

nobia

Interim report Q2

19 July 2010



Improved operating margin

Sales impacted by weak market, negative currency effects,
Pronorm divestment and Hygena

- Net sales 3,796 m (4,291)
- Organic growth -3%

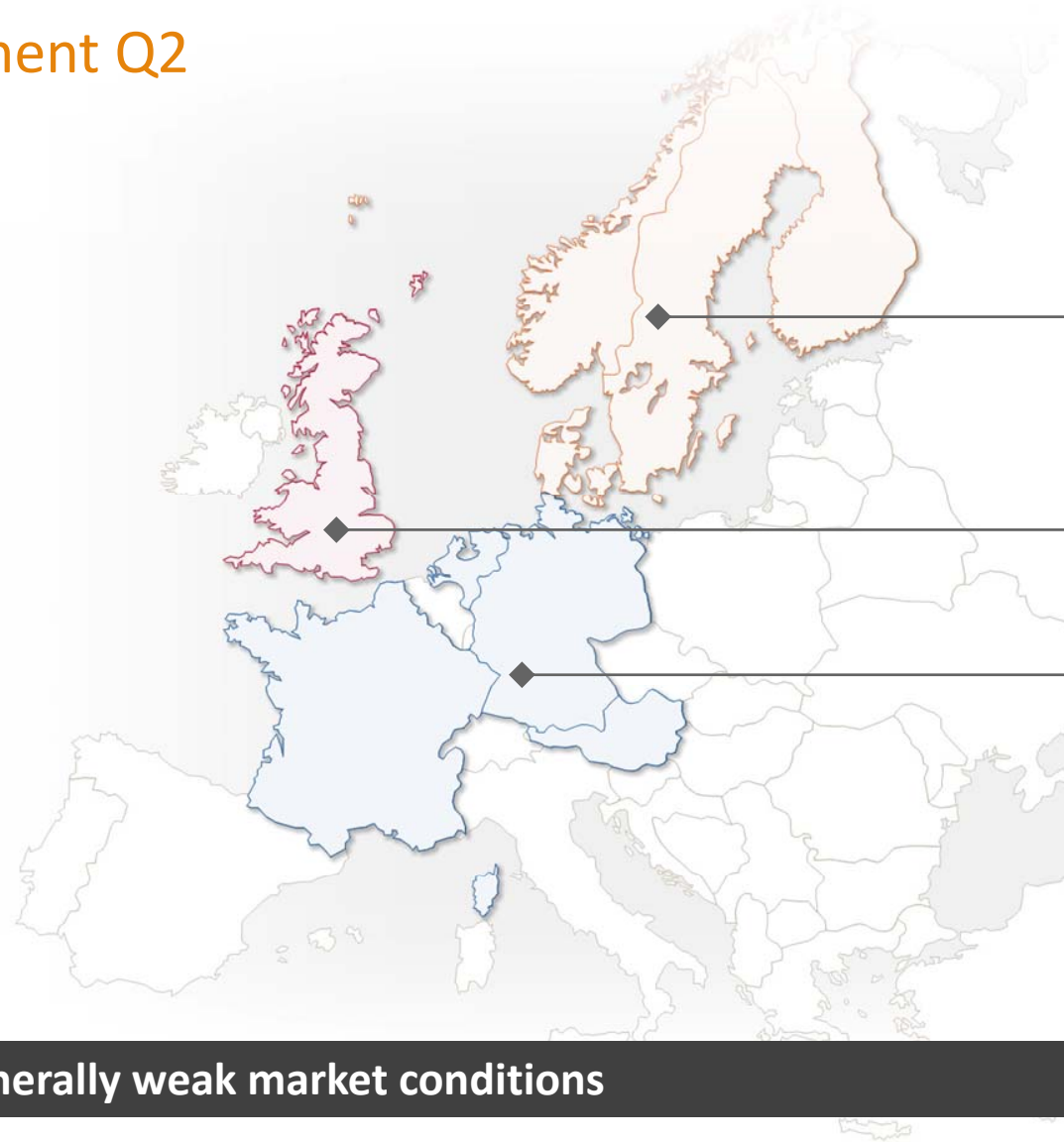
Internal efficiency improvements

- Gross margin 39.6% (36.8)
 - EBIT 195 m (107)
 - EBIT margin 5.1% (2.5)
 - Restructuring costs totalled 30 m (30)
 - Profit after tax incl. restructuring costs 113 m (39)
 - EPS including structural costs 0.68 (0.23)
 - Zero net currency effects
-
- Operating cash flow 310 m (456)

Currency=SEK



Market development Q2



Slight improvement, esp.
new-builds in Finland and
somewhat in Sweden

Marginal improvement

Comparable with last year

Generally weak market conditions

UK region in Q2

	2010 Apr-Jun	2009 Apr-Jun
Net sales SEK m	1,360	1,494
Gross margin	39.9%	35.6%
EBIT SEK m	98	26
EBIT margin	7.2%	1.7%

- Organic growth -1%
- Negative sales growth in DIY channel, other channels up
- June weaker due to consumer uncertainty
- Better sales mix, price increases and cost reductions improved margins
- Restructuring costs of SEK 9 m due to organisational changes

Excluding restructuring costs



Nordic region Q2

	2010 Apr-Jun	2009 Apr-Jun
Net sales SEK m	1,401	1,499
Gross margin	39.3%	36.2%
EBIT SEK m	115	91
EBIT margin	8.2%	6.1%

Excluding restructuring costs



- Organic growth -3%
- Improved sales in Finnish new-build projects
- Strengthened position for HTH DIY concept
- Positive effects from structural measures in 2009
- Negotiations underway at Älmhult plant in Sweden



Continental Europe region Q2

	2010 Apr-Jun	2009 Apr-Jun
Net sales SEK m	1,040	1,325
Gross margin	38.5%	39.3%
EBIT SEK m	10	24
EBIT margin	1.0%	1.8%

Excluding restructuring costs



- Organic growth -6%
- Weak order intake in France Q1 resulted in lower sales Q2
- Progress made in Hygena restructuring
- Restructuring costs SEK 21 m attributable to Hygena

poggen
pohl

ewe
...auf der richtigen Seite

FM
DER KÖCHEN FAMILIE

hygena

OPTI
FIT
Die Küche - Das Bad

Profit development

SEK m	2010 Apr-Jun	2009 Apr-Jun
Gross margin	39.6%	36.8%
EBIT SEK m	195	107
EBIT margin	5.1%	2.5%

Excluding restructuring costs



Positive factors

- Lower costs
- Increased sales prices
- Better sales mix



Negative factor

- Lower sales

Financial position

SEK m	2010 Apr-Jun	2009 Apr-Jun
Change in working capital	114	258
Investments	86	66
Operating cash flow	310	456

SEK m	2010 30 Jun	2009 30 Jun
Net debt	1,896	2,769
Net debt/equity	50%	68%

Operating cash flow

- Continued reduction of working capital

Net debt

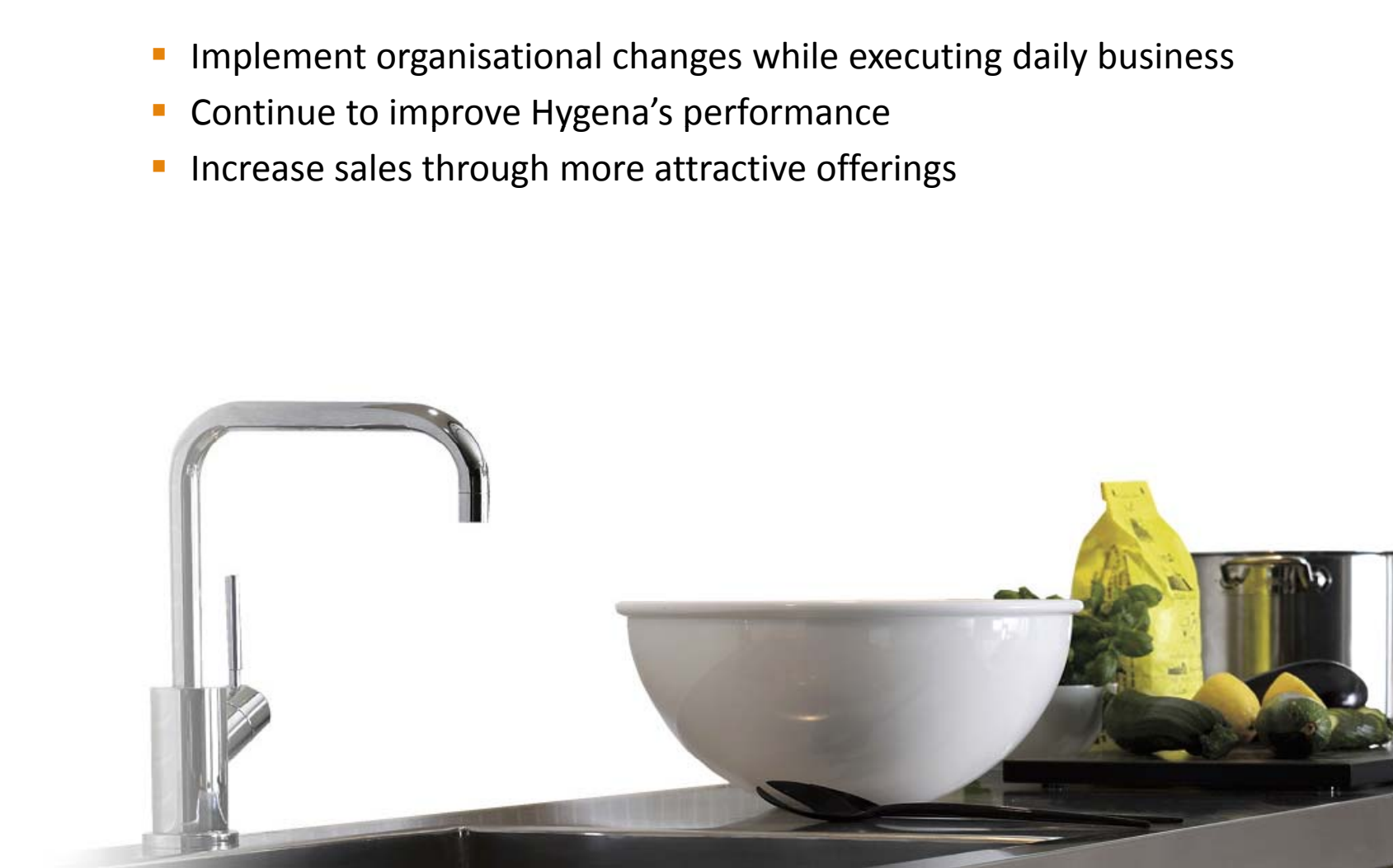
- Improved due to further amortisation

Five-year loan agreements in place

- Bank consortium: SEK 2,000 m
- Svensk Exportkredit: SEK 800 m

Main priorities

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



Next report
Friday, 22 October

Q&A session

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

