# 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)

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

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

| REVENUE PER QUARTER AND FOR THE FULL YEAR 2010/ 2011, MSEK | 2010/2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| BUSI NESS 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 |
| BUSI NESS AREAS TOTAL | 920 | 881 | 983 | 914 | 3,698 |
| GROUP-WIDE | 141 | 148 | 155 | 143 | 587 |
| ELI MI NATI ONS | -427 | -411 | -475 | -450 | -1,763 |
| GROUP TOTAL | 1,985 | 1,837 | 2,105 | 1,958 | 7,885 |


| OPERATING PROFIT PER QUARTER AND FOR THE FULL YEAR 2010/ 2011, MSEK | 2010/2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| BUSI NESS 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 | - | - | - | - | - |
| BUSI NESS AREAS TOTAL | 48 | 49 | 53 | 68 | 218 |
| GROUP-WIDE | -17 | 0 | 4 | -18 | -31 |
| ELI MI NATI ONS | -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 FOR THE FULL YEAR 2010/ 2011, \% | 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 |
| BUSI NESS 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 | - | - | - | - | - |
| BUSI NESS AREAS TOTAL | 5.2 | 5.6 | 5.4 | 7.4 | 5.9 |
| GROUP-WIDE | - | - | - | - | - |
| ELI MI NATI ONS | - | - | - | - | - |
| GROUP TOTAL | 3.8 | 4.6 | 5.4 | 3.8 | 4.4 |

