



Year-end report January-December 2012

January 23, 2013

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Summary January – December 2012

In the fourth quarter, Byggmax generated sales of SEK 588 M and an EBIT of SEK 36 M.

- Net sales amounted to SEK 587.9 M (618.3) in Q4 and SEK 3,090.4 M (2,987.1) for the full year.
- Net sales for comparable stores declined 9.4 percent (2.3) in Q4 and declined 2.7 percent (down: 1.9) for the full year.
- EBIT totaled SEK 35.8 M (50.3) in Q4 and SEK 252.2 M (277.5) for the full year.
- The EBIT margin was 6.1 percent (8.1) in Q4 and 8.2 percent (9.3) for full year.
- Earnings per share amounted to SEK 0.6 (0.6) per share in Q4 and SEK 3.0 (3.0) for the full year.

Summary January – December 2012

- Eight (thirteen) new stores were opened
 - Two (three) stores were opened in the first quarter: Two in Norway
 - Four (five) stores were opened in the second quarter: Three in Sweden and one in Norway
 - Two (five) stores were opened in the third quarter: One in Sweden and one in Finland
- During the quarter one company owning a property in Karlskoga was acquired as has one company owning a property in Nacka.
- Daniel Juhlin has taken up his position as the new Marketing and IT Manager.
- The Board of Directors proposes a dividend of SEK 2.0 per share for 2012.

Bygghmax

Stores – 8 stores were opened in 2012, 10-15 openings are planned for 2013

	Sweden	Norway	Finland
Number of stores, Q4 2012	0	0	0
Planned openings, Q1 2013	1	0	0
Planned openings, 2013	4-6	4-6	2-3

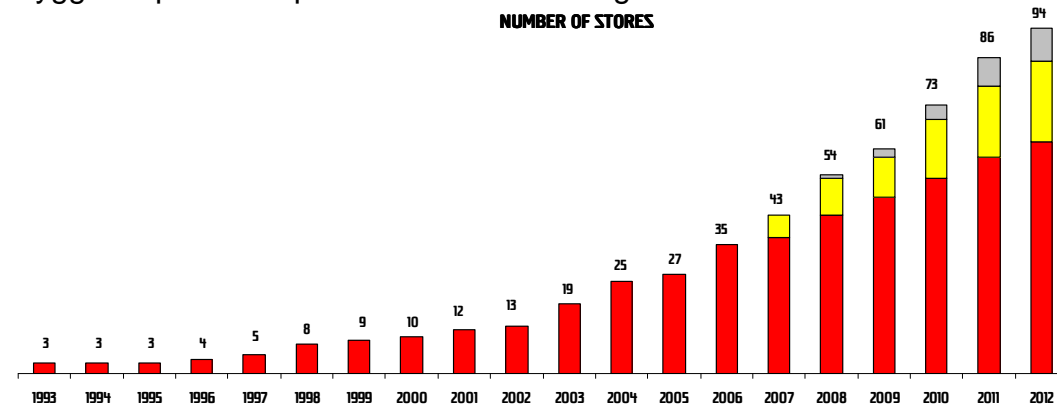
Store network at December 31, 2012

The following establishments have been announced:

- Sweden: Sisjön, Smedjebacken, Eslöv and Malmö. Bygghmax has announced that it will establish one store in Karlskoga and one in Torslanda in 2013.
- Norway: Moss, Askim and Stord
- Finland: Oulu

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

Bygghmax plans to open 10-15 stores during 2013.



Bygghmaxstores

New Bygghmaxstores during 2012
(until December 31)

FINLAND
NORWAY
SWEDEN



Bygghmax

Bygghmax's website is the winner of the e-commerce category in *Internetworld's* top 100 comparison

- Bygghmax wins the e-commerce category in *Internetworld's* Top100 comparison
- A major portion of Sweden's e-commerce sites were included in the comparison
- The motivation was as follows:
"Bygghmax occupies a unique niche that they handle superbly on the Internet. Selling building material to enthusiastic amateurs requires subtle intuition and delicacy, which describes the site exactly. The connection of items from the product range to concrete examples of inspirational projects and providing an impressive array of instructional material including films and descriptions makes the site a textbook example of how all e-commerce sites should function."

FLERFALDIG TESTVINNARE

VÅRT STÄNDIGA MÅL är att ge dig låga priser på byggmaterial av bra kvalitet. Därför känns det extra roligt att kamma hem testvinster som bekräftar att vi lyckas med just det. Dessutom gör det underverk för motivationen att bli ännu bättre.

Så räkna kallt med testvinnande priser även i framtiden. :)

Vinnare på 26 av 28 orter
I Matvaruprisers test under vecka 14 2012 där priset på en altan jämfördes var Bygghmax vinnare på 26 av 28 orter.

Vinnare i DN:s prisjämförelse
Bygghmax utsågs till vinnare när Dagens Nyheter den 24 juni 2012 jämförde priset på material till en 6x3m stor altan med plasttak. Materialkostnaden hos Bygghmax var 9 724 kr. Priset hos närmaste konkurrent var 12 146 kr, eller 25% dyrare.

Bäst golv i test
I Testfaktas parketttest den 31 aug 2012 där golv från 8 tillverkare jämfördes fick vårt nya golv, ek 3-stav, lackad, 14mm från Barlinek högst betyg på slitstyrka. Golvet blev även slutgiltigt testvinnare.

Bygghmax = lägst pris enligt villapanelen
50% av männen samt 34% av kvinnorna i Vi i villas villapanel under maj 2012 förknippar Bygghmax med låga priser. Motsvarande siffror för närmaste konkurrent var 6% respektive 7%.

Jämför själv priser på **byggmax.se**

Byggmax

The Board of Directors proposes a dividend of SEK 2.0 per share

- The Board of Directors proposes a dividend of SEK 2.0 per share
- Byggmax dividend policy is to distribute at least 50 percent of net profits for the year





Financial information

January 23, 2013

Byggmax

Results trend

Earnings overview	October - December		January - December	
	2012	2011	2012	2011
Net sales, SEK M	587.9	618.3	3,090.4	2,987.1
Gross margin, percent	32.4	31.6	30.2	30.1
EBIT, SEK M	35.8	50.3	252.2	277.5
EBIT margin, percent	6.1	8.1	8.2	9.3
Profit/loss after tax, SEK M	36.2	33.4	179.8	182.2
Earnings per share, SEK	0.6	0.6	3.0	3.0
Return on shareholders' equity	4.0	4.0	20.4	22.9
Cash flow from operating activities per shares, SEK	-2.2	-3.6	3.6	1.5
Shareholders' equity per share, SEK	15.1	13.9	15.1	13.9
Number of stores at the end of the period	94	86	94	86
New stores opened during the period	0	0	8	13

- Net sales declined by 4.9 percent in Q4
- The gross margin was 0.8% higher than in Q4 the preceding year.
- Overheads increased in Q4. This was primarily attributable to costs for stores opened after Q4 2011, increased costs for snow clearance and increased staffing at head office.

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Sales trend

The sales increase was divided according to the following:	October-December 2012	January - December 2012
Comparable stores, local currency, percent	-9.4	-2.7
Non-comparable units, percent	4.8	6.3
Currency effects, percent	-0.3	-0.2
Total, percent	-4.9	3.5

- The operation's net sales were SEK 587.9 M (618.3) in Q4, down 4.9 percent and for the full year totaled SEK 3,090.4 M (2,987.1), up 3.5 percent.
- Net sales for comparable stores declined by 9.4 percent in local currency in Q4 and for the full year were down 2.7 percent.
- In Q4, net sales amounted to SEK 421.6 M (444.7) in Sweden and to SEK 166.3 M (173.6) in the other Nordic markets. For the full year net sales amounted to SEK 2,263.1 M (2,269.0) in Sweden and to SEK 827.3 M (718.0) in the other Nordic markets.

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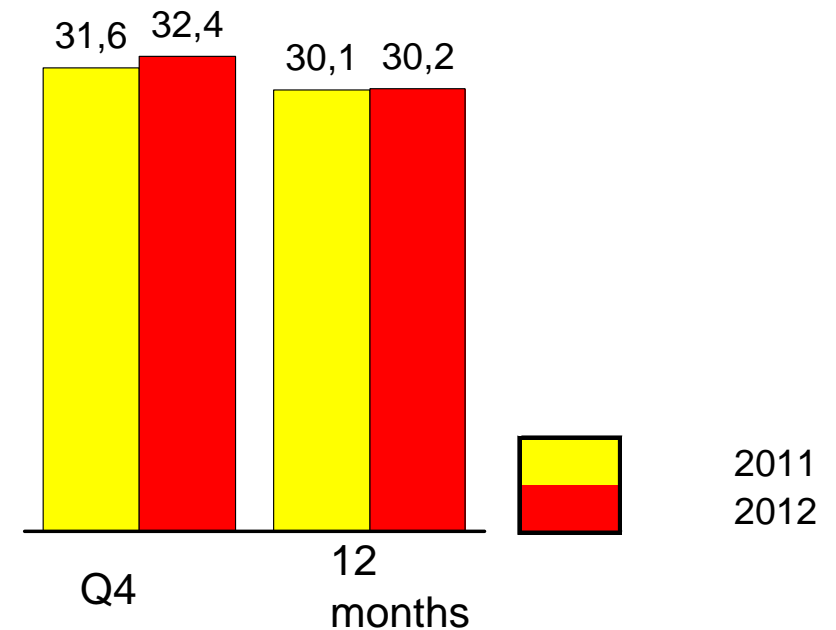
Gross margin

Q4

- Gross margin 32.4 percent (31.6)
- This was primarily attributable to lowered cost prices, partly due to a change in procurement practices through the procurement of larger volumes through our distribution hub.

Full year

- Gross margin 30.2 percent (30.1)



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Operating expenses

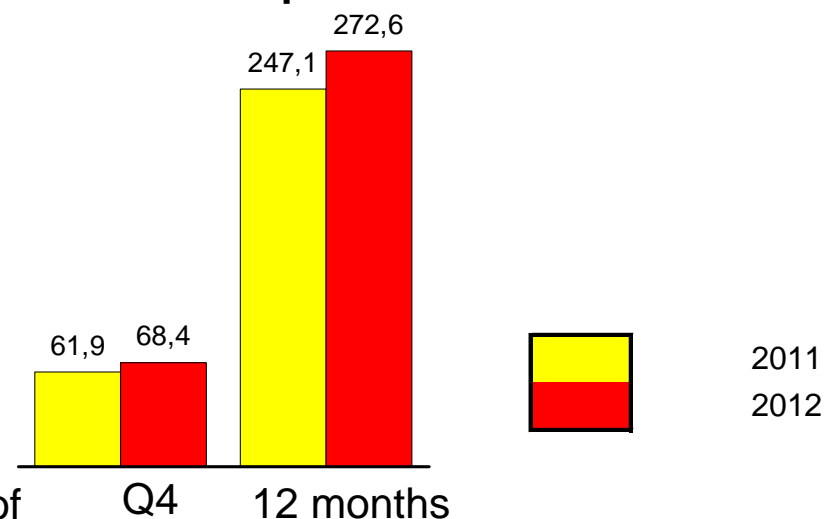
Q4

- Personnel and other operating expenses rose by SEK 9.0 M.
- This was primarily attributable to expenses of SEK 9.5 M for stores opened in 2012.
- Costs were cut since the preceding year, while costs for electricity and snow clearance rose by SEK 1.4 M due to weather conditions. Byggmax also increased the number of staff at its head office, principally due to the e-commerce and web marketing initiatives.

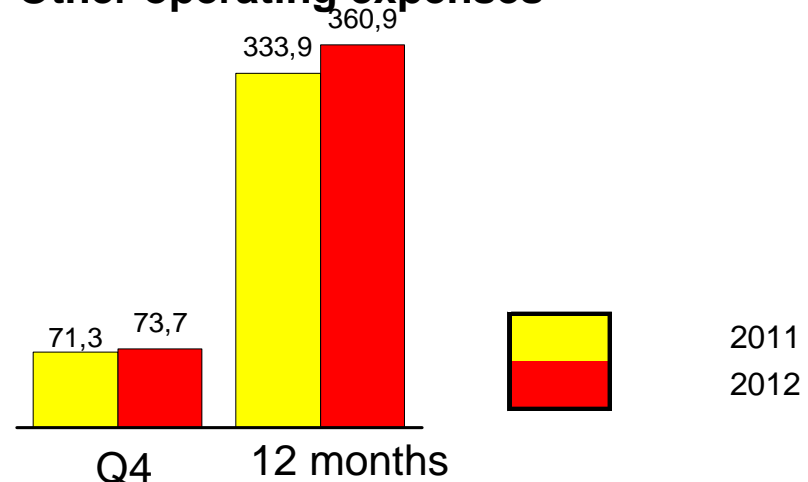
Full year

- Personnel and other operating expenses rose by SEK 52.4 M.
- This was primarily attributable to expenses of SEK 47.1 M for stores opened after Q4 2011.

Personnel expenses



Other operating expenses



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Net financial items

Loss from financial items	October-December		January-December	
SEK M	2012	2011	2012	2011
Financial income				
Exchange-rate gains	1.5	0.9	8.5	4.9
Changes in fair value – interest swaps and currency derivatives	1.3	2.9	6.6	2.1
Interest income	0.7	0.1	0.7	0.0
Other financial income	0.0	0.0	0.0	0.0
Total financial income	3.5	3.9	15.9	7.0
Financial expenses				
Exchange-rate losses	-2.1	-3.9	-11.2	-13.6
Changes in fair value – interest swaps and currency derivatives	0.0	0.0	-6.8	0.0
- interest expenses, bank loans	-4.5	-3.6	-16.2	-16.4
- interest expenses, loans from related parties	0.0	0.0	0.0	0.0
- interest expenses, reversal of discounting effect on loans from related parties	0.0	0.0	0.0	0.0
- financial leasing, reversal of discounting effect	-0.5	-0.7	-2.0	-2.1
Other financial expenses	-0.1	-0.1	-0.4	-0.5
Total financial expenses	-7.2	-8.3	-36.6	-32.7
Loss from financial items	-3.6	-4.6	-20.7	-25.8

- Net financial items improved by SEK 1.0 M in Q4 year on year, which was primarily attributable to fair-value measurements of currency-hedging instruments.

Financial position and cash flow

Amounts in SEK M	October 1, 2012 December 31, 2012	October 1, 2011 December 31, 2011	January 1, 2012 December 31, 2012	January 1, 2011 December 31, 2011
Cash flow from operating activities before changes in working capital	39.7	45.8	235.5	213.1
Changes in working capital	-172.0	-267.3	-15.0	-120.6
Cash flow from operating activities	-132.2	-221.5	-220.5	92.5
Cash flow from investing activities	-28.6	-17.3	-85.3	-9.2
Cash flow from financing activities	127.2	213.5	-122.2	-93.7
Cash flow for the period	-33.6	-25.3	13.1	-10.4
Cash and cash equivalents at the beginning of the period	57.2	35.8	10.5	20.9
Cash and cash equivalents at the end of the period	23.6	10.5	23.6	10.5

- Cash flow from operating activities for Q4 increased by SEK 88.8 M year-on-year. This was principally attributable to the extraordinary amount of tied-up capital in Q3 now having normalized.
- Cash flow from investment activities was impacted by Byggmax's decision to invest in equipment that was previously leased. New leasing declined from SEK 46.5 M for the 2011 fiscal year to SEK 2.5 M for the 2012 fiscal year.



Condensed financial statements January – December 2012

January 23, 2013

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Income statement

Amounts in SEK M	October 1, 2012	October 1, 2011	January 1, 2012	January 1, 2011
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Net sales	587.9	618.3	3,090.4	2,987.1
Other operating income	1.9	1.1	7.2	5.0
Operating income	589.8	619.4	3,097.6	2,992.1
Operating expenses				
Goods for sale	-397.4	-423.1	-2,158.6	-2,088.0
Other external and operating expenses	-73.7	-71.3	-360.9	-333.9
Personnel costs	-68.4	-61.9	-272.6	-247.1
Depreciation, amortization and impairment of tangible and intangible fixed assets	-14.5	-12.7	-53.4	-45.6
Total operating expenses	-554.0	-569.1	-2,845.4	-2,714.6
EBIT	35.8	50.3	252.2	277.5
Loss after financial items	-3.6	-4.6	-20.7	-25.8
Profit before tax	32.1	45.7	231.5	251.6
Income tax	4.1	-12.3	-51.7	-69.5
Profit/loss for the period	36.2	33.4	179.8	182.2

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Balance sheet

Amounts in SEK M	Dec 31, 2012	Dec 31, 2011	Amounts in SEK M	Dec 31, 2012	Dec 31, 2011
ASSETS			SHAREHOLDERS' EQUITY AND LIABILITIES		
Fixed assets			Shareholders' equity	914.2	844.4
Intangible fixed assets	1,078.9	1,072.6	Liabilities		
Tangible fixed assets	174.8	140.5	Borrowing from credit institutions	17.2	166.3
Financial fixed assets	12.8	5.1	Deferred tax liabilities	65.2	64.5
Total fixed assets	1,266.5	1,218.2	Long-term liabilities	82.4	230.8
Current assets			Borrowing from credit institutions	483.5	344.0
Inventories	465.8	424.9	Accounts payable	278.7	268.9
Derivatives	0.5	0.6	Current tax liabilities	3.8	4.5
Current receivables	86.8	99.1	Other liabilities	20.7	12.6
Cash and cash equivalents	33.9	22.8	Accrued expenses and prepaid income	70.3	60.6
Total current assets	587.0	547.5	Current liabilities	856.9	690.6
TOTAL ASSETS	1,853.5	1,765.8	TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	1,853.5	1,765.8
			Pledged assets - Shares in subsidiaries	1,022.9	845.6
			Pledged assets – Chattel mortgages	120.0	120.0
			Pledged assets – Blocked funds	10.3	12.3
			Contingent liabilities	None	None

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Cash-flow statement

Amounts in SEK M	Oct 1, 2012 Dec 31, 2012	Oct 1, 2011 Dec 31, 2011	Jan 1, 2012 Dec 31, 2012	Jan 1, 2011 Dec 31, 2011
Cash flow from operating activities				
EBIT	35.8	50.3	252.2	277.5
Non-cash items				
- Depreciation/amortization of tangible and intangible fixed assets	12.5	12.7	50.9	45.6
- Other non-cash items	3.1	0.9	2.4	2.3
Interest received	2.2	1.0	9.2	6.0
Interest paid	-7.2	-8.3	-29.8	-33.7
Tax paid	-6.6	-10.9	-49.4	-84.5
Cash flow from operating activities before changes in working capital	39.7	45.8	235.5	213.1
Changes in working capital				
Increase/decrease in inventories and work in progress	26.9	-5.4	-41.0	-93.0
Increase/decrease in other current receivables	0.6	-13.7	2.2	-43.4
Increase/decrease in other current liabilities	-199.5	-248.3	23.8	15.8
Cash flow from operating activities	-132.2	-221.5	220.5	92.5

Cash-flow statement continued

Amounts in SEK M	Oct 1, 2012 Dec 31, 2012	Oct 1, 2011 Dec 31, 2011	Jan 1, 2012 Dec 31, 2012	Jan 1, 2011 Dec 31, 2011
Cash flow from investing activities				
Investment in intangible fixed assets	-3.4	-4.3	-14.3	-13.7
Investment in tangible fixed assets	-4.9	-4.4	-50.6	-23.0
Divestment of tangible fixed assets	0.0	0.0	-0.1	-0.1
Increase/decrease in current financial investments	0.0	0.0	0.0	0.0
Investment in other financial fixed assets	2.0	-8.5	2.0	0.9
Investment in subsidiaries	-22.3	-0.2	-22.3	-0.2
Proceeds from sale of subsidiaries	0.0	0.0	0.0	26.8
Cash flow from investing activities	-28.6	-17.3	-85.3	-9.2
Cash flow from financing activities				
New issue	0.0	0.0	0.0	3.8
Change in overdraft facility	135.9	220.2	186.2	99.1
Dividend to shareholders	0.0	0.0	-109.3	-91.1
Amortization of loans	-8.7	-6.7	-199.0	-105.5
Cash flow from financing activities	127.2	213.5	122.2	-93.7
Cash flow for the period	-33.6	-25.3	13.1	-10.4
Cash and cash equivalents at the beginning of the period	57.2	35.8	10.5	20.9
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Note that cash and cash equivalents in the cash flow are adjusted for blocked funds

Largest shareholders at December 31, 2012

The ten largest shareholders

Name/Address	Number of shares	Holding (%)
ALTOR 2003 Sarl	21,720,908	35.76
Lannebo fonder	6,035,227	9.94
Zamgate Investments (Stig Notlöv)	3,078,042	5.07
Schroder Investment Management North America, Inc.	2,497,084	4.11
Jarrton Management (Göran Peterson)	2,381,296	3.92
Öresund, Investment AB	2,122,948	3.50
Handelsbanken fonder	2,095,314	3.45
Norges Bank Investment Management	1,742,210	2.87
Uslane Holdings (Lars Lindberg)	1,715,000	2.82
Fjärde AP-fonden	1,307,864	2.15
Total ten largest shareholders (grouped by shareholders) – based on holding	44,695,893	73.59
Total other shareholders	16,041,152	26.41
Total, December 31, 2012	60,737,045	100.00