## Interim report 1 January - 30 September 2000

|  | $\mathbf{0 0 : 3}$ | $00: 2$ | $00: 1$ | $\mathbf{0 0 0 9}$ | 9909 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales, SEK M | $\mathbf{1 6 , 7 8 4}$ | 16,351 | 15,992 | $\mathbf{4 9 , 1 2 7}$ | $49,234^{1}$ |
| Earnings after financial items, <br> excl. non-recurring items, SEK M | $\mathbf{1 , 8 0 5}$ | 1,773 | 1,670 | $\mathbf{5 , 2 4 8}$ | 3,810 |
| Earnings per share, <br> excl. non-recurring items, SEK ${ }^{\mathbf{2}}$ | $\mathbf{5 . 4 0}$ | 5.05 | 4.79 | $\mathbf{1 5 . 2 4}$ | 11.75 |
| Earnings per share, <br> incl. non-recurring items, SEK <br> Cash flow from current operations <br> per share, SEK $^{2}$ <br> 15.02 <br> ${ }^{1}$ Including net sales in SCA's former fine paper operations. | $\mathbf{9 . 2 1}$ | 6.37 | 3.79 | $\mathbf{1 9 . 3 7}$ | 20.29 |

- Earnings for the quarter, excluding non-recurring items, were record high.
- Operating margins for Hygiene Products and Packaging improved in the third quarter, compared with the second quarter.
- Nine-month earnings after financial items, excluding non-recurring items, rose 38\% compared with the year-earlier period. All business groups improved their operating profit.
- Sales growth - excluding fine paper operations - was $19 \%$ during the year compared with the corresponding period a year earlier.
- Capital gains from the sale of Modo Paper amounted to SEK 2,656 M. SEK 625 M has been reserved for possible structural measures pending the outcome of the planned acquisition of Metsä Tissue.


## NET SALES AND EARNINGS

Consolidated net sales amounted to SEK $49,127 \mathrm{M}$ and thus remained unchanged from the preceding year (SEK 49,234) M. Adjusted for the influence of fine-paper operations, which were included in the first three quarters of 1999 , net sales rose $19 \%$ for the Group's other operations. Changes in exchange rates reduced Group net sales by $2 \%$.

The divestment of Modo Paper provided a capital gain of SEK $2,656 \mathrm{M}$. As regards the acquisition of Metsä Tissue, the EU Commission has requested a more detailed examination, which is expected to be finalized not later than February 2001. Consequently, there is uncertainty as regards the completion of the transaction. At the same time, SCA, for competition regulatory reasons, has been unable to conduct a final acquisition estimate. Accordingly, for reasons of prudence, an amount corresponding to a slightly less than $25 \%$ of the capital gain, or SEK 625 M , has been allocated as a provision for possible structural measures. As a result, non-recurring items amount to SEK $2,031 \mathrm{M}$ in the consolidated operating profit.

Group operating profit, excluding non-recurring items, amounted to SEK $6,169 \mathrm{M}(4,709)$, an increase of $31 \%$ compared with the corresponding period in 1999. Including non-recurring items, operating profit totaled SEK $8,200 \mathrm{M}$. Currency movements had a marginally negative impact on earnings. Operating profit rose in all business areas. Operating profit for Hygiene Products amounted to SEK 2,044 M ( 1,866 ), up $10 \%$, while the corresponding figure for Packaging was SEK $2,123 \mathrm{M}(1,479)$, an increase of $44 \%$, and Forest Products reported operating profit of SEK $1,986 \mathrm{M}(1,498)$, up $33 \%$. Operating profit includes SCA's share of earnings in Modo Paper for the period January-July, amounting to SEK 644 M . Operating profit in the preceding year included SEK 355 M relating to SCA's former fine paper business for the entire period.

Financial items amounted to an expense of SEK 921 (expense: 899). Despite lower net debt, interest expense rose as a result of higher interest rates.

Group earnings after financial items, excluding non-recurring items, amounted to SEK 5,248 M $(3,810)$, up $38 \%$ from the year-earlier period. Including non-recurring items, earnings after financial items was SEK 7,279 M.

Net earnings after tax, excluding non-recurring items, totaled SEK 3,528 M (2,470), equal to earnings per share after full tax and dilution, of SEK 15.24 (11.75), representing an increase of $30 \%$. The corresponding earnings per share, excluding goodwill amortization, totaled SEK 17.53 (13.72).

Net earnings after tax, including non-recurring items, was SEK $5,759 \mathrm{M}$, equal to earnings per share, after full tax and dilution, of SEK 24.86.

Excluding non-recurring items, the return on shareholders' equity was $14 \%$ (11), while the return on capital employed was $14 \%$ (12).

## Comparison with the second quarter

Modo Paper was divested at the end of July. During the third quarter, SCA's share in earnings amounted to SEK 120 M , compared with SEK 306 M during the second quarter. Despite the decline of SEK 186 M in the share in earnings of Modo Paper, the overall operating profit increased to SEK 2,125 M (2,093). The increase for other operations thus amounted to $12 \%$. The Group's operating profit, including nonrecurring items, amounted in the third quarter to SEK $4,156 \mathrm{M}$.

For Hygiene Products as well as Packaging, operating profit rose $17 \%$ between the quarters, amounting to SEK 740 M and 787 M , respectively. The rise in earnings is due to the implementation of sales price increases, combined with a favorable outcome for various efficiency-enhancement programs. Earnings for Forest Products totaled SEK 693 M (686).

Earnings after financial items, excluding non-recurring items, rose $2 \%$ and amounted to SEK 1,805 $\mathrm{M}(1,773)$, representing record quarterly earnings.

## CASH FLOW

The operating cash surplus amounted to SEK $8,811 \mathrm{M}(8,031)$, equal to $18 \%(16)$ of net sales.
Operating cash flow amounted to SEK 5,976 M (5,912). Working capital increased by SEK $1,413 \mathrm{M}$ (612) during the period. The trend in working capital during the year was affected by the exceptionally low level of tied-up working capital at year-end, when it amounted to $10.3 \%$ of net sales. Tied-up working capital at the end of the quarter amounted to $12.0 \%$, compared with $11.7 \%$, adjusted for finepaper operations, at the corresponding date a year earlier. Current net capital expenditures amounted to SEK 1,427 M $(1,441)$.

Cash flow from current operations, that is before strategic investments and dividends, amounted to SEK 4,493 M (4,276), equal to SEK 19.37 (20.29) per share.

Company acquisitions during the period totaled SEK $2,278 \mathrm{M}$, and were primarily attributable to the acquisition of Metsä Corrugated and Johnson \& Johnson's North American incontinence products operations. A couple of minor divestments were conducted, resulting in proceeds of SEK 32 M . Strategic investments in plant and machinery and restructuring costs amounted to SEK $1,215 \mathrm{M}$ and primarily involved expansion expenditures in hygiene operations. The sale of SCA's shareholding in Modo Paper resulted in proceeds of SEK $6,522 \mathrm{M}$. The establishment of the joint forest and sawmill company with Graninge released SEK 916 M . As a result, a net inflow of SEK 3,977 M was achieved for strategic investments, acquisitions and divestments, which can be compared with an outflow of SEK $10,167 \mathrm{M}$ during the year-earlier period.

| SEK M | $\mathbf{0 0 0 9}$ | 9909 |
| :--- | ---: | ---: |
| Net sales | 49,127 | 49,234 |
| Operating cash surplus | 8,811 | 8,031 |
| \% of net sales | 18 | 16 |
| Current capital expenditures, net | $-1,427$ | $-1,441$ |
| \% of net sales | 3 | 3 |
| Changes in working capital | $-1,413$ | -612 |
| Other operating cash flow changes | 5 | -66 |
| Operating cash flow | $\mathbf{5 , 9 7 6}$ | 5,912 |
| Tax payment etc ${ }^{1}$ | -800 | $-1,002$ |
| Free cash flow | $\mathbf{5 , 1 7 6}$ | 4,910 |
| Per share, SEK | 22.31 | 23.31 |
| Interest payment after taxes | -683 | -634 |
| Cash flow from current operations | $\mathbf{4 , 4 9 3}$ | 4,276 |
| Per share, SEK | 19.37 | 20.29 |
| Strategic investments and divestments | 3,977 | $-10,167$ |
| Cash flow before dividend | $\mathbf{8 , 4 7 0}$ | $-5,891$ |
| ${ }^{1}$ Tax attributable to operating profit. |  |  |

## FINANCING

Net debt at the close of the period amounted to SEK $17,527 \mathrm{M}$, which was SEK $6,546 \mathrm{M}$ lower than year-end 1999. The change reflects the net of cash flow from operations amounting to SEK 4,493 M, net expenditures for strategic investments and divestments, etc., totaling SEK 3,977 M, dividends of SEK $1,585 \mathrm{M}$ and negative effects of currency movements etc., amounting to SEK 339 M .

The weakening of the Swedish krona increased equity by approximately SEK 200 M .
The debt/equity ratio amounted to 0.45 (1.05). At year-end, the debt/equity ratio was 0.69 . The interest coverage multiple was 6.7 (5.2), excluding the effect of non-recurring items.

## HYGIENE PRODUCTS BUSINESS AREA

Net sales amounted to SEK $22,749 \mathrm{M}(20,052)$, an increase of $13 \%$ compared with the year-earlier period. Company acquisitions accounted for most of the increase. Operating profit rose $10 \%$ to SEK $2,044 \mathrm{M}(1,866)$. The improvement was primarily attributable to company acquisitions and rationalization measures. Implemented price increases, plus organic growth, largely offset increases in raw material costs during the year. The operating margin returned to the same level as in the corresponding period a year earlier.

Operating profit was SEK 109 M , or $17 \%$ higher, in the third quarter compared with the second, mainly as a result of productivity gains, which in turn led to better margins. Measured in USD, pulp prices stabilized but, expressed in EUR, the cost continued to rise during the quarter. Higher sales prices during the quarter more than offset continuing increases in raw material costs.

## Consumer products

Earnings from consumer products increased $29 \%$ to SEK 939 M (727). The rise is primarily attributable to acquisitions, as well as from efficiency-enhancement gains and organic growth.

Compared with the second quarter, operating profit in the third quarter increased from SEK 267 M to SEK 361 M , up $35 \%$, mainly as a result of cost cutting through the so called network project and a certain net effect of the price rises and cost increases. The operating margin rose from $6 \%$ to $8 \%$.

## AFH and Incontinence products

Operating profit for AFH and Incontinence products was marginally lower than the preceding year, amounting to SEK $1,105 \mathrm{M}(1,139)$. Operating margin remained unchanged from the preceding quarter, but combined for the first three quarters, operating margin was 1 percentage point lower than the yearearlier period, due to the trend in raw material prices.

| SEK M | $\mathbf{0 0 : 3}$ | $00: 2$ | $00: 1$ | $\mathbf{0 0 0 9}$ | 9909 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{7 , 8 4 8}$ | 7,499 | 7,402 | $\mathbf{2 2 , 7 4 9}$ | 20,052 |
| Operating surplus | $\mathbf{1 , 1 3 1}$ | 1,001 | 1,036 | $\mathbf{3 , 1 6 8}$ | 2,760 |
| Operating profit | $\mathbf{7 4 0}$ | 631 | 673 | $\mathbf{2 , 0 4 4}$ | 1,866 |
|  |  |  |  |  |  |
| Operating surplus margin, \% | $\mathbf{1 4}$ | 13 | 14 | $\mathbf{1 4}$ | 14 |
| Operating margin, \% | $\mathbf{9}$ | 8 | 9 | $\mathbf{9}$ | 9 |
|  |  |  |  |  |  |
| Volume growth, \% | $0.7^{1}$ | $0.2^{1}$ | $4.3^{1}$ | $16.8^{2}$ | $5.0^{2}$ |
| $\quad$ Consumer products | $1.5^{1}$ | $4.1^{1}$ | $1.6^{1}$ | $6.5^{2}$ | $8.2^{2}$ |
| AFH and Incontinence products |  |  |  |  |  |

[^0]
## PACKAGING BUSINESS AREA

Net sales for the period amounted to SEK $17,884 \mathrm{M}(14,271)$, an increase of $25 \%$, attributable to acquired companies, organic growth and increased sales prices.

Operating profit amounted to SEK $2,123 \mathrm{M}(1,479)$, an increase of $44 \%$. The increase resulted from company acquisitions and higher sales prices. The improvement in earnings was noticeable in the kraftliner area. However, higher earnings for testliner operations was limited by the sharp increase in recovered fiber prices and energy costs. For corrugated board operations, higher paper costs have not yet been fully offset through higher sales prices.

Compared with the second quarter, operating profit in the third quarter increased $17 \%$ to SEK 787 M (671), primarily as a result of price increases in the corrugated board area. Operating margin advanced from $11 \%$ to $13 \%$.

## Corrugated board packaging

Demand remains high in Europe and volume shipments were some 5\% higher than in 1999. In the major markets - Germany, France and Italy - volume shipments rose by about 7\%. SCA's volume growth is lower than the market average, due to such factors as SCA's relatively extensive operations in the United Kingdom, where the corrugated board market fell by almost $2 \%$, due mainly to the high sterling exchange rate. The application of a strict pricing policy has also hampered the volume trend.

Price rises for corrugated paper were implemented gradually during the year and the margin increased during the third quarter. However, there is still a need to further increase corrugated board prices in order to fully offset earlier price hikes in paper. New increases are not expected to be implemented during the current year.

## Containerboard

Demand was very buoyant in Europe during the first nine months of the year and price hikes were implemented, parallel with sharp increases in raw material costs and energy prices. However, both sales prices and raw material costs have now stabilized.

Due to a slowdown in domestic demand in the US, North American liner producers have taken significant downtime. Lower demand or corrugated paper in the US is due primarily to a worsening balance of payments as a result of the strong dollar exchange rate and inventory adjustments, which are partly attributable to the previous year-end. Also in Europe, inventory adjustments have taken place and thus some downtime was taken in an effort to balance the inventory situation. These measures have resulted in normal inventory levels and a balance has been achieved between supply and demand.

| SEK M | $\mathbf{0 0 : 3}$ | $00: 2$ | $00: 1$ | $\mathbf{0 0 0 9}$ | 9909 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{6 , 0 9 3}$ | 6,015 | 5,776 | $\mathbf{1 7 , 8 8 4}$ | 14,271 |
| Operating surplus | $\mathbf{1 , 0 6 7}$ | 982 | 1,002 | $\mathbf{3 , 0 5 1}$ | 2,315 |
| Operating profit | $\mathbf{7 8 7}$ | 671 | 665 | $\mathbf{2 , 1 2 3}$ | 1,479 |
|  |  |  |  |  |  |
| Operating surplus margin, \% | $\mathbf{1 8}$ | 16 | 17 | $\mathbf{1 7}$ | 16 |
| Operating margin, \% | $\mathbf{1 3}$ | 11 | 12 | $\mathbf{1 2}$ | 10 |
| Production <br> Liner products, kton | $\mathbf{6 1 5}$ | 631 | 647 |  |  |
| Deliveries <br> $\quad$ Liner products, kton <br> Corrugated board, Mm${ }^{2}$ | $\mathbf{6 0 4}$ | 620 | 647 | 1,647 |  |

## FOREST PRODUCTS BUSINESS AREA

Net sales by the business area amounted to SEK $9,500 \mathrm{M}(8,445)$, an increase of $12 \%$. Operating profit rose to SEK $1,986 \mathrm{M}(1,498)$, up $33 \%$, primarily as a result of higher earnings in pulp operations.

Earnings for the third quarter increased slightly and totaled SEK 693 M (686) from the second quarter. The rise in earnings is mainly the result of a continuing strengthening in the favorable earnings in pulp operations. A certain decline in delivery volumes meant that earnings for printing paper operations was a little lower than in the second quarter.

The market situation for newsprint, SC and LWC is highly favorable. It is estimated that there is scope for price hikes in early 2001.

## Publication papers

Operating profit from publication paper operations amounted to SEK 973 M (959). Slightly higher sales prices and higher delivery volumes offset higher costs of pulp and recycled fiber as well as increased energy costs.

## Pulp, timber and solid wood products

The operating profit totaled SEK $1,013 \mathrm{M}$ (539), and was thus close to twice as high as the preceding year. The improvement is mainly attributable to better earnings in pulp operations. Operating profit in forestry operations was on a par with that of the preceding year, while earnings for sawmill operations improved slightly.

| SEK M | $\mathbf{0 0 : 3}$ | $00: 2$ | $00: 1$ | $\mathbf{0 0 0 9}$ | 9909 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{3 , 2 2 8}$ | 3,177 | 3,095 | $\mathbf{9 , 5 0 0}$ | 8,445 |
| Operating surplus | $\mathbf{9 4 2}$ | 950 | 869 | $\mathbf{2 , 7 6 1}$ | 2,248 |
| Operating profit | $\mathbf{6 9 3}$ | 686 | 607 | $\mathbf{1 , 9 8 6}$ | 1,498 |
| Operating surplus margin, \% | $\mathbf{2 9}$ | 30 | 28 |  | $\mathbf{2 9}$ |
| Operating margin, \% | $\mathbf{2 1}$ | 22 | 20 | 27 |  |
| Production |  |  |  | $\mathbf{2 1}$ | 18 |
| Publication paper, kton <br> Solid wood products, $\mathrm{km}^{3}$ | $\mathbf{3 2 3}$ | 319 | 319 | $\mathbf{9 6 1}$ | 904 |
| Deliveries <br> Publication paper, kton | $\mathbf{1 5 0}$ | 187 | 170 | $\mathbf{5 0 7}$ | 469 |
| Solid wood products, $\mathrm{km}^{3}$ | $\mathbf{3 1 0}$ | 329 | 311 |  |  |

## PERSONNEL

The number of employees at the close of the period was $35,455(35,903)$. During the period, the number of employees in acquired companies totaled 4,531, while the separation of fine paper operations, which occurred in the fourth quarter of 1999, reduced the number of employees by 3,572 . Accordingly, the number of employees for comparable units declined by 1,407 .

## MARKET OUTLOOK

The market situation is expected to remain strong during the remainder of the year, with favorable demand for the Group's products.

Following an intensive period of price rises in the hygiene and corrugated paper areas during the first three quarters, the price pattern is now expected to stabilize during the fourth quarter. Pulp and recovered paper costs are expected to remain unchanged for the rest of the year. On the other hand, the recent increases in the price of oil will lead to rising energy and transport costs. The cost of pulp wood purchased in Sweden is also expected to rise during the fourth quarter.

The Hygiene Products area is considered to be the only business area in the Group that has the potential to achieve a certain improvement in margins during the fourth quarter. This is because of further productivity gains and the full impact of implemented price increases. However, other areas are expected to attain improvements in margins during 2001.

The divestment of Modo Paper and the acquisition of Metsä Corrugated - in isolation from other operations - will result in decline in earnings after financial items of about SEK 75 M in the fourth quarter, compared with the third.

## SHARE DISTRIBUTION

| $\mathbf{0 0 - 0 9 - 3 0}$ | Series A | Series B | Total |
| :--- | ---: | ---: | ---: |
| Registered number of shares | $62,023,109$ | $168,378,446$ | $230,401,555$ |
| Unconverted debenture loans | - | $1,169,908$ | $1,169,908$ |
| Outstanding warrants | - | $1,741,206$ | $1,741,206$ |
| Total after full conversion | $\mathbf{6 2 , 0 2 3 , 1 0 9}$ | $\mathbf{1 7 1 , 2 8 9 , 5 6 0}$ | $\mathbf{2 3 3 , 3 1 2 , 6 6 9}$ |

Calculated in accordance with the recommendations of the Swedish Financial Analysts Association, effects of the outstanding convertible debenture and warrant programs amount to a maximum dilution of $0.6 \%$, which was taken into account when calculating earnings per share for the period.

Stockholm, October 30, 2000
SVENSKA CELLULOSA AKTIEBOLAGET SCA (publ)
Sverker Martin-Löf
President and CEO

## Auditor's Report

We have reviewed this interim report and in this connection have followed the Recommendation issued by the Swedish Institute of Authorized Public Accountants (FAR). A review is substantially limited, relative to an audit. Nothing has come to my attention that indicates that the interim report does not comply with the requirements of the Securities and Clearing Operations Act and the Annual Accounts Act.

Stockholm, 30 October 2000
PricewaterhouseCoopers AB
Robert Barnden
Authorized Public Accountant
The year-end report for the period 1 January - 31 December will be released on 30 January 2001.

## Statement of Earnings

1 January - 30 September

|  | 2000 |  | 1999 |  |
| :--- | ---: | ---: | ---: | ---: |
|  | SEK M | EUR M | SEK M | EUR M |
| Net sales | 49,127 | 5,858 | 49,234 | 5,559 |
| Operating expenses | $-40,239$ | $-4,798$ | $-41,291$ | $-4,662$ |
| Non-recurring items | 2,031 | 242 | - | - |
| Operating surplus | $\mathbf{1 0 , 9 1 9}$ | $\mathbf{1 , 3 0 2}$ | 7,943 | 897 |
| Depreciation according to plan, | $-2,875$ | -342 | $-2,841$ | -320 |
| properties and plant |  |  |  |  |
| Depreciation according to plan, goodwill <br> Share in earnings of Modo Paper AB |  |  |  |  |
| Share in earnings of other associated <br> companies | -533 | -64 | -414 | -47 |
| Operating profit | 644 | 77 | - | - |
| Financial items | 45 | 5 | 21 | 2 |
| Earnings after financial items | $\mathbf{8 , 2 0 0}$ | $\mathbf{9 7 8}$ | 4,709 | 532 |
| Income taxes | -921 | -110 | -899 | -102 |
| Minority interest | $\mathbf{7 , 2 7 9}$ | $\mathbf{8 6 8}$ | 3,810 | 430 |
| Net earnings after tax | $-1,485$ | -177 | $-1,294$ | -146 |


| Operating margin |  |  |
| :--- | :--- | :--- |
| excl. non-recurring items | $\mathbf{1 3} \%$ | $10 \%$ |

Return on shareholders equity
14 \%
11 \% excl. non-recurring items

Return on capital employed
14 \%
11 \% excl. non-recurring items
${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. For earlier periods, SCA's original fine paper operations are included in net sales, operating expenses, etc.

## Business Areas

Net sales
1 January - 30 September

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{2 2 , 7 4 9}$ | 20,052 |
| Packaging | $\mathbf{1 7 , 8 8 4}$ | 14,271 |
| Forest Products | $\mathbf{9 , 5 0 0}$ | 8,445 |
| Fine paper, paper merchanting $^{\mathbf{1}}$ | - | 7,795 |
| Other operations $^{\text {Intra-Group deliveries }}$ | $\mathbf{1 , 1 1 9}$ | 1,302 |
| Total net sales | $\mathbf{- 2 , 1 2 5}$ | $-2,631$ |
| $\mathbf{4 9 , 1 2 7}$ | 49,234 |  |

See also additional information on page 16
${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. Accordingly, net sales are not reported after this date.

## Earnings

1 January - 30 September

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{2 , 0 4 4}$ | 1,866 |
| Packaging | $\mathbf{2 , 1 2 3}$ | 1,479 |
| Forest Products | $\mathbf{1 , 9 8 6}$ | 1,498 |
| Fine paper, paper merchanting ${ }^{\mathbf{2}}$ | $\mathbf{6 4 4}$ | 355 |
| Other operations | $\mathbf{- 9 5}$ | -75 |
| Operating profit, before goodwill amortization | $\mathbf{6 , 7 0 2}$ | 5,123 |
| and excl. non-recurring items |  |  |


| Goodwill amortization ${ }^{3}$ | $\mathbf{- 5 3 3}$ | -414 |
| :--- | ---: | ---: |
| Total operating profit, | $\mathbf{6 , 1 6 9}$ | 4,709 |
| excl. non-recurring items |  |  |
| Non-recurring items <br> Financial items | $\mathbf{2 , 0 3 1}$ | - |
| Earnings after financial items | $\mathbf{9 , 2 1}$ | -899 |
| Earnings after financial items, | $\mathbf{5 , 2 4 8}$ | 3,810 |
| excl. non-recurring items |  | 3,810 |

See also additional information on page 16.
${ }^{2}$ Pertains to share in earnings of Modo Paper AB as of the fourth quarter 1999, but refers to operating profit for earlier periods.

| ${ }^{3}$ Goodwill amortization: | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{1 3 8}$ | 65 |
| Packaging | $\mathbf{1 6 0}$ | 108 |
| Fine paper, paper merchanting | - | 2 |
| Common | $\mathbf{2 3 5}$ | 239 |
| Group | $\mathbf{5 3 3}$ | 414 |

## Balance sheet

2000-09-30
1999-12-31

|  | SEK M | EUR M | SEK M | EUR M |
| :--- | ---: | ---: | ---: | ---: |
| Assets |  |  |  |  |
| Tangible assets | 43,965 | 5,160 | 44,571 | 5,215 |
| Goodwill | 11,196 | 1,314 | 10,431 | 1,220 |
| Other intangible assets | 883 | 104 | 904 | 106 |
| Long-term receivables | 388 | 46 | 102 | 12 |
| Shares and participations | 2,284 | 268 | 5,057 | 592 |
| Receivables and inventories | 20,872 | 2,450 | 18,312 | 2,143 |
| Financial receivables and investments | 4,737 | 556 | 4,207 | 492 |
| Cash and bank balances | 1,384 | 162 | 1,630 | 191 |
| Total assets | $\mathbf{8 5 , 7 0 9}$ | 10,060 | 85,214 | 9,971 |

Equity, provisions and liabilities

| Shareholders' equity | 38,435 | 4,511 | 34,133 | 3,994 |
| :--- | ---: | ---: | ---: | ---: |
| Minority interests | 587 | 69 | 587 | 69 |
| Provisions for pensions | 936 | 110 | 1,029 | 120 |
| Other provisions | 8,837 | 1,037 | 7,603 | 890 |
| Interest-bearing debt | 22,712 | 2,666 | 28,881 | 3,379 |
| Operating liabilities and other <br> noninterest-bearing debt | 14,202 | 1,667 | 12,981 | 1,519 |
| Total equity, provisions and liabilities | $\mathbf{8 5 , 7 0 9}$ | 10,060 | 85,214 | 9,971 |


| Debt/equity | $\mathbf{0 . 4 5}$ times | 0.69 times |
| :--- | ---: | ---: |
| Equity/assets | $\mathbf{4 6} \%$ | $41 \%$ |

## Cash flow statement

## 1 January - 30 September

| SEK M | 2000 | 1999 |
| :---: | :---: | :---: |
| Operating cash surplus ${ }^{2}$ | 8,811 | 8,031 |
| Changes in working capital | -1,413 | -612 |
| Current capital expenditures | -1,427 | -1,441 |
| Other operating cash flow changes | 5 | -66 |
| Operating cash flow | 5,976 | 5,912 |
| Financial items | -921 | -899 |
| Income taxes paid | -496 | -696 |
| Other | -66 | -41 |
| Cash flow from current operations | 4,493 | 4,276 |
| Strategic capital expenditures | -948 | -2,193 |
| Strategic structural expenditures | -267 | -254 |
| Company acquisitions | -2,278 | -7,750 |
| Divestments | 7,470 | 30 |
| Cash flow before dividend | 8,470 | -5,891 |
| Conversion of convertible debenture loan | 15 |  |
| Dividend | -1,585 | -1,304 |
| Net cash flow ${ }^{1}$ | 6,900 | -7,195 |


| Net debt at beginning of period | $\mathbf{- 2 4 , 0 7 3}$ | $-21,370$ |
| :--- | ---: | ---: |
| Net cash flow | 6,900 | $-7,195$ |
| Currency effects | -354 | 712 |
| Net debt at end of period | $\mathbf{- 1 7 , 5 2 7}$ | $-27,853$ |
|  |  |  |
| Debt payment capacity | $\mathbf{4 2 \%}$ | $\mathbf{3 2 \%}$ |

${ }^{1}$ Additional information in accordance with Swedish Financial Accounting Standards Council's recommendation regarding reporting of cash flow:

| Net cash flow | $\mathbf{6 , 9 0 0}$ | $-7,195$ |
| :--- | ---: | ---: |
| Change in interest-bearing debt | -7.174 | 7,916 |
| Change in cash and bank balances | $\mathbf{- 2 7 4}$ | 721 |
|  |  |  |
| Cash and bank balances at beginning of period | $\mathbf{1 , 6 3 0}$ | 1,819 |
| Change in cash and bank balances | -274 | 721 |
| Currency effects on cash and bank balances | 28 | -121 |
| Cash and bank balances at end of period | $\mathbf{1 , 3 8 4}$ | 2,419 |

[^1]
## Quarterly data

Group

|  | $\mathbf{2 0 0 0}$ |  |  |  | 1999 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| SEK M | III | II | I | IV | III | II | I |  |  |
| Net sales | 16,784 | 16,351 | 15,992 | 15,662 | 16,603 | 16,389 | 16,242 |  |  |
| Operating surplus, excl. non-recurring items | 3,116 | 2,903 | 2,869 | 3,053 | 2,783 | 2,627 | 2,533 |  |  |
| Depreciation according to plan, | -949 | -952 | -974 | -998 | -931 | -961 | -949 |  |  |
| properties and plant |  |  |  |  |  |  |  |  |  |
| Depreciation according to plan, goodwill | -189 | -172 | -172 | -188 | -147 | -132 | -135 |  |  |
| Share in earnings of Modo Paper AB ${ }^{1}$ | 120 | 306 | 218 | 136 | - | - | - |  |  |
| Share in earnings of other associated | 27 | 8 | 10 | 21 | 5 | 11 | 5 |  |  | companies


| Operating profit, | $\mathbf{2 , 1 2 5}$ | 2,093 | 1,951 | 2,024 | 1,710 | 1,545 | 1,454 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| excl. non-recurring items | 2,031 | - | - | - | - | - | - |
| Non-recurring items | -320 | -320 | -281 | -313 | -315 | -258 | -326 |
| Financial items | $\mathbf{3 , 8 3 6}$ | 1,773 | 1,670 | 1,711 | 1,395 | 1,287 | 1,128 |
| Earnings after financial items | $\mathbf{1 , 8 0 5}$ | 1,773 | 1,670 | 1,711 | 1,395 | 1,287 | 1,128 |
| Earnings after financial items, |  |  |  |  |  |  |  |
| excl. non-recurring items | -349 | -587 | -549 | -555 | -497 | -425 | -372 |
| Income taxes | -7 | -16 | -12 | -24 | -15 | -21 | -10 |
| Minority interest | $\mathbf{3 , 4 8 0}$ | 1,170 | 1,109 | 1,132 | 883 | 841 | 746 |

Net earnings after tax,
$\mathbf{1 , 2 4 9} 1,170 \quad 1,109 \quad 1,132 \quad 883 \quad 841 \quad 746$ excl. non-recurring items

| Earnings per share, | $\mathbf{5 . 4 0}$ | 5.05 | 4.79 | 5.10 | 4.19 | 4.01 | 3.55 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| excl. non-recurring items, SEK <br> Earnings per share, | $\mathbf{6 . 2 1}$ | 5.79 | 5.53 | 5.94 | 4.89 | 4.63 | 4.20 |

excl. goodwill amortizations and nonrecurring items, SEK
Earnings per share, incl. non-recurring items, SEK

[^2]
## Quarterly data Business Areas

Net sales

|  | $\mathbf{2 0 0 0}$ |  |  |  |  | 1999 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: |
| SEK M | III | II | I | IV | III | II | I |  |  |  |
| Hygiene Products | $\mathbf{7 , 8 4 8}$ | 7,499 | 7,402 | 7,275 | 6,764 | 6,679 | 6,609 |  |  |  |
| Packaging | $\mathbf{6 , 0 9 3}$ | 6,015 | 5,776 | 5,587 | 4,862 | 4,664 | 4,745 |  |  |  |
| Forest Products | $\mathbf{3 , 2 2 8}$ | 3,177 | 3,095 | 3,087 | 2,892 | 2,812 | 2,741 |  |  |  |
| Fine paper, paper merchanting | - | - | - | - | 2,558 | 2,616 | 2,621 |  |  |  |
| Other operations | $\mathbf{3 9 0}$ | 347 | 382 | 383 | 440 | 487 | 375 |  |  |  |
| Intra-Group deliveries | $\mathbf{- 7 7 5}$ | -687 | -663 | -670 | -913 | -869 | -849 |  |  |  |
| Total net sales | $\mathbf{1 6 , 7 8 4}$ | 16,351 | 15,992 | 15,662 | 16,603 | 16,389 | 16,242 |  |  |  |

See also additional information on page 17

## Operating surplus

|  | $\mathbf{2 0 0 0}$ |  |  | 1999 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| SEK M | III | II | I | IV | III | II | I |  |
| Hygiene Products | $\mathbf{1 , 1 3 1}$ | 1,001 | 1,036 | 1,117 | 948 | 907 | 905 |  |
| Packaging | $\mathbf{1 , 0 6 7}$ | 982 | 1,002 | 1,075 | 823 | 793 | 699 |  |
| Forest Products | $\mathbf{9 4 2}$ | 950 | 869 | 896 | 797 | 742 | 709 |  |
| Fine paper, paper merchanting | - | - | - | - | 228 | 236 | 222 |  |
| Other operations | $\mathbf{- 2 4}$ | -30 | -38 | -35 | -13 | -51 | -2 |  |
| Total operating surplus, | $\mathbf{3 , 1 1 6}$ | 2,903 | 2,869 | 3,053 | 2,783 | 2,627 | 2,533 |  |
| excl. non-recurring items |  |  |  |  |  |  |  |  |
| Non-recurring items | $\mathbf{2 , 0 3 1}$ | - | - | - | - | - | - |  |
| Total operating surplus | $\mathbf{5 , 1 4 7}$ | 2,903 | 2,869 | 3,053 | 2,783 | 2,627 | 2,533 |  |

See also additional information on page 17
${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. For earlier periods, SCA's original fine paper operations are included in net sales, operating expenses, etc.

## Quarterly data Business Areas

Operating profit

|  | $\mathbf{2 0 0 0}$ |  |  |  | 1999 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{7 4 0}$ | 631 | 673 | 747 | 649 | 602 | 615 |
| Packaging | $\mathbf{7 8 7}$ | 671 | 665 | 737 | 550 | 505 | 424 |
| Forest Products | $\mathbf{6 9 3}$ | 686 | 607 | 625 | 552 | 488 | 458 |
| Fine paper, paper merchanting | $\mathbf{1 2 0}$ | 306 | 218 | 136 | 125 | 122 | 108 |
| Other operations | $\mathbf{- 2 6}$ | -29 | -40 | -33 | -19 | -40 | -16 |
| Operating profit before | $\mathbf{2 , 3 1 4}$ | 2,265 | 2,123 | 2,212 | 1,857 | 1,677 | 1,589 | goodwill amortization


| Goodwill amortization $^{2}$ | $\mathbf{- 1 8 9}$ | -172 | -172 | -188 | -147 | -132 | -135 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total operating profit, | $\mathbf{2 , 1 2 5}$ | 2,093 | 1,951 | 2,024 | 1,710 | 1,545 | 1,454 | excl. non-recurring items

Non-recurring items $\mathbf{2 , 0 3}$
Total operating profit,
$\begin{array}{lllllll}\mathbf{4 , 1 5 6} & 2,093 & 1,951 & 2,024 & 1,710 & 1,545 & 1,454\end{array}$ incl. non-recurring items
See also additional information on page 17
${ }^{1}$ Pertains to share in earnings of Modo Paper AB as of the fourth quarter 1999, but refers to operating profit for earlier periods.
${ }^{2}$ Goodwill amortization:

| Hygiene Products | $\mathbf{4 8}$ | 43 | 46 | 45 | 27 | 19 | 19 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Packaging | $\mathbf{6 2}$ | 51 | 47 | 63 | 40 | 31 | 37 |
| Fine paper, paper merchanting | - | - | - | - | 1 | 1 | 0 |
| Common | $\mathbf{7 8}$ | 78 | 79 | 80 | 79 | 81 | 79 |
| Group | $\mathbf{1 8 9}$ | 172 | 172 | 188 | 147 | 132 | 135 |

## Quarterly data Business Areas

Operating surplus margins

|  | $\mathbf{2 0 0 0}$ |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Percent | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 4}$ | 13 | 14 | 15 | 14 | 14 | 14 |
| Packaging | $\mathbf{1 8}$ | 16 | 17 | 19 | 17 | 17 | 15 |
| Forest Products | $\mathbf{2 9}$ | 30 | 28 | 29 | 28 | 26 | 26 |

See also additional information on page 18
Operating margins excluding goodwill amortization

|  | $\mathbf{2 0 0 0}$ |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Percent | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{9}$ | 8 | 9 | 10 | 10 | 9 | 9 |
| Packaging | $\mathbf{1 3}$ | 11 | 12 | 13 | 11 | 11 | 9 |
| Forest Products | $\mathbf{2 1}$ | 22 | 20 | 20 | 19 | 17 | 17 |

See also additional information on page 18

## Quarterly data Group

Margins ${ }^{1}$

| Excl. non-recurring items | $\mathbf{2 0 0 0}$ |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Percent | III | II | I | IV | III | II | I |
| Operating surplus margin <br> Operating margin, <br> excl. goodwill amortization | $\mathbf{1 8 . 6}$ | 17.8 | 17.9 | 19.5 | 16.8 | 16.0 | 15.6 |
| Operating margin | $\mathbf{1 3 . 8}$ | 13.9 | 13.3 | 14.1 | 11.2 | 10.2 | 9.8 |
| Financial net margin | $\mathbf{1 2 . 7}$ | 12.8 | 12.2 | 12.9 | 10.3 | 9.4 | 9.0 |
| Profit margin | $\mathbf{- 1 . 9}$ | -1.9 | -1.8 | -2.0 | -1.9 | -1.6 | -2.0 |

${ }^{1}$ Since fine paper and paper merchanting are reported as a share in earnings of Modo Paper AB as of 1 October 1999, the margin figures are not fully comparable over time.

## Five-year summary

| Full year | 1999 | 1998 | 1997 | 1996 | 1995 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Earnings after financial items, SEK M | 5,521 | 5,169 | 4,457 | 3,573 | 5,731 |
| Earnings per share after tax, SEK | 16.85 | 16.11 | 13.20 | 10.11 | 16.57 |
| Earnings per share after tax, excluding | 19.66 | 18.06 | 14.97 | 11.50 | 18.01 |
| goodwill amortization, SEK |  |  |  |  |  |
| Debt/equity ratio, times | 0.69 | 0.83 | 0.85 | 0.79 | 0.80 |
| Return on capital employed, \% | 12 | 13 | 12 | 10 | 16 |
| Return on shareholders' equity, \% | 12 | 13 | 12 | 10 | 17 |

## Additional information Business Areas

## Net sales

1 January - 30 September

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{2 2 , 7 4 9}$ | 20,052 |
| Consumer products | 13,545 | 11,443 |
| AFH and Incontinence products | 9,204 | 8,609 |
| Forest Products | $\mathbf{9 , 5 0 0}$ | 8,445 |
| Publication paper | 5,180 | 4,801 |
| Pulp, timber and solid wood products | 4,320 | 3,644 |

## Operating profit

1 January - 30 September

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{2 , 0 4 4}$ | 1,866 |
| Consumer products | 939 | 727 |
| AFH and Incontinence products | 1,105 | 1,139 |
| Forest Products | $\mathbf{1 , 9 8 6}$ | 1,498 |
| Publication paper | 973 | 959 |
| Pulp, timber and solid wood products | 1,013 | 539 |

## Additional information Business Areas

## Quarterly data

## Net sales

|  | $\mathbf{2 0 0 0}$ |  |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| SEK M | III | II | I | IV | III | II | I |  |
| Hygiene Products | $\mathbf{7 , 8 4 8}$ | 7,499 | 7,402 | 7,275 | 6,764 | 6,679 | 6,609 |  |
| Consumer products | 4,662 | 4,440 | 4,443 | 4,284 | 3,894 | 3,774 | 3,775 |  |
| AFH and Incontinence products | 3,186 | 3,059 | 2,959 | 2,991 | 2,870 | 2,905 | 2,834 |  |
| Forest Products | $\mathbf{3 , 2 2 8}$ | 3,177 | 3,095 | 3,087 | 2,892 | 2,812 | 2,741 |  |
| Publication paper | 1,729 | 1,767 | 1,684 | 1,783 | 1,620 | 1,625 | 1,556 |  |
| Pulp, timber and solid wood products | 1,499 | 1,410 | 1,411 | 1,304 | 1,272 | 1,187 | 1,185 |  |

## Operating surplus

|  | $\mathbf{2 0 0 0}$ |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 , 1 3 1}$ | 1,001 | 1,036 | 1,117 | 948 | 907 | 905 |
| Consumer products | 645 | 536 | 571 | 624 | 449 | 406 | 424 |
| AFH and Incontinence products | 486 | 465 | 465 | 493 | 499 | 501 | 481 |
| Forest Products | $\mathbf{9 4 2}$ | 950 | 869 | 896 | 797 | 742 | 709 |
| Publication paper | 480 | 506 | 516 | 519 | 469 | 515 | 498 |
| Pulp, timber and solid wood products | 462 | 444 | 353 | 377 | 328 | 227 | 211 |

## Operating profit

|  | 2000 |  |  |  | 1999 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{7 4 0}$ | 631 | 673 | 747 | 649 | 602 | 615 |
| Consumer products | 361 | 267 | 311 | 380 | 260 | 218 | 250 |
| AFH and Incontinence products | 379 | 364 | 362 | 367 | 389 | 384 | 365 |
| Forest Products | $\mathbf{6 9 3}$ | 686 | 607 | 625 | 552 | 488 | 458 |
| Publication paper | 304 | 331 | 338 | 347 | 297 | 347 | 315 |
| Pulp, timber and solid wood products | 389 | 355 | 269 | 278 | 255 | 141 | 143 |

## Additional information Business Areas

## Quarterly data

## Operating surplus margins

|  | 2000 |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Percent | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 4}$ | 13 | 14 | 15 | 14 | 14 | 14 |
| Consumer products | 14 | 12 | 13 | 15 | 12 | 11 | 11 |
| AFH and Incontinence products | 15 | 15 | 16 | 17 | 17 | 17 | 17 |
| Forest Products | $\mathbf{2 9}$ | 30 | 28 | 29 | 28 | 26 | 26 |
| Publication paper | 28 | 29 | 31 | 29 | 29 | 32 | 32 |
| Pulp, timber and solid wood products | 31 | 31 | 25 | 29 | 26 | 19 | 18 |

## Operating margins excluding goodwill amortization

|  | $\mathbf{2 0 0 0}$ |  |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Percent | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{9}$ | 8 | 9 | 10 | 10 | 9 | 9 |
| Consumer products | 8 | 6 | 7 | 9 | 7 | 6 | 7 |
| AFH and Incontinence products | 12 | 12 | 12 | 12 | 14 | 13 | 13 |
| Forest Products | $\mathbf{2 1}$ | 22 | 20 | 20 | 19 | 17 | 17 |
| Publication paper | 18 | 19 | 20 | 19 | 18 | 21 | 20 |
| Pulp, timber and solid wood products | 26 | 25 | 19 | 21 | 20 | 12 | 12 |


[^0]:    ${ }^{1}$ Compared with the immediately preceding quarter.
    ${ }^{2}$ Compared with corresponding period previous year.

[^1]:    ${ }^{2}$ Operating surplus adjusted for significant non-cash items in accordance with the principles being applied by SCA effective at mid-year 1999, excluding for example strategic divestments.

[^2]:    ${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. For earlier periods, SCA's original fine paper operations are included in net sales, operating expenses, etc.

