



# Interim Report

## January 1<sup>st</sup> – September 30<sup>th</sup>, 2002

### Third quarter 2002

- Strong earnings and good order intake during Hexagon's seasonally weakest quarter
- For the first time since Q1, 2001, the order intake exceeded the invoicing
- During the quarter, Metrology has acquired Xygent, Mirai as well as started a factory in China
- Engineering has consolidated GFD with Gislaved and further increased its margins

(MSEK)	Third quarter			First nine months		
	2002	2001	Change	2002	2001	Change
Order intake	1 675	1 594	5 %	5 074	4 349	17 %
Net sales	1 589	1 582	0 %	5 065	4 335	17 %
EBITA	88	49	80 %	341	199	71 %
Margin %	5,5	3,1	+2,4 %	6,7	4,6	+2,1 %
EBIT 1	66	32	106 %	275	162	70 %
Earnings before tax	45	15	200 %	194	142	37 %
Earnings per share (EPS)	1,14	0,56	104 %	6,51	5,75	13 %
EPS adjust. for goodwill	2,33	1,63	43 %	10,39	8,06	29 %
Cash flow per share	5,35	3,19	68 %	15,61	13,25	18 %

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*Hexagon is a multinational engineering group with the long-term ambition of positioning itself as number one or number two within its strategic sectors. The operation is divided into three business areas. The group's targets are to increase earnings per share after tax by at least 15 per cent p.a., and achieve a return on capital employed of more than 15 per cent over a business cycle.*

### Third quarter 2002

The recovery in the business cycle, as described earlier this year, has continued during the third quarter. All business areas have increased their order intake during the quarter. Metrology is reporting a decrease in its order intake in SEK but records an increase in USD. This is due to the fact that the SEK has become strengthened by 13 % against the dollar compared to the corresponding period last year. The Currency effect has also affected the group's turnover and earnings in the quarter, as currency hedging of the operating flows has not been done to any appreciable extent.

The Group's order intake increased by 5 per cent and amounted to 1 675 MSEK (1 594). The Group's Net Sales amounted to 1 589 MSEK (1 582).

Earnings before amortisation of intangible fixed assets (EBITA) increased by 80 per cent and amounted to 88 MSEK (49), which corresponds to a margin of 5 per cent (3).

Earnings adjusted for capital gains and non-recurring items (EBIT 1) increased by 106 per cent to 66 MSEK (32). Including these items, the earnings (EBIT 2) amounted to 74 MSEK (39).

During the quarter, a capital gain of 8 MSEK has been recorded from the disposal of the shares of series A in VBG AB, and the release of a provision connected to a terminated option which was provided for at the time AKA was being disposed of. In the formal income statement, the capital gain from AKA has been accounted for as "capital gains group companies", and the result from VBG as "capital gains in affiliates".

The comparability between the years in the table below is affected by the disposal of the business area Wireless on Dec 31<sup>st</sup> 2001 and the consolidation of Hexagon Metrology on May 1<sup>st</sup>, 2001.

(MSEK)	2001				2002			
	Q 1	Q 2	Q 3	Q 4	2001	Q 1	Q 2	Q 3
Order intake	1 177	1 578	<b>1 594</b>	1 782	6 131	1 621	1 778	<b>1 675</b>
Net sales	1 125	1 628	<b>1 582</b>	1 869	6 204	1 689	1 788	<b>1 589</b>
EBITA *)	54	96	<b>49</b>	151	350	110	143	<b>88</b>
Margin, %	4,8	5,9	<b>3,1</b>	8,1	5,6	6,5	8,0	<b>5,5</b>
EBIT 1 **)	47	83	<b>32</b>	125	287	88	121	<b>66</b>
Margin, %	4,2	5,1	<b>2,0</b>	6,7	4,6	5,2	6,8	<b>4,1</b>
EBIT 2 ***)	67	83	<b>39</b>	121	310	88	123	<b>74</b>
EBT ****)	56	71	<b>15</b>	85	227	57	92	<b>45</b>

\* = Earnings before financial items, tax, capital gains, non-recurring items and depreciations on intangible fixed assets

\*\* ) = Earnings before financial items, tax, capital gains and non-recurring items

\*\*\* ) = Earnings before financial items and tax

\*\*\*\* ) = Earnings before tax

### First nine months 2002 – Earnings, invoiced sales and order intake

The Group's order intake increased by 17 per cent and amounted to 5 074 MSEK (4 349). The Group's net sales increased by 17 per cent and amounted to 5 066 MSEK (4 335).

Earnings before amortisation of intangible fixed assets (EBITA) increased by 71 per cent and amounted to 341 MSEK (199), which corresponds to a margin of 7 per cent (5).

Earnings adjusted for capital gains and non-recurring items (EBIT 1) increased by 70 per cent and amounted to 275 MSEK (162). Including these items the earnings (EBIT 2) amounted to 285 MSEK (189).

The Groups post-tax earnings amounted to 111 MSEK (92), which corresponds to earnings per share of 6.51 SEK (5.75)

### **Profitability**

The Capital employed, defined as the total assets less non-interest bearing liabilities, amounted to 4 504 MSEK (4 641). Intangible fixed assets amounted to 1 245 MSEK (966). Return on capital employed was 8.9 per cent (8.1). Adjusted for intangible fixed assets, the return on capital employed was 15.0 per cent (11.4). Return on shareholders' equity was 7.7 per cent (7.2).

The capital turnover rate was 1.5 times (1.6), and adjusted for intangible fixed assets, it was 2.1 times (1.9).

### **Group financial position**

Shareholder's equity amounted to 2 138 MSEK (1 699). The equity ratio was 35 percent (27).

The Group's total assets decreased to 6 238 MSEK (6 391).

Cash including non-utilised credit limits, amounted to 943 MSEK (845). The net debt was 2 161 MSEK (2 508) and the net indebtedness was 1.02 times (1.48). The interest coverage ratio was 2.9 times (2.5).

### **Cash flow**

The Cash flow from operations before changes in working capital was 266 MSEK (212), which corresponds to 15.61 SEK per share (13.25). The cash flow from operations was 173 MSEK (29), which corresponds to 10.15 SEK per share (1.81). The operating cash flow amounted to 23 MSEK (-104).

### **Investments and depreciation**

Net investments in fixed assets, excluding acquisitions, amounted to 150 MSEK (133). Depreciation amounted to 221 MSEK (161) of which amortisation of intangible fixed assets was 66 MSEK (37).

### **Divestitures and acquisitions**

#### Divestitures

On May 17<sup>th</sup>, Hexagon sold all the shares, equivalent to 10,3 per cent of the capital, in the listed company Svedbergs i Dalstorp AB.

During June the associated company VBG AB carried out a stock re-purchase programme, in which Hexagon sold 10 per cent of its shares class B in the company. During July, Hexagon has also divested all of its 102 175 shares of class A in VBG AB, which means that Hexagon's remaining holding in the company is 45 per cent of the capital and 24 per cent of the votes.

#### Acquisitions

On May 1<sup>st</sup>, Hexagon Metrology acquired the metrology company C E Johansson. C E Johansson operates in the Nordic countries, France, UK, Italy and Germany. The company has an annual turnover of approx 170 MSEK. Through the acquisition of C E Johansson, Hexagon Metrology will strengthen its leading position in Europe with another strong and well-recognised brand. The acquisition also strengthens Hexagon's global position within the medical metrology business. The company is consolidated as of May 1<sup>st</sup>, 2002.

On June 28<sup>th</sup> Gislaved Gummi AB, which is a part of the Business Area Engineering, acquired the German company GFD Technology GmbH with an annual turnover of approx 300 MSEK. The acquisition is a step in the process to position Gislaved as the leading supplier of advanced rubber compounds. The Company is consolidated as of July 1<sup>st</sup>, 2002.

On August 20, Hexagon Metrology acquired the remaining majority stake in the American software provider Xygent, Inc. By this acquisition, technology and competence skills was brought in, which will entail the development towards new application areas for the Hexagon Metrology's own software platform PCDMIS to continue even faster than planned. The company is consolidated as of August 21, 2002.

On September 9, Hexagon Metrology acquired the company Quality, which is the major metrology distributor in Brazil. The acquisition strengthens the Hexagon Metrology's local presence in South America, both regarding sales of new machines as well as the very interesting aftermarket business. The Company is consolidated as of October 1<sup>st</sup>, 2002.

On September 25, Hexagon Automation acquired all fixed assets at the Cylinderservice plant in Rissa, Norway. By the acquisition Hexagon Automation strengthens its leading position in Norway. The operation is consolidated as of September 1, 2002.

After the end of the reporting period, on October 4<sup>th</sup>, Hexagon Metrology acquired the leading Italian software provider Mirai S.R.L. The company will strengthen Hexagon Metrology as to measurement and design of sheet metal applications. The company expected to be consolidated as of October 31, 2002.

## **Taxes**

The Group's tax cost amounted to 76 MSEK (47), which corresponds to a tax rate of 39 per cent (33). Excluding one-off effects, the tax rate amounts to 34 per cent. The tax cost is affected by amortisation of goodwill, which is partly non-tax deductible, as well as the fact that a considerable part of the group's operations are located in countries with a higher tax rate than the Swedish corporate tax.

## **Workforce**

The Average number of employees during the first half-year was 5 435 (4 885). The number of employees at the end of the period amounted to 5 802 employees (5 807). Excluding the acquisitions during 2002, the number of employees has decreased by 307, or 5 per cent, since the beginning of the year. This reduction is a consequence of the cost reduction programmes proceeding primarily within the business area Metrology.

## **Business areas**

### Hexagon Automation

The Business area is focused on hydraulics, pneumatics, transmissions and gear controls. The customers are active within a great variety of industries, for example, the wind power industry, offshore, pulp and paper, processing, engineering and vehicle industries as well as within the manufacturing of flow equipment.

Order intake within the business area amounted to 1 621 MSEK (1 614). Net sales increased by 3 per cent to 1 659 MSEK (1 616). Operating earnings, EBITA, amounted to 76 MSEK (70), which corresponds to an operating margin of 5 per cent (4).

The hydraulic market has been continuously weak. The Swedish market is considered to have reached its bottom level. The earlier very weak activity within major investment projects has improved somewhat during the quarter. Generally, the demand from the Nordic engineering industry is very low. The wind power industry has continued to grow during the quarter. However, the growth has been somewhat weaker than expected. The Norwegian off shore industry has continuously had a high activity level during the quarter. The high cost level in Norway has started to have an effect on our Norwegian customers' order books due to salary raises and currency strengthening. In Finland, the demand from major suppliers of mine and paper mill equipment has continued to be at a low level due to the weak investment levels in the industry

The Earnings for the full year is estimated to exceed last year's earnings.

#### Hexagon Engineering

The Business area is focused on selling key components and systems to customers within the vehicle, engineering and construction industries.

Order intake within the business area increased by 5 per cent to 1 633 MSEK (1 549). Net sales increased to 1 609 MSEK (1 534). Operating earnings, EBITA, amounted to 131 MSEK (105), which corresponds to an operating margin of 8 per cent (7).

The activity within the heavy vehicle segment has increased during the quarter. The growth of the Swedish engineering- and construction industry has been lower than expected. The production of plate heat exchangers as well as rubber compounds has continued to develop in a positive way. The acquisition of GFD has developed better than plan.

The business unit has taken powerful measures and succeeded in increasing the earnings despite of tough market conditions. The growth during the quarter has originated from acquired businesses.

The Earnings for the full year is estimated to exceed last year's earnings.

#### Hexagon Metrology

The Business area is the world leader within the metrology area. It produces coordinate measurement machines (CMM:s) and hand tools (PMI) at eight production plants in different parts of the world. Extensive aftermarket services are carried out via 29 regional so called Precision Centres with responsibility for upgrades of machines and software, education, contracted maintenance and other services. The largest customers are found in the automotive, aerospace, electronics, medical and engineering industries.

The Order intake within the business area amounted to 1 820 MSEK (1 130) and the net sales were 1 816 MSEK (1 136). Operating earnings, EBITA, amounted to 141 MSEK (63), which corresponds to an operating margin of 8 per cent (6).

Hexagon Metrology has strengthened it's market share during the period. Statistics show that the market share has increased by between 5 – 10 per cent in historically very weak trade conditions for investments. The improved profitability is partly due to acquisitions and partly due to rationalizations. The currency effect (USD -13 % compared to the corresponding period last year) disguises the underlying volume growth.

#### *Sales of new coordinate measurement machines (CMM's)*

The Invoicing level has been continuously weak during the quarter. At the same time the order intake is increasing for the first time since the autumn of 2000. A number of major orders for, primarily, the automotive and aviation industry were booked.

#### *Aftermarket services for CMMs - AMS*

The aftermarket developed well during the quarter. The profitability was satisfactory.

#### *Software*

The software system PCDMIS has continued to expand. A number of activities have been carried out during the quarter in order to further strengthen Hexagon's position. The acquisition of Xygent and Mirai are

examples of such activities. PCDMIS 3.5 was launched during the quarter. The launching of PCDMIS Vision is running according to plan.

#### *Hand tools (PMI)*

The Market for hand tools is still very weak. However, replenishment orders for distributors stocks during the fourth quarter have been booked on a higher level compared to the low level that has prevailed during the last four quarters.

The Earnings for the full year is estimated to exceed last year's earnings.

#### *Summary Business areas*

Net sales and operating earnings by business area.

(MSEK)	Net sales		Earnings (EBITA)	
	1 jan–30 sept 2002	1 jan–30 sept 2001	1 jan–30 sept 2002	1 jan–30 sept 2001
Hexagon Automation	1 659	1 616	76	70
Hexagon Engineering	1 609	1 534	131	105
Hexagon Metrology	1 816	1 136	141	63
Other operations *	-	67	-	-34
Share of earnings in affiliate companies			10	9
Group adjustments and group costs	-19	-18	-17	-14
<b>EBITA</b>			<b>341</b>	<b>199</b>
Amortisation of intangible assets			-66	-37
<b>EBIT 1</b>			<b>275</b>	<b>162</b>
Per cent of net sales			5,5 %	3,7 %
Capital gains			41	19
Non-recurring items			-31	8
<b>EBIT 2</b>			<b>285</b>	<b>189</b>
Financial net			-91	-47
<b>The Group</b>	<b>5 065</b>	<b>4 335</b>	<b>194</b>	<b>142</b>

\* Includes primarily the divested business area Wireless.

#### **Affiliated companies**

The associated Company VBG AB contributes to Hexagon's earning in accordance with the equity method with 7 MSEK (6).

#### **Share data**

The Total number of shares outstanding was at the end of the period 18 491 477, which after the Rights issue is an increase of 3 698 295 shares compared to the previous year. Earnings per share after tax, adjusted for amortisation of intangible assets, was 10.39 SEK (8.06). On September 30<sup>th</sup>, 2002 the equity per share was 115.62 SEK (106.20) and the share price was 125 SEK (117).

#### **Parent company**

The Parent company's earnings after financial items amounted to 33 MSEK (135). The equity ratio in the parent company was 38 per cent (35). The shareholder's equity, including the equity portion of untaxed reserves, amounted to 1 670 MSEK (1 481). Liquid assets, including unutilised credit limits, amounted to 576 MSEK (494). The corresponding figure 2002-12-31 was 566 MSEK.

### **Restructuring provision**

The restructuring provision was 107 MSEK at the beginning of the year. During the period, 76 MSEK have been utilised, of which 55 MSEK refers to personnel costs.

### **Accounting principles**

This interim report has been prepared in compliance with the Swedish Financial Accounting Standards Council's recommendation RR20, Interim reporting. As of January 1<sup>st</sup>, 2002, a number of recommendations from the Swedish Accounting Standards Council went in force. The application of these standards didn't give rise to any recalculation of reported earnings or equity. In all other respects, the accounting principles remain unchanged compared to those applied in the Annual Report for the year 2001.

Key numbers per share have been recalculated in accordance with the Swedish Financial Accounting Standards Council's recommendation RR18, Earnings per share. In the rights issue, which was completed during the period, arose a bonus issue element, as the subscription price was lower than the stock exchange price. The recalculation factor has been calculated to 1.0814771.

### **Stock options**

During 2000 Hexagon introduced a stock option programme. The motive was to facilitate for key personnel in the Group to become shareholders in the company. There are in total 700 000 options, of which 644 500 have been subscribed. Each option entitles the holder with the right to subscribe for one new class B share in the period June 1<sup>st</sup>, 2002 to May 31<sup>st</sup>, 2005, inclusive, for 184:55 SEK. The subscription rights are transferred at market value. The dilution effect upon full exercise corresponds to approx. 4.0 per cent of the share capital and 2.8 per cent of the vote. A calculation of any dilution effect in key numbers has not been done since the effect is judged to be marginal.

### **Outlook**

The Development potential for Hexagon is considerable. Through the changed Group structure as well as the positive effects, which will result from realised rationalisations, a new strong platform has been created for a future positive sales and earnings growth. Hexagon's financial target of an increase in earnings per share after tax by at least 15 per cent p.a. remains unchanged.

### **Financial information**

On the Group's web site, [www.hexagon.se](http://www.hexagon.se), all external information is published as soon as it has become public.

- Year-end report, 2002

18 February, 2003

Nacka Strand, 30<sup>th</sup> of October 2002

**HEXAGON AB (publ)**

Ola Rollén

President & C.E.O.

*The Company's auditors have not audited this interim report*

## Consolidated Income Statement - summary

(MSEK)	2002 Q 2	2001 Q 2	2002 1/1-30/9	2001 1/1-30/9	Outcome Last 12 Month	2001 full Year
Net sales	1 589	1 582	5 066	4 335	6 935	6 204
Cost of goods sold	-1 181	- 1 191	- 3 763	- 3 295	- 5 121	- 4 653
<b>Gross Profit</b>	<b>408</b>	<b>391</b>	<b>1 303</b>	<b>1 040</b>	<b>1 814</b>	<b>1 551</b>
Sales expenses and administr. costs	- 322	- 347	- 972	- 851	- 1 338	- 1 217
Share of earnings in affiliates	2	5	10	10	16	16
<b>Earnings before amortisation of intangible assets</b>	<b>88</b>	<b>49</b>	<b>341</b>	<b>199</b>	<b>492</b>	<b>350</b>
Amortisation of intangible assets	- 22	- 17	- 66	- 37	- 92	- 63
Non-recurring items	-	8	- 31	8	- 82	- 43
Capital gains group companies	2	- 1	2	19	49	66
Capital gains in affiliates	6	-	3	-	3	-
<b>Operating earnings</b>	<b>74</b>	<b>39</b>	<b>249</b>	<b>189</b>	<b>370</b>	<b>310</b>
Financial revenue and expenses	- 29	- 24	- 91	- 47	- 127	- 83
Earnings from other securities	-	-	36	-	36	0
<b>Earnings after financial items</b>	<b>45</b>	<b>15</b>	<b>194</b>	<b>142</b>	<b>279</b>	<b>227</b>
Tax	- 22	- 5	- 76	- 47	- 104	- 75
Minority interest	- 2	- 1	- 7	- 3	- 12	- 8
<b>Net income</b>	<b>21</b>	<b>9</b>	<b>111</b>	<b>92</b>	<b>163</b>	<b>144</b>
Earnings per share after tax (SEK)*	1,14	0,56	6,51	5,75	9,71	9,00
EPS adjusted for goodwill (SEK) *	2,33	1,63	10,39	8,06	15,20	12,94
Shareholder's equity per share (SEK) *	115,62	106,20	115,62	106,20	115,62	109,70
Number of shares (thousands)**	18 491	15 998	17 042	15 998	16 781	15 998
UB number of shares (thousands) ***)	18 491	15 998	18 491	15 998	18 491	15 998
Deprecations are included with	- 80	- 65	- 221	- 161	- 304	- 244

\*) A calculation of the dilution effect in the key numbers has not been done as the effect is estimated to be marginal

\*\*\*) Average number of shares adjusted for the rights issue

\*\*) Adjusted for bonus issue element

### Consolidated Balance Sheet - summary

(MSEK)	2002-09-30	2001-09-30	2001-12-31
Intangible fixed assets	1 245	966	1 272
Tangible fixed assets	1 571	1 351	1 376
Financial fixed assets	301	541	448
<b>Total fixed assets</b>	<b>3 117</b>	<b>2 858</b>	<b>3 096</b>
<b>Inventories</b>	<b>1 449</b>	<b>1 537</b>	<b>1 454</b>
Accounts receivable	1 281	1 356	1 303
Other receivables	98	101	101
Prepaid expenses and accrued income	141	129	75
<b>Total short-term receivables</b>	<b>1 520</b>	<b>1 586</b>	<b>1 479</b>
Cash and cash equivalents	152	410	458
<b>Total current assets</b>	<b>3 121</b>	<b>3 533</b>	<b>3 391</b>
<b>Total assets</b>	<b>6 238</b>	<b>6 391</b>	<b>6 487</b>
<b>Shareholders equity</b>	<b>2 138</b>	<b>1 699</b>	<b>1 755</b>
<b>Minority interest</b>	<b>34</b>	<b>24</b>	<b>30</b>
Provisions for pensions *)	209	178	179
Provisions for taxes	59	105	62
Other provisions	148	114	211
<b>Total provisions</b>	<b>416</b>	<b>397</b>	<b>452</b>
Interest bearing liabilities	2 036	2 634	2 598
Other liabilities	1	0	5
<b>Total long-term liabilities</b>	<b>2 037</b>	<b>2 634</b>	<b>2 603</b>
Interest bearing liabilities	158	176	118
Accounts payable	663	629	738
Other liabilities	187	223	225
Accrued costs and prepaid incomes	605	609	566
<b>Total short-term liabilities</b>	<b>1 613</b>	<b>1 637</b>	<b>1 647</b>
<b>Total equity, allocations and liabilities</b>	<b>6 238</b>	<b>6 391</b>	<b>6 487</b>
*) Of which interest bearing provisions for pension	138	108	109

### Change in Group shareholders equity

(MSEK)	1/1 – 30/9, 2002	1/1 – 30/9, 2001	Full year 2001
<b>Amounts at 1 January</b>	<b>1 755</b>	<b>1 679</b>	<b>1 679</b>
Dividend	- 74	- 74	- 74
Rights issue (after issue costs)	420	-	-
Premiums for subscription warrants	-	3	3
Translation difference	- 74	- 1	3
Net income	111	92	144
<b>Amounts at 31 March</b>	<b>2 138</b>	<b>1 699</b>	<b>1 755</b>

At the beginning of the period: 840 000 shares of class A and 13 953 182 of class B. Added through the rights issue: 210 000 shares of class A and 3 488 295 of class B. At the end of the period: : 1 050 000 shares of class A and 17 441 477 of class B.

### Consolidated cash flow analysis

(MSEK)	1/1 – 30/9, 2002	1/1 – 30/9, 2001
Cash flow from operations before change in working capital	266	212
Change in working capital	- 93	- 183
<b>Net cash flow from operations</b>	<b>173</b>	<b>29</b>
Net investment in fixed assets	- 150	- 133
<b>Operational cash flow</b>	<b>23</b>	<b>- 104</b>
Cash flow from other investment activities	- 90	-1 484
Cash flow from financing activities	- 568	1 878
Rights issue	420	-
Dividend	- 74	- 74
<b>Change in net cash position</b>	<b>- 289</b>	<b>216</b>

The currency effect in liquid assets was – 17 MSEK.

### Key ratios

	1/1 – 30/9, 2002	1/1 – 30/9, 2001	Full year 2001
Operating margin (%)	5.4	4.4	4.6
Profit margin (%)	3.8	3.3	3.7
Return on shareholders equity after tax (%)	7.7	7,2	8.4
Return on capital employed (%)	8.9	8.1	8.8
Return on capital employed adjusted for depreciations on intangible assets, %	15.0	11.4	12.9
Solvency ratio (%)	34.8	27.0	27.5
Net indebtedness (times)	1.02	1.48	1.35
Interest coverage ratio (times)	2.9	2.5	2.9
Average number of shares (thousands)	17 042	15 998	15 998
Earnings per share after tax (SEK)	6.51	5.75	9.00
Earnings per share after tax and adjusted for depreciations on intangible assets, (SEK)	10.39	8.06	12.94
Cash flow per share (SEK)	10.15	1.81	19.38
Cash flow per share (SEK) before change in working capital	15.61	13.25	22.38
Share price (SEK)	125	117	122

### EBITA

(MSEK)	2001				2002			
	Q 1	Q 2	Q 3	Q 4	2001	Q 1	Q 2	Q 3
Automation	23	27	20	30	100	19	31	26
Engineering	46	35	24	43	148	44	49	38
Metrology	-	48	15	80	143	47	67	27
Other operations *	- 15	- 8	- 9	- 3	- 35	-	-	-
Associated company	6	0	3	6	15	5	3	2
Group / adjustments	- 6	- 6	- 4	- 5	- 21	- 5	- 7	- 5
<b>EBITA</b>	<b>54</b>	<b>96</b>	<b>49</b>	<b>151</b>	<b>350</b>	<b>110</b>	<b>143</b>	<b>88</b>

\* Includes primarily the divested business area Wirelss.

## Definitions

Return on shareholders equity:	Net income as a percentage of average shareholders equity.
Return on capital employed:	Earnings after financial items plus financial expenses as a percentage of average capital employed.
Share price:	Last settled transaction at the OM Stockholm stock exchange on the last business day in each period.
Average shareholders equity:	Equity at the beginning of the period plus at the end of the period divided by two.
Return on capital employed excluding intangible fixed assets:	Earnings after plus financial expenses and amortization of intangible fixed assets as a percentage of average capital employed excluding intangible fixed assets.
Investments:	Investments in fixed assets excluding acquisitions of new operations.
Operational cash flow:	Cash flow after working capital changes and net investments in fixed assets.
Cash flow per share:	Cash flow from the operations, divided by the average number of share.
Cash flow per share, before change in working capital:	Cash flow from the operations before change in working capital divided by the average number of shares.
Net indebtedness:	Interest bearing liabilities less liquid assets divided by shareholders equity.
P/E-ratio:	Share price at the end of the period divided by earnings per share after tax.
Earnings per share after tax:	Earnings after tax divided by the average number of shares.
Earnings per share after tax excluding amortization on intangible assets:	Earnings after tax excluding amortization on intangible fixed assets divided by the average number of shares.
Operating earnings, EBITA:	Operating earnings excluding capital gain on shares in group companies, items effecting comparability and amortization of intangible fixed assets.
Operating margin:	Operating earnings adjusted for non-recurring items as a percentage of the period's net sales.
Interest coverage ratio:	Earnings after financial items plus interest expenses divided by interest expenses.
Equity ratio:	Shareholders equity including minority interest as percentage of the assets total.
Capital employed:	Total assets less non-interest bearing liabilities.
Share holders equity per share:	Shareholders equity divided by the number of shares at the end of the period.
Profit margin:	Earnings after financial items as a percentage of net sales for the period.