

# Interim report, January – June 2010

# Positive development of incoming orders and the underlying profitability

### Quarter 2

- Incoming orders amounted to SEK 458.8m (247.5), which adjusted is a increase by 16.4% \*)
- Net sales amounted to SEK 423.9m (257.6), which adjusted is an increase by 4.1%. \*)
- Operating profit was SEK 11.5m (2.6). The operating margin was 2.7% (1.0).
- Operating profit excluding acquisition and restructuring costs was SEK 25.8m (5.8). The adjusted operating margin was 6.1% (2.3).
- Net profit was SEK 3.6m (0.6).
- Earnings per share were SEK 0.31 (0.05).

### January - June

- Incoming orders amounted to SEK 699.6m (546.3), which adjusted is a decline by 0.8% \*)
- Net sales amounted to SEK 664.2m (552.9), which adjusted is a decline by 5.7%. \*)
- Operating profit was SEK 20.8m (3.0). The operating margin was 3.1% (0.5).
- Operating profit excluding acquisition and restructuring costs was SEK 35.1m (10.3). The adjusted operating margin was 5.3% (1.9).
- Net profit was SEK 8.6m (-1.6).
- Earnings per share were SEK 0.73 (-0.14).

\*) Adjusted for currency effects and acquisitions.

# CEO'S comments

"It is positive to report a Q2 with a growth in incoming orders measured both against Q2 2009 and Q1 2010. The trend towards an increased earnings capability is continuing thanks to the savings programmes introduced. The integration of Dantherm Filtration has entered an intensive phase and is proceeding according to plan." Sven Kristensson, CEO.

# Key figures, Group

#### **Operating key figures**

Excluding restructuring/integration costs and acquisition cost

	1 Apr – 30 June		1 Jan –	30 June	Full year	July-June	
SEK m	2010	2009	2010	2009	2009	12 months	
Net sales	423.9	257.6	664.2	552.9	1,052.0	1,163.3	
EBITDA	35.4	10.2	49.2	19.1	51.4	81.5	
EBITDA-margin, %	8.4	4.0	7.4	3.5	4.9	7.0	
Operating profit	25.8	5.8	35.1	10.3	33.3	58.1	
Operating margin, %	6.1	2.3	5.3	1.9	3.2	5.0	
Operating cash flow	27.9	17.6	27.1	22.9	121.7	125.9	
Return on operating capital, %	12.6	3.3	8.6	3.0	5.1	6.8	
EBITDA/net financial items, multiple					8.4	7.8	

### Financial key figures, Group

	1 Apr - 30 June		1 Jan – 30 June		Full year	July-June
SEK m	2010	2009	2010	2009	2009	12 months
Operating profit	11.5	2.6	20.8	10.3	23.3	41.1
Operating margin, %	2.7	1.0	3.1	0.5	2.2	3.5
Profit before tax	5.9	1.2	12.9	-0.5	17.2	30.6
Net profit	3.6	0.6	8.6	-1.6	14.6	24.8
Earnings per share, SEK	0.31	0.1	0.7	-0.1	1.3	2.1
Return on shareholders' equity, %	2.8	0.5	3.3	-0.6	2.8	4.8
Net debt			478.1	194.6	108.0	478.1
Net debt/equity ratio, %			91.3	38.6	21.0	91.3

# Development per business area

### Europe

#### **Scandinavia**

**Norway** and **Sweden** are showing signs of recovery compared with previous quarters. Nederman holds a strong market position in both countries. In Sweden it is mainly the vehicle workshop segment that shows greater demand for complete systems for a safe and environmentally customised working environment. Also the signs from more traditional segments like welding and machine processing are somewhat improved.

An investment in Norway for customised solutions for the crucial Offshore and Shipping industries is showing positive results.

Thanks to state funded support in **Denmark** more interest is now being shown by the public sector for investing in improved working environments.

#### United Kingdom

There are signs of a slow recovery in **the UK**. This has among others led to a number of advanced projects in the Aerospace industry and in the more traditional machine processing segment. An order was received during the period worth about SEK 6.8 million for a complete system for automatic handling and recycling of metal filings.



#### Other European countries

In Eastern Europe it is mainly in **Poland** we have seen stabilisation and a certain degree of recovery. Among other things, major orders have been received for qualified solutions for air filtration from the metalworking industry.

The markets in **Other European countries** show a mixed performance. Southern and Eastern Europe is very weak.

	1 Ja	an- 30 June	Full year	July-June
SEK m	2010	2009	2009	12 months
Europe				
Net sales, external	353.7	402.2	775.0	726.5
Net sales, total	353.7	402.2	775.0	726.5
Depreciations	-2.8	-2.8	-5.7	-5.7
Operating profit	35.0	35.2	70.0	69.8

Incoming orders over the quarter amounted to SEK 196.0m, which is an increase of 1.5 per cent compared to the same quarter last year. Incoming orders fell by 11.8 per cent over the first half of the year compared with the first half of 2009.

Net sales over the quarter amounted to SEK 180.1m, which is a drop of 1.8 per cent compared to the same quarter last year. Net sales fell by 12.1 per cent compared to the first half of 2009.

### International

Nederman is continuing to grow and develop according to plan in **China.** Due to the size of the country the establishment of a qualified, focused retail network is a high priority. The aim over the year is to tie ourselves to a further 30 or so new distributors. These will mainly focus on the welding industry, but also on the automotive industry. Most major European automotive manufacturers are planning extensive expansion of their service workshops in China in the next few years. Nederman has signed agreements with a number of these automotive manufacturers for customised equipment for the new workshops.

Sales are continuing to develop positively in **Brazil.** Sales over the past quarter to the automotive industry and other manufacturing industries were good.

With effect from the second quarter **Australia** reported a positive trend in our focused customer areas. A well-established retail network has also meant that product sales increased somewhat.

#### North America

A degree of stabilisation took place in **the US** over the quarter. Investments in traditional manufacturing industries remain at a modest level.

The establishment of a specialised retail network in the US that we started at the end of 2009 is continuing.

We are seeing signs of a certain recovery in some of the most industrialised regions of **Canada** compared to 2009, among others in the welding industry.

	1 Ja	1 Jan – 30 June		July-June
SEK m	2010	2009	2009	12-months
International				
Net sales, external	138.8	147.8	271.3	262.3
Net sales, total	138.8	147.8	271.3	262.3
Depreciations	-1.3	-1.0	-2.0	-2.3
Operating profit	6.0	4.1	5.0	6.9

Incoming orders over the quarter amounted to SEK 78.2m, which is an increase of 41.9 per cent compared to the same quarter last year. Over the first half of the year incoming orders for the business area rose by 14.1 per cent compared to the first half of 2009.

Net sales over the quarter amounted to SEK 73.5m, which is an increase of 1.1 per cent compared to the same quarter last year. Invoicing fell by 6.1 per cent over the first half of the year compared to the first half of 2009.

### **Dantherm Filtration**

Dantherm Filtration is reported as a separate business segment from 30 April 2010.

On 26 March 2010, Nederman announced in a press release the acquisition of Dantherm Filtration, a business area of Dantherm AS, Denmark.

Dantherm Filtration's sales in 2009 amounted to around SEK 980 m. The company is one of the world's largest producers of large industrial filters, and has around 900 employees. The acquired business will be integrated gradually and the integration should be completed by the end of 2011.

The acquired business is consolidated in the Nederman Group from the takeover date of 30 April 2010.

#### Scandinavia

There are clear signs in **Denmark** and **Sweden** of a certain degree of recovery starting in terms of product and system sales. In Sweden this is mainly being seen in the wood and paper segment.

The service concept is relatively well established in both countries and showed positive growth.

There is a degree of increased activity in **Finland**, mainly in product sales and the aftermarket.

#### Other European countries

There is mixed development in other European countries. We are seeing greater activity in **the UK** regarding investments in large systems in wood processing. Product sales have shown some signs of improvement over the past two months.

Foundries in **Poland** are continuing to place positive orders. The country's wood and wood processing industry are showing signs of stabilising.

The unit in **Germany**, which produces major specialised filter systems, has noticed a degree of increased demand from the **BRIC countries**, Brazil, India and China. There is still however a low level of investments in major systems in Germany. The same applies to other European countries.



#### South East Asia

Dantherm Filtration is active in **Thailand, Vietnam, Malaysia** and **Indonesia** as well as in **China**. With the exception of China we are seeing slight growth, but from a low level. The interest in a good environment is however growing and major investments have been made by many western companies planning to establish in Indonesia, for example. The rate of major investments in advanced filter systems in China is currently relatively low. The domestic companies are often dependent on state finance and there is major competition from local manufacturers.

#### North America

We are seeing increased interest for investing in more complex filter systems for industrial air filtration. Sales of pipes for filter systems have increased significantly, indicating that the industry has started adapting and upgrading its systems to increased production.

Increased activity in the area of recycling/incineration has resulted in interesting orders in recent months.

	1 Jan -30 June *		Full year	July-June
SEK m	2010	2009	2009	12 months
Dantherm Filtration				
External sales	168.2			168.2
Total net sales	168.2			168.2
Depreciations	-5.2			-5.2
Operating profit	6.8			6.8

\*) Dantherm Filtration is consolidated as from 30th of April 2010

Proforma

	1 Jan -3	Full year	
SEK m	2010	2009	2009
Total net sales	474.6	585.1	980.0
Operating profit	7.8	-10.1	-11.8

# Acquisition

As previously reported, the acquisition of Dantherm Filtration was completed on 30 April 2010. The integration of Dantherm Filtration has entered an intensive phase and work is progressing according to plan. The company estimates that the integration will provide annual synergy effects of around SEK 80m. The full effects are expected from the end of 2012. As previously reported, we estimate that restructuring costs will not exceed SEK 100m and are expected to be incurred in 2010 and 2011. The majority of these restructuring costs will affect the cash flow.

The surplus value related to the acquisition is estimated at SEK 85m. The difference with the previously announced SEK 60 m is mainly attributable to adjusting to Nederman's accounting principles. A more in-depth analysis will be carried out in the third quarter, 2010 to decide the allocation between goodwill and other intangible assets.

## Outlook

In the second quarter the company saw that the increased market activities could be turned into incoming orders to a greater extent than previously and as previously indicated this trend is strongest in developing countries. This means that the company remains steadfast in its estimation of a certain recovery in the latter part of 2010.



## Quarter 2

## Sales and incoming orders

Incoming orders for the quarter amounted to SEK 458.8m (247.5), which is an increase of 85.4 per cent compared to the same quarter last year. Adjusted for currency effects and acquisitions the increase was 16.4 per cent.

Net sales for the quarter amounted to SEK 423.9m (257.6), which is an increase of 64.6 per cent compared to the same quarter last year. Adjusted for currency effects and acquisitions the increase was 4.1 per cent.

### Earnings

The Group's **operating profit** for the quarter was SEK 11.5m (2.6). Excluding acquisition and restructuring costs the operating profit was SEK 25.8m (5.8), giving an operating margin of 6.1 per cent (2.3).

The **profit before tax** was SEK 5.9m (1.2).

The net profit was SEK 3.6m (0.6), giving an earnings per share of SEK 0.31 (0.05).

### Operating cash flow and capital expenditure

The **operating cash flow** amounted to SEK 27.9m (17.6). **Capital expenditure** during the quarter amounted to SEK 3.9m (5.7).

## January – June

## Sales and incoming orders

Incoming orders amounted to SEK 699.6m (546.3), which is an increase of 28.1 per cent compared to the same period last year. Adjusted for currency effects and acquisitions it was a decrease of 0.8 per cent.

Net sales amounted to SEK 664.2m (552.9), which is an increase of 20.1 per cent compared to the first half of 2009. Adjusted for currency effects and acquisitions it was a drop of 5.7 per cent.

### Earnings

The Group's **operating profit** for the period was SEK 20.8m (3.0). Excluding acquisition and restructuring costs the operating profit was SEK 35.1m (10.3), giving an operating margin of 5.3 per cent (1.9).

The **profit before tax** was SEK 12.9m (-0.5).

The net profit was SEK 8.6m (-1.6), giving an earnings per share of SEK 0.73 (-0.14).

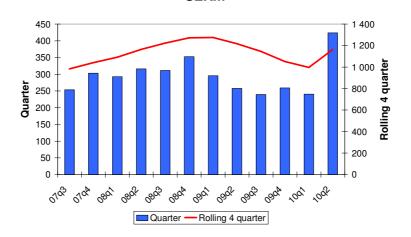
### Operating cash flow and capital expenditure

The **operating cash flow** between January – June amounted to SEK 27.1m (22.9). **Capital expenditure** during the period amounted to SEK 5.1m (11.7).

1 400 500 450 1 200 400 1 000 Rolling 4 quarter 350 300 Quarter 800 250 600 200 150 400 100 200 50 0 0 0700 080f 0802 090<sup>0</sup>0 0704 0804 090f 0904 0801 0901 1001 100f

Quarterly Orders Received SEKm

> Quarterly Invoicing SEKm



## Other financial information

**Liquidity:** At the end of the period the Group had SEK 140.9m in cash and cash equivalents as well as SEK 74.7m in available but unutilized overdraft facilities.

**The equity** in the Group as of 30 June, 2010 amounted to SEK 523.8m (504.1). Total number of shares was 11,715,340 at the end of the period.

The **equity/assets ratio** for the Group was 31.2 per cent as of 30 June, 2010 (49.3). The net financial debt/equity ratio, calculated as net debt in relation to equity was 91.3 per cent (38.6).

## Number of employees

The average number of **employees** during the period was 911 (699). The number of employees at the end of the period was 1,466 (679).



## Risks and uncertainties

The Nederman Group and the parent company are exposed to a number of risks, mainly due to purchasing and selling of products in foreign currencies. The risks and uncertainties are described in detail in Directors report on page 21, and in note 26 of 2009's Annual Report. No circumstances have arisen to change the assessment of identified risks.

## Nominations committee

According to guidelines adopted by the AGM a nominations committee has been appointed comprising Jan Svensson (chairman), Fabian Hielte and Peter Rönström ahead of the AGM in 2010. For questions concerning the work of the nominations committee please contact jan.svensson@latour.se.

## Accounting policies

The consolidated financial statements are prepared in accordance with IAS 34. The report for the parent company has been prepared in accordance with Swedish Annual Accounts Act and RFR 2.3.

The following amendments valid from 1 January 2010 are considered to be valid for Nederman's accounting principles and presentation of this financial report:

IFRS 3, Business Combinations (revised): Transaction costs shall be expensed when they occur and not as previously included in the acquisition value. Stepwise acquisitions and divestments may impact the result.

IFRS 3, Business combinations (amendment). Transaction-related expenses shall be reported in profit/loss as they arise and not, as previously, be included in the acquisition value. Acquisitions and sales performed in phases can have assessment effects on earnings.

#### IFRS 8, Operating segment

As from Jan 2010 Nederman reports according to the operating segments Europe and International. Dantherm Filtration is reported as a separate operating segment from 30 April 2010.

In accordance with RFR 2.3, the parent company shall make a separate report for comprehensive income together with its income statement, i.e. a separate income statement and a separate report of comprehensive income. The parent company shall also present a report of changes in shareholders' equity.

Otherwise Nederman applies the same accounting policies and valuation principles used in the most recent annual report.

### **Consolidated Income Statement**

SEK m	1 April - 2010	30 June 2009	1 Jan - 2010	30 June 2009	Full year 2009	July-June 12 month
Net sales	423.9	257.6	664.2	552.9	1,052.0	1,163.3
Costs of goods sold *)	-242.8	-126.5	-366.0	-286.0	-545.6	-625.6
Gross profit	181.1	131.1	298.2	266.9	506.4	537.7
Selling expenses*)	-119.2	-96.4	-207.0	-196.8	-369.4	-379.6
Administration expenses	-29.3	-22.2	-49.0	-48.2	-86.5	-87.3
Research and development expenses	-6.0	-4.7	-9.9	-9.0	-16.7	-17.6
Acquisition costs	-10.1		-10.1			-10.1
Restructuring and integration costs *)	-4.2	-3.2	-4.2	-7.3	-10.0	-6.9
Other operating income/expenses *)	-0.8	-2.0	2.8	-2.6	-0.5	4.9
Operating profit	11.5	2.6	20.8	3.0	23.3	41.1
Financial income	2.3	0.4	2.5	1.0	2.3	3.8
Financial expenses	-7.9	-1.8	-10.4	-4.5	-8.4	-14.3
Net financial income/expenses	-5.6	-1.4	-7.9	-3.5	-6.1	-10.5
Profit before taxes	5.9	1.2	12.9	-0.5	17.2	30.6
Taxes	-2.3	-0.6	-4.3	-1.1	-2.6	-5.8
Net profit	3.6	0.6	8.6	-1.6	14.6	24.8
Net profit attributable to The parent company's shareholders	3.6	0.6	8.6	-1.6	14.6	24.8
Non-controlling interest	3.0	0.0	0.0	-1.0	14.0	24.0
Earnings per share						
before dilution (SEK)	0.31	0.05	0.73	-0.14	1.25	2.12
after dilution (SEK)	0.31	0.05	0.73	-0.14	1.25	2.12

## \*) For comparison historical data have been adjusted

	1 April - 3	1 April - 30 June		1 Jan - 30 June		July-June
SEK m	2010	2009	2010	2009	2009	12 month
Costs of goods sold		0.2		1.6	2.6	
Selling expenses		2.5		5.2	6.9	
Other operating income/expenses		0.5		0.5	0.5	
Restructuring and integration costs		-3.2		-7.3	-10.0	

### Consolidated statement of comprehensive

_SEK m	1 April - 2010	30 June 2009	1 Jan - 2010	30 June 2009	Full year 2009	July-June 12 month
Net profit	3.6	0.6	8.6	-1.6	14.6	24.8
Other comprehensive income Translation differences	5.8	1.4	0.5	5.9	0.3	-5.1
Other comprehensive income	5.8	1.4	0.5	5.9	0.3	-5.1
Total comprehensive income	9.4	2.0	9.1	4.3	14.9	19.7
Total comprehensive income attributable to: The parent company's shareholders	9.4	2.0	9.1	4.3	14.9	19.7

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### Consolidated statement of financial position

SEK m	30 June 2010	30 June 2009	31 Dec 2009
Assets			
Goodwill	483.5	404.1	400.0
Other intangible fixed assets	44.2	29.1	28.8
Tangible fixed assets	214.9	39.8	40.2
Long-term receivables	0.9	0.2	0.8
Deferred tax assets	51.2	34.2	23.4
Total fixed assets	794.7	507.4	493.2
Inventories	258.0	164.4	126.0
Accounts receivable	369.3	234.0	178.3
Other current receivables	116.5	50.2	45.1
Cash and cash equivalents	140.9	67.2	90.9
Total current assets	884.7	515.8	440.3
Total assets	1,679.4	1,023.2	933.5
Equity	523.8	504.1	514.7
Liabilities			
Long-term interest-bearing liabilities	552.8	206.7	151.3
Other long-term liabilities	5.9	0.3	0.4
Provision for pensions	41.0	32.7	34.0
Deferred tax liabilities	21.3	15.1	6.2
Total long-term liabilities	621.0	254.8	191.9
Current interest-bearing liabilities	25.2	22.4	13.6
Accounts payable	151.8	76.4	91.6
Other current liabilities	357.6	165.5	121.7
Total current liabilities	534.6	264.3	226.9
Total liabilities	1,155.6	519.1	418.8
Total equity and liabilities	1,679.4	1,023.2	933.5

### Consolidated statement of changes in equity

SEK m	30 June 2010	30 June 2009	31 Dec 2009
Opening balance on 1 January	514.7	529.1	529.1
Dividend		-29.3	-29.3
Total comprehensive income	9.1	4.3	14.9
Closing balance at the end of period	523.8	504.1	514.7

### Consolidated cash flow statement

SEK m	1 Jan - 3 2010	30 June 2009	Full year 2009	June-July 12 months
Operating profit	20.8	3.0	23.3	41.1
Adjustment for:				
Depreciations of fixed assets	14.1	8.8	18.1	23.4
Other adjustments	-2.3	-2.7	-6.4	-6.0
Interest received and paid incl. other financial items	-5.2	-4.1	-4.7	-5.8
Taxes paid	-13.9	-29.7	-34.9	-19.1
Cash flow from operating activities before changes				
in working capital	13.5	-24.7	-4.6	33.6
Cash flow from changes in working capital	-11.6	21.7	98.3	65.0
Cash flow from operating activities	1.9	-3.0	93.7	98.6
Net investment in fixed assets	-4.9	-11.5	-20.5	-13.9
Acquired units*)	-138.5	-1.9	-2.1	-138.7
Cash flow before financing activities	-141.5	-16.4	71.1	-54.0
Dividend		-29.3	-29.3	
Cash flow from other financing activities	189.7	24.5	-40.0	125.2
Cash flow for the period	48.2	-21.2	1.8	71.2
Cash and cash equivalent at the beginning of the	90.9	90.8	90.8	67.2
Exchange rate differences	1.8	-2.4	-1.7	2.5
Cash and cash equivalent at the end of the period	140.9	67.2	90.9	140.9
Operating cash flow				
Operating profit	20.8	3.0	23.3	41.1
Adjustment for:	2010	0.0	2010	
Depreciations of fixed assets	14.1	8.8	18.1	23.4
Restructuring and integration costs	0.9	3.6	8.9	6.2
Acquisition costs	10.1			10.1
Other adjustments	-2.3	-2.7	-6.4	-6.0
Cash flow from changes in working capital	-11.6	21.7	98.3	65.0
Net investment in fixed assets	-4.9	-11.5	-20.5	-13.9
Operating cash flow	27.1	22.9	121.7	125.9

#### Specification of acquisitions

Acquisition price	137.4
Fair value of acquired net assets	-51.8
Goodwill	85.6
Acquired assets and liabilities	
Intangible fixed assets	17.9
Tangible fixed assets	181.5
Financial fixed assets	0.1
Inventories	113.5
Customer receivable and other receivables	222.4
Current tax receivables	2.4
Deferred tax assets	22.3
Liquid funds	58.9
Interest bearing liabilities	-226.8
Accounts payable and other operating liabilities	-261.8
Current tax liabilities	-4.8
Deferred tax liabilities	-14.9
Net assets	110.7
Of which liquid funds in acquired units	-58.9
Fair value of acquired net assets	51.8
Net profit during ownership period	4.6
Net sales January-June for acquired units	474.6
Net profit January-June for acquired units	-4.5
	107.1
*) Acquisitions January-June	137.4
Payment for previous years acquisition	1.1
Total acquired units	138.5

### Income statement for the parent company

SEK m	1 April - 2010	30 June 2009	1 Jan - 3 2010	30 June 2009	Full year 2009	July-June 12-month
Operating profit	-5.8	-8.2	-13.3	-13.7	-23.8	-23.4
Write down book value shares in subsidiaries					-54.7	-54.7
Other financial items	-1.6	-1.7	-5.9	3.2	37.8	28.7
Profit after financial items	-7.4	-9.9	-19.2	-10.5	-40.7	-49.4
Changes in untaxed reserves					18.5	18.5
Profit before tax	-7.4	-9.9	-19.2	-10.5	-22.2	-30.9
Tax	1.9	2.5	5.0	4.0	5.2	6.2
Net profit	-5.5	-7.4	-14.2	-6.5	-17.0	-24.7

### Statement of comprehensive income for the parent company

1 April - 30 June		1 Jan- 30 June		Full year	July-June
2010	2009	2010	2009	2009	12-month
-5.5	-7.4	-14.2	-6.5	-17.0	-24.7
0.0	0.0	0.0	0.0	0.0	0.0
-5.5	-7.4	-14.2	-6.5	-17.0	-24.7
	2010 -5.5 0.0	2010 2009 -5.5 -7.4 0.0 0.0	2010 2009 2010   -5.5 -7.4 -14.2   0.0 0.0 0.0	2010 2009 2010 2009   -5.5 -7.4 -14.2 -6.5   0.0 0.0 0.0 0.0	2010 2009 2010 2009 2009   -5.5 -7.4 -14.2 -6.5 -17.0   0.0 0.0 0.0 0.0 0.0

### Balance sheet for the parent company

Balance sneet for the parent company			
SEK m	30 June 2010	30 June 2009	31 Dec 2009
	2010	2000	2000
Assets			
Total fixed assets	895.8	556.7	495.9
Total current assets	69.0	79.2	72.7
Total assets	964.8	635.9	568.6
Total shareholders' equity	356.9	374.6	371.1
Untaxed reserves		18.5	
Liabilities			
Total long-term liabilities	549.1	205.0	150.0
Total current liabilities	58.8	37.8	47.5
Total liabilities	607.9	242.8	197.5
Total shareholders' equity and liabilities	964.8	635.9	568.6

### Statements of changes in Shareholders Equity

	30 June	30 June	31 Dec
SEK m	2010	2009	2009
Opening balance on 1 jan	371.1	410.4	410.4
Dividend		-29.3	-29.3
Total comprehensive income	-14.2	-6.5	-10.0
Closing balance at the end of the period	356.9	374.6	371.1

### **Related parties**

SEK m		
Subsidiaries	2010	
Other operating income	14.0	
Dividend received		
Financial income and expenses	0.1	
Receivable related parties 31 December	246.1	
Liabilities related parties 31 December	34.0	

## **Operating segments**

		n -30 June	Full year	July-June
SEK m Europe	2010	2009	2009	12 months
External sales	353.7	402.2	775.0	726.5
Total net sales	353.7	402.2	775.0	726.5
Depreciations	-2.8	-2.8	-5.7	-5.7
Operating profit*)	35.0	35.2	70.0	69.8
operating profit )	00.0	00.2	70.0	00.0
International				
External sales	138.8	147.8	271.3	262.3
Total net sales	138.8	147.8	271.3	262.3
Depreciations	-1.3	-1.0	-2.0	-2.3
Operating profit*)	6.0	4.1	5.0	6.9
Douthours Filtration				
Dantherm Filtration External sales	168.2			168.2
Total net sales	168.2			168.2
Depreciations	-5.2			-5.2
Operating profit*)	6.8			-5.2
operating profit )	0.0			0.0
Other - not allocated				
External sales	3.5	2.9	5.7	6.3
Total net sales	3.5	2.9	5.7	6.3
Depreciations	-4.8	-5.0	-10.4	-10.2
Operating profit*)	-12.7	-29.0	-41.7	-25.4
Oracin				
Group				
Net sales	664.2	552.9	1,052.0	1,163.3
Depreciations	-14.1	-8.8	-18.1	-23.4
Operating profit*)	35.1	10.3	33.3	58.1
Acquisition costs	-10.1		10.0	-10.1
Restructuring and integration costs	-4.2	-7.3	-10.0	-6.9
Operating profit	20.8	3.0	23.3	41.1
Profit before tax	12.9	-0.5	17.2	30.6
Net profit	8.6	-1.6	14.6	24.8

\*) Excluding restructuring/integration costs and acquisition costs

www.nederman.com



# Dates for the publication of financial information

Interim Report Q322 October, 2010Interim Report Q416 February, 2011

The interim report provides a true and fair overview of the Parent Company and the Group's operations, position and earnings and describes the material risks and uncertainty factors faced by the Parent Company and the Group.

Helsingborg, 12 August 2010

Sven Kristensson President and CEO

This report contains forward-looking statements that are based on the current expectations of the management of Nederman. Although management believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove correct. Accordingly, results could differ materially from those implied in the forward-looking statements as a result of, among other factors, changes in economic, market and competitive conditions, changes in the regulatory environment and other government actions, fluctuations in exchange rates and other factor.

Nederman may be required to disclose the information provided herein according to the Swedish Securities Exchange and Clearing Operations Act and/or the Financial Instruments Trading Act. The information was submitted for publication on 12 August 2010 at 8 a.m.

#### Further information can be obtained from

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#### **Facts about Nederman**

Nederman is one of the world's leading companies supplying products and services in the environmental technology sector. The company's products and systems are contributing to the creation of clean and safe working environments focusing on clean air, recycling and environmentally friendly transport management.

Nederman's offering on the market encompasses everything from the design stage through to installation, commissioning and servicing. Sales and marketing are carried out via subsidiaries in 27 countries as well as agents and distributors in over 30 countries. Nederman develops and produces in its own manufacturing and assembly units in 8 countries.

In April 2010, Dantherm Filtration, with its primary focus on industrial air filtration, was acquired.

The Group was floated in 2007 on OMX Small Cap list; it has circa 1500 employees and a turnover of circa 2 billion SEK.

Helsingborg, Sweden, 12 August 2010

Jan Svensson Chairman

Eric Hielte

Gunnar Gremlin

Lotta Stalin

Jonas Svensson Employee Representative Peter Möller

Per Borgvall

Sven Kristensson CEO

Rolf Rånes Employee Representative