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## October 27, 2005

## Interim report January - September 2005 for the Scribona Group

- Third quarter sales reached SEK $2,482(2,308)$ million. For comparable units and at unchanged exchange rates, sales rose by $4 \%$ during the quarter. Sales for the first nine months amounted to SEK $7,941(8,239)$ million.
- Operating income for the third quarter was SEK -20 (3) million and income after tax was SEK -23 (0) million. Operating income for the first nine months is reported at SEK -12 (42) million. The year-earlier figure included a net gain of SEK 39 million on the sale of the Toshiba Document Solutions division. Income after tax was SEK -27 (18) million.
- Earnings per share for the first nine months were SEK -0.53(0.35).
- The Scribona business area reported third quarter sales of SEK $2,343(2,197)$ million, with operating income of SEK -22 (1) million.
- For the Carl Lamm business area, third quarter sales amounted to SEK 140 (115) million and operating income to SEK 4 (4) million.


## Comments from the CEO

From an earnings perspective, Scribona had a weak third quarter despite strong sales growth, mainly due to a number of non-recurring events in the Danish operation.

The new president in Denmark launches a process of adjustment towards higher volumes and cost reductions, which is having a short-term impact on income. The period's sales growth was stronger than in the first two quarters of the year. Additional downsizing of staff was carried out during August in the Danish organization and a number of local backofffice functions were replaced with joint Nordic resources. This will generate a cost reduction starting in the fourth quarter, but has also burdened third quarter earnings in Denmark with nonrecurring charges. Following these staff reductions, the Danish operation will have some 80 employees. Furthermore, the Scribona Denmark suffered a sizeable accounts receivable loss during the third quarter.

The market in which the Scribona business area operates has continued to grow strongly in units sold, at the same time that product convergence between IT products and consumer electronics is giving rise to both new products and sales channels. Despite continued steep price erosion, Scribona recorded sales growth of $7 \%$ during the quarter. Margins remain under pressure as manufacturers fight for market shares, which is visible in a rising share of direct sales and squeezed prices in the distributor and reseller channels.

In order to safeguard the Scribona business area's leading position in the Nordic market, we are continuing our Nordic coordination and efficiency improvement programs through the development of joint backoffice functions, a new infrastructure platform and a more flexible and competitive logistics solution. When these changes are completed at the end of 2006 we will see a cost reduction of around $20 \%$ relative to 2004, together with growth in volumes.

The Carl Lamm business area recorded strong volume growth during the quarter and further advanced its position as one of the leading suppliers of document management products and solutions to the Swedish market. The document management market has not evolved at the same pace as the market for IT market, although we are seeing increasing product and channel convergence between IT and traditional copier products. This is opening new business opportunities for Carl Lamm.

The Group's operations show seasonal variations with weaker sales during the first three quarters of the year and a normally much stronger fourth quarter, and we are well positioned to exploit these opportunities.

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## Financial calendar

Year-end report for January - December $2005 \quad$ February 9, 2006
Annual report

## THE MARKET

Demand in Scribona's main markets was favorable during the third quarter of the year. According to preliminary figures from the market analysis firm IDC, volume sales in the Nordic PC market were up by around $28 \%$ over the same quarter of 2004. However, the share of direct sales from manufacturers to resellers and end-users has risen at the expense of the distributor sales.

Price erosion in the PC market was around $20 \%$ for both the desktop and laptop segments. The emergence of new low-end laptop segments is stealing demand for desktop PCs. A shift in the mix from relatively inexpensive desktop PCs to more costly laptops has limited the decrease in Scribona's average PC price to $8 \%$, which Scribona assumes to be true for the market as a whole.

Scribona also estimates increased volumes for other PC products, but at increasingly low prices.

For document management products, Scribona's assessment is that unit sales of copiers in Sweden rose by around $6 \%$ with price erosion of $2 \%$.

## GROUP STRUCTURE

The Group consists of the Scribona and Carl Lamm business areas.

The Toshiba Document Solutions division, which was sold in March 2004, is reported under the heading "Discontinued and sold operations".

## GROUP DEVELOPMENT

## Sales and income during the third quarter

Consolidated sales amounted to SEK 2,482 $(2,308)$ million. For comparable units and at unchanged exchange rates, sales were up by $4 \%$.

Consolidated operating income was SEK -20 (3) million. This figure includes a SEK -1 (3) million write-down of goodwill due to limited useful life and net exchange losses of SEK -3 (-1) million.

The Scribona business area showed sustained strong development and improved earnings in Sweden. In the other countries, fierce competition has continued to squeeze both prices and margins. The process of adjustment towards higher volumes and cost reductions launched by the new president in Denmark is having a short-term impact on earnings. All in all, unit sales in the business area were up on the previous year. Price erosion for IT products was $7 \%$ compared with the same period of 2004.

The Carl Lamm business area showed continued strong growth in sales and income.

Net financial items amounted to SEK -2 (-4) million.
Income before tax was SEK -22 (-1) million.

## Sales and income for the first nine months

Consolidated sales reached SEK 7,941 (8,239) million. For comparable units and at unchanged exchange rates, sales were down by $2 \%$.

The Group's operating income was SEK -12 (42) million. Excluding the net gain on the sale of Toshiba Document Solutions, consolidated operating income for the same period of 2004 was SEK 3 million. Restructuring costs in Denmark were charged to operating income for the year-earlier period in an amount of SEK 7 million. Operating income includes a SEK - 10 (-18) million write-down of goodwill due to limited useful life, as well as net exchange losses of SEK -7 (-4) million.

Net financial items amounted to SEK -12 (-14) million. The Group's net penalty interest was positive at SEK 2 (3) million.

Income before tax was SEK -24 (28) million.
Income tax is reported at SEK -3 (-10) million. The tax expense has been affected by non-deductible expenses and tax loss carryforwards for which no deferred tax asset is recognized.

Net income after tax was SEK -27 (18) million and earnings per share were SEK -0.53 (0.35).

## Sales and income for rolling 12 months

The Group's operations show seasonal variations, with weaker sales in the first three quarters and a normally much stronger fourth quarter. Consolidated sales on a rolling 12 -month basis were SEK 11,716 million (SEK 12,014 million for the full year 2004). Excluding discontinued operations, external sales on a rolling 12-month basis totaled SEK 11,710 million (SEK 11,780 million for the full year 2004).

Consolidated operating income on a rolling 12month basis was SEK 50 million (SEK 104 million for the full year 2004). Excluding discontinued operations, operating income for the rolling 12month period was SEK 45 million (SEK 60 million for the full year 2004).

## Cash flow

The Group's cash flow from operating activities for the first nine months was SEK 225 (23) million. Cash flow from investing activities was SEK -41 (92) million. Investments included development costs for the Group's Nordic ERP system and e-business platform. The sale of Toshiba Document Solutions in 2004 generated a capital gain of SEK 112 million. The period's cash flow was SEK 115 (165) million.

## Financial position

Net financial items at the end of the period amounted to SEK 58 (47) million. Capital employed was SEK 878 (852) million and liquid assets at the end of the quarter totaled SEK 481 (433) million. The Group's liquidity situation is satisfactory with respect to the unutilized overdraft facility of SEK 167 million.

## Employees

The number of employees at the end of the period was $934(1,025)$.

## Key ratios

Earnings per share for the first nine months are reported at SEK -0.53 (0.35). Earnings per share for the past 12-month period were SEK 0.29 (SEK 1.18 for the full year 2004).

Equity per share at the end of the period amounted to SEK 18.31 (17.61).

The equity ratio at September 30 was $29.6 \%$ (29.9\%).

Over the past 12-month period, return on capital employed was 5.0\% (10.9\% for the full year 2004).

Return on equity over the past rolling 12-month period was $1.6 \%$ ( $6.6 \%$ for the full year 2004).

## PARENT COMPANY

The Parent Company's net sales during the period amounted to SEK 15 (36) million, of which SEK 12 (12) million consisted of rents from subsidiaries. The Parent Company's share of the net gain on the sale of Toshiba Document Solutions in 2004 was SEK 22 million.

Subsidiary shares were written down by SEK 49 million in the first nine months of 2005. In the yearearlier period, dividends of SEK 153 million were received from subsidiaries and receivables from subsidiaries were written down by SEK 38 million. Income before tax was SEK -73 (116) million.

Liquid assets at the end of the period totaled SEK 13 (242) million. During the year, the Group's Swedish group account has been transferred to the wholly owned subsidiary Scribona Nordic AB. Net financial items at the end of the period were SEK 348 (311) million. The period's investments in fixed assets were SEK 0.7 (4.0) million. Total assets at September 30 amounted to SEK $1,148(1,390)$ million.

The merger with the subsidiaries Copy Consult Team i Göteborg AB, Manora Components AB, Nordic Datadistribution AB, PC LAN AB, SBA Office Document Finans AB, Scribona TPC AB and Scribona Platform Partner AB was completed during the period. The merger gain amounted to SEK 70 million and has increased non-restricted reserves in the Parent Company.

## DEVELOPMENT BY BUSINESS AREA

## Scribona

According to IDC, third quarter volume growth for PC products in the Nordic market rose by around 28\% year-over-year and increased to 1,099,000 units.

Third quarter sales in the business area were up by $7 \%$ to SEK $2,343(2,197)$ million. For comparable units and at unchanged exchange rates, sales rose by $3 \%$. Operating income was SEK -22 (1) million.

The business area's third quarter sales by product segment:

PCP - Personal Computers \& Peripherals, SEK 1,404 million
The number of PCs sold by Scribona during the quarter rose by $11 \%$ year-over-year, to 116,000 units. Based on IDC figures, Scribona's share of the total market has increased in Sweden and shrunk in the other countries. The decrease is partly due to growth in direct sales from manufacturers to endusers. Scribona's share of the distribution market is assessed to have declined somewhat. Compared with the same quarter of 2004, the average PC price has fallen by $8 \%$. This price erosion is being driven by the emergence of new low-end segments for laptops and PC servers.

## SSI - Servers, Storage \& Infrastructure, SEK 501

## million

Scribona's sales of IT infrastructure products rose by $8 \%$ in value over the same period of 2004. Scribona assesses market growth to be roughly equal, albeit with continued price erosion for volume products.

ECS - Enterprise \& Client Software, SEK 270 million
Scribona's sales were up by $4 \%$ in value compared with 2004. Scribona is pursuing ambitious skills development in the Enterprise Software product area in order to satisfy the suppliers' increasingly strict certification requirements.

## EPC - Entertainment \& Personal Communication, SEK 142 million

Scribona's latest venture, established at the end of 2004, showed a seasonal drop in sales during the quarter due to a weaker market for consumer products during the summer. The product portfolio was further developed in preparation for the important fourth quarter. The key product areas are digital photo products, MP3 players and PlasmaLCD displays.

## Scribona by country

Operating income in Sweden has improved through cost-cutting measures and healthy volume growth. Under its new president, the Danish operation is undergoing a process of change aimed at boosting sales and reducing costs. Sales development was strong compared with the first two quarters of 2005. However, a focus on volume growth in a fiercely competitive market and the liquidation of obsolete inventories had a negative impact on margins. Income was charged with non-recurring items of SEK 8 million arising from staff reductions and a customer bankruptcy. Aggressive competition in Finland is pushing down margins in that market. Profitability in Norway has remained good, mainly because prices have been maintained at the expense of volume growth.

The business area's sales for the first nine months of 2005 amounted to SEK $7,466(7,634)$ million. Operating income was SEK -31 (-14) million.

## Carl Lamm

According to Scribona's own assessments, the Swedish market for document management products grew by $6 \%$ in volume and $4 \%$ in value compared with the same period of 2004.

Carl Lamm has continued to win market shares and enhance its competitiveness through the delivery of total solutions for document management.

Third quarter sales were up by $22 \%$ to SEK 140 (115) million. Operating income was SEK 4 (4) million.

The business area's sales for the first nine months of 2005 are reported at SEK 481 (435) million and operating income at SEK 25 (22) million.

## Discontinued and sold operations

Toshiba Document Solutions, which was sold in March 2004, is reported under the heading
"Discontinued and sold operations".
Sales for the first nine months are reported at SEK -
(228) million. Operating income for discontinued operations amounted to SEK - (39) million.

## ACCOUNTING PRINCIPLES

This consolidated interim report has been prepared according to IAS 34, Interim Financial Reporting, which is consistent with the requirements in the Swedish Financial Accounting Standards Council's recommendation RR 31, Interim Reporting for Groups.

The same accounting and valuation principles have been applied as in the most recent annual report, with the addition of the effects of IFRS adoption. The preliminary effects of the transition to IFRS in 2004 have been described in the most recent annual report, Note 7 Reconciliation of financial statements to IFRS. A corresponding reconciliation
is shown at the end of this interim report without the explanatory text that is provided in the annual report.

Compared with Note 7 in the annual report, the preliminary effect of IFRS adoption has reduced stockholders' equity by SEK 2 million. In accordance with the rules for first time adoption of IFRS, the new principles for financial instruments are applied only in those parts of the financial statements that refer to 2005 .

Opening equity at the IFRS transition date (January 1, 2004) corresponds in full to the balance sheet at December 31, 2003, according to the formerly applied accounting principles (Swedish GAAP) that are described in the annual report for 2004.

The comparative figures have been restated to IFRS.

This interim report is a translation of the Swedish original.

Solna, October 27, 2005

Scribona AB
Board of Directors

## AUDIT REPORT

We have reviewed this interim report in accordance with the recommendations of the Institute for the Accountancy Profession in Sweden (FAR). A review is considerably limited in scope compared with an audit.

Nothing has come to our attention to indicate that the interim report does not fulfill the requirements of the Swedish Annual Accounts Act.

Solna, October 27, 2005

Ernst \& Young AB
Bertel Enlund
Authorized Public Accountant

## Facts about Scribona

Scribona is one of the Nordic regions leading providers of products and solutions for information management.
The Scribona Group's operations are organized in two business areas:

- Scribona - sales and distribution of IT products
- Carl Lamm - complete document management solutions

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The company's registered office is located in Solna, Sweden.
This report can also be viewed at www.scribona.com

## SCRIBONA - INTERIM REPORT PER SEPTEMBER 30, 2005

## Summary Consolidated Income Statement

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Dec } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total income | 7,941 | 8,239 | 2,482 | 2,308 | 11,716 | 12,014 |
| Operating expenses |  |  |  |  |  |  |
| Goods for resale | -7,154 | -7,351 | -2,251 | -2,076 | -10,550 | -10,747 |
| Other external costs | -322 | -319 | -116 | -95 | -435 | -432 |
| Staff costs | -416 | -469 | -118 | -120 | -581 | -634 |
| Depreciation | -26 | -22 | -10 | -9 | -41 | -37 |
| Write-downs goodwill | -10 | -18 | -1 | -3 | -31 | -39 |
| Other operating expenses | -25 | -18 | -6 | -2 | -28 | -21 |
| Operating income | -12 | 42 | -20 | 3 | 50 | 104 |
| Net financial items | -12 | -14 | -2 | -4 | -14 | -16 |
| Income before tax | -24 | 28 | -22 | -1 | 36 | 88 |
| Tax | -3 | -10 | -1 | 1 | -21 | -28 |
| Net income for the period | -27 | 18 | -23 | 0 | 15 | 60 |
| Earnings per share, SEK | -0.53 | 0.35 | -0.45 | 0.00 | 0.29 | 1.18 |
| Earnings per share after full dilution, SEK | -0.53 | 0.35 | -0.45 | 0.00 | 0.29 | 1.17 |
| Number of shares end of period | 51,061,608 | 51,061,608 | 51,061,608 | 51,061,608 | 51,061,608 | 51,061,608 |
| Number of shares end of period after full dilution | 51,061,608 | 51,061,608 | 51,061,608 | 51,061,608 | 51,061,608 | 51,061,608 |
| Average weighted number of shares after | 51,061,608 | 51,428,275 | 51,061,608 | 51,336,608 | 51,061,608 | 51,336,608 |

## Summary Consolidated Balance Sheet

| Amounts in MSEK | $\begin{array}{r} 2005 \\ 30 \text { Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 30 \text { June } \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ 31 \text { March } \\ \hline \end{array}$ | $\begin{array}{r} 2004 \\ 31 \mathrm{Dec} \\ \hline \end{array}$ | $\begin{array}{r} 2004 \\ 30 \text { Sep } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Goodwill | 23 | 24 | 25 | 31 | 58 |
| Other intangible fixed assets | 20 | 13 | 15 | 17 | 19 |
| Tangible fixed assets | 53 | 49 | 44 | 42 | 41 |
| Other fixed assets | 53 | 54 | 52 | 50 | 69 |
| Inventories | 826 | 672 | 870 | 859 | 752 |
| Current operating receivables | 1,655 | 1,757 | 1,584 | 2,345 | 1,585 |
| Other financial assets | 46 | 59 | 69 | 63 | 47 |
| Liquid funds | 481 | 520 | 351 | 355 | 433 |
| Total assets | 3,157 | 3,148 | 3,010 | 3,762 | 3,004 |
| Shareholders' equity | 935 | 960 | 949 | 941 | 899 |
| Long-term provisions | 19 | 19 | 19 | 19 | 18 |
| Long-term operating liabilities | 1 | 2 | 3 | 4 | 6 |
| Current provisions | 3 | 4 | 5 | 5 | 16 |
| Current operating liabilities | 1,729 | 1,598 | 1,464 | 2,237 | 1,632 |
| Financial liabilities | 469 | 565 | 570 | 556 | 433 |
| Total liabilities and shareholders' equity | 3,157 | 3,148 | 3,010 | 3,762 | 3,004 |
| Capital employed | 878 | 946 | 1,099 | 1,079 | 852 |
| Net financial capital | 58 | 14 | -150 | -138 | 47 |

## SCRIBONA - INTERIM REPORT PER SEPTEMBER 30, 2005

Income by Business Area and Country

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2005 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Dec } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Scribona |  |  |  |  |  |  |
| Sweden | 2,632 | 2,567 | 774 | 723 | 3,881 | 3,816 |
| Denmark | 1,118 | 1,292 | 374 | 354 | 1,650 | 1,825 |
| Finland | 1,538 | 1,500 | 492 | 463 | 2,312 | 2,274 |
| Norway | 2,207 | 2,287 | 704 | 658 | 3,249 | 3,329 |
| Intra business area | -28 | -11 | -1 | -1 | -21 | -5 |
| Total business area Scribona | 7,466 | 7,634 | 2,343 | 2,197 | 11,071 | 11,239 |
| Carl Lamm | 481 | 435 | 140 | 115 | 672 | 626 |
| Discontinued and sold operations in all countries | - | 228 | - | - | 6 | 234 |
| Total business areas | 7,947 | 8,298 | 2,482 | 2,312 | 11,749 | 12,099 |
| Joint Group | -6 | -58 | 0 | -4 | -33 | -85 |
| Total | 7,941 | 8,239 | 2,482 | 2,308 | 11,716 | 12,014 |

Income by Product Segment in the Scribona Business Area

|  | 2005 <br> Jan-Sep | 2005 <br> July-Sep |  |
| :--- | ---: | ---: | ---: |
| Amounts in MSEK |  |  |  |
|  |  |  |  |
| PCP - Personal Computers \& Peripherals | 4,332 | 504 |  |
| SSI - Servers, Storage \& Infrastructure | 1,702 |  |  |
| ECS - Enterprise \& Client Software | 914 | 270 |  |
| EPC - Entertainment \& Personal | 464 | 142 |  |
| Communication | 54 | 26 |  |
| Other | $\mathbf{7 , 4 6 6}$ | $\mathbf{2 , 3 4 3}$ |  |
| Total business area Scribona |  |  |  |

No comparison figures are provided for the previous year, since the above division by product segment was introduced during 2005. Certain products were transferred from PCP till EPC during the quarter. The figures from the start of the year have been adjusted accordingly.

Operating Income by Business Area and Country

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2005 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Dec } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Scribona |  |  |  |  |  |  |
| Sweden | 7 | 4 | 2 | 1 | 6 | 3 |
| Denmark | -44 | -41 | -22 | -6 | -46 | -43 |
| Finland | -13 | -3 | -4 | -5 | -3 | 7 |
| Norway | 32 | 39 | 9 | 14 | 75 | 82 |
| Joint business area | -14 | -13 | -7 | -3 | -19 | -18 |
| Total Scribona | -31 | -14 | -22 | 1 | 13 | 30 |
| Carl Lamm | 25 | 22 | 4 | 4 | 40 | 37 |
| Discontinued and sold operations in all countries | - | 39 | - | 0 | 5 | 44 |
| Total business areas | -6 | 47 | -18 | 5 | 58 | 111 |
| Joint Group | -6 | -5 | -2 | -2 | -8 | -7 |
| Total | -12 | 42 | -20 | 3 | 50 | 104 |

## SCRIBONA - INTERIM REPORT PER SEPTEMBER 30, 2005

## Cash Flow Statement

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2005 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Dec } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING ACTIVITIES |  |  |  |  |  |  |
| Income after financial items | -24 | 28 | -22 | -1 | 36 | 88 |
| Depreciation and write-down | 36 | 40 | 11 | 12 | 72 | 76 |
| Other | -3 | -39 | 5 | 4 | -20 | -56 |
| Tax paid | -10 | 2 | -6 | 0 | -12 | 0 |
| Cash flow from operating activities before changes in working capital | -1 | 31 | -12 | 16 | 76 | 108 |
| Cash flow from changes in working capital |  |  |  |  |  |  |
| Change in inventories | 33 | -26 | -153 | -99 | -61 | -120 |
| Change in operating receivables | 699 | 654 | 108 | 99 | -57 | -102 |
| Change in operating liabilities | -506 | -636 | 122 | 43 | 95 | -35 |
| Cash flow from operating activities | 225 | 23 | 65 | 58 | 53 | -149 |
| INVESTING ACTIVITIES |  |  |  |  |  |  |
| Divestment of operations | - | 112 | - | -2 | -7 | 105 |
| Acquisitions of fixed assets | -41 | -20 | -21 | -6 | -48 | -27 |
| Divestment of fixed assets | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash flow from investing activities | -41 | 92 | -21 | -8 | -55 | 78 |
| FINANCING ACTIVITIES |  |  |  |  |  |  |
| Change in loans, net | -69 | 50 | -82 | -86 | 39 | 158 |
| Cash flow from financing activities | -69 | 50 | -82 | -86 | 39 | 158 |
| Cash flow for the period | 115 | 165 | -38 | -36 | 37 | 87 |
| Liquid assets at beginning of period | 355 | 268 | 520 | 471 | 433 | 268 |
| Cash flow for the period | 115 | 165 | -38 | -36 | 37 | 87 |
| Exchange rate difference in liquid assets | 11 | 0 | -1 | -2 | 11 | 0 |
| Liquid assets at end of period | 481 | 433 | 481 | 433 | 481 | 355 |

## Change in Shareholders' Equity

| Amounts in MSEK | $\begin{array}{r} 2005 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2005 \\ \text { July-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { July-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Dec } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening balance for the period | 941 | 881 | 960 | 897 | 899 | 881 |
| Change in translation difference | 21 | 0 | -2 | 2 | 21 | 0 |
| Net income for the period | -27 | 18 | -23 | 0 | 15 | 60 |
| Closing balance for the period | 935 | 899 | 935 | 899 | 935 | 941 |

[^0]SCRIBONA - INTERIM REPORT PER SEPTEMBER 30, 2005

Key Ratios

|  | $\begin{array}{r} 2005 \\ \text { Jan-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Sep } \end{array}$ | $\begin{array}{r} 2005 \\ \text { July-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2004 \\ \text { July-Sep } \\ \hline \end{array}$ | $\begin{array}{r} 2004 / 2005 \\ \text { Oct-Sep } \end{array}$ | $\begin{array}{r} 2004 \\ \text { Jan-Dec } \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating margin, \% | -0.2 | 0.5 | -0.8 | 0.1 | 0.4 | 0.9 |
| Return on capital employed, \% | - | - | - | - | 5.0 | 10.9 |
| Capital turnover rate, times per year | - | - | - | - | 11.7 | 12.6 |
| Average capital employed, MSEK | - | - | - | - | 1,001 | 956 |
| Net financial capital, MSEK | 58 | 47 | - | - | 58 | -138 |
| Return on shareholders' equity, \% | - | - | - | - | 1.6 | 6.6 |
| Average shareholders' equity, MSEK | - | - | - | - | 946 | 912 |
| Equity/assets ratio, \% | 29.6 | 29.9 | - | - | 29.6 | 25.0 |
| Shareholders' equity per share, SEK | 18.31 | 17.61 | - | - | 18.31 | 18.43 |
| Earnings per share, SEK | -0.53 | 0.35 | -0.45 | 0.00 | 0.29 | 1.18 |
| Average number of employees | - | - | - | - | 976 | 1,050 |
| Number of employees end of period | 934 | 1,025 | - | - | 934 | 1,023 |
| Sales per employee, MSEK | - | - | - | - | 12.0 | 11.4 |

[^1]
## SCRIBONA - INTERIM REPORT PER SEPTEMBER 30, 2005

Reconciliation of comparative figures to IFRS compared with Swedish GAAP

Summary Consolidated Income Statement

| Amounts in MSEK | 2004 Jan-Sep | $\begin{array}{r} \text { Effect } \\ \text { (prel.) } \\ \text { of IFRS } \end{array}$ | According (prel.) to IFRS | 2004 Jan-Dec | $\begin{array}{r} \text { Effect } \\ \text { (prel.) } \\ \text { of IFRS } \\ \hline \end{array}$ | According (prel.) to IFRS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total income | 8,239 | - | 8,239 | 12,014 | - | 12,014 |
| Operating expenses |  |  |  |  |  |  |
| Goods for resale | -7,351 | - | -7,351 | -10,747 | - | -10,747 |
| Other external costs | -319 | - | -319 | -432 | - | -432 |
| Staff costs | -469 | - | -469 | -634 | - | -634 |
| Depreciation | -32 | 5 | -27 | -43 | 6 | -37 |
| Write-down goodwill | -13 | - | -13 | -39 | - | -39 |
| Other operating expenses | -18 | - | -18 | -21 | - | -21 |
| Operating income | 37 | 5 | 42 | 98 | 6 | 104 |
| Net financial items | -14 | - | -14 | -16 | - | -16 |
| Income before tax | 23 | 5 | 28 | 82 | 6 | 88 |
| Tax | -10 | - | -10 | -28 | 0 | -28 |
| Net income for the period | 13 | 5 | 18 | 54 | 6 | 60 |

Reconciliation for the period July-September: The preliminary effect of IFRS amounts to SEK 2 million in "Depreciation".

## Summary Consolidated Balance Sheet

| Amounts in MSEK | $\begin{array}{r}2004 \\ 30 \text { Sep } \\ \hline\end{array}$ | $\begin{array}{r} \text { Effect } \\ \text { (prel.) } \\ \text { of IFRS } \end{array}$ | According (prel.) to IFRS | $\begin{array}{r}2004 \\ 31 \text { Dec } \\ \hline\end{array}$ | $\begin{array}{r} \text { Effect } \\ \text { (prel.) } \\ \text { of IFRS } \\ \hline \end{array}$ | According (prel.) to IFRS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Licenses | 19 | - | 19 | 17 | - | 17 |
| Goodwill | 53 | 5 | 58 | 25 | 6 | 31 |
| Tangible fixed assets | 41 | - | 41 | 42 | - | 42 |
| Other fixed assets | 69 | - | 69 | 50 | - | 50 |
| Inventories | 752 | - | 752 | 859 | - | 859 |
| Current operating receivables | 1,585 | - | 1,585 | 2,345 | - | 2,345 |
| Other financial assets | 47 | - | 47 | 63 | - | 63 |
| Liquid funds | 433 | - | 433 | 355 | - | 355 |
| Total assets | 2,999 | 5 | 3,004 | 3,756 | 6 | 3,762 |
| Shareholders' equity | 894 | 5 | 899 | 935 | 6 | 941 |
| Long-term provisions | 18 | - | 18 | 19 | - | 19 |
| Long-term operating liabilities | 6 | - | 6 | 4 | - | 4 |
| Current provisions | 16 |  | 16 | 5 |  | 5 |
| Current operating liabilities | 1,632 | - | 1,632 | 2,237 | - | 2,237 |
| Financial liabilities | 433 | - | 433 | 556 | - | 556 |
| Total liabilities and shareholders' equity | 2,999 | 5 | 3,004 | 3,756 | 6 | 3,762 |

[^2]
[^0]:    As of January 2004, MNOK 125 of shareholders' equity in Norway is hedged through the Parent Company's borrowing of a correspondent amount in NOK.

[^1]:    For definitions of key ratios, see Scribona's latest annual report.

[^2]:    The cash flow statement has been affected only by a redistribution between "Income after financial items" and "Depreciation and write-downs".

