Q1 Report 2008
Johan Molin, President & CEO

Financial Highlights Q1 2008

- **Stable development despite slow start**
  - Very strong growth in emerging markets
  - Positive development in US commercial
  - Slowing demand in Europe
  - Good underlying efficiency with gross margin improved

- **Sales 8,203 MSEK +0%**

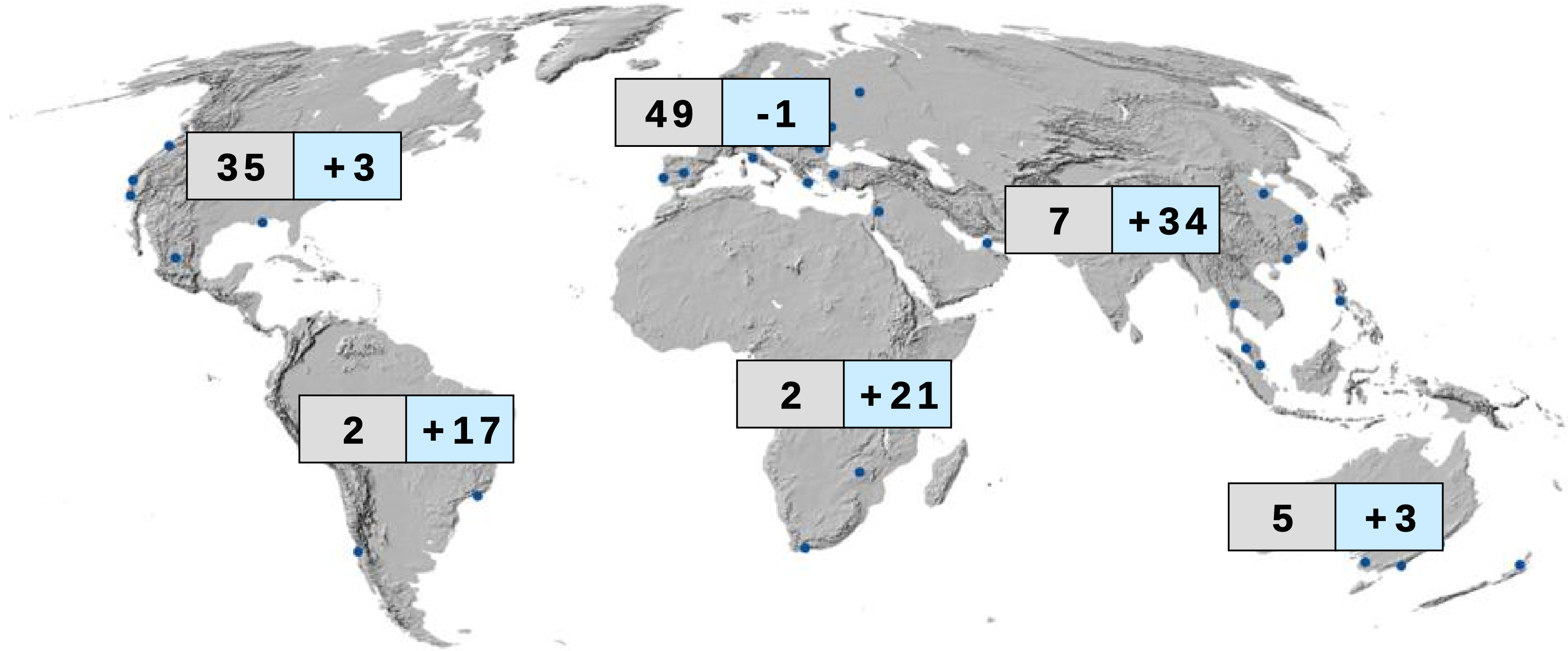
  +0% organic, +3% acquired growth, -3% currency

- **EBIT 1,244 MSEK -3%**

  Currency effect -52 MSEK

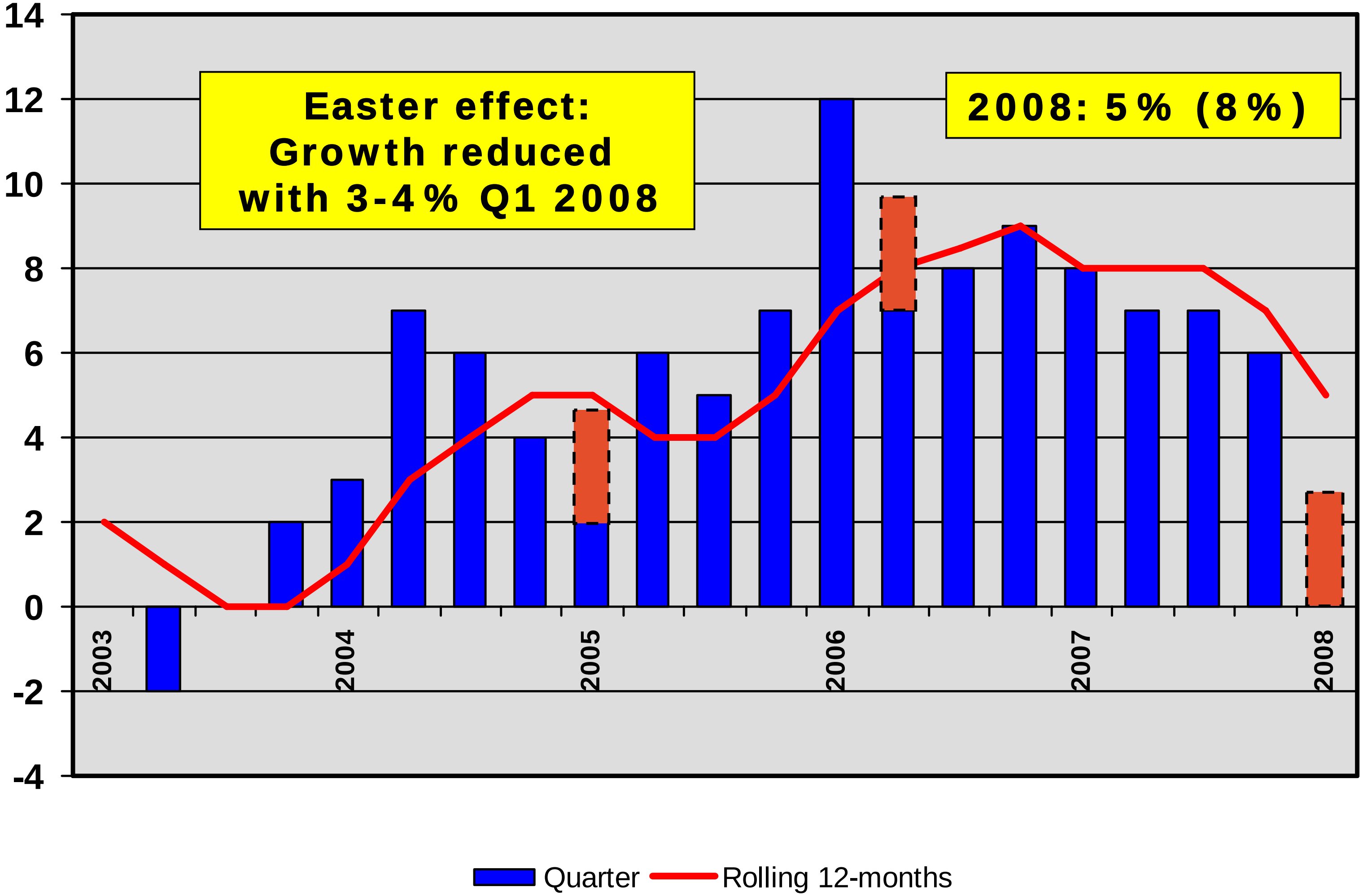
- **EPS 2.08 SEK -4%**

Group Sales in Local Currencies Q1 2008



Portion of Group sales Q1 2008, %
Year-to-date vs previous year, %

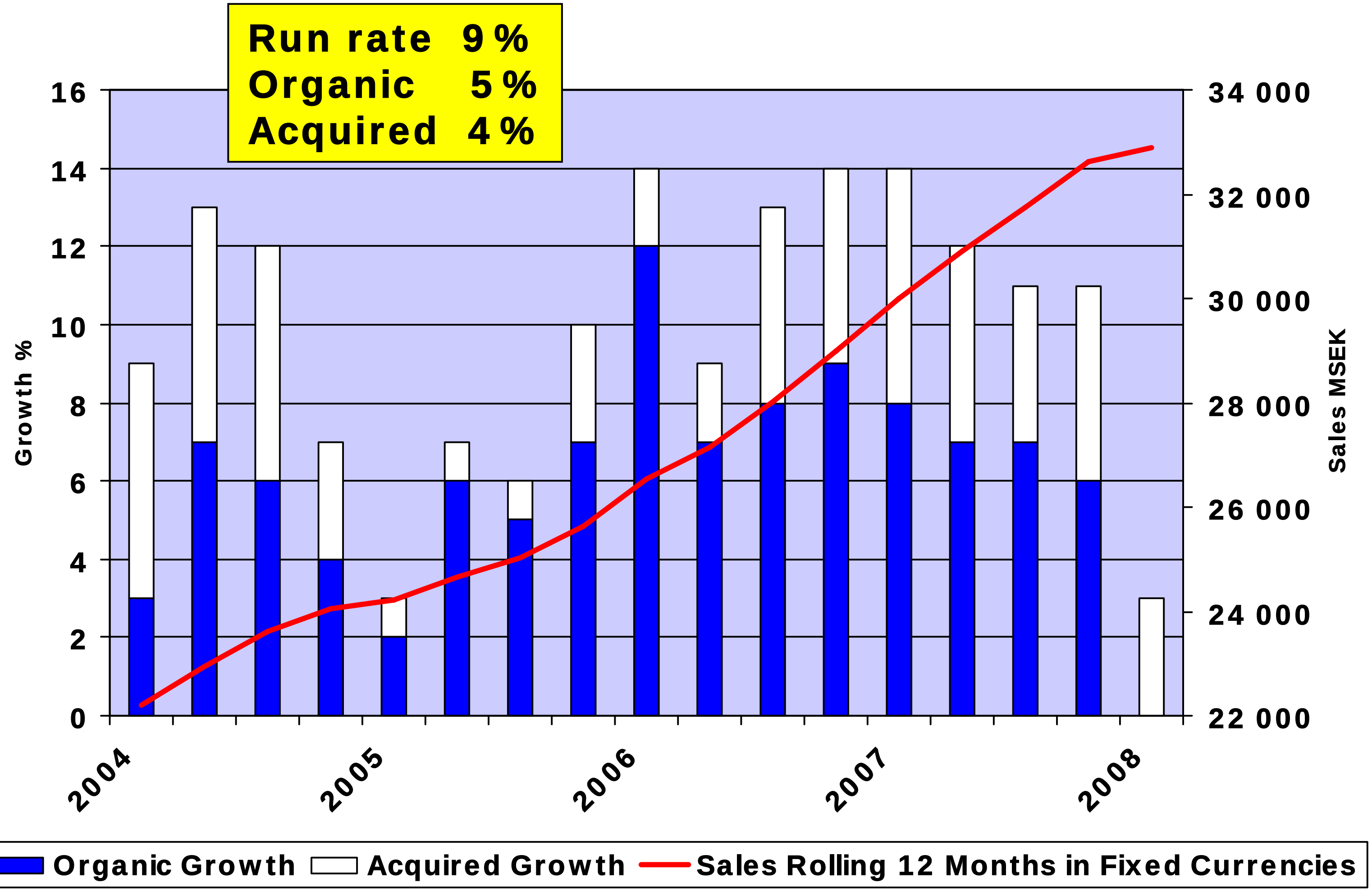
Organic Growth, %



Sales Highlights

- **Strong growth on new markets, >20%, 14% (12) of total sales**
  - Baodean & iRevo
- **Electromechanical continued progress**
- **Breakthrough agreement with Lenel**
  - Fargo, VertX and EDGE
- **HiO door solutions commercially introduced**
- **Collaboration developing well with Microsoft and Cisco**
- **Intensified investments in R&D**

Sales Growth - Currency Adjusted



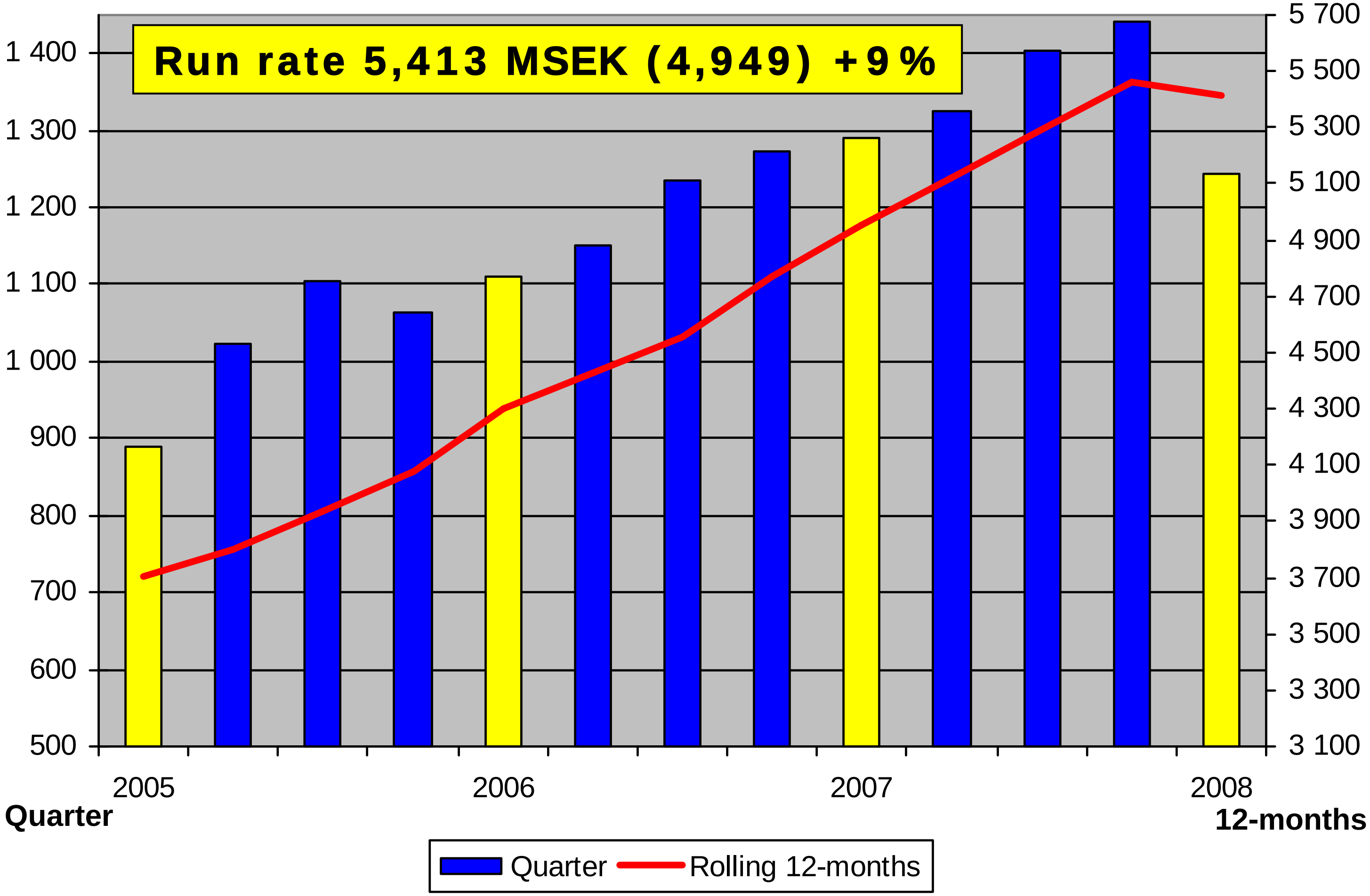
Acquisitions Q1 2008

- **Beijing Tianming acquired, China** (Asia Pacific)
- **Public bid for Copiax, Sweden** (EMEA)
- **Two small acquisitions in Croatia** (EMEA) **and Australia** (Entrance Systems)
- **Pending approvals for SimonsVoss** (EMEA) **and Valli&Valli** (EMEA)
- **Adds 1,020 MSEK annualized sales (+3.1% growth)**

Beijing Tianming – Fire Rated Doors, China

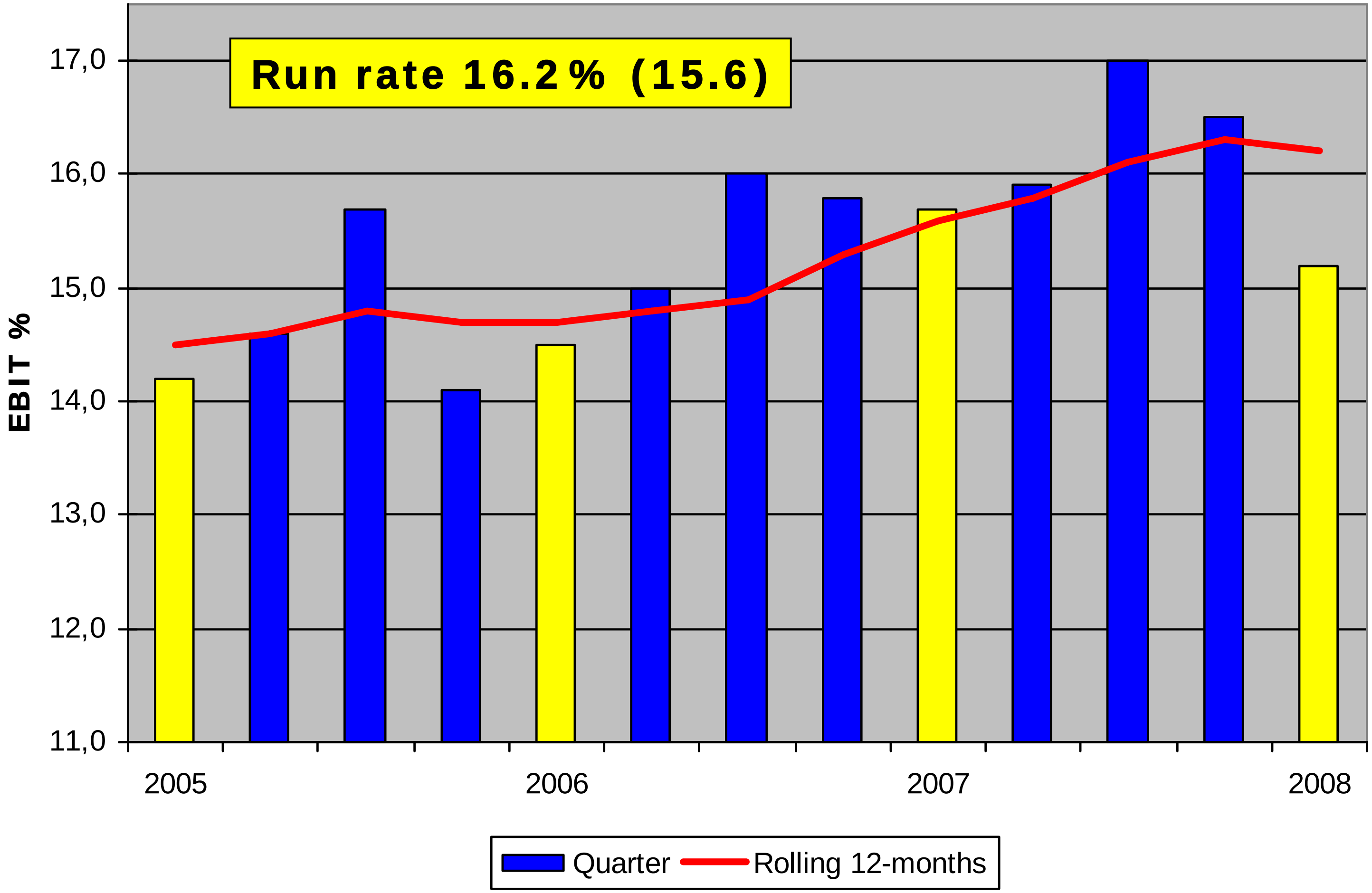
- Expansion in China
- Leading in high security fire rated steel doors
- Focus on specification, total door solution
- Complements Wangli's high security steel doors
- Sales 2008 120 MSEK

Operating Income* (EBIT) MSEK



*Rolling 12-months excludes 2006 restructuring costs of 1,474 MSEK

Operating Margin* (EBIT)



*Excluding 2006 restructuring costs of 1,474 MSEK

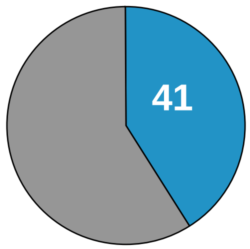
Margin Highlights Q1

- **Price +2%**
- **Volume -2%**
- **Gross margin improved**
  - – Raw material compensated
  - – Restructuring supports the profit, 18 sites closed
    - o Total reduction of 1,534 employees
    - o Quarterly saving 55 MSEK (run rate 100 MSEK, 67% completed)
- **Dilution from acquisitions as expected**
- **Geographic mix and currency effect**

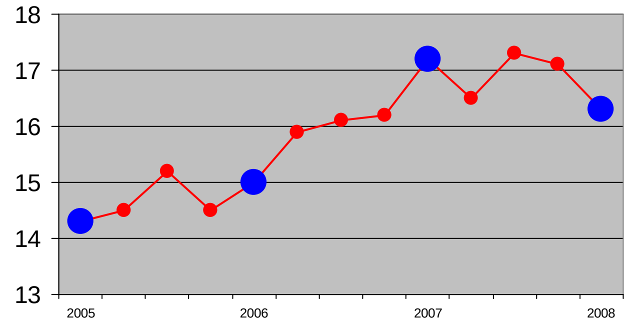
Division - EMEA

- Negative demand in Finland, Scandinavia, Germany, UK and Spain
- Good development in Eastern Europe and Middle East
- Restructuring adds to profit
- Closure of Rosselyn, South Africa
- Operating margin (EBIT)
  - \- Volume
  - \+ Price increases
  - \+ Restructuring savings

SALES
share of
Group total %



EBIT %



Division - Americas

- Commercial in stable progress
  - ➢ Good quotation activity but high economic uncertainty
- Electromechanical double digit growth
- Residential in strong negative demand
- South America in good progress
- Closure of Yale Mexico

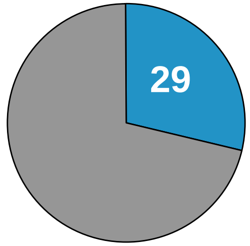
- Operating margin (EBIT)

  = Volume

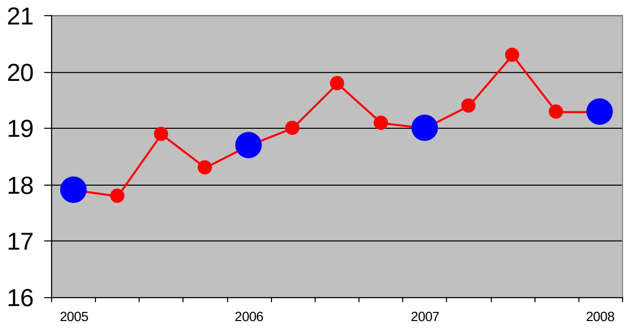
  + Price management

  + Restructuring savings

SALES
share of
Group total %



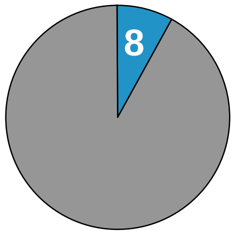
EBIT %



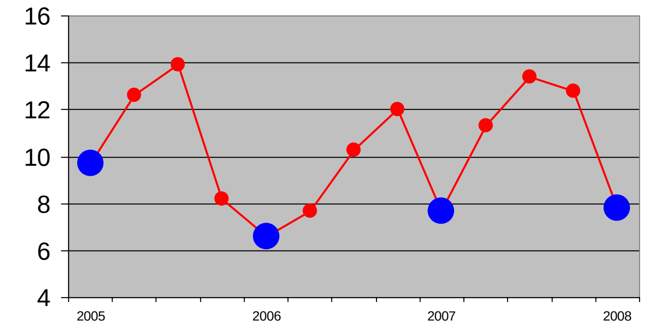
Division - Asia Pacific

- Continued strong development in Asia and in particular China
- Low growth in Australia and New Zealand
- iRevo diluted as expected by -1.0%
- Good underlying improvement
- Closure of Brisbane
- Operating margin (EBIT)
  - \+ Volume growth
  - \+ Implemented price increases
  - = Raw material compensated

SALES
share of
Group total %



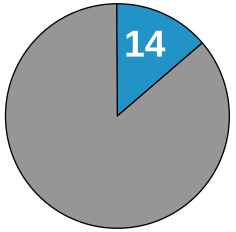
EBIT %



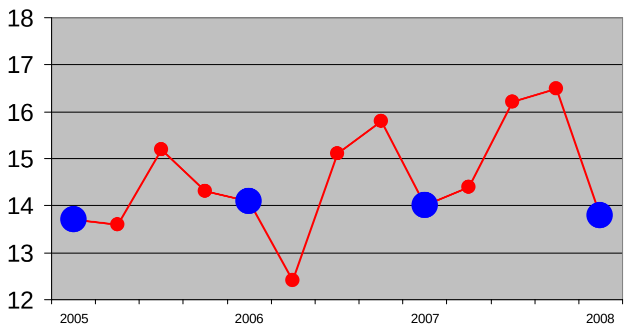
Division - Global Technologies

- Strong performance from HID/Fargo
  - ➢ New products drives sales
- Good sales development in Hospitality
  - ➢ Affected by currency
- ITG negative sales development
  - ➢ De-selection of low margin customers and large order in Q1 2007
- Operating margin (EBIT)
  - \+ Volume HID/Fargo
  - \- Currency effect Hospitality

SALES
share of
Group total %



EBIT %

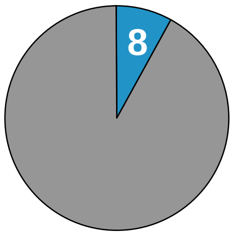


Division - Entrance Systems

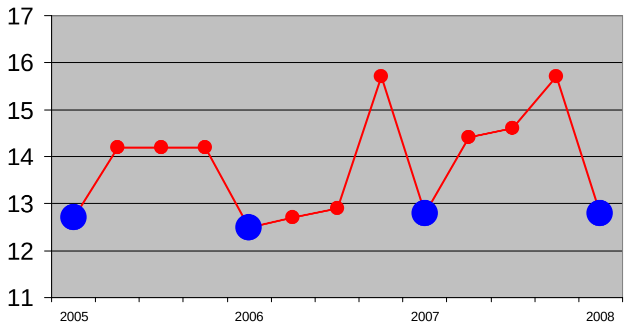
- Strong development in APAC and emerging markets
- Slow development in US and Europe
- Order intake remains sluggish
- Manufacturing in Czech republic up & running

- Operating margin (EBIT)
  - = Volume
  - - Transfer cost of manufacturing
  - + Efficiency gains

SALES
share of
Group total %



EBIT %



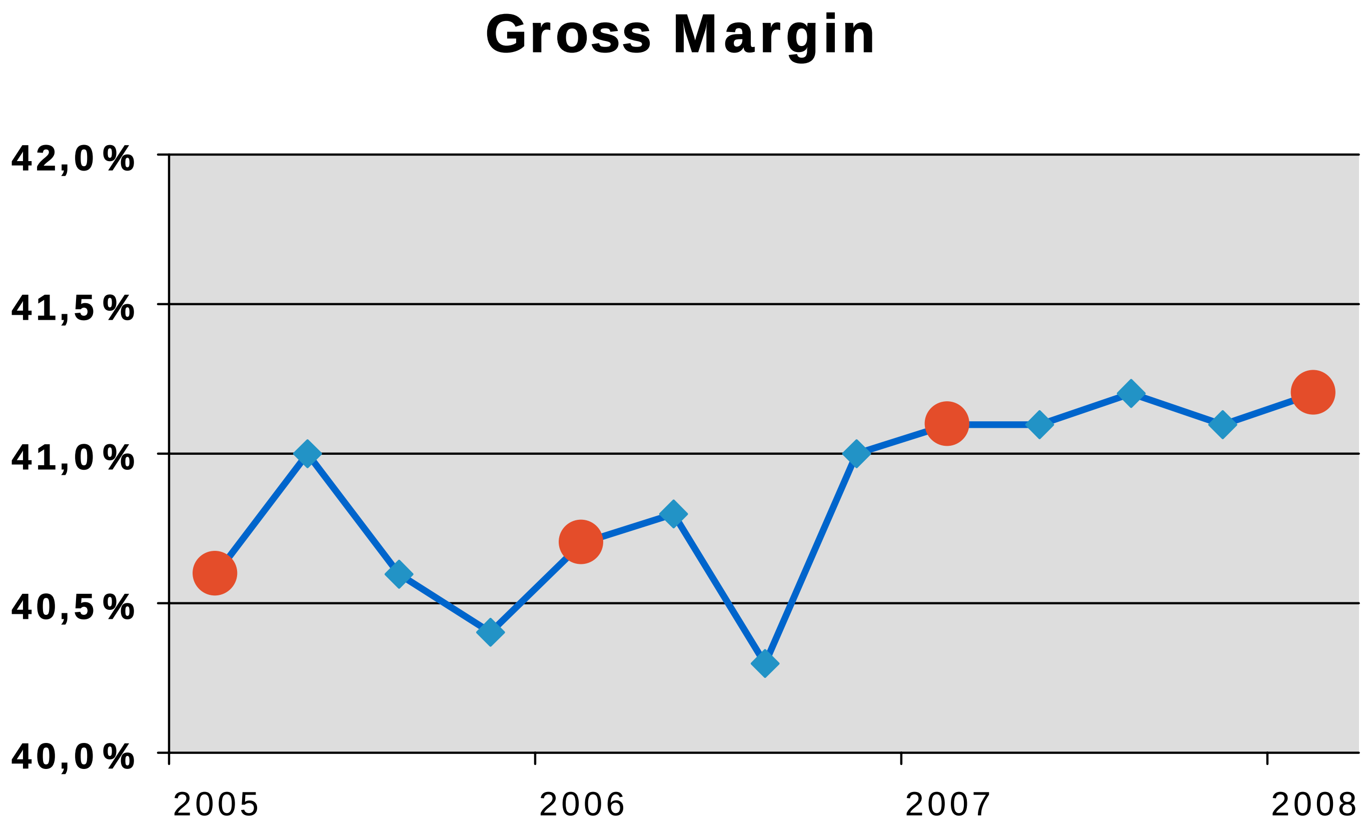
Q1 Report 2008
Tomas Eliasson, CFO

Financial Highlights Q1 2008

MSEK	2006	Full Year 2007	Change	2007	First Quarter 2008	Change
Sales	**31,137**	**33,550**	**+8%**	**8,227**	**8,203**	**+0%**
Whereof						
Organic growth			+7%			+0%
Acquired growth			+5%			+3%
FX-differences		-1,131	-4%		-275	-3%
Operating income (EBIT)	**4,771***	**5,458**	**+14%**	**1,289**	**1,244**	**-3%**
EBIT-margin (%)	15.3*	16.3		15.7	15.2	
Operating cash flow	**3,528**	**4,808**	**+36%**	**805**	**583**	**-28%**
EPS (SEK)	7.99	9.02	+13%	2.16	2.08	-4%

*Excluding restructuring costs of 1,474 MSEK for the full year

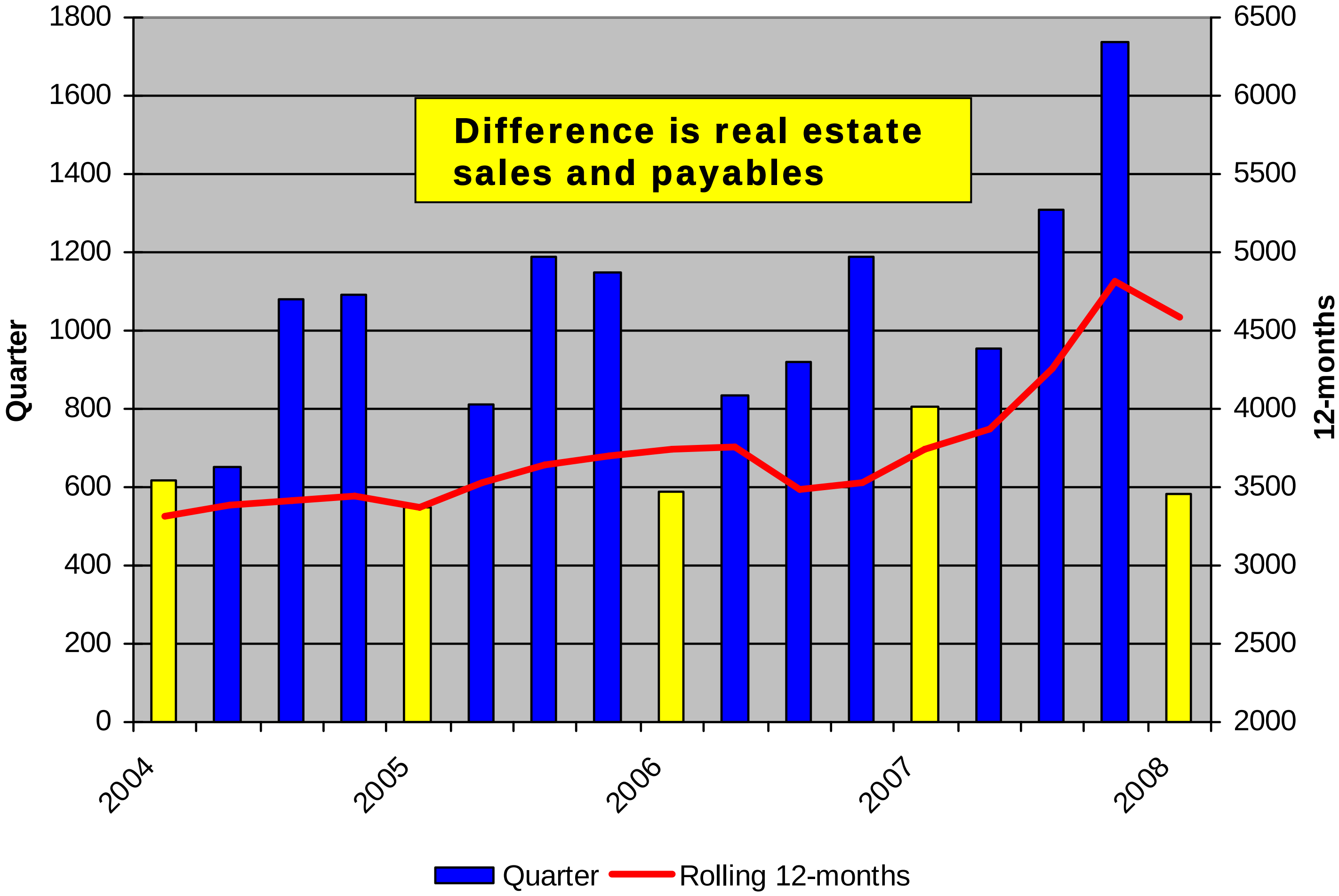
P&L – Development



P&L – Components
Q1 Year-on-Year

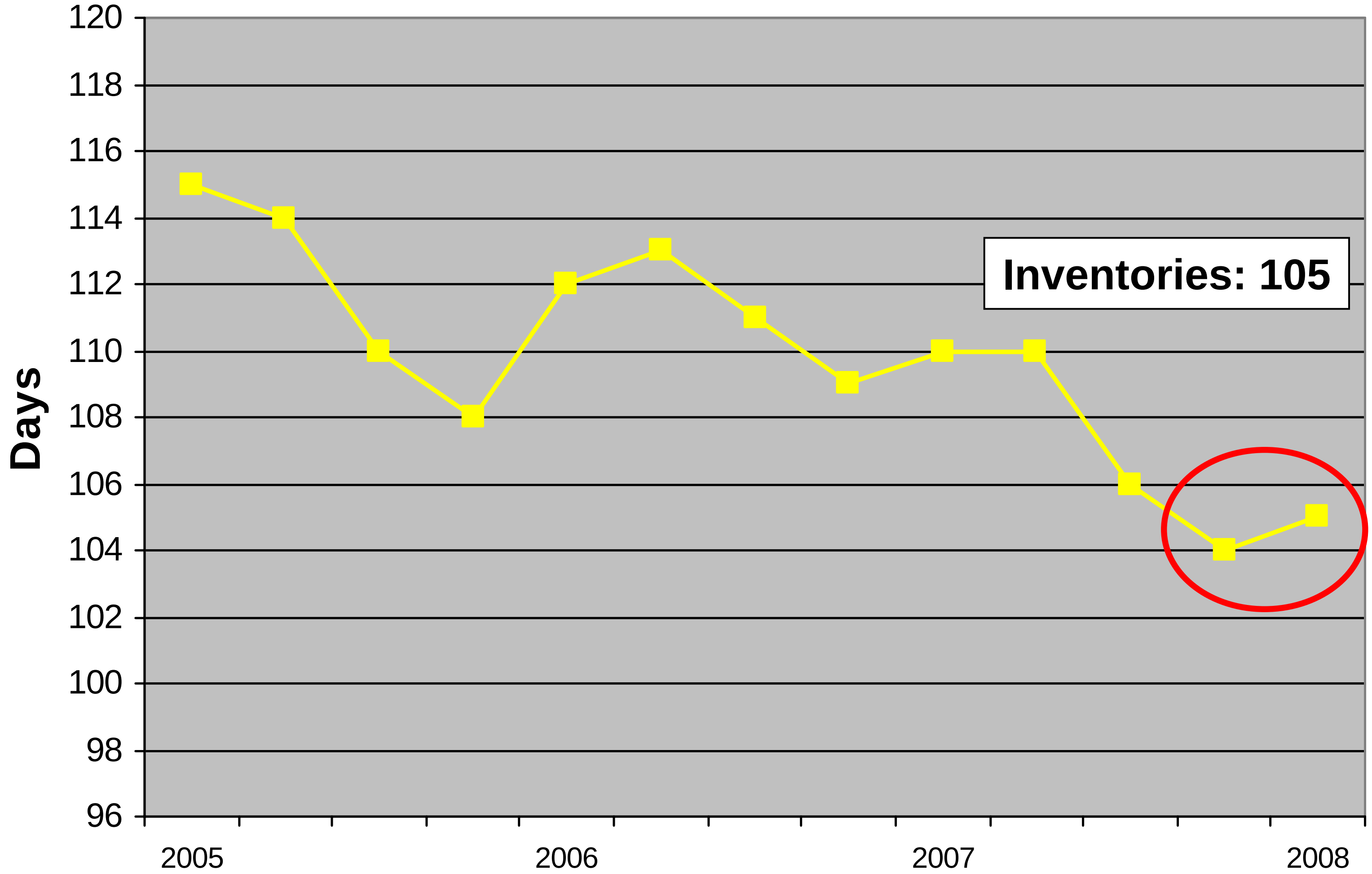
	2007	2008
Direct material	30.9%	31.4%
Conversion costs	28.0%	27.4%
Gross Margin	41.1%	41.2%
S, G & A	25.4%	26.0%
EBIT	15.7%	15.2%

Operating Cash Flow, MSEK

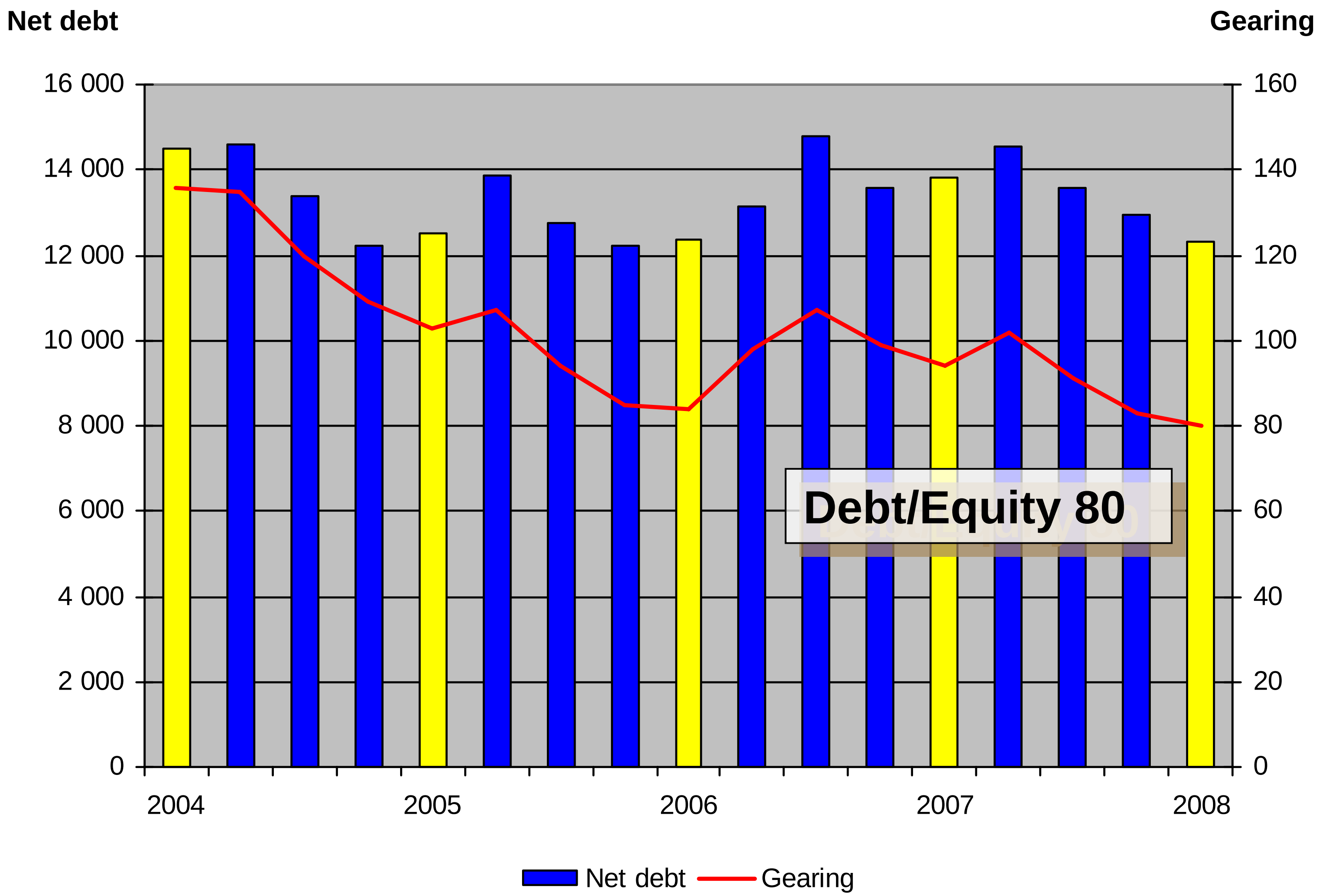


Working Capital
Receivables

Working Capital
Inventories

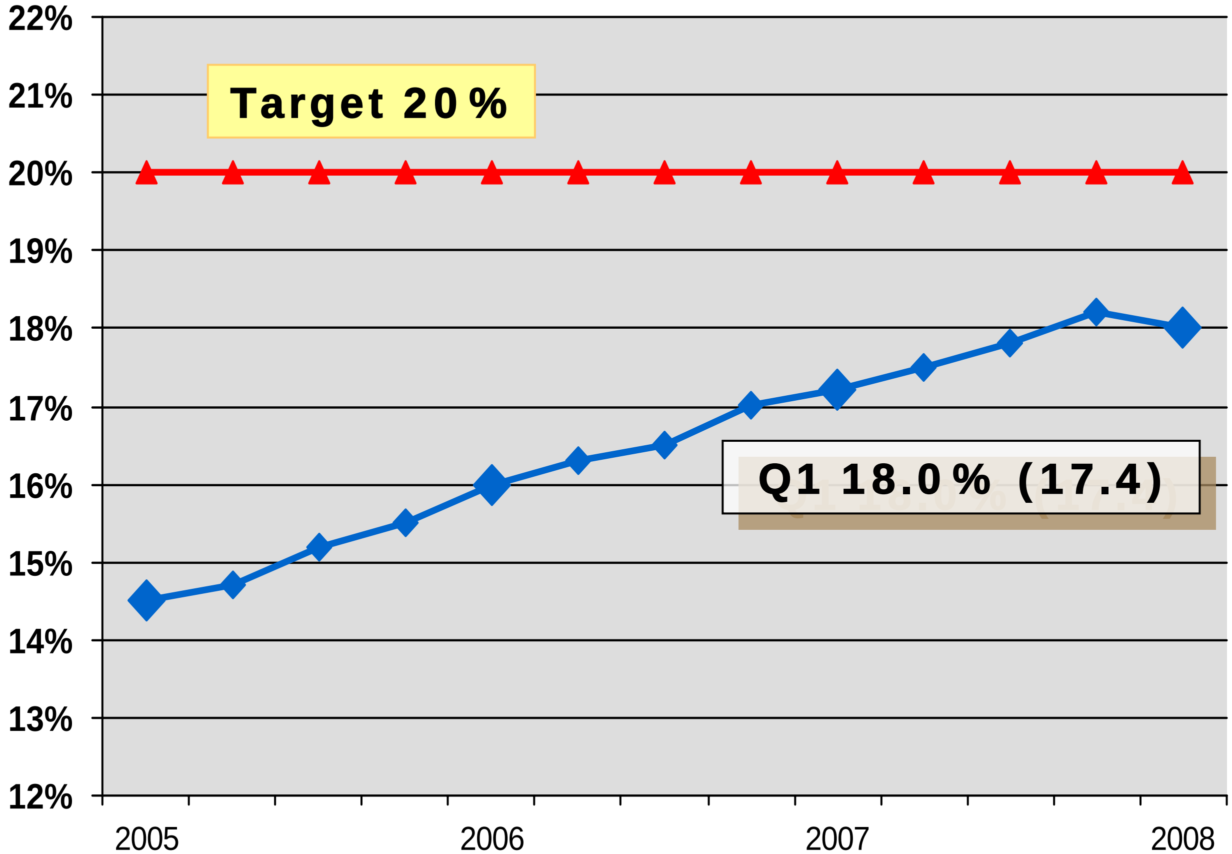


Gearing % and Net Debt MSEK



Return On Capital Employed* %

Rolling 12 Months



*2006 excludes restructuring

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Conclusion Q1 2008

- Stable development despite slow start
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- Positive development in US commercial
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- Good underlying efficiency with gross margin improved
- The Easter effect is expected to reverse in Q2

Outlook

- Organic sales growth is expected to continue at a good rate
- The operating margin (EBIT) and operating cash flow are expected to develop well

Q&A

Conclusion Q1 2008

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- Good underlying efficiency with gross margin improved
- The Easter effect is expected to reverse in Q2