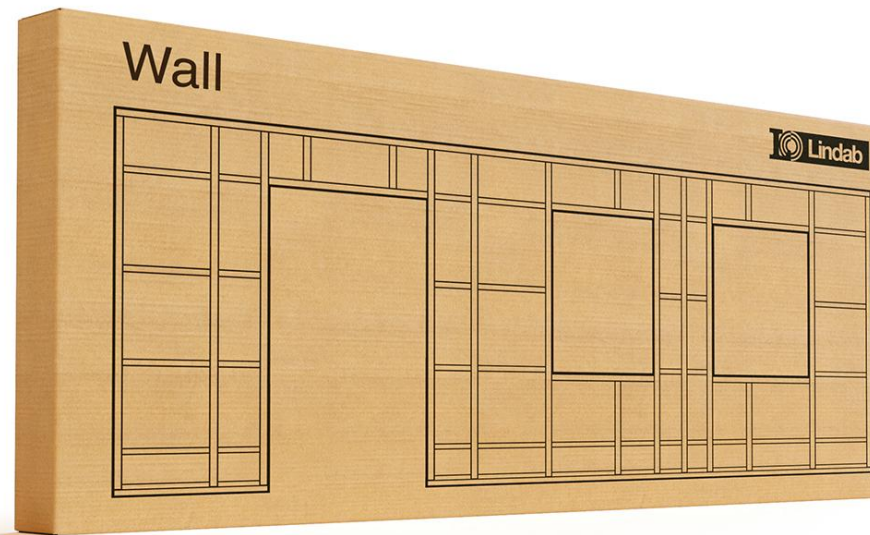




Lindab Group Q4 2013



Anders Berg, CEO
Per Nilsson, CFO



Lindab Group – Q4 2013 Highlights

A firmer footing

- Sales increased 8% compared to last year when adjusted for currency.
- EBIT (excluding one-off items) increased to SEK 158 m in Q4 compared to SEK 105 m last year
 - EBIT margin increased to 8.8% (6.3).
- Cash flow from operations improved and amounted to SEK 455 m compared to SEK 192 m in Q4 2012.



Lindab Group – Q4 2013 Highlights

A firmer footing

- Continuing our “Back to Basics – Into the Future” journey
 - ONE Lindab – new organisation structure in place
 - Flat geographical structure supported by product areas
 - Implementation of action programme continues
- Focus on generating organic growth with controlled cost levels – significant operating leverage opportunities
 - Greater focus on project sales – positive development of Indoor Climate Solutions



Lindab Group

Profit & Loss Q4 2013

SEK m	Q4 2013	Q4 2012
Sales	1,786	1,667
EBIT*	158	105
EBIT* %	8.8	6.3
Fin net	-28	-34
Tax	-27	-4
Net profit	99	2

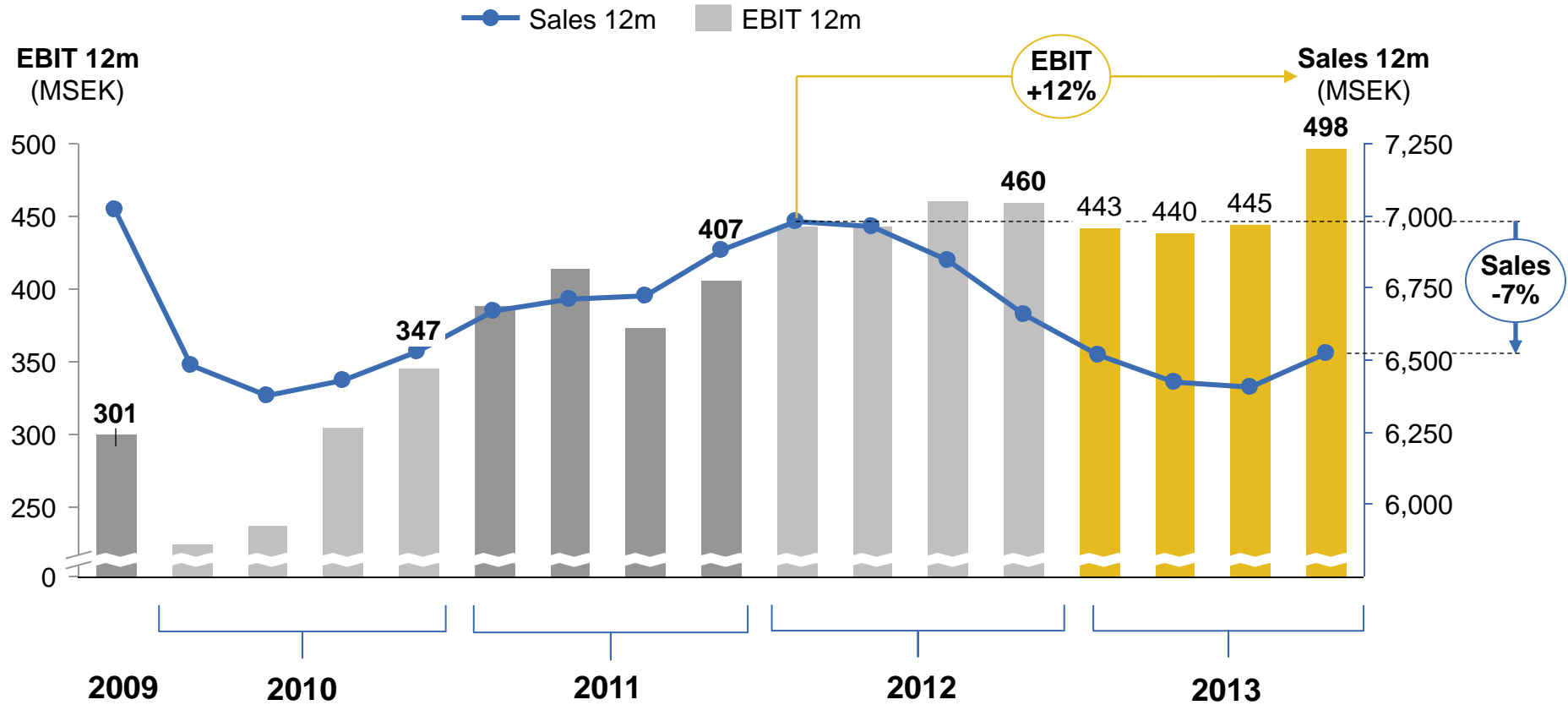
Sales growth	7%
Structure	0%
Currency effect	-1%
Organic	8%

*) EBIT excluding one-off items of SEK -4 m in Q4 2013 and SEK -65 m in Q4 2012, net profit not adjusted

- Sales improved compared with the same period last year and the negative long-term sales trend from previous quarters has now levelled off.
- Increased EBIT and EBIT margin is explained by higher sales volume and an improved gross margin. The improved gross margin is the result of implemented efficiency and synergy measures and delivery of a number of successful projects.



2012 - 2013: weakened sales; increased efficiency



- EBIT LTM SEK 498 m, EBIT margin 7.6%





Lindab Group

Cash flow Q4 2013

SEK m	Q4 2013	Q4 2012
Cash flow from		
- operating activities	171	116
- change in working capital	323	160
- investing activities	-35	-41
- financial net paid	-19	-43
- tax paid	-20	-41
Free cash flow	420	151
Adjusted free cash flow*	426	158

*) Adjusted for acquisitions and divestments

- Net debt end of Dec SEK 1,612 m (2,106) incl. change in accounting policy due to IAS 19R SEK 25 m (36)



Lindab Group

Cash flow Q4 – working capital development

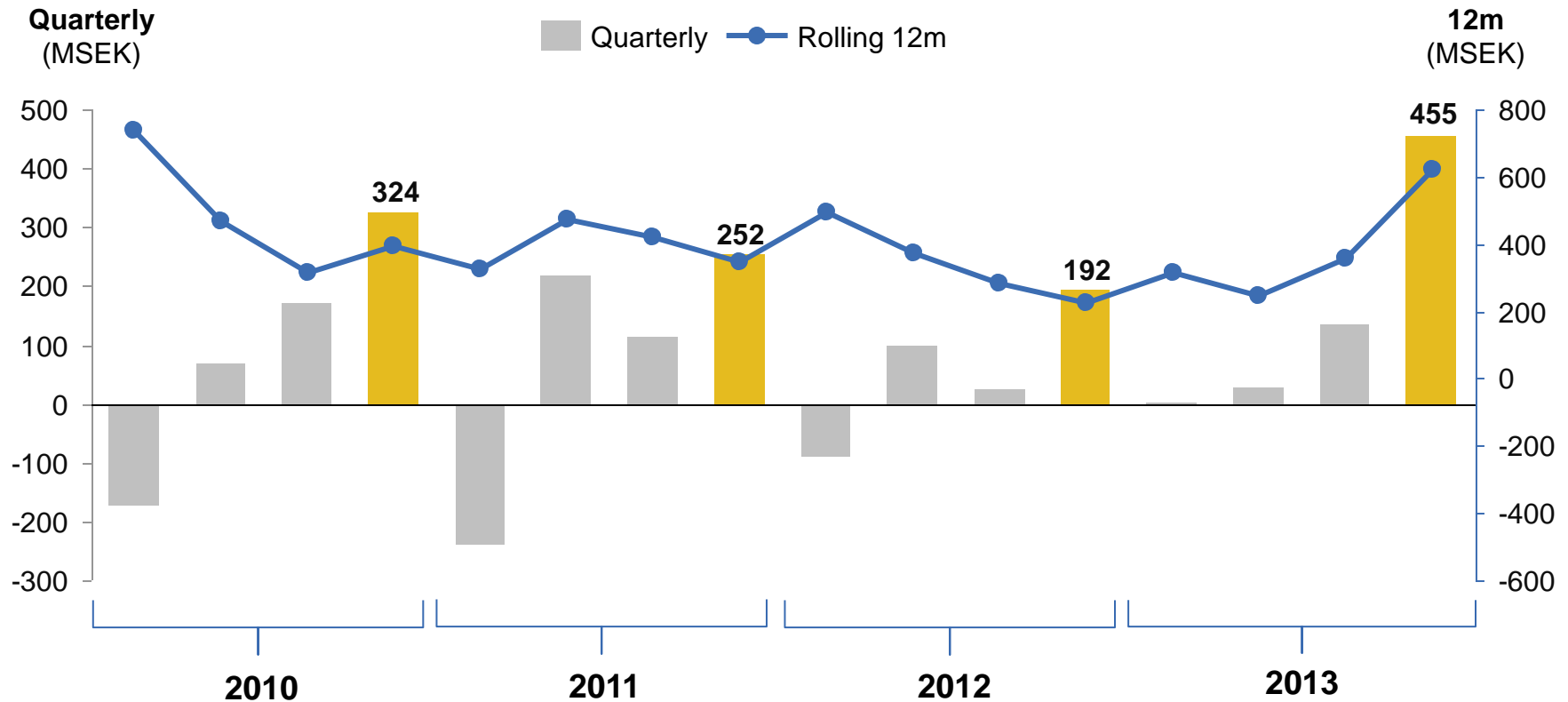
SEK m	Q4 2013	Q4 2012
Stock	141	169
Operating receivables	249	275
Operating liabilities	-67	-284
Total change in working capital	323	160

- The improved cash flow from change in working capital is mainly due to the change in operating liabilities. This is explained by a change in trade creditors, which is mainly a result of the accrual of payment to suppliers during the quarter.



Lindab Group

Operating cash flow trend



- LTM cash flow from operating activities amounted to SEK 620 m



Lindab Group Refinancing

■ Previous facility

- SEK 2,800 m, 3 year revolving credit facility incl. overdrafts and guarantee facilities with Nordea and SHB

■ New facility



- SEK 1,600 m, 3 year revolving credit facility with SEB and Nordea
- SEK 500 m, 5 year term loan with SEK
- Appr. SEK 600 m, 1 year overdraft and guarantee facilities
- Conditions and margins significantly improved

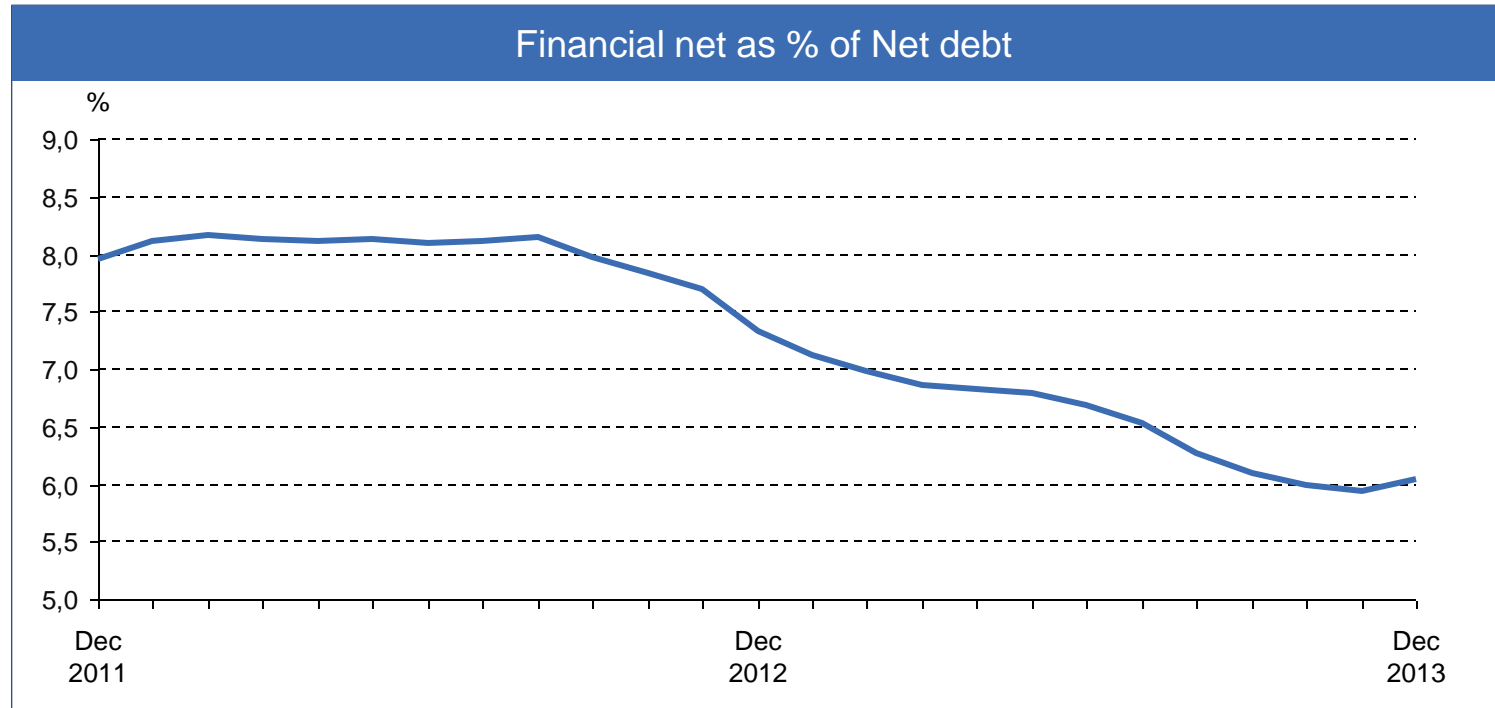
■ Increased cash management focus

- Increase number of accounts connected to cash pool
- One EUR cash pool and one Multi currency cash pool
- Ambition to decrease the need of local overdrafts



Lindab Group

Financial net L12M trend



■ **2013 (LY):**

- L12M average Net debt: **2 033 MSEK** (2 128)
- L12M Financial net: **-123 MSEK** (-156)



Business Areas



BA Ventilation

Profit & Loss Q4 2013

SEK m	Q4 2013	Q4 2012
Sales	899	876
EBIT*	62	43
EBIT* %	6.9	4.9

Sales growth	3%
Structure	0%
Currency effect	0%
Organic	3%

*) excluding one-off items of SEK -3 m in Q4 2013 and SEK -11 m in Q4 2012

- Sales increased in the quarter with all regions showing positive growth. Important markets as Sweden, Norway and France had strong growth, while sales were weaker in Denmark and UK.
- Increased EBIT is explained by greater volume and improved gross margins as a result of implemented efficiency and synergy measures. Fixed cost is effected negatively by increase of provisions for bad debt.



BA Building Components

Profit & Loss Q4 2013

SEK m	Q4 2013	Q4 2012
Sales	565	533
EBIT*	30	29
EBIT* %	5.3	5.4

Sales growth	6%
Structure	0%
Currency effect	0%
Organic	6%

*) excluding one-off items of SEK -1 m in Q4 2013 and SEK -20 m in Q4 2012

- Sales were clearly higher compared to the same period last year in the two largest regions, Nordics and CEE/CIS. The increase in sales is explained by the mild weather at the end of the quarter and to a slight improvement in demand.
- The change in profit is due to higher volumes which has been partly offset by lower gross margins due to product mix and price pressure. Fixed cost is effected negatively by increase of provisions for bad debt.



BA Building Systems

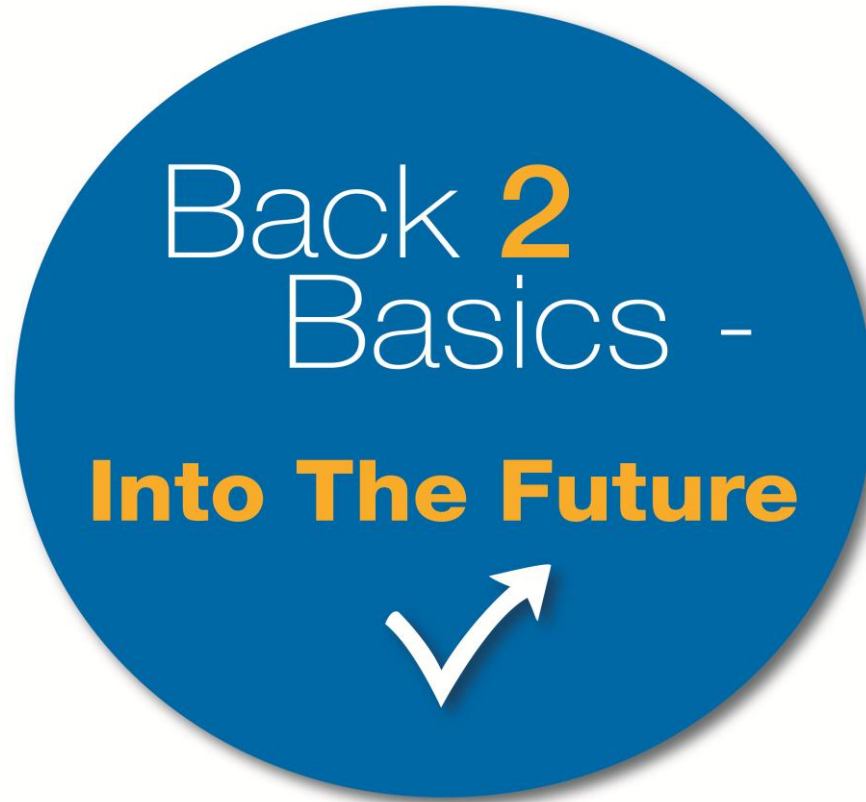
Profit & Loss Q4 2013

SEK m	Q4 2013	Q4 2012
Sales	322	258
EBIT*	71	38
EBIT* %	22.0	14.7

Sales growth	25%
Structure	0%
Currency effect	-3%
Organic	28%

*) excluding one-off items of SEK 0 m in Q4 2013 and SEK -4 m in Q4 2012

- Strong sales in the largest region CEE/CIS, thanks to large project deliveries and the relatively mild weather for the quarter. Western Europe on the other hand reported negative sales trend.
- Order intake was lower than for the same period last year.
- EBIT and EBIT margins improved significantly due to increased volumes and improved gross margins, driven by greater efficiency and a number of successful projects.

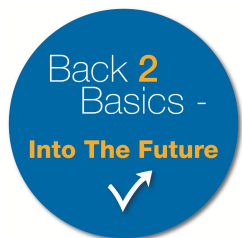


Growth – Operations – Innovation



Back to Basics – Into the Future

- **Organic growth**
Comprehensive action programme
- **Operational leverage**
Efficiency and controlled cost levels
- **Innovation**
Release creativity, speed and execution





Profitable Growth: One Lindab = One bottom line



Q4 Organic Growth Activities



Distribution:

- Branch in Malmö, Sweden, moved to brand new premises
- Opened own stock/distribution center in Istanbul, Turkey
- Renewed 2-year distribution agreement with the largest Builders' merchant chain in Scandinavia, XL-Bygg

Project sales:

- 5 orders > SEK 10m for Astron building in Russia and CIS
- Largest sandwich panel order to date (SEK 9 m including decking profiles)
- Focus on Indoor Climate Solutions is yielding results, up 9% L6M.



Example 2013 – French Ministry of Defense

Lindab's largest order for ventilation system in France, approx. SEK 10 m

- High quality & full package ADS/ICS
- Innovative solution (click-fastening ducts)
- Technical knowledge and customer care.





Operating Leverage



Simplifying Operations

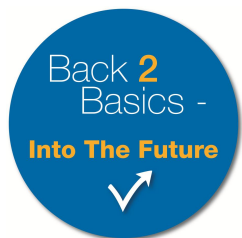
Example 2013:

Bringing production of Lindab rubber gaskets in-house with a 4 month payback on investment

- Improved quality
- improved lead-times
- full cost control
- better working environment



Inhouse rubber gasket production in Warszaw, Poland





Innovation

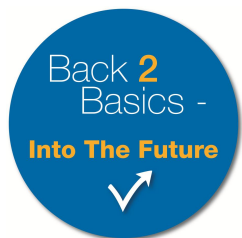


Atrium Plana – discreet heating / cooling panel

- Launched early 2013
- Outstanding capacity
- Extremely low weight
- Sleek and soft design
- Available for any ceiling type

Example Q4:

- Contract for 1,000 units/year for Cramo's modular buildings

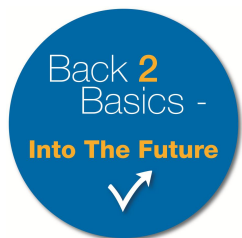




Lindab Pascal, VAV-system made simple

- Upgraded and improved in 2013
- fulfils the toughest demands on an energy-saving ventilation solution
- Deliveries to Fullriggaren started 2012, continuing into 2014

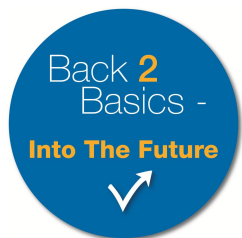
The Malmö office building “Fullriggaren” was awarded first prize by the Swedish green building council. Also EU Green Building classified





EcoBuild App – easy configuration of a new building

- Application available on website, tablets and mobile-phones:
 - Since the launch in Q3: 3,000 downloads
 - Generates on average 10 quotation requests/day
 - Some EcoBuild leads turned into larger Astron buildings





Outlook

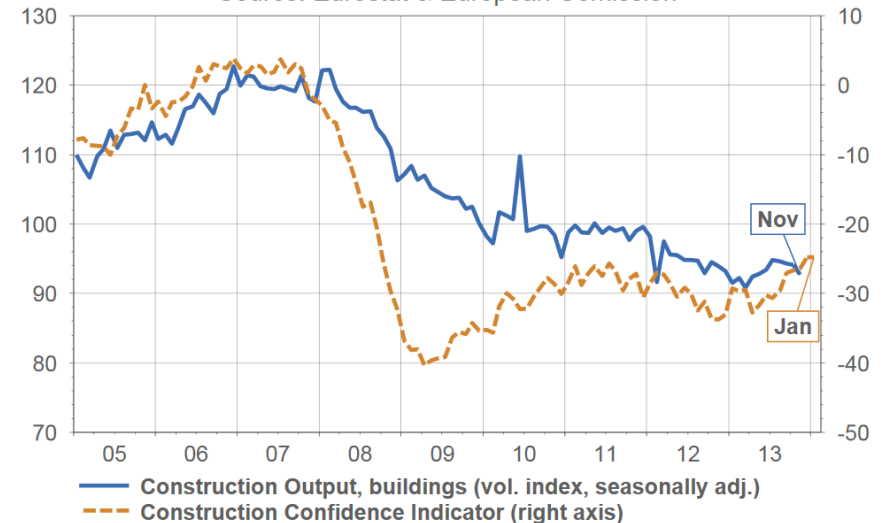


Market Outlook

- Economic recovery gaining momentum in Europe but still many uncertainties in the macro-economic outlook
- Lindab's business late cyclical, particularly ventilation business
- Confidence clearly improving in construction market, though from low levels
- "Hard data" e.g. construction output started to improve but at a slower pace
- Euroconstruct, updated forecasts (Nov -13):
 - Recovery in Europe expected to be slow and successively gain momentum in 2014 and 2015, driven by the residential sector
 - Nordic predicted to be main growth driver for Lindab
 - CEE also forecasted to contributing positively, particularly towards end of 2014
 - Recovery in WE first in 2015

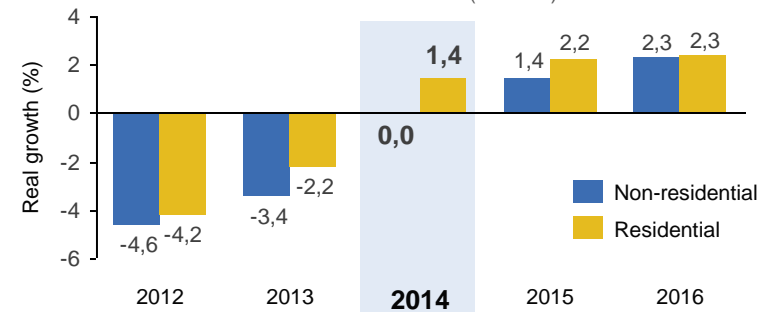
Construction Output & Sentiment in EU

Source: Eurostat & European Commission



Forecast: European construction market

Source: Euroconstruct (Nov -13)





Thank You

