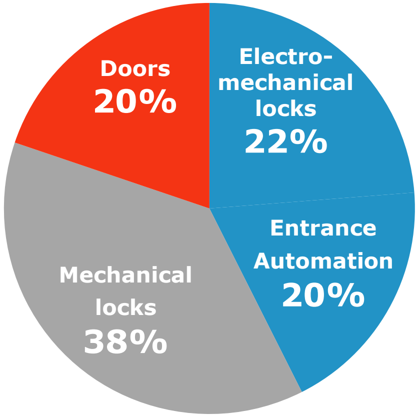
ASSA ABLOY overview

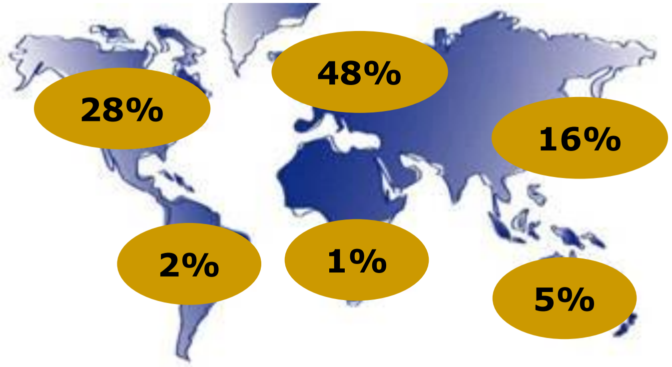
Financials (SEK bn)

Net sales	41.8
EBIT	6.6
Op cash flow	6.1
Net debt	14.2
Market cap	70

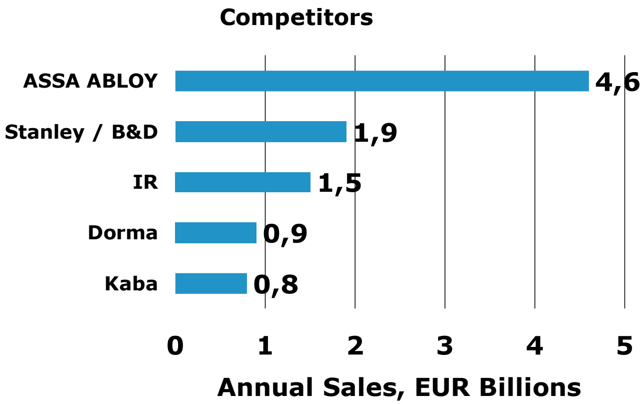
Sales by product group Dec 2011



Sales by region Dec 2011



Leading market positions



Financial highlights Q4 2011

- **Strong quarter with record sales and earnings**
  - Strong growth in Asia, Africa, Global Tech and Entrance Systems
  - Stable development in Europe and North America
  - South America and Pacific negative
  - New footprint program launched with closure of 17 sites

- **Sales** **11,744 MSEK** **+22%**

  +4% organic, +20% acquired growth, -2% currency

- **EBIT** **1,881 MSEK *)** **+17%**

  Currency effect -42 MSEK

- **EPS** **3.43 SEK **)** **+20%**

  Underlying tax rate 23%

*) Excluding restructuring items of 1,420 MSEK
**) Excluding one-off items of 1,167 MSEK

Financial highlights Jan-Dec 2011

- **Strong performance in a tough environment**

- **Sales** **41,786 MSEK** **+ 13%**

  +4% organic, +17% acquired growth, -8% currency

- **EBIT** **6,624 MSEK *)** **+10%**

  Currency effect -430 MSEK

- **EPS** **12.30 SEK **)** **+13%**

  Underlying tax rate 23%

*) Excluding restructuring items of 1,420 MSEK
**) Excluding one-off items of 736 MSEK

Market highlights

- ASSA ABLOY branded sales 80%
- Global footprint implemented
  - Low cost country content from 31 to 49% in five years
  - Employees in low cost countries from 34 to 51% in five years
- Successful launch of Mobile Keys for residential market
- Launch of high duty performance printer, HDP 8500
  - Government ID card programs with high volume needs
- Substantial project wins through specification (total door solutions)

verizonwireless

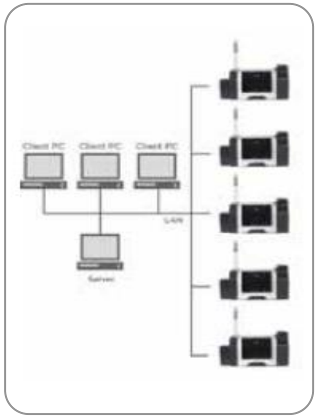
HDP 8500

CMA CGM Headquarters, Marseille

Heathrow terminal 2, London

High Duty HDP 8500
ID production in the most demanding environments

- First decentralized high duty ID card printer in the industry
  - For large (government & other) ID card programs
- Networked printing, secure ID cards issued from multiple sites
- Passports, driving licenses, national IDs and health cards, vehicle identification, employee and personal IDs



Scalable system architecture

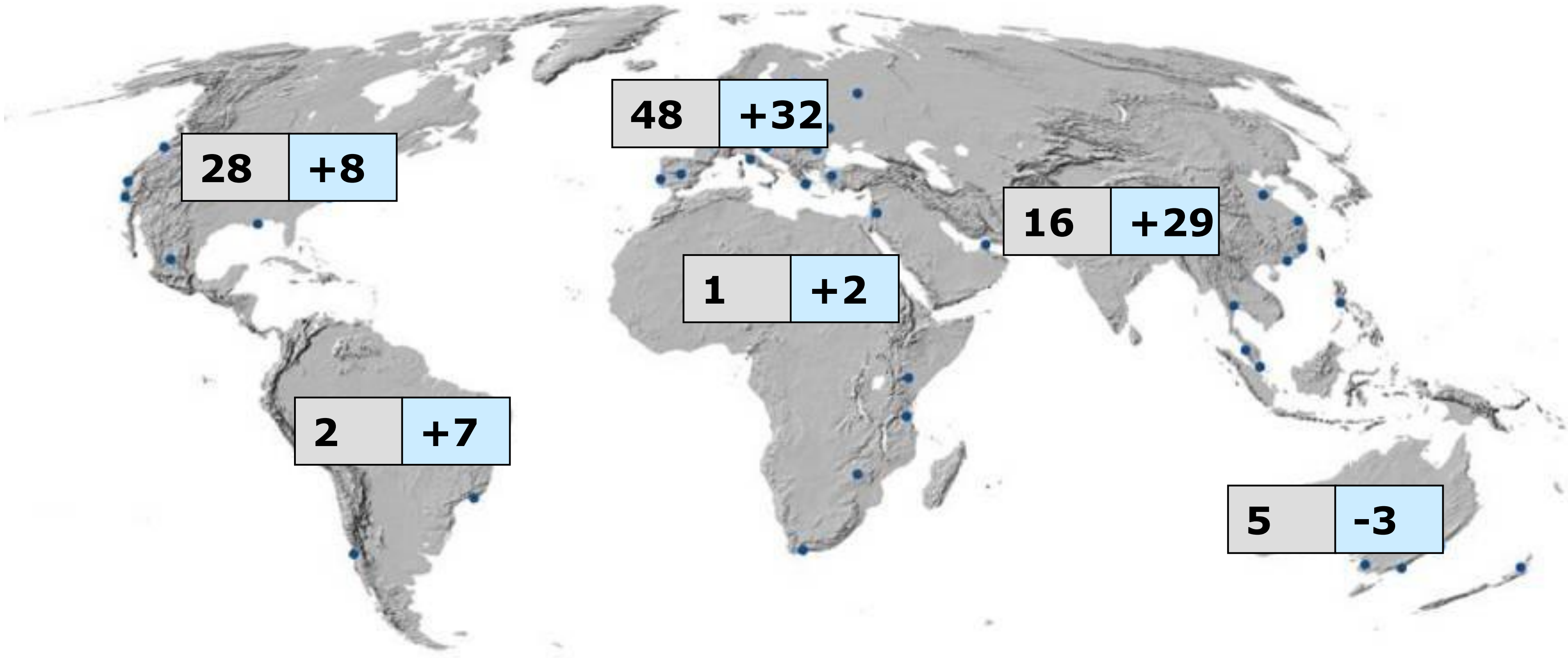
High definition printing

HDP 8500, heavy duty printer

Substantial project wins through specification

Total door solutions

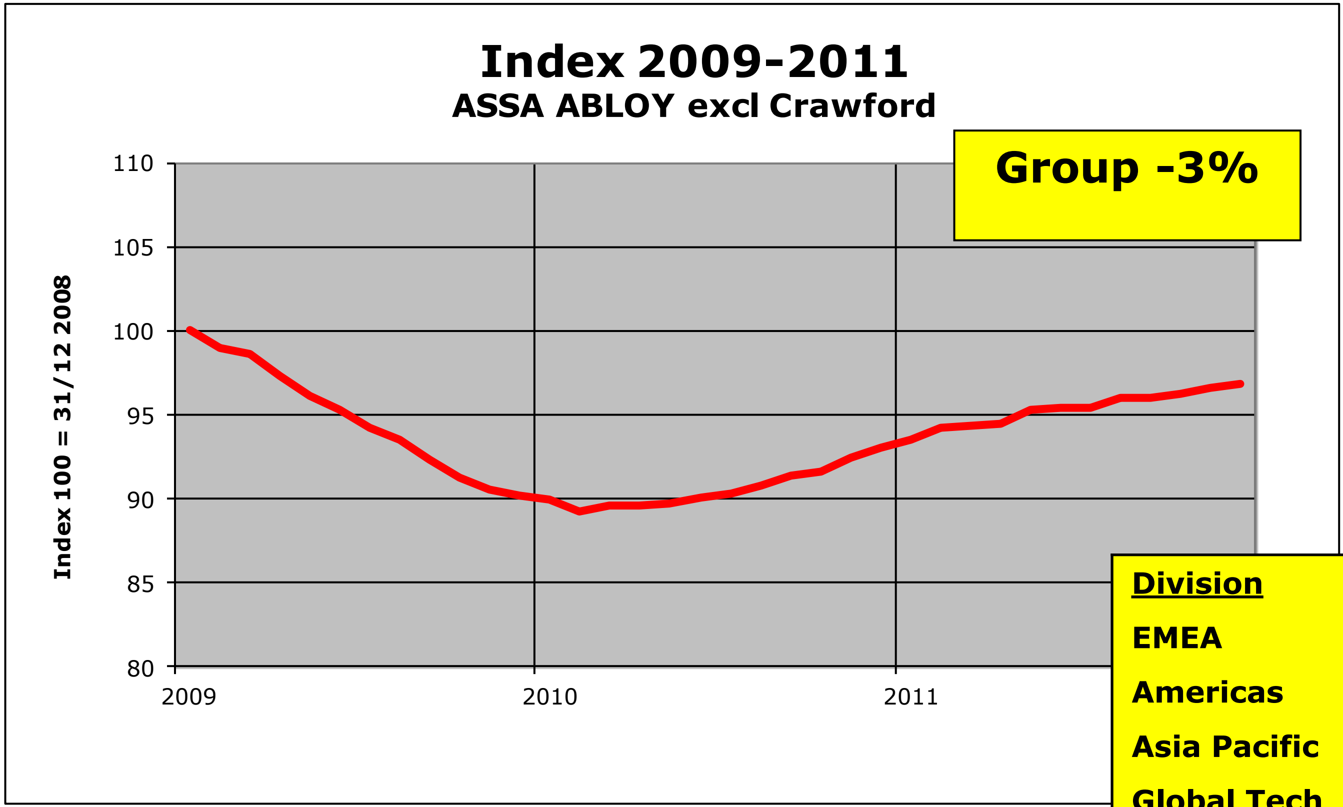
Group sales in local currencies Jan-Dec 2011



Share of Group sales 2011 YTD, %
Year-to-date vs previous year, %

Organic growth index *)

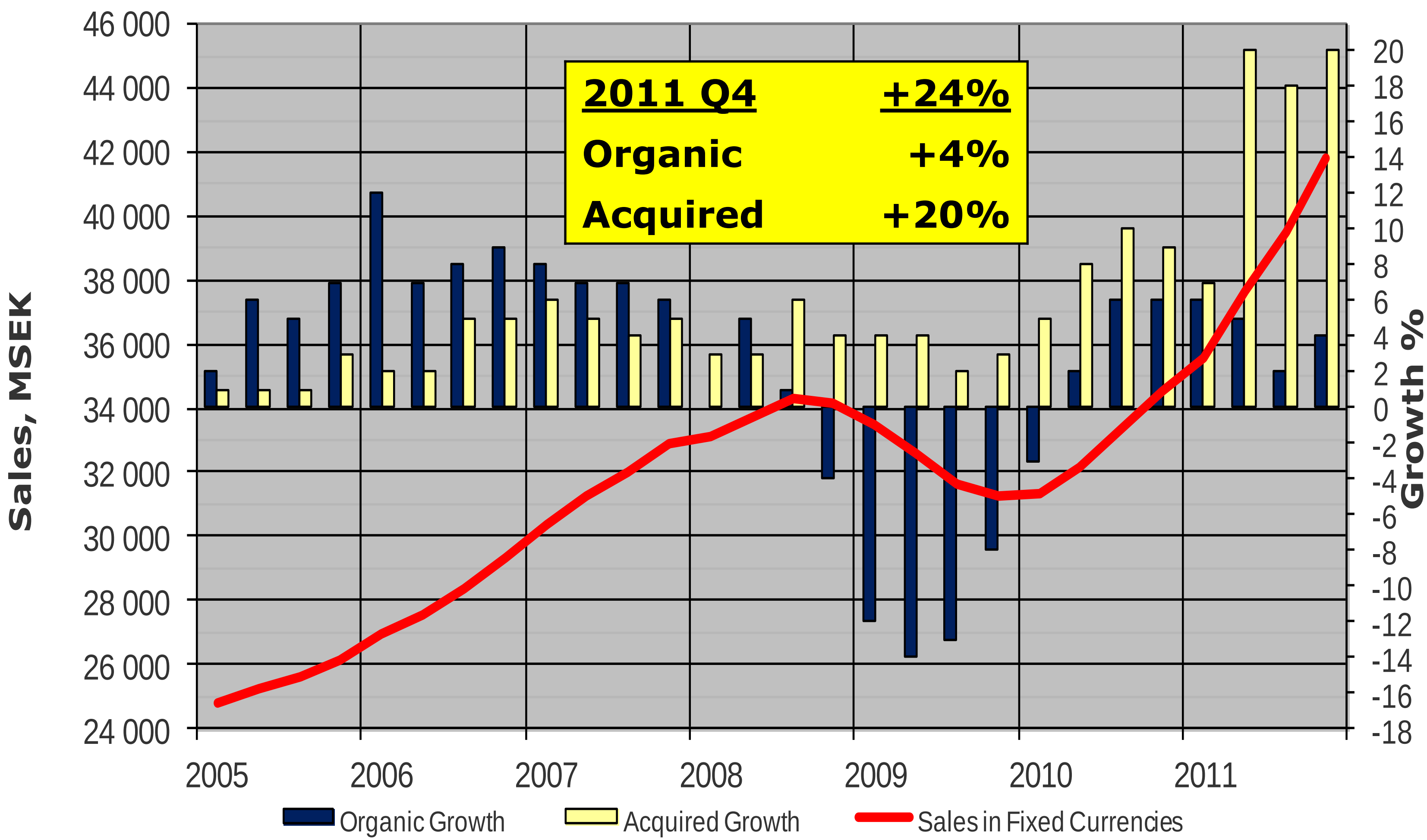
Recovery from recession



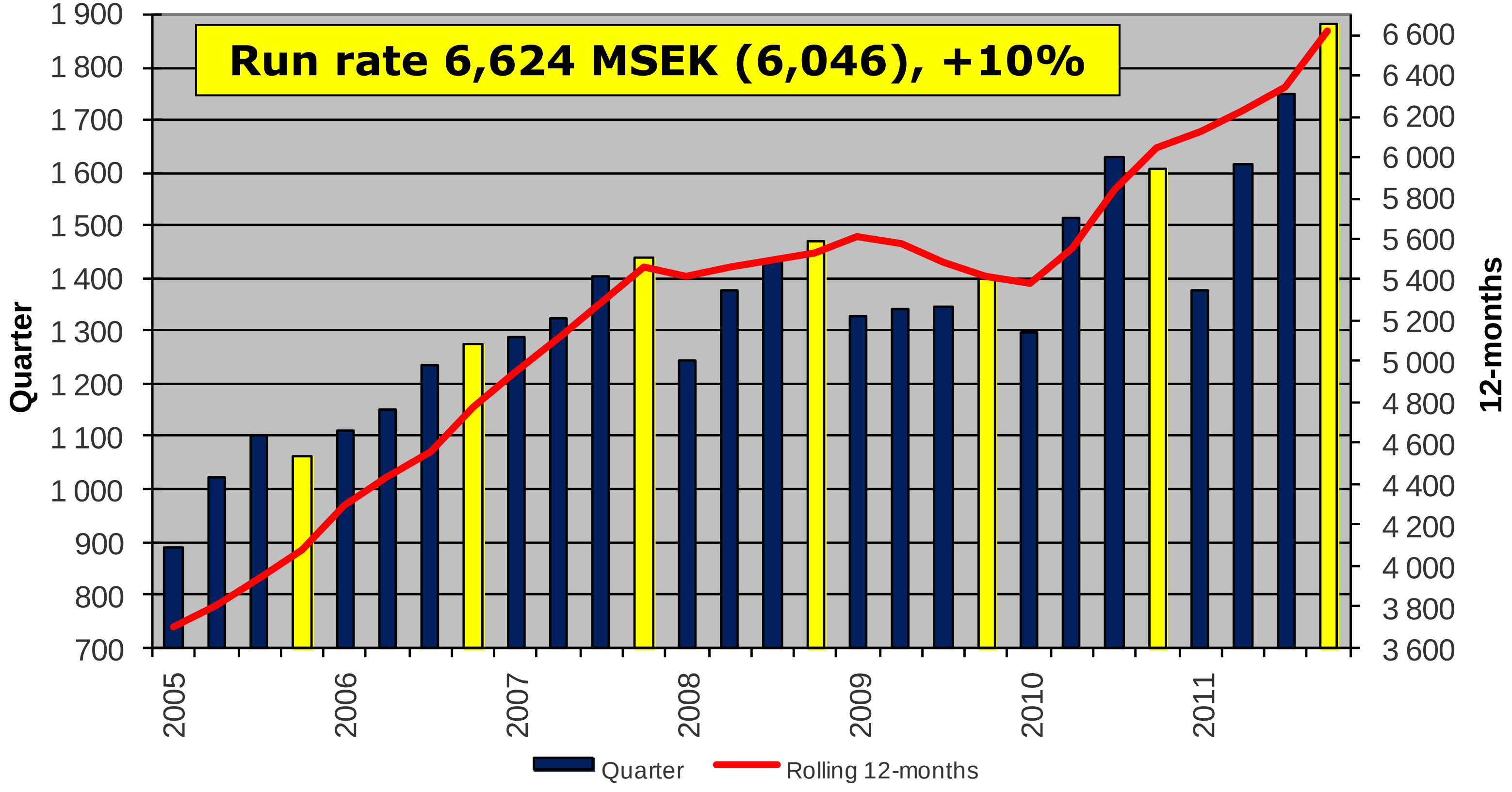
Division	Index
EMEA	-8%
Americas	-17%
Asia Pacific	+30%
Global Tech	+7%
Entrance **)	-5%

*) With all acquisitions as per 31/12/2011 historically restated
**) Door automatics stand-alone +2%

Sales growth Q4 2011 - Currency adjusted

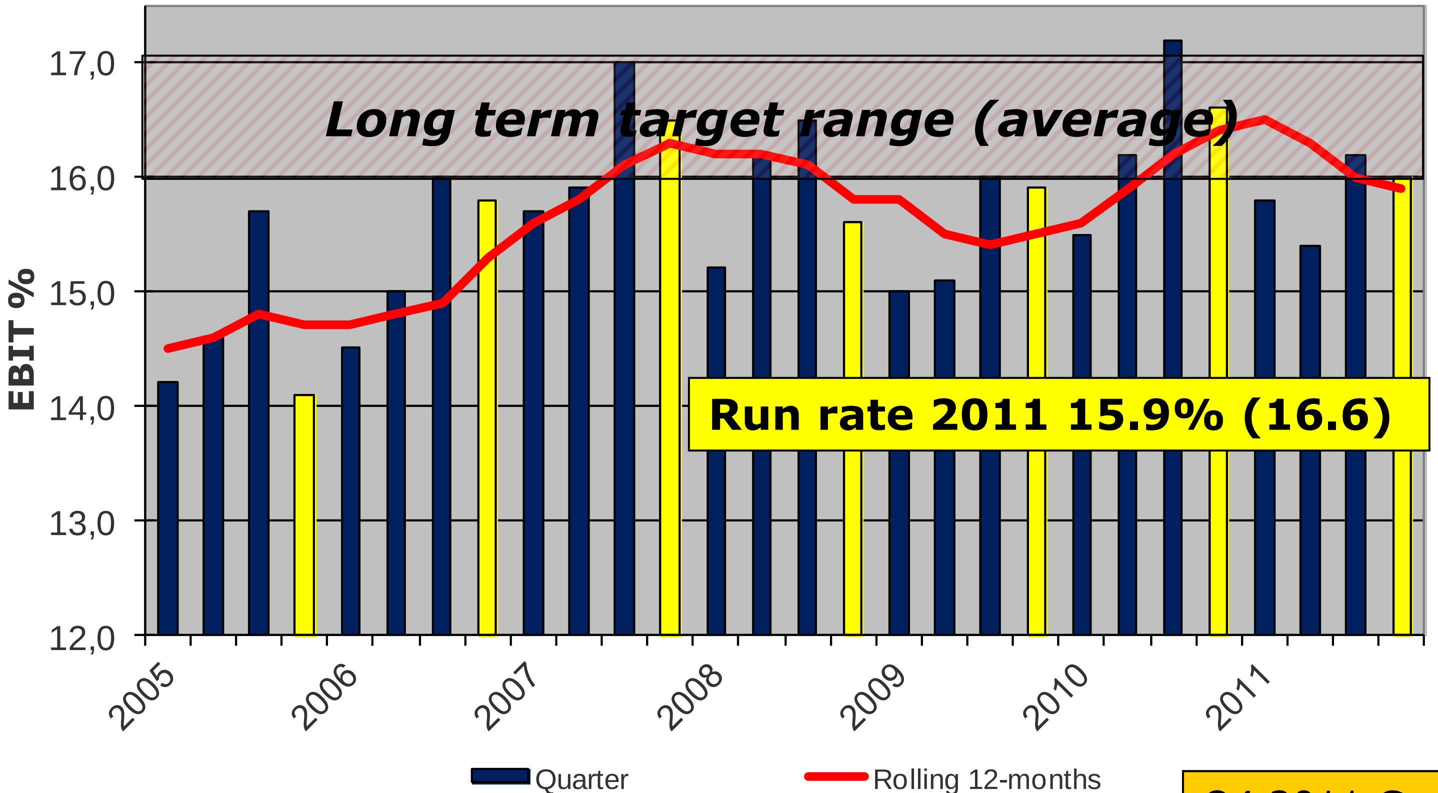


Operating income (EBIT), MSEK



*) Excluding restructuring items of 1,420 MSEK in Q4 and full year 2011

Operating margin (EBIT)*, %



Q4 2011 Group Dilution

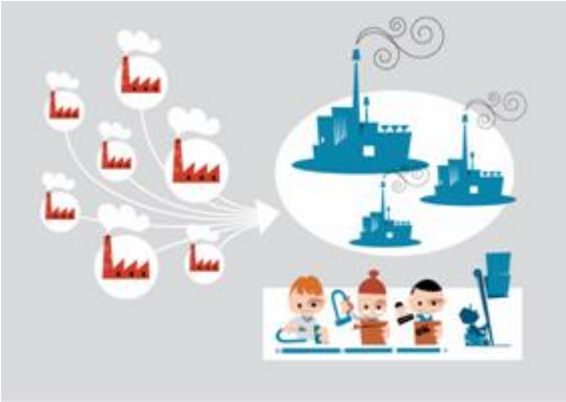
Crawford	-0.2%
Other acquisitions	-0.5%

*) Excluding restructuring items of 1,420 MSEK in Q4 and full year 2011

New manufacturing footprint program

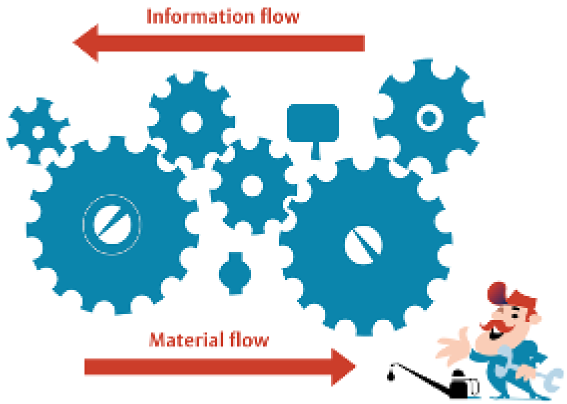
- 17 factories to be closed
  - Further consolidation within the ASSA ABLOY Group
  - Cost 1 420 MSEK, net 1 016 MSEK (after 404 MSEK Cardo capital gain)
  - Cost fully booked in Q4, payback 3 years

- Status manufacturing footprint programs 2006-2009:
  - 44 factories closed to date, 7 to go
  - 47 factories converted to assembly, 6 to go
  - 23 offices closed, 2 to go
- Personnel reduction YTD 5,869p
- 457 in further planned reductions



→ 1 665 MSEK of the provision remains for all programs

Margin highlights Q4 2011



EBIT margin 16.0% (16.6), -0.6%

+ Volume increase 3%, price 1%

+ Margin expansion 0.2%
    + Manufacturing footprint & efficiency improvements
    - Geographical mix and project orders

- Dilution from acquisitions by -0.7%

- Negative currency effect –0.1%

Acquisitions 2011

- **18 acquisitions done in 2011**
- **Annualized sales 6,800 MSEK, +18%**

- **Major acquisitions 2011:**
  - → Cardo, SE
  - → Swesafe, SE
  - → Lasercard, US
  - → FlexiForce, NL
  - → Portafeu, FR
  - → Angel Metal, KR

ANGEL CARDO SWESAFE Portafeu FERMETURES COUPE-FEU flexiforce 1980-2010 innovations for overhead doors LaserCard

Acquisitions 2012

- **Fully active**
- **3 acquisitions done so far in 2012**
- **Annualized sales 1,850 MSEK, +5%**

- **Major acquisitions Jan-Apr 2012:**
  - → Albany, US
  - → Dynaco, BE
  - → Securistyle, UK

Albany Door Systems

- Market leader in high speed doors
- Strong presence in Europe and US
- Sales and service has good fit with Crawford and Besam (direct channel)
- Total sales 185 MUSD with 700 employees
- Accretive to EPS from start

Application	Machine protection	Food	Clean	Cold	Stores
					

Dynaco

- Market leader in distribution of high speed doors
- Sales in 60 countries through global network of distributors
- Leading patented products
- Total sales 51 MEUR with 140 employees
- Accretive to EPS from start

Securistyle

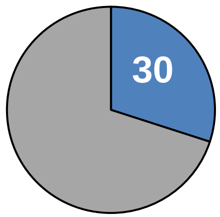
- Leading manufacturer of window hardware to the OEM industry
- Strong presence in UK with exports to Europe, India and China
- Combination of Securistyle and Yale UK gives full range of products
- Total sales 21 MGBP with 205 employees
- Accretive to EPS from start

Window hardware products

Division - EMEA

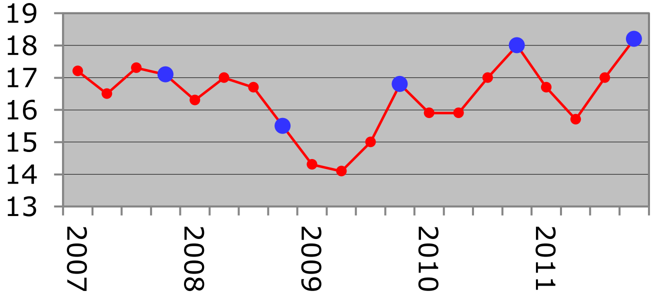
- Market slightly improved
- Growth in Scandinavia, Finland, Germany, UK and Eastern Europe
- France and Benelux are stable
- Southern Europe with Spain and Italy in strong decline
- Efficiency improvements gave record margin

SALES
share of
Group total %



- Operating margin (EBIT)
  - \- Volume +1%
  - \- Material cost
  - \+ Restructuring savings
  - \- Acquisition dilution by 0.4%

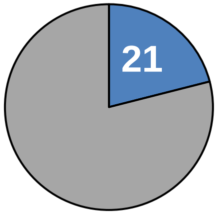
EBIT %



Division - Americas

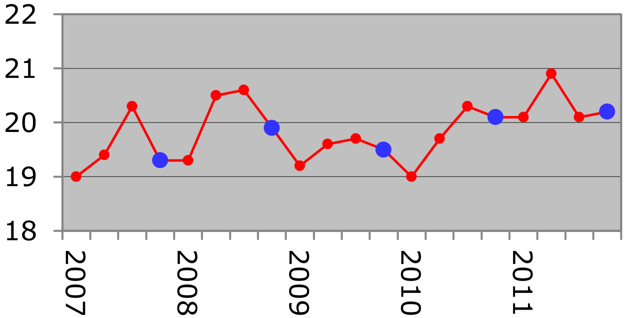
- Institutional construction more stable
- Good growth of high security, residential and elmech
- Weak sales in Brazil, Mexico, Latin America, Canada and security doors
- Margin sustained through efficiency gains

SALES
share of
Group total %



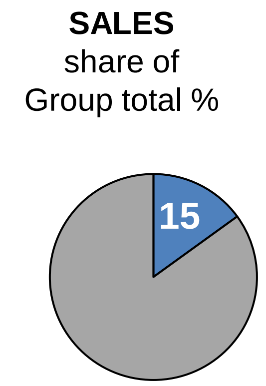
- Operating margin (EBIT)
  - Volume 0%
  - Material cost
  + Efficiency improvement

EBIT %



Division - Asia Pacific

- Strong growth in China, Korea and South East Asia including India
- Australia declining due to weak commercial demand
- New earthquake in New Zeeland hampers demand
- Weakening demand expected in China
- Negative mix due to Pacific and China doors

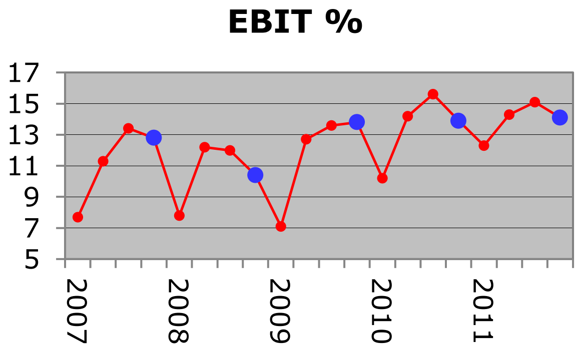


- Operating margin (EBIT)

  = Volume +9%

  - Raw material

  - Sales mix



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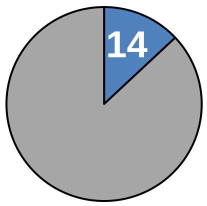
Division - Global Technologies

- HID
  - Access control with SIO in good growth
  - ActivIdentity and new Secure Issuance printers doing well
  - E-gov and Identification Technology had a slow quarter
  - Project orders dilutes

SALES
share of
Group total %

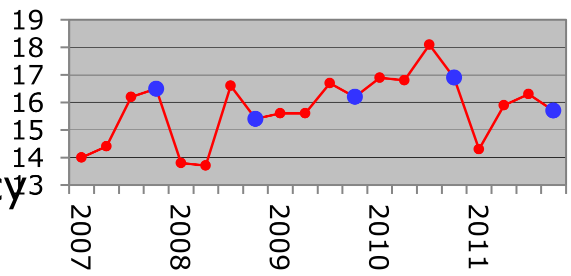


- Hospitality
  - Good growth despite that new hotel constructions are still slow
  - NFC locks continues its success story, >70% of all new locks

- Operating margin (EBIT)

+ Volume +7% (18)
- Dilution by 1.2% from acquisitions & currency

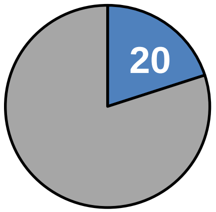
EBIT %



Division - Entrance Systems

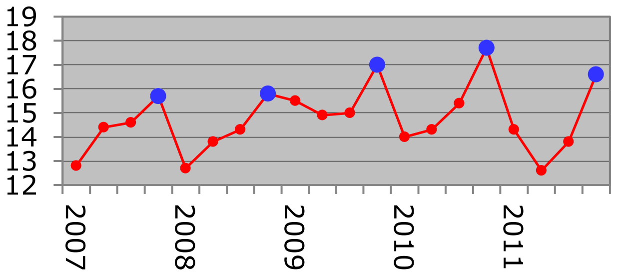
- Strong growth of Besam, Crawford and FlexiForce
- Service sales in good growth
- Ditec and Normstahl slightly negative
- Consolidation of manufacturing initiated
- Sales +142% and EBIT +127%

SALES
share of
Group total %



- Operating margin (EBIT)
  - \+ Volume +7%
  - \- Dilution from acquisitions 1.1%
  - \- Increased sales of doors

EBIT %



The new ASSA ABLOY Entrance Systems

ASSA ABLOY Entrance Systems

Sales 10.8 BSEK

EBIT >12%

Besam	Crawford	Albany	Flexiforce	Dynaco	Normstahl	Ditec
3.3 BSEK	**3.6 BSEK**	**1.2 BSEK**	**0.6 BSEK**	**0.4 BSEK**	**0.9 BSEK**	**0.8 BSEK**

Direct sales 75%

Distribution sales 25%

38% of Agta Record, Sales 2.0 BSEK

Financial highlights Q4 2011

MSEK	4th Quarter 2010	4th Quarter 2011	4th Quarter Change	Twelve months 2010	Twelve months 2011	Twelve months Change
Sales	**9,648**	**11,744**	**+22%**	**36,823**	**41,786**	**+13%**
Whereof						
Organic growth			+4%			+4%
Acquired growth			+20%			+17%
FX-differences		-195	-2%		-2,309	-8%
Operating income (EBIT) *)	**1,606**	**1,881**	**+17%**	**6,046**	**6,624**	**+10%**
EBIT-margin (%)	16.6	16.0		16.4	15.9	
Operating cash flow	**2,085**	**2,794**	**+34%**	**6,285**	**6,080**	**-3%**
EPS (SEK) **)	**2.86**	**3.43**	**+20%**	**10.89**	**12.30**	**+13%**

*) Excluding restructuring items of 1,420 MSEK for Q4 and full year 2011

**) Excluding one-off items of 1,447 for Q4 and 1,016 MSEK for the full year 2011

Bridge Analysis – Oct-Dec 2011

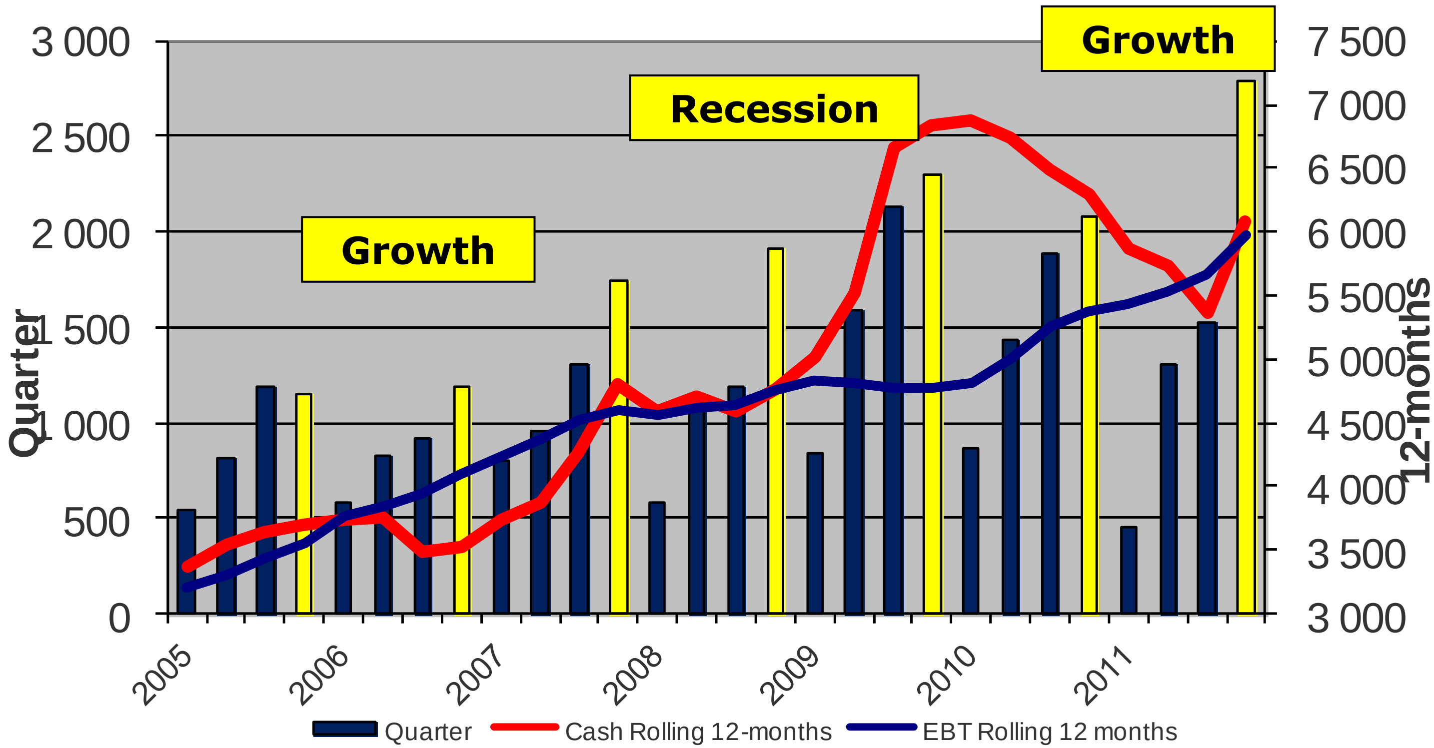
MSEK	2010 Oct-Dec	Acq/Div	Currency	Organic	2011 Oct-Dec
		20%	-2%	4%	22%
Revenues	9,648	1,911	-195	381	11,744
EBIT	1,606	236	-42	80	1,881
%	16.6%	12.4%	21.3%	21.0%	16.0%

Dilution / Accretion		-70 bp	-10 bp	20 bp	

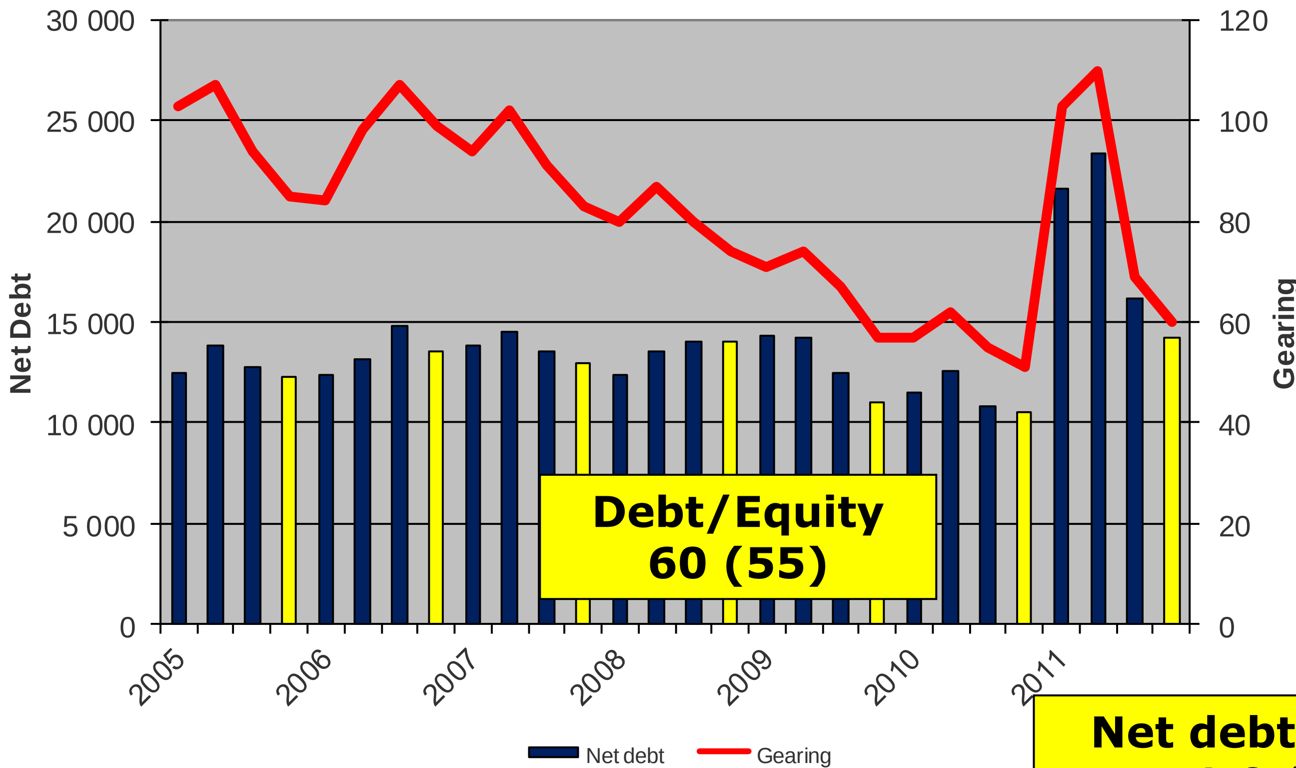
P&L – Components as % of sales

	2010 Q4	2011 Q4 excluding acquisitions	2011 Q4
▪ Direct material	35.3%	36.9%	36.8%
▪ Conversion costs	24.6%	23.7%	25.2%
▪ Gross Margin	40.1%	39.4%	38.0%
▪ S, G & A	23.6%	22.7%	22.0%
▪ EBIT	16.6%	16.7%	16.0%

Operating cash flow, MSEK

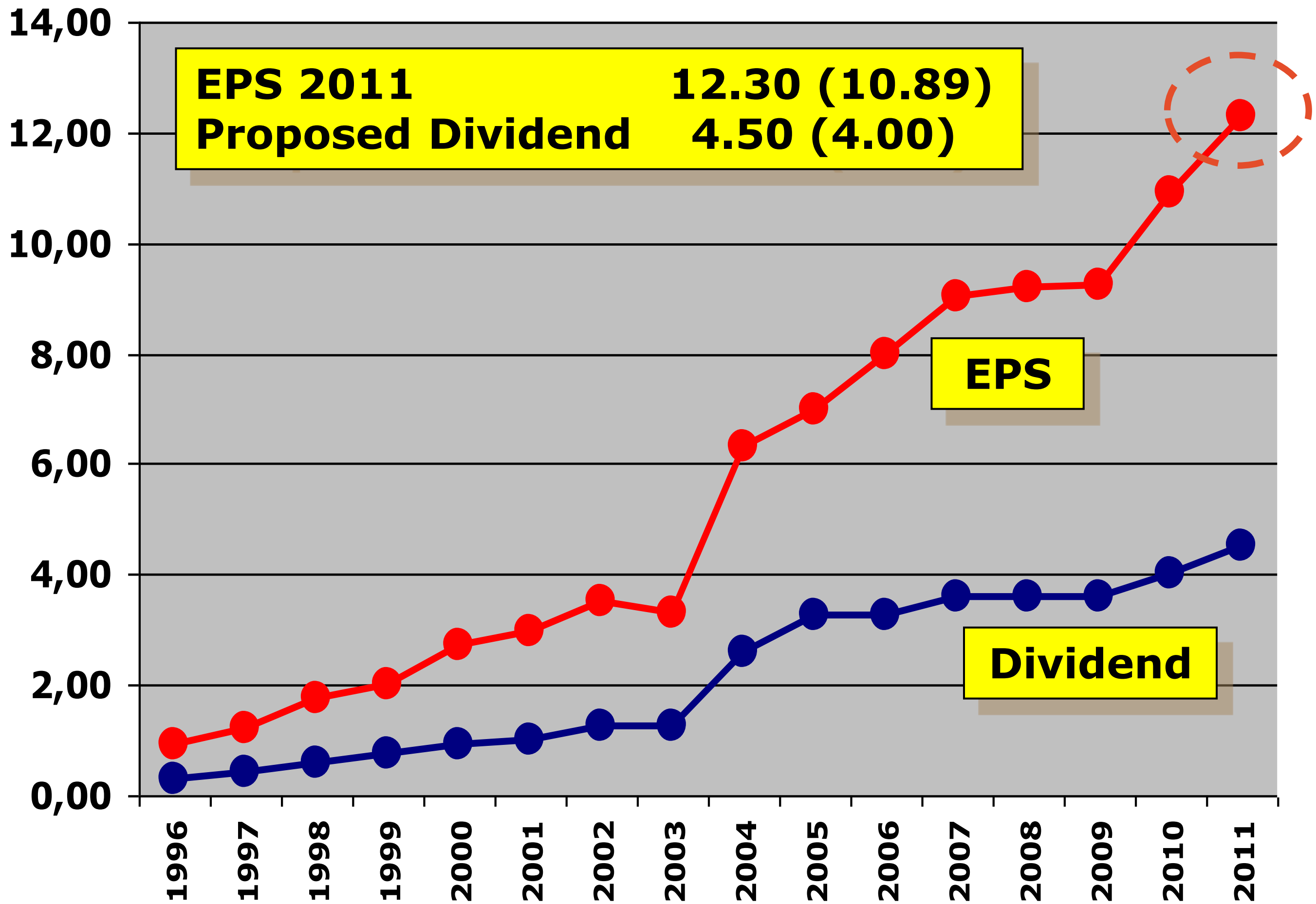


Gearing % and net debt MSEK



Net debt/EBITDA
1.9 (1.5)

Earnings per share and proposed dividend
SEK



Conclusions Q4 2011

- 24% underlying growth with 4% organic
- Strong organic growth in Asia, Entrance Systems and Global Tech
- Stable development in mature markets
- Good evolution in acquired companies
- Dynaco and Albany creates leadership in HSD
- Footprint program launched with 17 closures
- Record profit and cash flow


ASSA ABLOY
Q&A