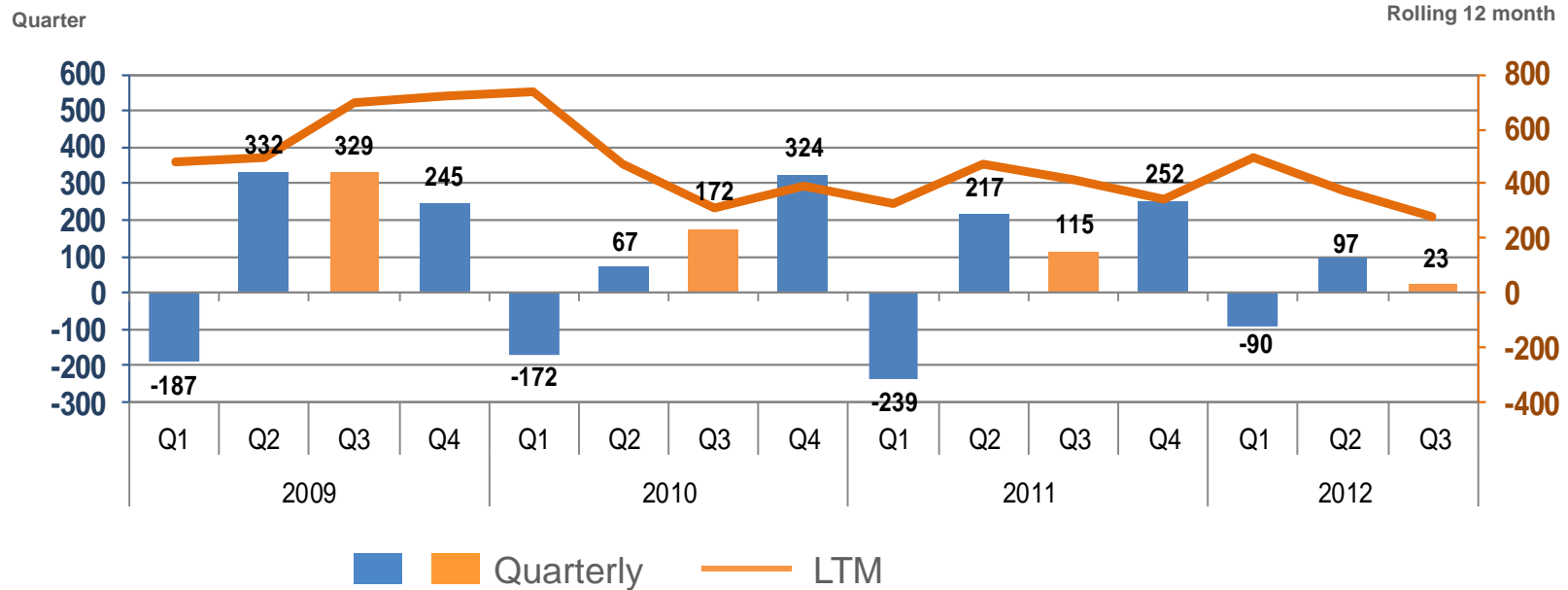
- Lower cash flow from change in working capital explained by timing effect in payment of operating liabilities
- Some delays in reducing stock due to accelerated sale decline end of the quarter



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Cash flow trend

Operating cash flow, SEK m



- LTM cash flow from operating activities amounted to SEK 282 m



Business Areas



BA Ventilation

Profit & Loss Q3 2012

SEK m	Q3 2012	Q3 2011
Sales	904	932
EBIT*	85	65
EBIT* %	9.4	7.0

Sales growth	-3%
Structure	5%
Currency effect	-4%
Organic	-4%

*) excluding one time cost of SEK -6 m in Q3 2012 and SEK -0 m in Q3 2011

- Sales declining in Nordic markets. Western Europe markets flat. CEE sales increased due to the acquisition of Centrum Klima
- EBIT increase due to implemented cost and efficiency activities which has given higher gross margins and lower fixed costs



BA Building Components Profit & Loss Q3 2012

SEK m	Q3 2012	Q3 2011
Sales	576	674
EBIT	67	90
EBIT %	11.6	13.4

Sales growth	-15%
Structure	4%
Currency effect	-4%
Organic	-15%

*) excluding one time cost of SEK -1 m in Q3 2012 and SEK -0 m in Q3 2011

- Lower sales due to weakened demand in all regions and most markets
- EBIT decreased due to lower volumes but partly offset by lower fixed costs generated by an accelerated cost saving programme



BA Building Systems

Profit & Loss Q3 2012

SEK m	Q3 2012	Q3 2011
Sales	293	285
EBIT	48	22
EBIT %	16.4	7.7

Sales growth	3%
Structure	0%
Currency effect	-7%
Organic	10%

- Positive growth in CEE/CIS driven by good sales in the largest market, Russia
- EBIT increased due to higher volumes, improved gross margin and lower fixed costs
- Order intake somewhat lower in the quarter but Russia/CIS continues to be strong



Business highlights



Cost saving plan ahead of target

- Launched January 2012: Target SEK 150 m gross savings; SEK 100 m net (after inflation and sales activities)
- Additional cost activities added due to weakening markets
- Full year savings will exceed target
- One time costs estimate SEK 110 m. Booked up to Q3 SEK 76 m. Balance expected to be booked in Q4 2012 and Q1 2013



Several new products in the quarter

- New "super efficient" radiant heating/cooling panel, "Atrium Plana"
- Two new high profile roofing panels and a new design façade cassette
- First order received for "small building concept"





Significant orders in the quarter

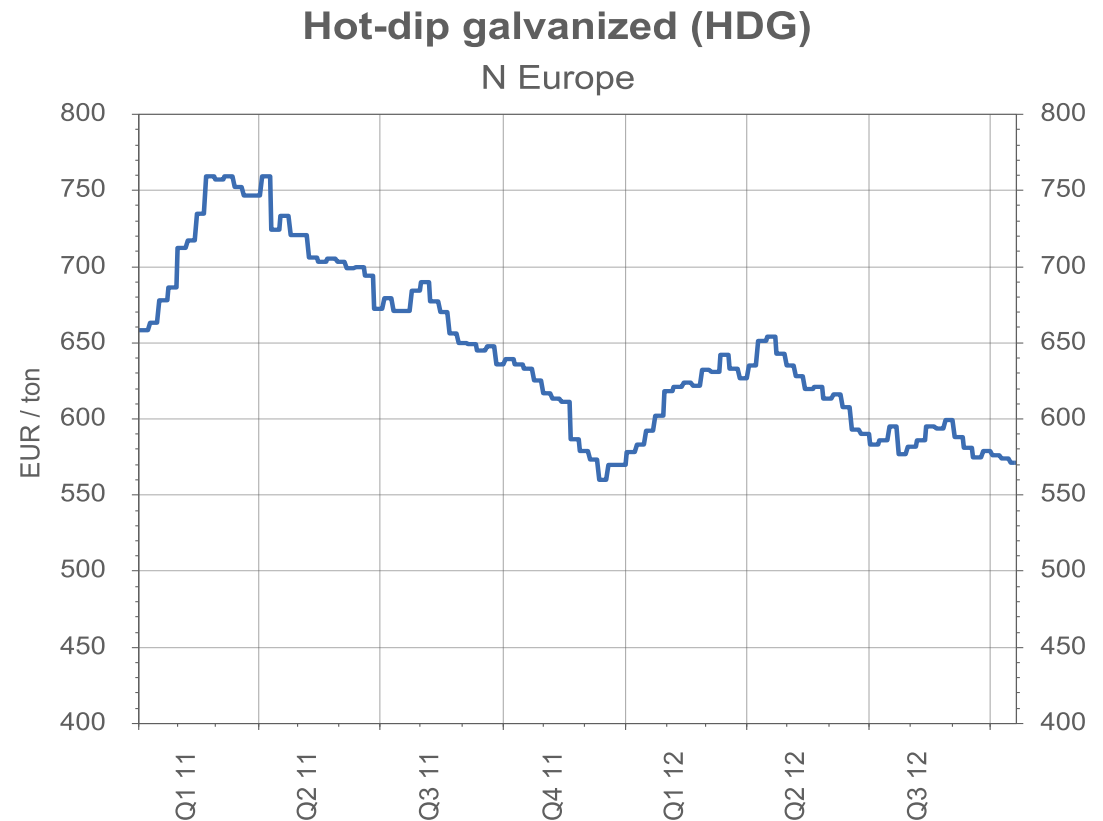
- SEK 7 m ADS order for low-energy consumption hospital building in Gent, Belgium
- Momentum in Russia remains good: SEK 30 m order in Tatarstan, Russia





Steel spot prices – reduced during Q3

- Spot prices continued to decline in Q3, though at a lower pace
- Moderate steel cost reductions expected for Q4 for Lindab, but purchases limited



Source: Thomson Reuters Datastream & the Steel Index



Outlook



Outlook - CEO comment

We remain cautious about future demand levels. Macro indicators show much uncertainty in many markets and our sales decline accelerated in the second half of the quarter.

In view of the deteriorating market conditions, we have taken additional actions resulting in fixed cost savings that already exceed the plan.

We follow the market developments closely and are prepared to take further action if required.

Thank You