



## **Lindab adds new sales channels within Ventilation**

Lindab opened its first unmanned branch with self-scanning in Gent, Belgium, earlier this week. The innovative sales concept, *Flexi Shop*, has been developed and successfully employed by a Belgian company that was acquired by Lindab in May.

President and CEO, David Brodetsky comments:

"Flexi Shop is an excellent complement to our manned branches. It is entirely in line with our aim of making life easier for our customers and giving them the best service. Thanks to the Flexi Shop being open 24/7, our customers can plan their working day and pick up their goods when it best suits them and their customers.

We have strong focus on expanding and developing the sales channels within the Ventilation business area and this is just one of many examples. I can also mention that we have added new selling points in Lille and Bordeaux, France, and that we will be opening a new branch on the island of Gotland, Sweden."

**END**

The information here is that which Lindab International AB has willingly chosen to make public or that which it is obliged to make public according to the Swedish Securities Market Act and/or the Financial Instruments Trading Act.

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### **Lindab - A Ventilation and Building Products company:**

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

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

The Group had net sales of SEK 6,527 m in 2010, was established in 31 countries and had approximately 4,400 employees. The main market is non-residential construction, which accounts for 80 percent of sales, while residential accounts for 20 percent of sales. During 2010, the Nordic market

accounted for 45 percent, CEE/CIS (Central and Eastern Europe as well as other former Soviet states) for 22 percent, Western Europe for 29 percent and other markets for 4 percent of total sales.

The share is listed on the Nasdaq OMX Nordic Exchange, Stockholm, Mid Cap, under the ticker symbol LIAB. For more information visit [www.lindabgroup.com](http://www.lindabgroup.com).