- Total 3Q2001 revenues of SEK 32.6 million, down 11\% from SEK 36.8 million in 2Q2001
- 3Q2001 EBITA loss, excluding restructuring charges of SEK 18.5 million, amounted to SEK 57.1 million, down from a loss of SEK 64.4 million in 2Q2001
- The Group's net loss in 3Q2001 was SEK 61.9 million, down from SEK 800.7 million in 2Q2001, during which goodwill impairment accounted for costs of SEK 603.3 million
- 7.2 million unique monthly users in 3Q2001, seasonally down $2 \%$ from 2Q2001, but $54 \%$ up from 4.6 million monthly unique users in 3Q2000
- 7.4 million daily page impressions served in 3Q2001, seasonally down $2 \%$ from 2Q2001, but up 56\% from 3Q2000
- Revenues from brick-and-mortar companies now represent 62\% of Group revenues, up from 60\% in 2Q2001
- Revenues from other sources than display advertising were SEK 11.9 million in 3Q2001, an increase to $36 \%$ of Group revenue from 23\% in 2Q2001
- The number of registered users now exceed 2.9 million, and revenues from user-paid services grew from 3\% to 6\% of Group revenue from 2Q2001
- Reduction of ongoing operating expense from SEK 178.1 million in 4Q 2000 and SEK 101.3 million in 2Q2001 to SEK 89.7 million in 3Q2001.
- Cost reductions to continue in 4Q2001; the number of employees in Denmark to be reduced from 40 to 21
- First quarter of expected positive EBITDA moved forward by one year from 4Q2003 to 4Q2002.


## Introduction

The Scandinavia Online group ("the Group" or "SOL") is the leading Internet media company in the Nordic region. The Group's online properties include the portals passagen.se, sol.no, sol.dk and suomi24.fi, the search engines evreka.com, evreka.fi, kvasir.no and kvasir.dk, the auto classifieds services bilweb.se, bilguiden.no, and bilguiden. dk , as well as the consumer information site dinside.no.

## Usage development

As in previous years, significant seasonality dominated the development of Nordic Internet usage in 3Q 2001. The third quarter, as usual, contains both the low point (July) and the high point (September) in the year to date in terms of usage. Averaged over 3Q 2001, the number of monthly unique users visiting Scandinavia Online's sites fell by $2 \%$ to 7.2 million users from 7.3 million users in 2Q 2001. This mirrors the $2 \%$ reduction in number of users seen from 2Q 2000 to 3Q 2000. However, the number of users in 3Q 2001 is $54 \%$ up year-on-year from 4.6 million monthly unique users in 3Q 2000. Also, a record 8.8 million users were recorded in September 2001, the highest monthly user figure recorded in the history of the Group. This was partly driven by overwhelming user response to the Group's "Light A Candle" site dedicated to the victims of the September 11 terrorist attacks.


The average number of daily page impressions served in 3Q 2001 was 7.4 million, $5 \%$ down from 7.8 million daily page impressions during 2 Q 2001 , but $56 \%$ up from 4.8 million daily page impressions in 3 Q 2000.


## Revenue development

The G roup's revenues are mainly derived from online advertising. The sharp contraction in the advertising market in the first half of 2001 has slowed somewhat in 3 Q 2001 , although the ongoing exit of dot.comadvertisers still dominates the advent of new, traditional advertiser demand. Also, while the Norwegian advertising market was surprisingly resilient in 2Q 2001 compared to Sweden and Denmark, the downturn has hit most Norwegian media channels, including Internet advertising, with full force in 3Q2001. As a result, the Group's revenues have fallen by $11 \%$ from SEK 36.8 million 2Q 2001 to SEK 32.6 million in 3Q 2001, despite the acquisition of Bilguiden in the beginning of the quarter. Compared to 3 Q 2000 , G roup revenues have fallen by $39 \%$ from SEK 53.7 million.

Growth in the relative share of revenues co ming from brick-and-mortar advertisers continued in 3Q2001. Our share of revenues from dot.com companies decreased from 40\% in 2Q 2001 to $38 \%$ in 3Q 2001, compared to $53 \%$ in 3 Q 2000.

The development of new, alternative revenue streams is an important priority for the Group. The share of revenues from other sources than display advertising grew from $23 \%$ of Group revenues in 2Q 2001 to $36 \%$ in 3Q2001, with $9 \%$ of total revenues coming from directory listings, $6 \%$ from online shopping, $1 \%$ from customer acquisition bounties, 1\% from targeted email campaigns, 6\% from user-paid services and 13\% from classified listings. Total revenue from other sources than display advertising was SEK 11.9 million, up from SEK 8.3 million in 2Q 2001.

## Directory listings

Through our Norwegian search engine kvasir.no, we offer Norwegian businesses the opportunity to list their corporate Web pages in a specialized Web directory against a fixed fee. In $3 Q 2001$, the number of listings grew from 7,989 to 8,687.

Revenues from Kvasir Firmasøk in Norway were SEK 3.0 million in 3 Q 2001, up from SEK 2.7 million in 2Q 2001. The service has recently been launched in Denmark, and we aim to launch a similar service in Sweden during 1Q 2002. In Finland, SOL has entered into a 2-year agreement with Inoa, a Texas Pacific subsidiary, to distribute that company's online Yellow Pages exclusively on SOL's Finnish search site.

## Classified advertising

SOL operates classified advertising portals for real estate and/ or placement ads in Norway, Sweden and D enmark.

Also, the acquisition of Bilguiden Skandinavia, which operates auto classifieds service in Sweden, Norway and D enmark, has significantly strengthened our classifieds offering and revenues in 3Q2001. Revenues from these services were SEK 4.4 million in 3 Q 2001 , versus SEK 0.7 million in 2Q 2001.

## User generated revenues

SOL is the leading Nordic supplier of multi-platform online content and communication services, i.e. services delivered using a combination of the wireline Internet and mobile phones. 1.8 million out of SOL's 2.9 million registered users are multi-platform users, who have registered their mobile phone numbers with SOL. Leveraging our multi-platform user base, we operate a number of services with SMSbased user payment as the main revenue source. Total revenues from such services grew from SEK 1.2
million in 2 Q 2001 to 1.8 million in 3Q 2001.

## Revenues from telecom operators

We have entered into an agreement with Song Networks in Finland under which SOL receives a share of all access revenue accruing from those Song Networks ISP customers who sign up through suomi24.fi.

The Group is active in industry interest groups with the aim of extracting a share of Internetgenerated revenues from ISPs and/ or telecom operators in Norway, Sweden and Denmark.

## Future revenue outlook

Factors specific to the online advertising market have dominated the industry outlook for the last 12 months. Going forward, we believe the development of the market for online advertising and the Group's revenues will move more in step with, and be subject to the same risks as, the advertising market as a whole.

In the Group's 2Q 2001 interim report, we stated that the Nordic online advertising market would contract significantly from 2000 to 2001, and that sequential growth from 2Q 2001 to 3Q 2001 would be flat to negative.

While both those assumptions still hold, the G roup's quarter-on-quarter revenue growth is now turning positive, for the first time in 12 months. We anticipate G roup revenues under current circumstances of SEK 34 to 40 million in 4 Q 2001 . It is, however, too early to say whether this growth is fully or partly driven by seasonality. Several traditional advertisers are clearly becoming less hesitant towards online advertising. However, the process of sifting out unsustainable dot.com spending is still going on, and the Group's exposure to this revenue source remains significant, at $38 \%$ of 3 Q 2001 revenue.

As for revenue from other sources than display advertising, which now accounts for $36 \%$ of Group revenues, we expect quarter-on-quarter growth to continue.

## Cost reduction measures

The Group has continued reducing its ongoing operating costs during 3 Q 2001. From a peak of 314 employees in 3Q 2000, the number of employees in the Group has been reduced to 188 by the end of $3 \mathrm{Q} 2001^{1}$. Restructuring charges for these reductions, including SEK 12.7 million for the relocation of Finnish operations, total SEK 18.5 million for 3 Q 2001 and SEK 62.4 million for the first three quarters of 2001.

Our cost reduction efforts have, so far, cut our ongoing operating expenses from SEK 178.1 million in 4Q 2000 to SEK 89.7 million in 3Q 2001, excluding restructuring charges. Corrected for adverse exchange rate movements in the intermediary, the reduction exceeds $53 \%$ in that 9 -month period. This has enabled us to cut our EBITA loss, excluding restructuring charges, from SEK 120.4 million in $4 Q 2000$ to SEK 57.1 million in 3Q 2001. We are very satisfied that these significant cost reductions have not affected our position as the leading portal network in the Nordic region.

[^0]Scandinavia Online

If need be, the Group will continue cutting costs aggressively in the quarters to come, and we intend to reach a positive EBITDA result no later than in 4 Q 2002, one year earlier than originally planned. There is significant uncertainty about the mediumterm development of online advertising, the Group's main revenue source. We believe, however, that 4Q 2002 revenues for the Group will fall within the range from SEK 40 million to SEK 60 million. In comparison, the Group anticipates ongoing cash operating expenses of SEK $80-85$ million in 4 Q 2001, implying that costs will have to be reduced by another $25-50 \%$ between 4Q 2001 and 4Q 2002 . Either way, we are determined to turn the Group around to positive EBITDA by 4Q 2002. The G roup has demonstrated the significant flexibility of its cost base over the course of the previous nine months, and we believe we can continue to reduce costs while retaining a leading position in our markets.

Therefore, the Company has no intention of seeking further financing to fund operating losses now or in the future.

## Comments to the income statement Operations

Group revenues for 3 Q 2001 amounted to SEK 32.6 million, which is a decrease of $11 \%$ compared to SEK 36.8 million in 2Q 2001. Compared to 3Q 2000, revenues decreased by $39 \%$.

Total operating expenses in 3Q 2001 amounted to SEK 108.2 million including restructuring costs, a $23 \%$ reduction compared to 2Q 2001 operating expense of SEK 140.1 million.

The Group's earnings before interest, tax, minority interests and amortization of goodwill (EBITA) amounted to a loss of SEK 75.6 million for 3Q 2001, compared to a loss of SEK 103.3 million for 2Q 2001. Excluding restructuring costs the EBITA loss amounted to SEK 57.1 million in 3Q 2001, versus SEK 64.4 million in 2Q 2001.

Depreciation on tangible and intangible fixed assets, excluding goodwill, amounted to SEK 5.6 million during 3 Q 2001.

The Group's operating loss for 3Q 2001 amounted to SEK 75.6 million, compared to a loss of SEK 131.0 million for the corresponding period 2000 and a loss of SEK 706.6 million in 2Q 2001, during which goodwill impairment accounted for costs of SEK 603.3 million.

## Financial items

The Group's 2,422,255 shares in Sense Communications International have been marked to market at NOK 3.55 per share as of September 30, 2001, resulting in a SEK 2.3 million charge to financial items. On November 14, 2001, the share price was NOK 6.10.

Changes in the Swedish krona value of working capital held in other currencies resulted in a currency gain of SEK 9 million. These currency effects partly or fully offset the adverse effects on operating profitability of the fall of the Swedish krona relative to the other Nordic currencies during 2001.

Other than this, there were no material changes in the value of the Group's associated companies or other financial holdings in 3Q 2001.

Net financial items amounted to SEK 13.7 million.

## Net result

The net loss for 3 Q 2001 was SEK 61.9 million, corresponding to a net loss per share of SEK 1.36. The net loss for 3Q 2000 amounted to SEK 117.6 million, corresponding to a net loss per share of SEK 2.61.

## Development by operation <br> Sweden

The average number of daily page impressions served in 3Q 2001 by SOL in Sweden, including bilweb.se, was 2.1 million, a $9 \%$ decrease from 2.3 million in 2Q 2001, but a $10 \%$ increase from 1.9 million in 3Q 2000.

Swedish portal revenues for 3 Q 2001 amounted to SEK 10.0 million, which is a $14 \%$ increase from SEK 8.8 million in 2Q 2001, but a $48 \%$ decrease from SEK 19.2 million in 3Q 2000. Total operating expenses in 3Q 2001 amounted to SEK 26.4 million, excluding restructuring costs of SEK 3.1 million due to staff reductions. Total operating expenses in 2Q2001, excluding restructuring costs of SEK 10.1 million, amounted to SEK 33.8 million.

## N orway

SOL in Norway, including bilguiden.no, recorded an average of 2.1 million daily page impressions during 3Q 2001, a $3 \%$ decrease from 2.2 million in 2 Q 2001, but a $47 \%$ increase from 1.4 million page impressions per day in 3Q 2000.

Portal revenues in Norway for 3Q 2001 amounted to SEK 15.9 million, which is an $11 \%$ decrease from SEK 17.8 million in 2Q2001 and a decrease of $21 \%$ compared to SEK 20.1 million for 3Q 2000. Total operating expenses in 3Q 2001, excluding restructuring costs of SEK 0.9 million, amounted to SEK 26.5 million.

## Denmark

The number of daily page impressions served by SOL in Denmark, including bilguiden.dk, grew by 4\% from an average of 1.8 million in 2 Q 2001 to 1.9 million in 3Q 2001. Compared to 3Q2000, this is an increase by $130 \%$ from 820.000 page impressions per day.

Revenues from portal operations in Denmark for 3Q 2001 amounted to SEK 4.3 million, a 16 \% increase
from SEK 3.7 million in 2 Q 2001 and a $38 \%$ decrease from SEK 6.9 million in $3 Q 2000$. Total operating expenses in 3 Q 2001, excluding restructuring costs of SEK 0.5 million, amounted to SEK 18.1 million. Total operating expenses in 2 Q 2001 , excluding restructuring costs of SEK 12.0 million, amounted to SEK 21.8 million.

In order to improve profitability, SOL will reduce its number of employees in Denmark from 40 to 21 during 4Q2001. The reduction will entail a restructuring cost of SEK 8 million, half of which represents non-cash items, to be charged against 4Q 2001 results. As a result of the reductions, Danish operations are expected to deliver a positive contribution towards covering the Group's central operations and product development costs as of 2Q 2002.

## Finland

The average number of page impressions served by SOL in Finland grew by $2 \%$ from 1.02 million per day in 2 Q 2001 to 1.04 million in 3 Q 2001, which is an increase by $245 \%$ compared to 301.000 daily page impressions served in 3Q 2000.

Finnish portal revenues amounted to SEK 1.1 million for 3 Q 2001, which is a decrease of $51 \%$ from SEK 2.2 million in 2Q 2001 and an increase of $315 \%$ from SEK 0.2 million in 3Q 2000. Total ongoing operating expenses in 3Q 2001 amounted to SEK 12.2 million. However, as the G roup has decided to relocate operations of its Finnish language Web sites to Stockholm, a restructuring charge of SEK 12.6 million has been booked in 3Q 2001. Total operating expenses in 2Q 2001 amounted to SEK 14.5 million, excluding restructuring costs of SEK 3.9 million. Finnish operations are expected to deliver a positive contribution towards covering the Group's central operations and product development costs starting from 1Q 2002.

## Din Side AS

dinside.no recorded 244.000 page impressions per day in 3Q 2001, $16 \%$ up from 210.000 daily page impressions in 2Q 2001 .

Din Side generated SEK 1.4 million in revenues during 3 Q 2001, a $67 \%$ decrease compared to SEK 4.3 million during 2 Q 2001. Total operating expenses in 3Q2001 amounted to SEK 6.6 million, excluding restructuring costs of SEK 1.4 million. Total operating expenses in 2Q 2001 were SEK 4.6 million, excluding restructuring costs of SEK 3.6 million. The increased operating expenses are mainly due to increases in creditor losses, which are booked as Cost of Revenue. Din Side expects considerable sequential revenue growth in 4Q2001, and has taken cost reduction measures to ensure that 4 Q 2001 EBITA is significantly improved.

## Balance sheet

As of September 30, 2001, the Group's total assets amounted to SEK 513.9 million and shareholders' equity amounted to SEK 386.9 million. The Group's total capital expenditures amounted to SEK 9.4 million during 3 Q 2001 . As of September 30, 2001, the Group's total cash and marketable securities amounted to SEK 412.7 million, corresponding to SEK 9.07 per share.

## Cash flow

The Group had a reduction in negative cash flow before changes in working capital from SEK 59.5 million in 2Q 2001 to SEK 51.3 million in 3Q 2001 due to the reduction in the Group's operating expenses. Negative cash flow from changes in working capital amounted to SEK 8.2 million. Negative cash flow from investment activities of SEK 19.7 million include the acquisition of Bilguiden's outstanding debt in conjunction with the acquisition of that company and capital expenditures of SEK 9.4 million. Negative cash flow for the period amounted to SEK 79.2 million.

## Employees

As of September 30, 2001, the Group had 188 employees ${ }^{2}$, of which 61 were employed in Sweden, 87 in Norway, including 22 in Din Side, and 40 in Denmark. Employees of Bilguiden, which was acquired by the Scandinavia Online during $3 Q 01$, accounted for 19 of the total number of employees.

## Share information

As of September 30, 2001, the Company had $45,478,010$ shares outstanding. Total equity per share amounted to SEK 8.51. As of September 30, 2001, the Company had warrants outstanding to subscribe for $3,389,883$ shares.

## Parent company information

The parent company had no revenues in 3 Q 2001 . The operating loss amounted to SEK 3.0 million for 3Q 2001, compared to a loss of SEK 35.3 million for the corresponding period 2000. The change is explained by the transfer of the Swedish portal operations to a separate subsidiary in 4Q 2000. The parent company had no capital expenditures in 3Q 2001. As of September 30, 2001, the parent company's total cash and liquid funds amounted to SEK 368.3 million, compared to SEK 447.0 million as of June 30, 2001.

## Financial information

The interim report for the fourth quarter 2001 will be issued on February 28, 2002.

[^1]
## Material events after September 30, 2001

On November 2, 2001, the Group's principal shareholders, Schibsted, Telenor and Telia, announced the signing of a letter of intent regarding a
joint process to sell their shares in Scandinavia O nline AB. Combined the three owners control $76 \%$ of the share capital in Scandinavia Online AB.

> Stockholm, N ovember 14, 2001
> The Board of D irectors of Scandinavia O nline AB (publ.)

This interim report has been prepared in accordance with the accounting principles as the last annual report, which is in accordance with the Swedish Annual Accounts Act and recommendations and statements issued by the Swedish Accounting Standards Board.

## Auditors' statement

We have reviewed this preliminary report for the period July 1 - September 30, 2001 in accordance with the recommendation issued by the Swedish Institute of Authorized Public Accountants (FAR). A review is substantially less in scope than an audit.

Based on our review, nothing came to our attention that caused us to believe that the interim report does not comply with the requirements of the Swedish Securities and Annual Accounts Acts.

Stockholm, November 14, 2001
Arthur Andersen AB
Peter Markborn
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| Income Statement |  |  |  |  | Pro forma | Pro forma |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c} \hline \text { July - Sept. } \\ 2001 \end{array}$ | $\begin{array}{\|c} \hline \text { Apr. - June } \\ 2001 \end{array}$ | $\begin{gathered} \hline \text { July - Sept. } \\ 2000 \end{gathered}$ | $\begin{gathered} \hline \text { Jan. - Sept. } \\ 2001 \end{gathered}$ | $\begin{gathered} \text { Jan. - Sept. } \\ 2000 \end{gathered}$ | $\begin{gathered} \text { Jan. - Dec. } \\ 2000 \end{gathered}$ |
| The Group | (unaudited, in thousands, SEK) |  |  |  |  |  |
| Revenues | 32,593 | 36,818 | 53,748 | 112,934 | 162,908 | 220,540 |
| Cost of revenues | -33,830 | -34,330 | -38,296 | -108,966 | -116,349 | -156,767 |
| Selling expenses | -14,548 | -15,708 | -15,648 | -49,081 | -54.650 | -76,589 |
| Marketing expenses | -9,153 | -16,545 | -19,340 | -45,908 | -87,883 | -121,399 |
| G eneral and administrative expenses | -37,855 | -58,966 | -27,353 | -125,042 | -66,354 | -122,467 |
| -of which restructuring charges | -18,513 | -38,845 |  | -62,433 |  |  |
| Product development expenses | -12,807 | -14,554 | -32,464 | -46,109 | -62,785 | -102,455 |
| Total operating expenses | -108,193 | -140,103 | -133,101 | -375,106 | -388,021 | -579,677 |
| EBITA | -75,600 | -103,285 | -79,353 | -262,172 | -225,113 | -359,137 |
| Amortization of goodwill |  | -603,340 | -51,664 | -660,552 | -148,242 | -203,466 |
| Operating loss | -75,600 | -706,625 | -131,017 | -922,724 | -373,355 | -562,603 |
|  |  |  |  |  |  |  |
| Net result on sale of shares | 344 |  | -5,029 | 344 | 46,345 | 10,272 |
| Income from associated companies | -877 | -27,691 | -7,124 | -12,212 | -19.698 | 6,352 |
| Financial income | 11,099 | 5,202 | 8,144 | 23,448 | 14,732 | 32,246 |
| Financial expenses | 3,178 | -71,561 | -4,512 | -90,045 | -9,394 | -12,572 |
| Result after financial items | -61,856 | -800,675 | -139,538 | -1,001,189 | -341,370 | -526,305 |
|  |  |  |  |  |  |  |
| Minority share | - |  |  |  | 7,247 | 7,247 |
| Taxes |  |  | 21,932 |  | -10,295 | -107 |
| N et result | -61,856 | -800,675 | -117,606 | -1,001,189 | -344,418 | -519,165 |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Operating expenses ex restructuring | -89,680 | -101,258 | -133,101 | -312,673 | -388,021 | -579,677 |
| EBITA less restructuring charges | -57,087 | -64,440 | -79,353 | -199,739 | -225,113 | -359,137 |
|  |  |  |  |  |  |  |
| Net result per share (1) | -1.36 | -17.61 | -2.61 | -22.01 | -8.78 | -12.73 |
| Average number of shares outstanding | 45,478,010 | 45,478,010 | 45,037,336 | 45,478,010 | 39,236,859 | 40,768,405 |
| Gross margin (2) | -4\% | 7\% | 29\% | 4\% | 29\% | 29\% |
| Operating margin (3) | -232\% | -1,919\% | -244\% | -817\% | -229\% | -255\% |
| Net margin (4) | -190\% | -2,175\% | -219\% | -887\% | -211\% | -235\% |
| Capital expenditures (5) | 9,363 | 7,262 | 2,673 | 18,252 | 10,974 | 17,917 |
| Depreciation on fixed assets | 5,558 | 3,449 | 3,511 | 12,346 | 9,351 | 16,082 |


| Income statement | July - Sept. 2001 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sweden | Norway | Denmank | Finland | Din Side | Group |
| By operation | (unaudited, in thousands, SE K) |  |  |  |  |  |
| Revenues | 9,964 | 15,886 | 4,306 | 1,054 | 1,383 | 32,593 |
| Cost of revenues | -9,144 | -10,447 | -6,366 | -4,444 | -3,429 | -33,830 |
| Selling expenses | -3,762 | -5,576 | -2,462 | -1,356 | -1,391 | -14,548 |
| Marketing expenses | -5,103 | -917 | -1,653 | -1,268 | -212 | -9,153 |
| General and administrative expenses | -8,531 | -7,235 | -4,865 | -14,696 | -2,527 | -37,855 |
| -of which restructuring charges | -3,134 | -909 | -473 | -12,559 | -1,438 | -18,513 |
| Product development expenses | -2,998 | -3,204 | -3,178 | -2,994 | -434 | -12,807 |
| T otal operating expenses | -29,538 | -27,379 | -18,524 | -24,758 | -7,993 | -108,193 |
| EBITA | -19,574 | -11,493 | -14,218 | -23,704 | -6,610 | -75,600 |
| Amortization of goodwill |  |  |  |  |  |  |
| Operating loss | -19,574 | -11,493 | -14,218 | -23,704 | -6,610 | -75,600 |
|  |  |  |  |  |  |  |
| Gross margin (2) | 8\% | 34\% | -48\% | -322\% | -148\% | -4\% |
| Operating expenses ex restructuring | -26,405 | -26,470 | -18,051 | -12,199 | -6,555 | -89,680 |
| Unique users, millions (6) | 2.4 | 1.7 | 2.3 | 0.6 | 0.4 | 7.2 |
| Average daily page impressions, millions | 2.1 | 2.1 | 1.9 | 1.0 | 0.2 | 7.4 |


| Cash-flow statement |  |  | Pro forma |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { July - Sept. } \\ 2001 \end{gathered}$ | $\begin{gathered} \hline \text { Apr. - June } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Jan. - Dec. } \\ 2000 \end{gathered}$ |
| The Group | (unaudited, in thousands, SEK) |  |  |
| Cash flow before changes in working capital | -51,291 | -59,540 | -341,597 |
| Changes in working capital | -8.239 | -10,770 | 70,513 |
| Cash flow from operating activities | -59.530 | -70,310 | -271,084 |
|  |  |  |  |
| Cash flow from investment activities | -19.654 | -28,301 | 36,985 |
| Cash flow from financing activities | - | - | 865,232 |
| Cash flow for the period | -79,184 | -98,611 | 631,133 |
|  |  |  |  |
| Cash and cash equivalents at beginning of period | 474,077 | 571,787 | 69,386 |
| Exchange rate difference in liquid funds | 955 | 901 | 1,810 |
| Cash and cash equivalents at end of period | 395,848 | 474,077 | 702,329 |


| Change in equity |  |  | Pro forma |
| :--- | ---: | ---: | ---: |
|  | July - Sept. <br> $\mathbf{2 0 0 1}$ | Apr. - June <br> 2001 | Jan. - Dec. <br> $\mathbf{2 0 0 0}$ |
| The Group | (unaudited, in thousands, SEK) |  |  |
| Amount brought forward | 458,210 | $1,266,896$ | 742,350 |
| New share issue | - | - | $1,040,954$ |
| Pro forma adjustments | - | - | 70,315 |
| Gross translation difference for the period | $-9,484$ | $-8,011$ | 35,435 |
| Net loss for the period | $-61,856$ | $-800,675$ | $-519,165$ |
| Amount carried forward | $\mathbf{3 8 6}, \mathbf{8 7 0}$ | $\mathbf{4 5 8 , 2 1 0}$ | $\mathbf{1 , 3 6 9 , 8 8 9}$ |


| Balance sheet |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September 30, } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { June 30, } \\ 2001 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { D ecember 31, } \\ 2000 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 30, } \\ 2000 \\ \hline \end{gathered}$ |
| The Group | (unaudited, in thousands, SEK) |  |  |  |
| ASSETS |  |  |  |  |
| Licenses and other intangible assets | 8,666 | 7,230 | 12,092 | 11,734 |
| G oodwill |  | - | 641,005 | 649,731 |
| Tangible fixed assets | 23,845 | 20,518 | 16,973 | 18,242 |
| Financial fixed assets | 19,949 | -794 | 75,648 | 64,563 |
| Total fixed assets | 52,460 | 26,954 | 745,718 | 744,270 |
|  |  |  |  |  |
| Accounts receivable | 39,973 | 50,804 | 48,914 | 48,059 |
| O ther current assets | 25,570 | 46,079 | 13,294 | 49,153 |
| Cash and cash equivalents | 395,848 | 474,077 | 702,329 | 811,941 |
| Total current assets | 461,391 | 570,960 | 764,537 | 909,153 |
|  |  |  |  |  |
| Total assets | 513,851 | 597,914 | 1,510,255 | 1,653,423 |
|  |  |  |  |  |
| LIABILITIES AND E QUITY |  |  |  |  |
| Share capital | 45,478 | 45,478 | 45,478 | 45,038 |
| Restricted reserves | 2,080,023 | 2,084,769 | 2,105,612 | 2,076,617 |
| Non-restricted equity | -1,738,631 | -1,672,037 | -781,201 | -613,117 |
| Total equity | 386,870 | 458,210 | 1,369,889 | 1,508,538 |
|  |  |  |  |  |
| Minority interests | - | - | - |  |
|  |  |  |  |  |
| Pension liabilities and other provisions | 1,259 | 1,447 | 1,902 | 3,354 |
| Long-term debt | - | - | 369 | - |
| Total long-term debt | 1,259 | 1,447 | 2,271 | 3,354 |
|  |  |  |  |  |
| Accounts payable | 19,992 | 32,900 | 59,378 | 31,009 |
| Tax payable | - | - | 91 | 25,398 |
| Other current liabilities | 23,905 | 38,458 | 13,102 | 21,701 |
| Accrued expenses and deferred income | 81,825 | 66,899 | 65,524 | 63,424 |
| Total current liabilities | 125,722 | 138,257 | 138,095 | 141,532 |
|  |  |  |  |  |
| T otal liabilities and equity | 513,851 | 597,914 | 1,510,255 | 1,653,423 |
|  |  |  |  |  |
| Number of shares outstanding | 45,478,010 | 45,478,010 | 45,478,010 | 45,038,010 |
| Debt/ equity ratio (7) | 33\% | 30\% | 10\% | 10\% |
| Equity/ assets ratio (8) | 75\% | 77\% | 91\% | 91\% |
| Current ratio (9) | 367\% | 413\% | 554\% | 642\% |
| Total equity per share (10) | 8.51 | 10.08 | 30.12 | 33.49 |
| Cash per share (11) | 8.70 | 10.42 | 15.44 | 18.03 |

(1) Net result divided by average number of shares outstanding.
(2) G ross profit, which equals revenues less cost of revenues, as a percentage of revenues.
(3) O perating result as a percentage of revenues.
(4) Net result as a percentage of revenues.
(5) Net capital expenditures in licenses and tangible fixed assets, excluding goodwill.
(6) Number of unique users (unique browsers) visiting our sites at least once in a given month, as registered in internal server log files and measured by Gallup/ Red Measure.
(7) Total assets, less total equity, as a percentage of total equity.
(8) Total equity as a percentage of total assets.
(9) Current assets as a percentage of current liabilities.
(10) Total equity divided by the number of shares outstanding.
(11) Cash by the end of the period divided by the number of shares outstanding.


[^0]:    ${ }^{1}$ D oes not include redundant employees in termination period.

[^1]:    2 D oes not include redundant employees in termination

