## Year-end report 1 January - 31 December 2007

## 1 JANUARY - 31 DECEMBER 2007 (compared with the previous year)

- The Board of Directors proposes a dividend of SEK 4.40 (4.00) per share.
- Net sales increased by SEK $4,474 \mathrm{~m}$ and amounted to SEK $105,913 \mathrm{~m}(101,439)$.
- Profit before tax increased by SEK $1,404 \mathrm{~m}$ and amounted to SEK $8,237 \mathrm{~m}(6,833)$.
- Profit for the year increased by SEK $1,694 \mathrm{~m}$ and amounted to SEK $7,161 \mathrm{~m}(5,467)$.
- Earnings per share increased by SEK 2.41 and amounted to SEK 10.16 (7.75).
- Operating cash flow increased by SEK $1,736 \mathrm{~m}$ and amounted to SEK $4,508 \mathrm{~m}(2,772)$.
- Revaluation of forest assets, acquisition integration costs and action programmes increased net profit before tax by SEK 300m.


## EARNINGS TREND

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{1 0 5 , 9 1 3}$ | 101,439 | 4 | $\mathbf{2 7 , 8 0 8}$ | 26,362 |
| Operating surplus | $\mathbf{1 9 , 8 1 8}$ | 14,665 | 35 | $\mathbf{8 , 0 1 9}$ | 4,056 |
| Operating profit | $\mathbf{1 0 , 1 4 7}$ | 8,505 | $\mathbf{1 9}$ | $\mathbf{2 , 8 9 1}$ | 2,526 |
| Financial items | $-1,910$ | $-1,672$ |  | $\mathbf{1 4}$ |  |
| Profit before tax | $\mathbf{8 , 2 3 7}$ | 6,833 | 21 | $\mathbf{2 , 3 4 2}$ | $\mathbf{- 5 0 7}$ |
| Tax | $-1,076$ | $-1,366$ |  | -204 | 16 |
| Net profit for the period | $\mathbf{7 , 1 6 1}$ | 5,467 | 31 | $\mathbf{2 , 1 3 8}$ | 2,019 |
| Earnings per share, SEK | 10.16 | 7.75 | 31 | 3.03 | 2.87 |

## CEO'S MESSAGE

"Operating profit improved by SEK $1,642 \mathrm{~m}$ to SEK 10,147m. The main contributor to these improved earnings was Packaging which strengthened its operating profit by $28 \%$ while Forest Products and Tissue each contributed a $16 \%$ improvement in operating profit. The improvement was mainly a result of higher prices and a better product mix.

During the fourth quarter the tissue operations recently acquired from Procter \& Gamble were consolidated and contributed to the improved earnings. Profit before tax improved compared with the third quarter and, adjusted for items affecting comparability, amounted to SEK 2,042m.

The market for solid-wood products is weakening after the record year of 2007. Otherwise we see a continued favourable market for most of our segments."

Jan Johansson
President and CEO

SHARE OF NET SALES


SHARE OF OPERATING PROFIT


## EARNINGS TREND FOR THE GROUP

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{1 0 5 , 9 1 3}$ | 101,439 | 4 | $\mathbf{2 7 , 8 0 8}$ | 26,362 |
| Operating expenses $^{\prime}$ | $-86,095$ | $-86,774$ |  | $-\mathbf{- 1 9 , 7 8 9}$ | $-22,306$ |
| Operating surplus | $\mathbf{1 9 , 8 1 8}$ | 14,665 | 35 | $\mathbf{8 , 0 1 9}$ | 4,056 |
| Depreciation and write-downs $^{1}$ | $-9,720$ | $-6,185$ |  | $-5,143$ | $-1,542$ |
| Share of profits of associated companies $^{\text {Operating profit }}$ | 49 | 25 |  | 15 | 12 |
| Financial items | $\mathbf{1 0 , 1 4 7}$ | 8,505 | 19 | $\mathbf{2 , 8 9 1}$ | 2,526 |
| Profit before tax | $-1,910$ | $-1,672$ |  | -549 | -507 |
| Tax | $\mathbf{8 , 2 3 7}$ | 6,833 | 21 | $\mathbf{2 , 3 4 2}$ | 2,019 |
| Net profit for the period | $-1,076$ | $-1,366$ |  | -204 | 0 |

Including items affecting comparability.
Earnings per share, SEK - equity holders of the Parent Company

| - after dilution effects | 10.16 | 7.75 | 31 | 3.03 | 2.87 | 6 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Margins (\%)

| Operating surplus margin | $\mathbf{1 8 . 7}$ | 14.5 | $\mathbf{2 8 . 8}$ | 15.4 |
| :--- | ---: | ---: | ---: | ---: |
| Operating margin | 9.6 | 8.4 | $\mathbf{1 0 . 4}$ | 9.6 |
| Financial net margin | -1.8 | -1.6 | -2.0 | -1.9 |
| Profit margin | $\mathbf{7 . 8}$ | 6.8 | $\mathbf{8 . 4}$ | 7.7 |
| Tax | -1.0 | -1.3 | -0.7 | 0.0 |
| Net margin | $\mathbf{6 . 8}$ | 5.5 | $\mathbf{7 . 7}$ | $\mathbf{7 . 7}$ |

## OPERATING PROFIT PER BUSINESS AREA

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 2,960 | 2,799 | 6 | 781 | 742 |
| Tissue | 1,724 | 1,490 | 16 | 508 | 464 |
| Packaging | 2,651 | 2,072 | 28 | 9 |  |
| Forest Products | 2,870 | 2,475 | 16 | 692 | 648 |
| Other | -58 | -331 |  | 7 |  |
| Total | $\mathbf{1 0 , 1 4 7}$ | 8,505 | 19 | $\mathbf{2 1 9}$ | 766 |

OPERATING CASH FLOW PER BUSINESS AREA

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 2,933 | 2,984 | -2 | 1,220 | 415 |
| Tissue | 2,485 | 1,101 | 126 | 321 | 1,436 |
| Packaging | 1,055 | 324 | 226 | -78 |  |
| Forest Products | 2,249 | 2,549 | -12 | 566 | 582 |
| Other | -595 | -654 |  | -3 |  |
| Total | $\mathbf{8 , 1 2 7}$ | 6,304 | 29 | -263 | -271 |

KEY RATIOS

|  | $\mathbf{0 7 1 2}$ | 0612 | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ |
| :--- | ---: | ---: | ---: | ---: |
| Debt/equity ratio | 0.58 | 0.62 | 0.58 | 0.53 |
| Debt payment capacity, \% | 35 | 29 | 35 | 35 |
| Return on capital employed, \% | 11 | 9 | 12 | 11 |
| Return on equity, $\%$ | 12 | 9 | 14 | 13 |

Development compared with the previous year:


## Packaging

Net sales: +1\% Operating profit: +28\%


Forest Products
Net sales: +6\%
Operating profit: +16\%


Tissue
Net sales: +6\% Operating profit: +16\%


Personal Care
Net sales: +4\%
Operating profit: +6\%

## GROUP

Net sales increased by SEK $4,474 \mathrm{~m}$ compared with the previous year and amounted to SEK $105,913 \mathrm{~m}$ ( 101,439 ). Higher prices, primarily for corrugated board, but also for tissue and solid-wood products, and higher volumes and acquisitions increased net sales by $8 \%$ or SEK $8,600 \mathrm{~m}$. Net sales were negatively affected by divestments by $3 \%$ and by exchange rate fluctuations by $1 \%$. Profit before tax improved by SEK $1,404 \mathrm{~m}$ or $21 \%$ and amounted to SEK $8,237 \mathrm{~m}(6,833)$. Earnings were affected positively by the revaluation of the Group's forest assets by SEK 5,173m, and negatively by integration costs for acquired companies and efficiency enhancements of SEK 4,873m. These items were reported in the fourth quarter which led to a net increase in profit before tax of SEK 300m. The corresponding increase after tax was SEK 253m.

Compared with the third quarter of 2007, net sales rose by SEK $1,446 \mathrm{~m}$ and amounted to SEK $27,808 \mathrm{~m}$. The increase is an effect of acquisitions and continued price increases for corrugated board and tissue in North America as well as improved volumes for incontinence products to the healthcare sector. Profit before tax increased by SEK 323 m and amounted to SEK $2,342 \mathrm{~m}$ (2,019). Adjusted for items affecting comparability, profit amounted to SEK $2,042 \mathrm{~m}$, which is somewhat better than the previous quarter.

## CASH FLOW AND FINANCING

Operating cash surplus increased by SEK 1,163m and amounted to SEK 15,286m compared with SEK $14,123 \mathrm{~m}$ in the previous year. High tied-up working capital had a negative effect on operating cash flow of SEK 1,299m (794). The increase in working capital was greatest within Packaging and is primarily an effect of higher accounts receivable due to implemented price increases. Current capital expenditures were somewhat lower than in the previous year and amounted to approximately $5 \%$ of net sales. The operating cash flow improved by SEK $1,823 \mathrm{~m}$ to SEK $8,127 \mathrm{~m}(6,304)$.

Financial items increased by SEK 238m and amounted to SEK -1,910m. A lower net debt and higher dividends received did not compensate for higher interest rates. Tax payments were slightly lower than in the same period in the previous year and amounted to SEK 1,719m (1,770). Cash flow from current operations, i.e. before dividend and strategic investments, improved by SEK $1,736 \mathrm{~m}$ and amounted to SEK $4,508 \mathrm{~m}(2,772)$.

Strategic investments and acquisitions amounted to $\operatorname{SEK} 5,887 m(1,258)$, of which SEK 3,289m related to the first part-payment for the acquisition of Procter \& Gamble's European tissue operations, and SEK 330m related to the holding in the Chinese tissue company Vinda. Investments included rebuilding the testliner machines in Lucca, Italy, and Aschaffenburg, Germany, as well as construction of a tissue plant outside Moscow, Russia. Divestments during the period amounted to SEK 2,852m, mainly attributable to the packaging operations in North America. Dividend to shareholders amounted to SEK $2,807 \mathrm{~m}$. A dividend of SEK 131 m was paid to the minority shareholders in SCA Hygiene Products AG during the year. Net cash flow was SEK $-1,411 \mathrm{~m}(-1,008)$.

Net debt at year-end amounted to SEK $37,368 \mathrm{~m}$, an increase of SEK 969 m since the start of the year. A negative net cash flow of SEK $1,411 \mathrm{~m}$ and negative exchange rate fluctuations of SEK 571 m due to the weakening of the Swedish krona were offset by remeasurements according to IAS 19 for pensions and IAS 39 for financial instruments, which had a combined a positive effect of SEK $1,013 \mathrm{~m}$, most of which was attributable to pensions. The debt/equity ratio improved and amounted to 0.58 (0.62). The debt payment capacity improved to $35 \%$ (29).

## EQUITY

Consolidated equity increased during the year by SEK $5,316 \mathrm{~m}$ to SEK 64,279m. Net profit for the year, and the effects of remeasurements according to IAS 19 for pensions and IAS 39 for financial instruments, increased equity by SEK 7,161m and SEK 673m respectively. Dividends amounted to SEK 2,939m while exchange rate fluctuations increased equity by SEK 421 m . Return on equity amounted to $12 \%$ (9).

## PERSONNEL

At year-end the average number of employees was 50,000 compared with approximately 51,000 in the previous year.

## EFFICIENCY ENHANCEMENT PROGRAMME

Additional savings from the efficiency programme started in 2005 affected earnings by SEK 20 m in the fourth quarter. Total savings in the fourth quarter amounted to approximately SEK 390m, which corresponds to an annual rate of nearly SEK $1,600 \mathrm{~m}$. This means that the planned savings of SEK $1,550 \mathrm{~m}$ have been achieved and further information about these measures will not be provided. Measures decided during the fourth quarter are reported on page 6.

## TAX

Reductions in corporate tax in Germany to start in 2008 were decided at the start of the third quarter. As well as a future lower tax expense, there was a one-time effect of SEK 454 m due to revaluation of deferred tax liabilities, which reduced the tax expense in the third quarter.

As a result of investments in Poland, SCA is entitled to a future tax deduction of SEK 212 m , which reduced the tax expense for the year. Tax reductions in some countries, such as Italy, led to a revaluation of deferred tax liabilities by a total of SEK 77m. These items thus reduced the tax expense in the fourth quarter by SEK 289 m .

## ACQUISITIONS AND DIVESTITURES

## First nine months of the year

Payment was received for the North American packaging operations, SEK 2,826m, and the operations were deconsolidated on 7 March.

SCA acquired $20 \%$ of the Chinese tissue company Vinda for SEK 330m. The company was listed in July in conjunction with a new issue which reduced SCA's stake in the company to $14 \%$.

A joint venture (50/50) was established with Godrej Consumer Products Ltd for manufacture and sales of baby diapers and feminine care products in India, Nepal and Bhutan.

In May, SCA acquired the British company Severn Timber, which supplies valueadded wood products to the British builders' merchant market.

In July, a final decision was issued in the ten-year old valuation dispute between the minority shareholders in PWA (now SCA Hygiene Products AG) and SCA. The higher value and raised dividend meant that during the autumn SCA paid an additional purchase price of SEK 490m and retroactively increased dividends to minority shareholders by a total of SEK 131m.

SCA and the Norwegian energy company Statkraft concluded an agreement to form a joint venture to invest in wind power in northern Sweden, where SCA will grant land while Statkraft will be responsible for investment. The plans involve production of 2,800 GWh of wind power electricity annually divided among seven wind power farms.

## Fourth quarter

SCA formed a joint venture (50/50) with the Jordan-based industrial group Nuqul. The new company will manufacture and sell feminine care products in the Middle East and Egypt. The purchase price for the $50 \%$ stake is SEK 127 m .

In September, the European competition authorities approved SCA's acquisition of Procter \& Gamble's (P\&G) European tissue operations. This is an assets and liabilities acquisition and relates to P\&G's operations and facilities in Witzenhausen and Neuss, Germany, Lucca, Italy, Manchester, England, and Orleans, France. The acquisition includes the Tempo brand, the market leader within handkerchiefs in Western Europe and Hong Kong.

The acquisition will be made in three parts and the total purchase price amounts to approximately SEK $4,725 \mathrm{~m}$. The first part-acquisition relating to brands, the plants in Germany and Italy, and the operations in Hong Kong, was paid on 1 October and amounted to SEK $3,047 \mathrm{~m}$. The remaining two part-acquisitions, totalling approximately SEK $1,688 \mathrm{~m}$, relating to the plants in England and France, will take place once certain technical adjustments to these facilities have been carried out. This is expected to take place during the first half of 2008.

A preliminary acquisition balance sheet was prepared, see page 18, after the first partacquisition which amounted to SEK $3,047 \mathrm{~m}$, which including acquisition costs of SEK 145 m amounted to SEK 3,192m. The acquired net assets are valued at SEK 2,539m and preliminarily goodwill is assessed as amounting to SEK 653m. As a result of this acquisition, SCA can improve profitability through synergies within sales and marketing and an improved production structure. The synergies from the acquisition are expected to have a full effect after three years when they will amount to approximately SEK 700 m . The acquisition includes approximately 1,100 employees.

As of 1 October, the sales from all five facilities are consolidated. Net sales amounted to SEK $1,078 \mathrm{~m}$ in the fourth quarter. Operating profit for the fourth quarter was SEK 62 m , but was affected by the fact that SCA purchased the products from the two P\&G plants not yet acquired.

Since this is an acquisition of assets and liabilities, SCA does not have insight into the history of the operations taken over and therefore what the full-year effect would have been if the acquisition had been made on 1 January 2007. SCA's assessment of net sales for 2007 amounts to approximately SEK 4,300m.

In order to meet the European Commission's conditions for its approval of the deal, SCA concluded an agreement for the sale of the Softis brand together with related patents and machines to the Italian tissue company Sofidel. Both the European Commission and the German Federal Cartel Office have approved this transfer which was completed in the first quarter of 2008. The sale also includes a right for Sofidel to use the Zewa brand under licence for three years. SCA will also continue to be entitled to sell Softis outside Germany and Austria in perpetuity.

## CAPITAL EXPENDITURES

## First nine months of the year

A decision was made to invest in a second tissue machine in Barton, Alabama, USA. The investment amounts to approximately SEK $1,000 \mathrm{~m}$.

A decision was made to invest in a new tissue plant south of Moscow, Russia. The investment amounts to approximately SEK 615m.

In Nantes, France, approximately SEK 425 m is being invested in a new corrugated board plant. Approximately SEK 129m is being invested in two corrugated board plants in Poland. In Romania, approximately SEK 92m is being invested to upgrade an existing facility into a fully integrated corrugated board plant.

SCA is investing approximately SEK 137 m in a new packaging plant in Suzhou, China, and approximately SEK 82m in the construction of a packaging plant in Nanjing, China.

SCA is investing approximately SEK 800 m in the paper mill in Ortviken, Sweden, where production of mechanical pulp will be expanded. The new equipment is scheduled to be installed and in operation in spring 2009.

During the year SCA invested SEK $1,089 \mathrm{~m}$ in extended capacity and improved technology in response to increased demand for personal care products.

## Fourth quarter

A decision was made to invest in additional converting capacity for the tissue plant south of Moscow, Russia. The investment amounts to approximately SEK 152m.

## OTHER EVENTS DURING THE FOURTH QUARTER

In the fourth quarter, SCA conducted a review of the valuation of its forest assets and made the assessment that timber prices, following price increases during the year, will
in the long term remain at a higher level than was previously assumed. The new valuation amounts to SEK $23,255 \mathrm{~m}$ before tax, an increase of SEK $5,173 \mathrm{~m}$ and is based on higher timber prices but an unchanged discount rate of $6.25 \%$.

In addition to coordination and efficiency improvement measures in conjunction with integration of the P\&G acquisition, SCA is carrying out a number of actions designed to enhance competitiveness in the rest of the tissue operations as well as within Packaging and Forest Products. Including integration costs for the P\&G acquisition, total costs amount to SEK $4,873 \mathrm{~m}$, of which impairments account for SEK $3,542 \mathrm{~m}$, SEK 111 m for impairments of current assets, and cash expenditure for SEK $1,220 \mathrm{~m}$. The improvement in earnings will have full effect after three years when it will amount to approximately SEK $1,400 \mathrm{~m}$ per year, including synergies from the $P \& G$ acquisition.

## DIVIDEND

The Board of Directors proposes a dividend of SEK 4.40 (4.00) SEK per share or SEK $3,090 \mathrm{~m}(2,807)$. The Board is of the opinion that the proposed dividend provides scope for the Group to fulfil its obligations and carry out necessary investment. The proposal represents an increase of $10 \%$ over the previous year and comprises $43 \%$ of earnings per share. Dividend growth over the past 10 -year period will then amount to $9 \%$. The record date for entitlement to receive dividends is proposed as 11 April 2008.


Share of group, operating profit



Operating profit and margin


Deviations, operating profit (\%)

| $\mathbf{0 7 1 2}$ vs. $\mathbf{0 6 1 2}$ | $6 \%$ |
| :--- | ---: |
| Price/mix | $8 \%$ |
| Volume | $17 \%$ |
| Raw material | $-5 \%$ |
| Energy | $0 \%$ |
| Currency | $-1 \%$ |
| Other | $-13 \%$ |


| Deviations, operating profit (\%) |  |
| :--- | ---: |
| 2007:4 vs. 2007:3 | $5 \%$ |
| Price/mix | $5 \%$ |
| Volume | $10 \%$ |
| Raw material | $-3 \%$ |
| Energy | $0 \%$ |
| Currency | $-1 \%$ |
| Other | $-6 \%$ |

## PERSONAL CARE

Net sales amounted to SEK 22,101m which was $4 \%$ higher than in the previous year. Increased volumes and higher prices improved net sales by 5\%

## MARKET

SCA retained or increased its market shares in relevant markets. Sales of incontinence care products to the retail sector increased by double figures, while sales to the healthcare sector were negatively affected by changed purchasing patterns in significant markets such as Russia and Hungary. The strong sales increase for baby diapers in 2006 meant that SCA reached full capacity utilization in Europe and the sales increase in 2007 was therefore considerably lower. SCA's Libero brand continued to perform well in the Nordic region and Russia. Joint ventures were formed during the year for sales of baby diapers (India) and feminine care products (Middle East).

## OPERATIONS

January - December (compared with the previous year)
Net sales increased by SEK 829m and amounted to SEK 22,101m compared with SEK $21,272 \mathrm{~m}$ in the previous year. The sales increase is primarily an effect of increased volumes of incontinence products to the European retail market where sales rose $13 \%$. During the year sales in South America also increased for feminine care products and baby diapers. Sales of baby diapers also increased in Malaysia. Exchange rate fluctuations reduced net sales by $1 \%$.

Operating profit improved by SEK 161m and amounted to SEK 2,960m $(2,799)$. Increasing volumes and higher prices improved operating profit by SEK 487 m and SEK 214 m respectively, or together $25 \%$. Volume and price improvements were offset by increased costs for continued expansion in new markets in the form of marketing and organizational build up (reported under Other in the deviations analysis) as well as higher production costs, mainly due to rising raw material costs. Exchange rate fluctuations decreased operating profit by $1 \%$.

Operating cash surplus amounted to SEK $3,960 \mathrm{~m}(3,778)$ and operating cash flow was SEK 2,933m ( 2,984 ). An improved operating cash surplus was offset by higher tied-up working capital and slightly higher net current capital expenditures.

## Fourth quarter (compared with the previous quarter)

Sales of incontinence products to the healthcare sector developed well during the quarter. Sales to the retail trade also increased in the fourth quarter, driven by high sales of baby diapers in the Nordic region and Russia.

The product mix improved compared with the previous quarter, which was partly an effect of a higher proportion of pant diapers sold under own brands. Volume and product mix developed well during the quarter while manufacturing costs increased, due among other things to the switch to new technology in production of baby diapers. Marketing costs rose slightly during the quarter.

## BUSINESS AREA PERSONAL CARE

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{2 2 , 1 0 1}$ | 21,272 | 4 | $\mathbf{5 , 7 0 6}$ | 5,510 | 4 |
| Operating surplus | $\mathbf{3 , 9 5 5}$ | 3,775 | 5 | $\mathbf{1 , 0 3 6}$ | 995 | 4 |
| Operating profit | $\mathbf{2 , 9 6 0}$ | 2,799 | 6 | $\mathbf{7 8 1}$ | 742 | 5 |
| Operating surplus margin, \% | $\mathbf{1 7 . 9}$ | 17.7 |  | $\mathbf{1 8 . 2}$ | 18.1 |  |
| Operating margin, \% | $\mathbf{1 3 . 4}$ | 13.2 |  | $\mathbf{1 3 . 7}$ | 13.5 |  |
| Volume grow th, \% | $\mathbf{4 . 5}$ | 8.4 |  | $\mathbf{3 . 2}$ | -0.3 |  |



Share of group, operating profit


Operating profit and margin


Deviations, operating profit (\%)

| $\mathbf{0 7 1 2}$ vs. $\mathbf{0 6 1 2}$ | $16 \%$ |
| :--- | ---: |
| Price/mix | $82 \%$ |
| Volume | $7 \%$ |
| Raw material | $-49 \%$ |
| Energy | $6 \%$ |
| Currency | $-3 \%$ |
| Other | $-27 \%$ |

Deviations, operating profit (\%)

| 2007:4 vs. 2007:3 | $9 \%$ |
| :--- | ---: |
| Price/mix | $21 \%$ |
| Volume | $3 \%$ |
| Raw material | $-4 \%$ |
| Energy | $-16 \%$ |
| Currency | $-2 \%$ |
| Other | $7 \%$ |

## TISSUE

## Net sales amounted to SEK 33,332m and increased by 6\% compared with the previous year. Prices improved by $4 \%$ and volumes rose $5 \%$ while exchange rate fluctuations offset this improvement.

## MARKET

In line with the new strategy for the European tissue market, SCA deliberately prioritized more profitable segments of the market during the year as well as putting price before volume. This meant that volume on Europe remained at the same level as in the previous year. Customer and product mix developed well for AFH tissue. In the US, volume development for AFH tissue was strong during the year but weakened to some extent towards the year-end. The Tork brand was launched in the US in the fourth quarter.

## OPERATIONS

January - December (compared with the previous year)
Net sales increased by SEK 1,996m and amounted to SEK 33,332m compared with SEK $31,336 \mathrm{~m}$ in the previous year. Price increases in Europe averaged approximately $5 \%$. The acquisition of P\&G's European tissue operations increased sales by 4\%. In North America and Mexico, price and volume improvements were offset by negative exchange rate fluctuations. In total, exchange rate effects had a negative impact on net sales of approximately SEK 800 m or nearly $3 \%$.

Operating profit rose SEK 234m and amounted to SEK $1,724 \mathrm{~m}(1,490)$, an increase of $16 \%$ compared with the previous year. Higher prices in Europe, North America and Latin America and the effects of the acquisition from P\&G and lower energy costs were offset by higher raw material costs. Exchange rate fluctuations cut operating profit by $3 \%$. Increased depreciation, temporarily lower capacity utilization in North America due to a major rebuilding, higher selling costs and the effects of the P\&G acquisition are reported under Other in the deviations analysis.

Operating cash surplus amounted to SEK $3,926 \mathrm{~m}(3,528)$ and operating cash flow was SEK $2,485 \mathrm{~m}(1,101)$. An improved operating cash surplus combined with lower tied-up working capital and lower expenditures for the ongoing efficiency programmes as well as lower current capital expenditures contributed to the improvement.

## Fourth quarter (compared with the previous quarter)

Sales increased during the fourth quarter primarily due to the acquisition of P\&G's European tissue operations. A good volume trend in Europe was offset by seasonally lower volumes in North America. In North America and Mexico, higher prices were partly offset by negative exchange rate effects.

The earnings improvement in the fourth quarter amounted to $9 \%$, mainly an effect of the acquisition from P\&G. Other positive factors were a strong volume trend in Europe and an improved result for the American operations, driven by price increases and product mix improvements. Energy costs increased during the fourth quarter as did selling costs.

## BUSINESS AREA TISSUE

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $\%$ |
| :--- | ---: | ---: | :---: | ---: | ---: | :---: |
| Net sales | $\mathbf{3 3 , 3 3 2}$ | 31,336 | 6 | $\mathbf{9 , 3 4 3}$ | 8,204 | 14 |
| Operating surplus | $\mathbf{3 , 9 4 9}$ | 3,631 | 9 | $\mathbf{1 , 0 9 2}$ | 1,022 | 7 |
| Operating profit | $\mathbf{1 , 7 2 4}$ | 1,490 | 16 | $\mathbf{5 0 8}$ | 464 | 9 |
| Operating surplus margin, \% | $\mathbf{1 1 . 8}$ | 11.6 |  | $\mathbf{1 1 . 7}$ | 12.5 |  |
| Operating margin, \% | $\mathbf{5 . 2}$ | 4.8 |  | $\mathbf{5 . 4}$ | 5.7 |  |
| Volume grow th, \% | $\mathbf{4 . 7}$ | 1.7 |  | $\mathbf{1 3 . 2}$ | 1.6 |  |

Share of group, net sales


Share of group, operating profit




## PACKAGING

Net sales amounted to SEK 33,728m, an increase of 10\% compared with the previous year, adjusted for the sale of the North American packaging operations. Higher corrugated board prices in Europe contributed SEK 1,695m.

## MARKET

Demand for corrugated board in Western Europe, above all in Germany, was good in 2007 and market growth for the full year was approximately $2 \%$. SCA saw strong growth in consumer and display packaging segments, among others. Good demand enabled price increases and SCA achieved price increases for corrugated board of approximately $8 \%$ for the full year.

## OPERATIONS

January - December (compared with the previous year)
Net sales increased by SEK 375m and amounted to SEK 33,728m compared with SEK $33,353 \mathrm{~m}$ in the previous year. Adjusted for the sale of the North American packaging operations, net sales rose $10 \%$. The rise is mainly explained by implementation of price increases for corrugated board as well as higher sales of consumer and display packaging. Exchange rate fluctuations had a marginal impact on net sales.

Operating profit increased by SEK 579m and amounted to SEK 2,651m (2,072), an increase of $28 \%$. The improvement is due to higher prices, somewhat higher volumes and lower energy costs while raw material costs increased. Exchange rate fluctuations had a marginal impact on earnings. The item Other in the deviations analysis includes the effects of divestments, depreciation, personnel costs and maintenance costs.

Operating cash surplus amounted to SEK $4,041 \mathrm{~m}(3,647)$ and operating cash flow was SEK $1,055 \mathrm{~m}$ (324). A higher operating cash surplus and lower expenditure for the ongoing efficiency programmes were offset by higher tied-up working capital.

## Fourth quarter (compared with the previous quarter)

Net sales increased by $1 \%$ during the quarter. In the fourth quarter the operations in Southern Europe showed high volumes and implemented price increases have now had a full effect.

Operating profit improved by $7 \%$ with continued price increases in all regions. Raw material and energy costs increased during the quarter.

## BUSINESS AREA PACKAGING

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $\%$ |
| :--- | ---: | ---: | :---: | ---: | ---: | ---: |
| Net sales | $\mathbf{3 3 , 7 2 8}$ | 33,353 | 1 | $\mathbf{8 , 4 9 4}$ | 8,434 | 1 |
| Operating surplus | $\mathbf{4 , 2 1 2}$ | 3,754 | 12 | $\mathbf{1 , 1 0 2}$ | 1,044 | 6 |
| Operating profit | $\mathbf{2 , 6 5 1}$ | 2,072 | 28 | $\mathbf{6 9 2}$ | 648 | 7 |
| Operating surplus margin, \% | $\mathbf{1 2 . 5}$ | 11.3 |  | $\mathbf{1 3 . 0}$ | 12.4 |  |
| Operating margin, \% | $\mathbf{7 . 9}$ | 6.2 |  | $\mathbf{8 . 1}$ | 7.7 |  |
| Deliveries |  |  |  |  |  |  |
| - Liner products, ktonnes | $\mathbf{2 , 3 4 2}$ | 2,404 | -3 | $\mathbf{5 6 7}$ | 583 | -3 |
| - Corrugated board, million $\mathrm{m}^{2}$ | $\mathbf{4 , 4 3 3}$ | 4,375 | 1 | $\mathbf{1 , 1 0 5}$ | 1,084 | $\mathbf{2}$ |



Share of group, operating profit



## Operating profit and margin



| Deviations, operating profit (\%) |  |
| :--- | ---: |
| 0712 vs. 0612 | $16 \%$ |
| Price/mix | $27 \%$ |
| Volume | $-4 \%$ |
| Raw material | $-7 \%$ |
| Energy | $9 \%$ |
| Currency | $-10 \%$ |
| Other | $1 \%$ |

Deviations, operating profit (\%)

| 2007:4 vs. 2007:3 | $-10 \%$ |
| :--- | ---: |
| Price/mix | $3 \%$ |
| Volume | $2 \%$ |
| Raw material | $8 \%$ |
| Energy | $-9 \%$ |
| Currency | $-2 \%$ |
| Other | $-12 \%$ |

## FOREST PRODUCTS

Net sales amounted to SEK $18,744 \mathrm{~m}$, an increase of $6 \%$ compared with the previous year.

## MARKET

Increased demand for magazine and catalogue paper in Europe during 2007 made price increases ahead of 2008 possible. The markets for pulp and timber remain strong. The solid-wood products market is characterized by continued high stock levels despite production cutbacks implemented or planned by a number of producers. The increased stocks led to price pressure mainly for lower grades.

## OPERATIONS

January - September (compared with the previous year)
Net sales increased by SEK $1,093 \mathrm{~m}$ and amounted to SEK $18,744 \mathrm{~m}(17,651)$.
Higher prices for solid-wood products and pulp as well as newsprint, were offset by negative exchange rate fluctuations which reduced net sales by $1 \%$.

Operating profit increased by SEK 394m or $16 \%$ and amounted to SEK $2,870 \mathrm{~m}$ $(2,475)$. Higher prices for solid-wood products and pulp as well as lower energy costs, partly an effect of the investment in the recovery boiler at the Östrand pulp mill, were offset by higher raw material costs and slightly lower prices within the publication papers business. Exchange rate fluctuations reduced operating profit by $10 \%$.

Operating cash surplus amounted to SEK $3,798 \mathrm{~m}(3,588)$ and operating cash flow was SEK $2,249 \mathrm{~m}(2,549)$. A higher operating cash surplus did not fully compensate for higher tied-up working capital and higher net current capital expenditures.

## Fourth quarter (compared with the previous quarter)

Sales improved slightly compared with the previous quarter, primarily for newsprint. Prices for magazine and catalogue paper improved during the quarter.

Operating profit decreased by $10 \%$ mainly due to lower earnings for the sawmill operations and a long production shutdown in the pulp operations. The effects of continued high volumes were offset by lower prices and costs for production cutbacks in the sawmill operations. For the publication papers operations, higher prices were mainly offset by higher energy costs.

BUSINESS AREA FOREST PRODUCTS

| SEKm | $\mathbf{0 7 1 2}$ | 0612 | $\%$ | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Net sales | $\mathbf{1 8 , 7 4 4}$ | 17,651 | 6 | $\mathbf{4 , 8 0 3}$ | 4,743 | 1 |
| Operating surplus | $\mathbf{4 , 1 9 4}$ | 3,808 | 10 | $\mathbf{1 , 0 2 1}$ | 1,082 | -6 |
| Operating profit | $\mathbf{2 , 8 7 0}$ | 2,475 | 16 | $\mathbf{6 9 1}$ | 766 | -10 |
| Operating surplus margin, \% | $\mathbf{2 2 . 4}$ | 21.6 |  | $\mathbf{2 1 . 3}$ | 22.8 |  |
| Operating margin, \% | $\mathbf{1 5 . 3}$ | 14.0 |  | $\mathbf{1 4 . 4}$ | 16.2 |  |
| Deliveries |  |  |  |  |  |  |
| - Publication papers, ktonnes | $\mathbf{1 , 5 3 4}$ | 1,534 | 0 | $\mathbf{4 0 0}$ | 405 | -1 |
| - Solid-w ood products, $\mathrm{km}^{3}$ | $\mathbf{1 , 6 5 3}$ | 1,731 | -5 | $\mathbf{4 0 6}$ | $\mathbf{3 9 5}$ | 3 |

## SHARE DISTRIBUTION

The Annual General Meeting decided to carry out a split whereby each existing share was divided into three shares of the same class. The split was carried out on 9 May 2007.

| 31 December 2007 | Class A | Class B | Total |
| :--- | ---: | ---: | ---: |
| Registered number of shares | $112,905,207$ | $592,204,887$ | $705,110,094$ |
| - of which treasury shares |  | $3,154,812$ | $3,154,812$ |

During the quarter no Class A shares were converted to Class B shares. At the end of the quarter, the proportion of Class A shares was 16.0\%. As a result of the exercise of employee options, the number of treasury shares was reduced to $3,154,812(3,759,414)$ during the year.
Calculated according to IFRS recommendations, the effects of outstanding employee option programmes correspond to a maximum dilution of $0.04 \%$, which was taken into account when calculating earnings per share for the period.

## RISKS AND UNCERTAINTIES

SCA's financial risk management is presented in the 2006 Annual report on pages 66-69. The Group's operations and the inherent risks are described in other sections of the Annual Report. No significant changes have occurred that have changed the risks as reported in the Annual Report.

## Strategic risks

Risks in conjunction with company acquisitions are analyzed in the due diligence processes that SCA carries out prior to all acquisitions. Acquisitions that might affect the assessment of SCA's financial and operational risks are described under the heading "Acquisitions and Divestitures" in this report.

## Operational risks

Management of operational risks is primarily carried out by SCA's business managers. SCA's internal audit function is tasked with examining compliance with internal control processes.

## RELATED PARTY TRANSACTIONS

No transactions have been carried out between SCA and related parties that had a material impact on the company's financial position and results.

## ACCOUNTING PRINCIPLES

This year-end report is prepared according to IAS 34 and according to the Swedish Financial Accounting Standards Council's standard RR 31 and, with regard to the Parent Company, RR 32. The accounting principles applied comply with those presented in the 2006 Annual Report.

## FUTURE REPORTS

In 2008, interim reports will be published on 29 April, 24 July and 29 October.

## NOMINATION COMMITTEE

The Nomination Committee, whose tasks include providing proposals regarding the composition of SCA's Board of Directors to the 2008 Annual General Meeting, comprises Carl-Olof By, AB Industrivärden, Chairman of the Nomination Committee, Curt Källströmer, Handelsbanken's funds and foundations, Anders Oscarsson, SEB funds, Hans Sterte, Skandia Liv, Magnus Landare, Alecta and Sverker Martin-Löf, Chairman of SCA.

## ANNUAL GENERAL MEETING

The Annual General Meeting of SCA will be held in Stockholm on Tuesday, 8 April 2008 at 15:00 CET. Venue: Aula Magna, Stockholm University.

## OPERATING CASH FLOW ANALYSIS

| SEKm | $\mathbf{0 7 1 2}$ | 0612 |
| :--- | ---: | ---: |
| Operating cash surplus | 15,286 | 14,123 |
| Change in working capital | $-1,299$ | -794 |
| Current capital expenditures, net | $-5,165$ | $-5,672$ |
| Restructuring costs, etc. | -695 | $-1,353$ |
| Operating cash flow | $\mathbf{8 , 1 2 7}$ | 6,304 |
|  |  |  |
| Financial items | $-1,910$ | $-1,672$ |
| Income taxes paid | $-1,719$ | $-1,770$ |
| Other | $\mathbf{1 0}$ | -90 |
| Cash flow from current operations | $\mathbf{4 , 5 0 8}$ | 2,772 |
|  |  |  |
| Acquisitions | $-4,545$ | -323 |
| Strategic capital expenditures, fixed assets | $-1,342$ | -935 |
| Strategic structural expenditures | 0 | -24 |
| Divestments | 2,852 | 48 |
| Cash flow before dividend | $\mathbf{1 , 4 7 3}$ | 1,538 |
| Dividend | $\mathbf{- 1 , 4 3 9}$ | $-2,625$ |
| Cash flow after dividend | $-1,087$ |  |
| Sale of treasury shares | 55 | 79 |
| Net cash flow | $\mathbf{- 1 , 4 1 1}$ | $-1,008$ |
|  |  |  |
| Net debt at the start of the period | $\mathbf{- 3 6 , 3 9 9}$ | $-39,826$ |
| Net cash flow | $-1,411$ | $-1,008$ |
| Remeasurement to equity | 1,013 | 2,426 |
| Currency effects | -571 | 2,009 |
| Net debt at the end of the period | $\mathbf{- 3 7 , 3 6 8}$ | $-36,399$ |
| Debt/equity ratio | 0.58 | 0.62 |
| Debt payment capacity, \% | 35 | 29 |


| CASH FLOW STATEMENT |  |  |
| :---: | :---: | :---: |
| SEKm | 0712 | 0612 |
| Operating activities |  |  |
| Profit before tax | 8,237 | 6,833 |
| Adjustment for non-cash items ${ }^{1}$ | 4,470 | 4,188 |
|  | 12,707 | 11,021 |
| Paid tax | -1,719 | -1,770 |
| Cash flow from operating activities before changes in working capital | 10,988 | 9,251 |
| Cash flow from changes in working capital |  |  |
| Change in inventories | -1,765 | -801 |
| Change in operating receivables | -1,968 | -1,407 |
| Change in operating liabilities | 2,480 | 1,414 |
| Cash flow from operating activities | 9,735 | 8,457 |
| Investing activities |  |  |
| Acquisition of operations | -4,371 | -323 |
| Sold operations | 2,785 | 48 |
| Acquisition tangible and intangible assets | -6,991 | -7,081 |
| Sale of tangible assets | 502 | 503 |
| Payment of loans to external parties | -397 | -1,146 |
| Cash flow from investing activities | -8,472 | -7,999 |
| Financing activities |  |  |
| Sale of treasury shares | 55 | 79 |
| Borrowings | 3,015 | 2,084 |
| Dividends paid | -2,939 | -2,625 |
| Cash flow from financing activities | 131 | -462 |
| Cash flow for the period | 1,394 | -4 |
| Cash and cash equivalents at the beginning of the year | 1,599 | 1,684 |
| Exchange differences in cash and cash equivalents | 30 | -81 |
| Cash and cash equivalents at the end of the period | 3,023 | 1,599 |

Reconciliation with operating cash flow analysis

| Cash flow for the period | $\mathbf{1 , 3 9 4}$ | -4 |
| :--- | ---: | ---: |
| Deducted items: | 397 | 1,146 |
| Payment of loans to external parties | $-3,015$ | $-2,084$ |
| Borrowings | -107 | 0 |
| Added items: | -62 | -37 |
| Net debt in acquired and divested operations | -18 | -29 |
| Accrued interest | $\mathbf{- 1 , 4 1 1}$ | $-1,008$ |
| Investments through finance leases |  |  |
| Net cash flow according to operating cash flow analysis | 9,720 | 6,185 |
|  | $-5,645$ | -304 |
|  | 1,330 | - |
| Depreciation and write-downs, fixed assets | -684 | $-1,353$ |
| Fair value valuation of forest assets | -251 | -340 |
| Payments related to efficiency programmes previously recognized as liabilities | 4,470 | 4,188 |

CONSOLIDATED INCOME STATEMENT

| SEKm | 2007:4 | 2006:4 | 2007:3 | 0712 | 0612 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 27,808 | 25,650 | 26,362 | 105,913 | 101,439 |
| Other income | 664 | 730 | 515 | 2,231 | 2,305 |
| Change in fair value of biological assets ${ }^{1}$ | 5,327 | 43 | 107 | 5,645 | 304 |
| Change in inventories of finished goods and work in progress | -515 | -326 | -116 | -506 | -590 |
| Work performed and capitalized | 19 | 8 | 48 | 182 | 156 |
| Raw materials and consumables ${ }^{2}$ | -10,240 | -8,901 | -10,004 | -39,743 | -35,405 |
| Personnel costs ${ }^{3}$ | -5,930 | -4,870 | -4,802 | -20,584 | -19,761 |
| Other operating expenses ${ }^{4}$ | -9,114 | -8,516 | -8,054 | -33,320 | -33,783 |
| Depreciation | -1,602 | -1,532 | -1,534 | -6,186 | -6,151 |
| Impairments ${ }^{5}$ | -3,541 | -29 | -8 | -3,534 | -34 |
| Share of profits of associated companies | 15 | 4 | 12 | 49 | 25 |
| Operating profit | 2,891 | 2,261 | 2,526 | 10,147 | 8,505 |
| Financial items | -549 | -458 | -507 | -1,910 | -1,672 |
| Profit before tax | 2,342 | 1,803 | 2,019 | 8,237 | 6,833 |
| Tax ${ }^{6}$ | -204 | -352 | 0 | -1,076 | -1,366 |
| Net profit for the period | 2,138 | 1,451 | 2,019 | 7,161 | 5,467 |
| Earnings attributable to: |  |  |  |  |  |
| Equity holders of the Parent Company | 2,130 | 1,443 | 2,014 | 7,138 | 5,437 |
| Minority interests | 8 | 8 | 5 | 23 | 30 |
| Earnings per share, SEK - equity holders of the Parent Company |  |  |  |  |  |
| - before dilution effects | 3.03 | 2.06 | 2.87 | 10.17 | 7.76 |
| - after dilution effects | 3.03 | 2.05 | 2.87 | 10.16 | 7.75 |
| Average no. of shares before dilution, millions | 701.8 | 701.1 | 701.8 | 701.8 | 701.1 |
| Warrants | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Average no. of shares after dilution | 702.2 | 701.5 | 702.2 | 702.2 | 701.5 |

Specification of items affecting comparability

| ${ }^{1}$ Change in fair value of biological assets | 5,173 | - | - |
| :--- | ---: | ---: | ---: |
| ${ }^{2}$ Raw materials and consumables | -111 | - | - |
| ${ }^{3}$ 'Personnel costs | -867 | - | - |
| ${ }^{4}$ Other operating expenses | -353 | - | - |
| ${ }^{5}$ Impairments | $-3,542$ | - | -173 |
| ${ }^{6}$ Tax | -47 | - | -867 |


| CONSOLIDATED STATEMENT OF RECOGNIZED INCOME AND EXPENSE |  |  |
| :---: | :---: | :---: |
| SEKm | 0712 | 0612 |
| Actuarial gains and losses related to pensions, incl. payroll tax | 1,230 | 2,351 |
| Available-for-sale financial assets: |  |  |
| - Gains from fair value measurement taken to equity | -255 | 210 |
| - Transferred to income statement at sale | -34 | -38 |
| Cash flow hedges |  |  |
| - Gains from remeasurement of derivatives taken to equity | 63 | 58 |
| - Transferred to profit or loss for the period | -25 | -99 |
| Transferred to cost of hedged investments | 2 | 5 |
| Translation difference in foreign operations | 23 | -2,461 |
| Gains from hedging of net investments in foreign operations | 360 | -352 |
| Tax on items taken to/transferred from equity | -308 | -705 |
| Total transactions taken to equity | 1,056 | -1,031 |
| Net profit for the period recognized in the income statement | 7,161 | 5,467 |
| Total income and expenses recognized for the period | 8,217 | 4,436 |
| Attributable to: |  |  |
| - Equity holders of the Parent Company | 8,158 | 4,444 |
| - Minority interests | 59 | -8 |
|  | 8,217 | 4,436 |
| Other changes in equity |  |  |
| - sale of treasury shares | 55 | 79 |
| - dividend | -2,939 | -2,625 |
| - change in Group structure | -17 | -41 |
| - remeasurement owned portion at successive acquisitions, within window period | 0 | 4 |

## CONSOLIDATED BALANCE SHEET

|  | 31 December 2007 | 31 December 2006 |
| :---: | :---: | :---: |
|  | SEKm | SEKm |
| Assets |  |  |
| Goodwill | 18,161 | 16,997 |
| Other intangible assets | 3,455 | 3,054 |
| Tangible assets | 80,352 | 74,670 |
| Shares and participations | 1,018 | 518 |
| Non-current financial assets ${ }^{1}$ | 3,663 | 2,970 |
| Other non-current receivables | 1,164 | 861 |
| Total non-current assets | 107,813 | 99,070 |
| Operating receivables and inventories | 33,793 | 29,907 |
| Current financial assets | 366 | 409 |
| Non-current assets held for sale | 55 | 2,559 |
| Cash and cash equivalents | 3,023 | 1,599 |
| Total current assets | 37,237 | 34,474 |
| Total assets | 145,050 | 133,544 |
| Equity |  |  |
| Equity holders of the Parent Company | 63,590 | 58,299 |
| Minority interests | 689 | 664 |
| Total equity | 64,279 | 58,963 |
| Liabilities |  |  |
| Provisions for pensions | 1,987 | 2,793 |
| Other provisions | 12,212 | 11,447 |
| Non-current financial liabilities | 20,247 | 16,852 |
| Other non-current liabilities | 133 | 157 |
| Total non-current liabilities | 34,579 | 31,249 |
| Current financial liabilities ${ }^{2}$ | 21,943 | 21,537 |
| Non-current liabilities held for sale | 0 | 55 |
| Operating liabilities | 24,249 | 21,740 |
| Total current liabilities | 46,192 | 43,332 |
| Total liabilities | 80,771 | 74,581 |
| Total equity and liabilities | 145,050 | 133,544 |
| Debt/equity ratio | 0.58 | 0.62 |
| Visible equity/assets ratio | 44\% | 44\% |
| Return on capital employed, \% | 11 | 9 |
| Return on equity, \% | 12 | 9 |
| ${ }^{1}$ Of which pension assets | 2,137 | 1,419 |
| ${ }^{2}$ Contracted committed credit lines amount to SEK 25,821m. |  |  |
| Capital employed | 101,647 | 95,362 |
| - of which working capital | 11,623 | 9,870 |
| Net debt | 37,368 | 36,399 |
| Shareholders' equity | 64,279 | 58,963 |
| Provisions for restructuring costs are included in the balance sheet as follows: |  |  |
| - Other provisions | 869 | 423 |
| - Operating liabilities | 1,040 | 797 |

NET SALES

| SEKm | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ | $2006: 1$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 5,706 | 5,510 | 5,554 | 5,331 | 5,429 | 5,246 | 5,249 | 5,348 |
| Tissue | 9,343 | 8,204 | 8,060 | 7,725 | 7,844 | 7,743 | 7,787 | 7,962 |
| Packaging | 8,494 | 8,434 | 8,229 | 8,571 | 8,445 | 8,288 | 8,231 | 8,389 |
| Forest Products | 4,803 | 4,743 | 4,726 | 4,472 | 4,480 | 4,339 | 4,454 | 4,378 |
| - Publication papers | 2,259 | 2,225 | 2,149 | 2,082 | 2,167 | 2,279 | 2,339 | 2,145 |
| - Pulp, timber and solid-wood products | 2,544 | 2,518 | 2,577 | 2,390 | 2,313 | 2,060 | 2,115 | 2,233 |
| Other | 318 | 320 | 341 | 357 | 336 | 326 | 296 | 233 |
| Intra-group deliveries | -856 | -849 | -782 | -841 | -884 | -847 | -723 | -910 |
| Total net sales | $\mathbf{2 7 , 8 0 8}$ | 26,362 | 26,128 | 25,615 | 25,650 | 25,095 | 25,294 | 25,400 |

## OPERATING SURPLUS

| SEKm | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ | $2006: 1$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 1,036 | 995 | 991 | 933 | 961 | 925 | 939 | 950 |
| Tissue | 1,092 | 1,022 | 966 | 869 | 913 | 944 | 924 | 850 |
| Packaging | 1,102 | 1,044 | 1,003 | 1,063 | 1,024 | 988 | 888 | 854 |
| Forest Products | 1,021 | 1,082 | 1,088 | 1,003 | 1,008 | 911 | 970 | 919 |
| - Publication papers | 318 | 327 | 347 | 337 | 412 | 371 | 456 | 426 |
| - Pulp, timber and solid-wood products | 703 | 755 | 741 | 666 | 596 | 540 | 514 | 493 |
| Other $^{\text { }}$ | 3,768 | -87 | -88 | -85 | -88 | -83 | -80 | -52 |
| Total operating surplus | $\mathbf{8 , 0 1 9}$ | 4,056 | 3,960 | 3,783 | 3,818 | 3,685 | 3,641 | 3,521 |

${ }^{1}$ Including items affecting comparability

## OPERATING PROFIT

| SEKm | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ | $2006: 1$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 781 | 742 | 758 | 679 | 726 | 681 | 693 | 699 |
| Tissue | 508 | 464 | 413 | 339 | 358 | 431 | 401 | 300 |
| Packaging | 692 | 648 | 622 | 689 | 598 | 560 | 476 | 438 |
| Forest Products | 691 | 766 | 750 | 663 | 676 | 591 | 631 | 577 |
| - Publication papers | 124 | 143 | 141 | 128 | 208 | 168 | 237 | 205 |
| - Pulp, timber and solid-wood products | 566 | 623 | 609 | 535 | 468 | 423 | 394 | 372 |
| Other $^{1}$ | 219 | -94 | -95 | -88 | -97 | -87 | -88 | -59 |
| Total operating profit | $\mathbf{2 , 8 9 1}$ | 2,526 | 2,448 | 2,282 | 2,261 | 2,176 | 2,113 | 1,955 |
| Financial items | -549 | -507 | -435 | -419 | -458 | -423 | -405 | -386 |
| Profit before tax | $\mathbf{2 , 3 4 2}$ | 2,019 | 2,013 | 1,863 | 1,803 | 1,753 | 1,708 | 1,569 |
| Tax | -204 | 0 | -443 | -429 | -352 | -227 | -387 | -400 |
| Net profit for the period | $\mathbf{2 , 1 3 8}$ | 2,019 | 1,570 | 1,434 | 1,451 | 1,526 | 1,321 | 1,169 |

${ }^{1}$ Including items affecting comparability

## OPERATING SURPLUS MARGIN

| \% | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ | $2006: 1$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 18.2 | 18.1 | 17.8 | 17.5 | 17.7 | 17.6 | 17.9 | 17.8 |
| Tissue | 11.7 | 12.5 | 12.0 | 11.2 | 11.6 | 12.2 | 11.9 | 10.7 |
| Packaging | 13.0 | 12.4 | 12.2 | 12.4 | 12.1 | 11.9 | 10.8 | 10.2 |
| Forest Products | 21.3 | 22.8 | 23.0 | 22.4 | 22.5 | 21.0 | 21.8 | 21.0 |
| - Publication papers | 14.1 | 14.7 | 16.1 | 16.2 | 19.0 | 16.3 | 19.5 | 19.9 |
| - Pulp, timber and solid-wood products | 27.6 | 30.0 | 28.8 | 27.9 | 25.8 | 26.2 | 24.3 | 22.1 |

OPERATING MARGIN

| \% | $\mathbf{2 0 0 7 : 4}$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ | $2006: 1$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 13.7 | 13.5 | 13.6 | 12.7 | 13.4 | 13.0 | 13.2 | 13.1 |
| Tissue | 5.4 | 5.7 | 5.1 | 4.4 | 4.6 | 5.6 | 5.1 | 3.8 |
| Packaging | 8.1 | 7.7 | 7.6 | 8.0 | 7.1 | 6.8 | 5.8 | 5.2 |
| Forest Products | 14.4 | 16.2 | 15.9 | 14.8 | 15.1 | 13.6 | 14.2 | 13.2 |
| - Publication papers | 5.5 | 6.4 | 6.6 | 6.1 | 9.6 | 7.4 | 10.1 | 9.6 |
| - Pulp, timber and solid-wood products | 22.3 | 24.7 | 23.6 | 22.4 | 20.2 | 20.5 | 18.6 | 16.7 |

INCOME STATEMENT PARENT COMPANY

| SEKm | $\mathbf{0 7 1 2}$ | 0612 |
| :--- | ---: | ---: |
| Net sales | 142 | 97 |
| Operating expenses | -655 | -437 |
| Operating profit | -513 | -340 |
| Financial items | 95 | 738 |
| Profit before tax | $\mathbf{- 4 1 8}$ | 398 |
| Appropriations and taxes | 601 | 385 |
| Net profit for the period | $\mathbf{1 8 3}$ | $\mathbf{7 8 3}$ |

## BALANCE SHEET PARENT COMPANY

|  | 31 December 2007 | 31 December 2006 |
| :--- | ---: | ---: |
| SEKm | SEKm |  |
| Intangible assets | 5 | 11 |
| Tangible assets | 6,205 | 6,129 |
| Financial investments | 62,576 | 62,346 |
| Total fixed assets | 68,786 | 68,486 |
| Total current assets | 1,604 | 1,474 |
| Total assets | 70,390 | 69,960 |
|  |  |  |
| Restricted equity | 10,996 | 10,996 |
| Unrestricted equity | 9,496 | 11,930 |
| Total shareholders' equity | 20,492 | 22,926 |
| Untaxed reserves | 128 | 124 |
| Provisions | 1,330 | 1,575 |
| Long-term liabilities | 0 | 0 |
| Current liabilities | 48,440 | 45,335 |
| Total equity and liabilities | 70,390 | 69,960 |

## Summary preliminary acquisition balance sheet:

## P\&G European

Tissue operations

| SEKm | Market |
| :--- | ---: |
|  | Value |
| Intangible assets | 818 |
| Tangible assets | 1,561 |
| Other non-current receivables | 29 |
| Fixed assets | $\mathbf{2 , 4 0 8}$ |
|  |  |
| Operating receivables and inventories | 264 |
| Cash \& cash equivalents | 2 |
| Current assets | $\mathbf{2 6 6}$ |
| Assets | $\mathbf{2 , 6 7 4}$ |
|  |  |
| Equity \& liabilities | $\mathbf{1 3 5}$ |
| Non-current liabilities | $\mathbf{1 1 0}$ |
| Current liabilities | $\mathbf{2 5}$ |
| Net asset value | $\mathbf{2 , 5 3 9}$ |
| Goodwill | 653 |
| Final acquisition price | $\mathbf{3 , 1 9 2}$ |
| Unpaid acquisition costs | 5 |
| Total acquisition price - payment | 3,187 |
| Less cash \& cash equivalents in acquired companies | -2 |
| Plus acquired debt including provisions for pensions | $\mathbf{1 0 4}$ |
| Acquisition of operations for the year | $\mathbf{3 , 2 8 9}$ |

## For further information, please contact:

Bodil Eriksson, Corporate Communications, +46 87885234
Johan Karlsson, Investor Relations, +46 87885130
Pär Altan, Media Relations, +46 87885237

Note
This information is such that SCA must disclose in accordance with the Securities Markets Act. This report has been prepared in both Swedish and English. In case of variation in the content of the two versions, the Swedish version shall prevail. The report has not been reviewed by the company's auditors.

