

First quarter 2007

- Sales: SEK 143 (128*) million
- Sales excluding non-recurring items: SEK 143 (119) mln
- Operating profit: SEK 7 (14*) mln
- Operating profit excl. non-recurring items: SEK 7 (5) mln
- Operating margin excluding non-recurring items: 5 (4) %
- Profit after tax: SEK 7 (14*) million
- Earnings per share: SEK 0.04 (0.08*)

Continued strong organic growth of 20%

Comments from CEO Katarina Mellström

In 2006, we experienced some of the strongest growth in the IT industry and, most pleasingly, we've managed to maintain this trend during the initial part of 2007. Sales increased by 20% compared with the first quarter of last year. Operating profit, adjusted for positive non-recurring items reported last year, increased by SEK 2 million.

Mandator's three prioritised sectors, the manufacturing industry, the telecom industry and the public sector, generate approximately three quarters of our sales. Most growth was seen within telecom, which on a rolling 12-month basis increased by 42% compared with the first quarter of last year. Our involvement in the prestigious BT21C telecom project in England continues to provide a base for expansion in the UK market. During the quarter we established new operations in Reading.

We recently merged our units in Southern Sweden and Denmark, motivated by the strong growth seen in the Öresund region. The new unit has 150 consultants under its wings and I look forward to the effects of this increased cross-border collaboration from a customer perspective, as well as that of our employees. We're strengthening our position within project management, configuration management and testing.

In 2006, Mandator saw a 71% increase in the numbers of assignments and consultants at the company's three largest customers. The manufacturing industry, with Sandvik and Volvo Cars to the fore, played a major role in this development. Priorities for 2007 are to broaden our offering to these customers so as to include more packaged and specialised services within areas like nearshore, e-learning and business systems. In the first quarter, we also signed a new general agreement on IT services with Västra Götaland County Council. Further to this, a new nearshore project was begun in Sweden, encompassing systems development for a product company.

Organic growth has been the strongest driving force behind the company's long-term positive earnings trend. In the short term, our extensive recruitment process will have a dampening effect on the utilisation rate, even though it increased a couple of percentage points compared with the first quarter of 2006. At the beginning of the year, we implemented a group-wide drive in skills development and corporate culture to strengthen Mandator's image as an attractive employer, to ease new consultants into assignments and to broaden knowledge of Mandator's offering. This drive burdened the quarterly accounts in the amount of SEK 2 million and I expect this investment to be recouped before the end of the year.

The IT consulting services market shows good promise, even if pricing levels are not increasing at the same rate as demand. Despite increased competition for the most able employees, Mandator can report one of the best growth rates in the industry. I'm satisfied that we've maintained our positive earnings trend for yet another quarter, though we're still to meet our long-term profitability goals. In 2007, we'll take additional steps towards realising them.

*A non-recurring item attributable to realising part of the value of tax-deductible deficits affected last year's sales and earnings in the amount of SEK 9 million and earnings per share in the amount of SEK 0.05. Adjusted for this non-recurring item, sales for the first quarter increased by 20% compared with the same quarter of last year.

This is Mandator

Mandator is an IT consultancy that increases customers' efficiency and competitive edge with new ideas and new technology based on a combination of IT expertise and business know-how.

Service areas

Professional services that combine IT and business know-how

Project
management

Business
development

Systems
development

Systems
integration

Testing and
validation

Solutions and concepts

We create and integrate complete applications and products

Business and operations
systems

E-learning

Communications
and portals

Product
configuration

Project management
systems

Mobility

Administration and
operation

Quality and
security

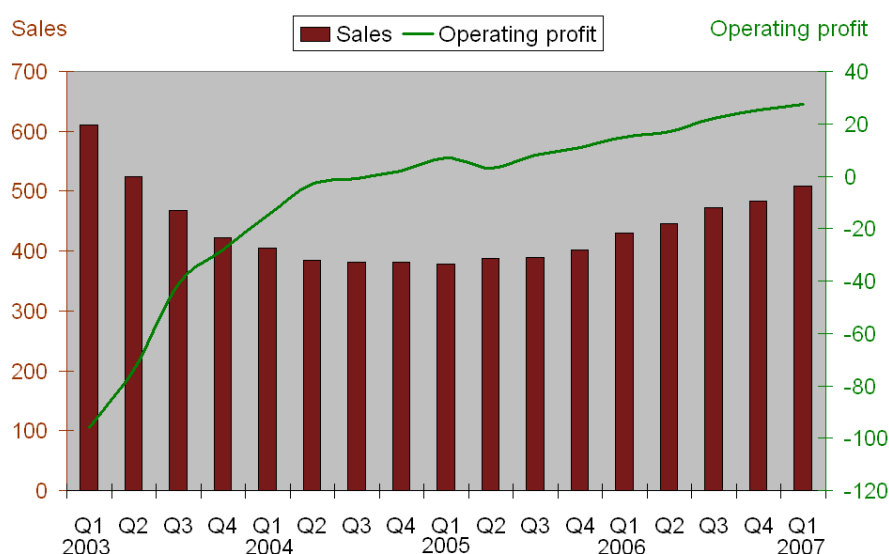
Mandator's stock was listed on 3 January 1997 and is traded under Small Cap on the OMX Nordic Exchange. The company has 536 employees. The company's employees have an average of ten years' experience from the IT industry. More than ninety percent of our consultants have a university education.

Our vision is to be "the natural choice in the Nordic region and Baltic States where IT can make for better business". The company has offices in Sweden, Denmark, England, Estonia and Finland and runs projects in as many other countries.

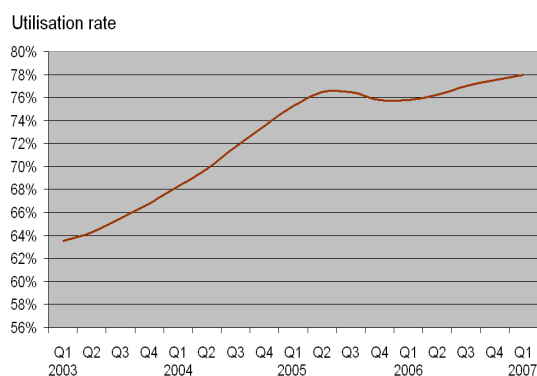
Quarterly development

Mandator has reported a positive earnings trend four years running. The company has reported increased sales for the last eight consecutive quarters.

Annual sales and operating profit excluding non-recurring items calculated on a rolling 12-month basis, SEK millions



Utilisation rate and sales per employee and year, SEK thousands, rolling 12-month basis



Both utilisation rate and sales per employee increased during the quarter.

Long-term client relations

At a time when customers are keen to work with a smaller number of consulting firms, Mandator strengthened its market position during the year through renewed agreements and/or new involvement with its ten largest clients. More than three-quarters of sales are to existing customers.

Examples of the company's important clients include Agria, Ericsson, Estonian Ministry of Economic Affairs, Estonian Ministry of External Affairs, FMV (*Swedish Defence Materiel Administration*), General Electric, Gunnebo, IBM, Lantmäteriet (*Swedish National Land Survey*), NCC, Swedish municipalities, Sandvik, SJ/Linkon, Sony Ericsson, Symbian, Tekniska Verken i Linköping (municipal utilities company), Telenor, Tele2, UiQ, Volvo Car, Volvo Group and Vägverket (*Swedish National Road Administration*).

Distribution between sectors

Mandator's three prioritised sectors accounted for 71 percent of sales for the last twelve months. Most growth was seen within telecom, which on a rolling 12-month basis increased by 42% compared with the first quarter of last year.

Distribution of sales between prioritised sectors, rolling 12 months

Sector	2007 Q1		2006 Q1	
	%	SEK mln	%	SEK mln
Industry	30%	153	31%	133
Telecom	25%	129	21%	91
Public sector	16%	81	19%	83
Total	71%	363	71%	307

Goals

Mandator shall grow with good profitability. Growth in the company's prioritised markets will exceed market growth. The company is to generate an operating margin in excess of 10 percent over a full business cycle.

First quarter 2007

Sales amounted to SEK 143 million, to be compared with sales of SEK 119 million the previous year adjusted for non-recurring items of SEK 9 million.

Operating profit amounted to SEK 7 million, to be compared with an operating profit of SEK 5 million the previous year adjusted for non-recurring items of SEK 9 million. This is equivalent to an operating margin of 5% for the first quarter of the year.

This growth and positive earnings trend were achieved by the company recruiting additional billable consultants and increasing the utilisation rate.

Market prospects

The market situation for IT consultancies is good. The European economy is doing well, especially within the manufacturing and telecom industries. Investments are increasing and activity is high, in IT in particular. On average, prices for IT services are increasing somewhat, although not at the same rate as demand. Prices have also been differentiated to a greater extent, with more specialised services demanding higher remuneration. The market for Mandator Estonia's nearshore offering within the outsourcing of systems development, validation and testing is growing.

Employees

Mandator is in a growth phase. The number of employees at the end of the quarter was 536. During the first quarter the company recruited a net total of some 20 employees. Recruitment rejuvenates the company's consultant team, increases business efficiency and enables us to meet increasing demand from our customers.

Intangible fixed assets

Intangible fixed assets, comprised of goodwill, amounted to SEK 63 (63) million.

Financial fixed assets

Financial fixed assets, consisting of deferred tax claims, amounted to SEK 86 (44) million.

Financial position

Liquid funds totalled SEK 52 (62) million at the end of the fourth quarter. Cash flow for the fourth quarter amounted to SEK +4 million. Mandator has no interest-bearing liabilities. The equity/assets ratio was 69%.

Parent company

The parent company generated sales of SEK 9 (7) million in the fourth quarter. Profit after financial items amounted to SEK -6 (-4) million. Shareholders' equity amounted to SEK 57 (77) million at the close of the period.

Interim Report January – March 2007

Mandator AB (publ), corporate ID number 556216-0357

Accounting principles

This interim report has been prepared in accordance with IAS 34, Interim Financial Reporting.

The accounting principles applied in this interim report are described in the annual report for 2006.

The company applies IFRS accounting standards approved within the EU.

Future reporting dates 2007

13 July	Interim Report January-June 2007
30 October	Interim Report January-September 2007

This interim report has not been reviewed by the company's auditors.

Stockholm, Sweden, 19 April 2007

Mandator AB (publ)
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Net sales and operating profit by geographic area, SEK millions

	Jan-Mar 2007	Jan-Mar 2006	Jan-Dec 2006
Net sales			
Sweden	117	98	403
Abroad	30	25	105
Parent company operations	9	16	33
Elimination of intra-group sales	-13	-11	-48
Total	143	128	493
Operating profit			
Sweden	7	8	34
Abroad	2	1	7
Parent company operations	-2	5	-14
Operating profit	7	14	27
Net sales excluding one-off items	143	119	484
Operating profit excluding one-off items	7	5	25
Operating margin excluding one-off items	5%	4%	5%

Consolidated income statement in summary, SEK millions

	Jan-Mar 2007	Jan-Mar 2006	Jan-Dec 2006
Net sales	143	128	493
Operating expenses	-135	-113	-463
Depreciation of tangible fixed assets	-1	-1	-4
Operating profit	7	14	26
Profit/loss from financial investments	0	0	1
Profit/loss after financial items	7	14	27
Tax	0	-	42
Profit/loss for the year	7	14	69
Net sales excluding one-off items	143	119	484
Operating profit excluding one-off items	7	5	25
Operating margin excluding one-off items	5%	4%	5%

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Consolidated balance sheet in summary, SEK millions

	31/03/07	31/03/06	31/12/06
Intangible fixed assets	63	63	63
Tangible fixed assets	10	10	10
Financial fixed assets	86	44	86
Trade debtors	93	65	102
Other current assets	81	77	60
Liquid assets	52	62	48
Total assets	385	321	369
Equity	264	201	256
Long term liabilities	8	18	8
Short term liabilities	113	102	105
Total equity and liabilities	385	321	369

Mandator has no interest-bearing debt.

Consolidated cash flow statement in summary, SEK millions

	Jan-Mar 2007	Jan-Mar 2006	Jan-Dec 2006
Cash flow before change in working capital	7	4	9
Change in working capital	-2	-2	-16
Cash flow from current operations	5	2	-7
Cash flow from investment activities	-1	8	4
Cash flow from financing activities	0	-25	-25
Change in liquid funds	4	-15	-28
Liquid funds, opening balance	48	77	77
Translation difference	-	-	-1
Liquid funds, closing balance	52	62	48

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Share data

		Jan-Mar 2007	Jan-Mar 2006	Jan-Dec 2006
	No. of shares at end of period (thousands)	169 172	169 172	169 172
Before and after full dilution	Weighted number of shares (thousands)	169 172	169 172	169 172
	Operating profit per share, SEK	0,04	0,08	0,16
	Earnings per share, SEK	0,04	0,08	0,16
	Equity per share, SEK	1,56	1,18	1,51

Key ratios

	Jan-Mar 2007	Jan-Mar 2006	Jan-Dec 2006
Operating profit, SEK mln	7	14	27
Operating margin, %	5	11	5
Net margin, %	5	11	14
Net sales per employee, SEK th	271	281	996
Utilisation rate, %	78	76	78
Equity/assets ratio, %	69	63	70
Debt/equity ratio, %	0	0	0
Return on equity, %			31
Return on capital employed, %			12

Change in equity, SEK millions

Opening balance, 01/01/2006	187
Translation difference	0
Profit/loss for the year	69
Closing balance, 31/12/06	256
Opening balance, 01/01/07	256
Translation difference	1
Profit/loss for the year	7
Closing balance, 31/03/07	264