# SWECO AB (publ) Interim report January-March 2007

# Strong first quarter for SWECO

- Operating profit improved by 22 per cent to SEK 140.4 million (115.3).
- Operating margin was 12.3 per cent (12.0).
- Net sales increased by 20 per cent to SEK 1,145.0 million (958.5).
- Profit before tax totalled SEK 140.1 million (117.7).
- Profit after tax was SEK 98.8 million (82.4), equal to earnings per share of SEK 5.78 (4.74).
- After the end of the reporting period, SWECO signed an agreement to acquire Hydroprojekt CZ with 270 employees in the Czech Republic.

# Comments from CEO Mats Wäppling:

- SWECO has achieved an impressive first quarter. Operating profit increased by 22 per cent and operating margin exceeded 12 per cent. Net sales rose by 20 per cent and we are growing both in the Nordic region and our international growth markets.
- Market conditions remain favourable for all areas of operation and we see no indication of slowing.
- SWECO has signed an agreement to acquire the Czech consulting company Hydroprojekt, with 270 employees, which is active mainly in water resources and wastewater management. The acquisition will give us a strong position in the Czech Republic and a new home market in Central Europe, as well as consolidating our market position in water and environment.
- Our ambition is to continue growing with sustained profitability by more intensively targeting the Nordic market and expanding operations in our growth markets. The outlook for the remainder of 2007 is bright.



#### **PROFIT AND FINANCIAL POSITION**

# Net sales and profit

The SWECO Group's net sales rose by 20 per cent to SEK 1,145.0 million (958.5). Of the increase, around 60 per cent consists of organic growth and 40 per cent of acquisition-driven growth.

Profit summary, SEK M	2007, 3 mths	2006, 3 mths
SWECO Sweden	86.3	73.7
SWECO Grøner - Norway	25.9	25.6
SWECO Finland	4.3	-
SWECO Baltic & Eastern Europe	1.9	0.4
SWECO Russia	0.2	0.0
SWECO PIC - Industry	26.0	16.3
Group-wide, etc.	-4.2	-0.7
Operating profit	140.4	115.3
Consolidated net financial items	-0.3	2.4
Profit before tax	140.1	117.7

Operating profit was SEK 140.4 million (115.3), an increase of SEK 25.1 million. The improvement is mainly explained by a continued strong market and the accretive effects of acquisitions. Operating margin for the Group was 12.3 per cent (12.0). The billing ratio, including all administrative personnel, rose by 1.5 percentage units to 76.0 per cent (74.5).

Profit before tax was SEK 140.1 million (117.7). The Group's net financial items totalled SEK -0.3 million (2.4). The year-earlier figure includes a value change of SEK 2.1 million pertaining to the sold shares in AB Ångpanneföreningen.

Profit after tax was SEK 98.8 million (82.4), of which SEK 97.4 million (80.1) is attributable to equity holders in the Parent Company. Profit was charged with a tax rate of 30 per cent (30).

Return on equity amounted to 28.6 per cent (37.4) and return on capital employed was 36.8 per cent (41.4).

#### Earnings per share

Earnings per share were SEK 5.78 (4.74) before dilution and SEK 5.74 (4.72) after dilution.

#### Capital expenditure

Net expenditure on equipment during the period totalled SEK 18.7 million (14.3) and referred primarily to computers and other IT investments. Depreciation of equipment amounted to SEK 14.0 million (11.6).

A sum of SEK 52.6 million (16.5) was invested in the acquisition of associated companies and subsidiaries.

#### Cash flow and financial position

The Group's cash flow from operating activities was SEK 46.4 million (6.0).

Cash and cash equivalents and other current interest-bearing assets amounted to SEK 224.5 million (474.7). Disposable cash and cash equivalents including unutilised bank overdraft facilities at the end of the period totalled SEK 402,0 million (SEK 414.3 at year-end 2006). Interest-bearing debt is reported at SEK 94.9 million (116.4). The net interest-bearing asset thus amounted to SEK 129.6 million (358.3).

The Board of Directors has proposed to the Annual General Meeting (AGM) a total capital distribution (dividend and share redemption) of SEK 273.3 million (261.8).

The equity/assets ratio was strong at 43.2 per cent (46.8). Based on the balance sheet at 31 March 2007, the equity/assets ratio after the proposed distribution to the shareholders will be 34 per cent.

#### Personnel

The number of employees at the end of the period was 4,547 (3,728). The average number of employees in the Group during the period was 4,477 (3,779).

# **Parent Company**

The Parent Company reported net sales of SEK 13.0 million (16.1) all of which referred to intra-group services. Profit after net financial items was SEK 18.9 million (2.5). Capital expenditure on equipment amounted to SEK 0.4 million (0.0). Cash and cash equivalents at the end of the period totalled SEK 43.9 million (369.5).

# 2007 Share Bonus Programme for employees in Sweden

The extraordinary general meeting on 21 March 2007 approved the implementation of a Share Bonus Programme covering the majority of the Group's employees in Sweden. The Share Bonus Programme will replace the existing cash-based bonus system.

Under the Share Bonus Programme, the employees will be awarded shares in SWECO for a value equal to the earned bonus for the 2007 financial year divided by a base share price. The base share price will be equal to the average volume-weighted bid price for SWECO AB's (publ) class B share during the period from 22 March 2007 to 30 March 2007, which was SEK 283.28. To obtain the final base share price, the share price of SEK 283.28 will be reduced by the dividend and redemption price per share for 2006 as decided by the 2007 AGM.

To enable delivery of shares to the employees covered by the 2007 Share Bonus Programme, the AGM approved the issue of 200,000 class C shares to an external party, after which SWECO will repurchase these shares. Following the repurchase of

class C shares, the number of shares needed for SWECO to fulfil its obligations under the 2007 Share Bonus Programme will be converted to class B shares.

#### The SWECO share

The bid price for the SWECO B share at the end of the period was SEK 286.5, representing an increase of 9 per cent during the year. The OMX Stockholm General Index rose by 5 per cent per cent over the same period.

The SWECO share is quoted on the OMX Stockholm Stock Exchange.

The total number of shares during the period was unchanged at 17,082,870, consisting of 15,205,055 B shares and 1,877,815 A shares. After deduction of treasury shares, the total number of shares at the end of the period was 16,850,270, consisting of 14,972,455 B shares and 1,877,815 A shares. On full exercise of the warrant series 2005/2008, the number of B shares will increase by 297,670, corresponding to a dilution effect of 1.7 per cent of the share capital and 0.9 per cent of the votes.

At the end of March 2007, an external party paid in subscription proceeds of SEK 1 million for the issue of 200,000 class C shares at a subscription price of SEK 5 each. In the financial statements at 31 March 2007, payment for the class C shares is recorded as an "Issue in progress" in the statement of changes in equity. In April, the issue was registered with the Swedish Companies Registration Office and the repurchase of class C shares was carried out.

On full utilisation of the 2007 Share Bonus Programme, the equity capital of SWECO AB (publ) will increase by SEK 1,000,000, corresponding to a dilutive effect of approximately 1.2 per cent of the share capital and 0.6 per cent of the votes. Together with the outstanding warrant series 2005/2008, the total dilutive effect amounts to 2.9 per cent of the share capital and around 1.5 per cent of the votes.

#### **Treasury shares**

SWECO holds 232,600 repurchased class B shares (treasury shares). The repurchased shares have an average bid price of SEK 110.50, equal to a total of SEK 25.7 million. The market value at the end of the period was SEK 66.6 million. The repurchased shares correspond to 1.4 per cent of the total number of shares and 0.7 per cent of the votes.

After the repurchase of class C shares in April, in connection with the 2007 Share Bonus Programme, SWECO holds 200,000 class C shares.

#### **OPERATIONS**

Engineers, architects and environmental experts in the SWECO companies are working together to build a safer, more ecologically sustainable and growing society. With its approximately 4,500 consultants and architects, the Group is among the dominant players in Europe and the market-leader in several segments of the Nordic and Baltic countries. SWECO has subsidiaries in eight countries and projects currently under way in 75 countries worldwide. Operations are conducted in six business units:

SWECO Sweden, SWECO Grøner – Norway, SWECO Finland, SWECO Baltic & Eastern Europe, SWECO Russia and SWECO PIC – Industry.

In the first quarter, SWECO enjoyed powerful demand for its services, both in the Nordic countries and internationally. The assessment is that all areas of operation will enjoy continued favourable market conditions in the second quarter.

#### SWECO Sweden

SWECO Sweden is one of the country's leading consulting engineering firms and the Group's largest business unit, with some 2,400 employees in 44 locations. Operations include architecture, structural engineering, building service systems, transportation and civil engineering, water and environment, project management, energy systems and geographic information systems. SWECO Sweden has extensive project exports to countries in Eastern Europe, Africa, Asia, the Middle East and Latin America.

Net sales for the period were up by 16 per cent to SEK 681.7 million (585.4). Operating profit amounted to SEK 86.3 million (73.7) and operating margin to 12.7 per cent (12.6).

#### Market

The Swedish market is noting sustained positive growth. Demand for building-related consulting services is brisk and shows no signs of slowing. Volumes for studies, planning and design remain strong and are predicted to continue at a high level.

The energy sector is showing keen long-term demand for qualified consulting services and 2007 is expected to be another year of excellent market conditions. SWECO's water and environmental services are increasingly sought after by clients in both the public and private sectors. Exports of environmental technology are showing continued positive development in Eastern Europe. A stronger focus on climate change is stimulating interest in SWECO's consulting services, above all in the energy and environmental areas.

The market for industrial consulting services has continued to improve. In particular, investments in new plants and process technology in the mining and steelworking industries are generating increased volumes for SWECO.

#### Major contracts

On behalf of the Swedish Forest Agency, SWECO has been chosen to develop a GIS-based solution for more efficient reforestation. The contract is worth approximately SEK 3 million and is expected to be completed by year-end 2007.

In connection with planning and construction of an underground facility for storage of crude oil in Visakhapatnam on the east coast of India, SWECO has been appointed as an expert advisor. The contract is initially worth approximately SEK 30 million. Experts from Norway and Finland are also participating in the assignment.

SWECO has been awarded a contract to develop a decision-making basis for better utilization of water resources in and around a number of tributaries to the Nile in Sudan and Egypt. The contract is worth around SEK 5 million and is scheduled for completion in November 2007.

In a new energy assignment in Africa, worth approximately SEK 9 million, SWECO will draft proposals for use of surplus electricity from hydropower stations in northern Angola to meet electricity needs in the country's central region.

On behalf of the City of Stockholm, SWECO will prepare programme documents for streets and park areas in the Årstastråket area. SWECO will be responsible for planning and design of the landscape, parks and streets with the help of laser scanning, traffic studies and geotechnical engineering. The assignment also includes coordination of piping and ductwork in the area.

# SWECO Grøner – Norway

Operations in Norway are conducted through SWECO Grøner, one of the country's largest engineering consultancies with more than 500 employees. SWECO Grøner, which also has extensive export operations, is organised in five business areas: Energy, Water & Environment, Building & Construction, Land & Transportation and Building Service Systems.

Net sales improved by 14 per cent to SEK 185.9 million (163.4). Operating profit was reported at SEK 25.9 million (25.6) and operating margin at 13.9 per cent (15.7).

#### Market

Norway is experiencing keen demand in all of SWECO Grøner's areas of operation and conditions are expected to remain stable throughout the remainder of the year.

Planning and design volumes in the construction sector remain high. Capital spending on housing construction is projected to level out in 2007, but to be offset by increased demand for office and industrial construction. Development in the offshore sector is characterised by robust demand, particularly in planning and design of underwater and steel structures.

Volumes in the infrastructure sector were high during the year and continued strong demand for consulting engineering services is awaited in connection with planned investments in the road and railway network. Development in the water and environment sector is positive and a rising level of activity is being noted in areas such as environmental management, hydrology and environmental economy. In the energy sector there is an accelerating demand for consulting services in development of wind power, bioenergy and small hydropower plants.

#### Major contracts

In Norway, SWECO has been commissioned for a large-scale planning assignment connected to extension of the Kleverud – Labbdalen section of the E6 motorway north of Gardemoen. All business areas in SWECO Grøner will take part in the project.

SWECO was awarded several contracts for traffic planning during the period, among other things to study all traffic and transport solutions ahead of the 2011 World Ski Championships in Holmenkollen and quality assurance of road and transport solutions in connection with a planned joint application by Hafjell and Kvitfjell to host the 2018 Winter Olympics.

A new contract was signed with Sjukhuset Innlandet HF for planning of electrical installations, HVAC and sanitation and fire protection systems in the hospital. The contract also includes construction management.

#### **SWECO Finland**

SWECO Finland has around 70 employees and mainly provides construction management and project management services through the subsidiary SWECO CMU at present.

Net sales amounted to SEK 19.3 million (-). Operating profit was SEK 4.3 million (-) and operating margin was 22.4 per cent (-).

#### Market

The market for consulting engineering services is showing positive development and continued strong demand is anticipated in 2007. There is a growing inflow of investment to the infrastructure sector and the building sector is noting strong demand for commercial space, office and public facilities such as hospitals. Growth in the environmental market remains positive, but has slowed somewhat.

#### Major contracts

In the first quarter of 2007, SWECO won several notable contracts, including project management of Vattenfall's district heating plant in the Finnish city of Tavastehus and project management for construction of housing by the property development company SATO in Helsinki.

#### SWECO Baltic & Eastern Europe, SWECO Russia

The Baltic countries and Eastern Europe are dynamic growth markets for SWECO. Operations in this region are conducted via the newly established business units SWECO Baltic & Eastern Europe, with more than 400 employees, and SWECO Russia, with just over 100 employees. SWECO also has extensive project exports to these markets from Sweden, Norway and Finland, primarily in water and environment, infrastructure, industry and architecture.

Net sales for SWECO Baltic & Eastern Europe rose sharply to SEK 30.5 million (5.1). Operating profit was SEK 1.9 million (0.4) and operating margin was 6.2 per cent (7.2).

Net sales for SWECO Russia increased by 64 per cent to SEK 2.3 million (1,4). Operating profit amounted to SEK 0.2 million (0.0) and operating margin to 10.8 per cent (2.8).

# **Market**

The Eastern European economies are undergoing powerful expansion driven partly by continued development and modernisation of society and partly by ongoing adaptation to EU standards. Environmental improvements and modernisation of infrastructure are continuing with undiminished strength.

There is a keen demand for SWECO's services, particularly in the environmental area but increasingly also in the industrial, infrastructure, energy and architecture areas as these countries upgrade their water and sewage systems, transport systems, energy supply, industrial facilities, housing and commercial premises.

#### Major contracts

In Lithuania, SWECO has been chosen to develop and modernise the water supply and wastewater systems in 13 cities throughout the country. The assignment is worth around SEK 29 million and is expected to take 2.5 years to complete.

# SWECO PIC - Industry

SWECO PIC is the Group's central resource for qualified industrial consulting services. The company's capabilities include consulting, planning, engineering, and project management services for product development, production optimisation and plant investment. With around 930 employees in Finland, 150 in Sweden and 20 in Norway, the company is one of the Nordic region's largest industrial engineering consultancies. SWECO PIC also has extensive international operations in Europe, Asia and South America. Operations are conducted in five divisions: Process Industry, Product and Manufacturing Industry, Energy, Electronics Industry and Marine Technology.

Net sales were up by 13 per cent to SEK 241.8 million (213.9). Operating profit was SEK 26.0 million (16.3) and operating margin was 10.7 per cent (7.6).

#### Market

The market for industrial consulting services is expanding rapidly with rising investment in plants and facilities for the process industry and energy sector. In the marine sector, order books for the shipbuilding industry are growing steadily. The manufacturing and telecom industries are increasingly contracting out product development and industrial design to external consultants, which is boosting demand for SWECO PIC's services both in the home market and in the international markets in Europe and Asia.

#### Major contracts

In Russia, SWECO PIC's Energy division was commissioned for preconstruction planning of a biofuel-fired CHP plant for Kostroma, a subsidiary of the Russian-based Gazprom. The assignment is strategically important and will open new opportunities in the Russian energy market.

In Sweden, SWECO PIC was awarded a major contract by Växjö Värnamo Biomass Gasification Centre (VVBGC) in connection with rebuilding and retrofitting of a unique biomass gasification plant in Värnamo, Sweden. The contract is worth approximately SEK 18 million. The rebuild of the gasification plant is part of the CHRISGAS R&D project, where the aim is to develop and optimise an energy- and cost-efficient method to produce hydrogen-rich gases from renewable biomass.

SWECO PIC's Marine Technology division won an order from Aker Kvaerner in Norway for planning of an oil platform in Statoil's Gjoa oil and gas field off the shore of Norway.

# **Acquisitions**

#### SWECO Sweden

SWECO Energuide acquired the consulting firm of Autosolvia AB in Gothenburg, with 20 employees. Autosolvia will expand SWECO Energuide's service offering for clients in the energy sector and heavy base industries in western Sweden.

SWECO FFNS Arkitekter acquired the consulting firm of EuroFutures Fredriksson & Partners AB with 15 employees. The acquisition will strengthen SWECO FFNS's position in urban planning and strategic development while at the same time broadening the company's traditional offering with new areas of expertise.

SWECO Theorells has acquired the building service systems consultancy Grapenfelt norr AB in Östersund, with 15 employees, and Kedbrant & Wickberg Teknik AB in Gävle, with five employees. Grapenfelt norr offers consulting services in HVAC, sanitation, energy and environment and works with a focus on HVAC and sanitation engineering for the real estate and industrial sectors. Kedbrant & Wickberg provides services in planning, studies, control and inspection in the HVAC and sanitation and energy areas.

#### SWECO Baltic & Eastern Europe

On 31 March, SWECO Projekt was formed through a merger of the three Estonian companies ETP Grupp, Eesti Projekt and SWECO Eesti. The company is multidisciplinary and has around 220 employees. Financially, SWECO Projekt is included in the SWECO Group as of 1 January 2007. SWECO holds more than 50 per cent of the shares in the new company.

#### SWECO PIC - Industry

SWECO PIC has acquired JAPS Elektronik AB, one of Sweden's leading engineering consultancies in the field of industrial electronics. The acquisition will advance SWECO PIC's market position in Sweden, primarily in the product development area. The company has 45 employees.

#### Events after the end of the reporting period

SWECO Grøner has signed an agreement to acquire the northern Norwegian consulting engineering firm of AT Consult with 27 employees. The company is primarily active in the construction and civil engineering sectors and has longstanding experience of assignments in the Arctic region. The acquisition will strengthen SWECO's position in northern Norway and the capacity to offer clients in this region a wider range of services.

SWECO has signed an agreement to acquire the Czech consulting company Hydroprojekt CZ, with 270 employees, which is active mainly in water resources and wastewater management. The acquisition will strengthen SWECO's position in the Czech Republic and create a new home market in Central Europe, as well as consolidating the market position in water and environment.

#### **ACCOUNTING POLICIES**

SWECO complies with the International Financial Accounting Standards (IFRS) and interpretations of these (IFRIC) that have been endorsed by the European Commission for application in the EU. This interim report is presented in accordance with IAS 34, Interim Financial Reporting. The accounting and valuation standards applied in this interim report are the same as those used in the annual report for 2006.

#### OUTLOOK

SWECO's ambition is to achieve sustained profitable growth by strengthening its positions in the Nordic market and expanding its operations in the markets of Central and Eastern Europe. In view of robust demand for all of SWECO's services, the outlook for 2007 is deemed favourable.

Stockholm, 26 April 2007 SWECO AB (publ)

Mats Wäppling Managing Director & CEO

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

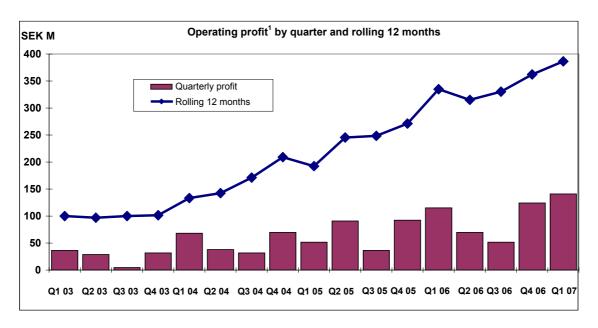
#### For additional information contact:

Mats Wäppling, Managing Director & CEO of SWECO AB Telephone +46 8 695 66 07 mats.wappling@sweco.se

Bo Jansson, Chief Financial Officer of SWECO AB Telephone +46 8 695 66 06 bo.jansson@sweco.se

**SWECO AB (publ)** Org. nr. 556542-9841 Gjörwellsgatan 22, Box 34044, SE-100 26 Stockholm Telephone: +46 8 695 60 00, Fax +46 8 695 66 10 E-mail: info@sweco.se www.sweco.se

Income statement, SEK M	Jan-March	Jan-March	April 2006-	Full year
, 0	2007	2006	March 2007	2006
Net sales	1,145.0	958.5	4,081.2	3,894.7
Other external expenses	-275.6	-223.7	-1,095.1	-1,043.2
Personnel costs	-713.0	-606.5	-2,538.3	-2,431.8
Amortisation/depreciation	-16.0	-13.0	-60.8	-57.8
Operating profit	140.4	115.3	387.0	361.9
Net financial items	-0.3	2.4	-0.2	2.5
Profit before tax	140.1	117.7	386.8	364.4
Тах	-41.3	-35.3	-112.1	-106.1
Profit after tax	98.8	82.4	274.7	258.3
Attributable to: Equity holders in the Parent Company Minority interest	97.4 1.4	80.1 2.3	270.7 4.0	253.4 4.9
Earnings per share for profit attributable to equity holders in the Parent Company, SEK				
- Before dilution	5.78	4.74	16.06	15.02
- After dilution	5.74	4.72	15.96	14.94
Proposed dividend per share, SEK Proposed redemption amount per share, SEK	-	-	-	7.50 8.50
Average number of shares Average number of shares after dilution	16,850,270 16,977,930	16,890,270 16,968,248	16,866,937 16,965,200	16,876,937 16,961,165
diduoti	10,577,550	10,000,240	10,000,200	10,501,105



<sup>1)</sup> The period prior to 2004 refers to operating profit according to the then applicable accounting standards excluding goodwill amortisation.

Cash flow statement, SEK M	Jan-March	Jan-March	April 2006-	Full year
	2007	2006	March 2007	2006
Cash flow from operating activities before changes in working capital				
and paid tax	157.7	132.8	446.1	421.2
Paid tax	-85.7	-66.5	-162.1	-142.9
Changes in working capital	-25.6	-60.3	0.2	-34.5
Cash flow from operating activities	46.4	6.0	284.2	243.8
Cash flow from investing activities	-41.5	-143.6	132.3	30.2
Cash flow from financing activities	-11.6	-5.3	-289.4	-283.1
Cash flow for the period	-6.7	-142.9	127.1	-9.1

Balance sheet, SEK M	31 March 2007	31 March 2006	31 Dec 2006
Intangible assets	543.1	362.0	444.5
Tangible assets	149.7	114.7	142.4
Financial assets	48.1	42.5	44.3
Other current assets	1,285.5	1,443.2	1,195.1
Cash and cash equivalents	224.5	97.2	224.6
Total assets	2,250.9	2,059.6	2,050.9
Share capital and reserves attributable to equity holders in the Parent Company	944.1	948.0	825.6
Minority interest	28.4	15.4	10.3
Total equity	972.5	963.4	835.9
Long-term liabilities	114.5	123.2	107.6
Current liabilities	1,163.9	973.0	1,107.4
Total equity and liabilities	2,250.9	2,059.6	2,050.9
Pledged assets	-	-	1.8
Contingent liabilities	136.0	45.7	128.5
-			
Changes in equity, SEK M	lan Manak		
Changes in equity, SER M	Jan-March 2007	Jan-March 2006	Full year 2006
Equity, opening balance			
Equity, opening balance Exchange difference on translation of foreign	2007 835.9	2006 880.7	2006 880.7
Equity, opening balance Exchange difference on translation of foreign operations	2007	2006	2006
Equity, opening balance Exchange difference on translation of foreign	2007 835.9	2006 880.7	2006 880.7
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised	2007 835.9 20.7	2006 880.7 0.3	2006 880.7 -25.1
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity	2007 835.9 20.7 20.7	2006 880.7 0.3 0.3	2006 880.7 -25.1 -25.1
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period	2007 835.9 20.7 20.7 98.8	2006 880.7 0.3 0.3 82.4	2006 880.7 -25.1 -25.1 258.3
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses	2007 835.9 20.7 20.7 98.8	2006 880.7 0.3 0.3 82.4	2006 880.7 -25.1 -25.1 258.3 233.2
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders	2007 835.9 20.7 20.7 98.8 119.5	2006 880.7 0.3 0.3 82.4	2006 880.7 -25.1 -25.1 258.3 233.2 -269.9
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders Minority interests in acquired companies	2007 835.9 20.7 20.7 98.8 119.5	2006 880.7 0.3 0.3 82.4	2006 880.7 -25.1 258.3 233.2 -269.9 3.5
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders Minority interests in acquired companies Purchase of minority interests	2007 835.9 20.7 20.7 98.8 119.5	2006 880.7 0.3 0.3 82.4	2006 880.7 -25.1 258.3 233.2 -269.9 3.5 -10.1
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders Minority interests in acquired companies Purchase of minority interests Issue expenses	2007 835.9 20.7 20.7 98.8 119.5 - 16.1	2006 880.7 0.3 0.3 82.4	2006 880.7 -25.1 258.3 233.2 -269.9 3.5 -10.1
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders Minority interests in acquired companies Purchase of minority interests Issue expenses Issue in progress (class C shares)	2007 835.9 20.7 20.7 98.8 119.5 - 16.1 - 1.0	2006 880.7 0.3 0.3 82.4 82.7	2006 880.7 -25.1 258.3 233.2 -269.9 3.5 -10.1 -1.5
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders Minority interests in acquired companies Purchase of minority interests Issue expenses Issue in progress (class C shares)	2007 835.9 20.7 20.7 98.8 119.5 - 16.1 - 1.0	2006 880.7 0.3 0.3 82.4 82.7	2006 880.7 -25.1 258.3 233.2 -269.9 3.5 -10.1 -1.5
Equity, opening balance Exchange difference on translation of foreign operations Income and expenses recognised directly in equity Profit for the period Total reported income and expenses Capital distribution to shareholders Minority interests in acquired companies Purchase of minority interests Issue expenses Issue in progress (class C shares) Equity, closing balance	2007 835.9 20.7 20.7 98.8 119.5 - 16.1 - 1.0	2006 880.7 0.3 0.3 82.4 82.7	2006 880.7 -25.1 258.3 233.2 -269.9 3.5 -10.1 -1.5

Key ratios <sup>1)</sup>	Jan-March 2007	Jan-March 2006	Full year 2006
Operating margin, %	12.3	12.0	9.3
Profit margin, %	12.2	12.3	9.4
Return on equity, %	28.6	37.4	29.9
Return on capital employed, %	36.8	41.4	38.2
Equity/assets ratio, % Equity per share for profit attributable to equity holders in the Parent Company, SEK	43.2	46.8	40.8
- Before dilution	56.03	56.12	49.00
- After dilution	55.57	55.83	48.63
Interest-bearing debt, SEK M	94.9	116.4	105.8
Of which, liabilities to credit institutions	77.7	86.9	75.3
Average number of employees	4,477	3,779	3,986
Number of shares on closing date	16,850,270	16,890,270	16,850,270
Number of shares on closing date after dilution	16,990,949	16,978,647	16,977,569
Number of shares on closing date after full dilution	17,147,940	17,179,270	17,147,940
Number of treasury shares	232,600	192,600	232,600

<sup>1)</sup> The definitions of key ratios are unchanged and can be found in SWECO's annual report for 2006.

# Net sales, operating profit, operating margin and average number of employees during the period January-March 2007 $\,$

Business segment	Net s SEI	sales K M	Operating profit SEK M		Operating margin %		Average number of employees	
	2007	2006	2007	2006	2007	2006	2007	2006
SWECO Sweden	681.7	585.4	86.3	73.7	12.7	12.6	2,310	2,060
SWECO Grøner – Norway	185.9	163.4	25.9	25.6	13.9	15.7	525	517
SWECO Finland	19.3	_	4.3	_	22.4	_	69	_
SWECO Baltic & Eastern Europe	30.5	5.1	1.9	0.4	6.2	7.2	368	57
SWECO Russia	2.3	1.4	0.2	0.0	10.8	2.8	50	35
SWECO PIC – Industry Group-wide,	241.8	213.9	26.0	16.3	10.7	7.6	1,143	1,069
eliminations, etc.	-16.5	-10.7	-4.2	-0.7	-	-	12	41
Total Group	1,145.0	958.5	140.4	115.3	12.3	12.0	4,477	3,779

#### Acquisition of subsidiaries and operations

During the year, SWECO has acquired Autosolvia AB, JAPS Elektronik AB, EuroFutures Fredriksson & Partners AB and Kedbrant & Wickberg Teknik AB, as well as the net assets of Grapenfelt norr AB. SWECO Projekt has been merged with ETP Grupp, Eesti Projekt and SWECO Eesti, where ETP Grupp and Eesti Projekt were not previously included in the Group. Based on preliminary acquisition analyses, these acquisitions affected the Group's balance sheet and cash and cash equivalents as shown in the table below. Since the beginning of the year, the acquired companies have contributed sales of SEK 26 million and operating profit of SEK 2 million. If all companies had been acquired at 1 January 2007, the SWECO Group's net sales would have increased by approximately SEK 5 million and operating profit would have improved by approximately SEK 0 million.

SEK M	JAPS	Others	Total
Assets in acquired companies	28.5	73.7	102.2
Liabilities in acquired companies	-16.9	-37.7	-54.6
Minority interest recognised on acquisition	-0.1	-16.0	-16.1
Surplus value			
Intangible assets	33.1	50.1	83.2
Total purchase price	44.6	70.1	114.7
Unsettled purchase price commitment	4.5	10.4	14.9
Cash and cash equivalents in acquired companies	6.3	40.9	47.2
Effect on the Group's cash and cash equivalents	33.8	18.8	52.6

Five-year overview <sup>1</sup>	April 2006-	Full year			
	March 2007	2006	2005	2004	2003 <sup>2)</sup>
Net sales, SEK M	4,081.2	3,894.7	3,372.2	3,141.4	2,211.4
Operating profit, SEK M	387.0	361.9	271.6	208.6	96.8
Profit before tax, SEK M	386.8	364.4	351.2	222.3	119.5
Operating margin, %	9.5	9.3	8.1	6.6	4.4
Billing ratio, %	75.7	75.3	74.2	72.1	68.9
Return on equity, %	28.6	29.9	35.3	26.7	16.8
Return on capital employed, %	36.8	38.2	38.1	27.7	19.6
Equity/assets ratio, %	43.2	40.8	43.2	38.1	32.4
Earnings per share, SEK					
- Before dilution	16.06	15.02	15.88	9.42	5.66
- After dilution	15.96	14.94	15.87	9.32	5.59
Dividend per share, SEK <sup>3</sup>	-	7.50	5.50	4.00	3.00
Redemption amount per share, SEK $^{\rm 3}$	-	8.50	10.00	-	-
Average number of employees	4,180	3,986	3,626	3,445	2,437

- 1) The definitions of key ratios are unchanged and can be found in SWECO's annual report for 2006.
- 2) 2003 is not covered by IFRS but are reported according to the then applicable accounting standards.
- 3) Proposed dividend and share redemption amount for 2006.