

Interim report January-September 2003



Framfab AB (publ)

- Net revenue was SEK 186.1 million (264.1) for January-September and SEK 53.8 million (68.4) for the traditionally weaker third quarter.
- The loss after tax for January-September was SEK -84.0 million (-62.2), of which SEK -37.2 million was attributable to the divestment of shares in B2 Bredband AB. Third quarter earnings improved substantially from the previous quarter to SEK -11.3 million (-32.8). Earnings per share amounted to SEK -0.17 (-0.13) for January-September and SEK -0.02 (-0.07) for the third quarter.
- Cash flow was SEK -3.0 million (-50.3) for January-September and SEK 24.8 million (-25.8) for the third quarter.
- Framfab strengthened its financial position and ownership structure in September by carrying out a special issue of new shares that raised SEK 34.1 million after underwriting expenses.
- Costs continued to decrease according to plan in the third quarter. Previously planned cost effectiveness measures implemented in the second and third quarters will reduce costs by an estimated SEK 46 million on an annual basis.
- On September 3, Framfab took over 14 employees and a number of customer relationships from Icon Medialab in Denmark. The newly acquired operation is expected to make a positive contribution to operating earnings in 2003.
- Framfab signed an agreement with SBI Group Inc. as of October 22 for the acquisition of SBI's London operations, including 62 employees. The deal represents considerable international expansion, uniformly distributed between Britain and the rest of Europe, of Framfab's client base. The two companies also signed a strategic collaboration agreement. The acquisition is conditional upon confirmation of certain information about SBI (UK) and approval by a special meeting of Framfab shareholders, scheduled for November 12.
- The market remained weak in the third quarter. The company's objective remains to attain profitability during the fourth quarter. However, the impact of the sluggish economy on fourth quarter revenue still appears uncertain.

Framfab is a leading European specialist in digital media solutions and communication based on Internet technology. Most of Framfab's customers are big international companies, including 3M, AXA, the Coca-Cola Company, Danske

Bank, Ericsson, Hydro Texaco, IKEA, Kellogg's, NEC Packard-Bell, Nike, Observer, Postbank, SAAB, Volvo Car Corporation and UBS. Framfab operates in Denmark, Germany, the Netherlands, Sweden and Switzerland. The company

is quoted on the O list of the Stockholm Stock Exchange (ticker symbol FRAM). For more information, please visit www.framfab.com.

A Word from the CEO

Despite the shaky business cycle and general economic uncertainty, The Internet penetration, e-commerce and web-based B2B are all expanding rapidly. The catalysts remain the medium's and the new infrastructure's unsurpassed range, speed, functionality and cost savings as opposed to traditional options. The exponential growth of the medium and its peripheral services forecasted five years ago has materialized and in many cases been exceeded (see Business Week European Edition, May 12, 2003).

As a somewhat contradictory development, the European market for consulting services in the development of new interactive solutions for digital media has remained meager and listless during 2003, the third quarter showing no improvement. Although Framfab's earnings were better than those of last year and the previous quarter, they remained in negative territory and thereby unsatisfactory. Like other service providers, Framfab has had a difficult time during the economic slump and the pessimism about the euro area. Clients are minimizing their risks, cutting back on external costs, continuing to insource and delaying necessary investments in digital media and interactive solutions. As is the case with other IT markets such as hardware, a pent-up but substantial demand for upgrades is accumulating and is likely to explode once economic recovery unmistakably begins. While Germany, Europe's economic locomotive, has posted negative or zero economic growth for an extended period of time, the IDC market intelligence firm anticipates a 5.2% expansion of the country's IT market next year. IDC predicts that the European IT market as a whole will grow by 3.6% in 2004. Forrester Research recently interviewed 142 IT managers in Germany concerning their investment plans. Two-thirds of them intend to begin releasing investment money that has been frozen for the past three years.

The fragmentation of our niche and the consulting market in general, as well as the elimination of unsuccessful players, has proceeded unabated since the summer of 2000. We have unwaveringly maintained that consolidation is needed, both for our company and for the industry in general. Consistent with that thesis, Framfab took the first two steps on a long journey during the third quarter. Following the bankruptcy of Icon Medialab, Framfab acquired a skilled team of technicians and experts in Denmark. In line with our strategy of achieving prominence in each national market, Framfab also acquires SBI's London operations, one of the three leading British players in our niche. Meanwhile, Framfab and SBI are entering into a long-term collaborative relationship in the United States, a key move for many big international clients.

The SBI deal, along with the addition of a number of large financial investors by means of a successful special issue of new shares in September, has resolved the fundamental issue of Framfab's financing and ownership structure. Assuming approval by the planned November 12 meeting of shareholders, Framfab's largest single shareholder will now be a big industrial player with profound knowledge of the market and far-reaching strategic goals. All in all, the stage is now set for a productive effort by the board and a responsible, proactive strategy on the part of our shareholders.

Anders Ekman

The market

Framfab's strategy is to achieve leadership in each of its national markets. The company reinforced its leading position in Denmark during the third quarter by acquiring parts of Icon Medialab's operations. Framfab successfully defended its leadership in the Swedish market. The company maintained its strength in the German market, which is suffering from an extremely weak business cycle. Framfab is among the four biggest players in the Netherlands.

A majority of Framfab's sales are to international clients that rely on a limited number of suppliers with the ability to coordinate and carry out strategic, innovative and complex web projects. With the acquisition of SBI's London-based operations and 62 employees, Framfab bolstered its leading position as one of the few remaining players in the European market. SBI (UK) ranks among the top three providers in the British market. The Danish and British acquisitions represent Framfab's initial steps in the consolidation of the European sector. Although the consolidation is generally speaking in its early stages, some small mergers and acquisitions have already been completed.

The first three quarters were characterized by caution and low propensity to invest on the part of clients. They are tending to postpone investment decisions and to split up their projects into shorter phases, as well as to exploit in-house resources as much as possible. Nevertheless, Framfab's conversations with its clients suggest that they increasingly view their internal expertise as inadequate when it comes to critical, complex web solutions. Given the sluggish state of the market at present, Framfab does not anticipate a rapid recovery. The IDC market intelligence firm predicts that the European IT sector will experience 3.6% growth in 2004.

Operations

The Group

Framfab began collaborating with over 40 new clients during the first nine months of the year. Among them were Vattenfall Europe, AOL, IKEA Germany, WL Gore & Associates, NCC Communication and Sveriges Television (Swedish Public Television).

Net revenue for January-September was SEK 186.1 million (264.1). Net revenue per employee rose by 5% from the same period of 2002 to an annual figure of SEK 629 thousand. Excluding personnel who had received notices of termination, revenue per employee amounted to SEK 684 thousand. The corresponding figure for the past 12 months was SEK 631 thousand, or SEK 680 thousand excluding personnel who had received notices of termination. That represents an increase of 5% from the previous quarter.

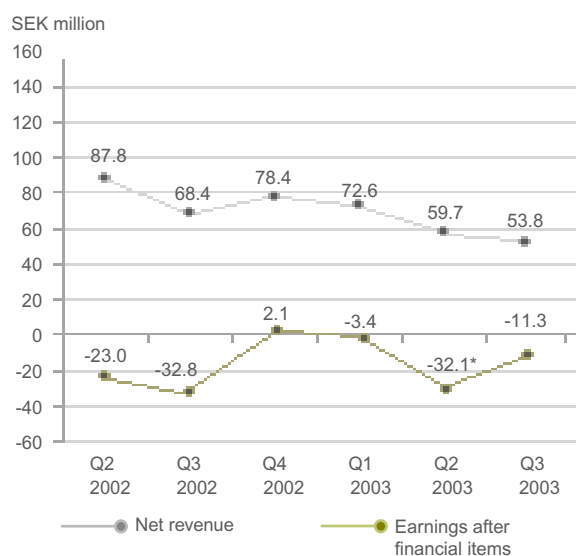
Net revenue amounted to SEK 53.8 million (68.4) in the third quarter. As was the case in the second quarter, net revenue in the traditionally weaker third quarter was negatively impacted by delayed assignments from large clients. That was particularly true in Göteborg and Germany.

Framfab carried out cost effectiveness measures according to plan during the quarter and the workforce was reduced by 33. Of the Group's 360 employees on September 30, 34 had received notices of termination.

A total of SEK -11.0 million in provisions for planned measures was charged to second quarter earnings. A total of SEK 6.0 million was offset against costs for notices of termination in the third quarter. Outstanding reserves on September 30 amounted to SEK 5.0 million. The operating loss was SEK -50.9 million (-65.8) for the first nine months. Earnings improved substantially to SEK -12.4 million (-33.4) from the second to the third quarter.

Action programs carried out last year produced the intended results, costs declining by SEK 91.0 million from the first nine months of 2002. Costs on a quarterly basis decreased by SEK 10.4 million from the first quarter. The full impact of measures taken in the second and third quarters will be felt late in the fourth quarter. Annual cost savings stemming from these measures will total an estimated SEK 46 million.

Including a SEK 37.2 million loss from divestment of Framfab's stake in B2 Bredband AB, the loss after financial items was SEK -84.0 million (-62.2) for January-September and SEK -11.3 million (-32.8) for the third quarter. The loss after tax for the first nine months totaled SEK -84.0 million (-62.2).



*Excludes loss from divestment of holdings in B2 Bredband AB

Denmark

Framfab Denmark posted a profit in the third quarter and a strong operating profit for the first nine months. The company has obtained seven new clients this year. The Danish business further strengthened its market leadership in the third quarter by taking over a number of customer relationships and 14 employees from Icon Medialab Denmark, which declared bankruptcy in September. The acquisition considerably bolstered the company's expertise, primarily when it comes to Tridion and Teamsite. The deal is expected to make a positive contribution to Framfab's operating earnings in 2003.

The Netherlands

Under the leadership of a brand new CEO, the Netherlands business has undergone major changes since June. The company has reinforced its project management and sales expertise. Meanwhile, substantial cost-saving measures have been taken, including a staff reduction of 14 and the consolidation of the Amsterdam and Rotterdam offices. The reorganization has been expensive, and the Netherlands posted an operating loss for January-September. New Framfab clients during the period include the Netherlands Ministry of Transport, the Netherlands Ministry of Defense, IgloMora and the Amsterdam School of the Arts.

Germany

As was the case in the second quarter, Framfab Germany was negatively impacted in the third quarter by project delays. As a result, the company posted a loss for the third quarter and for the first nine months. Thus, Framfab Germany did not meet expectations for the third quarter and decided to adjust its costs to current revenue levels. The general ongoing weakness of the German market is particularly evident in the insurance industry, where Framfab enjoys a strong position. However, the hiring of key personnel strengthened Framfab Germany's position by virtue of a series of assignments from new clients such as AOL Germany and Vattenfall Europe.

Sweden

Framfab Göteborg shored up its market leadership in the region during the third quarter by attracting a number of new clients and expanding its collaboration with existing ones. Despite project delays by a large client, the Göteborg office posted a profit in August and September thanks to solid orders received from both new clients and the other existing ones. Nevertheless, the business showed a loss for the traditionally weak third quarter and for January-September. However, Framfab Göteborg anticipates a profit in the fourth quarter. Measures taken in the third quarter reduced the workforce by eight. Big clients such as Volvo Car Corporation and SCA demonstrated their unwavering trust, while Framfab captured additional market share through new collaborative arrangements with Nobel Biocare, Sveriges Television (Swedish Public Television), NCC, Ellos, W.L. Gore & Associates, Adexi and the city of Göteborg.

Framfab's office in Malmö, which was reorganized in the second quarter by means of closer cooperation with the Copenhagen office and a staff reduction, met its revenue targets for the third quarter. Although Framfab Malmö posted a loss for January-September, it expects to show a profit in the fourth quarter. The business accelerated its client-related skills development effort in the third quarter. Partly in collaboration with Microsoft, Framfab Malmö will continue to pursue its training programs. The business obtained eight new clients in January-September.

Framfab Stockholm posted a loss for January-September, and the workforce was reduced with the objective of achieving profitability late in the year. The Stockholm office has focused on its acknowledged cutting-edge expertise in the areas of usability and design. Such expertise serves as a key competitive tool for keeping up with the demands of increasingly sophisticated Internet users. During the year, Framfab Stockholm entered into two new general agreements, one of which was with mobile operator 3. In addition, the office obtained a number of new assignments, including contracts with St. Erik's Eye Hospital, the Swedish National Road Administration and one of Sweden's biggest trade organizations.

Framfab's target is still for Swedish operations to generate profit during the fourth quarter.

Framfab has long cultivated wide-ranging skills in the Content Management (CM) field with respect both to products and their functionality. The expertise includes experience with the day-to-day organizational and structural activities required for successful implementation or migration to a new CM platform. Framfab extended its collaboration with Microsoft in October when it obtained the status of recom-

mended partner for Microsoft Application Platform with a focus on CM and the Microsoft Content Management Server product.

A number of Framfab's clients have entrusted it with a key role in the implementation of large Microsoft Content Management Server projects. Framfab has worked with Microsoft to adapt the product to the needs of clients. For instance, the new Internet solution of Volvo Cars is based on Microsoft Content Management Server.

Operations at a glance

SEK million	Denmark	Netherlands	Germany	Sweden	Total
Revenue	47.1	18.1	45.3	75.6	186.1
Investments	0.2	0.0	0.3	-0.6	-0.1
No. of employees*	70	42	83	165	360

*No. of employees at end of the period. The figure for Sweden includes nine members of the group staff.

Financial position

Cash flow amounted to SEK -3.0 million (-50.3) for January-September and SEK 24.8 million (-25.8) for the third quarter, of which SEK 34.1 million was attributable to the issue of new shares carried out in September. Liquid funds were SEK 45.8 million (63.3) as of September 30.

Framfab entered into an agreement during the second quarter to divest its entire stake in B2 Bredband AB for USD 1.6 million (SEK 12.8 million), SEK 9.9 million of which was obtained in July. The remainder is expected in the fourth quarter. The divestment of the shares in B2 Bredband AB occasioned a loss of SEK -37.2 million, which was posted to financial costs.

In September, Framfab carried out the issue of new shares approved by a special meeting of shareholders. The company issued 110 million shares at a stipulated market value of SEK 0.33 each. The purpose of the issue was to increase the number of large institutional shareholders, provide clients with greater security and afford the company a solid financial position prior to the expected consolidation of the market. The issue of new share increased the holdings of the 10 largest shareholders from 13% to 23% as well as the 20 largest shareholders from 18% to 27%. The largest shareholders primarily consist of big financial institutions and investors.

Trade accounts receivable were SEK 37.0 million, a reduction of SEK 19.2 million since the end of 2002. Trade accounts receivable represented 69% of the latest quarter's revenue, a decrease of 3 percentage points from December 31, 2002 and 4 percentage points from June 30, 2003. The equity/assets ratio was 52% (50%) as of September 30.

Framfab divested its entire remaining stake in Labs2 Group AB, which is quoted on the O list of the Stockholm Stock Exchange, in May. The divestment generated a capital gain of SEK 2.4 million for January-September. Framfab also has holdings with a book value of SEK 0.0 million in a handful of small companies for which it has no financing commitments.

Share data

The loss after tax of SEK -84.0 million (-62.2) for January-September corresponded to SEK -0.17 (-0.13) per share. Shareholders' equity per share was SEK 0.11 (0.23) as of September 30. The parent company had 614,996,418 registered shares as of September 30.

Exercising in the second quarter authorization granted by the 2003 annual general meeting, Framfab carried out two issues totaling 2,750,000 new shares, as well as a settlement issue of 27,563,980 shares to finance payment of the additional purchase sum to the sellers of NetlinQ Group NV.

On September 10, the board decided to exercise the authorization by the August 8 meeting of share-

holders to issue 110,000,000 new shares. The issue was aimed at a limited number of large institutional investors, and the shares were priced at SEK 0.33 each. Framfab AB's share capital increased by SEK 11.0 million, the company raising SEK 34.1 million after underwriting expenses.

The board of directors decided in September to float a debenture loan of no more than SEK 1 consisting of 750,000 detachable warrants, each of which entitles the holder to subscribe for a new share in Framfab AB at a subscription price of SEK 0.59. The Framfab Sverige AB subsidiary, which is entitled to subscribe, will use the detached warrants to ensure that employee stock-option commitments are met in accordance with the option program approved by the 2003 annual general meeting. The board decided to assign all of the employee stock-options to the Group's managing director. The new shares may be subscribed for as of one year after registration of the decision with the Swedish Patent and Registration Office through September 30, 2007.

Parent company

Net revenue for January-September totaled SEK 7.1 million (8.5), of which SEK 6.7 million (7.8) was for internal invoicing. The loss after financial items was SEK -75.6 million (-46.6). Shareholders' contributions via the conversion of loans to subsidiaries in the amount of SEK 47.1 million (20.4) are reported as investments during the period. Total investments in fixed assets were SEK 25.6 million (24.1). Write-downs of shares in subsidiaries amounted to SEK 45.8 million (3.5), while loss from divestment of shares in B2 Bredband AB reduced net financial income by SEK 37.2 million. Shareholders' equity in the parent company as of September 30 totaled SEK 57.8 million, of which SEK 61.5 million was share capital. Liquid funds were SEK 33.9 million (43.6).

Accounting policies

This interim report has been prepared in compliance with Recommendation 20 on Interim Reporting issued by the Swedish Financial Accounting Standards Council. Adherence to the recommendations that went into effect as of 2003 have not affected the results and financial position reported for previous periods. The company's accounting policies are otherwise unchanged from the 2002 annual report.

Significant developments following the report period

Framfab signed an agreement with SBI Group Inc. as of October 22 for the acquisition of SBI's London operations, including 62 employees. The deal represents considerable international expansion, uniformly distributed between Britain and the rest of Europe, of Framfab's client base. The London business is expected to show a profit in the fourth quarter of this year. Net revenue for January-September was SEK 57.2 million. The company will have at least SEK 6.0 million in cash as of the date of acquisition. The proposed purchase sum includes a direct payment of 95 million Framfab shares, representing a 13.4% dilution of outstanding shares, with a nine-month restriction on trading. In addition, the proposed purchase sum includes a direct payment of SEK 6 million in cash, SEK 4 million in cash to be paid within 90 days, and an amount equivalent to 35 million shares to be paid in shares or cash after nine months of the date of acquisition. The acquisition is conditional upon confirmation of certain information about SBI UK and approval by a special meeting of Framfab shareholders, scheduled for November 12.

The acquisition is a key step in Framfab's strategy of participating in the consolidation of the European digital media and Internet sector. The deal will enhance the company's ability to serve large international clients.

Framfab has also signed a strategic collaboration agreement with SBI Group Inc. for the purpose of forging a powerful global alliance that can provide the clients of both companies with access to their services in Europe and North America.

Outlook for 2003

The market remained weak in the third quarter. The company's objective remains to attain profitability during the fourth quarter. However, the impact of the sluggish economy on fourth quarter revenue still appears uncertain.

Upcoming financial reports

The preliminary report of 2003 earnings will be released on January 29, 2004.

Stockholm, October 23, 2003

Board of Directors

The company's auditors have not reviewed this report.

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You may also visit Framfab's website at www.framfab.com

Summary of Income Statements

SEK million	Jan-Sep 2003	Jan-Sep 2002	Jan-Dec 2002	Jul-Sep 2003	Jul-Sep 2002
Services Revenue	183.6	258.3	330.1	52.5	67.2
Other operating revenue	2.5	5.8	12.4	1.3	1.2
Net revenue	186.1	264.1	342.5	53.8	68.4
Costs of operation	-230.5	-321.5	-401.0	-65.1	-98.6
Operations earnings before depreciation and amortization	-44.4	-57.4	-58.5	-11.3	-30.2
Depreciation and write-downs of tangible assets	-6.5	-8.4	-10.9	-1.1	-3.2
Operating earnings	-50.9	-65.8	-69.4	-12.4	-33.4
Net financial items	-33.1	3.6	9.3	1.1	0.6
Earnings after financial items	-84.0	-62.2	-60.1	-11.3	-32.8
Tax	-	-	3.9	-	-
Earnings for the period	-84.0	-62.2	-56.2	-11.3	-32.8
Earnings per share, SEK	-0.17	-0.13	-0.12	-0.02	-0.07
Earnings per share after dilution, SEK	-0.17	-0.13	-0.12	-0.02	-0.07

Summary of Balance Sheets

SEK million	Sep 30 2003	Dec 31 2002	Sep 30 2002
Assets			
Tangible assets	5.9	12.6	14.8
Financial fixed assets	9.0	60.4	50.0
Total fixed assets	14.9	73.0	64.8
Trade accounts	37.0	56.2	54.7
Other current assets	31.9	30.3	36.9
Liquid funds	45.8	49.5	63.3
Total current assets	114.7	136.0	154.9
Total assets	129.6	209.0	219.7
Shareholders' equity and liabilities			
Shareholders equity ¹	67.7	110.7	109.3
Long-term non-interest-bearing liabilities	1.2	1.1	-
Short-term interest-bearing liabilities	0.4	1.5	2.0
Short-term non-interest-bearing liabilities	60.3	95.7	108.4
Total liabilities	61.9	98.3	110.4
Total shareholders' equity and liabilities	129.6	209.0	219.7
¹ Shareholders' Equity			
At beginning of the year	110.7	173.1	173.1
Issue of new shares	43.5	-	-
Translation differences	-2.5	-6.2	-1.6
Earnings for the period	-84.0	-56.2	-62.2
At end of the period	67.7	110.7	109.3

Contingent liabilities by sureties given in the group has decreased by SEK 2.8 million compared to December 31, 2002 and was SEK 8.0 million on September 30, 2003. In the parent company the contingent liabilities decreased by SEK 2.4 million compared to December 31, 2002 and was SEK 6.9 million on September 30, 2003.

Summary of Cash Flow Statement

SEK million	Jan-Sep 2003	Jan-Sep 2002	Jan-Dec 2002	Jul-Sep 2003	Jul-Sep 2002
Cash flow from operations	-41.7	-55.7	-55.9	-11.6	-29.5
Changes in working capital	-6.4	9.9	-5.5	-5.6	4.6
Cash flow from operating activities	-48.1	-45.8	-61.4	-17.2	-24.9
Acquisition/divestment of subsidiaries	-11.0	-	-0.1	-1.9	-
Cash flow from other investing activities	13.7	-2.9	-0.6	10.1	-0.4
Cash flow before financing	-45.4	-48.7	-62.1	-9.0	-25.3
Cash flow from financing activities	42.4	-1.6	-2.1	33.8	-0.5
Cash flow for the period	-3.0	-50.3	-64.2	24.8	-25.8
Liquid funds at beginning of the period	49.5	114.5	114.5	21.6	89.0
Translation differences in liquid funds	-0.7	-0.9	-0.8	-0.6	0.1
Liquid funds at end of the period	45.8	63.3	49.5	45.8	63.3

Summary by Quarter

SEK million	Q3 2003	Q2 2003	Q1 2003	Q4 2002	Q3 2002	Q2 2002
Net revenue	53.8	59.7	72.6	78.4	68.4	87.8
Operating earnings before depreciation	-11.3	-30.2	-2.9	-1.1	-30.2	-21.5
Operating earnings	-12.4	-32.9	-5.6	-3.6	-33.4	-23.7
Earnings after financial items	-11.3	-69.3	-3.4	2.1	-32.8	-23.0
Total growth, Q/Q	-10%	-18%	-7%	15%	-22%	-19%
No. of employees at end of period	360	379	407	452	519	563

Key Ratios

SEK million	Jan-Sep 2003	Jan-Sep 2002	Jan-Dec 2002	Jul-Sep 2003	Jul-Sep 2002
Change in net revenue	-29.5%	-50.4%	-48.6%	-21.3%	-40.2%
Operating margin before depreciation of tangible assets	-23.8%	-21.8%	-17.1%	-20.8%	-44.2%
Operating margin	-27.3%	-24.9%	-20.3%	-22.9%	-48.8%
Profit margin	-45.2%	-23.6%	-17.6%	-21.0%	-48.1%
Equity/assets ratio	52.2%	49.8%	53.0%	52.2%	49.8%
Return of capital employed ¹	-49.4%	-28.5%	-41.5%	-49.4%	-28.5%
Return of shareholders' equity ¹	-88.2%	-42.4%	-40.3%	-88.2%	-42.4%
Average No. of employees	394	588	562	367	542
No. of employees at end of the period	360	519	452	360	519
of which, outside Sweden	195	267	229	195	267
Revenue per employee, SEK thousand ²	629	599	609	586	504
Earnings per employee, SEK thousand ²	-172	-149	-123	-134	-246
No. of shares at end of the period	614 996 418	474 682 438	474 682 438	614 996 418	474 682 438
Average No. of shares	495 117 419	474 682 438	474 682 438	514 774 196	474 682 438
Average No. of shares after dilution	495 662 513	474 682 438	474 846 186	515 365 967	474 682 438
Shareholders' equity per share, SEK	0.11	0.23	0.23	0.11	0.23
Cash flow per average No. of shares, SEK	-0.01	-0.11	-0.14	0.05	-0.05

¹ Rolling 12-months

² Annual rate