



BE Group AB (publ)

Year-end report 2010

Malmö, February 9, 2011

## BE GROUP

### Earnings improved despite weak ending to the year

#### FOURTH QUARTER 2010

- Net sales rose by 37 percent compared with the year-earlier period, amounting to SEK 1,383 M (1,011). Shipped tonnage rose by 21 percent.
- The operating result improved to a loss of SEK 8 M (33) as a consequence of increased sales and lower inventory losses of SEK 15 M (32). The loss after tax was SEK 18 M (35).
- Underlying EBITA<sup>1)</sup> rose to SEK 11 M (9), while, as in 2009, the underlying EBITA margin amounted to 0.8 percent.
- Earnings per share<sup>2)</sup> were negative in the amount of SEK 0.37 (0.71) and underlying earnings per share<sup>2)</sup> were negative in the amount of SEK 0.13 (0.09).
- As a further step in BE Group's strategy to move forward in the value chain, Lecor Stålteknik was acquired in October.
- The Board of Directors of BE Group AB appointed Roger Johansson as the new President of the company as of January 1, 2011.

#### FULL-YEAR 2010

- Net sales amounted to SEK 5,129 M (4,308), which represents an increase of 19 percent.
- The operating result improved to SEK 98 M (loss 266), including inventory gains of SEK 23 M (losses 255).
- Underlying EBITA<sup>1)</sup> amounted to SEK 87 M (4) and the underlying EBITA margin to 1.7 percent (0.1).
- Earnings per share<sup>2)</sup> rose to SEK 0.58 (loss 5.00) and underlying earnings per share<sup>2)</sup> were SEK 0.24 (loss 0.99).
- The Board of Directors proposes that no dividend (–) be paid to shareholders for the 2010 financial year.

1) Definitions page 18.

2) Earnings per share are both before and after dilution.

**BE Group**, listed on the Nasdaq OMX Stockholm, is one of the leading trading and service companies for steel and other metals in Europe. The Group has about 10,000 customers, primarily in the construction and engineering industries. BE Group provides various forms of service for steel, stainless steel and aluminium applications. In 2010, the company reported sales totalling SEK 5.1 billion. BE Group has about 900 employees in nine countries in northern Europe, where Sweden and Finland are its largest markets. The head office is located in Malmö, Sweden. Read more about BE Group at [www.begroup.com](http://www.begroup.com)

## Market and business environment

During 2010, global production of steel rose in comparison with 2009. According to statistics from the World Steel Association (WSA), global steel production amounted to 1,414 million tonnes, representing an increase of 15 percent compared with 2009. China, which accounts for 44 percent of total production, showed a nine percent increase. In the EU, production rose by 25 percent over the preceding year.

Sales in the European steel distribution sector rose in the first half of 2010 but, following the seasonal decline during the summer vacation period, returned to the level established in the second quarter and were weak in the end of the year.

Developments in BE Group's markets have essentially reflected the development in the European distribution market. Shipped tonnage per day increased in the second quarter and, taking into account seasonal declines during the summer and in December, remained largely at that level over the rest of the year. The decline in December, in combination with an overall downward price trend and unfavorable sales mix, affected the margin negatively and resulted in a weak ending of the year for BE Group.

## Outlook for 2011

In its latest forecast, published in October, the WSA foresaw continued recovery in the steel market in 2011. Apparent steel consumption (that is, including inventory build-up among manufacturers and distributors) in the global market is forecast to rise by five percent. In the EU, the increase is expected to be six percent.

In 2011, based on forecast levels of activity among customers, BE Group expects an improvement in demand from the level in the fourth quarter.

Purchase prices have risen in early 2011. BE Group forecasts an increase of sales prices in 2011. Currently, the increase is mainly the result of substantially raised prices for raw materials among steel producers. The longer-term price trend is dependent on the continued demand trend combined with the steel producers' production levels.

## Areas of strategic focus

BE Group is continuing its long-term efforts to increase the service content in its offering to customers. As part of this development, the Swedish company Lecor Stålteknik was acquired in the fourth quarter of 2010.

Conscious measures are also being implemented to increase sales and the level of service to customers with operations in several of the Group's

markets. This strategic focus entails continued efforts and investments to be able to generate increased added value both for the Group and its customers.

In addition, several activities are in progress to enhance efficiency, including continued improvements in material flows and inventory control. This is intended to safeguard profitable growth with efficient use of capital.

## Development in the fourth quarter of 2010

### Group

On the whole, over large parts of the fourth quarter, demand maintained the level established in the second quarter of 2010. In the latter part of the quarter, demand was affected by a downturn in line with the seasonal pattern. In addition, the general market situation with some uncertainty regarding steel price trends, is judged to have impacted demand negatively.

BE Group's sales for the fourth quarter rose by 37 percent compared with the corresponding period in 2009 and amounted to SEK 1,383 M (1,011). The increase is attributable to an increase in tonnage of 21 percentage points, positive price and mix effects amounting to 17 percentage points and an acquisition effect of four percentage points. Currency effects impacted sales negatively by five percentage points.

The average sales price was up 13 percent on the year-earlier period and amounted to SEK 10.98 per kg (9.70). Compared with the third quarter, the average sales price was largely unchanged. The general price trend over the quarter pointed downwards. By means of an increased service component, BE Group managed to maintain the price level from the third quarter.

Consolidated gross profit amounted to SEK 169 M (119), corresponding to a gross margin of 12.2 percent (11.7). Profits were impacted negatively by inventory losses of SEK 15 M (32). The underlying gross margin declined to 13.2 percent (14.6), mainly due to an increased share of direct sales in the Swedish operations, combined with general pressure on margins in all sales channels.

EBITA improved to a loss of SEK 4 M (31). Underlying EBITA rose to SEK 11 M (9). Earnings were affected positively by the acquisition of Lecor Stålteknik which was consolidated into the Group as of October.

The quarter's earnings were impacted negatively by the lower underlying gross margin. Earnings were also burdened by costs of SEK 8 M for bad debt and acquisition costs of SEK 5 M. The EBITA

## Net sales and earnings trend

(SEK M)	Outcome Oct-Dec
<b>Net sales 2009</b>	<b>1,011</b>
<b>Net sales 2010</b>	<b>1,383</b>
<b>Operating loss 2009</b>	<b>-33</b>
Reversal of amortization of intangible assets	2
<b>EBITA 2009</b>	<b>-31</b>
Items affecting comparability	8
Inventory losses	32
<b>Underlying EBITA 2009</b>	<b>9</b>
Tonnage-, price-, mix- and gross margin	34
Changes in overheads, etc.	-32
<b>Underlying EBITA 2010</b>	<b>11</b>
Inventory losses	-15
<b>EBITA 2010</b>	<b>-4</b>
Less amortization of intangible assets	-4
<b>Operating loss 2010</b>	<b>-8</b>

margin was, as previous year, negative, while the underlying EBITA margin was 0.8 percent (0.8).

### Sales by sales channel

BE Group's sales are divided between three sales channels: inventory sales, service sales and direct sales. Of total net sales for the fourth quarter, shipments from Group facilities accounted for 80 percent (81), which is broken down as follows: inventory sales 51 percentage points (55) and service sales 29 percentage points (26). The increase in the proportion of service sales is attributable to the acquisition of Lecor Stålteknik and the relatively higher proportion of sales in the Finnish operation, where the service part is larger

### Sales trend in commercial steel

Net sales of commercial steel amounted to SEK 991 M (735), which represents an increase of 35 percent. Expressed in terms of tonnage, sales increased by 21 percent. Overall, commercial steel accounted for 72 percent (73) of BE Group's net sales.

The price trend for commercial steel pointed downwards over the quarter. The average sales price per kg amounted to SEK 8.49, representing a decline of two percent compared with the third quarter. Compared with the corresponding quarter in 2009, the increase was eleven percent.

### Sales trend in stainless steel

Compared with the year-earlier period, BE Group's sales of stainless steel in the fourth quarter rose 13 percent and amounted to SEK 213 M (188). The proportion of net sales represented by stainless steel decreased to 15 percent (19). Shipped tonnage was of a level comparable to that in the year-earlier period.

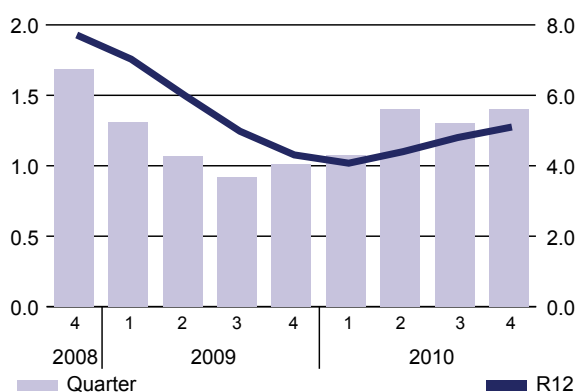
The average sales price for stainless steel remained largely at the same level as in the third quarter. As a consequence of higher prices for nickel and other alloy metals, the sales price during the quarter was 13 percent higher than in the fourth quarter of 2009.

### Sales by customer segment

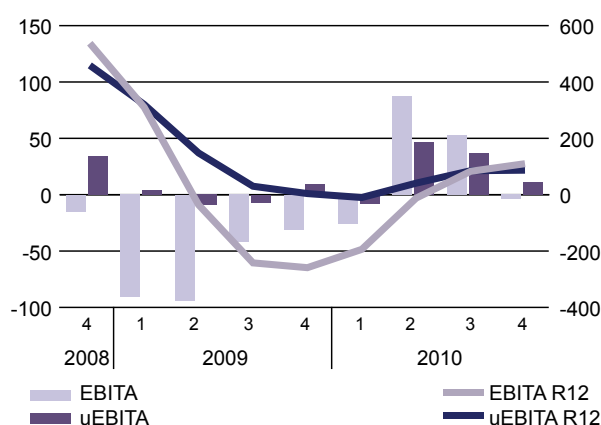
As of 2010, BE Group follows up sales in accordance with a new customer segmentation: project-based customers, OEMs and their partner suppliers, retailers and pre-processing companies.

In the fourth quarter, OEM customers accounted for the largest share of sales at 54 percent; project customers for 22 percent; pre-processing companies for 15 percent; and retailers for nine percent.

**Net sales (SEK Bn)**  
Quarter and rolling 12 months



**EBITA (SEK M)**  
Quarter and rolling 12 months



## Business areas

BE Group's operational structure has been changed, with the Danish operations now being reported within Business Area Sweden rather than Business Area CEE. This change was implemented as of January 1, 2010. The financial statistics for 2009 have therefore been recalculated to reflect this change and are available on the company's website.

### Business area Sweden

For Business Area Sweden, demand during most of the quarter remained largely at the level established in the second quarter. Towards the end of the quarter, a downturn occurred in accordance with the seasonal pattern.

The higher level of activity observed among major engineering customers in 2010 has yet to be seen fully among smaller engineering customers. Sales have also been impacted negatively by the unfavorable winter weather in December.

Net sales rose by 30 percent compared with the corresponding quarter in 2009, amounting to SEK 668 M (513). The improvement is primarily attributable to a 15 percent increase in tonnage. The sales price rose by 12 percent. Compared with the third quarter, shipped tonnage rose by 17 percent, while the sales price remained largely unchanged.

EBITA amounted to SEK 11 M (11) with inventory losses amounting to SEK 5 M (8). In 2009, earnings were also burdened with non-recurring items of SEK 8 M. Taking these adjustments into account, underlying EBITA amounted to SEK 16 M (27). Earnings were affected positively by the increase in tonnage but negatively by a higher proportion of transactions in the direct sales channel. In addition, overheads were higher than in 2009.

In October 2010, BE Group acquired all of the

shares in steel construction company Lecor Stålteknik AB, with 26 employees in Kungälv, Sweden. For the most recent fiscal year of operations, which ended in June, the company's sales amounted to SEK 146 M and its operating profit was SEK 13 M.

The acquisition is in line with BE Group's strategy to strengthen and broaden its production service offering. The purchase consideration for the shares totaled SEK 84 M, of which SEK 28 M was paid in connection with the transfer of operations, with the remainder being divided equally and paid in the first and third quarters of 2011. On the transfer of operations, the company held net cash and equivalents of SEK 12 M. The acquisition is being financed within BE Group's existing credit facilities.

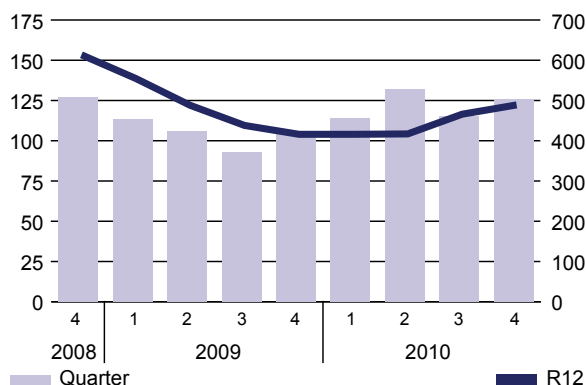
During the fourth quarter, BE Group prepared a provisional balance sheet in connection with the transfer. The fair value of the net assets over which BE Group has assumed control is SEK 17 M. The surplus value of SEK 67 M consists of goodwill attributable to the company's market position. The provisional balance sheet in connection with the transfer will be completed during 2011.

The integration of Lecor Stålteknik is progressing according to plan and the acquisition had a positive effect on the business area's earnings for the fourth quarter.

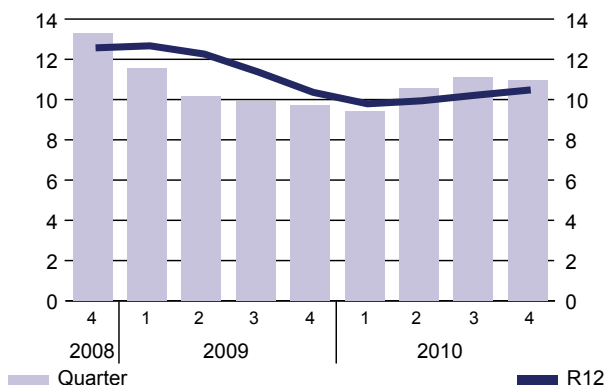
A decision has been made that Lecor Stålteknik will invest SEK 36 M in 2011 in a new production facility for prefabricated construction steel to meet increasing demand from the construction industry for steel frameworks for major projects. The new facility is expected to enter operation during the third quarter of 2011.

Lecor Stålteknik's know-how in design, production, project management and technology

**Tonnage (tonnes, thousands)**  
Quarter and rolling 12 months



**Average sales price (SEK/kg)**  
Quarter and rolling 12 months



strengthens BE Group's market position and the acquisition will create new opportunities for competitive deliveries of advanced steel structures.

#### *Business Area Finland*

In Finland, demand from the engineering sector remained at the level established earlier in the year. During the quarter, uncertainty regarding future steel price trends had a negative impact on demand, leading to a declining price trend and pressure on margins. Net sales amounted to SEK 479 M (327), which represents an increase of 47 percent. Shipped tonnage rose by 41 percent and the average sales price in EUR rose by 17 percent. Compared with the third quarter, the average sales price fell by three percent.

EBITA improved to SEK 7 M (loss 16). The decline in price led to inventory losses of SEK 8 M (15) for the quarter, and underlying EBITA amounted to SEK 15 M (loss 1). The improvement in earnings was mainly due to the increase in tonnage.

Overheads have risen, mainly due to an increase in tonnage-related variable costs. Furthermore, production capacity has been increased to meet higher customer demand in the first quarter of 2011.

During the period, a decision was made to invest in a further extension of the Group's production service capacity at its facility in Lahti. The investment allows BE Group to meet the Finnish market's demands for increasingly advanced production services. The investment totals SEK 14 M, with the improvements being brought into use in production at the end of the second quarter.

#### *Business Area CEE*

The markets in Central and Eastern Europe have continued to show recovery and the business area's net sales rose by 32 percent to SEK 258 M (196). Shipped tonnage rose by five percent. The average sales price continued to rise and was up 26 percent on the year-earlier period and up two percent on the third quarter.

EBITA improved to a loss of SEK 15 M (26) primarily due to positive price effects and lower inventory losses of SEK 2 M (9).

During the quarter, the business area was burdened with provisions for bad debt totaling SEK 6 M, mainly related to the Slovakian operation. Underlying EBITA amounted to a loss of SEK 13 M (17). The logistics center established in the Czech Republic in 2009 has continued to contribute to improved working capital management in the business area. Credit risks among customers continue to

limit growth in the business area's Central European markets.

#### **Net financial items and tax**

Consolidated net financial items for the fourth quarter amounted to an expense of SEK 13 M (18), of which the net interest expense accounted for SEK 8 M (11). On an annual basis, this corresponds to 3.6 percent (5.4) of net debt, which averaged SEK 859 M (807) during the quarter.

Tax income for the quarter amounted to SEK 3 M (16), equivalent to 14 percent (31) of earnings before tax. The low tax percentage for the quarter was mainly due to unrecorded deferred tax receivables in loss making operations.

#### **Cash flow**

During the quarter, cash flow remained positive and amounted to SEK 30 M (52) before changes in net debt. Cash flow from operating activities was SEK 58 M (70). Working capital decreased in accordance with the normal seasonal pattern, affecting cash flow positively by SEK 57 M (108).

Cash flow from investing activities was a negative SEK 28 M (18), including an acquisition effect of a negative SEK 16 M (-). Cash flow from financing activities was negative in the amount of SEK 2 M (19). The improvement is primarily attributable to amortizations made in 2009.

#### **Capital, investments and return**

Consolidated working capital amounted to SEK 519 M (461) at the end of the period. Working capital tied-up improved to 10 percent (13) based on lower average working capital during the quarter.

Of the period's investments, totaling SEK 83 M (20), acquisitions accounted for SEK 68 M (-), investments in tangible assets for SEK 10 M (9) and investments in intangible assets for SEK 5 M (11).

Return on operating capital (excluding intangible assets) improved over the period but, as in 2009, remained negative. Average operating capital increased somewhat compared with the year-earlier period, primarily due to the increase in working capital.

#### **Development January–December 2010 Group**

In total, consolidated net sales for 2010 rose by 19 percent to SEK 5,129 M (4,308). Sales were affected by a 17 percentage point organic increase in tonnage, positive price and mix changes accounting for six percentage points and acquired sales accounting for one percentage point. These



positive effects were offset by a negative currency effect of five percentage points.

The price trend over the year was volatile and, compared with the 2009 full-year, the average sales price rose by one percent to SEK 10.48 (10.36).

Consolidated gross profit rose to SEK 733 M (367), resulting in a gross margin of 14.3 percent (8.5). Profits were affected favorably by inventory gains of SEK 23 M (losses 255). The underlying gross margin was 13.9 percent (14.1).

EBITA improved to SEK 110 M (loss 259) and underlying EBITA to SEK 87 M (4). The improvement in profit is attributable to the increase in tonnage. The EBITA margin improved to 2.2 percent (negative) while the underlying EBITA margin was 1.7 percent (0.1).

## Business areas

### Business area Sweden

Business Area Sweden reported sales of SEK 2,425 M (2,120) – an increase of 14 percent that was attributable to increased tonnage.

EBITA amounted to SEK 74 M (loss 23) and underlying EBITA to SEK 57 M (49). Inventory gains totaling SEK 17 M (losses 64) were realized. The joint venture ArcelorMittal BE Group SSC AB is reported in accordance with the equity method, with BE Group's participation in earnings for 2010 amounting to SEK 10 M (loss 5).

## Net sales and earnings trend, during the year

(SEK M)	Outcome Jan-Dec
<b>Net sales 2009</b>	<b>4,308</b>
<b>Net sales 2010</b>	<b>5,129</b>
<b>Operating loss 2009</b>	<b>-266</b>
Reversal of amortization of intangible assets	7
<b>EBITA 2009</b>	<b>-259</b>
Items affecting comparability	8
Inventory losses	255
<b>Underlying EBITA 2009</b>	<b>4</b>
Tonnage-, price-, mix- and gross margin	103
Changes in overheads, etc.	-20
<b>Underlying EBITA 2010</b>	<b>87</b>
Inventory gains	23
<b>EBITA 2010</b>	<b>110</b>
Less amortization of intangible assets	-12
<b>Operating profit 2010</b>	<b>98</b>

### Business Area Finland

Sales for Business Area Finland amounted to SEK 1,846 M (1,491) – an increase of 24 percent. Shipped tonnage rose by 27 percent.

EBITA rose to SEK 82 M (loss 111) and underlying EBITA to SEK 78 M (6). The improvement in earnings is primarily attributable to increased tonnage. Inventory gains amounted to SEK 4 M, compared with inventory losses of SEK 117 M for the year-earlier period.

Service sales accounted for an unchanged share of total net sales at 47 percent.

### Business Area CEE

Sales for Business Area CEE rose by 25 percent over the year to SEK 981 M (782). Shipped tonnage rose by 18 percent and the average sales price by 15 percent compared with the year-earlier period.

EBITA improved to a loss of SEK 18 M (113) and underlying EBITA improved to a loss of SEK 20 M (39). Inventory gains of SEK 2 M (losses 74) were realized.

## Net financial items and tax

Consolidated net financial items for the year amounted to an expense of SEK 56 M (56), of which the net interest expense accounted for SEK 34 M (40). The net interest expense corresponds to 4.1 percent (4.4) of net debt, which averaged SEK 828 M (908).

Net financial items were negatively impacted by exchange-rate differences in the amount of SEK 5 M (10). Net financial items were also affected negatively by other financial expenses of SEK 16 M (7), mainly incurred through the refinancing completed in the second quarter of the year.

The tax expense for the year amounted to SEK 13 M (income 73), equivalent to 31 percent (23) of earnings before tax. The high tax percentage is due to a large proportion of the Group's profits having been generated in countries with relatively high tax rates, while operations in countries with lower tax rates reported losses.

## Cash flow

During the year, cash flow before changes in net debt amounted to negative SEK 110 M (positive 240). Cash flow from operating activities was a negative SEK 57 M (positive 282). The decline was mainly due to the accumulation of working capital over the year. The cash flow effect of the increase in working capital amounted to a negative SEK 126 M (positive 545).

Cash flow from investing activities was a negative SEK 53 M (42), including acquisition effects of a negative SEK 16 M (–).

Cash flow from financing activities was SEK 4 M (negative 177). The improvement was mainly due to the amortization of financial liabilities and the payment of a dividend in the preceding year.

### **Financial position and liquidity**

Consolidated cash and equivalents were SEK 80 M (197) at year-end. At year-end, the Group had unutilized credit facilities totaling SEK 355 M.

Consolidated interest-bearing net debt amounted to SEK 842 M (777) at year-end. BE Group's total credit facilities amounted to SEK 1,264 M. The maturity date for 95 percent of the credit facility is May 2013.

At year-end, consolidated equity totaled SEK 787 M (798), while the net debt/equity ratio amounted to 107 percent (97).

### **Organization, structure and employees**

The number of employees rose to 910 compared with 884 at the beginning of the year. Over the year, the average number of employees was 909 (912).

### **Contingent liabilities**

The Group's contingent liabilities amounted to SEK 146 M, unchanged since December 2009.

### **Parent Company**

Sales by the Parent Company, BE Group AB (publ), amounted to SEK 45 M (50) for the year and derived from intra-Group services. The operating loss amounted to SEK 39 M (16).

Net financial items were negative in the amount of SEK 44 M (positive 226). The decline was due to the impairment of shares in subsidiaries and dividends received from subsidiaries in the preceding year. The loss before tax amounted to SEK 73 M (profit 210) and the loss after tax amounted to SEK 78 M (profit 217).

The Parent Company invested SEK 24 M (29) in intangible assets during the year. At the end of the period, the Parent Company's cash and equivalents were SEK 25 M (140).

### **Significant events after the end of the period**

#### **New President from the start of the year**

Roger Johansson has been appointed the new President of BE Group. He started work at the beginning of January 2011. Roger Johansson was a Board member of BE Group AB between April 2009 and December 2010 and joins the company from Trelleborg AB, where he was the Business Area Manager for Trelleborg Automotive. He has exten-

sive experience of the engineering sector and he has previously held various positions within General Motors.

### **Related-party transactions and significant changes in ownership**

No transactions took place between BE Group and related parties that had a material impact on the Company's financial position and results.

### **Nominating Committee**

The Nominating Committee, whose members are: KG Lindvall (Swedbank Robur Fonder), Tomas Ramsälv (Odin Fonder), Thomas Ehlin (Nordea Fonder), Anders Oscarsson (AMF Pension and AMF Fonder) and Carl-Erik Ridderstråle as the Chairman of BE Group AB, will propose to the Annual General Meeting that Anders Ullberg be elected as the new Chairman of the Board of BE Group AB (publ). The current Chairman of the Board, Carl-Erik Ridderstråle, has declined re-election.

Anders Ullberg was born in 1946 and has a degree in business administration. His assignments include the following: Chairman of the Board of Boliden AB and Studsvik AB, and Board member of Atlas Copco AB and Beijer Alma AB. Ullberg has previously held positions within the SSAB Group, including as President between 2000 and 2006.

The proposal also includes the re-election of Board members Roger Bergqvist, Cecilia Edström, Maarita Jaatinen, Lars Olof Nilsson and Lars Sponberg. Joakim Larsson has declined re-election. Roger Johansson assumed the post of President of BE Group as of January 1, 2011 and therefore left the Board on December 31, 2010.

The Nominating Committee's other proposals will be presented in the AGM notification and on the company's website.

### **Annual General Meeting 2011**

The Annual General Meeting of BE Group will be held on Thursday, 28 April 2011, at 4:00 p.m. in Malmö, Sweden.

Further information is available on the company's website.

### **Dividend proposal**

The Board of Directors proposes to the Annual General Meeting that no dividend be paid for the 2010 financial year (-). The proposal to not pay a dividend is motivated by the year's results and to maintain financial flexibility.

According to BE Group's dividend policy, the Group will distribute at least 50 percent of profit after

tax, over time. In the judgment of the Board, this is a balanced level based on the Group's net debt/equity ratio, the operating risks associated with the business, the consolidated cash flow and the Group's acquisitions strategy.

### Significant risks and uncertainties

BE Group is exposed to business and financial risks in its operating activities. Fluctuations in steel prices, exchange rates and interest rates comprise risk factors that affect the Group's financial performance and cash flow.

BE Group is also exposed to refinancing and liquidity risks as well as credit and counterparty risks. The financial risk exposure is explained in the 2009 Annual Report published in March 2010.

No new significant risks or uncertainties have arisen since that date.

### Accounting principles

This Year-End Report was prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The Parent Company's financial statements are prepared in compliance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities.

Refer to the 2009 Annual Report for details of the Group's accounting principles and definitions of certain terms. The principles applied are unchanged in relation to those applied in the Annual Report. The new standards and interpretations that have entered force effective from the 2010 financial year have had no effect on the Group's financial reporting, with the exception of the introduction of IFRS 3 Business Combinations. For the current report, this entails transaction costs being expensed and disclosure requirements being extended with regard to acquisitions implemented during the reporting period. For a description of other new standards and interpretations, please see the 2009 Annual Report.

To clearly illustrate the performance of the operational business, measures of underlying earnings and return are provided. Underlying earnings correspond to reported earnings after adjustment for inventory gains and losses and for non-recurring items. BE Group applies an internal calculation model. The model has not been reviewed by the company's auditors.

### Future reporting dates

BE Group AB (publ) intends to publish financial information on the following dates in 2011:

- The Annual Report for the 2010 financial year will be available at the end of March 2011
- The Interim Report for January-March 2011 will be published on April 28, 2011.
- The Interim Report for January-June 2011 will be published on July 14, 2011.
- The Interim Report for January-September 2011 will be published on October 27, 2011.

Financial information is available in Swedish and English from BE Group's website and can be ordered by calling +46 (0)40 38 42 00 or e-mailing: info@begroup.com

Malmö, February 9, 2011  
BE Group AB (publ)



**Roger Johansson**  
President

*This report has not been reviewed by the company's auditors.*

### Question concerning this report may be directed to:

President  
Roger Johansson  
tel.: +46 (0)733 188 758  
e-mail: roger.johansson@begroup.com

CFO and Executive Vice President  
Torbjörn Clementz  
tel.: +46 (0)70 869 07 88  
e-mail: torbjorn.clementz@begroup.com

BE Group AB (publ)  
Box 225, SE-201 22 Malmö  
Street address: Spadegatan 1  
Corp. Reg. No.: 556578-4724  
Tel: +46 (0)40 38 42 00  
Fax: +46 (0)40 38 41 11  
info@begroup.com, www.begroup.com

The information in this report is such that BE Group AB (publ) is required to disclose pursuant to the Swedish Securities Exchange and Clearing Operations Act and/or the Swedish Financial Instruments Trading Act. This information was submitted for publication on February 9, 2011 at 07.30 a.m. CET.



## Condensed consolidated income statement

(SEK M)	Note	2010	2009	2010	2009
		Oct-Dec	Oct-Dec	Full-year	Full-year
Net sales		1,383	1,011	5,129	4,308
Cost of goods sold		-1,214	-892	-4,396	-3,941
<b>Gross profit</b>		<b>169</b>	<b>119</b>	<b>733</b>	<b>367</b>
Selling expenses		-138	-125	-495	-497
Administrative expenses		-40	-27	-155	-132
Other operating revenue and expenses	1	1	2	5	1
Participation in joint venture		0	-2	10	-5
<b>Operating profit/loss</b>		<b>-8</b>	<b>-33</b>	<b>98</b>	<b>-266</b>
Financial items		-13	-18	-56	-56
<b>Profit/loss before tax</b>		<b>-21</b>	<b>-51</b>	<b>42</b>	<b>-322</b>
Tax		3	16	-13	73
<b>Profit/loss for the period</b>		<b>-18</b>	<b>-35</b>	<b>29</b>	<b>-249</b>
Amortization of intangible assets		4	2	12	7
Depreciation of tangible assets		12	13	47	50
Earnings per share		-0.37	-0.71	0.58	-5.00
Earnings per share after dilution		-0.37	-0.71	0.58	-5.00

## Consolidated statement of comprehensive income

(SEK M)	2010	2009	2010	2009
	Oct-Dec	Oct-Dec	Full-year	Full-year
<b>Profit/loss for the period</b>	<b>-18</b>	<b>-35</b>	<b>29</b>	<b>-249</b>
<b>Other comprehensive income</b>				
Translation differences	-17	3	-80	-20
Hedging of net investments in foreign subsidiaries	12	-3	61	20
Tax attributable to items in other comprehensive income	-3	0	-14	-5
<b>Total other comprehensive income</b>	<b>-8</b>	<b>0</b>	<b>-33</b>	<b>-5</b>
<b>Comprehensive income for the period</b>	<b>-26</b>	<b>-35</b>	<b>-4</b>	<b>-254</b>

### Note 1 Non-recurring items\*

(SEK M)	2010	2009	2010	2009
	Oct-Dec	Oct-Dec	Full-year	Full-year
Non-recurring costs related to cost-savings programme	-	-8	-	-8
<b>Total non-recurring items</b>	<b>-</b>	<b>-8</b>	<b>-</b>	<b>-8</b>

\* Recognised in Other operating revenue and expenses

## Condensed consolidated balance sheet

(SEK M)	2010 31 Dec	2009 31 Dec
Goodwill	692	647
Other intangible assets	81	72
Tangible assets	267	321
Investment in joint venture	129	119
Financial assets	2	2
Deferred tax assets	34	46
<b>Total non-current assets</b>	<b>1,205</b>	<b>1,207</b>
Inventories	683	604
Accounts receivables	575	435
Other receivables	87	68
Cash and equivalents	80	197
Assets held for sale	2	-
<b>Total current assets</b>	<b>1,427</b>	<b>1,304</b>
<b>Total assets</b>	<b>2,632</b>	<b>2,511</b>
<b>Equity</b>	<b>787</b>	<b>798</b>
Non-current interest-bearing liabilities	854	892
Provisions	16	15
Deferred tax liability	62	53
<b>Total non-current liabilities</b>	<b>932</b>	<b>960</b>
Current interest-bearing liabilities	71	84
Accounts payables, trade	598	512
Other current liabilities	227	134
Other current provisions	17	23
<b>Total current liabilities</b>	<b>913</b>	<b>753</b>
<b>Total equity and liabilities</b>	<b>2,632</b>	<b>2,511</b>

## Condensed consolidated cash-flow statement

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Profit/loss before tax	-21	-51	42	-322
Adjustment for non-cash items	26	12	53	49
Income tax paid	-4	1	-26	10
Change in working capital	57	108	-126	545
<b>Cash flow from operating activities</b>	<b>58</b>	<b>70</b>	<b>-57</b>	<b>282</b>
Investments in intangible assets	-5	-11	-24	-29
Investments in tangible assets	-8	-9	-15	-29
Acquisitions of subsidiaries	-16	0	-16	0
Other cash flow from investing activities	1	2	2	16
<b>Cash flow before change in net debt</b>	<b>30</b>	<b>52</b>	<b>-110</b>	<b>240</b>
Cash flow from financing activities	-2	-19	4	-177
<b>Cash flow for the period</b>	<b>28</b>	<b>33</b>	<b>-106</b>	<b>63</b>
Exchange-rate difference in cash and equivalents	-3	6	-11	9
<b>Change in cash and equivalents</b>	<b>25</b>	<b>39</b>	<b>-117</b>	<b>72</b>

## Condensed statement of changes in equity

(SEK M)	2010 Oct-Dec	2009 1540	2010 Full-year	2009 Full-year
<b>Equity at beginning of period</b>	<b>812</b>	<b>833</b>	<b>798</b>	<b>1,103</b>
Effect of changed accounting principles	-	-	-	-
<b>Adjusted equity at beginning of period</b>	<b>812</b>	<b>833</b>	<b>798</b>	<b>1,103</b>
Comprehensive income for the period	-26	-35	-4	-254
Dividend	-	-	-	-50
Acquisition/sales of treasury shares	-	-	-10	-
Share Savings Scheme	1	0	3	-1
<b>Equity at end of period</b>	<b>787</b>	<b>798</b>	<b>787</b>	<b>798</b>

## Segment reporting\*

### Net sales per segment

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
<b>Sweden</b>	<b>668</b>	<b>513</b>	<b>2,425</b>	<b>2,120</b>
- External	660	503	2,378	2,084
- Internal	8	10	47	36
<b>Finland</b>	<b>479</b>	<b>327</b>	<b>1,846</b>	<b>1,491</b>
- External	471	318	1,796	1,465
- Internal	8	9	50	26
<b>CEE</b>	<b>258</b>	<b>196</b>	<b>981</b>	<b>782</b>
- External	252	190	955	759
- Internal	6	6	26	23
<b>Parent Company and consolidated items</b>	<b>-22</b>	<b>-25</b>	<b>-123</b>	<b>-85</b>
<b>Group</b>	<b>1,383</b>	<b>1,011</b>	<b>5,129</b>	<b>4,308</b>

### Shipped tonnage per segment (thousands of tonnes)

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	55	47	209	183
Finland	42	30	165	130
CEE	32	30	130	110
Parent Company and consolidated items	-3	-3	-15	-7
<b>Group</b>	<b>126</b>	<b>104</b>	<b>489</b>	<b>416</b>

\*Previously reported tonnage in Sweden has been adjusted due to an internal change of allocation principle. The accumulated effect up to, and including, the third quarter is an increase of 2 (tonnes, thousands).

### EBITA per segment

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	11	11	74	-23
Finland	7	-16	82	-111
CEE	-15	-26	-18	-113
Parent Company and consolidated items	-7	0	-28	-12
<b>Group</b>	<b>-4</b>	<b>-31</b>	<b>110</b>	<b>-259</b>

### EBITA margin per segment

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	1.6%	2.1%	3.0%	-1.1%
Finland	1.4%	-4.9%	4.4%	-7.5%
CEE	-5.7%	-13.4%	-1.8%	-14.5%
<b>Group</b>	<b>-0.3%</b>	<b>-3.1%</b>	<b>2.2%</b>	<b>-6.0%</b>

\* Effective as of 2010, the Danish operations are reported within Business Area Sweden rather than CEE. Consequently, segment data for 2009 have been recalculated.

## Segment reporting

### Underlying EBITA per segment<sup>1)</sup>

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	16	27	57	49
Finland	15	-1	78	6
CEE	-13	-17	-20	-39
Parent Company and consolidated items	-7	0	-28	-12
<b>Group</b>	<b>11</b>	<b>9</b>	<b>87</b>	<b>4</b>

1) EBITA adjusted for inventory gains and losses and exceptional items. Inventory gains and losses are the differences between the cost of goods sold at historical cost and the cost of goods sold valued at replacement cost. The company's internal model is used to calculate inventory gains and losses and has not been subject for review by the company's auditor.

### Underlying EBITA margin per segment

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	2.4%	5.3%	2.4%	2.3%
Finland	3.0%	-0.2%	4.2%	0.4%
CEE	-4.9%	-8.8%	-2.1%	-5.0%
<b>Group</b>	<b>0.8%</b>	<b>0.8%</b>	<b>1.7%</b>	<b>0.1%</b>

### Depreciation per segment

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	5	5	18	19
Finland	5	6	22	24
CEE	3	4	12	14
Parent Company and consolidated items	4	0	7	0
<b>Group</b>	<b>16</b>	<b>15</b>	<b>59</b>	<b>57</b>

### Investments in tangible and intangible assets per segment

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Sweden	74	0	76	6
Finland	3	8	7	20
CEE	0	1	1	3
Parent Company and consolidated items	6	11	24	29
<b>Group</b>	<b>83</b>	<b>20</b>	<b>108</b>	<b>58</b>



## Key data

	2010	2009	2010	2009
(SEK M unless otherwise stated)	Oct-Dec	Oct-Dec	Full-year	Full-year
<b>Earnings measurements</b>				
EBITA	-4	-31	110	-259
<b>Margin measurements</b>				
Gross margin	12.2%	11.7%	14.3%	8.5%
EBITA margin	-0.3%	-3.1%	2.2%	-6.0%
Operating margin	-0.6%	-3.3%	1.9%	-6.2%
<b>Capital structure</b>				
Net debt	842	777	842	777
Net debt/equity ratio	107.0%	97.4%	107.0%	97.4%
Equity/assets ratio	29.9%	31.8%	29.9%	31.8%
Working capital (average)	575	519	528	751
Operating capital (average)	1,658	1,622	1,619	1,834
Operating capital (excluding intangible assets) (average)	916	906	893	1,125
Working capital tied-up	10.4%	12.8%	10.3%	17.4%
<b>Return</b>				
Return on operating capital (%)	-2.0%	-8.2%	6.0%	-14.5%
Return on operating capital (excluding intangible assets) (%)	-1.7%	-13.9%	12.4%	-23.0%
Return on equity (%)	-9.1%	-17.3%	3.7%	-26.9%
<b>Per share data</b>				
Earnings per share (SEK)	-0.37	-0.71	0.58	-5.00
Earnings per share after dilution (SEK)	-0.37	-0.71	0.58	-5.00
Equity per share (SEK)	15.90	16.05	15.90	16.05
Cash flow from operating activities per share (SEK)	1.18	1.41	-1.15	5.67
Shares outstanding at period end (thousands)	49,505	49,736	49,505	49,736
Average number of shares (thousands)	49,505	49,736	49,656	49,736
Diluted average number of shares (thousands)	49,549	49,753	49,704	49,749
<b>Other</b>				
Average number of employees	889	882	909	912

## Supplementary disclosures

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
<b>Sales by main products</b>				
Long steel	394	315	1,478	1,404
Flat steel	497	330	1,829	1,441
Reinforcement steel	100	90	408	355
<i>Total commercial steel</i>	<i>991</i>	<i>735</i>	<i>3,715</i>	<i>3,200</i>
Stainless steel	213	188	887	768
Aluminium	103	77	352	315
Other	76	11	175	25
<b>Total sales</b>	<b>1,383</b>	<b>1,011</b>	<b>5,129</b>	<b>4,308</b>
<b>Growth</b>				
Sales growth	36.8%	-39.9%	19.1%	-44.1%
- organic tonnage growth	21.4%	-17.8%	17.3%	-32.3%
- price and mix changes	17.3%	-22.2%	5.8%	-15.9%
- currency effects	-5.4%	0.1%	-4.8%	4.8%
- acquisitions	3.5%	0.0%	0.8%	1.5%
- divested operations	0.0%	0.0%	0.0%	-2.2%
<b>Adjusted earnings measurements</b>				
Underlying EBITA	11	9	87	4
<b>Adjusted margin measurements</b>				
Underlying gross margin	13.2%	14.6%	13.9%	14.1%
Underlying EBITA margin	0.8%	0.8%	1.7%	0.1%
<b>Adjusted return</b>				
Underlying return on operating capital (excluding intangible assets)	5.0%	3.8%	9.8%	0.3%
<b>Adjusted per share data</b>				
Underlying earnings per share (SEK)	-0.13	-0.09	0.24	-0.99
Underlying earnings per share after dilution (SEK)	-0.13	-0.09	0.24	-0.99
<b>Adjusted capital structure</b>				
Net debt/underlying EBITDA (multiple)	-	-	6.3	14.5
<b>Other</b>				
Inventory gains and losses	-15	-32	23	-255
Shipped tonnage (thousands of tonnes)	126	104	489	416
Average sales prices (SEK/kg)	10.98	9.70	10.48	10.36

## Condensed Parent Company income statement

(SEK M)	2010 Oct-Dec	2009 Oct-Dec	2010 Full-year	2009 Full-year
Net sales	10	12	45	50
Administrative expenses	-21	-14	-84	-68
Other operating revenue and expenses	0	2	0	2
<b>Operating profit/loss</b>	<b>-11</b>	<b>0</b>	<b>-39</b>	<b>-16</b>
Financial items	-42	-7	-44	226
<b>Profit/loss before tax</b>	<b>-53</b>	<b>-7</b>	<b>-73</b>	<b>210</b>
Tax	1	2	5	7
<b>Profit/loss for the period</b>	<b>-52</b>	<b>-5</b>	<b>-78</b>	<b>217</b>

## Condensed Parent Company balance sheet

(SEK M)	2010 31 Dec	2009 31 Dec
Intangible assets	64	46
Tangible assets	0	1
Financial assets	1,381	1,333
Interest-bearing receivables, Group companies	54	84
Deferred tax assets	0	0
<b>Total non-current assets</b>	<b>1,499</b>	<b>1,464</b>
Current interest-bearing receivables, Group companies	251	323
Receivables, Group companies	55	64
Other operating receivables	20	36
Cash and equivalents	25	140
<b>Total current assets</b>	<b>351</b>	<b>563</b>
<b>Total assets</b>	<b>1,850</b>	<b>2,027</b>
<b>Equity</b>	<b>850</b>	<b>917</b>
Non-current interest-bearing liabilities	837	877
Provisions	1	0
<b>Total non-current liabilities</b>	<b>838</b>	<b>877</b>
Current interest-bearing liabilities	0	28
Current interest-bearing liabilities, Group companies	69	159
Accounts payables, trade	9	9
Liabilities to Group companies	19	24
Other current liabilities	65	13
<b>Total current liabilities</b>	<b>162</b>	<b>233</b>
<b>Total equity and liabilities</b>	<b>1,850</b>	<b>2,027</b>
<b>Pledged assets</b>	<b>1,310</b>	<b>1,250</b>
<b>Contingent liabilities</b>	<b>95</b>	<b>34</b>

## Key data - multi-quarter summary

(SEK M unless otherwise stated)	2010 Oct-Dec	2010 Jul-Sep	2010 Apr-Jun	2010 Jan-Mar	2009 Oct-Dec	2009 Jul-Sep	2009 Apr-Jun	2009 Jan-Mar	2008 Oct-Dec
Net sales	1,383	1,273	1,399	1,074	1,011	917	1,071	1,309	1,683
<b>Earnings measurements</b>									
EBITA	-4	53	87	-26	-31	-42	-95	-91	-15
Underlying EBITA	11	37	47	-8	9	-7	-4	6	35
<b>Margin measurements</b>									
EBITA margin	-0.3%	4.2%	6.2%	-2.4%	-3.1%	-4.6%	-8.9%	-6.9%	-0.9%
Underlying EBITA margin	0.8%	2.9%	3.4%	-0.8%	0.8%	-0.8%	-0.4%	0.4%	2.1%
<b>Capital structure</b>									
Net debt	842	876	832	814	777	836	940	982	1,006
Net debt/equity ratio	107.0%	107.9%	104.4%	107.1%	97.4%	100.4%	106.6%	96.7%	91.2%
Equity/assets ratio	29.9%	29.7%	29.2%	29.2%	31.8%	31.1%	32.4%	33.3%	32.3%
Operating capital (excluding intangible assets) (average)	916	947	888	857	906	1,036	1,203	1,351	1,449
Working capital tied-up	10.4%	11.7%	9.2%	10.9%	12.8%	17.8%	19.5%	18.9%	16.1%
<b>Return</b>									
Return on operating capital (excluding intangible assets)	-1.7%	22.4%	39.3%	-7.0%	-13.9%	-16.4%	-31.7%	-27.0%	-4.1%
Underlying return on operating capital (excluding intangible assets)	5.0%	15.8%	21.3%	-3.8%	3.8%	-2.7%	-1.3%	1.7%	9.5%
Return on equity	-9.1%	12.9%	23.4%	-12.8%	-17.3%	-21.4%	-31.2%	-35.4%	-10.5%
<b>Per share data</b>									
Earnings per share (SEK)	-0.37	0.52	0.92	-0.50	-0.71	-0.92	-1.49	-1.88	-0.58
Underlying earnings per share (SEK)	-0.13	0.29	0.31	-0.23	-0.09	-0.92	-0.09	-0.42	0.15
Equity per share (SEK)	15.90	16.39	16.02	15.28	16.05	16.74	17.73	20.40	22.17
Cash flow from operating activities per share (SEK)	1.18	-0.89	-0.39	-1.05	1.41	1.91	1.80	0.55	3.09
<b>Other</b>									
Average number of employees	889	882	887	882	882	888	917	989	1,042
Inventory gains and losses	-15	16	40	-18	-32	-35	-91	-97	-32
Shipped tonnage (thousands of tonnes)	126	115	132	114	104	93	106	113	127
Average sales prices (SEK/kg)	10.98	11.09	10.58	9.44	9.70	9.91	10.15	11.54	13.27

# Definitions of key data

## SUPPLEMENTARY DISCLOSURES

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### Growth

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Sales growth	Change from the preceding period as a percentage of net sales.
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### Adjusted earnings measurements

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Underlying EBITA	EBITA before exceptional items adjusted for inventory gains and losses (deductions for gains and additions for losses).
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### Adjusted margin measurements

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Underlying gross margin	Underlying gross profit as a percentage of net sales. The underlying gross profit is the reported gross profit adjusted for inventory gains and losses (deductions for gains and additions for losses) exclusive inventory gains and losses related to joint venture.
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Underlying EBITA margin	Underlying EBITA as a percentage of net sales. Underlying EBITA is EBITA before exceptional items and adjusted for inventory gains and losses (deductions for gains and additions for losses).
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### Adjusted return

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Underlying return on operating capital (excluding intangible assets)	Annualized underlying EBITA as a percentage of average operating capital excluding goodwill and other intangible assets. Underlying EBITA is EBITA before exceptional items and adjusted for profits and losses (deductions for profits and additions for losses). EBITA is operating profit before amortization of intangible assets.
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### Adjusted per share data

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Underlying earnings per share (SEK)	Profit for the period before non-recurring items adjusted for inventory gains and losses (deductions for gains and additions for losses) and including the tax effect of the adjustments divided by the average number of shares during the period.
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Underlying earnings per share after dilution (SEK)	Profit for the period before non-recurring items adjusted for inventory gains and losses (deductions for gains and additions for losses) and including the tax effect of the adjustments divided by the average number of shares after dilution during the period.
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### Adjusted capital structure

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Net debt/underlying EBITDA	Annualized net debt divided by underlying EBITDA. Underlying EBITDA is EBITDA before exceptional items and adjusted for profits and losses (deductions for profits and additions
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### Other

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Inventory gains and losses	The difference between the cost of goods sold at acquisition value and the cost of goods sold where the goods have been valued at replacement price.
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**Please refer to the 2009 annual report for other definitions of key data.**