

# YEAR-END REPORT

# SIX AB (publ)

2007

# Year-end report 2007

	2007 Oct-Dec	2006 Oct-Dec	Change %	2007 Jan-	2006 Jan-	Change %
				Dec	Dec	
Turnover, Million SEK	58.1	38.9	1)	240.5	83.7	1)
Operating profit, Million SEK	2.3	-0.3	1)	21.6	1.5	1)
Operating margin, %	3.9	-	1)	9.0	2.0	1)
Profit after financial items, Million SEK	1.2	-0.8	1)	17.3	1.2	1)
Earnings per share, SEK	0.38		1)	6.76	0.57	1)
Earnings per share after after full dilution (90 000 options), SEK	0.37		1)	6.45	0.57	1)
Equity per share, SEK				40.22	35.44	+13%
Equity per share after full dilution (90 000 options), SEK				41.28	35.44	+16%

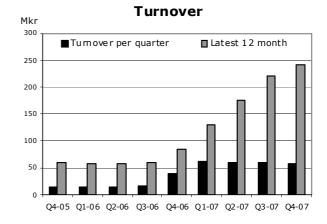
<sup>1)</sup> The % are misleading because of the significant change resulting from the acquisition of SIX by Ecovision.

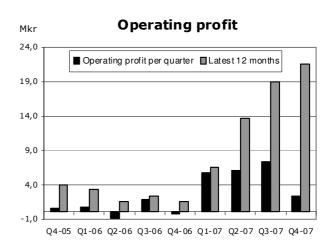
- The turnover 2007 was SEK 240.5 Million (83.7).
   Compared to proforma turnover 2006 of SEK 225 Million, an increase of 6.9 %
- Operating profit 2007 reached SEK 21.6 Million (1.5).
   Pro forma 2006 was SEK 12.0 Million, an increase with 80.0%. The operating profit in the 4<sup>th</sup> quarter was lower due to structuring costs, increased costs for merger related activities and product development.
- Profit after financial items was SEK 17.3 Million (1.2)
- Earnings per share after full dilution were SEK 6.45 (0.57).
- A dividend is proposed of SEK 3.00 (1.75) per share.
- The increased focus on financial News has developed very well. The demand for SIX News is strong and a number of new contracts have been signed.
- Telekurs Holding completed the acquisition of the financial information division of SIX majority owner Fininfo. Through the acquisition of Fininfo, Telekurs Financial becomes Europe's third largest provider of financial information.
- An agreement was signed with Telekurs Financial to take over the sales responsibilities for information products from the Danish Vaerdepapircentralen (VP). The agreement is in effect from January 2008.

# **Activity areas**

The SIX Group provides services in the following areas:

- Real-time terminals. Banks, brokers and investors use information systems from SIX to monitor and analyze the Nordic capital markets in real-time.
- Datafeed. For the delivery and integration of financial information directly into client application environments.
- Solutions. Complete life-cycle operation of custom-made Web-based market information and trading solutions for banks, brokers and media clients, as well as solutions for printed media.
- SIX News Agency covers the Swedish capital market and brings fast, market moving news to its subscribers. Other areas include earning forecasts, company data and index services





#### **Turnover and results**

During year 2007 SIX turnover amounted to SEK 240.5 Million (83.7). Proforma turnover during the same period 2006 was SEK 225.0 Million. The operating profit was SEK 21.6 Million (1.5). Proforma operating year 2006 was SEK 12.0 Million, an increase with 80.0%. The operating profit in the 4<sup>th</sup> quarter was lower due to structuring costs, increased costs for merger related activities and product development. Profit after financial items was SEK 17.3 Million (1.2).

## Key events 2007

Fourth quarter, October-December

In November, the Markets in Financial Instruments Directive (MiFID) was implemented creating a single market and regulatory regime for investment services in the European Union. MiFID will put new demands on market participants and increase competition between exchanges and other execution services. MiFID will increase the demand for market data and services for transaction reporting and verification. SIX is following the development of MiFID closely and is making adjustments to the products and services in order to meet the new demands.

Deputy CEO Per Rastin decided to leave the company according to a press release of December 20.

Earlier this period

In May, Ticker News Agency was renamed SIX News Agency. The new name marks a clear connection with the rest of the company and with the SIX brand.

In June, SIX acquired the remaining 49 % of the shares in CodeSense AB. CodeSense strengthens SIX knowledge and offering in the Web Solutions area. By combining SIX's comprehensive information with CodeSense's knowledge and technology in the Web area, SIX can offer complete, customized Web solutions for banks, brokers, corporations and media institutions under the name SIX Solutions. Many of Scandinavia's leading businesses in their respective fields have selected SIX as the provider of integrated SIX Solutions, including Handelsbanken, Swedbank, Nordea, DN/Börs, E24.se, NA24.no and Borsen.dk.

In October the Swiss company Telekurs completed the acquisition of the financial information division of Fininfo. Telekurs is an international provider of services to the financial industry. Through the acquisition of Fininfo, Telekurs Financial becomes Europe's third largest provider of financial information with a turnover of more than 230 Million euro.

For SIX this means an opportunity to widen the product scope and to offer the Nordic market an alternative to the global information providers. Through Telekurs, SIX can provide comprehensive international content and market leading products in the securities processing field, which is a brand new market for SIX.

#### Orders in brief 2007

Fourth quarter, October-December

The increased focus on financial news has developed very well. The demand for SIX News is strong and a number of new clients have been added during the period. In December, SIX News signed a contract with Swedbank for the provision of financial news to the bank's Internet and intranet services. In the same

month, SIX News signed a contract with Nordnet for the provision of real-time news to Nordnet's Internet and terminal customers.

Earlier this period

In May, SIX delivered a Web solution to Swedbank's new online mutual fund marketplace ("Fondtorg"), where retail clients can buy and sell fund units from both Robur and other fund companies. The service got significant media attention when it was launched in June.

In June, SIX began the daily delivery of stock lists to the Norwegian financial newspaper Dagens Naeringsliv. A new player on the Norwegian market – Arctic Securities – ordered Datafeed with market prices and other modules for a mobile telephone service.

In the period, there was increased interest in integrated trading terminals. Several of Sweden's leading stock broker firms offer their customers integrated market data and trading systems based on SIX terminal products. In September, SIX signed an agreement with Nordnet for the delivery of SIX ProTrader for real-time market data and trading. Nordnet is the largest Internet broker in the Nordic region and the agreement means that Nordnet will offer SIX ProTrader to their most active clients as part of the ActiveTrader service.

## Key events after the end of the fiscal year

SIX has signed an agreement with Telekurs Financial to take over the sales responsibilities for information products from the Danish Vaerdepapircentralen (VP). Telekurs has hitherto had a cooperative agreement with VP for the Nordic markets. Through the new agreement, SIX will take on responsibility for sales and first line customer support for new and existing customers. The agreement starts retroactively from January 1 2008 and will initially have a positive effect on SIX turnover of 10%-20% per annum.

#### Market development

SIX operates on the market for professional financial information. This means that the majority of the clients are represented by banks, broker firms, asset managers, investors, corporates and media. Our information reaches far beyond these sectors through redistribution arrangements.

Customer demands become more and more sophisticated. This is partly a result of new legislation, but the major driver is the competition among market participants. Computer based trading engines, which use sophisticated algorithms and large amounts of data, perform the same function that used to required teams of specialists. The customers of banks and investment firms have high demands for service, accessibility and a product offering. The need for detailed and accurate information on financial securities increases as markets become global and interlinked.

In 2007, companies have continued to report strong sales and earnings. However, as stock markets depend more on expectations than on historical facts, and with evident signs of a slow-down in the global economy, most analysts assume that we are entering a period of lower growth rates.

The development of SIX' sales figures is partly linked to the development of the stock markets. Through long contracts there is a delay of effect of one to two years. Our expanded geograph-

ical presence and diverse product portfolio allow for balancing drops in specific markets or regions.

#### **Subscription options**

During the first half year, employees have acquired 71 500 subscription options (of 90 000 issued in total) at a premium of 5.00-5.15 per option. Each subscription option grants its bearer the right to buy one SIX B share at the price of SEK 63.20 during the period July 15 2009 to November 15 2009.

### **Financial position**

The SIX Group has a good financial position. The Solidity ratio as of 31 December was 28.4 percent (22.4). The cash and bank balances decreased to SEK 8.8 Million (54.7), due to major one-time cash payments occurring during the first half year: debt amortization (SEK 58.8 Million) and acquisition of final 49 % shares in CodeSense (SEK 10.6 Million). The credit facility line of SEK 30.0 Million was at 31 December used with SEK 10.8 Million.

### The parent company SIX AB

The turnover was SEK 42.1 Million (36.1). Profit after financial items amounted to -1.2 Mkr (-4.0). Financial items 2007 include a dividend from Ecovision Finland Oy and Ecovision AS of SEK 1.5 Million.

#### **Minority**

The remaining 49% of the shares of the subsidiary CodeSence were acquired in June.

#### **Personnel**

The total number of employees was 109 (110).

#### **Investments**

The main part of SIX investments consists of system development and software. All corresponding costs directly impact the result for each year, i.e. no costs for program development are capitalized as assets.

The group's other investments in computer equipment and inventories amounted to SEK 5.6 Million (9.2)

#### **Dividend**

The Board proposes a dividend of SEK 3.00 per share (1.75).

#### **Accounting principles**

This interim report for the group is established according to Årsredovisningslagen and IAS 34. The same accounting principles have been used as for the last annual report (2006) for consolidated Group and the Parent Company.

#### **Annual General Meeting and Reports**

The Annual General Meeting will be held in our premises Sveavägen 56 in Stockholm, on Monday 19th May at 15:00. A special notice will be posted in the Svenska Dagbladet and Post och Inrikes newspapers, www.bolagsverket.se/poit during week 15. In week 16, in April, the Annual Report for 2007 will be distributed to the shareholders. From that date on, the Annual Report will also be available by request at the Company's offices.

The annual accounts for 2008 will be reported as follow:

- The interim report January-March on May 19, 2008
- The interim report January-June on August 27, 2008
- The interim report January-September on November 11, 2008
- Press release on annual earnings figures 2008 on February 13, 2009

Stockholm 21 February 2008 SIX AB (publ)

Johan Rost CEO

SIX auditors have not examined this report.

For further information, please contact: Johan Rost, CEO, Telephone 0046 8 5861 6310, e-mail: johan.rost@six.se Homepage: www.six.se

## **Consolidated Income Statement**

Amount in Million SEK	3 month	3 month	2007	2006
	2007	2006	full year	full year
	Oct-Dec	Oct-Dec		
Net turnover 1)	58.1	38.9	239.9	82.8
Other operating income	-	-	0.6	0.9
Total turnover	58.1	38.9	240.5	83.7
Operating expenses:				
Information cost	-24.9	-13.2	-106.4	-25.9
Other external costs	-8.0	-10.0	-28.6	-20.2
Personnel costs	-21.3	-14.6	-77.7	-32.4
Depreciation of tangible and intangible	-1.6	-1.4	-6.2	-3.7
assets				
Operating profit	2.3	-0.3	21.6	1.5
Net financial income/expense	-1.1	-0.5	-4.3	-0.3
Profit/loss after financial items	1.2	-0.8	17.3	1.2
2)				
Tax on profit for the period <sup>2)</sup>	-0.5	0.3	-4.9	-0.1
Net profit for the period	0.7	-0.5	12.4	1.1
Key ratios per share				
Earning per share (after Tax), SEK	0.38	-	6.76	0.57
Earning per share (after Tax), and full dilution, SEK	0.37	-	6.45	0.57

## **Consolidated Balance Sheet**

Amount in Million SEK	2007 30 Dec	2006 31 Dec
ASSETS		
Fixed assets:		
Equipment, fixtures and fittings	11.0	10.7
Licenses	2.7	3.6
Goodwill	179.9	173.1
Deferred taxes recoverable	_	0.9
Total fixed assets	193.6	188.3
Current assets:		
Account receivable	50.0	50.0
Other receivables	1.0	1.1
Income tax receivables	0.7	2.1
Prepaid expenses	4.0	5.4
Accrued income	0.8	1.6
Cash and bank	8.8	54.8
Total current assets	65.5	115.0
Total assets	258.9	303.3
SHAREHOLDERS EQUITY AND		
LIABILITIES		
Equity	73.5	67.9
Long-term liabilities:		
Deferred tax	1.0	1.0
Long-term loans	45.7	63.5
Bank overdraft facilities	10.7	-
Short-term liabilities:		
Account payable	16.8	16.1
Other liabilities	29.9	71.2
Accrued costs	30.2	32.2
Prepaid income	51.1	51.4
Total shareholders equity and liabilities	258.9	303.3

# **Cash Flow Analysis**

Consolidated Cash Flow Analysis	2007 Oct-Dec	2006 Oct-Dec	2007 Jan-Dec	2006 Jan-Dec
Current activities				
Profit after financial items Adjustment for non-cash items	1.2 1.5	-0.8 2.6	17.3 6.5	1.2 4.9
Paid Income Tax	-	-0.6	-2.6	-2.4 <b>3.7</b>
Cash flow from current activities before change to working capital	2.7	1.2	21.2	3.7
Cash flow from changes in working capital				
Increase(-)/Decrease(+) in receivables	15.0	-44.6	2.1	-48.2
Increase(+)/Decrease(-) in liabilities	-2.9	130.3	-1.7	130.3
Cash flow from changes in working capital	12.1	85.7	0.4	82.1
Cash flow from current activities	14.8	86.9	21.6	85.8
Investments				
Acquisition of financial assets		-153.1	-10.6	-153.1
Acquisition of tangible and intangible assets  Cash flow from investments	-2.7 <b>-2.7</b>	-6.6 <b>-159.7</b>	-5.6 <b>-16.2</b>	-9.2 <b>-162.3</b>
Cash now from investments	-2.1	-139.7	-10.2	-102.3
Financing				
New emission	-	23.7	-	23.7
Raised loan	10.7 -4.5	79.6	10.7 -58.8	79.6
Repayment of debt Dividend	-4.5	-	-38.8	-2.4
Cash flow from investments	6.2	103.3	-51.3	100.9
Total cash flow	18.3	30.5	-45.9	24.4
Cash and bank balances (beginning of the period) Cash and bank balances (at the end of period)	-9.5 8.8	24.2 54.7	54.7 8.8	30.3 54.7

# **Equity**

Group	Equity	Addition	Reserves	Retained	Minority	Total
				earnings		
Equity 31 December 2006	914	30,377	56	33,507	3,096	67,950
Translations difference			264			264
Minority interest					-3,855	-3,855
Dividend				-3,200		-3,200
Profit for the year				11,609	759	12,368
Equity 31 December 2007	914	30,377	320	41,916	-	73,527

# **Income Statement Parent Company**

Amount in Million SEK	3 month	3 month	2007	2006
	2007	2006	full year	full year
	Oct-Dec	Oct-Dec		
Net turnover	9.4	9.9	41.5	36.0
Other operating income	-	0.1	0.6	0.1
Total turnover	9.4	10.0	42.1	36.1
Operating expenses:				
Information cost	-1.2	-1.8	-5.7	-5.7
Other external costs	-5.7	-4.7	-11.1	-12.2
Personnel costs	-2.7	-5.8	-20.9	-20.8
Depreciation of tangible and intangible assets	-0.5	-0.6	-2.0	-2.3
Operating profit	-0.7	-2.9	2.4	-4.9
Net financial income/expense	-1.8	-0.8	-3.6	0.9
Profit/loss after financial items	-2.5	-3.7	-1.2	-4.0
Tax on profit for the period	0.7	1.0	0.7	1.6
Net profit for the period	4.7	1.5	11.7	1.0

# **Balance Sheet Parent Company**

Amount in Million SEK	2007 31 Dec	2006 31 Dec
ASSETS		
Fixed assets:		
Equipment, fixtures and fittings	3.4	4.5
Licences	2.7	3.3
Goodwill	164.5	164.6
Deferred taxes recoverable	-	1.3
Total fixed assets	170.6	173.7
Current assets:		
Account receivable	1.1	3.0
Income tax receivables	2.0	0.3
Prepaid expenses	0.4	1.2
Accrued income	-	0.4
Cash and bank	0.9	18.4
Total current assets	4.4	23.3
Total assets	175.0	197.0
SHAREHOLDERS EQUITY AND		
LIABILITIES		
Equity	49.2	47.6
Long-term liabilities:		
Long-term loans	46.0	62.4
Short-term liabilities:		
Bank overdraft facilities	53.8	-
Account payable	2.9	2.4
Other liabilities	16.8	58.8
Liabilities Group Companies	1.7	-
Accrued costs	4.6	6.6
Prepaid income	-	3.8
Total shareholders equity and liabilities	175.0	197.0

## **Key Ratios**

,		
	2007	2006
Vor motion Chann	full year	full year
Key ratios Group		
Operating margin	9.0	1.8
(%)	,	1.0
Profit margin (%)	7.2	1.4
Return on capital	14.6	3.8
employed (%)		
Return on equity	17.5	1.8
(%)		
Solidity (%)	28.4	22.4
Interest-bearing net	65.4	64.6
debts (MSEK)	5.6	0.2
Investments	5.6	9.2
(MSEK) Number of	109	110
employees	109	110
employees		
Key ratios per		
share		
Earning per share	6.76	0.57
(after Tax), SEK		
Earning per share	6.45	0.57
(after Tax) and full		
dilution, SEK		
Equity per share,	40.21	35.44
SEK	41.20	25.44
Equity per share	41.29	35.44
after full dilution, SEK		
Number of shares	1,828,478	1,828,478
Number of shares	1,020,470	1,020,470

#### **Definitions**

*Operating margin* (%): Operating profit divided by turnover. *Profit margin* (%): Profit/loss after financial items divided by turnover.

Return on capital employed (%):

Profit/loss after financial items plus financial costs as a percentage of average capital employed.

Capital employed: Balance sheet total decreased with non interest-bearing debts

*Return on equity (%):* Profit for the year as a percentage of average adjusted equity.

Solidity (%): Adjusted equity divided by balance sheet total. *Interest bearing net debts (MSEK):* Long- and short-term loans deducted with cash and bankbalances.

# Note 1) Net turnover by geographical areas

Mkr	2007 full year	2006 full year	
Sweden	191.8	58.7	
Denmark	18.2	2.1	
Norway	10.3	2.7	
Finland	19.6	19.3	
Total net turnover	239.9	82.8	

# Note $^{2)}$ Tax on the profit for the period

Mkr	2007 full year	2006 full year
Income Tax	-4.0	-0.1
Tax on loss carry forward	-0.9	-0.8
Deferred Tax	-	+0.8
Income tax for the period	-4.9	-0.1

The SIX Group provides fast, accurate, relevant and reliable information to the Nordic professional capital market. The group has 109 employees and presence in Sweden, Norway, Finland and Denmark. The turnover 2007 was 240 million SEK.