SVENSKA CELLULOSA AKTIEBOLAGET SCA (publ)

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## Interim Report

1 January-30 September 2004

|  | $\mathbf{2 0 0 4 : 3}$ | $2004: 2$ | $2004: 1$ |  | $\mathbf{0 4 0 9}$ | 0309 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Earnings per share, SEK | $\mathbf{4 . 0 9}$ | 4.32 | 4.34 |  | $\mathbf{1 2 . 7 5}$ | 15.77 |
| Cash flow from current operations <br> per share, SEK | $\mathbf{9 . 5 9}$ | 2.27 | 3.48 |  | $\mathbf{1 5 . 3 4}$ | 23.71 |
|  |  |  |  |  |  |  |
| Net sales, SEK M | $\mathbf{2 2 , 8 1 2}$ | 22,340 | 21,687 |  | $\mathbf{6 6 , 8 3 9}$ | 64,185 |
| Earnings after financial items, SEK M | $\mathbf{1 , 3 7 7}$ | 1,502 | 1,472 |  | $\mathbf{4 , 3 5 1}$ | 5,181 |
| Net earnings, SEK M | $\mathbf{9 5 5}$ | 1,009 | 1,014 |  | $\mathbf{2 , 9 7 8}$ | $\mathbf{3 , 6 5 6}$ |

## Compared with first nine months of 2003

- Net sales amounted to SEK 66,839 M $(64,185)$.
- Earnings after taxes (net earnings) amounted to SEK 2,978 M $(3,656)^{1}$.
- Earnings per share amounted to SEK 12.75 (15.77). Adjusted for currency effects and items affecting comparability, the decline was $9 \%$.


## Compared with second quarter of 2004

- Net sales amounted to SEK 22,812 M $(22,340)$.
- Earnings per share amounted to SEK 4.09 (4.32).


## Other

- It appears that the expected price recovery during the current year will be delayed. Additional cost-reduction measures will be accelerated.

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## MARKET OUTLOOK AND NEW RATIONALIZATION PROGRAMS

The demand trend in Western Europe has not created the conditions for the broad price recovery that was earlier expected to be implemented during the latter part of the current year. The reason is that the recovery in the general economy in Continental Europe is proceeding slowly, while at the same time the competitive situation continues to be intensive in the Group's most important product areas. In North America it was possible to implement general price increases as of October. However, raw materials and energy costs continue to rise. Growth in demand in publication papers continues, particularly for magazine papers, which results in an improved capacity utilization.

Considering the prolonged margin pressure, a number of cost-reduction measures will be accelerated. In total, it is estimated that the number of employees will be reduced by 1,200 persons, beginning in the fourth quarter of 2004 and to be concluded during 2005. The costs of the program will amount to about SEK 700 M , of which most will be charged in 2004. The annual cost savings are estimated at slightly more than SEK 1,000 M. These will be realized successively during 2005. The program is described in detail on page 8.

## NET SALES AND EARNINGS

Earnings per share amounted to SEK 12.75 (15.77) and consolidated net earnings amounted to SEK 2,978 M $(3,656)$. Excluding items affecting comparability of SEK 40 M (154), earnings per share and net earnings declined by $16 \%$. Adjusted for currency effects, the decline was $9 \%$.
Consolidated net sales amounted to SEK $66,839 \mathrm{M}(64,185)$. Adjusted for currency and price effects, net sales rose by $8 \%$.
The Group's operating profit amounted to SEK 5,017 M (5,793). Excluding items affecting comparability (expenses of SEK 44 M during 2004 pertaining to restructuring within Hygiene Products and SEK 197 M in the corresponding period in 2003) operating profit declined by $10 \%$. Currency movements had a negative impact of $6 \%$ on operating profit. Adjusted for currency effects, the decline was $4 \%$.
Operating profit for Hygiene Products was SEK 3,378 M $(3,636)$, a decline of $7 \%$, of which $3 \%$ was due to currency movements. Operating profit for Packaging amounted to SEK 1,778 M (1,944), a decline of $9 \%$, of which $3 \%$ was due to currency movements. Operating profit for Forest Products rose $1 \%$ to SEK $1,104 \mathrm{M}(1,090)$; negative currency effects impacted earnings by 19\%.
Operating margin for the Group was 8\% (9). Operating margin for Hygiene Products was 10\% (11), 8\% (9) for Packaging and 10\% (11) for Forest Products.
Financial items increased by SEK 54 M to an expense of SEK 666 M (expense: 612). The Group's earnings after financial items amounted to SEK $4,351 \mathrm{M}(5,181)$, excluding items affecting comparability, SEK $4,325 \mathrm{M}(4,984)$. Currency movements affected operating profit adversely by $7 \%$. Return on shareholders' equity was $9 \%$ (11) and return on capital employed was 9\% (11).

## Comparison with second quarter of 2004

Earnings per share during the third quarter amounted to SEK 4.09 (4.32).
Consolidated net sales amounted to SEK $22,812(22,340) \mathrm{M}$ and, accordingly, were $2 \%$ higher than in the second quarter of 2004, due to company acquisitions that were carried out successively during the second quarter.
Operating profit for the Group amounted to SEK $1,648 \mathrm{M}(1,742)$, a decline of $5 \%$. The operating profit for Hygiene Products was $8 \%$ lower than in the preceding quarter, while Packaging's earnings increased by $4 \%$ and Forest Products' declined by $3 \%$. Currency movements had only a marginal effect on earnings.
Operating margin for the Group declined to 7\% (8). The margin for Hygiene Products fell to 9\% (10). Packaging was unchanged at $8 \%$ and Forest Products at 10\%.
Financial items amounted to an expense of SEK 271 M (expense: 240). Consolidated earnings after financial items amounted to SEK $1,377 \mathrm{M}(1,502)$. Currency movements had only a marginal effect on earnings after financial items.

## Earnings analysis

| SEK M | 2004:3 ${ }^{1}$ | 2004:2 ${ }^{2}$ | 2004:1 ${ }^{3}$ | $0409{ }^{4}$ | $0309{ }^{5}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Hygiene Products | 1,068 | 1,157 | 1,153 | 3,378 | 3,636 |
| Packaging | 636 | 609 | 533 | 1,778 | 1,944 |
| Forest Products | 374 | 385 | 345 | 1,104 | 1,090 |
| Other ${ }^{6}$ | -116 | -114 | -118 | -348 | -43 |
| Operating profit, before goodwill amortization | 1,962 | 2,037 | 1,913 | 5,912 | 6,627 |
| Goodwill amortization | -314 | -295 | -286 | -895 | -834 |
| Operating profit | 1,648 | 1,742 | 1,627 | 5,017 | 5,793 |
| Financial items ${ }^{6}$ | -271 | -240 | -155 | -666 | -612 |
| Earnings after financial items | 1,377 | 1,502 | 1,472 | 4,351 | 5,181 |
| Income tax | -412 | -488 | -449 | -1,349 | -1,503 |
| Minority interest | -10 | -5 | -9 | -24 | -22 |
| Net earnings | 955 | 1,009 | 1,014 | 2,978 | 3,656 |
| Earnings per share, SEK | 4.09 | 4.32 | 4.34 | 12.75 | 15.77 |

${ }^{1}$ Including items affecting comparability, SEK 70 M before taxes and SEK 70 M after taxes.
${ }^{2}$ Including items affecting comparability, SEK -14 $M$ before taxes and SEK -9 $M$ after taxes.
${ }^{3}$ Including items affecting comparability, SEK -30 M before taxes and SEK -21 M after taxes.
${ }^{4}$ Including items affecting comparability, SEK 26 M before taxes and SEK 40 M after taxes.
${ }^{5}$ Including items affecting comparability, SEK $197 M$ before taxes and SEK 154 M after taxes.
${ }^{6}$ Including items affecting comparability.

## CASH FLOW

The operating cash surplus amounted to SEK $10,366 \mathrm{M}(10,160)$, corresponding to $16 \%(16)$ of net sales. Net current capital expenditures amounted to SEK 2,674 M (2,352). Working capital, which was unusually low at the beginning of the year, increased by SEK 1,575 M (693), as a result of such activities as major investments during the latter part of 2003 and the related increased accounts payable, which were paid in the beginning of 2004. Operating cash flow totaled SEK $5,957 \mathrm{M}(6,934)$.
Taxes paid attributable to operating profit amounted to SEK $1,921 \mathrm{M}(1,038)$ and free cash flow, accordingly, totaled SEK $4,036 \mathrm{M}(5,896)$. The deviation in tax payments is attributable to the fact that the preceding year's low tax payments were affected by recovered taxes from earlier years. Cash flow from current operations - defined as cash flow before strategic investments and dividends amounted to SEK 3,582 M $(5,503)$ or SEK 15.34 per share $(23.71)$.
Company acquisitions amounted to SEK $7,583 \mathrm{M}$ (958) calculated on a debt-free basis and primarily pertain to the acquisitions of hygiene-products companies in Australia, Mexico and Malaysia, additional shares in SCA's Asian packaging company and an Italian packaging company. Strategic investments in plants and machinery, primarily in the hygiene-products area, and structural measures amounted to SEK 1,909 M $(2,440)$.

## Comparison with second quarter of 2004

The operating cash surplus amounted to SEK $3,516 \mathrm{M}(3,556)$, corresponding to $15 \%$ (16) of net sales. Cash flow from current operations amounted to SEK 2,238 M (531). This deviation is attributable mainly to a favorable working capital trend and lower tax payments.

## Cash flow analysis

| SEK M | 2004:3 | 2004:2 | 2004:1 | 0409 | 0309 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 22,812 | 22,340 | 21,687 | 66,839 | 64,185 |
| Operating cash surplus | 3,516 | 3,556 | 3,294 | 10,366 | 10,160 |
| \% of net sales | 15 | 16 | 15 | 16 | 16 |
| Current capital expenditures, net | -1,071 | -1,020 | -583 | -2,674 | -2,352 |
| \% of net sales | 5 | 5 | 3 | 4 | 4 |
| Change in working capital | 552 | -773 | -1,354 | -1,575 | -693 |
| Other operating cash flow changes | 6 | -119 | -47 | -160 | -181 |
| Operating cash flow | 3,003 | 1,644 | 1,310 | 5,957 | 6,934 |
| Tax payment etc ${ }^{1}$ | -582 | -950 | -389 | -1,921 | -1,038 |
| Free cash flow | 2,421 | 694 | 921 | 4,036 | 5,896 |
| Per share, SEK | 10.36 | 2.97 | 3.95 | 17.28 | 25.41 |
| Interest payment after taxes | -183 | -163 | -108 | -454 | -393 |
| Cash flow from current operations | 2,238 | 531 | 813 | 3,582 | 5,503 |
| Per share, SEK | 9.59 | 2.27 | 3.48 | 15.34 | 23.71 |
| Strategic investments and divestments | -363 | -7,591 | -1,538 | -9,492 | -2,448 |
| Cash flow before dividend | 1,875 | -7,060 | -725 | -5,910 | 3,055 |
| Dividend | -21 | -2,450 | - | -2,471 | -2,235 |
| Conversion of debentures, warrants | - | - | 1 | 1 | 723 |
| Sale of own shares | 2 | 3 | 4 | 9 | 12 |
| Net cash flow | 1,856 | -9,507 | -720 | -8,371 | 1,555 |

${ }^{1}$ Tax attributable to operating profit.

## FINANCING

Financial items were higher than in the year-earlier period, an expense of SEK 666 M (expense: 612). The change is due to a higher average net debt as a result of company acquisitions. This was partly offset by a capital gain of SEK 70 M on the sale of shares in Industrivärden to a pension foundation. As a result of the acquisitions in the second quarter, financial items increased by SEK 75 M in the third quarter.
Net debt amounted to SEK 31,249 M, an increase of SEK 8,943 M since the beginning of the year. Net cash flow showed a deficit of SEK $8,371 \mathrm{M}$ and negative currency effects of SEK 572 M .
Consolidated shareholders' equity rose during the period by SEK 712 M to SEK $50,466 \mathrm{M}$. Net earnings for the period increased equity by SEK $2,978 \mathrm{M}$, while dividends reduced shareholders' equity by SEK $2,450 \mathrm{M}$. The sale of own shares as part of the employee stock options program and conversion of debenture loans increased shareholders' equity by SEK 10 M and currency effects impacted positively on shareholders' equity by SEK 174 M .

The debt/equity ratio amounted to 0.61 (0.42) at the end of the quarter. At the beginning of the year, the debt/equity ratio was 0.44 . The interest coverage multiple was 7.5 (9.5).

HYGIENE PRODUCTS BUSINESS AREA


See also pages 15 and 20-21.

Net sales amounted to SEK $33,455 \mathrm{M}(32,450)$, and were thereby $3 \%$ higher than in the year-earlier period. The positive effect of the completed company acquisitions was offset partly by lower prices and mainly by negative currency movements.
Operating profit amounted to SEK $3,378 \mathrm{M}(3,636)$, a decline of $7 \%$. Adjusted for currency effects, the decline was $4 \%$. Operating profit declined as a result of reduced profit in the AFH tissue area, mainly in North America.

Operating profit in the third quarter was $8 \%$ lower than during the second quarter and amounted to SEK $1,068 \mathrm{M}(1,157)$. The earnings decline is attributable to lower operating profit in the AFH tissue area in North America and a seasonal decline for Personal Care.

## Consumer Tissue

Operating profit amounted to SEK $1,041 \mathrm{M}(1,014)$. Lower production and distribution costs as well as company acquisitions compensated for lower prices.
Operating profit in the third quarter was at the level reported in the second quarter and amounted to SEK 327 M (329). Competition in many markets outside Europe has intensified, which during the quarter limited the contribution from newly acquired operations, mainly in Mexico.

## Tissue for bulk consumers - AFH

Operating profit for tissue for bulk consumers (AFH) amounted to SEK 531 M (823), which was 35\% lower than in the preceding year. Higher recovered paper prices in North America and lower prices, mainly in the North American operations, affected operating profit negatively.
Compared with the second quarter, operating profit declined in the third quarter by $27 \%$ to SEK 153 M (210). The European operations posted improved results, while operations in North America weakened as a result of increase raw materials prices as well as changes in healthcare and pension plans, with retroactive effect. However, it was possible to increase product prices at the end of the quarter by $4 \%$.

## Personal Care

Operating profit amounted to SEK $1,806 \mathrm{M}(1,799)$ and was therefore in line with the year-earlier period. The company acquisitions in Malaysia and Australia/New Zealand, combined with a positive volume had a positive effect on operating profit. The effects of this were offset by generally lower prices for baby diapers in the area of retailers' brands and a changed product mix for feminine hygiene products.
Compared with the second quarter, the operating profit was somewhat lower and amounted to SEK 588 M (618) due mainly to lower prices for baby diapers in the area of retailers' brands as well as lower production due to vacation stoppages in July and August. Company acquisitions affected operating profit positively.

## PACKAGING BUSINESS AREA

| SEK M | 2004:3 | 2004:2 | 2004:1 | 0409 | 0309 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 7,928 | 7,939 | 7,830 | 23,697 | 22,570 |
| Operating surplus | 1,096 | 1,046 | 975 | 3,117 | 3,159 |
| Operating profit, before goodwill amortization | 636 | 609 | 533 | 1,778 | 1,944 |
| Operating surplus margin, \% ${ }^{1}$ | 14 | 13 | 12 | 13 | 14 |
| Operating margin, \% ${ }^{1}$ | 8 | 8 | 7 | 8 | 9 |
| Production |  |  |  |  |  |
| Liner products, kton | 644 | 685 | 650 | 1,979 | 1,885 |
| Deliveries |  |  |  |  |  |
| Liner products, kton | 640 | 668 | 663 | 1,971 | 1,884 |
| Corrugated board, $\mathrm{Mm}^{2}$ | 1,056 ${ }^{2}$ | 1,060² | 1,068 ${ }^{2}$ | 3,184 ${ }^{2}$ | 3,097 ${ }^{2}$ |

${ }^{1}$ Adjusted for the external trading with linerboard, margins increase by about 2 percentage points.
${ }^{2}$ Volumes do not include volumes from protective packaging and other high-value segments.
See also pages 15 and 20-21.
Net sales were $5 \%$ higher than in the preceding year and amounted to SEK $23,697 \mathrm{M}(22,570)$. Company acquisitions in North America and Asia raised net sales, while lower prices had a negative impact.
Operating profit amounted to SEK $1,778 \mathrm{M}(1,944)$, a decline of $9 \%$. Adjusted for currency effects, the decline was $6 \%$. Lower prices for corrugated board were partly offset by improved productivity and improved paper integration as well as company acquisitions and lower energy costs. The North American packaging operations were affected by a sharp increase in raw materials prices driven by oil prices, which to date could not be offset by price hikes.

Compared with the second quarter, operating profit increased by 4\% and amounted to SEK 636 M (609). Certain price increases were implemented in North America and in selected European markets.

FOREST PRODUCTS BUSINESS AREA

| SEK M | 2004:3 | 2004:2 | 2004:1 | 0409 | 0309 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 3,586 | 3,741 | 3,813 | 11,140 | 10,345 |
| Publication papers | 1,909 | 1,790 | 1,905 | 5,604 | 5,376 |
| Pulp, timber and solid-wood products | 1,677 | 1,951 | 1,908 | 5,536 | 4,969 |
| Operating surplus | 700 | 709 | 667 | 2,076 | 1,981 |
| Publication papers | 334 | 309 | 310 | 953 | 1,081 |
| Pulp, timber and solid-wood products | 366 | 400 | 357 | 1,123 | 900 |
| Operating profit, before goodwill amortization | 374 | 385 | 345 | 1,104 | 1,090 |
| Publication papers | 121 | 96 | 96 | 313 | 454 |
| Pulp, timber and solid-wood products | 253 | 289 | 249 | 791 | 636 |
| Operating surplus margin, \% | 20 | 19 | 17 | 19 | 19 |
| Publication papers | 17 | 17 | 16 | 17 | 20 |
| Pulp, timber and solid-wood products | 22 | 21 | 19 | 20 | 18 |
| Operating margin, \% | 10 | 10 | 9 | 10 | 11 |
| Publication papers | 6 | 5 | 5 | 6 | 8 |
| Pulp, timber and solid-wood products | 15 | 15 | 13 | 14 | 13 |
| Production |  |  |  |  |  |
| Publication papers, kton | 365 | 366 | 357 | 1,088 | 1,014 |
| Solid-wood products, $\mathrm{km}^{3}$ | 326 | 362 | 370 | 1,058 | 961 |
| Deliveries |  |  |  |  |  |
| Publication papers, kton | 366 | 344 | 370 | 1,080 | 998 |
| Solid-wood products, $\mathrm{km}^{3}$ | 324 | 443 | 340 | 1,107 | 929 |

See also pages 15 and 20-21.
Net sales for the Forest Products business area were $8 \%$ higher than in the preceding year and amounted to SEK $11,140 \mathrm{M}(10,345)$. The positive effects of higher volumes and the acquisition of Scaninge's forestry and sawmill operations were partly countered by lower paper prices. Currency movements had a negative impact on net sales of $2 \%$.
Operating profit amounted to SEK $1,104 \mathrm{M}(1,090)$ and, accordingly, was on the same level as the year-earlier period despite currency movements had a negative effect of $19 \%$. Lower operating profit in the publication papers business were offset by improved results in the forestry, sawmill and pulp operations.
In the third quarter, operating profit declined by $3 \%$ compared with the second quarter and totaled SEK 374 M (385). Improved results in publication papers were offset by maintenance stops in the pulp operations. Currency movements affected earnings positively by $3 \%$.

## Publication papers

Operating profit in the publication paper operations totaled SEK 313 M (454), a decline of $31 \%$, of which $28 \%$ due to currency effects. The decline in operating profit was primarily atributable to lower prices and higher raw materials costs. However this was offset by somewhat higher volumes and the subsequent higher capacity utilization.
Operating profit in the third quarter amounted to SEK 121 M (96), an improvement due mainly to higher volumes.

## Pulp, timber and solid-wood products

Operating profit amounted to SEK $791 \mathrm{M}(636)$ and was thereby $24 \%$ higher than in the preceding year. The improvement is mainly attributable to the acquisition of Scaninge's forestry and sawmill operations, but also higher volumes and the related increased capacity utilization. Lower prices for solid wood products and negative currency movements restricted the improvement.
Compared with the second quarter, the operating profit amounted to SEK 253 M (289), a decline of $12 \%$, due mainly to the maintenance stops in the pulp operations.

## GOODWILL

Consolidated goodwill amounted to SEK 16,433 M $(14,081)^{1}$. Goodwill is amortized over 20 years. Goodwill amortization by business area is presented on pages 12 and 17.

Earnings excluding goodwill amortization

| SEK M | $\mathbf{2 0 0 4 : 3}{ }^{1}$ | $2004: 2^{2}$ | $2004: 1^{3}$ | $\mathbf{0 4 0 9}{ }^{4}$ | $0309^{5}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating profit | $\mathbf{1 , 9 6 2}$ | 2,037 | 1,913 | $\mathbf{5 , 9 1 2}$ | 6,627 |
| Earnings after financial items | $\mathbf{1 , 6 9 1}$ | 1,797 | 1,758 | $\mathbf{5 , 2 4 6}$ | 6,014 |
| Net earnings | $\mathbf{1 , 2 5 5}$ | 1,291 | 1,287 | $\mathbf{3 , 8 3 3}$ | 4,453 |
| Earnings per share (SEK) | $\mathbf{5 . 3 7}$ | 5.53 | 5.51 | $\mathbf{1 6 . 4 1}$ | 19.20 |

${ }^{1}$ Including items affecting comparability, SEK 70 M before taxes and SEK 70 M after taxes.
${ }^{2}$ Including items affecting comparability, SEK -14 $M$ before taxes and SEK -9 $M$ after taxes.
${ }^{3}$ Including items affecting comparability, SEK -30 $M$ before taxes and SEK -21 M after taxes.
${ }^{4}$ Including items affecting comparability, SEK 26 M before taxes and SEK 40 M after taxes.
${ }^{5}$ Including items affecting comparability, SEK 197 M before taxes and SEK 154 M after taxes.

## PERSONNEL

The average number of employees at the close of the quarter was 50,917 , compared with 42,962 at the end of the third quarter in $2003^{2}$. The increase is due to acquisitions carried out during the period, while at the same time various efficiency enhancement programs within the Group reduced the number of employees.

## RATIONALIZATION PROGRAM

The previously mentioned cost-reduction measures mainly include the following projects:
Within Personal Care in France, all production of incontinence products from the plant in Macôn is being moved to the plant in Linselles. In addition, production of feminine hygiene products in Europe will be concentrated to Gemerská-Hôrka in Slovakia. These two projects result in personnel reductions in France and the Netherlands. In the European packaging operations, programs comprising savings in administration as well as efficiency enhancement measures in liner production and corrugated board converting have been initiated. With regard to the US tissue operations, the new plant in Barton has now reached full capacity and as a result costs-savings can be realized in other production units. A number of efficiency enhancement measures are being carried out in the Australian tissue operations, including shut down of an older tissue machine at the plant in Box Hill.

## ACQUISITIONS DURING THE YEAR

| Acquisitions | Purchase price ${ }^{3}$ | Consolidation date |
| :--- | ---: | ---: |
| Vincor | SEK 83 M | 1 January 2004 |
| Mark/Heritage | SEK 13 M | 1 March 2004 |
| Drypers | SEK 686 M | 1 March 2004 |
| Central Package Group (increase by $27,5 \%$ to $92,5 \%$ ) | SEK 266 M | 1 April 2004 |
| Carter Holt Harvey Tissue (100\%) \& |  |  |
| Sancella Australien (increase by $50 \%$ to100\%) | SEK 4,837 M | 19 May 2004 |
| Copamex Tissue (50\%) | SEK 1,260 M | 1 May 2004 |
| Busto Tema | SEK 309 M | 30 June 2004 |

## NOMINATION COMMITTEE

The Nomination Committee, which is assigned to provide proposals regarding the composition of SCA's Board of directors to the 2005 Annual General Meeting, comprises Sverker Martin-Löf, Chairman of SCA, Curt Källströmer, Handelsbankens Personalstiftelse, Handelsbankens Pensionsstiftelse and Pensionkassan SHB Försäkringsförening, Ramsey Brufer, Alecta, Björn Lind, SEB Fonder, Thomas Halvorsen, Fourth AP Fund and Carl-Olof By, Industrivärden.

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## CHANGED ACCOUNTING RULES

In June 2002, the EU's Council of Ministers adopted the so-called IAS 2005 regulation, which requires that all exchange-listed companies within the Union, from and including fiscal year 2005, shall prepare consolidated financial statements fully in compliance with the International Accounting Standards (IAS). The recommendations of the Swedish Financial Accounting Standards Council have in recent years largely been adapted to IAS. Since SCA is compelled to follow the Swedish Financial Accounting Standards Council's recommendations, the company has gradually applied most of the rules.

## Comparison and information about effects

The transition from national accounting standards to IAS places special demands on the first reporting submitted in accordance with the new standards. The rules specify that the comparison year 2004 shall also be reported in accordance with IAS, but that this reporting shall be provided no later than in conjunction with the first interim report in 2005.
In SCA's case, the annual report for 2005 will contain two comparison years, in which the balance sheet and income statement for 2004 shall be prepared in accordance with the new rules and for 2003 in accordance with the former rules.

The affected companies are obliged to provide information about the effects of the transition to IAS in conjunction with the first interim report in 2005. However, SCA has chosen to provide an overview describing the transition and its effects, already in conjunction with this report.

## The forthcoming rules

SCA already complies with the standard applying to leases (IAS 17) in all essential respects. To the extent it can be assessed at this time, there are no leases in SCA for which reclassification will give rise to any material effects at Group level.

SCA already follows the rule regarding employee benefits (IAS 19). However, due to the transition rules, the opening balance for 2004 must be zeroed out. This means that the existing pension deficit (difference between pension assets and commitments made in defined-benefit pension plans), which amounts to SEK 4.1 billion, will increase net debt. After taking into account the tax effects, the impact on shareholders' equity is a charge of SEK 2.8 billion. Consequently, there is no longer a need in the income statement to amortize the pension deficit, which results in an improvement in operating profit of about SEK 0.3 billion.

With regard to reporting of agriculture and forestland (IAS 41), biological assets shall be reported at fair value on each reporting date. Thereafter, the change in this value will be included in the next period's results. Accordingly, the current income statement will also reflect an assessed net growth and will not only depend on actual felling. The market valuation of forest assets shall reflect the current value of the future net cash flow. SCA's assessment is that the fair value, accounted in accordance with the rules in IAS 41, amounts to SEK 18 billion, thereby exceeding the book value by SEK 9 billion. After deduction of deferred taxes, the effect will be that shareholders' equity increases by SEK 5.8 billion. This new way of earnings reporting results in an increase in reported operating profit by about SEK 0.4 billion.
Rules applying to reporting of business combinations (IFRS 3) result in relatively large changes in the manner of reporting company acquisitions. This includes that a more detailed purchase price allocation is made in which value is also assigned to a number of intangible assets that are acquired, such as customer relations, brands, patents, un-patented technology, and more. In addition, the estimated lifetime of these assets is to be determined and amortization applied according to plan. Only if it is probable that the asset has a sustainable value in the business is amortization omitted. Acquisitions carried out in 2004 will be accounted for in accordance with the new rules in reporting during 2005, while acquisitions prior to 2004 do not need to be adjusted. For these acquisitions, the only difference is that goodwill will not be amortized according to plan, but will instead undergo an impairment test annually for any need for write down of goodwill. For SCA, the new standards result in an increase in reported operating profit of about SEK 1.2 billion. For the company acquisitions carried out by SCA in 2004, no major difference in reported earnings is expected to arise as a result of the new rule, other than what was mentioned regarding goodwill amortization.

The aforementioned rules will therefore affect the comparative figures that are shown in the 2005 reporting of earnings. IAS 32 and 39, which both deal with financial instruments, will be applied in reporting for 2005, but not in restating of the 2004 comparative figures.

## Summary of transition's financial effects

The preliminary effects of how the restating of the 2004 comparative figures affects the consolidated income statement and balance sheet are shown in the table below.

Change in shareholders' equity, net debt, capital employed and earnings:

| (SEK billion, 2004) | Gross | Deferred tax | Shareholders' equity | Net debt | Capital employed | Earnings |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Forestland | 9.0 | 3.3 | 5.8 |  | 5.8 | 0.4 |
| Pension liabilities | 4.1 | -1.4 | -2.8 | 4.1 | 1.4 | 0.3 |
| Goodwill | 1.2 |  |  |  | 1.2 | 1.2 |
| Earnings impact on equity |  | 0.2 | 1.7 |  | 0.2 |  |
| Total |  | 2.1 | 4.7 | 4.1 | 8.6 |  |
| Operating profit |  |  |  |  |  | 1.9 |
| Taxes |  |  |  |  |  | -0.2 |
| Net earnings |  |  |  |  |  | 1.7 |

## Change in key figures

| Return on capital employed | +1.3 percentage points |
| :--- | :--- |
| Return on equity | +2.3 percentage points |
| Debt/equity ratio increases | 0.02 |
| Earnings per share | SEK +7.23 |

All of the above information is preliminary and could change since a review of the new recommendations is still under way.

## OTHER

SCA already follows the recommendations of the Swedish Financial Accounting Standards Council principle RR 29, Employee Benefits. The deficit in the Group's defined-benefit pension plans amounted at the end of the third quarter to approximately SEK 4,330 M and, accordingly, has declined by SEK 86 M since year-end.
In accordance with the guidelines on Interim Reports, RR20, it is noted that the Group's parent company, Svenska Cellulosa Aktiebolaget SCA (publ), owns the forestlands and other fixed properties that are part of the Group's forestry operations and provide felling rights for standing timber to its subsidiary SCA Skog AB. In other respects, the parent company is a holding company whose main task is to own and manage shares in a number of business-group companies and to provide Group-wide management and administration. Operating revenues during the period JanuarySeptember 2004 amounted to SEK 108 M (96) and earnings before appropriations and taxes totaled SEK $2,369 \mathrm{M}(2,534)$. During the period, the Parent Company made no investments in shares and participations. Investments in properties and plant amounted to SEK 26 M (38) during the period. Liquid funds at the end of the period amounted to SEK 3 M (11).

## SHARE DISTRIBUTION

| 30 September 2004 | Series A | Series B | Total |
| ---: | ---: | ---: | ---: |
| Registered number of shares | $40,427,857$ | $194,608,841$ | $235,036,698$ |
| Of which treasury shares | - | $(1,668,452)$ | $(1,668,452)$ |

During the third quarter, no Series A shares were converted into Series B shares. The proportion of Series A shares at the end of the quarter totaled $17.2 \%$. Conversion of the shares can be made at the request of the shareholders in question and with support of the reservation for conversion contained in the Articles of Association from 1999.
Calculated in accordance with the recommendations of the Swedish Financial Accounting Standards Council, the effects of outstanding convertible debenture and employee stock options programs amount to a maximum dilution of $0.1 \%$, which was taken into consideration when calculating earnings per share for the period.

Stockholm, 26 October 2004
SVENSKA CELLULOSA AKTIEBOLAGET SCA (publ)
Jan Åström
President and CEO

## Auditors' statement

We have reviewed this six-month report and in this connection have followed the Recommendation issued by the Swedish Institute of Authorized Public Accountants (FAR). A review is considerably limited in scope compared with an audit. Nothing has come to our attention that causes us to believe that the interim report does not fulfill the requirements of the Exchange and Clearing Operations Act and the Annual Accounts Act.

Stockholm, 26 October 2004
PricewaterhouseCoopers AB
Robert Barnden
Authorized Public Accountant

## Reporting dates

The year-end report for 1 January - 31 December 2004 will be published on 27 January 2005. In 2005, interim reports will be published on 26 April, 21 July and 26 October.

## STATEMENT OF EARNINGS

|  | 2004:3 | 2003:3 | 2004:2 | 0409 | 0309 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEK M | SEK M | SEK M | SEK M | SEK M |
| Net sales | 22,812 | 21,064 | 22,340 | 66,839 | 64,185 |
| Operating expenses ${ }^{1}$ | -19,229 | -17,629 | -18,842 | -56,457 | -53,542 |
| Operating surplus | 3,583 | 3,435 | 3,498 | 10,382 | 10,643 |
| Depreciation and write-down, properties and plant | -1,630 | -1,397 | -1,473 | -4,496 | -4,113 |
| Goodwill amortization | -314 | -276 | -295 | -895 | -834 |
| Share in earnings of associated companies | 9 | 40 | 12 | 26 | 97 |
| Operating profit | 1,648 | 1,802 | 1,742 | 5,017 | 5,793 |
| Financial items ${ }^{2}$ | -271 | -199 | -240 | -666 | -612 |
| Earnings after financial items | 1,377 | 1,603 | 1,502 | 4,351 | 5,181 |
| Income taxes | -412 | -465 | -488 | -1,349 | -1,503 |
| Minority interest | -10 | -7 | -5 | -24 | -22 |
| Net earnings | 955 | 1,131 | 1,009 | 2,978 | 3,656 |


| Earnings per share, SEK |  |  |  |  | 12.76 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| - before dilution effects <br> - after dilution effects | 4.09 | 4.88 | 4.32 | 12.75 | 15.84 |
| Operating margin | $7 \%$ | 4.88 | 4.32 | $8 \%$ | $9 \%$ |
| Return on shareholders' <br> equity | $9 \%$ | $11 \%$ | $9 \%$ | $9 \%$ | $11 \%$ |
| Return on capital employed | $9 \%$ | $11 \%$ | $10 \%$ | $9 \%$ | $11 \%$ |


| Specification of earnings per share |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net earnings for the period | 955.0 | 1,131.0 | 1,009.0 | 2,978.0 | 3,656.0 |
| Interest on convertible debentures | 0.0 | 1.6 | 0.0 | 0,0 | 4.6 |
| Adjusted net earnings | 955.0 | 1,132.6 | 1,009.0 | 2,978.0 | 3,660.6 |
| Average number of shares before dilution | 233.3 | 230.9 | 233.3 | 233.3 | 230.9 |
| Employee convertibles | 0.0 | 1.0 | 0.0 | 0.0 | 1.0 |
| Outstanding warrants | 0.2 | 0.3 | 0.2 | 0.2 | 0.3 |
| Average number of shares after dilution | 233.5 | 232.2 | 233.5 | 233.5 | 232.2 |

## Specifications of items affecting comparability

| ${ }^{1}$ Operating expenses | - | - | -14 | -44 | $-\overline{4}$ |
| :--- | :--- | :--- | :---: | :---: | ---: |
| - Sale of shares in Metsä Tissue | - | - | - | 197 |  |
| - Rationalization costs | - | -14 | -44 | - |  |
| ${ }^{2}$ Financial items |  |  | 70 | - |  |
| - Sale of shares in Industrivärden | 70 | - | - |  |  |

## STATEMENT OF EARNINGS

|  | $\mathbf{2 0 0 4 : 3}$ | $2003: 3$ | $2004: 2$ | $\mathbf{0 4 0 9}^{1}$ | 0309 |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | EUR M $^{1}$ | EUR M $^{1}$ | EUR M $^{1}$ | EUR M $^{2}$ | EUR M $^{3}$ |
| Net sales | 2,491 | 2,300 | 2,444 | 7,299 | 7,010 |
| Operating expenses | $-2,100$ | $-1,925$ | $-2,061$ | $-6,165$ | $-5,848$ |
| Operating surplus | $\mathbf{3 9 1}$ | 375 | 383 | $\mathbf{1 , 1 3 4}$ | 1,162 |
| Depreciation and write-down, |  |  |  |  |  |
| properties and plant <br> Goodwill amortization | -178 | -152 | -161 | -491 | -449 |
| Share in earnings of associated <br> companies | -35 | -30 | -32 | -98 | -91 |
| Operating profit | 1 | 5 | 1 | 3 | 11 |
| Financial items | $\mathbf{1 7 9}$ | 198 | 191 | $\mathbf{5 4 8}$ | 633 |
| Earnings after financial items | $\mathbf{1 4 9}$ | -22 | -26 | -73 | -67 |
| Income taxes | 176 | 165 | $\mathbf{4 7 5}$ | 566 |  |
| Minority interest | -45 | -51 | -53 | -147 | -164 |
| Net earnings | -1 | 0 | -1 | -3 | -3 |

[^2]| OPERATING PROFIT |  |  |
| :--- | ---: | ---: |
| 1 January-30 September | $\mathbf{2 0 0 4}$ |  |
| SEK M | $\mathbf{3 , 3 7 8}$ | 2003 |
| Hygiene Products | 1,041 | 1,036 |
| Consumer Tissue | 531 | 823 |
| Tissue for bulk consumers - AFH | 1,806 | 1,799 |
| Personal Care | $\mathbf{1 , 7 7 8}$ | 1,944 |
| Packaging | $\mathbf{1 , 1 0 4}$ | 1,090 |
| Forest Products | 313 | 454 |
| Publication papers | 791 | 636 |
| Pulp, timber and solid-wood products | $\mathbf{- 3 4 8}$ | -43 |
| Other | $\mathbf{5 , 9 1 2}$ | 6,627 |
| Operating profit, before goodwill amortization | -895 | -834 |
| Goodwill amortization ${ }^{1}$ | $\mathbf{5 , 0 1 7}$ | 5,793 |
| Total operating profit |  |  |
|  | $\mathbf{2 0 0 4}$ | 2003 |
| Goodwill amortization: | 336 | 302 |
| Hygiene Products | 301 | 280 |
| Packaging | 258 | 252 |
| Common | $\mathbf{8 9 5}$ | 834 |


| BALANCE SHEET | 30 September 2004 |  | 31 December 2003 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | SEK M | EUR M ${ }^{1}$ | SEK M | EUR M ${ }^{1}$ |
| Assets |  |  |  |  |
| Goodwill | 16,433 | 1,813 | 14,586 | 1,607 |
| Other intangible assets | 1,909 | 211 | 897 | 99 |
| Tangible assets | 65,762 | 7,255 | 62,402 | 6,873 |
| Shares and participations | 722 | 80 | 658 | 72 |
| Long-term financial receivables ${ }^{2}$ | 3,134 | 346 | 3,247 | 358 |
| Other long-term receivables | 424 | 47 | 241 | 26 |
| Operating receivables and inventories | 26,627 | 2,938 | 22,880 | 2,520 |
| Short-term investments | 865 | 95 | 749 | 82 |
| Cash and bank balances | 1,453 | 160 | 1,696 | 187 |
| Total assets | 117,329 | 12,945 | 107,356 | 11,824 |
| Equity, provisions and liabilities |  |  |  |  |
| Shareholders' equity | 50,466 | 5,568 | 49,754 | 5,480 |
| Minority interest | 775 | 86 | 751 | 83 |
| Provisions for pensions | 2,406 | 266 | 2,569 | 283 |
| Other provisions | 11,116 | 1,226 | 11,051 | 1,217 |
| Long-term interest-bearing debt | 17,067 | 1,883 | 15,500 | 1,707 |
| Other long-term interest-free liabilities | 120 | 13 | 163 | 18 |
| Short-term interest-bearing debt ${ }^{3}$ | 17,041 | 1,880 | 9,766 | 1,075 |
| Operating liabilities | 18,338 | 2,023 | 17,802 | 1,961 |
| Total equity, provisions and liabilities | 117,329 | 12,945 | 107,356 | 11,824 |
| Debt/equity ratio |  |  |  |  |
| Equity/assets |  |  |  |  |
| ${ }^{1}$ The period-end exchange rate of 9.06 (9.08) was applied in translation to EUR. |  |  |  |  |
| ${ }^{2}$ Of which pension assets: | 2,364 | 261 | 2,289 | 252 |
| ${ }^{3}$ SCA has contracted unutilized lines of credit amounting to SEK $24,723 \mathrm{M}$. Of this, SEK $16,020 \mathrm{M}$ is intended to cover current interest-bearing liabilities and amortization within a year. The remaining unutilized lines of credit totaling SEK $8,587 \mathrm{M}$, and centrally available liquid assets of SEK 324 M , represent the Group's liquidity reserve totaling SEK $8,911 \mathrm{M}$. The corresponding contracted unutilized lines of credit at the end of the preceding quarter amounted to SEK 24,172 M and current interest-bearing liabilities and amortization within a year totaled SEK 16,235 M. |  |  |  |  |

## CHANGE IN SHAREHOLDERS' EQUITY, SEK M

| Shareholders' equity, 1 January | Jan-Sept 2004 | Jan-Sept 2003 |
| :--- | ---: | ---: |
| Conversion of debentures, warrants | 49,754 | 47,983 |
| Sale of own shares | 1 | 723 |
| Translation differences | 9 | 12 |
| Exchange rate differences on hedging | 329 | $-3,295$ |
| instruments | -155 | 1,435 |
| Dividend | $-2,450$ | $-2,212$ |
| Net earnings for the period | 2,978 | 3,656 |
| Shareholders' equity, $\mathbf{3 0}$ September | $\mathbf{5 0 , 4 6 6}$ | 48,302 |

## OPERATING CASH FLOW ANALYSIS

1 January-30 September

| SEK M | $\mathbf{2 0 0 4}$ | 2003 |
| :--- | ---: | ---: |
| Operating cash surplus | 10,366 | 10,160 |
| Changes in working capital | $-1,575$ | -693 |
| Current capital expenditures, net | $-2,674$ | $-2,352$ |
| Other operating cash flow changes | -160 | -181 |
| Operating cash flow | $\mathbf{5 , 9 5 7}$ | 6,934 |
|  |  |  |
| Financial items | -666 | -612 |
| Income taxes paid | $-1,721$ | -854 |
| Other | 12 | 35 |
| Cash flow from current operations | $\mathbf{3 , 5 8 2}$ | 5,503 |
|  |  |  |
| Acquisitions | $-7,583$ | -958 |
| Strategic capital expenditures, properties | $-1,729$ | $-2,106$ |
| Strategic structural expenditures | -180 | -334 |
| Divestments | 0 | 950 |
| Cash flow before dividend | $\mathbf{- 5 , 9 1 0}$ | 3,055 |
| Dividend | $-2,471$ | $-2,235$ |
| Cash flow after dividend | $\mathbf{- 8 , 3 8 1}$ | 820 |
| Conversion of debentures, warrants | 1 | 723 |
| Sale of own shares | 9 | 12 |
| Net cash flow | $\mathbf{- 8 , 3 7 1}$ | 1,555 |


| Net debt at beginning of period | $-22,306$ | $-23,899$ |
| :--- | ---: | ---: |
| Net cash flow | $-8,371$ | 1,555 |
| Currency effects | -572 | 1,899 |
| Net debt at end of period | $\mathbf{- 3 1 , 2 4 9}$ | $-20,445$ |
|  |  |  |
| Debt payment capacity | $\mathbf{3 8 \%}$ | $54 \%$ |
| Debt/equity ratio |  | $\mathbf{0 . 6 1}$ |

## Quarterly data

## STATEMENT OF EARNINGS

## Group

|  | 2004 |  |  | 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | III | II | 1 | IV | III | II | 1 |
| Net sales | 22,812 | 22,340 | 21,687 | 21,153 | 21,064 | 21,231 | 21,890 |
| Operating expenses ${ }^{1}$ | -19,229 | -18,842 | -18,386 | -17,551 | -17,629 | -17,838 | -18,075 |
| Operating surplus | 3,583 | 3,498 | 3,301 | 3,602 | 3,435 | 3,393 | 3,815 |
| Depreciation and write-down, properties and plant ${ }^{2}$ | -1,630 | -1,473 | -1,393 | -1,369 | -1,397 | -1,353 | -1,363 |
| Goodwill amortization | -314 | -295 | -286 | -296 | -276 | -273 | -285 |
| Share in earnings of associated companies | 9 | 12 | 5 | 27 | 40 | 24 | 33 |
| Operating profit | 1,648 | 1,742 | 1,627 | 1,964 | 1,802 | 1,791 | 2,200 |
| Financial items | -271 | -240 | -155 | -178 | -199 | -187 | -226 |
| Earnings after financial items | 1,377 | 1,502 | 1,472 | 1,786 | 1,603 | 1,604 | 1,974 |
| Income taxes | -412 | -488 | -449 | -358 | -465 | -466 | -572 |
| Minority interest | -10 | -5 | -9 | -9 | -7 | -8 | -7 |
| Net earnings | 955 | 1,009 | 1,014 | 1,419 | 1,131 | 1,130 | 1,395 |

Earnings per share, SEK

| - before dilution effects | 4.09 | 4.32 | 4.35 | 6.08 | 4.88 | 4.90 | 6.06 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| - after dilution effects | 4.09 | 4.32 | 4.34 | 6.07 | 4.88 | 4.87 | 6.02 |

Specification of items affecting comparability
${ }^{1}$ Operating expenses

- Sale of shares in Metsä Tissue

| - | -14 | -30 | 212 |
| :---: | :---: | :---: | :---: |

212
197

- Release of badwill, Scaninge
- Rationalisation costs
- Write-down of shares, Otor
${ }^{2}$ Depreciation and write-down, properties and plant
- Write-down of property, Taiwan
-     - 57
${ }^{3}$ Financial items
- Sale of shares in Industrivärden

70

## Quarterly data

## OPERATING CASH FLOW ANALYSIS

Group

|  | $\mathbf{2 0 0 4}$ |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | III | II | I | IV | III | II | II |
| Operating cash surplus | 3,516 | 3,556 | 3,294 | 3,348 | 3,270 | 3,291 | 3,599 |
| Changes in working capital | 552 | -773 | $-1,354$ | 1,430 | 714 | -709 | -698 |
| Current capital expenditures, net | $-1,071$ | $-1,020$ | -583 | $-1,550$ | -817 | -928 | -607 |
| Other operating cash flow changes | 6 | -119 | -47 | -60 | -75 | -28 | -78 |
| Operating cash flow | $\mathbf{3 , 0 0 3}$ | 1,644 | 1,310 | 3,168 | 3,092 | 1,626 | 2,216 |
|  |  |  |  |  |  |  |  |
| Financial items | -271 | -240 | -155 | -178 | -199 | -187 | -226 |
| Income taxes paid | -501 | -878 | -342 | -297 | -485 | -113 | -256 |
| Other | 7 | 5 | 0 | -62 | 77 | -38 | -4 |
| Cash flow from current operations | $\mathbf{2 , 2 3 8}$ | 531 | 813 | 2,631 | 2,485 | 1,288 | 1,730 |
|  |  |  |  |  |  |  |  |
| Acquisitions | $452^{1}$ | $-7,047$ | -988 | $-3,850$ | -107 | -307 | -544 |
| Strategic capital expenditures, properties | -752 | -512 | -465 | -843 | -797 | -756 | -553 |
| Strategic structural expenditures | -63 | -32 | -85 | -103 | -109 | -72 | -153 |
| Divestments | 0 | 0 | 0 | 11 | 85 | 215 | 650 |
| Cash flow before dividend | $\mathbf{1 , 8 7 5}$ | $-7,060$ | -725 | $-2,154$ | 1,557 | 368 | 1,130 |
| Dividend | -21 | $-2,450$ | - | - | -19 | $-2,216$ | - |
| Cash flow after dividend | $\mathbf{1 , 8 5 4}$ | $-9,510$ | -725 | $-2,154$ | 1,538 | $-1,848$ | 1,130 |
| Conversion of debentures, warrants | - | - | 1 | - | 723 | - | - |
| Sale of own shares | 2 | 3 | 4 | 4 | 7 | 4 | 1 |
| Net cash flow | $\mathbf{1 , 8 5 6}$ | $-9,507$ | -720 | $-2,150$ | 2,268 | $-1,844$ | 1,131 |

${ }^{1}$ Preference shares have been reclassified and are treated as loans.

## Quarterly data Business areas

NET SALES

|  | $\mathbf{2 0 0 4}$ |  |  |  | 2003 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | III | II | II | IV | III | II | I |
| Hygiene Products | $\mathbf{1 1 , 7 6 1}$ | 11,149 | 10,545 | 10,531 | 10,753 | 10,791 | 10,906 |
| Consumer Tissue | 4,226 | 3,853 | 3,721 | 3,759 | 3,618 | 3,630 | 3,817 |
| Tissue for bulk consumers - AFH | 3,023 | 2,799 | 2,638 | 2,628 | 2,928 | 2,920 | 2,913 |
| Personal Care | 4,512 | 4,497 | 4,186 | 4,144 | 4,207 | 4,241 | 4,176 |
| Packaging | $\mathbf{7 , 9 2 8}$ | 7,939 | 7,830 | 7,459 | 7,434 | 7,421 | 7,715 |
| Forest Products | $\mathbf{3 , 5 8 6}$ | 3,741 | 3,813 | 3,736 | 3,378 | 3,406 | 3,561 |
| $\quad$ Publication papers | 1,909 | 1,790 | 1,905 | 1,891 | 1,810 | 1,802 | 1,764 |
| Pulp, timber and solid-wood products | 1,677 | 1,951 | 1,908 | 1,845 | 1,568 | 1,604 | 1,797 |
| Other | $\mathbf{2 6 5}$ | 268 | 256 | 126 | 155 | 331 | 419 |
| Intra-group deliveries | $\mathbf{- 7 2 8}$ | -757 | -757 | -699 | -656 | -718 | -711 |
| Total net sales | $\mathbf{2 2 , 8 1 2}$ | 22,340 | 21,687 | 21,153 | 21,064 | 21,231 | 21,890 |

OPERATING SURPLUS

|  | 2004 |  |  |  | 2003 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 , 8 5 5}$ | 1,848 | 1,768 | 1,747 | 1,824 | 1,814 | 1,895 |
| Consumer Tissue | 669 | 601 | 635 | 614 | 574 | 562 | 646 |
| Tissue for bulk consumers - AFH | 374 | 407 | 335 | 340 | 438 | 433 | 457 |
| Personal Care | 812 | 840 | 798 | 793 | 812 | 819 | 792 |
| Packaging | $\mathbf{1 , 0 9 6}$ | 1,046 | 975 | 965 | 1,036 | 1,023 | 1,100 |
| Forest Products | 700 | 709 | 667 | 763 | 644 | 634 | 703 |
| Publication papers | 334 | 309 | 310 | 420 | 339 | 316 | 426 |
| $\quad$ Pulp, timber and solid-wood products | 366 | 400 | 357 | 343 | 305 | 318 | 277 |
| Other | $\mathbf{- 6 8}$ | -105 | -109 | 127 | -69 | -78 | 117 |
| Total operating surplus | $\mathbf{3 , 5 8 3}$ | 3,498 | 3,301 | 3,602 | 3,435 | 3,393 | 3,815 |

## OPERATING PROFIT

|  | 2004 |  |  | 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | III | II | I | IV | III | II |  |
| Hygiene Products | 1,068 | 1,157 | 1,153 | 1,184 | 1,169 | 1,192 | 1,275 |
| Consumer Tissue | 327 | 329 | 385 | 402 | 308 | 311 | 395 |
| Tissue for bulk consumers - AFH | 153 | 210 | 168 | 178 | 264 | 271 | 288 |
| Personal Care | 588 | 618 | 600 | 604 | 597 | 610 | 592 |
| Packaging | 636 | 609 | 533 | 538 | 631 | 622 | 691 |
| Forest Products | 374 | 385 | 345 | 469 | 352 | 331 | 407 |
| Publication papers | 121 | 96 | 96 | 208 | 140 | 103 | 211 |
| Pulp, timber and solid-wood products | 253 | 289 | 249 | 261 | 212 | 228 | 196 |
| Other | -116 | -114 | -118 | 69 | -74 | -81 | 112 |
| Operating profit before goodwill amortization | 1,962 | 2,037 | 1,913 | 2,260 | 2,078 | 2,064 | 2,485 |
| Goodwill amortization ${ }^{1}$ | -314 | -295 | -286 | -296 | -276 | -273 | -285 |
| Total operating profit | 1,648 | 1,742 | 1,627 | 1,964 | 1,802 | 1,791 | 2,200 |
| ${ }^{1}$ Goodwill amortization: |  |  |  |  |  |  |  |
| Hygiene Products | 126 | 107 | 103 | 110 | 98 | 96 | 108 |
| Packaging | 100 | 102 | 99 | 97 | 93 | 94 | 93 |
| Common | 88 | 86 | 84 | 89 | 85 | 83 | 84 |
| Group | 314 | 295 | 286 | 296 | 276 | 273 | 285 |

OPERATING SURPLUS MARGINS

|  | 2004 |  |  |  | 2003 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Percent | III | II | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 6}$ | 17 | 17 | 17 | 17 | 17 | 17 |
| Consumer Tissue | 16 | 16 | 17 | 16 | 16 | 15 | 17 |
| Tissue for bulk consumers - AFH | 12 | 15 | 13 | 13 | 15 | 15 | 16 |
| Personal Care | 18 | 19 | 19 | 19 | 19 | 19 | 19 |
| Packaging | $\mathbf{1 4}$ | 13 | 12 | 13 | 14 | 14 | 14 |
| Forest Products | $\mathbf{2 0}$ | 19 | 17 | 20 | 19 | 19 | 20 |
| Publication papers | 17 | 17 | 16 | 22 | 19 | 18 | 24 |
| Pulp, timber and solid-wood products | 22 | 21 | 19 | 19 | 19 | 20 | 15 |

OPERATING MARGINS, excluding goodwill amortization

|  | 2004 |  | 2003 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent | III | II | I | IV | III | II | 1 |
| Hygiene Products | 9 | 10 | 11 | 11 | 11 | 11 | 12 |
| Consumer Tissue | 8 | 9 | 10 | 11 | 9 | 9 | 10 |
| Tissue for bulk consumers - AFH | 5 | 8 | 6 | 7 | 9 | 9 | 10 |
| Personal Care | 13 | 14 | 14 | 15 | 14 | 14 | 14 |
| Packaging | 8 | 8 | 7 | 7 | 8 | 8 | 9 |
| Forest Products | 10 | 10 | 9 | 13 | 10 | 10 | 11 |
| Publication papers | 6 | 5 | 5 | 11 | 8 | 6 | 12 |
| Pulp, timber and solid-wood products | 15 | 15 | 13 | 14 | 14 | 14 | 11 |

## Group

MARGINS

| 1 January-30 September |  |  |
| :--- | ---: | ---: |
| Percent | 2004 | 2003 |
| Operating surplus margin | $\mathbf{1 5 . 5}$ | 16.3 |
| Operating margin, excl. goodwill amortization | 8.8 | 10.3 |
| Operating margin | 7.5 | 9.0 |
| Financial net margin | -1.0 | -1.0 |
| Profit margin | 6.5 | 8.0 |
| Tax and minority | $\mathbf{- 2 . 1}$ | -2.3 |
| Net margin | 4.4 | 5.7 |


|  | 2004 |  | 2003 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent | III | II | I | IV | III | II | 1 |
| Operating surplus margin | 15.7 | 15.7 | 15.2 | 17.0 | 16.3 | 16.0 | 17.4 |
| Operating margin, excl. goodwill amortization | 8.6 | 9.1 | 8.8 | 10.7 | 9.9 | 9.7 | 11.4 |
| Operating margin | 7.2 | 7.8 | 7.5 | 9.3 | 8.6 | 8.4 | 10.1 |
| Financial net margin | -1.2 | -1.1 | -0.7 | -0.9 | -0.9 | -0.8 | -1.1 |
| Profit margin | 6.0 | 6.7 | 6.8 | 8.4 | 7.7 | 7.6 | 9.0 |
| Tax and minority | -1.8 | -2.2 | -2.1 | -1.7 | -2.3 | -2.3 | -2.6 |
| Net margin | 4.2 | 4.5 | 4.7 | 6.7 | 5.4 | 5.3 | 6.4 |

FIVE-YEAR SUMMARY

| Full year | 2003 | 2002 | 2001 | $2000^{1}$ | $1999^{1}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Earnings after financial items, SEK M | 6,967 | 8,078 | 8,090 | 9,327 | 5,521 |
| Earnings per share, SEK | 21.84 | 24.54 | 24.05 | 30.64 | 16.73 |
| Earnings per share, |  |  |  |  |  |
| before goodwill amortization, SEK | 26.51 | 29.15 | 28.40 | 33.76 | 19.52 |
| Debt/equity ratio, times | 0.44 | 0.49 | 0.51 | 0.39 | 0.69 |
| Return on capital employed, \% | 11 | 13 | 14 | 18 | 12 |
| Return on shareholders' equity, \% | 10 | 12 | 13 | 20 | 12 |

${ }^{1}$ Adjusted historically to reflect new issues.

## CASH FLOW ANALYSIS

## (in accordance with the Swedish Financial Accounting Standards

 Council's recommendation, RR 7)| 1 January-30 September |  |  |
| :---: | :---: | :---: |
| SEK M | 2004 | 2003 |
| Current operations |  |  |
| Earnings after financial items | 4,351 | 5,181 |
| Adjustment for items not included in cash flow | 5,045 | 3,851 |
|  | 9,396 | 9,032 |
| Taxes paid | -1,721 | -854 |
| Cash flow from current operations before changes in working capital | 7,675 | 8,178 |
| Cash flow from changes in working capital |  |  |
| Change in inventories | -351 | 34 |
| Change in current receivables | -130 | 172 |
| Change in operating liabilities | -1,094 | -899 |
| Cash flow from current operations | 6,100 | 7,485 |
| Investment activities |  |  |
| Acquisition of subsidiaries | -6,440 | -916 |
| Divested units | - | 950 |
| Acquisition of tangible and intangible fixed assets | -4,676 | -4,458 |
| Proceeds from sale of equipment | 308 |  |
| Repayment of loans from external parties | 221 | 103 |
| Cash flow from investment activities | -10,587 | -4,321 |

Financing activities

| Conversion of debentures, warrants | - | 435 |
| :--- | ---: | ---: |
| Sale of own shares | 9 | 12 |
| Borrowings | 7,252 | - |
| Amortization of debt | - | -451 |
| Dividend paid | $-2,471$ | $-2,235$ |
| Cash flow from financing activities | $\mathbf{4 , 7 9}$ | $\mathbf{- 2 , 2 3 9}$ |
|  |  |  |
| Cash flow for the period | $\mathbf{3 0 3}$ | $\mathbf{9 2 5}$ |
| Liquid funds at beginning of year | 1,929 | $\mathbf{2 , 8 2 6}$ |
| Translation differences in liquid funds | 13 | $\mathbf{- 5 9}$ |
| Liquid funds at end of period | $\mathbf{2 , 2 4 5}$ | $\mathbf{3 , 6 9 2}$ |


| Reconciliation between cash flow analysis <br> according to RR 7 and operating cash flow |  |  |
| :--- | ---: | ---: |
| Cash flow for the period according to RR 7 | $\mathbf{3 0 3}$ | $\mathbf{9 2 5}$ |
| Deducted items: | -221 | -103 |
| Repayment of loans from external parties | $-7,252$ | 451 |
| Increase/amortization of debt | $-1,143$ | -42 |
| Added items: | -24 | 36 |
| Net debt in acquired companies | -35 | - |
| Accrued interests | $\mathbf{1}$ | 288 |
| Investments through financial leasing | $\mathbf{- 8 , 3 7 1}$ | $\mathbf{1 , 5 5 5}$ |

## Press conference

SCA's interim report for the period 1 January-30 September 2004 will be published on 26 October 2004. A press conference will be held at 11:00 CET in Stockholm, where Jan Åström, President and CEO, will present the results. Venue: Salén Konferenser, Aulan, Norrlandsgatan 15, Stockholm.

## Telephone conference

The telephone conference will be held on 26 October 2004, at 15:00 CET, where Jan Åström will comment on the results. To participate, please call the number below at least 5 minutes prior to the conference call.

| Dial-in number UK: | $+44(0) 2071620180$ | quote: SCA |
| :--- | :--- | :--- |
| Dial-in number US: | +13344204951 | quote: SCA |

The interim report and the slide presentation will be available at www.sca.com/Investors.

## Webcasting

The telephone conference will be webcasted live (listen-only). On 26 October around 7 p.m. a recorded version will be available on our web site www.sca.com/Investors. Requirements: Windows Media Player or Real Player.

For further information please contact:

Jan Åström, President and CEO. Telephone: +46 705860701.
Peter Nyquist, Senior Vice President, Communications and Investor Relations.
Telephone: +46 705752906.


[^0]:    ${ }^{1}$ Earnings during 2004 were affected by costs for personnel reductions and sale of shares. During 2003, earnings in the first quarter were affected by sale of shares (see also page 13).

[^1]:    ${ }_{2}^{1}$ The acquisition balance for companies acquired during the year are not finalized.
    ${ }^{2}$ Including SCA's portion of joint-venture companies.
    ${ }^{3}$ On debt-free basis.

[^2]:    ${ }^{1}$ Isolated quarterly amounts have been calculated as the difference between two accumulated results.
    ${ }^{2}$ The average exchange rate of 9.16 was applied in translation to EUR.
    ${ }^{3}$ The average exchange rate of 9.16 was applied in translation to EUR.

