



Year-end report January - December 2011

January 26, 2012

Magnus Agervald and Pernilla Walfridsson

Summary January – December 2011

During the fourth quarter, Byggmax increased operating income by 12.6 percent and profit before tax by 43.3 percent.

- Net sales amounted to SEK 618.3 M (549.1) in Q4 and SEK 2,987.1 M (2,773.0) for the full year.
- EBIT totaled SEK 50.3 M (37.9) in Q4 and SEK 277.5 M (274.8) for the full year.
- The EBIT margin was 8.1 percent (6.9) in Q4 and 9.3 percent (9.9) for the full year.
- Earnings per share amounted to SEK 0.6 (0.3) per share in Q4 and to SEK 3.0 (2.8) per share for the full year.

Summary January – December 2011

- 13 (12) new stores were opened, six in Sweden, three in Norway and four in Finland.
- The Board of Directors proposes a dividend of SEK 1.8 per share for 2011.
- The Group's two distribution hubs were merged into one hub located in Lysekil in October.
- Byggmax has announced that the target number of stores to be opened in existing markets has been raised from 110-130 to 155.
- An expanded product range, which may only be ordered via the website, was launched in April.
- During the third quarter, Byggmax Group AB sold its subsidiary Byggmax Fastighetsutveckling 5 AB. This transaction had no impact on the company's earnings.
- During the second quarter, a number of key employees subscribed for options under the incentive program adopted by the Annual General Meeting.
- In 2012, the target number of store openings is 10-15 stores.

Bygghmax

Stores – Thirteen stores opened in 2011, an additional 10-15 openings are planned for 2012

	Sweden	Norway	Finland
Number of stores opened, Q4 2011	59	19	8
Planned openings, Q1 2012	0	2	0
Openings, 2011	6	3	4

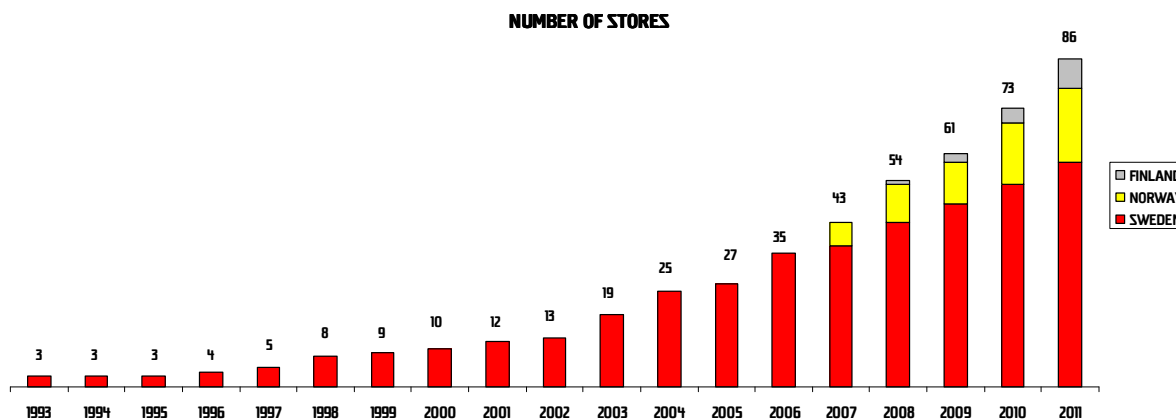
Store network at December 31, 2011

The following establishments have been announced:

- Sweden: Ludvika
- Norway: Moss and Askim
- Finland: none

The stores will be announced when the contracts have been signed and the municipal permits are finalized.

Bygghmax plans to open 10-15 stores next year.



Byggmax

Byggmax joins the Bricoalliance

- The Bricoalliance is a joint purchasing collaboration comprising nine members operating in 13 countries.
- The total number of stores is 547 with annual sales of approximately SEK 16 billion.
- Byggmax is joining this partnership to further strengthen its competitive purchasing operations.



Byggmax

Financial objectives and dividend policy

- Byggmax's financial objectives are:
 - Annual growth in excess of 15%
 - An EBIT margin in excess of 11%
- Dividend policy
 - Dividend of at least 50% of the preceding year's net profit
- Dividend of SEK 1.5 per share for 2010
- The Board of Directors proposes a dividend of SEK 1.8 per share for 2011.





Financial information

January 26, 2012

Byggmax

Results trend

Earnings overview	October-December		January-December	
	2011	2010	2011	2010
Net sales, SEK M	618.3	549.1	2,987.1	2,773.0
Gross margin, percent	31.6	29.7	30.1	29.7
EBIT, SEK M	50.3	37.9	277.5	274.8 (291.5 ¹)
EBIT margin, percent	8.1	6.9	9.3	9.9 (10.5 ¹)
Profit after tax, SEK M	33.4	20.1	182.2	172.2 (182.7 ¹)
Earnings per share, SEK	0.6	0.3	3.0	2.8 (3.0 ¹)
Return on shareholders' equity	4.0	2.7	22.9	31.7
Cash flow from operating activities per share	-3.6	-2.4	1.5	3.4
Shareholders' equity per share	13.9	12.3	13.9	12.3
Number of stores at the end of the period	86	73	86	73
New stores opened during the period	0	0	13	12

- Net sales rose by 12.6 percent in Q4 and by 7.7 percent for the full year.
- The gross margin in Q4 was higher than for the year-earlier period.
- Overhead costs increased during the fourth quarter, primarily due to costs for stores opened in 2011.

¹ Earnings overview excluding listing costs

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Sales trend

The sales increase was divided according to the following:	Oct - Dec 2011	Jan - Dec 2011
Comparable stores, local currency, percent	2.3	-1.9
Noncomparable units, percent	9.7	10.3
Exchange-rate effects, percent	0.6	-0.6
Total, percent	12.6	7.8

- Operating revenue was SEK 619.4 M (550.1) in Q4, up 12.6 percent and SEK 2,992.1 (2,776.1) for the full year, up 7.8 percent.
- Net sales for comparable stores rose by 2.3 percent in local currency in Q4 and declined by 1.9 percent for the full year.
- In Q4, net sales amounted to SEK 444.7 M (419.9) in Sweden and to SEK 173.6 M (129.2) in the other countries in the Nordic markets. For the full year, net sales totaled SEK 2,269.0 M (2,202.3) in Sweden, and in other countries in the Nordic markets to SEK 718.0 M (570.7).

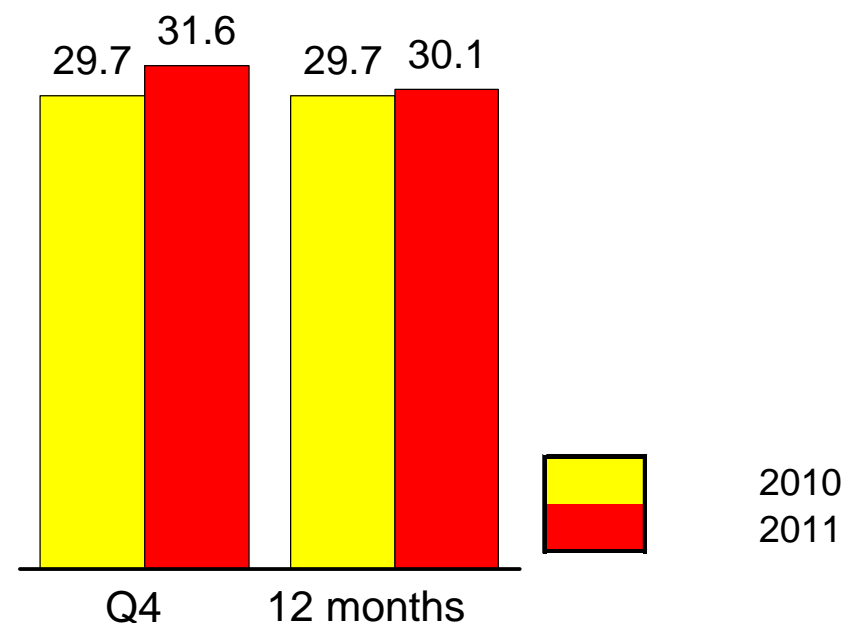
Gross margin

Q4

- Gross margin 31.6 percent (29.7)
- The gross margin has been strengthened by a positive product mix and by early payment of suppliers by Byggmax in return for discounted prices for a longer period in the fourth quarter compared with the preceding year.

Full year

- Gross margin 30.1 percent (29.7).



Operating expenses

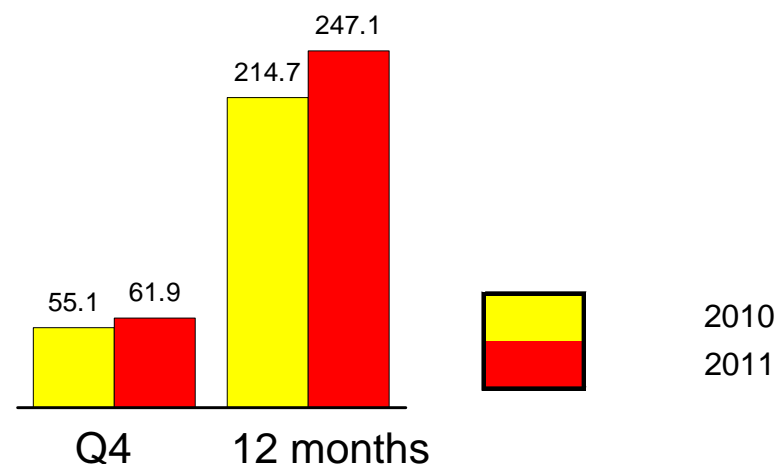
Q4

- Personnel and other operating expenses rose by SEK 17.5 M.
- This was primarily attributable to expenses of SEK 14.4 M for stores opened in 2011.

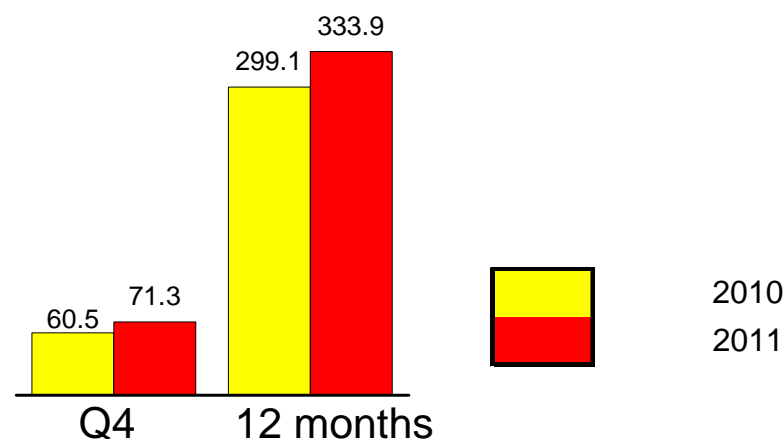
Full year

- Personnel and other operating expenses rose by a total of SEK 67.2 M.
- This was principally attributable to an expense of SEK 69.2 M for stores that were not open in the corresponding period 2010.
- Higher marketing costs were, primarily attributable to an expense of SEK 10.4 M in connection with TV commercials in Finland and the production of commercials.
- The results for 2010 were charged with listing costs in an amount of (SEK 16.7 M).

Personnel expenses



Other operating expenses



Net financial items

Loss from financial items	October-December		January-December	
SEK M	2011	2010	2011	2010
Financial Income				
Exchange-rate gains	0.9	-1.2	4.9	3.7
Changes in fair value - interest swaps and exchange-rate gains	2.9	5.7	2.1	8.5
Interest income	0.1	0.2	0.0	0.8
Other financial income	0.0	0.0	0.0	0.0
Total	3.9	4.7	7.0	13.0
Financial expenses				
Exchange-rate losses	-3.9	0.7	-13.6	-8.6
Changes in fair value - interest swaps	0.0	-2.3	0.0	0,0
- interest expenses, bank loans	-3.6	-8.4	-16.4	-23,5
- interest expenses, loans from related parties	0.0	0.0	0.0	-14.1
- interest expenses, reversal of discounting effect on loans from related parties	0.0	0.1	0.0	-1.9
- financial leasing, reversal of discounting effect	-0.7	-0.6	-2.1	-2.0
Other financial expenses	-0.1	-0.1	-0.5	-0.2
Total	-8.3	-10.6	-32.7	-50.4
Loss from financial items	-4.6	-5.9	-25.8	-37.4

Financial position and cash flow

Amounts in SEK M	Oct-Dec 2011	Oct-Dec 2010	Jan-Dec 2011	Jan - Dec 2010
Cash flow from operating activities before changes in working capital	45.8	13.0	213.1	241.6
Changes in working capital	-267.3	-161.6	-120.6	-33.2
Cash flow from operating activities	-221.5	-148.7	92.5	208.4
Cash flow from investing activities	-17.3	-4.1	-9.2	-34.7
Cash flow from financing activities	213.5	145.0	-93.7	-181.1
Cash flow for the period	-25.3	-7.7	-10.4	-7.4
Cash and cash equivalents at the beginning of the period	35.8	28.6	20.9	28.2
Cash and cash equivalents at the end of the period	10.5	20.9	10.5	20.9

- Cash flow from operating activities in Q4 declined by SEK 72.8 M year-on-year. This was principally attributable to early payment of suppliers by Byggmax in return for discounted prices for a longer period in the fourth quarter compared with the preceding year.



Condensed financial statements January – December 2011

January 26, 2012

Income statement

Amounts in SEK M	Oct-Dec 2011	Oct-Dec 2010	Jan-Dec 2011	Jan-Dec 2010
Net sales	618.3	549.1	2,987.1	2,773.0
Other operating income	1.1	1.0	5.0	3.1
Operating income	619.4	550.1	2,992.1	2,776.1
Operating expenses				
Goods for sale	-423.1	-385.9	-2,088.0	-1,948.2
Other external and operating expenses	-71.3	-60.5	-333.9	-299.1
Personnel costs	-61.9	-55.1	-247.1	-214.7
Depreciation, amortization and impairment of tangible and intangible fixed assets	-12.7	-10.7	-45.6	-39.2
Total operating expenses	-569.1	-512.2	-2,714.6	-2,501.3
EBIT	50.3	37.9	277.5	274.8
Loss after financial items	-4.6	-5.9	-25.8	-37.4
Profit before tax	45.7	31.9	251.6	237.4
Income tax	-12.3	-11.8	-69.5	-65.2
Profit for the period	33.4	20.1	182.2	172.2

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Balance sheet

Amount in SEK M	December 2011	December 2010		December 2011	December 2010
ASSETS			SHAREHOLDERS' EQUITY AND LIABILITIES		
Fixed assets			Shareholders' equity	844.2	748.5
Intangible fixed assets	1,072.6	1,064.2			
Tangible fixed assets	140.5	126.0	Liabilities		
Financial fixed assets	5.1	17.2	Borrowing from credit institutions	166.3	239.3
Total fixed assets	1,218.2	1,207.4	Deferred tax liabilities	64.5	53.6
			Long-term liabilities	230.8	292.9
Current assets					
Inventories	424.9	350.5	Borrowing from credit institutions	344.0	240.0
Derivatives	0.6	3.5	Accounts payable	268.9	268.9
Current receivables	99.1	66.5	Current tax liabilities	4.5	42.4
Cash and cash equivalents	22.8	34.1	Derivative instruments	0.0	4.9
Total current assets	547.5	454.6	Other liabilities	12.6	8.3
			Accrued expenses and deferred income	60.6	56.1
TOTAL ASSETS	1,765.8	1,662.0	Current liabilities	690.6	620.6
			TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	1,765.8	1,662.0
			Pledged assets - shares in subsidiaries	859.7	658.7
			Pledged assets - chattel mortgages	120.0	120.0
			Contingent liabilities	None	None

Cash-flow statement

Amounts in SEK M	Oct-Dec 2011	Oct-Dec 2010	Jan-Dec 2011	Jan-Dec 2010
Cash flow from operating activities				
EBIT	50.3	37.8	277.5	274.8
Non-cash items				
- Depreciation/amortization of tangible and intangible fixed assets	12.7	10.5	45.6	38.9
- Other non-cash items	0.9	0.6	2.3	-1.8
Interest received	1.0	0.3	6.0	6.8
Interest paid	-8.3	-5.4	-33.7	-32.3
Tax paid	-10.9	-30.8	-84.5	-44.8
Cash flow from operating activities before changes in working capital	45.8	13.0	213.1	241.6
Changes in working capital				
Increase/decrease in inventories and work in progress	-5.4	13.3	-93.0	-53.8
Increase/decrease in other current receivables	-13.7	25.9	-43.4	34.0
Increase/decrease in other current liabilities	-248.3	-200.8	15.8	-13.4
Cash flow from operating activities	-221.5	-148.7	92.5	208.4

Cash-flow statement continued

Amounts in SEK M	Oct-Dec 2011	Oct-Dec 2010	Jan-Dec 2011	Jan-Dec 2010
Cash flow from investing activities				
Investment in intangible fixed assets	-4.3	-2.8	-13.7	-7.0
Investment in tangible fixed assets	-4.4	-1.4	-23.0	-24.5
Divestment of tangible fixed assets	0.0	0.0	-0.1	0.9
Investment in other financial fixed assets	-8.5	0.1	0.9	-10.4
Investment in subsidiaries	-0.2	0.0	-0.2	6.2
Proceeds from sale of subsidiaries	0.0	0.0	26.8	0.0
Cash flow from investing activities	-17.3	-4.1	-9.2	-34.7
Cash flow from financing activities				
New share issue/ share premium reserve	0.0	0.0	3.8	0.0
Change in overdraft facility	220.2	150.9	99.1	174.2
Borrowings	0.0	0.0	0.0	249.7
Shareholders' dividends paid	0.0	0.0	-91.1	0.0
Amortization of loans	-6.7	-5.8	-105.5	-605.0
Cash flow from financing activities	213.5	145.0	-93.7	-181.1
Cash flow for the period	-25.3	-7.7	-10.4	-7.4
Cash and cash equivalents at the beginning of the period	35.8	28.6	20.9	28.2
Cash and cash equivalents at the end of the period	10.5	20.9	10.5	20.9

Note that cash and cash equivalents in the cash flow are adjusted for blocked funds

Byggmax

Largest shareholders at December 31, 2011

Name/Address	Number of shares	Holding (%)
ALTOR 2003 Sarl	21 720 908	35,76
Lannebo fonder	4 997 227	8,23
ZAMGATE INVESTMENTS (Stig Notlöv)	3 078 042	5,07
Schroder Investment Management North America, Inc.	2 795 000	4,60
JARRTON MANAGEMENT (Göran Peterson)	2 381 296	3,92
Handelsbanken fonder	1 973 715	3,25
ULSLANE HOLDINGS (Lars Lindberg)	1 363 910	2,25
Schroder Investment Management Ltd.	1 141 000	1,88
Swedbank Robur fonder	1 043 926	1,72
GAM London Ltd.	1 033 150	1,70
Total ten largest shareholders (grouped by shareholders) – based on holding	41 528 174	68,37
Total other shareholders	19 208 871	31,63
Total, December 31, 2011	60 737 045	100,00