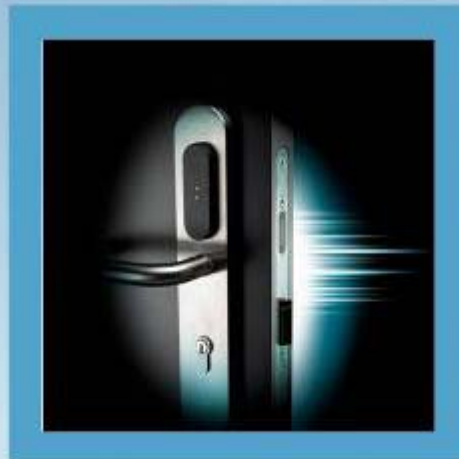


ASSA ABLOY

Q4 Report 2011

Johan Molin
President & CEO



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

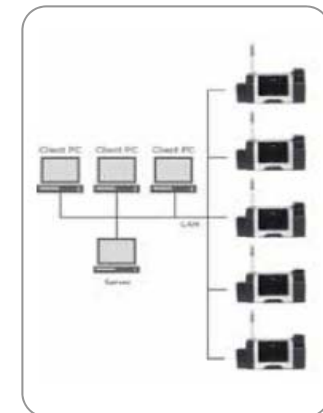


Heathrow terminal 2, London

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

ASSA ABLOY UK
Heathrow Terminal 2A

£3.5m
project value

1,500
doors



ASSA ABLOY France
CMA CGM Headquarters
Marseille

64,000m²

€2m
project value



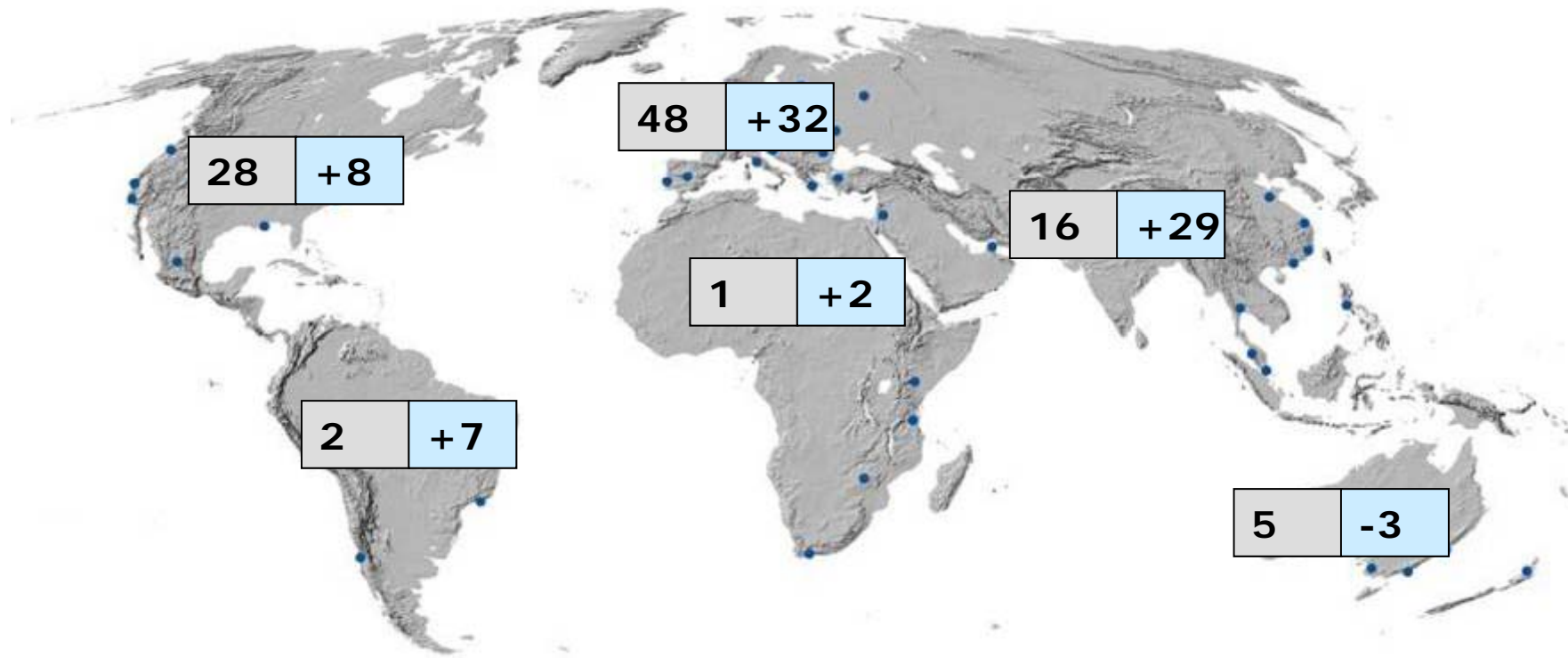
ASSA ABLOY Netherlands
Flora Holland

€4m
project value

145,000
lock plates



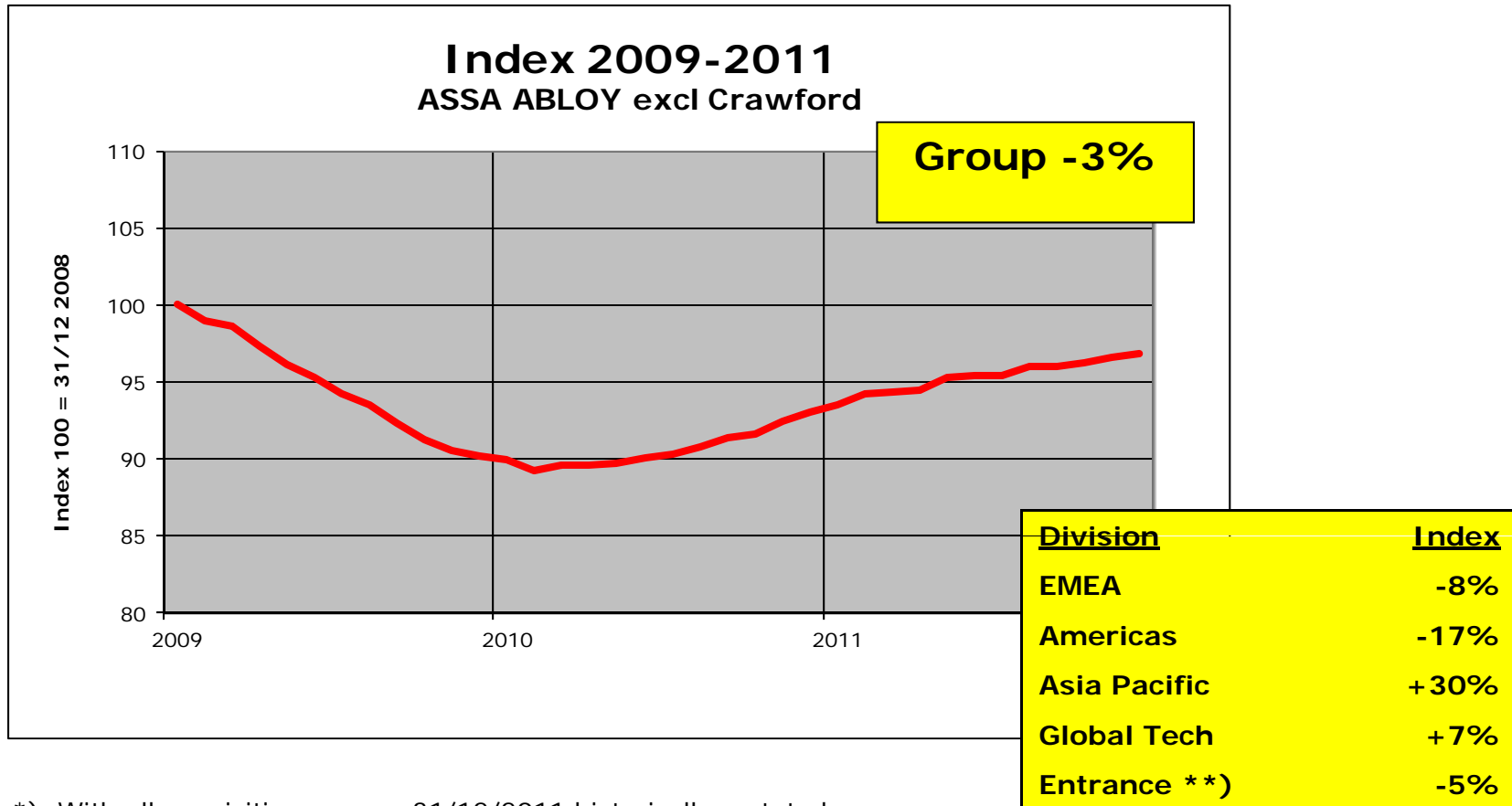
Group sales in local currencies Jan-Dec 2011



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

Organic growth index *)

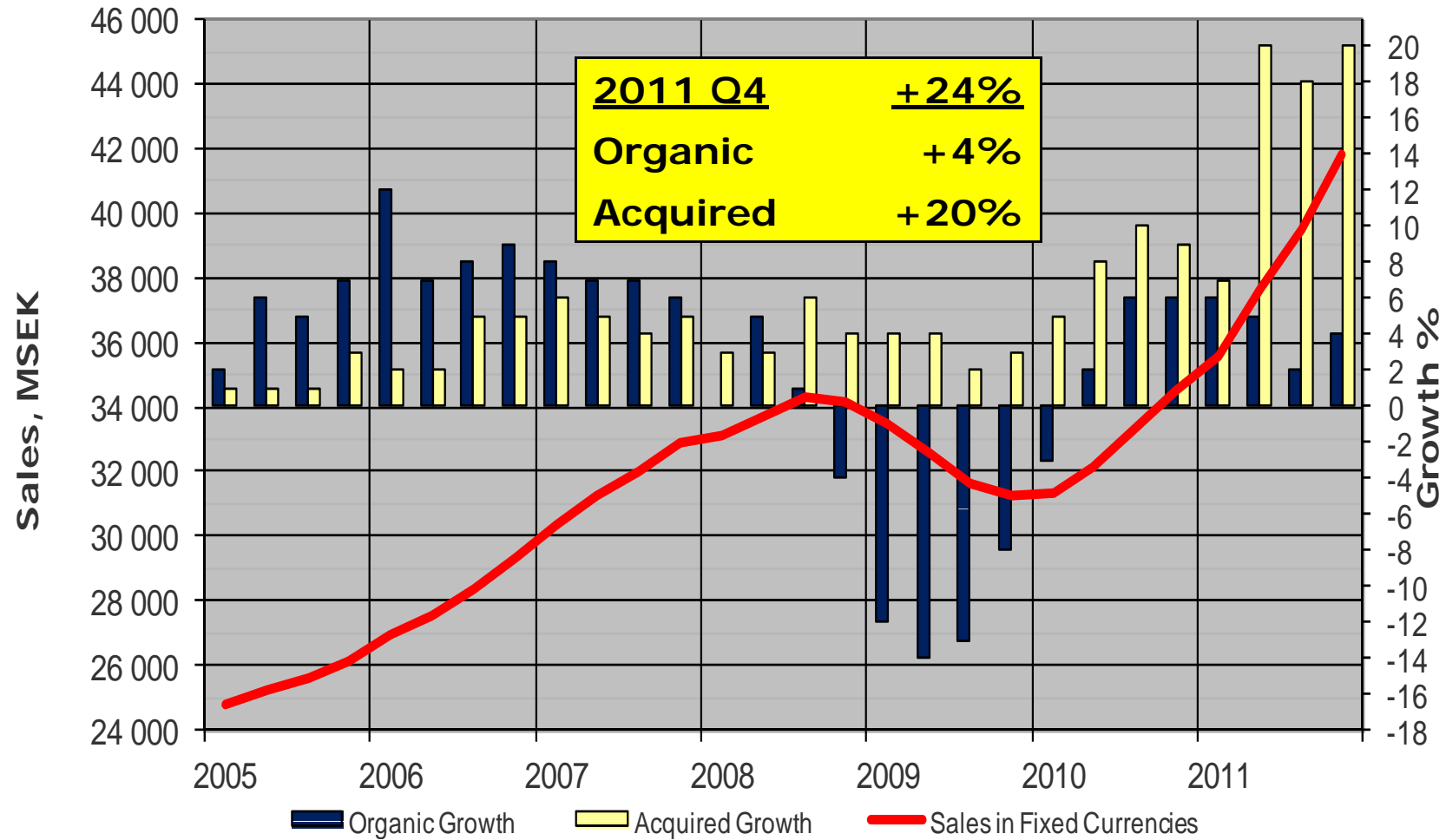
Recovery from recession



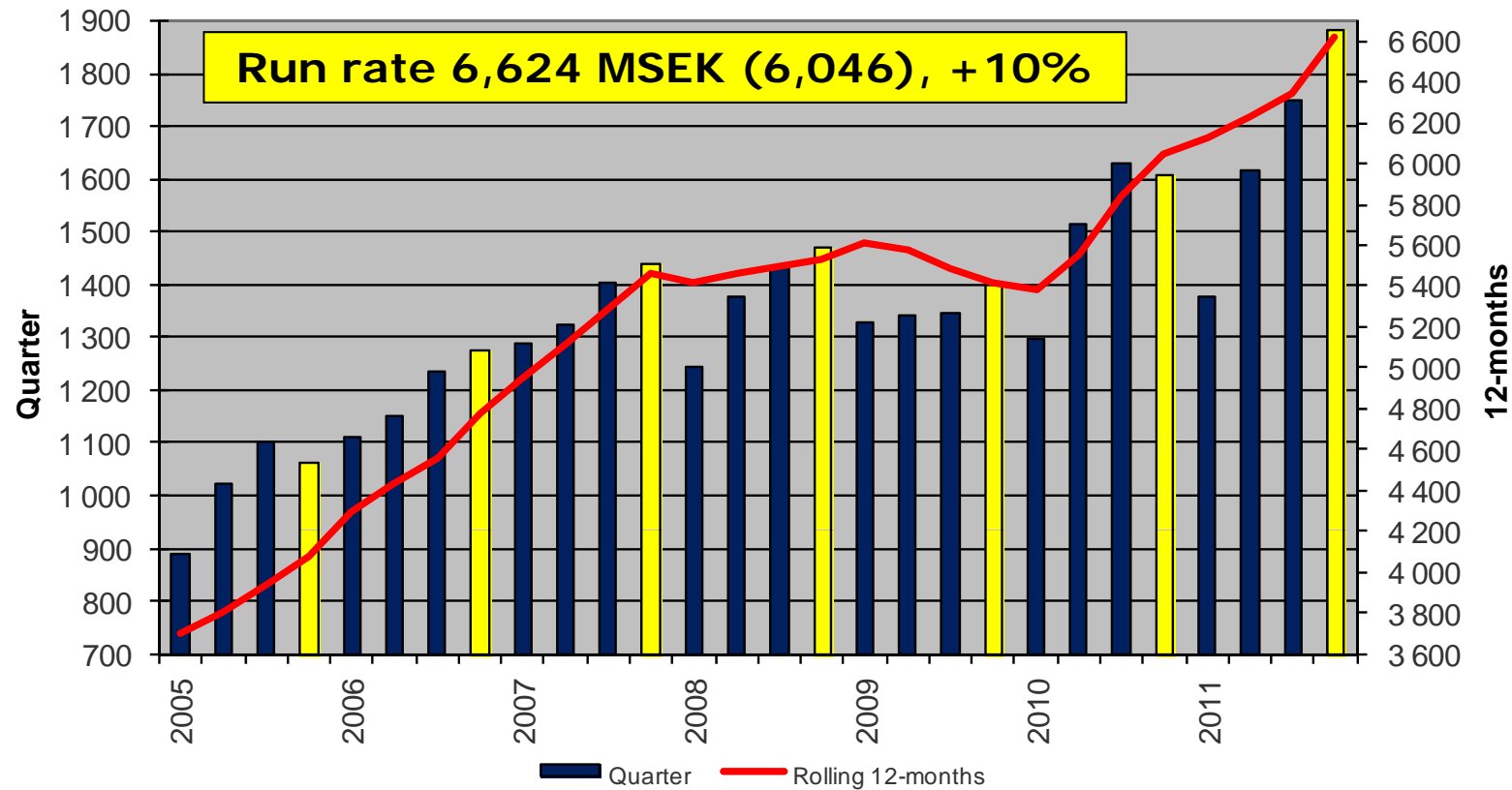
*) With all acquisitions as per 31/12/2011 historically restated

**) Door automatics stand-alone +2%

Sales growth Q4 2011 - Currency adjusted

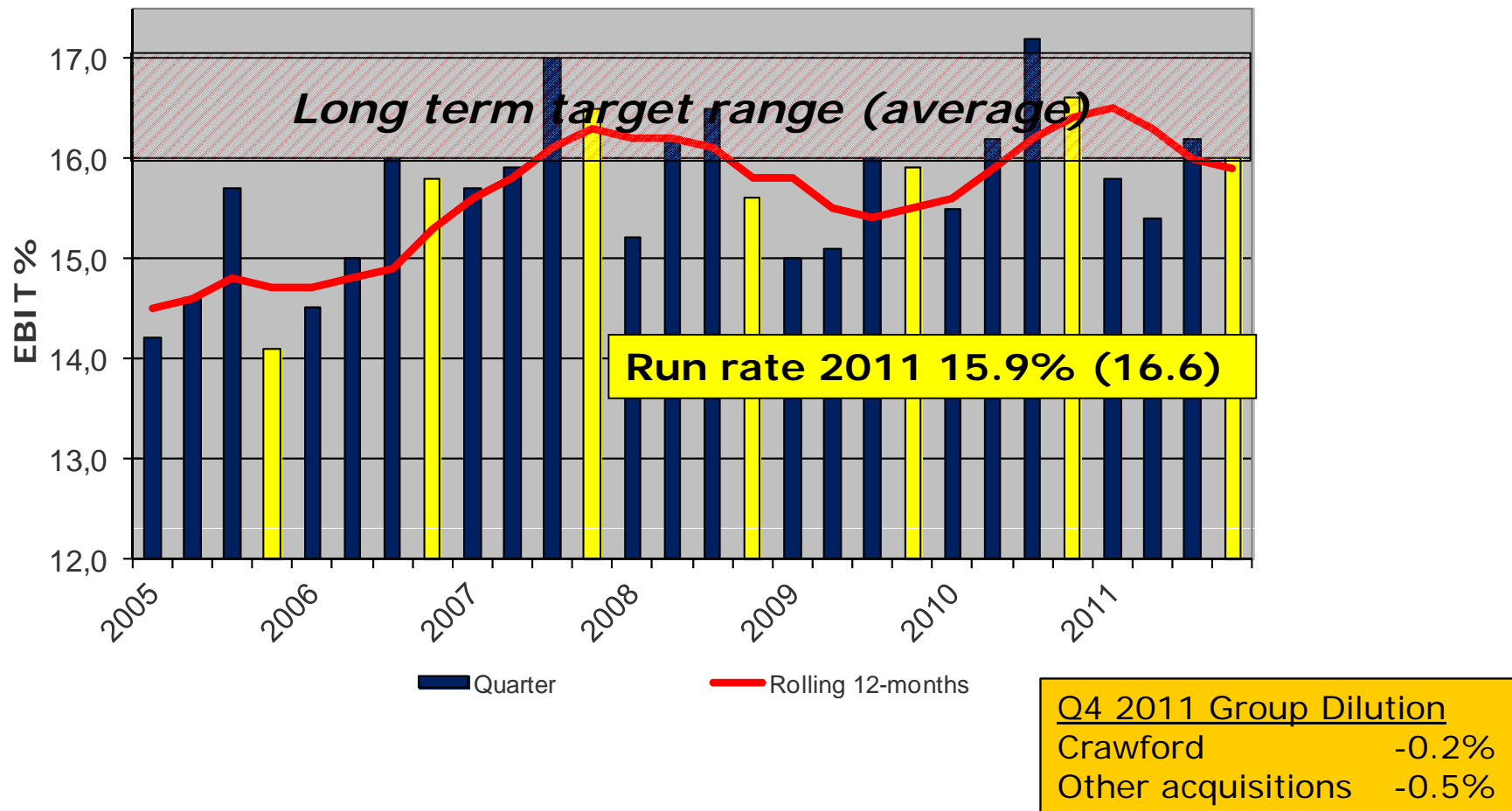


Operating income (EBIT), MSEK



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

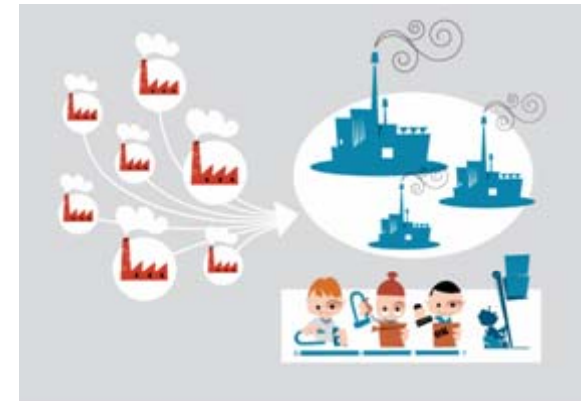
Operating margin (EBIT)*, %



*) 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

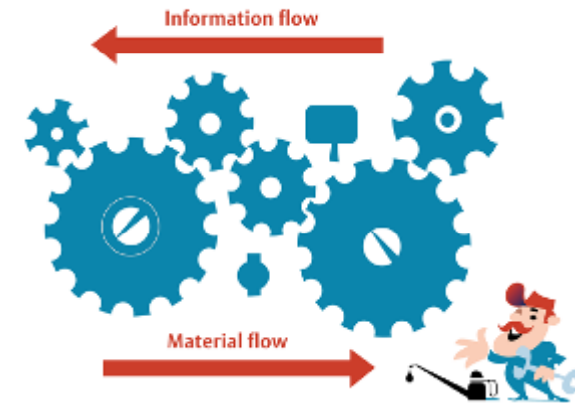


→ 1 665 MSEK of the provision remains for all programs

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



SWESAFE



Acquisitions 2012

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



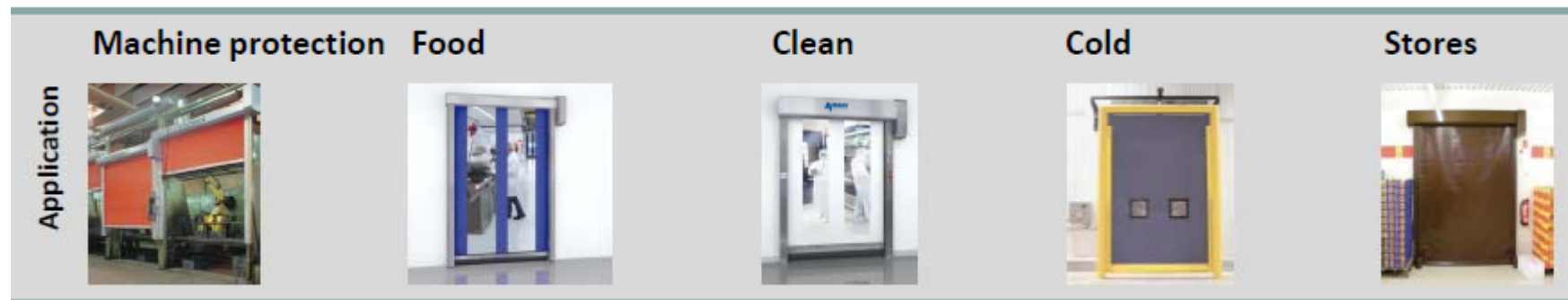
- Major acquisitions Jan-Apr 2012:

- 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



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

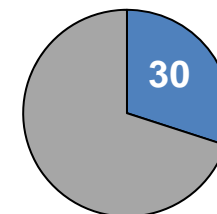


Window hardware products

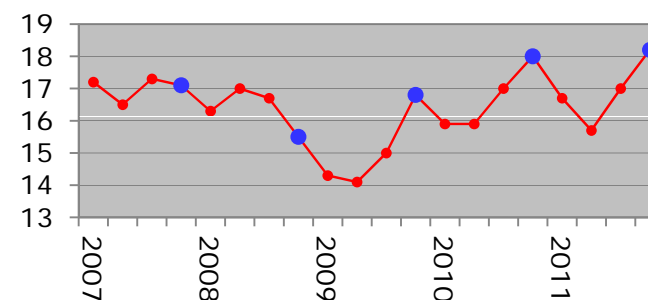
Division - EMEA

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

SALES
share of
Group total %



EBIT %



EMEA Financial Review

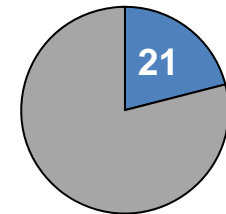
MSEK	4th Quarter			Twelve months		
	2010	2011	Change	2010	2011	Change
Sales	3,364	3,524	+5%	13,036	13,030	-0%
<i>Organic growth</i>			1%			-0%
<i>Acquired growth</i>			+5%			+5%
EBIT	604	640	+6%	2,174	2,203	1%
EBIT-margin (%)	18.0	18.2		16.7	16.9	
RoCE (%)	26.3	25.4		21.6	22.0	
Operating cash flow before paid interest	858	851	-1%	2,607	2,142	-18%

*) Excluding restructuring items of 587 MSEK for the fourth quarter and the full year of 2011

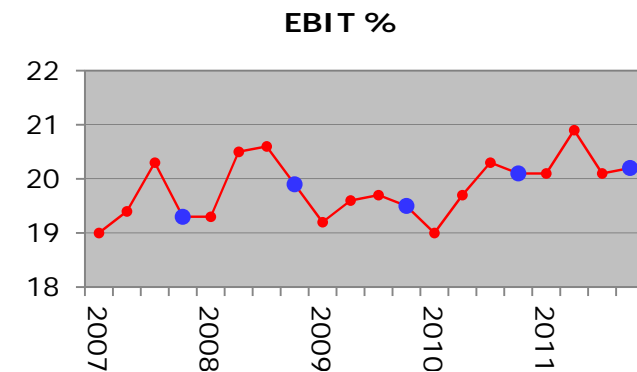
Division - Americas

- 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



Americas Financial Review

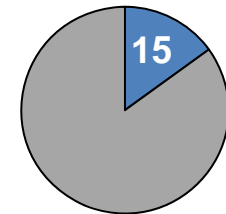
MSEK	4th Quarter			Twelve months		
	2010	2011	Change	2010	2011	Change
Sales	2,291	2,228	-3%	9,536	8,906	-7%
<i>Organic growth</i>			0%			+2%
<i>Acquired growth</i>			+0%			+1%
EBIT	459	450	-2%	1,886	1,812	-4%
EBIT-margin (%)	20.1	20.2		19.8	20.3	
RoCE (%)	21.0	21.9		21.3	22.8	
Operating cash flow before paid interest	492	525	+7%	2,013	1,731	-14%

*) Excluding restructuring items of 150 MSEK for the fourth quarter and the full year of 2011

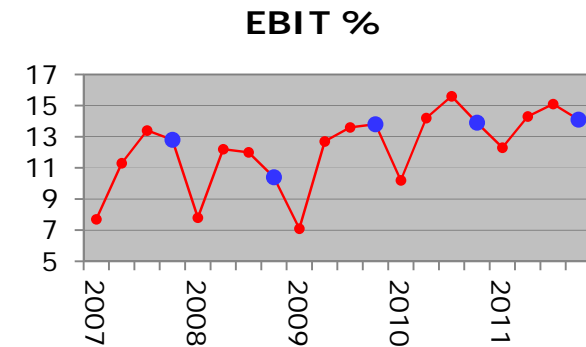
Division - Asia Pacific

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

SALES
share of
Group total %



- Operating margin (EBIT)
 - = Volume +9%
 - Raw material
 - Sales mix



Asia Pacific Financial Review

MSEK	4th Quarter			Twelve months		
	2010	2011	Change	2010	2011	Change
Sales	1,766	1,990	+13%	6,081	6,633	+9%
<i>Organic growth</i>			+9%			+9%
<i>Acquired growth</i>			+4%			+4%
EBIT	246	280	+14%	843	933	+11%
EBIT-margin (%)	13.9	14.1		13.9	14.1	
RoCE (%)	27.3	26.0		25.1	23.6	
Operating cash flow before paid interest	561	617	+10%	917	912	-1%

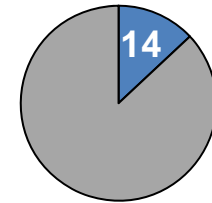
*) Excluding restructuring items of 48 MSEK for the fourth quarter and the full year of 2011

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 %

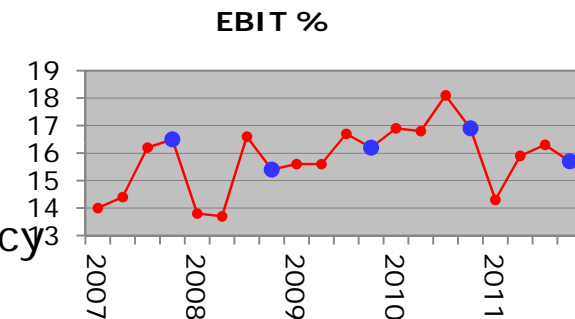


- Hospitality

- 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 & currency³



Global Technologies Financial Review

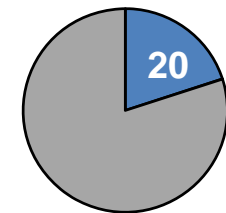
MSEK	4th Quarter			Twelve months		
	2010	2011	Change	2010	2011	Change
Sales	1,325	1,510	+14%	5,015	5,756	+15%
<i>Organic growth</i>			+7%			+11%
<i>Acquired growth</i>			+9%			+13%
EBIT	224	237	+6%	862	897	+4%
EBIT-margin (%)	16.9	15.7		17.2	15.6	
RoCE (%)	15.4	14.7		14.7	14.3	
Operating cash flow before paid interest	359	430	+20%	868	933	+7%

*) Excluding restructuring items of 87 MSEK for the fourth quarter and the full year of 2011

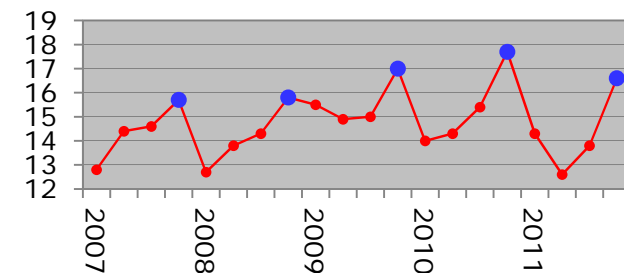
Division - Entrance Systems

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

SALES
share of
Group total %



EBIT %

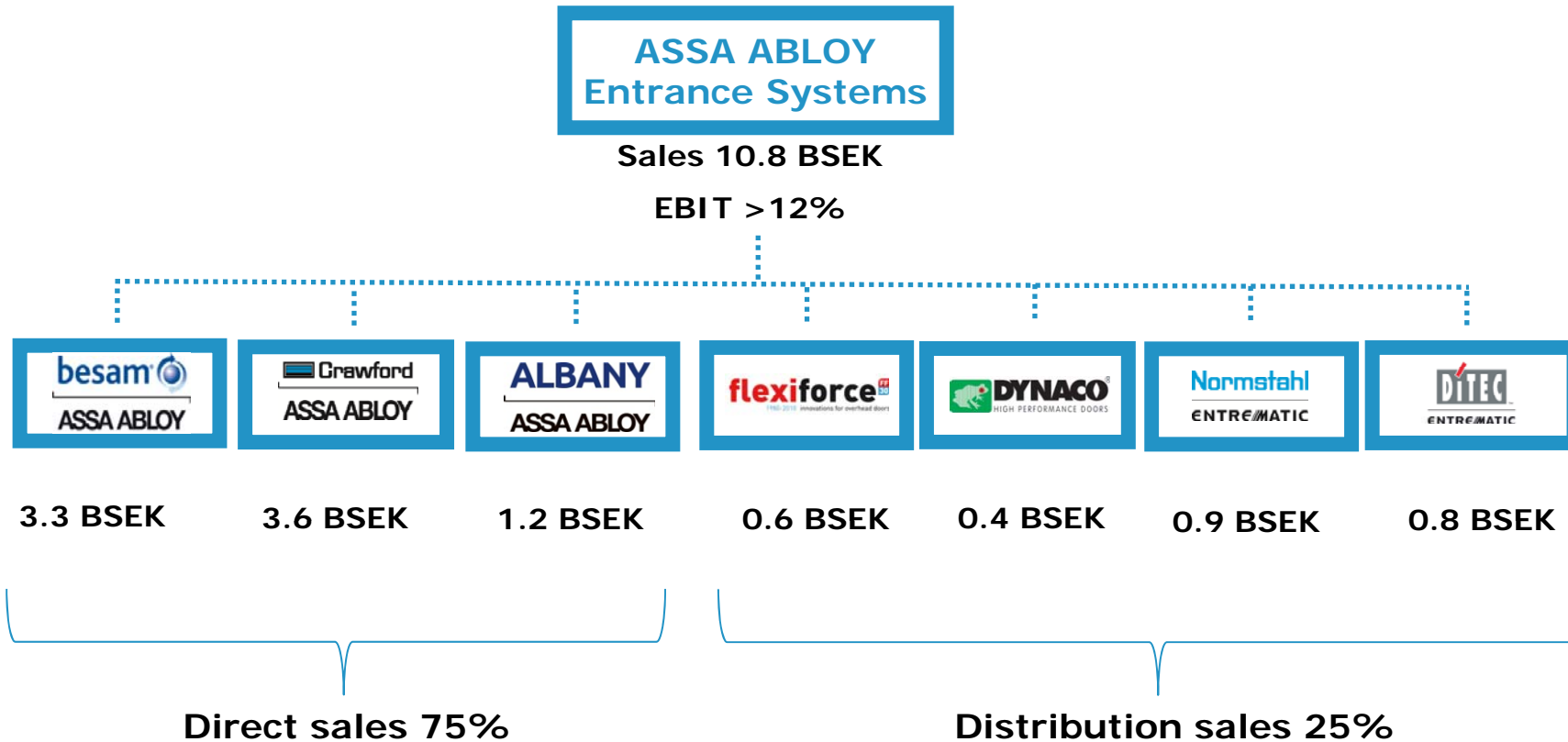


Entrance Systems Financial Review

MSEK	4th Quarter			Twelve months		
	2010	2011	Change	2010	2011	Change
Sales	1,118	2,704	+142%	4,072	8,278	+103%
<i>Organic growth</i>			+7%			+5%
<i>Acquired growth</i>			+141%			+110%
EBIT	198	449	+127%	627	1,197	+91%
EBIT-margin (%)	17.7	16.6		15.4	14.5	
RoCE (%)	18.0	15.6		14.6	12.2	
Operating cash flow before paid interest	141	713	+406%	580	1,243	+114%

*) Excluding restructuring items of 423 MSEK for the fourth quarter and the full year of 2011

The new ASSA ABLOY Entrance Systems

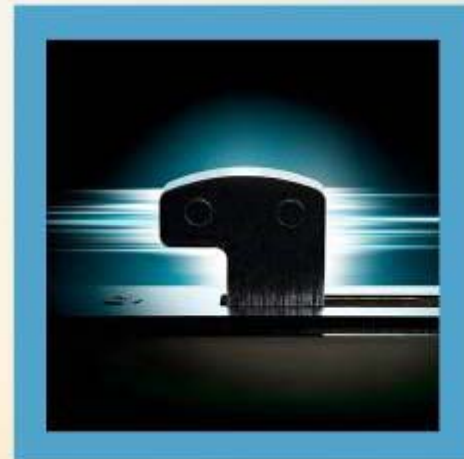


38% of Agta Record, Sales 2.0 BSEK

ASSA ABLOY

Q4 Report 2011

Tomas Eliasson
CFO



Financial highlights Q4 2011

MSEK	4th Quarter			Twelve months		
	2010	2011	Change	2010	2011	Change
Sales	9,648	11,744	+22%	36,823	41,786	+13%
<i>Whereof</i>						
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

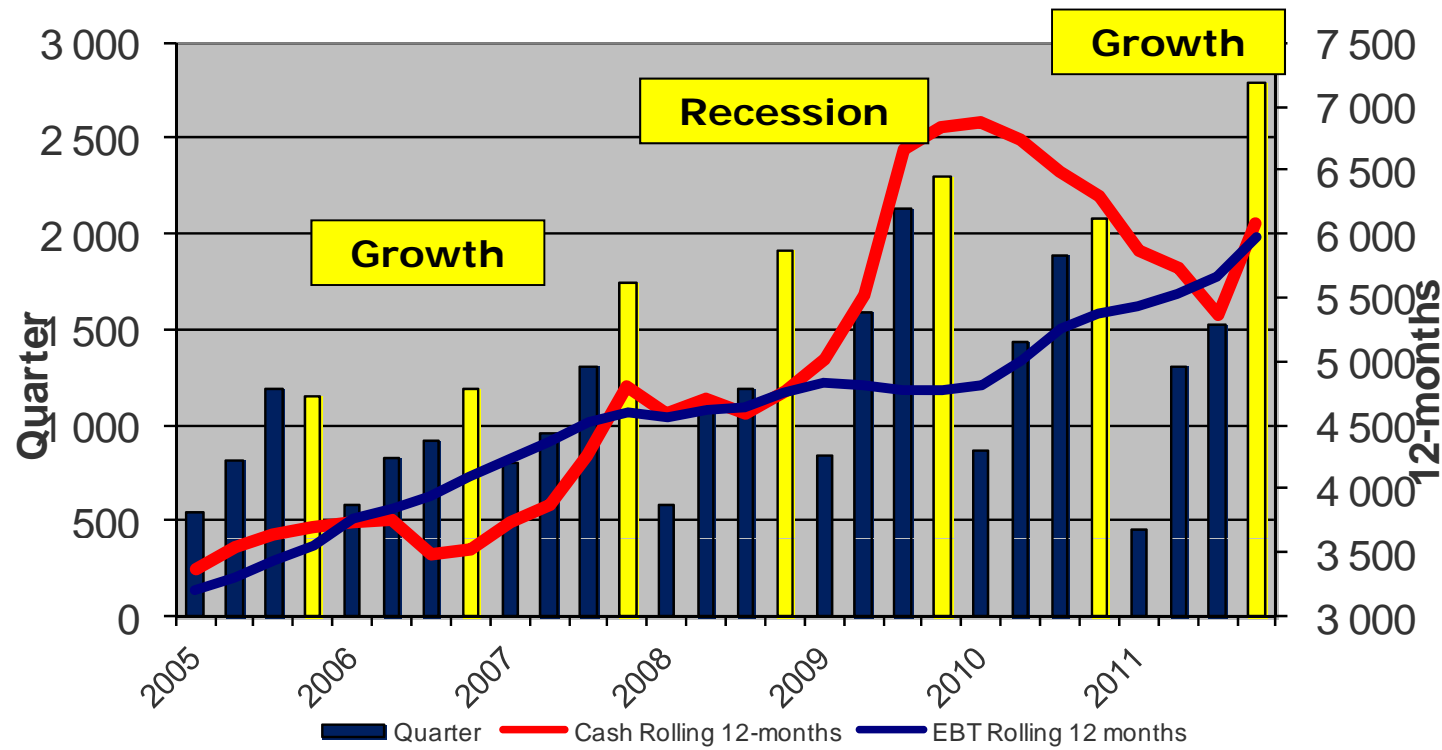
MSEK	2010 Oct-Dec	Acq/Div	Currency	Organic	2011 Oct-Dec
		20%	-2%	4%	22%
Revenues	9,648	1,911	-195	381	11,744
EBIT	1,606	236	-42	80	1,881
%	16.6%	12.4%	21.3%	21.0%	16.0%

Dilution / Accretion		-70 bp	-10 bp	20 bp	
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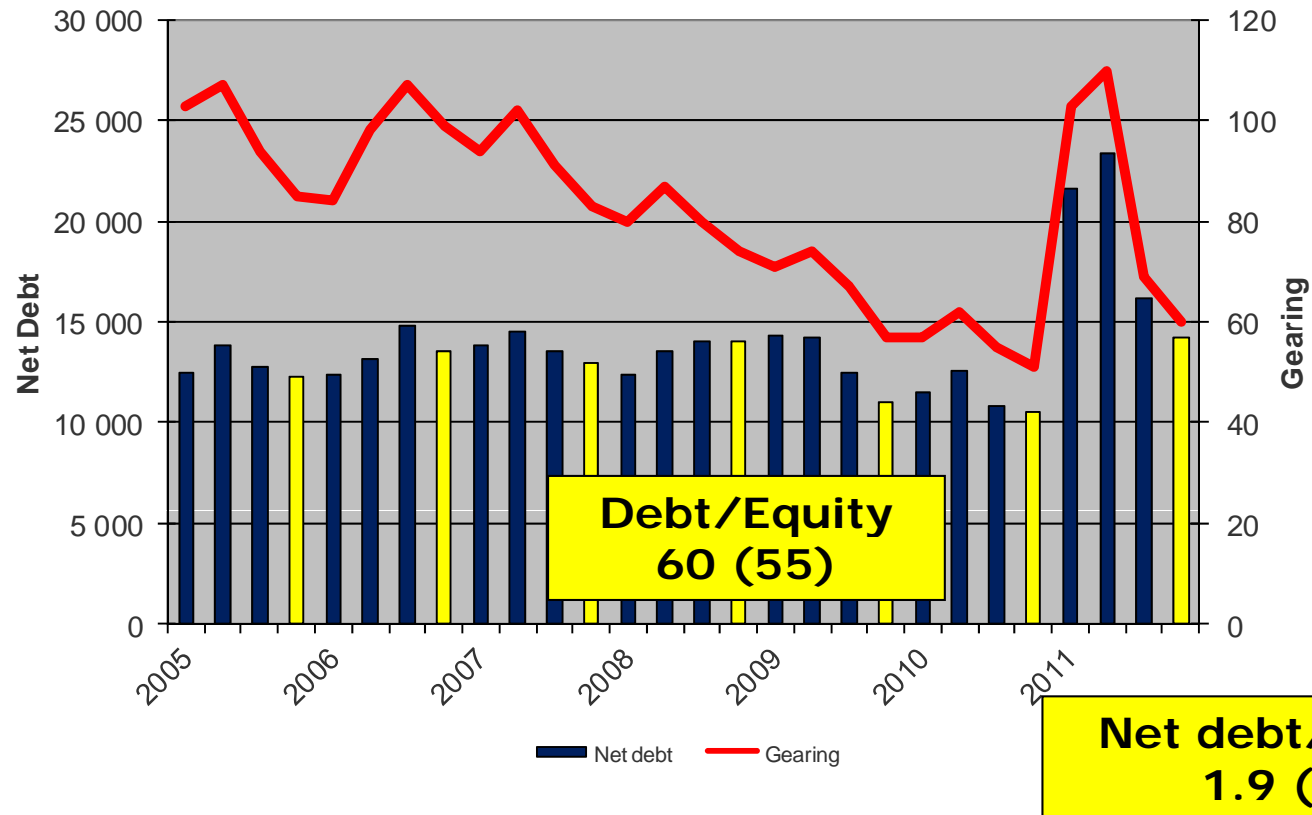
P&L – Components as % of sales

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

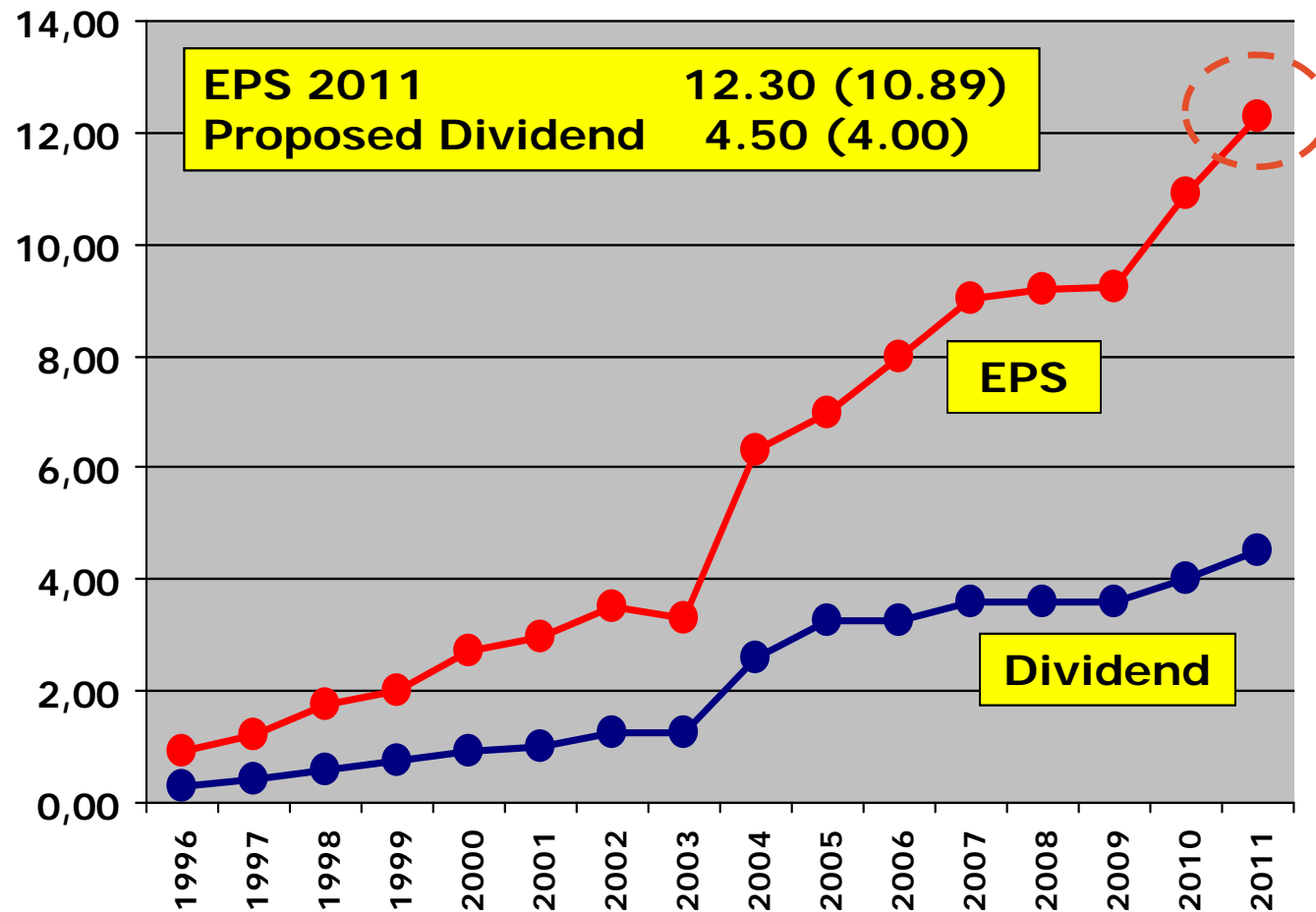
Operating cash flow, MSEK



Gearing % and net debt MSEK



Earnings per share and proposed dividend SEK



ASSA ABLOY

Q4 Report 2011

Johan Molin
President & CEO



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

