

# Interim report Q1

27 April 2010



# Continued restructuring and efficiency enhancement

Nordic new builds still down; partial recovery in other regions

- Net sales SEK 3,456 m (3,777)
- Organic growth -1%

Profit greatly impacted by structural expenses; underlying result slightly up

- Underlying EBIT neg. SEK 24 m (neg. 34)
- EBIT including structural expenses neg. SEK 148 m (neg. 272)
- Underlying EBIT margin -0.7% (-0.9)

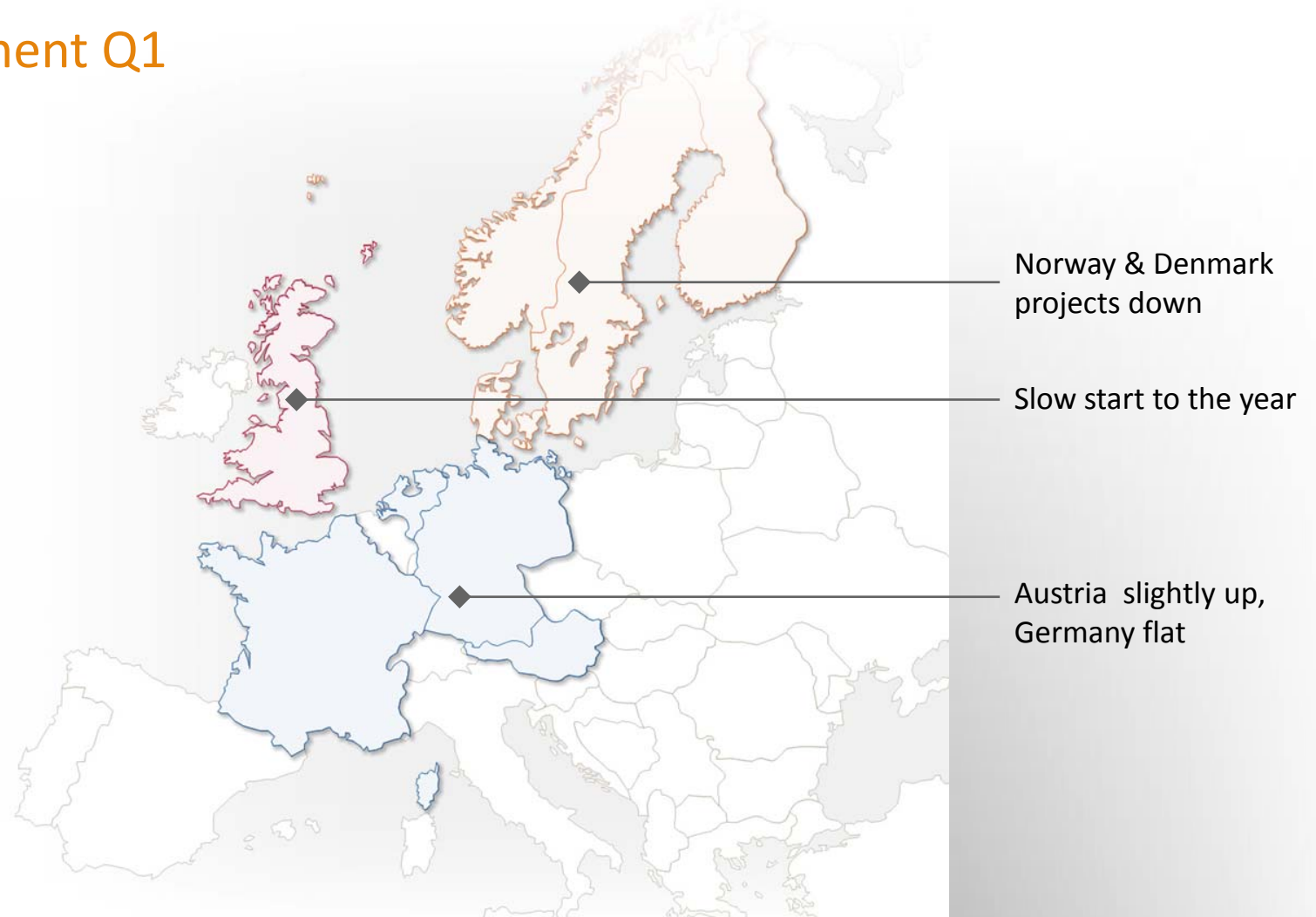
Financial position strengthened considerably

- Operating cash flow neg. SEK 49 m (pos. 141)
- Operating cash flow after divestments pos. SEK 442 m (pos. 114)
- Net debt reduced by SEK 222 m to SEK 2,204 m





## Market development Q1



European kitchen market continues to be weak in general

## UK region in Q1

	2010 Jan-Mar	2009 Jan-Mar
Net sales SEK m	1,284	1,369
EBIT SEK m	41	31
EBIT margin	3.2%	2.3%

- Organic growth 1%
- Sales increased in all channels; primarily impacted by price increases
- Improved EBIT and margin
- Negative currency effects of SEK 25 m on EBIT



## Nordic region Q1

	2010 Jan-Mar	2009 Jan-Mar
Net sales SEK m	1,208	1,394
EBIT* SEK m	17	17
EBIT margin*	1.4%	1.2%

\* Excluding structural expenses



- Organic growth -10%
- Lower new-build sales in Norway and Denmark
- Positive effects from structural measures in 2009
- Positive currency effects of SEK 15 m on EBIT



# Continental Europe region Q1

	2010 Jan-Mar	2009 Jan-Mar
Net sales SEK m	967	1,048
EBIT* SEK m	-60	-58
EBIT margin*	-6.2%	-5.5%

•Excluding structural expenses

Pronorm included until 25 February



- Organic growth 6%
- Positive sales development in all markets except France
- Restructuring in Hygena intensified
- Currency effects on EBIT neutral

## Profit development excluding structural items

SEK m	2010 Jan-Mar	2009 Jan-Mar
Operating profit before depreciation, SEK m (EBITDA)*	93	99
EBIT, SEK m	-24	-34
EBIT margin	-0.7%	-0.9%

\* Impairment of SEK 46 million is included in structural expenses for 2010 and SEK 76 million for 2009.



### Negative factors

- Lower volumes
- Hygena



### Positive factors

- Price increases
- Direct material costs
- Structural measures

## Financial position

SEK m	2010 Jan-Mar	2009 Jan-Mar
Investments	76	77
Operating cash flow	-49	141

SEK m	2010 31 Mar	2009 31 Mar
Net debt	2,204	3,132
Net debt/equity	61%	79%

### Operating cash flow

- Pos. SEK 442 m after divestments (pos. 114)

### Net debt

- Loans amortised by SEK 550 m

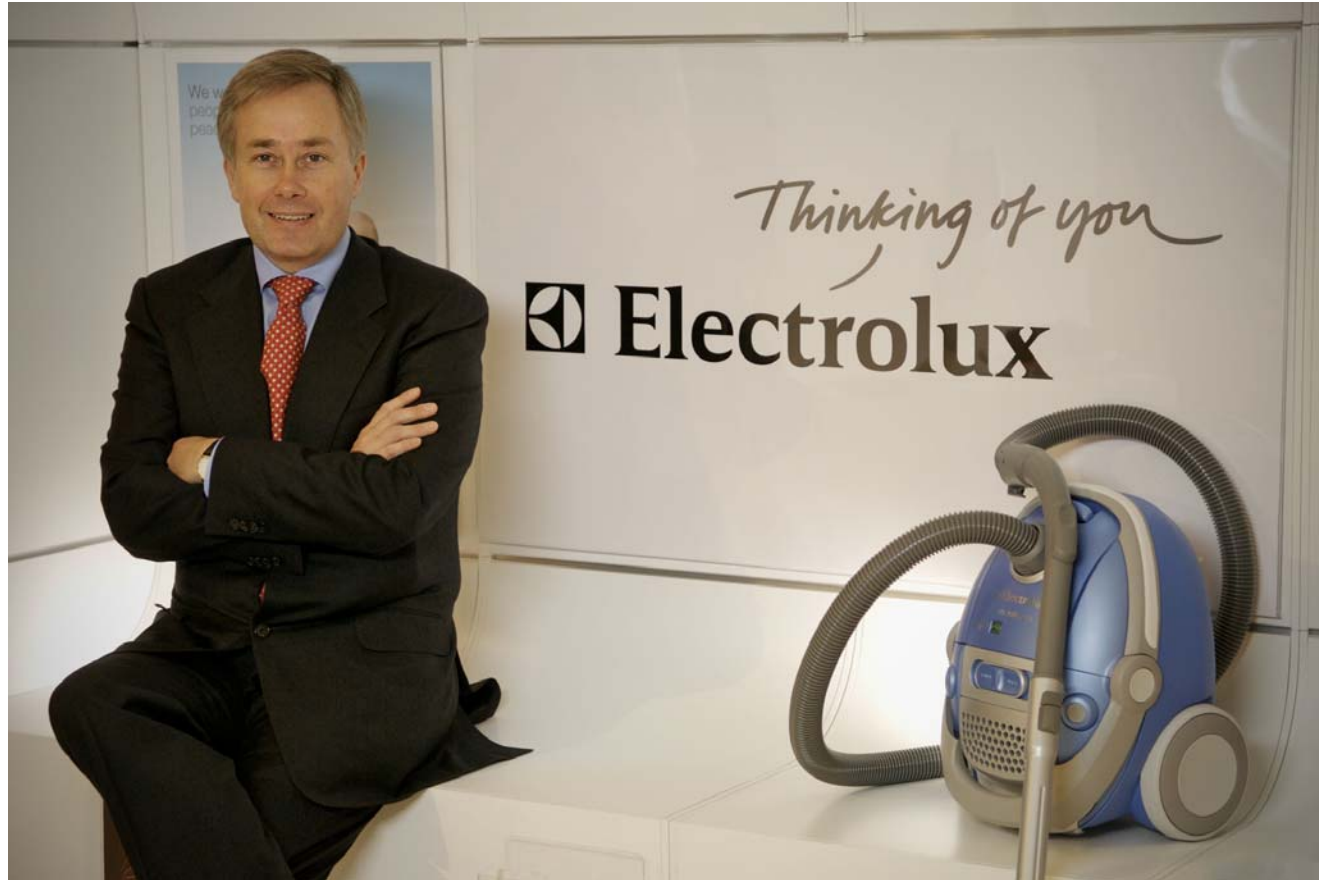


## New financing

- Loan of SEK 800 m granted by Svensk Exportkredit
- In part in return for collateral issued by Swedish Exports Credits Guarantee Board (EKN)
- Valid for 5 years, to be taken out in May 2010



## Morten Falkenberg new CEO October 2010



## Main priorities

- Implement organisational changes while executing daily business
- Improve Hygena's performance
- Increase sales through more attractive offerings

Next report  
Monday, 19 July

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## Q&A session

Please use your touch-tone phone  
or send an e-mail using the link below

