



CLOETTA FAZER

Cloetta Fazer interim report

January – June 2007

SECOND QUARTER

Net sales were SEK 658 million (656)

Operating profit was SEK 33 million (54), equal to an operating margin of 4.9 per cent (8.2)

Profit after financial items was SEK 39 million (60)

Profit after tax was SEK 28 million (44)

Earnings per share before and after dilution were SEK 1.11 (1.79)

FIRST HALF

Net sales were SEK 1,398 million (1,388)

Operating profit was SEK 112 million (122, or 128 excluding wind-up costs for the Norrköping plant), equal to an operating margin of 8.0 per cent (9.2)

Profit after financial items was SEK 125 million (129, or 135 excluding wind-up costs for the Norrköping plant)

Profit after tax was SEK 91 million (94)

Earnings per share before and after dilution were SEK 3.72 (3.88)

Q2

CEO'S COMMENTS



Cloetta Fazer's sales for the first half of 2007 rose by SEK 10 million compared to the same period of last year.

A combination of slower sales growth at the end of the second quarter and higher manufacturing costs are reflected in year-on-year profit decrease. Although the hot weather in early June contributed to the drop in sales, the arrival of significantly cooler weather triggered a sharp increase in July. The spring's new product launches have been successful. The sugar confectionery segment has shown particularly strong growth in recent years and the positive trend is continuing in 2007. This has led to less than optimum utilisation of certain production lines, which has driven up costs and had a negative impact on profit for the period. A decision has therefore been made to invest in a new production line in order to boost capacity and efficiency.

The rising cost of raw materials, primarily cocoa and milk products, will be noticeable mainly in the second half of the year. To compensate for these, price increases in the market will be necessary.

One very important long-term aim is to continuously improve our customer partnerships. For that reason, it is enormously satisfying that the annual customer survey conducted by Sales Partners Group ranked Cloetta Fazer as the number one confectionery company in Sweden."

SALES AND PROFIT

January – June 2007

Net sales grew by 1 per cent to SEK 1,398 million (1,388). Sales in the Nordic market rose to SEK 1,296 million (1,292) and non-Nordic sales to SEK 102 million (96).

The sugar confectionery segment has delivered impressive growth in recent years and is continuing to perform well in 2007. Of the prioritised brands, it was the sugar confectionery products Panteri/Salta katten, Tutti Frutti and Tyrkisk Peber that accounted for the largest increase in the first half of the year. New product launches and active marketing contributed to the upward trend. However, sales of several of chocolate products have fallen from the year-earlier level. Sales were dampened by the heat wave in June but picked up smartly in July with the arrival of cooler weather.

Total sales of the prioritised brands were unchanged year-on-year. Sales of miscellaneous brands, a category that includes brands with strong positions in their local markets, improved by 5 per cent. A weakening was noted for the pick-and-mix segment, where sales were down by 7 per cent from the prior year.

In the Swedish market, sales of the prioritised brands declined by 2 per cent during the period and total sales in Sweden by 3 per cent. Sales in Finland remained strong with growth of 8 per cent during the period, leading to further expansion of market shares. The increase is mainly attributable to miscellaneous brands, while sales of the prioritised brands were on par with the prior year. Other Nordic sales, consisting of Norway, Denmark and Travel Trade (sales on ferries and at airports), were down by 20 per cent mainly due to weaker than anticipated development in Norway.

Non-Nordic sales rose by 6 per cent during the period, driven mainly by powerful growth in the Baltic countries. Sales in Russia also improved.

Operating profit was SEK 112 million (122). Excluding wind-up costs for the Norrköping plant, the figure for the same period of last year was SEK 128 million.

Operating margin was 8.0 per cent, compared to 9.2 per cent excluding wind-up costs for the year-earlier period.

Year-on-year profit in the non-Nordic markets rose by SEK 15 million. The increase is mainly explained by the now discontinued subsidiary in Poland, which recorded a loss for the same period of last year. Since year-end 2006, sales in Poland are handled by a local distributor. A strong sales organisation in the Baltic countries also contributed to the period's earnings growth.

Profit in the Nordic market was SEK 111 million, compared to SEK 142 million excluding wind-up costs in the previous year. The drop in profit is mainly attributable to the Swedish market, where earnings were affected by continued price pressure and lower sales volumes. For the Group as a whole, a faster rate of new product launches and non-optimal capacity utilisation also led to lower production efficiency and higher manufacturing costs.

Profit after financial items was SEK 125 million (129). Net financial items totalled SEK 13 million, compared to SEK 7 million the year before. Adjusted for wind-up costs, the year-earlier figure was SEK 135 million. The improvement is explained by the current year's rise in market interest rates and the previous year's negative effects on revaluation of financial investments.

Profit after tax was SEK 91 million (94), equal to earnings per share of SEK 3.72 (3.88). Excluding one-time items, earnings per share for the year-earlier period were SEK 4.05. The year's income tax expense was SEK 34 million (35), equal to an effective tax rate of 28 per cent (27).

Cloetta Fazer uses long-term delivery contracts to ensure access to the most important raw materials and dampen the effects of price fluctuations. The rising cost of cocoa-based and other vital raw materials has not had any significant effect on profit since most raw material deliveries during the period were contracted in 2006. The current contracts for delivery in the second half of the year will lead to increased manufacturing costs compared to the previous year. To compensate for these higher costs, price increases in the market will be necessary.

April – June 2007

Net sales rose by SEK 2 million to SEK 658 million. Sales in the Nordic market amounted to SEK 613 million and non-Nordic markets sales to SEK 45 million, representing a year-on-year increase of SEK 1 million for both market segments.

Although sugar confectionery showed steady growth, lower sales of chocolate products, with the exception of Karl Fazer and Geisha, led to a 3 per cent drop in sales of the prioritised brands during the period. Pick-and-mix sales also continued to fall, while miscellaneous brands grew by 11 per cent in the quarter.

Operating profit for the second quarter was SEK 33 million, compared to SEK 54 million the year before, equal to an operating margin of 4.9 per cent (8.2). Profit fell by SEK 26 million in the Nordic market, but improved by SEK 5 million in the non-Nordic markets. The earnings decrease in the Nordic market is explained by a lower gross profit. Declining sales of chocolate products led to lower capacity utilisation in the Ljungbro and Vantaa plants, resulting in weaker production economy. Manufacturing on certain sugar confectionery lines has reached the capacity limit, leading to higher costs at the Lappeenranta plant. Together these factors have pushed up total manufacturing costs, thereby undermining gross margin and operating profit. To deal with the capacity situation, a decision has been made to invest in a new production line in Lappeenranta. Profit in the non-Nordic markets was bolstered by increased Baltic sales and the wind-up of the Polish company, which reported a loss in the prior year. Operations follow a seasonal pattern where the first quarter (Easter) and particularly the fourth quarter (Christmas) are strongest in terms of sales and profit.

ROLLING 12 MONTHS

Operating profit before one-time items for the period July 2006 – June 2007 was SEK 337 million (353).

Operating margin was 10.9 per cent (11.5). Sales rose by SEK 13 million to SEK 3,084 million during the period.

RESTRUCTURINGS

The liquidation of the Polish subsidiary is still in process pending a decision by the Polish tax authorities as to whether or not the company will be required to repay previously received tax subsidies of SEK 25 million. The amount in question has been reported as a contingent liability. The liquidation cannot be completed until a decision is made.

CASH FLOW, FINANCIAL POSITION AND LIQUIDITY

Cash and cash equivalents and short-term investments rose by SEK 100 million (39) to SEK 1,047 million (947). Cash flow from operating activities was SEK 56 million (-30), an improvement explained by a decrease in working capital compared to the year-earlier period. Net cash of SEK 93 million (79) was utilised for investments in property, plant and equipment. Interest-bearing assets exceeded interest-bearing liabilities by a net amount of SEK 947 million (857).

The equity/assets ratio at 30 June was 80 per cent (80).

CAPITAL EXPENDITURE

Gross expenditure on property, plant and equipment was SEK 95 million (80) and referred primarily to supplementary and replacement investments on the existing production lines.

Depreciation and amortisation amounted to SEK 62 million (60).

EMPLOYEES

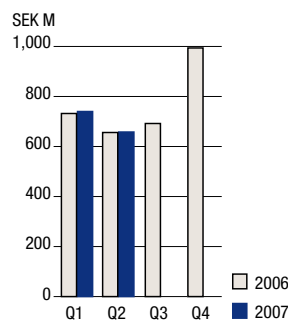
The average number of employees during the period was 1,493 (1,558). The decrease is mainly due to the wind-up of the Polish subsidiary.

Our twelve prioritised brands

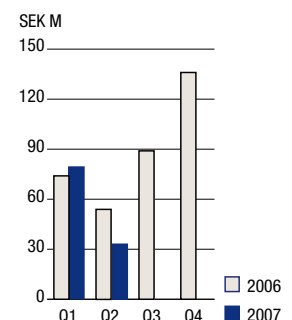
Karl Fazer	Kexchoklad	Dumle
Geisha	Polly	Center
Marianne	Tutti Frutti	Ässät
Pantteri/Salta katten	Plopp	Tyrkisk Peber



Net sales



Operating profit ¹⁾



¹⁾ Excluding one-time items

PARENT COMPANY

Net sales in the Parent Company are reported at SEK 31 million (31) and consisted mainly of intra-group services and rents. Profit after financial items was SEK 161 million (128).

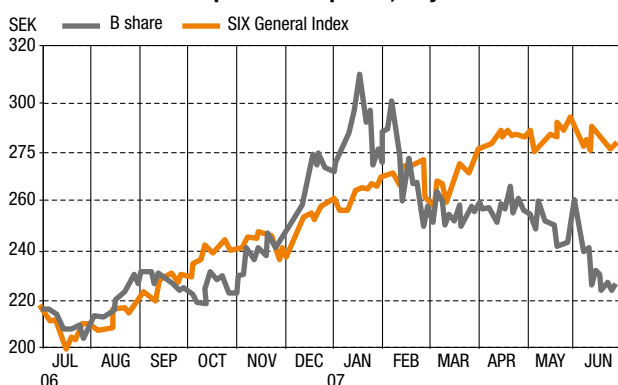
Net financial items amounted to SEK 171 million (138) and included SEK 156 million (131) in dividends from group companies. Cash and cash equivalents and short-term investments totalled SEK 943 million (859).

SHARE DATA

Cloetta Fazer's class B share is quoted on the Stockholm Stock Exchange. A round lot consists of 50 shares. A total of 872,831 shares were traded during the period January–June 2007.

The highest bid price was SEK 311 and the lowest was SEK 223. On 29 June the share was quoted at SEK 226 (last price paid).

Cloetta Fazer's share price development, July 2006 – June 2007



SHAREHOLDERS

Cloetta Fazer had 3,661 shareholders at 30 June 2007. The principal shareholders and institutional investors held around 95.8 per cent of the votes and around 88.6 per cent of the share capital.

ACCOUNTING POLICIES AND OTHER INFORMATION

General

Cloetta Fazer complies with the International Financial Accounting Standards (IFRS) and interpretations of these (IFRIC) that have been endorsed for application in the EU. This interim report is presented in accordance with IAS 34, Interim Financial Reporting, and RR 31, Interim Financial Reporting for Groups.

The accounts of the Parent Company have been prepared in accordance with the Annual Account Act and the Swedish Financial Reporting Board's recommendation RR 32:06, Reporting for Legal Entities. The accounting and valuation standards applied in this report are the same as those used in the annual report for 2006 aside from a certain reclassification of costs between cost of goods sold and selling expenses. The

change has increased gross profit by one percentage point. The comparative figures have been restated accordingly. The estimates and assumptions applied by the board and management in preparation of the financial statements are evaluated on a regular basis.

The new accounting standards and interpretations effective on and after 1 January 2007 have not had any impact on the Group's financial results or position.

Related party transactions

Sales of goods to companies in the Fazer Group made up 3–4 per cent (3.2) of total sales. Of other operating income (excluding capital gains), 16.8 per cent (15.2) referred to services sold to companies in the Fazer Group. Purchases from related parties were negligible. Buying and selling of goods and services between closely related companies has been carried out at market-based prices. Transactions with these companies amounted to a net receivable of SEK 10 million (5).

Operating and financial risks in the Group and the Parent Company

Through its operations, the Cloetta Fazer is exposed to both operating and financial risks. The operating risks are managed by the operating units and the financial risks by the central finance function.

The Group's manufacturing costs account for approximately 70 per cent of the total cost mass. Of total manufacturing costs, raw materials and packaging make up approximately 60 per cent. The most significant raw materials in terms of value are cocoa, sugar and milk products. Compared to the previous year, prices for cocoa-based raw materials and milk products in particular have risen sharply. The majority of raw materials purchased in the first half of the year were based on delivery contracts entered into during 2006. Consequently, the higher prices have not yet had any significant effects but are expected to do so in the second half of the year. If these price levels persist, they will have a negative impact on profit for the coming year unless the effects can be offset through higher sales prices.

The Group's financial risks consist primarily of currency, interest rate and credit risk. Cash and cash equivalents and short-term investments at 30 June 2007 amounted to SEK 1,047 million. In the first half of 2007, the share of investments with a maturity of less than 3 months was increased with respect to the anticipated future interest rate trend.

For more information about risk management, see the related sections of the 2006 annual report. Furthermore, Note 37 describes the management's accounting estimates and judgments made in the application of the Group's accounting policies. No significant changes have taken place compared to the information provided in the annual report.

This semi-annual report provides a true and fair picture of the business activities, financial position and results of operations of the Parent Company and the Group, and describes the significant risks and uncertainties to which the Parent Company and the Group companies are exposed.

Ljungsbro, 17 August 2007

Anders Dreijer
Chairman

Olof Svenfelt
Deputy Chairman

Lennart Bylock
Board Member

Berndt Brunow
Board Member

Wilhelm Lüning
Board Member

Karsten Slotte
Board Member

Meg Tivéus
Board Member

Christer Zetterberg
Board Member

Lena Grönedal
Employee Representative

Birgitta Hillman
Employee Representative

Jesper Åberg
Managing Director and CEO

The information in this report has not been reviewed by the company's auditors.

Summary consolidated profit and loss accounts

SEK M	Second quarter		First half		Rolling 12 months	Full year 2006
	2007	2006	2007	2006		
Net sales	658	656	1,398	1,388	3,084	3,074
Cost of goods sold	-439	-416	-922	-906	-1,988	-1,972
Gross profit	219	240	476	482	1,096	1,102
Other operating income	11	11	22	24	50	52
Selling and administrative expenses	-197	-195	-386	-376	-810	-800
Other operating expenses	0	-2	0	-8	0	-8
Operating profit	33	54	112	122	336	346
Financial items	6	6	13	7	20	14
Profit after financial items	39	60	125	129	356	360
Income tax expense	-11	-16	-34	-35	-97	-98
Profit for the period	28	44	91	94	259	262
Profit for the period attributable to:						
Equity holders of the Parent Company	27	43	90	93	258	261
Minority interest	1	1	1	1	1	1
Earnings per share before and after dilution ¹⁾	1.11	1.79	3.72	3.88	10.65	10.81
Number of shares at end of period ²⁾	24,119,196	24,119,196	24,119,196	24,119,196	24,119,196	24,119,196

¹⁾ Based on profit for the period attributable to equity holders of the Parent Company. The subscription period for the warrants issued in 2002 expired on 1 December 2006. The warrants have not been utilised for subscription to shares and no dilutive effect has arisen for the reported periods, since the average quoted price for the respective periods has exceeded the exercise price.

²⁾ Which also corresponds to the average number of shares during the period.

Comparative information

Profit for the period includes the following one-time items affecting comparability between years:

<i>Cost of goods sold</i>						
Closure of the Norrköping plant	-	-	-	-6	4	-2
Total cost of goods sold	-	-	-	-6	4	-2
<i>Selling and administrative expenses</i>						
Wind-up of the subsidiary in Poland	-	-	-	-	-5	-5
Total selling and administrative expenses	-	-	-	-	-5	-5
Effect on operating profit	-	-	-	-6	-1	-7
Financial items	-	-	-	-	-	-
Income tax expense	-	-	-	2	-	2
Effect on profit for the period	-	-	-	-4	-1	-5

Summary consolidated profit and loss accounts in Euro ¹⁾

EUR M	Second quarter		First half		Rolling 12 months	Full year 2006
	2007	2006	2007	2006		
Net sales	71.0	70.5	151.6	148.8	335.0	332.2
Cost of goods sold	-47.4	-44.7	-100.0	-97.1	-216.0	-213.1
Gross profit	23.6	25.8	51.6	51.7	119.0	119.1
Other operating income	1.2	1.2	2.4	2.6	5.4	5.6
Selling and administrative expenses	-21.3	-20.9	-41.9	-40.3	-88.0	-86.4
Other operating expenses	0.0	-0.3	0.0	-0.9	0.0	-0.9
Operating profit	3.5	5.8	12.1	13.1	36.4	37.4
Financial items	0.6	0.7	1.4	0.8	2.1	1.5
Profit after financial items	4.1	6.5	13.5	13.9	38.5	38.9
Income tax expense	-1.2	-1.8	-3.7	-3.8	-10.5	-10.6
Profit for the period	2.9	4.7	9.8	10.1	28.0	28.3
Profit for the period attributable to:						
Equity holders of the Parent Company	2.8	4.6	9.7	10.0	27.9	28.2
Minority interest	0.1	0.1	0.1	0.1	0.1	0.1

¹⁾ Translated at the average rate of exchange during the period

Summary consolidated profit and loss account by segmen

SEK M	Second quarter		First half		Rolling 12 months	Full year 2006
	2007	2006	2007	2006		
Net sales						
Nordic countries	613	612	1,296	1,292	2,856	2,852
Other markets	45	44	102	96	228	222
Total net sales	658	656	1,398	1,388	3,084	3,074
Operating profit						
Nordic countries ¹⁾	35	61	111	136	348	373
Other markets ²⁾	-2	-7	1	-14	-12	-27
Total operating profit	33	54	112	122	336	346
¹⁾ Of which, one-time items	-	-	-	-6	4	-2
²⁾ Of which, one-time items	-	-	-	-	-5	-5
	-	-	-	-6	-1	-7

Quarterly data ¹⁾

SEK M	Q1	Q2	Q1	Q2	Q3	Q4	Full year 2006
	2007	2007	2006	2006	2006	2006	
Net sales	740	658	732	656	692	994	3,074
Operating profit	79	33	68	54	89	135	346
Operating profit ¹⁾	79	33	74	54	89	136	353
Operating margin, % ¹⁾	10.7	4.9	10.2	8.2	12.9	13.7	11.5
Earnings per share, SEK	2.61	1.11	2.09	1.79	2.64	4.29	10.81
Cash flow from operating activities	-5	61	27	-57	46	317	333

¹⁾ Excluding one-time items

Summary consolidated balance sheets

SEK M	30 June 2007	30 June 2006	31 Dec 2006
Intangible assets	248	245	248
Tangible assets	1,021	966	975
Financial assets	18	19	18
Inventories	374	352	303
Current receivables	358	392	429
Short-term investments	420	562	375
Cash and cash equivalents	627	385	866
Assets held for sale	-	15	-
Total assets	3,066	2,936	3,214
Equity	2,465	2,357	2,513
Non-current liabilities	307	269	297
Current liabilities	294	310	404
Total equity and liabilities	3,066	2,936	3,214

Summary statement of changes in equity

SEK M	30 June 2007	30 June 2006	31 Dec 2006
Equity at 1 January	2,513	2,427	2,427
Translation differences	19	-19	-31
Profit for the period	91	94	262
Total recognised income and expense excluding transactions with shareholders	110	75	231
Dividends	-158	-145	-145
Equity at end of period	2,465	2,357	2,513
Minority interest in equity	3	3	3

Summary consolidated cash flow statements

SEK M	Second quarter		First half		Rolling	Full year
	2007	2006	2007	2006	12 months	2006
Cash flow from operating activities	61	-57	56	-30	419	333
Investing activities						
Net expenditure on property, plant and equipment	-43	-40	-93	-79	-158	-144
Investments/disinvestments in short-term investments	39	174	-47	111	132	290
Cash flow from investing activities	-4	134	-140	32	-26	146
Financing activities						
Dividends to shareholders including minority	-158	-144	-158	-145	-158	-145
Cash flow from financing activities	-158	-144	-158	-145	-158	-145
Cash flow for the period	-101	-67	-242	-143	235	334
Cash and cash equivalents at beginning of period	728	455	866	531	385	531
Translation difference in cash and cash equivalents	0	-3	3	-3	7	1
Cash and cash equivalents at end of period	627	385	627	385	627	866
Cash, cash equivalents and short-term investments < 3 months	627	385	627	385	627	866
Short-term investments > 3 months	420	562	420	562	420	375
	1,047	947	1,047	947	1,047	1,241

Key ratios

	2007	First half	Full year	
		2006	2006	2005
Operating profit, SEK M	112	122	346	314
Operating margin, %	8.0	8.8	11.3	10.2
One-time items with an effect on operating profit, SEK M	-	-6	-7	-55
Operating margin excluding one-time items, %	8.0	9.2	11.5	12.0
Profit after financial items, SEK M	125	129	360	333
Earnings per share, SEK ¹⁾	3.72	3.88	10.81	10.19
Earnings per share, SEK ^{1,2)}	3.72	4.05	11.03	11.71
Return on capital employed, % ^{2,3)}	15.0	15.6	14.6	15.7
Return on equity after tax, % ^{2,3)}	10.7	11.8	10.8	11.9
Cash flow from operating activities, SEK M	56	-30	333	529
Cash flow from investing activities, SEK M	-37	-109	189	442
Net asset, SEK M	947	857	1,148	1,117
Equity/assets ratio, %	80.4	80.3	78.1	77.2
Equity per share, SEK	102.11	97.64	104.10	100.56
Average number of employees	1,493	1,558	1,600	1,801
Number of shares at end of period ⁴⁾	24,119,196	24,119,196	24,119,196	24,119,196

1) Based on profit for the period attributable to equity holders of the Parent Company. The subscription period for the warrants issued in 2002 expired on 1 December 2006. The warrants have not been utilised for subscription to shares and no dilutive effect has arisen for the reported periods, since the average quoted price for the respective periods has exceeded the exercise price.

2) Excluding one-time items affecting comparability between years.

3) Refers to rolling 12-month period.

4) Which also corresponds to the average number of shares during the period.

Summary parent company profit and loss accounts

SEK M	2007	First half 2006	Full year 2006
Net sales	31	31	62
Costs for property management and sold services	-29	-28	-59
Gross profit	2	3	3
Administrative expenses	-12	-11	-37
Other operating income and expenses	0	-2	-2
Operating profit	-10	-10	-36
Result from participations in group companies	156	131	131
Net financial items	15	7	21
Profit after financial items	161	128	116
Appropriations	-	-	3
Income tax expense	-2	0	3
Profit for the period	159	128	122

Summary parent company balance sheets

SEK M	30 June 2007	30 June 2006	31 Dec 2006
Intangible assets	2	2	2
Tangible assets	60	79	61
Financial assets	1,581	1,580	1,581
Current assets	1,202	1,147	1,445
Total assets	2,845	2,808	3,089
Equity	2,410	2,396	2,407
Untaxed reserves	22	25	22
Non-current liabilities	48	42	47
Current liabilities	365	345	613
Total equity and liabilities	2,845	2,808	3,089

Key events in the second quarter

- In Sweden, Cloetta Fazer was highly ranked in an annual customer survey by Sales Partner Group. Of more than one hundred companies that deliver goods to the Swedish grocery trade, Cloetta Fazer placed at number seven overall and number one among confectionery companies.
- Reputation Institute/Nordic Brand Academy has ranked the most highly reputed companies in Sweden, of which Cloetta Fazer came in seventh place. Corporate reputations were assessed based on public perceptions of the companies' products and leadership, commitment to social responsibility and financial performance.
- The results of a brand survey in Russia during May show that the Geisha brand is a unique product with major potential in the Russian market. Efforts to strengthen Cloetta Fazer's market position are proceeding according to plan and marketing activities during the autumn will focus mainly on the Geisha brand.
- Karl Fazer milk chocolate placed third in a survey to rank the most well known Finnish products. Some 1,000 Finns took part in the survey, which was conducted by Taloustutkimus on behalf of Kalevala Spirit.
- Second quarter launches in Sweden included Polly Dark&White, Center Season – Taste of Hazel, Tutti Frutti + Choco and three chocolate bars with no added sugar (dark chocolate, milk chocolate and milk chocolate crisp).
- In Finland, a new mixed bag under the Panteri brand, Re-Mix Snacks and a salmiac-flavoured chocolate bar were launched. In addition, two old favourites made a comeback: the Fami chocolate countline and the Pax tablet box.
- At the beginning of June Cloetta Fazer launched its new website to serve as a central source for all corporate and brand communication on the Internet, see www.cloettafazer.se

Cloetta Fazer is the Nordic region's leading confectionery company, with a market share of around 22 per cent. The company has production facilities in Sweden and Finland. Cloetta Fazer's strength lies in its many popular brands, such as Karl Fazer, Kexchoklad, Dumle, Geisha, Polly and Center. The average number of employees is around 1,500 and annual sales in 2006 amounted to approximately SEK 3 billion.

Financial calendar 2007

- Interim reports
third quarter – 18 October 2007

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