## Haldex

First-quarter report 2008

- Sales totaled SEK 2,131 m (2,060). Adjusted for currency exchange rates, sales rose $7 \%$. Order intake totaled SEK $2,242 \mathrm{~m}(2,170)$. After adjustments for currency exchange rates, the increase was $9 \%$.
- Earnings after tax amounted to SEK 63 m (47). Earnings per share amounted to SEK 2.85 (2.12).
- Operating income and the operating margin improved to SEK 112 m (87) and $5.3 \%$ (4.2), respectively.
- In Garphyttan Wire the operating margin improved significantly to $\mathbf{9 . 1 \%}$ (3.6).
- Within CVS, the market in Europe remained strong, with an increase in sales of $\mathbf{1 0 \%}$ after adjustments for currency exchange rates, while sales in North America declined by $\mathbf{1 2 \%}$. Operating income was stable in Europe, and remained weak in North America.
- Haldex reached an agreement to acquire Concentric Plc, a world-leading supplier of oil, water and fuel pumps for midsize and large diesel engines for trucks and construction machinery.
- The return on capital employed (rolling 12 months) was $8.6 \%$ (10.0). The return for the first quarter was $12.4 \%$ (10.1).
- The Group's assessment is that both sales and operating income will be significantly higher in 2008 than in 2007 as a consequence of the acquisition of Concentric and the expected improvements as earlier announced. The outlook for 2008, excluding the acquisition of Concentric is unchanged compared to the outlook communicated in the Year End Report.

| SEK m | 2007 |  |  |  | 2008 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Q1 | Q1 2008 / Q1 2007 |
| Net sales | 2060 | 2030 | 1895 | 1955 | 2131 | 3.5\% |
| Operating income ${ }^{*, * *}$ | 87 | 92 | 63 | 97 | 112 | 28.7\% |
| Operating income* | 87 | 92 | 63 | 47 | 112 | 28.7\% |
| Earnings before tax | 70 | 78 | 42 | 32 | 93 | 32.9\% |
| Earnings after tax | 47 | 50 | 37 | 7 | 63 | 34.0\% |
| Operating margin ${ }^{* * * *}$ | 4.2\% | 4.5\% | 3.3\% | 4.9\% | 5.3\% | 1.1 |
| Operating margin* | 4.2\% | 4.5\% | 3.3\% | 2.3\% | 5.3\% | 1.1 |
| Return on capital employed***** | 10.0\% | 9.8\% | 9.1\% | 8.0\% | 8.6\% | -1.4 |

* Reclassification of financial income from Other operating income to Financial items; see page 7.
** Excluding restructuring costs
*** Rolling 12 months


## Key events during the period

- Haldex reached an agreement to acquire Concentric Plc, a world-leading supplier of oil, water and fuel pumps for midsize and large diesel engines for trucks and construction machinery. The company has annual sales of GBP 72 m and manufacturing units in the US, the UK, China and India. The transaction was disclosed through a press release issued on February 22, 2008.
- Haldex secured an order for automatic brake adjuster worth approximately SEK 800 m over a five-year period from the German company BPW (Bergische Achsen), Europe’s largest manufacturer of trailer axles.
- Haldex terminated production of drum brake linings at the US plant in Prattville, TN, and has transferred production to sub-suppliers. Accordingly, the restructuring of Friction Products is proceeding as planned.
- The new plant in Mexico for manufacturing the latest generation Haldex system for all-wheel drive (AWD) systems and electronic limited slip differential, i.e. XWD system, was opened.
- In January, Haldex secured a new order for an AWD drive system for Volkswagen, expanding a previous order from 2004.
- Production of AWD system for the new Ford model, Kuga, started.


## Events after period-end

On April 1, Haldex completed the acquisition of Concentric after the acquisition had been approved by the German competition authority.

## Net sales

Net sales per division and region:

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| SEK $\boldsymbol{m}$ | $\mathbf{2 0 0 8}$ | $\underline{\mathbf{2 0 0 7}}$ | Nominal | Change |
| Currency adjusted |  |  |  |  |
| Commercial Vehicle Systems | 1165 | 1212 | $-4 \%$ | $-1 \%$ |
| Hydraulic Systems | 392 | 336 | $17 \%$ | $23 \%$ |
| Garphyttan Wire | 311 | 289 | $8 \%$ | $10 \%$ |
| Traction Systems | 262 | 223 | $18 \%$ | $18 \%$ |
| Group | $\mathbf{2 1 3 1}$ | $\mathbf{2 0 6 0}$ | $\mathbf{3 \%}$ | $\mathbf{7 \%}$ |
|  |  |  |  |  |
| North America | 726 | 830 | $-13 \%$ |  |
| Europe | 1216 | 1098 | $11 \%$ | $-3 \%$ |
| Asia and Middle East | 119 | 75 | $59 \%$ | $10 \%$ |
| South America | 70 | 57 | $23 \%$ | $63 \%$ |
| Group | $\mathbf{2 1 3 1}$ | $\mathbf{2 0 6 0}$ | $\mathbf{3 \%}$ | $\mathbf{1 8 \%}$ |
|  |  |  |  | $\mathbf{7 \%}$ |

## Net sales and earnings

Consolidated net sales totaled SEK 2,131 m (2,060). Sales rose 7\% after adjustment for currency exchange rates, mainly driven by strong demand in Europe, new products and expansion into new markets. Following adjustment for currency exchange rates, sales increased 10\% in Europe and declined 3\% in North America.

Operating income totaled SEK 112 m (87) and the operating margin was $5.3 \%$ (4.2). Income and margins improved in all divisions, apart from CVS. The Wire Division noted the greatest improvement, with its operating margin rising from $3.6 \%$ to $9.1 \%$. The trend in CVS was stable, whereas the earnings in North American remained weak.

Consolidated earnings before tax totaled SEK 93 m (70). Financial income and expenses amounted to SEK 19 m (17).

Earnings after tax totaled SEK 63 m (47). The tax rate was 32\% (33). The return on capital employed (rolling 12 months) was $8.6 \%$ (10.0). The return for the first quarter was $12.4 \%$ (10.1).

## Cash flow

Cash flow after net investments was a positive SEK 52 m (neg: 72). Cash flow improved compared with the year earlier period, because of a favorable trend in inventory levels since year-end.

## Investments

The Group's net investments amounted to SEK 79 m (94), of which capitalized development costs accounted for SEK 12 m (12).

## Financial position

Cash and cash equivalents totaled SEK 243 m (215). Consolidated net debt amounted to SEK $1,475 \mathrm{~m}(1,359)$. The rise was mainly due to the acquisition of Runguang Hydraulics. At the end of the period, interest-bearing liabilities totaled SEK $1,718 \mathrm{~m}(1,574)$. Shareholders' equity amounted to SEK $1,845 \mathrm{~m}(1,965)$, resulting in an equity-assets ratio of $36 \%(40)$.

## Concentric

On April 1, the acquisition of Concentric was completed, whereby the company will be consolidated as of this date. Integration work is under way and is proceeding as planned. Work to determine how the purchase consideration is to be distributed among the various asset items is under way and is scheduled to have been completed by the time the semi-annual report is published. For further information concerning the acquisition of Concentric, refer to the press releases dated February 22 and April 2.

## Earnings by division

## Commercial Vehicle Systems

|  | Jan - March |  |  |
| :--- | ---: | ---: | ---: |
| SEK m | 2008 | 2007 | Change |
| Net sales | 1165 | 1212 | $-4 \%$ |
| Operating income | 43 | 48 | $-10 \%$ |
| Operating margin | $3.7 \%$ | $4.0 \%$ | -0.3 |
| Return on capital employed | $4.4 \%$ | $7.9 \%$ | -3.5 |

Sales within the CVS Division declined by SEK 47 m compared with the year-earlier period to SEK $1,165 \mathrm{~m}(1,212)$. Strong sales growth in Europe and Asia combined with new products limited part of the effect of the sales decline in North America, where sales declined mainly because production of heavy trucks and trailers remained low, and because of a weak trend in the aftermarket.

Operating income amounted to SEK 43 m (48). The weak trend in North America, combined with the results for the Friction Products business unit, had an adverse impact on earnings. In this business area, the effects of the restructuring that is under way will contribute to a gradual improvement in earnings during 2008.

In Europe, both sales and earnings remained strong. Net sales rose to SEK 636 m (574). In North America, sales decreased by 12\%, following adjustment for currency exchange rates, to SEK 489 $m$ (616) and operating income remained low.

## Disc brakes

The program to penetrate the disc brake market continued during the quarter, with increased demand for Haldex’s product offering. The cost-reduction program is proceeding as planned. However, the operation's negative contribution to operating income did not decrease during the quarter. A gradual improvement is expected during the year.

## Hydraulic Systems

|  | Jan - March |  |  |
| :--- | ---: | ---: | ---: |
| SEK m | 2008 | 2007 | Change |
| Net sales | 392 | 336 | $17 \%$ |
| Operating income | 26 | 20 | $30 \%$ |
| Operating margin, \% | $6.6 \%$ | $5.9 \%$ | 0.7 |
| Return on capital employed, \% | $16.5 \%$ | $18.6 \%$ | -2.1 |

Demand for the Division's products remained high in Europe and was relatively weak in North America. Compared with the year-earlier period, net sales rose $23 \%$, after adjustments for
exchange-rate effects, driven mainly by Europe, expansion into new markets and ever increasing volumes of the Alfdex system.

Operating income rose to SEK $26 \mathrm{~m}(20)$ and the operating income margin rose to $6.6 \%$ (5.9)

## Garphyttan Wire

|  | Jan - March |  | Change |
| :---: | :---: | :---: | :---: |
| SEK m | 2008 | 2007 |  |
| Net sales | 311 | 289 | 8\% |
| Operating profit | 28 | 10 | 180\% |
| Operating margin | 9.1\% | 3.6\% | 5.5 |
| Return on capital employed | 13.4\% | 8.0\% | 5.4 |

Net sales for Garphyttan Wire rose $8 \%$ to SEK 311 m (289), which corresponds to an increase of $10 \%$ after adjustments for exchange-rate effects. The rise was attributable mainly to increases in material prices, which were passed on to customers, and volume growth in China. Demand in Europe increased compared with the year-earlier period, while the trend in the North American market was weak.

Operating income rose with SEK 18 m to SEK $28 \mathrm{~m}(10)$ and the operating margin to $9.1 \%$ (3.6). Both productivity and delivery reliability continued to move in the right direction, which, combined with price increases, led to improved earnings.

## Traction Systems

| Jan - March |  |  |  |
| :--- | ---: | ---: | ---: |
| SEK m | 2008 | 2007 | Change |
| Net sales | 262 | 223 | $18 \%$ |
| Operating income | 15 | 9 | $67 \%$ |
| Operating margin, \% | $5.7 \%$ | $4.0 \%$ | 1.7 |
| Return on capital employed, \% | $22.1 \%$ | $25.7 \%$ | -3.6 |

Sales rose $18 \%$ to SEK 262 m (223). The increase was mainly related to increased volumes to Landrover and to the new VW model, Tiguan, for which deliveries started during the second half of 2007.

Operating income rose to SEK 15 m (9). However, during the current quarter, the volume trend has been slightly weaker than expected, due to production adjustments and lower demand from the largest customers. Due to this factor, combined with the commissioning of a new production line, productivity declined temporarily, which led to a weaker-than-expected operating margin of 5.7\% (4.0).

## Market

Demand in Europe remained strong in all segments, while the opposite scenario applied to North America, where continued low production volumes for heavy trucks, trailers and construction machinery resulted in a very weak market trend.

## Heavy trucks

Global production of heavy trucks rose $4 \%$ in the first quarter of 2008, compared with the yearearlier period, with strong trends in Europe and Asia offsetting weak demand in North America. Production of heavy trucks in Europe and Asia rose 12 and 11\%, respectively, compared with the year-earlier period.

In North America, the market remained weak during the first quarter, when year-on-year production was down $36 \%$. The first quarter of 2007 was relatively strong compared with the subsequent quarters of 2007, when the advance purchasing of trucks in 2006 gained its full impact. The reason for such pre-purchasing was to avoid increased costs for more advanced truck engines that meet the more stringent emission legislation that became effective in 2007.

During 2008, production of trucks in Europe is expected to rise at an annual rate of $10 \%$. In North America, production is expected to increase gradually, compared with the level noted in the first quarter of 2008.

## Trailers

Global production of trailers in Europe during the first quarter of 2008 was at the same level as in the year-earlier period, but subject to major regional variations. In North America, production remained sluggish, which entails a $30 \%$ reduction compared with the year-earlier period. In Europe, demand continued to rise in the first quarter and total production of trailers rose by about $20 \%$ compared with the year-earlier period. Demand also increased in Asia, where production rose about $12 \%$.

During 2008, the production of trailers is expected to increase by about an additional 10,000 units, or by slightly more than $10 \%$ per quarter in relation to 2007. In North America, production during 2008 is expected to be lower than in 2007.

## Construction machinery

The market for construction machinery remained strong during the first quarter and was in line with the year-earlier level. The weaker production rate in North America was offset by stronger conditions in the Asian market. The European market remained strong.

During 2008, market conditions in North America and Europe are expected to remain unchanged.

## Forklifts

Continued strong growth was noted for the European market for forklifts in the first quarter of 2008, when production rose by a total of about $5 \%$ compared with the year-earlier period. In North America, production declined by some 8\% during the same period. For the whole of 2008, production is expected to rise in Europe and decline in North America.

## Cars

In the first quarter of 2008, the number of cars produced declined $13 \%$ in North America and rose $4 \%$ in Europe compared with the year-earlier period. During 2008, production is expected to decline by nearly $10 \%$ in North America and to be unchanged in Europe.

## Outlook for 2008

In the Year End report the Group made the assessment that sales were expected to increase somewhat in 2008 compared with 2007 and that Operating Income was expected to improve in 2008 compared with 2007 (excluding restructuring costs). The increase in sales was expected to mainly attributable to new products, such as Alfdex system and disc brakes, and from increased volumes within the Traction Systems division. The earnings improvements were expected to derive mainly from productivity improvements within the Wire division, the restructuring of the Friction Product business unit, earnings improvements for disc brakes and increased sales volumes.

On February 22, 2008, the Group announced the acquisition of Concentric Plc and on April 2, 2008 the Group announced that the acquisition was completed. As presented in the Group's press
release of February 22, 2008, the acquisition of Concentric will increase the Group's sales and Operating Income.

In the Year End report the outlook for 2008 was excluding the acquisition of Concentric. When combining Concentric and Haldex, sales and operating income* are expected to be significantly higher 2008 compared to 2007. The outlook excluding the acquisition of Concentric remains unchanged compared to what was communicated in the Year End report.

* Excluding amortization of intangible assets related to the acquisition of Concentric.


## Parent Company

Haldex AB is the Parent Company of the Haldex Group. Haldex AB provides head-office functions, including a central finance function.

## Employees

The number of employees at the end of the period was $5,927(4,687)$. The increase was primarily related to the acquisition of Runguang Hydraulics.

## Sale of shares in subsidiaries

Kanematsu acquired 2.9\% of the shares of Haldex Garphyttan Hong Kong Co Ltd.

## Accounting principles

Haldex applies International Financial Reporting Standards (IFRS), as adopted by the European Commission for application in the EU. This interim report has been prepared in accordance with IAS 34, Interim Reporting, and RR31, Interim Reporting for Groups. The accounting principles and calculating methods are unchanged compared with those used in the 2007 Annual Report.

## Reclassification of financial income

Up to 2007, Haldex recognized its financial income within operating income. Due to an amended interpretation of IAS 1, financial income has been reclassified and, as of 2008, is recognized among net financial items. Comparative figures for prior periods have been reclassified accordingly. Operating income for 2007 included financial income of SEK 13 m.

## Other

Because of rounding-off, the figures do not always tally when added together.

## Future reporting dates

Interim report January-June 200818 July 2008
Interim Report January-September 200824 October 2008

Stockholm, April 25, 2008

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Corporate Registration Number 556010-1155

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

Consolidated income statement

| Amounts in SEK m | Jan-March |  | April 2007 <br> - March 2008 | Full year 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 2131 | 2060 | 8011 | 7940 |
| Cost of goods sold | -1635 | -1591 | -6 235 | -6191 |
| Gross income | 496 | 469 | 1776 | 1749 |
|  | 23.3\% | 22.8\% | 22.2\% | 22.0\% |
| Sales, administrative |  |  |  |  |
| \& product development costs | -392 | -391 | -1 505** | -1 504** |
| Other operating income \& expenses* | 8 | 9 | 43 | 44 |
| Operating income | 112 | 87 | 314 | 289 |
| Financial income and expense* | -19 | -17 | -69 | -67 |
| Earnings before tax | 93 | 70 | 245 | 222 |
| Taxes | -30 | -23 | -88 | -81 |
| Net profit | 63 | 47 | 157 | 141 |
| of which minority interests | 1 | 1 | 4 | 4 |
| Earnings per share, SEK | 2.85 | 2.12 | 6.97 | 6.24 |
| Avg. no. of shares (000) | 21920 | 22065 | 21944 | 21980 |

Consolidated income statement by type of cost

| Amounts in SEK m | Jan - March |  | April 2007 <br> - March 2008 | Full year 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 2131 | 2060 | 8011 | 7940 |
| Direct material costs | -1136 | -1 091 | -4 249 | -4 204 |
| Personnel costs | -498 | -497 | -1 966 | -1 965 |
| Depreciation | -79 | -77 | -283 | -281 |
| Other operating income \& expenses* | -306 | -308 | -1 199 | -1 201 |
| Operating income | 112 | 87 | 314 | 289 |
| Financial income and expense* | -19 | -17 | -69 | -67 |
| Earnings before tax | 93 | 70 | 245 | 222 |
| Taxes | -30 | -23 | -88 | -81 |
| Net profit | 63 | 47 | 157 | 141 |
| of which minority interests | 1 | 1 | 4 | 4 |

[^0]Consolidated balance sheet

| Amounts in SEK m | $\begin{gathered} \text { March } 31 \\ 2008 \end{gathered}$ | $\begin{array}{r} \text { March } 31 \\ 2007 \end{array}$ | December 31 2007 |
| :---: | :---: | :---: | :---: |
| Goodwill | 391 | 423 | 425 |
| Other intangible assets | 283 | 217 | 286 |
| Tangible fixed assets | 1427 | 1441 | 1501 |
| Financial fixed assets | 138 | 180 | 142 |
| Derivative instruments | 10 | 8 | - |
| Total fixed assets | 2249 | 2269 | 2354 |
| Inventories | 978 | 933 | 1055 |
| Current receivables | 1576 | 1505 | 1471 |
| Derivative instruments | 29 | 35 | 20 |
| Cash and cash equivalents | 243 | 215 | 182 |
| Total current assets | 2826 | 2688 | 2728 |
| Total assets | 5075 | 4957 | 5082 |
| Total shareholders' equity | 1845 | 1965 | 1871 |
| Pension and similar obligations | 329 | 336 | 334 |
| Deferred taxes | 82 | 105 | 90 |
| Long-term interest-bearing liabilities | 1237 | 1160 | 1293 |
| Derivative instruments | - | - | - |
| Other long-term liabilities | 21 | 25 | 24 |
| Total long-term liabilities | 1669 | 1626 | 1741 |
| Derivative instruments | 5 | 17 | 22 |
| Short-term loans | 152 | 78 | 155 |
| Current operating liabilities | 1404 | 1271 | 1293 |
| Total current liabilities | 1561 | 1366 | 1470 |
| Total liabilities and shareholders' equity | 5075 | 4957 | 5082 |

Consolidated changes in shareholders' equity

|  | March 31 <br> $\mathbf{2 0 0 8}$ | March 31 <br> $\mathbf{2 0 0 7}$ | December 31 <br> Amounts in SEK $m$ |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Opening balance | 1871 | 1898 | 1898 |
| Increase in minority share of shareholders' equity | 2 | - | 7 |
| Dividend to Haldex AB's shareholders | - | - | -99 |
| Dividend to minority shareholders | - | - | -1 |
| Translation difference | -100 | 35 | -32 |
| Hedge reserve (IAS 39) | 9 | -15 | -19 |
| Buyback of own shares | - | - | -24 |
| Net profit | 63 | 47 | 141 |
| Closing balance | $\mathbf{1 8 4 5}$ | $\mathbf{1 9 6 5}$ | $\mathbf{1 8 7 1}$ |
| of which minority interests | 16 | 4 | 14 |

## Consolidated cash-flow statement

| Amounts in SEK m | Jan - March |  | $\begin{array}{r} \text { April } 2007 \\ - \text { March } 2008 \\ \hline \end{array}$ | Full year2007 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 |  |  |
| Operating income* | 112 | 87 | 314 | 289 |
| Reversal of depreciation and impairment losses | 79 | 77 | 302 | 300 |
| Interest paid* | -20 | -16 | -70 | -66 |
| Capital gain on sale of shares in subsidiaries | 1 | - | 1 | - |
| Taxes paid | -36 | -13 | -82 | -59 |
| Cash flow from operating activities before changes in working capital | 136 | 135 | 465 | 464 |
| Change in working capital | -5 | -113 | -44 | -152 |
| Cash flow from operating activities | 131 | 22 | 421 | 312 |
| Net investments | -79 | -94 | -438 | -453 |
| Acquisitions | - | -3 | -46 | -49 |
| Sale of shares in subsidiaries | 4 | - | 4 | - |
| Cash flow from investments | -75 | -97 | -480 | -502 |
| Dividend to Haldex AB's shareholders | - | - | -99 | -99 |
| Dividend to minority shareholders | - | - | -1 | -1 |
| Buyback of own shares | - | - | -24 | -24 |
| Change in loans | 25 | 42 | 232 | 249 |
| Change in long-term receivables | -12 | -5 | -16 | -9 |
| Cash flow from financing | 13 | 37 | 92 | 116 |
| Change in cash and bank assets, excl. exchange-rate difference | 69 | -38 | 33 | -74 |
| Cash and bank assets, opening balance | 182 | 250 | 215 | 250 |
| Exchange-rate difference in cash and bank assets | -8 | 3 | -5 | 6 |
| Cash and bank assets, closing balance | 243 | 215 | 243 | 182 |

* Reclassification of financial income from Other operating income to Financial items; see page 7.

| Key figures | Jan - March <br> 2008 | $\mathbf{2 0 0 7}$ | April 2007 <br> - March 2008 | Full year <br> $\mathbf{2 0 0 7}$ |
| :--- | ---: | ---: | ---: | ---: |
| Operating margin, \%**** |  |  |  |  |
| Operating margin, \%* | 5.3 | 4.2 | 4.5 | 4.3 |
| Capital turnover rate | 5.3 | 4.2 | 3.9 | 3.6 |
| Return on capital employed, \%* | 2.4 | 2.4 | 2.2 | 2.2 |
| Return on shareholders’ equity, \% | 12.4 | 10.1 | 8.6 | 8.0 |
| Interest coverage ratio* | 13.6 | 9.7 | 8.1 | 7.3 |
| Equity/assets ratio, \% | 5.8 | 5.1 | 4.6 | 4.3 |
| Debt/equity ratio, \% | 36 | 40 | 36 | 37 |
|  | 80 | 69 | 80 | 86 |


| Share data | Jan - March |  | April 2007 | Full year |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | - March 2008 | $\mathbf{2 0 0 7}$ |
|  |  |  |  |  |
| Earnings after tax, SEK | 2.85 | 2.12 | 6.97 | 6.24 |
| Shareholders' equity, SEK | 84.19 | 89.06 | 84.19 | 85.36 |
| Avg. number of shares, thousands | 21920 | 22065 | 21944 | 21980 |
| Number of shares at period end, thousands | 21920 | 22065 | 21920 | 21920 |
| Market price, SEK | 104.75 | 168.00 | 104.75 | 113.50 |
| * Reclassification of financial income from Other operating income to Financial items; see page 7. |  |  |  |  |
| ** Excluding restructuring costs |  |  |  |  |

## Quarterly report

| Amounts in SEK m |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} 2008 \\ \text { Q1 } \end{array}$ | $\begin{array}{r} 2007 \\ \text { Q1 } \end{array}$ | Q2 | Q3 | Q4 | Full year |
| Net sales | 2131 | 2060 | 2030 | 1895 | 1955 | 7940 |
| Cost of goods sold | -1635 | -1591 | -1 568 | -1505 | -1527 | -6191 |
| Gross earnings | 496 | 469 | 462 | 390 | 428 | 1749 |
|  | 23.3\% | 22.8\% | 22.8\% | 20.6\% | 21.9\% | 22.0\% |
| Sales, administrative \& prod. development costs | -392 | -391 | -382 | -337 | -394 | -1504 |
| Other operating income \& expenses * | 8 | 9 | 12 | 10 | 13 | 44 |
| Operating income | 112 | 87 | 92 | 63 | 47 | 289 |
| Financial income and expense | -19 | -17* | -14* | -21* | -15* | -67* |
| Earnings before tax | 93 | 70 | 78 | 42 | 32 | 222 |
| Taxes | -30 | -23 | -28 | -5 | -25 | -81 |
| Earnings for the period of which minority interests | $\begin{array}{r} 63 \\ 1 \end{array}$ | 47 1 | 50 0 | 37 2 | 7 1 | 141 4 |
| Earnings per share, SEK | 2.85 | 2.12 | 2.24 | 1.61 | 0.27 | 6.24 |
| Operating margin, \%**** | 5.3 | 4.2 | 4.5 | 3.3 | 4.9 | 4.3 |
| Operating margin, \%* | 5.3 | 4.2 | 4.5 | 3.3 | 2.3 | 3.6 |
| Cash-flow after net investments | 52 | -72 | -88 | -126 | 145 | -141 |
| Return on capital employed, \% ${ }^{* * * * *}$ | 8.6 | 10.0 | 9.8 | 9.1 | 8.0 | 8.0 |
| Return on equity, \%*** | 8.1 | 15.0 | 14.7 | 13.9 | 7.3 | 7.3 |
| Equity/assets ratio, \% | 36 | 40 | 37 | 37 | 37 | 37 |
| Investments | 79 | 94 | 109 | 103 | 157 | 463 |
| R\&D, \% | 4.3 | 4.4 | 4.2 | 4.1 | 4.2 | 4.2 |
| Number of employees*** | 5747 | 4702 | 4997 | 5263 | 5519 | 5519 |

[^1]
## Segment reporting

Amounts in SEK m


[^2]
## Parent Company's income statement

| Amounts in SEK m | Jan - March |  | April 2007 <br> - March 2008 | Full year 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 8 | 5 | 46 | 43 |
| Administrative costs | -17 | -23 | -77 | -83 |
| Operating loss | -9 | -18 | -31 | -40 |
| Dividends from Group companies | - | 1 | 116 | 117 |
| Group contributions | - | - | 117 | 117 |
| Other financial items | 24 | -7 | 38 | 7 |
| Earnings/loss before tax | 15 | -24 | 240 | 201 |
| Change in tax allocation reserve | - | - | -7 | -7 |
| Taxes | -4 | 7 | -10 | -13 |
| Net profit/loss | 11 | -17 | 223 | 181 |
| Parent Company's balance sheet |  |  |  |  |
|  | March 31 |  | March 31 | Dec 31 |
| Amounts in SEK m | 2008 |  | 2007 | 2007 |
| Tangible fixed assets | 3 |  | 2 | 3 |
| Financial fixed assets | 1786 |  | 1784 | 1776 |
| Total fixed assets | 1789 |  | 1786 | 1779 |
| Current receivables | 34 |  | 20 | 26 |
| Receivables from subsidiaries | 1304 |  | 1176 | 1335 |
| Derivative instruments | 57 |  | 61 | 47 |
| Cash and cash equivalents | 96 |  | 77 | 44 |
| Total current assets | 1491 |  | 1334 | 1452 |
| Total assets | 3280 |  | 3120 | 3231 |
| Total shareholders' equity | 1121 |  | 1043 | 1110 |
| Untaxed reserves | 188 |  | 181 | 188 |
| Pension and similar obligations | 13 |  | 16 | 13 |
| Other provisions | 11 |  | 10 | 11 |
| Long-term interest-bearing liabilities | 1226 |  | 1126 | 1249 |
| Debts to subsidiaries | 5 |  | 5 | 5 |
| Total long-term liabilities | 1255 |  | 1157 | 1278 |
| Current operating liabilities | 40 |  | 25 | 28 |
| Debts to subsidiaries | 639 |  | 659 | 582 |
| Derivative instruments | 37 |  | 55 | 45 |
| Total current liabilities | 716 |  | 739 | 655 |
| Total liabilities and shareholders' equity | 3280 |  | 3120 | 3231 |


[^0]:    * Reclassification of financial income from Other operating income to Financial items; see page 7.
    ** Including restructuring costs of SEK 50 m .

[^1]:    * Reclassification of financial income from Other operating income to Financial items; see page 7.
    ** Excluding restructuring costs
    *** Rolling 12 months.

[^2]:    * Reclassification of financial income from Other operating income to Financial items; see page 7.
    ** Excluding restructuring
    *** Rolling 12 months

