

#### **INTERIM REPORT**

1 January – 30 September 2008 Price-sensitive information reported to the Swedish Financial Supervisory Authority

# Operating profit increased 54 percent

## First nine months 2008 compared with same period 2007

- Net sales amounted to SEK 1 173m (940), an increase of 25 percent.
- Operating profit was SEK 105m (68), an increase of 54 percent.
- Profit after tax was SEK 118m (76), an improvement of 55 percent.
- Cash flow from operating activities was SEK 108m (43), an increase of 151 percent.
- The shares in AS WMG (Webmedia) were sold during the period with a capital gain of SEK 13m. (The capital gain is included in "Profit after tax" and in "Earnings per share" but not in the operating profit).
- Earnings per share after dilution amounted to SEK 1.52 (0.88), an increase of 73 percent.

## Third quarter 2008 compared with same period 2007:

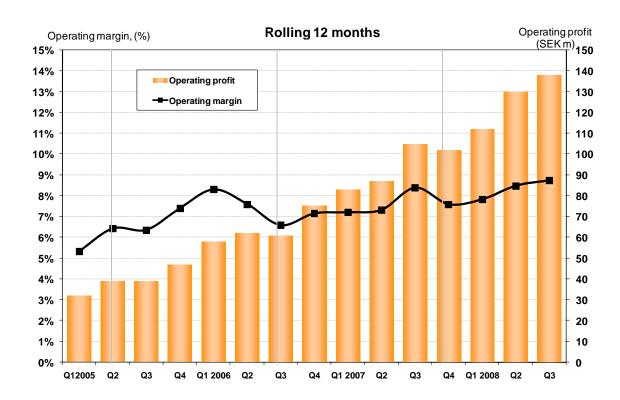
- Net sales amounted to SEK 340m (295), an increase of 15 percent.
- Operating profit was SEK 28m (20), an increase of 40 percent.
- Profit after tax was SEK 28m (20), an improvement of 50 percent.
- Earnings per share after dilution amounted to SEK 0.37 (0.24), an increase of 54 percent.

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## The ACANDO GROUP SALES AND OPERATING PROFIT/LOSS

The profit after tax for the first nine months 2008 was SEK 118m (76). The operating profit for a rolling twelve-month period at the end of the third quarter continued to be improved and was SEK 138m, which corresponds to an operating margin of 8.7 percent (see chart).



# SALES AND OPERATING PROFIT/LOSS FOR THE FIRST NINE MONTHS 2008

(SEK m)	Sweden	Germany	Norway	Other countries	Group	Total
Net sales	754,5	242,9	97,3	89,7	- 11,1	1173,4
Operating profit 1)	75,5	14,1	5,2	9,7	0,2	104,7
Operating margin	10,0 %	5,8%	5,3 %	10,8 %		8,9 %

Including total joint Group costs of SEK 29.3m that burdened Sweden by SEK 17.5m, Germany by SEK 7.7m, Norway by SEK 2.1m, and Other Countries by SEK 2.0m. The capital gain upon the sale of shares in AS WMG (Webmedia) is not included in the operating profit.



Consolidated net sales for the Group amounted to SEK 1 173m (940), for the first nine months, representing an increase of 25 percent compared to the same period last year.

The operating profit was SEK 105m compared to SEK 68m the same period last year, resulting in an operating margin of 8.9 percent (7.2).

Earnings per share show a positive development and was SEK 1.52 (0.88) per share after dilution, an increase of 73 percent.

## SALES AND OPERATING PROFIT/LOSS FOR THIRD QUARTER 2008

(SEK m)	Sweden	Germany	Norway	Other countries	Group	Total
Net sales	212,7	80,3	25,2	24,3	- 1,5	340,5
Operating profit 1)	22,1	7,2	- 2,3	0,9	0,1	28,0
Operating margin	10,4 %	9,0%	- 9,2 %	3,5 %		8,2%

<sup>1)</sup> Including total joint Group costs of SEK 9.7m that burdened Sweden by SEK 5.3m, Germany by SEK 3.0m, Norway by SEK 0.7m, and Other Countries by SEK 0.7m.

Consolidated net sales for the Group amounted to SEK 340m (295), for the third quarter, representing an increase of 15 percent compared to the same period last year.

The operating profit was SEK 28m compared to SEK 20m the same period last year, resulting in an operating margin of 8.2 percent (6.8).

Profit after tax for the third quarter was SEK 28m (20).

Earnings per share show a positive development and was SEK 0.37 (0.24) per share after dilution, an increase of 54 percent compared to the same period last year.



## **NET SALES AND OPERATING PROFIT PER QUARTER**

(SEK m)	Q3 2008	Q2 2008	Q1 2008	Q4 2007	Q3 2007	Q2 2007	Q1 2007	Q4 2006
Net sales	340	424	409	404	295	321	323	312
Operating profit 1)	28	38	39	34	20	18	29	37
Operating margin	8,2 %	8,9%	9,5 %	8,4%	6,8%	5,6%	9,0%	11,9 %

The previously part-owned AS WMG (Webmedia) operation was sold on 31 January but is not included in the Group's consolidated sales and operating profit as of 1 January. The figures in the above table pertain to remaining operations, i.e. Webmedia excluded.

Comparative figures are affected by the consolidation of the acquired companies Deva Management as of 1 February 2007, former IQ Consultancy Ltd in the UK as of 1 March 2007, and former Abeo Gruppen A/S in Norway as of 1 October 2007.

## **OPERATIONAL TRENDS PER GEOGRAPHIC MARKET**

#### Sweden

The turnover for the first nine months 2008 was SEK 754m, compared to the same period last year SEK 700m, an increase of 8 percent. The operating profit for the first nine months 2008 was SEK 76m, compared to the same period last year SEK 58m, an improvement of 31 percent.

The turnover in Sweden increased during the third quarter with SEK 11m to SEK 213m. The operating profit increased during the same period with SEK 7m to SEK 22m, an increase of 47 percent. The operating margin was 10.4 percent (7.3).

The demand for consultancy services was strong in the first nine months and the price levels have been stable. Major customers include AstraZeneca, Vattenfall, ABB and Stockholms Läns Landsting.

Acando continues to need to recruit consultants within many areas of expertise. These needs are satisfied to a certain degree through sub-consultants. Due to the high demand, there is considerable competition for experienced consultants within the sector, which has led to a high rate of inflow and outflow of employees. However, the turnover rate has been reduced during the third quarter.



Acando has won several awards for their cooperation with Microsoft, during the period Acando won one within Business Intelligence (BI) with the solution "Better care with Business Intelligence". For a BI-driven portal that has sustained quality that enables the customer to release time and resources for health care and more individual patient care.

Microsoft has also honoured Acando for outstanding customer commitment and sales achievement. In addition to becoming a member of the President's Club, Acando also joined their Inner Circle, where only 1% of the top partners are represented.

## Germany

The turnover for the first nine months 2008 was SEK 243m, compared to the same period last year SEK 212m, an increase of 15 percent. The operating profit for the first nine months 2008 was SEK 14m, compared to the same period last year SEK 10m, an improvement of 40 percent.

The demand for consultancy services was strong in the past quarter; new customers, as well as large projects for existing customers, have been signed. Major customers include EADS/Airbus and Vattenfall Europe.

The turnover in Germany during the third quarter was SEK 80m (83). The operating profit was SEK 7m, an improvement of 40 percent.

#### **Norway**

The turnover in Norway for the first nine months 2008 was SEK 97m. The operating profit for the first nine months 2008 was SEK 5m, after joint group costs.

The turnover during the third quarter was SEK 25m, with an operating loss, after joint group costs, of SEK 2m. The loss is mainly due to a cost adjustment of a fixed price project. The demand for consultancy services was strong in the third quarter. After the period, an agreement was signed with Norsk Helse Sør-Øst, see below under "Significant events further to the end of the period".

## Other countries

"Other countries" embraces the companies in Finland, Denmark and the United Kingdom, where operations developed well during the quarter from both sales and profitability aspects.

The turnover for the first nine months 2008 was SEK 90m, compared to the same period last year SEK 38m, an increase of 137 percent. The operating profit for the first nine months 2008 was SEK 10m, after joint group costs, compared to the same period last year SEK -0.6m.

The turnover in the "Other Countries" during the third quarter was SEK 24m (16) an increase of 50 percent compared to the same period last year. The operating profit was SEK 1m (-0.1).



*Finland:* Operations in Finland, which are oriented towards SAP projects, continued to develop well during the quarter and profitability was good. Major customers include Altia and Nokia.

*Denmark:* The operations that were started up last year have turned profit trends, and are currently achieving positive results for ongoing consultancy activities. As of 1 February 2008, Acando owns 100 percent of this unit. Customers include TeliaSonera, Hi3G and E-on.

*United Kingdom*: The company in Manchester was acquired in the first quarter 2007, and expanded strongly last year with a breakeven result for the full year 2007. Expansion continued in 2008 and good profitability levels have been achieved. Major customers include AstraZeneca, Bristol Myers Squibb and Boehringer Ingelheim.

## FINANCIAL POSITION AND CASH FLOW

The Group's cash and cash equivalents, including current investments, amounted to SEK 141m (17) as at 30 September 2008. In addition, the Group has an unutilised bank overdraft facility of SEK 66m. The equity/assets ratio was 63 percent (61).

Cash flow from current operations amounted for the first nine months to SEK 112m (43). Financial revenues in the Group are primarily composed of interest from liquid funds. Financial costs pertain to interest on the convertible subordinated loan and the pension liability in the balance sheet.

Company tax reported as a cost in the income statement in the financial year 2008 is zero, and is composed of the net of reversed and capitalised tax recoverable. The Company has a loss carry-forward deduction totaling SEK 506m up to the fiscal year 2008 inclusive, of which at least SEK 304m is deemed to be utilizable during the forthcoming years. Deferred tax of SEK 85m calculated on this amount has been taken up as a financial asset in the balance sheet.

## Holdings of own shares:

In view of the Board of Directors' decisions in accordance with an authorization granted by the AGM, the Company has in total repurchased 3,518,036 class B shares, of which 1,000,000 shares are reserved for the fulfillment of the shares incentive program 2007/2010 and 1,000,000 shares are reserved for the fulfillment of the shares incentive program 2008/2011.

## **EMPLOYEES**

The average number of employees during the period was 1,110 (1,002), and the number of employees at the end of the period was 1,115 (1,104). Of these, 724 (752) are in Sweden, 240 (220) in Germany, 86 (88) in Norway, and 65 (44) in Other Countries. The decrease in number of employees in Sweden is mainly pertaining to the fourth quarter 2007. The principal challenge



for Acando is to selectively recruit additional qualified consultants and to retain existing employees in the countries where the Company is active.

## **INVESTMENTS**

The Group's net investments in property, plant and equipment in the first nine months amounted to SEK 13m (7).

#### PARENT COMPANY

The Parent Company supplies certain joint group services to the other group companies. The risks for the Parent Company are the same as described below for the Group.

External net sales in the Parent Company were SEK 1m (0) in the first nine months. The operating loss for the same period was SEK -11m (-2).

The Parent Company's net investments for the period amounted to SEK 8m (4). The Parent Company's liquid assets amounted to SEK 15m (6) at the end of the period.

## SIGNIFICANT EVENTS FURTHER TO THE END OF THE PERIOD

The Norsk Helse Sør-Øst has on the behalf of all the Regional Health Authorities in Norway selected Acando as supplier for the case handling solution for refund of expenses related to transport to/from health treatment locations. The Contract has a value of approximately NOK 40m, which includes development, implementation and solution administration over a five year period. In addition the contract has an option to extend the application management beyond the 5 years contract period with a total value of approximately NOK 15m.

The Chairman of the board has, in accordance with what was decided at the Annual General Meeting, in consultation with the company's largest owners, appointed a nomination committee. The following people have been appointed:

- Ulf J Johansson, Chairman of the Board at Acando
- Börje Bengtsson proposed by Alf Svedulf with family and companies as well as Svolder AB
- Erik Sjöström proposed by Skandia Liv

Börje Bengtsson has been appointed Chariman of the nomination committee.

## **ACANDO'S FINANCIAL TARGET:**

Acando's principal financial target is to increase earnings per share (EPS) by at least 15 percent per annum. Certain restrictions with regard to maximum debt-equity ratio and minimum available liquidity shall also apply.

INTERIM REPORT 1 January – 30 September 2008

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#### **OUTLOOK**

The Board of Directors assessment is that the market for consultancy services within Management and IT will continue to be good in 2008. The demand in the eastern parts of Sweden is strong, while the demand is somewhat weaker in the western parts of Sweden. The other markets, where Acando operates, still face a strong demand. The Company continues to prioritise organic growth with focus on improved profitability.

Even though the demand has continued to be good during the third quarter; there is an increased uncertainty with regards to the development of the demand the forthcoming twelve months. The overall economic situation makes the customers more careful when deciding upon large encompassing development programs and long-term investments.

Acando does not provide any profit or sales forecasts.

#### RISKS AND UNCERTAINTIES IN BUSINESS OPERATIONS

Acando's business risks include price levels and commitments vis-à-vis customers, changes in customer requirements, weaker demand for consultancy services, customer concentration, changes in the behaviour of competitors, as well as currency risks and interest risks. To continue to grow, Acando is dependent on being able to recruit and develop new qualified employees, retain existing employees, and maintain personnel costs at a reasonable level with regard to prices offered to the customer. Acando's general approach to business risks has not changed compared with the detailed statement contained in the "Risks and Opportunities" section on page 50 of the Annual Report for 2007.

Stockholm, 24 October 2008 Acando AB (publ) The Board of Directors

## **AUDIT REPORT**

This report has not been examined by the Company's auditors.



## FORTHCOMING FINANCIAL INFORMATION AND EVENTS

Year-end report for 2008 13 February 2009

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<u>www.acando.com</u> Ticker: ACAN

Acando is a consultancy company that in partnership with its clients identifies and implements business improvements through information enabled by technology.

Acando provides a balance of high business value, short project times and low total cost. Acando's annual turnover exceeds EUR 150 million and the Group employs more than 1,100 professionals in six European countries. Acando is listed on the OMX Nordic Exchange.

Acando's corporate culture is based on three core values: Team spirit, Passion and Results.

## **ACCOUNTING PRINCIPLES**

The Group's interim report has been prepared in accordance with IAS 34 and the Swedish Annual Accounts Act. The application of IFRS is in accordance with the accounting principles set out in Acando's Annual Report for 2007. The accounts have not been affected by any new standards adopted during the year.

The interim report for the Parent Company has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2.1 – Reporting for Legal Entities.

Reporting per segment: In view of that the Company's primary segment is composed of consultancy activities, the sales and operating results of this segment are reported directly in the income statement.



## **Consolidated Income Statement - Acando Group**

Consolidated Income Statement - Acando Group						
(SEK million)	3 mths July - Sept 2008	3 mths July - Sept 2007	9 mths Jan - Sept 2008	9 mths Jan - Sept 2007	12 mths Oct 2007- Sept 2008	12 mths Jan-Dec 2007
Net sales	340	295	1 173	940	1 578	1 345
Other operating income	2	1	3	4	6	7
Total income	342	296	1 176	944	1 584	1 352
Operating expenses						
Personnel costs	-210	-165	-729	-571	-985	-827
Other external costs	-102	-109	-336		-452	-416
Depreciation of PPE + amortisation of intangible assets	-2	-2	-7	-5	-9	-7
Operating profit, EBIT	28	20	105	68	139	102
Financial items						
Financial income	2	1	5	5	7	7
Financial expenses	-2	-2	-5		-5	-3
Profit after financial items	28	19	105	70	141	106
Taxes*	0	0	0	0	0	0
Profit for the period from remaining operations	28	19	105	70	141	106
Profit for the period from discontinued operations	0	1	13	6	10	3
Net profit for the period	28	20	118	76	151	109
Pertaining to:	20		110	<b>5</b> 0	171	
Parent Company's shareholders Minority interests	28	19 1	118	70 6	154 -3	106
Minority interests	_	1		0	-5	3
Earnings per share, computed on the profit for the period pertaining to the Parent Company's shareholders						
- before dilution, SEK	0,38	0,24	1,56	0,90	2,01	1,37
- after dilution, SEK	0,37	0,24	1,52	0,88	1,96	1,33
Earnings per share, computed on the profit for the period from						
remaining operations pertaining to the Parent Company's shareh						
- before dilution, SEK	0,38	0,24	1,38	·	1,84	1,37
- after dilution, SEK	0,37	0,24	1,35	0,88	1,79	1,33
Earnings per share, computed on profit for the period from discontinued						
operations pertaining to the Parent Company's shareholders during the						
period	0.00	0.04	0.4=		0.42	
- before dilution, SEK	0,00	0,01 0,01	0,17	0,08 0,08	0,13	0,04
- after dilution, SEK	0,00	0,01	0,17	0,08	0,13	0,04
Average number of shares before dilution	75 046 732,00	77 564 768,00	75 748 770,00	77 534 402,00	76 201 525,99	77 542 056
Average number of shares after dilution	75 675 470,06	79 818 435,00	77 472 360,27	79 787 775,00	78 175 718,50	79 796 805
Number of outstanding shares at end of period						0
before dilution	75 046 732,00	77 564 768,00	75 046 732,00	77 564 768,00	75 046 732,00	77 564 768
Number of outstanding shares at end of period	77 174 647 17	70 010 425 00	77 174 647 17	70 010 425 00	77 174 647 17	0 202 524
after dilution	77 174 647,17	79 818 435,00	77 174 647,17	79 818 435,00	77 174 647,17	80 293 524

The dilution consists of 1,526,000 (1,526,000) conversion options and 601 915 (722 976) warrants. Comparative figures are affected by the acquired companies Deva Management being consolidated as of 1 February 2007, Acando Denmark and Acando UK (previously IQ Consultancy Ltd) as of 1 March 2007, and Abeo as of 1 October 2007.

<sup>\*</sup> The Group's taxes for the period are computed as the period's portion of estimated tax costs for the full-year.



# **Consolidated Balance Sheet - Acando Group**

(SEK million)	30 Sept 2008	30 Sept 2007	31 Dec 2007
Assets			
Non-current assets			
Goodwill	467	494	467
Other intangible assets	9	14	7
Property, plant and equipment	17	18	17
Shares in associated companies	-	4	-
Deferred tax recoverable	85	61	66
Other financial assets	8	8	9
Total non-current assets	586	599	566
Current assets			
Trade accounts receivable	241	231	300
Other receivables	3	9	0
Current tax recoverable	0	17	0
Prepaid expenses and accrued income	125	150	90
Cash and cash equivalents, including current investments	141	17	62
Total current assets	510	424	452
Assets held for sale		-	78
Total assets	1 096	1 023	1 096
Equity and liabilities			
Share capital	98	97	98
Other contributed capital	363	363	363
Reserves	-7	-5	-4
Retained earnings	233	146	179
Minority interests	0	22	22
Non-current interest-bearing liabilities	38	38	35
Other non-current liabilities	30	83	36
Current liabilities	341	279	337
Liabilities directly linked to assets held for sale	-	-	30
Total equity and liabilities	1 096	1 023	1 096



# **Consolidated Cash Flow Statement - Acando Group**

	9 mths	9 mths	12 mths
	Jan - Sept	Jan - Sept	Jan-Dec
(SEK million)	2008	2007	2007
Operating activities			
Net profit for the period	118	76	109
Paid tax	-13	0	-5
Adjustment for non-cash items	-15	0	1
Depreciation and amortisation	3	5	8
Cash flow from operating activities			
before changes in working capital	93	81	113
Net change in working capital	19	-38	-16
Cash flow from operating activities	112	43	97
Cash flow from investment activities, Note 1	35	-69	-70
Cash flow from financing activities	-68	-93	-93
Cash flow for the period	79	-119	-66
Liquid assets at beginning of the period	62	136	136
Liquid assets from discontinued operations	-	-	-8
Liquid assets at end of the period	141	17	62

## Note 1

On 31 January, Acando AB sold all shares in AS WMG (Webmedia) for SEK 38 million, creating a capital gain of SEK 13 million. On 31 January 2008, Acando AB acquired the remaining shares in Acando Denmark AS, representing 49 percent of capital and vote Further to this acquisition of shares, Acando AB holds 100 percent of the capital and votes of Acando Denmark AS. The purchase consideration for the shares amounted to SEK 0.3 million and goodwill to SEK 3 million.

## Shareholders' equity

	30 Sept	30 Sept	31 Dec
(SEK million)	2008	2007	2007
At beginning of the period	658	640,57	641
New share issues	-	8	9
Cost of raising capital	-	-	-1
Redemption of shares	-	-101	-101
Disposal of minority interest	-22	-	-
Acquisition of own shares	-30	0	-1
Dividend for own shares	2	-	-
Dividend to shareholders	-39	-	-
Incentive programs	3	2	3
Exchange rate differences	-3	-3	-1
Profit for the period	118	76	109
At end of the period	687	622	658
Minority interests	-	22	22
Closing equity balance pertaining to the Parent Company's shareholders	687	600	636
the raicht company s shareholders	007	000	030



## Specification of shareholders' equity for the period

	Pertaining to Parent Company's shareholders				Minority	
	Share	Other	Reserves	Retained	interests	
(MSEK)	capital	contr. capital		earnings		Total
Opening balance 1 January 2008	98	363	-4	179	22	658
Exchange rate differences			-3			
Total transactions						
reported directly in shareholders' equity			-3		0	-3
Profit for the period				118		118
Total reported income and costs			-3	118	0	115
Disposal of minority interest					-22	-22
Acquisition of own shares				-30		-30
Dividend for own shares				2		2
Dividend to shareholders				-39		-39
Incentive programs				3		3
Closing balance 30 September 2008	98	363	-7	233	0	687

The Parent Company repurchased 2,518,036 own shares during the period.

Key ratios (SEK million)	3 mths July - Sept 2008	3 mths July - Sept 2007	9 mths Jan - Sept 2008	9 mths Jan - Sept 2007	12 mths Oct 2007- Sept 2008	12 mths Jan-Dec 2007
					•	
Results						
Net sales	340	295	1 173	940		
Operating profit, EBIT	28	20	105	68	138	
Profit before tax	28	19	105	70	140	106
Margins						
Operating margin, %, EBIT	8,2	6,8	8,9	7,2	8,7	7,6
Profitability						
Return on capital employed, %	N/A	N/A	N/A	N/A	22,8	16,1
Return on equity, %	N/A	N/A	N/A	N/A	23,4	16,3
Financial position						
Equity/assets ratio, %	62,7	60,9	62,7	60,9	62,7	60,0
Interest coverage ratio, multiple	13	11	24	22	31	34
Per share						
Equity per share, SEK	8,90	7,80	8,90	7,80	8,90	8,09
Cash flow per share, SEK	0,10	-1,01	1,03	-0,97	1,72	-0,80
Earnings per share, SEK	0,37	0,24	1,52	0,88	1,96	1,33
Employees						
Number of employees at end of period	1 115	1 104	1 115	1 104	1 115	1 105
Average number of employees	1 114	1 045	1 110	1 034	1 051	1 012
Net sales per employee, SEK thousand	306	282	1 057	909	1 502	1 329
Net investments, SEK million	2	2	13	7	7	7



# **Income Statement - Parent Company**

	3 mths	3 mths	9 mths	9 mths	12 mths	12 mths
	July - Sept	July - Sept	Jan - Sept	Jan - Sept	Oct 2007-	Jan-Dec
(SEK million)	2008	2007	2008	2007	Sept 2008	2007
Net sales	1	9	4	34	19	49
Other operating income	0	0	0	0	0	0
Total revenue	1	9	4	34	19	49
Operating expenses						
Personnel costs	-3	-3	-10	-7	-14	-11
Other external costs	-8	-7	-25	-29	-35	-39
Depreciation of PPE + amortisation of intangible assets	-1	-1	-4	-3	-5	-4
Operating loss, EBIT	-11	-2	-35	-5	-36	-5
Financial items						
Profit from sundry securities					1	1
Capital gain	0	0	12	0	12	0
Financial income	1	1	12	4	12	4
Financial expenses	1	0	-11	-1	-13	4
Profit/loss after financial items	-6 -15	-1	-30	-1	-13	-4 -4
1 10110/1055 attel Hilalicial Itellis	-15	-1	-30	-2	-32	-4
Taxes	0	8	14	22	24	32
Profit for the period	-15	7	-16	20	-8	28

# **Balance Sheet - Parent Company**

	30 Sept	30 Sept	31 Dec
(SEK million)	2008	2007	2007
Assets			
Non-current assets			
Intangible assets	1	1	1
Property, plant and equipment	9	9	9
Financial non-current assets	926	898	925
Total non-current assets	936	908	935
Current assets			
Receivables from Group companies	125	74	126
Other receivables	1	1	2
Prepaid expenses and accrued income	3	-	3
Cash and cash equivalents, including current investments	15	6	9
Total current assets	144	81	140
Total assets	1 080	989	1 075
1 otal assets	1 000	707	10/3
Equity and liabilities			
Share capital	98	97	98
Statutory reserve	110	110	110
Share premium reserve	256	257	257
Retained earnings	248	214	247
Non-current interest-bearing liabilities	24	24	24
Other non-current liabilities	32	83	32
Current liabilities	312	204	307
Total equity and liabilities	1 080	988	1 075