

# PRESS RELEASE

# Reporting under B&B TOOLS' new Group structure

As of 1 April 2011, the B&B TOOLS Group will report under a new Group structure:

- *TOOLS* consists of three national organisations for TOOLS (Sweden, Norway and Finland), and TOOLS Momentum, which are jointly responsible for end-user canvassing and sales.
- *Business areas* four business areas with responsibility for developing the Group's combined offering of products and services in various product and application areas.
- *Group-wide* consists of the Group's management, finance and other support functions, infrastructure operations and logistics properties.

The new Group structure entails that the former operating areas, Markets and Solutions, no longer exist as consolidating units in the Group's reporting.

The new organisation will be reflected in the Group's external reporting from the Interim Report for the period 1 April – 30 June 2011, which will be published on 18 August 2011. Comparative figures for the 2010/2011 fiscal year have been restated in accordance with the new Group structure as set out in the enclosed pro forma financial statements.

In addition to the Group's Parent Company, the Group's shared salary centre and the Group's properties in Alingsås and Ulricehamn, the "Group-wide" item in the new reporting includes Group-wide management and support functions and infrastructure operations (Supply Chain, IT and product information) that were previously reported in Markets and Solutions. When preparing the enclosed pro forma financial statements, certain intra-Group items within TOOLS were also reallocated over the year.

Stockholm, 11 August 2011

### **B&B TOOLS AB (publ)**

For further information, please contact: Mats Björkman, Executive Vice President and Chief Financial Officer, B&B TOOLS AB, tel: +46 8 660 10 30 Mats Karlqvist, Head of IR, B&B TOOLS AB, tel: +46 70 660 31 32

This information is disclosed in accordance with the Securities Market Act, the Financial Instruments Trading Act or demands made in the regulations for issuers.

#### B&B TOOLS AB (publ)

Mail address PO Box 10024 SE-100 55 Stockholm Sweden Visit Karlavägen 76 Stockholm Tel +46 8660 10 30 Fax +46 8660 58 70 Org No 556034-8590 Reg office Stockholm Web www.bb.se

# APPENDIX 1 – Pro forma – Financial statement 2010/2011 under B&B TOOLS' new Group structure

REVENUE PER QUARTER AND FOR THE	2010/2011					
FULL YEAR 2010/2011, MSEK	Q 1	Q 2	Q 3	Q 4	Full year	
TOOLS						
Sweden	565	496	640	572	2,273	
Norway	361	333	360	366	1,420	
Finland	205	191	210	187	793	
TOOLS Momentum	227	205	241	236	909	
Eliminations	-7	-6	-9	–10	-32	
TOOLS TOTAL	1,351	1,219	1,442	1,351	5,363	
BUSINESS AREAS						
Tools & Machinery	258	263	289	273	1,083	
Personal Protective Equipment	258	237	290	245	1,030	
Fastening Elements	182	181	163	170	696	
Work Environment & Consumables	224	201	243	228	896	
Eliminations	-2	-1	-2	-2	-7	
BUSINESS AREAS TOTAL	920	881	983	914	3,698	
GROUP-WIDE	141	148	155	143	587	
ELIMINATIONS	-427	-411	-475	-450	-1,763	
GROUP TOTAL	1,985	1,837	2,105	1,958	7,885	

OPERATING PROFIT PER QUARTER AND	2010/2011					
FOR THE FULL YEAR 2010/2011, MSEK	Q 1	Q 2	Q 3	Q 4	Full year	
TOOLS						
Sweden	8	7	29	7	51	
Norway	8	4	-1	-14	-3	
Finland	3	5	3	0	11	
TOOLS Momentum	26	23	27	31	107	
Eliminations	0	0	0	0	0	
TOOLS TOTAL	45	39	58	24	166	
BUSINESS AREAS						
Tools & Machinery	16	24	23	24	87	
Personal Protective Equipment	19	11	19	20	69	
Fastening Elements	7	9	2	12	30	
Work Environment & Consumables	6	5	9	12	32	
Eliminations	-	-	_	_	-	
BUSINESS AREAS TOTAL	48	49	53	68	218	
GROUP-WIDE	-17	О	4	–18	-31	
ELIMINATIONS	-1	-3	-2	0	-6	
GROUP TOTAL	75	85	113	74	347	

## APPENDIX 1 -

Pro forma – Financial statement 2010/2011 under B&B TOOLS' new Group structure – cont.

OPERATING MARGIN PER QUARTER AND	2010/2011					
FOR THE FULL YEAR 2010/2011, %	Q 1	Q 2	Q 3	Q 4	Full year	
TOOLS						
Sweden	1.4	1.4	4.5	1.2	2.2	
Norway	2.2	1.2	-0.3	-3.8	-0.2	
Finland	1.5	2.6	1.4	0.0	1.4	
TOOLS Momentum	11.5	11.2	11.2	13.1	11.8	
Eliminations	_	-	_	_	-	
TOOLS TOTAL	3.3	3.2	4.0	1.8	3.1	
BUSINESS AREAS						
Tools & Machinery	6.2	9.1	8.0	8.8	8.0	
Personal Protective Equipment	7.4	4.6	6.6	8.2	6.7	
Fastening Elements	3.8	5.0	1.2	7.1	4.3	
Work Environment & Consumables	2.7	2.5	3.7	5.3	3.6	
Eliminations	-	-	_	-	-	
BUSINESS AREAS TOTAL	5.2	5.6	5.4	7.4	5.9	
GROUP-WIDE	-	-	-	-	-	
ELIMINATIONS	_	-	-	-	-	
GROUP TOTAL	3.8	4.6	5.4	3.8	4.4	