

Interim report
BE Group AB (publ)
January – September 2014
Malmö, October 23, 2014



#### **THIRD QUARTER 2014**

- Net sales rose by 1 percent compared with the same period last year, amounting to SEK 923 M (916). Shipped tonnage decreased by 7 percent.
- The operating result weakened to SEK -1 M (13) and the underlying operating result to SEK 7 M (18).
- Cash flow after investments was SEK -8 M (41).
- Earnings after tax for the continuing operations were SEK -11 M (1) and from operations for sale SEK -5 M (-2).
- Earnings per share amounted to SEK -0.22 (-0.02).
- In August, Lars Engström took up the position as acting President and CEO.

#### FIRST NINE MONTHS OF THE YEAR

- Net sales fell by 3 percent compared with the same period last year, amounting to SEK 2,953 M (3,037). Shipped tonnage decreased by 7 percent.
- The operating result improved to SEK 15 M (1) while the underlying operating result decreased to SEK 28 M (40).
- Cash flow after investments was SEK -76 M (-101).
- Earnings after tax for the continuing operations were SEK -20 M (-30) and from operations for sale SEK -8 M (-6).
- Earnings per share amounted to SEK -0.38 (-0.73).

**BE Group**, listed on the NASDAQ OMX Stockholm exchange, is a trading and service company in steel and other metals. BE Group provides various forms of service for steel, stainless steel and aluminium applications to customers primarily in the construction and engineering sectors. In 2013, the Group reported sales of SEK 4.0 billion. BE Group has about 800 employees, with Sweden and Finland as its largest markets. The head office is located in Malmö, Sweden. Read more about BE Group at www.begroup.com.

# **Developments in the third quarter of 2014 Group**

During August, former president and CEO Kimmo Väkiparta resigned his post. The process to recruit a replacement began immediately and the Board appointed Lars Engström as acting President and CEO. Lars Engström has previously served as President and CEO of Munters.

Consolidated net sales rose 1 percent compared with the preceding year, amounting to SEK 923 M (916). The change is explained by positive price and mix effects of 5 percentage points and currency effects of 3 percentage points which is offset by a decrease in tonnage of 7 percentage points.

Gross profit amounted to SEK 120 M (121), corresponding to a gross margin of 13.0 percent (13.2). The operating result decreased to SEK -1 M (13), corresponding to an operating margin of -0.1 percent (1.4). The lower operating result is largely attributable to the quarter being negatively affected by non-recurring costs of totally SEK 9 M (0), whereof SEK 6 M related to the change of CEO and SEK 3 M related to profitability improvement measures. Adjusted for these non-recurring costs and inventory gains of SEK 1 M (-5), the underlying operating result amounted to SEK 7 M (18), corresponding to an underlying operating margin of 0.8 percent (2.0).

Compared with the second quarter of 2014, tonnage decreased by 12 percent and sales by 10 percent. This is primarily attributable to seasonal fluctuations in demand.

#### Sales by business solution

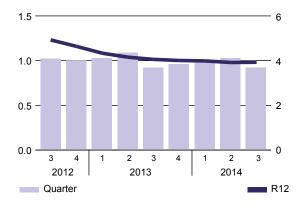
BE Group's sales are conducted via three sales solutions: inventory sales, production service sales and direct sales. Of total net sales for the third quarter, shipments from Group facilities accounted for 86 percent (85), which is broken down as follows: inventory sales 48 percentage points (49) and production service sales 38 percentage points (36).

# NET SALES AND EARNINGS TREND IN THE THIRD QUARTER

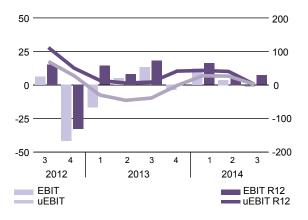
#### (SEK M)

(	
Net sales 2013	916
Net sales 2014	923
Operating result 2013	13
Inventory losses	5
Non-recurring items	-
Underlying operating result 2013	18
Tonnage-, price- and mix effects	1
Change in gross margin	-8
Changes in overhead costs, etc.	-4
Underlying operating result 2014	7
Inventory gains	1
Non-recurring items	-9
Operating result 2014	-1

### Net sales, SEK Bn Quarter and rolling 12 months



# Operating result (EBIT), SEK M Quarter and rolling 12 months



#### Sales trend by product area

For commercial steel, which combined accounts for 69 percent (73) of BE Group's net sales, sales decreased by 3 percent, amounting to SEK 638 M (661). Shipped tonnage decreased by 8 percent.

Prices for stainless steel rose during the period. As a consequence, sales rose 20 percent and amounted to SEK 176 M (147). In total, stainless steel accounted for 19 percent (16) of net sales.

#### **Business areas**

#### Business Area Sweden

In the third quarter, the level of demand was lower than in the second quarter of the year and the third quarter last year. Net sales fell by 7 percent compared with the same period last year, amounting to SEK 385 M (415). Shipped tonnage decreased by 10 percent while the average sales price rose by 3 percent. Compared with the second quarter of 2014, the sales price rose 4 percent.

The operating result amounted to SEK 6 M (13). Adjusted for inventory gains, the underlying operating result was SEK 5 M (14). The decreased result is primarily attributable to the lower sales.

#### Business Area Finland

The Finnish market remained weak and demand was estimated to be lower compared with the corresponding period in the preceding year. Despite this, the business area's net sales rose 12 percent and amounted to SEK 426 M (382). Shipped tonnage rose by 4 percent. The sales price (excluding currency effects) rose by 1 percent compared with the same period

last year and by 2 percent compared with the second quarter of 2014.

The operating result improved to SEK 11 M (5) and, adjusted for inventory losses and non-recurring items, linked to measures to improve profitability, the underlying operating result improved to SEK 13 M (8). The improvement is a consequence of increased sales.

#### Other Units

Other Units consists of the operations in Poland, the Czech Republic and Slovakia, as well as the Swedish companies Lecor Stålteknik and BE Group Produktion Eskilstuna with its subsidiary in Estonia. The operations in the Czech Republic are reported as operations for sale.

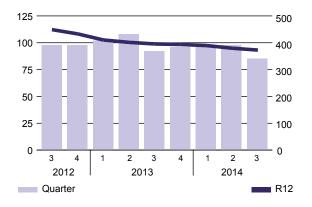
Compared with the preceding year, Other Units' combined net sales were 10 percent lower and amounted to SEK 127 M (141). The operating result weakened and amounted to SEK -6 M (-4).

### Czech Republic

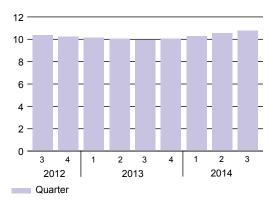
Following a decision in 2012 to initiate a sale of BE Group's operations in the Czech Republic, these operations are reported separately in the consolidated income statement and balance sheet.

In the initial classification of the unit as operations for sale, the assessment was based on improved market conditions for the steel market. However, market conditions have been challenging, which has led to potential buyers adopting a cautious stance. BE Group continuously assesses the classification of the operations for sale. In the third quarter, the result

# Tonnage, thousands of tonnes Quarter and rolling 12 months



# Average sales prices, SEK/kg Quarter



before tax amounted to SEK -2 M (-1). During the period, an adjustment of deferred tax assets was made, which weakened the result after tax to SEK -5 M (-2).

#### Net financial items and tax

Consolidated net financial items amounted to SEK -12 M (-11), of which net interest accounted for SEK -8 M (-10). On an annual basis, consolidated net interest, including portions in the operations for sale, corresponded to 4.3 percent (4.7) of interest-bearing net debt.

The result after tax for continuing operations amounted to SEK -11 M (1).

#### Cash flow

Cash flow after investments amounted to SEK -8 M (-41) and, compared with the corresponding period last year, was affected by lower investments and a build-up of working capital.

### Capital and investments

At the end of the period, consolidated working capital amounted to SEK 449 M (411) and working capital tied-up was 12 percent (11).

Investments during the quarter amounted to SEK 1 M (13).

# Development in the first nine months of the year

#### Group

Net sales fell by 3 percent compared with the preceding year, amounting to SEK 2,953 M (3,037). The decrease is explained by a reduction in shipped tonnage of 7 percentage points which is offset by positive price and mix effects of 2 percentage points and currency effects of 2 percentage points.

The consolidated operating result rose to SEK 15 M (1). Adjusted for inventory losses of SEK -4 M (-10) and non-recurring items of SEK -9 M (-29), the underlying operating result decreased to SEK 28 M (40). The decrease is due to lower tonnage and a lower gross margin, which was partially offset by lower overhead costs.

The operating margin amounted to 0.5 percent (0.0) and the underlying operating margin was 1.0 percent (1.3).

# NET SALES AND EARNINGS TREND IN THE FIRST NINE MONTHS

#### (SEK M)

Net sales 2013	3,037
Net sales 2014	2,953
Operating result 2013	1
Inventory losses	10
Non-recurring items	29
Underlying operating result 2013	40
Tonnage-, price and mix effects	-11
Change in gross margin	-11
Changes in overhead costs, etc.	10
Underlying operating result 2014	28
Inventory losses	-4
Non-recurring items	-9
Operating result 2014	15

#### **Business areas**

#### Business Area Sweden

The business area reported sales of SEK 1,337 M (1,444) – a decrease of 7 percent, compared with the same period last year due to lower shipped tonnage. The operating result improved to SEK 26 M (18) and the underlying operating result, adjusted for inventory losses and non-recurring items, to SEK 26 M (37).

#### Business Area Finland

Business Area Finland's sales rose by 4 percent compared with the preceding year and amounted to SEK 1,284 M (1,238). Shipped tonnage rose by 1 percent. The operating result improved to SEK 27 M (17) and the underlying operating result amounted to SEK 33 M (27).

#### Other Units

Net sales for Other Units declined by 10 percent to SEK 381 M (421), primarily as a consequence of lower sales in Slovakia. The operating result weakened to SEK -21 M (-16) and the underlying operating result to SEK -20 M (-16).

For the operations in the Czech Republic, which are classified as operations for sale, the net result after tax amounted to SEK -8 M (-6).

#### Net financial items and tax

Consolidated net financial items for the reporting period amounted to SEK -39 M (-37), of which net interest amounted to SEK -25 (-28). On an annual basis, consolidated net interest, including portions in the operations for sale, corresponded to 4.4 percent (4.7) of interest-bearing net debt.

Result after tax for continuing operations amounted to SEK -20 M (-30).

#### Cash flow

Cash flow from operating activities amounted to SEK -74 M (-72). Cash flow from investing activities was SEK -2 M (-29). Due to lower investments, cash flow after investments amounted to SEK -76 M (-101).

#### Financial position and liquidity

In the first quarter of 2014, a rights issue was completed with preferential rights for existing shareholders. The rights issue brought BE Group SEK 154 M after transaction costs. The proceeds from the issue have been used to amortize loans.

In the first quarter, a new three-year credit agreement was concluded with Skandinaviska Enskilda Banken and Svenska Handelsbanken. The total credit facility amounts to SEK 1,250 M (including guarantee facilities) and matures in February 2017. The facility was first utilized at the end of March.

At the end of the period, consolidated cash and equivalents were SEK 46 M (28) and consolidated interest-bearing net debt, including the operations for sale, amounted to SEK 785 M (884).

At the end of the period, equity totaled SEK 755 M (636) and the net debt/equity ratio improved to 104 percent (139) as a result of the completed rights issue.

### Organization, structure and employees

The number of employees decreased to 766 compared with 807 at the start of the year and 826 at the corresponding time last year. The average number of employees during the period amounted to 787 (865).

#### **Contingent liabilities**

The Group's contingent liabilities amounted to SEK 23 M (23), unchanged since the start of the year.

### **Parent Company**

Sales for the Parent Company, BE Group AB (publ) amounted to SEK 40 M (43) during the period and derived from intra-group services. The operating result amounted to SEK -19 M (-19).

Net financial items were SEK -11 M (3). The result before tax amounted to SEK -30 M (-16) and the result after tax was SEK -18 M (-6).

During the period, the Parent Company invested SEK 0 M (1) in intangible assets. At the end of the period, the Parent Company's cash and equivalents were SEK 25 M (0).

#### Outlook

The demand in the fourth quarter is expected to be at the same level as in the third quarter.

# Significant events after the end of the period

No significant events have taken place after the end of the period.

# Related-party transactions and significant changes in ownership

In connection with completion of the rights issue, guarantee compensation has been paid, in accordance with the terms published in the prospect, to AB Traction, Anders Ullberg, Petter Stillström and Kimmo Väkiparta. No other transactions took place between BE Group and related parties that had a material impact on the company's financial position and result.

#### **Nominating Committee**

In accordance with the company's procedures, a Nominating Committee has been appointed. The Nominating Committee consists of Bengt Stillström (Traction), Jan Andersson (Swedbank Robur), Ricard Wennerklint (If Skadeförsäkring) and Anders Ullberg, Chairman of BE Group AB and convener for the Nominating Committee.

### 2015 Annual General Meeting

The Annual General Meeting of BE Group AB will be held on May 7, 2015, at 3 p.m. in Malmö, Sweden. Further information is available on the company's website.

### Significant risks and uncertainties

BE Group's profits and financial position are affected by a large number of factors. The principal risks and factors of uncertainty can be divided into sector and market risks, strategic and operational risks, and financial risks. Fluctuations in economic trends and steel prices, together with changes among suppliers, customers and personnel represent risk factors that affect the Group's financial performance and cash flow. The financial risks consist of currency, interestrate, refinancing and credit risks.

The financial risk exposure is explained in the 2013 Annual Report, which was published in March 2014. No new significant risks or uncertainties have arisen since that date.

### **Accounting principles**

The interim report was prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The Parent Company's interim report has been 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 2013 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.

In other regards, the new standards and interpretations that have entered force effective from financial year 2014 have had no effect on the financial reporting.

## **Future reporting dates**

During 2015, BE Group AB (publ) intends to publish financial information on the following dates:

- The Year-end Report for 2014 will be published on February 5, 2015
- The 2014 Annual Report will be available in late March/early April 2015
- The Interim Report for January-March 2015 will be published on May 7, 2015

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, October 23, 2014 BE Group AB (publ)

**Lars Engström**Acting President and CEO

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

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

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This interim report presents information 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. The information was released for publication on October 23, 2014 at 7:45 a.m. CET

## **Condensed consolidated income statement**

(SEK M)	Note	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Net sales		923	916	2,953	3,037	3,994	3,910
Cost of goods sold	1	-803	-795	-2,565	-2,633	-3,470	-3,402
Gross profit		120	121	388	404	524	508
Selling expenses	1	-92	-89	-296	-302	-402	-396
Administrative expenses	1	-19	-20	-67	-74	-99	-92
Other operating income and expenses	2	-9	1	-11	-28	-27	-10
Participation in joint venture		-1	0	1	1	1	1
Operating profit/loss		-1	13	15	1	-3	11
Financial items		-12	-11	-39	-37	-53	-55
Profit/loss before tax		-13	2	-24	-36	-56	-44
Tax		2	-1	4	6	15	13
Profit/loss from continuing operations		-11	1	-20	-30	-41	-31
Profit/loss from operations for sale	3	-5	-2	-8	-6	-10	-12
Profit/loss for the period		-16	-1	-28	-36	-51	-43
Earnings per share		-0.22	-0.02	-0.38	-0.73	-1.02	-0.57
Earnings per share after dilution		-0.22	-0.02	-0.38	-0.73	-1.02	-0.57

# Consolidated statement of comprehensive income

	2014	2013	2014	2013	2013	Rolling
(SEK M)	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full-year	12 months
Profit/loss for the period	-16	-1	-28	-36	-51	-43
Other comprehensive income						
Items that have, or may be, reclassified to profit/loss for the period						
Translation differences	-1	-4	10	2	11	19
Hedging of net investments in foreign subsidiaries	1	2	-10	-1	-5	-14
Tax attributable to items in other comprehensive income	0	0	2	0	1	3
Items that will not be reclassified to profit/loss for the period	-	-	-	-	-	-
Total other comprehensive income	0	-2	2	1	7	8
Comprehensive income for the period	-16	-3	-26	-35	-44	-35

## **Condensed consolidated balance sheet**

		2014	2013	2013
(SEK M)	Note	30 Sep	30 Sep	31 Dec
Goodwill		612	607	610
Other intangible assets		50	65	61
Tangible assets		192	226	224
Investment in joint venture		128	126	127
Financial assets		0	1	1
Deferred tax assets		41	27	22
Total non-current assets		1,023	1,052	1,045
Inventories		530	502	490
Accounts receivables		538	534	375
Other receivables		56	59	60
Cash and equivalents		46	28	51
Assets held for sale		2	2	2
Assets of disposal group	4	158	168	155
Total current assets		1,330	1,293	1,133
Total assets	5	2,353	2,345	2,178
Equity		755	636	627
Non-current interest-bearing liabilities		783	851	858
Provisions		0	0	0
Deferred tax liability		41	50	37
Total non-current liabilities		824	901	895
Current interest-bearing liabilities		9	17	8
Accounts payables		543	525	441
Other current liabilities		132	158	133
Other current provisions		8	11	5
Liabilities of disposal group	4	82	97	69
Total current liabilities		774	808	656
Total equity and liabilities	5	2,353	2,345	2,178

## **Condensed consolidated cash-flow statement**

(SEK M)	Note	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Profit/loss before tax 1)		-15	0	-29	-42	-66	-53
Adjustment for non-cash items		27	6	49	48	50	51
Income tax paid		-3	1	2	-10	-8	4
Change in working capital		-17	-41	-96	-68	-6	-34
Cash flow from operating activities		-8	-34	-74	-72	-30	-32
Investments in intangible assets		0	0	0	-1	-1	0
Investments in tangible assets		-1	-12	-3	-35	-41	-9
Divestment of subsidiary		-	5	-	5	5	0
Other cash flow from investing activities		1	0	1	2	2	1
Cash flow after investments		-8	-41	-76	-101	-65	-40
Cash flow from financing activities		-1	19	70	26	14	58
Cash flow for the period		-9	-22	-6	-75	-51	18
Exchange-rate difference in cash and equivalents	i	-1	0	0	-1	-1	0
Cash flow after exchange-rate difference in ca and equivalents	sh	-10	-22	-6	-76	-52	18
Change in cash and equivalents included in the disposal group	4	-2	7	1	15	14	0
Change in cash and equivalents		-12	-15	-5	-61	-38	18

 $<sup>^{1)}</sup>$  Profit/loss before tax from both continuing operations and operations for sale.

# Condensed statement of changes in equity

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Equity at beginning of period	771	639	627	673	673	636
Effect of changed accounting principles	-	-	-	-	_	-
Adjusted equity at beginning of period	771	639	627	673	673	636
Comprehensive income for the period	-16	-3	-26	-35	-44	-35
Dividend	-	-	-	-	_	-
New share issue	-	-	154	-	-	154
Acquisition/sales of treasury shares	-	-	0	0	0	0
Share Savings Scheme	-	0	0	-2	-2	0
Equity at end of period	755	636	755	636	627	755

## **Notes**

#### **Note 1 Amortizations and depreciations**

	2014	2013	2014	2013	2013	Rolling
(SEK M)	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full-year	12 months
Amortization of intangible assets	6	4	18	12	16	22
Depreciation of tangible assets	10	10	30	31	42	41
Total amortizations and depreciations	16	14	48	43	58	63

#### Note 2 Non-recurring items

	2014	2013	2014	2013	2013	Rolling
(SEK M)	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full-year	12 months
Severance pay, CEO	-6	-	-6	-	-	-6
Costs for profitability improvement measures	-3	-	-3	-29	-29	-3
Total non-recurring items	-9	-	-9	-29	-29	-9

#### **Note 3 Operations for sale**

	2014	2013	2014	2013	2013	Rolling
(SEK M)	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full-year	12 months
Net sales	75	97	240	279	360	321
Operating costs	-77	-98	-245	-284	-370	-331
Profit/loss before tax	-2	-1	-5	-5	-10	-10
Income tax attributable to ordinary activities in operations for sale	-3	-1	-3	-1	0	-2
Profit/loss from operations for sale	-5	-2	-8	-6	-10	-12

### Note 4 Assets and liabilities of disposal group

(SEK M)	2014 30 Sep	2013 30 Sep	2013 31 Dec
Goodwill and other intangible assets	9	9	9
Tangible assets	70	71	68
Deferred tax assets	7	10	10
Operating assets	67	74	62
Cash and equivalents	5	4	6
Total assets of disposal group	158	168	155
Provisions	0	0	0
Interest-bearing liabilities	44	49	43
Operating liabilities	38	48	26
Total liabilities of disposal group	82	97	69
Cumulative translation reserve of disposal group recognised in other comprehensive income	-11	-13	-12
Consolidated value on shares in disposal group	50	60	56

#### Note 5 Valuation of financial assets and liabilities

In all material respects fair value coincides with the carrying amount in the balance sheet for financial assets and liabilities.

The assessment of the fair value of the financial assets has been carried out in accordance with level 2 as defined by

IFRS 7.27 A, with the exception of cash and equivalents, which are valued in accordance with level 1. For additional information, see Note 31 in the 2013 Annual Report. No material changes have taken place in relation to the valuation as per December 31.

## **Segment reporting**

## Net sales per segment

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	385	415	1,337	1,444	1,889	1,782
- External	377	400	1,306	1,397	1,831	1,740
- Internal	8	15	31	47	58	42
Finland	426	382	1,284	1,238	1,619	1,665
- External	426	381	1,283	1,231	1,612	1,664
- Internal	0	1	1	7	7	1
Other units	127	141	381	421	569	529
- External	121	135	365	405	548	508
- Internal	6	6	16	16	21	21
Parent Company and consolidated items	-15	-22	-49	-66	-83	-66
Group	923	916	2,953	3,037	3,994	3,910

## Shipped tonnage per segment (thousands of tonnes)

	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	33	38	120	129	169	160
Finland	42	40	130	129	168	169
Other units	11	17	36	51	69	54
Parent Company and consolidated items	-1	-3	-5	-7	-8	-6
Group	85	92	281	302	398	377

## Operating profit/loss (EBIT) per segment<sup>1)</sup>

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	6	13	26	18	19	27
Finland	11	5	27	17	14	24
Other units	-6	-4	-21	-16	-21	-26
Parent Company and consolidated items	-12	-1	-17	-18	-15	-14
Group	-1	13	15	1	-3	11

<sup>1)</sup> During the third quarter 2014, a reallocation of costs for intra-group services have been made. This has affected the operating profit positively by SEK 1 million in Sweden and Finland, SEK 2 million in Other units and negatively by SEK 4 million in the parent company.

### Operating margin per segment

	2014	2013	2014	2013	2013	Rolling
	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full-year	12 months
Sweden	1.7%	3.1%	2.0%	1.3%	1.0%	1.5%
Finland	2.6%	1.3%	2.1%	1.3%	0.9%	1.5%
Other units	-4.6%	-3.1%	-5.4%	-3.9%	-3.7%	-4.8%
Group	-0.1%	1.4%	0.5%	0.0%	-0.1%	0.3%

## **Segment reporting**

## Underlying operating profit/loss (uEBIT) per segment<sup>1) 2)</sup>

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	5	14	26	37	37	26
Finland	13	8	33	27	29	35
Other units	-5	-4	-20	-16	-21	-25
Parent Company and consolidated items	-6	0	-11	-8	-5	-8
Group	7	18	28	40	40	28

<sup>1)</sup> Operating profit/loss (EBIT) adjusted for inventory gains and losses and non-recurring items. Inventory gains and losses are the differences between the cost of goods sold at acquisition value and the cost of goods sold at replacement cost. The Group's internal model is used to calculate inventory gains and losses and has not been subject for review by the Group's auditor.

### Underlying operating margin per segment

	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	1.4%	3.5%	2.0%	2.6%	2.0%	1.5%
Finland	2.9%	2.2%	2.5%	2.2%	1.8%	2.1%
Other units	-4.3%	-3.0%	-5.3%	-3.7%	-3.6%	-4.7%
Group	0.8%	2.0%	1.0%	1.3%	1.0%	0.7%

### **Depreciation per segment**

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	3	4	10	12	15	13
Finland	5	4	14	13	18	19
Other units	3	2	8	7	10	11
Parent Company and consolidated items	5	4	16	11	15	20
Group	16	14	48	43	58	63

## Investments in tangible and intangible assets per segment

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sweden	0	1	1	6	6	1
Finland	1	11	2	17	21	6
Other units	0	1	0	13	15	2
Parent Company and consolidated items	0	0	0	1	1	0
Group	1	13	3	37	43	9

<sup>2)</sup> During the third quarter 2014, a reallocation of costs for intra-group services have been made. This has affected the operating profit positively by SEK 1 million in Sweden and Finland, SEK 2 million in Other units and negatively by SEK 4 million in the parent company.

# **Key data**

	2014	2013	2014	2013	2013	Rolling
(SEK M unless otherwise stated)	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Full-year	12 months
Earnings measurements						
Operating profit/loss (EBIT)	-1	13	15	1	-3	11
Margin measurements						
Gross margin	13.0%	13.2%	13.1%	13.3%	13.1%	13.0%
Operating margin	-0.1%	1.4%	0.5%	0.0%	-0.1%	0.3%
Capital structure						
Net debt 1)	785	884	785	884	851	785
Net debt/equity ratio	104%	139%	104%	139%	136%	104%
Equity/assets ratio	32%	27%	32%	27%	29%	32%
Working capital (average)	438	400	409	376	371	410
Capital employed (average)	1,643	1,595	1,631	1,578	1,575	1,625
Operating capital (excluding intangible assets) (average)	757	709	732	680	680	732
Working capital tied-up	12%	11%	10%	9%	9%	10%
Return						
Return on capital employed	-0.3%	3.3%	1.2%	0.1%	-0.2%	0.7%
Return on operating capital (excluding intangible assets)	2.6%	9.7%	6.0%	2.6%	1.9%	4.5%
Return on equity	-5.5%	0.2%	-3.7%	-6.2%	-6.4%	-4.3%
Per share data						
Earnings per share (SEK)	-0.22	-0.02	-0.38	-0.73	-1.02	-0.57
Earnings per share after dilution (SEK)	-0.22	-0.02	-0.38	-0.73	-1.02	-0.57
Equity per share (SEK)	10.18	12.87	10.18	12.87	12.68	10.18
Cash flow from operating activities per share (SEK)	-0.11	-0.69	-1.00	-1.45	-0.61	-0.44
Shares outstanding at period end (thousands) 2)	74,190	49,438	74,190	49,438	49,438	74,190
Average number of shares (thousands) 2)	74,190	49,438	74,186	49,431	49,433	74,181
Diluted average number of shares (thousands) 2)	74,190	49,438	74,194	49,446	49,450	74,192
Other						
Average number of employees	769	842	787	865	853	794

<sup>1)</sup> Including cash and equivalents, and interest-bearing receivables/liabilities included in the disposal group.

<sup>&</sup>lt;sup>2)</sup> The numbers for 2014 includes new shares issued.

# **Supplementary disclosures**

(SEK M unless otherwise stated)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Sales by main products						
Long steel	248	258	842	865	1,137	1,114
Flat steel	344	339	1,112	1,126	1,483	1,469
Reinforcement steel	46	64	149	224	292	217
Total commercial steel	638	661	2,104	2,215	2,912	2,801
Stainless steel	176	147	512	494	644	662
Aluminium	38	41	127	136	178	169
Other	71	67	211	192	260	279
Total sales	923	916	2,954	3,037	3,994	3,910
Growth						
Sales growth	1%	-10%	-3%	-16%	-14%	-3%
- organic tonnage growth	-7%	-6%	-7%	-11%	-9%	-6%
– price and mix changes	5%	-6%	2%	-5%	-5%	1%
- currency effects	3%	2%	2%	0%	0%	2%
Adjusted earnings measurements						
Underlying operating profit/loss (uEBIT)	7	18	28	40	40	28
Underlying EBITA	13	22	46	52	56	50
Adjusted margin measurements						
Underlying gross margin	12.9%	13.7%	13.3%	13.6%	13.5%	13.2%
Underlying operating margin	0.8%	2.0%	1.0%	1.3%	1.0%	0.7%
Underlying EBITA margin	1.5%	2.4%	1.6%	1.7%	1.4%	1.3%
Adjusted return						
Underlying return on operating capital (excluding intangible assets)	7.1%	12.3%	8.5%	10.3%	8.1%	6.9%
Adjusted per share data						
Underlying earnings per share (SEK)	-0.04	0.08	-0.10	0.13	-0.03	-0.21
Underlying earnings per share after dilution (SEK)	-0.04	0.08	-0.10	0.13	-0.03	-0.21
Adjusted capital structure						
Net debt/underlying EBITDA (multiple)	-	-	-	-	8.7	8.6
Other						
Inventory gains and losses	1	-5	-4	-10	-14	-8
Shipped tonnage (thousands of tonnes)	85	92	281	302	398	377
Average sales prices (SEK/kg)	10.79	9.93	10.52	10.05	10.05	10.39

# **Condensed parent company income statement**

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Net sales	11	14	40	43	58	55
Administrative expenses	-16	-16	-52	-53	-69	-68
Other operating income and expenses	-8	0	-7	-9	-8	-6
Operating profit/loss	-13	-2	-19	-19	-19	-19
Financial items	-8	-7	-11	3	-9	-23
Profit/loss before tax	-21	-9	-30	-16	-28	-42
Тах	4	2	12	10	4	6
Profit/loss for the period	-17	-7	-18	-6	-24	-36

# Statement of comprehensive income – parent company

(SEK M)	2014 Jul-Sep	2013 Jul-Sep	2014 Jan-Sep	2013 Jan-Sep	2013 Full-year	Rolling 12 months
Profit/loss for the period	-17	-7	-18	-6	-24	-36
Other comprehensive income	-	-	-	-	-	-
Comprehensive income for the period	-17	-7	-18	-6	-24	-36

# **Condensed parent company balance sheet**

(SEK M)	2014 30 Sep	2013 30 Sep	2013 31 Dec
Intangible assets	41	61	58
Tangible assets	0	0	0
Financial assets	1,217	1,225	1,203
Total non-current assets	1,258	1,286	1,261
Current receivables	325	284	292
Cash and equivalents	25	0	19
Total current assets	350	284	311
Total assets	1,608	1,570	1,572
Equity	707	590	572
Non-current liabilities	757	826	830
Current liabilities	144	154	170
Total equity and liabilities	1,608	1,570	1,572
Pledged assets	1,314	1,303	1,309
Contingent liabilities	45	107	135

# Key data - multi-quarter summary

	2014	2014	2014	2013	2013	2013	2013	2012	2012
(SEK M unless otherwise stated)	Jul-Sep	Apr-Jun	Jan-Mar	Okt-Dec	Jul-Sep	Apr-Jun	Jan-Mar	Okt-Dec	Jul-Sep
Net sales	923	1,027	1,003	957	916	1,089	1,032	998	1,020
Earnings measurements									
Operating profit/loss (EBIT)	-1	4	12	-4	13	5	-17	-42	6
Underlying operating profit/loss (uEBIT)	7	5	16	0	18	8	14	-33	15
Underlying EBITA	13	11	22	4	22	12	18	-28	19
Margin measurements									
Operating margin	-0.1%	0.3%	1.2%	-0.4%	1.4%	0.5%	-1.7%	-4.2%	0.6%
Underlying operating margin	0.8%	0.5%	1.6%	0.0%	2.0%	0.8%	1.4%	-3.3%	1.5%
Underlying EBITA margin	1.5%	1.1%	2.2%	0.4%	2.4%	1.1%	1.8%	-2.8%	1.8%
Capital structure				-					
Net debt	785	776	743	851	884	844	822	779	851
Net debt/equity ratio	104%	101%	96%	136%	139%	132%	128%	116%	120%
Equity/assets ratio	32%	33%	33%	29%	27%	27%	27%	29%	28%
Capital employed (average)	1,643	1,666	1,619	1,582	1,595	1,575	1,562	1,602	1,677
Operating capital (excluding intangible assets) (average)	757	742	707	706	709	677	650	689	810
Working capital tied-up	12%	10%	9%	10%	11%	9%	9%	10%	12%
Return									
Return on capital employed	-0.3%	0.9%	3.1%	-1.1%	3.3%	1.4%	-4.4%	-10.3%	1.5%
Return on operating capital (excluding intangible assets)	2.6%	5.2%	10.4%	-0.1%	9.7%	5.5%	-8.2%	-22.0%	4.8%
Underlying return on operating capital (excluding intangible assets)	7.1%	4.5%	12.5%	1.6%	12.3%	7.3%	11.2%	-16.7%	9.3%
Return on equity	-5.5%	-2.9%	-2.3%	-6.8%	0.2%	-4.4%	-14.4%	-22.3%	-2.9%
Per share data				-					
Earnings per share (SEK)	-0.22	-0.10	-0.06	-0.29	-0.02	-0.16	-0.54	-0.81	-1.83
Underlying earnings per share (SEK)	-0.04	-0.05	-0.02	-0.16	0.08	-0.10	0.15	-0.64	0.29
Equity per share (SEK)	10.18	10.39	10.46	12.68	12.87	12.93	12.96	13.63	14.32
Cash flow from operating activities per share (SEK)	-0.11	-0.24	-0.65	0.85	-0.69	0.17	-0.92	1.95	-0.13
Other									
Average number of employees	769	787	804	817	842	864	887	899	895
Inventory gains and losses	1	-1	-4	-4	-5	-3	-2	-9	-9
Shipped tonnage (thousands of tonnes)	85	98	98	96	92	108	102	98	98
Average sales prices (SEK/kg)	10.79	10.53	10.26	10.05	9.93	10.04	10.15	10.25	10.36

# **Definitions of key data**

## SUPPLEMENTARY DISCLOSURES

Growth		
Sales growth	Change in net sales from the preceding period in percent.	
Adjusted earnings measurements		
Underlying operating profit/loss (uEBIT)	Operating profit/loss (EBIT) before non-recurring items adjusted for inventory gains and losses (deductions for gains and additions for losses).	
Underlying EBITA	EBITA before non-recurring items adjusted for inventory gains and losses (dedifor gains and additions for losses).	
Adjusted margin measurements		
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).	
Underlying operating margin	Underlying operating profit/loss (uEBIT) as a percentage of net sales.	
Underlying EBITA margin	Underlying EBITA as a percentage of net sales.	
Adjusted return		
Underlying return on operating capital (excluding intangible assets)	Annualized underlying EBITA as a percentage of average operating capital excluding goodwill and other intangible assets.	
Adjusted per share data		
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.	
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.	
Adjusted capital structure		
Net debt/underlying EBITDA	Annualized net debt divided by underlying EBITDA. Underlying EBITDA is EBITDA before non-recurring items and adjusted for inventory gains and losses (deductions for gains and additions for losses). EBITDA is operating result before depreciation and amortization.	
Other		
Inventory gains and losses	The difference between the cost of goods sold at acquisition value and the cost of goods sold at replacement cost.	

Please refer to the 2013 annual report for other definitions of key data.