G&L BEIJER 2011

BEIJERS

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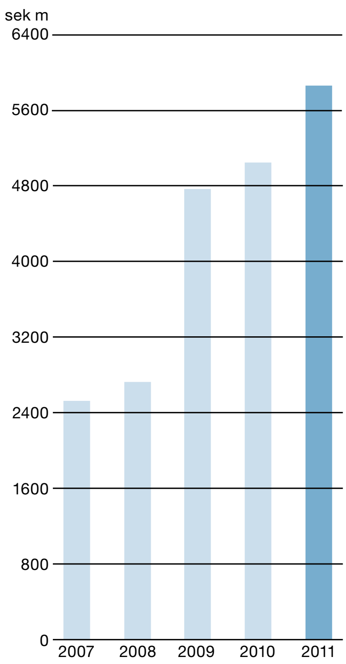
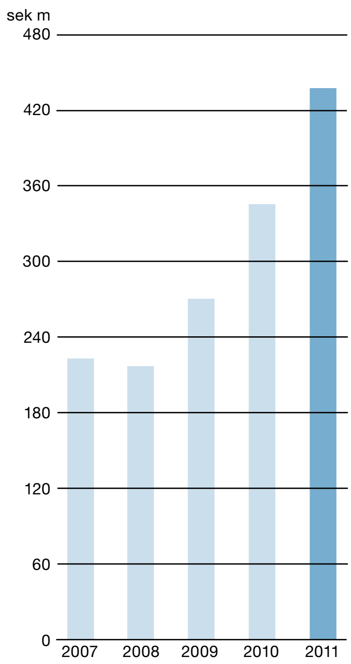
2011 HIGHLIGHTS

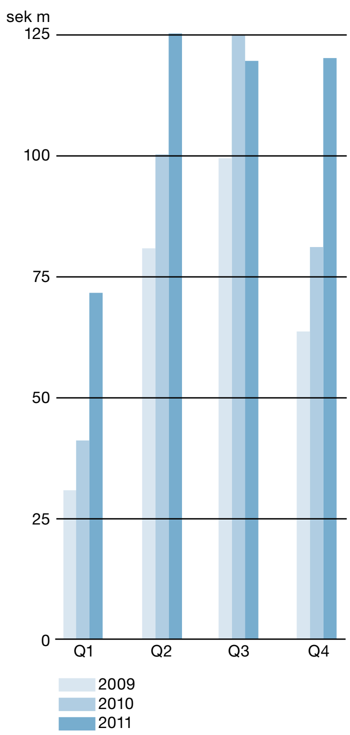
Sales



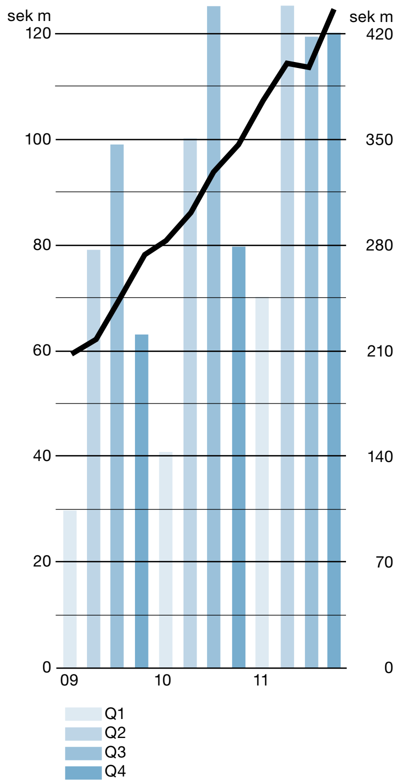
Profit before tax



Profit before tax, quarterly



Profit before tax, rolling



Profit per quarter, left scale
Rolling profit, four quarters, right scale

The diagrams refer to the remaining operation and are adjusted for one-time items which occurred in 2007, 2008 and 2011.

Sales increased by 17 per cent to SEK 5,846.4M (4,991.9). Operating profit rose by 26 per cent to SEK 432.5M (344.0). Profit for the period increased by 45 per cent to SEK 374.1M (258.7) including a capital gain from the divestment of shares in Beijer Alma. Profit per share increased to SEK 17.17 (12.25). Excluding the capital gain, profit per share amounted to SEK 15.19. The Board of Directors proposes a dividend of SEK 9.00 (8.00) and a share split 2:1.

	2011	2010	2009
Sales, sek m	5 846.4	4 991.9	4 757.7
Operating profit, sek m	432.5	344.0	280.1
Profit after tax, sek m	336.0	258.7	192.1
Profit per share, sek m	15.19	12.25	9.39
Dividend per share, sek*	9.00	8.00	6.50

**) For 2011, in accordance with the Board of Directors' proposal.*
The table refers to the remaining operation and is adjusted for one-time items.

SIGNIFICANT EVENTS

Establishment in Asia

G & L Beijer completed its acquisition of the assets in Carrier Corporation's refrigeration wholesale operation in Thailand. During the first quarter of 2011, G & L Beijer acquired the Italian SCM Frigo group. SCM Frigo designs, develops and builds chillers. Initially, G & L Beijer acquired 51 per cent of the shares in SCM Frigo with an option to acquire the remaining 49 per cent. Both companies are included in G & L Beijer's accounts from 1 January 2011.

Increased scope for action

During the first quarter, G & L Beijer divested its entire holding of 2.7 million shares in Beijer Alma, equivalent to 9.0 per cent of capital and 4.5 per cent of votes. The divestment generated sales proceeds of approximately SEK 365M and G & L Beijer made a capital gain of SEK 51.7M before tax.

Product portfolio expanded with Toshiba

In September, G & L Beijer completed its acquisition of Toshiba's distribution operation within air conditioning and heating in eleven European countries from Carrier Corporation. The transaction meant that Carrier transferred staff and assets to G & L Beijer. The operation reports sales of approximately SEK 1,200M and has around 160 employees. The acquired operation is included in G & L Beijer's accounts from 1 October 2011.

Strengthened positions in France and the United Kingdom

During the fourth quarter, G & L Beijer completed its acquisition of United Refrigeration's refrigeration wholesale operations in France and the United Kingdom. With the acquisitions, G & L Beijer strengthens its position further in the French and British markets. The acquisition included two companies, the French company, Cofriset, and the British company, United Refrigeration (UK) Ltd. The companies report annual sales of approximately SEK 610M and have 169 employees. The acquired companies are included in the consolidated accounts from 1 October 2011.

Expansion in southern Africa

In November, G & L Beijer carried out two acquisitions in South Africa and Mozambique which strengthens the Group's position in southern Africa. In South Africa, 100 per cent of Phoenix Racks (Pty) Ltd was acquired. Phoenix Racks manufactures customer-adapted refrigeration units. The company reports annual sales of SEK 35M and has 23 employees. In Mozambique, G & L Beijer acquired a newly formed company which had acquired the assets in the company, Logos Industrias. Logos Industrias carries out refrigeration wholesale operations. The company reports sales of approximately SEK 15M and has five employees. Initially, G & L Beijer acquired 40 per cent of the newly formed company with an option to acquire the remaining 60 per cent within 24 months. The companies are included in the consolidated accounts from the fourth quarter of 2011.

Consolidation of the operation

At the end of the year, G & L Beijer divested the operation in its Swedish subsidiary, Asarum Industriaktiebolag (AIA), to the Italian LU-VE Group. At the same time, G & L Beijer entered into a global collaboration agreement with LU-VE to distribute its products. The Italian LU-VE Group is one of Europe's largest manufacturers of heat exchangers. The divestment was carried out on 30 December 2011. G & L Beijer's sales will reduce by around SEK 50M net.

Acquisition in Norway

After the end of the financial year, G & L Beijer acquired the Norwegian company, Ecofrigo, in January 2012. The company is project oriented within the distribution of environment-friendly chillers and refrigerants. Ecofrigo reports sales of approximately SEK 35M and the company has six employees. Ecofrigo is included in G & L Beijer's accounts from January 2012.

LONG-TERM AND **SIGNIFICANT** VALUES

For G & L Beijer, 2011 was an interesting year of growth as a further foundation was laid for future expansion within the refrigeration wholesale sector. From a sales viewpoint, we are now one of the three largest refrigeration wholesale companies in the world. However, as our two equally strong competitors only operate in their American domestic market, G & L Beijer is the only company which has a global vision and strategy.

To achieve a position at the absolute top of the world league table must be regarded as fairly swift progress against the background of our otherwise rather determined perception about the value of 'hurrying slowly'. When Beijer Electronics was listed in the year 2000, what was at the time regarded as the obvious growth engine disappeared from the Beijer Group. However, when refrigeration was identified as a growth area a few years later, an investment was initiated which has proved to be even more interesting than the industrial automation market.

Beijer's refrigeration companies are currently found in 26 countries on three continents. 2010 was a year of consolidation towards the refrigeration area and during 2011 we moved our positions further forward. The most important was the acquisition of Toshiba's distribution operation within air conditioning and heating in eleven European countries. Among other things, the acquisition increases the component of air conditioning, which rises from approximately 20 per cent to 35 per cent of Group sales. This is strategically interesting as air conditioning has a higher growth rate than refrigeration from a trend viewpoint whilst it is more cyclical. Through the acquisition, we also established ourselves in Germany which is a new market for G & L Beijer.

However, the year was also characterised by several other important acquisitions, where United Refrigeration's operations in France and the United Kingdom strengthened the positions and complemented our existing operations in the respective countries. The Italian SCM Frigo group is at the forefront with regard to the technical development of new environment-friendly solutions for refrigeration units. The acquisition of the company gives the Beijer Group important cutting-edge competence within this area.

We also expanded in southern Africa through an acquisition in South Africa and by establishing an operation in Mozambique. After the acquisitions, the Group's total operation in southern Africa amounts to approximately SEK 700M. This is equivalent to around ten per cent of total sales.

G & L Beijer also enjoys a continued strong financial position after these large acquisitions. A good cash flow during the year and the divestment of the shareholding in Beijer Alma contributed to the financing. We also took another step forward in the consolidation of the Group through the divestment of our manufacturing company, AIA.

The past year again confirmed that our orientation towards trading operations creates long-term and significant values. The financial outcome was better than our original projections. Nevertheless, 2011 can not be described as a record year. The market has not yet fully recovered from the large volume fall in 2009. However, the financial turbulence during the autumn of 2011 did not significantly affect demand. A cold summer in Europe, on the other hand, meant that the third quarter was relatively weak.

In spite of this, G & L Beijer achieved its highest sales ever and the current operation generated a new record result. With our very strong financial position, we were able to carry out six acquisitions during the year with total annual sales in excess of SEK 2 billion. The operating margin increased by more than half of one per cent during 2011. However, there is still some way to go to reach the previous record levels from 2007 and 2008. The operating margin is, to a large extent, volume dependent and is affected by both organic market growth and acquisitions. We have realised the majority of the synergy gains from the large Carrier acquisition in 2009, but there are further positive effects to exploit.

Although G & L Beijer developed favourably during the year, the outcome for the shareholders was, unfortunately, less positive. The total yield of the share amounted to minus

”Continued strong financial position also after the large acquisitions carried out during 2011”

19 per cent compared to minus 14 per cent for the comparable index. However, G & L Beijer's value creation in the long term and measured over a longer period is very good, both in absolute and relative figures. G & L Beijer's shareholders received an annual total yield (dividend plus price growth) of 18 per cent on average during the latest five-year period against the comparable index which yielded zero per cent during the same period.

Prospects for 2012

In spite of the financial turbulence during 2011, G & L Beijer has created a stable platform for continued profitable growth. According to most business forecasts, activity in the world economy will be lower during 2012. However, G & L Beijer is less sensitive to economic fluctuations than companies within many other sectors. In addition, we have a high degree of preparedness to parry fluctuations in demand for the Group's products.

With the large acquisitions, which were carried out during the fourth quarter of 2011, G & L Beijer will increase its sales significantly for the full year. In addition, it cannot be ruled out that new interesting acquisition opportunities may arise. However, our strategy to acquire only when the right opportunity arises, neither earlier nor later, remains.

JOEN MAGNUSSON
MANAGING DIRECTOR

The G & L Beijer B share is quoted on the NASDAQ OMX Nordic Mid-Cap-list.

Share capital

The share capital in G & L Beijer AB amounts to SEK 371,684,512.50, represented by 1,653,120 A shares and 19,585,995 B shares, amounting to 21,239,115 shares in total. Each share has a nominal value of SEK 17.50. Each A share entitles the owner to ten votes and each B share to one vote. All shares have equal rights to the company's assets and profits.

Ownership structure

On 31 December 2011, G & L Beijer had 2,662 shareholders. Distribution of ownership is shown in the adjacent table.

Market value and trading

Beijer's market value measured as price paid was SEK 218.50 at the 2011 year end. Including a dividend of SEK 8.00, the total yield for 2011 was minus 19 per cent. The comparable index fell by 14 per cent. The highest price paid during 2011 for the Beijer share was SEK 300.00 and the lowest SEK 194.00.

Trading of the company's shares amounted to 981 000 shares, equivalent to a value of SEK 242M. The trading rate was approximately five per cent of the total number of shares.

Profit

Profit per share after tax amounted to SEK 15.19 (12.25). Including a capital gain, the profit was SEK 17.17 per share.

Dividend

The Board of Directors has proposed a dividend of SEK 9.00 (8.00) for the 2011 financial year. The dividend proposal is equivalent to 53 per cent (42) of the Group's profit after tax for 2011 and 7.8 per cent (7.1) of shareholders' equity at the year end. The yield – the proposed dividend as a percentage of the latest price paid during the year – amounts to 4.1 per cent.

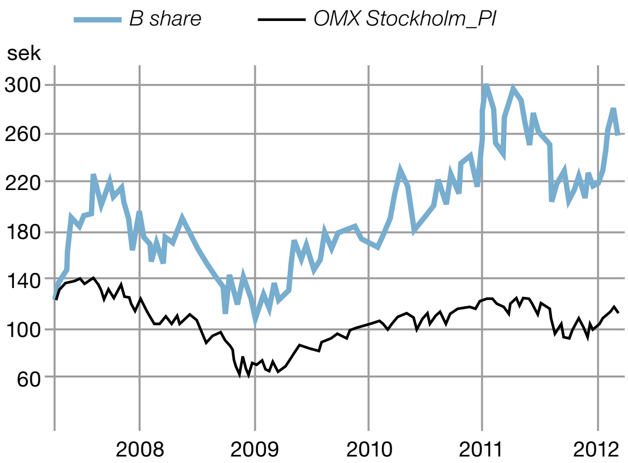
Share split

The Board of Directors has proposed a split of the share, equivalent to two new shares of each old share (2:1).

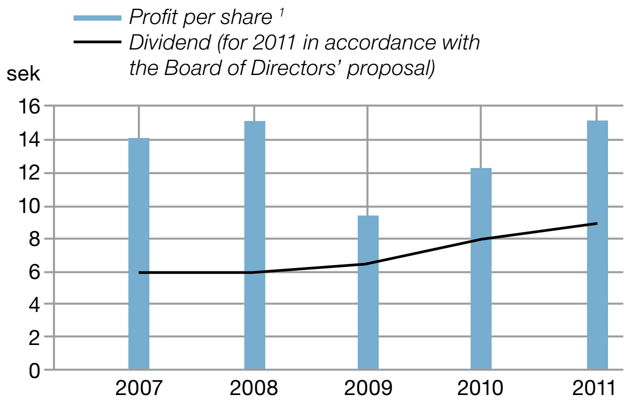
Shareholders on 2011-12-31

	A shares	B shares	Total	Capital	Votes
Carrier	358 710	8 437 429	8 796 139	41.4 %	33.3 %
Jürgensen, Peter Jessen	447 626	809 200	1 256 826	5.9 %	14.6 %
Magnusson, Joen (private & companies)	472 756	143 866	616 622	2.9 %	13.5 %
Bertland, Per (private & companies)	293 428	126 000	419 428	2.0 %	8.5 %
Lannebo fonder		1 823 353	1 823 353	8.6 %	5.1 %
Hain, Jan (private & companies)	80 000	80 000	160 000	0.8 %	2.4 %
Ekdahl. Gunnar (private & companies)		818 320	818 320	3.9 %	2.3 %
SEB Asset Management SA		757 500	757 500	3.6 %	2.1 %
SEB Investment Management		608 959	608 959	2.9 %	1.7 %
Livförsäkringsaktiebolaget Skandia		463 431	463 431	2.2 %	1.3 %
Skandia Fonder		451 738	451 738	2.1 %	1.3 %
Placeringsfond Nordea. Garanti		438 194	438 194	2.1 %	1.2 %
Carlson fonder		410 347	410 347	1.9 %	1.1 %
Swedbank Robur fonder		365 035	365 035	1.7 %	1.0 %
Handelsbanken fonder inkl XACT		313 411	313 411	1.5 %	0.9 %
Bjurman, Torsten (private & companies)		288 100	288 100	1.4 %	0.8 %
Unionen (SIF)		240 000	240 000	1.1 %	0.7 %
Riksbankens jubileumsfond		199 990	199 990	0.9 %	0.6 %
Didner & Gerge Fonder AB		178 909	178 909	0.8 %	0.5 %
G & L Beijers personalstiftelse		140 000	140 000	0.7 %	0.4 %
AMF-Försäkring och Fonder		139 225	139 225	0.7 %	0.4 %
Total holders of >100 000 shares	1 652 520	17 233 007	18 885 527	89.1 %	93.7 %
Other owners	600	2 309 388	2 309 988	10.9 %	6.3 %
Shares in own custody		43 600	43 600		
Total	1 653 120	19 585 995	21 239 115	100.0 %	100.0 %
Votes			36 117 195		

Share development, 5 years



Profit and dividend, 5 years



Share data per registered owner (sek)

Owners of	Number of shares	Per cent	Number of owners
1 – 500	253 636	1.2	2 075
501 – 1000	184 513	0.8	233
1001 – 2000	225 348	1.1	139
2001 – 5000	257 965	1.2	78
5001 – 10000	217 762	1.0	30
10001 – 20000	229 341	1.1	16
20001 – 50000	609 983	2.9	19
50001 – 100000	536 040	1.8	5
100001 –	18 724 527	88.9	21
Summa	21 239 115	100.0	2 616

Share data* (sek)

	2011	2010	2009	2008	2007
Profit per share [1]	15.19	12.25	9.39	15.15	14.12
Equity per share [2]	115	111	103	80	59
Dividend [3]	9.00	8.00	6.50	6.00	6.00
Market value [4]	218.50	280	171.50	109	175
Yield, % [5]	4.1	2.9	3.8	5.5	3.4
Cash flow per share [6]	18.12	12.11	10.49	11.45	15.52

**) Share split carried out on 31 May 2007. All comparative figures are recalculated taking into account the implemented split.*

Definitions

1) Relates to remaining operation. Net profit for the year divided by the average number of outstanding shares.
2) Shareholders' equity divided by the number of outstanding shares at year end.
3) For 2011, in accordance with the Board of Directors' proposal.
4) On 31 December.
5) Dividend in relation to market value.
6) Relates to remaining operation. Cash flow from current operations before changes in working capital divided by average number of outstanding shares.

SALES **EXCEEDED** THE PREVIOUS RECORD LEVEL

The trading companies on the NASDAQ OMX Stockholm Exchange reported strong growth during 2011. The companies' combined sales increased by 14 per cent to nearly SEK 39 billion during the year. It meant that the previous record level from 2008 was exceeded by nearly SEK 1 billion. In a broader sense, the sector consists of nine companies after Elektronikgruppen became the subject of a public take-over bid during 2011. Previous years' figures have, therefore, been adjusted.

As in 2010, the increasing sales were larger in volume than in current SEK. Many of the companies have significant sales outside Sweden and, on translation into SEK, the strong SEK affected sales negatively. At the same time, the sector is characterised by a high acquisition activity which has contributed positively to sales.

In addition, the trading companies continued to report rising operating profits although the rate of increase was lower compared with the marked improvement of 76 per cent in 2010. During 2011, the companies' combined operating profits increased by 29 per cent to SEK 2.8 billion. The total operating margin thus increased to 7.2 per cent compared with 6.3 per cent in the previous year. This is slightly higher than the average for the past six years but lower than the record level of 8.4 per cent in 2008.

In spite of improving results, the companies' total market value fell by 25 per cent during the year. However, the stock market is future-oriented and has previously rather accurately predicted fluctuations in the results. When the sector's results increased by 12 per cent to SEK 3.2 billion in the 2008 record year, the total market value fell by 52 per cent. The following year, the total operating result also fell by 62 per cent. In the same year, 2009, the market value increased by 92 per cent. The following year, the results increased by 76 per cent.

The fall in the total market value, in combination with a rising operating result, has meant that that the valuation measured as an historic EBIT multiple (market value in relation to historic operating result) fell to 7.7 at the 2011 year end compared with 13.6 a year earlier. Market value and valuation is thus back to approximately the same level as at the end of 2007.

The great uncertainty about the future, which characterised the autumn of 2011, reduced in the first two months of 2012 when the stock market rose by 14 per cent by the end of February. During the same period, the trading companies total market value increased by 24 per cent to SEK 27 billion.

There is no unambiguous picture of the prospects ahead of 2012 on an analysis of the companies' year-end reports for 2011. Some companies express some slowdown in demand in some segments or submarkets towards the end of 2011, whilst some companies state that the market is stable. However, the sector ought to be able to show continued growth and exceed sales of SEK 40 billion during 2012. During 2011, the sector acquired a total of around 35 companies with total annual sales of SEK 3.7 billion, of which a large proportion will contribute positively during 2012.

	Sales 2011, sek m	Change from 2010, %	Operating profit 2011, sek m	Change from 2010, %	Operating margin, %	Market value on 31 Dec 2011, sek m
Addtech*	5 019	19	459	35	9.1	3 414
BE Group	5 941	16	96	– 2	1.6	1 000
Beijer Electronics	1 418	11	150	21	10.6	1 150
B & B Tools*	8 131	5	381	14	4.7	1 697
G & L Beijer	5 846	16	433	26	7.4	4 632
Indutrade	7 994	19	822	34	10.3	7 320
Lagercrantz*	2 214	16	177	43	8.0	993
Malmbergs El	523	—	74	185	14.2	342
OEM International	1 590	11	174	26	10.9	1 276
Total	38 676	14	2 766	29	7.2	21 824

**) Company with a split financial year. The figures refer to twelve months' average.*

The Trading Companies	2006	2007	2008	2009	2010	2011
Sales	28 060	34 479	37 763	32 170	33 993	38 676
Change, %	18	23	10	– 15	6	14
Operating result	2 221	2 852	3 185	1 216	2 143	2 766
Change, %	55	28	12	– 62	76	29
Margin, %	7.9	8.3	8.4	3.8	6.3	7.2
Market value	22 843	21 903	9 989	19 162	29 159	21 824

NEW **ACQUISITION DRIVE** DURING 2011

G & L Beijer started on a new drive in the Group's global growth strategy during 2011 by acquiring six operations with combined annual sales of approximately SEK 2 billion. This was equivalent to around 40 per cent of the Group's total sales in 2010. Apart from the fact that several acquisitions were strategic, they will contribute to securing continued growth for the Group.

The largest and most important acquisition was the distribution operation of the Japanese company, Toshiba, which offers products within air conditioning and heating in eleven European countries. The operation reports annual sales of approximately SEK 1,200M and has around 160 employees.

The acquisition was strategic from several aspects. It significantly strengthened G & L Beijer's position within air conditioning and heat pumps whilst the Group made a breakthrough into Germany which became a new market. In addition, the element of growth areas in the Group increased as the market for air conditioning has a higher growth rate than commercial refrigeration from a trend viewpoint. Rising energy prices make demands for more efficient solutions. Higher living standards mean an increased demand for comfort cooling. Air conditioning and heat pumps account for approximately 75 per cent of the acquired operation. It meant that the share of air conditioning and heat pumps is increasing from 20 per cent to 35 per cent of the Group's total sales.

Toshiba's brand lies in the upper segments and is known for its high quality within air-conditioning equipment. The company's product development is focused on energy efficiency, consideration for the environment and high comfort. The distribution rights in the countries concerned are exclusive and, in a sense, unique as they are, in practice, perpetual. It means that G & L Beijer can act very long term and the intention is to invest in Toshiba's products and brand in order to widen the offer and service to the customers and, therefore, increase total sales. At the same time, the operation can take advantage of G & L Beijer's distribution capacity and organisation where, among other things, joint overhead costs are distributed on a larger volume.

The second largest acquisition during the year comprised two companies within refrigeration and air conditioning in France and the United Kingdom, respectively, from the American company, United Refrigeration. The French company - Cofriset – reports sales of approximately SEK 520M and has 125 employees. The British company reports sales of around SEK 90M and has 44 employees. With the acquisitions, G & L Beijer further strengthened its position in the French and British markets.

The acquired companies sell the same products as G & L Beijer and the operations will be co-ordinated with the Group's organisation in the respective country. At the same time, the companies complement the Group's operation with new and different customer groups, and increase the geographic scope. The acquired companies' profitability has been lower than the average for G & L Beijer and the objective is gradually to increase the operating margins. The synergy gains refer primarily to purchases and lower fixed costs.

The largest and most important acquisition was the distribution operation of the Japanese company's, Toshiba, products within refrigeration, heating and air conditioning in eleven European countries

At the beginning of the year, G & L Beijer acquired the Italian SCM Frigo group which reports annual sales of approximately SEK 220M had has a total of 70 employees. The acquisition was strategic in a growing market. SCM Frigo designs, develops and builds chillers and the company is at the forefront of the technical development of refrigeration units for new environment-friendly solutions. The company is also a leading supplier in Europe within the segment.

SCM Frigo has developed a unique modular system for the assembly of refrigeration units which use natural refrigerants such as carbon dioxide or ammonia instead of conventional refrigerants. The collaboration between G & L Beijer and SCM Frigo developed very positively during the year and the companies achieved a number of synergy effects.

G & L Beijer expanded in southern Africa through two minor acquisitions. In South Africa, 100 per cent of Phoenix Racks was acquired. Phoenix Racks manufactures customer-adapted refrigeration units. The company reports annual sales of SEK 35M and has 23 employees. Phoenix Racks is the market leader for new environment-friendly refrigeration units. The company complements G & L Beijer's existing operation in South Africa and strengthens the total customer offer. In Mozambique, G & L Beijer acquired a newly formed company which had, in turn, acquired the assets in the company, Logos Industrias. Logos Industrias is a refrigeration wholesaler and distributor of products manufactured by G & L Beijer's South African operation. The company reports sales of around SEK 15M and has five employees.

The Group already has operations in South Africa, Botswana and Namibia. The markets enjoy strong growth and report good profitability. G & L Beijer's total annual sales in southern Africa amount to more than SEK 700M, equivalent to around 10 per cent of the Group's total sales.

Five of the year's acquisitions are only included in the consolidated accounts from the fourth quarter of 2011. Including the acquisitions on an annual basis, G & L Beijer enters 2012 with underlying annual sales of more than SEK 7 billion.

RIGHT **TIME**, RIGHT PLACE

This is the first instalment in a series of articles about G & L Beijer's operation, from its foundation until the present time. We take a look back to the beginning in order to trace the roots of the company's formation.

Gottfried and Lorens Beijer are the names behind the initials 'G & L' in the company name, G & L Beijer, two brothers born straight into the rapidly whirling change which came to be known as 'the industrial revolution'.

History knows them in the form of authoritative portraits of two grey-headed and successful gentlemen. But the company that was to survive them both was not founded by these scarred veterans but by two young, inquisitive and creative businessmen.

They are born in the right place at the right time - Gottfried in August 1838 and Lorens in September of the following year - in Malmö which had just begun to regain its belief in the future after two hundred years as an increasingly hidden away and unfavourably treated provincial city. The rich trading centre of the middle ages, with its large incomes from the herring catches in the Öresund and its distinguished trading houses along Adelgatan, – the second most important city in Denmark after Copenhagen – had been wrecked by the many wars in Skåne and the restrictions that ensued from the mutual distrust between the two arch-enemies after Skåne had become Swedish in 1658.

A new era comes to Malmö

It would take until well into the end of the 18th century before the turning point came – approximately at the same time as the English industries in Manchester signalled that a new era was approaching. In Malmö, the guiding-star was Frans Suell, a young trade genius who, with the right combination of luck, timing and talent, had built up a significant fortune with his tobacco industry in Jörgen Kock's old 16th- century residence at Stortorget.

Part of the explanation for Suell's successful business was sheer good luck. In 1775, one of his employees by mistake placed a far too large order for tobacco, which at this time was exclusively imported from the American colonies. However, when the American Civil War broke out a short time thereafter, the American ports were blocked and the tobacco trade stopped. As a consequence, tobacco prices shot up and Suell's enormous stock rapidly increased in value many times over.

The foundation for development is laid

At the end of the 18th century and at the beginning of the 19th century, Frans Suell would become the by far most important individual for Malmö's re-emergence as a financial centre. Ever since the Middle Ages, Malmö's trade with the surrounding world had taken place via Färjebron, a 150 metre long wooden bridge which was extremely exposed to the weather, straight into the shallow Öresund. Frans Suell urged the city to construct a port and work started in the 1770s. The importance of the port's – and the brothers Beijer – development during the 19th century can hardly be overestimated.

In the year 1800, Malmö has slightly less than 4,000 inhabitants, significantly fewer than during the illustrious days of the Middle Ages, but now the foundation is laid for rapid expansion. Suell's great grandson, Frans Henrik Kockum, for example, would become one of the new era's big industrialists in the city. The paths of the families Suell, Kockum and Beijer would cross when Frans Kockum's sister, Catharina Margareta Kockum, marries the city clerk, Gottfried Beijer in Malmö in 1837. Gottfried is a son of the city surgeon, Gottfried Beijer, who had immigrated from Germany. It is in this free-thinking and successful industrial family environment that the brothers Gottfried and Lorens Beijer grow up. The biggest irritation was, probably, that when someone asked for 'Gottfried Beijer', three generations would simultaneously answer 'yes'.

Practical commercial studies

Gottfried is the brother who shows the most interest in business. Whereas Lorens goes to sea, the 19 year old Gottfried travels to Hamburg where he gets employment as an assistant salesman in the firm, Schenck & Co. Hamburg is the most important port and business city in the German minor states which have united after the Napoleonic Wars, a pulsating centre for trade and shipping from the whole world. Gottfried stays for four years. When he returns to Malmö, he is a relatively world-wise 23 year-old with a wide experience, big visions and important contacts.

London calling!

However, the years in Hamburg have only awakened his appetite for the business opportunities in the big wide world. He comes home to Malmö only once but leaves again almost immediately. In the same year, he travels to London to work as a bookkeeper in the firm, Westenholz Brothers, and, thereafter, as managing clerk in Gust. Roos & Co. He travels a lot, both in England and on the Continent, and back to Sweden. It is at this time that the foundation is laid for his future as a businessman; it is now that the jigsaw puzzle, with all the opportunities which international trading can provide, is becoming clear. Above all, he sees opportunities for trade between England and Sweden.

On 1 September 1866, Gottfried is back in Malmö to carry out agency and commission grain transactions in his newly-registered firm, G. Beijer. During the first few years, the operation deals almost exclusively with the export of oats to England. The most important customers are the London coach companies, which use the oats as fuel as the coaches are horse drawn.

G & L begin to collaborate

However, he needs help to run the operation and contacts his brother Lorens. Lorens Beijer has spent 10 years at sea and, as a captain, has seen the world before he has returned to Malmö and, like his brother, he has started to invest in a career as a businessman. Gottfried employs Lorens to run the firm before he returns to London where he spends most of the coming years and, in 1870, establishes an office abroad, Jackson Beijer & Co. In this connection, Lorens takes over the firm in Malmö which, consequently, changes name to 'L. Beijer'.

Malmö port 1899

Jackson Beijer & Co trades, among other things, with grain and a part of Gottfried's operation consists of filing grain reports from the world market to the Sydsvenska Dagbladet newspaper. On 14 May, Gottfried sends the following report from London:

"At the middle of this week, the change in the weather that had so long been awaited by the farmers occurred. Since then, we have had daily showers and warm sunny days which have already produced a strange change in the appearance of pastures and grassland. One can only hope that one will soon be able to say the same about the grain fields, although many predict that an in no case early and probably less productive harvest which should mainly relate to wheat".

Rapid expansion

The operation developed rapidly to include trading with live animals, butter, pork and eggs. The traffic is primarily running between England and Sweden, but Beijer has soon acquired agencies for French as well as Belgian, German and Russian trading houses for heavy duty industrial products such as rail, sheet metal, pipes, machinery and pig iron.

In 1875, Gottfried is once again back in Malmö, this time to stay. He resumes the partnership with Lorens and, as a result of the increasingly frequent traffic to England, the brothers realise that, with Lorens's skipper experience as the foundation, they also ought to control their transportation. In 1877, they form the shipping company, Sydsvenska Ångfartygs AB, in order to assume the responsibility for the freight of their goods themselves. The steamers, 'Patriot' and 'Alexandra', soon operate a shuttle service between Newcastle and Malmö, Landskrona and Helsingborg. At the beginning of 1878, the brothers advertise in Sydsvenska Dagbladet under their new joint company name 'G & L Beijer' for the first time.

For a long time, grain is the predominant operation, but the focus will soon transfer to more industrial products. After the first routes in the Swedish mainline railway system – Malmö-Lund and Gothenburg-Jonsered – are inaugurated in 1856, railway construction has gained full speed in Sweden. In 1885, G & L Beijer wins a contract with a Belgian iron mill which has become the leading rail manufacturer and now begins to ship rail to both government and private railway projects in all the Nordic countries.

New fuel for the operation

At the same time, the brothers have started to cast their eyes on the actual fuel in the Swedish industrial revolution, what literally keeps the steam up in the country: coal. Since England had felled most of its forests during the 18th century in pursuit of charcoal, the high-grade coal had become worth its weight in gold as fuel for the steam engines which drive locomotives, ships and factories.

All over Sweden, which is now being industrialised at an increasingly frenetic pace, burn the seemingly insatiable fires, regardless of the amount of coal shoved into them. Gottfried and Lorens Beijer soon realise that those who can supply these ravenous fires with fuel will be able to do very good business.

Business concept

G & L Beijer is a technology-oriented trading Group within refrigeration and air conditioning. Through a combination of added-value agency products and products of the company's own development, the Group will offer competitive solutions for a large number of customer groups.

Objectives

Beijer Ref aims to strengthen its position further as the leading operator in Europe and to increase its business activities in the global market.

The objective is to grow faster than the market.

The Group aims to achieve a return on capital employed in operations of at least 11 per cent.

The Group normally has good cash flows and a high-dividend capacity. The objective is to distribute 30-70 per cent of profit after tax. However, the level will be weighted every year against the Group's capital requirements and prospects for the future.

The equity ratio shall not normally fall below 30 per cent.

Strategies

G & L Beijer will concentrate its operations on refrigeration, air conditioning and heat pumps.

The resources are mainly concentrated on the trading operation. The strategies for continued growth are to develop the operations in existing markets through organic growth and supplementary acquisitions as well as acquisitions in new geographic markets in Europe and in the global market.

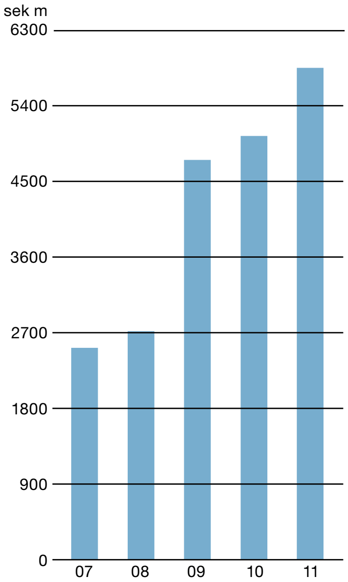
The Group gives a priority to long-term and stable business relationships.

The Group will optimise the diverse requests of different interested parties. The primary interest groups consist of shareholders, customers, employees and suppliers.

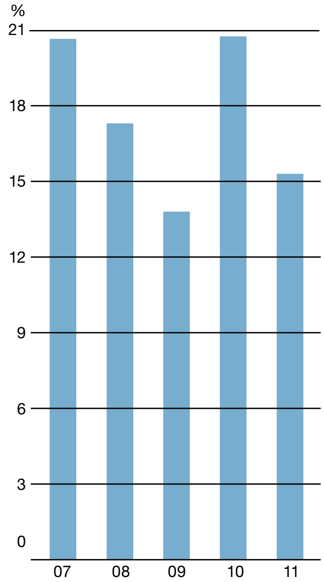
Business model

G & L Beijer's business model has been sustainable and stable over the years. The fundamental concept is the focus on trading operations and distribution of refrigeration components and air conditioning. The Group's value chain consists of: agency agreements; purchasing; some manufacturing; processing and customer adaptation of products by contributing technical expertise; efficient logistics and warehousing; system solutions; and by offering technical support and service. Vis-à-vis G & L Beijer's suppliers, the Group accounts for knowledge and experience of the market and customer needs and demands.

Net sales



Return on capital employed in operations



Net sales

The figures in the diagram relate to existing operations.

Return on capital employed in operations

Figures relating to return on capital employed in operations in the diagram relate to existing operations for all periods. For 2010, the capital gain from the divestment of Beijer Tech is also included. The comparative figures of the balance sheet items have not been changed.

G & L Beijer identifies and evaluates critical variables in the value chain which means that the customer's operation and the running of it are put in focus. These variables include: decentralisation; local presence; accessibility; rapid and efficient deliveries; and service.

Long-term planning and stability are characteristics which typify G & L Beijer's relationships with suppliers and customers. At the same time, the ability to change is also an important cornerstone.

The Group has undergone gradual changes and adaptations to new market conditions. Operations have been divested or distributed and new operations have been added. In 2011, G & L Beijer acquired operations with annual sales of approximately SEK 2 billion. During the year, G & L Beijer divested its shareholding in Beijer Alma and Asarum Industriaktiebolag (AIA) which manufactures heat exchangers. The structural changes were a move forward in focusing on the strongly growing operation within distribution of refrigeration systems, refrigeration components and air conditioning.

All in all, G & L Beijer has a comprehensive product range which covers most sectors. G & L Beijer has a good geographic spread with sales in 21 countries in Europe as well as sales in Thailand, South Africa, Namibia, Mozambique and Botswana. The total number of customers amounts to approximately 50,000.

The Group's markets are mature and show moderate growth. G & L Beijer strives to increase growth, partly through acquisition. Over the past five years, 2007-2011, the Group has reported average annual growth of 24 per cent.

The robust business model also generates stable results. During the five-year period, operating profit has increased by 27 per cent per annum on average. The operating margin (operating profit in relation to sales) has averaged 7.4 per cent during the five-year period. It has shown variations with a high of 9.6 per cent and a low of 6.8 per cent. Return on capital employed in operations has averaged 18 per cent. Return on equity was 19 per cent on average.

G & L Beijer's value creation benefits its shareholders in the form of dividend and potential price growth. The dividend over the past five years has averaged 53 per cent of profit after tax. G & L Beijer's shareholders have received a total yield (dividend plus share-price growth) of 18 per cent per annum on average during the five-year period, 2007-2011. The comparable index - the Six Return has yielded 0 per cent during the same period.

The G & L Beijer Group is focused on trading and distribution operations within refrigeration products, air conditioning and heat pumps. The product programme consists mainly of agency products.

Overall, operations are controlled by the Board of Directors and the parent company through target formulation and target monitoring of the Group's business operation - Beijer Ref. The parent company acts through work on the Board of Directors of the business operation and takes a proactive part in acquisition processes, strategic decisions, etc.

During 2011, G & L Beijer again invested aggressively in accordance with its adopted strategy after the consolidation of the Group during 2010. The operation developed positively with strengthened positions in the market, acquisitions and good organic growth. Sales for 2011 were the Group's highest so far. The Group could also report its best operating result from the current operation.

During the year, G & L Beijer carried out six acquisitions with total annual sales of approximately SEK 2,100M. The largest and most important acquisition was Toshiba's distribution operation within air conditioning and heating in eleven European countries from Carrier Corporation. The transaction meant that Carrier transferred staff and assets to G & L Beijer. The operation has around 160 employees. The acquired operation is included in G & L Beijer's accounts from 1 October 2011. The total consideration amounted to SEK 630M. The acquired net assets amounted to SEK 194M and the surplus value was SEK 436M. During 2011, the acquisition affected consolidated net sales by approximately SEK 242M. The acquisition would have affected consolidated net sales by approximately SEK 1,170M had it been included in the Group for the full year.

During the fourth quarter, G & L Beijer completed its acquisition of United Refrigeration's refrigeration wholesale operations in France and the United Kingdom. The acquisition included two companies, the French company, Cofriset, and the British company, United Refrigeration (UK) Ltd. The acquired companies are included in the consolidated accounts from 1 October 2011. The total consideration for the acquisitions amounted to SEK 169M. The acquired net assets amounted to SEK 65M, which means a surplus value of SEK 104M. During 2011, the acquisitions affected the Group's net sales by SEK 140M. The acquisitions would have affected consolidated net sales by approximately SEK 618M had they been included for the full year.

G & L Beijer completed its acquisition of the assets in Carrier Corporation's refrigeration wholesale operation in Thailand. During the first quarter of 2011, the Italian SCM Frigo group was acquired. SCM Frigo designs, develops and builds chillers. Initially, G & L Beijer acquired 51 per cent of the shares in SCM Frigo with an option to acquire the remaining 49 per cent. Both companies are included in G & L Beijer's accounts from 1 January 2011. The total consideration for the companies amounted to SEK 113M. The acquired net assets amounted to SEK 42M and the surplus value amounted to SEK 71M. During 2011, the acquisitions together affected the Groups' net sales by SEK 363M.

In November, G & L Beijer carried out two acquisitions in South Africa and Mozambique which strengthens the Group's position in southern Africa. In South Africa, 100 per cent of Phoenix Racks (Pty) Ltd was acquired. Phoenix Racks manufactures customer-adapted refrigeration units. The company reports annual sales of approximately SEK 35M and has 23 employees. In Mozambique, G & L Beijer acquired a newly formed company which had acquired the assets in the company, Logos Industrias. Logos Industrias carries out refrigeration wholesale operations and is the distributor of products manufactured by G & L Beijer's South African operation. The company reports sales of approximately SEK 15M and has five employees. Initially, G & L Beijer acquired 40 per cent of the newly formed company with an option to acquire the remaining 60 per cent within 24 months. The companies are included in the consolidated accounts from the fourth quarter of 2011. The total consideration for the acquisitions amounted SEK 13M and has had only a marginal effect on the Group's net sales and results during 2011.

During the first quarter, G & L Beijer divested its entire holding of 2.7 million shares in Beijer Alma, equivalent to 9.0 per cent of capital and 4.5 per cent of votes. The divestment generated sales proceeds of approximately SEK 365M and G & L Beijer made a capital gain of SEK 51.7M before tax. The divestment of the shares was another step forward in creating increased scope to take action for the continued expansion within the strongly growing refrigeration wholesale operation.

At the end of the year, G & L Beijer divested the operation in its Swedish subsidiary, Asarum Industriaktiebolag (AIA), to the Italian LU-VE group. At the same time, G & L Beijer entered into a global collaboration agreement with LU-VE to distribute its products. The Italian LU-VE group is one of Europe's largest manufacturers of heat exchangers. The divestment was carried out on 30 December 2011. G & L Beijer's sales will reduce by around SEK 50M net. Profit per share will be marginally affected positively during 2012.

After the end of the financial year, G & L Beijer acquired the Norwegian company, Ecofrigo, in January 2012. The company is project oriented within the distribution of environment-friendly chillers and refrigerants. Ecofrigo reports sales of approximately SEK 35M and the company has six employees. Ecofrigo is included in G & L Beijer's accounts from January 2012. The acquisition is expected to have a marginal positive effect on G & L Beijer's profit per share.

Sales
The Group's sales for the remaining operations increased by 17 per cent to SEK 5,846.4M (4,991.9). The increase is explained by both organic growth and acquisitions.

Operating profit
Consolidated operating profit increased by 26 per cent to SEK 432.5M (344.0). Including a capital gain from the divestment of Beijer Tech, the result amounted to SEK 484.0M in 2010.

Profit after financial income/expense and tax
Financial income/expense amounted to SEK 55.4M (1.0). Financial income/expense includes a capital gain of SEK 51.7M from the divestment of shares in Beijer Alma during 2011 and a share in profits of SEK 12.7M (8.0) from associated companies. Profit before taxes amounted to SEK 487.9M (345.0). Profit after tax amounted to SEK 374.1M (258.7).

Profitability
Return on capital employed in operations and capital employed amounted to 15.6 per cent (20.8) and 14.9 per cent (17.2) respectively. Return on equity was 15.6 per cent (17.6).

Other financial information
The Group's investments in tangible and intangible fixed assets, including acquisitions, amounted to SEK 1,004.8M (36.3). The cash flow from current operations was SEK 121.0M (146.6). Liquid funds, including unutilised bank overdraft facilities, were SEK 677.2M (478.4) at the year end. Shareholders' equity amounted to SEK 2,433.4M (2,358.7). The net debt amounted to SEK 1,142.1M (395.4). The equity ratio amounted to 47.8 per cent (59.4).

Parent company
The parent company, G & L Beijer AB, reported profit after financial income/expense of SEK 192.1M (293.4). The result for 2011 includes a capital gain of SEK 51.7M from the divestment of the shareholding in Beijer Alma. 2010 included a capital gain of SEK 140M from the divestment of Beijer Tech. Profit after tax amounted to SEK 169.2M (298.0). At the year end, loan financing was SEK 0M (27.7). The parent company's investments amounted to SEK 0.5M (1.3).

Currency
G & L Beijer's sales are transacted in Europe and southern Africa and Thailand. SEK accounted for 9 per cent of total sales, EUR for 50 per cent, GBP for 8 per cent, DKK for 6 per cent and NOK for 4 per cent. EUR accounted for 70 per cent of purchases, SEK for 2 per cent, other European currencies for 17 per cent and USD for 5 per cent.

Organisation and staff
G & L Beijer has a decentralised organisation. Operations are carried out in a number of subsidiaries which are coordinated under Beijer Ref. The control of the operations is carried out through target formulation and monitoring of set targets. The parent company has overall responsibility for Group management and Group control.

In 2011, the Group had an average of 1,867 employees (1,574). The parent company, including Beijer Förvaltning AB, had seven employees (7) on average. The number of employees in Beijer Ref was 1,860 (1,567).

The starting point of G & L Beijer's social responsibility is that the Group shall take into account the various interests of different interested parties. The primary interest groups comprise shareholders, customers, employees and suppliers.

A company's social responsibility is often split into three parts: taking economic, environmental and social responsibility. Sometimes, a fourth dimension is added in the form of taking ethical responsibility. A company's sustainability is sometimes used as an overall term. G & L Beijer's work with sustainability forms an important part in the company's long-term value creation.

The framework for G & L Beijer's work is determined based on the Group's specific prerequisites. G & L Beijer mainly carries out trading and distribution of refrigeration components, air-conditioning equipment and heat pumps. The value chain consists of agency agreements; purchases; some manufacturing; assembly; processing and customer-adaptation of products through contributing technical expertise; efficient logistics and warehousing; system solutions as well as offering technical support and service.

During the past ten-year period, G & L Beijer has grown rapidly with a large number of acquisitions. The Group currently consists of around 40 companies in 26 countries, with the emphasis on Europe. The base is that all companies comply with their respective country's legislation such as European legislation, EU directives, national and local laws and regulations. Monitoring is taking place in the different companies' boards of directors and management groups.

G & L Beijer's suppliers of products within refrigeration, air conditioning and heat pumps essentially consist of large well-known global companies which are often the leaders in their sector. The suppliers have normally formulated their own policies which include working conditions, ethics, human rights, etc. G & L Beijer's relationships with suppliers are usually long term and based on different types of distribution agreements. G & L Beijer has an expressed strategy to work with suppliers who have a significant focus on the product development of energy-efficient and environment-friendly solutions.

The Group carries out operations, which are liable to give notification, through filling stations for different types of refrigerants. The activities are regulated through EU directives as well as local and national directives. Among other things, demands are made on care in manufacturing, scrapping, service or risk of leakage. G & L Beijer has statutory demands on the destruction of refrigerants. The Group's ambition is to be at the forefront with regard to environment-friendly refrigerants.

G & L Beijer's direct environment impact is relatively limited and primarily comprises the transportation of the Group's products.

G & L Beijer's overall guidelines are that the Group and the companies included in the Group shall contribute to a sustainable development. The Group shall offer advanced technical services and products which meet the customers' requirements and which make the least possible impact on the environment during the entire life cycle of a product, taking into account what is technically possible and commercially defensible. G & L Beijer will strive to ensure that the Group's ambitions become known and are communicated through an open and factual dialogue with different interested parties.

The Beijer Ref company, SCM Frigo, develops refrigeration units specially adapted for environment-friendly refrigerants

INCREASED GEOGRAPHIC **SCOPE**

G & L Beijer's operation is carried out in Beijer Ref which markets and sells complete refrigeration systems, refrigeration components, air conditioning and heat pumps in 21 countries in Europe and in South Africa, Namibia, Botswana, Mozambique and Thailand.

2011 operations

Beijer Ref developed very positively during the year. In 2011, the operation achieved its highest sales so far and the operating profit exceeded previous record levels. Beijer Ref showed good organic growth whilst obtaining additional synergy gains from previous acquisitions. The activity relating to Beijer Ref's continued development was intensive with acquisitions and consolidation of the operation.

During the year, six acquisitions were carried out with total annual sales of approximately SEK 2,100M. The largest was the strategic acquisition of Toshiba's distribution operation within air conditioning and heating in 11 European countries from Carrier Corporation. Sales for Toshiba's distribution operation in the countries referred to amount to approximately SEK 1,200M. The acquisition strengthened Beijer Ref's position within air conditioning and heat pumps in Europe, whilst Germany became a new market for the Group. After the acquisition, air conditioning accounts for around 35 per cent of sales compared with 20 per cent previously.

The acquisition of United Refrigeration's refrigeration wholesale operations in France and the United Kingdom meant that Beijer Ref strengthened its position further in the French and British markets. The companies, which report annual sales of approximately SEK 610M, complement Beijer Ref's operation in the respective countries with new customer groups and increases the geographic scope. During the fourth quarter, the British operation was integrated. This process involved a move to a central warehouse and co-ordination of common costs. The French operation also initiated a savings programme.

The Italian SCM Frigo group was a strategic acquisition. SCM Frigo designs, develops and builds chillers and the company is at the forefront of the technical development of refrigeration units for new, environment-friendly solutions. The company reports annual sales of approximately SEK 220M. The acquisition has been successful. SCM Frigo has significantly increased its sales through Beijer Ref's distribution organisation. The Thai operation, which was also acquired at the beginning of the year, has developed positively with rising sales and increased profitability.

Beijer Ref strengthens its position within air conditioning and heat pumps in Europe

At the end of the year, G & L Beijer carried out two acquisitions in southern Africa which added total annual sales of SEK 50M to the Group. In South Africa, 100 per cent of Phoenix Racks (Pty) Ltd was acquired. Phoenix Racks manufactures customer-adapted refrigeration units. The company reports annual sales of SEK 35M. In Mozambique, G & L Beijer established an operation through a newly formed company which acquired the assets in the company, Logos Industrias. The company distributes refrigeration products from Beijer Ref's manufacturing operation in South Africa in the market in Mozambique. The company reports sales of SEK 15M.

As a move forward in the focusing on distribution and trading, the Swedish subsidiary, Asarum Industriaktiebolag (AIA), which manufactures heat exchangers, was divested. The buyer was the Italian LU-VE Group. At the same time, G & L Beijer entered into a global collaboration agreement with LU-VE to distribute its products. The Italian LU-VE Group is one of the largest manufacturers of heat exchangers in Europe.

After the end of the financial year, Beijer Ref acquired the Norwegian company, Ecofrigo, within distribution of environment-friendly chillers and refrigerants. Ecofrigo reports annual sales of approximately SEK 35M. The acquisition complements G & L Beijer's existing operation in Norway from a geographic as well as a product viewpoint. The company delivers environment-friendly refrigeration units with the latest technology from G & L Beijer's Italian subsidiary, SCM Frigo. SCM Frigo was acquired at the beginning of 2011 and the acquisition of Ecofrigo means that the synergies are strengthened further.

The market for refrigeration systems and air conditioning continued to show good growth during 2011 after the recovery in 2010. The global financial turbulence during the autumn of 2011 has not significantly affected demand. However, the cold summer in Europe slowed demand within air conditioning, which meant that the outcome for the third quarter was relatively weak.

All markets in which Beijer Ref operates developed positively during the year. Sales in the Nordic markets increased at the same pace as Beijer Ref as a whole. Southern

Europe with France, Italy and Spain reported slightly stronger growth whilst the development in the United Kingdom and Central Europe was slightly slower. Eastern Europe reported very strong growth, albeit from low levels. In South Africa, the development was also positive with growth of 13 per cent. The acquisitions, Carrier's refrigeration wholesale operation in Thailand and the Italian company, SCM Frigo, continued to develop very positively and the integration processes have proceeded according to the plan. The acquisitions of Toshiba's and United Refrigeration's operations, which are included from the fourth quarter, meant a significant contribution to sales.

Beijer Ref has a good geographic distribution of sales. Southern Europe is the largest market with 33 per cent of sales. Central Europe and the Nordic countries account for 21 per cent each. South Africa accounts for ten per cent, the United Kingdom and Ireland for eight per cent, Eastern Europe for five per cent and Asia for two per cent.

Sales in Beijer Ref's largest individual market, France, amounted to SEK 1,213M. Holland accounted for SEK 667M, South Africa for SEK 598M, Italy for SEK 549M, the United Kingdom for SEK 464M, Switzerland for SEK 432M and Spain for SEK 252M of total sales. The Nordic countries, Sweden, Denmark, Norway and Finland, reported combined sales of SEK 1,093M.

Sales

Beijer Ref's sales increased by 17 per cent to SEK 5,846.4M (4,991.9). Sales were affected negatively by generally weaker foreign currencies on translation into SEK. The organic volume growth amounted to approximately six per cent. Acquisitions contributed SEK 759M to sales.

Commercial refrigeration reported sales of SEK 4,448M and accounted for 77 per cent of the business area's sales. Comfort cooling and heat pumps reported sales of SEK 1,271M and accounted for 22 per cent of sales.

Operating profit

The business area's operating profit increased by 23 per cent to SEK 449.2M (365.8). The operating margin was 7.7 per cent (7.3). The improved result is explained by rising sales volumes, strict cost control, synergies from acquisitions and contributions from acquisitions during the year.


Beijer Ref is a leading refrigeration and air-conditioning wholesaler in Europe with sales in 21 countries. Beijer Ref also has significant operations in South Africa, Botswana and Namibia and Mozambique as well as in Thailand. Beijer Ref also carries out some manufacture of heat exchangers and the assembly of refrigeration units. Beijer Ref's competitive edge lies in its technical competence relating to its products, its comprehensive product range and its ability to offer efficient overall solutions.

Products

Beijer Ref markets and sells complete refrigeration systems and components for refrigeration systems as well as air-conditioning and heat pumps. The product programme consists of products developed by the company and features most of the best-known brands in the sector. The offer to customers is characterised by turnkey system solutions which simplify installation.

Beijer Ref's products are mainly used in refrigeration and freezer counters, refrigeration and cold storage rooms, as well as for air conditioning and ventilation. The products are found in different environments such as food stores, shopping centres, factories, offices, computer rooms, ice rinks, private residences, hotels, etc.

In simple terms, a complete refrigeration system consists of the following components:

- A compressor which pumps a refrigerant through a cooling system.
- A refrigerant which transports heat away from the refrigerated area.
- Heat exchangers of various types such as evaporators, condensers or coolers.

Beijer Ref offers the market a total of tens of thousands different products in the refrigeration sector.

Wholesale & Trading companies

Beijer Ref's group of wholesale and trading companies are the leading operator in Europe. The company has agencies for a number of products within the refrigeration segment such as compressors, refrigerants, control and monitoring equipment, and various components. Beijer Ref represents leading companies in the sector within the different product areas, including Alfa Laval, Armacell, Bitzer, Bock, Carel, Castel, Emerson, Frigabohn, Danfoss, Honeywell, Ineos, Johnson Controls, Luve, Cupori, Electrolux, Henry and L´Unité Hermetique.

The Swedish and Norwegian wholesalers also assemble customised fluid-refrigeration units. The Italian SCM Frigo group designs, develops and builds chillers. The company is also at the forefront of technical development of refrigeration units for new environment-friendly solutions.

The products within comfort cooling (air conditioning and heat pumps) are sold on an agency basis from the Japanese companies, Toshiba, Mitsubishi Heavy Industries, Mitsubishi Electric, Hitachi, Samsung and Daikin as well as from the Italian company, Aermec, and the South Korean company, LG. The Aircool air-conditioning unit is an own-brand product. In addition, Beijer Ref distributes products from the Carrier group and also has the rights to market and sell Carrier's brand, Totaline, within refrigeration and air conditioning.

Beijer Ref's competitive edge lies in its technical competence relating to the products, an extensive and varied product range and the opportunities to offer customers efficient overall solutions. In addition, Beijer Ref enjoys long-term durable relationships with its customers.

The wholesale and trading companies within refrigeration systems accounted for approximately 77 per cent of the business area's sales in 2011. Comfort cooling accounted for around 22 per cent.

Manufacturing companies

The manufacturing companies carry out development, manufacturing and sales of the business area's own products such as heat exchangers, evaporators and condensers. Production is carried out in South Africa, which is a fully-integrated part of the distribution operation, and in Norway, which is focused on technologies for specific areas of use.

The manufacturing companies accounted for approximately 1 per cent of the business area's sales in 2011. Approximately 99 per cent of the manufacturing companies' sales are made to external customers and 1 per cent is delivered to the business area's wholesale and trading companies.

Market and market segments

Beijer Ref is established in 21 markets in Europe: Sweden, Denmark, Norway, Finland, the United Kingdom and Ireland, Holland, Switzerland, Poland, the three Baltic States, Hungary, Rumania, the Czech Republic, Slovakia, France, Italy, Germany, Spain and Belgium. Beijer Ref also has significant operations in Thailand and South Africa as well as an operation in Mozambique and offices in Namibia and Botswana.

The market is split into three segments: commercial refrigeration, industrial refrigeration and comfort cooling.

- Commercial refrigeration dominates the business area and consists mainly of complete refrigeration systems and components for refrigeration systems. The food retail sector and the restaurant sector are the largest end-customer groups.
- Industrial refrigeration is mainly used by food industries, process refrigeration, ice rinks and in large heat pumps.
- Comfort cooling is air conditioning for offices, private residences and cars, and heat pumps.

The European market for commercial and industrial refrigeration is estimated to be worth approximately SEK 25 billion per annum. Demand in the business area's largest segment, commercial refrigeration, is relatively stable and only partly varies with the economic trend. There are several driving forces behind a rising trend in demand for refrigeration. Rising consumption of refrigerated and frozen products, as well as the establishment of new food supermarkets, benefits the segment. In addition, the market is being positively affected by decisions made by the authorities, such as the requirement to convert to more environment-friendly refrigerants. Refrigeration units emit surplus heat and with higher energy prices new technical solutions are created to recover the heat.

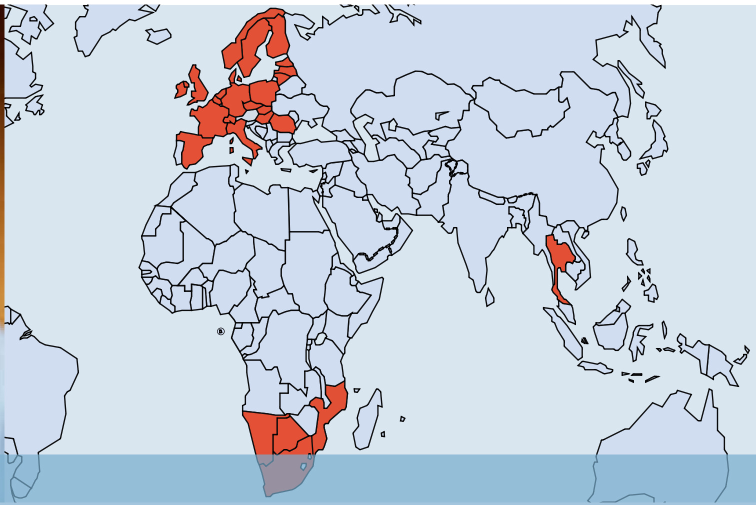
The market for comfort cooling in Europe is estimated at approximately SEK 20 billion per annum. From a trend viewpoint, the market enjoys good growth but it is more cyclical than commercial refrigeration. Climate installations in work locations and in cars are becoming increasingly common.

Beijer Ref's sales are mainly made to refrigeration installation contractors, service companies and manufacturers of refrigeration products which, in turn, deliver to end customers. The market consists of a small number of large customers and a significant number of small and medium-sized customers.

Competitors

Beijer Ref is the market leader in Europe. Major competitors of the wholesale and trading companies in Europe are the Spanish company, Pecomark; and the German companies, Schiessel, Fischer, Frigotechnik and Reiss. The Nordic competitors are Ahlsell and Onninen. In addition, there are a large number of small competitors.

The manufacturing companies face competition from Alfa Laval, Luvata, Güntner and GEA.



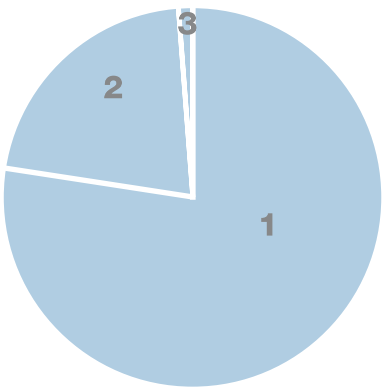
Per Bertland
Beijer Ref

sek m	2011	2010	2009	2008	2007
Net sales	5 846.4	4991.9	4757.8	2714.1	2520.5
Operating profit	449.2	365.8	299.3	270.4	260.6
Return on capital employed in operations, %	16.7	15.7	17.5	23.6	29.2
Number of employees	1867	1650	1584	846	774

Geographic distribution
of net sales

1. Southern Europe 33%
2. Central Europe 21%
3. The Nordic countries 21%
4. South Africa 10%
5. UK & Ireland 8%
6. Eastern Europe 5%
7. Asia 2%

Distribution
of net sales



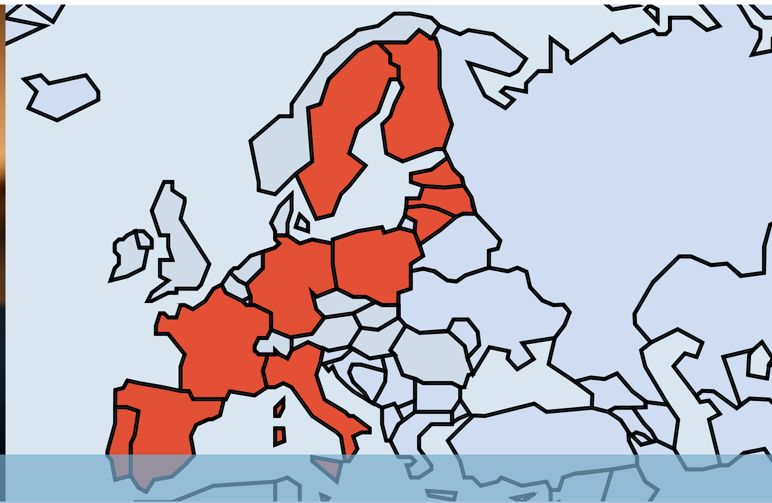
1. Commercial refrigeration 77%
2. Comfort cooling 22%
3. Manufacturing 1%

Toshiba's distribution operation within air conditioning and heating in eleven European countries was acquired during 2011 and forms a separate area of operation within the G & L Beijer Group. The operation reports annual sales of approximately SEK 1,200M and has 160 employees.

Toshiba's HVAC *(heating, ventilation, air-condition)* product programme comprises air-conditioning equipment, heat pumps and ventilation systems. The brand has a stable position within the upper segment of air conditioning. The products are characterised by high quality and product development is focused on energy efficiency, consideration for the environment and a high level of comfort.

The distribution of Toshiba's products comprises sales in eleven European markets: Germany, France, Spain, Portugal, Italy, Sweden, Finland, Poland and the three Baltic States. The total market worked in these countries is estimated to be worth approximately SEK 20 billion. There are several factors which drive long-term market growth. Higher energy prices, especially oil prices, encourage a change-over to renewable energy sources and increased energy efficiency. Increased care for the environment works in the same direction. Legislation and tax incentives are also aimed at increasing the use of renewable energy sources and stimulating energy savings.

All factors contribute to increased demand for energy-efficient and environment-friendly solutions both within new construction and the replacement market. However, the market can vary from year to year, partly due to the weather, changed legislation, taxes and different incentives as well as to the general economic trend. Normally, the operation also has a clear seasonal pattern with strong second and third quarters whilst the first and fourth quarters are relatively weaker.



Yann Talhouet
Toshiba HVAC

Japanese brands and products dominate the West European market. Leading Japanese brands are estimated to have a total market share of more than 60 per cent. In Western Europe, Toshiba is one of the four leading brands in the market. In addition to the four largest brands, there are some ten operators, including a number of Japanese, Korean and Chinese manufacturers.

Italy, Spain and France are the largest markets for direct expansion systems in Western Europe. These three markets account for more than 70 per cent of the West European market and represent a significant contribution to Toshiba HVAC sales in Europe. Toshiba's systems are distributed through advanced professional networks, either dealers or wholesalers. Toshiba's solutions range from residential air-conditioning and heating solutions to solutions for big office surfaces, VRF systems. In recent years, high-efficiency air-to-water heat pumps have been launched to replace traditional oil and gas boilers in the heating segment. Commercial and light commercial segments account for more than 50 per cent of sales.

Toshiba's HVAC organisation consists of offices and branches as well as warehouses and logistics centres in seven countries. Every entity has a local logistics infrastructure and maintains sufficient inventories to allow 24-72 hour delivery of all products and spare parts in all countries. The Spanish organisation is also responsible for Portugal and the Finnish organisation includes the three Baltic States. Country organisations are directed towards customers. Most of the local organisations consist of sales engineers as well as pre-sale and after-sale support, marketing and logistics teams in order to provide the best possible service to Toshiba's customers.

Purchases of products are made from Toshiba Carrier Corporation's factories in Japan and Thailand. The distribution rights which G & L Beijer has acquired are exclusive in the respective market. The ambition is to invest further in Toshiba's products and brand in order to broaden and strengthen the offer and service to customers and to increase total sales.

Peter Jessen Jürgensen

Chairman. Born 1949.
Board Member since 1999.
Chairman of Bio Aqua ApS and Scanfort A/S.
Board Member of IKI Invest A/S, Labotek A/S, Profort A/S, News Cap A/S and G & L Beijer A/S.
Shareholding in G & L Beijer AB: 447 626 A shares and 809 200 B shares.

Joen Magnusson

Board Member. Born 1951.
Board Member since 1985.
Managing Director of G & L Beijer AB.
Board Member/Chairman of a number of companies in the G & L Beijer Group.
Shareholding in G & L Beijer AB: 472 756 A shares and 143 866 B shares.

Bernt Ingman

Board Member. Born 1954.
Board Member since 2006.
Chairman of Schneidlerföretagen AB.
Shareholding in G & L Beijer AB: 3 000 B shares.

William Striebe

Board Member. Born 1950.
Board Member since 2009.
Vice President in Carrier Corporation.
Shareholding in G & L Beijer AB: 0.

Philippe Delpech

Board Member. Born 1962.
Board Member since 2009.
President of Carrier Europe, Middle East, Africa.
Shareholding in G & L Beijer AB: 0.

Anne-Marie Pålsson

Board Member. Born 1951.
Board Member since 2003.
Vice Chairman of Länsförsäkringar Skåne.
Board Member of Länsförsäkringar AB.
Executive Member of Kungliga Ingenjörsvetenskapsakademin and Kungliga Skogs- och Lantbruksakademin.
Associate Professor at the University of Lund.
Shareholding in G & L Beijer AB: 1 500 B shares.

Harald Link

Board Member. Born 1955.
Board Member since 2010.
Chairman and CEO of B. Grimm Group, Bangkok, Thailand.
Chairman of Amata Power Ltd, Amata B.Grimm Power Ltd, Amata Power (Bien Hoa) Ltd, B.Grimm Energy Corporation and Carrier (Thailand) Ltd.
Board Member of Siemens Ltd, Carl Zeiss Ltd, Merck Ltd, Siam City Cement Public Co Ltd and True Corporation Public Co Ltd.
Shareholding in G & L Beijer AB: 0.

Per Bertland

Head of Beijer Ref. Born 1957.
Shareholding in G & L Beijer AB:
293 428 A shares and 126 000 B shares.

Yann Talhouet

Chief Operating Officer, Toshiba HVAC. Born 1974.
Shareholding in G & L Beijer AB: 0.

Jonas Lindqvist

Chief Financial Officer. Born 1962.
Shareholding in G & L Beijer AB: 555.

AUDITORS

Mikael Eriksson

Authorised Public Accountant, auditor in charge.
Born 1955.
PricewaterhouseCoopers AB.
Auditor in the G & L Beijer Group since 2005.

Cecilia Andrén Dorselius

Authorised Public Accountant.
Born 1979.
PricewaterhouseCoopers AB.
Auditor in the G & L Beijer Group since 2010.

The Board of Directors and the Managing Director of G & L Beijer AB (publ), corporate identity number 556040-8113, submit their annual report and consolidated accounts for the 2011 financial year.

Group

The G & L Beijer Group is focused on trading and distribution operations within refrigeration products, air conditioning and heat pumps. The product programme consists mainly of agency products. Operations consist of agency products from leading international manufacturers and some manufacture of own products, combined with service and support for the products. The Group creates added value by contributing technical competence to the products; accounting for knowledge and experience about the market; and by providing efficient logistics and warehousing.

Operations are carried out within the Beijer Ref business area. The G & L Beijer Group is a leading operator within the refrigeration sector in Europe and has a significant position within air conditioning in Europe. Growth is achieved both organically and through the acquisition of companies which supplement existing operations.

Parent company

The parent company, G & L Beijer AB, is the parent company of the G & L Beijer Group. The parent company carries out central functions such as group management and group control. The company's registered office is in Malmö. The parent company, which has only marginal external sales, reports profit after tax of SEK 169.2M (298.0) for the 2011 financial year.

Significant events during the financial year

During the year, G & L Beijer carried out six acquisitions with total annual sales of SEK 2,100M.

At the end of 2010, G & L Beijer acquired the assets in Carrier Corporation's refrigeration wholesale operation in Thailand. During the first quarter of 2011, G & L Beijer acquired the Italian SCM Frigo group. SCM Frigo designs, develops and builds chillers. Initially, G & L Beijer acquired 51 per cent of the shares in SCM Frigo with an option to acquire the remaining 49 per cent. Both companies are included in G & L Beijer's accounts from 1 January 2011. The total consideration for the companies amounted to SEK 113M. The acquired net assets amounted to SEK 43M and the surplus value amounted to SEK 70M. During 2011, the acquisitions affected the Group's sales by SEK 363M.

During the first quarter, G & L Beijer divested its entire holding of 2.7 million shares in Beijer Alma, equivalent to 9.0 per cent of capital and 4.5 per cent of votes. The divestment generated sales proceeds of approximately SEK 365M and G & L Beijer made a capital gain of SEK 51.7M. The divestment of the shares was a step forward in creating increased scope for action for the continued expansion within the strongly growing refrigeration wholesale operation.

During the fourth quarter, G & L Beijer AB acquired Toshiba's distribution operation within air conditioning and heating in eleven European countries from Carrier Corporation. The transaction meant that Carrier transferred staff and assets to G & L Beijer. The operation has around 160 employees. The acquired operation is included in G & L Beijer's accounts from 1 October 2011. The total consideration amounted to SEK 630M. The acquired net assets amounted to SEK 194M and the surplus value was SEK 436M. During 2011, the acquisition affected consolidated net sales by approximately SEK 242M. The acquisition would have affected consolidated net sales by approximately SEK 1,170M had it been included in the Group for the full year.

During the fourth quarter, G & L Beijer AB completed its acquisition of United Refrigeration's refrigeration wholesale operations in France and the United Kingdom. The acquisition included two companies, the French company, Cofriset, and the British company, United Refrigeration (UK) Ltd. The acquired companies are included in the consolidated accounts from 1 October 2011. The total consideration for the acquisitions amounted to SEK 169M. The acquired net assets amounted to SEK 65M, which means a surplus value of SEK 104M. During 2011, the acquisitions affected the Group's net sales by SEK 140M. The acquisitions would have affected consolidated net sales by approximately SEK 618M had they been included for the full year.

In November, G & L Beijer carried out two acquisitions in South Africa and Mozambique which strengthens the Group's position in southern Africa. In South Africa, 100 per cent of Phoenix Racks (Pty) Ltd was acquired. Phoenix Racks manufactures customer-adapted refrigeration units. The company reports annual sales of approximately SEK 35M and has 23 employees. In Mozambique, G & L Beijer acquired a newly formed company which had acquired the assets in the company, Logos Industrias. Logos Industrias carries out refrigeration wholesale operations and is a distributor of products manufactured by G & L Beijer's South

African operation. The company reports sales of approximately SEK 15M and has five employees. Initially, G & L Beijer acquired 40 per cent of the newly formed company with an option to acquire the remaining 60 per cent within 24 months. The companies are included in the consolidated accounts from the fourth quarter of 2011. The total consideration for the acquisitions amounted SEK 13M and has had only a marginal effect on the Group's net sales and results during 2011.

At the end of the year, G & L Beijer divested the operation in its Swedish subsidiary, Asarum Industriaktiebolag (AIA), to the Italian LU-VE Group. At the same time, G & L Beijer entered into a global collaboration agreement with LU-VE to distribute its products. The Italian LU-VE Group is one of Europe's largest manufacturers of heat exchangers. The divestment was carried out on 30 December 2011. G & L Beijer's sales will reduce by around SEK 50M net. Profit per share will be marginally affected positively during 2012.

Significant events after the balance sheet date

After the end of the financial year, G & L Beijer acquired the Norwegian company, Ecofrigo, in January 2012. The company is project oriented within the distribution of environment-friendly chillers and refrigerants. Ecofrigo reports sales of approximately SEK 35M and the company has six employees. Ecofrigo is included in G & L Beijer's accounts from January 2012. The acquisition is expected to have a marginal positive effect on G & L Beijer's profit per share.

Sales and results

Consolidated sales rose by 17 per cent to SEK 5,846.4M (4,991.9). The increase is explained by good organic growth and acquisitions.

G & L Beijer reported good organic growth whilst additional synergy gains from previous acquisitions could be obtained. During the year, the Group was able to report its highest sales and operating profit so far. The activity relating to the Group's continued development was high with the focus on acquisitions and consolidation of the operation. During the year, G & L Beijer carried out six acquisitions with total annual sales of approximately SEK 2,100M.

The market for refrigeration systems and air conditioning continued to show good growth during 2011 after the recovery in 2010. The global financial turbulence during the autumn of 2011 has not significantly affected demand. However, the cold summer in Europe slowed demand within air conditioning, which affected the outcome for the third quarter.

All markets in which the Group operates developed positively during the year. Sales in the Nordic markets increased at the same pace as the Group as a whole. Southern Europe, including France, Italy and Spain, reported slightly stronger growth whilst the development in the United Kingdom and Central Europe was slightly weaker. Eastern Europe reported very strong growth, albeit from lower levels. In South Africa, the development was also positive with strong growth. The acquisitions of Carrier's refrigeration wholesale operation in Thailand and the Italian company, SCM Frigo, continued to develop very positively.

G & L Beijer's sales increased by 17 per cent to SEK 5,846.4M (4,991.9). Sales were affected negatively by generally weaker foreign currencies on translation into SEK. The organic volume growth amounted to approximately seven per cent. Commercial refrigeration reported sales of SEK 4,488M. Comfort cooling and heat pumps reported sales of SEK 1,271M. All markets in which the Group operates developed positively during the year. Sales in Beijer's largest individual market, France, amounted to SEK 1,213M. Holland accounted for SEK 667M, Switzerland for SEK 432M, South Africa for SEK 598M and the United Kingdom for SEK 464M of total sales. The Nordic countries, Sweden, Denmark, Norway and Finland, reported combined sales of SEK 1,093M. Italy and Spain accounted for SEK 549M and SEK 252M, respectively of the Group's sales.

Consolidated operating profit amounted to SEK 432.5M (484.0). The comparative figures relating to the result for 2010 included one-time items of SEK 140M from the divestment of Beijer Tech. Beijer Ref contributed SEK 449.2M (365.3).

The operating margin was 7.4 per cent (6.9). The improved result is explained by rising sales volumes, strict cost controls, synergies from acquisitions and contributions from acquisitions during the year.

Consolidated financial income/expense amounted to SEK 55.4M (1.0). Financial income/expense included a capital gain of SEK 51.7M (0) from the divestment of the shareholding in Beijer Alma and a share in profits from the Group's indirect ownership in CMP (Copenhagen Malmö Ports) of SEK 12.7M (8.0.). Profit before taxes amounted to SEK 487.9M (345.0). Profit after tax amounted to SEK 374.1M (258.7).

Profitability

Return on capital employed in operations and capital employed amounted to 15.6 per cent (20.8) and 14.9 per cent (17.6) respectively. Return on equity was 15.6 per cent (17.6).

Capital expenditure, liquidity and employees

Group investments in tangible and intangible fixed assets, including acquisitions, amounted to SEK 1,004.8M (36.3). Liquid funds, including unutilised bank overdraft facilities, amounted to SEK 677.2M (478.4) at the year end. The average number of employees was 1,867 (1,574).

Cash flow, financing and equity ratio

The cash flow from current operations was SEK 121.0M (146.6). The net debt amounted to SEK 1,142.1M (395.4). Shareholders' equity amounted to SEK 2,433.4M (2,358.7). The change in equity amounted to SEK 74.7M (183.2). It included other comprehensive income for the year of SEK 217.6M (330.0) and a deduction for a dividend of SEK 169.6M (137.8). The equity ratio was 47.8 per cent (59.4) at the year end.

Research and development

Research and development relating to the trading operation is mainly carried out by the suppliers. The Group's manufacturing companies carry out their own research and development which amounted to SEK 0M (1.2) in 2011.

Prospects for 2012

G & L Beijer has created a stable platform for continued profitable growth. According to most economic forecasts, the financial turbulence during the autumn of 2011 is estimated to result in lower economic activity in the world economy during 2012. G & L Beijer is less sensitive to economic fluctuations than companies within many other sectors. However, we have high degree of preparedness to parry fluctuations in demand for the Group's products. With the large acquisitions, which are included from the fourth quarter of 2011, G & L Beijer will increase its sales significantly for the full year.

Reporting principles in accordance with IFRS

As from 1 January 2005, the G & L Beijer Group is applying reporting in accordance with International Financial Reporting Standards (IFRS).

Operating risks

The G & L Beijer Group's operations are affected by a number of external factors the effects of which on the Group's operating profit can be controlled to a varying degree. The Group's business areas are dependent on the general economic trend, especially in Europe, which controls demand for the business areas' products and services. The Group has a good geographic spread with sales in 21 markets in Europe as well as in South Africa, Namibia, Botswana, Mozambique and Thailand. The Group has a large number of customers and a broad product programme within the areas of operations which usually reduces the risks. Acquisitions are normally linked with risks, for example staff defection. Other operating risks such as agency and supplier agreements, product responsibility and delivery undertakings, technical development, guarantees, dependency on individuals, etc, are analysed continually and measures aimed at reducing the Group's risk exposure are implemented when required.

Financial risks and risk handling

In its operation, G & L Beijer AB is exposed to financial risks such as currency risk, interest risk as well as re-financing risk and liquidity risk. Group-wide rules and regulations, which are determined by the Board of Directors, form the foundation for the handling of these risks at different levels within the Group. The objective of these rules is to achieve an overall picture of the risk situation, to minimise negative effects on the result and to clarify responsibilities and authorities within the Group. Monitoring to ensure that the rules and regulations are complied with is made by the person responsible and is reported to the Board of Directors. For further information, see note 3.

G & L Beijer has sales in 21 countries in Europe as well as in South Africa, Botswana, Namibia, Mozambique and Thailand. The largest sale currencies are EUR, ZAR, GBP, CHF, SEK, DKK and NOK. Purchases are mainly made in SEK and EUR. For further information about the Group's currency policy, see note 3.

Environment

G & L Beijer strives to contribute to ecologically sustainable development. The Group carries out operations which are liable to give notification. These comprise the handling of refrigerants. G & L Beijer is not involved in any environmental disputes.

Corporate Governance Report

1. Introduction

The company has been implementing the Swedish Code for Corporate Governance since 2005 and here submits its Corporate Governance Report for 2011. The follow-up during 2011 has resulted in G & L Beijer having no discrepancies to report.

2. Annual Meeting

The shareholders' right to make decisions on G & L Beijer's affairs is exercised at the Annual Meeting of shareholders or, where appropriate, at an Extraordinary General Meeting. The Meeting makes decisions about the Articles of Association and, at the Annual Meeting, the shareholders elect Board Members and the Chairman of the Board of Directors. The shareholders also elect the Auditors and determine their remuneration. In addition, the Annual Meeting deals with resolutions on the adoption of the profit and loss account and the balance sheet, on the distribution of the Company's profit and on the discharge from liability towards the Company for the Board Members and the Managing Director. The Annual Meeting of shareholders also passes resolutions on the appointment and work of the Election Committee and takes decisions about principles for the remuneration of and employment terms for the Managing Director and other Senior Executives.

3. Preparation of appointment of Board of Directors and Auditors

An Election Committee was appointed in October 2011. The duties of the Election Committee is to submit proposals for Board Members, Chairman of the Board, Chairman of the Annual Meeting of shareholders and for the remuneration of the Board of Directors and Auditors to be submitted to the Annual Meeting of shareholders on 26 April 2012. The Members of the Election Committee were appointed from the Company's largest owners.

The year's Election Committee consists of the following members:

Peter Rönström (Lannebo Fonder), Chairman of the Election Committee
Peter Jessen Jürgensen (Chairman of the G & L Beijer Board of Directors)
Philippe Delpeche (Carrier)
Per Trygg (SEB's fonder)

The Election Committee has carried out its work as follows:
It has evaluated the work, composition and competence of the Board of Directors.

4. Information about the Board Members

In accordance with the Articles of Association, the Board of Directors shall comprise not less than four and not more than eight Members. Below follows information about the Board Members:

- *Peter Jessen Jürgensen* (born 1949), Chairman.
Board Member since 1999.
Education and work experience:
Graduate engineer and MBA in Denmark. Engineer in Atlas. Work in the family company, HJJ, as Managing Director of the subsidiary, Ajax, and later as Managing Director of IKI and Managing Director of TTC in Denmark.
Other significant assignments:
- Chairman of Bio Aqua ApS and Scanfort A/S
- Board Member of IKI Invest A/S, Labotek A/S, Profort A/S News Cap A/S and G & L Beijer A/S.
Shareholding, privately and via companies, in G & L Beijer AB: 447,626 A shares and 809,200 B shares.

The Election Committee is not of the opinion that Peter Jessen Jürgensen is independent of the largest shareholders. However, he is independent of the company and the Executive Management.

- *Anne-Marie Pålsson* (born 1951), Board Member.
Board Member since 2003.
Education and work experience:
Anne-Marie Pålsson is a MA graduate from the University of California and has a PHD in economics from the University of Lund. During her professional career, Anne-Marie Pålsson has worked in the academic world. She is an Associate Professor at the University of Lund. Anne-Marie Pålsson holds a number of board assignments and was a Member of the Swedish Parliament during the period 2002-2010.
Other significant assignments:
- Vice Chairman of Länsförsäkringar Skåne.
- Board Member of Länsförsäkringar AB.
- Executive Member of Kungliga Ingenjörsvetenskapsakademin and Kungliga Skogs- och Lantbruksakademin.
Shareholding in G & L Beijer AB: 1,500 B shares.

The Election Committee is of the opinion that Anne-Marie Pålsson is independent of the company, the Executive Management and large shareholders.

- *Joen Magnusson* (Born 1951), Board Member.
Board Member since 1985.
Managing Director of G & L Beijer AB.
Education and work experience:
MBA, Lund.
Employed in Teglund Marketing AB, Statskonsult AB, Skrinet AB. Managing Director of G & L Beijer AB since 1993.
Other significant assignments:
- Board Member/Chairman of a number of companies within the Beijer Group.
Shareholding, privately and via companies, in G & L Beijer AB: 472,756 A shares and 137,266 B shares.

The Election Committee is not of the opinion that Joen Magnusson is independent of either the company, the Executive Management or large shareholders.

- *Bernt Ingman* (Born 1954), Board Member.
Board Member since 2006.
Education and work experience:
MBA graduate.
CFO of Munters for eight years.
CFO of Husqvarna AB during the period 2006-2011
Other significant assignments:
- Chairman of Schneidlerföretagen AB.
Shareholding in G & L Beijer AB: 3,000 B shares.

The Election Committee is of the opinion that Bernt Ingman is independent of the company, the Executive Management and large shareholders.

- *William Striebe* (born 1950), Board Member.
Board Member since 2009.
Vice President of Carrier Corporation
Education and work experience:
Master of Laws degree from University of Connecticut Law School, BA in history, Fairfield University. Vice President of Business Development within Carrier Corporation since 2005. From 1990 to 1993, William Striebe was legal adviser to Carrier Corporation's operations in Europe, the Middle East and Africa. At the end of 1993, he was appointed Vice-President within legal matters for Carrier's North-American operation. William Striebe returned to Europe in 1996 as Vice-President with responsibility for business development and legal matters. In 2002, William Striebe moved to the head office Carrier's parent company, UTC, where he worked in business development.
Shareholding in G & L Beijer AB: 0

The Election Committee is of the opinion that William Striebe is independent in relation to the company and its Executive Management but not independent in relation to large shareholders.

- *Philippe Delpech* (born 1962), Board Member
Board Member since 2009.
President of Carrier Europe, Middle East, Africa.
Education and work experience:
MBA from ESCP European School of Management, Paris, Economics degree from INSEAD Asia, Economics degree from DECF IAE in France and graduate engineer from ENIT, France. President of Carrier Commercial refrigeration since 2008 and of HVAC Europe, Middle East, Africa since 2010.
Philippe Delpech started his career within Carrier in 2001 as Vice-President, Commercial Air Conditioning & Services EMEA & General Manager Northern Europe. From 2003, Philippe Delpech held different appointments with Carrier in Asia before he returned to Europe in 2006. Before Philippe Delpech joined Carrier in 2001, he held different positions in Danfoss, ABB, Aerospatiale, Turbomeca and SKF.
Shareholding in G & L Beijer: 0

The Election Committee is of the opinion that Philippe Delpech is independent in relation to the company and its Executive Management but not independent in relation to large shareholders.

- *Harald Link* (born 1955), Board Member
Board Member since 2010.
Education and work experience:
Master of Business Administration from University of St. Gallen, Switzerland.
Chairman and CEO of B.Grimm Group, Bangkok, Thailand. Previously Executive in the same company. Harald Link has held leading positions in the B.Grimm & Co R.O.P. group for more than 30 years.
Other significant assignments:
- Chairman of Amata Power Ltd, Amata B.Grimm Power Ltd, Amata Power (Bien Hoa) Ltd, B.Grimm Energy Corporation and Carrier (Thailand) Ltd.
- Board Member of Siemens Ltd, Carl Zeiss Ltd, Merck Ltd, Siam City Cement Public Co Ltd and True Corporation Public Co Ltd.
Shareholding in G & L Beijer: 0.

The Election Committee is of the opinion that Harald Link is independent in relation to the Executive Management but not independent in relation to large shareholders.

5. Information about Auditors
G & L Beijer's Auditors are the authorised public accounting firm PricewaterhouseCoopers AB, with the Authorised Public Accountants, Mikael Eriksson and Cecilia Dorselius. Mikael Eriksson is the auditor in charge. PricewaterhouseCoopers AB is elected for a term until the 2012 Annual Meeting of shareholders.

6. Work of the Board of Directors
During 2011, the Board of Directors of G & L Beijer held five Ordinary Meetings, of which one was a strategy meeting. The company's economic and financial position, as well as the investment operations, are discussed at every Ordinary Board Meeting. The work during 2011 focused extensively on matters relating to the acquisition of, among other, Toshiba's distribution operation as well as matters relating to continued expansion, financing and internal control.

The company's auditors were present at Board Meetings which discussed the report for the third quarter and the annual accounts. Between the Board Meetings, there has been considerable contact between the company, its Chairman and other Board Members. The Board Members have also been provided with continual written information regarding the company's operations, economic and financial position as well as other information of importance for the company.

The Board of Directors has a working procedure which is determined annually at the Inaugural Board Meeting following the Annual Meeting of shareholders. At the same time, the Board determines instructions for the Managing Director.

Peter Jessen Jürgensen, Anne-Marie Pålsson, Philippe Delpech and Joen Magnusson participated in all Board Meetings. William Striebe, Bernt Ingman and Harald Link participated in four Board Meetings.

The Board of Directors constitutes an Audit Committee and fulfils its tasks. Board Members who are included in the Executive Management do not participate in the Audit Committee's work. The majority of the Members are independent in relation to the company and the Executive Management. More than one of the Members is independent in relation to the company, the Executive Management and in relation to the company's largest shareholders.

7. Information about the Managing Director
The Managing Director of G & L Beijer AB, Joen Magnusson, has no significant shareholdings or partnerships in companies with whom G & L Beijer AB has important business connections.

8. Remuneration and other terms of employment for the Executive Management
The Board of Directors handles matters relating to the remuneration of the Senior Executives and the Board of Directors as a whole constitutes the Remuneration Committee. The Managing Director does not participate in decisions relating to his own remuneration. The matter is prepared during the first Board Meeting of the year and is decided at the Board Meeting held in connection with the Annual Meeting of shareholders.

9. Share and share-price-related incentive schemes
The company has no share-related and share-price-related incentive schemes linked to the Executive Management.

10. Quality assurance
The Board of Directors continually studies the company's financial reports which are sent to the Board in connection with Board Meetings. In addition to the financial reporting for the Group, financial reports are appended as well as comments by the Managing Director and the Head of the business area. At every Meeting, the Managing Director reports on the financial outcome for the current period which is discussed and analysed.

The Board of Directors always meets the company's Auditors at the Board Meeting that discusses the annual accounts, but usually also in connection with the Meeting held in December. At these Meetings, the Auditors give an account of their observations and view on the internal control. The Board of Directors puts questions and discusses issues relating to the audit and to the quality of the financial reporting at these Meetings.

11. Evaluation of the Board of Directors' work
The Chairman of the Board of Directors is responsible for the evaluation of the Board's work, including the achievements of the individual Members. This is made annually in accordance with an established process. The evaluation focuses on, among other things, the availability of and requirement for specific competence as well as working procedures. The evaluation also constitutes support for the Election Committee with regard to the proposal for Board Members and remuneration levels.

Internal Control Report

The Board of Directors´ report on internal control relating to the 2011 financial year.

Introduction

In accordance with the Swedish Companies Act and the Swedish Code for Corporate Governance, the Board of Directors is responsible for internal control. This report has been prepared in accordance with the Swedish Code for Corporate Governance and is, therefore, limited to internal control relating to the financial reporting.

Description

The base for internal control relating to financial reporting consists of the control environment within the organisation, decision-making routes, authorities and responsibilities which are documented and communicated through the controlling document. These relate primarily to the Boards of Directors' working procedures, the Managing Director's working procedure and approvals instructions. G & L Beijer is a company with strong owner influence. The owners are represented on the Board of Directors and in executive positions within the company. G & L Beijer is decentralised in its nature and the individual companies' own organisations fulfil important functions relating to company culture and the control environment through the short decision-making routes which exist and the strong presence of local management. The legal organisation coincides with the operational organisation and there are, therefore, no decision-making venues which are disengaged from the responsibilities regulated in civil law which are vested in the different legal entities. The management work is based on the work of the Board of Directors which is the backbone of the company management. This starts from G & L Beijer AB's Board of Directors and goes out, via the business area Board of Directors, into the organisation's different company Boards of Directors. The rules and regulations which deal with company management, such as the Companies Act, form the foundation for how the Board work is carried out and, as a result of this, to the working procedures, authorities and responsibilities which are regulated through this legislation. The decisions made by the Boards of Directors are documented and carefully monitored. Senior Executives from Group and business area management team is represented in Boards of Directors at the underlying organisational level and also in individual companies of significance. It is through this Board work that that control activities and monitoring are decided and implemented with strong local support. The so-called grandfather principle is applied throughout the Group. This means that, in critical matters such as important personnel matters, organisational matters, etc., the nearest manager goes to his or her manager to get support for decisions before they are made.

The principle about far-reaching decentralisation is of great importance. It creates within the different companies a feeling for the importance of their work and it increases their work motivation. The distribution of responsibilities and authorities leads to a strong will to live up to these responsibilities and the ensuing expectations.

Risk evaluation is made continually to map out risk areas relating to the financial reporting. This is aimed at identifying and evaluating the most significant risks which influence the internal control relating to the financial reporting in the Group's companies, business area and processes. The current position is assessed and points for improvement established. The control activities are also evaluated on a continuous basis.

The Board of Directors' standpoint in relation to an internal audit

In accordance with the regulations in item 7.4, the Board of Directors of G & L Beijer AB has taken a stand with regards to the need for a special internal audit function. The Board of Directors has found that there is currently no need to create this organisation within the G & L Beijer Group.

The background to the standpoint is the company's size and risk picture as well as the control functions which are built into the company's structure. These include proactive Boards of Directors in all companies, a high level of representation by local management teams, board representation by the management at the level above, etc.

Shares and ownership

On 31 December 2011, the parent company's share capital consisted of the following number of shares with a nominal value of SEK 17.50 per share. The number of A shares amounted to 1,653,120 and the number of B shares to 19,542,395. The total number of shares amounts to 21,195,515 and the total number of votes to 36,973,595. The total share capital amounts to SEK 371,684,512.50

Class of share	*Number of shares*	*Number of votes*	*Share of capital, %*	*Share of votes, %*
A 10 votes	1 653 120	16 531 200	7.8	45.8
B 1 vote	19 542 395	19 542 395	92.0	54.1
	21 195 515	36 073 595		
B shares in own custody	43 600	43 600	0.2	0.1
	21 239 115	36 117 195	100.0	100.0

At the year end, Carrier Corporation was the largest owner in G & L Beijer with 41.5 per cent of capital and 33.3 per cent of votes. Peter Jessen Jürgensen held 14.7 per cent of votes and 5.9 per cent of capital. Joen Magnusson (family & companies) held 13.5 per cent of votes and 2.9 per cent of capital.

Guidelines for the remuneration of senior executives

The Board of Directors' proposal for guidelines for the remuneration of Senior Executives is unchanged from the previous year. By Senior Executives is meant the Managing Director, the Chief Financial Officer, the Head of Beijer Ref and the Chief Operating Officer of Toshiba HVAC. The remuneration shall consist of fixed salary, variable salary, pension and other remuneration such as a company car. The total compensation shall be on market terms and support the shareholders' interest by enabling the company to attract and retain senior executives. The fixed salary is renegotiated annually and takes into account the individual's area of responsibility, competence, performance and experience. The variable portion of the salary is based on qualitative and quantitative target fulfilment. The individual receives an amount of up to equivalent of six month's salary.

Proposal for distribution of profit

Profit at the disposal of the Annual Meeting of shareholders:

sek k	
Share premium reserve	901 604
Profit brought forward	148 518
Net profit for the year	169 239
Total	1 219 361

The Board of Directors and the Managing Director propose that the profit be distributed as follows:

sek k	
Dividend, SEK 9.00 per share	190 760
To be carried forward	1 028 601
Total	1 219 361

The Board of Directors finds that the proposed dividend is within the framework of the company's long-term objective and is defensible taking into account what is stipulated in Chapter 17 Para. 3 of the Companies Act relating to the demands which the nature, extent and risks of the operations places on the size of shareholders' equity and the need for consolidation, liquidity and the position in general for the parent company and the Group. The consolidated equity ratio after the proposed dividend amounts to 45 per cent.

The profit and loss account and balance sheet will be submitted for adoption to the Annual Meeting of shareholders on 26 April 2012. 2 May 2012 is proposed as the record day.

G & L Beijer (publ)
Corporate Identity Number: 556040-8113
Address: Norra Vallgatan 70, SE-211 22 Malmö, Sweden
Registered Office: Malmö

The Board of Directors and the Managing Director assure that the annual accounts have been prepared in accordance with generally accepted accounting principles for stock market companies. The given information corresponds with the actual circumstances in the operations and nothing of significant importance has been left out which could affect the picture of the Group and the parent company created by the annual accounts.

Malmö, 22 March 2012

Peter Jessen Jürgensen
Chairman

Bernt Ingman

Anne-Marie Pålsson

William Striebe

Philippe Delpech

Harald Link

Joen Magnusson
Managing Director

Our Audit Report was submitted on 23 March 2012

Mikael Eriksson
Authorised Public Accountant
Auditor in charge

Cecilia Andrén Dorselius
Authorised Public Accountant

sek k	Remaining operation 2011	2010
Operating income, etc		
Net sales	5 846 435	4 991 898
Change in work-in-progress and finished products	—	—
Other operating income	11 917	11 047
Total income, etc	5 858 352	5 002 945
Operating expenses		
Raw materials and necessities	–324 911	–139 592
Goods for resale	–3 734 394	–3 332 012
Other external costs	–427 552	–371 138
Remuneration of employees	–863 697	–764 011
Depreciation and write-down of intangible and tangible fixed assets	–46 846	–35 938
Other operating expenses	–28 449	–16 822
Operating profit	432 503	343 432
Result of financial investments		
Result of holdings in associated companies	12 700	8 000
Financial income	59 097	9 167
Financial expenses	–16 417	–15 612
Profit before taxes	487 883	344 987
Tax on the year's profit	–113 848	–86 246
Net profit for the year	374 035	258 741
Attributable to:		
The parent company's shareholders	363 997	259 709
Non-controlling interests	10 038	–968
The year's profit per share, sek[1]	17.17	12.25
Dividend per share, sek[2]		

1) No dilution exists
2) For 2011, in accordance with the Board of Directors' proposal

THE GROUP'S REPORT ON OTHER COMPREHENSIVE INCOME

sek k	Remaining operation 2011	2010
Net profit for the year	374 035	258 741
Other comprehensive income		
Exchange rate differences	–58 330	–183 304
Hedging of net investment	1 056	6 606
Cash flow hedging	–1 523	—
Revaluation of financial assets available for sale	–93 525	93 525
Other comprehensive income for the year	–152 322	–83 173
Total comprehensive income for the year	221 713	175 568
Attributable to:		
The parent company's shareholders	211 215	176 529
Non-controlling interests	10 498	–961

Divested operation 2011	2010	*Total* 2011	2010	Note
50 928	194 147	5 897 363	5 186 045	5
—	1 415	—	1 415	
1 164	144 688	13 081	155 735	7
52 092	340 250	5 910 444	5 343 195	
–3 265	—	–328 176	–139 592	
—	–92 755	–3 734 394	–3 424 767	
–10 407	–27 080	–437 959	–398 218	8, 9
–36 572	–66 835	–900 269	–830 846	6
–5 138	–6 764	– 51 984	– 42 702	18, 19
–1 091	–6	–29 540	–16 828	
–4 381	146 810	428 122	490 242	
—	—	12 700	8 000	21
8	59	59 105	9 226	11
–1 126	–737	–17 543	–16 349	12
–5 499	146 132	482 384	491 119	
1 420	–1 342	–112 428	–87 588	14
–4 079	144 790	369 956	403 531	15
–4 079	144 790	359 918	404 499	
—	—	10 038	–968	
–0.19	6.83	16.98	19.08	16
		9.00	8.00	17

Divested operation 2011	2010	*Total* 2011	2010	Note
–4 079	144 790	369 956	403 531	
—	—	–58 330	–183 304	
—	—	1 056	6 606	3, 14
—	—	–1 523	—	3, 14
—	—	–93 525	93 525	22
—	—	–152 322	–83 173	
–4 079	144 790	217 634	320 358	
–4 079	144 790	207 136	321 319	
		10 498	–961	

sek k	*2011-12-31*	*2010-12-31*	*Note*
Assets			
Fixed assets			
Intangible fixed assets	1 383 965	782 390	18
Tangible fixed assets	250 894	214 295	19
Holdings in associated companies	40 377	40 865	21
Financial assets available for sale	80 797	514 665	22
Deferred tax recoverable	51 003	31 280	29
Trade debtors and other receivables	53 727	51 563	23
Total fixed assets	1 860 763	1 635 058	
Current assets			
Inventories	1 628 040	1 175 387	24
Trade debtors and other receivables	1 359 466	978 870	23
Income taxes recoverable	2 353	4 964	
Liquid funds	237 426	174 307	25
Total current assets	3 227 285	2 333 528	
Total assets	5 088 048	3 968 586	
Shareholders' equity			
Equity and reserves which can be attributed to the parent company's shareholders			
Share capital	371 685	371 685	26
Other contributed capital	901 172	901 172	
Reserves	–134 927	17 855	
Profit brought forward	1 258 718	1 068 366	
Total	2 396 648	2 359 078	
Non-controlling interests	36 790	– 386	39
Total equity	2 433 438	2 358 692	
Liabilities			
Long-term liabilities			
Borrowing	871 376	211 421	28, 33
Other long-term liabilities	7 127	2 953	
Deferred tax liabilities	54 284	67 514	29
Pension commitments	40 012	24 888	30, 34
Other provisions	14 740	7 325	31
Total long-term liabilities	987 539	314 101	
Current liabilities			
Trade creditors and other liabilities	1 143 051	920 930	32
Borrowing	468 149	333 350	28, 33
Current tax liabilities	43 087	22 943	
Other provisions	12 784	18 570	31
Total current liabilities	1 667 071	1 295 793	
Total liabilities	2 654 610	1 609 894	
Total liabilities and equity	5 088 048	3 968 586	

sek k	Share capital	Other contributed capital	Reserves	Profit brought forward	Non-controlling interests	Total equity	Note
	Attributable to the parent company's shareholders						
Shareholders' equity on 2009-12-31	371 685	901 172	101 035	801 638	—	2 175 530	
Net profit for the year				404 499	– 968	403 531	
Exchange rate differences			– 183 311		7	– 183 304	
Hedging of net investment			6 606			6 606	
Revaluation of financial assets available for sale[1]			93 525			93 525	22
Other comprehensive income for the year	—	—	– 83 180	—	7	– 83 173	
Total comprehensive income for the year	—	—	– 83 180	404 499	– 961	320 358	
Dividend for 2009				– 137 771		– 137 771	17
Acquisition of non-controlling interests					575	575	
	—	—	—	– 137 771	575	– 137 196	
Shareholders' equity on 2010-12-31	371 685	901 172	17 855	1 068 366	– 386	2 358 692	
Net profit for the year				359 917	10 038	369 955	
Exchange rate differences			– 58 790		460	– 58 330	
Hedging of net investment			1 056			1 056	
Cash flow hedging			– 1 523			– 1 523	
Revaluation of financial assets available for sale[1]			– 93 525			– 93 525	22
Other comprehensive income for the year	—	—	– 152 782	—	460	– 152 322	
Total comprehensive income for the year	—	—	– 152 782	359 917	10 498	217 633	
Dividend for 2010				– 169 564		– 169 564	
Acquisition of non-controlling interests					26 678	26 678	39
	—	—	—	– 169 564	26 678	– 142 886	
Shareholders' equity on 2011-12-31	371 685	901 172	– 134 927	1 258 719	36 790	2 433 439	

1) relates to financial assets available for sale, see also Note 14.

sek k	*2011*	*2010*	*Note*
Current operations			
Operating profit	428 122	490 242	
Adjustments for items not included in the cash flow:			
Depreciation and write-downs of intangible and tangible fixed assets	48 646	42 702	
Change in pension, guarantee and other provisions	2 384	– 15 517	
Capital result on sale of fixed assets	—	1 032	
Capital gain	– 1 322	– 140 000	
Total	477 830	378 459	
Received interest and dividend	24 482	15 949	
Paid interest	– 17 647	– 16 349	
Paid income tax	– 99 855	– 117 225	
Cash flow from current operations before changes in working capital *	384 810	260 834	
Changes in working capital *			
Change in inventories	49 542	– 143 243	
Change in operating receivables	– 228 144	– 82 049	
Change in operating liabilities	– 85 247	111 078	
Cash flow from current operations	120 961	146 620	
Investment operations			
Acquisition of shares and participations	– 3 860	—	
Acquisition of tangible and intangible fixed assets	– 79 320	– 33 008	18, 19
Liquid funds in acquired operations	9 681	38	35
Sale of shares and participations	358 121	—	
Sale of operations	19 010	38 700	36
Acquisition of operations	– 925 435	– 3 279	35
Sale of tangible fixed assets	—	641	
Cash flow from investment operations *	– 621 803	3 092	
Financial operations			
Raising of loans / Amortisation of liabilities	731 733	– 158 616	
Paid dividend to shareholders	– 169 564	– 137 771	
Investment by owners with no controlling interests	7 857	575	
Cash flow from financial operations *	570 026	– 295 812	
Change in liquid funds	69 184	– 146 100	
Exchange rate difference, liquid funds	– 6 065	– 13 368	
Liquid funds on 1 January	174 307	333 775	
Liquid funds on 31 December	237 426	174 307	25
***) of which divested operations:**			
Cash flow from current operations before Changes in working capital	1 722	4 219	
Change in working capital	– 34 321	9 311	
Cash flow from investment operations	– 959	– 407	
Cash flow from financial operations	34 439	– 9 673	

sek k	*2011*	*2010*	*Note*
Operating income, etc			
Other operating income	10 414	—	7
Total income	10 414	—	
Operating expenses			
Other external costs	–7 385	– 9 101	8
Personnel costs	–11 465	– 9 079	6
Depreciation and write-down of intangible and tangible fixed assets	–753	– 461	18, 19
Operating profit	–9 189	– 18 641	
Result of financial investments			
Result of participations in Group companies and associated companies	189 977	312 129	10
Financial income	12 099	4 087	11
Financial expenses	–781	– 4 183	12
Profit after financial investments	192 106	293 392	
Appropriations			
Appropriations	–10 152	246	13
Profit before taxes	181 954	293 638	
Tax on the year's profit	–12 715	4 372	14
Net profit for the year	169 239	298 010	15

PARENT COMPANY'S REPORT ON OTHER COMPREHENSIVE INCOME

sek k	*2011*	*2010*
Net profit for the year	169 239	298 010
Total comprehensive income for the year	169 239	298 010

sek k	*2011-12-31*	*2010-12-31*	*Note*
Assets			
Fixed assets			
Intangible fixed assets			
Capitalised expenditure for software	933	1 095	18
Total intangible fixed assets	933	1 095	
Tangible fixed assets			
Equipment, tools and installations	588	688	19
Total tangible fixed assets	588	688	
Financial fixed assets			
Participations in Group companies	1 185 469	1 087 542	20
Holdings in associated companies	8 133	8 133	21
Other long-term securities holdings	—	306 450	22
Deferred taxes recoverable	—	4 372	29
Receivables from Group companies	142 552	142 552	
Total financial fixed assets	1 336 154	1 549 049	
Total fixed assets	1 337 675	1 550 832	
Current assets			
Current receivables			
Receivables from Group companies	466 046	89 287	
Other current receivables	186	1 657	
Prepaid expenses and accrued income	280	317	
Total current receivables	466 512	91 261	
Cash and bank			
Cash and bank	45	44	
Total current assets	466 557	91 305	
Total assets	1 804 232	1 642 137	
Equity and liabilities			
Shareholders' equity			
Restricted equity			
Share capital	371 685	371 685	26
Total restricted equity	371 685	371 685	
Non-restricted equity			
Share premium reserve	901 604	901 604	
Profit brought forward	148 518	20 072	
Net profit for the year	169 239	298 010	
Total non-restricted equity	1 219 361	1 219 686	
Total equity	1 591 046	1 591 371	
Untaxed reserves			27
Tax allocation reserves	10 574	—	
Accumulated accelerated depreciation	749	1 171	
Total untaxed reserves	11 323	1 171	
Liabilities			
Long-term liabilities			
Long-term interest-bearing liabilities to Group companies	167 333	—	
Other long-term interest-bearing liabilities	67	—	
Total long-term liabilities	167 400	—	
Current liabilities			
Bank overdraft facilities	—	27 665	28
Trade creditors	1 139	183	
Liabilities to Group companies	17 428	6 321	
Other liabilities	10 749	543	
Accrued expenses and prepaid income	5 147	4 437	
Other provisions	—	10 446	31
Total current liabilities	34 463	49 595	
Total equity and liabilities	1 804 232	1 642 137	
Pledged assets	72 569	72 569	33
Contingent liabilities	1 343 128	528 284	34

sek k	*Share capital*	*Non-restricted equity*	*Total equity*	*Note*
Equity on 2009-12-31	371 685	1 059 447	1 431 132	
Net profit for the year		298 010	298 010	
Total comprehensive income for the year	—	298 010	298 010	
Dividend for 2009		– 137 771	– 137 771	17
	—	– 137 771	– 137 771	
Equity on 2010-12-31	371 685	1 219 686	1 591 371	
Net profit for the year		169 239	169 239	
Total comprehensive income for the year	—	169 239	169 239	
Dividend for 2010		– 169 564	– 169 564	17
	—	– 169 564	– 169 564	
Equity on 2011-12-31	371 685	1 219 361	1 591 046	

sek k	*2011*	*2010*
Current operations		
Operating profit	– 9 189	– 18 641
Adjustment for items not included in the cash flow:		
Depreciation and write-downs of intangible and tangible fixed assets	753	461
Total	– 8 436	– 18 180
Received Group contributions	3 674	962
Received interest and dividend	198 402	210 590
Paid interest	– 781	– 4 183
Paid income tax	– 8 343	– 114
Cash flow from current operations before changes in working capital	184 516	189 075
Changes in working capital		
Change in operating receivables	– 375 252	328 881
Change in operating liabilities	– 15 132	– 13 037
Cash flow from current operations	– 205 868	504 919
Investment operations		
Acquisition of intangible and tangible fixed assets	– 491	– 1 335
Sale of operations	—	38 700
Sale of tangible fixed assets	306 450	—
Repayment of shareholders' contributions	– 97 927	—
Cash flow from investment operations	208 032	37 365
Financial operations		
Raising of loans	167 400	—
Amortisation of liabilities	—	– 404 537
Paid dividend	– 169 564	– 137 771
Cash flow from financial operations	– 2 164	– 542 308
Change in cash and bank	1	– 24
Cash and bank on 1 January	44	68
Cash and bank on 31 December	45	44

Note 1
General information

G & L Beijer AB (the parent company) and its subsidiaries (taken together, the Group) imports agency products from leading international manufacturers and manufactures own products, and combines this with service and support relating to the products. The Group has subsidiaries in large parts of Europe and in Africa and Thailand.

The parent company is a limited company which is registered and located in Malmö, Sweden. The address of the head office is Norra Vallgatan 70, SE-211 22 Malmö.

These consolidated accounts were approved for publication by the Board of Directors on 22 March 2012.

Note 2
Applied reporting and valuation principles

General reporting principles

These consolidated accounts have been prepared in accordance with the Annual Accounts Act, RFR 1. Supplementary reporting regulations for Groups and International Financial Reporting Standards (IFRS) and IFRIC interpretations such as they have been adopted by the EU. Standards which have been published, but which have not yet come into force are not adhered to at present.

Implementation of new reporting principles

New and amended standards applied by the Group
None of the new IFRS or IFRIC interpretations, which for the first time are mandatory for the financial year started on 1 January 2011, are expected to have any significant influence on the Group.

New standards, amendments and interpretations of existing standards which have not yet come into force and which have not been applied prematurely by the Group
In the preparation of the consolidated accounts at 31 December 2011, several standards and interpretations have been published which have not yet come into force. Below follows a preliminary assessment of the effect the implementation of these standards and pronouncements could have on G & L Beijer AB's financial reports:

IAS 19 'Remuneration of employees' was amended in June 2011. The amendment means that the Group will cease applying 'the corridor method' and, instead, report all actuarial profits and losses in other total result as they arise. Costs for service during previous years will be reported immediately. Interest expenses and anticipated return on managed assets will be replaced by a net interest rate calculated by means of the discount rate, based on the net surplus or the net deficit in the benefit-based plan. The Group intends to apply the amended standard for the financial year starting 1 January 2013 and has not yet evaluated the effect. The standard has not yet been adopted by the EU.

IFRS 9 'Financial instruments' handles classification, valuation and reporting of financial liabilities and assets. IFRS 9 was published in November 2009 for financial assets and in October 2010 for financial liabilities and replaces those parts of IAS 39 which are related to classification and valuation of financial instruments. IFRS 9 states that financial assets shall be classified in two different categories; valuation at actual value or valuation at accrued acquisition value. Classification is determined on the first reporting occasion based on the company's business model and characteristic properties in the contractual cash flows. For financial assets, no major changes are made compared with IAS 39. The biggest change relates to liabilities identified at actual value. For these, the rule is that the portion of the actual value change attributable to the company's own credit risk shall be reported in other total result instead of the result unless this causes accounting mismatch. The Group intends to apply the new standard not later than the financial year starting 1 January 2015 and has not yet evaluated the effects. The standard has not yet been adopted by the EU.

IFRS 10 'Consolidated financial statements' is based on already existing principles as it identifies control as the deciding factor for determining if a company shall be included in the consolidated accounts. The standard gives additional guidance in order to assist in the determination of control when this is difficult to judge. The Group intends to apply IFRS 10 for the financial year starting 1 January 2013 and has not yet evaluated the full effect on the financial reports. The standard has not yet been adopted by the EU.

IFRS 12 'Disclosures of interest in other entities' comprises disclosure requirements for subsidiaries, associated companies and structured entities. The Group has yet to evaluate the full impact of IFRS 12 on the financial reports. The standard has not yet been adopted by the EU.

IFRS 13 'Fair value measurement' aims at valuations at actual value becoming more consistent and less complex as the standard contains an exact definition and a common source in IFRS to actual value valuations and pertaining information. The demands do not increase the area for application for when actual value shall be applied but provides guidance as to how it shall be applied where other IFRS already demand or permit valuation at actual value. The Group has not yet evaluated the full effect of IFRS 13 on the financial reports. The Group intends to apply the new standard for the financial year starting 1 January 2013. The standard has not yet been adopted by the EU.

Conditions on the preparation of the Group's financial reports

The parent company's functional currency is SEK, which is also the reporting currency for both the parent company and the Group. All amounts stated have been rounded up or down to the nearest thousand unless otherwise stated.

The reporting principles applied in the preparation of these consolidated accounts are stated below. These principles have been applied consistently for all the years presented unless otherwise stated.

The Annual Report for the parent company has been prepared in accordance with the Annual Accounts Act. The parent company applies the same reporting principles as the Group with the exceptions and additions stipulated by the Swedish Financial Accounting Standards Council's recommendation RFR 2. 'Reporting for legal entities'. The reporting principles for the parent company are stated in the section 'Parent company reporting principles'. The principles have been consistently applied for all the years presented, unless otherwise stated.

Consolidated accounts

a) Subsidiaries
Subsidiaries are all companies (including companies for specific purposes) in which the Group has the right to formulate financial and operational strategies in a way that usually follows with a shareholding amounting to more than half of the voting rights. The existence and effect of potential voting rights, which it is currently possible to exercise or convert, are taken into account in the assessment of whether the Group exercises controlling influence over another company. The Group also assesses if controlling influence exists although it does not have a shareholding amounting to more than half of the voting rights but nevertheless has the opportunity to control financial and operational strategies through de facto control. De facto control can occur under circumstances where the proportion of voting rights in relation to the size and distribution on other shareholders' voting rights gives the Group the opportunity to control financial and operational strategies, etc. Subsidiaries are included in the consolidated accounts from the date on which the controlling influence is transferred to the Group. They are excluded from the consolidated accounts from the date on which the controlling influence ceases.

Acquisition accounting is used for reporting the Group's acquisitions of subsidiaries. For acquisitions in the 2009 financial year and previous years, the acquisition cost for an acquisition consists of the actual value of assets paid as consideration, issued equity instruments and arisen or acquired liabilities on the date of transfer, plus costs directly attributable to the acquisition. Identifiable acquired assets and liabilities and contingent commitments in the acquisition of a company are initially valued at actual values on the date of acquisition, regardless of the extent of any minority interest. The surplus, which constitutes the difference between the acquisition value and the actual value of the Group's share of identifiable acquired net assets, is reported as goodwill. If the acquisition cost is less than the actual value of the acquired subsidiary's net assets, the difference is reported direct in the profit and loss account.

For acquisitions during the 2010 financial year and future-oriented, the consideration for the acquisition of a subsidiary consists of the actual value of transferred assets, liabilities and the shares issued by the Group. The consideration also includes the actual value of all assets or liabilities which are a consequence of an agreement about conditional consideration. Conditional considerations are classified either as equity or financial liability depending on whether it is settled with an equity instrument or cash and is reported initially at actual value. Revaluations relating to conditional considerations, which are reported in subsequent periods, are reported either as an equity instrument or financial liability with revaluation to actual value over the profit and loss account.

Acquisition-related costs are written off when they arise. Identifiable acquired assets and liabilities taken over in a business combination are initially valued at actual values on the date of acquisition. For every acquisition, the Group determines if all holdings with no controlling influence in the acquired company are reported at actual value or at the holding's proportional share of the net assets of the acquired company. The amount by which the purchase price, holding with no controlling influence and actual value on the date of acquisition of previous shareholdings exceeds the actual value of the Group's share of identifiable acquired net assets is reported as goodwill or as other intangible asset. If the amount is less than the actual value of the acquired subsidiary's net assets, such as in the event of a 'bargain purchase', the difference is reported direct in the profit and loss account.

Intra-Group transactions and balance sheet items, as well as unrealised profits on transactions between Group companies, are eliminated. Unrealised losses are also eliminated unless the transaction constitutes evidence that there is a need for a write-down in respect of the transferred asset. Where applicable, the reporting principles for subsidiaries have been changed to guarantee a consistent application of the Group's principles.

b) Transactions with holders with no controlling influence
Transactions with holders with no controlling influence are treated as transactions with the Group's shareholders. On acquisitions from holders with no controlling influence, the difference between paid consideration and the actual acquired proportion of the reported value of the subsidiary's net assets is reported in shareholders' equity. Gains and losses on divestments to holders with no controlling influence are also reported in shareholders' equity.

When the Group no longer has a controlling or significant influence, every remaining holding is revalued at actual value and the change in reported value is reported in the profit and loss account. The actual value is used as the first reported value and forms the foundation for the continued reporting of the remaining holding as associated company, joint venture or financial asset. All amounts relating to the divested unit, which have previously been reported in other total results, are reported as if the Group had directly divested the pertaining assets or liabilities. This can result in amounts which have previously been reported in other total results being reclassified to the result.

If the ownership in an associated company decreases, but a significant influence nevertheless remains, only a proportional share of the amount which has previously been reported in other total results, where relevant, is reclassified to the result.

c) Associated companies
Associated companies are all companies in which the Group has a significant but non-controlling interest. As a rule, this applies to shareholdings comprising between 20 and 50 per cent of the votes. Where the holding lies within this range, but as a significant influence is not deemed to exist, these holdings are reported as financial assets available for sale. See also Note 22. Holdings in associated companies are reported in accordance with the equity method and are initially valued at acquisition value and the reported value is, thereafter, increased or decreased in order to take into consideration the Group's share of the associated company's profit or loss after the date of acquisition. The Group's reported value of holdings in associated companies includes goodwill identified on the date of acquisition, if any.

The Group's share of a result which has arisen in an associated company after acquisition is reported in the profit and loss account and its share of changes in reserves after the acquisition is reported among reserves. Accumulated changes after the acquisition are reported as a change in the reported value of the holding. When the Group's share in an associated company's losses amounts to, or exceeds, its holding in the associated company, including any receivables without security, the Group does not report further losses unless the Group has taken on commitments or made payments on behalf of the associated company.

Profits and losses from 'upstream' and 'downstream' transactions between the Group and its associated companies are reported in the Group's financial reports only to the extent that they correspond with independent owner companies' holdings in the associated company. Unrealised profits on transactions between the Group and its associated companies are eliminated in relation to the Group's holding in the associated company. Unrealised losses are also eliminated unless the transaction forms proof that there is a need for write-down exists in respect of the transferred asset. Where applicable, the reporting principles for associated companies have been amended in order to guarantee a consistent application of principles within the Group.

d) Operations under divestment
Operations under divestment consist of parts of operations and assets which the Group, wholly or mainly, has decided to divest or has divested through sale or distribution. These assets are reported at the lower of reported value and actual value with deduction for selling expenses. Depreciation is not made on these fixed assets from the date of reclassification.

Reporting for segments

The classification of the Group's segments consists of operating segments. It is based on how the operation is monitored and reported to the highest executive decision maker.

Classification, etc

Fixed assets and long-term liabilities consist essentially only of amounts which are expected to be recovered or paid after more than twelve months calculated from the balance sheet date. Current assets and current liabilities consist essentially only of amounts which are expected to be recovered or paid within twelve months calculated from the balance sheet date.

Valuation principles, etc

Assets and liabilities have been valued at their acquisition value unless it is otherwise stated below.

Intangible assets

Intangible assets acquired by the company are reported at their acquisition value less accumulated depreciation and write-downs with the exception of what relates to goodwill which is reported at acquisition value less accumulated write-downs. Expenditure for internally generated goodwill and brands is reported as a cost in the profit and loss account as they arise. Additional expenditure for an intangible asset is added to the acquisition value only if it increases future financial benefits. All other expenditure is written off as it arises. Depreciation is based on acquisition values less residual values, if any. Depreciation is made in a straight line over the period of use of the asset and is reported as a cost in the profit and loss account. The residual values and period of use is tested on every balance sheet date and adjusted when required.

Research and development
Expenditure for research is reported as costs as it arises. Costs arisen in development projects (which applies to the design and testing of new or improved products) are reported as intangible assets when the following criteria are fulfilled:
(a) it is technically possible to complete the intangible asset so that it can be used,
(b) the Executive Management intends to complete the intangible asset and use or sell it,
(c) there are conditions for using or selling the intangible asset,
(d) it can be shown how the intangible asset will generate probable future financial benefits,
(e) adequate technical, financial or other resources for completing the development and for using or selling the intangible asset are available, and
(f) the expenditure attributable to the intangible asset during its development can be calculated in a reliable way.

Other development expenditure is reported as costs as it arises. Development expenditure which has previously been reported as a cost is not reported as an asset in the ensuing period. Development expenditure which has been capitalised is written off in a straight line from the date when the asset is ready for use. The amortisation is made over the anticipated period of use. However, this is not for more than five years.

Goodwill
Goodwill consists of the amount by which the acquisition value exceeds the actual value on the Group's share of the acquired subsidiary's/associated company's identifiable net assets on the date of acquisition. Goodwill on acquisition of subsidiaries is reported as intangible assets. Goodwill on acquisition of associated companies is included in the value of holdings in associated companies. Goodwill is tested annually in order to identify any needs for a write-down and is reported at acquisition value less accumulated write-down. Write-down of goodwill is not reversed. Profit or loss on the divestment of a unit includes the remaining net value of the goodwill that refers to the divested unit.

Goodwill is distributed on cash-generating units on an assessment of any need for a write-down.

The following amortisation periods are applied:

	Group	*Parent company*
Acquired intangible assets:		
Computer programs	3-5 years	3 years
R & D	5 years	—
Agencies, customer lists, trademarks, etc	10-40 years	—

Tangible assets

Tangible fixed assets are reported as assets in the balance sheet when, based on available information, it is probable that the future economic use linked with the holding accrues to the Group/company and that the acquisition value of the asset can be calculated in a reliable way. Tangible fixed assets are reported at acquisition value with a deduction for depreciation. Depreciation is based on acquisition values less estimated residual value. Depreciation is made in a straight line over the estimated use of the asset. The assets' residual values and period of use are tested on every balance sheet date and adjusted when required.

The following depreciation periods are applied:

	Group	*Parent company*
Buildings	25-50 years	—
Land improvements	20 years	—
Machinery and other technical plant	5-10 years	—
Equipment, tools and installations	3-10 years	3-10 years

Additional expenditure is added to the reported value of the asset or is reported as a separate asset, depending on which is appropriate, only when it is probable that future financial benefits linked with the asset will accrue to the Group and the acquisition value of the asset can be measured in a reliable way. All other forms of repair and maintenance are reported as costs in the profit and loss account during the period in which they arise.

Profits and losses on divestment are determined by a comparison between the sales proceeds and the reported value and are reported in 'Other operating income' or 'Other operating expenses'.

Write-down of non-financial assets

Assets which have an indefinite period of use are not written off but are tested annually relating to the need for write-down, if any. Assets which are written off are assessed with regard to depreciation whenever events or changes in conditions indicate that the reported value is not recoverable. A write-down is made with the amount by which the reported value of the asset exceeds its recovery value. The recovery value is the higher of an asset's actual value less selling expenses and the value of use. When assessing the need for a write-down, assets are grouped at the lowest levels at which there are separate identifiable cash flows (cash-generating units).

When calculating the value of use, future cash flows are discounted at an interest rate before tax which is intended to take into account the market's evaluation of risk-free interest and risk linked with the specific asset. An asset which is dependent on other assets is not considered to generate any independent cash flows. Such an asset is, instead, assigned to the smallest cash-generating unit in which the cash flows can be determined.

A write-down is reversed if there has been a change in the calculations applied to determine the recovery value. A reversal is only made to the extent that the reported value of the asset would have been if no write-down had been made. On every balance sheet date, an examination is made to establish if reversal should be made.

Financial assets

The Group classifies its financial instruments in the following categories: financial assets at fair value through profit and loss; loans and receivables; financial instruments held to maturity; and financial assets available for sale. The classification is dependent on the objective for which the instruments were acquired. The Executive Management determines the classification of the instruments at the first reporting. In the 2011 Annual Report there are financial assets of the loans and receivables, and financial assets available for sale categories.

Loans and receivables are non-derivative financial assets with determined or determinable payments which are not listed in an active market. The characteristic is that they arise when the Group provides money, products or services direct to a customer with no intention of trading with the arisen receivable. They are included in current assets, with the exception of items with a due date of more than 12 months after the balance sheet date, which are classified as fixed assets. The Group's loans and receivables consist of 'Trade debtors and other receivables', and 'Liquid funds' in the balance sheet.

Financial assets available for sale are assets which are not derivatives and where the assets have been identified as that they cannot be sold or have not been classified in any of the other categories. They are included in fixed assets unless it is the intention of the management to divest the asset within 12 months after the end of the reporting period.

Acquisitions and sales of financial instruments are reported on the transaction date, i.e. the date on which the Group undertakes to acquire or sell the asset. Financial instruments are initially valued at actual value plus transaction costs. Financial assets are removed from the balance sheet when the right to receive cash flows from the instrument has either expired or been transferred and the Group has transferred virtually all risks and benefits linked with the ownership. Loans and receivables are reported after the date of acquisition at accrued acquisition value by application of the effective rate method. Financial assets available for sale are reported at actual value both initially and in subsequent periods with value changes in other total results. When securities classified as financial assets available for sale are sold or written down, accumulated adjustments of actual value are transferred from shareholders' equity to financial income/expense in the profit and loss account. Dividend on share instruments available for sale is reported in the profit and loss account as a part of financial income/expense. There is one exemption in the standard which states that if actual value for financial assets available for sale cannot be determined, these instruments shall be reported at acquisition value.

Write-downs of financial assets

At the end of every reporting period, the Group assesses if there is objective evidence that there is a need for write-down in respect of a financial asset or a group of financial assets. A financial asset or group of financial assets has a need for write-down and is written down only if there is objective evidence for a need for write-down as a consequence of the fact that one or several events have occurred after the asset has been reported the first time and that this event has an influence on the estimated future cash flows for the financial asset or group of financial assets which can be estimated in a reliable way.

Write-down for financial assets in the loans and receivables category is calculated as the difference between the reported value of the asset and the current value of estimated future cash flows discounted at the original effective rate. If the need for write-down decreases in a subsequent period and the decrease can be attributable to an event which occurred after the write-down was reported, the reversal of the previously reported write-down is reported in the consolidated profit and loss account. When it concerns an own-capital instrument classified as financial assets available for sale, a significant or prolonged fall in actual value for an instrument to a level below its acquisition value is taken into consideration as evidence that there is a need for write-down. If such evidence exists for financial assets available for sale, the accumulated loss – calculated as the difference between the acquisition value and actual value, with a deduction for previous write-downs, if any, which have been reported in the profit and loss account – is removed from shareholders' equity in the balance sheet and reported in the profit and loss account. Write-downs of equity instruments, which have previously been reported in the profit and loss account, are not reversed over the profit and loss account.

Inventories

Inventories are entered at the lower of acquisition value and net sales value. The acquisition value is calculated in accordance with the 'first-in, first-out' principle or in accordance with weighted average prices. Weighted average prices are applied in those units in the Group where a variation in the price of goods is deemed to be significant. In semi-finished or finished products of the company's own manufacture, the acquisition value consists of direct manufacturing costs, such as direct material and payroll expenses, and a reasonable proportion of indirect manufacturing costs. On valuation, normal capacity utilisation has been taken into account. Loan costs are not included. The net sales value is the estimated sales price in the current operations with a deduction for applicable variable selling expenses.

Trade debtors
Trade debtors are initially reported at actual value and, thereafter, at accrued acquisition value by application of the effective rate method, less a provision for depreciation, if any. A provision for depreciation of trade debtors is made when there is objective evidence that the Group will not be able to receive all amounts which have fallen due in accordance with the original terms of the receivables. Significant financial difficulties of the debtor; the probability that the debtor will become bankrupt or go through financial reconstruction, and non-payments or delayed payments, are regarded as indications that a need for the write-down of a trade debtor could exist. The size of the provision consists of the difference between the reported value of the asset and the current value of estimated future cash flows, discounted by the original effective rate. The reserved amount is reported in the item 'Other external costs' in the profit and loss account. When a trade debtor cannot be recovered, it is written off. Recovery of previously written off amounts is credited to 'Other external costs' in the profit and loss account.

Liquid funds
Liquid funds comprise cash and immediately available bank balances.

Share capital
Ordinary shares are classified as shareholders' equity. When a Group company buys the parent company's shares (buy-back of own shares), the purchase price paid, including directly attributable transaction costs (net after tax), if any, reduces profit brought forward until the shares are cancelled or divested. If these shares are later divested, the amounts received (net after directly attributable transaction costs and tax effects, if any) are reported in profit brought forward.

Trade creditors
Trade creditors are initially reported at actual value and, thereafter, at accrued acquisition value by application of the effective rate method.

Borrowing
Borrowing is initially reported at actual value, net after transaction costs. Thereafter, borrowing is reported at accrued acquisition value and the difference, if any, between the amount received (net after transaction costs) and the repayment amount is reported in the profit and loss account, distributed over the loan period, by application of the effective rate method.

Borrowing is classified as current liabilities unless the Group has an unconditional right to defer payment of the liability for at least 12 months after the balance sheet date.

Taxes
Total tax consists of current tax and deferred tax. Taxes are reported in the profit and loss account except where the underlying transaction is reported as a component in 'Other total result' or directly against shareholders' equity. In such instances, the tax is also reported in 'Other total result' and shareholders' equity respectively. Current tax is tax calculated on taxable profit for the period. To this also belongs adjustment of current tax attributable to previous periods.

Deferred tax is calculated in accordance with the balance sheet method on all temporary differences between reported and fiscal values on assets and liabilities. However, the deferred tax is not reported if it arises as a result of a transaction which constitutes the first reporting of an asset or liability which is not an acquisition of an operation and which affects neither reported nor fiscal results on the date of acquisition. Deferred income tax is calculated by application of tax rates (and tax legislation) which have been decided or announced as per the balance sheet date and which are anticipated to apply when the deferred tax recoverable is realised or the deferred tax liability is settled.
In the legal entity are reported untaxed reserves including deferred tax liability. In the consolidated accounts, on the other hand, untaxed reserves are divided into deferred tax liability and shareholders' equity.

Deferred taxes recoverable are reported to the extent it is likely that future fiscal surpluses will be available, against which the temporary differences can be utilised. Deferred tax is calculated on temporary differences which arise on participations in subsidiaries and associated companies, except where the date for reversal of the temporary difference can be controlled by the Group and it is likely that the temporary difference will not be reversed in the foreseeable future.

Provisions (with the exception of deferred tax)
A provision is reported in accordance with IAS 37, Provisions, contingent liabilities and contingent assets in the balance sheet when the company has a formal or informal commitment as a consequence of an event that has occurred and it is probable that an outflow of resources will be required to settle the commitment and a reliable estimate of the amount can be made.

The provisions are valued at the current value of the amount that can be expected to be required to settle the commitment. In this connection, a discount rate before tax is applied which reflects a current market valuation of the time-dependent value of money and the risks linked with the provision. The increase in the provision which is due to the fact that time passes is reported as an interest expense.

Guarantee reserve
A provision is reported when the underlying product or service has been sold. The guarantee provision is calculated on the basis of previous years' guarantee expenditure and a calculation of future guarantee risk.

Restructuring reserve
A provision is reported when a detailed restructuring plan has been adopted and the restructuring has either started or been announced publicly.

Remuneration of employees

Pension commitments
The Group's pension costs are reported in full under the heading remuneration of employees in the profit and loss account.

In contribution-based schemes, the company pays fixed contributions to a separate legal entity and has no commitment to pay additional contributions. The Group's profit is charged for costs as the benefits are earned.

In benefit-based pension schemes there is stated the amount for the pension benefit an employee receives after retirement. This is usually based on one or several factors such as age, period of service and salary. The Group carries a risk of ensuring that the payments undertaken are made. The benefit-based pension schemes are both funds invested in various pension schemes and floating debts. Where the funds are invested, the assets which belong to the schemes are separated from the Group's assets in externally managed funds. These managed assets can only be used to pay benefits in accordance with the pension agreements.

In the balance sheet is reported the net of the calculated current value of the commitments and the actual value of the managed assets, either as a provision or a long-term financial receivable. Where a surplus in the scheme cannot be utilised in full, only the portion of the surplus which the company can recover through reduced contributions or repayments is reported. Set-off against a surplus in a scheme against a deficit in another scheme is only made if the company has the right to utilise a surplus in one scheme to regulate a deficit in another scheme, or if the commitments are intended to be settled on a net basis.

The pension cost and the pension commitment for the benefit-based pension schemes is calculated in accordance with the projected unit credit method. The method distributes the cost for pensions in step with the employees carrying out services for the company which increase their right to future compensation. The company's commitment is calculated annually by independent actuaries. The commitment consists of the current value of the anticipated future payments. The discount rate applied is equivalent to the interest in respect of first class company bonds or Government bonds with a duration equivalent to the average duration for the commitments and the currency. The most important actuarial assumptions are stated in Note 30.

When determining the current value of the commitment and the actual value of the managed assets, actuarial profits and losses could arise. These arise either because the actual outcome is different from the previous assumption or because assumptions change. The portion of the accumulated actuarial profits and losses at the previous year's end which exceeds 10 per cent of the commitments' current value and 10 per cent of the managed assets' actual value – whichever is higher – is reported in the result over the anticipated average remaining period of service for the employees covered by the scheme.

Commitments for retirement pension and family pension for salaried employees in Sweden are secured through insurance in Alecta. In accordance with the statement by the Swedish Financial Accounting Standards Council's Emergency Issues Task Force, UFR 3, this is a benefit-based scheme which comprises several employers. For the 2011 financial year, the company has not had access to information which makes it possible to report this scheme as a benefit-based scheme.

The pension scheme in accordance with ITP, which is secured through insurance in Alecta, is, therefore, reported as a contribution-based scheme. The year's contributions for pension insurance schemes subscribed in Alecta amount to SEK 2.5M (2.7). Alecta's surplus can be distributed to the policy holders and/or the insured. At the 2011 year end, Alecta's surplus in the form of the collective consolidation level amounted to 113 per cent (146). The collective consolidation level consists of the market value of Alecta's assets as a percentage of the insurance commitments calculated in accordance with Alecta's insurance technical calculation assumptions which do not correspond with IAS 19.

Payments on termination of employment
A provision in connection with termination of employment of staff is only reported if the company is demonstrably obliged to end an employment before the normal date or when payments are made as an offer to encourage voluntary termination. When the company needs to make staff redundant, a detailed plan is prepared which contains at least work location, positions and the approximate number of people involved, as well as payments for each staff category or position and the time for the implementation of the plan. No benefits fall due later than 12 months after the end of the reporting period.

Variable remuneration
Variable remuneration of Senior Executives is reported in note 6. The variable remuneration is decided annually by the G & L Beijer AB Board of Directors and can amount to not more than six months' salary. The variable remuneration is based on qualitative and quantitative target fulfilment. Variable remuneration of employees in addition to senior executives exists only to a limited extent. Remuneration is reported in the period when the legal commitment arises.

Revenues
Revenue recognition is made in the profit and loss account when it is probable that the future financial benefits will accrue to the company and these benefits can be calculated in a reliable way. The revenues include only the gross inflow of financial benefits the company receives or can receive on its own account. Income on sale of goods is reported as income when the company has transferred the significant risks and benefits linked with the ownership of the goods and the company does not exercise any real control over the goods sold.

The revenues are reported at the actual value of what has been received or will be received with a deduction for VAT, made discounts and returned goods. Income from services is reported in the period they have been carried out. The criteria for revenue recognition are applied to each transaction per se. Payments in the form of interest, commission and dividend are reported as income when it is probable that the financial benefits linked with the transaction accrue to the company and that they can be calculated in a reliable way. Interest income is reported as revenue distributed over the duration by application of the effective rate method. Dividend income is reported when the right to receive payment has been determined.

Leasing – lessees
In the consolidated accounts, leasing is classified either as financial or operational leasing. Financial leasing exists when the financial risks and benefits linked with the ownership have been essentially transferred to the lessee. If this is not the case, it is a matter of operational leasing. Operational leasing means that the leasing charge is written off over the duration with the use as a starting point, which can differ from what has de facto been paid as a leasing charge during the year. No significant financial lease contracts exist.

Hedge reporting
The Group applies hedge reporting for financial instruments aimed at hedging the following financial risks: future commercial cash flows in future interest payments relating to the Group's borrowing and net investments in operations abroad. When the transaction is entered into the relation between the hedging instrument and the hedged item is documented or the transaction as well as the objective of the risk handling and the strategy for taking different hedging actions. The Group also documents its assessment, both at the start of the hedging and current, as to whether the derivative instruments used in the hedging transaction are effective with regard to mitigating changes in actual value or cash flow for hedged items.

Hedgings are designed to ensure that they can be expected to be effective. Changes in actual value for derivative instruments which do not meet the conditions for hedge reporting are reported immediately in the profit and loss account. The Group raises interest derivatives to hedge the desired interest level on the Group's net debt. Amounts to be paid or received in accordance with interest derivatives are reported on a current basis as interest income or interest expense. Changes in actual value on the hedging instrument are reported in the total result until the maturity date. An ineffective part, if any, is reported immediately in the profit and loss account. If the borrowing and, therefore, future interest payments no longer exist, the accumulated profit or loss reported in the total result is immediately transferred to the profit and loss account.

Translation of foreign currency
(a) Functional currency and reporting currency
Items included in the financial reports for the different units in the Group are valued in the currency used in the financial environment in which the respective company mainly operates (functional currency). In the consolidated accounts SEK is used, which is the parent company's functional currency and reporting currency.

(b) Transactions and balance sheet items
Transactions in foreign currency are translated into the functional currency in accordance with the exchange rates applicable on the date of transaction. Exchange gains and losses, which arise on payment of such transactions and on the translation of monetary assets and liabilities in foreign currency at the balance sheet date rate, are reported in the profit and loss account.

(c) Group companies
Results and financial position for all Group companies (none of which have a high inflation currency), which have functional currency other than the reporting currency, are translated into the Group's reporting currency as follows:

a. assets and liabilities for each balance sheet are translated at the balance sheet date rate,

b. income and expenses for each profit and loss account are translated at the average exchange rate and

c. all exchange rate differences which arise are reported as a separate component in 'Other total result'.

On consolidation, the year's exchange rate differences, which arise as a result of translation of net investments in foreign operations and of borrowing and other currency instruments which have been identified as hedgings of such investments, are reported as a component in 'Other total result' and accumulated among reserves in shareholders' equity. On the divestment of a foreign operation, such exchange rate differences are reported as a part of the capital gain/loss in the profit and loss account.

Goodwill and adjustments of actual value which arise on the acquisition of a foreign operation are treated as assets and liabilities in this operation and translated at the balance sheet date rate.

Dividends
Dividend to the parent company's shareholders is reported as liability in the Group's financial reports in the period when the dividend is approved by the parent company's shareholders.

Related parties transactions
Information about the Board of Directors', the Managing Director's and other senior executives' salaries and other remuneration, costs and obligations relating to pensions and similar benefits, agreements made relating to severance pay is outlined in Note 6. Other transactions with related parties appear in Note 37.

Parent company
Reporting principles

Deferred tax
In the parent company - due to the relationship between reporting and taxation - the deferred tax liability on untaxed reserves is reported as a part of the untaxed reserves.

Subsidiaries
In the parent company's accounts are reported participations in subsidiaries at acquisition value with a deduction for write-downs, if any. As dividend from subsidiaries is only reported a dividend received from profits earned after the acquisition.

Associated companies
In the parent company's accounts are reported participations in associated companies at acquisition value with a deduction for write-downs, if any. As income from associated companies is only reported a dividend received from profits earned after the acquisition.

Group contributions and Shareholders' contributions
Group contributions which the parent company receives from a subsidiary are reported in accordance with the same principles as usual dividends from subsidiaries which means that the Group contribu-

tion is reported as financial income. Paid Group contribution is reported as financial expense.

Remuneration of employees

The parent company reports benefit-based pension schemes in accordance with the Swedish Institute of Public Accountants' Recommendation No 4, 'Reporting of pension liability and pension cost'. The parent company has undertaken benefit-based pensions to employees. In this respect, the parent company's commitments to pay pensions in the future have a current value, determined for each employee partly by the pension level, the age and the degree to which a full pension has been earned. This current value has been calculated in accordance with actuarial basis and is based on the salary and pension levels applicable on the balance sheet date. The pension commitments are reported as a provision in the balance sheet. Pension commitments for white collar workers secured through insurance in Alecta are reported as a contribution-based scheme in the parent company. The interest portion in the year's pension cost is reported among financial expenses. Other pension costs are charged to operating profit.

Note 3 Financial risk handling

Financial risks

Through its operations, the Group is exposed to a large number of different financial risks, including the effects of changes in prices in the loan and capital markets, exchange rates and interest rates. The Group's overall risk-handling programme focuses on the unpredictability in the financial markets and strives to minimise potential unfavourable effects on the Group's results. The risk handling is managed by a central finance department in co-operation with the business areas' finance departments (Group Finance) in collaboration with Beijer Ref's finance department in accordance with principles approved by the Board of Directors. Group Finance identifies, evaluates and hedges financial risks in close collaboration with the Group's operational units. The Board of Directors draws up written principles for both the overall risk handling and for specific areas such as currency risks, interest risks, credit risks, use of derivative instruments and investment of surplus liquidity.

Financial instruments by category in the Group

The reporting principles for financial instruments have been applied as below:

31/12 2011	*Loan receivables and trade debtors*	*Financial assets which can be sold*	*Total*
Assets in the balance sheet			
Financial assets available for sale		80 797	80 797
Trade debtors and other receivables	1 413 193		1 413 193
Liquid funds	237 426		237 426
Total	1 650 619	80 797	1 731 416

31/12 2011	*Other financial liabilities*	*Total*
Liabilities in the balance sheet		
Liabilities to credit institutions	888 660	888 660
Bank overdraft facilities	450 856	450 856
Trade creditors and other liabilities	1 143 051[1)]	1 143 051
Total	2 482 567	2 482 567

1) Includes hedging instruments amounting to 2,946 are valued in accordance with level 2 which amounts to 1,523 as is shown in other comprehensive income.

Financial instruments by category in the Group

The reporting principles for financial instruments have been applied as below:

31/12 2010	*Loan receivables and trade debtors*	*Financial assets which can be sold*	*Total*
Assets in the balance sheet			
Financial assets available for sale		514 665[1)]	514 665
Trade debtors and other receivables	1 030 433		1 030 433
Liquid funds	174 307		174 307
Total	1 204 740	514 665	1 719 405

31/12 2010	*Other financial liabilities*	*Total*
Liabilities in the balance sheet		
Liabilities to credit institutions	253 001	253 001
Bank overdraft facilities	291 770	291 770
Trade creditors and other liabilities	920 930	920 930
Total	1 465 701	1 465 701

1) Of which 433,350 is valued at actual value in accordance with level 1. The value is based on the current bid rate for listed shares. See also Note 22.

Market risk

Currency risks
The Group is exposed to transaction risks on acquisitions/sales and financial transactions in foreign currency. The currency exposure relates primarily to the EUR and USD. Quotations and price lists generally contain a currency clause. Continual price adjustments are made on a par with changed purchase prices caused by, among other things, exchange rate fluctuations. On translation to the Group currency, SEK, the Group is exposed to a translation risk. This type of currency risk is not hedged. In some cases, however, an equity hedge is set up. The arisen exchange rate difference compared with the previous year is shown in note 15. On the balance sheet date, the Group had no outstanding forward exchange agreements or other significant financial instruments for which actual value shall be reported.

Interest risks
The Group's revenues and cash flow from operations are essentially independent of changes in market interest levels. The Group has no significant interest-bearing assets. The Group partly handles the interest risk by using interest swaps with the financial significance to convert the borrowing from floating to fixed interest rates. The Group usually raises long-term loans at floating interest rates and convert them through interest swaps to fixed interest rates which are lower than if the borrowing had taken place directly at fixed interest rates. The interest swaps mean that he Group agrees with other parties to exchange, with stated intervals (usually by quarter), the difference between interest amount in accordance with the fixed contract interest rate and the floating interest rate amount, calculated on contracted nominal amounts. The Group has a large focus on the current trend in interest rate and the question of possibly fixing the interest rate is under continuous consideration by the G & L Beijer AB's Board of Directors.

Credit risk
The Group has no significant concentration of credit risks. The Group has established guidelines for ensuring that sales of products are made to customers with an appropriate credit background. Due to the fact that the Group has of a large number of customers and transactions, the credit risk is kept at a low level.

Liquidity risk
The handling of liquidity risks is made with prudence as the starting point. This involves maintaining sufficient liquid funds, available financing and through sufficient agreed bank overdraft facilities. On the balance sheet date, liquid funds including unutilised bank overdraft facilities totalled SEK 677.2M (478.4). In addition, there are limits granted by the Group's banks to cover the working capital requirement which may arise. Further information is presented in Note 28.

Capital risk
The Group's objective relating to the capital structure is to secure the Group's ability to continue its operation in order to enable it to generate a return for its shareholders, whilst the capital structure is kept at an optimum in order to keep the capital costs down. In order to change the capital structure, for example, the dividend can be changed, new shares issued or assets sold to reduce the liabilities.

The capital risk is measured as net debt ratio, which means interest-bearing liabilities reduced by liquid funds in relation to shareholders' equity.

Group	*2011*	*2010*
Interest-bearing liabilities	1 379 537	569 659
Liquid funds	– 237 426	-174 307
Net debt	1 142 111	395 352
Shareholders' equity	2 433 438	2 358 692
Net debt ratio	0.47	0.17

Note 4
Important estimates and assessments for reporting purposes

Estimates and assessments are continually evaluated and based on historic experience and other factors, including expectations from future events which are deemed to be reasonable under current circumstances.

The Group makes estimates and assumptions about the future. The estimates for reporting purposes which become the consequence of these will, from a definition viewpoint, seldom correspond with the actual result. The estimates and assumptions, which involve a significant risk for essential adjustments in reported values for assets and liabilities during the next financial year, are, above all, testing of the need for a write-down of goodwill.

Every year, the Group examines if there is a need for a write-down of goodwill in accordance with the reporting principle described in note 2. Recovery values for cash-generating units have been determined through calculation of value of use. For these calculations, some estimates must be made. See also Note 18.

Assessments are made to determine both actual and deferred tax assets or liabilities. In this connection, the probability that the deferred taxes recoverable will be utilised for settlement against future taxable profits is assessed. See also Note 29.

The value of the pension obligations for benefit-based pension schemes is based on actuarial calculations on the basis of assumptions of discounting interest rates, anticipated return on assets held for investment purposes, future salary increases, inflation and demographic conditions.

With regard to legal disputes and contingent liabilities, the Group uses the services of external legal expertise in these matters. According to assessments made, the Group is not involved in any legal disputes which could have a significant effect on the operations or the financial position.

Calculations of other provisions are based on assumptions and estimates of the date and cost for the obligation. This type of cost is calculated from, for example, the actual position in the negotiations with the parties involved.

Note 5 Reporting for segments

Operations

Up to and including the first quarter of 2010, the Group was organised in two business areas, Beijer Ref and Beijer Tech. The highest executive decision maker monitors the operation by business area. There are no sales or other transactions between the different operations. Undistributed costs represent overhead costs. On 19 March 2010, the Beijer Tech business area was divested. The sale of Beijer Tech meant a consolidation of the operation to comprise only products within refrigeration and air conditioning. During 2011, G & L Beijer divested AIA which is classified as a divested operation and is included in the comparative figures for 2010.

The division into segments is determined by the products and, therefore, the customers they address. Beijer Ref carries out its operation through wholesale operations, sale of air conditioning and manufacturing, of which the wholesale operation is the largest operation. The companies within this operation are full-range wholesalers for the refrigeration sector. They provide products and services to the European refrigeration/freezer, technical insulation, heat pumps and climate comfort markets.

	Beijer Ref		*Divested operation*		*Group*	
	2011	*2010*	*2011*	*2010*	*2011*	*2010*
Revenues						
External sales	5 846 435	4 991 898	50 928	194 147	5 897 363	5 186 045
Total revenues	5 846 435	4 991 898	50 928	194 147	5 897 363	5 186 045
Results						
Result by operation	449 162	365 308	– 4 381	6 810	444 781	372 118
Capital gain, sale of Beijer Tech			—	140 000	—	140 000
Undistributed costs					– 16 659	– 21 876
Operating profit	449 162	365 308	– 4 381	146 810	428 122	490 242
Result of holdings in associated companies					12 700	8 000
Financial income					59 105	9 226
Financial expenses					– 17 543	– 16 349
Tax on the year's profit					– 112 428	– 87 588
Net profit for the year					369 956	403 531
Other information						
Assets	5 050 049	3 597 925	—	—	5 050 049	3 597 925
Undistributed assets					37 999	370 661
Total assets					5 088 048	3 968 586
Liabilities	4 096 669	2 785 308	—	—	4 096 669	2 785 308
Undistributed liabilities					– 1 442 059	– 1 175 414
Total liabilities					2 654 610	1 609 894
Investments in fixed assets	77 196	31 673	—	458		
Depreciation	46 848	40 543	5 138	6 764		

Geographic regions

The Group's remaining operation are mainly carried out in Europe and South Africa.
The sales figures are based on the country in which the customer is located. Assets and investments are reported where the asset is located.

	Sales		*Assets*		*Investments*	
Remaining operations	*2011*	*2010*	*2011*	*2010*	*2011*	*2010*
France	1 213 489	997 266	993 373	663 399	6 260	1 774
The Netherlands	667 377	650 978	315 489	336 990	3 561	3 731
South Africa	598 264	532 837	403 648	436 313	9 706	1 662
United Kingdom	464 280	470 688	292 711	255 210	3 759	6 208
Switzerland	432 504	434 460	445 448	464 223	7 376	2 212
Sweden	335 743	301 346	937 580	423 246	7 484	9 433
Denmark	312 862	344 601	303 217	321 969	3 126	868
Italy	549 879	270 278	582 341	279 070	2 845	592
Spain	252 341	203 167	243 479	129 925	4 390	516
Norway	251 728	185 546	156 997	112 689	26 424	1 783
Finland	193 191	154 122	103 092	59 268	786	248
Poland	104 528	88 207	95 403	58 866	—	421
Belgium	84 075	86 546	37 953	38 366	469	48
Hungary	44 256	44 792	33 270	40 542	278	561
Other European countries	204 144	174 597	168 052	149 657	710	903
Rest of the world	137 774	53 944	89 106	1 957	22	713
Total remaining operations	5 846 435	4 991 898	5 201 159	3 771 690	77 196	31 673
Divested operation	50 928	194 147	—	—	—	458
Total	5 897 363	5 186 045	5 201 159	3 771 690	77 196	32 131
Undistributed assets/Eliminations			– 113 111	196 896		
Total assets			5 088 048	3 968 586		

Note 6 Employees and remuneration of employees

Average number of employees

Remaining operations	*2011*	*of whom men*	*2010*	*of whom men*
Parent Company				
Sweden	4	75%	4	75%
Total in Parent Company	4	75%	4	75%
Subsidiaries				
South Africa	330	88%	306	87%
France	317	80%	275	81%
Sweden	102	83%	102	87%
United Kingdom	191	66%	171	67%
The Netherlands	172	84%	160	81%
Switzerland	101	76%	100	76%
Norway	85	86%	82	87%
Spain	87	75%	70	74%
Italy	158	83%	65	86%
Denmark	62	82%	61	79%
Hungary	29	79%	28	64%
Thailand	54	46%	—	—
Poland	30	87%	27	85%
Finland	30	73%	25	76%
Belgium	24	71%	23	68%
Czech Republic	16	56%	16	63%
Romania	25	80%	16	81%
Slovakia	7	43%	9	56%
Estonia	8	88%	8	88%
Ireland	7	71%	7	71%
Lithuania	8	75%	6	83%
Latvia	6	83%	5	80%
Germany	6	67%	—	—
Botswana	4	50%	4	25%
Namibia	4	100%	4	100%
Total in subsidiaries	1 863	79%	1 570	80%
Total remaining operation	1 867	79%	1 574	80%
Divested operation	78		258	
Total Group	1 945		1 832	

Salaries, other remuneration and social costs (sek k)

	2011 Salaries & other remuneration	*Social costs*	*Total remuneration of employees*	*2010* Salaries & other remuneration	*Social costs*	*Total remuneration of employees*
Remaining operation						
Parent company	9 508	5 211	14 719	7 897	4 495	12 392
(of which pension costs) [1]	—	(1 900)	(1 900)	—	(1 654)	(1 654)
Subsidiaries	654 830	169 592	824 422	583 350	149 835	733 185
(of which pension costs)	—	(44 512)	(44 512)	—	(40 482)	(40 482)
Total remaining operation	664 338	174 803	839 141	591 247	154 330	745 577
(of which pension costs) [2]	—	(46 412)	(46 412)	—	(42 136)	(42 136)
Divested operation						
Total remuneration to employees			36 571			66 835
Total Group			875 712			812 412

1) Of the parent company's pension costs, SEK 1,132K (1,076) relate to the Board of Directors and the Managing Director.
2) Of the Group's pension costs, SEK 6,306K (4,767) relate to the Board of Directors and the Managing Director.

Benefits for senior executives

For 2011, a directors' fee of SEK 340K was paid to the Chairman and SEK 215K to each of the other Board Members with the exception of Board Members employed in G & L Beijer or in the Carrier group, to whom no remuneration has been paid. The Board consists of six men and one woman. The Managing Director, Joen Magnusson, has received a salary, remuneration and other benefits amounting to SEK 5,064K (4,214) including a bonus payment of SEK 651K (303). An annual amount equivalent to 26 per cent of his gross salary is appropriated to a pension insurance scheme. The pension solution is contribution-based. The retirement age for the Managing Director is 65. Where notice of termination is given by the company, the Managing Director will receive 24 months' salary and the company will pay a pension insurance premium of 26 per cent. A bonus payment is decided annually by the Board of Directors and can amount to up to six months' salary. The bonus payment is based on qualitative and qualitative target fulfilment. Other senior executives, all men, consisted of the Chief Financial Officer, the Head of Beijer Ref and the Chief Operating Officer of Toshiba HVAC. They received salary, remuneration and other benefits amounting to SEK 6,683K (5,180) including bonus payments of SEK 979K (333). Pension solutions to other senior executives are contribution-based and amount to 24 per cent of gross salary. Where notice of termination is given by the company, these executives will receive 12 months' salary and a 24 per cent contribution to a pension insurance plan. One of the senior executives will, in addition to 12 months' salary on notice of termination, receive 12 months' severance pay. Notice of termination by the Managing Director or other senior executives does not trigger any severance pay. On new employment, there is no deduction of severance pay.

The Board of Directors handles matters relating to remuneration of the senior executives and the Board as a whole constitutes the Remuneration Committee. However, the Managing Director does not participate in decisions relating to his own remuneration. The matter is prepared during the first Board Meeting of the year and decided at the Board Meeting held in connection with the Annual Meeting of shareholders.

Note 7 Other operating income

Group	2011	2010
Exchange gains	3 308	5 043
Rents	6 381	4 394
Capital gain	229	503
Commission	99	93
Other	1 900	1 014
Total	11 917	11 047

Parent company		
Group revenues	10 414	–
Total	10 414	–

Note 8 Remuneration of auditors

Group	2011	2010
PwC		
Audit assignment	6 594	5 648
Audit business in addition to audit assignment	268	232
Tax consultancy	451	468
Other services	1 175	970
Total	8 488	7 318
Other auditors		
Audit assignment	1 159	730
Audit business in addition to audit assignment	650	–
Tax consultancy	696	69
Other services	1 010	796
Total	3 515	1 595
Total	12 003	8 913

Parent company		
PwC		
Audit assignment	1 030	868
Audit business in addition to audit assignment	268	232
Tax consultancy	184	147
Other services	613	371
Total	2 095	1 618

Note 9 Lease contracts

Group	2011	2010
The year's leasing cost	105 480	95 209
Leasing charge which falls due		
- within 1 year	105 536	76 416
- within 1-5 years	230 643	137 141
- later than 5 years	80 660	56 599

The above amounts mainly relate to operational lease contracts for premises, but leasing charges for cars, trucks and office equipment are also included. The lease contracts run with customary index clauses and the car contracts run with normal interest terms.

Note 10 Results of participations in Group companies and associated companies

Parent company	2011	2010
Dividends received, Group companies	124 387	199 780
Dividends received, associated companies	17 048	6 723
Capital gain, sale of participations	51 671	163 457
Group contributions, net	3 674	957
Write-down, Group companies	– 6 803	– 58 788
Total	189 977	312 129

The parent company has received dividends of SEK 95,000K from G & L Beijer Ref AB, SEK 22,584K from GFF SA, SEK 6,803K from Beijer Ref Luxembourg Holding and a dividend of SEK 17,048K from Förvaltnings AB Norra Vallgatan which is an associated company.

Note 11 Financial income

Group	2011	2010
Interest income	3 920	8 147
Exchange gain/loss	3 506	1 021
Capital gain	51 671	–
Total	59 097	9 168

Parent company		
Interest income, Group companies	7 808	2 210
Interest income, external	33	9
Exchange gain	4 258	1 868
Total	12 099	4 087

Note 12 Financial expenses

Group	2011	2010
Interest expenses	– 16 307	– 14 176
Exchange loss	– 63	– 307
Other	– 47	– 1 129
Total	– 16 417	– 15 612

Parent company		
Interest expenses, Group companies	– 339	– 1 327
Interest expenses, external	– 442	– 2 856
Total	– 781	– 4 183

Note 13 Appropriations

Parent company	2011	2010
Tax allocation reserve, the year's change	– 10 574	1 185
Difference between book depreciation and depreciation according to plan		
– Equipment, tools and installations	422	– 939
Total	– 10 152	246

Note 14 Tax on the year's profit

Group	2011	2010
Current tax	– 125 558	– 95 541
Deferred tax (note 29)	11 710	9 295
Tax on the year's profit	– 113 848	– 86 246
Reconciliation of effective tax		
Profit before taxes	487 883	344 987
Tax expense calculated according to actual tax rate, 26.3%	– 128 313	– 90 732
Effect of different tax rates	– 2 930	– 3 698
Non-deductible costs	– 14 146	– 7 449
Non-taxable income	7 736	8 657
Tax attributable to previous years	1 515	1 968
Reported loss carry forward	22 197	5 212
Other	93	– 204
Net effective tax	– 113 848	– 86 246
Effective tax rate	23.3%	25.0%

Parent company	2011	2010
Current tax	– 8 343	–
Deferred tax (note 29)	– 4 372	4 372
Tax on the year's profit	– 12 715	4 372
Reconciliation of effective tax		
Profit before taxes	181 954	293 638
Tax expense calculated according to actual tax rate, 26.3%	– 47 854	– 77 227
Non-deductible costs	– 270	– 239
Non-taxable income	35 409	81 838
Net effective tax	– 12 715	4 372
Effective tax rate	– 7.0%	– 1.5%

Deferred tax expense in other comprehensive income amounts to SEK 33.4M and is attributable to financial assets sold during the year. SEK 543K (0) relates to cash flow hedging.

Note 15 Currency effect in result

Group	2011	2010
Currency effect in operating profit	3 308	5 043
Currency effect in financial income and expenses	3 443	714
Currency effect in profit after tax	6 751	5 757

Parent company	2011	2010
Currency effect in financial income and expenses	4 258	1 868

Note 16 Profit per share

	2011	2010
Profit attributable to the parent company's shareholders	363 997	259 709
Weighted average number of outstanding shares	21 195 515	21 195 515
Profit per share, sek*	17.17	12.25

*) No dilution exists.

Note 17 Dividend per share

Dividends paid during 2011 and 2010 amounted to SEK 169,564K (SEK 8.00 per share) and SEK 137,771K (SEK 6.50 per share) respectively. A dividend of SEK 9.00 per share for 2011, SEK 190,760K in total, will be proposed at the Annual Meeting of shareholders on 26 April 2012.

Note 18 Intangible fixed assets

Capitalised expenditure for software

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	77 056	83 553
Acquisitions during the year	14 982	4 685
Acquisition of companies	985	—
Divested operation	– 2 217	– 5 174
Divestments and disposals	– 1 707	—
Reclassification	—	—
The year's translation differences	– 872	– 6 008
Total	88 227	77 056
Accumulated amortisation		
On 1 January	– 61 127	– 70 345
Acquisition of companies	– 641	—
Divested operation	1 946	4 854
Divestments and disposals	1 707	—
The year's amortisation	– 7 352	– 4 863
The year's translation differences	317	9 227
Total	– 65 150	– 61 127
Residual value	23 077	15 929

Capitalised expenditure for research and development, etc

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	13 608	12 461
Acquisitions during the year	951	1 154
Acquisition of companies	1 473	—
Divested operation	– 12 921	—
The year's translation differences	– 17	– 7
Total	3 094	13 608
Accumulated amortisation		
On 1 January	– 8 277	– 6 375
Acquisition of companies	– 225	—
Divested operation	8 856	—
The year's amortisation	– 2 049	– 1 910
The year's translation differences	– 3	8
Total	– 1 698	– 8 277
Residual value	1 396	5 331

Agencies, customer lists, trademarks, etc

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	55 678	77 495
Acquisition of companies	469 426	—
Divested operation	—	– 14 349
The year's translation differences	– 655	– 7 468
Total	524 449	55 678
Accumulated amortisation		
On 1 January	– 5 288	– 7 318
Divested operation	—	4 403
The year's amortisation	– 5 097	– 2 013
Reclassification	—	—
The year's translation differences	– 2 009	– 360
Total	– 12 394	– 5 288
Residual value	512 055	50 390

Goodwill

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	710 740	821 517
Acquisition of companies	156 745	1 576
Adjustment of acquisition calculation	—	– 6 107
Divested operation	– 681	– 65 724
The year's translation differences	– 19 367	– 40 522
Residual value	847 347	710 740

Examination of need for write-down of goodwill

Examination of the need for write-down of goodwill has been based on Beijer Ref as a whole.

Goodwill	*2011*	*2010*
Beijer Ref	847 347	710 740
Total	847 347	710 740

The recoverable amount for a cash-generating unit is determined based on calculations of value of use. These calculations are based on estimated future cash flows which, in turn, are based on financial budgets approved by the Executive Management for the immediate year. Thereafter, estimates have been made by the business area's management, which have been approved by the Executive Management, and which cover a five-year period. Cash flows beyond the five-year period are extrapolated with the aid of estimated growth and future profitability development. The most important variables for the calculation of value of use are operating margin and growth. These are estimated based on sector experience and historic experience. A sensitivity analysis shows that an increase in the discount rate by one percentage point reduces the recovery value by 13 per cent. A prudent margin remains to the book value.

The discount rate, which amounts to 8.64 per cent after tax, has been determined with the aid of current tools for the calculation of the yield requirements on capital and the weighted average of the yield requirement on the company's total capital.

There is no need for a write-down of the Group's goodwill item. A sensitivity analysis has been made and, with the assumption of a halved growth after five years and a raised discount rate by three per cent, there is still no need for a write-down.

Total intangible fixed assets

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	857 082	995 026
Acquisitions during the year	15 933	5 839
Acquisition of companies	628 629	1 576
Adjustment of acquisition calculation	—	– 6 107
Divested operation	– 15 819	– 85 247
Divestments and disposals	– 1 707	—
Reclassification	—	—
The year's translation differences	– 20 911	– 54 005
Total	1 463 207	857 082
Accumulated amortisation		
On 1 January	– 74 692	– 84 038
Acquisition of companies	– 866	—
Divested operation	10 802	9 257
The year's amortisation	– 14 498	– 8 786
Divestments and disposals	1 707	—
Reclassification	—	—
The year's translation differences	– 1 695	8 875
Total	– 79 242	– 74 692
Residual value	1 383 965	782 390

Capitalised expenditure for software

Parent company

Accumulated acquisition values	*2011*	*2010*
On 1 January	2 020	706
Acquisitions during the year	313	1 314
Total	2 333	2 020
Accumulated amortisation		
On 1 January	– 925	– 706
The year's amortisation	– 475	– 219
Total	– 1 400	– 925
Residual value	933	1 095

Note 19 Tangible fixed assets

Buildings and land

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	175 532	194 035
Acquisitions during the year	24 256	54
Divested operation	—	– 1 909
Divestments and disposals	– 257	—
Reclassification	—	—
The year's translation differences	– 17	– 16 648
Total	199 514	175 532
Accumulated amortisation		
On 1 January	– 74 442	– 78 535
Divested operation	—	1 602
The year's depreciation	– 3 935	– 5 009
Reclassification	—	—
The year's translation differences	104	7 500
Total	– 78 273	– 74 442
Residual value	121 241	101 090

Machinery and other technical plant

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	123 450	121 326
Acquisitions during the year	3 673	3 090
Acquisition of companies	13 123	1 861
Divested operation	– 2 318	—
Divestments and disposals	– 45 715	– 2 089
Reclassification	1 608	3 998
The year's translation differences	– 819	– 4 736
Total	93 002	123 450
Accumulated amortisation		
On 1 January	– 94 867	– 89 392
Acquisition of companies	– 5 799	– 1 536
The year's depreciation	– 5 732	– 5 776
Divested operation	2 318	—
Divestments and disposals	35 546	1 761
Reclassification	—	– 3 430
The year's translation differences	– 1 558	3 506
Total	– 70 092	– 94 867
Residual value	22 910	28 583

Equipment, tools and installations

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	280 679	331 178
Acquisitions during the year	34 902	21 805
Acquisition of companies	37 896	48
Divested operation	– 5 652	– 38 744
Divestments and disposals	– 9 445	– 9 408
Reclassification	—	459
The year's translation differences	– 855	– 24 659
Total	337 525	280 679
Accumulated amortisation		
On 1 January	– 199 424	– 232 190
Acquisition of companies	– 20 822	– 19
Divested operation	4 259	28 850
The year's depreciation	– 25 007	– 21 433
Divestments and disposals	7 943	8 106
Reclassification	—	– 173
The year's translation differences	– 46	17 435
Total	– 233 097	– 199 424
Residual value	104 428	81 255

Construction in progress

Group	*2011*	*2010*
On 1 January	3 367	2 216
Accrued expenses during the year	556	2 220
Translation difference	—	– 215
Reclassification	– 1 608	– 854
Residual value	2 315	3 367

Total tangible fixed assets

Group

Accumulated acquisition values	*2011*	*2010*
On 1 January	583 028	648 755
Acquisitions during the year	63 387	27 169
Acquisition of companies	51 019	1 909
Divested operation	– 7 970	– 40 653
Divestments and disposals	– 55 417	– 11 497
Reclassification	—	3 603
The year's translation differences	– 1 691	– 46 258
Total	632 356	583 028
Accumulated amortisation		
On 1 January	– 368 733	– 400 117
Acquisition of companies	– 26 621	– 1 555
Divested operation	6 577	30 452
The year's depreciation	– 34 674	– 32 218
Divestments and disposals	43 489	9 867
Reclassification	—	– 3 603
The year's translation differences	– 1 500	28 441
Total	– 381 462	– 368 733
Residual value	250 894	214 295

Equipment, tools and installations

Parent company

Accumulated acquisition values	*2011*	*2010*
On 1 January	1 748	1 826
Acquisitions during the year	178	21
Divestments and disposals	—	– 99
Total	1 926	1 748
Accumulated amortisation		
On 1 January	– 1 060	– 917
The year's depreciation	– 278	– 242
Divestments and disposals	—	99
Total	– 1 338	– 1 060
Residual value	588	688

Note 20 Participations in Group companies

Parent company

Accumulated acquisition values	*2011*	*2010*
On 1 January	1 087 542	1 175 330
Write-down	– 6 802	– 58 788
Reduction acquisition price	– 13 212	—
Divestment	—	– 29 000
Shareholders' contribution	117 941	—
Total	1 185 469	1 087 542

Specification of the parent company and the Group holdings of shares and participations in Group companies

Company	*Company ID number*	*Registered office*	*Number of participations*	*Direct share of capital, %*[1]	*Indirect share of capital, %*[1]	*Book value 2011*	*Book value 2010*
G & L Beijer Förvaltning AB	556020-8935	Malmö	20 000	100		7 418	703
Fastighets AB Timmerön	556076-3442	Malmö			100		
G & L Beijer Ltd	SC38231	Glasgow			100		
Beijer Ref							
G & L Beijer Ref AB	556046-6087	Malmö	586 447	100		72 569	72 569
Beijer Ref Luxembourg Holding	B 142 574	Luxemburg	127	100		382 613	402 627
GFF SA	552130296	Lyon	282 120	100		611 643	611 643
Delmo SA	49360517	Villeurbaunne	76 735	100		111 226	—
G & L Beijer A/S	56813616	Ballerup			100		
Kylma AB	556059-7048	Solna			100		
Asarums Industrier AB	556072-3289	Karlshamn			100		
DEM Production AB	556546-2412	Alvesta			100		
Clima Sverige AB	556314-6421	Ängelholm			100		
H. Jessen Jürgensen AB	556069-2724	Gothenburg			100		
Külmakomponentide OÜ	10037180	Tallinn			100		
OY Combi Cool AB	5999255	Helsinki			100		
H. Jessen Jürgensen A/S	16920401	Ballerup			100		
Armadan A/S	16920436	Ballerup			100		
BKF-Klima A/S	18297094	Ballerup			100		
TT-Coil A/S	19509519	Ballerup			100		
Air-Con A/S	49360517	Ebeltoft			100		
TT-Coil Norge AS	947473697	Mysen			100		
Schlösser Möller Kulde AS	914492149	Oslo			100		
Beijer Ref Polska Sp.z.o.o	206476	Warzaw			100		
Max Cool Sia	344341	Riga			100		
UAB Beijer Ref, Lithuania	1177481	Vilnius			100		
Werner Kuster AG	280.3.001.874-3	Frenkendorf			100		
Charles Hasler AG	020.3.911.192-5	Regensdorf			100		
Paulus AG	280.3.914.612-1	Aesch Basel			100		
Dean & Wood Ltd	467637	Leatherhead			100		
Dean & Wood Ireland	299353	Dublin			100		
Coolmark bv	24151651	Barendrecht			100		
Uniechemie B.V.	8032408	Apeldoorn			100		
ECR Nederland BV	17014719	Nuenen			100		
Equinoxe Kft Cg	01-09-163446	Budapest			100		
Beijer Ref Romania s.r.l.	J35-2794-29	Timisoara			100		
RK Slovakia s.r.o.	36551856	Nové Zámky			100		
Fridanair s.r.o.	16734874	Plzen			100		
ECR Italy SpA	728980152	Milan			100		
Frigoram Commerciale SpA	7202290156	Milan			100		
ECR Belgium BVBA	0807.473.926	Aartselaar			100		
Metraclark South Africa Propriety Ltd	2008/016731/07	Johannesburg			100		
Beijer ECR Iberica S.L.	1883/09	Madrid			100		
Beijer B. Grimm (Thailand) Ltd	105537024313	Bangkok			49		
SCM Frigo S.p.A.	04342820281	Padua			51		
Starcold S.r.l.	03744160288	Padua			51		
Geodata ACS	04413880289	Padua			51		
Beijer Ref Deutschland GmbH	HRB195155	Munich			100		
Cofriset	961500261	Lyon			100		
TFD SNC	534687306	Saint Priest			100		
United Refrigeration	3453694	Leatherhead			100		
Total Group						1 185 469	1 087 542

1) Share of capital corresponds with share of vote for the total number of shares, with the exception of Beijer B. Grimm (Thailand) Ltd where share of vote amounts to 51 per cent.

Note 21 Holdings in associated companies

The holding in mainly related to Förvaltnings AB Norra Vallgatan (corporate ID number 556669-0383) which has its registered office in Malmö, Sweden.

Group	2011	2010
Balance on 1 January	40 865	39 588
Acquisitions	3 860	—
Dividends received	– 17 048	– 6 723
Share of profit after tax	12 700	8 000
Balance on 31 December	40 377	40 865

On the balance sheet date, the Group's participation in Förvaltnings AB Norra Vallgatan, which is unlisted, was as follows:

	2011	2010
Assets	97 049	96 620
Liabilities	19 911	10 298
The year's profit	26 827	16 899
Ownership, %	47	47

Parent company	2011	2010
Balance on 1 January	8 133	8 133
Balance on 31 December	8 133	8 133

Note 22 Financial assets available for sale

During 2010, financial assets available for sale were added via the divestment of Beijer Tech where parts of the consideration consisted of shares in the acquiring company, Beijer Alma. During the first quarter of 2011, the entire holding was sold with a capital gain of SEK 51.7M.

	2011	2010
Balance on 1 January	514 665	93 529
Divestment, securities	– 306 450	—
Increase via divestment of operation	—	306 450
Gains posted against shareholders' equity	– 126 900	126 900
Exchange rate differences	– 518	– 12 214
Balance on 31 December	80 797	514 665

The book value of holdings in unlisted shares amounts to SEK 81M (81). It has not been possible to calculate the actual value of these securities at 31 December 2011 in a reliable way and a valuation has, therefore, been made at the Group's acquisition value. There is no observable market data and G & L Beijer has not been given access to information which can form the basis for an estimation relating to anticipated cash flows. SEK 57M of the holding in the unlisted securities exceeds a share of votes of 20 per cent. This holding is not classified as an associated company as no significant influence can be deemed to exist. An opportunity to exercise significant influence is not deemed to exist as the Group has no representation on the board of directors or any form of opportunity to influence the company's financial or operational strategies. None of the financial assets are deemed to be in need of a write-down.

Financial assets available for sale are expressed in the following currencies:

	2011	2010
EUR	80 797	81 315
SEK	—	433 350
	80 797	514 665

Note 23 Trade debtors and other receivables

Group	2011	2010
Trade debtors	1 208 624	851 016
Prepaid expenses and accrued income	77 413	64 418
Other receivables	127 156	114 999
On 31 December	1 413 193	1 030 433
Minus long-term portion	– 53 727	– 51 563
Short-term portion	1 359 466	978 870

All long-term receivables mature within five years of the balance sheet date. Actual value of trade debtors and other receivables correspond with reported values. There is no concentration of credit risks relating to trade debtors as the Group has a large number of customers who, in addition, are spread internationally.

Age analysis	2011
Non-matured receivables	890 877
Receivables due between 1-30 days	196 982
Receivables due between 31-60 days	56 160
Receivables due between 61-90 days	24 614
Receivables due >90 days	113 087
	1 281 720

Provisions for doubtful receivables	2011	2010
Balance on 1 January	54 777	47 054
Costs for bad debt losses	– 19 428	– 20 899
Divested operation	—	– 436
Allocated during the period	37 747	29 058
Balance on 31 December	73 096	54 777

Note 24 Inventories

Group	2011	2010
Raw materials and supplies	63 552	58 854
Work-in-progress	20 356	19 741
Finished products and goods for resale[1]	1 542 909	1 095 465
Advances to suppliers	1 223	1 327
Total inventories	1 628 040	1 175 387
1) Of which reported to net sales value	52 096	53 907

Note 25 Liquid funds

Liquid funds in the Group consist of cash and bank and amounted to SEK 237,426K (174,307).

Note 26 Share capital

Number of shares	2011	2010
A shares with number of votes 10	1 653 120	1 653 120
B shares with number of votes 1	19 585 995	19 585 995
Total	21 239 115	21 239 115
Shares in own custody	– 43 600	– 43 600
Number of outstanding shares	21 195 515	21 195 515

Each share has a nominal value of SEK 17.50.

Note 27 Untaxed reserves

Parent company	2011	2010
Tax allocation reserves	10 574	—
Accumulated accelerated depreciation	749	1 171
Total*	11 323	1 171

*) The tax portion amounts to 26.3 per cent

Note 28 Borrowing

Group

Long-term	*2011*	*2010*
Bank loans	871 376	211 421
Total long-term	871 376	211 421
Current		
Bank overdraft facilities	450 865	291 770
Bank loans	17 284	41 580
Total current	468 149	333 350
Total borrowing	1 339 525	544 771

Due dates for long-term borrowing are as follows:

Between 1 and 5 years	871 376	211 421
	871 376	211 421

The Group's borrowing by currency is as follows:

SEK	24 068	245 874
CHF	93 839	145 164
GBP	111 400	64 775
EUR	970 084	38 336
DKK	32 946	27 665
NOK	24 779	9 550
Other currencies	82 409	13 407
	1 339 525	544 771

The Group's fixed-interest term as a whole is less than twelve months. Reported amounts for borrowing form a good approximation of their actual value.

Parent company

Current	*2011*	*2010*
Bank overdraft facilities	—	27 665
Total current	—	27 665
Total borrowing	—	27 665

Note 29 Deferred tax

Group	*Amount on 2009 12-31*	*Acquisitions/ Divestments*	*Reported over the profit and loss account*	*Reported in other comprehensive income*	*Translation differences*	*Amount on 2010 12-31*	*Acquisitions/ Divestments*	*Reported over the profit and loss account*	*Reported in other comprehensive income*	*Translation differences*	*Amount on 2011 12-31*
Deferred tax recoverable:											
Fixed assets	1 678	—	4 611	—	–398	5 891	—	–2 023	543	–3	4 408
Trade debtors	6 310	–182	385	—	–458	6 055	—	–2 584	—	–325	3 146
Inventories	2 038	–1	79	—	–58	2 058	72	1 089	—	–221	2 998
Provision for pensions	4 030	–72	37	—	–172	3 823	578	337	—	7	4 745
Other provisions	5 761	–34	–11	—	–140	5 576	12	–472	—	–378	4 738
Other liabilities	9 461	—	1 104	—	–1 055	9 510	—	—	—	—	9 510
Loss carry forwards	2 245	–158	3 233	–251	–64	5 005	1 374	19 035	—	–139	25 275
Set-off	–20	—	–6 618	—	—	–6 638	—	2 821	—	—	–3 817
Total deferred tax recoverable	31 503	–447	2 820	–251	–2 345	31 280	2 036	18 203	543	–1 059	51 003
Deferred tax liabilities:											
Fixed assets	–35 675	1 310	–799	–33 375	2 598	–65 941	–10 800	–2 703	33 375	3 201	–42 868
Inventories	–9 455	701	511	—	447	–7 796	–6 061	1 776	—	2	–12 077
Untaxed reserves	–12 158	11 598	145	—	—	–415	—	–2 745	—	—	–3 158
Set-off	20	—	6 618	—	—	6 638	—	–2 821	—	—	3 817
Total deferred tax liabilities	–57 268	13 609	6 475	–33 375	3 045	–67 514	–16 861	–6 489	33 375[1]	3 203	–54 284
Deferred tax	–25 765	13 162	9 295	–33 626	700	–36 234	–14 825	11 710	33 918	2 144	–3 283

Deferred tax attributable to fixed assets, pension commitments and loss carry forward is expected to be utilised after 12 months. Otherwise, a duration of less than 12 months is expected.
1) Deferred tax expense in the total result amounts to SEK 33,375K and is attributable to revaluation of financial assets which have been divested.

Note 30 Pension commitments

Group	2011	2010
Benefit-based commitments and value of managed assets		
Wholly or partly invested commitments:		
Current value of benefit-based commitments	80 077	75 605
Actual value of managed assets	– 62 099	– 59 296
Total wholly or partly invested commitments	17 978	16 309
Net value of floating benefit-based commitments	26 002	18 045
Net commitments before adjustments	43 980	34 354
Adjustments:		
Accumulated unreported actuarial profits (+)	308	225
and losses (-)	– 4 276	– 9 691
Net amount in the balance sheet (commitment +, asset -)	40 012	24 888
The net amount is reported in the following item in the balance sheet:		
Pension commitments	40 012	24 888
Net amount in the balance sheet (commitment +, asset -)	40 012	24 888
The net amount is distributed on schemes in the following countries:		
Sweden	3 347	3 420
Norway	5 874	6 077
The Netherlands	1 593	2 194
France	8 315	3 714
Italy	20 883	9 482
Pension cost		
Benefit-based schemes		
Cost for pensions earned during the year	5 977	4 573
Interest expense	3 904	3 361
Anticipated yield on managed assets	– 2 687	– 2 840
Actuarial profits(-) and losses(+)reported during the year	216	50
Cost, benefit-based schemes	7 410	5 144
Cost, contribution-based schemes	36 310	38 626
Payroll tax	2 691	2 179
Total cost for payments after ended employment	46 412	45 949
Of which divested operation	2 326	1 918
Reconciliation of net amounts for pensions in the balance sheet		
The following table explains how the net amount in the balance sheet has changed during the period		
Net amount on 1 January 2011	24 888	28 333
Cost for benefit-based schemes	7 410	5 144
Payments	– 2 333	– 615
Employer’s contribution	– 5 221	– 2 938
Effects of acquired operations	10 081	—
Changed commitments in pension schemes	4 580	—
Exchange rate differences	– 142	– 5 036
Other	749	—
Net amount on 31 December 2011	40 012	24 888
Yield on managed assets		
Actual yield on managed assets	– 395	2 855
Anticipated yield on managed assets	2 686	2 840
Actuarial result for managed assets during the period	– 3 081	14
Actuarial assumptions		
The following significant actuarial assumptions have been applied on calculation of the commitments:		
Discount rate, %	3.3-4.8	3.5-5.5
Anticipated yield on managed assets, %	4.4-4.8	4.5-5.4
Future increases in salaries, %	1.6-4.0	1.4-4.3
Future increases in pensions, %	0.7-4.0	1.3-4.0

The Dutch benefit-based pension schemes cover, in principle, all employees and are based on the average salary during the period of employment. The pension schemes in France and Italy are reported as benefit-based pension schemes. One of five plans contains assets held for investment purposes.

The Swedish pension schemes relate mainly to PRI liabilities to employees in Sweden. The remaining liability relates to two pensions schemes in Norway.

Payroll tax liability on Swedish pension schemes is reported under the heading *Trade creditors and other liabilities.*

Note 31 Other provisions

Group	2011	2010
Guarantee commitments	9 850	6 493
Restructuring reserves	1 064	—
Other	16 610	19 402
Total	27 524	25 895
Long-term portion	14 740	7 325
Current portion	12 784	18 570
Total	27 524	25 895

Guarantee commitments		
Net value at the start of the period	6 493	5 650
Provisions made during the period	8 268	3 394
Amounts utilised during the period	– 3 815	– 1 048
Restored unutilised amount	– 502	– 904
Divested operation	– 260	– 124
Translation difference	– 334	– 475
Net value at the period end	9 850	6 493

Restructuring reserve		
Net value at the start of the period	—	29 077
Acquisitions of companies	6442	—
Amounts utilised during the period	– 5 367	– 25 283
Translation difference	– 11	– 3 794
Net value at the period end	1 064	—

Other information		
Net value at the start of the period	19 402	14 001
Acquisitions of companies	12 185	—
Provisions made during the period	1 404	17 153
Amounts utilised during the period	– 16 021	– 9 755
Divested operation	—	– 662
Translation difference	– 360	– 1 335
Net value at the period end	16 610	19 402

Guarantee reserve

A guarantee reserve is reported when the underlying product or service has been sold. The warranty provision is calculated on the basis of previous years' warranty expenditure and a calculation of the future guarantee risk.

Restructuring reserve

In February 2009, Carrier ARW's distribution operation was acquired. In the acquired units, a number of restructuring programmes were ongoing. These programmes were completed in 2010. Similar restructuring programmes are ongoing in the acquired companies.

Parent company	2011	2010
Other current provisions	—	10 446
Total	—	10 446

Other provisions		
Net value at the start of the period	10 446	—
Provisions made during the period	—	10 446
Amounts utilised during the period	– 10 446	—
Net value at the period end	—	10 446

Note 32 Trade creditors and other liabilities

Group	2011	2010
Trade creditors	755 325	615 573
Advances from customers	3 700	3 201
Accrued expenses and prepaid income	268 776	207 933
Other current liabilities	115 250	94 223
Total	1 143 051	920 930

Note 33 Pledged assets

Group

For own liabilities and provisions	2011	2010
Shares	737 172	586 408
Floating charges	—	13 540
Total	737 172	599 948

Parent company

For own liabilities and provisions		
Shares in subsidiaries	72 569	72 569
Total	72 569	72 569

The Group's and the parent company's pledged assets constitute collateral for bank commitments such as loans and bank overdraft facilities in the Group's principal banks.

Note 34 Contingent commitments/ Contingent liabilities

Group	2011	2010
Undertakings towards pension institutions	5 502	6 129
Total	5 502	6 129

Parent company		
Guarantees in favour of Group companies	1 343 128	528 284
Total	1 343 128	528 284

The Group's contingent liabilities consist of undertakings towards pension institutions. The parent company's guarantee commitments are to banks for subsidiaries' credits.

Note 35 Acquisition of companies

2011

During the year, five acquisitions were carried out. The largest acquisition was Toshiba, where the distribution operation of Toshiba's products within air conditioning and heating in eleven European countries was acquired from Carrier Corporation. In addition, the French refrigeration wholesale company, Cofriset, was acquired from the American company, United Refrigeration. At the same time, the smaller British company, United Refrigeration UK, was acquired from the same vendor, the American company, United Refrigeration. An acquisition was also made of the Italian company, SCM Frigo, which was acquired from the company's founders. The Thai company, Beijer Grimm was created in connection with G & L Beijer's acquisition of Carriers ownership in its Thai wholesale operation. Harald Link is co-owner in Beijer Grimm, and has also joined G & L Beijer AB as a Board Member.

All the acquisitions were carried out in order to strengthen G & L Beijer's market positions and to increase sales within the Group's existing areas of operation. The total consideration for the acquisitions amounts to SEK 925M. The acquired companies and operations have operations within the Group's existing fields of activity, in which they have been included after the acquisitions. The operations acquired during the year have together affected the Group's net sales by approximately SEK 759M. Total annual sales of the acquired units amount to approximately SEK 2,186M. The acquisitions are also described in the Directors' Report.

Of the total consideration of SEK 925M, SEK 616M related to surplus values. Of these, 48 per cent will be tax-deductible on amortisation. During the year, acquisition costs amounted to SEK 6M.

Thailand

The acquisition, which was initiated in 2010, when G & L Beijer, together with B.Grimm Ltd, took over the assets in Carrier Corporation's refrigeration wholesale operation in Thailand, was completed during 2011. The operation reported sales of SEK 138M, has 54 employees and was owned indirectly in equal parts by Carrier and B.Grimm Ltd. The owner of B.Grimm Ltd is Harald Link, a Board Member in G & L Beijer. The acquisition price amounted to SEK 55.7M. Beijer's share of the consideration amounted to SEK 27.3M and relates to the net assets in the company. G & L Beijer has a controlling interest in the company. The operation is included in G & L Beijer's sales and operating result from 1 January 2011.

Italy

At the end of 2010, an acquisition agreement was signed where 51 per cent of the shares in the SCM Frigo group were acquired. The total acquisition price amounted to SEK 58M. The acquisition costs, which amounted to SEK 1M, are reported under other operating expenses. The operation is included in G & L Beijer's sales and operating result from 1 January 2011.

Europe/Toshiba

G & L Beijer acquired the distribution operation in eleven European countries for the Japanese company's, Toshiba, products within air conditioning and heating. The consideration amounted to SEK 630M. The acquisition costs, which amounted to SEK 4M, are reported under other operating expenses. The operation is included in G & L Beijer's sales and operating result from 1 October 2011.

France and the United Kingdom

G & L Beijer acquired United Refrigeration's refrigeration wholesale operations in France and the United Kingdom. The acquisitions relate to two companies, Cofriset in France and United Refrigeration in the United Kingdom. The consideration amounted to SEK 169M. The acquisition costs, which amount to SEK 1M, are reported under other operating expenses. The operations are included in G & L Beijer's sales and operating result from 1 October 2011.

Africa

In November 2011, G & L Beijer carried out carried out two acquisitions in South Africa and Mozambique. In South Africa, 100 per cent of Phoenix Racks (Pty) Ltd was acquired. Phoenix Racks manufactures customer-adapted refrigeration units. In Mozambique, G & L Beijer acquired a newly formed company which had acquired the assets in the company, Logos Industrias. Logos Industrias carries out refrigeration wholesale operations. Initially, G & L Beijer acquired 40 per cent of the newly formed company with an option to acquire the remaining 60 per cent within 24 months. The consideration amounted SEK 13M. The companies are included in the consolidated accounts from the fourth quarter of 2011.

Toshiba

The surplus value which has arisen in connection with the transaction is attributable to the distribution rights which give G & L Beijer a great opportunity to increase the sale of Toshiba's products in Beijer's existing markets. The company is included in Beijer's sales and operating result from 1 October 2011.

Sales which have affected the Group during the year	*242 385*
EBIT which has affected the Group during the year	*3 599*
Sales if the acquisition had been made at 1 January	*1 170 000*
EBIT if the acquisition had been made at 1 January	*111 000*

Cofriset

The intangible assets which arose in connection with the transaction are attributable to positive synergy effects and existing customer relationships which strengthens G & L Beijer's positions in the French market. Synergy effects primarily exist through purchasing and fixed costs. The company is included in Beijer's sales and operating result from 1 October 2011.

Sales which have affected the Group during the year	*118 529*
EBIT which has affected the Group during the year	*3 253*
Sales if the acquisition had been made at 1 January	*516 716*
EBIT if the acquisition had been made at 1 January	*16 089*

Other acquisitions

The intangible assets which arose in connection with the transactions were attributable to positive synergy effects and existing customer relationships which gave G & L Beijer a great opportunity to increase sales of the companies' products in Beijer's existing markets. The companies, SCM Frigo and Beijer Grimm, are included in Beijer's sales and operating result from 1 January 2011. United Refrigeration is included in Beijer's sales from 1 October 2011. The African companies, Phoenix Racks and Logos Industrias are included in the consolidated accounts from the fourth quarter of 2011.

Sales which have affected the Group during the year	*398 099*
EBIT which has affected the Group during the year	*31 880*
Sales if the acquisition had been made at 1 January	*499 399*
EBIT if the acquisition had been made at 1 January	*33 949*

Note 35 continues on page 72

Note 35 Acquisition of companies (cont.)

Toshiba

	Reported value in the acquired companies before the acquisition	*Actual value adjust-ment*	*Actual value in the Group*
Distribution rights	0	436 113	436 113
Inventories	340 253	0	340 253
Other current assets	1 061	0	1 061
Other operating liabilities	–147 930	0	–147 930
	193 384	436 113	629 497

Effect on the cash flow	
Consideration	629 497
	629 497

Cofriset

	Reported value in the acquired companies before the acquisition	*Actual value adjust-ment*	*Actual value in the Group*
Customer relationships	0	13 166	13 166
Goodwill	0	78 982	78 982
Tangible fixed assets	15 246	0	15 246
Inventories	116 340	0	116 340
Other current assets	96 801	0	96 801
Interest-bearing loans	–56 180	0	–56 180
Other operating liabilities	–97 493	–4 347	–101 841
	74 713	87 801	162 514

Effect on the cash flow	
Consideration	162 514
	162 514

Other

	Reported value in the acquired companies before the acquisition	*Actual value adjust-ment*	*Actual value in the Group*
Customer relationships	0	20 146	20 146
Goodwill	0	78 088	78 088
Other intangible assets	1 809	0	1 809
Tangible fixed assets	6 696	0	6 696
Inventories	98 070	0	98 070
Other current assets	40 266	0	40 266
Liquid funds	9 681	0	9 681
Other operating liabilities	–114 839	–6 423	–121 262
	41 683	91 811	133 494

Effect on the cash flow	
Consideration	133 494
Liquid funds in acquired companies	–9 681
	123 813

2010

No significant acquisitions were carried out during the year.

A small acquisition was made during the year when G & L Beijer together with B.Grimm Ltd acquired the assets in Carrier Corporation's refrigeration wholesale operation in Thailand. The operation is expected to report sales of SEK 130M and has around 50 employees. It was indirectly owned in equal parts by Carrier and B.Grimm Ltd. The owner of B.Grimm Ltd is Harald Link, who is a Board Member of G & L Beijer AB. Beijer's share of the purchase price amounts to SEK 28M and refers to the net assets in the company. G & L Beijer has controlling interest over the company. The acquisition has not had any influence on G & L Beijer's sales or results during 2010 and, therefore, no further information has been given.

Note 36 Divested operations

During December 2011, G & L Beijer divested the operation in its Swedish subsidiary, Asarum Industriaktiebolag (AIA) to the Italian LU-VE Group. G & L Beijer receives a consideration of SEK 29.1 in cash. AIA assets and liabilities were transferred at book value. The divestment of AIA was a move forward in G & L Beijer's strategy to consolidate the operation to the distribution of products within refrigeration and air conditioning. AIA's main operation is the manufacture of heat exchangers. AIA's external sales during G & L Beijer's ownership during 2011 amounted to SEK 50,9M and the average number of employees was 75. The operating result was SEK -4.4M. See the consolidated profit and loss account for further information, where the divestment and its consequences are shown separately.

Note 37 Transactions with related parties

In September, G & L Beijer acquired Toshiba's distribution operation within refrigeration, heating and air conditioning in eleven European countries from Carrier Corporation. As a result, G & L Beijer strengthens its positions in the European market. The transaction meant that Carrier transferred staff and net assets to G & L Beijer. The operation has around 160 employees. The acquired operation is included in G & L Beijer's accounts from 1 October 2011. The total consideration amounted to SEK 630M. The acquired net assets, which mainly consist of inventory assets and operating liabilities, amounted to SEK 194M and the surplus value was SEK 436M. During 2011, the acquisition affected the Group's net sales by SEK 242M. The acquisition would have affected the Group's net sales by approximately SEK 1,170M had it been included in the Group for the full year. The Board of Directors has obtained a fairness opinion from a third party, Deloitte, as support for ensuring that the acquisition has been carried out on market terms. Carrier's Members of the Board, William Striebe and Philippe Delpech, have not participated in either the Board's treatment of the acquisition or the decision about the acquisition.

Purchase of goods is made on normal commercial terms from Carrier which is an owner company. During the year, purchases at a value of SEK 74.9M were made. Sales to Carrier are also made on normal commercial terms. During the year, sales at a value of SEK 114.1M were made.

During 2011, the equivalent of SEK 22M was paid to Carrier as final payment for the acquisition of Refrigo/Beijer Grimm. A valuation of the acquisition was made on market terms.

Remuneration of senior executives is shown in Note 6.

Note 38 Events after the balance sheet date

After the end of the financial year, G & L Beijer acquired the Norwegian company, Ecofrigo, in January 2012. The company is project-oriented within the distribution of environment-friendly refrigeration units and refrigerants. Ecofrigo reports sales of approximately SEK 35M and the company has six employees. Ecofrigo is included in G & L Beijer's accounts from January 2012.

Note 39 Transactions with holders with no controlling influence

	2011	*2010*
Reported value of acquired share of holdings with no controlling influence	– 386	–
Share of the year's result	10 038	– 968
Translation difference	460	7
Acquisition of holdings with no controlling influence	26 678	575
Closing balance	36 790	– 386

To the Annual Meeting of the shareholders of G & L Beijer AB (publ)
Corporate identity number 556040-8113

Report on the annual accounts and consolidated accounts

We have audited the annual accounts and consolidated accounts of G & L Beijer g AB (publ) for the year 2011. The annual accounts and consolidated accounts of the company are included in the printed version of this document on pages 36-73.

Responsibilities of the Board of Directors and the Managing Director for the annual accounts and consolidated accounts
The Board of Directors and the Managing Director are responsible for the preparation and fair presentation of these annual accounts and consolidated accounts in accordance with International Financial Reporting Standards , as adopted by the EU, and the Annual Accounts Act, and for such internal control as the Board of Directors and the Managing Director determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility
Our responsibility is to express an opinion on these annual accounts and consolidated accounts based on our audit. We conducted our audit in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the annual accounts and consolidated accounts are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts and consolidated accounts. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the annual accounts and consolidated accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors and the Managing Director, as well as evaluating the overall presentation of the annual accounts and consolidated accounts. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinions
In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the parent company as of 31 December 2011 and of its financial performance and its cash flows for the year then ended in accordance with the Annual Accounts Act, and the consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the group as of 31 December 2011 and of their financial performance and cash flows in accordance with International Financial Reporting Standards, as adopted by the EU, and the Annual Accounts Act. A corporate governance statement has been prepared. The statutory administration report and the corporate governance statement are consistent with the other parts of the annual accounts and consolidated accounts. We therefore recommend that the annual meeting of shareholders adopt the income statement and balance sheet for the parent company and the group.

Report on other legal and regulatory requirements

In addition to our audit of the annual accounts and consolidated accounts, we have examined the proposed appropriations of the company's profit or loss and the administration of the Board of Directors and the Managing Director of G & L Beijer AB (publ) for the year 2011.

Responsibilities of the Board of Directors and the Managing Director
The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss and the Board of Directors and the Managing Director are responsible for administration under the Companies Act.

Auditor's responsibility
Our responsibility is to express an opinion with reasonable assurance on the proposed appropriations of the company's profit or loss and on the administration based on our audit. We conducted the audit in accordance with generally accepted auditing standards in Sweden. As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss, we examined the Board of Directors' reasoned statement and a selection of supporting evidence in order to be able to assess whether the proposal is in accordance with the Companies Act. As a basis for our opinion concerning discharge from liability, in addition to our audit of the annual accounts and consolidated accounts, we examined significant decisions, actions taken and circumstances of the company in order to determine whether any member of the Board of Directors or the Managing Director is liable to the company. We also examined whether any member of the Board of Directors or the Managing Director has, in any other way, acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Opinions
We recommend to the annual meeting of shareholders that the profit be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year.

Malmö 23 March 2012
PricewaterhouseCoopers AB

Mikael Eriksson Authorised Public Accountant Auditor in charge	Cecilia Andrén Dorselius Authorised Public Accountant

sek m	2011	2010	2009	2008	2007
Sales and results (1)					
Net sales	5 846.4	4 991.9	4 757.8	2 714.1	2 520.6
Other operating income, etc	11.9	11.0	9.7	36.1	4.6
Operating expenses excluding amortisation and depreciation	–5 379.0	–4 623.5	–4 447.3	–2 469.9	–2 252.9
Amortisation and depreciation	–46.8	–35.0	–40.1	–29.6	–29.1
Operating profit	432.5	343.5	280.1	250.7	243.2
Net interest income and expenses	42.7	–6.4	–17.0	–20.3	–22.8
Other financial income and expenses	12.7	8.0	7.4	9.4	10.3
Profit before taxes and non-controlling interests	487.9	345.0	270.5	239.8	230.7
Taxes	–113.8	–86.3	–78.4	–51.9	–55.2
Profit for the year	374.0	258.7	192.1	187.9	175.5
Attributable to:					
Parent company's shareholders	364.0	259.7	192.1	187.9	175.1
Non-controlling interests	10.0	–1.0	—	—	0.3
Capital structure					
Cash and bank including unutilised bank overdraft facilities	677.2	478.4	537.6	192.7	199.4
Shareholders' equity	2 433.4	2 358.7	2 175.5	990.0	726.9
Capital employed (2)	3 820.1	2 931.3	2 910.3	1 712.0	1 429.1
Capital employed in operations (3)	3 461.5	2 201.5	2 443.4	1 573.8	1 322.2
Interest-bearing liabilities	1 379.5	569.7	734.0	722.0	698.8
Total assets	5 088.0	3 968.6	4 006.9	2 218.8	1 985.1
Key figures (4)					
Equity ratio, % (5)	47.8	59.4	54.3	44.6	36.6
Return on equity after full tax, % (6)	15.6	17.6	12.1	21.9	27.8
Return on capital employed, % (7)	14.9	17.2	12.6	17.2	20.3
Return on capital employed in operations, % (8)	15.3	20.8	13.9	17.3	20.7
Interest coverage ratio (9)	30.7	22.4	14.1	8.8	9.5
Debt ratio (10)	0.6	0.2	0.3	0.7	1.0
Profit margin, % (11)	8.3	9.6	5.7	8.8	9.2
Other information (1)					
Average number of employees	1 867	1 574	1 591	852	780
of whom outside Sweden	1 761	1 468	1 387	630	550
Payroll excluding social security contributions	655.0	617.8	608.7	338.7	295.0
of whom outside Sweden	580.9	534.0	526.2	255.9	210.0
Investments intangible and intangible fixed assets including acquisitions	1 004.8	36.3	1 132.5	64.2	262.9

Definitions

(1) Relates to the remaining operation.
(2) Total assets minus non-interest-bearing liabilities including deferred tax.
(3) Capital employed minus liquid funds, financial assets and other interest-bearing assets.
(4) The profit/loss items in the Group's key figures relate to remaining operations for all periods. For 2010, the capital gain on the divestment of Beijer Tech is also included, except in the calculation of interest coverage ratio. The comparative figures of the balance sheet items have not been changed.
(5) Shareholders' equity including holdings with no controlling influence as a percentage of total assets.
(6) Profit after deduction for full tax as a percentage of average equity.
(7) Profit before taxes and holdings with no controlling influence plus financial costs as a percentage of average capital employed.
(8) Operating profit as a percentage of average capital employed in operations.
(9) Profit before taxes and holdings with no controlling influence plus financial costs divided by financial costs.
(10) Interest-bearing liabilities divided by equity.
(11) Profit before taxes and holdings with no controlling influence as a percentage of net sales for the year.

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ANNUAL MEETING

The Annual Meeting of shareholders will be held at 3 pm on Thursday 26 April 2012 in Malmö Börshus, Skeppsbron 2, Malmö, Sweden.

Right to participate in the Annual Meeting of shareholders

In accordance with the Simplified Share Handling Act, with which the company complies, shareholders who wish to participate in the Annual Meeting of shareholders must be entered in the Register of Shareholders maintained by Euroclear Sweden AB, not later than 20 April 2012.
To be entitled to vote at the Annual Meeting, shareholders whose shares are nominee-registered through the trust department in a bank or private securities brokerage company must re-register their shares temporarily in their own name with the Euroclear.

Notification

Shareholders who wish to participate in the Annual Meeting must notify the Board of Directors not later than noon on 20 April 2012 by mail to: G & L Beijer AB, Norra Vallgatan 70, SE-211 22 Malmö, Sweden; or by telephone +46 40-35 89 00; or by e-mail to linda.prahl@gl.beijer.se.
For information about the details required in a notification by e-mail, visit our website www.beijers.com.

Dividend

The Board of Directors proposes a dividend of SEK 9.00 per share for the 2011 financial year and 2 May 2012 as the record day. Payment is expected to be remitted by Euroclear on 7 May 2012.

Financial information 2012

- The Interim Report for the first quarter will be published on 25 April 2012.
- The Interim Report for the second quarter will be published on 17 July 2012.
- The Interim Report for the third quarter will be published on 19 October 2012.
- The Year-End Report for 2011 will be published in February 2013.
- The Annual Report for 2012 will be published in April 2013.

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