

Christian Berner Invest – financial development 2010

A hard year – we counter the downturn and build for the future

The weak market in shipbuilding was a primary cause in making 2010 a hard year for the Group. Besides countering the downturn comprehensive measures were taken to build a solid platform for coming years when demand is expected to grow both in Trading and Industry. Turnover for the Group shrunk to MSEK 406 (440) and the operating loss was MSEK -10(-3). However, the measures taken in 2009 contributed to a slightly positive operating cash flow. Liquidity increased to MSEK 24 (22.5) and equity amounted to MSEK 24 (31) at year-end.

In addition to continued focus on costs the Group has taken strategic measures to build a solid platform for the coming years:

- *Recruiting senior officers:* New CEOs were recruited to both Christian Berner Tech Trade and Lautex.
- *Business development:* New business plans for Christian Berner Tech Trade and Lautex were developed. Focus was increased on marketing and sales processes as well as on developing concepts and products in both Christian Berner Tech Trade and Lautex. Work on potential acquisition objects continued.
- *Concentration:* All properties have now been transferred to Berner Fastighets AB while the operational business lines have received capital through refinancing.

Trading: Recovery in Christian Berner Tech Trade

Turnover in Christian Berner Tech Trade, the largest family owned tech trading company in the Nordic region, increased by 5 percent to MSEK 309 (295) as a result of the improvement in the economy. This can be compared to the turnover for the record year 2008 which amounted to SEK 329. The difference in turnover between 2010 and 2008, MSEK 20, strongly contributed to the continued operating loss, MSEK -4 (-9). In the autumn of 2010 industry began investing again and this indicates that sales will continue to rise in the Tech Trading Group. Bo Söderqvist took over as new CEO in August 2010. Bo was previously CEO for the trading company BE Group Sverige AB.

Industry: 32 percent lower turnover in Lautex

Lautex is one of Europe's leading suppliers of metal ceilings for cruise ships and ferries as well as to properties and public places. In 2010 turnover decreased by 32 percent to MSEK 101 (148), the primary reason being the reduced activity in shipbuilding. Operating profit was impacted negatively by the lower turnover and amounted to MSEK -7 (8).

At the end of 2010 Antti Vimpari took over as new CEO. He replaced Jouko Mäenpää who retired. Antti has extensive experience in leading positions in major companies in the industry such as NCC and ABB. His latest position was CEO for Quattrogemini Oy.

//////// "We leave a tough year behind us. We've worked hard to counter the downturn and build a solid platform for the future, which will be of benefit in the future. Our overriding strategy is in place. We have updated business plans, new leaders in position, strong and orderly balance sheets and good liquid it. This gives us a good platform to build on. All in all I'm looking forward to some really exciting years ahead of us," says Håkan Simonsen, CEO for Christian Berner Invest.

First quarter 2011 news

At the Annual General Meeting for Christian Berner Invest AB on 31 March Joachim Berner was elected Chairman of the Board of Christian Berner Invest. The previous Chairman, Tomas Polesie, continues to be a Board member. Håkan Simonsen, CEO for Christian Berner Invest, was elected IVA's Business Executive Council's representative in IVA West.

Charlotta Utterström was elected to the Christian Berner Tech Trade Board. She is Sales Manager at ThyssenKrupp Materials Sverige, which markets and sells steel and metal products. Charlotta Utterström has previously held leading positions at Semcon and Hogia.

For further information please contact Håkan Simonsen, CEO of Christian Berner Invest AB and Chairman of the subsidiaries, telephone +46 701 866 993.

Christian Berner Invest is a Nordic investment company founded in 1897. Currently the owners are members from the third and fourth generation of the Berner family. From the very beginning our goal has been to develop companies with ethical and financial responsibility so that they generate long-term returns. Total sales in the Group are some MSEK 525 and the Group has about 200 employees in the Nordic region, divided into four business lines:

- Trading in Christian Berner Tech Trade AB.
- Industry in Oy Lautex AB.
- Real Estate in Berner Fastighets AB.
- Other Investments in Christian Berner Nygatan AB and CB Industriutveckling AB.

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