

Solar Sverige AB



Solar Sverige AB is a supplier of electrical articles to professional customers.

Customers are served by 4 sales regions: South, West, Stockholm and Mid-North Sweden. 31 Drive-in branches have been established, allowing Solar Sverige AB to cover Sweden fully. The enterprise also has industry and marine departments.

Solar Sverige AB has two central warehouses located in Örebro and Halmstad, respectively. The 16,600 m² central warehouse in Örebro stocks more than 26,000 articles while the 15,000 m² central warehouse in Halmstad stocks more than 20,000 articles.

The enterprise is certified according to ISO 9001: 2000 and ISO 14001: 2004.

Management

Kjell Svensson, Chief Executive Director
Leif Hallén, Market Director
Peter Simonsson, Finance Director

The market in 2006

Sweden experienced considerable growth within construction, the power supply sector and industry in 2006, resulting in overall market growth.

Solar Sverige AB benefitted well from this growth and strengthened its market position.

Events in 2006

The year was characterised by the construction of a new automated central warehouse in Halmstad.

The new central warehouse uses pioneering new technology within several areas. Therefore, the central warehouse can very efficiently handle high quantities with few employees.

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Amount in € million	2006	2005	2004	2003	2002
Revenue	180.9	151.2	137.5	131.3	126.8
Organic growth in %	19.1	12.0	4.8	3.2	(1.6)
EBITA	12.0	6.6	6.3	5.8	5.7
EBITA in %	6.6	4.4	4.6	4.4	4.5
EBT	11.8	6.7	6.3	5.6	5.5
Equity	32.1	26.6	21.4	18.7	16.2
Return on invested capital (ROIC) in %	17.4	15.0	15.6	16.0	16.9
Investment in property, plant and equipment, net	9.3	5.7	0.3	0.6	0.5
Employees (FTE)	390	366	355	356	353

The industry department, which was established as a separate department in the autumn of 2005, experienced a very positive development in 2006.

Net profit for the year

Solar Sverige AB realised a revenue of € 180.9m in 2006, corresponding to an organic growth of 19%.

Earnings before interest, tax and amortisation (EBITA) amounted to € 12.0m, corresponding to 6.6% of revenue.

Earnings before tax (EBT) amounted to € 11.8m, corresponding to 6.5% of revenue.

Expectations for the future

Growth is expected to remain at a high level in 2007. Substantial investments in, for example, the mining industry will have a positive effect and also constitute a strong contributory factor of the enterprise's decision to open a new Drive-in branch in Luleå at the beginning of 2007.

The enterprise expects a continued positive development in growth and market position. Provided that the acquisition of Alvesta VVS-Material AB is realised, Solar Sverige AB will become a supplier within electrical and HWS components to professional customers.