

24.11.08 Stock Exchange Announcement No. 16, 2008

## **Interim financial report – Q3 2008**

At its meeting today, the Supervisory Board of Monberg & Thorsen A/S approved the interim financial report for the period 1 January – 30 September 2008. The interim financial report is unaudited.

Søborg, 24 November 2008 Supervisory Board and Executive Board

Monberg & Thorsen A/S

Anders Colding Friis

Chairman

Jørgen Nicolajsen

Questions relating to this announcement should be directed to Jørgen Nicolajsen, President, on telephone +45 3546 8000.

The interim financial report can also be viewed at www.monthor.com

This announcement is available in Danish and English. In case of doubt, the Danish version shall prevail.

Reg. No. 12 61 79 17



# **Increase in profit matching expectations**

- **Monberg & Thorsen** reported third-quarter operating profit (EBIT) of DKK 39 million compared with DKK 41 million in the third quarter of 2007. YTD operating profit was DKK 140 million versus DKK 125 million in 2007.
- **Dyrup's** third-quarter performance matched expectations. YTD revenue was 3% down on the same period in 2007. YTD operating profit (EBIT) was DKK 39 million versus DKK 72 million in 2007.
- MT Højgaard reported an 8% increase in third-quarter revenue, and YTD revenue was consequently only 4% down on the same period in 2007. Operating profit (EBIT) showed sustained satisfactory improvement, with YTD operating profit of DKK 238 million, up from DKK 127 million in 2007. Monberg & Thorsen's share was DKK 58 million and DKK 109 million, respectively.

**The full-year 2008 outlook** expressed in the interim financial report for the first half of 2008 is reaffirmed.

THE GROUP
Financial highlights for Monberg & Thorsen

DKK million		Q3			YTD	
			Change			Change
	2007	2008	%	2007	2008	%
Revenue:						
Dyrup	448	443	-1%	1,390	1,347	-3%
MT Højgaard (46%)	1,235	1,330	8%	3,959	3,802	-4%
	1,683	1,773	5%	5,349	5,149	-4%
Operating profit (EBIT):						
Dyrup	27	10		72	39	
MT Højgaard (46%)	15	31		58	109	
Parent company	(1)	(2)		(5)	(8)	
Operating profit (EBIT)	41	39		125	140	
Profit before tax	35	45		125	140	
Profit after tax	25	34		85	104	



#### **Income statement**

Third-quarter consolidated revenue was up 5% overall, reducing the decline in revenue to 4% YTD. As will be seen from the table, the decline in revenue was attributable to both Dyrup and MT Højgaard.

Despite the lower revenue, operating profit was ahead due to the increase in earnings in MT Højgaard.

Third-quarter net financing costs were significantly lower than in the third quarter of 2007, reflecting higher financial income in both MT Højgaard and the parent company. YTD net financing costs were on a par with the same period last year, despite higher interest expense in Dyrup.

At DKK 140 million and DKK 104 million, respectively, YTD profit before and after tax were also ahead of the same period in 2007.

**Dyrup** delivered third-quarter revenue in line with expectations. Dyrup's YTD revenue is DKK 1,347 million, down 3% on the same period in 2007 due to the decline in the level of activity in the building and civil works market, which has affected the professional market, in particular.

The YTD operating result was a profit of DKK 39 million, down from DKK 72 million, primarily due to the lower revenue. Non-recurring costs in connection with the initiated cost base alignment included special items of DKK 5 million.

Dyrup's results are described in the attached appendix, which gives a detailed account of the development.

MT Højgaard delivered third-quarter revenue of DKK 2.9 billion, up 8%. YTD revenue was DKK 8.3 billion, down 4%, mainly due to the general decline in the level of activity in the Danish building and civil works market.

At DKK 238 million YTD, operating profit showed sustained satisfactory improvement. Monberg & Thorsen's share amounted to 46%, equivalent to DKK 109 million.

The order book stood at DKK 10.6 billion at the end of the third quarter, equivalent to the level at the end of 2007. The order book includes a number of large orders extending over several years.

Stock Exchange Announcement No. 15 concerning MT Højgaard issued earlier today gives a detailed account of the development within the contracting activities.

The parent company's operating result was on a par with expectations



## **Cash flow statement**

Operating activities generated an inflow of DKK 17 million, considerably down on the first three quarters of 2007. The decline was mainly attributable to Dyrup, reflecting the lower operating result and more funds tied up in working capital.

Capital expenditure on property, plant and equipment in the first three quarters of the year totalled DKK 145 million, which was slightly less than expected, but more than in the same period in 2007, when capital expenditure totalled DKK 93 million. The increase primarily reflected higher capital expenditure in Dyrup. Investing activities at 30 September 2007 showed a cash inflow totalling DKK 114 million due to the sale of securities to a value of DKK 192 million net.

#### **Balance** sheet

At DKK 4.2 billion, the balance sheet total was on a par with the end of the third quarter of 2007 and at 31 December 2007. There were no major changes in the composition of the balance sheet, and the consolidated equity ratio remained 36%, as at the end of 2007.

### **Accounting policies**

The interim financial report has been prepared in accordance with IAS 34 "Interim Financial Reporting". The accounting policies are unchanged from those set out in the 2007 annual report.

## **Related parties**

The company has a controlling related party relationship with Ejnar og Meta Thorsens Fond.

Apart from intragroup transactions that have been eliminated in the consolidated financial statements, and normal management remuneration, no significant transactions have been effected during the period with major shareholders, members of the Supervisory Board or Executive Board or other related parties.

Transactions between Monberg & Thorsen and subsidiaries and jointly controlled entities are based on arm's length terms and did not have any effect on Monberg & Thorsen's financial position or results during the period.

#### **Outlook for 2008**

The full-year 2008 outlook expressed in the interim financial report for the first half of 2008 is reaffirmed.

#### MONBERG & THORSEN A/S



The outlook of revenue of around DKK 6.8 billion is reaffirmed, along with consolidated operating profit before special items in the region of DKK 100 million. Dyrup expects special items for non-recurring costs in the order of DKK 30 million.

The projections concerning future financial performance are subject to uncertainties and risks that may cause the performance to differ from the projections expressed in this report. The most significant risks are described in the section "Risk factors" in the 2007 annual report.

The outlook for the individual companies is based on stable interest rate and exchange rate levels and on the following assumptions:

**Dyrup** does not expect the market to pick up in the fourth quarter of 2008. Dyrup consequently still expects full-year 2008 revenue to be approx. 3% lower than in 2007 as most recently announced in the interim financial report for the first half of 2008.

The full-year 2008 operating result before special items in Dyrup is consequently still expected to be a loss of around DKK 30 million. To this should be added special items for non-recurring costs in the order of DKK 30 million.

**MT Højgaard** has reaffirmed its outlook of revenue of about DKK 11 billion and profit before tax in the region of DKK 300 million.

#### Other information

Monberg & Thorsen did not buy back any treasury shares in the three quarters under review. The portfolio of treasury shares is still 2,645 nos.

The financial calendar for 2009 will be issued separately after this interim financial report.



## **Statement by the Executive and Supervisory Boards**

The Executive and Supervisory Boards have today discussed and approved the interim financial report of Monberg & Thorsen A/S for the period 1 January – 30 September 2008.

The interim financial report is unaudited and has been prepared in accordance with IAS 34 "Interim Financial Reporting" as adopted by the EU and additional Danish disclosure requirements for interim financial reports of listed companies.

In our opinion, the interim financial report gives a true and fair view of the Group's financial position at 30 September 2008 and of the results of the Group's operations and cash flows for the period 1 January - 30 September 2008.

Further, in our opinion, the Management's review gives a true and fair review of the development in the Group's operations and financial matters, the results of the Group's operations and the Group's financial position as a whole and describes the significant risks and uncertainties pertaining to the Group.

Søborg, 24 November 2008

#### **Executive Board**

Jørgen Nicolajsen President

#### **Supervisory Board**

Anders Colding Friis Torben Ballegaard Sørensen Magnus Bertelsen

Chairman Deputy Chairman Employee representative

Poul Lind Jan Munkholm Christine Thorsen

Employee representative

Henrik Thorsen Gerrit Dirk Toet Carsten Tvede-Møller

Employee representative

Appendices: Financial highlights

Consolidated balance sheet and Statement of changes in equity

Quarterly statements

Detailed statement for Dyrup A/S



# **Financial highlights**

DKK million	Year	Q3		YTD	
	2007	2007	2008	2007	2008
Income statement					
Revenue:					
Dyrup	1,696	448	443	1,390	1,347
MT Højgaard (46%)	5,389	1,235	1,330	3,959	2,802
	7,085	1,683	1,773	5,349	5,149
Gross profit	948	241	241	766	775
Operating profit before special items	84	41	41	125	145
Special items, etc.	54	0	(2)	0	(5)
	_	-	` ′	_	
Operating profit (EBIT)	138	41	39	125	140
Net financing costs	3	(6)	6	0	0
Profit before tax	141	35	45	125	140
Profit after tax	99	25	34	85	104
Monberg & Thorsen's share of consolidated profit	98	25	34	85	104
Balance sheet					
Interest-bearing assets	781			698	630
Interest-bearing liabilities	571			545	596
Invested capital	1,339			1,384	1,581
Equity	1,339			1,384	1,531
Balance sheet total	4,050			4,101	4,242
	4,030			4,101	7,272
Cash flows					
From operating activities	53	198	0	100	17
For investing activities*	135	(35)	(55)	114	(165)
From financing activities	(162)	8	(2)	(149)	(128)
Net increase (decrease) in cash and cash equivalents	26	171	(57)	65	(276)
* Portion relating to property, plant and equipment (gross)	(162)	(38)	(65)	(93)	(145)
Financial ratios (%)					
Operating margin (EBIT margin)	1			2	3
Return on invested capital (ROIC)	10			9*	10*
Return on equity (ROE)	7			6*	7*
Equity ratio	36			35	36
Share ratios (DKK per DKK 20 share)					
Earnings per share (EPS)	27			24	29
Cash flow from operating activities	15			28	5
Book value	409			405	427
Market price	498			525	265
Market price/book value	1.2			1.3	0.6
Market capitalisation in DKK million  * Not converted to full-year figures	1,785			1,882	950

<sup>\*</sup> Not converted to full-year figures.

The interim financial report has been prepared in accordance with IAS 34 "Interim Financial Reporting" and Danish disclosure requirements for interim financial reports of listed companies. The accounting policies are unchanged from those set out in the 2007 annual report.

The financial ratios have been calculated in accordance with the Danish Society of Financial Analysts'

<sup>&#</sup>x27;Recommendations & Financial Ratios 2005'. Financial ratios are defined in the 2007 annual report.



# Consolidated balance sheet and Statement of changes in equity

Consolidated balance sheet (DKK million)	Year	Y	ΓD
	2007	2007	2008
ASSETS	100	101	
Intangibles	130	134	143
Property, plant and equipment	785	862	847
Investments	136	131	112
Total non-current assets	1,051	1,127	1,102
Inventories	550	539	516
Receivables	1,668	1,737	1,994
Cash and cash equivalents and securities	781	698	630
Total current assets	2,999	2,974	3,140
Total assets	4,050	4,101	4,242
EQUITY AND LIABILITIES Equity attributable to Monberg & Thorsen Equity attributable to minority interests	1,464	1,449 0	1,529
Total consolidated equity	1,464	1,449	1,529
Non-current liabilities, provisions	76	88	84
Non-current liabilities, interest-bearing	126	281	115
Construction contracts in progress	614	612	642
Current liabilities, interest-bearing	445	264	481
Other current liabilities	1,325	1,407	1,391
Total equity and liabilities	4,050	4,101	4,242

Statement of changes in consolidated equity (DKK million)	Year	ΥT	TD .	
,	2007	2007	2008	
Start of period	1,502	1,502	1,464	
Foreign exchange adjustments, etc.	4	3	4	
Profit after tax for the period	99	85	104	
Dividend to shareholders	(129)	(129)	(43)	
Disposal, minority interests, etc.	(12)	(12)	-	
Buyback of treasury shares	-	_	-	
End of period	1,464	1,449	1,529	



# **Quarterly statements**

DKK million	2008				
	Q1	Q2	Q3	Q4	Total
Income statement					
Revenue:					
Dyrup	394	510	443		1,347
MT Højgaard (46%)	1,150	1,322	1,330		3,802
	1,544	1,832	1,773		5,149
Operating profit (EBIT)					
Dyrup	(6)	35	10		39
MT Højgaard (46%)	35	43	31		109
Parent company's operations, etc.	(4)	(2)	(2)		(8)
Total operating profit (EBIT)	25	76	39		140
Net financing costs	1	(7)	6		0
Profit before tax	26	69	45		140
Profit after tax	20	50	34		104
Monberg & Thorsen's share of consolidated profit	20	50	34		104
Cash flows					
From operating activities	102	(85)	0		17
For investing activities*	(55)	(55)	(55)		(165)
From financing activities	(69)	(57)	(2)		(128)
Net increase (decrease) in cash and cash equivalents	(22)	(197)	(57)		(276)
*Portion relating to property, plant and equipment	(23)	(57)	(65)		(145)

DKK million	2007				
	Q1	Q2	Q3	Q4	Total
Income statement					
Revenue:					
Dyrup	407	535	448	306	1,696
MT Højgaard (46%)	1,318	1,406	1,235	1,430	5,389
	1,725	1,941	1,683	1,736	7,085
Operating profit (EBIT)					
Dyrup	0	45	27	(67)	5
MT Højgaard (46%)	16	27	15	85	143
Parent company's operations, etc.	(2)	(2)	(1)	(5)	(10)
Total operating profit (EBIT)	14	70	41	13	138
Net financing costs	2	4	(6)	3	3
Profit before tax	16	74	35	16	141
Profit after tax	12	48	25	14	99
Monberg & Thorsen's share of consolidated profit	12	48	25	13	98
Cash flows					
From operating activities	(3)	(95)	198	(47)	53
For investing activities*	168	(19)	(35)	21	135
From financing activities	(22)	(135)	8	(13)	(162)
Net increase (decrease) in cash and cash equivalents	143	(249)	171	(39)	26
*Portion relating to property, plant and equipment	(27)	(28)	(38)	(69)	(162)



## Detailed statement for the third quarter of 2008 and YTD

- Third-quarter revenue was on a par with third-quarter 2007 revenue
- Progress in the DIY area in several countries made up for the decline in the PRO area
- Outlook for 2008 reaffirmed

The Dyrup Group delivered third-quarter revenue of DKK 443 million, in line with expectations and third-quarter 2007 revenue. YTD revenue was DKK 1,347 million, down 3% compared with 4% at the end of the first half of 2008. Revenue was depressed by the decline in the level of activity in the building and civil works market, which affected the professional market, in particular.

The positive development in Poland continued in the third quarter of 2008, with growth in the Polish market still being relatively high. The development in the DIY area was generally positive, with the exception of sales in the French market. In the Iberian Peninsula, a substantial increase in DIY sales made up for the decline in sales in the professional area. Total Industry sales were also on a par with the third quarter of 2007.

Competition remains fierce in all markets and has intensified due to the general economic decline. Despite intensified competition and higher raw material prices, Dyrup has largely succeeded in maintaining gross profit YTD.

The third-quarter operating result before special items was a profit of DKK 12 million compared with DKK 27 million in the third quarter of 2007, and YTD operating profit was DKK 44 million compared with DKK 72 million in the same period in 2007. The lower result primarily reflected lower revenue.

Special items amounted to DKK 5 million in non-recurring costs in connection with the initiated cost base alignment, as expected.

Net financial expenses increased as a result of investing activities in both 2007 and 2008 and the higher interest rate level.

The YTD result before tax was consequently a profit of DKK 16 million compared with DKK 52 million for the same period in 2007. Profit after tax was DKK 11 million versus DKK 39 million in 2007.

In order to strengthen Dyrup's capital base, Monberg & Thorsen injected equity of DKK 100 million into Dyrup in July.

YTD capital expenditure on non-current assets was DKK 76 million compared with DKK 24 million YTD in 2007. Capital expenditure related primarily to upgrading and modernisation of the water-based production (water-based plant) in Søborg, the production facilities in Albi in the south of France and the new ERP platform.



#### **Market conditions**

The European paint and wood care market is estimated to have shown a small downturn overall, but with a distinct decline in the level of activity in the second and third quarters.

Consolidated revenue in the principal markets can be broken down as follows:

DKK million	2007 YTD	2008 YTD	Change %	Development in the first half %
Denmark	334	294	-12	-14
France	354	327	-7	-8
Germany	212	205	-3	-6
Iberia	263	261	-1	-2
Poland	86	104	21	25

Dyrup delivered third-quarter revenue largely matching third-quarter 2007 revenue, and the accumulated decline in all markets, with the exception of Poland, is consequently smaller than after the first half of 2008.

In Denmark, DIY revenue was realised at the same level as in 2007. Revenue in the professional area and Industry were affected by the generally lower level of activity in the building and civil works area. However, revenue in Industry was also affected by the fact that some Danish industrial customers are relocating production to Poland, boosting Dyrup's revenue in Poland.

In France, the professional area saw an improvement in the market; however, the progress is still driven by paint products, where Dyrup's presence is very limited. Despite this, Dyrup has reported progress in the professional area in 2008. The retail market and consequently the DIY market were adversely affected, on the other hand, and Dyrup experienced decline in this area. As a consequence of this, coupled with a cold spring, overall revenue was 7% down on the same period in 2007.

In Germany, the season for wood care products did not start until at the beginning of May. Third-quarter revenue was 5% ahead of third-quarter 2007 revenue and Dyrup has thus succeeded in making up for part of the loss of revenue. However, YTD revenue is still down on 2007, due solely to the decline in the professional area.

The negative market development in the Iberian Peninsula continued in the third quarter, with even more pronounced decline in the market in both Portugal and Spain – primarily in Spain, where housing construction has fallen significantly. Despite the negative market development, Dyrup managed to hold sales at the 2007 level as a result of a sustained positive sales development in the DIY market that more than offset the decline in the professional area.



The high level of economic activity in Poland is continuing, and Dyrup reported YTD growth of 9% in local currency and 21% in Danish kroner, attributable to DIY and Industry. Within DIY, revenue benefited from new products. Revenue within Industry was affected by the fact that several Western European window manufacturers are establishing production in Eastern Europe.

#### Strategic initiatives are paying off, but further alignment of the cost base is required

Dyrup has been initiating and implementing substantial restructuring of the company since 2006, with constant focus on efficiency improvements and savings across the value chain. Significant ongoing projects include the upgrading of the manufacturing facilities for water-based products in Denmark, the establishment of a new ERP platform, and optimisation of warehousing and distribution. All projects and initiatives are proceeding to plan, and Dyrup expects the positive effects of these to feed through as their implementation is completed in 2009.

However, the reversal in the general state of the market has made it necessary to align the cost level still further so that it matches the somewhat lower revenue than previously forecast. As announced on 9 July, the effect of this is that the number of jobs in the Dyrup Group will be cut by at least 75 from approximately 1,000. Coupled with other cost adjustments, Dyrup aims to reduce its cost base by at least DKK 50 million for the 2009 financial year.

As will be known, Dyrup's STRATEGY 2008, which has been the focal point of the restructuring and focusing implemented in the last few years with a view to creating profitable growth in the company, comes to an end at the close of 2008. Dyrup is in the process of preparing a new strategy for the years ahead that will be published in March 2009.

#### Outlook for 2008

The market is not expected to pick up in the fourth quarter of 2008. Dyrup consequently still expects full-year 2008 revenue to be approx. 3% lower than in 2007 as most recently announced in the interim financial report for the first half of 2008.

Dyrup's full-year 2008 operating result (EBIT) before special items is still expected to be a loss of around DKK 30 million. To this should be added special items in the order of DKK 30 million for non-recurring costs related to planned measures.



# Financial highlights for Dyrup A/S

Financial highlights in DKK million	ighlights in DKK million Year Q3		YTD		
	2007	2007	2008	2007	2008
Income statement					
Revenue	1,696	448	443	1,390	1,347
Gross profit	694	193	178	590	558
Operating profit before special items	5	27	12	72	44
Special items	-	-	(2)	-	(5)
Net financing costs	(20)	(8)	(8)	(20)	(23)
Duofit (loss) hafara tay	(15)	19	1	52	16
Profit (loss) before tax	(15)		-		16
Profit (loss) after tax	(19)	13	1	39	11
Balance sheet					
Interest-bearing assets	56			20	33
Interest-bearing liabilities	434			426	458
Invested capital	884			968	1,047
Consolidated equity	428			482	542
Balance sheet total	1,227			1,336	1,382
Cash flows	47	11	10	22	27
Depreciation - property, plant and	47	11	12	33	37
equipment	71	11	20	24	70
Capital expenditure -	71	11	30	24	76
property, plant and equipment	70	66	90	(9)	(66)
Cash flows from operating activities			80	(8)	(66) (81)
Cash flows for investing activities	(70)	(10)	(33)	(23)	(81)
Cash flows from financing activities	(17)	0	100	(9)	24
Financial ratios (%)					
Gross margin	41	43	40	42	41
Operating margin (EBIT margin)	0	6	3	5	3
Return on invested capital (ROIC)	1			8*	5*
Equity ratio	35			36	39

<sup>\*)</sup> Not converted to full-year figures.