

### **BE Group AB (publ)**

Interim report January-March 2011

Malmö, April 28 2011

### Strongly improved results for BE Group

### **FIRST QUARTER 2011**

- Net sales rose by 41 percent compared with the year-earlier period, amounting to SEK 1,519 M (1,074). Shipped tonnage rose by 23 percent.
- Underlying EBITA<sup>1)</sup> rose to SEK 51 M (loss 8), while the underlying EBITA margin improved to 3.3 percent (loss 0.8).
- The operating result improved to SEK 45 M (loss 28) as a consequence of increased sales. Profit after tax was SEK 23 M (loss 25).
- Earnings per share<sup>2)</sup> were SEK 0.46 (negative 0.50) and underlying earnings per share<sup>2)</sup> were SEK 0.50 (negative 0.23).
- The acquisition of the Swedish metal processing group RTS strengthens BE Group's production offering to major engineering customers.
- The operations in Denmark were closed during the quarter. Costs amounting to SEK 4 M for the closure were charged against earnings for the quarter.

**BE Group**, listed on the Nasdaq OMX Stockholm exchange, is one of Europe's leading trading and service companies for steel and other metals. 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 Group reported sales of SEK 5.1Bn. BE Group has more than 900 employees in ten countries, with Sweden and Finland being its largest markets. The head office is located in Malmö, Sweden. Read more about BE Group at www.begroup.com

<sup>1)</sup> Definitions page 17

<sup>2)</sup> Earnings per share are both before and after dilution.

### 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 on 2009. China, which accounted for 44 percent of total production, showed a 9 percent increase.

Steel production has continued to increase in early 2011. In the first quarter, global steel production rose by 9 percent compared with the year-earlier period. In the EU, production rose by 7 percent over the same period.

Following the seasonal decline in December 2010, sales in the European steel distribution sector have risen during the first quarter.

Development in BE Group's markets has been largely at the same level as the development in the European distribution market. Shipped tonnage per day rose gradually over the first quarter. In total, the Group's shipped tonnage for the first quarter was 23 percent up on the corresponding period in 2010.

BE Group's actual purchasing prices, and consequently also its sales prices, have risen at a lower rate than the spot price development for the quarter. The Group's sales prices follow a contractual pricing structure negotiated by BE Group.

### **Outlook for 2011**

In its latest forecast, published in April, the WSA foresaw continued recovery in the steel market in 2011. Apparent steel consumption (including inventory build-up among manufacturers and distributors) in the global market is forecast to rise by 6 percent – an increase compared with earlier forecasts. In the EU, the increase in 2011 is expected to be 5 percent. That can be compared with the 2010 full-year for which the increase was 21 percent.

BE Group expects that demand will continue to rise during 2011. In the Swedish and Finnish markets, given an unchanged product mix, sales prices will initially rise during the second quarter. For Business Area CEE, an initial decline in the purchase prices for some product groups is expected. The longer term price trend is currently difficult to assess in all markets.

### Areas of strategic focus

BE Group is continuing its long-term efforts to increase the proportion of production in its offering to customers. As a stage in this development, Swedish company Lecor Stålteknik was acquired in the fourth quarter of 2010 and the Swedish metal processing group RTS was acquired in the first quarter of 2011.

Conscious measures are also being implemented to increase sales including production services to customers with operations in several of the Group's markets.

To generate increased value both for the Group and its customers, efforts and investment in the area of production will continue. One example is the recently decided investment in machinery at the production unit in Lahti, Finland. In addition, several activities are in progress throughout BE Group to improve business processes to raise efficiency.

### Development in the first quarter of 2011

### Group

Demand rose gradually over the quarter and net sales increased by 41 percent compared with the year-earlier period, amounting to SEK 1,519 M (1,074). The increase is attributable to an increase in tonnage of 23 percentage points, positive price and mix effects amounting to 20 percentage points and an acquisition effect of 3 percentage points. Currency effects impacted net sales negatively by 5 percentage points.

The average sales price was up 15 percent on the year-earlier period and amounted to SEK 10.86 per kg (9.44). Compared with the fourth quarter of 2010, the average sales price declined by 1 percent due to currency effects. Adjusted for these currency effects, sales prices rose by 1 percent.

Consolidated gross profit amounted to SEK 215 M (131), with a gross margin of 14.1 percent (12.2). The underlying gross margin strengthened somewhat and amounted to 13.9 percent (13.8), which was also an improvement in relation to the immediately preceding quarter.

EBITA improved to SEK 49 M (loss 26). After adjustments for inventory gains of SEK 2 M (losses 18) and costs of SEK 4 M for the closure of the Danish operations, underlying EBITA was SEK 51 M (loss 8). The improvement in profit is primarily attributable to the increased tonnage and higher sales prices. Acquired units contributed to profit by SEK 1 M.

The EBITA margin strengthened to 3.2 percent (negative 2.4) and the underlying EBITA margin was 3.3 percent (negative 0.8).

### Sales by sales channel

BE Group's sales are divided between three sales channels: production sales, inventory sales and direct sales. Of total net sales for the first quarter, shipments from Group facilities accounted for 82 percent (80), which is broken down as follows: inventory sales 52 percentage points (53) and production sales 30 percentage points (27).

### Net sales and earnings trend

(SEK M)	Jan-Mar
Net sales 2010	1,074
Net sales 2011	1,519
Operating profit 2010	-28
Reversal of amortization of intangible assets	2
EBITA 2010	-26
Inventory losses	18
Underlying EBITA 2010	-8
Tonnage-, price-, mix- and gross margin effect	62
Changes in overheads, etc.	-3
Underlying EBITA 2011	51
Inventory gains	2
Total non-recurring items	-4
EBITA 2011	49
Less amortization of intangible assets	-4
Operating profit 2011	45

#### Sales trend in commercial steel

The average sales price per kg for commercial steel rose 12 percent to SEK 8.32 (7.41). Compared with the preceding quarter, the sales price declined 2 percent. Net sales for commercial steel amounted to SEK 1,087 M (779). Expressed in terms of tonnage, the Group's sales rose by 24 percent. Overall, commercial steel accounted for 72 percent (73) of BE Group's net sales.

### Sales trend in stainless steel

Over the quarter, the sales price for stainless steel rose to SEK 41.13 per kg (31.54), which was 30 percent higher than in the year-earlier period and 3

percent higher compared with the immediately preceding quarter. Compared with the year-earlier period, BE Group's sales of stainless steel rose 34 percent and amounted to SEK 270 M (201). The proportion of net sales represented by stainless steel decreased to 17 percent (19).

### Sales by customer segment

In the first quarter, OEM customers and their partners accounted for the largest share of sales, 52 percent (53); project customers for 23 percent (20); pre-processing companies for 17 percent (18); and retailers for 8 percent (9).

#### **Business areas**

### Business area Sweden

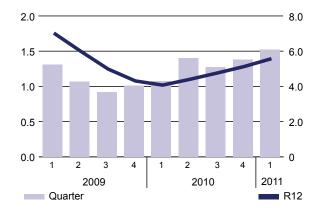
The business area noted improved demand compared with the preceding year. The increase in demand is attributable to customers in both the engineering and construction sectors. At the end of the quarter, a certain increase in demand from smaller engineering companies was noted. As in 2010, the second quarter is expected to bring recovery in the construction projects that were delayed by unfavorable winter weather.

Net sales rose 45 percent to SEK 740 M (511), as a consequence of an increase in shipped tonnage of 23 percent. Sales from acquired units amounted to SEK 33 M. The average sales price rose 19 percent. Compared with the fourth quarter of 2010, the sales price rose by 3 percent.

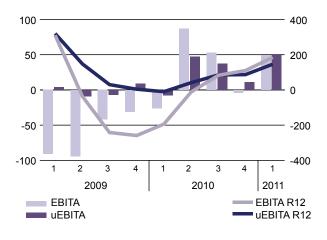
The operations in Denmark were closed during the quarter as a consequence of unsatisfactory development in profitability in recent years. Costs for the closure amounted to SEK 4 M, which was charged against earnings for the quarter.

EBITA improved to SEK 17 M (loss 5). The

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



# EBITA (SEK M) Quarter and rolling 12 months



improvement is primarily due to the combination of increased tonnage and higher sales prices. Adjusted for a minor inventory gain and closure costs in Denmark, underlying EBITA amounted to SEK 21 M (0). Acquired units contributed to production sales increasing from 19 percent of total sales to 23 percent compared with the equivalent quarter in 2010.

The integration of Lecor Stålteknik continued during the quarter. The SEK 36 M investment in a new production facility for prefabricated construction steel in Kungälv, Sweden decided on in 2010 is expected to be brought into operation in the third quarter.

The Swedish metal processing group RTS, with 35 employees and operations in Eskilstuna, Sweden and Rapla, Estonia, as well as a smaller operation in Romania was acquired in the first quarter. The acquisition strengthens BE Group's production offering to major engineering customers and brings new expertise to the Group. The operations are consolidated into BE Group as of the date in February on which ownership changed hands and are expected to have a positive effect on the earnings of Business Area Sweden in 2011. The acquisition is a combined asset/liability and share equity transaction with the total purchase consideration amounting to SEK 9 M. Of the purchase consideration, SEK 2 M represents payment in the form of shares in BE Group AB. At the point at which BE Group gained control, RTS had net cash balances of SEK 0 M. The acquisition costs amounted to SEK 1 M and are reported as administrative expenses in the consolidated income statement. According to the provisional balance sheet prepared in connection with the transfer, the assets over which BE Group assumed control amounted to SEK 6 M. The surplus value of SEK 3 M

consists of goodwill attributable to the company's market position. The provisional balance sheet for the transfer will be completed within a year of the acquisition.

### Business Area Finland

In Finland, demand gradually improved over the quarter, primarily from customers in the engineering sector. Net sales amounted to SEK 546 M (386) – an increase of 41 percent. Shipped tonnage rose by 30 percent. The average sales price in EUR rose 22 percent. Compared with the fourth quarter of 2010, the average sales price rose by 2 percent.

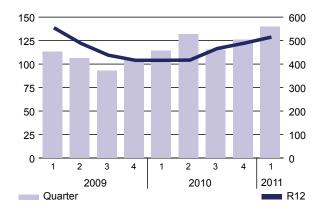
Earnings improved, with EBITA amounting to SEK 33 M (loss 2) and underlying EBITA to SEK 33 M (10). The improvement in earnings was mainly due to the increase in tonnage. Currency translation effects impacted underlying EBITA negatively by SEK 1 M.

At the end of 2010 a decision was made to invest SEK 14 M in increased capacity at the facility in Lahti. The Finnish market demands increasingly advanced production and BE Group is meeting this by further extending and modernizing its equipment. The investment also represents a step in meeting increasing demand for the Set Package offering developed by the business area. The investment is expected to contribute to production by the end of the second quarter. Production sales rose during the quarter and amounted to 48 percent (44) of total sales.

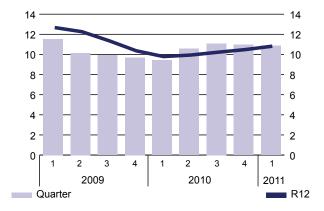
### Business Area CEE

The markets in Central and Eastern Europe continued to show growth as a consequence of increased demand from customers in the engineering sector. Net sales rose by 29 percent to SEK 264 M (204) and shipped tonnage by 10 percent compared with

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



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



the year-earlier period. The average sales price rose and was 18 percent higher than in the year-earlier period. Due to a changed country and product mix, sales prices fell by 7 percent compared with the fourth quarter of 2010.

EBITA improved to SEK 4 M (loss 11). The improvement is due primarily to increased sales combined with strengthened margins. Inventory gains of SEK 2 M (losses 1) were realized. Underlying EBITA amounted to SEK 2 M (loss 10).

Activities are in progress in the business area to optimize the logistics center in Ostrava and to develop the production offering to customers in several markets. Credit risks among customers continue to limit growth in the business area's Central European markets to a certain extent.

### Net financial items and tax

The Group's net financial items for the first quarter amounted to an expense of SEK 9 M (4), of which the net interest expense accounted for SEK 9 M (11). On an annual basis, this corresponds to 4.3 percent (5.3) of interest-bearing net debt, which averaged SEK 812 M (796) during the guarter.

The tax expense for the year amounted to SEK 13 M (income 7), equivalent to 36 percent (23) of earnings before tax. The higher tax rate for the quarter is explained by the closure of operations in Denmark, which has entailed previously capitalized tax-loss carryforwards being expensed. In addition, no tax has been capitalized for first quarter results of the Danish operations.

### Cash flow

Cash flow before changes in net debt amounted to SEK 63 M (negative 60). Cash flow from operating activities rose to SEK 89 M (negative 52) due to the improved earnings and a reduction in working capital. Cash flow from investing activities rose to a negative SEK 26 M (negative 8), while cash flow from financing activities was positive in the amount of SEK 3 M (2).

### Capital, investments and return

Consolidated working capital amounted to SEK 478 M (473) at the end of the period. Working capital tied-up improved over the quarter, amounting to 8 percent (11).

Of the investments of SEK 28 M (8) made during the period, acquisition effects accounted for SEK 9 M (–) and investments in intangible assets, involving the development of the Group's IT platform, for SEK 3 M (7). Investments in tangible assets amounted to SEK 16 M (1) and were primarily attri-

butable to Lecor Stålteknik's new production facility and to production equipment in Finland.

Return on operating capital (excluding intangible assets) improved, amounting to 24 percent (negative 12). Average operating capital increased somewhat due to increased working capital.

#### Financial position and liquidity

Consolidated cash and equivalents were SEK 146 M (135) at the end of the period. At the end of the quarter, the Group had unutilized credit facilities totaling SEK 355 M.

Consolidated interest-bearing net debt amounted to SEK 783 M (814) at the end of the period. BE Group's total credit facilities amount to SEK 1,267 M. The maturity date for 95 percent of the credit facility is May 2013.

At the end of the period, consolidated equity amounted to 811 M (760), while the net debt/equity ratio amounted to 96 percent (107).

### Organization, structure and employees

The number of employees rose to 960 compared with 910 at the start of the year and 879 at the corresponding time last year. The average number of employees during the period was 935 (882). The increase is primarily attributable to acquired companies.

### **Contingent liabilities**

The Group's contingent liabilities amounted to SEK 146 M, unchanged since December 2010.

### **Parent Company**

Sales by the Parent Company, BE Group AB (publ), amounted to SEK 14 M (11) for the quarter and derived from intra-Group services. The operating loss amounted to SEK 10 M (10).

Net financial items amounted to income of SEK 20 M (18; including exchange-rate gains of SEK 27 M) attributable to dividends of SEK 27 M (–) received from subsidiaries. Profit before tax amounted to SEK 10 M (8) and the profit after tax amounted to SEK 15 M (6).

The Parent Company invested SEK 3 M (7) in intangible assets and SEK 10 M in acquired operations during the period. At the end of the period, the Parent Company's cash and equivalents were SEK 82 M (92). During the quarter, 60,842 shares in BE Group were transferred in connection with acquisitions and 24,744 shares were transferred in connection with Share Savings Plan 2008. At the end of the quarter, the Parent Company held 409,862 treasury shares.

# 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

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

### **Annual General Meeting 2011**

The Annual General Meeting of BE Group will be held today, Thursday, April 28, 2011, at 4:00 p.m. at the Nöjesteatern Theatre, Amiralsgatan 35, 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.

### Proposed composition of the Board

The nominating committee proposes the election of Anders Ullberg, who is also proposed as Chairman of the Board, and the re-election of Board members Roger Bergqvist, Cecilia Edström, Maarita Jaatinen, Lars Olof Nilsson and Lars Spongberg. Carl-Erik Ridderstråle and Joakim Larsson have declined re-election.

Anders Ullberg was born in 1946 and holds an M. Sc. in Business Administration and Economics. His other 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.

### 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 2010 Annual Report published in March 2011. 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 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 2010 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 2011 financial year have had no effect on the Group's financial reporting.

### **Future reporting dates**

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

- 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.
- The year-end report for 2011 will be published in February 2012.

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, april 28, 2011 BE Group AB (publ)

Roger Johansson
President and CEO

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

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

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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 April 28, 2011 at 7.45 a.m. CET.

### Condensed consolidated income statement

	2011	2010	2010	Rolling
(SEK M) Note	Jan-Mar	Jan-Mar	Full-year	12 months
Net sales	1,519	1,074	5,129	5,574
Cost of goods sold	-1,304	-943	-4,396	-4,757
Gross profit	215	131	733	817
Selling expenses	-125	-122	-495	-498
Administrative expenses	-43	-38	-155	-160
Other operating revenue and expenses 1	-3	0	5	2
Participation in joint venture	1	1	10	10
Operating profit/loss	45	-28	98	171
Financial items	-9	-4	-56	-61
Profit/loss before tax	36	-32	42	110
Tax	-13	7	-13	-33
Profit/loss for the period	23	-25	29	77
Amortization of intangible assets	4	2	12	14
Depreciation of tangible assets	11	12	47	46
Earnings per share	0.46	-0.50	0.58	1.56
Earnings per share after dilution	0.46	-0.50	0.58	1.56

## Consolidated statement of comprehensive income

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
Profit/loss for the period	23	-25	29	77
Other comprehensive income				
Translation differences	-2	-29	-80	-53
Hedging of net investments in foreign subsidiaries	0	21	61	40
Tax attributable to items in other comprehensive income	0	-5	-14	-9
Total other comprehensive income	-2	-13	-33	-22
Comprehensive income for the period	21	-38	-4	55

### Note 1 Non-recurring items\*

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Closure of the Danish operations	-4	_	_	-4
Total non-recurring items	-4	-	-	-4

<sup>\*</sup> Recognised in Other operating revenue and expenses

## Condensed consolidated balance sheet

	2011	2010	2010
(SEK M)	31 Mar	31 Mar	31 Dec
Goodwill	696	639	692
Other intangible assets	81	76	81
Tangible assets	279	300	267
Investment in joint venture	129	120	129
Financial assets	2	2	2
Deferred tax assets	30	46	34
Total non-current assets	1,217	1,183	1,205
Inventories	807	582	683
Accounts receivables	762	633	575
Other receivables	95	74	87
Cash and equivalents	146	135	80
Assets held for sale	2	-	2
Total current assets	1,812	1,424	1,427
Total assets	3,029	2,607	2,632
Equity	811	760	787
Non-current interest-bearing liabilities	854	867	854
Provisions	16	15	16
Deferred tax liability	67	47	62
Total non-current liabilities	937	929	932
Current interest-bearing liabilities	77	84	71
Accounts payables, trade	952	647	598
Other current liabilities	234	169	227
Other current provisions	18	18	17
Total current liabilities	1,281	918	913
Total equity and liabilities	3,029	2,607	2,632

### Condensed consolidated cash-flow statement

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
Profit/loss before tax	36	-32	42	110
Adjustment for non-cash items	16	6	53	63
Income tax paid	-7	-7	-26	-26
Change in working capital	44	-19	-126	-63
Cash flow from operating activities	89	-52	-57	84
Investments in intangible assets	-3	-7	-24	-20
Investments in tangible assets	-16	-1	-15	-30
Acquisitions of subsidiaries	-7	-	-16	-23
Other cash flow from investing activities	0	0	2	2
Cash flow before change in net debt	63	-60	-110	13
Cash flow from financing activities	3	2	4	5
Cash flow for the period	66	-58	-106	18
Exchange-rate difference in cash and equivalents	0	-4	-11	-7
Change in cash and equivalents	66	-62	-117	11

## Condensed statement of changes in equity

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
Equity at beginning of period	787	798	798	760
Effect of changed accounting principles	-	-	-	-
Adjusted equity at beginning of period	787	798	798	760
Comprehensive income for the period	21	-38	-4	55
Acquisition/sales of treasury shares	2	0	-10	-8
Share Savings Scheme	1	0	3	4
Equity at end of period	811	760	787	811

## Segment reporting

Net sales per segment

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Sweden	740	511	2,425	2,654
- External	729	499	2,378	2,608
- Internal	11	12	47	46
Finland	546	386	1,846	2,006
- External	536	378	1,796	1,954
- Internal	10	8	50	52
CEE	264	204	981	1,041
- External	254	197	955	1,012
- Internal	10	7	26	29
Parent Company and consolidated items	-31	-27	-123	-127
Group	1,519	1,074	5,129	5,574

Shipped tonnage per segment (thousands of tonnes)

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Sweden	59	48	209	220
Finland	49	38	165	176
CEE	35	32	130	133
Parent Company and consolidated items	-3	-4	-15	-14
Group	140	114	489	515

EBITA per segment

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
Sweden	17	-5	74	96
Finland	33	-2	82	117
CEE	4	-11	-18	-3
Parent Company and consolidated items	-5	-8	-28	-25
Group	49	-26	110	185

EBITA margin per segment

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Sweden	2.3%	-1.1%	3.0%	3.6%
Finland	6.1%	-0.4%	4.4%	5.8%
CEE	1.4%	-5.4%	-1.8%	-0.3%
Group	3.2%	-2.4%	2.2%	3.3%

## **Segment reporting**

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

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
Sweden	21	0	57	78
Finland	33	10	78	101
CEE	2	-10	-20	-8
Parent Company and consolidated items	-5	-8	-28	-25
Group	51	-8	87	146

<sup>1)</sup> 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 companys auditor.

Underlying EBITA margin per segment

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Sweden	2.8%	0.1%	2.4%	2.9%
Finland	6.1%	2.5%	4.2%	5.1%
CEE	0.6%	-5.0%	-2.1%	-0.8%
Group	3.3%	-0.8%	1.7%	2.6%

Depreciation per segment

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Sweden	4	5	18	17
Finland	5	6	22	21
CEE	3	3	12	12
Parent Company and consolidated items	3	0	7	10
Group	15	14	59	60

Investments in tangible and intangible assets per segment

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Sweden	16	0	76	92
Finland	8	1	7	14
CEE	1	0	1	2
Parent Company and consolidated items	3	7	24	20
Group	28	8	108	128

# Key data

(SEV Municipal etherwise etated)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
(SEK M unless otherwise stated)	Jaii-iviai	Jan-Mar	ruii-yeai	12 1110111115
Earnings measurements				
EBITA	49	-26	110	185
Margin measurements				
Gross margin	14.1%	12.2%	14.3%	14.7%
EBITA margin	3.2%	-2.4%	2.2%	3.3%
Operating margin	2.9%	-2.6%	1.9%	3.1%
Capital structure				
Net debt	783	814	842	783
Net debt/equity ratio	96.5%	107.1%	107.0%	96.5%
Equity/assets ratio	26.8%	29.2%	29.9%	26.8%
Working capital (average)	499	467	528	532
Operating capital (average)	1,610	1,573	1,619	1,623
Operating capital (excluding intangible assets) (average)	836	857	893	885
Working capital tied-up	8.2%	10.9%	10.3%	9.5%
Return				
Return on operating capital (%)	11.1%	-7.0%	6.0%	10.5%
Return on operating capital (excluding intangible assets) (%)	23.5%	-12.2%	12.4%	21.0%
Return on equity (%)	11.5%	-12.8%	3.7%	9.8%
Per share data				
Earnings per share (SEK)	0.46	-0.50	0.58	1.56
Earnings per share after dilution (SEK)	0.46	-0.50	0.58	1.56
Equity per share (SEK)	16.36	15.28	15.90	16.36
Cash flow from operating activities per share (SEK)	1.80	-1.05	-1.15	1.70
Shares outstanding at period end (thousands)	49,590	49,749	49,505	49,590
Average number of shares (thousands)	49,505	49,739	49,656	49,598
Diluted average number of shares (thousands)	49,550	49,757	49,704	49,647
Other				
Average number of employees	935	882	909	902

# Supplementary disclosures

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
	oan-wa	Jail-Mai	i un-year	12 1110111113
Sales by main products  Long steel	429	317	1,478	1,590
Flat steel	547	317	1,829	1,985
Reinforcement steel	111	71	408	448
Total commercial steel		779		
Total Commercial Steel	1,087	779	3,715	4,023
Stainless steel	270	201	887	956
Aluminium	85	76	352	361
Other <sup>1)</sup>	77	18	175	234
Total sales	1,519	1,074	5,129	5,574
1) Sales by acquired units are included under "Other".				
Growth				
Sales growth	41%	-18%	19%	37%
- organic tonnage growth	23%	0%	17%	24%
- price and mix changes	20%	-14%	6%	15%
- currency effects	-5%	-4%	-5%	-4%
- acquisitions	3%	0%	1%	2%
- divested operations	0%	0%	0%	0%
Adjusted earnings measurements				
Underlying EBITA	51	-8	87	146
Adjusted margin measurements				
Underlying gross margin	13.9%	13.8%	13.9%	13.9%
Underlying EBITA margin	3.3%	-0.8%	1.7%	2.6%
Adjusted return				
Underlying return on operating capital (excluding	0.1.00/	2.22/	0.00/	40.70
intangible assets)	24.2%	-3.8%	9.8%	16.5%
Adjusted per share data				
Underlying earnings per share (SEK)	0.50	-0.23	0.26	0.99
Underlying earnings per share after dilution (SEK)	0.50	-0.23	0.26	0.99
Adjusted capital structure				
Net debt/underlying EBITDA (multiple)	3.2	50.3	6.3	4.1
Other				
Inventory gains and losses	2	-18	23	43
Shipped tonnage (thousands of tonnes)	140	114	489	515
Average sales prices (SEK/kg)	10.86	9.44	10.48	10.82

## **Condensed Parent Company income statement**

(SEK M)	2011 Jan-Mar	2010 Jan-Mar	2010 Full-year	Rolling 12 months
Net sales	14	11	45	48
Administrative expenses	-24	-21	-84	-87
Operating profit/loss	-10	-10	-39	-39
Financial items	20	18	-44	-42
Profit/loss before tax	10	8	-83	-81
Tax	5	-2	5	12
Profit/loss for the period	15	6	-78	-69

### Statement of Comprehensive Income - Parent Company

	2011	2010	2010	Rolling
(SEK M)	Jan-Mar	Jan-Mar	Full-year	12 months
Profit/loss for the period	15	6	-78	-69
Other comprehensive income	-	-	-	-
Comprehensive income for the period	15	6	-78	-69

### **Condensed Parent Company balance sheet**

(SEK M)	2011 31 Mar	2010 31 Mar	2010 31 Dec
(Valit in)			
Intangible assets	63	53	64
Tangible assets	0	0	0
Financial assets	1,393	1,332	1,381
Interest-bearing receivables, Group companies	53	79	54
Deferred tax assets	1	0	0
Total non-current assets	1,510	1,464	1,499
Current interest-bearing receivables, Group companies	235	284	251
Receivables, Group companies	48	31	55
Other operating receivables	16	30	20
Cash and equivalents	82	92	25
Total current assets	381	437	351
Total assets	1,891	1,901	1,850
Equity	868	923	850
Non-current interest-bearing liabilities	838	852	837
Provisions	1	0	1
Total non-current liabilities	839	852	838
Current interest-bearing liabilities	-	27	-
Current interest-bearing liabilities, Group companies	123	60	69
Accounts payables, trade	5	5	9
Liabilities to Group companies	16	19	19
Other current liabilities	40	15	65
Total current liabilities	184	126	162
Total equity and liabilities	1,891	1,901	1,850
Pledged coacts	4 200	4 005	4 240
Pledged assets Contingent liabilities	1,308 89	1,235 87	1,310 95
		<u> </u>	

## Key data - multi-quarter summary

(SEK M unless otherwise stated)	2011 Jan-Mar	2010 Oct-Dec	2010 Jul-Sep	2010 Apr-Jun	2010 Jan-Mar	2009 Oct-Dec	2009 Jul-Sep	2009 Apr-Jun	2009 Jan-Mar
Net sales	1,519	1,383	1,273	1,399	1,074	1,011	917	1,071	1,309
Earnings measurements									
EBITA	49	-4	53	87	-26	-31	-42	-95	-91
Underlying EBITA	51	11	37	47	-8	9	-7	-4	6
Margin measurements									
EBITA margin	3.2%	-0.3%	4.2%	6.2%	-2.4%	-3.1%	-4.6%	-8.9%	-6.9%
Underlying EBITA margin	3.3%	0.8%	2.9%	3.4%	-0.8%	0.8%	-0.8%	-0.4%	0.4%
Capital structure									
Net debt	783	842	876	832	814	777	836	940	982
Net debt/equity ratio	96.5%	107.0%	107.9%	104.4%	107.1%	97.4%	100.4%	106.6%	96.7%
Equity/assets ratio	26.8%	29.9%	29.7%	29.2%	29.2%	31.8%	31.1%	32.4%	33.3%
Operating capital (excluding intangible assets) (average)	836	916	947	888	857	906	1,036	1,203	1,351
Working capital tied-up	8.2%	10.4%	11.7%	9.2%	10.9%	12.8%	17.8%	19.5%	18.9%
Return									
Return on operating capital (excluding intangible assets)	23.5%	-1.7%	22.4%	39.3%	-7.0%	-13.9%	-16.4%	-31.7%	-27.0%
Underlying return on operating capital (excluding intangible assets)	24.2%	5.0%	15.8%	21.3%	-3.8%	3.8%	-2.7%	-1.3%	1.7%
Return on equity	11.5%	-9.1%	12.9%	23.4%	-12.8%	-17.3%	-21.4%	-31.2%	-35.4%
Per share data									
Earnings per share (SEK)	0.46	-0.37	0.52	0.92	-0.50	-0.71	-0.92	-1.49	-1.88
Underlying earnings per share (SEK)	0.50	-0.13	0.29	0.31	-0.23	-0.09	-0.92	-0.09	-0.42
Equity per share (SEK)	16.36	15.90	16.39	16.02	15.28	16.05	16.74	17.73	20.40
Cash flow from operating activities per share (SEK)	1.80	1.18	-0.89	-0.39	-1.05	1.41	1.91	1.80	0.55
Other									
Average number of employees	935	889	882	887	882	882	888	917	989
Inventory gains and losses	2	-15	16	40	-18	-32	-35	-91	-97
Shipped tonnage (thousands of tonnes)	140	126	115	132	114	104	93	106	113
Average sales prices (SEK/kg)	10.86	10.98	11.09	10.58	9.44	9.70	9.91	10.15	11.54

## **Definitions of key data**

### SUPPLEMENTARY DISCLOSURES

Change from the preceding period as a percentage of net sales.
EBITA before exceptional items adjusted for inventory gains and losses (deductions for gains and additions for losses).
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.
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).
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.
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.
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.
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
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.

Please refer to the 2010 annual report for other definitions of key data.