CONTINUED STRONG GROWTH

- Order intake +11\%*, SEK 21,259 M.
- Invoiced sales +16\%*, SEK 21,216 M.
- Operating profit +25\%, SEK 3,563 M.
- Profit after financial items $+20 \%$, SEK 3,104 M.
- Profit for the period $+26 \%$, SEK 2,299 M.
- Return on capital employed 29.1\% (26.5\%).
- Cash flow -25\%, SEK 2,103 M.
- Earnings per share +28\%, SEK 1.85.


## INVOICED SALES*




Tanya Fratto, President of Diamond Innovations, talking to Sandvik Group President Lars Pettersson and Anders Thelin, President of Sandvik Tooling, at the Capital Markets Day in September.
"The underlying driving forces remained strong and demand for Sandvik's products was high during the third quarter. High volumes and capacity utilization offset the usual seasonal weakening," says Sandvik President and CEO Lars Pettersson.
"Invoicing increased in price and volume by $16 \%$, amounting to more than SEK 21 billion. Operating profit rose by $25 \%$ to SEK 3.6 billion, and the operating margin amounted to $16.8 \%$. It is satisfying that the integration of the most recent acquisitions is proceeding as planned, which further strengthens our positioning in areas with high growth and strong profitability."

## KEY FIGURES

| SEK M | Q3/07 | Q3/06 | Q1-3/07 | Q1-3/06 |
| :---: | :---: | :---: | :---: | :---: |
| Order intake | 21259 | 18627 | 68440 | 58743 |
| Invoiced sales | 21216 | 17857 | 63627 | 52919 |
| Operating profit | 3563 | 2854 | 11194 | 8703 |
| Earnings per share, SEK ${ }^{1)}$ | 1.85 | 1.45 | 6.00 | 4.60 |

1) Values for 2006 recalculated after split $5: 1$.

## BUSINESS AREAS - INVOICED SALES




Sandvik Mining and Construction


Sandvik Materials Technology

[^0]
## Financial overview

| INCOME STATEMENT | Q3 | Q3 | Change | Q1-3 | Q1-3 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | 2007 | 2006 | \% | 2007 | 2006 | \% |
| Order intake | 21259 | 18627 | +14 ${ }^{1)}$ | 68440 | 58743 | +17 ${ }^{1)}$ |
| Invoiced sales | 21216 | 17587 | +21 ${ }^{\text {2) }}$ | 63627 | 52919 | +20 ${ }^{\text {2 }}$ |
| Operating profit | 3563 | 2854 | +25 | 11194 | 8703 | +29 |
| \% | 16.8 | 16.2 |  | 17.6 | 16.4 |  |
| Profit after financial items | 3104 | 2583 | +20 | 10265 | 7963 | +29 |
| \% | 14.6 | 14.7 |  | 16.1 | 15.0 |  |
| Profit for the period | 2299 | 1826 | +26 | 7511 | 5753 | +31 |
| \% | 10.8 | 10.4 |  | 11.8 | 10.9 |  |
| of which shareholders' interest | 2191 | 1732 | +27 | 7137 | 5465 | +31 |
| Earnings per share, SEK * | 1.85 | 1.45 | +28 | 6.00 | 4.60 | +30 |

* Calculated on the basis of the shareholders' share of profit for the period. Values for 2006 recalculated after split 5:1.

1) $+11 \%$ and $+17 \%$ respectively at fixed exchange rates for comparable units.
2) $+16 \%$ and $+20 \%$ respectively at fixed exchange rates for comparable units.

| KEY FIGURES | Q3 | Q3 | Full-year |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2007 | 2006 | 2006 |  |
| No. of shares outstanding at end of period ('000) ${ }^{2)}$ | 1186287 | 1186287 | 1186287 |  |
| Average no. of shares ('000) ${ }^{2)}$ | 1186287 | 1 | 186287 | 1186287 |
| Tax rate, \% | 26 | 29 | 27 |  |
| Return on capital employed, \% ${ }^{1)}$ | 29.1 | 26.5 | 27.6 |  |
| Return on total equity, \% ${ }^{1)}$ | 36.4 | 31.1 | 31.8 |  |
| Shareholders' equity per share ${ }^{2)}$ | 21.80 | 20.90 | 22.00 |  |
| Net debt/equity ratio | 1.1 | 0.7 | 0.6 |  |
| Equity/assets ratio, \% | 33 | 40 | 41 |  |
| Net working capital, \% | 32 | 29 | 27 |  |
| No. of employees | 46174 | 41126 | 41743 |  |

1) Rolling 12 months.
2) Values for 2006 recalculated after split 5:1.

## ORDER INTAKE AND INVOICED SALES BY MARKET AREA

Third quarter 2007

|  | Order intake | Change* |  | Share | Invoiced sales | Change* | Share |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Market area | SEK M | $\%$ | $\%^{1)}$ | $\%$ | SEK M | $\%$ | $\%$ |
| Europe | 9186 | +8 | +4 | 43 | 9539 | +19 | 45 |
| NAFTA | 4081 | +20 | +20 | 19 | 3820 | +14 | 18 |
| South America | 1072 | -2 | -2 | 5 | 1360 | +21 | 6 |
| Africa/Middle East | 1502 | -4 | -4 | 7 | 1704 | +19 | 8 |
| Asia | 3065 | +22 | +22 | 15 | 2891 | +28 | 14 |
| Australia | 2353 | +17 | -1 | 11 | 1902 | -6 | 9 |
| Total | 21259 | +11 | +8 | 100 | 21216 | +16 | 100 |

[^1]1) Excluding project orders.

## Sales



Invoicing during the third quarter amounted to SEK $21,216 \mathrm{M}(17,587)$, an increase of $21 \%$ in total and of $16 \%$, excluding currency effects for comparable units. Changed currency rates had a negative impact of $1 \%$ on invoicing. For Sandvik Tooling, the increase for comparable units excluding currency effects was $9 \%$ and for Sandvik Mining and Construction 19\%. The increase for Sandvik Materials Technology was $23 \%$, of which about $20 \%$ was attributable to price compensation for increased raw materials prices.

Order intake totaled SEK 21,259 M (18,627), representing an increase of $14 \%$ in total, and $11 \%$ excluding currency effects for comparable units. Changed exchange rates affected order intake negatively by $1 \%$. Growth excluding currency effects for comparable units was $10 \%$ for Sandvik Tooling, $24 \%$ for Sandvik Mining and Construction and $-6 \%$ for Sandvik Materials Technology. Adjusted for major project orders, growth was $8 \%$ in the Group and $15 \%$ for Sandvik Mining and Construction.

Demand for Sandvik's products remained stable during the quarter. Sandvik Tooling and Sandvik Mining and Construction reported high growth. For Sandvik Materials Technology, order intake from distributors was adversely impacted by declining nickel prices, which means that orders for standard products were postponed, in

accordance with an earlier identified pattern.
In Europe, demand was stable in most markets. There was a high activity level in energyrelated industries, the engineering industry, the automotive industry and the mining and construction industries. Order intake rose by $8 \%$.

In NAFTA, growth improved, particularly for Sandvik Mining and Construction, and order intake rose by $20 \%$. Demand remained weak from the US automotive industry, but this trend was offset by high demand from the mining, oil/ gas, aerospace, petrochemical and process industries. A number of large orders were secured for equipment to underground mines.

The trend in South America and Africa/ Middle East is driven mainly by the ongoing high investment and production rates in the mining industry. However, order intake declined by $2 \%$ and $4 \%$, respectively, due to the normal fluctuations in the pattern of orders from large customers of Sandvik Mining and Construction.

Demand in Asia continued to develop positively and order intake rose by $22 \%$. Growth remained favorable in a number of segments, principally China, India and Japan.

In Australia, demand was highly favorable in the mining and process industries, mainly with regard to equipment. In total, order intake in Australia rose by $17 \%$, but declined by $1 \%$ adjusted for project orders.

| CHANGE \% | INVOICED SALES |  |  |  | ORDER INTAKE |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Q3 | Q3 | Q1-3 | Q1-3 | Q3 | Q3 | Q1-3 | Q1-3 |  |
|  | 2007 | 2006 | 2007 | 2006 | 2007 | 2006 | 2007 | 2006 |  |
|  | +16 | +15 | +20 | +12 | +11 | +14 | +17 | +15 |  |
| Price/volume | +5 | +2 | +3 | +1 | +4 | +2 | +3 | +2 |  |
| Structural | -1 | -3 | -3 | +2 | -1 | -1 | -3 | -3 | +2 |
| Currency | +21 | +13 | +20 | +15 | +14 | +13 | +17 | +19 |  |

## Earnings and return



Operating profit in the third quarter amounted to SEK $3,563 \mathrm{M}$, an increase of $25 \%$ compared with the corresponding quarter a year earlier. The operating margin improved to $16.8 \%$ of invoicing (16.2). The trend in the underlying profitability was positive and all business areas reported increased operating profit and operating margin relative to the preceding year. Acquisition-related adjustments totaling SEK - 90 M , costs of about SEK 100 M as a result of production disruptions at Sandvik Materials Technology and negative currency effects of approximately SEK 140 M were offset by higher sales volumes, positive price trends and improved internal efficiency combined with an enhanced product mix. The companies acquired in the past year performed favorably in terms of volume and profitability.

Net financial items were an expense of SEK 459 M (expense: 271), primarily due to a higher level of net borrowings and company acquisitions. Profit after financial income and expenses increased by $20 \%$ to SEK $3,104 \mathrm{M}(2,583), 14.6 \%$ of invoicing. Tax amounted to SEK 805 M (757),


which corresponds to a tax rate of $25.9 \%$. The somewhat lower tax rate is primarily attributable to positive effects from adjustments of tax reserves. Profit for the period increased by $26 \%$ to SEK $2,299 \mathrm{M}(1,826)$. Earnings per share rose by $28 \%$ to SEK 1.85 (1.45).

Cash flow from operating activities amounted to SEK $2,103 \mathrm{M}(2,788)$. During the quarter, working capital increased by SEK $1,040 \mathrm{M}$, or $3.9 \%$ in volume, mainly as a result of consequences of increased business volumes. Investments amounted to SEK $4,064 \mathrm{M}(1,444)$, of which acquisitions accounted for SEK $2,814 \mathrm{M}$. Cash flow after investments was negative in an amount of SEK $1,797 \mathrm{M}$ (neg: 1,373 ) for the quarter.

Total assets increased by SEK $18,522 \mathrm{M}$ compared with 30 September in the preceding year, mainly as a result of company acquisitions and higher business volumes. The return on capital employed rose to $29.1 \%$ (26.5) based on an improved operating margin. Excluding major acquisitions, return totaled $30.2 \%$. The return on shareholders' equity amounted to $36.4 \%$ (31.1).


## Sandvik Tooling

Sandvik Tooling's order intake in the third quarter amounted to SEK $5,991 \mathrm{M}(5,268)$, up $10 \%$ for comparable units excluding currency effects. Invoicing totaled SEK 5,982 M (5,298), an increase of $9 \%$ from the preceding year for comparable units excluding currency effects.
The market trend remained favorable and demand for metal-cutting tools increased further, particularly for cemented-carbide and diamondbased tools. In Europe, demand rose further from an already high level, and in NAFTA, the total demand rose, for example, through a positive trend in the aerospace industry. The trend remained positive in South America, Eastern Europe and Asia, with a particularly strong trend observed in Russia, China and Japan.

Demand from the engineering industry, the oil/gas and automotive industries remained high, while it increased within the aerospace industry in NAFTA. Activity in the car industry was strong in Asia and parts of Europe, but remained weak in North America.

Sandvik Tooling secured its market-leading position by increasing its market shares. Order intake and invoicing rose as a result of strong

new products, and sales of these increased at a more rapid pace than total sales.

The work involving the integration of Diamond Innovations is proceeding according to plan. Demand and profitability continued to develop positively during the quarter. The quarter was charged with approximately SEK 50 M in acquisition-related adjustments.

Operating profit improved by $17 \%$ compared with the third quarter of 2006 and amounted to SEK $1,442 \mathrm{M}(1,235)$. The operating margin totaled $24.1 \%$ (23.3). The profit increase was mainly attributable to high volumes, favorable price trends, high capacity utilization, a better product mix and completed efficiency enhancements. Diamond Innovations had an adverse effect of about 1 percentage points on the operating margin. Changed currency rates had an insignificant impact on earnings. The return on capital employed declined marginally to $33.7 \%$ (33.8). Excluding Diamond Innovations, the return on capital employed rose to $36.3 \%$.

Dormer recently inaugurated a facility in Rovereto, Italy. Among others, the photo shows Anders Thelin,
President of Sandvik Tooling (left) and Guglielmo Valduga, Mayor of Rovereto. Sandvik now has a cutting-edge production unit with scope for expansion for the manufacture of highspeed steel tools.

## SANDVIK TOOLING

| Change |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | Q 3 | Q 3 | Change | $\mathrm{Q} 1-3$ | $\mathrm{Q} 1-3$ | Ch |
| Order intake | 2007 | 2006 | $\%$ | 2007 | 2006 | $+10 *$ |
| Invoiced sales | 5991 | 5268 | $+10 *$ | 18752 | 17057 | $+9 *$ |
| Operating profit | 5982 | 5298 | $+9 *$ | 18303 | 16760 | +16 |
| $\quad \%$ | 1442 | 1235 | +17 | 4447 | 3843 |  |
| Return on capital employed | 24.1 | 23.3 |  | 24.3 | 22.9 |  |
| Number of employees | 33.7 | 33.8 |  | 33.7 | 33.8 |  |

* At fixed exchange rates for comparable units.


## Sandvik Mining and Construction

Sandvik Mining and Construction's order intake in the third quarter amounted to SEK $9,077 \mathrm{M}$ $(6,717)$, up $24 \%$ for comparable units excluding currency effects. Adjusted for large project orders, the increase was $15 \%$. Invoicing for comparable units excluding currency effects rose $19 \%$ to SEK 8,424 M $(6,518)$.

As a result of the high demand for investmentrelated products and project solutions, the share of equipment and projects rose during the quarter to slightly more than $55 \%$ and the aftermarket share accounted for slightly less than $45 \%$.

Demand for equipment for increasing efficiency and capacity in the mining and construction industries remained high in the third quarter. Sandvik Mining and Construction is well-positioned as the leading supplier of complete advanced comprehensive solutions for underground mining and as a leading supplier of advanced products in selected niches in surface mining and construction work. The substantial increase in demand entailed longer lead times and a higher level of tied-up capital. Efforts are ongoing to increase capacity in the internal organization as well as among subcontractors.

Demand for machinery, tools and service from Sandvik Mining and Construction remained strong from underground mining, surface mining and the construction industry in all geographic regions. Demand was particularly favorable in Australia, Asia, NAFTA and Europe, where order intake rose sharply. Demand in the prospecting customer segment was particularly strong and the order intake trend was better than expected.

The integration of the acquired British companies Extec and Fintec proceeded successfully


Material processing facilities represent some of the investment-related project solutions offered by Sandvik Mining and Construction. The picture shows a Sandvik Reclaimer PR200 working in Port of Dampier in Parker Point, Australia.
during the quarter. This strengthens the position of Sandvik Mining and Construction within the mobile crusher application area. Demand and profitability developed positively during the quarter. Acquisition-related adjustments were charged against profit for the quarter in an approximate amount of SEK 40 M .

Operating profit in the third quarter rose by $32 \%$ to SEK $1,260 \mathrm{M}(952)$ or $15.0 \%$ of invoicing. The increase was primarily attributable to higher volume and high capacity utilization, combined with increased efficiency. Changed exchanged rates had a negative effect of approximately SEK 75 M on earnings. The return on capital employed increased to $31.9 \%$ (30.6). Excluding Extec and Fintec, the return was $33.2 \%$.

## SANDVIK MINING AND CONSTRUCTION

| Change |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK M | Q 3 | Q 3 | Change | $\mathrm{Q} 1-3$ | $\mathrm{Q} 1-3$ | Ch |  |
| Order intake | 2007 | 2006 | $\%$ | 2007 | 2006 | $+25 *$ |  |
| Invoiced sales | 9077 | 6717 | $+24 *$ | 27902 | 21728 | $+28 *$ |  |
| Operating profit | 8424 | 6518 | $+19 *$ | 23908 | 18097 | +36 |  |
| $\quad$ \% | 1260 | 952 | +32 | 3631 | 2670 | 14.8 |  |
| Return on capital employed | 15.0 | 14.6 |  | 15.2 | 30.6 |  |  |
| Number of employees | 31.9 | 30.6 |  | 31.9 | 30.6 |  |  |

* At fixed exchange rates for comparable units.


## Sandvik Materials Technology

Sandvik Materials Technology's order intake in the third quarter amounted to SEK 4,729 M $(5,359)$, down $6 \%$ compared with a strong corresponding quarter in the preceding year, excluding currency effects for comparable units. Invoiced sales amounted to SEK $5,363 \mathrm{M}$ $(4,501)$, an increase of $23 \%$ excluding currency effects for comparable units. Price compensation for higher raw materials prices had a positive effect of about 4 percentage points and about 20 percentage points respectively on order intake and invoicing.

The price of nickel declined to slightly more than USD 30,000/ton during much of the quarter. The rapidly falling nickel price meant that certain customer groups postponed their orders anticipating that this would also generate lower price compensation for raw materials on products. The order intake for the distributorbased sales of standard products was negatively impacted, but demand for high value-added niche products from Sandvik Materials Technology remained highly favorable from such sectors as oil/gas, energy, medical technology, chemicals and petrochemical industries.
Measures to correct production disruptions during the latter part of the quarter entailed restrictions in delivery capacity, increased costs and a higher level of tied-up capital. The negative impact on operating profit is estimated at approximately SEK 100 M and about 2 percentage points on the operating margin.

The acquisition of the Doncasters Medical Technologies division from Doncasters Group Ltd was concluded on 13 July. Combined with


The oil and gas industry was one of the sectors with strong demand for high value-added niche products from Sandvik Materials Technology during the quarter.

Sandvik Materials Technology's other medical technology operations, the division will form a new product area, Sandvik MedTech.

Operating profit in the third quarter increased compared with the preceding year, primarily due to a better product mix, a favorable price trend and increased internal efficiency. Operating profit increased by $31 \%$ to SEK $621 \mathrm{M}(473)$ or $11.6 \%$ of invoicing. Changed exchanged rates had a marginally negative impact on earnings. Return on capital employed increased to $20.0 \%$ (15.9). Excluding the acquisition of Doncasters Medical Technologies, return on capital employed was $20.3 \%$.

## SANDVIK MATERIALS TECHNOLOGY



* At fixed exchange rates for comparable units.


## First nine months of 2007

Order intake for the first nine months of 2007 amounted to SEK $68,440 \mathrm{M}(58,743)$, representing an increase of $17 \%$ in total, and $17 \%$ excluding currency effects for comparable units. Invoiced sales totaled SEK $63,627 \mathrm{M}(52,919)$, an increase of $20 \%$ in total, and $20 \%$ excluding currency effects for comparable units.

Operating profit for the January-September period amounted to SEK $11,194 \mathrm{M}(8,703)$, representing an increase of SEK $2,491 \mathrm{M}$, or $29 \%$. The operating margin was $17.6 \%$ (16.4). Changed currency rates had a negative impact of approximately SEK 740 M on earnings from the beginning of the year.

Net financial items were an expense of SEK 929 M (expense: 740) and profit after

## Significant events

- On 13 July, the acquisition of Doncasters Medical Technologies was finalized. Accordingly, the unit, with the new name of Sandvik Medical Solutions, will be included in the Sandvik MedTech product area within the Sandvik Materials Technology business area.
- On 16 July, the new unit for the production of cemented-carbide inserts in Münsingen, Germany, was inaugurated. The unit is one of the world's most modern for the production of
financial income and expenses amounted to SEK $10,265 \mathrm{M}(7,963)$, an increase of $29 \%$. The tax rate was $26.8 \%$ and profit for the period amounted to SEK $7,511 \mathrm{M}(5,753)$. Earnings per share amounted to SEK 6.00 (4.60).
Cash flow from operating activities amounted to SEK $4,194 \mathrm{M}(6,644)$. The Group's investments in fixed assets amounted to SEK $3,437 \mathrm{M}$ $(3,403)$. Company acquisitions amounted to SEK $5,700 \mathrm{M}$. After investments, acquisitions and divestments, cash flow was negative in an amount of SEK $4,273 \mathrm{M}(2,532)$.
The number of employees amounted to 46,174 (41,743 at 31 December 2006), an increase of 2,686 persons for comparable units from the beginning of the year.
metal-cutting tools and increases capacity and cost efficiency within Sandvik Tooling.
- During the quarter, the process to discontinue Sandvik Tooling's high-speed steel drill production in Worksop, in the UK, was concluded. The bulk of production was transferred to the production unit in Saõ Paolo, Brazil. This entailed a significant enhancement of efficiency in the production processes.


## Parent Company

The Parent Company's invoicing during the first nine months was SEK $15,434 \mathrm{M}(12,815)$ and operating profit amounted to SEK $674 \mathrm{M}(374)$. Earnings from participations in Group companies pertain mainly to dividends from these and amounted to SEK $3,319 \mathrm{M}(3,569)$. As part of the Group's financing of dividends, redemp-
tion of shares and acquisitions, the Parent Company's borrowing increased during 2007. Interest-bearing liabilities less cash and cash equivalents and interest-bearing assets amounted to SEK $11,678 \mathrm{M}(4,445$ on 31 December 2006). Investments in fixed assets amounted to SEK 802 M (682).

## Acquisitions and divestments

The acquisition of Doncasters Medical Technologies was finalized on 13 July.

For the first three quarters of 2007, the accumulated positive net effect of acquisitions was SEK $1,761 \mathrm{M}$ on invoicing, SEK 52 M on profit for the period after income taxes, including acquisition-related adjustments of SEK -94 M and 2,105 on the number of employees.

The operating result in the third quarter was charged with SEK 90 M in acquisition-related adjustments.

The total purchasing price relating to company acquisitions during the first three quarters amounts to SEK $6,018 \mathrm{M}$. Of the purchasing price, a preliminary amount of SEK $5,099 \mathrm{M}$ pertains to goodwill and other intangible assets.

Acquisitions during the latest 12 months

| Business area | Company/unit | Time | Turnover, <br> SEK M | No. of <br> employees |
| :--- | :--- | ---: | ---: | ---: |
| Sandvik Materials Technology | Metso Powdermet, Sweden | Q4/06 | 90 | 13 |
| Sandvik Tooling | Rexam EMD, USA | $\mathrm{Q} 4 / 06$ | 50 | - |
| Sandvik Mining and Construction | Shark Abrasion Systems, Australia | $\mathrm{Q} 1 / 07$ | 70 | 10 |
| Sandvik Tooling | Diamond Innovations, USA | $\mathrm{Q} 1 / 07$ | $>1000$ | 600 |
| Sandvik Mining and Construction | Hydramatic Engineering, Australia | $\mathrm{Q} 1 / 07$ | 330 | 290 |
| Sandvik Mining and Construction | Extec, UK | $\mathrm{Q} 2 / 07$ | 1800 | 450 |
| Sandvik Mining and Construction | Fintec, UK | $\mathrm{Q} / 07$ | 560 | 325 |
| Sandvik Materials Technology | Doncasters Medical Technologies, UK | $\mathrm{Q} 3 / 07$ | 500 | 430 |
|  |  |  |  |  |
| Divestitures during the latest | 12 months | Q2/07 |  |  |
| Sandvik Materials Technology | Outokumpu Stainless Tubular Products, | Q2/07 | 1000 | 300 |

## Risks and uncertainty factors

Sandvik is a global group represented in 130 countries and is as such exposed to a number of commercial and financial risks. Accordingly, risk management is an important process in relation to established targets. In Sandvik, efficient risk
management is an ongoing process conducted within the framework of business control, and is a logical step in ongoing operations follow-up. For a more in-depth analysis of risks, refer to Sandvik's 2006 Annual Report.

## 2008 Annual General Meeting

The Board of Directors has decided that the 2008 Annual General Meeting will be held in Sandviken on 29 April 2008 at 5.00 p.m. The
notice to convene the Meeting will be made in the usual manner.
principles were applied as in the most recent annual report.
with IFRS, applying IAS 34, Interim Financial Reporting. The same accounting and valuation

Sandviken, 26 October 2007
Sandvik AB; (publ)
Lars Pettersson
President and CEO

The information is such that under the Securities and Clearing Operations Act Sandvik is obligated to publish it. The information was submitted for publication on 26 October at $8.00 \mathrm{a} . \mathrm{m}$.

## Sandvilk Q3

THIRD QUARTER 2007

## Review report

## Introduction

We have conducted a review of the financial interim information for Sandvik AB at 30 September 2007 and of the nine-month-period ending on that date. The Board of Directors and the President are responsible for preparing this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express an opinion on this interim report based on our review.

## Focus and scope of the review

We conducted our review in accordance with the Standard on Review Engagements (SÖG) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by FAR. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing in Sweden RS and other generally accepted auditing prac-
tices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not provide the same level of assurance as a conclusion expressed based on an audit.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim report for the Group, in all material respects, is not prepared in accordance with IAS 34 and the Annual Accounts Act, and the interim report for the Parent Company is not prepared in accordance with the Annual Accounts Act.

Stockholm, 26 October 2007
KMPG Bohlins AB

Caj Nackstad

Authorized Public Accountant

## Calendar 2008:

31 Jan Fourth-quarter and full-year report 2007
29 Apr First-quarter report 2008 and AGM
18 Jul Second-quarter report 2008
4 Sep Capital Markets Day
30 Oct Third-quarter report 2008

## Appendices:

1. Brief overview of the Group.
2. Brief overview of the Parent Company.
3. Invoicing and operating profit.

The report for the third quarter of 2007 was subject to a special audit by the company's auditors. The report for the fourth quarter of 2007 will be published on 31 January 2008.
Additional information may be obtained from Sandvik Investor Relations at tel.
+46 (0)26-26 1023 or by e-mail to info.ir@sandvik.com
A combined presentation and teleconference will be held on 26 October 2007 at 2.00 p.m. at the Operaterassen venue in Stockholm.

POSTAL ADDRESS
Sandvik AB
SE-811 81 Sandviken

VAT No: SE663000060901 +46 26-26 1022

## Appendix 1

## The Group in brief

| INCOME STATEMENT | Q3 | Q3 | Change | Q1-3 | Q1-3 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | 2007 | 2006 | \% | 2007 | 2006 | \% |
| Revenues | 21216 | 17587 | +21 | 63627 | 52919 | +20 |
| Cost of sales and services | -14152 | -11667 | +21 | -41728 | -34476 | +21 |
| Gross profit | 7064 | 5920 | +19 | 21899 | 18443 | +19 |
| \% of revenues | 33.3 | 33.7 |  | 34.4 | 34.9 |  |
| Selling expenses | -2 510 | -2 211 | +14 | -7606 | -6924 | +10 |
| Administrative expenses | -679 | -602 | +13 | -2 155 | -1 872 | +15 |
| Research and development costs | -434 | -353 | +23 | -1 300 | -1 160 | +12 |
| Other operating income and expenses | 122 | 100 | +22 | 356 | 216 | +65 |
| Operating profit | 3563 | 2854 | +25 | 11194 | 8703 | +29 |
| \% of revenues | 16.8 | 16.2 |  | 17.6 | 16.4 |  |
| Financial income | 71 | 53 | +34 | 298 | 198 | +51 |
| Financial expenses | -530 | -324 | +64 | -1 227 | -938 | +31 |
| Net financing cost | -459 | -271 | +69 | -929 | -740 | +26 |
| Profit after financial items | 3104 | 2583 | +20 | 10265 | 7963 | +29 |
| \% of revenues | 14.6 | 14.7 |  | 16.1 | 15.0 |  |
| Income tax expense | -805 | -757 | +6 | -2754 | -2 210 | +25 |
| Profit for the period | 2299 | 1826 | +26 | 7511 | 5753 | +31 |
| \% of revenues | 10.8 | 10.4 |  | 11.8 | 10.9 |  |
| of which minority interests | 108 | 94 | +15 | 374 | 288 | +30 |
| of which shareholders' interest | 2191 | 1732 | +27 | 7137 | 5465 | +31 |
| Earnings per share, SEK | 1.85 | 1.45 | +28 | 6.00 | 4.60 | +30 |


| BALANCESHEET | 30 Sept | 30 Sept | Change | 31 Dec |
| :---: | :---: | :---: | :---: | :---: |
| SEK M | 2007 | 2006 | \% | 2006 |
| Intangible assets | 11117 | 6375 | +74 | 6251 |
| Property, plant and equipment | 19662 | 17338 | +13 | 17677 |
| Financial assets | 3772 | 3471 | +9 | 3653 |
| Inventories | 24576 | 18108 | +36 | 18738 |
| Current receivables | 20898 | 17010 | +23 | 17837 |
| Cash and cash equivalents | 2379 | 1580 | +51 | 1745 |
| Total assets | 82404 | 63882 | +29 | 65901 |
| Total equity | 26904 | 25802 | +4 | 27198 |
| Non-current interest-bearing liabilities | 21003 | 10766 | +95 | 10370 |
| Non-current noninterest-bearing liabilities | 4687 | 4022 | +17 | 4187 |
| Current interest-bearing liabilities | 10382 | 7987 | +30 | 8185 |
| Current non-interest-bearing liabilities | 19428 | 15305 | +27 | 15961 |
| Total equity and liabilities | 82404 | 63882 | +29 | 65901 |
| Net working capital * | 27126 | 20643 | +31 | 21352 |
| Loans | 28186 | 15268 | +85 | 15175 |
| Net debt ** | 29006 | 17173 | +69 | 16811 |
| Minority interests in total equity | 1083 | 955 | +13 | 1052 |

*) Inventories + trade receivables excl. prepaid income taxes, excl. non-interest-bearing liabilities excl. tax liabilities.
${ }^{* *}$ ) Current and non-current interest-bearing liabilities including provisions for pensions.

## Appendix 1 (cont)

| CHANGE IN TOTAL EQUITY | Q1-3 |
| :--- | ---: | Q1-3

Net profit of the period 1)Change compared with year earlier at fixed exchange rates for comparable units.
2) As a result of the majority holding in Seco Tools AB, Sandvik consolidates this company.
For comments, refer to the company's interim report.
+7511
+5 753

| CASH-FLOW STATEMENT | Q3 | Q3 | Q1-3 | Q1-3 |
| :---: | :---: | :---: | :---: | :---: |
| SEK M | 2007 | 2006 | 2007 | 2006 |
| Cash flow from operating activities |  |  |  |  |
| Income after financial income and expenses | +3 104 | +2 583 | +10 265 | +7963 |
| Adjustment for depreciation and impairment losses | +710 | +748 | +2 261 | +2 188 |
| Adjustment for items that do not require the use of cash | -277 | -157 | -511 | -70 |
| Income tax paid | -510 | -430 | -2 419 | -2 107 |
| Cash flow from operating activities before changes in working capital | +3 027 | +2744 | +9 596 | +7974 |
| Changes in working capital |  |  |  |  |
| Change in inventories | -1 442 | -996 | -5 026 | -2 023 |
| Change in operating receivables | +310 | +303 | -2 199 | -1 343 |
| Change in operating liabilities | +208 | +737 | +1823 | +2036 |
| Cash flow from operating activities | +2 103 | +2788 | +4194 | +6644 |
| Cash flow from investing activities |  |  |  |  |
| Aquisitions of companies and shares, net of cash acquired | -2 814 | -232 | -5 700 | -1 081 |
| Purchase of property, plant and equipment | -1 250 | -1 212 | -3 437 | -3 403 |
| Proceeds from sale of companies and shares, net of cash disposed of |  | -1 | +358 | +5 |
| Proceeds from sale of property, plant and equipment | +164 | +30 | +312 | +367 |
| Net cash used in investing activities | -3900 | -1415 | -8467 | -4 112 |
| Net cash flow after investing activities | -1797 | +1373 | -4 273 | +2 532 |
| Cash flow from financing activities |  |  |  |  |
| Change in loans | +2 072 | -1 624 | +12723 | +1 162 |
| Personnel options program | -9 | -3 | -98 | -48 |
| Redemption of own shares |  |  | -3 559 |  |
| Dividends paid |  |  | -4 207 | -3 533 |
| Net cash used in financing activities | +2 063 | -1 627 | +4859 | -2 419 |
| Cash flow for the period | +266 | -254 | +586 | +113 |
| Cash and cash equivalents at beginning of the period | 2135 | 1819 | 1745 | 1559 |
| Exchange-rate differences in cash and cash equivalents | -22 | +15 | +48 | -92 |
| Cash and cash equivalents at the end of the period | 2379 | 1580 | 2379 | 1580 |

## Appendix 2

## Parent company in brief

| INCOME STATEMENT | Q3 | Q3 | Change | Q1-3 | Q1-3 | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | 2007 | 2006 | \% | 2007 | 2006 | \% |
| Revenue | 4665 | 3672 | +27 | 15434 | 12815 | +20 |
| Cost of sales and services | -3626 | -2722 | +33 | -11749 | -9 576 | +23 |
| Gross profit | 1039 | 950 | +9 | 3685 | 3239 | +14 |
| Selling expenses | -142 | -141 | +1 | -456 | -412 | +11 |
| Administrative expenses | -448 | -375 | +19 | -1 502 | -1 275 | +18 |
| Research and development costs | -201 | -154 | +31 | -664 | -540 | +23 |
| Other operating income and expenses | -93 | -200 | -54 | -389 | -638 | -39 |
| Operating profit | 155 | 80 | +94 | 674 | 374 | +80 |
| Income from shares in group companies | 142 | 3032 | -95 | 3319 | 3569 | -7 |
| Income from shares in associated companies | 0 | 0 | 0 | 5 | 1 | +400 |
| Interest income and similar items | 189 | 147 | +29 | 456 | 456 | 0 |
| Interest expenses and similar items | -257 | -254 | +1 | -852 | -658 | +29 |
| Profit after financial items | 229 | 3005 | -92 | 3602 | 3742 | -4 |
| Appropriations | 93 | 54 | +72 | 362 | 273 | +33 |
| Income tax expense | -5 | -25 | -80 | -173 | -138 | +25 |
| Profit for the period | 317 | 3034 | -90 | 3791 | 3877 | -2 |


| BALANCE SHEET | 30 Sept | 30 Sept | Change | 31 Dec |
| :---: | :---: | :---: | :---: | :---: |
| SEK M | 2007 | 2006 | \% | 2006 |
| Intangible assets | 28 | 89 | -69 | 51 |
| Property, plant and equipment | 5608 | 5069 | +11 | 5248 |
| Financial assets | 13586 | 11686 | +16 | 11802 |
| Inventories | 6677 | 4418 | +51 | 4599 |
| Current receivables | 17972 | 17598 | +2 | 18365 |
| Cash and cash equivalents | 13 | 31 | -58 | 19 |
| Total assets | 43884 | 38891 | +13 | 40084 |
| Total equity | 10532 | 8305 | +27 | 14295 |
| Untaxed reserves | 2720 | 3115 | -13 | 3084 |
| Provisions | 270 | 363 | -26 | 275 |
| Non-current interest-bearing liabilities | 11740 | 4208 | +179 | 4183 |
| Non-current noninterest-bearing liabilities | 9 | 11 | -18 | 9 |
| Current interest-bearing liabilities | 13658 | 19367 | -29 | 14090 |
| Current noninterest-bearing liabilities | 4955 | 3522 | +41 | 4148 |
| Total equity and liabilities | 43884 | 38891 | +13 | 40084 |
| Interest-bearing liabilities and provisions minus cash |  |  |  |  |
| and cash equivalents and interest-bearing assets | 11678 | 9563 | +22 | 4445 |
| Investments in assets | 802 | 682 | +18 | 1011 |

## Appendix 3

## Sales and operating profit

INVOICED SALES BY MARKET AREA

|  | Q3 | Q4 | Q1-4 | Q1 | Q2 | Q3 | Change Q3 |  | Q1-3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | 2006 | 2006 | 2006 | 2007 | 2007 | 2007 | \% | \% ${ }^{1}$ | 2007 |
| Europe | 7508 | 8777 | 32446 | 9647 | 10191 | 9539 | +27 | +19 | 29377 |
| NAFTA | 3347 | 3348 | 13916 | 3666 | 3757 | 3820 | +14 | +14 | 11243 |
| South America | 1102 | 1276 | 4339 | 1158 | 1461 | 1360 | +23 | +21 | 3980 |
| Africa/Middle East | 1452 | 1547 | 5450 | 1576 | 1601 | 1704 | +17 | +19 | 4881 |
| Asia | 2339 | 2672 | 9848 | 2565 | 2898 | 2891 | +24 | +28 | 8353 |
| Australia | 1839 | 1750 | 6290 | 1797 | 2094 | 1902 | +3 | -6 | 5793 |
| Group total | 17587 | 19370 | 72289 | 20409 | 22002 | 21216 | +21 | +16 | 63627 |
| ORDER INTAKE BY BUSINESS AREA |  |  |  |  |  |  |  |  |  |
|  | Q3 | Q4 | Q1-4 | Q1 | Q2 | Q3 | Change Q3 |  | Q1-3 |
| SEK M | 2006 | 2006 | 2006 | 2007 | 2007 | 2007 | \% | \% ${ }^{1}$ | 2007 |
| Svk Tooling | 5268 | 5673 | 22730 | 6321 | 6440 | 5991 | +14 | +10 | 18752 |
| Svk Mining and Construction | 6717 | 6703 | 28431 | 8650 | 10175 | 9077 | +35 | +24 | 27902 |
| Svk Materials Technology | 5359 | 5143 | 20978 | 6194 | 6266 | 4729 | -12 | -6 | 17188 |
| Seco Tools ${ }^{2}$ ) | 1275 | 1438 | 5540 | 1564 | 1557 | 1454 | +14 | +15 | 4575 |
| Group activities | 8 | 8 | 29 | 7 | 7 | 8 |  |  | 23 |
| Group total | 18627 | 18965 | 77708 | 22735 | 24445 | 21259 | +14 | +11 | 68440 |

INVOICED SALES BY BUSINESS AREA

|  | Q3 | Q4 | Q1-4 | Q1 | Q2 | Q3 | Change Q3 |  | $\begin{aligned} & \text { Q1-3 } \\ & 2007 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK M | 2006 | 2006 | 2006 | 2007 | 2007 | 2007 | \% | \% ${ }^{1}$ |  |
| Svk Tooling | 5298 | 5716 | 22477 | 5997 | 6324 | 5982 | +13 | +9 | 18303 |
| Svk Mining and Construction | 6518 | 6904 | 25001 | 7298 | 8186 | 8424 | +29 | +19 | 23908 |
| Svk Materials Technology | 4501 | 5334 | 19337 | 5604 | 5982 | 5363 | +19 | +23 | 16949 |
| Seco Tools ${ }^{2)}$ | 1259 | 1408 | 5436 | 1504 | 1502 | 1439 | +14 | +15 | 4444 |
| Group activities | 11 | 9 | 38 | 7 | 8 | 8 |  |  | 24 |
| Group total | 17587 | 19370 | 72289 | 20409 | 22002 | 21216 | +21 | +16 | 63627 |
| OPERATING PROFIT BY BUSINESS AREA |  |  |  |  |  |  |  |  |  |
|  | Q3 | Q4 | Q1-4 | Q1 | Q2 | Q3 | Change Q3 |  | Q1-3 |
| SEK M | 2006 | 2006 | 2006 | 2007 | 2007 | 2007 | \% |  | 2007 |
| Svk Tooling | 1235 | 1347 | 5191 | 1437 | 1568 | 1442 | +17 |  | 4447 |
| Svk Mining and Construction | 952 | 1002 | 3672 | 1102 | 1269 | 1260 | +32 |  | 3631 |
| Svk Materials Technology | 473 | 772 | 2324 | 784 | 943 | 621 | +31 |  | 2348 |
| Seco Tools ${ }^{2)}$ | 298 | 354 | 1266 | 381 | 382 | 342 | +15 |  | 1105 |
| Group activities | -104 | -110 | -385 | -166 | -69 | -102 |  |  | -337 |
| Group total | 2854 | 3365 | 12068 | 3538 | 4093 | 3563 | +25 |  | 11194 |

OPERATING MARGIN BY BUSINESS AREA

|  | Q3 | Q4 | Q1-4 | Q1 | Q2 | Q3 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| \% OF INVOICING | 2006 | 2006 | 2006 | 2007 | 2007 | 2007 |
| Svk Tooling | 23.3 | 23.6 | 23.1 | 24.0 | 24.8 | 24.1 |
| Svk Mining and Construction | 14.6 | 14.5 | 14.7 | 15.1 | 15.5 | 15.0 |
| Svk Materials Technology | 10.5 | 14.5 | 12.0 | 14.0 | 15.8 | 11.6 |
| Seco Tools 2 ) | 23.7 | 25.1 | 23.3 | 25.4 | 25.4 | 23.8 |
| Group total | 16.2 | 17.4 | 16.7 | 17.3 | 18.6 | 16.8 |

1) Change compared with year earlier at fixed exchange rates for comparable units.
2) As a result of the majority holding in Seco Tools $A B$, Sandvik consolidates this company. For comments, refer to the company's interim report.

[^0]:    * Percentage change compared to the same quarter in the preceeding year at fixed exchange rates for comparable units.

[^1]:    * At fixed exchange rates for comparable units.

