

# INTERIM REPORT 1 JANUARY – 30 SEPTEMBER 2010





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- Net sales for the period rose 5%, to SEK 4,981 million (4,746). For comparable units net sales were at an unchanged level compared with a year ago.
- Operating profit before amortisation of intangible assets (EBITA) rose 19% to SEK 540 (452) and the EBITA-margin was 10.8% (9.5%).
- Profit after tax rose 25% to SEK 318 million (255).
- Earnings per share were SEK 7.98 (6.38) for the period.

# **THIRD QUARTER 2010**

- Net sales rose 21% during the third quarter, to SEK 1,732 million (1,426). For comparable units the increase was 13%.
- Operating profit before amortisation of intangible assets (EBITA) rose 38% to SEK 205 million (149) and the EBITA-margin was 11.8% (10.4%).
- Profit after tax rose 39% to SEK 117 million (84).
- Earnings per share were SEK 2.95 (2.10) for the quarter.

# FINANCIAL DEVELOPMENT

SEK million	2010 Jul-Sep	2009 Jul-Sep	Change	2010 Jan-Sep	2009 Jan-Sep	Change	2009/10 Moving 12 mos	2009 Jan-Dec
Net Sales	1,732	1,426	21.5%	4,981	4,746	5.0%	6,506	6,271
EBITA *) EBITA margin, %	205 11.8	149 10.4	37.6%	540 10.8	452 9.5	19.5%	682 10.5	594 9.5
Profit after financial items	157	116	35.3%	429	349	22.9%	541	461
Net profit	117	84	39.3%	318	255	24.7%	404	341
Earnings per share, SEK	2.95	2.10	39.3%	7.98	6.38	24.7%	10.13	8.53
Return on operating capital, % (12 months)	23.6	24.3		23.6	24.3		23.6	22.2

<sup>\*)</sup> Operating profit before amortisation of intangible assets

# CEO's message

#### Continued improved market climate

The Group's order intake for comparable units has now risen for two consecutive quarters. The business rebound came toward the end of the first quarter of 2010, and since then the general perception is that the recovery is gradually growing stronger and broader. Compared with the third quarter of 2009, order intake was up 21% overall and 15% for comparable units, which is the strongest growth we've seen since the third quarter of 2008. All business areas posted higher order intake for comparable units during the quarter than the same quarter a year ago.

It is pleasing to note that the trend from the end of the second quarter for the Engineering & Equipment business area is sustaining, with a continued rise in order intake driven by a recovery in the Finnish export industry.

The Industrial Components business area showed a further strengthening in performance during the quarter, with a 38% rise in invoicing. The Flow Technology business area, which was affected only to a limited degree by the general economic downturn in 2009, has had continued favourable growth in invoicing. In the Special Products business area, acquisitions along with organic growth generated a 42% rise in invoicing during the quarter.

Signals from the markets in which the Group is active continue to be positive, and at present we do not see any signs of a weakening. In most segments we are experiencing strong markets. The exceptions are investments in energy and marine newbuilding, where demand is still at a lower level than previously.

#### **Earnings**

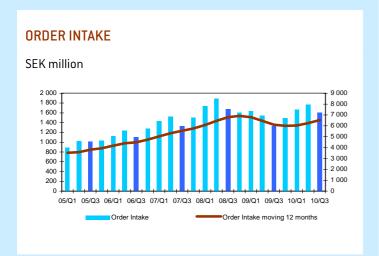
The Group has demonstrated its strength once again through a very favourable gross margin, which improved further during the quarter. The EBITA margin was 11.8% for the quarter and 10.8% accumulated, which is higher than the Group's long-term target of a minimum of 10%.

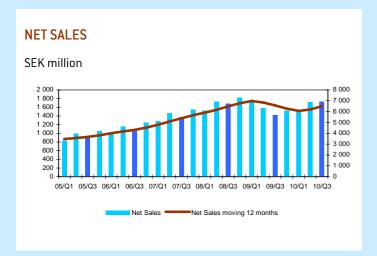
#### **Acquisitions**

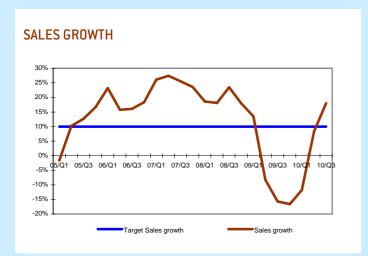
During the quarter we acquired Meson Group, which supplies valves under its own brand primarily for marine applications.

The long-term work on developing the Indutrade Group in accordance with our growth targets continues with undiminished strength.

Johnny Alvarsson, President and CEO







# Group performance

#### ORDER INTAKE AND NET SALES

#### Order intake

Order intake during the period January—September amounted to SEK 5,040 million (4,509), an increase of 12%. For comparable units, order intake rose 8%, while acquired growth was 10%. Exchange rate changes in translation of foreign units had a negative effect on order intake, by 6%.

Order intake during the third quarter amounted to SEK 1,604 million (1,330), an increase of 21%. For comparable units, order intake rose 15%, while acquired growth was 11%. Currency movements had a negative effect on order intake, by 6%.

The growth in order intake for comparable units that was noted toward the end of the first quarter has subsequently intensified, and all business areas reported growth during the most recent quarter.

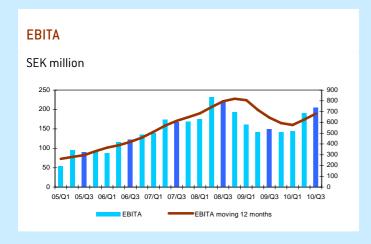
The business area that was affected the earliest in 2008 by the economic downturn was Industrial Components, which is now reporting a clear improvement in order intake. The Special Products business area has benefited from improved demand in the Swedish market, while the pace of order intake is lower for companies whose business is focused on energy projects. The lack of major energy projects has also had a damping effect on growth in order intake for the Flow Technology business area. In the Finnish market, where the Engineering & Equipment business area does most of its business, the business climate continues to improve, which resulted in growth in order intake during the quarter.

#### **Net sales**

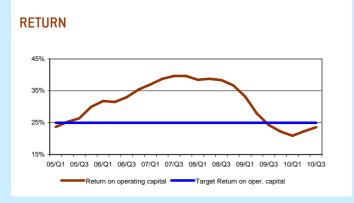
Net sales for the first nine months of the year amounted to SEK 4,981 million (4,746), an increase of 5% compared with the same period in 2009. For comparable units, net sales rose 1%, at the same time that acquired growth was 10%. The negative exchange rate effect was 6%.

During the third quarter, net sales rose 21% to SEK 1,732 million (1,426). For comparable units, net sales rose 13%, while acquired growth was 14%. Currency movements had a negative effect on net sales, by 6%.

All business areas showed growth in net sales for comparable units during the third quarter, excluding exchange rate effects. The Industrial Components business area posted the strongest growth, with a 23% rise in net sales since the start of the year.







#### **EARINGS AND RETURN**

#### **Earnings**

The gross margin for the period January—September was 33.3% (32.7%), an improvement of 0.6 percentage points. The gross margin for the third quarter was at the same level as the same quarter a year ago, at 32.5% (32.4%). Operating profit before amortisation of intangible assets (EBITA) rose 19% during the period January—September to SEK 540 million (452). Profit for the period was charged with negative translation differences of SEK 29 million.

The operating margin before amortisation of intangible assets (the EBITA margin) was 10.8% (9.5%). Measures taken in 2009 to reduce overheads, together with completed acquisitions and the improved gross margin, contributed to the higher EBITA margin.

Net financial items amounted to SEK -43 million (-51), of which net interest income/expense was SEK -44 million (-49). The improvement in net interest income/expense is attributable to a lower average interest expense this year than last year. Tax on profit for the period is estimated at SEK -111 million (-94). Profit after tax rose 25% to SEK 319 million (255). Earnings per share increased by 25% to SEK 7.98 (6.38).

For the third quarter, operating profit before amortisation of intangible assets (EBITA) was SEK 205 million (149), an increase of 38%. The operating margin before amortisation of intangible assets (the EBITA margin) was 11.8% (10.4%). The increase in net sales combined with cost adjustments made in 2009 are the main factors behind the improved EBITA margin.

Net financial items during the third quarter amounted to SEK -22 million (-16), of which net interest income/expense was SEK -17 million (-15). Tax is estimated at SEK -40 million (-32). Profit after tax rose 39% to SEK 117 million (84). Earnings per share were SEK 2.95 (2.10).

#### Return

The return on operating capital for the last 12 months was 23.6% [24.3%].

#### **Business areas**

#### **Engineering & Equipment**

Engineering & Equipment offers customised niche products, design solutions, aftermarket service and special processing. The main product areas are hydraulics and pneumatics, industrial equipment, flow products, transmissions and measuring instruments.

	2010	2009	2009/10	2009
SEK million	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net sales	1,029	1,222	1,376	1,569
EBITA	76	72	87	83
EBITA-margin, %	7.4%	5.9%	6.3%	5.3%

Net sales decreased by 16% during the period January—September, to SEK 1,029 million (1,222). For comparable units, net sales decreased by 7% for the period as a whole, while they increased by 5% during the third quarter. Exchange rate movements affected net sales on an accumulated basis by -9%. Demand in the market segments in Finland in which the business area is active showed continued signs of improvement during the third quarter.

EBITA for the period was SEK 76 million (72), corresponding to an EBITA margin of 7.4% (5.9%). The improved margin is mainly a result of cost adjustments carried out in 2009.

During the period, Indutrade acquired the pump business of A-Vacuum Oy.

#### Flow Technology

Flow Technology components and systems for the management, control and supervision of flows. The main product areas are valves, pumps, measuring and analysis instruments, pipe systems, hydraulics, compressors and service.

	2010	2009	2009/10	2009
SEK million	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net sales	1,304	1,251	1,742	1,689
EBITA	126	142	170	186
EBITA-margin, %	9.7%	11.4%	9.8%	11.0%

Net sales for the period amounted to SEK 1,304 million (1,251), an increase of 4%. For comparable units, net sales were unchanged since the start of the year, but 4% higher for the quarter. Acquired growth was 6% for the period January—September. Currency movements had a negative effect on net sales, by 2%. During the period, lower activity in markets in Norway and Denmark was compensated by improved demand in other markets.

EBITA for the period was SEK 126 million (142), and the EBITA margin was 9.7% (11.4%). The lower EBITA margin is an effect of a slightly higher level of overheads combined with a shift in the product mix to business with a slightly lower gross margin.

The companies Corona Control AB and Meson AB were acquired during the period.

#### **Industrial Components**

Industrial Components offers a wide range of technically advanced components and systems for production and maintenance. The main product areas are fasteners, mechanical components, pumps, lubrications, rust proofing, cutting tools, adhesives and chemical technology, transmission and automation, filters and process technolog, and medical technical technology.

	2010	2009	2009/10	2009
SEK million	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net sales	1,057	857	1,363	1,163
EBITA	105	53	124	72
EBITA-margin, %	9.9%	6.2%	9.1%	6.2%

Net sales increased during the period by 23% to SEK 1,057 million (857). For comparable units, net sales rose 13%, while acquired growth was also 13%. Currency movements had a negative effect on net sales, by 3%. During the third quarter, net sales for comparable units rose 26%. Growth for the period was mainly attributable to higher demand for products for commercial vehicles. Higher activity was also noted for products for the steel and mining industries.

EBITA for the period was SEK 105 million (53), corresponding to an EBITA margin of 9.9% (6.2%). The EBITA margin was favourably affected by a higher volume of deliveries, with limited cost increases owing to cost-cutting programmes carried out in 2009.

During the period, the companies Techno Skruv i Värnamo AB (Sweden) and AxMediTec Sp. z o.o. (Poland) were acquired.

#### **Special Products**

Special Products offers specially manufactured niche products, design solutions, aftermarket service and assembly, and special processing. The main product areas are valves, electrical components, glass, technical ceramics, measuring technology, special plastics, filters and process technology, industrial springs, piston rings and hydraulic couplings.

	2010	2009	2009/10	2009
SEK million	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net sales	1,610	1,437	2,050	1,877
EBITA	264	214	338	288
EBITA-margin, %	16.4%	14.9%	16.5%	15.3%

Net sales amounted to SEK 1,610 million (1,437). For comparable units, net sales rose 20% during the quarter, while net sales for the entire period were down 1%. Acquired growth on an accumulated basis was 20%, while currency movements affected net sales negatively by 7%. During the period, most of the business area's Swedish companies were favourably affected by improved demand, while companies with products for the international energy sector noted continued weak demand.

EBITA was SEK 264 million (214), and the EBITA margin was 16.4% (14.9%). The improved EBITA margin was partly attributable to an improved gross margin resulting from a changed product mix, and partly to a slightly higher level of overheads.

During the period, Lekang Group (with companies in Norway, Sweden and Denmark), Stålprofil PK AB, and a construction plastics business were acquired.

#### Other financial information

#### **FINANCIAL POSITION**

Equity amounted to SEK 1,678 million (1,529), and the equity ratio was 34% (37%).

Cash and cash equivalents amounted to SEK 242 million (212). In addition to this are unutilised overdraft facilities of SEK 565 million (548). Interest-bearing net debt amounted to SEK 1,537 million (1,083). The net debt/equity ratio was 92% (71%) at the end of the period.

#### **CASH FLOW**

Cash flow from operating activites amounted to SEK 392 million (311). Cash flow after net capital expenditures in property, plant and equipment, excluding company acquisitions, amounted to SEK 321 (245). Higher earnings improved cash flow compared with the same period a year ago.

#### **CAPITAL EXPENDITURES AND DEPRECIATION**

The Group's net capital expenditures, excluding company acquisitions, amounted to SEK 71 million (66). Depreciation of property, plant and equipment totalled SEK 74 million (66). Capital expenditures in company acquisitions amounted to SEK 649 million (126), of which earn-out payments for previous years' acquisitions amounted to SEK 88 million (119).

#### **EMPLOYEES**

The number of employees was 3,394 (3,049) at the end of the period, of whom 252 were added through company acquisitions.

#### **ACQUISITIONS**

The Group acquired the following companies, which are consolidated for the first time in 2010.

#### Month

acquired	Acquisitions	Business area	Sales/SEK million*	No. of employees*
January	Techno Skruv i Värnamo AB	Industrial Components	70	14
	Corona Control AB	Flow Technology	50	12
	AxMediTec Sp.Z o.o	Industrial Components	70	52
February	Lekang Group	Special Products	200	56
March	Stålprofil PK AB	Special Products	70	18
July	Meson Group	Flow Technology	500	100
-	•	33	960	252

<sup>\*</sup>Estimated annual sales and number of employees at the time of acquisition.

In addition the construction plastics business was acquired from Metallcenter Sverige AB with annual sales of approximately SEK 6 million and the pump business from A-Vacuum Oy in Finland with annual sales of approximately SEK 12 million. The businesses are part of the Special Products business area and the Engineering & Equipment business area respectively.

Further information about company acquisitions can be found on page 15 in this interim report.

#### **SUBSEQUENT EVENTS**

Indutrade's subsidiary 0y Lining Ab acquired all of the shares in Flowtech Finland 0y with annual sales of about SEK 20 million. Flowtech Finland 0y, which develops and supplies waste water pumping stations and water pressure boosters for clean water, will be included in the Engineering & Equipment business are as from 0ctober 2010.

#### PARENT COMPANY

The main functions of Indutrade AB are to take responsibility for business development, acquisitions, financing, business control and analysis. The Parent Company's sales, which consist exclusively of inter company invoicing of services, amounted to SEK 0 (0). The Parent Company's capital expenditures in property, plant and equipment totalled SEK 0 (0) mkr. The number of employees on 30 September was 9 (8).

#### **RISKS AND UNCERTAINTIES**

The Indutrade Group conducts business in 23 countries on four continents, through some 140 companies. This spread, together with a large number of customers in various industries and a large number of suppliers, mitigates the business and financial risks. In addition to the risks and uncertainties described in Indutrade's 2009 Annual Report, no significant risks or uncertainties are judged to have emerged or been eliminated. Since the Parent Company is responsible for the Group's financing, it is exposed to financing risk.

The Parent Company's other activities are not exposed to risks other than indirectly via subsidiaries. For a more detailed report on risks that affect the Group and Parent Company, please see the 2009 Annual Report.

#### RELATED PARTY TRANSACTIONS

No transactions took place during the period between Indutrade and related parties that have significantly affected the Company's financial position or result of operations.

#### **ACCOUNTING PRINCIPLES**

Indutrade reports in accordance with International Financial Reporting Standards (IFRS). This interim report has been prepared in accordance with IAS 34 and RFR 1.3. The Parent Company applies RFR 2.3. The same accounting principles and calculation methods are used in this report as those used in Indutrade's 2009 Annual Report and described under the section "Accounting principles and notes".

Effective 1 January 2010 the Indutrade Group applies two revised standards: IAS 27R: Consolidated and Separate Financial Statements, and IFRS 3R: Business Combinations. The new rules apply for acquisitions completed after 1 January 2010. For Indutrade, these revisions entail that transaction costs may no longer be capitalised, but must be reported through profit or loss under Other income and expenses in the income statement. Any revaluations of conditional earn-out payments will be reported in the income statement for acquisitions carried out on 1 January 2010 and thereafter. The amendments to IFRS 3 are in conflict with the Swedish Annual Accounts Act, which is why transaction costs will continue to be capitalised and be included in non-current assets in the Parent Company.

Apart from these two revised standards, there are no other IFRSs or IFRIC interpretations that will be applicable for Indutrade or have any material impact on the Group's result of operations or financial position.

#### **INCENTIVE PROGRAMME**

In connection with the Company's stock market introduction in late 2005, in collaboration with AB Industrivärden, senior executives were offered to participate in an incentive programme that expired in June this year. In May, AB Industrivärden repurchased all outstanding options from the participants.

The Board of Directors of Indutrade has, in collaboration with AB Industrivarden and after a decision by the Annual General Meeting, directed an offer to senior executives to participate in a new incentive programme. The aim of the programme is to promote management's long-term participation and involvement in the Company. The programme runs through 31 October 2013.

Forty-nine senior executives have acquired a total of 362,000 call options, issued by AB Industrivärden, and 10,000 shares. Indutrade is paying a subsidy of SEK 22 for each acquired call option and share, under the condition that the participants remain employed and keep their acquired call options/shares. The subsidy will be paid by the Company to the participants on two occasions and in two equal parts — in December 2011 and June 2013. The total cost for the Company will amount to approximately SEK 9 million, or approximately SEK 3 million per year.

#### NOMINATION COMMITTEE FOR ELECTION OF BOARD MEMBERS

At the Annual General Meeting on 24 May 2010, it was resolved that the Company's Nomination Committee shall consist of representatives for four of the largest shareholders as well as the Chairman of the Board. The member representing the largest shareholder shall serve as committee chair. In the event a member resigns from the Nomination Committee prior to the completion of its work, and if the Nomination Committee finds it suitable, a replacement shall be appointed from the same shareholder or, if such shareholder is no longer one of the largest shareholders, from the shareholder that is next in turn in terms of size. The composition of the Nomination Committee ahead of the 2011 Annual General Meeting shall be based on shareholder information as per 31 August 2010, and shall be announced as soon as the members are appointed, but not later than six months prior to the Annual General Meeting. The Nomination Committee's mandate period continues until the composition of the subsequent Nomination Committee has been made public.

Accordingly, the following persons have been appointed as members of the Nomination Committee: Carl-Olof By (Industrivärden, committee chair), Claes Boustedt (L E Lundbergföretagen), Lars Öhrstedt (AFA Insurance), Håkan Sandberg (Handelsbanken Pension Foundation and Handelsbanken Pension Fund), and Bengt Kjell (Chairman of Indutrade).

Information on how to submit nominations to the Nomination Committee is provided on Indutrade's website: www.indutrade.se.

#### FINANCIAL CALENDAR

The year-end-report for 2010 will be published on 15 February 2011.

The 2010 Annual Report will be published in early April 2011. It will be available on Indutrade's website starting on the same date as publication of the printed report.

The Annual General Meeting will be held in Stockholm on 27 April 2011.

The interim report for the period 1 January - 31 March 2011 will be published on 27 April 2011.

The interim report for the period 1 January - 30 June 2011 will be published on 3 August 2011.

The interim report for the period 1 January - 30 September 2011 will be published on 1 November 2011.

Stockholm, 2 November 2010 Indutrade AB (publ)

Johnny Alvarsson President and CEO

#### NOTE

The information provided herein is such that Indutrade AB (publ) is obligated to disclose pursuant to the Securities and Clearing Operations Act (SFS 1992:543) and/or the Financial Instruments Trading Act (SFS 1991:980). Submitted for publication at 11.05 a.m. on 2 November 2010.

#### **Further information**

For further information, please contact:

Johnny Alvarsson, President and CEO, phone +46 8 703 03 00 or +46 70 589 17 95.

#### This report will be commented upon as follows:

- at a conference call/audiocast at the following link: http://www.financialhearings.com/hearing/financia1.nsf/(recordednew)/89D3F2CABE337B93C125 77B6004B073E?0penDocument Participants call +46 (08) 5352 6440 or +44 (0) 20 7138 0824, Confirmation Code: 8308497
- through a film version at the following links: http://www.indutrade.se http://www.stockontv.se

#### **AUDITORS' REVIEW REPORT**

We have reviewed this report for Indutrade AB (publ) for the period 1 January 2010 to 30 September 2010. The Board of Directors and President are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

We conducted our review in accordance with the Swedish standard for such reviews, [SÖG] 2410 — Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of 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 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 give the same level of assurance as a conclusion expressed based on an audit.

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

Stockholm, 2 November 2010

PricewaterhouseCoopers AB

Lennart Danielsson Authorized Public Accountant Auditor in charge

# INDUTRADE CONSOLIDATED INCOME STATEMENT

#### - CONDENSED

	2010	2009	2010	2009	2009/10	2009
SEK million	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net Sales	1,732	1,426	4,981	4,746	6,506	6,271
Cost of goods sold	-1,169	-964	-3,320	-3,196	-4,331	-4,207
Gross profit	563	462	1,661	1,550	2,175	2,064
Development costs	-12	-10	-35	-34	-45	-44
Selling costs	-284	-247	-885	-867	-1,187	-1,169
Administrative expenses	-87	-74	-266	-246	-343	-323
Other operating income and expenses	-1	1	-3	-3	-3	-3
Operating profit	179	132	472	400	597	525
Net financial items	-22	-16	-43	-51	-56	-64
Profit after financial items	157	116	429	349	541	461
Income Tax	-40	-32	-111	-94	-137	-120
Net profit for the period	117	84	318	255	404	341
Net profit, attributable to:						
Equity holders of the parent company	118	84	319	255	405	341
Non-controlling interests	-1	-	-1	-	-1	-
	117	84	318	255	404	341
Operating profit includes:						
Amortisation of intangible assets	-26	-17	-68	-52	-85	-69
Depreciation of property,						
plant and equipment	-27	-23	-74	-66	-97	-89
Operating profit before amortisation/						
impairment of intangible assets (EBITA)	205	149	540	452	682	594
Earnings per share for the period <sup>1</sup> J	2.95	2.10	7.98	6.38	10.13	8.53

 $<sup>^{1)}</sup>$  Earnings for the period divided by 40,000,000 shares. There is no dilutive effect.

# INDUTRADE CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Net profit for the period	117	84	318	255	404	341
Other comprehensive income						
Actuarial gains/losses	-	-	-	-	12	12
Tax on actuarial gains/losses	-	-	-	-	-3	-3
Exchange rate differences	-74	-82	-129	-67	-109	-47
Other comprehensive income						
for the period, net of tax	-74	-82	-129	-67	-100	-38
Total comprehensive income						
for the period	43	2	189	188	304	303
Net profit, attributable to:						
Equity holders of the parent company	44	2	190	188	305	303
Non-controlling interests	-1	-	-1	-	-1	-
	43	2	189	188	304	303

# **BUSINESS AREA PERFORMANCE**

	2010	2009	2010	2009	2009/10	2009
Net sales, SEK million	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Engineering & Equipment	351	370	1,029	1,222	1,376	1,569
Flow Technology	475	413	1,304	1,251	1,742	1,689
Industrial Components	344	250	1,057	857	1,363	1,163
Special Products	568	400	1,610	1,437	2,050	1,877
Parent company and Group items	-6	-7	-19	-21	-25	-27
	1,732	1,426	4,981	4,746	6,506	6,271
	2010	2009	2010	2009	2009/10	2009
EBITA, SEK million	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep		Jan-Dec
Engineering & Equipment	32	27	76	72	87	83
Flow Technology	44	52	126	142	170	186
Industrial Components	40	21	105	53	124	72
Special Products	98	57	264	214	338	288
Parent company and Group items	-9	-8	-31	-29	-37	-35
	205	149	540	452	682	594
	2212	2000		0000	222242	2000
	2010	2009	2010	2009	2009/10	2009
EBITA margin, %	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Engineering & Equipment	9.1%	7.3%	7.4%	5.9%	6.3%	5.3%
Flow Technology	9.3%	12.6%	9.7%	11.4%	9.8%	11.0%
Industrial Components	11.6%	8.4%	9.9%	6.2%	9.1%	6.2%
Special Products	17.3%	14.3%	16.4%	14.9%	16.5%	15.3%
·	11.8%	10.4%	10.8%	9.5%	10.5%	9.5%

# INDUTRADE CONSOLIDATED BALANCE SHEET

# - CONDENSED

	2010	2009	2009
SEK million	30 Sep	30 Sep	31 Dec
Goodwill	764	561	514
Other intangible assets	714	557	555
Property, plant and equipment	647	525	563
Financial assets	43	50	48
Inventories	1,154	1,051	1,064
Accounts receivable, trade	1,171	948	901
Other receivables	208	186	125
Cash and cash equivalents	242	212	229
Total assets	4,943	4,090	3,999
Equity	1,678	1,529	1,644
Long-term borrowings and pension liabilites	1,147	781	794
Other non-current liabilities	250	256	224
Short-term borrowings	632	514	375
Accounts payable, trade	485	376	424
Other current liabilities	751	634	538
Total equity and liabilities	4,943	4,090	3,999

# INDUTRADE CHANGE IN GROUP EQUITY

# - CONDENSED

Attributable to equity holders of the parent company	2010	2009	2009
SEK million	Jan-Sep	Jan-Sep	Jan-Dec
Opening equity	1,644	1,597	1,597
Total comprehensive income for the period	190	188	303
Dividend	-172 <sup>1)</sup>	-256 <sup>1)</sup>	-256 <sup>1)</sup>
Closing equity	1,622	1,529	1,644
1) SEK 4.30 (6.40) per share.			
Equity, attributable to:			
Equity holders of the parent company	1,622	1,529	1,644
Non-controlling interests	16	-	-
	1,678	1,529	1,644

# INDUTRADE CONSOLIDATED CASH FLOW STATEMENT

#### - CONDENSED

	2010	2009	2009/10	2009
SEK million	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Cash flow from operating activities				
before change in working capital	485	308	615	438
Change in working capital	-93	3	24	120
Cash flow from operating activities	392	311	639	558
Net capital expenditures in non-current assets	-71	-66	-95	-90
Company acquisitions and divestments	-649	-126	-711	-188
Change in other financial assets	0	0	0	0
Cash flow from investing activities	-720	-192	-806	-278
Net borrowings	531	136	383	-12
Dividend paid out	-172	-256	-172	-256
Cash flow from financing activities	359	-120	211	-268
Cash flow for the period	31	-1	44	12
Cash and cash equivalents at start of period	229	223	212	223
Exchange rate differences	-18	-10	-14	-6
Cash and cash equivalents at end of period	242	212	242	229

# **KEY DATA**

	2010	2010	2010	2010	2009	2009/10	2009
	Jan-Mar	Apr-Jun	Jul-Sep	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net sales, SEK million	1,527	1,722	1,732	4,981	4,746	6,506	6,271
Sales growth, %	-11.8	8.4	21.5	5.0	-4.1	-1.0	-7.5
EBITA, SEK million	144	191	205	540	452	682	594
EBITA margin, %	9.4	11.1	11.8	10.8	9.5	10.5	9.5
Operating capital, SEK million	3,004	3,061	3,215	3,215	2,612	3,215	2,584
Return on operating capital, %							
(12 months)	20.9	22.3	23.6	23.6	24.3	23.6	22.2
Interest-bearing net debt, SEK million	1,329	1,443	1,537	1,537	1,083	1,537	940
Net debt/equity ratio, %	79.3	89.2	91.6	91.6	70.8	91.6	57.2
Equity ratio, %	36.5	34.6	33.9	33.9	37.4	33.9	41.1
Attributable to equity holders of the parent company							
Key ratios per share 1/1	-						
Earnings per share, SEK	2.15	2.88	2.95	7.98	6.38	10.13	8.53
Equity per share, SEK	41.88	40.45	41.55	41.55	38.23	41.55	41.10
Cash flow from operating activities							
per share, SEK	1.43	2.72	5.65	9.80	7.78	15.98	13.95

<sup>&</sup>lt;sup>1]</sup>Based on 40,000,000 shares which corresponds to the number of shares outstanding during all periods in the table. There is no dilutive effect.

#### **ACQUISITIONS**

#### **Acquisitions 2010**

All of the shares have been acquired in Techno Skruv i Värnamo AB, Corona Control AB, AxMediTec Sp. z o.o., Poland, Lekang Group (Filterteknik Sverige AB, Lekang Maskin AS, Norway, Filterteknik A/S, Denmark), Stålprofil PK AB, Stålprofil PK Invest AB, and Meson AB. In addition, a construction plastics business was acquired from Metallcenter Sverige AB and a pump business from A-Vacuum Oy, Finland.

#### **Engineering & Equipment**

The pump business acquired from A-Vacuum 0y consists mainly of sales of vacuum pumps and associated components, and has annual sales of approximately SEK 12 million. The business is consolidated in Indutrade as from 1 June 2010.

#### Flow Technology

Corona Control AB, with companies in Sweden and Norway and annual sales of approximately SEK 50 million, is a total supplier of solutions for industrial valves. Customers are in the petrochemical, offshore, chemical, energy, pulp and paper, steel, food and pharmaceutical industries, among others. The company is consolidated in the Group as from 1 January 2010. The Meson Group supplies valves and couplings to the international shipbuilding and shipping industries as well as to refineries and the mining industry. Annual sales for 2009 amounted to approximately SEK 500 million, including some larger deliveries for newbuilding of ships. The Meson Group currently has approximately 100 employees at its offices in Sweden, Denmark, Norway, Germany, Spain, Romania, India, Dubai, Shanghai and Singapore. The Meson Group is consolidated in Indutrade as from 1 July 2010.

#### **Industrial Components**

Techno Skruv i Värnamo AB, with annual sales of approximately SEK 70 million, has a strong market position in customer-specific fasteners and mechanical components. Customers are in the engineering, energy and automotive industries. The company is consolidated in the Group as from 1 January 2010.

AXMediTec Sp. Z o.o., with annual sales of approximately SEK 70 million, specialises in sales of medical technology equipment used for healthcare applications in operating rooms, intensive care wards, emergency wards, and cardio and neonatal units. The company is consolidated in Indutrade as from 1 January 2010.

#### **Special Products**

The Lekang Group, with annual sales of approximately SEK 200 million, specialises in products and services primarily involving filtration of fluids for all types of industrial companies in the Nordic region. The Group is consolidated in Indutrade as from 1 February 2010. Stålprofil PK AB, with annual sales of approximately SEK 70 million, is a system supplier of profile systems for glazed door, window and wall sections with high standards for fire safety, bullet-proofing, burglary protection and energy optimisation. The products are sold mainly in Scandinavia, but also in Europe, the USA and Russia. The company is consolidated in Indutrade as from 1 March 2010. The construction plastics business involves the sale of semi-finished products primarily to customers in the pharmaceutical, energy and engineering industries. The business has annual sales of approximately SEK 6 million and is consolidated in Indutrade as from 1 January 2010.

# Acquired assets in Techno Skruv i Värnamo AB, Corona Control AB, AxMediTec Sp. Z o.o, Lekang Group, Stålprofil PK AB, Stålprofil PK Invest AB and Meson AB.

# Preliminary purchase price allocation SEK million

Purchase price, incl. earn-out payment			728
	Book	Fair value	
Acquired assets	value	adjustment	Fair value
Goodwill	-	234	234
Agencies, trademarks, customer relations, licences, etc.	-	288	288
Property, plant and equipment	116	-	116
Financial assets	1	-	1
Inventories	223	-	223
Other current assets	163	-	163
Cash and cash equivalents	78	-	78
Non-controlling interests	-16	-	-16
Deferred tax liability	-22	-75	-97
Interest-bearing loans and pension liabilities	-116	-	-116
Other operating liabilities	-146	-	-146
	281	447	728

Agencies, customer relations, licenses, etc. will be amortised over a 10-year period, while trademarks are assumed to have a perpetual lifetime. Trademarks are included in the amount of SEK 59 million.

Indutrade normally uses an acquisition structure with a base level of consideration plus a conditional earn-out payment. Initially, the earn-out payment is valued at the present value of the most probable payment, which for the acquisitions made during the year to date is SEK 89 million. The earn-out payments fall due for payment within two years and can amount to a maximum of SEK 266 million. If the conditions are not met for the maximum earn-out payment, the outcome will be SEK 30 million.

Transaction costs for the acquisitions carried out during the period amounted to SEK 1 million and are included in Other income and expenses in the income statement. No revaluation of conditional earn-out payments has been made to date.

#### Cash flow impact

Purchase price, incl. earn-out payment	728
Purchase price not paid out	-89
Cash and cash equivalents in acquired companies	-78
Earn-out payments pertaining to previous years' acquitions	88
Total cash flow impact	649

# Effect of completed acquisitions 2009 and 2010

SEK million		Net sales		EBITA	
Business area	Company/Business	Jul-Sep	Jan-Sep	Jul-Sep	Jan-Sep
Engineering &					
Equipment	Pump business	3	4	0	0
Flow Technology	Ingenjörsfirman Rossing & Jansson AB and Corona				
	Control Group and Meson Group	55	78	-1	1
Industrial	Dominator Pump AB, AxMediTec Group and Techno				
Components	Skruv i Värnamo AB	37	115	6	20
Special Products	Flintec Brasil Ltda, Key Valve Technologies Ltd.,				
•	Filterteknik AB, Lekang AS, Filterteknik A/S,				
	Strålprofil PK Invest AB and Stålprofil PK AB	125	294	25	57
Effect on Group		220	491	30	78
Acquisitions carried	out in 2009	67	135	13	24
Acquisitions carried	out in 2010	153	356	17	54
Effect on Group		220	491	30	78

If the acquired units had been consolidated as from 1 January 2010, net sales for the year would have amounted to SEK 5 150 million and EBITA would have been SEK 586 million.

# ACQUISITIONS AFTER THE END OF THE REPORTING PERIOD

Indutrade's subsidiary 0y Lining Ab acquired all of the shares in Flowtech Finland 0y with annual sales of about SEK 20 million. Flowtech Finland 0y, which develops and supplies waste water pumping stations and water pressure boosters for clean water, will be included in the Engineering & Equipment business are as from 0ctober 2010.

Preliminary purchase price allocation will be presented in the Year-End Report 2010.

# PARENT COMPANY INCOME STATEMENT

# - CONDENSED

	2010	2009	2010	2009	2009/10	2009
SEK million	Jul-Sep	Jul-Sep	Jan-Sep	Jan-Sep	Moving 12 mos	Jan-Dec
Net sales	0	0	0	0	1	1
Gross profit	0	0	0	0	1	1
Administrative expenses	-9	-8	-31	-27	-38	-34
Other income and expenses	-1	0	-1	-1	-1	-1
Operating profit	-10	-8	-32	-28	-38	-34
Financial income/expenses	-7	-6	-6	-22	-12	-28
Profit from participation						
in Group companies	0	0	361	198	541	378
Profit after financial items	-17	-14	323	148	491	316
Appropriations	-	-	-	-	13	13
Income Tax	5	3	9	11	-42	-40
Net profit for the period	-12	-11	332	159	462	289
Depreciation of property, plant						
and equipment	0	0	0	0	-1	-1

# PARENT COMPANY BALANCE SHEET

# - CONDENSED

	2010	2009	2009
SEK million	30 Sep	30 Sep	31 Dec
Intangible assets	2	1	2
Property, plant and equipment	2	2	2
Financial assets	1,676	1,393	1,332
Current receivables	849	549	655
Cash and cash equivalent	15	11	41
Total assets	2,544	1,956	2,032
Equity	1,041	750	881
Untaxed reserves	1	14	1
Non-current liabilities	699	448	420
Non-current provisions	7	116	83
Current provisions	141	91	68
Current interest-bearing liabilities	643	527	525
Current noninterest-bearing liabilities	12	10	54
Total equity and liabilities	2,544	1,956	2,032

#### **DEFINITIONS**

Earnings per share Net profit for the period divided by the average number of shares outstanding.

EBITA Operating profit before amortisation of intangible assets.

EBITA margin EBITA as a percentage of net sales for the period.

Equity ratio Shareholders' equity as a percentage of total assets.

Gross margin Gross profit divided by net sales.

Intangible assets Goodwill, agencies, trademarks, customer lists, licences and leaseholds.

 Interest-bearing net debt
 Interest-bearing liabilities, incl. Pension liability less cash and cash equivalents.

 Net capital expenditures
 Purchases less sales of intangible assets, and of property, plant and equipment,

excluding those included in acquisitions and divestments of subsidiaries and  $% \left( 1\right) =\left( 1\right) \left( 1$ 

operations.

Net debt/equity ratioInterest-bearing net debt divided by shareholders' equity.Operating capitalInterest-bearing net debt and shareholders' equity.

Property, plant and equipment Buildings, land, machinery and equipment.

**Return on operating capital** EBITA as a percentage of average operating capital per quarter.

### Indutrade in brief

Indutrade markets and sells components, systems and services with high-tech content to industrial customers in selected niches. The Group creates value for its customers by structuring the value chain and increasing the efficiency of its customers' use of technological components and systems. For the Group's suppliers, value is created through the offering of an efficient sales organisation with high technical expertise and solidity developed customer relations.

Indutrade's business is distinguished by the following factors, among others:

- High-tech products for recurring needs
- Growth through a structured and tried-and-tested acquisition strategy
- A decentralised organisation characterised by an entrepreneurial spirit.

The Group is structured into four business areas:

Engineering & Equipment, Flow Technology, Industrial Components and Special Products.

The Group's financial targets are (per year across a business cycle) to grow 10%, reach a minimum EBITA margin of 10% and return on operating capital of 25%.

Indutrade is listed on Nasdag OMX Stockholm.