## B\&B

# Financial Report 1 April 2008-31 March 2009 

## Revenue and profit

- Revenue amounted to MSEK 9,325 $(9,133)$.
- Operating profit amounted to MSEK 511 (674) and was impacted by nonrecurring costs totalling MSEK 111 (0).
- Profit after net financial items amounted to MSEK 403 (600) and was impacted by non-recurring costs totalling MSEK 111 (0).
- Profit after taxes totalled MSEK 291 (432).
- Earnings per share amounted to SEK 10.20 (15.10).
- Return on equity totalled 17 percent.
- A dividend of SEK 2.50 (5.00) per share is proposed.


## Significant events during the financial year

## - Major economic decline

During the fourth quarter, revenue for comparable units declined by 21 percent. Revenue for comparable units declined by a total of 7 percent during the financial year.

## - Measures to restore the operating margin

On the whole, the cost-saving programmes implemented in the Group's various operations were carried out according to the plan announced in the previous Interim Report, which will result in a total annual cost reduction of approximately MSEK 400 (all other things being equal) once all of the costcutting measures have taken full effect.

## B\&B TOOLS in summary

|  | 3 months ending |  |  | 12 months ending |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \end{array}$ | Change | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \end{array}$ | Change |
| Revenue, MSEK | 2,042 | 2,428 | -16\% | 9,325 | 9,133 | +2\% |
| Operating profit, MSEK | 21 | 179 | -88\% | 511 | 674 | -24\% |
| of which non-recurring costs, MSEK | -98 | - | N/A | -111 | - | N/A |
| Profit/loss after net financial items, MSEK | -18 | 155 | N/A | 403 | 600 | -33\% |
| Profit/loss for the period, MSEK | -19 | 110 | N/A | 291 | 432 | -33\% |
| Earnings per share, SEK | -0.70 | 3.85 | N/A | 10.20 | 15.10 | -32\% |
| Operating margin | 1.0\% | 7.4\% |  | 5.5\% | 7.4\% |  |
| Profit margin | -0.9\% | 6.4\% |  | 4.3\% | 6.6\% |  |
| Return on equity |  |  |  | 17\% | 31\% |  |
| Equity per share, SEK |  |  |  | 62.35 | 55.60 | +12\% |
| Equity/assets ratio |  |  |  | 29\% | 27\% |  |
| Number of employees at year-end |  |  |  | 3,183 | 3,315 | -4\% |

## TOGETHER WE MAKE I NDUSTRY MORE EFFI CI ENT

$B \& B$ TOOLS provides the industrial and construction sectors in northern Europe with industrial consumables, industrial components and related services. The Group has annual revenue of approximately SEK

## PRESI DENT'S STATEMENT

## Economic climate

In the autumn of 2008, Nordic industry was hit by a severe economic slowdown, and the beginning of 2009 has continued along the same path. This recession has resulted in reduced demand for the Group's products and services. During the fourth quarter of the financial year (J anuary to March 2009), revenue for comparable units decreased by 21 percent. This economic slowdown was most evident in Sweden and Finland, while the Norwegian market has not been impacted to the same extent to date.
Given the information currently available to us, we cannot draw any conclusions about whether the recession will continue in the short term or whether the demand trend will stabilise. Accordingly, the near future will be characterised by uncertainty.

## Consolidated operating profit

During the period from January to March 2009, the various units in the Group focused on adjusting their expenses in relation to the decline in revenue in order to restore their operating margins once the implemented measures take full effect.

Measures aimed at restoring operating margin
Once the personnel reductions implemented to date take full effect, the number of employees will amount to approximately 2,900 people. This means that the measures implemented to date have enabled the Group to reduce its number of employees by 500 people, net, since 30 September 2008. On the whole, the cost-saving programmes implemented in the Group's various operations have been carried out according to plan, which, combined with the remaining measures, will result in a total annual cost reduction of approximately MSEK 400 (all other things being equal) once all of the cost-cutting measures take full effect. These cost-saving measures will take effect gradually over time. A positive effect totalling MSEK 70 is expected to be achieved (all other things being equal) during the first quarter of the current financial year, and is then expected to increase gradually during the year. The full effect of the cost-saving measures is expected to be achieved from the fourth quarter of the current financial year. The cost adjustments that have now been implemented in the various areas of the Group were largely carried out within the framework of the Group's long-term development.
The non-recurring costs reported in the 2008/2009 financial year in the amount of MSEK 111 primarily pertain to the implementation and planning of cost adjustments and structural measures. Of the total amount, approximately MSEK 95 is reserved for cost adjustments and structural measures expected to have a negative impact on cash flow during 2009/2010.

## Working capital

During the past year, the Group's working capital has increased due to several factors, which were mentioned in the previous Interim Report.

## Measures - working capital

During the current financial year, increased focus will be placed on working capital with the goal of adjusting working capital to the prevailing volume situation and improving efficiency in terms of working capital. This is expected to have a positive effect on cash flow.

## Group priorities

During the period from November 2008 to March 2009, cost adjustment measures were the Group's highest priority. The majority of the planned adjustments have now been implemented and I would like to thank all of the managers and employers who handled this demanding situation so admirably. The various areas of the Group are now focusing on sales and marketing. The prevailing market situation is providing excellent opportunities to engage in dialogue with the Group's customers concerning overall profitability with regard to industrial consumables - a topic that is close to the Group's heart. We will continue to strive toward our vision - First in MRO!

## Acquisitions

The Group has followed a very active acquisition agenda in recent years and, as a result, now holds leading market positions in Sweden, Norway and Finland. However, given the current economic situation and considering the Group's priorities, it is only natural that a significantly slower acquisition rate is now being adopted.

## Stefan Wigren

President \& CEO

## PROFIT AND REVENUE



## Profit

Operating profit amounted to MSEK 511 (674) during the financial year and was impacted by non-recurring costs totalling MSEK 111, which primarily pertain to the implementation of economicadjustment measures. Operating profit was charged with depreciation and impairment losses of tangible non-current assets amounting to MSEK -57 (-49) and amortisation and impairment losses of intangible non-current assets amounting to MSEK -7 (18).

The operating margin for the year declined by 1.9 percentage points to 5.5 percent (7.4). Excluding non-recurring costs, the operating margin was 6.7 percent.
Profit after net financial items amounted to MSEK 403 (600). Net financial items amounted to MSEK -108 (-74). The profit margin declined by 2.3 percentage points to 4.3 percent (6.6).
Exchange-rate translation effects had a net impact of MSEK +14
$(+2)$ on reported operating profit for the year.
Profit after taxes totalled MSEK 291 (432). Earnings per share amounted to SEK 10.20 (15.10).

## Revenue

Revenue rose 2 percent to MSEK 9,325 (9,133). Acquisitions where the underlying transaction closed during the 2007/2008 and 2008/2009 financial years contributed to the increase in revenue in an amount of MSEK 906 during the financial year. Exchange-rate translation effects had a positive impact of MSEK 165 (58) on revenue. Comparable figures for the preceding year include revenue pertaining to businesses sold amounting to MSEK 219.
Revenue for comparable units declined by 7 percent during the financial year. During the fourth quarter, revenue for comparable units declined by 21 percent.
Annual consolidated revenue, including businesses where the underlying transactions were closed/discontinued prior to the end of the financial year, totalled approximately SEK 9.3 billion as of 31 March 2009. As of 31 March 2009, all acquisitions/disposals for which agreements have been signed had been closed/discontinued.


## OPERATI ONS

The relatively severe slowdown experienced in Nordic industry in the autumn of 2008 continued during the fourth quarter of the financial year. Many of the Group's customers continued to reduce their production operations and issue layoff notices to employees, resulting in a marked impact on demand for industrial consumables.
Refer also to the "President's statement" on page 2 above.

| GROUP | 3 months ending |  | Full-year |  |
| :--- | ---: | ---: | ---: | ---: |
| MSEK | 31 Mar. 2009 | 31 Mar. 2008 | 2008/2009 | 2007/2008 |
| Revenue | 2,042 | 2,428 | 9,325 | 9,133 |
| Operating profit | 21 | 179 | 511 | 674 |
| Operating margin, \% | 1.0 | 7.4 | 5.5 | 7.4 |
| of which Non-recurring costs | +98 | - | +111 | - |
| Adjusted Operating profit | 119 | 179 | 622 | 674 |
| Adjusted Operating margin, \% | 5.8 | 7.4 | 6.7 | 7.4 |

## B\&B TOOLS Markets ("TOOLS")

TOOLS (including TOOLS Momentum) is the B\&B TOOLS Group's market channel for industrial consumables and industrial components for Nordic industry. Via TOOLS, the Group has a presence in some 200 locations in Sweden, Norway and Finland.

| MARKETS | 3 months ending |  | Full-year |  |
| :--- | ---: | ---: | ---: | ---: |
| MSEK | 31 Mar. 2009 | 31 Mar. 2008 | 2008/ 2009 | 2007/ 2008 |
| Revenue | 1,379 | 1,603 | 6,254 | 5,707 |
| Operating profit/loss | -30 | 86 | 214 | 333 |
| Operating margin, \% | -2.2 | 5.4 | 3.4 | 5.8 |
| of which Non-recurring costs | +75 | - | +84 | - |
| Adjusted Operating profit | 45 | 86 | 298 | 333 |
| Adjusted Operating margin, \% | 3.3 | 5.4 | 4.8 | 5.8 |

Markets is experiencing declining demand in all geographic markets. Taking exchange-rate effects into consideration, the change in revenue for comparable units amounted to -8 percent during the financial year and - 21 percent during the fourth quarter. During the fourth quarter, revenue for comparable units in the Market Companies in Sweden and Finland declined by 30 percent, while revenue in Norway declined by 8 percent during the same period.
One result of the cost adjustment measures implemented to date is that the number of employees decreases by approximately 300 people on an annual basis through terminations, natural attrition and other means. This corresponds to approximately 14 percent of the total number of employees in Markets.
Refer also to the specification of Markets excluding and including non-recurring costs, respectively, in appendices $B$ and $C$ on pages 14-15.

## B\&B TOOLS Products

The B\&B TOOLS Group's Product Companies provide the Group's own market channels and cooperation partners with products and services in a variety of application areas.

| PRODUCTS | 3 months ending |  | Full-year |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| MSEK | 31 Mar. $\mathbf{2 0 0 9}$ | 31 Mar. 2008 | 2008/ 2009 | 2007/ 2008 |
| Revenue | 927 | 1,103 | 4,246 | 4,336 |
| Operating profit | 74 | 102 | 363 | 389 |
| Operating margin, \% | 8.0 | 9.2 | 8.5 | 9.0 |
| of which Non-recurring costs | +21 | - | +22 | - |
| Adjusted Operating profit | 95 | 102 | 385 | 389 |
| Adjusted Operating margin, \% | 10.2 | 9.2 | 9.1 | 9.0 |

Taking exchange-rate effects into consideration, revenue for comparable units in the Product Companies declined by 5 percent during the financial year. During the fourth quarter, revenue declined by 19 percent. One result of the cost adjustment measures implemented to date is that the number of employees decreases by approximately 140 people on annual basis through terminations, natural attrition and other means. This corresponds to approximately 15 percent of the total number of employees in Products.
Refer also to the specification of Products excluding and including non-recurring costs, respectively, in appendices $B$ and $C$ on pages 14-15.

## Parent Company, other operations and eliminations

Parent Company
The Parent Company's revenue amounted to MSEK 56 (59) and profit after net financial items totalled MSEK 364 (231). This profit includes intra-Group dividends and similar items amounting to MSEK 351 (201).
B\&B TOOLS Services
One result of the cost adjustment measures implemented in B\&B TOOLS Services to date is that the number of employees decreases by approximately 50 people on an annual basis through terminations, natural attrition and other means. This corresponds to approximately 14 percent of the total number of employees in B\&B TOOLS Services. The non-recurring costs attributable to these implemented measures amounted to MSEK 5 during the financial year, of which MSEK 2 was incurred during the fourth quarter.

Other operations
During 2007/2008, all operations conducted within the framework of the B\&B Development division were divested.
Eliminations
Eliminations for intra-Group inventory gains had an effect of MSEK -19 (-21) on profit during the year.

## CORPORATE ACQUISI TI ONS

During the financial year, the Group acquired a total of six industrial reseller businesses in Sweden, Norway and Finland, as well as two electromechanical service companies. The total annual revenue of these acquired businesses amounted to approximately MSEK 325, of which approximately MSEK 275 is expected to increase consolidated revenue. In addition, the remaining 49 percent of the shares in the subsidiary TOOLS
Östergötland AB were acquired at the beginning of J une 2008, making it a wholly owned subsidiary. Refer also to the compilation in the appendix on page 14.
Closing took place for a total of nine acquired business during the year, with combined reported revenue of MSEK 254 and operating profit of MSEK 15 during the year. In addition to the reported operating profit of MSEK 15, the Group is also expected to achieve further positive effects since the Group's Product Companies normally increase their sales to the Group's newly acquired Market Companies. Total annual revenue for the businesses for which closing occurred during the year amounted to approximately MSEK 355. The total purchase price for the acquisitions was MSEK 221, of which MSEK 126 pertained to intangible surplus values. All intangible surplus values were attributed to synergy gains arising from the Group's existing businesses, and thus, these surplus values were classified as goodwill.

## PROFI TABI LI TY

The return on consolidated capital employed for the financial year was 14 percent and the return on equity was 17 percent. Calculated on the basis of profit excluding non-recurring costs, the return on capital employed was 17 percent and the return on equity was 22 percent. For the preceding year, the return on capital employed was 23 percent and the return on equity was 31 percent.
For the Group as a whole, B\&B TOOLS' internal profitability measure, P/WC (operating profit in relation to working capital used), amounted to 23 percent (37) for the financial year. Calculated on the basis of profit excluding non-recurring costs, P/WC totalled 28 percent. Measured for the individual operating areas, P/WC amounted to 14 percent (26) for Markets and to 49 percent (69) for Products. Calculated on the basis of profit excluding non-recurring costs, P/WC amounted to 20 percent for Markets and 52 percent for Products.

## CASH FLOW, CAPITAL EXPENDITURES AND FI NANCI AL POSITION

Cash flow from operating activities for the financial year totalled MSEK 377 (360). Funds tied up in working capital increased by MSEK 85. Cash flow was affected in a net amount of MSEK - 48 by acquisitions and sales of intangible and tangible non-current assets, while acquisitions and sales of subsidiaries and other business units had a negative impact of MSEK -288, net, on cash flow.
The Group's financial net loan liability at year-end totalled MSEK 1,959 (1,769). Interest-bearing liabilities at year-end amounted to MSEK 2,179, including pension commitments totalling MSEK 363. Liabilities to credit institutions totalled MSEK 1,816 , of which MSEK 1,027 had a maturity period of more than three years and MSEK 442 had a maturity period of less than one year. Cash and cash equivalents, including unutilized granted credit facilities, amounted to a combined total of MSEK 709.
Of these liabilities to credit institutions, the Group has hedged the interest rates for a total of MSEK 1,219 through interest swaps (MSEK 419) and interest caps (MSEK 800). Excluding the bank's margins, the interest rate for the swaps amounts to an average of 4.13 percent and the interest caps take effect at interest rates (STIBOR 90-day) ranging from 5.50 to 6.00 percent. The maturity period for interest swaps and interest caps is two to six years. Non- interest rate-hedged liabilities have variable interest rates, mainly linked to the STIBOR 90-day interest rate.
The equity/assets ratio at financial year-end was 29 percent, compared with 27 percent at the beginning of the year.
Equity per share amounted to SEK 62.35 at the end of the financial year, compared with SEK 55.60 at the beginning of the year. Calculated on the basis of the number of shares after dilution, equity per share totalled SEK 62.10 at financial year-end, compared with SEK 55.20 at the beginning of the year.
The tax rate for the financial year was 28 percent. Taking into consideration the lowered corporate tax rate in Sweden in 2009, the future normalised tax rate given the current geographic mix is expected to amount to approximately 27 percent.

## EMPLOYEES

At the end of the financial year, the number of employees in the Group amounted to 3,183 , compared with 3,315 at the beginning of the year. Corporate acquisitions and disposals resulted in a net increase of 63 employees. Taking into consideration those individuals whose employment has been terminated but who had not yet completed their employment as of 31 March 2009, the number of employees at financial year-end totalled 2,929.

## SHARE STRUCTURE AND REPURCHASE OF OWN SHARES

Share capital at the end of the financial year totalled MSEK 56.9. The distribution by classes of shares is as follows:

| CLASSES OF SHARES | AS OF 31 MARCH 2009 |
| :--- | ---: |
| Class A shares | $1,084,812$ |
| Class B shares | $27,351,604$ |
| Total number of shares outstanding |  |
| before repurchasing | $\mathbf{2 8 , 4 3 6 , 4 1 6}$ |
| Less: Repurchased class B shares | $-538,500$ |
| Total number of shares outstanding <br> after repurchasing | $\mathbf{2 7 , 8 9 7 , 9 1 6}$ |

The Annual General Meeting of B\&B TOOLS AB held on 27 August 2008 resolved to authorise the Board of Directors during the period until the Annual General Meeting to be held on 27 August 2009 to repurchase up to the maximum number of shares so that the Company's holding of treasury shares at no time exceeds 10 percent of the total number of shares outstanding in the Company. Repurchases shall be made through NASDAQ OMX Stockholm ("The Stockholm Stock Exchange"). This authorisation entitles the Board of Directors to use treasury shares as payment in conjunction with acquisitions, or to sell treasury shares in other ways than through the Stockholm Stock Exchange to finance acquisitions and to fulfil the Company's obligations under its incentive programmes for members of senior management.
As of 31 March 2008, the number of class B shares held in treasury totalled 538,500 . There were no changes in these holdings during the financial year. Accordingly, the Company's holdings of class B treasury shares amounted to 538,500 at financial year-end on 31 March 2009, corresponding to 1.9 percent of the total number of shares and 1.4 percent of the total number of votes.
Of the repurchased class B shares, 198,500 are reserved to secure the Company's obligations under the personnel options programme issued by B\&B TOOLS AB in April 2002. The Company’s acquisition costs per share to secure this personnel options programme amounted to SEK 41.60. The redemption price per personnel option is SEK 52.00.
Of the repurchased class B shares, 250,000 are reserved to secure the Company's obligations under the call options programme issued by B\&B TOOLS AB in September 2006. The Company's acquisition costs per share to secure this call options programme amounted to SEK 155.00. The redemption price per call option in this programme is SEK 159.00 .
The remaining 90,000 repurchased class B shares are reserved to secure the Company's obligations under the call options programme issued by B\&B TOOLS AB in September 2007. The Company's acquisition costs per share to secure this call options programme amounted to SEK 206.30. The redemption price per call option in this programme is SEK 228.00.
There have been no changes in the holdings of treasury shares after the end of the financial year.
Proposal regarding the adoption of a renewed authorisation for the repurchase of own shares
The Board of Directors of $B \& B$ TOOLS AB has decided to propose that the Annual General Meeting to be held on 27 August 2009 resolve to renew the Board's authorisation to repurchase own shares in accordance with the terms and conditions above.

## ACCOUNTI NG POLICIES

This Financial Report was prepared in accordance with IFRS and by applying IAS 34 Interim Financial Reporting. The same accounting policies and bases of judgement as in the Annual Report for 2007/2008 have been applied.

## RISKS AND UNCERTAI NTY FACTORS

Apart from the continued uncertainty regarding the general economic trend, no significant changes occurred during the financial year with respect to risks and uncertainty factors, for either the Group or the Parent Company. For information about the Group's risks and uncertainty factors, refer to page 39 of the B\&B TOOLS Annual Report 2007/2008.

## DIVIDEND

The Board of Directors of B\&B TOOLS AB proposes a dividend of SEK 2.50 (5.00) per share. Taking the repurchased class B shares held in treasury into account, the proposed dividend will amount to approximately MSEK 70 (139).

## Stefan Wigren

President \& CEO

## Contact information

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Mats Karlqvist, Vice President - Investor Relations, tel. +46 84425904 or +46 706603132
Comprehensive contact information for B\&B TOOLS is presented below.

## Dates for forthcoming financial information

The Annual Report for the 2008/2009 financial year will be distributed to the shareholders at the end of July 2009 and will be available at the Company's office and website on the same date.

Interim Report, 1 April - 30 June 2009 will be published on 19 August 2009.

B\&B TOOLS AB's 2009 Annual General Meeting will be held in Stockholm on 27 August 2009.

Visit www.bb.se to order financial reports and press releases.

This document is in all respects a translation of the Swedish original Financial Report. In the event of any differences between this translation and the Swedish original, the latter shall prevail.

## REVIEW REPORT

## To the Board of Directors of B\&B TOOLS AB (publ) Organisation Number 556034-8590

## I ntroduction

We have conducted a review of the Financial Report for B\&B TOOLS AB (publ) at 31 March 2009 and of the twelve-month period ending on that date. The Board of Directors and the Chief Executive Officer are responsible for preparation and presentation of this Financial Report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this Financial Report based on our review.

## Focus and scope of the review

We have conducted our review in accordance with the Standard on Review Engagements (SÖG) 2410, Review of Interim Financial Information performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily to persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing in Sweden RS and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not provide the same level of assurance as a conclusion expressed based on an audit.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying Financial Report for the Group, in all material respects, is not prepared in accordance with IAS 34 and the Annual Accounts Act, and the Financial Report for the Parent Company is not prepared in accordance with the Annual Accounts Act.

Stockholm, 14 May 2009

## KPMG AB

## George Pettersson

Authorised Public Accountant

## REPORTING BY OPERATI NG AREA ${ }^{1}$

| REVENUE <br> MSEK | 3 months |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Jan. - Mar. } \\ 2009 \end{array}$ | $\begin{array}{r} \text { Jan. - Mar. } \\ 2008 \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \end{array}$ |
| Markets | 1,379 | 1,603 | 6,254 | 5,707 |
| Products | 927 | 1,103 | 4,246 | 4,336 |
| Parent Company, other operations and eliminations ${ }^{1}$ | -264 | -278 | -1,175 | -910 |
| Total | 2,042 | 2,428 | 9,325 | 9,133 |


| REVENUE BY QUARTER MSEK | 2008/2009 |  |  |  | 2007/2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q 4 | Q 3 | Q 2 | Q 1 | Q 4 | Q 3 | Q 2 | Q 1 |
| Markets | 1,379 | 1,599 | 1,511 | 1,765 | 1,603 | 1,536 | 1,287 | 1,281 |
| Products | 927 | 1,058 | 1,072 | 1,189 | 1,103 | 1,155 | 1,023 | 1,055 |
| Parent Company, other operations and eliminations ${ }^{2}$ | -264 | -310 | -300 | -301 | -278 | -263 | -185 | -184 |
| Total | 2,042 | 2,347 | 2,283 | 2,653 | 2,428 | 2,428 | 2,125 | 2,152 |


| OPERATI NG PROFIT/ LOSS |  | 3 months |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |


| OPERATI NG PROFIT/ LOSS BY QUARTER MSEK | 2008/2009 |  |  |  | 2007/2008 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q 4 | Q 3 | Q 2 | Q 1 | Q 4 | Q 3 | Q 2 | Q 1 |
| Markets | -30 | 51 | 77 | 116 | 86 | 102 | 83 | 62 |
| Products | 74 | 75 | 103 | 111 | 102 | 101 | 94 | 92 |
| Parent Company, other operations and eliminations ${ }^{2}$ | -23 | -16 | -13 | -14 | -9 | -8 | -12 | -19 |
| Total | 21 | 110 | 167 | 213 | 179 | 195 | 165 | 135 |

ADJ USTED OPERATI NG PROFIT/ LOSS EXCLUDI NG NON-RECURRI NG COSTS (IN THE
THI RD AND FOURTH QUARTER OF 2008/ 2009, RESPECTI VELY)


[^0]
## GROUP SUMMARY

| I NCOME STATEMENT | 3 months |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Jan. - Mar. } \\ 2009 \end{array}$ | $\begin{array}{r} \text { Jan. - Mar. } \\ 2008 \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \end{array}$ |
| Revenue | 2,042 | 2,428 | 9,325 | 9,133 |
| Shares in profit/loss of associated companies | 0 | 1 | 1 | 1 |
| Other operating income | 15 | 0 | 39 | 12 |
| Total operating revenue | 2,057 | 2,429 | 9,365 | 9,146 |
| Goods for resale | -1,254 | -1,511 | -5,744 | -5,753 |
| Personnel costs | -472 | -436 | -1,859 | -1,595 |
| Depreciation, amortisation, impairment losses and reversal of impairment losses | -17 | -18 | -64 | -67 |
| Other operating expense | -293 | -285 | -1,187 | -1,057 |
| Total operating expense | -2,036 | -2,250 | -8,854 | -8,472 |
| Operating profit | 21 | 179 | 511 | 674 |
| Financial income and expense | -39 | -24 | -108 | -74 |
| Profit after net financial items | -18 | 155 | 403 | 600 |
| Taxes | -1 | -45 | -112 | -168 |
| Profit/ loss for the period | -19 | 110 | 291 | 432 |
| Of which attributable to: Parent Company shareholders | -20 | 107 | 285 | 421 |
| Minority interest | , | 3 | 6 | 11 |
| Earnings per share*, SEK |  |  |  |  |
| - before dilution | -0.70 | 3.85 | 10.20 | 15.10 |
| - after dilution | -0.70 | 3.80 | 10.20 | 15.00 |
| Proposed / resolved dividend per share, SEK |  |  | 2.50 | 5.00 |

[^1]| BALANCE SHEET MSEK | 31 Mar. 2009 | 31 Mar. 2008 |
| :---: | :---: | :---: |
| Assets |  |  |
| Intangible non-current assets | 1,913 | 1,755 |
| Tangible non-current assets | 545 | 529 |
| Financial non-current assets | 146 | 110 |
| Inventories | 1,768 | 1,667 |
| Current receivables | 1,439 | 1,570 |
| Cash and cash equivalents | 209 | 226 |
| Total assets | 6,020 | 5,857 |
| Equity and liabilities |  |  |
| Equity | 1,757 | 1,571 |
| Non-current liabilities | 1,993 | 2,048 |
| Current liabilities | 2,270 | 2,238 |
| Total equity and liabilities | 6,020 | 5,857 |
| Specification: |  |  |
| Equity | 1,757 | 1,571 |
| Interest-bearing liabilities | 2,179 | 2,008 |
| Non-interest-bearing liabilities | 2,084 | 2,278 |
| Total equity and liabilities | 6,020 | 5,857 |


| CASH-FLOW STATEMENT | 3 months |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { Jan. - Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Jan. - Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} \hline 2008 / \\ \hline 2009 \\ \hline \end{array}$ | $\begin{array}{r} 20071 \\ 2008 \\ \hline \end{array}$ |
| Operating activities before changes in working capital | 81 | 80 | 462 | 529 |
| Changes in working capital | -11 | -74 | -85 | -169 |
| Cash flow from operating activities | 70 | 6 | 377 | 360 |
| Acquisition of intangible and tangible non-current assets | -19 | -18 | -60 | -64 |
| Sales of intangible and tangible non-current assets | -2 | 0 | 12 | 4 |
| Acquisition of subsidiaries and other business units | -8 | -409 | -336 | -768 |
| Sales of subsidiaries and other business units | 9 | 0 | 48 | 16 |
| Cash flow before financing | 50 | -421 | 41 | -452 |
| Financing activities | -49 | -35 | -73 | 508 |
| Cash flow for the period | 1 | -456 | -32 | 56 |
| Cash and cash equivalents at the beginning of the period | 203 | 682 | 226 | 170 |
| Exchange-rate difference in cash and cash equivalents | 5 | 0 | 15 | 0 |
| Cash and cash equivalents at the end of the period | 209 | 226 | 209 | 226 |


| STATEMENT OF CHANGES IN EQUITY |  |  |
| :---: | :---: | :---: |
| MSEK | 31 Mar. 2009 | 31 Mar. 2008 |
| Opening equity | 1,571 | 1,251 |
| Translation differences | 73 | 8 |
| Effect of hedge accounting | -30 | 0 |
| Changes in minority interest due to acquisitions | -9 | -2 |
| Change in net asset values reported directly against equity, excluding transactions with the Company's owners | 34 | 6 |
| Profit for the year | 291 | 432 |
| Total change in net asset values, excluding transactions with the Company's owners | 325 | 438 |
| Dividend, Parent Company shareholders | -139 | -112 |
| Dividend, minority interest | 0 | 0 |
| Repurchase of own class B shares | - | -19 |
| Sale of treasury shares upon redemption of personnel options | - | 10 |
| Sale of call options | - | 3 |
| Total transactions with the Company's owners | -139 | -118 |
| Closing equity | 1,757 | 1,571 |



* Calculated on the basis of shareholders' proportion of profit.
^ Calculated on the basis of shareholders' proportion of equity.

[^2]
## PARENT COMPANY SUMMARY

| I NCOME STATEMENT | 3 months |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Jan. - Mar. } \\ 2009 \end{array}$ | $\begin{array}{r} \hline \text { Jan. - Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \\ \hline \end{array}$ |
| Revenue | 12 | 19 | 56 | 59 |
| Other operating income | - | - | - |  |
| Total operating revenue | 12 | 19 | 56 | 59 |
| Operating expense | -14 | -17 | -62 | -63 |
| Operating profit/ loss | -2 | 2 | -6 | -4 |
| Financial income and expense | 158 | 181 | 370 | 235 |
| Profit after net financial items | 156 | 183 | 364 | 231 |
| Appropriations | -37 | -40 | -37 | -40 |
| Profit before taxes | 119 | 143 | 327 | 191 |
| Taxes | -42 | -36 | -53 | -41 |
| Profit for the period | 77 | 107 | 274 | 150 |


| BALANCE SHEET MSEK | 31 Mar. 2009 | 31 Mar. 2008 |
| :---: | :---: | :---: |
| Assets |  |  |
| Intangible non-current assets | 3 | - |
| Tangible non-current assets | 4 | 2 |
| Financial non-current assets | 3,766 | 3,433 |
| Current receivables | 242 | 221 |
| Cash and cash equivalents | 51 | 0 |
| Total assets | 4,066 | 3,656 |
| Equity and liabilities |  |  |
| Equity | 1,012 | 930 |
| Untaxed reserves | 214 | 177 |
| Provisions | 54 | 56 |
| Non-current liabilities | 1,395 | 1,455 |
| Current liabilities | 1,391 | 1,038 |
| Total equity, provisions and liability | 4,066 | 3,656 |
| Pledged assets and contingent liabilities, MSEK |  |  |
| Pledged assets | - | 1 |
| Contingent liabilities | 258 | 246 |

## APPENDIX

## A. CORPORATE ACQUISITI ONS AND DISPOSALS DURI NG THE 2008/ 2009 FI NANCI AL YEAR

$\left.\begin{array}{llll}\hline \begin{array}{l}\text { Time of closing / } \\ \text { disposal }\end{array} & \text { Acquisition (Disposal) } & \begin{array}{c}\text { Ownership } \\ \text { share }\end{array} & \begin{array}{c}\text { Operating } \\ \text { area }\end{array}\end{array} \begin{array}{c}\begin{array}{c}\text { Annual revenue, } \\ \text { MSEK }\end{array} \\ \hline \text { Acquisitions during the Third Quarter } \\ \text { Q 3 } \\ \text { employees }\end{array}\right\}$

## Disposals

Q 4
(VS Maskin Sverige, SE)
Markets (80)
(23)
(Bäcklunds' construction operations, SE) - Markets (175)
(49)
TOTAL CONTRACTED ACQUISITIONS / DISPOSALS, NET 70

Acquisitions during the 2007/ 2008 Financial Year

| Q 1** | TOOLS Globus Trading, NO | 100\% | Markets | 30 | 7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | TOTAL CLOSI NGS / | DISPO | NET 2008/ 2009 | 100 | 63 |

* In June 2008, B\&B TOOLS acquired the remaining 49 percent of the shares in the subsidiary TOOLS Östergötland $A B$, which thus became a wholly owned subsidiary. TOOLS Östergötland has been consolidated in B\&B TOOLS' accounts as of the fourth quarter of 2006/2007.
** Acquisition agreement concluded during the 2007/2008 financial year.


## B. SPECI FICATI ON - OPERATI NG AREAS: MARKETS AND PRODUCTS - excluding non-recurring costs

| OPERATING AREA | Revenue, MSEK |  |  |  | Adjusted operating profit/ loss excluding non-recurring costs, MSEK 3 months ending Full-year |  |  |  | Adjusted operating margin, \%   <br> 3 months ending   <br> Full-year   |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \\ \hline \end{array}$ |
| GROUP | 2,042 | 2,428 | 9,325 | 9,133 | 119 | 179 | 622 | 674 | 5.8 | 7.4 | 6.7 | 7.4 |
| MARKETS | 1,379 | 1,603 | 6,254 | 5,707 | 45 | 86 | 298 | 333 | 3.3 | 5.4 | 4.8 | 5.8 |
| Of which Market Co's |  |  |  |  |  |  |  |  |  |  |  |  |
| Sweden | 509 | 731 | 2,532 | 2,478 | -5 | 23 | 61 | 127 | -1.0 | 3.1 | 2.4 | 5.1 |
| Norway | 420 | 369 | 1,702 | 1,345 | 24 | 24 | 116 | 91 | 5.7 | 6.5 | 6.8 | 6.8 |
| Finland | 216 | 254 | 1,014 | 975 | -3 | 18 | 44 | 73 | -1.4 | 7.1 | 4.3 | 7.5 |
| Momentum | 209 | 222 | 868 | 814 | 23 | 16 | 88 | 55 | 11.0 | 7.2 | 10.1 | 6.8 |
| PRODUCTS | 927 | 1,103 | 4,246 | 4,336 | 95 | 102 | 385 | 389 | 10.2 | 9.2 | 9.1 | 9.0 |
| Of which |  |  |  |  |  |  |  |  |  |  |  |  |
| Luna | 277 | 358 | 1,285 | 1,390 | 34 | 38 | 132 | 128 | 12.3 | 10.6 | 10.3 | 9.2 |
| Skydda | 240 | 255 | 1,092 | 1,030 | 31 | 28 | 121 | 108 | 12.9 | 11.0 | 11.1 | 10.5 |
| Essve | 195 | 230 | 882 | 895 | 23 | 26 | 92 | 96 | 11.8 | 11.3 | 10.4 | 10.7 |
| Grunda | 121 | 132 | 536 | 531 | 10 | 6 | 28 | 31 | 8.3 | 4.5 | 5.2 | 5.8 |
| Gigant | 100 | 131 | 450 | 466 | 6 | 11 | 28 | 40 | 6.0 | 8.4 | 6.2 | 8.6 |

[^3]
## C. SPECI FICATION - OPERATI NG AREAS: MARKETS AND PRODUCTS - including non-recurring costs

| OPERATING AREA | Revenue, MSEK |  |  |  | Operating profit/ loss, MSEK  <br> 3 months ending Full-year |  |  |  | Operating margin, \% |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 months ending |  | Full-year |  |  |  |  |  | 3 months ending |  | Full-year |  |
|  | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 31 \text { Mar. } \\ 2008 \\ \hline \end{array}$ | $\begin{array}{r} 2008 / \\ 2009 \\ \hline \end{array}$ | $\begin{array}{r} 2007 / \\ 2008 \end{array}$ |
| GROUP | 2,042 | 2,428 | 9,325 | 9,133 | 21 | 179 | 511 | 674 | 1.0 | 7.4 | 5.5 | 7.4 |
| MARKETS <br> Of which Market Co's | 1,379 | 1,603 | 6,254 | 5,707 | -30 | 86 | 214 | 333 | -2.2 | 5.4 | 3.4 | 5.8 |
| Sweden | 509 | 731 | 2,532 | 2,478 | -68 | 23 | -10 | 127 | -13.4 | 3.1 | -0.4 | 5.1 |
| Norway | 420 | 369 | 1,702 | 1,345 | 22 | 24 | 114 | 91 | 5.2 | 6.5 | 6.7 | 6.8 |
| Finland | 216 | 254 | 1,014 | 975 | -8 | 18 | 38 | 73 | -3.7 | 7.1 | 3.7 | 7.5 |
| Momentum | 209 | 222 | 868 | 814 | 21 | 16 | 86 | 55 | 10.0 | 7.2 | 9.9 | 6.8 |
| PRODUCTS Of which | 927 | 1,103 | 4,246 | 4,336 | 74 | 102 | 363 | 389 | 8.0 | 9.2 | 8.5 | 9.0 |
| Luna | 277 | 358 | 1,285 | 1,390 | 26 | 38 | 124 | 128 | 9.4 | 10.6 | 9.6 | 9.2 |
| Skydda | 240 | 255 | 1,092 | 1,030 | 31 | 28 | 121 | 108 | 12.9 | 11.0 | 11.1 | 10.5 |
| Essve | 195 | 230 | 882 | 895 | 18 | 26 | 87 | 96 | 9.2 | 11.3 | 9.9 | 10.7 |
| Grunda | 121 | 132 | 536 | 531 | 9 | 6 | 27 | 31 | 7.4 | 4.5 | 5.0 | 5.8 |
| Gigant | 100 | 131 | 450 | 466 | 4 | 11 | 26 | 40 | 4.0 | 8.4 | 5.8 | 8.6 |

## D. COMPI LATI ON OF KEY FI NANCI AL RATI OS

| KEY FI NANCI AL RATI OS | 12 months ending |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 31 Mar. 2009 | 31 Mar. 2008 | 31 Mar. 2007 | 31 Mar. 2006 |
| Revenue, MSEK | 9,325 | 9,133 | 6,823 | 5,058 |
| Operating profit, MSEK | 511 | 674 | 443 | 306 |
| Profit after net financial items, MSEK | 403 | 600 | 407 | 291 |
| Profit for the period, MSEK | 291 | 432 | 290 | 210 |
| Operating margin | 5.5\% | 7.4\% | 6.5\% | 6.0\% |
| Profit margin | 4.3\% | 6.6\% | 6.0\% | 5.8\% |
| Return on capital employed | 14\% | 23\% | 22\% | 20\% |
| Return on equity | 17\% | 31\% | 25\% | 20\% |
| Financial net loan liability (closing balance), MSEK | 1,959 | 1,769 | 1,018 | 389 |
| Equity (closing balance), MSEK | 1,757 | 1,571 | 1,251 | 1,098 |
| Equity/assets ratio | 29\% | 27\% | 28\% | 36\% |
| Net debt/equity ratio | 1.11 | 1.13 | 0.81 | 0.35 |
| Number of employees at the end of the period | 3,183 | 3,315 | 2,697 | 1,978 |


| KEY PER-SHARE DATA | $\mathbf{1 2}$ months ending |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 1}$ Mar. 2009 | $\mathbf{3 1}$ Mar. 2008 | $\mathbf{3 1}$ Mar. 2007 | $\mathbf{3 1}$ Mar. 2006 |
| Earnings, SEK | 10.20 | 15.10 | 10.35 | 7.25 |
| Earnings after dilution, SEK | 10.20 | 15.00 | 10.25 | 7.15 |
| Cash flow, SEK | 13.50 | 12.90 | 15.10 | 10.50 |
| Equity, SEK | 62.35 | 55.60 | 44.60 | 38.95 |
| Share price, SEK | 44.20 | 173.50 | 214.00 | 137.00 |

The information in this report is such that it shall be disclosed by B\&B TOOLS in accordance with the Swedish Securities Market Act, the Financial Instruments Trading Act and the requirements established in regulations for issuers. The information was disclosed on 14 May 2009 at 11:55 a.m.


[^0]:    1 Comparative data have been adjusted for internal corporate transfers.
    2 Aside from the Parent Company and consolidation eliminations, the B\&B TOOLS Services operating area is included. The comparative data for the preceding year includes the B\&B Development division, which ceased all activities as of 30 September 2007.

[^1]:    * Calculated on the basis of shareholders' proportion of profit.

[^2]:    ${ }^{3}$ Dilution effect based on outstanding personnel and call options programmes:

    | $\mathbf{3}$ months | $0.0 \%$ | $\mathbf{2 0 0 8 / 2 0 0 9}$ | $0.4 \%$ | $\mathbf{2 0 0 7 / 2 0 0 8}$ | $0.7 \%$ |
    | :--- | :--- | :--- | :--- | :--- | :--- |

[^3]:    4 Annual revenue and number of employees at the time of acquisition (disposal). For information on the amount by which this revenue is expected to increase the B\&B TOOLS Group's revenue, please refer to the data in Interim Reports and each respective press release.

