

# Interim report: January 1 – September 30, 2002

- Operating revenues for the third quarter were in line with the year-earlier period at SEK 618 M (619)
- EBITDA for the quarter increased by SEK 85 M to SEK 53 M (loss: 32)
- Eniro to exit from Windhager, Germany, with an estimated close-down cost of SEK 1,300 M (of which SEK 300 M will affect EBITDA), to be charged against the fourth quarter results.
- Revenues and the EBITDA margin increased in Swedish operations reflecting stable offline sales and favorable growth in online services
- A letter of intent has been signed to acquire a directory in Tampere, Finland
- For year 2002 operating revenues are expected to attain at least the same level and EBITDA is expected to attain the same level as preceeding year, excluding costs in conjunction with the exit from Windhager.

Consolidated revenues during the third quarter amounted to SEK 618 M (619). Excluding acquired units, revenues decreased with 10 percent, compared with the year-earlier. If Windhager is also excluded, growth of 3 percent was achieved. Offline revenues amounted to SEK 368 M (458) for the quarter, a decline of 20 percent of which Windhager accounts for 18 percentage points. Online revenues increased 55 percent during the quarter, of which 40 percentage points are directly attributable to acquisitions. For the nine-month period as a whole, consolidated revenues increased by 7 percent. Excluding acquisitions, this corresponded to a decline of 9 percent or an increase in revenues of 1 percent, if Windhager is also excluded.

EBITDA increased by SEK 85 M to SEK 53 M (loss: 32) for the third quarter. Reduced costs, primarily in Sweden is the primary explanation. For the first nine months of the year, EBITDA amounted to SEK 594 M (509), an improvement of 17 percent. Excluding acquisitions, the earnings improvement was 12 percent. The Group's operating income before amortization of goodwill (EBITA) amounted to SEK 28 M (loss: 57) for the quarter, and SEK 522 M (445) for the nine-month period.

A loss of SEK 88 M (loss: 159) before tax and minority shares was reported for the quarter, while a profit of SEK 183 M (159) was reported for the nine-month period. Net profit for the third quarter amounted to neg. SEK 70 M (loss: 116), while net profit for the nine-month period amounted to SEK 94 M (79).

A decision was taken to divest operations in Windhager in the German federal state of Baden-Württemberg. For the first nine months of the year, Windhager reported an operating loss before depreciation and amortization (EBITDA) of SEK 156 M (profit: 11). For the fourth quarter, the EBITDA loss is expected to amount to SEK 50 M (loss: 60). In addition, the liquidation of Eniro's ownership interest in Windhager is estimated to result in the following; divestment costs of SEK 300 M (affecting cash flow and the Group's EBITDA result), goodwill write down of SEK 800 M and a write-off of deferred tax receivables for approx SEK 200 M. These costs will be charged against the fourth quarter results. Eniro will pursue its legal claim against DeTeMedien.

#### Condensed consolidated income statement

|                                       | 3 months          |                   | 9 months         |                  | 12 months           |                 |
|---------------------------------------|-------------------|-------------------|------------------|------------------|---------------------|-----------------|
| MSEK                                  | 2002<br>Julv-Sept | 2001<br>Julv-Sept | 2002<br>Jan-Sept | 2001<br>Jan-Sept | 2001/02<br>Oct-Sept | 2001<br>Jan-Dec |
|                                       | ouly ocpt         | ouly ocpt         |                  | ban oopt         |                     | Ball Dec        |
| Operating revenues                    | 618               | 619               | 2,806            | 2,622            | 4,703               | 4,519           |
| EBITDA                                | 53                | -32               | 594              | 509              | 1,235               | 1,150           |
| Profit/loss before tax and minority s | shares -88        | -159              | 183              | 159              | 716                 | 692             |
| Earnings per share, SEK               | -0.40             | -0.71             | 0.53             | 0.50             | 2.68                | 2.80            |
| Cash Earnings per share, SEK          | 0.26              | -0.10             | 2.47             | 2.23             | 5.20                | 5.12            |

During the year, virtually all of Eniro's markets were affected by continued weak general economic conditions and declining advertising markets. Directional media are affected, although less strongly than other media, by the deterioration of economic conditions. Offline revenues, which on an annual basis account for 75 percent of total revenues, are booked as income in conjunction with the publication of each directory, meaning that the impact on revenues of changes in order bookings is delayed.

#### Sweden

Eniro is the Swedish market leader in directional media, with a 75 percent share in printed directories and about 60 percent of the total market for Internet advertising.



Operating revenues in Sweden increased by 12 percent during the third quarter to SEK 266 M (238), with online revenues increasing by 20 percent and offline revenues by 6 percent. For the nine-month period, total revenues increased 4 percent to SEK 1,366 M (1,316), with the entire increase attributable to online services.

The online share of total Swedish revenues is expected to continue to increase. The upswing in revenues during the current year is primarily the result of increased traffic for the services Passagen.se, Evreka.se and Gulasidorna.se. The number of unique visitors to Gulasidorna.se doubled during the year from 700,000 to 1,400,000 per month. The EBITDA margin for online services has increased and currently exceeds 30 percent.

The weak Swedish economy has contributed to a certain decline in advertising sales. The customer base continued to contract somewhat during the quarter, which was offset by add-on sales and price increases. The core operation within Eniro Sweden – Gula Sidorna® - showed continued stable growth during both the third quarter and the nine-month period. However, a decline in sales was noted in publishing operations, which include the sale of CD-ROM directories and unit sales of printed directories. These operations, which account for annual revenues of about SEK 50 M, can be expected to continue to decline, as users migrate to online services. Advertising sales for the Stockholm directory were concluded in September and will be booked as income during the fourth quarter when the directory will be published. Historically, the fourth quarter, with its high share of revenues attributable to cities, shows lower growth than other quarters, and offline revenues in Sweden are expected to show marginally negative growth for the full year.

The EBITDA margin for Sweden amounted to 39 percent (18) for the third quarter. Cost reductions were implemented in both sales and production during the year and had a positive effect on earnings. For the ninemonth period, the EBITDA margin was 43 percent (36).

#### Nordic (excl Sweden)

Eniro is the market leader in directional media in Finland with offline services that include the leading directory in Helsinki and online products in the form of directory information and Internet services. Operations in Norway consist entirely of online services, which have one of the leading market positions on the Internet. In Denmark, Eniro is the market leader in local directories and has a challenger position Copenhagen.



Revenues in the Nordic region increased by 40 percent to SEK 203 M (145) in the third quarter and by 107 percent to SEK 770 M (372) for the nine-month period. Growth was primarily attributable to acquisitions. Direktia in Finland and Scandinavia Online in Denmark, Norway and Finland were consolidated as of January 1, 2002.

The EBITDA margin for the Nordic region amounted to 8 percent (-7) for the quarter and 12 percent (-5) for the nine-month period.

#### **Central Europe**

Eniro is the market leader in B2I (Business to Individual) in Poland. Through WLW, Eniro is the market leader in B2B (Business to Business) search services on the Internet with a significant share of the Internet advertising market in Germany and operations in an additional 11 countries, including Switzerland and Austria.



#### Central Europa including Windhager

Revenues declined by 48 percent to SEK 96 M (185) for the third quarter and by 34 percent to SEK 516 M (785) for the nine-month period. An EBITDA loss of SEK 52 M (loss: 44) was reported for the third quarter, resulting in a loss of SEK 32 M (profit: 111) for the nine-month period.

#### Windhager

The acquisition of Windhager, which took place in the autumn of 2001, was significantly different in character from Eniro's other acquisitions. The acquisition of Windhager required an extensive transformation of operations in which the previous position as an official licensee of DeTeMedien with the product Gelbe Seiten would be replaced by a new position as an independent challenger with the establishment of new products and brands. This transformation was delayed due to the difficulties in persuading customers to accept Windhager's products in combination with very weak economic conditions in Germany. The company was therefore operating with significant losses. Following an extensive evaluation of possible measure and future investments, it was concluded that time required to achieve profitability was too long. A decision was therefore taken to close down the operation. The close down costs will be charged against earnings for the fourth quarter of 2002.

In addition, the exit from Windhager is estimated to result in the following; divestment costs of SEK 300 M (affecting cash flow), goodwill write down of SEK 800 M and a write off of deferred tax receivables of aprox SEK 200 M. These costs will be charged against the fourth quarter results. Eniro's equity/assets ratio was 62 percent on September 30, 2002. With consideration taken to the costs attributable to the exit from Windhager the pro forma equity/assets ratio will amount to slightly more than 50 percent. The claim for compensation of EUR 75 M (SEK 680 M) that Windhager has made against DeTeMedien will be retained. Regarding the right to compensation, Eniro won in the first round. The ruling has been appealed, and a final ruling of the entire case is expected in 2004.

#### Central Europe excluding Windhager

Revenues for the Central Europe region excluding Windhager declined by 9 percent to SEK 78 M (86) during the third quarter and by 3 percent to SEK 444 M (458) for the nine-month period. The decline was attributable to operations in Poland, where the market trend was significantly weaker than during the year-earlier period.

WLW, whose revenues are primarily reported during the first quarter, compensated a decline of about SEK 60 M in sales of offline products due to declining CD-ROM sales with corresponding increases in online revenues from Internet advertising.

Despite the weaker earnings trend, both units strengthened their respective market positions.

EBITDA for the third quarter amounted to a loss of SEK 9 M (loss: 19), an improvement with SEK 10 M in relation to the year-earlier period. The EBITDA margin for the nine-month period amounted to 28 percent (22).

#### Eastern Europe

Eniro is a leading player in the region and has positions in Moscow, St Petersburg in Russia, as well as in the Baltic countries, Belarus and the Ukraine.



The region Eastern Europe reported revenues of SEK 28 M (27) for the third quarter and an increase of 5 percent to SEK 80 M (76) for the nine-month period.

EBITDA amounted to a loss of SEK 10 M (loss: 5) for the third quarter and a loss of SEK 34 M (loss: 28) for the nine-month period.

#### Other

This heading includes costs for Group headquarters and for Group-wide projects, as well as shared costs for structural transactions where appropriate.

Operating revenues included under the heading Other amounted to SEK 25 M (24) for the quarter and SEK 74 M (73) for the nine-month period. These revenues were primarily attributable to license and maintenance contracts with a subsidiary of KPN, which will expire as of December 31, 2002.

For the quarter, EBITDA for Other operations amounted to a loss of SEK 6 M (loss: 16), while the loss for the nine-month period amounted to SEK 17 M (loss: 35). The reduction in costs was primarily a result of lower costs for special projects, including those in conjunction with structural transactions.

#### **Consolidated cash flow**

Cash flow from current operations during the most recent quarter amounted to SEK 21 M (neg. 37). The most important reason for the improvement was a strengthening of profits for the period. For the ninemonth period, cash flow from current operation amounted to SEK 216 M (610), of which supplementary tax payments in Sweden were the primary reason for decline for the year. Eniro's total cash flow was negative in an amount of SEK 28 M (neg. 92) for the quarter and negative in an amount of 362 M (neg. 231) for the nine-month period.

#### **Financial position**

The Group's interest-bearing net debt amounted to SEK 1,829 M on September 30, 2002 and was reduced by SEK 131 M since the beginning of the year. On September 30, 2002, the equity/assets ratio was 62 percent, compared with 54 percent at year-end. The debt/equity ratio amounted to 0.39, unchanged compared with year-end. The ratio between interest-bearing net debt and operating profit before depreciation, on a 12 months rolling basis, was a multiple of 1.5. The corresponding full-year figure for 2001 was 1.7. Return on equity for the most recent 12-month period was 10 percent, while the corresponding figure for full-year 2001 ware 13 percent.

#### Earnings per share

Cash Earnings per share, calculated as profit for the period with reversal of depreciation and amortization for the period, amounted to SEK 0.26 (loss: 0.10) for the most recent quarter, while earnings per share for the quarter amounted to negative SEK 0.40 (loss: 0.71).

#### Acquisitions and divestments

Direktia and Scandinavia Online were consolidated as of December 31, 2001. In conjunction with the acquisition of Direktia, Eniro received a letter of intent with an offer to acquire directory operation in Tampere, Finland. In August, a letter of intent was signed regarding the acquisition of these operations, which is expected to be completed before the end of the year. The acquisition will have no effect on results during 2002. For 2003, the acquisition is expected to contribute SEK 46 M to consolidated revenues, with an EBITDA of SEK 27 M. The divestment of Windhager is expected to be completed during the fourth quarter.

#### Personnel

On September 30, 2002, the number of full-time employees was 4,107 (3,807), a reduction of 44 persons since the beginning of the year. The number of employees was distributed as follows by region: Sweden 592 (647)Nordic region excl. Sweden (625)1,042 Central Europe 1,238 (1,279)Eastern Europe 1,235 (1,256)

#### Accounting principles

This interim report was prepared in accordance with the Swedish Financial Accounting Standards Council's recommendation RR20 on interim reports. The Council's new recommendations, which took effect in 2002, were taken into consideration but did not have any effect on the accounts. In other respects, the same accounting principles were applied as in the latest annual report.

#### **Prospects for 2002**

The year has been characterized by a continued weak market trend in Eniro's market segments. For year 2002 operating revenues are expected to attain at least the same level and EBITDA is expected to attain the same level as preceeding year, SEK 4,519 M and SEK 1,150 M respectively, excluding costs in conjunction with the exit from Windhager.

#### Other information

In line with what was announced at the 2002 Annual General Meeting, the Chairman of the Board of Directors Björn Svedberg together with Board member Lars Berg have been in contact with Nordea (Peter Rudman) and SEB Funds (Björn Lind) to commence the work with the nomination of board members for the 2003 Annual General Meeting. In addition, contact will also be taken with major foreign institutional owners in Eniro. Any proposals regarding the composition of the Board of Directors may be submitted to Björn Svedberg, Eniro AB, P.O. Box 811, SE 161 24 Bromma, Sweden.

Stockholm, October 29, 2002

Lars Guldstrand President and CEO

#### Audit report

We have reviewed this interim report in accordance with the recommendations issued by the Swedish Institute of Authorized Public Accountants. A review is substantially limited in scope in comparison with an audit. Nothing has come to our attention that indicates that this interim report fails to comply with the requirements of the Swedish Securities Exchange Act or the Swedish Annual Accounts Act.

Stockholm, October 29, 2002

Ernst & Young AB

#### For information, please contact:

Lars Guldstrand, President & CEO Tel. +46 8 634 70 01, +46 70 528 81 81

Lennart Bernard, CFO Tel. +46 8 634 70 30, +46 70 825 18 34

#### Financial reports

| 2002 Year-end report             | February 17, 2003 |
|----------------------------------|-------------------|
| Annual General Meeting           | March 31, 2003    |
| Interim report, Jan.– March 2003 | April 25, 2003    |
| Interim report, Jan.– June 2003  | July 17, 2003     |
| Interim report, Jan.– Sept. 2003 | October 28, 2003  |

Eniro is one of Europe's leading players in directional media – both offline in the form of printed directories and CD-ROM and online via the fixed and mobile Internet, voice (directory assistance). The overall business concept is to provide directory information that connects buyers and seller. Services target both individual users, B2I or business to individual, and the business-to-business (B2B) segment. Eniro is represented in 19 countries') and publishes more than 850 titles with a total distribution of some 35 million copies. Even with respect to the Internet, Eniro has established strong user positions in the countries in which it operates. In the Nordic countries, Eniro owns the leading local search services on the Internet and is the clear market leader with respect to directory services. In total use of Eniro's Internet network has increased to more than 50 million searches per month. The Eniro share (ENRO) has been listed on the Stockholm Stock Exchange since October 2000.

<sup>1</sup> In addition Eniro offers database service within B2B segment in an additional five countries.

# Consolidated Income Statement

|  | 3 r        | nonths     | 9 months  |           | 12 ו     | months    |
|--|------------|------------|-----------|-----------|----------|-----------|
|  | 2002       | 2001       | 2002      | 2001      | 2001/02  | 2001      |
| SEK M                                      | July-Sept. | July–Sept. | Jan-Sept. | Jan-Sept. | OctSept. | Jan.–Dec. |
| Operating revenues:                        |            |            |           |           | · · · ·  |           |
| Gross operating revenues                   | 634        | 634        | 2,888     | 2,712     | 4,812    | 4,636     |
| Advertising tax                            | (16)       | (15)       | (82)      | (90)      | (109)    | (117)     |
| Operating revenues                         | 618        | 619        | 2,806     | 2,622     | 4,703    | 4,519     |
| Costs:                                     |            |            |           |           |          |           |
| Production costs                           | (243)      | (187)      | (917)     | (758)     | (1,441)  | (1,282)   |
| Sales costs                                | (167)      | (264)      | (740)     | (801)     | (1,300)  | (1,361)   |
| Marketing costs                            | (49)       | (72)       | (183)     | (200)     | (258)    | (275)     |
| Administration costs                       | (121)      | (132)      | (383)     | (383)     | (499)    | (499)     |
| Product development costs                  | (17)       | (20)       | (72)      | (42)      | (90)     | (60)      |
| Other revenues/costs                       | 7          | (1)        | 11        | 7         | 27       | 23        |
| Operating income before interest,          |            |            |           |           |          |           |
| taxes and amortization *)                  | 28         | (57)       | 522       | 445       | 1,142    | 1,065     |
| Amortization of goodwill                   | (90)       | (74)       | (269)     | (211)     | (348)    | (290)     |
| Operating income before interest and taxes | (62)       | (131)      | 253       | 234       | 794      | 775       |
| Financial revenues                         | 2          | 12         | 18        | 62        | 48       | 92        |
| Financial cost                             | (28)       | (40)       | (88)      | (137)     | (126)    | (175)     |
| Earnings before tax and minority interests | (88)       | (159)      | 183       | 159       | 716      | 692       |
| Taxes                                      | 18         | 39         | (89)      | (87)      | (244)    | (242)     |
| Minority interest                          |            | 4          |           | 7         | (4)      | 3         |
| NET INCOME                                 | (70)       | (116)      | 94        | 79        | 468      | 453       |
| *) Depreciations are included with         | 25         | 25         | 72        | 64        | 93       | 85        |

# Operating Revenues and EBITDA by region

|                                    | 3 r        | months     | 9        | months   | 12 months |           |
|------------------------------------|------------|------------|----------|----------|-----------|-----------|
|                                    | 2002       | 2001       | 2002     | 2001     | 2001/02   | 2001      |
| SEK M                              | July–Sept. | July-Sept. | JanSept. | JanSept. | OctSept.  | Jan.–Dec. |
| Total operating revenues           | 618        | 619        | 2,806    | 2,622    | 4,703     | 4,519     |
| Offline revenues                   | 368        | 458        | 1,847    | 1,974    | 3,467     | 3,594     |
| Online revenues                    | 250        | 161        | 959      | 648      | 1,236     | 925       |
| Sweden                             | 266        | 238        | 1,366    | 1,316    | 2,459     | 2,409     |
| Offline revenues                   | 145        | 137        | 1,004    | 1,006    | 1,914     | 1,916     |
| Online revenues                    | 121        | 101        | 362      | 310      | 545       | 493       |
| Nordic excl. Sweden                | 203        | 145        | 770      | 372      | 1,049     | 651       |
| Offline revenues                   | 114        | 123        | 517      | 315      | 770       | 568       |
| Online revenues                    | 89         | 22         | 253      | 57       | 279       | 83        |
| Central Europe *                   | 96         | 185        | 516      | 785      | 902       | 1,171     |
| Offline revenues                   | 68         | 163        | 208      | 535      | 544       | 871       |
| Online revenues                    | 28         | 22         | 308      | 250      | 358       | 300       |
| Eastern Europe                     | 28         | 27         | 80       | 76       | 194       | 190       |
| Offline revenues                   | 16         | 11         | 44       | 45       | 140       | 141       |
| Online revenues                    | 12         | 16         | 36       | 31       | 54        | 49        |
| Other                              | 25         | 24         | 74       | 73       | 99        | 98        |
| Offline revenues                   | 25         | 24         | 74       | 73       | 99        | 98        |
| * Windhager                        | 18         | 99         | 72       | 327      | 119       | 374       |
| Central Europe excluding Windhager | 78         | 86         | 444      | 458      | 783       | 797       |
| Total EBITDA                       | 53         | (32)       | 594      | 509      | 1,235     | 1,150     |
| Margin, %                          | 9          | (5)        | 21       | 19       | 26        | 25        |
| Sweden                             | 104        | 43         | 583      | 478      | 1,164     | 1,059     |
| Margin, %                          | 39         | 18         | 43       | 36       | 47        | 44        |
| Nordic excl. Sweden                | 17         | (10)       | 94       | (17)     | 173       | 62        |
| Margin, %                          | 8          | (7)        | 12       | (5)      | 16        | 10        |
| Central Europe *                   | (52)       | (44)       | (32)     | 111      | (71)      | 72        |
| Margin, %                          | (54)       | (24)       | (6)      | 14       | (8)       | 6         |
| Eastern Europe                     | (10)       | (5)        | (34)     | (28)     | (15)      | (9)       |
| Margin, %                          | (36)       | (19)       | (43)     | (37)     | (8)       | (5)       |
| Other                              | (6)        | (16)       | (17)     | (35)     | (16)      | (34)      |
| * Windhager                        | (43)       | (25)       | (156)    | 11       | (216)     | (49)      |
| Central Europe excluding Windhager | (9)        | (19)       | 124      | 100      | 145       | 121       |

| Consolidated balance sheet                             |               |                 |          |   |            |
|--|---------------|-----------------|----------|---|------------|
|  | 2002          | 2002            | 2002     | 2001                                    | 200        |
| SEK M  | Sept. 30      | June 30         | March 31 | Dec. 31                                 | Sept. 3    |
| SSETS  |               |                 |          |   |            |
| xed Assets   |               |                 |          |   |            |
| Goodwill   | 5,484         | 5,583           | 5,787    | 6,141                                   | 5,13       |
| Other intangible fixed assets                          | 32            | 33              | 34       | 48                                      | ļ          |
| Tangible fixed assets                                  | 303           | 299             | 316      | 333                                     | 30         |
| Long security paper                                    | 8             | 7               |          |   |            |
| Deferred tax claim                                     | 350           | 287             | 280      | 295                                     |            |
| Interest bearing fixed assets                          | 2             | 4               | 9        | 10                                      |            |
| otal fixed assets                                      | 6,179         | 6,213           | 6,426    | 6,827                                   | 5,5        |
| urrent assets  |               |                 |          |   |            |
| Stock  | 20            | 22              | 25       | 23                                      |            |
| Work in progress                                       | 245           | 242             | 352      | 179                                     | 2          |
| Accounts receivable                                    | 531           | 844             | 731      | 1,360                                   | 5          |
| Prepaid expenses and accrued revenues                  | 190           | 280             | 205      | 176                                     | 10         |
| Current income tax receivable                          | 14            | 104             | 44       | 14                                      |            |
| Other non-interest bearing current assets              | 67            | 27              | 38       | 82                                      |            |
| otal non-interest bearing current assets               | 1,067         | 1,519           | 1,395    | 1,834                                   | 1,0        |
| Other interest bearing current assets                  | 2             | 2               | 2        | 2                                       |            |
| Short-term investments                                 | 5             | 2               | 4        | 4                                       |            |
| Cash and bank  | 228           | 246             | 210      | 585                                     | 1          |
| Total interest bearing current assets                  | 235           | 250             | 216      | 591                                     | 1          |
| otal current assets                                    | 1,302         | 1,769           | 1,611    | 2,425                                   | 1,1        |
| DTAL ASSETS  | 7,481         | 7,982           | 8,037    | 9,252                                   | 6,7        |
| Share capital<br>Restricted reserves                   | 176<br>3,023  | <u> </u>        | <u> </u> | <u> </u>                                | 16<br>2,85 |
| nrestricted equity                                     | 0,020         | 0,020           | 0,020    | 0,020                                   | 2,0        |
| Unrestricted reserves                                  | 1,347         | 1,331           | 1,570    | 1,325                                   | 6          |
| Net income   | 94            | 164             | 23       | 453                                     | 0          |
| hareholders' equity                                    | 4,640         | 4,694           | 4,792    | 4,977                                   | 3,7        |
| inority interest                                       | 4,040         | 4,004           | 4,7 52   | -,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 0,1        |
| rovisions<br>Provisions for pensions, interest bearing | 90            | 88              | 88       | 85                                      |            |
| Other provisions                                       | 251           | 228             | 301      | 311                                     | 2          |
| other provisions                                       | 341           | 316             | 389      | 396                                     | 3          |
| terest bearing long-term liabilities                   | 1,937         | 1,912           | 1,947    | 2,343                                   | 1,8        |
| urrent liabilities                                     |               |                 |          |   |            |
| Accounts payable                                       | 192           | 250             | 292      | 407                                     | 3          |
| Current tax liabilities                                |               | 141             | 38       | 286                                     | 1          |
| Accrued expenses and prepaid revenues                  | 212           | 419             | 306      | 375                                     | 1          |
| Other non-interest bearing liabilities                 | 120           | 148             | 135      | 335                                     | 1          |
| Total non-interest bearing current liabilities         | 524           | 958             | 771      | 1,403                                   | 7          |
| Other interest bearing current liabilities             | 39            | 102             | 138      | 133                                     | 1          |
| Total interest bearing current liabilities             | 39            | 102             | 138      | 133                                     | 1          |
| otal current liabilities                               | 563           | 1,060           | 909      | 1,536                                   | 9          |
| OTAL SHAREHOLDERS' EQUITY AND LIABILI                  |               | 7,982           | 8,037    | 9,252                                   | 6,7        |
| Shareholders' equity                                   |               |                 |          |   |            |
|  |               |                 |          | Currency                                |            |
| ٨٩   | ditional paid | Additional paid | Retained | translation                             | To         |

| SEK M                                     | Additional paid<br>in capital | Additional paid<br>in capital | Retained<br>earnings | Currency<br>translation<br>differences | Total<br>equity |
|---|-------------------------------|-------------------------------|----------------------|--|-----------------|
| Opening balance at beginning of period    | 176                           | 3,776                         | 687                  | 338                                    | 4,977           |
| Capital issued in connection with acquisi | tions                         |                               |                      |  |                 |
| Dividend                                  |                               |                               | (123)                |  | (123)           |
| Foreign currency translation differences  |                               |                               |                      | (308)                                  | (308)           |
| Net income                                |                               |                               | 94                   | · · ·                                  | 94              |
| Closing balance end of period             | 176                           | 3,776                         | 658                  | 30                                     | 4,640           |

# Operating Revenues and EBITDA by quarter

|                                    | /    |       |      |       |      |       |
|------------------------------------|------|-------|------|-------|------|-------|
|                                    | 2002 | 2002  | 2002 | 2001  | 2001 | 2001  |
| SEK M                              | Q3   | Q2    | Q1   | Q4    | Q3   | Q2    |
| Operating revenues                 |      |       |      |       |      |       |
| Total                              | 618  | 1,312 | 876  | 1,897 | 619  | 1,137 |
| Sweden                             | 266  | 727   | 373  | 1,093 | 238  | 716   |
| Nordic excl. Sweden                | 203  | 434   | 133  | 279   | 145  | 149   |
| Central Europe                     | 96   | 88    | 332  | 386   | 185  | 211   |
| Eastern Europe                     | 28   | 39    | 13   | 114   | 27   | 37    |
| Other                              | 25   | 24    | 25   | 25    | 24   | 24    |
| * Windhager                        | 18   | 42    | 12   | 47    | 99   | 146   |
| Central Europe excluding Windhager | 78   | 46    | 320  | 339   | 86   | 65    |
| EBITDA                             |      |       |      |       |      |       |
| Total                              | 53   | 326   | 215  | 641   | (32) | 313   |
| Sweden                             | 104  | 335   | 144  | 581   | 43   | 320   |
| Nordic excl. Sweden                | 17   | 103   | (26) | 79    | (10) | 15    |
| Central Europe                     | (52) | (88)  | 108  | (39)  | (44) | 7     |
| Eastern Europe                     | (10) | (10)  | (14) | 19    | (5)  | (11)  |
| Other                              | (6)  | (14)  | 3    | 1     | (16) | (18)  |
| * Windhager                        | (43) | (54)  | (59) | (59)  | (25) | 24    |
| Central Europe excluding Windhager | (9)  | (34)  | 167  | 20    | (19) | (17)  |
|                                    |      |       |      |       |      |       |

## Financial key ratios – Income Statement

|  | 3          | months     | 9        | 9 months   |            | 12 månader |  |
|--|------------|------------|----------|------------|------------|------------|--|
|  | 2002       | 2001       | 2002     | 2001       | 2001/02    | 2001       |  |
| SEK M  | July–Sept. | July–Sept. | JanSept. | Jan.–Sept. | Oct.–Sept. | Jan.–Dec.  |  |
| Income statement                               |            |            |          |            |            |            |  |
| Operating revenues                             | 618        | 619        | 2,806    | 2,622      | 4,703      | 4,519      |  |
| Operating revenues change %                    | (0)        | 71         | 7        | 63         | 4          | 50         |  |
| Online revenues                                | 250        | 161        | 959      | 648        | 1,236      | 925        |  |
| Online revenues change %                       | 55         | 69         | 48       | 132        | 34         | 109        |  |
| Online revenues, portion of total, %           | 40         | 26         | 34       | 25         | 26         | 20         |  |
| EBITDA   | 53         | (32)       | 594      | 509        | 1,235      | 1,150      |  |
| EBITDA Margin, %                               | 9          | (5)        | 21       | 19         | 26         | 25         |  |
| EBITA  | 28         | (57)       | 522      | 445        | 1,142      | 1,065      |  |
| EBITA Margin, %                                | 5          | (9)        | 19       | 17         | 24         | 24         |  |
| Net income                                     | (70)       | (116)      | 94       | 79         | 468        | 453        |  |
| Cash Earnings (net income + depreciation       |            |            |          |            |            |            |  |
| and amortization)                              | 45         | (17)       | 435      | 354        | 909        | 828        |  |
| Cash Earnings change %                         | N/A        | N/A        | 23       | 41         | 10         | 29         |  |
| Other key ratios                               |            |            |          |            |            |            |  |
| Interest coverage EBITDA, times                | 2.0        | -0.5       | 7.0      | 4.2        | 10.2       | 7.1        |  |
| Average number of full-time employees          |            |            | 4,093    | 3,755      |            | 3,606      |  |
| Number of full-time employees at end of period |            |            | 4,107    | 3,807      |            | 4,151      |  |
| Data per share (SEK) – Income statement        |            |            |          |            |            |            |  |
| Revenues per share                             | 3.51       | 3.78       | 15.93    | 16.50      | 26.93      | 27.95      |  |
| Cash Earnings per share                        | 0.26       | (0.10)     | 2.47     | 2.23       | 5.20       | 5.12       |  |
| Cash Earnings per share, change %              | N/A        | N/A        | 11       | 33         | 2          | 20         |  |
| Net income per share                           | (0.40)     | (0.71)     | 0.53     | 0.50       | 2.68       | 2.80       |  |
| Average number of shares for the period (000)  | 176,181    | 163,923    | 176,181  | 158,870    | 174,649    | 161,665    |  |

## Financial key ratios – Balance sheet

| SEK M   | 2002<br>Sept. 30 | 2002<br>June 30 | 2002<br>March 31 | 2001<br>Dec. 31 | 2001<br>Sept. 30 |
|---|------------------|-----------------|------------------|-----------------|------------------|
| Net indebtedness, interest bearing; end of period | 1,829            | 1,848           | 1,948            | 1,960           | 1,885            |
| Shareholders' equity; average 12 months           | 4,660            | 4,429           | 4,051            | 3,464           | 3,141            |
| Return on equity, %                               | 10               | 10              | 10               | 13              | 14               |
| Other key ratios                                  |                  |                 |                  |                 |                  |
| Debt/equity ratio, times                          | 0.39             | 0.39            | 0.41             | 0.39            | 0.51             |
| Equity/assets ratio, %                            | 62               | 59              | 60               | 54              | 55               |
| Net indebtedness, int.bearing/EBITDA              |                  |                 |                  |                 |                  |
| 12 months, times                                  | 1,5              | 1,6             | 1,7              | 1,7             | 1,8              |
| Data per share (SEK) – Balance sheet              |                  |                 |                  |                 |                  |
| Shareholders' equity per share                    | 26.34            | 26.64           | 27.20            | 28.25           | 22.63            |
| Share price, end of period                        | 43.00            | 70.50           | 84.00            | 75.00           | 77.00            |
| Number of shares at end of period ('000)          | 176,181          | 176,181         | 176,181          | 176,181         | 163,923          |

In addition there are warrents entitling the holders to purchase 1,500 shares ('000)

## **Cash flow statement**

|  | 3 ו       | months     | 9 r        | months   | 12 ו       | months    |
|--|-----------|------------|------------|----------|------------|-----------|
|  | 2002      | 2001       | 2002       | 2001     | 2001/02    | 2001      |
| SEK M J  | uly–Sept. | July-Sept. | Jan.–Sept. | JanSept. | Oct.–Sept. | Jan.–Dec. |
| Operating income before interest and taxes             | (62)      | (131)      | 253        | 234      | 794        | 775       |
| Depreciations and amortizations                        | 115       | 99         | 341        | 275      | 442        | 376       |
| Other non-cash items                                   | 13        | 76         | (41)       | 83       | (89)       | 35        |
| Interest paid  | (14)      | (30)       | (54)       | (77)     | (69)       | (92)      |
| Taxes paid   | (91)      | (51)       | (455)      | (197)    | (483)      | (225)     |
| Cash flow from current operations                      |           |            |            |          |            |           |
| before changes in working capital                      | (39)      | (37)       | 44         | 318      | 595        | 869       |
|  |           |            |            |          |            |           |
| Changes in net working capital                         | 60        | 0          | 172        | 292      | (251)      | (131)     |
| Cash flow from current operations                      | 21        | (37)       | 216        | 610      | 344        | 738       |
|  |           |            |            |          |            |           |
| Investments in subsidiaries                            | (17)      | 0          | 0          | (1,030)  | (178)      | (1,208)   |
| Investments in fixed assets                            | (27)      | (9)        | (51)       | (59)     | (200)      | (208)     |
| Cash flow from investment operations                   | (44)      | (9)        | (51)       | (1,089)  | (378)      | (1,416)   |
|  |           |            |            |          |            |           |
| Changes in loans                                       | (5)       | (46)       | (404)      | 349      | 234        | 987       |
| Dividend   |           |            | (123)      | (101)    | (123)      | (101)     |
| Cash flow from financing operations                    | (5)       | (46)       | (527)      | 248      | 111        | 886       |
|  |           | (2.2)      | (2.2.2)    | (22.1)   |            |           |
| Cash flow  | (28)      | (92)       | (362)      | (231)    | 77         | 208       |
| Interest bearing current assets at beginning of period |           | 237        | 591        | 361      | 237        | 361       |
| Cash flow  | (28)      | (92)       | (362)      | (231)    | 77         | 208       |
| Exchange difference in liquid assets                   | 13        | 19         | 6          | 34       | (6)        | 22        |
| Total interest bearing current assets at end of perio  | d 235     | 164        | 235        | 164      | 308        | 591       |