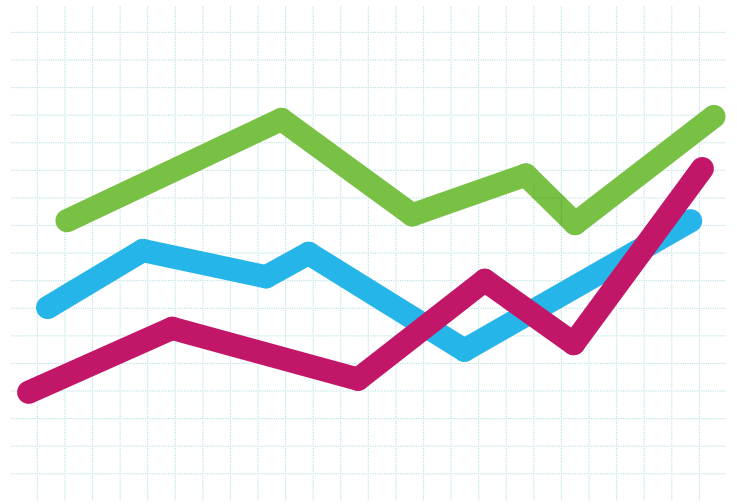


INDUSTRY STATISTICS



The Swedish Flooring Trade Association's statistical work – together we contribute to an accurate view of the flooring market

The Swedish Flooring Trade Association, GBR is the non-profit umbrella organization for flooring industry companies. Within GBR there are entrepreneurs, flooring dealers and suppliers represented in two industry associations: The Flooring Construction Companies Association (Golventreprenadföretagarnas förening, or GFF) and the Flooring Supplier's Association (Golvleverantörernas förening, or GLF).

For a long time, GBR has provided statistics on trends, market development and sales volume statistics for flooring materials sold in Sweden. GBR has a statistics group consisting of selected representatives from suppliers and is responsible for analyzing market trends as well as indicating sales volumes of flooring materials for floor balancing, fasteners, joint pulp, lacquer, oil, hard wax oil and glue.

GBR's statistics collection takes place twice a year: once for sales volumes for the first half of the year, and once for the full year.

WHY SHOULD I PARTICIPATE IN STATISTICS COLLECTION?

Statistics on flooring materials sales are very important for market players in the flooring industry. From the statistics, market players get a unique picture of trends and market development in the flooring space.

The basis for all statistical work is that the collection of data is sufficiently comprehensive to get a true and accurate view of market conditions. The more companies that report, the more accurate the view of the flooring market per the collected statistics. In order for you, the suppliers, to have access to accurate statistics, you are required to participate and contribute.

By contributing to the collection of statistics, you also get a better knowledge of your market share in the Swedish market and can measure the effect of your efforts over time. It's free to join the statistics collection and it requires very little of you. The companies that participate and report to statistics collection receive reports back regardless of whether they are members in GBR/GLF or not.

ROUTINES FOR STATISTICS COLLECTION

Because a company's sales volumes are highly sensitive and confidential information, the process of reporting the data has been designed to ensure confidentiality.

Prospective statistic reporters for each product group are contacted by GBR. GBR sends the form to the reporters. The forms are filled in by the reporter, who then sends the completed form directly to the notary public. Sales volumes statistics remain confidential.

*The notary public then compiles the reported responses for each product group. The summary shows only the total volume in each category/product group and the number of participants (i.e. the respective company's replies are not available to be viewed). The completed compilations are then sent from the notary public to the GBR.

**THE NOTARY PUBLIC is a person who has received a governmental order to monitor certain issues relating to documents, proxy agreements, certifications, etc. This may include tasks such as authenticating signatures, transcripts, translations and other information about the content of documents, and additionally may, after another survey or investigation is performed, to provide a statement of their observations. A notary public is appointed by the county administrative board and is usually a lawyer or jurist. The notary publication that GBR uses is a lawyer.*

The GBR then sends the summaries of the different product groups to the respective reporters of that product group. Only reporting companies receive the summary. Regarding full-year statistics, the results are handled by the GBR's statistics group, which adjusts the result with respect to any unknowns (i.e. the statistics group estimates the overall market in addition to reporting companies).

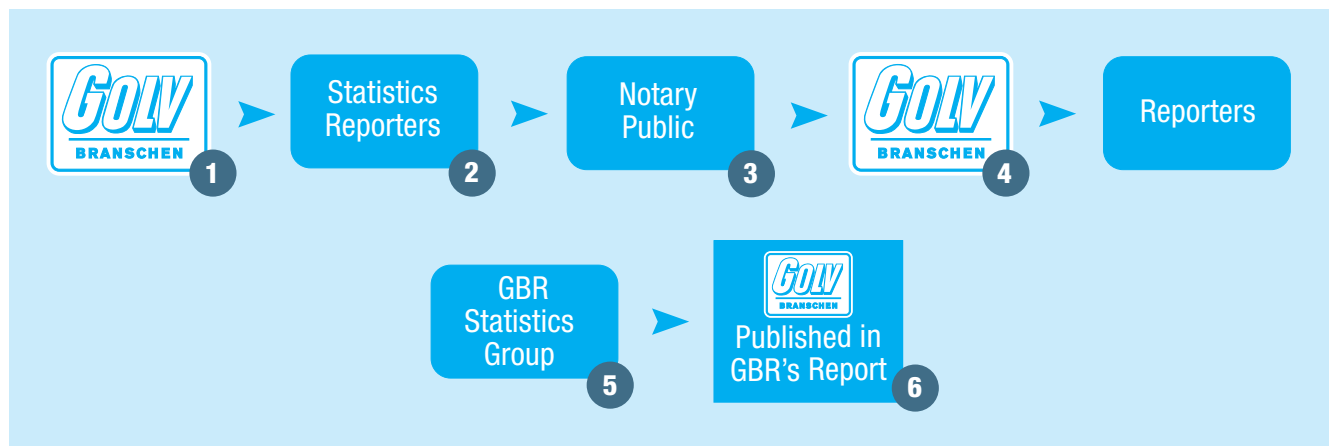
The complete full-year statistics of sales volumes of the flooring market are then reported in the GBR's re-

port and on the GBR website www.golvbranschen.se/om-oss/statistik/.

To ensure confidentiality, companies always report data of their sales volumes directly to the notary public, and thereafter the GBR and the GBR statistics group gain access to sales volumes at the aggregated levels.

In order to maintain confidentiality, when new statistics reporters join GBR Industry Statistics, at least three new companies must join at the same time.

HERE'S HOW IT WORKS - STEP BY STEP



1. Prospective statistics reporters for each product group are contacted by GBR. GBR sends the form to the reporters.
2. The forms are filled in by the reporter, who then sends the completed form directly to the notary public.
3. The notary public then compiles the reported responses for each product group. The summary shows only the total volume and the number of participating reporters (i.e. the respective company's replies are not able to be viewed). The completed summary is then sent from the notary public to the GBR.
4. The GBR then sends the summaries of the different product groups to the participating reporters of each product group.
5. The collected summaries for the full year are handled by the GBR statistics group, which adjusts the result with respect to unknowns so as to get as accurate a picture of the flooring market as possible.
6. The completed full-year statistics of sales volumes of the flooring market are then reported in the GBR's report and on the GBR website www.golvbranschen.se/om-oss/statistik/.