

Lindab's Capital Markets Day: Focused journey towards increased profitability

Lindab's Capital Markets Day was centred on the strategy implementation and the road from 6 percent to 10 percent EBIT margin, which is the target for 2014.

President and CEO David Brodetsky commented: "The current focus is on the full realisation of our strategy. In brief, this entails focusing on our strengths, ensuring a well-balanced geographic footprint, as well as further harnessing the energy efficiency trend. The gap from our current 6 percent EBIT margin to the 10 percent target is expected to be filled by approximately two percent from efficiency improvements (including the cost plan announced in January 2012) and by approximately two percent from focused sales initiatives.

The three Business area Managers presented the key activities within their areas.

Nils-Johan Andersson, Ventilation, highlighted growth areas within distribution and product development, project sales and the recent acquisition of Polish firm Centrum Klima. On the efficiency side, Nils-Johan emphasised correction of underperforming units, shift of production to low cost regions, as well as consolidation within production.

Peter Andsberg, Building Components, summarised the key growth activities within his business area: Strengthened offering and route-to-market in the Nordics (including the acquisition of Plannja's sandwich panel business), Lindab Center concept in the CEE and residential sales in Western European markets. The efficiency improvements include consolidation of production in the Nordics, improved cost structure in the CEE, raw material optimisation and improving the performance of the lowest performing units.

Hans Berger, Building Systems, presented the following key growth activities for the business area: Expansion in Russia, addition of a new small building concept, expanded Builder-Dealer coverage and a Builder activation programme. With regards to efficiency improvements, Hans highlighted production capacity consolidation as well as automation of manufacturing operations.

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.

Contacts:

LINDAB

David Brodetsky, CEO
Email: david.brodetsky@lindab.com
Mobile: +46 (0)73 274 5418

[The full presentation material can be found on the website.](#)

To access the telephone conference, please call UK +44 (0) 2071 086 303 a few minutes before the scheduled start. Alternatively, call the Swedish number + 46 (0) 850 562 932.

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 sales revenue of SEK 6,878 m in 2011, was established in 31 countries and had approximately 4,300 employees. The main market is non-residential construction, which accounts for 80 percent of sales, while residential accounts for 20 percent of sales. During 2011, the Nordic market accounted for 46 percent, CEE/CIS (Central and Eastern Europe as well as other former Soviet states) for 23 percent, Western Europe for 28 percent and other markets for 3 percent of total sales.

The share is listed on the Nasdaq OMX Nordic Exchange, Stockholm, Mid Cap. For more information visit www.lindabgroup.com