IRO AB

## INTERIM REPORT

## 1 January - 30 June 1999

- Operating income totalled MSEK 36 (MSEK 91)
- Costs of MSEK 10 in connection with the ITMA fair were charged against operating income for the period
- Income after financial items totalled MSEK 42 (MSEK 86)
- Turnover fell by 15 per cent to MSEK 477 (MSEK 559)
- Order levels increased again, by 7 per cent during the second quarter
- Earnings per share amounted to SEK 1,92 (SEK 3,90 )


## THE GROUP IN BRIEF

|  | 1 Jan-30 June <br> 1999 | 1 Jan-30 June <br> 1998 | Change <br> MSEK |
| :--- | :---: | :---: | :--- |
| Net turnover | 477 | 559 | $-15 \%$ |
| Operating income | 36 | $9^{1}$ | $-60 \%$ |
| Income after financial items | 42 | $86^{1}$ | $-51 \%$ |
| Earnings per share ${ }^{2}$, SEK | $1,9^{2}$ | 3,90 | $-51 \%$ |

1 According to the accounting principles for 1998, see under "Income after financial items"
2 Based on a total of 12,5 million issued shares

## TRENDS IN OPERATIONS

## Markets and sales

The IRO Group's net turnover for the second quarter was MSEK 245, which was 12 per cent lower than that for the second quarter of 1998. However, order intake during the same period improved, to MSEK 274, 7 per cent above that for the corresponding period in the previous year.

On an accumulated basis, order intake fell by 3 per cent, while so far this year turnover has fallen by 15 per cent.

## ORDER LEVELS QUARTER BY QUARTER

| MSEK | $\mathbf{1 9 9 9}$ | $\mathbf{\pm \%}$ | $\mathbf{1 9 9 8}$ | $\mathbf{\pm \%}$ | $\mathbf{1 9 9 7}$ | $\mathbf{\pm \%}$ | $\mathbf{1 9 9 6}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First quarter | 242,4 | -12 | 276,5 | +3 | 268,3 | +14 | 235,4 |
| Second quarter | 273,6 | +7 | 255,8 | -15 | 300,6 | +31 | 229,9 |
| Third quarter |  |  | 202,8 | -24 | 268,1 | +21 | 220,5 |
| Fourth quarter |  |  | 239,2 | -5 | $\mathbf{2 5 1 , 9}$ | +4 | $\mathbf{2 4 2 , 7}$ |
| Total for year |  |  | $\mathbf{9 7 4 , 3}$ | $\mathbf{- 1 1}$ | $\mathbf{1 0 8 9 , 9}$ | $\mathbf{+ 1 7}$ | $\mathbf{9 2 8 , 5}$ |

The ITMA (International Textile Machinery Association) fair, which is held every fourth year, proved to be a major success for IRO's range of products. Over 70 per cent of all knitting and weaving machines on display were fitted with yarn feeders from IRO.

Machine manufacturers attending the fair shared the view, expressed in IRO's Interim Report for the first quarter of 1999, that demand would improve towards the end of the year. The improvement in the Group's order intake continued during July, and was 20 per cent higher than for the same month in 1998.

Activity has increased on the North American and Asian markets, and continues to be at a satisfactory level in Europe. As a result, a sustained improvement in IRO's sales can be expected. However, the Chinese market continues weak. Chinese textile producers are major customers for IRO's own largest customers, the European textile machinery manufacturers.

## GROUP TOTALS

| MSEK | 1 Jan-30 June | 1 Jan-30 June | 1 Apr-30 June | Total for |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{1 9 9 9}$ | $\mathbf{1 9 9 8}$ | $\mathbf{1 9 9 9}$ | $\mathbf{1 9 9 8}$ |
| Orders received | 516 | 532 | 274 | 974 |
| Order book | 131 | 118 | 131 | 96 |
| Net turnover | 477 | 559 | 245 | 1028 |
| Operating income | 36 | 91 | 15 | $125^{1}$ |
| Income after  <br> financial items 42 | 86 | 15 | $135^{1}$ |  |
| Operating margin \% | 8 | 16 | 6 | $12^{1}$ |

1 Before restructuring costs of MSEK 8

## DEVELOPMENTS IN OPERATIONS

## Operating income

Costs totalling some MSEK 10 in connection with the ITMA fair have been charged against operating income for the second quarter of the year. This, together with the fall in volumes, is the main factor contributing to the poor results for the quarter.

The table below gives a comparison with the figures for the first two quarters of 1998:

|  | 1999 compared with 1998 |  |  |
| :--- | ---: | ---: | ---: |
| MSEK | Q1 | Q2 | Q1-2 |
| Volume and |  |  |  |
| product mix | $(19)$ | $(11)$ | $(30)$ |
| Overheads | $(5)$ | $(15)$ | $(20)$ |
| Non-comparable items | $(3)$ | $(1)$ | $(1)$ |
| Depreciation | 1 | $(2)$ | $(5)$ |
| Operating income, | $\mathbf{1 2 6 )}$ | 1 | 2 |
| Savitec | $\mathbf{( 2 8 )}$ | $\mathbf{( 5 4 )}$ |  |
| TOTAL EFFECT ON | $\mathbf{5 6 \%}$ | $\mathbf{- 6 4 \%}$ | $\mathbf{- 6 0 \%}$ |

Over and above the fall in volumes, the poor results for the second quarter are attributable to overheads of a non-recurring nature, the principal items being as follows:

- ITMA fair MSEK 6 (over and above which MSEK 4 has been charged against gross margin)
- New acquisitions

MSEK 3

- Fall in the value of the krona

MSEK 2
The writedown of the value of IRO's shareholding in Savitec, over and above the MSEK 8 provision made in the Annual Report and Accounts for 1998, is reported under "Noncomparable items".

## OPERATING INCOME QUARTER BY QUARTER

| MSEK | 1999 | $\pm \%$ | 1998 | $\pm \%$ | 1997 | $\pm \%$ | 1996 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First quarter | 20,8 | -56 | 47,4 | +9 | 43,4 | +29 | 33,7 |
| Second quarter | 15,5 | -64 | 43,3 | -21 | 54,7 | +92 | 28,5 |
| Third quarter |  |  | 25,0 | -46 | 46,6 | +97 | 23,7 |
| Fourth quarter |  |  | 9,71 | -81 | 51,0 | +71 | 29,9 |
| TOTAL FOR YEAR |  |  | 125,4 | -36 | 195,7 | +69 | 29,9 |

1 Before restructuring costs

## Income after financial items

Thanks to the fact that interest rates in respect of IRO's external financing have continued favourable, net deficit on financial items is approx. MSEK 1 less than for the first six months of 1998 despite the fact that the Group's net indebtedness has increased, from MSEK 133 at the end of June 1998 to MSEK 208 at the end of June 1999.

Differences in rates of exchange applicable to external bank loans in foreign currencies have also been favourable. For the second quarter they amounted to a surplus of MSEK 1, the surplus for the whole of the six-month period being MSEK 9.

At the beginning of July external loans were converted to the respective currencies of the borrower companies, SEK and ITL. As a result, no differences in rates of exchange applicable to these loans will arise in future.

| MSEK | Q 1-2/99 | Q 1-2/981 | Q 1-2/98 |
| :--- | ---: | ---: | ---: |
| Operating income | 36 | 91 | 91 |
| Net deficit on financial items | $(3)$ | $(4)$ | $(4)$ |
| Differences in rates of exchange | 9 | - | $(1)$ |
|  |  |  |  |
| INCOME AFTER FINANCIAL ITEMS | $\mathbf{4 2}$ | $\mathbf{8 7}$ | $\mathbf{8 6}$ |

1 Recalculated for the purposes of comparison in accordance with The Swedish Financial Accounting Standards Council's Recommendation No 8, which came into effect on 1 January 1999

## Income for the period and net earnings per share

The rate of tax applicable for the quarter was 43 per cent (43) on the Group's income after financial items. Net profit for the first six months of 1999 was MSEK 24 (MSEK 49). Net earnings per share were SEK 1,92 (SEK 3,90).

## OUTLOOK FOR THE REMAINDER OF 1999

There have been no developments that give cause to modify the earlier assessment that the demand for IRO's products will increase during the remainder of the year.

## ONGOING INVESTMENTS

During the first six months of the year, net investments in fixed assets amounted to MSEK 18 (MSEK 30). Total investments during 1999 are expected to be some MSEK 10 lower than those made during 1998, which totalled MSEK 64.

## LIQUIDITY AND FINANCING

Positive cash flow for the first six months of 1999 was MSEK 41, as against MSEK 74 for the corresponding period in 1998. Net indebtedness was MSEK 208 (MSEK 133), equivalent to a debt/equity ratio of $0,46(0,30)$.

As at 30 June 1999 the Group's equity/assets ratio was 46,7 per cent, as against 46,2 per cent at the same point in 1998. As at 31 December 1998 the Group's equity/assets ratio was 48,6 per cent.

## PERSONNEL

During the first six months of the year the average number of employees in the Group, expressed in terms of full-year employment, was 901 (889). The increase is accounted for by the starting-up of new operations in China and by other newly-acquired companies. The number of people employed by these companies was 54.

## SHARE DATA

Shares in IRO AB have been listed on the Stockholm Stock Exchange's O List since 22 June 1995. They are also traded on SEAQ International in London.

The Company's share capital is SEK 62500 000, made up of 12500000 fully paid-up shares with a nominal value of SEK 5 each and each carrying one vote.

DISTRIBUTION BY SHAREHOLDING AS AT 30 JUNE 1999

| Shareholdings | No of <br> shares | $\%$ | No of <br> shareholders | \% |
| :--- | ---: | ---: | ---: | ---: |
| $1-1000$ | 785820 | 6,3 | 2864 | 90,4 |
| $1001-5000$ | 502739 | 4,0 | 203 | 6,4 |
| $5001-10000$ | 216800 | 1,7 | 28 | 0,9 |
| $10001-100000$ | 1616984 | 13,0 | 51 | 1,6 |
| $100001-$ | 9377657 | 75,0 | 22 | 0,7 |
| Total | $\mathbf{1 2 5 0 0} \mathbf{0 0 0}$ | $\mathbf{1 0 0 , 0}$ | $\mathbf{3 1 6 8}$ | $\mathbf{1 0 0 , 0}$ |

Source: VPC AB as at 30 June 1999
The number of shareholders in the Company as at 31 December 1998 was 3 266. The proportion of shares held by overseas interests as at 30 June 1999 was 25 per cent as against 26 per cent at year-end 1998. The proportion of shares held by interests in the USA increased during the period, from approx. 17 per cent to 18 per cent. The proportion of shares held by institutions remained unchanged at 55 per cent.

MAJOR SHAREHOLDERS AS AT 30 JUNE 1999

|  | No of shares | \% of voting rights |
| :--- | ---: | ---: |
| Stena Sessan Rederi AB | 3126100 | 25,0 |
| FöreningsSparbankens värdepappersfonder | 1189000 | 9,5 |
| S E B fonder | 1126467 | 9,0 |
| Bee \& Associates Inc | 989150 | 7,9 |
| Société Générale Asset Management | 825000 | 6,6 |
| Odin Fondene | 410400 | 3,3 |
| AMF/TFA Insurance Group | 356200 | 2,8 |
| Hagströmer \& Qviberg aktiefonder | 329200 | 2,6 |
| IRO's management | 272100 | 2,2 |
| Carlson Investment Management | 257810 | 2,1 |
| Stiftelsen för strategisk forskning | 234100 | 1,9 |
| S E Bs Pensionstiftelse | 230600 | 1,9 |
| Total | 9346127 | 74,8 |
| Other shareholders | 3153873 | 25,2 |
| Total |  | $\mathbf{1 2 5 0 0 0 0 0}$ |

[^0]
## PARENT COMPANY

The IRO Group's Parent Company is IRO AB (publ), which was established in May 1995, and the shares in which are quoted on the Stockholm Stock Exchange's O List.

The Parent Company's loss for the first six months of 1999, after financial items, was MSEK 1,3 (MSEK 1,6), attributable to ongoing management costs.

The Parent Company has not had any turnover or any employees during this period. As at 30 June 1999, its liquid assets totalled SEK 135000 (SEK 125 000). No investments were made during the period.

FINANCIAL REPORTING 1999
IRO will publish the following further financial information for 1999:

- The report for the first three quarters of 1999 will be published on Tuesday 19 October
- The preliminary report on 1999 operations will be published in February 2000
- The Annual Report for 1999 will be published in April 2000


## KEY RATIOS

(Definitions in accordance with 1998 Annual Report)

|  | 1 Jan-30 June | 1 Jan-30 June | Total for |
| :--- | ---: | ---: | ---: |
|  | 1999 | 1998 | 1998 |
| Operating margin, \% | 7,6 | 16,2 | 11,4 |
| Profit margin, \% | 5,0 | 8,7 | 6,9 |
| Interest cover, times | 7,9 | 16,0 | 10,3 |
| Return on capital employed, \% | 12,0 | 26,6 | 17,0 |
| Return on equity, \% | 12,3 | 22,3 | 15,7 |
| Earnings per share, SEK ${ }^{1}$ | 1,92 | 3,90 | 5,64 |
| Debt/equity ratio, times | 0,5 | 0,3 | 0,3 |
| Equity/assets ratio, \% | 46,7 | 46,2 | 48,6 |
| Equity per share, SEK ${ }^{1}$ | 35,63 | 35,42 | 37,10 |
|  |  |  |  |

Ulricehamn, 12 August 1999

Stig-Arne Blom
President

[^1]IRO is the world's leading manufacturer of yarn feeders, with a share of more than 60 per cent of the global market. Production takes place at locations in Sweden, Germany, Italy and China. Markets outside Sweden account for some 98 per cent of sales.


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| MSEK | 1 Jan-30 June 1999 | $\begin{gathered} \hline 1 \text { Jan-30 June } \\ 1999^{1} \\ \hline \end{gathered}$ | 1 Jan-30 June 1998 | Total for $1998^{1}$ | Total for 1998 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenues |  |  |  |  |  |
| Net turnover | 477 | 559 | 559 | 1028 | 1028 |
| Variations in stocks |  | 7 | 7 | 3 | 3 |
| Capitalized work on own |  | - | - | 1 | 1 |
|  | 477 | 566 | 566 | 1032 | 1032 |
| Operating expenses |  |  |  |  |  |
| Raw materials and consumables | (162) | (215) | (215) | (387) | (387) |
| Other external charges | (73) | (78) | (78) | (155) | (155) |
| Personnel costs | (169) | (151) | (151) | (299) | (299) |
| Non-comparable items | (1) | - | - | (8) | (8) |
| Operating income before depreciation | 72 | 122 | 122 | 183 | 183 |
| Depreciation of tangible and intangible fixed assets | (36) | (31) | (31) | (66) | (66) |
| Operating income | 36 | 91 | 91 | 117 | 117 |
| Financial items |  |  |  |  |  |
| Interest receivable and similar income | 1 | 2 | 2 | 4 | 4 |
| Interest payable and similar charges | (4) | (6) | (6) | (11) | (11) |
| Exchange rate differences on loans | 9 | - | (1) | (8) | 17 |
| Income after financial items | 42 | 87 | 86 | 102 | 127 |
| Minority interests | - | - | - | (1) | (1) |
| Taxes | (18) | (38) | (37) | (48) | (55) |
| Net profit for the period | 24 | 49 | 49 | 53 | 71 |

[^2]| MSEK | 30 June | 30 June | 31 Dec |
| :--- | ---: | ---: | ---: |
|  | 1999 | 1998 | 1998 |

## ASSETS

| Goodwill | 184 | 177 | 183 |
| :---: | :---: | :---: | :---: |
| Other intangible fixed assets | 26 | 27 | 32 |
| Tangible fixed assets | 236 | 226 | 251 |
| Total fixed assets | 446 | 430 | 466 |
| Stocks | 194 | 192 | 182 |
| Customer receivables | 229 | 229 | 196 |
| Other short-term receivables | 51 | 30 | 39 |
| Cash in hand and at the bank | 45 | 88 | 82 |
| Total current assets | 519 | 539 | 499 |
| TOTAL ASSETS | 965 | 969 | 965 |
| EQUITY AND LIABILITIES |  |  |  |


| Equity | $\mathbf{4 4 5}$ | $\mathbf{4 4 3}$ | $\mathbf{4 6 4}$ |
| :--- | ---: | ---: | ---: |
| Minority interests | $\mathbf{5}$ | $\mathbf{5}$ | $\mathbf{5}$ |
| Long-term loans | 240 | 218 | 220 |
| Other long-term liabilities and reserves | 56 | 57 | 66 |
| Total long-term liabilities | 296 | $\mathbf{2 7 5}$ | $\mathbf{2 8 6}$ |
| Short-term loans | 13 | 3 | 9 |
| Other short-term liabilities | 206 | 243 | 201 |
| Total short-term liabilities | $\mathbf{2 1 9}$ | $\mathbf{2 4 6}$ | $\mathbf{2 1 0}$ |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{9 6 5}$ | $\mathbf{9 6 9}$ | $\mathbf{9 6 5}$ |

[^3]CASH FLOW ANALYSES

| MSEK | $\begin{array}{r} \hline 1 \text { Jan-30 June } \\ 1999 \\ \hline \end{array}$ | $\begin{array}{r} \hline 1 \text { Jan-30 June } \\ 1998^{1} \\ \hline \end{array}$ | $\begin{array}{r} \hline 1 \text { Jan-30 June } \\ 1998 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Total for } \\ 1998^{1} \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Total for } \\ 1998 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income before tax but after minority interests | 42 | 86 | 86 | 101 | 126 |
| Reversal of depreciation | 36 | 31 | 31 | 66 | 66 |
| Reversal of provisions | (2) | - | - | 5 | 5 |
| Reversal of interest on financing | 3 | 4 | - | 8 | - |
| Taxes paid | (38) | (47) | (37) | (73) | (52) |
| Cash flow before changes in working capital | 41 | 74 | 80 | 107 | 145 |
| Total changes in working capital | (33) | (52) | (62) | (42) | (69) |
| Net investments including differences on conversion | (13) | (59) | (60) | (133) | (133) |
| Net financing | (31) | (16) | (12) | 3 | (3) |
| Changes in cash flow | (36) | (53) | (54) | (65) | (60) |
| Balances as at 1 January | 82 | 142 | 142 | 142 | 142 |
| Differences in rates of exchange | (1) | (1) | - | 5 | - |
| Balances as at end of period | 45 | 88 | 88 | 82 | 82 |

1 Figures for the first six months of 1998 and the whole of 1998 recalculated for purposes of comparison in accordance with the Swedish Financial Accounting Standards Council's Recommendations Nos 7 and 8


[^0]:    Source: VPC AB as at 30 June 1999 and subsequently notified changes

[^1]:    This interim report is based on the consolidated accounts as at 30 June 1999, and has not been the subject of a separate examination by the Company's auditors.

[^2]:    1 Figures for the six months of 1998 and the whole of 1998 recalculated for purposes of comparison in accordance with the Swedish Financial Accounting Standards Council's Recommendation No 8, which came into effect on 1 January 1999

[^3]:    1 The increase in goodwill relates only to the change in accounting principles in accordance with the Swedish Financial Accounting Standards Council's Recommendation No 8

