

# Interim Report New Wave Group AB (publ.)

January-September 2001



- For the period July September 2001 the New Wave Group of companies increased its sales by 25 percent and amounted to SEK 314.2 (251.2) millions.
- For the period July September 2001 the result after financial items decreased with SEK 15.5 to 0.7 (16.2) millions.
- For the period January September 2001 the New Wave Group of companies increased its sales by 17 percent to SEK 911.6 (782.1) millions.
- The sales during September were extremly weak, but it recovered during October.
- The result after financial items in comparative figures for the period January – September 2001 decreased by 6 percent to SEK 54.5 (57.9) millions. The result after financial items, including previous years refund from SPP of SEK 8.0 million, decreased by 17 percent to SEK 54.5 (65.9) millions.
- The net result in comparative figures for the period January –
  September 2001 increased by 31 percent to SEK 50.5 (38.6)
  millions. The net result for the period January September 2001,
  including previous years refund from SPP of SEK 8 millions,
  increased by 15 percent to SEK 50.5 (44.0) millions.
- For the period January September 2001 the Profiling business area increased it's sales by 12 percent to SEK 588.0 (527.0) millions. The result after financial items in comparative figures decreased by 15 percent to SEK 45.8 (51.0) millions. The result after financial items, including previous years refund from SPP of SEK 3.6 millions, decreased by 9 percent to SEK 45.8 (50.4) millions.

- For the period January September 2001 the Retailing business area increased its sales by 27 percent to SEK 323.6 (255.1) millions. The result after financial items in comparative figures decreased to SEK 8.7 (11.9) millions. The result after financial items, including previous years refund from SPP of SEK 4.4 millions, increased by 16 percent to SEK 8.7 (7.5) millions.
- The result after financial items in comparative figures for the period October – September 2001 increased by 16 percent to SEK 83.7 (72.2) millions. The result after financial items including previous years refund from SPP of SEK 8 millions, increased by 4 percent to SEK 83.7 (80.2) millions.
- The result after financial items for the period January September 2001 has been negatively affected by the subsidiaries in United Kingdom, Spain, France and the establishment of Make Your Own Design in Scandinavia AB with an amount of SEK 21.1
- The result after financial items for the period July September 2001 has been positively effected through the aquisition of Seger Group AB and Sagaform AB with an amount of SEK 1.6 millions.
- The increase in the balance sheet amounting to SEK 347.0
  millions is mainly due to the aquired companies Sagaform AB and
  Segerkoncernen AB, which stands for 51 percent of the increase
  and, as part of the total balance sheet, 14 percent. At the same
  time, the two companies stands for 6 percent of the total
  turnover. These two companies are temporarly heavily detoriation
  New Wave Groups key figures.



### "The increase of the turnover continues"

### THIRD QUARTER

During July – September 2001, the sales increased by 25 percent to SEK 314.2 (251,2) millions, wherof the sales in Segerkoncernen AB and Sagaform AB amounted to SEK 32.9 millions.

During July - September 2001 the result after finanial items decreased by SEK 15.5 millions to SEK 0.7 (16.2) millions.

The result after financial items has also been negatively affected by poor results in the subsidiaries in United Kingdom, France, Spain, Make Your Own Design in Scandinavia AB and Textwear A/S in Norway

During the third quarter 2001, the gross profit margin decreased to 33.6 (38.1) percent. This decrease is mainly due to more badly gross margins in the subsidiaries in Spain, Sko Team AB and negative currency impact on goods sold.

# PERIOD JANUARY – SEPTEMBER SALES

During January – September 2001, the sales increased by 17 percent to SEK 911.6 (782.1) millions. Sales for the Profiling business area increased by 12 percent and sales for the Retailing business area increased by 27 percent.

Sales on the Swedish market increased by 7 percent to SEK  $551.4\ (514.3)$  millions.

Sales in the foreign markets increased by 34 percent to SEK 360.2 (269.7) millions.

### FINANCIAL RESULTS

During January – September 2001, the result after financial items in comparative figures decreased by 6 percent to SEK 54.5 (57.9) millions. The result after financial items, including previous years refund from SPP of SEK 8.0 millions, decreased by 17 percent to SEK 54.5 (65.9) millions.

The result after financial items has been negatively affected by the Spanish subsidiary with an amount of SEK -9.6 million. The negative result after financial items has been affected both by the economic irregularities and the time

needed to form a new organisation who focus on sales again.

The result after financial items has also been negatively affected by the newly established companies in United Kingdom, France, Make Your Own Design in Scandinavia AB and Textwear A/S in Norway with an amount of SEK -11.5 (1.4) millions. From a general point of view all the companies above have a weeker position in the market and have therefore more heavily affected of the decrease in sales in September 2001 than other companies within the group.

The acquired companies Sagaform AB and Segerkoncernen AB have contributed positively to the result after financial items with an amount of SEK 1.6 millions.

Other companies, i.e excluding the companies mentioned above, where of all, excluding the subsidiary in Spain, shall be regarded as investments in the markets were they operate, have increased their result after financial items during January - September 2001 by 15 percent or SEK 9.7 million. The result after financial items in these companies is estimated to grow substantially during 2002.

The gross profit margin increased, compared with previous year, to 38.5 (37.9) percent.

External costs increased to 16.2 (16.1) percent of the Group's sales. The costs for personnel increased to 12.1 (10.4) percent of the total turnover.

The increased share of invoiced sales for personel costs is mainly due to the decided investments in the United Kingdom, Holland, France, Cyberwave AB (4yourlogo.com), Make Your Own Design in Scandinavia AB, as well as the acquisitions of Textwear A/S and Sagaform AB.

Result after financial items for the period October 2000 – September 2001 in comparative figures increased by 16 percent and amounted to SEK 83.7 (72.2) millions. Result after financial items, including previou's year's refund from SPP of

SEK 8.0 millions, increased by 4 percent to SEK 83.7 (80.2) millions.

### **PROFILING BUSINESS AREA**

During January – September 2001, the Profiling business area's sales increased by 12 percent to SEK 588.0 (527.9) millions. The result after financial items in comparative figures decreased by 15 percent to SEK 45.8 (50.4) millions. Result after financial items, including previous year's refund from SPP of SEK 3.6 millions, decreased by 9 percent to SEK 45.8 (54.0) millions.

### **RETAILING BUSINESS AREA**

For the period January – September 2001, the Business area's sales increased by 27 percent to SEK 323.6 (255.1) millions. Result after financial items in comparative figures decreased to SEK 8.7 (11.9) millions. The result after financial items, including previous year's refund from SPP of SEK 4.4 millions, increased by 16 percent to SEK 8.7 (7.5) millions.

### TAX

The calculations is done with consideration of the deficit deduction that comes with the acquisition of Dressmart AB.

### **SAGAFORM AB**

As of April 1st, 2001, Sagaform AB made a new issue of shares to New Wave. Through this issue, New Wave holds 50.1 percent of the shares in the company.

Sagaform has affected the result for the third quarter in 2001 negatively, but is estimated to contribute positively to result during the fourth quarter of 2001.

### 4YOURLOGO.COM

The e-trading site 4yourlogo.com on the Internet has been launched on the Norwegian market during the third quarter. The system is previously launched on Swedish market.

The e-commerce system will be launched in all countries where New Wave Group has Profiling Business activities.

#### **SEGERKONCERNEN AB**

New Wave Group has acquired all the shares in Segerkoncernen AB . The day of taking the shares in possession was 1 September 2001. The company is consolidated as per 1 September 2001. In connection with the acquire goodwill amounted to 23.8 SEK millions comes up. Futhermore additional goodwill can come up connected to future additional purchare.

The purchase-sum for the shares amounts to SEK 48 millions of which SEK 24 million is paid in cash and the rest by a directed new issue of 150 000 shares at a rate of 160 SEK per share. An additional purchase-sum will be paid during 2003 if the results for 2001 and 2002 in Seger-koncernen AB and its subsidiaries Seger Europe AB and Seger United AB meet certain criterias.

For 2002, Segerkoncernen is expected to have a turnover of approximately SEK 150 million with good profitability.

New Wave Group intends to integrate Seger-koncernen by letting Seger Europe's assortment complete the assortment of New Wave Group within its Profile Business area which should lead to an increase of sales with regard to the completing products. Seger United will furthermore be a part of New Wave Group's Retail Business area where New Wave Group will become one of the largest suppliers in Sweden with an annual turnover of approximately 500 million SEK.

New Wave Group believes that the acquisition will result in extensive positive synergetic effects, mainly within sales, logistics and buyings. The synergetic effects will be presented more closely during the first quarter of 2002.

### MINORITY INTEREST

The legal proceedings regarding the compulsory purchase of the remaining shares in Texet AB has been completed and New Wave is now the owner of all shares in Texet AB.

Compulsory purchase of the remaining shares in Dressmart AB is in process and the arbitration

court is expected to announce its decision during the fourth quarter of 2001.

### **BUYING AND LOGISTICS**

New Wave is always working to improve the buying and logistics and as part of that New Wave will build a logistic centre in the municipality of Munkedal during 2001/2002. The first activities with the building will start during the first quarter 2002, by the latest.

#### **CAPITAL TIED UP**

On September 30<sup>th</sup>, 2001, compared with September 30<sup>th</sup>, 2000, the capital tied up in stock and accounts receivable increased with 31 percent to SEK 933.4 (714.3) millions. Establishments abroad and the acquisitions of Sagaform AB, Segerkoncernen AB and Textwear A/S mainly caused the increase. The increase of capital tied up in stock and accounts receivable for the above mentioned companies and the acquired companies amounts to SEK 197.0 millions.

### **INVESTMENTS**

The Group's net investments in fixed assets for the period January-September 2001 amounted to SEK 66.5 (18.8) millions. The net investments for the period is mainly caused by the acquisitions of Sagaform AB and Seger-koncernen AB

### FINANCING AND LIQUIDITY

Cash flow after investments and acquisitions for the period January - September 2001 amounted to SEK –90.5 (-196.2) millions. Liquid assets at the end of September 2001 amounted to SEK 78.0 million compared to SEK 7.8 millions for the same period in 2000. Net borrowing amounted to SEK 705.0 millions compared to SEK 486.2 millions for the corresponding period in 2000, an increase of SEK 218.8 millions.

### **PERSONNEL**

The number of employees as an average of the last twelve-months is 468 persons (October 2000 – September 2001), compared to 305 last year (July 1999 – June 2000). The increase is mainly

due to the establishments abroad, acquired companies Sagaform AB, Textwear A/S and Segervaror AB.

CFO Jörgen Bender resigns from the company, and in connection herewith Torsten Jansson has bought Jörgen Benders 17.900 B shares in the company.

### VIEWS FOR 2001

The sales during 2001 have been unstable, and during September 2001 the sales was extremely weak. Orders recevied during October 2001 seems to be more normal. New Wave therefore witholds its prognosis to exceed previous years result exkluding the refund from SPP

### **AQUIRED COMPANIES**

The aquired companies Segerkoncernen AB and Sagaform AB contributes positively to the result after financial items with SEK 1.6 million.

Consolidation of Sagaform AB is done as per 1 april 2001 and for Segerkoncernen AB as per 1 september 2001. This means that a big part of the aquired companies sales and result are not included in the groups income statement but in the fund statement both companies are fully consolidated.

The increase in the balance sheet amounting to SEK 347.0 millions is mainly due to the aquired companies Sagaform AB and Segerkoncernen AB, which stands for 51 percent of the increase and as part of the total balance sheet 14 percent. At the same time the two companies stands for 6 percent of the total turnover. These two companies are temporarly heavly detoriation, New Wave Groups key figures.

### THE PARENT COMPANY

For the period January – September 2001, the sales increased by 79 percent amounting to SEK 75.9 (42.5) millions. The profit after financial items amounted to SEK 41.7 (17.0) millions. For the period January – September 2001, net borrowing increased by SEK 125.2 millions and investments by SEK 67.9 (1.1) millions.

### **ACCOUNT AND VALUATION PRINCIPLES**

Same principles and valution are used as in the latest annual report.

### FORTHCOMING INFORMATION

Report for the period January – December 2001 will be published on February 19, 2001.

Report for the period January – March 2001 will be published on April 23, 2001.

General shareholder meeting is intended to be held on May 13, 2001.

Borås, November 1, 2001 New Wave Group AB (publ) Board of directors

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### **AUDITOR'S REPORT**

We have carried out a general review of this interim report, in accordance with the recommendation issued by the Swedish Institute of Public Authorized Accountants (FAR). A general review is considerably limited in comparison with an audit. Based on our review nothing came to our attention that indicates that the report does not comply with the requirements given in the Swedish Stock Exchange Act or the Swedish Annual Accounts Act.

Bertel Enlund Per Schwartzman
Authorized public accountant accountant
Ernst & Young AB Ernst & Young AB

# **Financial information**



## **Income statement**

SEK million (s)	3 Month  Apr-Sep  2001	3 Month Apr-Sep 2000	9 Month  Jan-Sep  2001	9 Month  Jan-Sep  2000	12Month <b>Oct-Sep 00/01</b>	12 Month Jan-Dec 2000
Net sales	314.2	251.2	911.6	782.1	1 195.5	1 063.4
Other income*	-	-	2.0	8.0	-	8.5
Operating expenses						
Goods for resale	-208.6	-155.5	-562.2	-485.9	-727.0	-650.6
Other external expenses	-51.6	-43.2	-148.5	-129.3	-193.7	-174.5
Personnel costs	-40.0	-26.2	-110.4	-82.5	-142.1	-114.2
Depreciation of tangible						
and intangible fixed assets	-6.5	-5.3	-17.3	-14.3	-22.8	-19.8
Operating profit	7.5	21.0	75.2	78.1	109.9	112.8
Net financial items	-6.5	-4.8	-20.7	-12.2	-26.2	-17.7
Result after financial items	0.7	16.2	54.5	65.9	83.7	95.1
Tax on the profit for the period	-	-6.5	-5.4	-21.5	-14.2	-30.2
Minorit $\Omega$ s share of the profit	1.2	-0.2	1.6	-0.4	1.6	-0.2
Net result	1.9	9.5	50.5	44.0	71.2	64.7
Dilution						
Profit per share SEK, before dilution	0.27	1.34	7.11	6.20	11.10	9.60
Profit per share SEK, closing day	0.29	1.32	7.03	6.11	10.95	9.54
Profit per share SEK, full conversion	0.29	1.32	7.01	6.08	10.92	8.96
Number of shares	7 100 104	7 100 104	7 100 104	7 100 104	7 100 104	7 100 104
Average of shares closing day	7 247 659	7 222 165	7 247 659	7 222 165	7 247 659	7 130 619
Number of shares after full conversion	7 268 122	7 251 455	7 268 122	7 251 455	7 268 122	7 251 455

 $<sup>^{\</sup>star}$  2000 is a refund from SPP, 2001 is a capital gain received from the sale of shares in CJG Handels AB.

# **Balance sheet**

	30 Sep	30 Sep	31 Dec	
SEK millions	2001	2000	2000	
Assets				
Intangible assets	16,3	14.3	15.1	
Goodwill	119,7	106.2	105.2	
Fixed assets	107,8	47.5	60.7	
Stock	650,9	356.7	519.8	
Accounts receivable	282,5	189.0	178.6	
Other short term receivables	40,0	25.5	26.5	
Liquid assets	78,0	26.3	42.3	
Total assets	1 295,2	765.5	948.2	
Total liabilities and shareholder´s capital				
Shareholder's capital	403,6	316.7	346.8	
Minority interest	19,7	1.4	1.2	
Interest bearing liabilities	705,0	355.4	470.1	
Non interest bearing liabilities	166,9	92.0	130.1	
Total liabilities and share capital	1 295,2	765.5	948.2	
Change in shareholder's equity				
Shareholder's equity	346.8	198.8	198.8	
New issue of shares	24,0	95.4	95.4	
Result for the period	48.6	34.5	64.7	
Dividend	-17.7	-12.0	-12.0	
Shareholders equity	403,6	316.7	346.8	





# **Cash flow analysis**

SEK millions	1 Jan - 30 Sep 2001	1 Jan - 30 Sep 2000	1 Jan - 31 Dec 2000
Current operation			
Result after financial items	58.2	66.2	94.9
Items not included in cash flow			
Depreciation	17.3	14.3	19.8
Capital gain	-2.0	-	-
Tax paid	-25.4	-15.8	-17.7
Cash flow before changes in working capital	42.1	64.7	97.0
Change in working capital	-66.1	-242.1	-205.3
Cash flow after changes in working capital	-24.0	- 177.4	-108.3
Acquisition*	-63.5	-	-
Investments in fixed assets	-10.3	-21.0	-40.0
Sales of fixed assets, net**	7.3	2.2	2.2
Cash flow after investments	-66.5	-18.8	-37.8
Loans raised	141.6	174.5	158.4
Dividend paid	-17.7	-12.0	-12.0
Cash flow from financial business	123.9	162.5	146.4
Cash flow for the year	33.4	-33.7	0.3
Available funds in the beginning of the year	42.3	41.8	41.8
Rate difference in the available funds	2.3	-0.3	0.2
Available funds in the end of the year	78.0	7.8	42.3

*	The	item	includes:	
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Goodwill	- 24.5
Working capital	-102.2
Fixed assets	- 49.2
Transfered loans	88.4
Paid with non-cash issue	24.0
Effect on the cash flow	- 63.5

<sup>\*\*</sup> In sales of fixed assets the sale of shares in CJG Handels AB amounts to SEK 5,8 million.

## Financial highlights

	Jan -Sep	Jan – Jun	Jan – Jun	Jan - Dec	
SEK millions	2001	2001	2000	2000	
Sales growth in %	16.8	32.8	9.0	33.1	
Sales per employees, millions	2.6	3.4	2.6	3.1	
Gross margin%	38.2	37.9	33.0	38.8	
Operating margin %	8.2	10.0	8.2	10.6	
Profit margin %	5.5	5.6	4.7	6.1	
Return on shareholder's equity %	18.0	22.4	20.8	23.7	
Return on capital employed %	10.7	16.4	14.1	17.7	
Equity ratio %	32.7	35.1	30.0	36.7	
Debt/equity ratio %	155.4	146.6	168.0	123.3	
Net liabilities, millions	627.0	478.4	318.7	427.8	
Interest cover ration, times	3.3	5.6	4.6	5.5	
Rate of turnover in capital, times	1.1	1.4	1.4	1.4	
Rate of stock turnover, times	1.3	1.7	1.9	1.6	
Investments, millions	76.7	18.8	17.1	37.8	
Cash flow after investments, millions	-226.3	-196.2	-99.9	-146.1	
Shareholder's equity per share, SEK	55.67	45.95	31.5	45.85	
Share price. December 31 2000, SEK	-	-	-	140.00	
Dividend per share, SEK	-	-	-	2.50	
P/E-ratio	-	-	-	15.40	
P/S-ratio	-	-	-	0.94	
Rate/Shareholder's equity	-	=	=	2.90	

## **Definitions**

### **SHARE OF RISK BEARING CAPITAL**

Total of shareholders' equity and deferred tax liabilities (including minority) divided by the second balancing up

### RETURN ON SHAREHOLDERS' EQUITY

Profit loss after full tax as a percentage of the average shareholders' equity

### **GROSS PROFIT MARGIN**

Sales for the period, less product costs, as a percentage of sales

### **AVERAGE SHAREHOLDERS' EQUITY**

The sum of shareholders' equity, at the start and the close of the financial year, divided by two

### **RATE OF CAPITAL TURNOVER**

Sales divided by the average Balance Sheet total

### **NET DEBT/EQUITY RATIO**

Interest-bearing liabilities, less interest bearing assets, as a percentage of shareholders' equity

### INTEREST COVER RATIO

Profit/loss after net financial items plus financial expenses divided by financial expenses

### **OPERATING MARGIN**

Operating profit/loss after depreciation as a percentage of sales

### **EQUITY/ASSETS RATIO**

Shareholders' equity divided by the Balance Sheet total

### **CAPITAL EMPLOYED**

Balance Sheet total reduced by interest-free liabilities and interest-free provisions

### **PROFIT MARGIN**

Profit/loss before tax as a percentage of sales

### **PROFIT PER SHARE**

Net profit in relation to a measured average of outstanding number of shares

## **New Wave share**

The share capital in New Wave amounts to SEK 7 250 104, distributed amount of total 7 250 104 shares, each with a par value of SEK 1. The shares carry identical rights to the companies' assets and profits. Each A-shares, carries ten votes and each B-shares, carries one vote.

New Waves B shares have been listed on the Stockholm Stock Exchange's OTC list since December 11, 1997 later on transformed to the O-list. Since the 1 of July 2001 the shares have been listed on Attract 40 is a part of the O-list. A trading lot amounts to 100 shares. The introduction price was SEK 55. Since the listing in December 1997 the lowest quation has been SEK 36 and the highest has been SEK 189.

## **Shareholders**

New Wave had 3 217 (3 495) shareholders on September 30 2001. Institutional investors accounted for 34.7 percent of the capital and 7.4 percent of the votes. The ten largest shareholders on the same date held 64.8 percent of the capital and 86.3 percent of the votes. Shareholders outside Sweden accounted for 11.2 percent of the capital and 4.1 percent of the votes.

In the shareholders register as per 30 September 2001 does not include 150.000 B shares, which has been issued in connection with the aquisition of the shares in Segerkoncernen AB. Although, those new issued shares have been included in all accounts of the share in this report.

## New Wave's share structure September 30 2001

	Number	Number	Percentage	
Share series	of shares	of votes	of capital %	votes %
Series A shares	2 898 460	28 984 600	39,98%	86,95%
Series B shares	4 201 644	4 351 644	60,02%	13,05%
Total	7 100 104	33 336 244	100.00%	100.00%

## New Wave's ten major shareholders

	Number	Percentage		Number
Shareholder	of shares	of capital %	of vote's %	of votes
Torsten Jansson	8 000 B / 2 678 460 A	37.1%	80.4%	26 792 600
Banque Intl a Luxembourg	472 495 B	6.5%	1.4%	472 495
Öresund investment AB	302 300 B	4.2%	0.9%	302 300
CR Suisse EQT	280 000 B	3.9%	0.8%	280 000
Domani	239 764 B	3.3%	0.7%	239 764
Roburs småbolagsfond	192 100 B	2.6%	0.6%	192 100
S-E-Bankens Allemansfond	162 800 B	2.2%	0.5%	162 800
Småbolagsfonden	144 100 B	2.0%	0.4%	144 100
Lannerbo småbolag	117 400 B	1,6 %	0,3%	117 400
Bank Hoffman AG	101 294 B	1.4%	0.3%	101 294
Total	4 698 713	64,8%	86.3%	28 804 853

## Shareholder distribution in New Wave September 30, 2001

	Number	Number	Percentage	Percentage
	of shares	of votes	of capital %	of votes %
Sweden	6 436 288	31 982 428	88,8%	95,9%
Shareholders living outside				
Sweden, excluding USA	794 516	1 334 516	10,9%	4,0%
USA	19 300	19 300	0.3%	0.1%
Total	7 250 104	33 336 244	100.00%	100.00%

# **Quarterly income statements, SEK millions**

	2001			2000				1999				
Quarter	Q1	<b>Q2</b>	Q3	Q1	<b>Q2</b>	Q3	Q4	Q1	<b>Q2</b>	Q3	<b>Q</b> 4	
Invoiced sales	267.9	329.6	314,2	207.6	323.3	251.2	281.3	176.4	214.3	198.0	210.3	
Other income	1.2	0.8	-		8.0		0.5					
Goods for resale	-166.4	-187.3	-208,6	-131.1	-199.2	-155.5	-164.7	-113.7	-141.5	-139.5	-135.6	
Gross profit	102.7	143.1	105,6	76.5	132.1	95.7	117.1	62.7	72.8	58.5	74.7	
Gross margin in %	37.9%	43.2%	33,6%	36.9%	38.4%	38.1%	41.5%	35.5%	34.0%	30.0%	35.5%	
External costs	-48.2	-48.7	-51,6	-38.6	-47.5	-43.2	- 45.2	-32.7	-22.6	-17.7	-29.4	
Personnel costs	-34.5	-35.9	-40,0	-23.6	-32.7	-26.2	- 31.7	-21.2	-20.7	-21.1	-23.0	
Depreciation	-5.3	-5.5	-6,5	-3.9	-5.1	-5.3	-5.5	-3.1	-3.5	-3.3	-4.1	
Operating profit	14.7	53.0	7,5	10.4	46.8	21.0	34.7	5.7	26.0	16.4	18.2	
Interest income	0.6	1.0	0,9	0.5	0.7	0.7	1.4	1.2	0.9	0.5	0.1	
Interest expense	-6.5	-9.0	-7,7	-3.6	-5.1	-5.5	-6.9	-4.7	-2.5	-3.7	-4.1	
Result after financial items	8.8	45.0	0,7	7.3	42.4	16.2	29.2	2.2	24.4	13.2	14.2	
Tax	-0.9	-4.5	-	-3.0	-12.0	-6.5	-8.7	-0.8	-6.8	-4.0	-5.8	
Minority share	-	0.2	1,2	-0.4	0.2	-0.2	0.2	-0.1	-	-0.2	0.2	
Net result	7.9	40.7	1,9	3.9	30.6	9.5	20.7	1.3	17.6	9.0	8.6	

# **Sales by country, SEK millions**

	JAN-SEP	JAN-SEP		
COUNTRY	2001	2000	DIFF	%
Sweden	551.4	514.3	37.1	7.2
Norway	97.7	74.7	23.0	30.8
Denmark	15.3	14.6	0.7	4.8
United Kingdom	36.4	29.2	7.2	24.7
Germany	40.0	28.4	11.6	40.9
Netherlands	19.8	16.7	3.1	18.6
Finland	51.3	37.9	13.4	35.4
France	8.4	-	8.4	-
Spain	32.9	29.1	3.8	11.6
Italy	58.4	41.0	17.4	42.4
Total	911.6	782.1	129,5	16.6

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New Wave