## Interim Report <br> 1 January - 31 March 2000

|  | $\mathbf{0 0 : 1}$ | $99: 1$ | $99: 4$ |
| :--- | ---: | ---: | ---: |
| Net sales, SEK M | $\mathbf{1 5 , 9 9 2}$ | $16,242^{1}$ | 15,662 |
| Earnings after financial items, SEK M | $\mathbf{1 , 6 7 0}$ | 1,128 | 1,711 |
| Earnings per share, SEK ${ }^{\mathbf{2}}$ | $\mathbf{4 . 7 9}$ | 3.55 | 5.10 |
| Earnings per share excl. |  |  |  |
| goodwill amortization, SEK ${ }^{\mathbf{2}}$ | $\mathbf{5 . 5 3}$ | 4.20 | 5.94 |
| Cash flow from current operations per <br> share, SEK |  |  |  |
| ² |  |  |  |
| ${ }^{2}$ Including net sales in SCA's former fine paper operations. |  |  |  |
| Adjusted historically to reflect new issue. |  |  |  |

- Earnings after financial items rose $\mathbf{4 8 \%}$, compared with the year-earlier.
- Operating profit rose $\mathbf{5 7 \%}$ for Packaging, $\mathbf{3 3 \%}$ for Forest Products and $\mathbf{9 \%}$ for Hygiene Products.
- Operating cash surplus improved to $18 \%$ (16) of net sales.


## FIRST QUARTER 2000 COMPARED WITH FOURTH QUARTER 1999

- Despite sharply rising raw material and energy prices, a moderate quarter in terms of volume and a strong Swedish krona, earnings after financial items, as a result of price increases and productivity gains, were only marginally lower.
- Price increases in Hygiene Products and Packaging are beginning to yield increasingly improved effects.


## NET SALES AND EARNINGS

Continued strong global economic growth, with rising industrial production and increased private consumption, contributed to favorable demand for paper during the first quarter and increased fiber consumption in all parts of the world. In Europe, the weak euro has resulted in increased export demands for paper and packaged goods. Combined with a strong demand situation, the weak euro resulted in rapidly rising costs for recycled paper and for dollar-based raw materials such as market pulp and oil. The pulp price expressed in euro has risen by about $60 \%$ since the first quarter of 1999 while the price of, for example, brown recovered paper in Germany nearly rose fivefold. Since yearend, the price increase for pulp is $16 \%$ and the recovered paper price in Germany has doubled.

Consolidated net sales amounted to SEK $15,992 \mathrm{M}(16,242)$, a decline of $2 \%$ compared with the year-earlier period. Adjusted for the effect of the fine paper operations, which were included in the first quarter of the preceding year, net sales by the Group's core operations increased $17 \%$. Acquisitions accounted for 9 percentage points and organic growth accounted for 8 percentage points. Packaging operations showed the largest increase in net sales, but Hygiene Products and Forest Products also reported substantial gains. The increase in net sales by Hygiene Products was primarily attributable to company acquisitions, while about half of the increase in Packaging's net sales was attributable to acquired companies. Exchange rate movements reduced the Group's net sales by about $2 \%$.

Group operating profit amounted to SEK $1,951 \mathrm{M}(1,454)$, an increase of $34 \%$ compared with the year-earlier period. Currency movements had marginal negative effects on earnings. All business areas reported improved operating profits. The operating profit for Hygiene Products amounted to SEK $673 \mathrm{M}(615)$, an increase of $9 \%$. Packaging reported operating profit of SEK 665 M (424), an increase of $57 \%$, and operating profit by Forest Products rose $33 \%$ to SEK 607 M (458). Operating profit attributable to SCA's ownership share in Modo Paper amounted to SEK 258 M, which was more than twice as high as operating profit reported last year for SCA's former fine paper operations, which totaled SEK 108 M.

Financial items amounted to an expense of SEK 281 M (expense: 326). The improvement was attributable to lower interest rates.

Group earnings after financial items amounted to SEK $1,670 \mathrm{M}(1,128)$, an improvement of $48 \%$ compared with the first quarter of 1999.

Net earnings after tax totaled SEK 1,109 M (746). Earnings per share after full tax and full dilution amounted to SEK 4.79 (3.55), an improvement of $35 \%$. Earnings per share, after full tax and dilution, excluding goodwill amortization, amounted to SEK 5.53 (4.20). The lower increase in earnings per share than earnings after tax is attributable to the effect of the new issue in 1999.

Return on shareholders' equity was $13 \%$ (11). The return on capital employed was $12 \%$ (11).

## Comparisons with fourth quarter of 1999

The trend of rising prices for pulp and recovered paper during the fourth quarter of 1999 continued into 2000, with even sharper increases during the first quarter. To compensate for higher prices and sharply rising energy costs, all of SCA business areas pursued a highly active price policy. Despite a time displacement between higher raw material costs and adjustments in prices for end-products, earnings after financial items were only marginally lower. Negative effects on the operating margins of Hygiene Products and Packaging were limited to about 1 percentage point. Earnings for Forest Products were marginally lower while the share in earnings of the fine paper operations increased by 60\%.

Net sales rose $2 \%$. Negative effects of currency movements amounted to about $1 \%$.
Operating profit was $4 \%$ lower.
Earnings after financial items were down $2 \%$, about $1 \%$ of which was due to currency movements.

## CASH FLOW

The operating cash surplus amounted to SEK $2,837 \mathrm{M}(2,559)$, equal to $18 \%$ (16) of net sales.
Operating cash flow amounted to SEK $1,319 \mathrm{M}(1,470)$. Working capital increased by SEK $1,105 \mathrm{M}$ (559) during the period. This year, the seasonal increase in working capital was reinforced by an exceptionally low level of tied-up working capital, $10.3 \%$ of annual sales, at year-end. The low level was the result of very high deliveries in the fourth quarter, due to customer inventory needs prior to the millennium shift and expectations for price hikes. At the end of the quarter tied-up working capital amounted to $11.6 \%$ of annual sales, compared with $12.5 \%$, adjusted for the fine paper operations, on the same date a year earlier. Current capital expenditures, net, totaled SEK 402 M (442).

Cash flow from current operations, that is before strategic investments and dividends, amounted to SEK 880 M (845), equal to SEK 3.79 (4.01) per share.

Company acquisitions, strategic capital investments in machinery and plant, as well as structural costs, totaled SEK 665 M ( 3,890 ). Strategic capital expenditures in machinery and plant amounted to SEK 469 M (543), mainly in Hygiene Products but also in Packaging.

Divested units amounted to SEK 30 M (30).

| SEK M | $\mathbf{0 0 0 3}$ | $9903^{1}$ |
| :--- | ---: | ---: |
| Net sales | 15,992 | 16,242 |
| Operating cash surplus | 2,837 | 2,559 |
| \% of net sales | 18 | 16 |
| Current capital expenditures, net | -402 | -442 |
| \% of net sales | 3 | 3 |
| Changes in working capital | $-1,105$ | -559 |
| Other operating cash flow changes | -11 | -88 |
| Operating cash flow | $\mathbf{1 , 3 1 9}$ | 1,470 |
| Tax payment etc ${ }^{2}$ | -246 | -288 |
| Free cash flow | $\mathbf{1 , 0 7 3}$ | 1,182 |
| per share, SEK | 4.63 | 5.61 |
| Interest payment after taxes | -193 | -337 |
| Cash flow from current operations | $\mathbf{8 8 0}$ | 845 |
| per share, SEK | 3.79 | 4.01 |
| Strategic investments and divestments | -635 | $-3,860$ |
| Cash flow before dividend | $\mathbf{2 4 5}$ | $-3,015$ |

[^0]
## FINANCING

Net debt at the close of the period amounted to SEK $23,522 \mathrm{M}$, which was SEK 551 M lower than year-end 1999. The change reflects the net of cash flow from current operations amounting to SEK 880 M , net expenditures for strategic investments and divestments totaling SEK 635 M and positive effects of currency movements amounting to SEK 306 M.

The strengthening of the Swedish krona reduced equity by approximately SEK 360 M . The decline was caused by SCA's policy of hedging Group assets outside Sweden, which is based on the principle whereby currency movements should largely not affect the debt/equity ratio.

The debt/equity ratio amounted to 0.66 (0.91). The interest coverage multiple was 7.0 (4.5).

## HYGIENE PRODUCTS BUSINESS AREA

Net sales amounted to SEK $7,402 \mathrm{M}(6,609)$, an increase of $12 \%$ compared with the year-earlier period. Acquired companies accounted for most of the increase. Operating profit rose $9 \%$ to SEK 673 M (615). The improvement was attributable to acquisitions. The sharp increase in raw materials and energy costs, compared with the first quarter of 1999, was offset largely by higher prices, volume growth and productivity improvements.

The restructuring program for the business area's production plants is now virtually complete and the effects reflected in lower production costs are now successively yielding effects on earnings of the business area's operating units.

Volume growth compared with the first quarter of 1999 amounted to $12 \%$, of which $9 \%$ was attributable to acquisitions. The institutional segment showed stronger organic growth, $6 \%$, than the consumer products, $3 \%$.

Despite higher sales prices, operating profit during the first quarter was down $10 \%$, compared with the previous quarter, due to the sharp increase in raw materials and energy costs. The efforts to increase end-product prices are becoming increasingly successful, which will affect the remainder of the year. The margin decline during the first quarter was limited to an average of $1 \%$, compared with the fourth quarter of 1999. The decline in consumer products was somewhat higher than in the institutional segment.

Tissue prices in the institutional market rose about $5 \%$ during the first quarter. Additional price increases have been announced for the second quarter. In the consumer segment, prices rose 3-5\% in the Nordic region, France and the Iberian Peninsula. Price increases of $6-10 \%$ have been announced for the second quarter in Continental Europe and the U.K.

## Consumer products

Earnings from consumer products increased $24 \%$ to SEK 311 M (250). Acquired companies accounted for the increase.

SCA's market shares for baby diapers and feminine hygiene products showed favorable development in key markets. Minor price adjustments were made during the first quarter, but competitive conditions have so far been a restraining factor in pricing policies.

Compared with the fourth quarter of 1999, earnings attributable to consumer products declined $18 \%$ due to sharply rising costs for raw materials and expenses incurred for advertising and promotion for
the launch of new tissue (TAD grade) and incontinence products. In addition, the higher sales prices did not totally offset the increase in costs for raw materials.

## AFH and incontinence products

Operating profits attributable to AFH and incontinence products amounted to SEK 362 M (365), largely unchanged compared with the first quarter of 1999. Higher sales prices and volume growth compensated for the sharp increase in costs for raw materials.

Earnings during the first quarter were marginally lower than earnings reported in the fourth quarter of 1999. The decline was due to higher raw materials costs and lower volumes. Price increases have been announced for incontinence products, but implementation of the adjusted prices has been delayed due to long contract terms. Higher prices were introduced within AFH which, however, had a temporary restraining effect on volume development.

| SEK M | $\mathbf{0 0 : 1}$ | $99: 1$ | $99: 4$ |
| :--- | ---: | ---: | ---: |
| Net sales | $\mathbf{7 , 4 0 2}$ | 6,609 | 7,275 |
| Operating surplus | $\mathbf{1 , 0 3 6}$ | 905 | 1,117 |
| Operating profit | $\mathbf{6 7 3}$ | 615 | 747 |
|  |  |  |  |
| Operating surplus margin, \% | $\mathbf{1 4}$ | 14 | 15 |
| Operating margin, \% | $\mathbf{9}$ | 9 | 10 |
|  |  |  |  |
| Volume growth, \% |  |  |  |
| $\quad$ Consumer products | $\mathbf{4 . 3}^{\mathbf{1}}$ | $\mathbf{1 8 . 8 ^ { \mathbf { 2 } }}$ | $1.6^{1}$ |
| $\quad$ AFH and incontinence products | $\mathbf{1 . 6}^{\mathbf{1}}$ | $\mathbf{6 . 4}^{\mathbf{2}}$ | $2.0^{\mathbf{1}}$ |

${ }^{1}$ Compared with the immediately preceding quarter.
${ }^{2}$ Compared with corresponding period previous year.

## PACKAGING BUSINESS AREA

Net sales for the period amounted to SEK 5,776 M (4,745), an increase of $22 \%$, about half of which was attributable to acquired companies.

Operating profit amounted to SEK 665 M (424), an increase of $57 \%$. Of the increase, acquired companies accounted for about 18 percentage points. Most of the remaining part of the improvement was attributable to liner operations and is a result of sharply higher sales prices.

Compared with the fourth quarter of 1999 , operating profit was down $10 \%$. The decline was due to weaker results from both liner and corrugated board operations. Within liner operations, higher volumes and increased prices for both kraftliner and testliner have not yet been fully able to compensate for the very sharp increase in raw material and energy costs. Corrugated board operations were able to offset most of the increase in raw material costs through higher prices for corrugated board products. However, volumes in certain market segments and regions, particularly Great Britain, were weak in the early part of year 2000.

## Corrugated board packaging

The strong industrial economy, supported by strong domestic demand in Europe, high private consumption and increased exports, which are attributable in part to the weak euro, resulted in continued favorable demand for packaging materials. In the beginning of the year, total deliveries of corrugated board in Europe increased approximately 4\%, compared with the weak ( $-2 \%$ ) start in
1999. Exceptionally strong growth was noted on the European Continent, particularly in France, Italy and Spain, while the British market showed some decline. Prices were increased about $7 \%$ during the first quarter. Most of the higher paper prices from last autumn have now been offset by increased sales prices. Due to continued rising raw materials costs, additional price increases in the same range have been announced for the second quarter.

## Containerboard

Deliveries of kraftliner by European producers rose more than $20 \%$ in January and February. Liner prices in the U.S. were increased by USD 55/ton during February and March. Prices i Europe for white grades were increased in March, followed in April by a price hike of about EUR 50/ton, equal to about $10 \%$, for unbleached kraftliner. An additional price increase of EUR 50/ton for white grades has been announced for May.

Demand for test liner was exceptionally strong during the first quarter, stimulated by high consumption, kraftliner substitutions and stockpiling in anticipation of the $13 \%$ price adjustment, or EUR 50/ton, in March. Total inventory levels for liner products are low, but a major shift has been made from seller inventories, which have now reached record-low levels, to relatively well-stocked buyer inventories.

Recovered fiber prices increased dramatically toward the end of the first quarter. Full effects of these price adjustments will probably be noted during the second quarter.

| SEK M | $\mathbf{0 0 : 1}$ | $99: 1$ | $99: 4$ |
| :--- | ---: | ---: | ---: |
| Net sales | $\mathbf{5 , 7 7 6}$ | 4,745 | 5,587 |
| Operating surplus <br> Operating profit | $\mathbf{1 , 0 0 2}$ | 699 | 1,075 |
|  | $\mathbf{6 6 5}$ | 424 | 737 |
| Operating surplus margin, \% <br> Operating margin, \% | $\mathbf{1 7}$ | 15 | 19 |
|  | $\mathbf{1 2}$ | 9 | 13 |
| Production <br> $\quad$ Liner products, kton | $\mathbf{6 4 7}$ | 550 | 620 |
| Deliveries <br> $\quad$ Liner products, kton <br> $\quad$ Corrugated board, $\mathbf{M m}^{2}$ | $\mathbf{6 4 7}$ | 557 | 602 |

## FOREST PRODUCTS BUSINESS AREA

Net sales by the business area amounted to SEK $3,095 \mathrm{M}(2,741)$, an increase of $13 \%$. Operating profit rose to SEK 607 M (458), an increase of $33 \%$. Compared with the fourth quarter of 1999 , the operating profit was marginally lower.

## Pulp, timber and solid wood products

Operating profit rose $88 \%$ to SEK 269 M (143). The improvement was attributable to a sharp increase in earnings from pulp operations due to higher sales prices.

Sawmill operations reported a modest improvement in earnings, compared with the year-ago period, as a result of higher prices and volumes and lower raw material prices. Excluding capital gains of

SEK 0 M (14), earnings from forestry operations were unchanged compared with the first quarter of 1999 .

Compared with the fourth quarter of 1999 , operating profit was down $3 \%$. The decline reflected net effects of strong pulp operations, supported by the full impact of higher pulp prices and a seasonal decline in earnings from forestry operations.

## Publication papers

Strong advertising trends and improved conditions in the publishing sector created strong underlying demand in the global market for publication papers. Deliveries of newsprint to the European market were up $6 \%$. Demand for SC-paper increased $8 \%$ during the period, and deliveries of LWC-paper were up $17 \%$. The order books are filled, and the industry's capacity utilization is high. Prices for newsprint and SC-paper remain unchanged, while price increases for LWC-paper were successfully introduced. Additional price increases for LWC-paper are expected in July.

Operating profit from publication paper operations was marginally higher than the corresponding period 1999, amounting to SEK 338 M (315), an increase of $7 \%$. The increase was primarily attributable to improved volumes, which more than compensated for higher raw material costs.

First quarter earnings declined $3 \%$, compared with the fourth quarter of 1999, due to marginally lower delivery volumes and higher pulp prices.

| SEK M | 00:1 | 99:1 | 99:4 |
| :---: | :---: | :---: | :---: |
| Net sales | 3,095 | 2,741 | 3,087 |
| Operating surplus | 869 | 709 | 896 |
| Operating profit | 607 | 458 | 625 |
| Operating surplus margin, \% | 28 | 26 | 29 |
| Operating margin, \% | 20 | 17 | 20 |
| Production |  |  |  |
| Publication paper, kton | 319 | 302 | 318 |
| Solid wood products, $\mathrm{km}^{3}$ | 170 | 146 | 212 |
| Deliveries |  |  |  |
| Publication paper, kton | 311 | 290 | 337 |
| Solid wood products, $\mathrm{km}^{3}$ | 184 | 142 | 200 |

## MODO PAPER AB

As a result of favorable market conditions characterized by volume growth and rising prices, combined with synergy benefits in the new company, SCA's share in earnings of Modo Paper during the first quarter amounted to SEK 218 M, compared with SEK 136 M in the fourth quarter of 1999. SCA's share of Modo Paper's operating profit was SEK 258 M, compared with operating profit of SEK 108 M from SCA's original fine paper operations in the year-earlier period.

For more detailed information, reference is made to Modo Paper's interim report, which will be released on May 2, 2000.

## PERSONNEL

The number of SCA Group employees at the close of the period was $33,518(34,554)$. The change reflects a net of company acquisitions and separation of the fine paper operations.

## MARKET OUTLOOK

Growth remains strong in both the European and American economies, and demand for SCA Group products is expected to remain favorable during the year.

Continued rising prices for recycled fiber and pulp could temporarily result in a certain pressure on margins in the hygiene products and packaging areas. Concurrently, however, it appears that price hikes at the end of the chain are gaining ever-increasing success. The current trend of raw material costs is a clearly speculative element that most likely will be corrected with a decline in transfers of inventories.

## SHARE DISTRIBUTION

| $\mathbf{0 0 - 0 3 - 3 1}$ | Series A | Series B | Total |
| :--- | ---: | ---: | ---: |
| Registered number of shares | $62,133,309$ | $168,166,615$ | $230,299,924$ |
| Unconverted debenture loans | - | $1,375,697$ | $1,375,697$ |
| Outstanding warrants | - | $1,741,206$ | $1,741,206$ |
| Total after full conversion | $\mathbf{6 2 , 1 3 3 , 3 0 9}$ | $\mathbf{1 7 1 , 2 8 3 , 5 1 8}$ | $\mathbf{2 3 3 , 4 1 6 , 8 2 7}$ |

Calculated in accordance with the recommendations of the Swedish Financial Analysts Association, effects of the outstanding convertible debenture and warrant programs amount to a maximum dilution of $0.7 \%$, which was taken into account when calculating earnings per share for the period.

Stockholm 28 April 2000
SVENSKA CELLULOSA AKTIEBOLAGET SCA (publ)
Sverker Martin-Löf
President and CEO

This report is unaudited.
The interim report for 1 January - 30 June will be released on 28 July 2000.

Copies of the Interim Report are available at SCA U.K. Holdings Limited, SCA Packaging House, 543, New Hythe Lane, Aylesford, Kent ME20 7PE, attention, Tony Staples, telephone 00441622883025.

## Statement of Earnings

1 January - 31 March

|  | 2000 |  | 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | SEK M | EUR M | SEK M | EUR M |
| Net sales | 15,992 | 1,884 | 16,242 | 1,813 |
| Operating expenses | -13,123 | -1,546 | -13,709 | -1,530 |
| Operating surplus | 2,869 | 338 | 2,533 | 283 |
| Depreciation according to plan, properties and plant | -974 | -115 | -949 | -107 |
| Depriciation according to plan, goodwill | -172 | -20 | -135 | -15 |
| Share in earnings of Modo Paper $\mathrm{AB}^{1}$ | 218 | 26 | - | - |
| Share in earnings of other associated companies | 10 | 1 | 5 | 1 |
| Operating profit | 1,951 | 230 | 1,454 | 162 |
| Financial items | -281 | -33 | -326 | -36 |
| Earnings after financial items | 1,670 | 197 | 1,128 | 126 |
| Income taxes | -549 | -65 | -372 | -42 |
| Minority interest | -12 | -1 | -10 | -1 |
| Net earnings after tax | 1,109 | 131 | 746 | 83 |


| Operating margin | $\mathbf{1 2 \%}$ | $9 \%$ |
| :--- | ---: | ---: |
| Return on shareholders' equity | $\mathbf{1 3 \%}$ | $11 \%$ |
| Return on capital employed | $\mathbf{1 2 \%}$ | $11 \%$ |

[^1]
## Business Areas

Net sales
1 January - 31 March

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{7 , 4 0 2}$ | 6,609 |
| Packaging | $\mathbf{5 , 7 7 6}$ | 4,745 |
| Forest Products | $\mathbf{3 , 0 9 5}$ | 2,741 |
| Fine papers, paper merchanting |  |  |
| Other operations | $\mathbf{-}$ | 2,621 |
| Intra-Group deliveries | $\mathbf{3 8 2}$ | 375 |
| Total net sales | $\mathbf{- 6 6 3}$ | -849 |

See also additional information on page 17.
${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. Accordingly, net sales are not reported after this date.

## Earnings

1 January - 31 March

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{6 7 3}$ | 615 |
| Packaging | $\mathbf{6 6 5}$ | 424 |
| Forest Products | $\mathbf{6 0 7}$ | 458 |
| Fine paper, paper merchanting $^{\mathbf{2}}$ | $\mathbf{2 1 8}$ | 108 |
| Other operations $^{\text {Operating profit before goodwill amortization }}$ | $\mathbf{- 4 0}$ | -16 |
| Goodwill amortization $^{3}$ | $\mathbf{2 , 1 2}$ | 1,589 |
| Total operating profit | $\mathbf{1 , 9 5 1}$ | -135 |
| Financial items | $\mathbf{- 2 8 1}$ | -326 |
| Earnings after financial items | $\mathbf{1 , 6 7 0}$ | 1,128 |

See also additional information on page 17.
${ }^{2}$ Pertains to share in earnings of Modo Paper AB as of the fourth quarter 1999, but refers to operating profit for earlier periods.
${ }^{3}$ Goodwill amortization: $2000 \quad 1999$
Hygiene Products 46
Packaging $47 \quad 37$
Fine paper, paper merchanting - 0
Common $^{4} \quad 79 \quad 79$

Group $172 \quad 135$

[^2]
## Balance sheet

|  | SEK M | EUR M | SEK M | EUR M |
| :--- | ---: | ---: | ---: | ---: |
| Assets |  |  |  |  |
| Tangible assets | 43,911 | 5,293 | 44,571 | 5,215 |
| Goodwill | 10,200 | 1,229 | 10,431 | 1,220 |
| Other intangible assets | 879 | 106 | 904 | 106 |
| Long-term receivables | 85 | 10 | 102 | 12 |
| Shares and participations | 5,148 | 620 | 5,057 | 592 |
| Receivables and inventories | 1,594 | 2,241 | 18,312 | 2,143 |
| Financial receivables and investments | 1,929 | 233 | 4,207 | 492 |
| Cash and bank balances | 1,184 | 143 | 1,630 | 191 |
| Total assets | $\mathbf{8 1 , 9 3 0}$ | 9,875 | $\mathbf{8 5 , 2 1 4}$ | 9,971 |

Equity, provisions and liabilities

| Shareholder's equity | 34,848 | 4,200 | 34,133 | 3,994 |
| :--- | ---: | ---: | ---: | ---: |
| Minority interests | 580 | 70 | 587 | 69 |
| Provisions for pensions | 923 | 111 | 1,029 | 120 |
| Other provisions | 7,488 | 903 | 7,603 | 890 |
| Interest-bearing debt | 25,712 | 3,099 | 28,881 | 3,379 |
| Operating liabilities and other <br> noninterest-bearing debt | 12,379 | 1,492 | 12,981 | 1,519 |
| Total equity, provisions and liabilities | $\mathbf{8 1 , 9 3 0}$ | 9,875 | $\mathbf{8 5 , 2 1 4}$ | 9,971 |

## Debt/equity

0.66 times

Equity/assets
43\%
0.69 times
$41 \%$

## Cash flow statement

## 1 January - 31 March

| SEK M | 2000 | $1999{ }^{3}$ |
| :---: | :---: | :---: |
| Operating cash surplus ${ }^{2}$ | 2,837 | 2,559 |
| Changes in working capital | -1,105 | -559 |
| Current capital expenditures | -402 | -442 |
| Other operating cash flow changes | -11 | -88 |
| Operating cash flow | 1,319 | 1,470 |
| Financial items | -281 | -326 |
| Income taxes paid | -153 | -180 |
| Other | -5 | -119 |
| Cash flow from current operations | 880 | 845 |
| Strategic capital expenditures | -469 | -543 |
| Strategic structural expenditures | -120 | - |
| Company acquisitions | -76 | -3,347 |
| Divestments | 30 | 30 |
| Net cash flow ${ }^{1}$ | 245 | -3,015 |
| Net debt at beginning of period | -24,073 | $-24,756^{4}$ |
| Net cash flow | 245 | -3,015 |
| Currency effects | 306 | 686 |
| Other effects ${ }^{5}$ | - | 162 |
| Net debt at end of period | -23,522 | $-26,923{ }^{4}$ |
| Debt payment capacity | 38\% | $31 \%{ }^{4}$ |

1 Additional information in accordance with Swedish Financial Accounting Standards Council's
recommendation regarding reporting of cash flow:

## Net cash flow

| $\mathbf{2 4 5}$ | $-3,015$ |
| ---: | ---: |
| -620 | 2,646 |
| $\mathbf{- 3 7 5}$ | -369 |
|  |  |
| $\mathbf{1 , 6 3 0}$ | 1,819 |
| -375 | -369 |
| -71 | -41 |
| $\mathbf{1 , 1 8 4}$ | 1,409 |

[^3]
## Quarterly data

## Group

|  | 2000 | 1999 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | I | IV | III | II | I |
| Net sales | 15,992 | 15,662 | 16,603 | 16,389 | 16,242 |
| Operating surplus | 2,869 | 3,053 | 2,783 | 2,627 | 2,533 |
| Depreciation according to plan, properties and plant | -974 | -998 | -931 | -961 | -949 |
| Depreciation according to plan, goodwill | -172 | -188 | -147 | -132 | -135 |
| Share in earnings of Modo Paper $\mathrm{AB}^{1}$ | 218 | 136 | - | - |  |
| Share in earnings of other associated companies | 10 | 21 | 5 | 11 | 5 |
| Operating profit | 1,951 | 2,024 | 1,710 | 1,545 | 1,454 |
| Financial items | -281 | -313 | -315 | -258 | -326 |
| Earnings after financial items | 1,670 | 1,711 | 1,395 | 1,287 | 1,128 |
| Income taxes | -549 | -555 | -497 | -425 | -372 |
| Minority interest | -12 | -24 | -15 | -21 | -10 |
| Net earnings after tax | 1,109 | 1,132 | 883 | 841 | 746 |
| Earnings per share, SEK | 4.79 | 5.10 | 4.19 | 4.01 | 3.55 |
| Earnings per share, excluding | 5.53 | 5.94 | 4.89 | 4.63 | 4.20 |

[^4]
## Quarterly data Business Areas

## Net sales

|  | $\mathbf{2 0 0 0}$ | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEK M | I | IV | III | II | I |
| Hygiene Products | $\mathbf{7 , 4 0 2}$ | 7,275 | 6,764 | 6,679 | 6,609 |
| Packaging | $\mathbf{5 , 7 7 6}$ | 5,587 | 4,862 | 4,664 | 4,745 |
| Forest Products | $\mathbf{3 , 0 9 5}$ | 3,087 | 2,892 | 2,812 | 2,741 |
| Fine paper, paper merchanting | - | - | 2,558 | 2,616 | 2,621 |
| Other operations | $\mathbf{3 8 2}$ | 383 | 440 | 487 | 375 |
| Intra-Group deliveries | $\mathbf{- 6 6 3}$ | -670 | -913 | -869 | -849 |
| Total net sales | $\mathbf{1 5 , 9 9 2}$ | 15,662 | 16,603 | 16,389 | 16,242 |

See also additional information on page 18.

## Operating surplus

|  | $\mathbf{2 0 0 0}$ | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEK M | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 , 0 3 6}$ | 1,117 | 948 | 907 | 905 |
| Packaging | $\mathbf{1 , 0 0 2}$ | 1,075 | 823 | 793 | 699 |
| Forest Products | $\mathbf{8 6 9}$ | 896 | 797 | 742 | 709 |
| Fine paper, paper merchanting ${ }^{\mathbf{1}}$ | - | - | 228 | 236 | 222 |
| Other operations | $\mathbf{- 3 8}$ | -35 | -13 | -51 | -2 |
| Total net sales | $\mathbf{2 , 8 6 9}$ | 3,053 | 2,783 | 2,627 | 2,533 |

See also additional information on page 18.

[^5]
## Quarterly data Business Areas

Operating profit

|  | 2000 |  | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| SEK M | I | IV | III | II | I |  |
| Hygiene Products | $\mathbf{6 7 3}$ | 747 | 649 | 602 | 615 |  |
| Packaging | $\mathbf{6 6 5}$ | 737 | 550 | 505 | 424 |  |
| Forest Products | $\mathbf{6 0 7}$ | 625 | 552 | 488 | 458 |  |
| Fine paper, paper merchanting ${ }^{1}$ | $\mathbf{2 1 8}$ | 136 | 125 | 122 | 108 |  |
| Other operations | $\mathbf{- 4 0}$ | -33 | -19 | -40 | -16 |  |
| Operating profit before <br> goodwill amortization | $\mathbf{2 , 1 2 3}$ | 2,212 | 1,857 | 1,677 | 1,589 |  |
| Goodwill amortization |  | $\mathbf{- 1 7 2}$ | -188 | -147 | -132 |  |
| Total operating profit | $\mathbf{1 , 9 5 1}$ | 2,024 | 1,710 | 1,545 | 1,454 |  |

See also additional information on page 18 .
${ }^{1}$ Pertains to share in earnings of Modo Paper AB as of the fourth quarter 1999, but refers to operating profit for earlier periods.
${ }^{2}$ Goodwill amortization:

| Hygiene Products | $\mathbf{4 6}$ | 45 | 27 | 19 | 19 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Packaging | $\mathbf{4 7}$ | 63 | 40 | 31 | 37 |
| Fine paper, paper merchanting | - | - | 1 | 1 | 0 |
| Common | $\mathbf{7 9}$ | 80 | 79 | 81 | 79 |
| Group | $\mathbf{1 7 2}$ | 188 | 147 | 132 | 135 |

## Quarterly data Business Areas

## Operating surplus margins

|  | 2000 |  |  |  |  |  | 1999 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: |
| Percent | I | IV | III | II | I |  |  |  |  |
| Hygiene Products | $\mathbf{1 4}$ | 15 | 14 | 14 | 14 |  |  |  |  |
| Packaging | $\mathbf{1 7}$ | 19 | 17 | 17 | 15 |  |  |  |  |
| Forest Products | $\mathbf{2 8}$ | 29 | 28 | 26 | 26 |  |  |  |  |
| Fine paper, paper merchanting ${ }^{\mathbf{1}}$ | n a | n a | 9 | 9 | 8 |  |  |  |  |

See also additional information on page 19.
Operating margins excluding goodwill amortization

|  | 2000 |  | 1999 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Percent | I | IV | III | II | I |
| Hygiene Products | $\mathbf{9}$ | 10 | 10 | 9 | 9 |
| Packaging | $\mathbf{1 2}$ | 13 | 11 | 11 | 9 |
| Forest Products | $\mathbf{2 0}$ | 20 | 19 | 17 | 17 |
| Fine paper, paper merchanting ${ }^{\mathbf{1}}$ | $\mathbf{n ~ a}$ | n a | 5 | 5 | 4 |

See also additional information on page 19.
${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. Accordingly, margins are not reported after this date.

## Quarterly data Group

## Margins ${ }^{2}$

|  | 2000 |  | 1999 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Percent | I | IV | III | II | I |
| Operating surplus margin | $\mathbf{1 7 . 9}$ | 19.5 | 16.8 | 16.0 | 15.6 |
| Operating margin, <br> excl. goodwill amortization | $\mathbf{1 3 . 3}$ | 14.1 | 11.2 | 10.2 | 9.8 |
| Operating margin | $\mathbf{1 2 . 2}$ | 12.9 | 10.3 | 9.4 | 9.0 |
| Financial net margin | $\mathbf{- 1 . 8}$ | -2.0 | -1.9 | -1.6 | -2.0 |
| Profit margin | $\mathbf{1 0 . 4}$ | 10.9 | 8.4 | 7.8 | 7.0 |
| ${ }^{2}$ Since fine paper and paper merchanting are reported as a share in earnings of Modo Paper AB as of 1 October 1999, |  |  |  |  |  |
| the margin figures are not fully comparable over time. |  |  |  |  |  |

## Five-year summary

| Full year | $\mathbf{1 9 9 9}$ | 1998 | 1997 | 1996 | 1995 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Earnings after financial items, SEK M | $\mathbf{5 , 5 2 1}$ | 5,169 | 4,457 | 3,573 | 5,731 |
| Earnings per share after tax, SEK | $\mathbf{1 6 . 8 5}$ | 16.11 | 13.20 | 10.11 | 16.57 |
| Earnings per share after tax , excl. | $\mathbf{1 9 . 6 6}$ | 18.06 | 14.97 | 11.50 | 18.01 |
| goodwill amortization, SEK |  |  |  |  |  |
| Debt/equity ratio, times | $\mathbf{0 . 6 9}$ | 0.83 | 0.85 | 0.79 | 0.80 |
| Return on capital employed, \% | $\mathbf{1 2}$ | 13 | 12 | 10 | 16 |
| Return on shareholders' equity, \% | $\mathbf{1 2}$ | 13 | 12 | 10 | 17 |

## Additional information - Business Areas

Net sales1 January - 31 March

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{7 , 4 0 2}$ | 6,609 |
| Consumer products | 4,443 | 3,775 |
| AFH and incontinence products | 2,959 | 2,834 |
| Forest Products | $\mathbf{3 , 0 9 5}$ | 2,741 |
| Pulp, timber and solid wood products | 1,411 | 1,185 |
| Publication paper | 1,684 | 1,556 |

Operating profit1 January - 31 March

| SEK M | $\mathbf{2 0 0 0}$ | 1999 |
| :--- | ---: | ---: |
| Hygiene Products | $\mathbf{6 7 3}$ | 615 |
| Consumer products | 311 | 250 |
| AFH and incontinence products | 362 | 365 |
| Forest Products | $\mathbf{6 0 7}$ | 458 |
| Pulp, timber and solid wood products | 269 | 143 |
| Publication paper | 338 | 315 |

## Additional information - Business Areas

## Quarterly data

## Net sales

|  | $\mathbf{2 0 0 0}$ | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEK M | $\mathbf{I}$ | IV | III | II | I |
| Hygiene Products | $\mathbf{7 , 4 0 2}$ | 7,275 | 6,764 | 6,679 | 6,609 |
| Consumer products | 4,443 | 4,284 | 3,894 | 3,774 | 3,775 |
| AFH and incontinence products | 2,959 | 2,991 | 2,870 | 2,905 | 2,834 |
| Forest Products | $\mathbf{3 , 0 9 5}$ | 3,087 | 2,892 | 2,812 | 2,741 |
| Pulp, timber and solid wood products | 1,411 | 1,304 | 1,272 | 1,187 | 1,185 |
| Publication paper | 1,684 | 1,783 | 1,620 | 1,625 | 1,556 |

## Operating surplus

|  | $\mathbf{2 0 0 0}$ | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEK M | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 , 0 3 6}$ | 1,117 | 948 | 907 | 905 |
| Consumer products | 571 | 624 | 449 | 406 | 424 |
| AFH and incontinence products | 465 | 493 | 499 | 501 | 481 |
| Forest Products | $\mathbf{8 6 9}$ | 896 | 797 | 742 | 709 |
| Pulp, timber and solid wood products | 353 | 377 | 328 | 227 | 211 |
| Publication paper | 516 | 519 | 469 | 515 | 498 |

## Operating profit

|  | $\mathbf{2 0 0 0}$ | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEK M | I | IV | III | II | I |
| Hygiene Products | $\mathbf{6 7 3}$ | 747 | 649 | 602 | 615 |
| Consumer products | 311 | 380 | 260 | 218 | 250 |
| AFH and incontinence products | 362 | 367 | 389 | 384 | 365 |
| Forest Products | $\mathbf{6 0 7}$ | 625 | 552 | 488 | 458 |
| Pulp, timber and solid wood products | 269 | 278 | 255 | 141 | 143 |
| Publication paper | 338 | 347 | 297 | 347 | 315 |

## Additional information - Business Areas

## Quarterly data

## Operating surplus margins

|  | 2000 | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Percent | I | IV | III | II | I |
| Hygiene Products | $\mathbf{1 4}$ | 15 | 14 | 14 | 14 |
| Consumer products | 13 | 15 | 12 | 11 | 11 |
| AFH and incontinence products | 16 | 17 | 17 | 17 | 17 |
| Forest Products | $\mathbf{2 8}$ | 29 | 28 | 26 | 26 |
| Pulp, timber and solid wood products | 25 | 29 | 26 | 19 | 18 |
| Publication paper | 31 | 29 | 29 | 32 | 32 |

Operating margins excluding goodwill amortization

|  | $\mathbf{2 0 0 0}$ | 1999 |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Percent | I | IV | III | II | I |
| Hygiene Products | $\mathbf{9}$ | 10 | 10 | 9 | 9 |
| Consumer products | 7 | 9 | 7 | 6 | 7 |
| AFH and incontinence products | 12 | 12 | 14 | 13 | 13 |
| Forest Products | $\mathbf{2 0}$ | 20 | 19 | 17 | 17 |
| Pulp, timber and solid wood products | 19 | 21 | 20 | 12 | 12 |
| Publication paper | 20 | 19 | 18 | 21 | 20 |


[^0]:    ${ }^{1}$ Figures for 1999 adjusted to conform with cash flow statement adopted by SCA on July 1, 1999.
    ${ }^{2}$ Tax attributable to operating profit.

[^1]:    ${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. For earlier periods, SCA’s original fine paper operations are included in net sales, operating expenses, etc.

[^2]:    ${ }^{4}$ Goodwill reported on a Groupwide basis pertains to surplus values in companies acquired in 1990, with operations that were integrated in SCA's various business areas. Goodwill attributable to later acquisitions has been allocated to the business area that made the purchase.

[^3]:    ${ }^{2}$ Operating surplus adjusted for significant non-cash items in accordance with the principles being applied by SCA effective at midyear 1999.
    ${ }^{3}$ Figures for 1999 adjusted in accordance with SCA's new cash flow statement.
    ${ }^{4}$ Calculated pro forma with pension liabilities included in net debt.
    ${ }^{5}$ The effects of pension liabilities are included in net debt.

[^4]:    ${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. For earlier periods, SCA's original fine paper operations are included in net sales, operating expenses, etc.

[^5]:    ${ }^{1}$ As of 1 October 1999, Modo Paper AB is included as a share in earnings. For earlier periods, SCA's original fine paper operations are included in net sales, operating expenses, etc.

