



28 October 2004

Report for the third quarter and the first nine months of 2004

Nine months (Compared with “New” Bilia, pro forma 2003)

- Net turnover amounted to SEK 8,671 M (8,308).
- Net profit increased to SEK 161 M (128) and earnings per share to SEK 6.60 (4.95).

Third quarter

- Operating profit amounted to SEK 83 M (73).
- Profit before tax amounted to SEK 76 M (67).
- Earnings per share improved by 38 per cent to SEK 2.55 (1.85).
- Cash flow amounted to SEK 148 M (311).

In a comment on the quarterly result, Bilia’s Managing Director Jan Pettersson says: “The Service Business developed positively with increased turnover and stable earnings. Order bookings of new cars increased during the quarter and we are entering the fourth quarter with a large order backlog. Sales of used cars declined during the quarter, however. Property sales contributed positively to quarterly earnings.”

	Bilia Group			“New” Bilia, pro forma 9 months 2003
	Third quarter		9 months	
	2004	2003	2004	
Net turnover, SEK M	2,578	2,534	8,671	8,308
Operating profit, excl. items affecting comparability, SEK M ¹⁾	65	75	223	196
Operating margin excl. items affecting comparability, %	2.5	2.9	2.6	2.4
Operating profit, SEK M	83	73	234	178
Operating margin, %	3.2	2.9	2.7	2.1
Profit before tax, excl. items affecting comparability, SEK M ¹⁾	58	69	208	182
Profit before tax, SEK M	76	67	219	164
Net profit, SEK M	59	48	161	128
Earnings per share, SEK ²⁾	2.55	1.85	6.60	4.95

¹⁾ Items affecting comparability are shown on page 3.

²⁾ The number of shares used in the calculation is shown in the table on page 9.

Notable events during the third quarter

Acquisitions and disposals

Sale of property

During the quarter, Bilia sold an externally rented truck facility in Huddinge and part of a car facility in Trelleborg. The capital gain from the sales amounted to SEK 20 M after tax.

Miscellaneous

The extraordinary General meeting of 25 August passed the following resolutions:

- Withdrawal of repurchased shares.
- Reduction of the par value of the shares from SEK 20 to 10.
- Reduction of the statutory reserve to 20 per cent of the final share capital.
- New issue of 37.7 million subordinated shares of Series C. The shares do not entitle the bearer to a dividend; the entire price of SEK 377 M carries interest at market terms.
- Redemption of the subordinated shares after the City Court issued a permit and the Companies Registration Office registered the transaction.

SEK 377 M was transferred from restricted reserves to non-restricted reserves during the quarter. The issue of Series C subordinated shares has increased the share capital by SEK 377 M. Redemption of these shares is expected to be able to be completed prior to the end of the first quarter of 2005. At the time of redemption the share capital will be reduced by SEK 377 M.

Third quarter 2004

The level of demand for new cars and service in Bilia's market areas was generally good. Demand for used cars declined during the quarter, however, mainly on the Swedish market.

Net turnover during the quarter amounted to SEK 2,578 M (2,534). Adjusted for exchange rate changes and comparable operations, net turnover decreased by SEK

65 M or 3 per cent. The decline in turnover is mainly attributable to lower sales of used cars.

Operating profit amounted to SEK 83 M (73), including items affecting comparability of SEK 18 M (-2), consisting mainly of gain from sale of property. Operating profit excluding items affecting comparability declined by SEK 10 M to SEK 65 M. The Car Business reports lower earnings for the quarter due to lower turnover in sales of used cars, and the fact that the margins in car sales did not reach the high level reported during the same quarter last year.

The result from customer financing amounted to SEK 24 M (21).

Items affecting comparability (see table on page 3) amounted to SEK 18 M (-2) during the quarter and consist of SEK 20 M (-) in gain from sale of property and SEK -2 M (-2) in costs for disputes and other costs.

Net financial items amounted to an expense of SEK 7 M (expense: 6).

Net profit amounted to SEK 59 M (48) and earnings per share to SEK 2.55 (1.85). Exchange rate changes only affected the profit marginally. Earnings per share for the past 12 months amounted to SEK 8.00.

Total assets declined during the quarter by SEK 80 M to SEK 3,591 M. Stocks of both new and used cars declined by a total of SEK 70 M.

Shareholders' equity increased during the quarter by SEK 432 M, amounting to SEK 1,510 M at the end of the quarter. The share capital increased by SEK 377 M due to an issue of 37.7 million subordinated shares of Series C.

The equity/assets ratio amounted to 42 per cent. Adjusted for the issue of subordinated shares, the equity/assets ratio was 32 per cent.

Investments and disposals amounted to SEK 51 M (34). Replacement investments represented SEK 10 M (11), expansion investments SEK 6 M (5), environmental investments SEK 4 M (1) and investments in new construction and additions to properties

SEK 12 M (-). Net investments in lease vehicles and finance leases amounted to SEK 19 M (17).

The number of employees declined marginally during the quarter, amounting to 3,168. Compared with the same quarter last year, the number of employees declined by 121 persons (excluding the acquisition of Eneqvist Bil AB).

Cash flow from operating activities improved during the quarter and amounted to SEK 148 M (311). Net debt decreased by SEK 508 M to a net receivable of SEK 106 M. The issue of subordinated shares accounted for SEK 377 M of the decrease.

Changes in equity

SEK M	Jan. - Sept.		Full year 2003
	2004	2003	
Opening balance	1,326	1,641	1,641
Issue of Series C shares	377	-	-
Dividend to shareholders	-116	-109	-109
Dividend KFAB	-	-375	-375
Buy-back of shares ¹⁾	-234	-	-
Adjustment pensions IAS	4	-	-
Translation difference, etc.	-8	-57	-55
Net profit	161	188	224
Closing balance	1,510	1,288	1,326

¹⁾ At the end of the third quarter, the number of own shares amounted to 0 (0).
The weighted average number of own shares during the first nine months amounted to 1,136,022 (0).

SEK M	Bilia Group				"New" Bilia, pro forma		
	Third quarter 2004	2003	9 months 2004	2003	9 months 2003	Oct. 03 - Sept. 04	Full year 2003
Operating profit excl. items affecting comparability	65	75	223	327	196	285	258
Items affecting comparability							
- Profit/loss from sale of property	20	-	20	-6	-5	31	6
- Restructuring costs and other	-1	-	-3	-1	-1	-17	-15
- Disputes/KFAB	-1	-2	-6	-12	-12	-8	-14
Operating profit	83	73	234	308	178	291	235
Profit before tax excl. items affecting comparability	58	69	208	277	182	266	240
Items affecting comparability							
- Profit/loss from sale of property	20	-	20	-6	-5	31	6
- Restructuring costs and other	-1	-	-3	-1	-1	-17	-15
- Disputes/KFAB	-1	-2	-6	-12	-12	-8	-14
Profit before tax	76	67	219	258	164	272	217

Cars

No. of new cars	Deliveries				Oct. 03 - Sept. 04	Full year 2003	Order backlog 30 Sept.	
	Third quarter		9 months				2004	2003
	2004	2003	2004	2003				
Sweden	3,881	3,908	14,079	14,134	18,551	18,606	3,187	2,918
Norway	805	685	2,690	2,315	3,764	3,389	796	370
Denmark	284	243	917	992	1,446	1,521	422	190
Total	4,970	4,836	17,686	17,441	23,761	23,516	4,405	3,478

SEK M	Net turnover				Oct. 03 - Sept. 04	Full year 2003	Operating profit/loss, operating margin							
	Third quarter		9 months				Third quarter				9 months		Oct. 03 - Sept. 04	Full year 2003
	2004	2003	2004	2003			2004	%	2003	%	2004	2003		
Sweden	1,918	1,902	6,569	6,349	8,655	8,435	49	2.6	61	3.2	171	169	219	217
Norway	479	419	1,489	1,322	1,962	1,795	11	2.3	8	1.9	38	15	48	25
Denmark	137	162	482	500	688	706	-1	-0.7	-1	-0.6	-1	-2	1	0
Total	2,534	2,483	8,540	8,171	11,305	10,936	59	2.3	68	2.7	208	182	268	242

- **Increased order backlog**
- **Continued positive trend in Norway**

The level of demand for new cars and service in Sweden was good during the quarter after having increased during the second quarter. Demand for used cars declined, however. Demand for cars and service continued to be strong in Norway and Denmark.

Net turnover during the quarter amounted to SEK 2,534 M (2,483). Adjusted for exchange rate changes and comparable operations, net turnover decreased by 2 per cent or SEK 59 M. The decrease is attributable to lower sales of used cars.

Operating profit for Cars amounted to SEK 59 M (68). The Service Business continued to develop positively, while the Car Business reported a lower profit compared with the same quarter last year. The margins in car sales were lower during the quarter compared with the same period last year, mainly due to clearance subsidies obtained for certain Volvo models in 2003. Costs in relation to turnover were lower compared with the same period last year in both the Service Business and the Car Business. The number of employees was unchanged during the quarter. Compared with the same period last year, the number of employees declined by 114 persons (excluding the acquisition of Eneqvist Bil AB).

Sweden

Sweden showed an operating profit for the quarter which was SEK 12 M lower compared with last year. The operating margin amounted to 2.6 per cent, which was unchanged in comparison with the first six months of the year. The Service Business was on a level with last year, while the Car Business showed a lower profit, mainly due to slightly lower margins and lower turnover in sales of used cars. The order backlog for new cars increased by all of 571 cars during the quarter, due to higher order bookings and poorer delivery capacity on the part of the car manufacturers during the vacation period.

Norway

Operating profit in Bilia's Norwegian operation improved during the quarter by SEK 3 M to SEK 11 M. Continued strong demand, together with lower relative costs, contributed to the positive earnings trend.

Denmark

The Danish operation reported an unchanged operating loss of SEK 1 M during the quarter. Demand, which improved during the second quarter, remained at a good level during the third quarter. The operation still suffers from inadequate sales of Renault cars, although order bookings and order backlog increased considerably during the quarter.

Cars - divided into Service and Car Business

SEK M	Third quarter		Net turnover ²⁾		Oct. 03 - Sept. 04	Full year 2003	Third quarter		Contribution ³⁾		Oct. 03 - Sept. 04	Full year 2003
	2004	2003	2004	2003			2004	2003	2004	2003		
Service Business ¹⁾	859	804	2,786	2,604	3,717	3,535	84	72	278	233	360	315
- margin, %							9.7	9.0	10.0	8.9	9.7	8.9
Car Business ¹⁾	1,759	1,750	6,059	5,834	8,013	7,788	22	33	99	78	119	98
- margin, %							1.2	1.9	1.6	1.3	1.5	1.3

¹⁾ The Service Business includes workshop services, spare parts, accessories and petrol within the car operation. Micro's turnover and contribution are not included. The Car Business includes sales of new and used cars and customer financing.

²⁾ Net turnover does not include eliminations for internal sales.

³⁾ The contribution is charged with calculated costs. Joint costs for administration within each product area are not charged to the contribution.

- **Car business – increased order bookings**
- **Service Business stable**

The Service Business's sales increased during the third quarter by about 2 per cent, excluding exchange rate effects and the acquisition of Eneqvist Bil AB. Sweden was unchanged, Denmark increased by 6 per cent and Norway by 13 per cent. Contribution and margin developed positively during the quarter, mainly due to increased turnover and lower relative costs. All markets reported better contributions compared with last year.

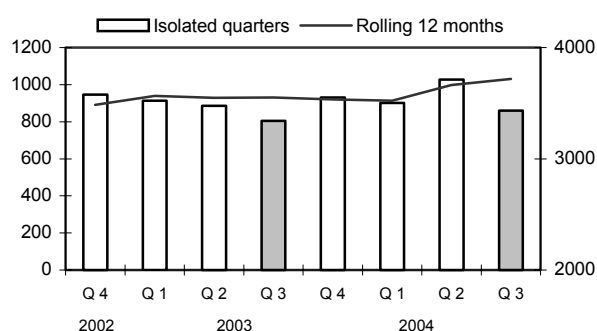
The Car Business's deliveries of new cars declined by 4 per cent during the quarter for comparable operations, while order bookings increased by 9 per cent, resulting in a large increase in the order backlog. Comparable turnover on new cars increased by 3 per cent, while turnover on used cars decreased by 11 per cent. The average price per delivered car has increased, mainly due to the fact that

Volvo's share of Bilia's total deliveries has increased, while Renault's share has decreased. The contribution declined during the quarter by SEK 11 M to SEK 22 M and the contribution margin by 0.7 percentage point to 1.2 per cent. The earnings deviation is attributable to fewer deliveries of new and used cars during the quarter, and to the fact that the margins in car sales did not reach the high level reported during the third quarter of last year. The trend of lower contributions in the Car Business was the same on all of Bilia's markets, although the relative impact was greatest in Denmark.

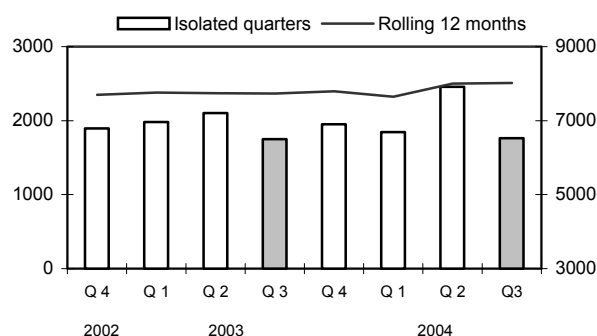
Stocks of new and used cars are satisfactory.

Demand for used cars, especially in Sweden, declined during the quarter, which increases the risk of stock build-up.

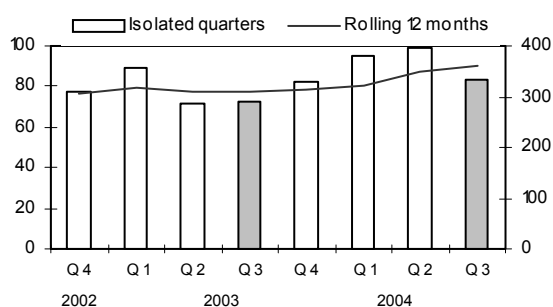
Service Business, Net Turnover, SEK M



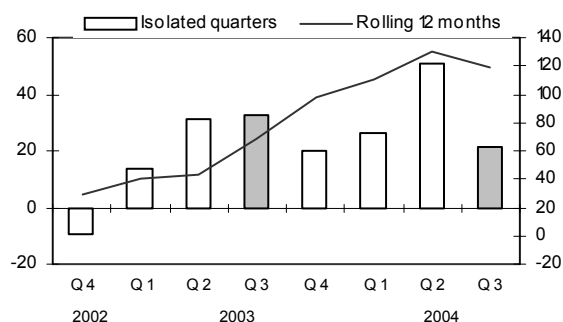
Car Business, Net Turnover, SEK M



Service Business, Contribution, SEK M



Car Business, Contribution, SEK M



Micro

SEK M	Third quarter		Net turnover				Operating profit/loss, operating margin							
	2004	2003	9 months		Oct. 03	Full year	Third quarter				9 months		Oct. 03	Full year
			2004	2003	- Sept. 04	2003	2004	%	2003	%	2004	2003	- Sept. 04	2003
Total	38	42	112	122	151	161	-6	-14.6	-2	-4.8	-22	-11	-27	-16

- **Lower turnover**

Demand for durable goods in Sweden was at a good level overall during the third quarter and increased at the same rate as during the first six months. There were relatively great variations between different products and retail chains.

The revamping of Micro's range to a clearly car-oriented concept has not yet had response in the market. Lower turnover, slightly higher costs and non-recurring costs

in conjunction with the change of Managing Director in August are the main reasons for the earnings trend during the quarter.

Further cost-cutting and structural measures have been approved and will have effect during 2005.

Net turnover during the quarter amounted to SEK 38 M (42) and the operating loss was SEK 6 M (loss: 2).

Bilia Properties

SEK M	Third quarter		Net turnover				Operating profit/loss, operating margin							
	2004	2003	9 months		Oct. 03	Full year	Third quarter				9 months		Oct. 03	Full year
			2004	2003	- Sept. 04	2003	2004	%	2003	%	2004	2003	- Sept. 04	2003
Sweden	38	39	114	118	152	156	21	54.6	21	54.1	64	67	86	89
Norway	12	11	35	35	47	47	3	28.1	2	21.6	9	9	13	13
Denmark	4	4	12	11	16	15	2	53.8	2	43.6	6	6	6	6
Other	0	1	1	1	1	1	1	-	0	-	1	-1	0	-2
Total	54	55	162	165	216	219	27	49.0	25	46.2	80	81	105	106

2003 pertains to Bilia Properties, pro forma.

Net turnover for the first nine months of the year includes rental income from properties not owned of SEK 8 M (6) in Sweden, SEK 21 M (20) in Norway, and SEK - M (2) in Denmark.

- **Capital gain of SEK 20 M**

Net turnover during the quarter is broken down into SEK 48 M (45) in rental income from Group companies and SEK 5 M (9) in external rental income, plus SEK 1 M (1) in other income. Operating profit amounted to SEK 27 M (25). Depreciation charged to the result amounted to SEK 8 M (8). Yield during the past 12 months was 20 per cent.

During the quarter, Bilia sold an externally rented truck facility in Huddinge and part of a car facility in Trelleborg. The total capital gain was SEK 20 M after tax. The gain is not included in the above operating profit, but is reported in the Group as an item affecting comparability.

Parent Company

Bilia AB does not conduct any business operations of its own. The company is responsible for the Group's management, strategic planning, financing, public relations and business development.

The Parent Company's expenses declined by SEK 3 M during the quarter, amounting to SEK 15 M. This includes costs of SEK 1 M (2) for disputes.

Events reported earlier during the year

Eneqvist Bil AB

The acquisition of Eneqvist Bil AB, a Volvo and Renault dealer in Stockholm, was completed during the month of June after approval by the Swedish competition Authority. Eneqvist Bil AB's result for the first nine months is according to plan and is included in the Bilia Group's accounts.

Buy-back of shares

During the period 28 April to 3 June, Bilia acquired 2,569,906 shares representing 10 per cent of the number of outstanding shares. The acquisition value per share amounted to SEK 90.98, in total SEK 234 M.

Bilia's guarantee to KFAB

KFAB's guarantee claim on Bilia for just over SEK 80 M, which has been contested by Bilia, is currently being considered by an arbitration tribunal appointed by the Stockholm Chamber of Commerce's Arbitration Institute. Their judgement is expected to be announced during 2005. Bilia has not made provision for any costs due to this claim.

Göteborg, 28 October 2004

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Price collusion

The Swedish Competition Authority has submitted a summons application against Bilia Personbilar AB and seven other Volvo dealers in Skåne to the Stockholm City Court. The Authority is demanding that Bilia pay a restraint-of-competition fine of SEK 121.7 M. Bilia has contested the Authority's demand. Bilia has not made provision for any costs due to this claim. A judgement is not expected before 2005 at the earliest.

Additional assessment in Germany

The tax authority in Hamburg, Germany, has disallowed deduction of a portion of the interest expenses during the period 1994-99 in Bilia's former subsidiary Bohus Verwaltung BV. The claim from the tax authority amounts to approximately SEK 19 M. Bilia has appealed the decision of the tax authority and has not made provision for any costs.

Miscellaneous

Accounting principles

All new recommendations from the Swedish Financial Accounting Standards Council are applied. The application of RR 29, Remuneration to employees, has entailed a lower provision to pensions, which has in turn increased equity by SEK 4 M.

Audit

This report has not been subjected to special examination by the auditors.

Next report

The report for the fourth quarter of 2004 will be published on 8 February 2005.

INFORMATION ON LINES OF BUSINESS

9 months

SEK M	Cars		Micro		Properties		Other ¹⁾		KFAB, pro forma		Eliminations		Total	
	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003	2004	2003
NET TURNOVER														
External net turnover	8,538	8,170	112	122	20	19	1	0	-	4,088				
Internal net turnover	2	1	0	0	142	146	-	-	-	1	-144	-150		
Total net turnover	8,540	8,171	112	122	162	165	1	0	-	4,089	-144	-150	8,671	12,397
PROFIT/LOSS														
Operating profit/loss per line of business	208	182	-22	-11	80	81	15	-10	-	130	0	8	281	380
Unallocated expenses ²⁾													-47	-72
Operating profit													234	308
OTHER DISCLOSURES														
Assets, non-interest-bearing	2,260	1,876	67	56	758	868	7	18	-	-			3,092	2,818
Assets, interest-bearing	330	466	2	4	5	5	295	302	-	-			632	777
Unallocated assets, non-interest-bearing ²⁾													58	67
Unallocated assets, interest-bearing ²⁾													569	578
Eliminations											-760	-703	-760	-703
Total assets													3,591	3,537
Liabilities, non-interest-bearing	1,199	1,043	27	22	163	172	6	7	-	-			1,395	1,244
Liabilities, interest-bearing	827	712	41	11	151	263	0	0	-	-			1,019	986
Unallocated liabilities, non-interest-bearing ²⁾													89	133
Unallocated liabilities, interest-bearing ²⁾													223	503
Eliminations											865	671	865	671
Total liabilities													3,591	3,537
Investments, net	61	73	7	7	53	-217	-	-	-	124				
Depreciation/amortisation	108	80	4	2	24	25	3	0	-	100				
Unallocated depreciation ²⁾													1	3
Total depreciation													140	210
Expenses beyond depreciation not matched by disbursements ³⁾	14	12	1	0	1	1	-	0	-	35				

INFORMATION ON GEOGRAPHICAL AREAS

9 months

SEK M	Net turnover		Assets		Investments	
	2004	2003	2004	2003	2004	2003
Sweden	6,694	6,490	2,492	2,540	77	-49
Norway	1,492	1,332	586	451	39	-91
Denmark	485	504	321	262	4	3
Other ⁴⁾	3	0	958	998	2	-4
KFAB, pro forma	-	4,089	-	-	-	124
Eliminations	-3	-18	-766	-714	-	-
Total Bilja Group	8,671	12,397	3,591	3,537	122	-17

In 2003, Properties pertains to Bilja Properties, pro forma.

- 1) Other companies and items affecting comparability. Operating profit includes items affecting comparability of SEK 17 M (-6).
- 2) Pertains to the Parent Company.
- 3) Items not affecting cash.
- 4) Includes the Parent Company.

Consolidated Profit and Loss Accounts

SEK M	Bilia Group				"New" Bilia, pro forma		
	Third quarter		9 months		9 months	Oct. 03	Full year
	2004	2003	2004	2003	2003	- Sept. 04	2003
Net turnover	2,578	2,534	8,671	12,397	8,308	11,487	11,124
Costs of goods sold	2,122	2,082	7,172	10,220	6,863	9,507	9,198
Gross profit	456	452	1,499	2,177	1,445	1,980	1,926
Selling expenses	295	285	975	1,405	954	1,299	1,278
Administrative expenses	98	95	309	457	308	408	407
Other operating income	21	1	23	8	3	36	16
Other operating expenses	1	0	4	15	8	18	22
Operating profit ¹⁾	83	73	234	308	178	291	235
Result from other shares and participations	1	0	3	3	2	3	2
Interest income and similar profit/loss items	3	5	9	20	7	12	10
Interest expense and similar profit/loss items	11	11	27	73	23	34	30
Profit before tax	76	67	219	258	164	272	217
Tax	-17	-19	-58	-69	-36	-75	-53
Minority share in profit for the period	-	-	-	-1	-	-	-
Net profit	59	48	161	188	128	197	164
Earnings per share, SEK	2.55	1.85	7.00	7.30	4.95	8.40	6.35
Number of shares at end of period, '000 ²⁾	23,129	25,699	23,129	25,699	25,699	23,129	25,699
Earnings per share, SEK	2.55	1.85	6.60	7.30	4.95	8.00	6.35
Weighted average number of shares, '000 ²⁾	23,129	25,699	24,479	25,699	25,699	24,785	25,699
¹⁾ Amortisation/depreciation acc. to plan by asset class							
- Software	0	1	1	4	2	6	7
- Goodwill	2	0	6	13	0	6	0
- Land and buildings	11	8	27	33	25	35	33
- Equipment, tools, fixtures and fittings	16	15	47	78	47	58	58
- Lease vehicles	24	12	59	82	36	76	53
Total	53	36	140	210	110	181	151

²⁾ Subordinated shares of Series C, 37,716,448, have not been included in the calculation of the number of shares outstanding, since they do not entitle the bearer to a share of the company's profit.

Operating profit/loss per line of business

SEK M	Third quarter		9 months		Oct. 03-	Full year
	2004	2003	2004	2003	Sept. 04	2003
Cars	59	68	208	182	268	242
Micro	-6	-2	-22	-11	-27	-16
Properties ¹⁾	27	25	80	81	105	106
Parent Company	-15	-18	-47	-72	-67	-92
Other, Eliminations	18	0	15	-2	12	-5
Total "New" Bilia	83	73	234	178	291	235
KFAB	-	-	-	130	-	130
Operating profit	83	73	234	308	291	365

¹⁾ Properties pro forma for 2003.

Consolidated Balance Sheets

SEK M	Bilia Group		
	30 Sept. 04	31 Dec. 03	30 Sept. 03
Assets			
Fixed assets			
Intangible assets			
Software	21	20	21
Goodwill	68	1	1
	89	21	22
Tangible assets			
Land and buildings	674	680	726
Construction in progress	49	18	19
Equipment, tools, fixtures and fittings	238	237	229
Lease vehicles ¹⁾	332	235	219
	1,293	1,170	1,193
Financial assets			
Other securities held as fixed assets	15	7	6
Deferred taxes recoverable	31	31	24
Other long-term receivables ¹⁾	106	301	293
	152	339	323
Total fixed assets	1,534	1,530	1,538
Current assets			
Stocks, goods for resale	1,300	1,248	1,070
Current receivables			
Interest-bearing receivables ¹⁾	76	158	283
Other receivables	585	409	542
	661	567	825
Cash and bank balances ¹⁾	96	96	104
Total current assets	2,057	1,911	1,999
Total assets	3,591	3,441	3,537
Shareholders' equity and liabilities			
Restricted equity			
Share capital	609	514	514
Restricted reserves	249	356	308
	858	870	822
Non-restricted equity			
Non-restricted reserves / retained earnings	491	232	278
Net profit	161	224	188
	652	456	466
Total shareholders' equity	1,510	1,326	1,288
Provisions ²⁾	477	453	481
Long-term liabilities			
Liabilities to credit institutions ³⁾	219	348	472
Other Liabilities ³⁾	19	5	5
	238	353	477
Current liabilities			
Liabilities to credit institutions ³⁾	78	176	151
Other liabilities	1,288	1,133	1,140
	1,366	1,309	1,291
Total shareholders' equity and liabilities	3,591	3,441	3,537
Assets			
¹⁾ Interest-bearing	610	790	899
Liabilities			
²⁾ Of which interest-bearing	188	177	170
³⁾ Interest-bearing	316	529	628

Consolidated Cash Flow Statements

SEK M	Bilia Group				"New" Bilia, pro forma		
	Third quarter 2004	2003	9 months 2004	2003	9 months 2003	Oct. 03 -Sept. 04	Full year 2003
OPERATIONS							
Operating activities							
Operating profit	83	73	234	308	178	291	235
Financial items	-7	-6	-15	-50	-14	-19	-18
Depreciation/amortisation	53	36	140	210	110	181	151
Other items not affecting cash	-15	9	-17	39	33	-51	-1
Tax paid	-4	-8	-41	-45	-28	-47	-34
Change in operating receivables	22	84	-131	1	-8	-37	86
Change in stocks	58	134	-6	314	293	-188	111
Change in operating liabilities	-42	-11	10	-328	-92	40	-62
Cash flow from operating activities	148	311	174	449	472	170	468
Investing activities							
Investments and disposals in fixed assets	-51	-34	-146	-267	-100	-205	-159
Interest-bearing receivables	-44	0	292	-10	-9	284	-17
Acquisitions and disposals	28	-	-103	-	-	-47	56
Cash flow from investing activities	-67	-34	43	-277	-109	32	-120
Remaining after net investments	81	277	217	172	363	202	348
Financing activities							
Change in own bank loans and other loans	-481	-340	-241	-75	-186	-359	-304
New issue subordinated shares	377	-	377	-	-	377	-
Dividend to shareholders and buy-back of own shares	-	-	-349	-109	-109	-349	-109
Liquid assets KFAB	-	-141	-	-141	-	-	-
Cash flow from financing activities	-104	-481	-213	-325	-295	-331	-413
Change in liquid assets, excl. translation differences	-23	-204	4	-153	68	-129	-65
Exchange rate difference in liquid assets	-3	-10	-1	-22	-13	-2	-14
Change in liquid assets	-26	-214	3	-175	55	-131	-79
Liquid assets at beginning of year	122	431	122	431	201	122	201
Liquid assets at end of period	96	217	125	256	256	-9	122

Quarterly review

	Quarter							
	4/02	1/03	2/03	3/03	4/03	1/04	2/04	3/04
Net turnover, SEK M	5,079	4,715	5,148	2,534	2,816	2,680	3,413	2,578
Operating profit, excluding items affecting comparability, SEK M	108	108	144	75	62	70	88	65
Operating margin, excluding items affecting comparability, %	2.1	2.3	2.8	2.9	2.2	2.6	2.6	2.5
Operating profit, SEK M	90	105	130	73	57	69	82	83
Operating margin, %	1.8	2.2	2.5	2.9	2.0	2.6	2.4	3.2
Profit before tax, SEK M	73	84	107	67	53	65	78	76
Net profit, SEK M	43	58	82	48	36	47	55	59
Rate of capital turnover, times ¹⁾	2.73	2.79	2.75	2.77	2.67	2.66	2.68	3.23
Return on capital employed, % ¹⁾	11.2	12.0	11.6	12.0	12.0	12.3	12.4	15.6
Return on shareholders' equity, % ¹⁾	11.6	14.0	14.3	14.8	15.1	14.6	13.8	15.9 ⁵⁾
Net debt / Shareholders' equity, times	0.77	0.87	0.87	-0.08	-0.06	-0.03	0.37	0.24 ⁵⁾
Equity/assets ratio, %	23	24	23	36	39	39	29	32 ⁵⁾
Data per share (SEK) ²⁾								
Net profit	1.65	2.25	3.20	1.85	1.40	1.80	2.25 ³⁾	2.55 ⁴⁾
Shareholders' equity	64	65	63	50	52	54	47 ⁴⁾	49 ^{4) 5)}

¹⁾ Rolling 12 months.

²⁾ Based on number of shares outstanding, 25,699,061.

³⁾ Based on weighted average number of shares outstanding during second quarter, 24.622.491.

⁴⁾ Based on number of shares outstanding at 30 June 2004 and 30 Sept. 2004, 23,129,155.

⁵⁾ Based on number of shares excluding new issue of 37.7 million subordinated shares of Series C.