

Magnet

Magnet TRADE

Gower

Alca Cantà
KEITTIÖT

PARMA
KEITTIÖT

PETRA
KEITTIÖT

netto
KEITTIÖT

HH

INVITA

uno form

GÖR DET SELV

INTUO

Marbodal

myresjökök

NOREMA

sigdal

ewe
KITCHEN SYSTEMS

FM
FRI & FRIEZE KITCHENS

**OPTI
FIT**
Die Küche - Das Bad

**poggen
pohl**

hygena

**Interior
Solutions**



nobia

Interim report Q2

19 July 2011



Q2 2011

Stronger margins in a weakened market



Q2: Group results in brief

- Net sales 3 559 m (3 796)
- Organic growth 1% (-3)
- Gross margin 40.0 % (39.6)
- EBIT 241 m (195)
- EBIT margin 6.8 % (5.1)
- Restructuring costs totalled 24 m (30)
- Profit after tax incl. restructuring costs 137 m (113)
- EPS including restructuring costs 0.82 (0.68)
- 10 m net currency effects on EBIT (-5)
- Operating cash flow 96 m (310)

Excluding restructuring costs

Currency=SEK

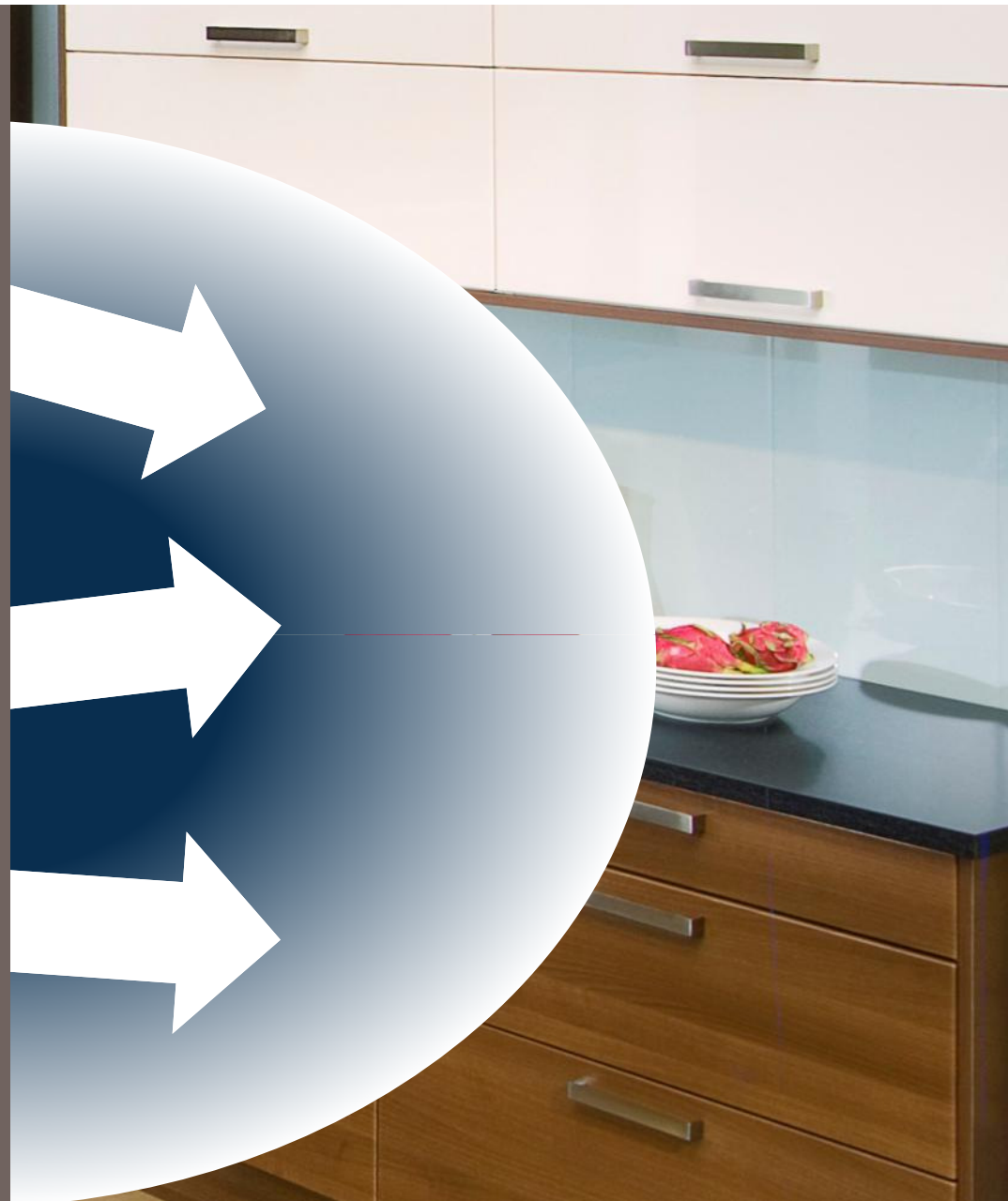


Market trends

UK

Nordic

CE



UK region
organic growth

-8%



UK region in Q2

- Lower volumes in all channels
- Stable price levels
- Material prices and sales mix effects impacting gross margin
- Cost cutting measures supporting EBIT margin



	2010 Apr-Jun	2011 Apr-Jun
Net sales SEK m	1 360	1 137
Gross margin	39.9%	37.8%
EBIT SEK m	98	57
EBIT margin	7.2%	5.0%

Excluding restructuring costs

Nordic region
organic growth

+8%



Nordic region Q2

- High volumes mainly in new-build
- Increased price levels
- Sales mix effect burdening gross margin



	2010 Apr-Jun	2011 Apr-Jun
Net sales SEK m	1 401	1 432
Gross margin	39.3%	38.6%
EBIT SEK m	115	159
EBIT margin	8.2%	11.1%

Excluding restructuring costs

Continental Europe
region

+3%

Continental Europe region Q2

- Price and mix effects driving sales and gross margin
- Cost-cutting measures supporting margins



	2010 Apr-Jun	2011 Apr-Jun
Net sales SEK m	1 040	993
Gross margin	38.5%	41.7%
EBIT SEK m	10	41
EBIT margin	1.0%	4.1%

Excluding restructuring costs

Group EBIT
margin

6.8 %

Q2: Group earnings trend



Positive factors

- Increased Nordic sales
- Price and mix effects
- Cost-cutting measures



Negative factor

- Lower volumes outside Nordics
- Increased raw material prices

SEK m	2010 Apr-Jun	2011 Apr-Jun
Gross margin	39.6%	40.0%
EBIT SEK m	195	241
EBIT margin	5.1%	6.8%

Excluding restructuring costs

Debt/equity ratio

43 %



Financial position

Operating cash flow

- Increased profit improvement supporting cash flow
- Reduced prepayments in France and the UK

Net debt

- Further reduced by repayments

SEK m	2010 Apr-Jun	2011 Apr-Jun
Change in working capital	114	-129
Operating cash flow	310	96

SEK m	2010 30 June	2011 30 June
Net debt	1 896	1 541
- of which pensions	655	557
Net debt/equity	50%	43%

Q & A

Next report: 27 October

