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# Interim Report 1 January - 30 September 2005

- Turnover for the first nine months of 2005 was MSEK 197.4 (328.5)
- OptiMail's results after tax for the first nine months of 2005 were MSEK -9.2 (14.2)
- Results per share for the first nine months of 2005 were SEK -0.71 (1.10)
- OptiMail's capital gain in the sale of CityMail Sweden during the fourth quarter is expected to be greater than formerly indicated. The capital gain is now estimated to MSEK 33
- Before 2006 an action plan of measures will be implemented in order to reduce cost by about 10 MSEK on a yearly basis. This action plan is estimated to affect this years operating result by about 10 MSEK

# **OptiMail AB**

OptiMail AB consists of the core business - postal optimisation - and three partly-owned companies. OptiMail's core business is to co-ordinate, integrate and optimise international information flows of large groups in Europe. OptiMail is the international postal expert which, through its expertise and innovative strength, can produce significant savings for its customers in mail distribution.

### **Business Concept**

OptiMail's business concept is to provide price-competitive, high quality, and innovative solutions for more efficient mail distribution.

### Vision

OptiMail's vision is to be the obvious primary choise for pan-european corporate groups within the area of optimisation of international postal flows.

### Goal

- OptiMail's goal is to grow with an average rate at least 20% seen over a longer period of time
- OptiMail shall annually increase the operating profits

### Strateav

- Focus sales on major multinational companies under its own management, and throughout cooperation partners;
- In its services OptiMail shall theirselves provide Customer Contact, Competence, Coordination and Control;
- OptiMail's business will be primarily based on a variable cost base
- OptiMail shall perform its services as a natural player towards postal authorities, printshops and other players within the information logistics process

## OptiMail

Co-ordination and optimisation of international companies' industrial postal flows

### Partly owned companies

### CityMail Sweden AB

Distribution of pre-sorted computer addressed mail in Sweden (14%)

### AddressPoint International AB

Consists of the companies Svensk Adressändring and AddressPoint which handle address management (15%)

### Traconi AS

Transport tender solution (40%)

# OptiMail's results

OptiMail's results after tax for the first nine months of 2005 were MSEK -9.2 (14.2). The results are in line with expectations for the quarter presented in the half yearly report 2005. Results after tax for the third quarter were MSEK -2.2 (5.1).

The operating results for the first nine months of 2005 were MSEK -11.8 (11.4). The operating results for the third quarter amounted to MSEK -2.9 (4.4).

Turnover for the first nine months was MSEK 197.4 (328.5), a decline of 40% compared with the previous year. Turnover for the third quarter was MSEK 73.3 (104.4), also a decline from the previous year. The increase in turnover compared with the preceding quarter is in line with the expectations issued in the half yearly report.

Net financial items for the first nine months of 2005 amounted to MSEK 3.6 (3.4), of which MSEK 2.8 (2.9) pertains to participations in affiliated companies. Net financial items for the third quarter amounted to MSEK 1.3 (1.0), of which MSEK 1.2 (1.1) pertains to participations in affiliated companies.

Profit and loss account 2004/2005

Result after financial items

# **Anticipated developments**

### **Changing market**

The letter market in Europe is currently undergoing very rapid changes as a consequence of deregulation of the market in the coming years. This year alone, parts of two European postal authorities have been purchased by venture capitalists.

OptiMail, which is one of the private pioneers within international postal services, is clearly affected by these changes on the market. The increased interest of postal authorities for international postage transactions, and sometimes changed national postage tariffs, enhance competition in OptiMail's old core business. The competition for the truly large international postage business increases markedly when several players battle over the business, which has resulted in considerably lower margins.

In light of the increased competition, OptiMail is now actively focusing on medium sized deals with complex structures and distribution in many countries since OptiMail's strength lies precisely in tailoring services for its customers. The structure of the deals during the year had begun to change, and OptiMail's business in the future will be all the more commission based when OptiMail in the future will sell to different postal authorities and operators more on a commission basis. This will generate higher returns on lower sales.

### **KSEK** 2005 2005 2005 2004 2004 Quarter 3 Quarter 2 Quarter 1 Quarter 4 Quarter 3 Net turnover 73 266 70 808 53 349 100 292 104 417 Other operating income 104 417 Total income 73 266 70 808 53 349 100 292 Personnel costs -3 370 -3 858 -4 092 -5 524 -4 926 -53 417 -94 591 Other external expenses -71 924 -69 895 -91 127 Depreciation of tangible and intangible fixed assets -902 -975 -788 -479 -529 -2 930 -3 920 -4 948 3 162 4 371 Operating result -4,0% -5,5% -9,3% 3,2% 4,2% 1 287 1 288 1 008 2 788 993 Financial income/expense

-2 632

-3,7%

-3 940

-7,4%

-1 643 -2,2% 5 364

5.1%

5 950

5,9%

### Prospects for the next quarter

As stated in the half yearly report, turnover will decline during the fourth quarter compared with the third quarter. We believe that turnover during the fourth quarter will amount to approximately MSEK 50. However, the operating results will be largely unchanged compared with the third quarter.

For OptiMail, 2005 was a year of change. The image of our future development is now becoming clearer. During the fourth quarter, we expect to learn a number of things which will allow us to anticipate how 2006 will develop in more detail. These pertain to a number of major deals, starting in 2006, which are on the verge of final negotiations during the quarter. At the same time, OptiMail is considering a possible acquisition in order to enhance its sales capacity.

During the fourth quarter, OptiMail will carry out an action plan of measures in order to adapt expenses on the organisation for 2006, which will affect the operating results by reorganisation expenses in the fourth quarter. An initial indication is that the plan will affect the 2005 results in the amount of MSEK 10 and provide annual savings of approximately MSEK 10. Through these activities, the action plan and new deals, we anticipate to be able to reach a positive operating result in 2006. More details concerning the measures are expected to be released in the statement of unaudited results.

OptiMail looks forward to 2006 with guarded optimism when there will be a demand and growth potential in OptiMail's services. Of the expected turnover in 2006, it is estimated that more than 50% will come from customers who, and services which, OptiMail did not have in 2004, something which duly demonstrates the significant change which the company is undergoing.

### Sale of CityMail Sweden AB

At the beginning of 2006, OptiMail will sell the shares in CityMail Sweden AB to Norway Post. The purchase price is determined on the basis of CityMail Sweden's earnings (EBIT) for 2005.

OptiMail's Board of Directors estimated at the beginning of 2005 that the purchase price would amount to not less than MSEK 40. During the year, OptiMail promised in each quarterly report to provide information regarding the development of CityMail Sweden in relation to this indicator.

CityMail Sweden is doing very well following the first three quarters of the year. Accordingly, OptiMail's Board of Directors has chosen to revise its previous statement. The Board of Directors now estimates that the purchase price will amount to not less than MSEK 50, as a consequence of which OptiMail will have a capital gain of MSEK 33.

# Important events during the period

### Reduction of share capital

At the General Meeting of OptiMail on 15 March 2005, a resolution was adopted to reduce the share capital by a total of SEK 5,000,000 through a cancellation, without refund, of 1,000,000 shares acquired by a repurchase programme.

Following customary procedures, including a decision by the District Court and registration with the Swedish Companies Registration Office, the reduction of share capital has registered and carried out. The reduction of share capital was registered with the Swedish Companies Registration Office on 28 July 2005.

Accordingly, there are a total of 12,654,000 shares in OptiMail AB, each with a nominee value of SEK 5.0.

### **Changes on the Board of Directors**

On 17 August, Lage Jonason resigned from his position as a member of the Board of Directors and his position as Chairman of the Board of OptiMail. Due to his recent corporate finance activities, he has chosen to resign all Board appointments. Since 17 August, the new Chairman of the Board of Directors of OptiMail has been Fredrik Ramberg, who has been the Deputy Chairman since the General Meeting in March.

### Acquisition of own shares

During the first nine months of 2005, OptiMail continued to repurchase its own shares in accordance with authorisation granted by the General Meeting and decisions taken by the Board of Directors.

During the third quarter of 2005, 68,000 shares were repurchased at an average price of SEK 15.74. The highest price was SEK 17.20, and the lowest price was SEK 14.55. Accordingly, OptiMail holds in total 83,000 of its own shares, equal to 0.7% of the total 12,654,000 shares in the company. As pre 30 September 2005, the net number of outstanding shares after repurchases amounts to 12,571,000.

# **Financial position**

### Liquid assets

The company's liquid assets as per 30 September 2005 amounted to SEK 58.8 (67.8). In addition, on 30 September the company had granted credit facilities of MSEK 11.5 (11.2). Utilised credit facilities amounted to 0,0 (0,0)

### Cash flow

Cash flow during the first half of 2005 amounted to MSEK -2.8 (14.3). During the first quarter, OptiMail issued a dividend MSEK 9.5.

### **Equity ratio**

As per 30 September 2005, the equity ratio amounted to 60%, compared with 66% at the beginning of the year.

### Losses carried forward

OptiMail has total non-utilised losses carried forward of MSEK 217.6.

### **Capital expenditures**

Investments made during the first nine months of 2005, amounted to MSEK 8.9 (2.3), of which MSEK 4.8 is relating to acquisition of shares in Traconi during the third quarter.

### **Personnel**

During the first nine months of 2005 there were, on average, 14 (16) employees.

# Partly owned companies

### CityMail Sweden AB

The company operates within the distribution of pre sorted, computer addressed mail within Sweden and is owned by Norway Post (57%), Bror Anders Månsson (29%) and OptiMail AB (14%).

OptiMail's shares in CityMail Sweden AB will be sold to Norway Post during the first quarter of 2006 for a price corresponding to OptiMail's share of 9 times CityMail Sweden AB's EBIT for 2005.

### AddressPoint International AB

OptiMail AB owns 15 per cent of AddressPoint International AB, with the remaining being owned by Posten Sverige AB. The company has two wholly-owned subsidiaries, Svensk Adressändring AB and AddressPoint AB.

Both companies have developed positively during the year, and their results for 2005 will exceed the results for 2004.

### Traconi AS

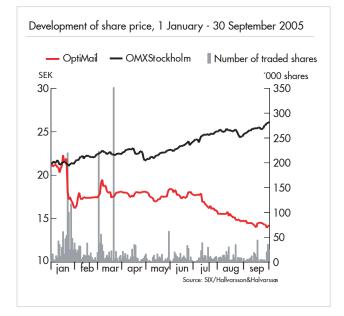
OptiMail owns 40 per cent of the Norwegian transport and logistics company, Traconi AS. The company has a web based system for procurement of transport and logistics.

During the third quarter, OptiMail increased its ownership share in Traconi to approximately 40% through the exercise of an option (for more information, see the half yearly report for 2005). This investment amounts to MSEK 4.8, and OptiMail's total investment in Traconi, including this change, amounts to MSEK 15.1 as per 30 September.

## **Share Price**

OptiMail's share price in September closed at SEK 14.30 kr. During the first nine months, in total, 3,234,698 (3,144,080) OptiMail shares were traded.

During the first nine months, OptiMails share price has thus declined by 34.1%. During the same period, the SX All-Share Index has increased by 22.7%.



# **Accounting Principles**

This interim report for the group has been prepared in accordance with IAS 34, Interim Reports which, in turn, is in accordance with the requirements set forth in the Swedish Financial Accounting Standards Council's Recommendation RR 31, Interim Reports for groups. The accounting principles applied in this interim report are those described in note 22 to the consolidated financial statements for 2004.

For a more detailed description of the differences in accounting principles in connection with the transition to IFRS, please refer to the Annual Report for 2004 and the Interim Report for the first quarter of 2005.

### Effects on recalculation of comparison figures:

### Reconciliation of earnings for the third quarter of 2004

Earnings in accordance with the interim report for the third quarter 2004	
Reversal of goodwill amortisation	333
Reversal of goodwill amortisation in share of earnings	81
Reversal of minority interests	-95
Part total	319
Earnings in accordance with IFRS	5 082

### Reconciliation of earnings for the period of 1 January 2004 - 30 Sept 2004

Earnings in accordance with the interim report for the first nine months 2004	13 213
Reversal of goodwill amortisation	639
Reversal of goodwill amortisation in share of earnings	243
Reversal of minority interests	127
Part total	1 009
Earnings in accordance with IFRS	14 222

### Reconciliation of equity 30 September 2004

Equity in accordance with interim report for the first nine months 2004	108 194
Reclassification of minority interests as per 1 January 2004	173
Earnings adjustments in the period, see above	1 009
Equity in accordance with IFRS	109 376

The interim report has not been audited by the company's auditors.

Stockholm October 14, 2005 OptiMail AB Fredrik Olsson, Managing Director

### Forthcoming reports:

- Unaudited annual results 10 February 2005
- Annual General Meeting 21 March 2005
- Interim Report, Q1 2006 26 April 2006
- Interim Report, Q2 2006 12 July 2006
- Interim Report, Q3 2006 12 October 2006

### For further information:

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Income statement in summary All amounts in KSEK	2005 Jan-Sep	2004 Jan-Sep	2005 Jul-Sep	2004 Jul-Sep	2004 Full year
Net turnover	197 423	328 543	73 266	104 417	428 835
Other operating income	0	0	0	0	0
Total income	197 423	328 543	73 266	104 417	428 835
Personnel costs	-11 320	-14 049	-3 370	-4 926	-19 573
Other external expenses Depreciation of tangible and intangible fixed assets	-195 236 -2 665	-301 592 -1 545	-71 924 -902	-94 591 -529	-392 719 -2 024
Depreciation of rangible and intangible fixed assets  Operating result	-2 003 - <b>11 798</b>	11 357	- <b>2 930</b>	4 371	14 519
Result from financial investments					
Result from shares in associated companies	2 833	2 888	1 158	1 079	5 560
nterest income and similar result items	1 030	924	284	267	1 251
Interest expense and similar result items Result after financial items	-280 <b>-8 215</b>	-456 <b>14 713</b>	-155 - <b>1 643</b>	-353 <b>5 364</b>	-667 <b>20 663</b>
T	1 001		507	202	/ 45
Tαx	-1 021	-491	-527	-282	-645
Net result for the period	-9 236	14 222	-2 170	5 082	20 018
Whereof referring to					
Shareholders of the Group Company Minority interest	-8 997 -239	14 095 127	-2 169 -1	5 1 <i>77</i> -95	19 762 256
Timorny microsi	-237	12/	-1	-73	230
Number of shares at end of period (thousands)	12 571	12 730	12 571	12 730	12 710
Wheighed average number of shares during the period (thousands	12 638	12 867	12 602	12 783	12 831
Earnings per share, SEK	-0,71	1,10	-0,17	0,40	1,54
Balance Sheet in summary	2005 09 30	2004 09 30	2004 12 31		
Assets					
Intangible fixed assets	11 <b>74</b> 3	4 235	10 234		
Tangible fixed assets Deferred tax	1 075 10 000	1 248 10 000	1 132 10 000		
Financial fixed assets	24 082	34 220	36 663		
Receivables	22 882	54 114	47 238		
Receivables from associated companies Other current assets	0 9 928	0 3 026	1 802 5 280		
Securities holding	17 098	0	0		
Cash and bank equivalents  Total assets	58 811 <b>155 619</b>	67 804 <b>174 647</b>	61 597 <b>173 946</b>		
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Shareholder's equity and liabilities Shareholder's equity	93 625	109 376	114 577		
Accounts payable '	20 101	26 003	20 195		
Other liabilities	41 893	39 268	39 174		
Total shareholder's equity and liabilities	155 619	174 647	173 946		
Cash flow	2005	2004	2004		
Cash flow from operating activities before	Jan-Sep	Jan-Sep	Full Year		
changes in working capital	- 8 310	13 521	17 127		
Changes in working capital Cash flow from investing activitites	24 135 -6 858	10 596 -238	7 514 -6 628		
Cash flow from investing activities	-0 656 -11 <i>75</i> 3	-236 -9 598	-9 939		
Cash flow of the period	-2 <b>7</b> 86	14 281	8 074		
Shareholder's equity 2005 Jan-Sep Whereof relating to:		I Jan-Sep eof relating to:		Full Year	
whereor relating to: Shareholders of Minority		eor relating to: nolders of Minority		•	nority
parent company interest Amount at January 1st 114 320 257	Total parent	company interest 104 576 173	Total parent o		terest To:
Net result for the period -8 997 -239	-9 236	14 095 127		19 762	256 20 01
Redemption of part of minority interest 0 Exchange rate difference 37	0 37	0 3	0 3	0 - -79	-172 -17
Exchange rate difference 37 Dividend -9 487	-9 487	-6 465	-6 465	-/9 -6 465	0 -7 0 -6 46
Acquisition -2 266	-2 266	-3 133	-3 133	-3 474	0 -3 47
Amount at end of period 93 607 18	93 625	109 076 300	109 376 1	14 320	257 114 57
V	2005	2004	2005	2004	2004
Key ratio and earnings per share	lan-San	lan-Sen	Jul-San	Jul-San	Full Year
Equity ratio	Jan-Sep 60%	Jan-Sep 63%	Jul-Sep 60%	Jul-Sep 63%	Full Yea 66%