



PRESS RELEASE

28 October 2014

Lindab announces a new strategy and new financial targets

Lindab presents today a brief overview of the strategy 2015-2020, which means a long-term re-positioning to generate greater value for more stakeholders and to extend Lindab's share of the value chain. The strategy builds on internal strengths and unique opportunities to take advantage of global trends, notably regarding solutions within the ventilation area.

Lindab's President and CEO, Anders Berg, comments:

"We have a solid platform to build on. Last year we restructured the organisation into a flat, matrix organisation, which has resulted in quicker decision paths, stronger customer focus and a holistic view that benefits the entire Group. At the same time, we have strengthened our financial position, creating more headroom for growth, both organic and through acquisitions. With this in place, it is now time to roll out the new strategy in order to further advance our market positions and to ensure that we reach our new financial targets."

The period for achieving the financial targets extends over one **business cycle**.

Growth: Our annual growth rate shall be 5–8 percent, as a combination of organic and acquired growth.

Profitability: Our operating margin, EBIT, shall amount to 10 percent.

Capital structure: The ratio of long-term seasonally adjusted net debt to EBITDA is not to exceed 2.5.

Dividend policy: Dividends to shareholders are to normally comprise 30 percent of profit after tax, taking into account Lindab's financial position, acquisition needs and long-term financing needs.

The strategy will be presented in conjunction with the interim report at an [audiocast telephone](#) conference to be held at today 10.00 a.m. (CET). To participate, please call UK +44 (0)20 3194 0547 Alternatively, call the Swedish number +46 (0)8 5199 9358.

End

The information here is that which Lindab International AB has willingly chosen to make public or that which it is obliged to make public according to the Swedish Securities Market Act and/or the Financial Instruments Trading Act.



Contacts:

LINDAB

Anders Berg, President and CEO

Email: anders.berg@lindab.com

Mobile: +46 (0) 70 35 89155

Per Nilsson, CFO

Email: per.nilsson@lindab.com

Mobile: +46 (0)70 33 85069

Lindab – A Ventilation and Building Products company:

Lindab develops, manufactures, markets and distributes products and system solutions for simplified construction and improved indoor climate.

The products are characterised by their high quality, ease of assembly, energy efficiency, consideration towards the environment, and are delivered with high levels of service. Altogether, this increases customer value.

The Group had sales revenue of SEK 6,523 m in 2013 and is established in 32 countries with approximately 4,400 employees. The main market is non-residential construction, which accounts for 80 percent of sales, while residential accounts for 20 percent of sales. During 2013, the Nordic market accounted for 46 percent, the CEE/CIS (Central and Eastern Europe plus other former Soviet states) for 24 percent, Western Europe for 27 percent and other markets for 3 percent of total sales.

The share is listed on the Nasdaq OMX Nordic Exchange, Stockholm, Mid Cap. For more information visit www.lindabgroup.com