# Interim report <br> 1 January-31 March 2008 

## 1 JANUARY-31 MARCH 2008 (compared with the same period previous year)

- Net sales rose $7 \%$ to SEK $27,513 \mathrm{~m}(25,615)$.
- Profit before tax rose $4 \%$ to SEK $1,946 \mathrm{~m}(1,863)$.
- Profit for the period rose $7 \%$ to SEK $1,537 \mathrm{~m}(1,434)$.
- Earnings per share rose 7\% to SEK 2.18 (2.04).
- Operating cash flow was SEK -19m (267).


## EARNINGS TREND

| SEKm | $\mathbf{0 8 0 3}$ | 0703 | $\%$ |
| :--- | ---: | ---: | :--- |
| Net sales | $\mathbf{2 7 , 5 1 3}$ | 25,615 | 7 |
| Gross contribution | $\mathbf{5 , 3 8 5}$ | 4,950 | 9 |
| Operating profit | $\mathbf{2 , 4 7 1}$ | 2,282 | 8 |
| Financial items | -525 | -419 |  |
| Profit before tax | $\mathbf{1 , 9 4 6}$ | 1,863 | 4 |
| Tax | -409 | -429 |  |
| Net profit for the period | $\mathbf{1 , 5 3 7}$ | 1,434 | 7 |
| Earnings per share, SEK | $\mathbf{2 . 1 8}$ | 2.04 | 7 |

## CEO'S MESSAGE

"The SCA Group increased its net sales by 7\%, driven by acquisitions and favourable sales development, especially in emerging markets, where sales growth was $14 \%$. These factors, along with an improved product mix, contributed to $8 \%$ growth in operating profit.

Following a good start to the year for most of our businesses, we saw an increase in raw material and energy costs. In our packaging business, this resulted in a 5\% drop in operating profit, excluding the divestment of the North American packaging operations, despite price increases which generated an earnings effect of SEK 500m. Operating profit for the tissue operations rose a full $61 \%$ as a result of acquisitions and price increases. Operating profit for Personal Care products improved by $10 \%$ as a result of higher volume and an improved product mix. Operating profit for Forest Products was level with the same period a year ago.

We are seeing an economic downturn in the US and in certain segments in Europe in the wake of financial concerns at the same time that raw material prices continue to rise. This is making it difficult to compensate for higher raw material costs in all areas of operation. Consumer segments have been affected to a lesser degree by the economic change. We see continued growth in our hygiene segments.

We are conducting long-term work on enhancing growth and profitability at SCA. I am confident about this work at the same time that we still face certain challenges in parts of our business in the near term from rising raw material and energy prices."

Jan Johansson
President and CEO


EARNINGS TREND FOR THE GROUP

| SEKm | $\mathbf{0 8 0 3}$ | 0703 | $\%$ |
| :--- | ---: | ---: | :--- |
| Net sales | $\mathbf{2 7 , 5 1 3}$ | 25,615 | 7 |
| Cost of goods sold | $-22,128$ | $-20,665$ |  |
| Gross contribution | $\mathbf{5 , 3 8 5}$ | 4,950 | 9 |
| Sales, general and administration | $-2,914$ | $-2,668$ |  |
| Operating profit | $\mathbf{2 , 4 7 1}$ | 2,282 | 8 |
| Financial items | -525 | -419 |  |
| Profit before tax | $\mathbf{1 , 9 4 6}$ | 1,863 | 4 |
| Tax | -409 | -429 |  |
| Net profit for the period | $\mathbf{1 , 5 3 7}$ | 1,434 | $\mathbf{7}$ |

Earnings per share, SEK - equity holders of the Parent Company

| - after dilution effects | 2.18 | 2.04 |
| :--- | ---: | ---: |
|  |  |  |
| Marginaler (\%) |  |  |
| Gross margin | 19.6 | 19.3 |
| Operating margin | 9.0 | 8.9 |
| Financial net margin | -1.9 | -1.6 |
| Profit margin | 7.1 | 7.3 |
| Tax | -1.5 | -1.7 |
| Net margin | $\mathbf{5 . 6}$ | 5.6 |

## OPERATING PROFIT PER BUSINESS AREA

| SEKm | $\mathbf{0 8 0 3}$ | 0703 | $\%$ |
| :--- | ---: | ---: | :---: |
| Personal Care | 745 | 679 | 10 |
| Tissue | 546 | 339 | 61 |
| Packaging | 608 | 689 | -12 |
| Forest Products | 655 | 663 | -1 |
| Other | -83 | -88 |  |
| Total | $\mathbf{2 , 4 7 1}$ | $\mathbf{2 , 2 8 2}$ | $\mathbf{8}$ |

OPERATING CASH FLOW PER BUSINESS AREA

| SEKm | $\mathbf{0 8 0 3}$ | 0703 | $\%$ |
| :--- | ---: | ---: | :---: |
| Personal Care | 699 | 641 | 9 |
| Tissue | 142 | 211 | -33 |
| Packaging | -48 | -260 | - |
| Forest Products | 160 | 691 | $-\mathbf{- 7 7}$ |
| Other | -97 | -221 |  |
| Total | $\mathbf{8 5 6}$ | $\mathbf{1 , 0 6 2}$ | $\mathbf{- 1 9}$ |

Development compared with the previous year:


Tissue
Net sales: +20\%
Operating profit: +61\%


Net sales: -4\% Operating profit: -1\%


Packaging
Net sales: +2\%
Operating profit: -12\%

## GROUP

## MARKET

The market trend is favourable for personal care products, where incontinence products are showing good volume growth in all regions. In Western Europe, growth in the retail segment continues to be rapid. The European market for baby diapers and feminine care products is stable, while sales are growing rapidly in emerging markets.

In the tissue segment, the rate of growth is favourable in Europe, but somewhat lower in North America. Retail prices are rising, however, the competitive pressure remains high, and costs are rising for raw materials and energy.

Demand for corrugated board is forecasted to remain stable, however considerable regional differences exist in Europe, and for the market as a whole, growth is expected to be approximately $1 \%-2 \%$ for the year. Recycled fibre prices have risen considerably at the same time that the supply of American liner has increased in Europe. To balance the inventory situation, several players, including SCA, will cut production during the spring. In Asia, the favourable growth continues, while raw material costs are rising sharply.

Demand for magazine and catalogue paper increased during the first part of the year, and price increases have been carried out. The market for newsprint in Europe has been characterized by softer demand and lower prices. Solid-wood products continue to experience high inventory levels and price pressure. Production of solid-wood products has decreased in recent months. To balance the inventory situation, several players - including SCA - have announced that they plan to cut production during the spring and summer. The pulp market remains strong, and prices have risen.

## SALES AND EARNINGS

Net sales increased by $7 \%$, or SEK $1,898 \mathrm{~m}$ compared with a year earlier, to SEK $27,513 \mathrm{~m}(25,615)$. Volume growth was $7 \%$, of which organic growth was $2 \%$ and acquisitions $5 \%$. The sale of the North American packaging business reduced net sales by $2 \%$. Higher prices for primarily corrugated board and tissue increased net sales by $4 \%$. Net sales were hurt by $2 \%$ by exchange rate movements. Higher prices and larger volumes compensate for higher raw material and energy costs. Operating profit improved by $8 \%$ to SEK $2,471 \mathrm{~m}(2,282)$. An improved product mix and price increases contributed SEK 900 m while costs for raw material and energy increased by SEK 800 m .

Compared with the fourth quarter of 2007, net sales decreased marginally. Operating profit excluding items affecting comparability was down $5 \%$, mainly due to lower earnings in packaging attributable to higher raw material and energy costs.

## CASH FLOW AND FINANCING

Operating cash surplus increased by SEK 63 m to $\operatorname{SEK} 3,600 \mathrm{~m}(3,537)$. A seasonal high level of tied-up working capital had a negative effect on operating cash flow of SEK $1,725 \mathrm{~m}(1,510)$. Current capital expenditures were slightly higher than a year ago and amounted to SEK 849m (763), which corresponds to approximately 3\% of net sales. Operating cash flow was SEK $856 \mathrm{~m}(1,062)$.

Financial items increased by SEK 106 m to SEK -525 m - an effect of higher interest rates, a higher level of net debt and share dividends that were received during the first quarter a year ago. Tax payments were slightly lower than in the same period a year ago and amounted to SEK 355m (375). Cash flow from current operations thereby amounted to SEK -19m (267).

Strategic investments and acquisitions amounted to SEK 723m (604). Investments pertained primarily to the installation of a second paper machine at the tissue plant in Barton, Alabama, USA, and broadened ownership in the Chinese tissue company Vinda. Net cash flow was SEK -731m, compared with SEK 2,511m in the same period a year ago, which included approximately SEK $2,800 \mathrm{~m}$ from the sale of the US packaging operation.


Operating profit and margin


Net debt at the end of the period was SEK 37,253m, a decrease of SEK 115 m since the start of the year. A negative cash flow of SEK 731m was offset by positive exchange rate movements of SEK 675 m due to the strengthening of the Swedish krona and restatements according to IAS 19 for pensions and IAS 39 for financial instruments, which had a net positive effect of SEK 171m.

## EQUITY

Consolidated equity decreased during the period by SEK 6 m to SEK 64,273m. Net profit for the period, and the effects of restatements according to IAS 19 for pension and IAS 39 for financial instruments, increased equity by SEK $1,537 \mathrm{~m}$ and SEK 72 m , respectively. Exchange rate movements decreased equity by SEK 1,615m.

## TAX

A tax expense of $21 \%$ was reported for the first quarter, which is the estimated tax rate for 2008.

## ACQUISITIONS AND DIVESTITURES

SCA acquired an additional $5 \%$ of the Chinese tissue company Vinda for SEK 119 m . SCA's ownership stake after the acquisition amounts to $19 \%$.

To meet the EU Commission's conditions for approving the acquisition of P\&G's European tissue operation, the Softis brand along with accompanying patents and machines were sold to the Italian tissue company Sofidel. Under the terms of the sale, Sofidel may use the Zewa brand under licence for three years. SCA will also continue to own the rights to sell Softis-brand products outside of Germany and Austria.

## CAPITAL EXPENDITURES

To take advantage of growth opportunities in the Russian market, the decision was made during the first quarter to start own production of personal care products in the Moscow region. This investment is worth SEK 450m.

To meet rising demand for incontinence products, SCA is investing approximately SEK 340 m in expanded capacity in its plants in the Netherlands.

SCA's half-owned company Productos Familia, with operations in Colombia, Ecuador, Peru and Venezuela, is investing SEK 420 m in a new tissue machine to meet the strong growth in sales in the region.

A new automated sorting plant will be installed at one of SCA's sawmills. This investment, worth SEK 210m, will enable lower production costs and higher production volume.

## OTHER EVENTS DURING THE FIRST QUARTER

A new organisation aimed at creating greater growth and improved profitability was adopted on 1 April. A new, global category organization in the personal care operations will - through focus on consumer insight, product innovation and brand strategies - serve as an engine for growth across all geographies. The category organization will also have strategic responsibility for long-term prioritization of markets and segments. A new position of Chief Operating Officer has been established to lead the work on improving cash flow and profitability in the Packaging and Forest Products businesses.

As a consequence of the integration work in the European tissue operations, SCA has shut down capacity in the UK equivalent to 30,000 tonnes.

To create a better model for governance and follow-up as well as to facilitate comparisons with other companies, a changeover to a function-based income statement was made as from 1 January 2008.

The consolidated income statement will be reported in the following functions: sales, cost of goods sold, and selling and administrative expenses. Sales less cost of goods sold will result in a figure for gross profit. Cost of goods sold includes all manufacturing costs, such as purchasing, manufacturing costs including personnel
costs, costs for administrative personnel at the manufacturing plants, and depreciation of assets used in production. Cost of goods sold also includes costs for distribution to customers, internal transports, inventory costs and other handling costs. The item selling and administrative expenses consists of costs for advertising and marketing, administration and management, etc. Gross profit less selling and administrative expenses results in a figure for operating profit. For the business areas, operating surplus is also reported, which consists of operating profit with reversal of depreciation

## PERSONAL CARE



Share of group, operating profit 0803



## Operating profit and margin



OPERATIONS January-March (compared with the same period previous year)

| BUSINESS AREA PERSONAL CARE |  |  |  | Deviations, operating profit (\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SEKm | 0803 | 0703 | \% | 0803 vs. 0703 | 10\% |
| Volume growth |  |  | 4.4 | Price/mix | 4\% |
| Net sales | 5,564 | 5,331 | 4 | Volume | 21\% |
| Operating surplus | 999 | 933 | 7 | Raw material | -9\% |
| Operating profit | 745 | 679 | 10 | Currency | -3\% |
| Operating margin, \% | 13.4 | 12.7 |  | Other | -2\% |

Net sales increased by $4 \%$ to SEK $5,564 \mathrm{~m}$. The sales increase is an effect of higher volumes. Changes in prices and product mix affected net sales favourably by $1 \%$, while exchange rate movements affected net sales negatively by $1 \%$. Sales in emerging markets increased by $28 \%$.

The sales increase for baby diapers was only $1 \%$, since sales in Europe decreased as a result of the major changeover towards more advanced technology, which is currently taking place. The sales trend in emerging markets like Russia and Malaysia remained very favourable.

The increase in sales of feminine care products was $9 \%$. Growth was particularly favourable in Europe and Australia.

Sales growth for TENA-brand incontinence products was $5 \%$. Sales of products to the healthcare sector grew by 7\%. In Europe, growth was 9\%, with a large share attributable to Eastern Europe, while sales in North American fell slightly. Sales to the retail segment in Europe rose 6\%, while they were stable in North America.

Operating profit increased by $10 \%$ to SEK 745 m . The earnings improvement is mainly attributable to higher volumes and an improved product mix. The improved product mix is attributable to a larger share of baby diapers and incontinence products using the pant model. Incontinence products and feminine care products contributed to the earnings improvement, while baby diapers showed lower earnings, mainly due to changes in production. Exchange rate movements lowered operating profit by $3 \%$.

Operating cash surplus was SEK $1,000 \mathrm{~m}$ (934), and operating cash flow was SEK 699 m (641). An improved operating cash surplus was offset by slightly higher net current capital expenditures.

Sequentially sales were slightly lower, down $2 \%$ from the fourth quarter of 2007. Operating profit decreased by $5 \%$ compared with the fourth quarter of 2007, mainly due to lower sales resulting from fewer invoicing days, among other things.

## TISSUE

Share of group, net sales 0803


Share of group, operating profit 0803


Operating profit and margin


## OPERATIONS January-March (compared with the same period previous year)

| BUSINESS AREA TISSUE |  |  |  |
| :--- | ---: | ---: | :---: |
| SEKm | $\mathbf{0 8 0 3}$ | 0703 | $\%$ |
| Volume growth |  |  | 16.5 |
| Net sales | $\mathbf{9 , 2 7 9}$ | 7,725 | 20 |
| Operating surplus | $\mathbf{1 , 0 7 2}$ | 869 | 23 |
| Operating profit | $\mathbf{5 4 6}$ | 339 | 61 |
| Operating margin, \% | $\mathbf{5 . 9}$ | 4.4 |  |


| Deviations, operating profit (\%) |  |
| :--- | ---: |
| 0803 vs. $\mathbf{0 7 0 3}$ | $61 \%$ |
| Price/mix | $136 \%$ |
| Volume | $6 \%$ |
| Raw material | $-74 \%$ |
| Energy | $-25 \%$ |
| Currency | $-2 \%$ |
| Other | $20 \%$ |

Net sales increased by SEK $1,554 \mathrm{~m}$, or $20 \%$, to SEK $9,279 \mathrm{~m}(7,725)$. Volumes increased by $16 \%$ as a result of acquisitions, while higher prices accounted for $6 \%$. Exchange rate movements had an adverse impact on net sales by $2 \%$. Sales in emerging markets increased by $15 \%$.

Sales of consumer tissue increased by $31 \%$. Excluding acquisitions, sales increased by 8\%, where Eastern Europe accounted for the largest growth. Sales of AFH tissue increased by $1 \%$.

Operating profit rose $61 \%$ to SEK 546 m (339), mainly as an effect of higher prices and acquisitions. The price increases have been necessary to compensate for higher pulp, recycled fibre and energy costs and to continue improving profitability. Exchange rate movements decreased operating profit by $2 \%$. The item "Other" in the deviations analysis includes net effects of the P\&G acquisition, where the divestment of the Softis brand generated a capital gain of SEK 50m, and other cost increases in addition to those for raw material and energy.

Operating cash surplus amounted to SEK $1,000 \mathrm{~m}$ (806), and operating cash flow was SEK 142 m (211). An improved operating cash surplus was offset by higher tied-up working capital and higher current capital expenditures.

Sequentially sales were level with the fourth quarter of 2007. Earnings were $7 \%$ higher than for the fourth quarter as a result of higher prices and favourable development for acquired operations. Manufacturing costs increased during the quarter.

## PACKAGING

Share of group, net sales 0803


Share of group, operating profit 0803



Operating profit and margin


OPERATIONS January-March (compared with the same period previous year)

## BUSINESS AREA PACKAGING

| SEKm | 0803 | 0703 | \% | Deviations, operating profit (\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deliveries |  |  |  |  |  |
| - Liner products, ktonnes | 594 | 585 | 2 | Price/mix | 73\% |
| - Corrugated board, million $\mathrm{m}^{2}$ | 1,112 | 1,130 | -2 | Volume | -4\% |
| Net sales | 8,713 | 8,571 | 2 | Raw material | -59\% |
| Operating surplus | 1,010 | 1,063 | -5 | Energy | -12\% |
| Operating profit | 608 | 689 | -12 | Currency | 1\% |
| Operating margin, \% | 7.0 | 8.0 |  | Other | -11\% |

Net sales increased by SEK 142 m to SEK $8,713 \mathrm{~m}$, compared with SEK $8,571 \mathrm{~m}$ in the same period a year ago. Adjusted for the sale of the North American packaging operations, net sales rose $8 \%$. The increase is mainly attributable to price increases carried out, which for corrugated board amounted to approximately SEK 500m. Exchange rate movements had a marginal impact on net sales.

Operating profit decreased by SEK 81 m (of which SEK 50 m is attributable to the divestment of the North American packaging operations) to SEK 608m (689). The earnings decline in Europe was $3 \%$. Higher prices for corrugated board failed to compensate for higher raw material and energy costs. Exchange rate movements had a positive effect on earnings by $1 \%$. The item "Other" in the deviations analysis includes net effects of the divestment of the North American packaging business, and other cost increases in addition to those for raw materials and energy.

Operating cash surplus amounted to SEK $1,009 \mathrm{~m}(1,036)$, and operating cash flow was SEK -48m (-260). The operating cash surplus was level with the same period a year ago, while operating cash flow improved as a result of lower payments for the ongoing efficiency improvement programmes and a lower level of tied-up working capital.

Sequentially net sales increased by $3 \%$ as a result of higher prices and volumes. Operating profit decreased by $12 \%$ as a result of higher raw material and energy costs of which 6 percentage points pertained to the European operations and 6 percentage points the Asian operations.

## FOREST PRODUCTS

Share of group, net sales 0803


Share of group, operating profit 0803


Operating profit and margin


OPERATIONS January-March (compared with the same period previous year)

| BUSINESS AREA FOREST PRODUCTS |  |  |  | Deviations, operating profit (\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SEKm | 0803 | 0703 | \% |  | -1\% |
| Deliveries |  |  |  | Price/mix | -4\% |
| - Publication papers, ktonnes | 386 | 355 | 9 | Volume | 11\% |
| - Solid-wood products, $\mathrm{km}^{3}$ | 396 | 412 | -4 | Raw material | -7\% |
| Net sales | 4,290 | 4,472 | -4 | Energy | -3\% |
| Operating surplus | 971 | 1,003 | -3 | Currency | -6\% |
| Operating profit | 655 | 663 | -1 | Other | 8\% |
| Operating margin, \% | 15.3 | 14.8 |  |  |  |

Net sales decreased by SEK 182 m to SEK 4,290m (4,472). Starting in 2008, income from SCA's transport operations are reported as other income, entailing a SEK 250 m decrease in net sales compared with the same period a year ago. Sales of publication paper increased by $3 \%$, mainly due to higher volumes. Sales of solid-wood products decreased due to lower prices and volumes.

Operating profit was down slightly and amounted to SEK 655m, compared with SEK 663 m in the same period a year ago. Higher sales of publication paper failed to offset higher raw material costs and negative exchange rate effects. Operating profit for solidwood products decreased due to lower prices and higher timber prices. Operating profit for the timber operations improved.

Operating cash surplus amounted to SEK 682m (857), and operating cash flow was SEK 160 m (691). A lower operating cash surplus and higher level of tied-up working capital were offset by lower net current capital expenditures.

Sequentially sales decreased by $11 \%$ compared with the preceding quarter as a result of lower prices and volumes. Operating profit decreased by $5 \%$, mainly due to lower earnings for publication paper and solid wood products. Cash flow for the timber operations decreased during the quarter as a result of higher external timber purchases.

## SHARE DISTRIBUTION

| 31 March 2008 | Class A | Class B | Total |
| :--- | ---: | ---: | ---: |
| Registered number of shares | $112,905,207$ | $592,204,887$ | $705,110,094$ |
| - of which treasury shares |  | $3,052,605$ | $3,052,605$ |

During the quarter, no Class A shares were converted to Class B shares. At the end of the quarter, the proportion of Class A shares was 16.0\%. As a result of the exercise of employee options, the number of treasury shares decreased during the quarter to $3,052,605(3,154,812)$.

Calculated according to IFRS recommendations, the effects of outstanding employee option programmes correspond to a maximum dilution of $0.03 \%$, which has been taken into account when calculating earnings per share for the period.

In April, after the end of the quarter, at the request of shareholders 365,000 Class A shares were converted to Class B shares. The total number of votes in the company thereafter amounts to $1,717,971,957$.

## RISKS AND UNCERTAINTIES

SCA's financial risk management is presented on pages 72-77 of the 2007 Annual Report. The Group's operations and the inherent risks are described on pages 55-57 of the Annual Report. No significant changes have occurred that have changed the risks as reported in the Annual Report.

## Strategic risks

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

## Operational risks

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

## RELATED PARTY TRANSACTIONS

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

## ACCOUNTING PRINCIPLES

This interim report is prepared according to IAS 34 and recommendation RFR 1.1 of the Swedish Financial Reporting Board, and with regard to the parent company, also according to RFR 1.2. The accounting principles applied correspond to those presented in the 2007 Annual Report.

## FUTURE REPORTS

In 2008, interim reports will be published on 24 July and 29 October. The year-end report for 2008 will be released on 29 January 2009.

## OPERATING CASH FLOW ANALYSIS

| SEKm | 0803 | 0703 |
| :---: | :---: | :---: |
| Operating cash surplus | 3,600 | 3,537 |
| Change in working capital | -1,725 | -1,510 |
| Current capital expenditures, net | -849 | -763 |
| Restructuring costs, etc. | -170 | -202 |
| Operating cash flow | 856 | 1,062 |
| Financial items | -525 | -419 |
| Income taxes paid | -355 | -375 |
| Other | 5 | -1 |
| Cash flow from current operations | -19 | 267 |
| Acquisitions | -112 | -419 |
| Strategic capital expenditures, fixed assets | -611 | -185 |
| Strategic structural expenditures | 0 | 0 |
| Divestments | 4 | 2,802 |
| Cash flow before dividend | -738 | 2,465 |
| Dividend | 0 | 0 |
| Cash flow after dividend | -738 | 2,465 |
| Sale of treasury shares | 7 | 46 |
| Net cash flow | -731 | 2,511 |


| Net debt at the start of the period | $\mathbf{- 3 7 , 3 6 8}$ | $\mathbf{- 3 6 , 3 9 9}$ |
| :--- | ---: | ---: |
| Net cash flow | $\mathbf{- 7 3 1}$ | 2,511 |
| Remeasurement to equity | 171 | 912 |
| Currency effects | 675 | -633 |
| Net debt at the end of the period | $\mathbf{- 3 7 , 2 5 3}$ | $\mathbf{- 3 3 , 6 0 9}$ |
|  |  |  |
| Debt/equity ratio | 0.58 | 0.57 |
| Debt payment capacity, \% | 33 | 34 |

## CASH FLOW STATEMENT

SEKm
08030703

| Operating activities |  |  |
| :---: | :---: | :---: |
| Profit before tax | 1,946 | 1,863 |
| Adjustment for non-cash items ${ }^{1}$ | 971 | 981 |
|  | 2,917 | 2,844 |
| Paid tax | -355 | -375 |
| Cash flow from operating activities before changes in working capital | 2,562 | 2,469 |
| Cash flow from changes in working capital |  |  |
| Change in inventories | -713 | -680 |
| Change in operating receivables | -1,164 | -351 |
| Change in operating liabilities | 152 | -479 |
| Cash flow from operating activities | 837 | 959 |
| Investing activities |  |  |
| Acquisition of operations | -112 | -419 |
| Sold operations | -3 | 2,802 |
| Acquisition tangible and intangible assets | -1,562 | -1,118 |
| Sale of tangible assets | 102 | 188 |
| Payment of loans to external parties | -96 | -396 |
| Cash flow from investing activities | -1,671 | 1,057 |
| Financing activities |  |  |
| Sale of treasury shares | 7 | 46 |
| Amortization of debt | -839 | -1,506 |
| Cash flow from financing activities | -832 | -1,460 |
| Cash flow for the period | -1,666 | 556 |
| Cash and cash equivalents at the beginning of the year | 3,023 | 1,599 |
| Exchange differences in cash and cash equivalents | -35 | 30 |
| Cash and cash equivalents at the end of the period | 1,322 | 2,185 |

Reconciliation with operating cash flow analysis

| Cash flow for the period | $\mathbf{- 1 , 6 6 6}$ | 556 |
| :--- | ---: | ---: |
| Deducted items: | 96 | 396 |
| Payment of loans to external parties | 839 | 1,506 |
| Amortization of debt | 7 | 0 |
| Added items: | -7 | 71 |
| Net debt in acquired and divested operations | 0 | -18 |
| Accrued interest | -731 | 2,511 |
| Investments through finance leases |  |  |
| Net cash flow according to operating cash flow analysis | 1,516 | 1,509 |
|  | -304 | -157 |
|  | -137 | -172 |
| Depreciation and write-downs, fixed assets | -104 | -199 |
| Fayments related to efficiency programmes previously recognized as liabilities | 971 | 981 |

CONSOLIDATED INCOME STATEMENT

| SEKm | $\mathbf{0 8 0 3}$ | 0703 | $\mathbf{0 7 1 2}$ |
| :--- | ---: | ---: | ---: |
| Net sales | $\mathbf{2 7 , 5 1 3}$ | 25,615 | 105,913 |
| Cost of goods sold ${ }^{1}$ | $-22,128$ | $-20,665$ | $-84,812$ |
| Gross contribution | $\mathbf{5 , 3 8 5}$ | 4,950 | 21,101 |
| Sales, general and administration ${ }^{2}$ | $-2,914$ | $-2,668$ | $-10,954$ |
| Operating profit | $\mathbf{2 , 4 7 1}$ | 2,282 | 10,147 |
| Financial items | -525 | -419 | $-1,910$ |
| Profit before tax | $\mathbf{1 , 9 4 6}$ | 1,863 | 8,237 |
| Tax | -409 | -429 | $-1,076$ |
| Net profit for the period | $\mathbf{1 , 5 3 7}$ | 1,434 | 7,161 |
|  |  |  |  |
| Earnings attributable to: |  |  | $\mathbf{7 , 1 3 8}$ |
| Equity holders of the Parent Company | 1,534 | 1,429 | 23 |
| Minority interests | 3 | 5 |  |


| Earnings per share, SEK - equity holders of the Parent Company |  |  |  |
| :--- | :---: | ---: | ---: |
| - before dilution effects | 2.19 | 2.04 | 10.17 |
| - after dilution effects | 2.18 | 2.04 | 10.16 |
|  |  |  |  |
|  |  |  |  |
| ${ }^{1}$ Cost of goods sold | $-1,516$ | $-1,509$ | $-6,186$ |
| - where of depreciations | - | - | 300 |
| ${ }^{2}$ Inklusive jämforrelsestörande poster | $\mathbf{0 8 0 3}$ | 0703 | 0712 |
|  | $\mathbf{1 9 . 6}$ | 19.3 | 19.9 |
| Gross margin | $\mathbf{9 . 0}$ | 8.9 | 9.6 |
| Operating margin | -1.9 | -1.6 | -1.8 |
| Financial net margin | $\mathbf{7 . 1}$ | 7.3 | 7.8 |
| Profit margin | -1.5 | -1.7 | -1.0 |
| Tax | $\mathbf{5 . 6}$ | 5.6 | 6.8 |


| Calculation of earnings per share | $\mathbf{0 8 0 3}$ | 0703 | 0712 |
| :--- | ---: | ---: | ---: |
| Earnings attributable to equity holdings of the | 1,534 | 1,429 | 7,138 |
| Parent Company |  |  |  |
| Average no. of shares before dilution, millions | 702.0 | 701.4 | 701.8 |
| Warrants | 0.4 | 0.6 | 0.4 |
| Average no. of shares after dilution | 702.4 | 702.0 | 702.2 |

## CONSOLIDATED STATEMENT OF RECOGNIZED INCOME AND EXPENSE

| SEKm | 0803 | 0703 |
| :---: | :---: | :---: |
| Actuarial gains and losses related to pensions, incl. payroll tax | 224 | 883 |
| Available-for-sale financial assets: |  |  |
| - Gains from fair value measurement taken to equity | -93 | 74 |
| - Transferred to income statement at sale | 0 | 0 |
| Cash flow hedges |  |  |
| - Gains from remeasurement of derivatives taken to equity | 5 | 33 |
| - Transferred to profit or loss for the period | -1 | -30 |
| Transferred to cost of hedged investments | -2 | 0 |
| Translation difference in foreign operations | -1,799 | 904 |
| Gains from hedging of net investments in foreign operations | 183 | 153 |
| Tax on items taken to/transferred from equity | -61 | -263 |
| Total transactions taken to equity | -1,544 | 1,754 |
| Net profit for the period recognized in the income statement | 1,537 | 1,434 |
| Total income and expenses recognized for the period | -7 | 3,188 |
| Attributable to: |  |  |
| - Equity holders of the Parent Company | -2 | 3,151 |
| - Minority interests | -5 | 37 |
|  | -7 | 3,188 |
| Other changes in equity |  |  |
| - sale of treasury shares | 7 | 46 |
| - dividend | 0 | -2,807 |
| - change in Group structure | -6 | 0 |
| - remeasurement owned portion at successive acquisitions, within window period | 0 | 0 |

CONSOLIDATED BALANCE SHEET

|  | 31 March 2008 SEKm | 31 December 2007 SEKm |
| :---: | :---: | :---: |
| Assets |  |  |
| Goodwill | 17,502 | 18,161 |
| Other intangible assets | 3,658 | 3,455 |
| Tangible assets | 79,313 | 80,352 |
| Shares and participations | 997 | 1,018 |
| Non-current financial assets ${ }^{1}$ | 3,770 | 3,663 |
| Other non-current receivables | 1,176 | 1,164 |
| Total non-current assets | 106,416 | 107,813 |
| Operating receivables and inventories | 34,547 | 33,793 |
| Current financial assets | 442 | 366 |
| Non-current assets held for sale | 55 | 55 |
| Cash and cash equivalents | 1,322 | 3,023 |
| Total current assets | 36,366 | 37,237 |
| Total assets | 142,782 | 145,050 |
| Equity |  |  |
| Equity holders of the Parent Company | 63,595 | 63,590 |
| Minority interests | 678 | 689 |
| Total equity | 64,273 | 64,279 |
| Liabilities |  |  |
| Provisions for pensions | 1,893 | 1,987 |
| Other provisions | 11,462 | 12,212 |
| Non-current financial liabilities | 20,046 | 20,247 |
| Other non-current liabilities | 989 | 133 |
| Total non-current liabilities | 34,390 | 34,579 |
| Current financial liabilities ${ }^{2}$ | 20,598 | 21,943 |
| Non-current liabilities held for sale | 0 | 0 |
| Operating liabilities | 23,521 | 24,249 |
| Total current liabilities | 44,119 | 46,192 |
| Total liabilities | 78,509 | 80,771 |
| Total equity and liabilities | 142,782 | 145,050 |
| Debt/equity ratio | 0.58 | 0.58 |
| Visible equity/assets ratio | 45\% | 44\% |
| Return on capital employed, \% | 11 | 11 |
| Return on equity, \% | 12 | 12 |
| ${ }^{1}$ Of which pension assets | 2,364 | 2,137 |
| ${ }^{2}$ Contracted committed credit lines amount to SEK $25,661 \mathrm{~m}$. |  |  |
| Capital employed | 101,526 | 101,647 |
| - of which working capital | 12,622 | 11,623 |
| Net debt | 37,253 | 37,368 |
| Shareholders' equity | 64,273 | 64,279 |
| Provisions for restructuring costs are included in the balance sheet as follows: |  |  |
| - Other provisions | 613 | 869 |
| - Operating liabilities | 865 | 1,040 |


| NET SALES | $\mathbf{2 0 0 8 : 1}$ | $2007: 4$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEKm | 5,564 | 5,706 | 5,510 | 5,554 | 5,331 | 5,429 | 5,246 |
| Personal Care | 9,279 | 9,343 | 8,204 | 8,060 | 7,725 | 7,844 | 7,743 |
| Tissue | 8,713 | 8,494 | 8,434 | 8,229 | 8,571 | 8,445 | 8,288 |
| Packaging | 4,290 | 4,803 | 4,743 | 4,726 | 4,472 | 4,480 | 4,339 |
| Forest Products | 2,199 | 2,259 | 2,225 | 2,149 | 2,082 | 2,167 | 2,279 |
| - Publication papers | 2,091 | 2,544 | 2,518 | 2,577 | 2,390 | 2,313 | 2,060 |
| - Pulp, timber and solid-wood products | 369 | 318 | 320 | 341 | 357 | 336 | 326 |
| Other | -702 | -856 | -849 | -782 | -841 | -884 | -847 |
| Intra-group deliveries | $\mathbf{2 7 , 5 1 3}$ | 27,808 | 26,362 | 26,128 | $\mathbf{2 5 , 6 1 5}$ | $\mathbf{2 5 , 6 5 0}$ | $\mathbf{2 5 , 0 9 5}$ |
| Total net sales |  |  |  |  | 25,294 |  |  |

OPERATING SURPLUS

| SEKm | $\mathbf{2 0 0 8 : 1}$ | $2007: 4$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 999 | 1,036 | 995 | 991 | 933 | 961 | 925 | 939 |
| Tissue | 1,072 | 1,092 | 1,022 | 966 | 869 | 913 | 944 | 924 |
| Packaging | 1,010 | 1,102 | 1,044 | 1,003 | 1,063 | 1,024 | 988 | 888 |
| Forest Products | 971 | 1,021 | 1,082 | 1,088 | 1,003 | 1,008 | 911 | 970 |
| - Publication papers | 271 | 318 | 327 | 347 | 337 | 412 | 371 | 456 |
| - Pulp, timber and solid-wood products $^{\text {Other }}{ }^{1}$ | 700 | 703 | 755 | 741 | 666 | 596 | 540 | 514 |
| Total operating surplus $^{1}$ | -79 | 3,768 | -87 | -88 | -85 | -88 | -83 | -80 |

${ }^{1}$ The fourth quarter 2007 includes items affecting comparability, 3,842 SEKm specified per business area in annual report 2007.
OPERATING PROFIT

| SEKm | $\mathbf{2 0 0 8 : 1}$ | $2007: 4$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ | $2006: 2$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 745 | 781 | 742 | 758 | 679 | 726 | 681 | 693 |
| Tissue | 546 | 508 | 464 | 413 | 339 | 358 | 431 | 401 |
| Packaging | 608 | 692 | 648 | 622 | 689 | 598 | 560 | 476 |
| Forest Products | 655 | 691 | 766 | 750 | 663 | 676 | 591 | 631 |
| - Publication papers | 83 | 125 | 143 | 141 | 128 | 208 | 168 | 237 |
| - Pulp, timber and solid-wood products | 572 | 566 | 623 | 609 | 535 | 468 | 423 | 394 |
| Other $^{1}$ | -83 | 219 | -94 | -95 | -88 | -97 | -87 | -88 |
| Total operating profit $^{\top}$ | $\mathbf{2 , 4 7 1}$ | 2,891 | 2,526 | 2,448 | 2,282 | 2,261 | 2,176 | 2,113 |
| Financial items | -525 | -549 | -507 | -435 | -419 | -458 | -423 | -405 |
| Profit before tax | $\mathbf{1 , 9 4 6}$ | 2,342 | 2,019 | 2,013 | 1,863 | 1,803 | 1,753 | 1,708 |
| Tax $^{\text {Net profit for the period }}{ }^{2}$ | -409 | -204 | 0 | -443 | -429 | -352 | -227 | -387 |

${ }^{1}$ The fourth quarter 2007 includes items affecting comparability, 300 SEKm specified per business area in annual report 2007.
${ }^{2}$ The fourth quarter 2007 includes items affecting comparability, 252 SEKm.

## OPERATING SURPLUS MARGIN

| \% | $\mathbf{2 0 0 8 : 1}$ | $2007: 4$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Personal Care | 18.0 | 18.2 | 18.1 | 17.8 | 17.5 | 17.7 | 17.6 |
| Tissue | 11.6 | 11.7 | 12.5 | 12.0 | 11.2 | 11.6 | 12.2 |
| Packaging | 11.6 | 13.0 | 12.4 | 12.2 | 12.4 | 12.1 | 11.9 |
| Forest Products | 22.6 | 21.3 | 22.8 | 23.0 | 22.4 | 22.5 | 21.0 |
| Publication papers | 12.3 | 14.1 | 14.7 | 16.1 | 16.2 | 19.0 | 16.3 |
| - Pulp, timber and solid-wood products | 33.5 | 27.6 | 30.0 | 28.8 | 27.9 | 25.8 | 26.2 |

OPERATING MARGIN

| \% | $\mathbf{2 0 0 8 : 1}$ | $2007: 4$ | $2007: 3$ | $2007: 2$ | $2007: 1$ | $2006: 4$ | $2006: 3$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $2006: 2$ |  |  |  |  |  |  |  |
| Personal Care | 13.4 | 13.7 | 13.5 | 13.6 | 12.7 | 13.4 | 13.0 |
| Tissue | 5.9 | 5.4 | 5.7 | 5.1 | 4.4 | 4.6 | 5.6 |
| Packaging | 7.0 | 8.1 | 7.7 | 7.6 | 8.0 | 7.1 | 6.8 |
| Forest Products | 15.3 | 14.4 | 16.2 | 15.9 | 14.8 | 15.1 | 13.6 |
| - Publication papers | 3.8 | 5.5 | 6.4 | 6.6 | 6.1 | 9.6 | 7.4 |
| - Pulp, timber and solid-wood products | 27.4 | 22.2 | 24.7 | 23.6 | 22.4 | 20.2 | 20.5 |

## CONSOLIDATED INCOME STATEMENT

| SEKm | $\mathbf{2 0 0 8 : 1}$ | $2007: 4$ | $2007: 3$ | $2007: 2$ | $2007: 1$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales | $\mathbf{2 7 , 5 1 3}$ | 27,808 | 26,362 | 26,128 | 25,615 |
| Cost of goods sold | $-22,128$ | $-22,453$ | $-21,036$ | $-20,658$ | $-20,665$ |
| Gross contribution | $\mathbf{5 , 3 8 5}$ | 5,355 | 5,326 | 5,470 | 4,950 |
| Sales, general and administration $^{1}$ | $-2,914$ | $-2,464$ | $-2,800$ | $-3,022$ | $-2,668$ |
| Operating profit $^{1}$ | $\mathbf{2 , 4 7 1}$ | 2,891 | 2,526 | 2,448 | 2,282 |
| Finansiella poster $^{\text {Resultat före skatt }}{ }^{\mathbf{1}}$ | -525 | -549 | -507 | -435 | -419 |
| Skatter $_{\text {Periodens resultat }}{ }^{2}$ | $\mathbf{1 , 9 4 6}$ | 2,342 | 2,019 | 2,013 | 1,863 |
|  | -409 | -204 | 0 | -443 | -429 |

[^0]${ }^{2}$ The fourth quarter 2007 includes items affecting comparability, 252 SEKm.

## INCOME STATEMENT PARENT COMPANY

| MSEK | $\mathbf{0 8 0 3}$ | 0703 |
| :--- | ---: | ---: |
| Administration costs | -112 | -117 |
| Other operating income | 43 | 42 |
| Other operating expenses | -43 | -42 |
| Operating profit | -112 | -117 |
| Financial items | -292 | -335 |
| Profit before tax | -404 | -452 |
| Appropriations and taxes | 165 | 126 |
| Net profit for the period | $\mathbf{- 2 3 9}$ | -326 |

## BALANCE SHEET PARENT COMPANY

|  | 31 March 2008 | 31 December 2007 |
| :--- | ---: | ---: |
|  | SEKm | SEKm |
| Intangible assets | 4 | 5 |
| Tangible assets | 6,218 | 6,205 |
| Financial investments | 62,547 | 62,576 |
| Total fixed assets | 68,769 | 68,786 |
| Total current assets | 1,061 | 1,604 |
| Total assets | 69,830 | 70,390 |
|  |  |  |
| Restricted equity | 10,996 | 10,996 |
| Unrestricted equity | 9,264 | 9,496 |
| Total shareholders' equity | 20,260 | 20,492 |
| Untaxed reserves | 128 | 128 |
| Provisions | 1,330 | 1,330 |
| Long-term liabilities | 0 | 0 |
| Current liabilities | 48,112 | 48,440 |
| Total equity and liabilities | 69,830 | 70,390 |

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Note
SCA discloses the information provided herein pursuant to the Swedish Securities Exchange and Clearing Operations Act and/or the Swedish Financial Instruments Trading Act. This report has been prepared in both Swedish and English. In case of variation in the content of the two versions, the Swedish version shall prevail. The report has not been reviewed by the company's auditors.


[^0]:    The fourth quarter 2007 includes items affecting comparability, 300 SEKm.

