

Q4 2011

Year-end report 2011

Strongest year to date, despite a certain decline in the fourth quarter

- Net revenues amounted to MSEK 668 (619) for the fourth quarter and MSEK 2,830 (2,290) for the full year.
- Profit after net financial items amounted to MSEK 91.6 (95.1) for the fourth quarter and MSEK 428.7 (398.8) for the full year.
- Earnings per share after tax totaled SEK 2.33 (2.11) for the fourth quarter and SEK 10.38 (9.51) for the full year.
- Balance sheet remained strong, with net cash of MSEK 23 (91).
- The Board proposes an ordinary dividend of SEK 6.00 per share (6.00) and an extra dividend of SEK 1.00 per share (1.00).

The Group continued to grow organically during the fourth quarter, although at a slower pace than in the past. Habia's order bookings from the telecom sector were particularly weak. Despite this decline in demand late in the year, 2011 was the strongest year to date in terms of both invoicing and earnings.

During the fourth quarter, order bookings totaled MSEK 640 (614), up 4 percent. Invoicing rose 8 percent to MSEK 668 (619). In comparable units, order bookings decreased 2 percent, while invoicing rose 2 percent. Adjusted for currency effects, order bookings rose 1 percent and invoicing rose 5 percent in comparable units.

Operating profit amounted to MSEK 95.0 (96.1) and the operating margin was 14.2 percent (15.5). Profit after net financial items totaled MSEK 91.6 (95.1). Earnings per share after tax amounted to SEK 2.33 (2.11). Capital expenditures amounted to MSEK 30.3 (22.6). Cash flow after capital expenditures, including corporate acquisitions amounting to MSEK 8.9 (0), totaled MSEK 28.4 (40.9).

During full-year 2011, order bookings rose 22 percent to MSEK 2,839 (2,321). Invoicing totaled MSEK 2,830 (2,290), up 24 percent. In comparable units, order bookings rose 9 percent and invoicing 10 percent. Adjusted for currency effects, order bookings rose 13 percent and invoicing rose 14 percent in comparable units.

Earnings improved in all three subsidiaries. For the Group, operating profit totaled MSEK 441.4 (406.3) and the operating margin was 15.6 percent (17.7). Profit after net financial items amounted to MSEK 428.7 (398.8) and earnings per share after tax totaled SEK 10.38 (9.51).

Capital expenditures amounted to MSEK 89.2 (55.2). Cash flow after capital expenditures was MSEK 152.0 (168.2). Cash flow included corporate acquisitions totaling MSEK 80.8 (65.0). At year-end, net cash for the Group totaled MSEK 22.5 (91.2).

Subsidiaries

Lesjöfors AB

Lesjöfors AB is a full-range supplier of standard and specially produced industrial springs, wire and flat strip components. The company is a dominant player in the Nordic region and one of the largest companies in its industry in Europe. Lesjöfors has manufacturing operations in Sweden, Denmark, Finland, Germany, Latvia, the UK and China.

During the fourth quarter, order bookings rose 10 percent to MSEK 292 (265). Invoicing amounted to MSEK 299 (273), up 9 percent. In comparable units, order bookings and invoicing increased 1

percent. Adjusted for currency effects, order bookings rose 8 percent and invoicing 7 percent. Operating profit totaled MSEK 76.1 (75.3).

During full-year 2011, order bookings amounted to MSEK 1,392 (1,222), up 14 percent. Invoicing rose 15 percent to MSEK 1,386 (1,207). In comparable units, order bookings rose 4 percent and invoicing 5 percent. Adjusted for currency effects, order bookings and invoicing rose 9 percent. Operating profit totaled MSEK 352.1 (349.3).

Lesjöfors's operations are conducted in three business areas: Industrial Springs, Flat Strip Components and Chassis Springs. The volume trend was favorable in all business areas. Earnings for Industrial Springs improved compared with the preceding year, while earnings for Flat Strip Components were unchanged. Earnings for Chassis Springs were lower than in the preceding year.

Habia Cable AB

Habia Cable AB is one of Europe's largest manufacturers of custom-designed cable for customers in the telecom, transport, nuclear power, defense and other industries. Manufacturing and product development are conducted in Sweden, with additional manufacturing carried out in Germany, China and Poland.

During the fourth quarter, order bookings amounted to MSEK 142 (156), down 9 percent. The decrease was primarily attributable to the telecom sector. Invoicing increased 8 percent to MSEK 166 (154). Adjusted for currency effects, order bookings declined 8 percent and invoicing rose 9 percent. Operating profit totaled MSEK 12.7 (15.1).

During the full-year, Habia's order bookings increased 17 percent to MSEK 669 (570). Invoicing amounted to MSEK 668 (558), up 20 percent. Adjusted for currency effects, order bookings rose 22 percent and invoicing 25 percent. Operating profit totaled MSEK 55.9 (46.2).

Habia experienced favorable demand from the telecom sector and engineering industry, although the telecom sector decelerated substantially in the fourth quarter. Net profit for the year was impacted by major price increases on plastics, which are used as an insulating material in the company's products, and by the appointment of a new President, which resulted in MSEK 7.2 being charged against net profit for the year.

Beijer Tech AB

Beijer Tech AB specializes in industrial trading in the Nordic region and represents several of the world's leading manufacturers. The company's operations are conducted in two business areas: Industrial Products and Fluid Technology/Industrial Rubber.

During the fourth quarter, order bookings and invoicing rose 8 percent to MSEK 207 (192). In comparable units, order bookings and invoicing remained unchanged compared with the year-earlier period. Operating profit amounted to MSEK 12.0 (14.5).

During the full-year, invoicing and order bookings amounted to MSEK 777 (671), up 16 percent. In comparable units, the increase was 9 percent. Operating profit totaled MSEK 57.8 (47.9).

Both business areas are growing organically and earnings are improving. However, the favorable demand noted in the past declined somewhat during the latter part of the year. The acquisition of Karlebo Gjuteriteknik was consolidated as of the fourth quarter. Karlebo has annual revenues of MSEK 50.

Parent Company

The Parent Company, Beijer Alma AB, is a holding company that does not conduct external invoicing. During the fourth quarter, the Parent Company reported an operating loss of MSEK 5.6 (loss: 9.0). For full-year 2011, the operating loss was MSEK 24.2 (loss: 26.6). Profit after net financial items for 2011 amounted to MSEK 229.3 (203.8). Profit included Group contributions and dividends from subsidiaries in the amount of MSEK 255.1 (229.8).

Revenues and earnings per operating sector/segment

Net revenues

MSEK	2011	2011	2011	2011	2010	2010	2010	2010	2011	2010	2009
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Full-year	Full-year	Full-year
Lesjöfors	298.6	336.5	370.8	380.1	272.6	281.9	342.9	309.3	1,386.0	1,206.7	1,046.5
Habia Cable	165.6	179.6	171.9	151.1	154.4	135.4	136.6	131.7	668.2	558.1	522.6
Beijer Tech	206.5	180.9	199.8	189.9	191.9	157.8	175.6	–	777.1	525.3	–
Parent Company and intra-Group	-2.4	0.1	1.1	0.1	–	0.1	-0.2	0.1	-1.1	–	2.1
Total	668.3	697.1	743.6	721.2	618.9	575.2	654.9	441.1	2,830.2	2,290.1	1,571.2

Operating profit/loss

MSEK	2011	2011	2011	2011	2010	2010	2010	2010	2011	2010	2009
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Full-year	Full-year	Full-year
Lesjöfors	76.1	78.8	99.6	97.6	75.3	79.4	104.6	90.0	352.1	349.3	242.9
Habia Cable	12.7	20.2	19.2	3.8	15.1	16.6	6.5	8.0	55.9	46.2	11.5
Beijer Tech	12.0	14.5	16.9	14.4	14.5	12.8	14.3	–	57.8	41.6	–
Parent Company and intra-Group	-5.8	-4.5	-9.6	-4.5	-8.8	-6.6	-5.8	-9.6	-24.4	-30.8	-16.2
Total operating profit	95.0	109.0	126.1	111.3	96.1	102.2	119.6	88.4	441.4	406.3	238.2
Net financial items	-3.4	-3.7	-3.0	-2.6	-1.0	-2.0	-2.1	-2.3	-12.7	-7.5	-11.7
Profit after net financial items	91.6	105.3	123.1	108.7	95.1	100.2	117.5	86.1	428.7	398.8	226.5

Corporate acquisitions

In the first quarter of 2011, Lesjöfors acquired 100 percent of the shares in German spring manufacturer, Velleuer GmbH & Co KG. The acquisition was consolidated as of January 1, 2011. Velleuer has revenues of approximately MSEK 120 and 110 employees. The company's customers operate in the German automotive and engineering industries. Through the acquisition, Lesjöfors gained a local production operation in Germany, which is the largest spring market in Europe.

Acquisition calculation

Purchase consideration (cash)	MSEK 70.2
Acquired net assets measured at fair value	MSEK 47.8
Goodwill	MSEK 22.4

Goodwill is related in part to synergy effects within Lesjöfors and in part to acquired, inseparable customer relationships. Goodwill is assessed to be locally deductible in Germany. All of the acquired receivables of MSEK 33 are expected to be received as a result of balance guarantees in the purchase agreement. In 2011, Velleuer contributed MSEK 116 to invoicing and MSEK 9.1 to operating profit.

Beijer Tech acquired Karlebo Gjuteriteknik AB, which was consolidated in the fourth quarter. Karlebo has annual revenues of MSEK 50 and 15 employees. The company conducts technology trading operations, supplying machinery, equipment and consumables to the foundry and steel industries in the Nordic region.

Acquisition calculation

Purchase consideration	MSEK 21.0
Acquired net assets measured at fair value	MSEK 11.6
Goodwill	MSEK 9.4

Of the purchase consideration, MSEK 11 is conditional and dependent on the future earnings trend. In the acquisition analysis, MSEK 3 is attributable to customer relations and will be amortized over five years. Goodwill is related to assessed synergy effects in sales following the acquisition. Acquired goodwill is assessed not to be deductible. All of the acquired receivables, which have a fair value of MSEK 8.7, are expected to be received as a result of balance guarantees. Acquisition-related costs of SEK 358,000 were expensed as administrative costs in the Group. In 2011, Karlebo contributed MSEK 13.1 to Group invoicing and MSEK 0.6 to operating profit.

President's statement

The year 2011 was the strongest year to date in Beijer Alma's history. Invoicing in comparable units grew 10 percent to a record-high level of MSEK 2,830. Profit after net financial items amounted to MSEK 429, corresponding to a year-on-year increase of MSEK 30. All of the Group's subsidiaries contributed to the improved earnings.

In the fourth quarter, we saw weaker growth in invoicing, and invoicing in comparable units rose 2 percent. Profit before tax decreased slightly to MSEK 92. The operating margin was 14 percent, down 1 percentage point year-on-year. All subsidiaries had lower margins during the quarter. As in the preceding quarter, invoicing exceeded order bookings, which meant that the order stock declined during the period. This normally indicates that a downward trend in invoicing will occur in the coming months. Cash flow remained positive during the final quarter of the year. Operating cash flow, adjusted for acquisitions of MSEK 9, amounted to MSEK 37. The Group thus had net cash of MSEK 23 at year-end 2011. This provides us with a high level of preparedness for a weaker demand situation and the capacity to capitalize on opportunities for organic growth and corporate acquisitions.

Lesjöfors's invoicing rose 9 percent in the fourth quarter. However, adjusted for the acquisition of the German spring company Velleuer, invoicing remained unchanged compared with the corresponding period in the preceding year. Invoicing in comparable units remained unchanged in all business areas. Operating profit for the Lesjöfors Group amounted to MSEK 76 for the fourth quarter, up MSEK 1 year-on-year. The operating margin was lower than in the year-earlier period, partly because Velleuer has a weaker margin than Lesjöfors's other operations.

Habia's invoicing rose 7 percent to MSEK 166 in the fourth quarter. The increase was entirely attributable to non-telecom operations, while telecom invoicing declined. Major manufacturers of base station antennas indicated continued low order bookings, signaling that weak invoicing can be expected during the coming three to six months. Operating profit amounted to MSEK 13, compared with MSEK 15 in the year-earlier period, and the operating margin declined slightly.

Beijer Tech's invoicing amounted to MSEK 207 in the fourth quarter, up 7 percent year-on-year. Adjusted for the acquisition of Karlebo Gjuteriteknik AB, invoicing remained unchanged. The volume trend was similar in the Group's two business areas: Fluid Technology and Industrial Products. Operating profit totaled MSEK 12, compared with MSEK 14 in the year-earlier period, and the operating margin declined somewhat.

To summarize, the decline in demand noted in the fourth quarter has continued into early 2012. Accordingly, the first quarter of 2012 will probably be weaker than the preceding year's strong first quarter.

The Board's proposed dividend

The Board proposes an ordinary dividend of SEK 6.00 per share (6.00) and an extra dividend of SEK 1.00 per share (1.00).

Annual General Meeting 2012

The Annual General Meeting will be held on Wednesday, March 28, 2012 at 6:00 p.m. in the Main Hall (Stora Salen) of the Uppsala Concert and Conference Hall (Uppsala Koncert & Kongress), Vaksala torg 1, Uppsala.

Events after the end of the period

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

Risks and uncertainties

The Group's material risks and uncertainties include business and financial risks. Business risks may include major customer exposures to individual industries or companies. Financial risks primarily pertain to foreign currency risks that arise since more than 85 percent of sales in Habia and Lesjöfors are conducted outside Sweden, while approximately 55 percent of production takes place in Sweden.

Management of the Group's financial risks is described in Note 29 of the 2010 Annual Report. The Group is deemed to have a favorable risk spread across industries and companies, and the assessment is that no material risks arose during the year.

Accounting policies

Group

This year-end report was prepared in accordance with the International Financial Reporting Standards (IFRS), as adopted by the European Union (EU). The presentation of the year-end report complies with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

No new or revised IFRS that took effect in 2011 had any significant impact on the Group. Accounting policies and terms of calculation remain unchanged compared with those applied in the 2010 Annual Report.

Parent Company

The Parent Company, Beijer Alma AB, applies the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities. These accounting policies correspond with the preceding year, with the exception that the Swedish Financial Reporting Board's statement UFR 2 has been withdrawn, which is why Group contributions received from the Parent Company are recognized as financial income. The accounting policies correspond with the consolidated accounting policies where applicable.

Consolidated comprehensive income

Condensed income statement

Group

MSEK	2011 Q4	2010 Q4	2011 Full-year	2010 Full-year	2009 Full-year
Net revenues	668.3	618.9	2,830.2	2,290.1	1,571.2
Cost of goods sold	-438.2	-392.3	-1,845.5	-1,426.2	-999.0
Gross profit	230.1	226.6	984.7	863.9	572.2
Selling expenses	-76.9	-66.7	-299.6	-238.3	-190.7
Administrative expenses	-58.6	-64.7	-244.6	-220.2	-142.5
Profit/loss from participations in associated companies	0.4	0.9	0.9	0.9	-0.8
Operating profit	95.0	96.1	441.4	406.3	238.2
Interest income	2.0	1.0	3.5	1.9	1.1
Interest expenses and similar expenses	-5.4	-2.0	-16.2	-9.4	-12.8
Profit after net financial items	91.6	95.1	428.7	398.8	226.5
Tax on net profit for the year	-21.4	-31.7	-115.8	-112.3	-64.1
Net profit attributable to Parent Company shareholders	70.2	63.4	312.9	286.5	162.4

Other comprehensive income

Income/expenses recognized directly against shareholders' equity

Cash-flow hedges	5.5	1.6	-18.6	8.5	26.8
Translation differences	-12.9	-2.8	5.0	-39.5	-25.7
Total other comprehensive income after tax	-7.4	-1.2	-13.6	-31.0	1.1
Total comprehensive income attributable to Parent Company shareholders	62.8	62.2	299.3	255.5	163.5
Net profit per share					
before and after dilution, SEK	2.33	2.11	10.38	9.51	5.92
Proposed/approved dividend per share, SEK	-	-	7.00	7.00	5.00
Includes amortization and depreciation in the amount of, MSEK	17.4	16.7	76.3	70.7	71.4

Parent Company

MSEK	2011 Q4	2010 Q4	2011 Full-year	2010 Full-year	2009 Full-year
Administrative expenses	-8.1	-12.7	-36.3	-41.2	-30.8
Other operating income	2.5	3.7	12.1	14.6	13.7
Operating loss	-5.6	-9.0	-24.2	-26.6	-17.1
Group contributions received	110.1	113.8	110.1	113.8	42.8
Income from participations in Group companies	145.0	116.0	145.0	116.0	85.0
Interest income and similar revenues	1.0	1.1	4.2	5.0	6.1
Interest expenses and similar expenses	-1.2	-0.1	-5.8	-4.4	-8.3
Profit after net financial items	249.3	221.8	229.3	203.8	108.5
Tax on net profit for the period	-26.8	-29.8	-22.6	-25.3	-8.6
Net profit	222.5	192.0	206.7	178.5	99.9

Condensed balance sheet

Group

MSEK	2011	2010	2009
	Dec 31	Dec 31	Dec 31
Assets			
Fixed assets			
Intangible assets	378.2	349.8	121.3
Tangible assets	504.7	440.2	462.7
Deferred tax assets	17.3	2.0	2.3
Financial assets	27.2	28.3	30.3
Total fixed assets	927.4	820.3	616.6
Current assets			
Inventories	508.8	427.6	288.7
Receivables	495.6	489.8	289.4
Cash and bank balances	269.0	238.1	195.5
Total current assets	1,273.4	1,155.5	773.6
Total assets	2,200.8	1,975.8	1,390.2

MSEK	2011	2010	2009
	Dec 31	Dec 31	Dec 31
Shareholders' equity and liabilities			
Shareholders' equity			
Share capital	125.5	125.5	114.3
Other contributed capital	444.4	444.4	165.3
Reserves	-15.0	-1.5	29.6
Retained earnings, including net profit for the period	928.0	826.1	676.7
Shareholders' equity attributable to Parent Company shareholders	1,482.9	1,394.5	985.9
Non-controlling interests	2.7	2.7	3.1
Total shareholders' equity	1,485.6	1,397.2	989.0
Long-term liabilities to credit institutions	122.3	89.0	66.9
Other long-term liabilities	48.7	51.2	33.1
Current liabilities to credit institutions	124.2	57.9	68.8
Current non-interest-bearing liabilities	420.0	380.5	232.4
Total liabilities	715.2	578.6	401.2
Total shareholders' equity and liabilities	2,200.8	1,975.8	1,390.2

Parent Company

MSEK	2011	2010	2009
	Dec 31	Dec 31	Dec 31
Assets			
Fixed assets			
Tangible assets	1.0	1.0	1.3
Financial assets	529.4	533.0	203.0
Total fixed assets	530.4	534.0	204.3
Current assets			
Receivables	328.2	313.5	340.1
Cash and cash equivalents	42.2	35.9	0.1
Total current assets	370.4	349.4	340.2
Total assets	900.8	883.4	544.5

MSEK	2011	2010	2009
	Dec 31	Dec 31	Dec 31
Shareholders' equity and liabilities			
Share capital	125.5	125.5	114.3
Statutory reserve	444.4	444.4	165.3
Retained earnings	62.1	94.5	132.8
Net profit for the period	206.7	178.5	99.9
Total shareholders' equity	838.7	842.9	512.3
Current liabilities to credit institutions	41.5	–	17.3
Current non-interest-bearing liabilities	20.6	40.5	14.9
Total shareholders' equity and liabilities	900.8	883.4	544.5

Condensed cash-flow statement

MSEK	2011	2010	2011	2010	2009
	Q4	Q4	Full-year	Full-year	Full-year
Cash flow from operating activities before change in working capital and capital expenditures	49.8	93.6	388.4	389.7	245.9
Change in working capital, increase (–) decrease (+)	13.9	–38.1	–61.0	–109.4	31.5
Cash flow from operating activities	63.7	55.5	327.4	280.3	277.4
Investing activities	–26.4	–14.6	–94.6	–47.1	–61.6
Acquired operations	–8.9	–	–80.8	–65.0	–
Cash flow after capital expenditures	28.4	40.9	152.0	168.2	215.8
Financing activities	36.0	–25.7	–124.4	–138.5	–181.1
Change in cash and cash equivalents	64.4	15.2	27.6	29.7	34.7
Cash and cash equivalents at beginning of period	201.3	222.9	238.1	195.5	161.5
Cash from acquired/discontinued operations	3.3	–	3.3	12.9	–0.7
Cash and cash equivalents at end of period	269.0	238.1	269.0	238.1	195.5
Approved but unutilized committed credit facilities	389.9	428.3	389.9	428.3	418.5
Available liquidity	658.9	666.4	658.9	666.4	614.0

Specification of changes in shareholders' equity

MSEK	2011	2010	2009
	Full-year	Full-year	Full-year
Opening shareholders' equity attributable to Parent Company shareholders	1,394.5	985.9	959.6
Comprehensive income for the period	299.3	255.5	163.5
Dividend paid	–210.9	–137.2	–137.2
New issue	–	290.3	–
Closing shareholders' equity attributable to Parent Company shareholders	1,482.9	1,394.5	985.9
Non-controlling interests	2.7	2.7	3.1
Total closing shareholders' equity	1,485.6	1,397.2	989.0

Specification of shareholders' equity for the period

	Share capital	Other contributed capital	Reserves	Retained earnings, incl. net profit for the period	Total
Dec 31, 2010	125.5	444.4	–1.5	826.1	1,394.5
Comprehensive income for the period	–	–	–13.6	312.9	299.3
Dividend paid	–	–	–	–210.9	–210.9
Dec 31, 2011	125.5	444.4	–15.1	928.1	1 482.9

Number of shares

	2011	2010	2009
	Dec 31	Dec 31	Dec 31
Number of shares outstanding	30,131,100	30,131,100	27,431,100
Total number of shares, after full dilution	30,131,100	30,131,100	27,431,100
Average number of shares, after full dilution	30,131,100	30,131,100	27,431,100

Of the total number of outstanding shares, 3,330,000 are Class A shares and the remaining shares are Class B shares.

Key figures

	2011	2010	2011	2010	2009
	Q4	Q4	Full-year	Full-year	Full-year
Number of shares	30,131,10	30,131,100	30,131,100	30,131,100	27,431,100
Net revenues, MSEK	668.3	618.9	2,830.2	2,290.1	1,571.2
Operating profit, MSEK	95.0	96.1	441.4	406.3	238.2
Profit before tax, MSEK	91.6	95.1	428.7	398.8	226.5
Earnings per share after tax, SEK	2.33	2.11	10.38	9.51	5.92
Earnings per share after 26.3% standard tax, SEK	2.24	2.32	10.49	9.75	6.08
Cash flow after capital expenditures per share, SEK	0.94	1.36	5.04	5.58	7.87
Return on shareholders' equity, %	18.6	20.5	21.8	24.7	17.2
Return on capital employed, %	23.1	25.5	26.4	30.6	21.2
Shareholders' equity per share, SEK	49.22	46.28	49.22	46.28	35.94
Equity ratio, %	67.4	70.6	67.4	70.6	70.9
Net/debt equity ratio, %	-1.5	-6.5	-1.5	-6.5	-6.0
Cash and cash equivalents, including unutilized credit facilities, MSEK	658.9	666.4	658.9	666.4	614.0
Capital expenditures, MSEK	30.3	22.6	89.2	55.2	60.5
Interest-coverage ratio, multiple	17.9	47.6	27.5	43.4	18.7
Number of employees at end of period	1,686	1,435	1,686	1,435	1,107

Uppsala, February 21, 2012

Beijer Alma AB (publ)

Anders Wall
Chairman of the Board

Johan Wall
Deputy Chairman

Carina Andersson
Director

Marianne Brismar
Director

Anders G. Carlberg
Director

Peter Nilsson
Director

Anders Ullberg
Director

Bertil Persson
President and CEO

This year-end report is unaudited.

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Next report date:

Interim report: April 25, 2012.

Annual General Meeting

The Annual General Meeting will be held in Uppsala on Wednesday, March 28, 2012.

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