

TARGET-ORIENTED EXPANSION IN SELECT PARTS OF EUROPE

»We are the market leader in the Nordic, Baltic and UK markets as well as one of the largest in Central Europe and the Benelux countries.«

Throughout the start of the 21st century, ITAB has expanded substantially through organic growth and long-term, strategically planned business acquisitions. The Group has resolutely and gradually grown into one of Europe's strongest players in shop fittings and shop equipment.

We are the market leader in the Nordic, Baltic and UK markets and one of the largest in Central Europe and the Benelux countries.

ITAB's market position stems from a broad geographic spread, in-house production facilities, its concept and product portfolio and a finely tuned project management model. And above all, from close proximity to our customers.

HISTORIC FLASHBACK 1990-2010

► 1990-1997

ITAB Industri acquires shop fittings company ABO Metal (currently ITAB Shop Concept Jönköping), a leading Swedish checkout supplier and Legra (currently ITAB in Norway), one of the largest Norwegian actors in shop fittings. ITAB also acquires a Danish checkout manufacturer, a Finnish shop fittings company and the Nordic region's largest entrance systems company.

'97

► 2003-2005

ITAB Inredning follows its larger customers into the Czech Republic and acquires a sales organisation in the region. The organisation is hived off from ITAB Industri and forms the Group ITAB Shop Concept which is listed on First North on OMX Nordic Exchange. Two business acquisitions in the Czech Republic, Apos and ABL, are central for establishment and further expansion in Central Europe and Benelux. Other acquisitions include Swedish Stenestams Industri and Norwegian Lindco AS. During the period the business is consolidated, which involves the merger of the Czech companies.

'02

'05

'06

► 1998-2002

The organisation focuses on shop concepts complete with fittings and equipment. The companies in Sweden, Norway, Denmark and Finland form the business area ITAB Inredning to become the market leader in the Nordic countries. The company's growth strategy and ambition to work closely with its customers influences its expansion. The larger chain customers bring production of standard fittings. One of these chains is the Ahold Group, which leads to the acquisition of companies in the Netherlands and in Baltic countries.

► 2006

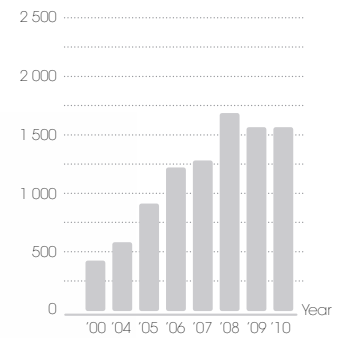
With the acquisitions of the shop fittings group City Group and the shop equipment company Radford CGC ITAB moves into the UK market. Sales in the UK climb from SEK 0 to 500 million. Acquisitions during the year include the Lithuanian interior decorating company Novena complete with one of the largest production units in the Baltic region, the Norwegian pharmacy fittings company, PharmaService, and the Dutch project management company, PremOers.

ITAB's GEOGRAPHIC PRESENCE IN EUROPE

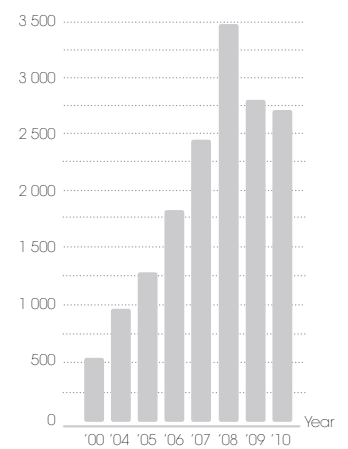
- Market with own organisation
- Market presence
- ITAB Offices/Production



▼ HEADCOUNT



▼ NET SALES (SEK m)



▼ 1998



▼ 2004



▼ 2006



▼ 2008



► **2007**

The newly built production facility in Boskovic in the Czech Republic is taken into operation. ITAB's production capacity for standard fittings and checkouts triples. The same year, one of Sweden's leading actors in pharmacy fittings, Sintek, is acquired.

► **2010**

ITAB increases its market presence in Europe by setting up a company in Poland. ITAB is still the leading European checkout manufacturer and second largest in all-inclusive shop fitting concepts and entrance systems.

'07

'08

'09

'10

► **2008**

ITAB acquires Hansa Kontor Shopfitting Group, thereby moving into the German market while simultaneously reinforcing its position in the UK. The same year, Finnish checkout supplier Pan-Oston, Dutch Scangineers which designs software systems for self-scanning and Swedish L-Form, entrance and queue management systems manufacturer are acquired. Three new companies are formed: ITAB Shop Products, ITAB Scanflow and ITAB Pharmacy Concepts. Transfer to OMX Nordic Exchange Mid Cap in Stockholm is carried out.

► **2009**

ITAB is now the leading European checkout manufacturer and second largest in all-inclusive shop fitting concepts and entrance systems. ITAB is affected by the prevalent economic climate. The Group manages however to uphold or reinforce its market position in all its markets.