# ELEKTRONIK GRUPPEN 

## Interim report <br> January - September 2007

## THIRD QUARTER

- Revenue
- Order intake
- EBITDA
- Profit after net financial items


## JANUARY - SEPTEMBER

- Revenue
- Order intake
- EBITDA
- Profit after net financial items
- Profit after tax
- Earnings per share
- Cash flow from operating activities

SEK 188 M (193)
SEK 185 M (166)
SEK 8.8 M (12.8)
SEK 4.4 M (9.4)

SEK 617 M (619)
SEK 626 M (596)
SEK 35.9 M (38.8)
SEK 22.2 M (31.6)
SEK 16.2 M (22.6)
SEK 2.89 (4.04)
SEK 6.3 M (6.8)

| Key ratios (SEK M) | July-Sept |  | Jan-Sept |  | Full year |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2007 | 2006 | 2007 | 2006 | 2006 |
| Revenue | 188 | 193 | 617 | 619 | 827 |
| Order intake | 185 | 166 | 626 | 596 | 806 |
| Profit after net financial items | 4.4 | 9.4 | 22.2 | 31.6 | 42.2 |
| Operating margin, \% | 2.6 | 5.4 | 4.1 | 5.5 | 5.3 |
| Earnings per share, SEK | 0.56 | 1.16 | 2.89 | 4.04 | 5.45 |

## GROUP

Consolidated revenue for the period January-September amounted to SEK 617 M (619). Order intake rose by 5 per cent to SEK 626 M (596). Profit after net financial items declined to SEK 22.2 M (31.6). Profit for the period was negatively affected by foreign exchange effects of SEK -1.5 M (-2.5).

Depreciation and amortisation of tangible and intangible assets doubled to SEK 11.2 $M$ (5.6), mainly as a result of acquisitions carried out during the period.

Intra-group sales between the business areas amounted to SEK 7.6 M (13.9) and non-allocated costs totalled SEK 14.7 M (11.0). The period's cash flow from operating activities is reported at SEK 6.3 M (6.8).

## THIRD QUARTER

Third quarter revenue reached SEK 188 M (193). Order intake improved by 11 per cent to SEK 185 M (166). Third quarter profit after net financial items decreased to SEK 4.4 M (9.4). Profit for the quarter was negatively affected by foreign exchange effects of SEK -1.3 M (-0.3).

OPERATIONS JAN - SEPT

## EG Electronics

The business area sells components and systems to the electronics industry and industrial automation companies in the Nordic and Baltic countries, Poland and China, and to automotive manufacturers in the Nordic region.

The business area's revenue for the period fell to SEK 441 M (475) and order intake decreased to SEK 447 M (454). Operating profit was SEK 29.6 M (29.9).

The Components business unit recorded weaker revenue for the period, which is partly explained by the prior year's discontinuation of unprofitable products.

A sharp drop in the US dollar rate during the third quarter and lower sales in Finland also had an impact.
During the autumn, EG Components AB and EG Display \& System AB were merged under the name of EG Electronics AB. This move has been carried out to enable joint purchasing and inventory management, and thereby achieve more efficient logistics.

Order intake, revenue and profit in the third business unit, Electromechanics, showed continued positive development.

## EG Products

The business area develops, manufactures and sells inductive components and fiber optic products to companies that are globally active in the electronics and telecom industries.

Revenue for the period rose to SEK 92 M (63) and order intake to SEK 101 M (65). Operating profit was SEK 3.5 M (4.3).

The period's growth in order intake and revenue is wholly attributable to the acquisition of Profec, although the acquisition had only a marginal impact on profit.

Profit for the period was negatively affected by continued price increases among subcontractors in Southeast Asia. The acquisition of Profec has expanded the business area's total production resources, creating additional scope for efficiency gains.

Production units in Russia and Sweden were wound up during the third quarter and measures taken to rationalise operations in Finland and England.

## EG Production Technology

The business area sells production equipment, consumable materials and process training to the electronics industry in the Nordic region, Poland and the Baltic countries.

The business area's revenue amounted to SEK 86 M (88) and order intake was SEK 78 M (78). Operating profit fell to SEK 5.0 M (8.3).

The third quarter saw a continuation of the falling trend for equipment sales in Sweden and Poland that arose in the second quarter.

The Finnish company Scanditron Oy (formerly Trondicap Oy), which was acquired in January this year, has developed according to plan.

Both Sweden and Finland reported strong revenue from stencil operations during the period.

Revenue and profit by business area:


## CAPITAL EXPENDITURE

Net expenditure on property, plant and equipment amounted to SEK 14.9 M (5.3) and consisted mainly of production equipment added to the Group in connection with the acquisition of Profec. In the third quarter, a sum of SEK 5 M was invested in connection with the implementation of a new business system in the Group.

## FINANCIAL POSITION

The Group's financial position remains strong. The equity/asset ratio at 30

September was 54 per cent (61). Cash and cash equivalents totalled SEK 5 M (24).

## EARNINGS PER SHARE

Earnings per share were SEK 2.89 (4.04).

## EMPLOYEES

The number of employees at 30 September was 350 (253). The increase is partly attributable to the acquisitions of Scanditron Oy on 1 January and Profec on 1 March, with a total of some 60 persons, and partly to the build-up of production capacity in Narva with the addition of some 40 persons.

## PARENT COMPANY

ElektronikGruppen BK AB, corporate registration number 556072-2547, is the parent company of the Group. The Parent Company's revenue for the period is reported at SEK 5.8 M (6.3). Operating profit amounted to SEK M 14.8 (-11.7) and profit for the period was SEK -4.9 M (-10.5). Cash and cash equivalents in the Parent Company at 30 September totalled SEK 0.1 M (0.1).

## SUBSEQUENT EVENTS

No significant events have taken place after the end of the period under review.

## SIGNIFICANT RISKS AND UNCERTAINTIES

ElektronikGruppen remains strongly dependent on developments in the telecom industry, which accounts for around 30 per cent of the Group's total revenue and thus comprises the largest single customer segment. Other risks are described in ElektronikGruppen’s 2006 annual report.

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and RR 31 Interim Reporting for Groups. The applied accounting polices and valuation methods are the same as those used in the most recent annual report.

Vällingby, 19 October 2007
Johan Ålander
President \& CEO

## FINANCIAL CALENDAR

The full year report for 2007 will be published on 21 February 2008.
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Quarterly data

| Quarterly data (SEK M) | Revenue |  |  | Order intake |  |  | Profit after net financial items |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2005 | 2007 | 2006 | 2005 | 2007 | 2006 | 2005 |
| January-March | 218 | 205 | 162 | 220 | 219 | 176 | 11.9 | 11.7 | 3.8 |
| April-June | 211 | 220 | 186 | 220 | 211 | 183 | 6.0 | 10.5 | 8.9 |
| July-September | 188 | 193 | 175 | 185 | 166 | 164 | 4.4 | 9.4 | 6.6 |
| October-December |  | 209 | 193 |  | 210 | 193 |  | 10.6 | 8.1 |
| Full year |  | 827 | 716 |  | 806 | 716 |  | 42.2 | 27.4 |

Revenue, order intake and operating profit by business area

|  | July-Sept |  | Jan-Sept |  |
| :--- | ---: | ---: | ---: | ---: |
| Revenue (SEK M) | 2007 | 2006 | 2007 | 2006 |
| EG Electronics | 132 | 148 | 441 | 475 |
| EG Products | 32 | 19 | 92 | 63 |
| EG Production Technology | 24 | 28 | 86 | 88 |
| Intra-group eliminations |  | -2 | -2 | -7 |
| Total | $\mathbf{1 8 8}$ | $\mathbf{1 9 3}$ | $\mathbf{6 1 7}$ | $\mathbf{6 1 9}$ |


| Order intake (SEK M) | July-Sept |  | Jan-Sept |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2007 | 2006 | 2007 | 2006 |
| EG Electronics | 139 | 131 | 447 | 454 |
| EG Products | 27 | 17 | 101 | 65 |
| EG Production Technology | 20 | 19 | 78 | 78 |
| Group-wide expenses | -1 | -1 |  | -1 |
| Total | $\mathbf{1 8 5}$ | $\mathbf{1 6 6}$ | $\mathbf{6 2 6}$ | $\mathbf{5 9 6}$ |


| Operating profit (SEK M) | July-Sept |  | Jan-Sept |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2007 | 2006 | 2007 | 2006 |
| EG Electronics | 8.8 | 10.4 | 29.6 | 29.9 |
| EG Products | -0.1 | 0.8 | 3.5 | 4.3 |
| EG Production Technology | 0.6 | 2.6 | 5.0 | 8.3 |
| Intra-group eliminations | -4.5 | -3.8 | -13.4 | -9.3 |
| Total | $\mathbf{4 . 8}$ | $\mathbf{1 0 . 0}$ | $\mathbf{2 4 . 7}$ | $\mathbf{3 3 . 2}$ |

## The Group in summary

| Income statement (SEK M) | July-Sept |  | Jan-Sept |  | $\begin{gathered} \text { Full year } \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007 | 2006 |  |
| Revenue |  |  |  |  |  |
| Net sales | 183.6 | 186.6 | 604.5 | 601.2 | 804.6 |
| Other operating income | 4.8 | 6.6 | 12.8 | 17.5 | 22.2 |
| Total | 188.4 | 193.2 | 617.3 | 618.7 | 826.8 |
| Operating expenses |  |  |  |  |  |
| Goods for resale, raw materials and consumables | -129.5 | -136.3 | -430.2 | -439.5 | -590.2 |
| Other external expenses | -18.6 | -17.3 | -52.9 | -48.7 | -67.0 |
| Personnel costs | -29.1 | -26.7 | -93.9 | -88.6 | -119.1 |
| Depreciation/amortisation of tangible and intangible assets | -4.0 | -2.8 | -11.2 | -5.6 | -7.0 |
| Other operating expenses | -2.4 | -0.1 | -4.4 | -3.1 | -0.0 |
| Operating profit | 4.8 | 10.0 | 24.7 | 33.2 | 43.5 |
| Financial income |  | 0.1 | 0.3 | 0.9 | 0.0 |
| Financial expenses | -0.4 | -0.7 | -2.8 | -2.5 | -1.3 |
| Profit after net financial items | 4.4 | 9.4 | 22.2 | 31.6 | 42.2 |
| Income tax expense | -1.2 | -2.8 | -6.0 | -9.0 | -11.7 |
| Profit for the period | 3.2 | 6.6 | 16.2 | 22.6 | 30.5 |
| Earnings per share, SEK | 0.56 | 1.16 | 2.89 | 4.04 | 5.45 |
| Number of shares, thousands | 5,597 | 5,597 | 5,597 | 5,597 | 5,597 |


| Balance sheet (SEK M) | at 30 Sept |  |
| :--- | ---: | ---: |
|  | 2007 | 2006 |
| Intangible assets | 122.3 | 56.7 |
| Tangible and financial assets | 42.6 | 42.0 |
| Inventories | 72.4 | 59.9 |
| Trade receivables | 131.8 | 136.8 |
| Other current receivables | 21.4 | 15.4 |
| Cash and cash equivalents | 5.2 | 24.4 |
| Total assets | $\mathbf{3 9 5 . 7}$ | $\mathbf{3 3 5 . 2}$ |
|  | 213.9 | 203.2 |
| Equity | 40.1 | 8.1 |
| Interest-bearing liabilities | 50.1 | 59.2 |
| Trade payables | 91.6 | 64.7 |
| Other operating liabilities and |  |  |
| provisions | $\mathbf{3 9 5 . 7}$ | $\mathbf{3 3 5 . 2}$ |
| Total equity, provisions and |  |  |
| liabilities |  |  |

## Cash flow statement

|  | Jan-Sept |  | Full year |
| :--- | ---: | ---: | ---: | ---: |
| Cash flow statement (SEK M) | 2007 | 2006 | 2006 |
| Cash flow before changes in working | 17.9 | 28.5 | 38.7 |
| capital | -11.6 | -21.7 | -18.8 |
| Changes in working capital | 6.3 | 6.8 | 19.9 |
| Cash flow from operating activities | -42.0 | -12.7 | -11.6 |
| Cash flow from investing activities | 6.6 | -9.8 | -9.8 |
| Cash flow from financing activities | $\mathbf{- 2 9 . 1}$ | $\mathbf{- 1 5 . 7}$ | $\mathbf{- 1 . 5}$ |
| Cash flow for the period | 0.5 | -0.6 | -1.2 |
| Exchange difference in cash and cash |  |  |  |
| equivalents |  |  |  |

Changes in equity

| Changes in equity (SEK M) | Jan-Sept | Jan-Sept | Full year |
| :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2006 |
| Opening balance | 207.4 | 191.9 | 19.9 |
| Acquisition of minority interest | 0.0 | 0.5 | -1.5 |
| Translation differences | 2.1 | -1.5 | -3.2 |
| Fair value reserve | 0.0 | -0.5 | -0.5 |
| Profit for the period | 16.2 | 22.6 | 36.5 |
| Dividend to equity holders in the Parent Company | -11.8 | -9.8 | -9.8 |
| Closing balance | 213.9 | 203.2 | 207.4 |


| Four-year summary (SEK M) | Jan-Sept |  |  | Full year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2005 | 2006 | 2005 | 2004 |
| Income statement |  |  |  |  |  |  |
| Revenue | 617.3 | 618.7 | 523.1 | 827 | 715.8 | 729.4 |
| Operating profit | 24.7 | 33.2 | 20.3 | 43.5 | 28.6 | 35.2 |
| Profit after net financial items | 22.2 | 31.6 | 19.3 | 42.2 | 27.4 | 34.9 |
| Income tax expense | -6.0 | -9.0 | -5.4 | -11.7 | -7.4 | -9.7 |
| Minority share in profit | 0 |  | 0 | 0 | 0 | 0 |
| Profit for the period | 16.2 | 22.6 | 13.9 | 30.5 | 20.0 | 25.2 |
| Balance sheet |  |  |  |  |  |  |
| Intangible assets | 122.3 | 56.7 | 62.8 | 55.5 | 50.8 | 48.1 |
| Tangible and financial assets | 42.6 | 42.0 | 43.2 | 35.3 | 43.0 | 42.6 |
| Cash and cash equivalents | 5.2 | 24.4 | 27.4 | 33.8 | 36.5 | 37.8 |
| Other current assets | 225.6 | 212.1 | 192.4 | 205.6 | 195.1 | 179.7 |
| Total assets | 395.7 | 335.2 | 325.8 | 330.2 | 325.4 | 308.2 |
| Equity | 213.9 | 202.7 | 201.1 | 207.0 | 191.9 | 194.4 |
| Minority interests | 0 | 0.5 | 0 | 0.5 | 0 | 0 |
| Interest-bearing liabilities | 40.1 | 8.1 | 10.5 | 1.1 | 9.9 | 9.7 |
| Operating liabilities and provisions | 141.7 | 123.9 | 114.2 | 121.6 | 123.6 | 104.1 |
| Total equity, provisions and liabilities | 395.7 | 335.2 | 325.8 | 330.2 | 325.4 | 308.2 |


| Four-year summary, | Jan-Sept |  |  | Full year |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| key ratios | 2007 | 2006 | 2005 | 2006 | 2005 | 2004 |  |
| Gross margin, \% | 5.9 | 6.5 | 5.1 | 6.1 | 5.5 | 5.6 |  |
| Operating margin, \% | 4.1 | 5.5 | 4.0 | 5.3 | 4.1 | 4.9 |  |
| Profit margin, \% | 3.7 | 5.2 | 3.8 | 5.2 | 3.9 | 4.9 |  |
|  |  |  |  |  |  |  |  |
| Return on equity, \% | 7.7 | 11.4 | 7.0 | 15.3 | 10.4 | 13.7 |  |
| Return on capital employed, \% | 12.7 | 17.0 | 11.3 | 22.8 | 16.6 | 19.7 |  |
| Return on total assets, \% | 8.2 | 10.3 | 7.2 | 14.1 | 10.3 | 13.4 |  |
|  |  |  |  |  |  |  |  |
| Equity/asset ratio, \% | 54.0 | 60.6 | 61.7 | 62.8 | 58.2 | 63.7 |  |
| Debt/equity ratio, times | 0.19 | 0.04 | 0.05 | 0.0 | 0.0 | 0.0 |  |
| Share of risk-weighted capital, \% | 58.1 | 63.4 | 65.1 | 66.6 | 61.0 | 66.7 |  |
| Interest coverage ratio, times | 10.5 | 55.3 | 36.4 | 58.4 | 37.8 | 55.2 |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Earnings per share, SEK | 2.89 | 4.04 | 2.49 | 5.45 | 3.58 | 4.51 |  |
| Earnings per share after dilution, SEK | 2.89 | 4.04 | 2.49 | 5.45 | 3.58 | 4.51 |  |
| Number of shares, thousands | 5597 | 5597 | 5597 | 5597 | 5597 | 5597 |  |
| Equity per share, SEK | 38.21 | 36.30 | 35.93 | 37.06 | 36.68 | 35.09 |  |
| Share price at end of period, SEK | 58.50 | 70.00 | 52.25 | 69.00 | 51.00 | 59.00 |  |
| Net expenditure on PPE as a \% of revenue | 2.4 | 0.8 | 1.4 | 1.1 | 1.4 | 0.8 |  |

## Parent Company

| Income statement (SEK M ) | July-Sept |  | Jan-Sept |  | $\begin{aligned} & \text { Full } \\ & \text { year } \\ & 2006 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007 | 2006 |  |
| Revenue | 0 | 0 | 0 | 0 | 0 |
| Other operating income | 1.7 | 2.0 | 5.8 | 6.3 | 8.7 |
| Total operating income | 1.7 | 2.0 | 5.8 | 6.3 | 8.7 |
| Operating expenses |  |  |  |  |  |
| Other external expenses | -3.0 | -3.3 | -10.0 | -8.7 | -12.1 |
| Personnel costs | -3.1 | -2.3 | -10.2 | -9.0 | -12.9 |
| Depreciation/amortisation | -0.1 | -0.1 | -0.4 | -0.3 | -0.4 |
| Total operating expenses | -6.1 | -5.7 | -20.6 | -18.0 | -25.4 |
| Operating profit/loss | -4.5 | -3.7 | -14.8 | -11.7 | -16.7 |
| Result from financial investments |  |  |  |  |  |
| Result from participations in group companies | 2.3 | 0.0 | 11.3 | 1.3 | -0.8 |
| Result from other securities and receivables that are non-current assets | 0.0 | 0.0 | -0.1 | -0.1 | 0.0 |
| Interest income and similar profit/loss items | 0.4 | 0.1 | 0.7 | 0.5 | 0.6 |
| Interest expense and similar profit/loss items | -0.7 | -0.2 | -2.0 | -0.5 | -0.6 |
| Total | 2.0 | -0.1 | 9.9 | 1.2 | -0.8 |
| Profit/loss after net financial items | -2.5 | -3.8 | -4.9 | -10.5 | -17.5 |
| Appropriations |  |  |  |  | 2.3 |
| Income tax expense |  |  |  |  | 4.0 |
| Profit/loss for the period | -2.5 | -3.8 | -4.9 | -10.5 | -11.2 |


| Balance sheet (SEK M) | at 30 Sept |  |
| :---: | :---: | :---: |
|  | 2007 | 2006 |
| Assets |  |  |
| Other intangible assets | 5.2 | 0.0 |
| Total intangible assets | 5.2 | 0.0 |
| Buildings and land | 12.7 | 11.5 |
| Equipment, tools, fixtures and fittings | 1.0 | 0.1 |
| Total tangible assets | 13.7 | 11.6 |
| Participations in group companies | 178.2 | 129.9 |
| Receivables from group companies | 8.5 | 0.2 |
| Participations in associated companies | 0.0 | 0.0 |
| Other long-term securities | 0.0 | 0.1 |
| Deferred tax assets | 0.0 | 0.1 |
| Total financial assets | 186.7 | 130.3 |
| Total non-current assets | 205.6 | 141.9 |
| Receivables from group companies | 0.3 | 1.6 |
| Other receivables | 21.6 | 21.1 |
| Deferred expenses and accrued income | 0.4 | 1.3 |
| Total current receivables | 22.3 | 24.0 |
| Cash and cash equivalents | 0.1 | 0.1 |
| Total current assets | 22.4 | 24.1 |
| Total assets | 228.0 | 166.0 |
| Equity and liabilities |  |  |
| Share capital | 28.0 | 28.0 |
| Statutory reserve, share premium reserve | 31.8 | 31.8 |
| Total restricted equity | 59.8 | 59.8 |
| Retained profit | 51.5 | 63.0 |
| Profit for the period | -4.9 | -10.5 |
| Total non-restricted equity | 46.6 | 52.5 |
| Total equity | 106.4 | 112.3 |
| Untaxed reserves | 4.4 | 6.7 |
| Non-current liabilities | 22.7 | 0.0 |
| Liabilities to group companies | 17.3 | 10.9 |
| Total non-current liabilities | 40.0 | 10.9 |
| Trade payables | 3.8 | 0.8 |
| Liabilities to group companies | 9.3 | 0.4 |
| Other liabilities | 59.8 | 30.7 |
| Accrued expenses and prepaid income | 4.3 | 4.2 |
| Total current liabilities | 77.2 | 36.1 |
| Total equity and liabilities | 228.0 | 166.0 |

## Auditors' report on review of interim financial information in accordance with IAS 34 and the Annual Accounts Act.

To the Board of Directors of ElektronikGruppen BK AB (publ)
Introduction
We have reviewed the interim financial information (interim report) of Elektronikgruppen BK AB (Publ) at September 30, 2007 and for the nine-month period then ended. The Board of Directors and the Managing Director are responsible for the preparation and fair presentation of this interim financial information in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of review
We conducted our review in accordance with the Standard on Review Engagements (SÖG) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing in Sweden (RS) and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Annual Accounts Act for the group and in accordance with the Annual Accounts Act for the parent company.

Stockholm, 19 October 2007
Ernst \& Young AB

Björn Fernström
Authorised Public Accountant
Stefan Hultstrand
Authorised Public Accountant

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