

# YEAR-END REPORT 2005

# Fourth quarter 2005

- Invoiced sales rose by 27% to MSEK 402 (318) organic growth for comparable units was 12%.
- The operating profit increased by 37% to MSEK 44 (32).
- The result after financial items was a profit of MSEK 40 (27).
- The profit after tax amounted to MSEK 27 (19).
- Earnings per share increased by 44% to SEK 3.03 (2.11).

# Full-year 2005

- Invoiced sales rose by 20% to MSEK 1,491 (1,240) organic growth for comparable units was 12%.
- The operating profit increased by 38% to MSEK 140 (101).
- The result after financial items was a profit of MSEK 125 (84).
- The profit after tax amounted to MSEK 85 (57).
- Earnings per share increased by 50% to SEK 9.62 (6.42).
- In April all the shares in Telesteps AB, which manufactures telescopic ladders, were acquired.
- As of June 14, Gunnebo Industrier's shares have been listed on the O-list of the Stockholm Stock Exchange.

### **Dividend**

• The Board proposes that a dividend of SEK 3.50 per share should be paid.

### **Annual General Meeting**

• The Annual General Meeting will be held at 5.00 p.m. on Thursday, April 27, 2006, at Bryggaren, Spötorget in Västervik, Sweden.

# Gunnebo Industrier AB (publ)

Information

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Gunnebo Industrier AB is an international group of industrial companies that is active in 12 countries and has around 50 major distributors/agents worldwide. The group is engaged in the development, manufacture and marketing of chain and lifting components, fastening systems for the building industry, blocks/systems for heavy lifting, non-skid products and telescopic ladders. The business is conducted through business areas: Fastening, Lifting and Technical Products (which comprises Blocks, Non Skid and Telescopics). Gunnebo Industrier markets well-known products in established market segments, and is market leader in each product and/or market area. The annual consolidated turnover amounts to MSEK 1,500 and the group has around 1,200 employees.



# THE GROUP

### Fourth quarter 2005

The Group's order intake rose by 38% to MSEK 441 (320). Organic growth increased by 23%. Currency fluctuations boosted the sales by 8 percentage points, while acquisitions added seven points.

Invoiced sales increased by 27% to MSEK 402 (318). Organic growth increased by 12%, currency fluctuations accounted for 8% and acquisitions for 7%.

Invoiced sales improved markedly during the quarter, especially in the Technical Products Business Area. In seasonal terms, the fourth quarter was optimal, which benefited the Business Areas Fastening and Technical Products, and the order intake improved considerably. A major order was received from the US defence department, for instance.

The consolidated operating profit increased by 37% to MSEK 44 (32) and the profit after net financial costs amounted to MSEK 40 (27). Currency fluctuations had a positive impact of MSEK 4 and acquisitions contributed MSEK 3.

### Full-year 2005

### Order intake and invoiced sales

The Group's order intake increased by 21% to MSEK 1,527 (1,259). Organic growth amounted to 13%. Currency fluctuations boosted the order intake by 3% and acquisitions contributed by 5%.

The Group's invoiced sales rose by 20% to MSEK 1,491 (1,240). The foreign sales ratio is 75% (72).

Organic growth amounted to 12%. Currency fluctuations made a positive contribution with 3% and acquisitions increased invoiced sales by 5%.

The increase in invoiced sales during the period was largely an effect of price increases caused by higher raw material costs and stronger demand in North America, Australia and South America. In Europe conditions were more moderate with a slight upswing during the fourth quarter.

### Result

All in all, the year was very successful, due to high volumes, which has lead to a high level of capacity utilisation.

The consolidated operating profit increased by 38% to MSEK 140 (101). The result includes depreciation according to plan of MSEK 60 (51).



Net financial expenses amounted to MSEK 15 (17). The profit after financial items amounted to MSEK 125 (84). Currency fluctuations contributed MSEK 5 to the result.

Dramatic price increases for steel have been largely compensated for by price increases in the market. Steady improvements in volumes during the year resulted in higher manufacturing productivity. The result has been negatively affected by MSEK 5 due to costs associated with the stock market listing in June.

Telesteps AB has been consolidated in the Business Area Technical Products with effect from April.

### Investments

The Group's investments in fixed assets, excluding company acquisitions, amounted to MSEK 59 (34). The investments correspond to 98% (67) of the depreciation level and consisted mostly of replacement and rationalisation investments. The investment in a new factory in Poland for collated nails that was approved in 2004 has been completed. A new forging machine has been installed at the Gemla plant in Sweden, which radically raised capacity within the Lifting Business Area.

# **Cash flow**

The cash flow from current operations amounted to MSEK 87 (100). The operative cash flow after deductions for investments but before interest and paid tax amounted to MSEK 83 (105).

The generally higher level of activity and investments than the previous year in the business has reduced the cash flow. The increased pace in the business has resulted in an increase in inventories and accounts receivable.

# **BUSINESS AREAS**

### Fastening

	Oct-Dec		Full year		
MSEK	2005	2004	2005	2004	
Invoiced Sales	90	81	413	387	
Operating profit	3	2	29	29	
Operating margin %	2,9	2,1	7,0	7,4	

Fastening's main products, nails and screws, are marketed in the Nordic region and Eastern Europe under the Gunnebo Fastening and OFA brand names.



Fastening had a weaker start to the 2005 season than in the corresponding period last year. However, demand on the market has successively improved. The building economy in Sweden is on the way up, and further commitments are being made in Poland in respect of the Farmer screws product group.

The operating result remained at the same level as for the previous year, but developments during peak season with lower than expected volumes put pressure on margins. Raw material prices have stabilised at a markedly higher level than in 2004.

# Lifting

	Oct-Dec		Full	year	
MSEK	2005	2004	2005	2004	
Invoiced sales	174	155	676	591	
Operating profit	20	19	56	49	
Operating margin %	11,7	12,1	8,3	8,3	

Lifting, with businesses all over the world, has made good progress during the period. Sales increased in North America, Australia and South America. In Europe, the performance improved towards the end of the period. The patented Grabiq-system continues to acquire new customers and it now accounts for a significant proportion of invoiced sales. The system allows advanced lifts with a reduced number of components.

The pattern of earnings during the period was normal, even though the business was affected by such factors as currency fluctuations and raw material prices. Lifting generally found it harder to obtain compensation for the higher raw material costs than the other business areas. The volume increase during the second half of the year resulted in higher productivity.

#### Oct-Dec Full year MSEK 2005 2004 2005 2004 Invoiced sales 139 82 402 262 12 Operating result 21 55 23 Operating margin % 15,0 14,1 13,6 8.8

# **Technical Products**



Technical Products consists of three Business Units: Blocks, Non Skid and Telescopics.

Telescopics is a new unit that consists of the company Telesteps AB, which was acquired in April. This unit manufactures and sells telescopically collapsible ladders and other applications where telescopic solutions can be applied.

The Technical Products Business Area performed very strong during the period.

Blocks has achieved very strong improvements during the year. Among other things has large deliveries been made to OEM customers such as crane manufacturers.

Non Skid's business is concentrated in Scandinavia and North America. Climatic conditions in the winter, which were favourable at the beginning of the year, are of great importance for the business. The coming season has also begun well. The clearing measures after the storm in southern Sweden, in the beginning of the year, significantly stimulated demand during the entire period for non-skid products for use in forestry.

The largest customer groups for Telescopics are professional users in the construction and service industries. The telescopically collapsible products are patented and marketed mainly in Europe. Measures have been started to develop the markets in Australia and Asia. New products such as loft ladders and combination ladders have been launched during the autumn.

All units within Technical Products improved their operating result during the period. The strengthening of the US dollar has mainly benefited Blocks. The Non Skid business has improved its productivity by streamlining production and raising its volume. Blocks holds a strong market position in the USA and was able to raise its business volume there. Telescopics also made a positive contribution to the improved result.

# Liquidity and financial position

The Group's liquid funds amounted to MSEK 39 (32).

The Group's net debt amounted to MSEK 476 (374). The increase in relation to the prior year is largely an effect of the acquisition of Telesteps.

The equity ratio amounted to 33% (32) and the debt-equity ratio was 1.2 (1.3).

### Employees

The number of employees in the Group at the end of the period was 1,207, compared with 1,145 at the end of the previous year. The number of employees abroad was 709 (674).



# **Changes in the Group**

In April 2005, Gunnebo Industrier AB acquired all the shares in Telesteps AB, in Tranås, Sweden. Telesteps has a turnover of MSEK 75 and has 22 employees. The company manufactures and markets telescopic ladders on the basis of a unique patent, primarily for professional users in the construction and service industries. Further information, as required by IFRS 3, is provided on page 12.

Gunnebo Industrier's shares have been listed on the O-list of the Stockholm Stock Exchange since June 14, 2005.

### **Parent company**

The parent company's invoiced sales amounted to MSEK 732 (658). The parent company comprises the entire Swedish operation, including the production of the Fastening and Lifting ranges. It also includes certain Group functions at the head office in Gunnebo.

Operations at Fastening's plant experience high capacity utilisation during the season, as did Lifting's plants, particularly those in Ramnäs and Gemla, in Sweden. The profit after tax amounted to MSEK 26 (47). The company has 470 employees (471).

### **Dividend and Annual General Meeting**

The Board proposes that a dividend of SEK 3.50 per share should be paid. The Annual General Meeting will be held at 5.00 p.m. on Thursday, April 27, 2006 at Bryggaren, Spötorget, in Västervik, Sweden.

The printed annual report is expected to be available from the company and ready for distribution about April 13, 2006.

The interim report has not been subject to examination by the company's auditors.

Gunnebo, February 8, 2006

Gunnebo Industrier AB (publ)

The Board of Directors

#### Financial information 2006

Year-end Report for 2005 Annual General Meeting Interim Report January – March Interim Report January – June Interim Report January – September February 8, 2006 April 27, 2006 April 27, 2006 August 8, 2006 November 7, 2006



Consolidated income statement, MSEK		- Dec	Full year	Full year
	2005	2004	2005	2004
Net turnover	402,2	317,6	1490,9	1239,8
Costs for goods sold	-276,0	-213,9	-1039,9	-865,9
Gross profit	126,2	103,7	451,0	373,9
Sales and administration costs Other operating income and costs	-84,9 2,5	-68,0 -3,8	-317,1 5,9	-275,3 2,5
Operating profit	43,8	31,9	139,8	101,1
Operating margin	10,9%	10,0%	9,4%	8,2%
Financial items, net	-4,1	-5,1	-15,1	-17,5
Profit after financial items	39,7	26,8	124,7	83,6
Taxes	-12,9	-8,1	-39,4	-26,5
Profit for the year 1)	26,8	18,7	85,3	57,1
1) Attributable to the parent company's shareholders	26.6	19 5	94.4	56.2
Attributable to the parent company's shareholders	26,6 0,2	18,5 0,2	84,4 0,9	56,3 0,8
	0.00	0.44	0.00	0.40
Profit per share after bonus issue (8 770 909 shares), kr	3,03	2,11	9,62	6,42
Consolidated balance sheet, MSEK			Full year	Full year
			2005	2004
Intangible fixed assets			93,8	12,3
Tangible fixed assets			378,9	344,7
Financial fixed assets			13,7	5,3
Inventories			406,9	347,7
Current receivables			262,1	196,1
Liquid assets Total assets			38,9 <b>1194,3</b>	31,7 <b>937,8</b>
			1134,5	501,0
Equity			399,9	298,1
Interest-bearing long-term liabilities			521,1	93,6
Non-interest-bearing long-term liabilities			42,6	17,4 216.0
Interest-bearing current liabilities Non-interest-bearing current liabilities			1,1 229,6	316,9 211,8
Total equity and liabilities			1194,3	937,8
Change in equity, MSEK			Full year	Full year
change in equity, meen			2005	2004
Equity has been changed during the period: At the start of the period after the transfer to IFRS			298,1	323,8
Dividend			298,1 -0,3	323,8 -60,4
Translation differences			18,5	0,1
Group contributions			-	-31,3
Tax effect of group contributions			-	8,8
Changed accounting principle IAS 39 "Financial instruments:				
Reporting and evaluation"			1,1	-
Effect of cash flow hedging			-2,8	- 
Profit for the period 1)			85,3 <b>399,9</b>	57,1 <b>298,1</b>
			533,3	230,1
1) At the end of the period the minority interest amounts to			5,9	4,6



Cash flow analysis, MSEK	Oct -	Dec	Full year	Full year
	2005	2004	2005	2004
Cash flow from current operations before				
changes in operating capital	47,7	37,0	150,3	114,1
Changes in operating capital	13,6	4,0	-63,8	-14,5
Cash flow from current operations	61,3	41,0	86,5	99,6
	- ,-	<b>,</b> -	,-	,-
Net investments	-9,7	-8,9	-55,7	-31,6
Acquisition and disposal of subsidiaries	0,0	0,0	-96,0	-1,7
Cash flow from investment activities	-9,7	-8,9	-151,7	-33,3
	0,1	0,0	101,1	00,0
Changes in interest-bearing receivables and liabilities	-36,0	-18,5	101,3	25,5
Dividends to shareholders, group contributions	0,0	0,0	-31,6	
Cash flow from financing activities	-36,0	-18,5	<u> </u>	-83,4 <b>-57,9</b>
Cash now nom mancing activities	-30,0	-10,5	09,7	-57,9
Cash flow for the period	15.6	10.0	4 5	0.4
Cash flow for the period	15,6	13,6	4,5	8,4
Liquid assets at the start of the period	22,6	19,1	31,7	23,7
Translation differences on liquid funds	0,7	-1,0	2,7	-0,4
Liquid assets at the end of the period	38,9	31,7	38,9	31,7
Operative cash flow, MSEK	Oct -	Dec	Full year	Full year
Operative cash flow, MSEK			Full year 2005	Full year 2004
Operative cash flow, MSEK	Oct - 2005	Dec 2004	Full year 2005	Full year 2004
	2005	2004	2005	2004
Cash flow from current operations	<u>2005</u> 61,3	2004 41,0	2005 86,5	2004 99,6
Cash flow from current operations Repayment of tax paid and net financial items affecting cash	2005 61,3 17,4	2004 41,0 9,5	2005 86,5 52,5	2004 99,6 36,5
Cash flow from current operations Repayment of tax paid and net financial items affecting cash Net investments	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7	99,6 36,5 -31,6
Cash flow from current operations Repayment of tax paid and net financial items affecting cash	2005 61,3 17,4	2004 41,0 9,5	2005 86,5 52,5	2004 99,6 36,5
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Cash flow from current operations Repayment of tax paid and net financial items affecting cash Net investments Operative cash flow	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 <b>83,3</b>	2004 99,6 36,5 -31,6 <b>104,5</b>
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Cash flow from current operations Repayment of tax paid and net financial items affecting cash Net investments Operative cash flow Key ratios and other information	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 <b>83,3</b> Full year 2005	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004
Cash flow from current operations Repayment of tax paid and net financial items affecting cash Net investments Operative cash flow Key ratios and other information Return on capital employed, %	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 <b>83,3</b> Full year 2005	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004
Cash flow from current operations Repayment of tax paid and net financial items affecting cash Net investments Operative cash flow Key ratios and other information Return on capital employed, % Return on equity, % Gross margin, %	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 <b>83,3</b> Full year 2005 17,0 24,6	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004 13,9 17,7 30,2
Cash flow from current operations Repayment of tax paid and net financial items affecting cash Net investments <b>Operative cash flow</b> <b>Key ratios and other information</b> Return on capital employed, % Return on equity, % Gross margin, % Operating margin before depreciation, %	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 83,3 Full year 2005 17,0 24,6 30,3 13,4	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004 13,9 17,7 30,2 12,2
Cash flow from current operations Repayment of tax paid and net financial items affecting cash <u>Net investments</u> Operative cash flow Key ratios and other information Return on capital employed, % Return on equity, % Gross margin, % Operating margin before depreciation, % Operating margin, %	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 83,3 Full year 2005 17,0 24,6 30,3 13,4 9,4	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004 13,9 17,7 30,2 12,2 8,2
Cash flow from current operations Repayment of tax paid and net financial items affecting cash <u>Net investments</u> Operative cash flow Key ratios and other information Return on capital employed, % Return on equity, % Gross margin, % Operating margin before depreciation, % Operating margin, % Profit margin, %	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 83,3 Full year 2005 17,0 24,6 30,3 13,4 9,4 8,4	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004 13,9 17,7 30,2 12,2 8,2 6,7
Cash flow from current operations Repayment of tax paid and net financial items affecting cash <u>Net investments</u> Operative cash flow Key ratios and other information Return on capital employed, % Return on equity, % Gross margin, % Operating margin before depreciation, % Operating margin, % Profit margin, % Capital turnover rate, times	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 83,3 Full year 2005 17,0 24,6 30,3 13,4 9,4 8,4 1,7	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004 13,9 17,7 30,2 12,2 8,2 6,7 1,7
Cash flow from current operations Repayment of tax paid and net financial items affecting cash <u>Net investments</u> Operative cash flow Key ratios and other information Return on capital employed, % Return on equity, % Gross margin, % Operating margin before depreciation, % Operating margin, % Profit margin, %	2005 61,3 17,4 -9,7	2004 41,0 9,5 -8,9	2005 86,5 52,5 -55,7 83,3 Full year 2005 17,0 24,6 30,3 13,4 9,4 8,4	2004 99,6 36,5 -31,6 <b>104,5</b> Full year 2004 13,9 17,7 30,2 12,2 8,2 6,7

Debt/equity ratio	1,2	1,3
Foreign invoicing, %	75	72
Order intake, SEK millions	1527,1	1259,3
Capital employed, SEK millions	922,1	708,6
Net debt, SEK millions	475,9	373,5
Investments, SEK millions	58,7	34,3
Depreciation, SEK millions	59,9	50,5
Average number of employees	1183	1129

Data per share	Full year 2005	Full year 2004
Profit per share after bonus issue, SEK	9,62	6,42
Equity per share after bonus issue, SEK	44,90	33,50
Cash flow per share after bonus issue, SEK	9,90	11,40
Number of shares after bonus issue	8 770 909	8 770 909



Sales by market, MSEK	Full year		Full year	
	2005		2004	
Sweden	377	25%	346	28%
Rest of Nordic region	299	20%	258	21%
Rest of Europe	372	25%	297	24%
North America	297	20%	223	18%
Other markets	146	10%	116	9%
Group total	1491	100%	1240	100%

Quarterly data, MSEK		200	4			2005	5	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Consolidated income stateme	ent							
Net turnover	291,0	337,8	293,4	317,6	324,7	392,0	372,0	402,2
Gross profit	75,1	101,3	93,8	103,7	92,4	116,3	116,1	126,2
Operating profit	12,3	28,7	28,2	31,9	18,9	35,6	41,5	43,8
Profit after financial items	10,1	23,7	23,0	26,8	16,2	33,8	35,0	39,7
Net profit for the year	6,7	16,4	15,3	18,7	11,3	23,5	23,7	26,8
Key ratios								
Gross margin, %	25,8	30,0	32,0	32,7	28,5	29,7	31,2	31,4
Operating margin, %	4,2	8,5	9,6	10,0	5,8	9,1	11,2	10,9

#### Accounting principles

This interim report has been drawn up in accordance with RR31 and IAS 34 "Interim Financial Reporting", as well as IFRS 1 "First-time adoption of International Financial Reporting Standards", since the report is drawn up in accordance with IFRS for the first time. This interim report is drawn up in accordance with IFRS standards and IFRIC interpretations applicable at the end of 2005.

The consolidated financial statements of Gunnebo Industrier were drawn up in accordance with Swedish Financial Accounting Standards Council's recommendations prior to and including 2004. Previously used Swedish accounting principles differ from IFRS in certain aspects. Management has therefore when drawing up this report completed previously used valuation and accounting principles, as well as consolidation principles, in order for them to be in line with IFRS. Comparison figures for 2004 have been adjusted in accordance with IFRS, with the exception of classification and valuation of financial instruments.

Gunnebo Industrier has made use of the exception clause in IFRS 1, which allows for IAS 32 and IAS 39 to be applied as from January 1, 2005. In accordance with IAS 39, derivative instruments purchased to hedge future currency flows are stated at their actual value in the balance sheet. Unrealised profit/loss, after taking tax effects into consideration, will be taken direct to equity. Transition of unrealised profit/loss to the income statement will thereafter take place in the same report period as when the hedged currency flow is accounted for.

See appendix for reconciliation, descriptions of the new accounting principles, and the effects of the transition to IFRS. The application of IFRS did not lead to any significant changes in the Group's accounting principles, over and above this.

See the Annual Report 2004 for descriptions of the Group's other accounting principles. Over and above this, the parent company applies the Swedish Financial Accounting Standards Council's Recommendation 32 as from 1 January 2005.



# Appendix: Effects of transfer to IFRS

Gunnebo Industrier will apply international accounting standards, International Financial Reporting Standards (IFRS), from 1 January 2005 in accordance with an EU ordinance. The report for the first quarter was the first financial report presented in accordance with IFRS. Comparison figures have been recalculated from 1 January 2004.

#### IFRS 1 The first time IFRS is applied

The rules contain transition regulations for the introduction of IFRS. Gunnebo Industrier has chosen the following application:

- for IFRS 3 "Operating acquisitions" not to recalculate acquisitions that took place before 1 January 2004. Goodwill for acquisitions before 1 January 2004 are reported based on the residual value for goodwill according to the balance sheet as of 31 December 2003.

- for IAS 21 "The effects of changed currency exchange rates" to set accumulated translation differences to zero as of 1 January 2004. Previously reported translation differences are assigned in the opening balance to other equity as of 1 January.

- for IAS 39 "Financial instruments: Reporting and evaluation" not to recalculate the comparison figures for 2004.

#### **IFRS 3 Operating acquisitions**

Contains rules for reporting acquisitions and mergers. The most important effect on Gunnebo Industrier is that goodwill is no longer depreciated. Instead annual reviews will be carried out to ascertain if there is any need to write down goodwill. For Gunnebo Industrier, no need for write-down has been identified after carrying out write-down reviews as of 1 January 2004, 31 December 2004 and 31 December 2005. Goodwill depreciations, MSEK 0,6, which have burdened the result during 2004, have been repaid when 2004 is shown as a comparison year adjusted in accordance with IFRS.

Transfers to restructuring reserves may no longer be made in the acquisition balance sheet; instead the costs for restructuring measures resulting from a corporate acquisition will be entered directly against profit. During 2004 there was no acquisition. The acquisition made during 2005 is shown on page 12.

#### IAS 1 Layout of financial reports

According to this standard, minority interests should be entered as a separate component under equity in the balance sheet, rather than between liabilities and equity. In the profit and loss statement, minority interests' shares in profit will no longer be deducted, but included in the reported profit for the period.

#### IAS 39 Financial instruments: Reporting and evaluation

Financial assets and liabilities must initially be reported at actual value in the balance sheet and then always at the actual value or accumulated acquisition value based on the initial classification. Derivative instruments should always be reported at their actual value in the balance sheet.

For Gunnebo Industrier, this differs from the previous accounting principles with regard to currency hedging of future currency flows and market evaluation of the addition/deduction on currency hedges. The difference between the previous principles and IAS 39 amounted to MSEK 1,1 as of 1 January 2005 after the tax effect is taken into account and reported directly against equity.

#### Cash flow analysis

There is no transitional effect regarding the cash flow analysis.

#### **Reconsiliation of IFRS**

The following pages show how the comparative figures have been converted from the previously applied Swedish accounting principles (Swedish Financial Accounting Standards Council's recommendations) to the now applicable international financial reporting standards (IFRS).



# Table of closing balance 2003 and IAS/IFRS opening balance 1 january 2004

Balance sheet	Closing	Remuneration	IAS 1	IFRS opening
	balance	for employees		balance
MSEK	2003	IAS 19		1.1.2004
Intangible fixed assets	12,1			12,1
Tangible fixed assets	363,1			363,1
Financial fixed assets	5,2			5,2
Inventories and current receivables	493,0			493,0
Liquid assets	23,7			23,7
Total assets	897,1	0,0	0,0	897,1
Equity	316,4	3,1	4,3	323,8
Minority interests	4,3		-4,3	0,0
Interest-bearing long-term liabilities	93,6	-4,3		89,3
Non-interest-bearing long-term liabilities	17,0	1,2		18,2
Interest-bearing current liabilities	297,2			297,2
Non-interest-bearing current liabilities	168,6			168,6
Total equity and liabilities	897,1	0,0	0,0	897,1

### Effects of the consolidated profit and loss and balance sheet for 2004

Income statement	Reported	IFRS 3		
	2004	Goodwill-		With
MSEK		depreciation	Other	IFRS
Net turnover	1239,8			1239,8
Cost for goods sold	-865,9			-865,9
Gross profit	373,9			373,9
Other operating costs	-273,4	0,6		-272,8
Operating profit	100,5	0,6		101,1
Financial items	-17,5			-17,5
Profit before tax	83,0	0,6		83,6
Minority interests	-0,8		0,8	0,0
Taxes	-26,5			-26,5
Net profit for the year	55,7	0,6	0,8	57,1

Balance sheet	Reported	IFRS 3		
	2004	Goodwill-		With
MSEK		depreciation	Other	IFRS
Intangible fixed assets	11,7	0,6		12,3
Tangible fixed assets	344,7			344,7
Financial fixed assets	5,3			5,3
Inventories and current receivables	543,8			543,8
Liquid assets	31,7			31,7
Total assets	937,2	0,6	0,0	937,8
Equity	292,9	0,6	4,6	298,1
Minority interests	4,6		-4,6	0,0
Interest-bearing long-term liabilities	93,6			93,6
Non-interest-bearing long-term liabilities	17,4			17,4
Interest-bearing current liabilities	316,9			316,9
Non-interest-bearing current liabilities	211,8			211,8
Total equity and liabilities	937,2	0,6	0,0	937,8



#### Table of closing IFRS balance 2004 and opening balance 1 january 2005

Balance sheet	Closing		IFRS opening
	balance	IAS39	balance
MSEK	IFRS 2004		1.1.2005
Intangible fixed assets	12,3		12,3
Tangible fixed assets	344,7		344,7
Financial fixed assets	5,3		5,3
Inventories and current receivables	543,8	1,5	545,3
Liquid assets	31,7		31,7
Total assets	937,8	1,5	939,3
Equity	298,1	1,1	299,2
Interest-bearing long-term liabilities	93,6		93,6
Non-interest-bearing long-term liabilities	17,4		17,4
Interest-bearing current liabilities	316,9		316,9
Non-interest-bearing current liabilities	211,8	0,4	212,2
Total equity and liabilities	937,8	1,5	939,3

### Company acquisitions

On 1 April 2005, the company acquired 100% of the share capital of Tranås-based Telesteps AB, which manufactures and sells telescopic ladders. Telesteps' turnover during the april-december 2005 period amounted to MSEK 56 and profit after financial items was MSEK 14.

#### Specification of acquired net assets and goodwill (MSEK):

Purchase price paid and estimated, including acquisition costs	115,1
Market value of acquired assets	-72,9
Goodwill	42.2

The level of goodwill is attributable to the high profitability of the acquired company and the synergies that are expected to be generated by the acquisition.

#### Specification of assets and liabilities on company's books at time of acquisition (MSEK):

		Book value in
	Market	Telesteps'
MSEK	value	accounts
Intangible fixed assets	42,1	2,1
Tangible fixed assets	24,1	19,1
Financial fixed assets	1,2	1,2
Inventories and current receivables	29,1	27,5
Liquid funds	9,1	9,1
Total assets	105,6	59,0
Interest-bearing long-term liabilities	-6,0	-6,0
Non-interest-bearing long-term liabilities	-17,1	-4,1
Interest-bearing current liabilities	-0,5	-0,5
Non-interest-bearing current liabilities	-9,1	-9,1
Total liabilities	-32,7	-19,7
Total net assets acquired	72,9	39,3

The value of intangible fixed assets has been raised by MSEK 40 on the basis of the strength and life of the basic and complementary patents. The property has been valued by an outside surveyor/valuer. Otherwise, the only premium related to inventories, which have been value at their net sales value.



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