

## Eniro – Year - end report 2007

### October – December

- Operating revenues amounted to SEK 2,082 M (1,958)
- Operating income before depreciation (EBITDA) amounted to SEK 837 M (747)
- Net income for the period amounted to SEK 501 M (354)
- Net income per share amounted to SEK 2.87 (1.95)
- Cash earnings per share amounted to SEK 3.49 (2.53)
- Refinancing carried out in November
- Redemption program completed in December

### January – December

- Operating revenues amounted to SEK 6,443 M (6,372)
- Operating income before depreciation (EBITDA) amounted to SEK 2,266 M (2,220)
- Net income for the period amounted to SEK 1,304 M (1,054)
- Net income per share amounted to SEK 7.27 (5.82)
- Cash earnings per share amounted to SEK 9.59 (8.13)
- Performance was in line with 2007 market outlook
- The Board of Directors will propose a dividend to the AGM of SEK 5.20 (4.40), totaling SEK 839 M (797)
- Market outlook for 2008: Operational EBITDA in 2008 is expected to be in line with 2007

Summary of consolidated income statement						
	3 months			12 months		
	October - December			January - December		
SEK M	2007	2006	%	2007	2006	%
Operating revenues	2,082	1,958	6	6,443	6,372	1
Operating income before depreciation (EBITDA)	837	747	12	2,266	2,220	2
Earnings before tax	617	499	24	1,401	1,276	10
Net income continuing operations	502	390	29	1,123	985	14
Net income	501	354	42	1,304	1,054	24
Net income per share, continuing operations	2.87	2.15	33	6.25	5.44	15
Net income per share, SEK	2.87	1.95	47	7.27	5.82	25
Cash flow from operating activities	915	561	63	1,631	1,402	16
Cash earnings per share, SEK	3.49	2.53	38	9.59	8.13	18

## **CEO Tomas Franzen's comments on the Year – end report 2007**

*During 2007, Eniro's position as the Nordic leading online search company was strengthened. Eniro's strong online growth continued with record high numbers of searches performed in Eniro's Internet network. In 2007, the Group managed to generate above SEK 2 bn of online revenues.*

New technology is continuously changing the dynamics in the search industry, offering the users more and more advanced search possibilities whenever and wherever. However, new technology also means new possibilities for the search industry. With the ease of use and the never ending accessibility online search channels increase the overall number of searches every year and provide a fast growing market for search companies.

As the Nordic market leader in search, Eniro is and has to be in the forefront of this development. Our overall challenge is to master a fast growing business within online and at the same time master a declining business within print.

Eniro is very well positioned to handle this challenge. During the last years we have organically and by acquisitions created excellent local search positions and we have the leading local search site in all Nordic countries. Our dependency on the print business has declined from 64 percent of total revenues in 2005 to 54 percent for 2007, and during the same time our online business has grown from SEK 1,346 M in 2005 to SEK 2,004 M in 2007.

During the same time we have been able to grow our EBITDA-margins from 32 percent to 34 percent. Our ability to keep and improve our margins in the changing revenue mix from print to online is based on the rational that a leading online position with a critical mass large enough has every possibility to deliver margins in line with the margins on the print side. Within Eniro today we have two markets close to that critical mass, Norway and Sweden. Runner up is Denmark after our acquisition of Krak, which gave us the number one local search position in the Danish market. Our positions in Finland and Poland need to be developed further in order to reach the right fundamentals for print alike margins also on the online side.

Going forward we believe that the development we have seen during the last years will continue and Eniro will be an online company with a print heritage, but with continued high margins.

Looking at 2007 in some more detail this has been an eventful year when we continued to strengthen our position as the leading search company in the Nordic market. During the year our focus has been on accelerating growth in online revenues, increase revenues from voice and reduce the decline from print

in order to achieve our ambition for revenue growth in a mid term perspective of 3-5 percent per year.

Group revenues for the full year increased organically with 2 percent to SEK 6,443 M, an improvement from the 1 percent organic growth in 2006, but still short of our mid term target.

In 2007 we launched new versions of our websites in all countries with new design and improved functionalities such as aerial photographs and video search. We expanded our sales forces in most markets to increase our market penetration and to grow our customer base, especially within online. We now have online business units as well as focused online sales forces in all our markets.

In the second quarter 2007, we acquired Krak, the leading online directory company in Denmark. This was an important acquisition, which gave us a leading online position in Denmark and strengthened our position as the leading search company in the Nordic region. The integration of Krak during the second half-year has been in accordance with our plan, and the Danish EBITDA-result in the fourth quarter clearly shows that the expected cost synergies are now turning into reality.

Regarding our ambition to accelerate online growth we recorded an organic growth of 16 percent compared with 14 percent in 2006. The organic growth in the fourth quarter was 21 percent compared with 15 percent in the same quarter in 2006. Our overall share of Internet revenues, as a proportion of total revenues increased to 31 percent compared to 25 percent in 2006. I am especially pleased with the 20 percent growth in the Swedish online business in the fourth quarter, an improvement from 17 percent in the same period in 2006. Our 2007 market outlook for online growth in Norway and Sweden was reached.

Regarding our aim to grow the directory assistance we recorded an organic increase in voice revenues of 3 percent. The growth was a consequence of our new service concept and increased market share in Finland.

Regarding our objective to reduce decline in print we were successful in Sweden, which recorded organically flat print revenues but print revenues in Norway continue to be challenging and an organic decline of 15 percent in Norway is a disappointment.

EBITDA for the Group improved by 2 percent to SEK 2,266 M. Our guidance was an underlying EBITDA for the Group, excluding capital gains and restructuring effects, to be in line with 2006. Excluding capital gains of SEK 140 M and restructuring effect of SEK 70 M, we exceeded last years EBITDA with SEK 19 M. The operational EBITDA-margin excluding capital gains was 34 percent.

In our market outlook for 2008 we expect Group revenues to grow organically with a strong growth in online revenues more than offsetting the decline in print revenues. Our operational EBITDA is expected to be in line with 2007 due to increased investments in the online business.

A refinancing of the Eniro Group was carried out during the fourth quarter and enabled the cash distribution of approximately SEK 2,000 M to our shareholders. In the end of 2007 Eniro had a net debt in relation to EBITDA of 4.8 excluding capital gains.

For 2007, the Board will propose to the AGM a dividend of SEK 5.20 per share, 75 percent of net income from continuing operations, which is in line with our dividend policy.

**Tomas Franzén**  
President and CEO

## Financial summary

### Fourth quarter results

Operating revenues increased by 6 percent to SEK 2,082 M (1,958).

The organic increase in operating revenues was 1 percent (adjusted for currency effects, publication shifts, publication fees, changed bundling method, acquisitions and divestments).

Online revenues continued to show strong growth in all markets, with an increase of 42 percent to SEK 616 M (435) where of SEK 57 M was contributed from Krak (Denmark), which was acquired during the end of the second quarter. The organic growth was 21 percent.

Operating revenues from voice was unchanged at SEK 240 M (239). Organically, voice revenues decreased by 1 percent.

Offline revenues declined by 5 percent to SEK 1,226 M (1,284) The fourth quarter was positively impacted by changes in publication dates of SEK 16 M. Organically; offline revenues decreased by 7 percent mainly as a result of lower offline revenues in Norway and Finland.

Operating income before depreciation (EBITDA) for the quarter amounted to SEK 837 M (747). All countries improved their results compared to the fourth quarter 2006, especially Denmark due to positive synergy effects from the Krak acquisition.

### Full year results

Operating revenues amounted to SEK 6,443 M (6,372). Organic growth was 2 percent.

Online revenues increased by 24 percent to SEK 2,004 M (1,613). The organic growth rate of 16 percent was a result of double-digit organic growth in all markets.

Voice revenues increased by 4 percent to SEK 939 M (907). The organic increase was 3 percent.

Offline revenues amounted to SEK 3,500 M (3,852), a decline of 9 percent. Organically, offline revenues declined by 6 percent, mainly as a result of lower offline revenues in Norway.

EBITDA for the year amounted to SEK 2,266 M (2,220) and included capital gains of SEK 140 M (43). The restructuring in Denmark and Sweden negatively impacted EBITDA for the full year with approximately SEK 70 M. Taking into account the capital gains and restructuring effects, full year EBITDA 2007 exceeds EBITDA for 2006. Full year EBITDA was negatively impacted from loss of publication fees.

### Operational EBITDA 2007 vs 2006

SEK M	2007	2006	Diff
<b>EBITDA</b>	<b>2,266</b>	<b>2,220</b>	<b>46</b>
Capital Gains	-140	-43	-97
Restructuring projects (whereof)	70		
Denmark	60		
Sweden	10		
<b>Operational EBITDA (ex Cap Gains &amp; Restructuring)</b>	<b>2,196</b>	<b>2,177</b>	<b>19</b>

### Taxes

Income tax for the fourth quarter was SEK 115 M (109), which resulted in a reported tax rate of 19 percent. For 2007 the income tax was SEK 278 M (291), with a reported tax rate of 20 percent. During 2007, capital gains were realized with no tax impact. The underlying tax rate for the full year is 22 percent.

### Earnings per share

Cash earnings per share amounted to SEK 3.49 (2.53) for the fourth quarter and SEK 9.59 (8.11) for the full year. Net income per share amounted to SEK 2.87 (1.95) for the quarter and SEK 7.27 (5.82) for the full year.

### Cash flow

Cash flow from operating activities for the fourth quarter was SEK 915 M (561) and was positively affected from termination of interest swaps, a one-time effect in conjunction with the refinancing, of SEK 189 M and from tax refunds of SEK 86 M. Total cash flow for the fourth quarter was SEK -1,216 M (71) including the net effect of the redemption program of SEK -1,967 M. Cash flow from operating activities for the full year was SEK 1,631 M (1,402), while total cash flow was SEK 90 M (-230).

### Financial position

The Group's interest-bearing net debt totaled SEK 10,281 M (8,872) at December 31, 2007. The equity/assets ratio was 22 percent (28). The debt/equity ratio was 2.53 compared with 1.73 at December 31, 2006. Interest-bearing net debt in relation to EBITDA was 4.5 and 4.8 excluding capital gains. Return on equity was 25 percent (22) for 2007. Unrealized currency effects on external loans totaling of SEK 667 M have increased net debt for the full year period.

The financial net amounted to SEK -111 M (-146) for the fourth quarter and includes the net of currency exchange differences with SEK -11 M (-16). In the quarter the financial net was positively affected from the termination of interest swaps, a one-time effect in conjunction with the refinancing, of SEK 52 M. For the full year, the financial net amounted to SEK -454 M (-537) and the net of currency exchange differences was SEK 42 M (-13).

In conjunction with the divestment of WLW, Eniro signed a five-year loan agreement with the existing bank consortium (Danske Bank, DNB NOR, Handelsbanken, Nordea, Royal Bank of Scotland, SEB and Swedbank). The refinancing took place in November 2007 with an initial credit framework corresponding to SEK 13,000 M. The agreement replaced Eniro's previous loan agreement with the purpose of financing current operations and enabled the cash distribution to shareholders that took place in December 2007. The loan will be amortized by approximately SEK 475 M per year.

At December 31, 2007, outstanding debt under the credit facilities totaled NOK 5,000 M, EUR 80 M, DKK 400 M and SEK 3,545 M. 4,250 M of NOK and 1,080 M of SEK of the facility, corresponding to approximately 57 percent of the utilized facility, are hedged at a fixed interest rate until maturity date.

### **Redemption program**

Following a resolution of the Extraordinary General Meeting of the Company on October 9, 2007, a voluntary redemption program was carried out during the fourth quarter.

After the completion of the program, the share capital amounts to SEK 184,909,188 and the number of shares and votes in the Eniro reduced from 182,102,392 to 162,271,368. In December 2007, SEK 1,963 M was distributed to Eniro's shareholders.

### **Holding of own shares**

At the start of the year, Eniro held 999,860 of its own shares. 3,433 shares were used in the share savings program. At the end of 2007, Eniro held 996,427 shares. These shares will be retained for use in the share-saving program. The average holding of the company's own shares during 2007 was 999,384.

### **Parent Company**

Operating revenues for 2007 amounted to SEK 24 M (28). All operating revenues pertain to internal Group sales. Earning before tax amounted to SEK 27 M (362). Investments amounted to SEK 618 M (921) and

consisted of capital contribution to subsidiaries and acquisitions of Leta Information AB and Netclips AB (bubblare.se). The Parent Company's external interest-bearing net debt at the end of the period amounted to SEK 7 M (6).

The year-end report for the Parent Company was prepared in accordance with RR 32 Reporting of Legal Entities.

### **Risks and Uncertainties**

Eniro's business environment is undergoing some significant changes. Examples of significant industry and market related risks in Eniro's operations include the risk of new types of competitor constellations and competitor cooperation, the risk of changes in customer behaviour and user behaviour, the risk of rapid technological development or technology shifts, as well as the risk that competitors will develop new and improved services. A more complete description of Eniro's risks and uncertainties is described in Eniro's annual report for 2006 on pages 28-29 under section Risk management. No additional significant risks or uncertainties are estimated to have developed during 2007 than those described in the annual report.

Eniro has categorized the risks it faces as industry- and market related risks, commercial risks, operative risks, financial risks, compliance risks relating to laws and regulations, and financial reporting risks. The company annually assesses the different risk categories in order to identify risks and uncertainties in a systematic manner.

### **Market Outlook**

In our market outlook for 2008 we expect Group revenues to grow organically with a strong growth in online revenues more than offsetting the decline in print revenues.

Our operational EBITDA is expected to be in line with 2007 and affected by increased investments in the online business.

## Development per market

### Sweden excluding Voice

SEK M	October - December				January - December			
	2007	2006	%	% org*	2007	2006	%	% org*
Revenues	868	846	3	3	2,227	2,175	2	4
Offline	644	659	-2	0	1,476	1,522	-3	0
Online	224	187	20	20	751	653	15	14
EBITDA	489	466	5		1,028	1,003	2	
EBITDA marg %	56	55			46	46		

\*Organic change

#### October - December

Operating revenues for Sweden ex voice increased by 3 percent to SEK 868 M (846). Organically, operating revenues increased by 3 percent.

Online revenues increased organically by 20 percent, driven by improved market penetration resulting in increased number of customers to approximately 70,000 (37,000).

During the fourth quarter 2007, revenues were reported from 10 "Yellow pages" directories and from 53 local directories. Offline revenues were organically flat compared to last year. Revenues from the "Yellow pages" directories declined organically by 6 percent, primarily due to the Stockholm book decline of approximately 10 percent. Revenues from the local directories, increased organically by 20 percent.

EBITDA increased to SEK 489 M (466) as a result of higher sales and strict cost control. Restructuring effects from organizational changes impacted EBITDA negatively with approximately SEK 10 M.

#### January - December

Operating revenues for the full year of 2007 amounted to SEK 2, 227M (2,175).

Organically, operating revenues increased by 4 percent.

Online revenues increased organically by 14 percent, one percentage point better than in 2006.

Offline revenues for the full year were organically flat as indicated in the 2007 market outlook.

During 2007, revenues were reported from 28 "Yellow pages" directories and from 185 local directories. The revenues from the "Yellow Pages" directories declined organically by 5 percent, while revenues from the local directories increased organically by 17 percent.

EBITDA amounted to SEK 1,028 M (1,003).

### Sweden Voice

SEK M	October - December				January - December			
	2007	2006	%	% org*	2007	2006	%	% org*
Revenues	150	158	-5	-7	607	597	2	1
EBITDA	38	31	23		149	140	6	
EBITDA marg %	25	20			25	23		

\* Organic change

#### October - December

Operating revenues for the quarter decreased by 5 percent and organically, revenues declined by 7 percent.

Revenues from the SMS service increased in the fourth quarter while the call volumes decreased some compared to the same period 2006.

EBITDA increased to SEK 38 M (31) and included a one time effect that resulted in lower pension cost of SEK 6 M compared to the same period 2006.

#### January – December

Operating revenues increased by 2 percent to

SEK 607 M (597). As of January 1, 2007 content sales were moved from Offline to Voice. The organic increase of revenues was 1 percent.

EBITDA amounted to SEK 149 M (140).

### Norway

SEK M	October - December				January - December			
	2007	2006	%	% org*	2007	2006	%	% org*
Revenues	442	416	6	-3	1,982	2,121	-7	-2
Offline	134	216	-38	-33	1,010	1,344	-25	-15
Online	273	173	58	20	860	675	27	20
Voice	35	27	30	22	112	102	10	9
EBITDA	119	108	10		901	925	-3	
EBITDA marg %	27	26			45	44		

\* Organic change

#### October – December

Operating revenues for Norway during the fourth quarter increased by 6 percent to SEK 442 M (416). Strong growth in online and voice revenues compensated the weaker performance in offline revenues. Adjusted for positive currency effect, reduced consolidated revenues deriving from the reduction of ownership in SOL, changed bundling method and the loss of publication fees, revenues decreased organically by 3 percent.

Online revenues for Norway totaled SEK 273 M (173), with an organic growth, including changes in the bundling method, of 20 percent. The increase was mainly driven by continued strong growth in gulesider.no.

Voice revenues increased by 30 percent mainly due to price increases from December 1, 2007. The organic development in voice was 22 percent.

Offline revenues, including changes in the bundling method, declined organically by 33 percent. The changed bundling and lost publication fees explain SEK 42 M of the decrease in the relatively small print quarter.

EBITDA for Norway was SEK 119 M (108) mainly due to strict cost control.

#### January – December

Operating revenues declined by 7 percent to SEK 1,982 M (2,121). The organic decline was 2 percent.

Online revenues increased organically, including changes in the bundling method, by 20 percent as indicated in 2007 market outlook. The growth in online was mainly driven by strong growth in gulesider.no.

Voice revenues increased organically by 9 percent as a result of price increases.

Offline revenues decreased organically, including changes in the bundling method, by 15 percent as indicated in 2007 market outlook.

EBITDA for Norway amounted to SEK 901 M (925) and included a capital gain of SEK 125 M from the sale of 49.9 percent of SOL. The comparable EBITDA for the same period 2006 included a capital gain of SEK 37 M from the sale of DM Huset AS and Tradera Nordic AB. Effects of lost publication fees of SEK 60 M and the effects from the changed bundling method of SEK 11 M had a negative impact on the comparison with last year.

As of January 1, 2007, Eniro's ownership in SOL is 50.1 percent. SOL is managed as a joint venture and consolidated into the accounts in accordance with the proportional method (see accounting principles).

## Finland

SEK M	October - December				January - December			
	2007	2006	%	% org*	2007	2006	%	% org*
Revenues	158	161	-2	-3	640	642	0	0
Offline	64	77	-17	-18	285	311	-8	-8
Online	39	30	30	30	135	123	10	10
Voice	55	54	2	1	220	208	6	6
EBITDA	30	26	15		120	84	43	
EBITDA marg %	19	16			19	13		

\*Organic change

### October – December

Operating revenues for Finland during the fourth quarter decreased by 2 percent. The organic development was a decrease of 3 percent.

Revenues from online increased organically by 30 percent, positively affected from strong growth in eniro.fi and suomi24.fi. and from changes in the canvass planning earlier in the year.

Revenues from voice increased organically by 1 percent.

Offline revenues decreased organically by 18 percent negatively affected from weak performance from the B2B product Yritystele.

EBITDA increased to SEK 30 M (26) despite lower revenues, as a result of strict cost control.

### January - December

Operating revenues and the organic development for the full year were flat.

Online revenues increased organically by 10 percent driven by growth in eniro.fi and suomi24.fi.

Voice increased organically by 6 percent as a result of increased market share and increased price.

Offline revenues decreased organically by 8 percent as a result of lower revenues from the Helsinki and Tampere editions, as well as lower revenues from the B2B product Yritystele. The Eniro Telephone Directories developed favorably during the year.

EBITDA increased to SEK 120 M (84) and included a capital gain of SEK 15 M from the sale of shares in Finnet Media. Excluding capital gains, the EBITDA margin improved to 16 percent (13).

## Denmark

SEK M	October - December				January - December			
	2007	2006	%	% org*	2007	2006	%	% org*
Revenues	223	138	62	2	570	442	29	5
Offline	166	111	50	-2	396	346	14	2
Online	57	27	111	15	174	96	81	12
EBITDA	62	35	77		38	58	-34	
EBITDA marg %	28	25			7	13		

\*Organic change

### October – December

Since the third quarter 2007 Kraks Forlag A/S is consolidated which affects the year on year comparison significantly.

Operating revenues for Denmark during the quarter increased by 62 percent, with a SEK 64 M positive effect from the acquisition of Krak. Changes in publications dates affected operating revenues positively by SEK 22 M in the quarter. The organic development was an increase of 2 percent.

Offline revenues decreased organically by 2 percent while online revenues increased organically by 15 percent in the quarter. Changed revenue split from the Mostrup product impacted offline revenues positively by SEK 27 M and online revenues negatively with the same amount in the fourth quarter.

EBITDA amounted to SEK 62 M (35). The Krak acquisition contributed positively.

### January – December

Kraks Forlag A/S was acquired at the end of the second quarter 2007 and the two entities Kraks Forlag A/S and Eniro Danmark A/S are now fully integrated.



Synergies are estimated at approximately SEK 60 M annually from 2008.

Operating revenues for the full year increased by 29 percent and the organic development was an increase of 5 percent.

Offline revenues increased organically by 2 percent and online revenues increased organically by 12

percent.

EBTDA amounted to SEK 38 M (58). EBITDA for the full year was negatively affected by a restructuring effect of approximately SEK 60 M following the acquisition of Krak.

## Poland

SEK M	October - December				January - December			
	2007	2006	%	% org*	2007	2006	%	% org*
Revenues	241	239	1	-3	417	395	6	3
Offline	218	221	-1	-4	333	329	1	-2
Online	23	18	28	20	84	66	27	25
EBITDA	117	111	5		100	91	10	
EBITDA marg %	49	46			24	23		

\*Organic change

### October – December

Operating revenues increased by 1 percent and organically, operating revenues declined by 3 percent, all from currency.

Pf.pl continued to show satisfactory improvements with an organic increase in online revenues of 20 percent.

Offline revenues decreased organically by 4 percent with lower revenues from Panorama Firm compared to the fourth quarter 2006.

EBITDA amounted to SEK 117 M (111) as a result of strict cost control.

### January – December

Operating revenues increased by 6 percent. The organic increase was 3 percent, all from currency.

Offline revenues decreased organically by 2 percent and online revenues increased by 25 percent organically.

EBITDA improved to SEK 100 M (91) mainly as a result of higher sales and strict cost control.

## Other

*This category includes costs for corporate headquarter and Group-wide projects.*

EBITDA for the fourth quarter amounted to SEK -18 M (-30) and for the full year SEK -70 M (-81).

## Other information

### Employees

On December 31, 2007, the number of full-time employees totaled 4,650 (4,821). In the comparison figure for 2006 a total of 254 employees in Germany was included. The increase in the number of employees in Denmark was an effect of the acquisition of Krak. The number of employees by country is presented in the table below:

	2007	2006
Sweden	1,461	1,459
Norway	1,059	1,069
Finland	533	530
Denmark	510	401
Poland	1,087	1,108
Germany	-	254
Total	4,650	4,821

### Legal issues

In the ongoing legal proceedings between Eniro Windhager Medien GmbH and DeTeMedien GmbH in Germany, the Supreme Court has passed their ruling on the issue of whether to admit the DeTeMedien appeal to the Supreme Court or not. The Supreme Court decided to remit the case back to the Court of Appeal in Frankfurt for a new hearing. The ground for the remittal was procedural. A new hearing at the Court of Appeal in Frankfurt is expected to be held during the spring 2008. Eniro has not recognized any asset in the balance sheet regarding the legal proceedings, with DeTeMedien, nor has it during 2007 been any change in the accounting of the financial assessment of the case.

### Accounting principles from 2007

This interim report is prepared in accordance with the International Financial Reporting Standards (IFRS), which are recognized by the European Union (EU). The structure of the interim report follows IAS 34 Interim Financial Reporting.

The EU has adopted the following standards and interpretations with effective date during 2007: IAS 1 Amendments – Presentation of Financial Statements: Disclosures of equity, IFRS 7 Financial instruments: Disclosures and IFRIC 11 IFRS 2 Group and Treasury Share Transactions. The above standards and interpretations have been applied as of January 1, 2007. These standards and interpretations are deemed not to have had any significant effect on the Group's earnings or equity.

As of January 1, 2007 Eniro held interests in joint ventures. A joint venture is defined as a contractual arrangement whereby two or more parties undertake an economic activity that is subject to joint control. This could take the form of jointly owned companies that are governed jointly. Joint ventures are reported

in compliance with IAS 31, Interest in Joint Ventures. Eniro consolidates joint ventures in accordance with the proportional method. Accordingly, Eniro's share of the joint venture's income statements and balance sheets is added to the corresponding line in Eniro's accounts.

In accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations, operations that Eniro is phasing out are reported separately in the balance sheet and income statement, since it is highly probable that a sale will be finalized within one year. This means that the German operations are reported separately under the heading Discontinued operations from the second quarter 2007.

A more detailed description of the accounting principles, which Eniro is applying, is presented in the 2006 Annual Report.

### Revenue effects for changed publication dates.

Revenues from the sale of printed directories are reported when the various directories are published. Changes in publication dates can thus affect comparisons between the same quarters for different years.

Revenue effect of moved publication 2007 versus 2006					
MSEK	Q1	Q2	Q3	Q4	Total 2007
Sweden excl Voice	19	-21	7	-5	0
Norway	0	0	0	0	0
Denmark	20	-37	1	22	6
Finland	11	-10	-1	0	0
Poland	0	1	0	-1	0
Total effect	50	-67	7	16	6

### Revenue distribution of bundled sales in 2007

Revenues from the sale of bundled products are distributed between offline and online revenues according to a distribution ratio that reflects the market value of each product. Up to and including 2006, the distribution ratio was based on measurements of commercial use of each product, which was measured continuously through customer surveys. The distribution ratio is adjusted annually. As of 2007, this distribution ratio is based on value for the advertisers. The value for the advertiser is measured continuously through customer surveys where the customers estimate the value of commercial use.

Sales of bundled products in the Swedish operations amounted to approximately SEK 440 M. As of January 1, 2007, 40 percent of revenues are reported as online revenues, while 60 percent are reported as offline revenues. The same distribution ratio between online and offline was used in 2006.

Sales of bundled products in Norway amounted to approximately NOK 140 M. The same distribution method has been introduced in Norway as in Sweden. A distribution of 70 percent to online and 30 percent to

offline of all bundled sales as of January 1, 2007. In Norway in 2006, the distribution ratio was 70 percent to offline and 30 percent to online.

The change in distribution method affected offline revenues negatively by NOK 84 M while online revenues increased by NOK 74 M for 2007. The net difference of NOK 10 M in revenues will be shifted to 2008. NOK 10 M negatively affected EBITDA for 2007.

#### **Revenue distribution of bundled sales in 2008**

There will be no changes in the method to distribute revenue from the sale of bundled products between offline and online revenues during 2008.

Sales of bundled products in the Swedish operations amounts to approximately SEK 440 M. 40 percent of bundled revenues will be reported as online revenues, while 60 percent will be reported as offline revenues. The same distribution ratio between online and offline was used in 2007.

Sales of bundled products in Norway amounts to approximately NOK 140 M. 70 percent of bundled revenues will be reported as online revenues, while 30 percent will be reported as offline revenues. The same distribution ratio between online and offline was used in 2007.

#### **Discontinued operations**

From the second quarter 2007 the German operation Wer Liefert was? (WLW) was reported as discontinued operations. The operation was divested in the third quarter for an enterprise value of approximately SEK 1,060 M (EUR 115 M). The sale resulted in a capital gain of approximately SEK 140 M.

#### **Other information**

Following a decision by the 2007 Annual General Meeting, a Nomination Committee was appointed. The Nomination Committee for the 2008 Annual General Meeting consists of Wouter Rosingh, Hermes Focus Asset Management, Luca Bechis, Richmond Capital, Niklas Antman, Kairos Investment Management, Mads Eg Gensmann, Parvus Asset Management, and Lars Berg, Chairman of the Eniro Board of Directors. The Nomination Committee appointed Niklas Antman to serve as Chairman of the Committee.

Shareholders wishing to submit proposals to the Nomination Committee can do so by e-mail to: [nominationcommittee@eniro.com](mailto:nominationcommittee@eniro.com)

#### **Annual General Meeting 2008**

The Annual General Meeting 2008 will be held on May 7, 2008, at 15.00 CET at Näringslivets Hus on Storgatan 19 in Stockholm, Sweden. The Annual Report for 2007 is expected to be available from the beginning of April and will be distributed to all shareholders who have requested financial information.

#### **Proposed dividend**

For the 2007 fiscal year, the Board will propose a dividend of SEK 5.20 (4.40) per share, which corresponds to 75 percent of the year's net income from continuing operations. Since the funds from the disposal of the German operations WLW of approximately SEK 1,000 M was part of the redemption program during the fourth quarter 2007, 75 percent of net income from continuing operations is to be considered in line with the established dividend policy. The total amount to be proposed for distribution amounts to SEK 839 M (797).

A proposed record date for dividends is May 12, 2008

#### **Stockholm, February 13, 2008**

#### **Tomas Franzén**

President and CEO

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

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#### **Financial calendar 2008**

Annual Report 2007	April, 2008
Interim report Jan-Mar 2008	April 25, 2008
Annual General Meeting 2008	May 7, 2008
Interim report Jan-Jun 2008	July 17, 2008
Interim report Jan-Sept 2008	October 29, 2008

## Market statistics

### Eniro's market shares

Country	Market	Market size 2007, SEK M	2007	2006
Sweden	Advertising*	24,000	10 %	10 %
	Internet advertising	4,000	19 %	22 %
	Directory advertising	2,000	77 %	79 %
Norway	Advertising*	18,800	10 %	12 %
	Internet advertising	3,300	26 %	28 %
	Directory advertising	1,000	100 %	100 %
Finland	Advertising*	13,000	3 %	4 %
	Internet advertising	1,000	13 %	15 %
	Directory advertising	1,000	28 %	29 %
Denmark	Advertising*	19,700	3 %	3 %
	Internet advertising	2,900	6 %	4 %
	Directory advertising	1,100	37 %	31 %
Poland	Advertising*	17,700	2 %	3 %
	Internet advertising	1,200	7 %	8 %
	Directory advertising	700	51 %	51 %

Sources: IRM, WARC, Dansk Oplagskontrol, IAB, CR Media Consulting and Eniro estimates. The figures have been adjusted in consideration of changed market data from the various institutes and changes in sources.

\* Traditional media, directories and Internet. Traditional media includes daily press, magazines, TV, radio cinema and outdoor advertising.

## Consolidated Income Statement

SEK M	----- 3 months -----		----- 12 months -----	
	2007	2006	2007	2006
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
<b>Continuing operations</b>				
Operating revenues:				
Gross operating revenues	2 111	1 999	6 508	6 446
Advertising tax	-29	-41	-65	-74
<b>Operating revenues</b>	<b>2 082</b>	<b>1 958</b>	<b>6 443</b>	<b>6 372</b>
Costs:				
Production costs	-589	-587	-1 883	-1 877
Sales costs	-387	-365	-1 560	-1 490
Marketing costs	-173	-189	-614	-648
Administration costs	-160	-138	-547	-483
Product development costs	-52	-34	-177	-121
Other revenues/costs	7	0	193	60
<b>Operating income before interest and taxes *</b>	<b>728</b>	<b>645</b>	<b>1 855</b>	<b>1 813</b>
Financial items, net	-111	-146	-454	-537
<b>Earnings before tax</b>	<b>617</b>	<b>499</b>	<b>1 401</b>	<b>1 276</b>
Income tax	-115	-109	-278	-291
<b>Net income from continuing operations</b>	<b>502</b>	<b>390</b>	<b>1 123</b>	<b>985</b>
<b>Discontinued operations</b>				
Net income from discontinued operations	-1	-36	181	69
<b>Net income</b>	<b>501</b>	<b>354</b>	<b>1 304</b>	<b>1 054</b>
<b>Attributable to:</b>				
Equity holders of the parent company	502	354	1 305	1 054
Minority interests	-1	-	-1	-
<b>Net Income</b>	<b>501</b>	<b>354</b>	<b>1 304</b>	<b>1 054</b>
<b>Net income per share from continuing operations, SEK</b>				
- before dilution	2,87	2,15	6,25	5,44
- after dilution	2,87	2,15	6,25	5,43
<b>Net income per share from discontinued operations, SEK</b>				
- before dilution	-0,01	-0,20	1,01	0,38
- after dilution	-0,01	-0,20	1,01	0,38
<b>Net income per share **, SEK</b>				
- before dilution	2,87	1,95	7,27	5,82
- after dilution	2,87	1,95	7,26	5,81
Average number of shares before dilution, 000s	175 020	181 102	179 582	181 102
Average number of shares after dilution, 000s	175 191	181 309	179 752	181 309
* Depreciations are included with	20	18	77	74
* Amortizations are included with	89	84	334	333
<b>* Depreciations and Amortizations total</b>	<b>109</b>	<b>102</b>	<b>411</b>	<b>407</b>

\*\* calculated on result attributable to equity holders of the parent company

## Consolidated balance sheet

SEK M	2007	2007	2007	2007	2006	2006
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31	Sep. 30
<b>Assets</b>						
<b>Non-current assets</b>						
Tangible non-current assets	172	194	202	255	259	258
Intangible assets	15 968	15 967	15 703	16 070	15 459	15 844
Deferred income tax assets	95	90	180	145	138	156
Financial assets	32	257	322	226	293	169
<b>Total non-current assets</b>	<b>16 267</b>	<b>16 508</b>	<b>16 407</b>	<b>16 696</b>	<b>16 149</b>	<b>16 427</b>
<b>Current assets</b>						
Work in progress	176	183	179	167	157	158
Accounts receivable	1 066	814	939	1 058	1 042	774
Prepaid costs and accrued revenues	213	338	257	227	203	280
Current income tax receivables	21	207	176	158	108	120
Other non-interest bearing current receivables	112	167	60	162	68	71
Other financial assets	7	4	4	8	8	3
Cash and cash equivalents	605	1 812	430	369	478	421
Assets classified as held for sale	-	-	1 122	-	-	-
<b>Total current assets</b>	<b>2 200</b>	<b>3 525</b>	<b>3 167</b>	<b>2 149</b>	<b>2 064</b>	<b>1 827</b>
<b>TOTAL ASSETS</b>	<b>18 467</b>	<b>20 033</b>	<b>19 574</b>	<b>18 845</b>	<b>18 213</b>	<b>18 254</b>
<b>Equity and liabilities</b>						
<b>Equity</b>						
Share capital	185	182	182	182	182	182
Additional paid in capital	2 285	4 259	4 257	4 255	4 254	4 252
Reserves	93	72	69	-69	-296	-279
Retained earnings	1 488	986	665	1 243	980	626
<b>Equity, share holders parent company</b>	<b>4 051</b>	<b>5 499</b>	<b>5 173</b>	<b>5 611</b>	<b>5 120</b>	<b>4 781</b>
Minority interest	13	14	-	-	-	-
<b>Total equity</b>	<b>4 064</b>	<b>5 513</b>	<b>5 173</b>	<b>5 611</b>	<b>5 120</b>	<b>4 781</b>
<b>Non-current liabilities</b>						
Borrowings	10 166	9 303	9 189	8 711	8 545	9 154
Retirement benefit obligations	257	267	233	232	334	353
Deferred income tax liabilities	1 196	1 266	1 379	1 275	1 227	1 100
Provisions	9	11	9	40	40	44
<b>Total non-current liabilities</b>	<b>11 628</b>	<b>10 847</b>	<b>10 810</b>	<b>10 258</b>	<b>10 146</b>	<b>10 651</b>
<b>Current liabilities</b>						
Advances from customers	122	253	191	187	143	266
Accounts payable	329	224	260	226	326	191
Current income tax liabilities	44	23	11	9	26	7
Other non-interest bearing liabilities	481	436	409	485	476	466
Provisions	26	18	19	21	21	14
Accrued costs and prepaid revenues	1 291	1 229	1 267	1 247	1 192	1 082
Borrowings	482	1 490	1 216	801	763	796
Liabilities directly associated with assets classified as held for sale	-	-	218	-	-	-
<b>Total current liabilities</b>	<b>2 775</b>	<b>3 673</b>	<b>3 591</b>	<b>2 976</b>	<b>2 947</b>	<b>2 822</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>18 467</b>	<b>20 033</b>	<b>19 574</b>	<b>18 845</b>	<b>18 213</b>	<b>18 254</b>

## Changes in equity

SEK M	Share Capital	Additional paid in capital	Reserves	Retained earnings	Total equity
<b>Opening balance as per January 1, 2006</b>	<b>182</b>	<b>4 249</b>	<b>-121</b>	<b>324</b>	<b>4 634</b>
Foreign currency translation differences	-	-	-875	-	-875
Hedging of cash flow after tax	-	-	172	-	172
Hedging of net investments after tax	-	-	528	-	528
Share-savings program - value of services provided	-	5	-	-	5
Dividend	-	-	-	-398	-398
Net income	-	-	-	1 054	1 054
<b>Closing balance as per December 31, 2006</b>	<b>182</b>	<b>4 254</b>	<b>-296</b>	<b>980</b>	<b>5 120</b>
<b>Opening balance as per January 1, 2007</b>	<b>182</b>	<b>4 254</b>	<b>-296</b>	<b>980</b>	<b>5 120</b>
Foreign currency translation differences	-	-	907	-	907
Hedging of cash flow after tax	-	-	-38	-	-38
Hedging of net investments after tax	-	-	-480	-	-480
Share-savings program - value of services provided	-	1	-	-	1
Share redemption	-20	-1 947	-	-	-1 967
Share issue	23	-23	-	-	-
Dividend	-	-	-	-797	-797
Net income	-	-	-	1 305	1 305
<b>Closing balance share holders parent company</b>	<b>185</b>	<b>2 285</b>	<b>93</b>	<b>1 488</b>	<b>4 051</b>
Minority interest	-	-	-	-	13
<b>Closing balance total equity 31 December 2007</b>	<b>185</b>	<b>2 285</b>	<b>93</b>	<b>1 488</b>	<b>4 064</b>

## Cash flow statement

SEK M	----- 3 months -----		----- 12 months -----	
	2007 Oct-Dec	2006 Oct-Dec	2007 Jan-Dec	2006 Jan-Dec
<b>Operating income before interest and taxes</b>	<b>728</b>	<b>645</b>	<b>1 855</b>	<b>1 813</b>
Depreciations and amortizations	109	102	411	407
Other non-cash items	-12	-17	-147	-64
Financial items, net	51	-126	-313	-491
Income taxes paid	36	-51	-133	-255
Cash flow from operating activities before changes in working capital	912	553	1 673	1 410
Changes in net working capital	3	8	-42	-8
<b>Cash flow from operating activities</b>	<b>915</b>	<b>561</b>	<b>1 631</b>	<b>1 402</b>
Acquisition of group companies and associated companies	-7	-16	-502	-138
Divestment group companies and associated companies	-	-1	108	49
Purchases and sales of non-current assets, net	-53	-48	-146	-126
<b>Cash flow from investing activities</b>	<b>-60</b>	<b>-65</b>	<b>-540</b>	<b>-215</b>
New loans raised	135	-	1 502	-
Loans paid back	-230	-405	-857	-1 088
Redemption	-1 967	-	-1 967	-
Dividend	-	-	-797	-398
<b>Cash flow from financing activities</b>	<b>-2 062</b>	<b>-405</b>	<b>-2 119</b>	<b>-1 486</b>
<b>Cash flow from discontinued operations</b>	<b>-9</b>	<b>-20</b>	<b>1 118</b>	<b>69</b>
<b>Cash flow</b>	<b>-1 216</b>	<b>71</b>	<b>90</b>	<b>-230</b>
Total cash and cash equivalents at beginning of period	1 812	421	478	742
Cash flow	-1 216	71	90	-230
Exchange difference in cash and cash equivalents	9	-14	37	-34
Total cash and cash equivalents at end of period	605	478	605	478

## Operating Revenues by region and market unit

SEK M	----- 3 months -----		----- 12 months -----	
	2007	2006	2007	2006
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
<b>Continuing operations</b>				
<b>Total operating revenues</b>	<b>2 082</b>	<b>1 958</b>	<b>6 443</b>	<b>6 372</b>
Offline revenues	1 226	1 284	3 500	3 852
Online revenues	616	435	2 004	1 613
Voice revenues	240	239	939	907
<i>Online revenues, portion of total</i>	30%	22%	31%	25%
<b>Sweden excl. Voice</b>	<b>868</b>	<b>846</b>	<b>2 227</b>	<b>2 175</b>
Offline revenues	644	659	1 476	1 522
Online revenues	224	187	751	653
<b>Sweden Voice</b>	<b>150</b>	<b>158</b>	<b>607</b>	<b>597</b>
Voice revenues	150	158	607	597
<b>Norway</b>	<b>442</b>	<b>416</b>	<b>1 982</b>	<b>2 121</b>
Offline revenues	134	216	1 010	1 344
Online revenues	273	173	860	675
Voice revenues	35	27	112	102
<b>Denmark</b>	<b>223</b>	<b>138</b>	<b>570</b>	<b>442</b>
Offline revenues	166	111	396	346
Online revenues	57	27	174	96
<b>Finland</b>	<b>158</b>	<b>161</b>	<b>640</b>	<b>642</b>
Offline revenues	64	77	285	311
Online revenues	39	30	135	123
Voice revenues	55	54	220	208
<b>Poland</b>	<b>241</b>	<b>239</b>	<b>417</b>	<b>395</b>
Offline revenues	218	221	333	329
Online revenues	23	18	84	66

## EBITDA by region and market unit

SEK M	----- 3 months -----		----- 12 months -----	
	2007	2006	2007	2006
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
<b>Continuing operations</b>				
<b>EBITDA Total</b>	<b>837</b>	<b>747</b>	<b>2 266</b>	<b>2 220</b>
<i>Margin, %</i>	40	38	35	35
<b>Sweden excl. Voice</b>	<b>489</b>	<b>466</b>	<b>1 028</b>	<b>1 003</b>
<i>Margin, %</i>	56	55	46	46
<b>Sweden Voice</b>	<b>38</b>	<b>31</b>	<b>149</b>	<b>140</b>
<i>Margin, %</i>	25	20	25	23
<b>Norway</b>	<b>119</b>	<b>108</b>	<b>901</b>	<b>925</b>
<i>Margin, %</i>	27	26	45	44
<b>Denmark</b>	<b>62</b>	<b>35</b>	<b>38</b>	<b>58</b>
<i>Margin, %</i>	28	25	7	13
<b>Finland</b>	<b>30</b>	<b>26</b>	<b>120</b>	<b>84</b>
<i>Margin, %</i>	19	16	19	13
<b>Poland</b>	<b>117</b>	<b>111</b>	<b>100</b>	<b>91</b>
<i>Margin, %</i>	49	46	24	23
<b>Other (Head office &amp; group-wide projects)</b>	<b>-18</b>	<b>-30</b>	<b>-70</b>	<b>-81</b>

## EBIT by market unit

SEK M	----- 3 months -----		----- 12 months -----	
	2007	2006	2007	2006
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec
<b>Continuing operations</b>				
<b>Total EBIT</b>	<b>728</b>	<b>645</b>	<b>1 855</b>	<b>1 813</b>
<i>Margin, %</i>	35	33	29	28
<b>Sweden excl. Voice</b>	<b>479</b>	<b>456</b>	<b>981</b>	<b>969</b>
<i>Margin, %</i>	55	54	44	45
<b>Sweden Voice</b>	<b>35</b>	<b>28</b>	<b>139</b>	<b>131</b>
<i>Margin, %</i>	23	18	23	22
<b>Norway</b>	<b>45</b>	<b>30</b>	<b>611</b>	<b>604</b>
<i>Margin, %</i>	10	7	31	28
<b>Denmark</b>	<b>51</b>	<b>33</b>	<b>13</b>	<b>51</b>
<i>Margin, %</i>	23	24	2	12
<b>Finland</b>	<b>22</b>	<b>19</b>	<b>91</b>	<b>56</b>
<i>Margin, %</i>	14	12	14	9
<b>Poland</b>	<b>114</b>	<b>109</b>	<b>90</b>	<b>83</b>
<i>Margin, %</i>	47	46	22	21
<b>Other</b>	<b>-18</b>	<b>-30</b>	<b>-70</b>	<b>-81</b>



## Operating Revenues by quarter

SEK M	2007	2007	2007	2007	2006	2006	2006	2006
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>Continuing operations</b>								
<b>Operating revenues</b>								
<b>Total</b>	<b>2 082</b>	<b>1 426</b>	<b>1 607</b>	<b>1 328</b>	<b>1 958</b>	<b>1 351</b>	<b>1 739</b>	<b>1 324</b>
Offline revenues	1 226	669	919	686	1 284	720	1 106	742
Online revenues	616	518	446	424	435	398	398	382
Voice revenues	240	239	242	218	239	233	235	200
<b>Sweden excl. Voice</b>	<b>868</b>	<b>418</b>	<b>553</b>	<b>388</b>	<b>846</b>	<b>390</b>	<b>571</b>	<b>368</b>
Offline revenues	644	237	379	216	659	230	417	216
Online revenues	224	181	174	172	187	160	154	152
<b>Sweden Voice</b>	<b>150</b>	<b>154</b>	<b>159</b>	<b>144</b>	<b>158</b>	<b>153</b>	<b>152</b>	<b>134</b>
Voice revenues	150	154	159	144	158	153	152	134
<b>Norway</b>	<b>442</b>	<b>496</b>	<b>505</b>	<b>539</b>	<b>416</b>	<b>518</b>	<b>581</b>	<b>606</b>
Offline revenues	134	254	284	338	216	325	378	425
Online revenues	273	215	195	177	173	167	175	160
Voice revenues	35	27	26	24	27	26	28	21
<b>Denmark</b>	<b>223</b>	<b>155</b>	<b>94</b>	<b>98</b>	<b>138</b>	<b>100</b>	<b>129</b>	<b>75</b>
Offline revenues	166	86	71	73	111	76	106	53
Online revenues	57	69	23	25	27	24	23	22
<b>Finland</b>	<b>158</b>	<b>115</b>	<b>239</b>	<b>128</b>	<b>161</b>	<b>110</b>	<b>257</b>	<b>114</b>
Offline revenues	64	26	148	47	77	25	172	37
Online revenues	39	31	34	31	30	31	30	32
Voice revenues	55	58	57	50	54	54	55	45
<b>Poland</b>	<b>241</b>	<b>88</b>	<b>57</b>	<b>31</b>	<b>239</b>	<b>80</b>	<b>49</b>	<b>27</b>
Offline revenues	218	66	37	12	221	64	33	11
Online revenues	23	22	20	19	18	16	16	16

## EBITDA by quarter

SEK M	2007	2007	2007	2007	2006	2006	2006	2006
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<b>Continuing operations</b>								
<b>EBITDA by quarter</b>								
<b>Total</b>	<b>837</b>	<b>398</b>	<b>537</b>	<b>494</b>	<b>747</b>	<b>448</b>	<b>663</b>	<b>362</b>
Sweden excl. Voice	489	166	253	120	466	147	269	121
Sweden Voice	38	44	34	33	31	51	32	26
Norway	119	199	225	358	108	236	301	280
Denmark	62	-34	2	8	35	5	29	-11
Finland	30	16	58	16	26	3	62	-7
Poland	117	21	-12	-26	111	25	-16	-29
Other (Head office and group-wide projects)	-18	-14	-23	-15	-30	-19	-14	-18

## Financial key ratios

SEK M	----- 3 months -----		----- 12 months -----			
	2007	2006	2007	2006		
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec		
Operating margin - EBITDA, %	40	38	35	35		
Operating margin - EBIT, %	35	33	29	28		
Cash Earnings continuing operations, SEK M	611	492	1 534	1 392		
Cash Earnings, SEK M	610	459	1 723	1 472		
SEK M	2007	2007	2007	2007	2006	2006
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31	Sep. 30
Equity, average 12 months, SEK M	5 222	5 263	5 114	4 961	4 804	4 379
Return on equity, 12 months, %	25	22	20	23	22	27
Interest-bearing net debt, SEK M	10 281	9 009	9 881	9 161	8 872	9 719
Debt/equity ratio, times	2,53	1,64	1,91	1,63	1,73	2,03
Equity/assets ratio, %	22	28	26	30	28	26
Interest-bearing net debt/EBITDA 12 months, times	4,5	4,1	4,4	3,8	3,9	4,7

## Key ratios per share before dilution

	----- 3 months -----		----- 12 months -----			
	2007	2006	2007	2006		
	Oct-Dec	Oct-Dec	Jan-Dec	Jan-Dec		
Operating revenues, SEK	11,90	10,81	35,88	35,18		
Earnings before tax, SEK	3,53	2,76	7,80	7,05		
Net income continuing operations *, SEK	2,87	2,15	6,25	5,44		
Net income, SEK *	2,87	1,95	7,27	5,82		
Cash Earnings continuing operations, SEK	3,49	2,72	8,54	7,69		
Cash Earnings, SEK	3,49	2,53	9,59	8,13		
Average number of shares before dilution, 000s	175 020	181 102	179 582	181 102		
Average number of shares after dilution, 000s	175 191	181 309	179 752	181 309		

\*calculated on result attributable to equity holders of the parent company

	2007	2007	2007	2007	2006	2006
	Dec. 31	Sep. 30	Jun. 30	Mar. 31	Dec. 31	Sep. 30
	Equity, SEK	25,12	30,36	28,56	30,98	28,27
Share price, end of period, SEK	58,00	78,50	87,25	88,25	90,50	90,00
Number of shares on the closing date after buy backs, 000s	161 275	181 103	181 103	181 103	181 103	181 103

## Other key data

	----- 12 months -----	
	2007	2006
	Jan-Dec	Jan-Dec
Average number of full-time employees, period	4 697	4 801
Number of full-time employees on the closing date	4 650	4 821

## Parent company

Income statement SEK M	----- 12 months -----	
	2007	2006
	Jan-Dec	Jan-Dec
Revenues	24	28
Earnings before tax	27	921
Net Income	162	500
Balance sheet SEK M	2007	2006
	Dec. 31	Dec. 31
Non-current assets	13 675	13 237
Current assets	1 937	1 646
<b>TOTAL ASSETS</b>	<b>15 612</b>	<b>14 883</b>
Equity	3 384	5 110
Untaxed reserves	1 025	1 053
Provisions	14	12
Non-current liabilities	10 451	8 366
Current liabilities	738	342
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>15 612</b>	<b>14 883</b>

## Acquired operations

19 June 2007 Eniro Danmark A/S acquired 100 percent of the shares in Krak Forlag A/S which is the leading online directory company in Denmark in terms of number of unique visitors and yellow-page searches. The company is consolidated from this date. The purchase price amount to SEK 474 M. In the purchase price allocation below, a preliminary valuation of purchased net assets and goodwill is shown.

SEK M	Krak	Other acquisitions	Total
Purchase price including direct cost related to acquisition	474	75	<b>549</b>
- of which amount yet unpaid	-50	-8	<b>-58</b>
-less cash and cash equivalents on the acquisition date	-6	-3	<b>-9</b>
Total net payments for acquisition of KRAK	418	64	<b>482</b>
Payments relating to previous years' acquisitions	-	20	<b>20</b>
<b>Total net payments for acquisitions</b>	<b>418</b>	<b>84</b>	<b>502</b>

### Assets and liabilities for Krak acquisition

	Acquired book value	Fair value
Trade names		115
Customer relations		40
Other intangible assets	13	47
Tangible non-current assets	20	20
Financial assets	49	49
Other current assets	56	57
<b>Total assets in acquired operations</b>	<b>138</b>	<b>328</b>
Deferred tax liabilities		47
Current Liabilities	167	167
<b>Total Liabilities related to acquired operations</b>	<b>167</b>	<b>214</b>
Acquired identifiable net assets		114
Goodwill on acquisition date		360
<b>Purchase price for Krak</b>		<b>474</b>

Identified trade names concern Krak which is established a long time ago and has a high recognition. The trade name Krak is considered to have indefinite useful life. Customer relations and other intangible assets are estimated to have useful lives of 5 years. Goodwill is mainly attributable to the planned synergies when combining Krak in the Eniro Group.

Other acquisitions mainly concern the acquisition of 100 percent of the shares in Leta AB in January 2007 with a purchase price of approximately SEK M 48 and the acquisition of 48,1 percent of the shares in Netclips AB in February 2007 for approximately SEK M 10. In July 2007, Din Del acquired 51 percent of the shares in Fastcheck AB with an option to acquire the remaining 49 percent of the shares.