# Annual Report 2000

### Contents:

Business ratio	2	Cash flow analysis	15
Elektronikbyggarna I Norrtälje AB	4	Additional information cash flow analysis	16
Norrtelje Elektronik AB	6	·	
Norrtelje EMS Provider i Torsby AB	8	HOLDING COMPANY:	
EuroSupply Central Europe Sp z o.o.	9	Statement of income	17
EuroSupply Nordic AB	10	Balance sheet – assets	18
		Balance sheet – equity and debts	19
THE GROUP:		Cash flow analysis	20
Administration report	11	Notes to the financial statements	21 – 29
Statement of income	12	Auditors report	30
Balance sheet – assets	13		
Balance sheet – equity and debts	14	The largest shareholders	31

### **Ratio** meeting

			TSEK
	2000	1999	TOLK
Operating margin %	2.9	1.6	
Profit margin %	2.3	0.9	
Return of employed capital %	11.8	8.5	
Return of adjusted equity %	40.6	11.9	
Solidity	10.7	17.4	
Turnover per employee,	1327	1185	

# Comparative figures with companies in the same line of business

Turn aven MCEV	1996	1997	1998	1999	2000	5 år %
Turnover MSEK						
Company A	488	542	585,6	1188,5	243	
Company B	251	329	403	428,4	1	171 1)
Elektronikbyggarna*	126,4	140,2	193	215,7	350,4	277
Gross margin % 2)						
Company A	11,2	6,8	6,7	8,9	11,7	9,06
Company B	8,4	9,1	10,2	9,7	1)	9,35 1)
Elektronikbyggarna	4,9	5,4	2,2	2,7	3,8	3,8

- \* Torsby factory included from Nov.1, 2000
- Company B has broken financial year no figures for year 5 available.
   The calculation is based on 4 years.
- 2) Before financial costs, write-offs and taxes.

### Annual general meeting

### **Time**

Ordinary annual general meeting Thursday April 26 2001, 5 p.m.

#### Location

Roslagens Sparbank, Danskes Gränd 2, Norrtälje

### **Notification**

Shareholders that wish to participate in the annual general meting shall submit for registration with eventual assistance Monday April 23, 2001, 4 p.m. latest either;

 in writing to Elektronikbyggarna in Norrtälje AB,

Box 910, S-761 29 Norrtelje, Sweden

- or by fax 0046 176-102 59
- or by email info@norrtel.se
- or by phone 0046 176-799 00

State complete name, telephone no., organisation and when applicable eventual deputy, and assistance.

To simplify the entrance to the meeting should the notification when applicable be accompanied by authorisations, proof of registration and other legitimacy papers.

### Report for 2001

Financial report for part of the year Thursday, May 3 2001 Semiannual report Wednesday, August 8, 2001 Financial report for part of the year Thursday, October 25, 2001

### This is Elektronikbyggarna

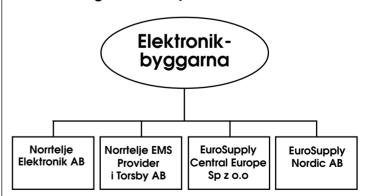
- The business idea of the group is to be a large Swedish, close, global and complete electronic manufacturer.
- We have been manufacturing advanced electronics since the 1970-ties.
- Our subsidiaries at the turn of the year 2000/2001 are Norrtelje Elektronik AB, Norrtelje EMS Provider i Torsby AB and EuroSupply Central Europe Sp z o. o.
- The group has two networks of producers of electronics. Our global network of partners are focused on production close to the market and reach out over four continents. Our central European network are foremost concentrated on volume production.
- The customers of the group are mainly within industrial electronics, telecommunication, information technique, medical electronics, radio and computer communication.
- We have two wholly-owned factories. The factory in Norrtälje are quality certified in accordance with ISO 9002 and environment certified in accordance with ISO 14001. The factory in Torsby are certified in accordance with ISO 9001 and the medical device standard SS-EN 46001.
- By December 31 2000 the group had 264 employees.
- The shares of Elektronikbyggarna were introduced for trading at Roslagens Sparbank 1.st of August. The price of shares were then SEK 210.- The share has been in high demand since then, the trade has been limited though due to too few shares on the market. At the end of the year the price for the share was up to SEK 400.-

See also www.roslagenssparbank.se

### The year in short

- In March EuroSupply was acquired and we started offering our customers global production.
- In November Elektronikbyggarna formed one of the largest groups in Sweden within electronic production by acquisition of Trienta Elektroniks in Torsby.
- Compared with last year the backlog of orders increased with 126 percent to SEK 317 million.
- The net turnover increased 62 percent to SEK 350.4 million.
- The operating income was more than trebled: from SEK 3.4 million (1999) to SEK 10.3 million (2000).

### Organisation per 2000-12-31





From local manufacturer of printed circuit cards to global manufacturer of electronics

The financial year has been characterised of large changes. Norrtelje Elektronik incorporated EuroSupply and the group purchased Trienta Elektroniks factory in Torsby, Vaermland. At the same time the production increased with our company in Poland. Parallel our global network was developed in co-operation with manufacturers of electronics in several parts of the world.

During 2000 the shareholders among others were invited to a tour of Norrtelje Elektronik.

### Business idea

Our business idea is to be a large Swedish, close, global and complete manufacturer of electronics.

### **Organisation**

In the annual report from the beginning of the year Norrtelje Elektronik was included, and later during the year the following companies were added to the group; EuroSupply Nordic AB, EuroSupply Central Sp z o.o. (in Poland) and Norrtelje EMS Provider i Torsby AB.

### Utvecklingen under 2000

The line of business for manufacturing of electronics on a contract base has continued to grow. Larger companies place the production on a contract base to get a better view of costs and time of delivery among other things. Our strength to be able to place production both in Sweden and in other parts of the world has been appreciated by our customers.

The sale of the group has increased drastically during the year. The growth has been mainly within the areas telecommunication and information technique. By the end of the year the

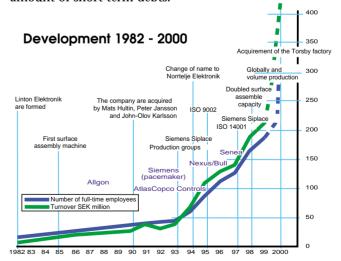
backlog of orders had increased to SEK 317. million

The group has taken a number of measures to improve the profitability. A substantial growth of profit has been achieved although the result are not yet satisfying. Net investments during the year amounts to SEK 21.3 million Reimbursed SPP-means are included in the accounts with SEK 0.3 million.

### Financial status and liquidity

This years expansion due to the growth of the group as well as acquisition of businesses has required external financing. In due coarse the new borrowing has increased with SEK 49 million.

The quick ratio by the end of the year amounts to 85 percent (90.1). Also this decrease are caused by the large amount of incoming orders which results in increased amount of short term debts.



### **Personnel**

The average number of employees during year 2000 was 264 persons. This also includes Torsby with 77 persons. The Torsby staff contributes to the year average with 12 persons. The turnover per employee increased to SEK 1.3 million (1.2).



### Important events year 2000

During March the EuroSupply-group was acquired (Nordic Central Europe). In connection herewith the three old owners sold their majority holdings of the shares to a group of private persons with strong financial background. Some reorganisations was executed within the boards. The old board of directors was reinforced with representatives for the new majority. Later during the year 2000 many employees has bought shares in the company.

The global network achieved with the purchase of the EuroSupply-group has been extended. Simultaneously working incentive production has been placed with partners in Central Europe. The interior equipment during the month of October. Consolidation of the of companies cribed to for the employees. from Trienta Elektronik AB in Torsby was acquired activities were carried out from November 1.

### **Prospects 2001**

The development within the trade for manufacturing of electronics on a contract base has by large the same development as during year 2000. Larger companies outsourcers more of their production. To be able to offer our customers a complete service have we as per January 1 started two more new companies. One material company that shall handle purchasing of components and material questions and an other one that handles our global development and technique support. We have brought them all together in one group and I have been assigned the responsibility as President of the group

### The share

In accordance with previous information the board has decided to propose to the annual meeting of stockholders that there will be no dividend of shares for the financial year. The total of shares by the end of the period was 300.000. Since September 1 the share is quoted at Roslagens Sparbank in Norrtaelje. For more information visit

www.roslagenssparbank.se During the year the rate has raised from SEK 210.- to SEK 400.- (buyer).

### **Options for employees**

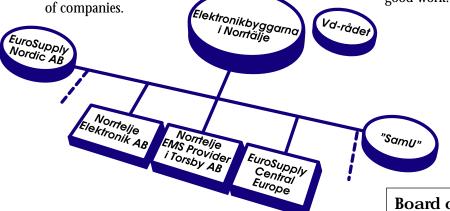
In the invitation to subscriptions to share issue the board notified that an option program are being planned, where maximum 8 percent of the share capital can

The board will ask the annual general meeting for their approval on the above. The terms for subscription will be specified separately to the shareholders.

### Thank You for the good development

The year 2000 has provided a large volume increase which requires large rearrangements for our companies. Thanks to our managers and our personnel's engagement and knowledge we have managed to turn around a gloomy development and are now heading towards the target - a large Swedish, close, global and complete manufacturer of electronics - simultaneously with improved profitability. I would therefore like to take the opportunity to express my gratitude for all our employees within the group of companies for a very good work.

> Norrtälje March 2001 Sten Dybeck President of the gr



**Board of directors Elektronikbyggarna** 

Sten Dybeck (chairman.), Mats Hultin, Peter Jansson.



# Global and close manufacturing of electronics

Norrtelje Elektronik AB is a global supplier of flexible manufacturing of electronics on a contract base and custom-designed logistics. We show a volume and increase of turnover for the eight year in a row. In June we were - growing companies in Sweden, published by one of the largest newspapers in Sweden,

# Large increase of turnover for the Norrtaelje factory

Year 2000 the turnover in our factory increased by 50 percent to SEK 337 million (216). The number of year-round employed amounts to 245. This makes Norrtelje Elektronik the largest company in the group that was created when Norrtelje Elektronik acquired EuroSupply Nordic AB in March and Elektronikbyggarna acquired the Trienta Torsby factory. We created one of the largest groups of companies within manufacturing of electronics in Sweden with totally slightly more than 300 employees and a turnover of approx. SEK 500 million.

Norrtelje Elektronik are therefore in the position to offer all our customers complete and advanced production on a close distance - no matter where in the world the customer conducts their business.

The networks has enabled us to shorten the lead-times even further - at the same time as we have achieved capacity to handle very large series of circuit cards. The networks has also strengthened our position as purchaser of components.

### Global production

Manufacturing for Swedish Norrtelje Elektronik customers has during the years been proceeded in four

different parts of the world.
Among others we have had productions in USA, Brazil, Poland and China during year 2000. It does not matter if our production are carried out in Norrtaelje or in any other country, it is always the projekt leader in Norrtaelje who has the full production responsi-bility. The surface assembly are the foundation of the production in Norrtaelje.



The surface assembly are the foundation of the production in Norrtaelje

# Manufacturing of electronics on the customers terms

As a member of the new group we offer complete manufacturing of electronics in co-operation with our fellow subsidiary in Torsby and the groups Central European respectively global network of manufacturer of electronics.

# Telecom, IT and industrial electronics

Norrtelje Elektronik has continued to grow. During the year we have even further focused the sale to average long

and long series within telecom, IT and industrial electronics.

Assignments better suited for our subsidiary in Torsby or other manufacturers within the group are relocated there. A good demand for our services and our increased specialisation has contributed to our improved profitability. The operating income for Norrtelje Elektronik reached SEK 10.2 million (3.5). To be able to reach our customers high expectations as a world class supplier - combined with continues development - are as before our way to increased market shar

### Seven engineers in management

The management for Norrtelje Elektronik was enhanced during the year and Erik Stenfors was appointed deputy managing director. Erik is like myself a Graduated Engineer, KTH (The Royal Technical College), technical physics. Among the other seven members of the management there are yet four more Graduated Engineers; Åsa Andersson, Ola Hultin,

Björn Rilegård and Marie Westholm, one College Engineer; Anders Bjorkholm, one economist Monica Lind and one Produc-tion Manager Peter Jansson.

## Contribution for a better environment

Norrtelje Elektronik are environment certified in accordance with ISO 14001 and EMAS-registered.

Our efforts for the environment have proceeded during the year. A new environment statement were published in June in three different languages - leaflets that has been used actively in the marketing, on exhibitions among others.

# Quality improvement investments

Norrtelje Elektronik has during the year made decisions regarding large investments in machinery equipment. The investments include one installation for AOI (Automatic Optic Inspection), one new ICT-station that combines incircuit-test and functiontest, plus an advanced BGA-microscope for modern assembly technique.

### New customers and new agreements

On the customer side many new agreements were signed, among others with Bewator Sweden. Bewator-products we have produced during year 2000 includes a totally integrated security system for burglar alarm, passage control, fire alarm, assault alarm and technical alarm. Examples of other important customers are Allgon, Ericsson, EssNet, Inmotion Technologies and Technology Nexus. The backlog increased during the year up to SEK 278 million (140) by the end of the year, December 31.

### **Exhibitions in Sweden and Germany**

During year 2000 Norrtelje Elektronik has been marketed on three exhibitions: in Gothenburg on Component Electronic Production (EP), in Jonkoping on Elmia subcontractor and in Munich on Electronica one of the worlds largest exhibitions for electronics. All the exhibitions showed a very good result. Our competent staff and our message regarding global and close



Our booth with tar-smell (from our landing-stages in the archipelago where we are located) was very appreciated. We offered our visitors smoked eel from Soderora (a famous small island close by).

production of electronics gathered thousands of visitors to our stands. Many new contacts were made, which has lead to several important assignments with good future potential.

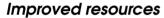
Norrtaelje in March 2001

Mats Hultin Managing Director, Norrtelje Elektronik AB

**Board of directors Norrtelje Elektronik:** Sten Dybeck (chairman), Rolf Holmberg, Mats Hultin, Hans-Kristian Krassman (representative for the personnel), Erik Stenfors.

# Complete products – advanced electronics

Norrtelje EMS Provider in Torsby AB has a history that goes back 35 years in time when Oltronix AB started production of electronics in Torsby. The company has then developed via Tepro in Torsby AB and Trienta Elektronik AB to what Norrtelje EMS Provider i Torsby AB is today: a complete manufacturer against contract of complex electronic products on a high technical level. The competence has been built by a skilled and enthusiastic staff.



When Elektronikbyggarna achieved The Torsby factory in November 2000 the company had 70 year-round employees. In the end of the year more collaborators were employed.

During the first three months after the achievement we have concentrated on taking care of the customers that in connection with the gradual reduction of Trientas factory in Vaexjo had been offered to move their manufacturing to Torsby. At the same time the activities in Torsby has become a strengthening of resources for Norrtelje Elektronik AB.

### Awarded use of new technique

The Torsby factory received during the year MQS price of the trade for purposeful work with implementing new techniques; among others BGA (Ball Grid Array)\* and the efforts to educate the staff to even higher competence, Norrtelje EMS Provider in Torsby are certified in accordance with ISO 9001and the medical standard SS-EN 46001.

# Medical technique, radio communication and engineering industry

The line of businesses Norrtelje EMS Provider in Torsby mainly focus on are medical technique, radio communication and engineering industry.

The largest customers are Atlas Copco Rock Drills, Atlas Copco Tools, AT Signal System, Ericsson Radio Systems, Emerson Energy Systems and Nobel Biocare.

\* A new type of capsule for IC-circuits that create high demands on the assembly equipment



### The backlog of orders up 56 percent

Manufacturing of electronics is a line of business of continues progress and our optimism are great for year 2001. Several of our collaborators are to be continuously educated. Norrtelje EMS Provider in Torsby will use the groups Central European network as a resource for manufacturing.

December 31, year 2000 our backlog of orders were SEK 39 million (25).



Testing and trimming of one of our high frequency products in a screen room.

To be a part of a complete group of companies makes us even more interesting to our present customers and we look forward to the future with great confidence.

Torsby in March 2001

Gerd Levin-Nygren Managing Director, Norrtelje EMS Provider i Torsby AB

### Board of directors EMS Provider in Torsby:

Sten Dybeck (chairman), Rolf Holmberg, Mats Hultin, Gerd Levin-Nygren.

# Deeper co-operation with Central Europe

EuroSupply Central Europe Sp z. o. o. (ESC) are active in Gdansk, Poland. The business idea för ESC is to organise and control the Norrtelje group's Central European network of subcontractors of electronic production. Our guiding star is to live up to our customer's expectations of the right quality at competitive prices.

### Large production resources

ESC has no production facilities of their own or machinery equipment. Instead we use the resources of our suppliers. This provides us with large production capacity and freedom to choice the company that has the best solution and the best capacity for the contract in question. In that way we can use our resources to the maximum and quickly adjust to the needs of our customers.

# Heavily increased volume of incoming orders

Year 2000 was characterised of a large growth, with several times multiplied turnover. Since March 2000 ESC is a part of the Elektronikbyggarna group, which became a turning point that created new conditions and demands. By co-operation with the factory in Norrtaelje ESC developed new routines. It is important to remember that culture and mentality in Central Europe differs from that in Sweden. In spite of that, thanks to a long and personal relation between ESC and Norrtelje Elektronik, we have managed to create a very well functioning co-operation between the different countries.

# Quick changes for coming EC connection

Poland is about to join the European Community. In the integration process quick changes of Polish laws are included, which results in quick and continuos changes in all areas. ESC has a flexible and enthusiastic staff that deals with problems like this, which is one of the main factors of our success.



### Total insight

Our customers have high expectations. To meet them we have during the year intensified our co-operation with the part of the manufacturing industry of electronics in Poland that has adjusted to international quality standard, for example IPC.

A close co-operation with our manufacturers allows us continues control of the production flow within the factory, which provides us with high quality and continues insight of the status of the production.

### ESC main objective for vear 2000 was:

 To develop exchange of information between subcontractors and customer. This to create

routines for an effective flows of documentation's, which enables fast introduction of the measures within the production.

- To implement a common quality system for manufacturing of products,
- To create a flexible transport system that shortens the times for delivery, reduces the costs and improves the efficiency.

ESC enters 2001 well prepared for increased production and new higher demands from our customers.

Gdansk in March 2001

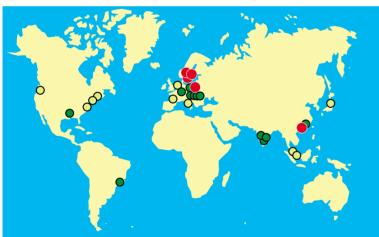
Ilona Lukaszewicz Graduated engineer Managing Director, EuroSupply Central Europe Sp z o.o.

**Board of directors EuroSupply Central Europe** Erik Stenfors (chairman), Ilona Lukaszewics.

### Merger and changes of the activities

EuroSupply Nordic AB (ESN) consisted in the beginning of year 2000 of a holding company in Sweden – ESN – and a fully owned subsidiary company in Poland: EuroSupply Central Europe Sp z o.o. The business idea was to offer Swedish companies products and services in the field of manufacturing of electronics, via an established network of subcontractors in Central Europe. Furthermore ESN offered some Swedish customers one so-called "close to market production" through a global network of electronic producers.

In March ESN was acquired by Norrtelje Elektronik. The merger has been extremely successful and the objectives of ESN:s activities has changed somewhat. The customer stock and customer contact has been transferred to Norrtelje Elektronik. The work within ESN has been concentrated to the two networks.



# The year that passed – Implementation of the networks

An extensive work has been carried out to introduce and offer the customers of Norrtelje Elektronik the services that ESN has provided. The Central European network is an opportunity for customers with uneven volume since it in an effective way can handle fast increases in series sizes; our subcontractors provides us with a unque expansion vessel. An other advantage with the network is cost-saving for products with high manual work content.

Even our global network has been appreciated by the customers. In the new economy a modern introduction shall be carried out globally and simultaneously. By time reasons and trade obstacles the large companies need production close to the market.



# Simultaneous start up in three parts of the world

We received a special challenge in November when we were to start up manufacturing of a product in North America, South America and China simultaneously. Ten days from the day we pushed the start button all the production facilities were running.

### Platform for new efforts

The growth of the group of companies has lead to a natural split of ESN in two companies. As of January 1 2001 ESN has been split into one material company and one co-ordination/development company. Both companies has been placed directly under Elektronik-byggarna.

Deputy managing director Bengt Emesten has been elected managing director for the new material company. The material company will work with component supply to the companies within the group as well as to the partners in the networks. The focus on materiel in one of our own companies will be a large resource for our customers.

The undersigned will remain managing director for the co-ordination-/development company. We will work with co-ordination and further development of group-wide functions as

group economy, construction services, development of the networks and so on. Also our company will handle development of the group in

respect to acquiring or starting new companies.

With this split of ESN we have an excellent platform for the development for the group. I am therefore convinced that we will create large values both for our customers and shareholders!

Norrtaelje in March 2001

Erik Stenfors Managing Director, EuroSupply Nordic AB

#### **Board of directors EuroSupply Nordic:**

Sten Dybeck (chairman), Gunilla Olsson, Erik Stenfors.

### Administration report

### **Group Company**

The Group

The group consists of the holding company Elektronikbyggarna i Norrtälje AB (publ.) and the fully owned subsidiaries Norrtelje Elektronik AB, Norrtelje EMS Provider i Torsby AB, EuroSupply Nordic AB (Norrtaelje) and EuroSupply Central Europe Sp z o.o (Gdansk, Poland).

### The business

The holding company

The holding company has provided group-wide services to the subsidiaries.

### The group

Elektronikbyggarna is a group within contract-based manufacturing of electronics with production facilities in Sweden and subcontractors in Poland. The base for the business is manufacturing of circuit-cards, but continuously growing part of the business consists of other production.

Through an extensive network the production can be located to approved subcontractors i several parts of the world. The customers come from all lines of businesses but especially from telecommunication and information technique.

The line of business for contract-based manufacturing of electronics has continued to grow. Larger companies place the production on a contract base to get a better view of costs and time of delivery. The strength of the group is the options to place production in Sweden and in other parts of the world.

### Changes within the group of companies

During the spring the group acquired the companies EuroSupply Nordic AB and EuroSupply Central Europe Sp z o.o (Poland). November 1 the newly founded company

Norrtelje EMS Provider i Torsby AB acquired the business that previously was run by Trienta Elektronik AB in Torsby. The work to incorporate the business in the group has proceeded the whole autumn.

### Future development

The positive trend within the line of business are estimated to continue during 2001. As a platform for the groups new efforts a material company has been founded. The company will work with material supply to the companies within the group as well as to the partners in the network. The group has placed a budget for a large turnover and profit-increase year 2001. Norrtelje EMS Provider i Torsby AB has an issue of new shares in progress to raise the share capital to SEK 3 million.

#### The work of the board of directors

The board of directors has had 9 meetings during the year 2000. Above that, parts of the board has met at a number of accessions to discuss matters they have been asked to investigate. Matters on the agenda for the board has been acquirement of new companies, needs and means for financing and the option program.

### Result and situation The group

The group of companies had a very good growth during the year. The income of the group amounts to SEK 350.4 million (215.7), which signifies an increase with 62 percent compared to last year.

Operating income after depreciation amounts to SEK 8.1 million, which is a large increase compared to last year (1.9).

The solidity for the group, that is negatively effected of the acquisition of Trienta and the quick volume growth, is 10.7%.

### **Environment information**

The manufacturing of the manufacturing companies within the group is subject to declaration (chapter 9§6). The subjects for declaration are the handling of organically solvents.

### Suggestion for disposition of the profit of the holding company

The board of directors and the managing director suggests that profits at disposal at the annual meeting are disposed as follows:

Balance of profit brought forward to new account SEK 103 089

Total SEK 103 089

Depositions to the restricted funds are not necessary. Regarding the companies result and situation in other respects we refer to the following income and balance sheet with notes to the financial statements.

### Statement of income – the group of companies

Amount in SEK thousand	Note	2000	1999
Net turnover	2	350 376	215 668
Change of products in process, ready			
products, and products in process for			
the account of others	_	12 638	-1 440
Other operating earnings	3	382	468
		363 396	214 696
Costs related to the business			
Raw material and requirements	4	-238 805	-132 012
Other external costs	5.6	-31 415	-19 880
Personnel	1.8	-79 300	-56 772
Allowances on material and			
mmaterial assets	7	-3 114	-2 426
Other operating expenses	9	-436	186
Operating profit		10 326	3 420
ncome from financial items			
Income from document of value and debts			
that are fixed assets	10	467	-
Other interest earnings and similar result items		316	32
Other interest expenses and similar result items		3 017	<u>-1 583</u>
Income before taxes		8 092	1 869
Tax on this years result	12	-2 275	-630
This years net earnings		5 817	1 239

# Balance sheet – the group of companies

Amount in SEK thousand	Note	2000-12-31	1999-12-31	
ASSETS				
Fixed assets				
Immaterial fixed assets	10	10.000	00	
Goodwill	13	12 832 12 832	<u>80</u> 80	
Material fixed assets				
Buildings and land	14	879	918	
Invested costs in other property	15	685	768	
Machinery and other technical assets	16	5 276	936	
Inventories, tools and installations	17	5 503	3 282	
		12 343	5 904	
Financial assets				
Other long-term claims		322	1 342	
		322	1 342	
Total fixed assets		25 497	7 326	
CURRENT ASSETS				
Stock and others				
Raw material and necessities		44 240	22 822	
Products under manufacturing		32 915	14 684	
Advance payments to suppliers		41		
		77 196	37 506	
Short-term claims				
Customer claims		76 889	42 598	
Tax claims		230	1 159	
Other claims	20	1 309	17	
Prepaid costs and earnings due	20	4 850	1 490	
		83 278	45 264	
Cash and bank		430	4	
Total current assets		160 904	82 774	
TOTAL ASSETS		186 401	90 100	

# Balance sheet – the group of companies

Amount in SEK thousand	Note	2000-12-31	1999-12-31
OWNERS EQUITY AND LIABILITIES  Owners equity Tied-up owners equity Share capital Tied-up reserves	21	3 000 44 494 47 494	300 1 350 1 650
Freed equity Free reserves This years result		-33 376 5 817 -27 559 19 935	12 806 1 239 14 045 15 695
<b>Depositions</b> Depositions for latent tax		<u>1 864</u> 1 864	<u>1 485</u> 1 485
Long-term liabilities Overdraft credit in a cheque account Other liabilities to credit institutes Other liabilities	23, 25 24, 25	21 848 42 764 1 562 66 174	20 627 2 078 
Short-term liabilities Liabilities to credit institute Advance payment from customers Due to suppliers Tax liability	25	6 574 263 59 523 363	584 5 628 28 571
Other liabilities Costs due and prepaid income	26	18 048 13 657 98 428	4 172 11 260 50 215
TOTAL EQUITY AND LIABILITIES		186 401	90 100
Pledged securities For own liabilities and deposits Corporate mortgage Share in subsidiaries (pledged to credit institutes)		51 000 25 252	29 000 16 387
Total pledged securities		76 252	45 387
Contingent liabilities Pension liabilities beyond what has been specified among liabilities or depositions Personal guarantees, others Contingent liability AMFK		51 000 60 35 417	29 000 60 37 1 439

# Cash flow analysis – the group of companies

Amount in SEK thousand	2000	1999
The current operations		
Result after financial items	8 092	1 869
Adjustment for items that is not part of the cash flow etc.	3 042	2 383
	11 134	4 252
Paid tax	-601	-432
Cash flow from current operations before change of		
working capital	10 533	3 820
Cash flow from changes in working capital		
Increase(-)/Decrease(+) of stock	-39 690	-9 810
Increase(-)/Decrease(+) operating claims	-37 809	-8 932
Increase(-)/Decrease(+) operating liabilities	40 748	13 407
Cash flow from current operations	-26 218	-1 515
The investment activities		
Acquisition of subsidiary company	-2 762	-
Acquisition of immaterial fixed assets	-9 834	-
Acquisition of physical assets	-9 178	-1 502
Sale of physical assets	63	4
Acquisition of financial assets	-	-442
Disposal of financial asse	1 028	<del>-</del>
Cash flow from the investment activities	-20 683	-1 940
The financial activities		
Obtained loans	51 914	3 911
Amortisation of loans	-3 012	-460
Distribution of profits	-1 575	-
Cash flow from the financial activities	47 327	3 451
This course and floor	400	
This years cash flow	426	-4
Available funds at the beginning of the year	4	8
Available funds at the end of the year	430	4

## Additional information to cash flow analysis – the group

Amount in SEK thousand	2000	1999
aid interests and received distribution of profits		
Received interest	156	13
aid interest	-2 925	-1 645
djustment for items that are not included in the ash flow etc.		
epreciation allowances on assets	3 114	2 426
ealised result of sale of fixed assets	-27	-
ner depositions	-45	43
	3 042	2 383
quirement of subsidiaries and other business units		
quired assets and liabilities:		
material fixed assets	3 243	_
ysical fixed assets	88	-
ancial fixed assets	8	-
ort-term claims	1 139	-
ailable funds	247	
n assets	4 725	
ort-term liabilities	1 716	_
ım liabilities and depositions	1 716	
m nasmuos and dopositions		
rchase money	3 009	
aid purchase money	3 009	-
be deducted: Available funds in the acquired business	-247	-
fect on available funds	2 762	

### Statement of income – holding company

Amount in SEK thousand	Note	2000	1999	
Operating expenses				
Other external costs	5	-166	-11	
Operating profit		-166	-11	
Income from financial items				
Income from other documents of value and claims that are fixed assets Other interest earnings and similar earning	10	235	-	
items		4	5	
Interest expenses and similar earning items	_	-271		
Income after financial items		-198	-50	
Balance-sheet				
Balance-sheets others	11 _	86	50	
Income before taxes		-112	-	
Tax on this years result	_	29		
This years net earnings		-83	0	

# Balance sheet - holding company

Amount SEK thousand	Note	2000-12-31	1999-12-31	
ASSETS				
Fixed assets				
Financial fixed assets				
Inter company shares	18	53 109	50 000	
Inter company claims	19	10 312	<del>-</del>	
		63 421	50 000	
Total fixed assets		63 421	50 000	
Current assets Short-term claims				
Inter company claims		320	115	
Tax claims		220	220	
		540	335	
Total Current assets		540	335	
Total assets		63 961	50 335	

# Balance sheet - holding company

Amount in SEK thousand	Note	2000-12-31	1999-12-31	
EQUITY AND LIABILITIES				
Equity	21			
Tied up equity				
Share capital (300 000 shares)		3 000	300	
Revaluation funds Reserve fund		43 995 60_	46 695 60_	
Tioodivo falla		47 055	47 055	
Available equity				
Balanced profit and loss This years net earnings		186 -83	1 672 0	
This years her earnings		103	1 672	
		47 158	48 727	
Reserve before tax				
Periodisation fund	22	610	696	
		610	696	
Long-term liabilities				
Other liabilities to credit institutes Other liabilities	24,25	8 750 1 562	-	
Other habilities		10 312		
Short-term liabilities				
Liabilities to credit institute	25	2 250	_	
Inter-company liabilities	20	3 626	-	
Other liabilities		-	907	
Payable costs and prepaid income	26	<u>5</u>	5	
TOTAL EQUITY AND LIABILITIES		5 881 63 961	912 50 335	
- IOTAL EQUITT AND LIABILITIES		03 901	30 333	
Pledged securities				
For own liabilities and deposits				
Share in subsidiaries (pledged to credit institutes)		53 100	50 000	
Total pledged securities		53 100	53 100	
Contingent liabilities				
Personal guarantees in favour of group company		16 738	1 862	
		16 738	1 862	

### Cash flow analysis – holding company

Amount SEK thousand	2000	1999
The running activities		
Income after financial items	-198	-50
Adjustment for items that are not included in the cash flow etc.	-4	
Cash now cic.	-202	-50
Politic		
Paid tax		
Cash flow from the running activity before changes of working capital	-207	-57
Cash flow from changes in working capital		Ç.
Increase(-)/decrease(+)of business claims	242	420
Increase(-)/decrease(+) of operating liabilities	3 626	
Cash flow from running activity	3 661	237
The investment activity		
Acquisition of subsidiary	- 3 109	_
Acquisition of financial assets	-10 632	-
Cash flow from investment activity	-13 741	
The financial activity		
Obtained loans	13 750	237
Instalments on loans	-2 096	-
Paid dividends	<u>-1 575</u>	<del>-</del>
Cash flow from the financial activity	10 079	237
This years cash flow		
Available funds by the start of the year	-1	-
Available funds by the end of the year	1	1
-		1

# Additional information regarding cash flow analysis - holding company

Amount SEK thousand	2000	1999	
Paid interest and received dividends			
Received interests	-	5	
Paid interests	271	43	
Adjustment of items that is not part of the cash flow etc.			
Increase of interest claim	-4	-	
	-4		

# Notes regarding accounting according to generally accepted principles and notes to the financial statements

Amount in SEK thousand if nothing else is specified

### General accounting principles

The annual report is set up in accordance with the law for annual reports and the annual report councils recommendations with the exception for RR6:99 leasing agreement.

#### Principles for valuation etc.

Assets, depositions and liabilities has been valued to purchase value if nothing else is mentioned below.

### Merchandise in stock

The stock, valued in accordance with the council for accountings recommendation no.2; Accounting of merchandise in stock, are valued to the lowest of the purchasing values in accordance with the first-in first-out principle respectively real value.

In that way the risks for obsoleteness has been accounted for.

#### Claims

Claims has after individual evaluations been set to the amount that they are estimated to arrive at.

### Claims and liabilities in foreign currency.

Claims and liabilities in foreign currency has been calculated to the rate of the day for balance in accordance with the council for accountings recommendation no. 8

Differences in rates on business claims and business liabilities are included in the operating income.

### Principles for depreciation of fixed assets

Depreciation according to plan are based on the origin purchase value and estimated life cycle. Write-down at permanent reduction in value.

The following time schedules for depreciati	on	
allowances are applied:	The group	The holding company
Immaterial fixed assets		
Goodwill	10 years	-
Fixed physical capital		
Buildings	25 years	-
Invested costs in other property	5 and 20 years	-
Machinery and other technical equipment	5 years	-
Inventory, tools and installations	4 and 5 years	-

#### **Consolidated statement**

The consolidated statement has been carried out in accordance with recommendations from the council of accounting (RR1:96).

The consolidated statement include the companies in which the holding company direct or through subsidiaries are holding more than 50% of the votes, or in any other way has a major influence in accordance with ARL 1:4.

### Recalculation of foreign subsidiaries or other foreign activities

Recalculation are proceeded in accordance with the accounting councils recommendation no. 8. The activities integrated in the holding company are recalculated according to the monetary methods.

The monetary method means in principal that monetary assets and liabilities are recalculated to the value of currency on the day for the balance, while non-monetary items and equivalent items in the statement of income, are recalculated to investment rates. Other result items are recalculated to average rate. The difference in rates achieved are included in this years result.

The rate differences has affected the net result with SEK 4 thousand.

### Group contribution and shareholder contribution

The company reports group contribution and shareholder contribution in accordance with the immediate group of the council for accounting.

The group contribution are accounted for its economical meaning, which is to minimise the total tax for the group of companies. Since the group contribution are not a compensation for achieved performance, it is accounted for directly against balanced profit after deduction of the tax effect.

#### Information regarding the group of companies.

Purchase and sale has not been carried out between the holding company and other companies in the group.

### Not 1 Employees and staff costs

Average numbers of employees		Percent		Percent
	2000	male	1999	male
Holding company				
Sweden	-	0%	-	0%
Subsidiary				
Sweden	260	61%	182	60%
Poland	4	50%	-	0%
Totally in subsidiary	264	61%	182	60%
The group of company	264	61%	182	60%

### Salary, other compensation and social fees

•	20	000	1	999
	Salary and compensation	Social fees	Salary and compensation	Social fees
Holding company	-	-	-	-
Subsidiary	54 633	21 312	39 025	15 805
(from which cost for pensions)		(2583)		(1952)
The group of company (from which cost for pensions)	54 633 1)	21 312 (2583)	39 025 1)	15 805 (1952)

1) Of the pension insurance costs are 430 intended for (last year 435) the board of directors and managing director. In addition to premiums for pension insurance's in accordance with standard preceding, there is a pension liability to MD and one director of the board on 228 (1 342).

Salary to MD at termination from the company's side are paid for 6 months.

## Salary and other compensation distributed per countries and between members of the board etc. and other employees

		2000		1999
	Board and MD	other employees	Board and MD	other employees
Holding company				
Sweden	-	-	-	-
Subsidiary	1219	52 971	1 282	37 743
in Sweden				
Foreign				
subsidiary				
Poland	115	328	-	-
Total for the group	1 334	53 299	1 282	37 743
Note 2 Net turnover per geographic market		2000		1999
The group of companies Net turnover per geographic market				
Sweden	344	1 400		213 704
Within EC	3	3 321		1 605
Outside EC	-	2 655		359_
	350	376		215 668
Note 3 Other operating earnings				
		2000		1999
The group				
Received contribution		242		221
Foreign exchange earnings		85		235
Others		55		12_
		382		468

### Note 4 Raw material and requirements

Merchandise (bought as manufactured goods) is a minor part of the company's turnover.

Of this reason in combination with that the costs for those purchases cannot be specified from the companies account, the costs are instead accounted for together with raw materials and requirements.

### Note 5 Fee and cost reimbursement to accountants

	Group	Holding company	
KPMG, Lennart Jakobsson Performance of the duty as auditor	118	20	
Other assignments	252	20	

### Note 6 Leasing fees

	2000	1999
The group		_
Assets possessed via international leasing agreements		
Paid leasing fees during the financial year	5 100	4 976
Agreed future leasing fees - within one year	4 002	5 100
Agreed future leasing fees - between one and five years	1 427	4 120

The company has considered all entered leasing agreements as operational leasing agreements.

### Note 7 Allowances on material and immaterial fixed assets

	2000	1999
The group		
Goodwill	-489	-98
Buildings and land	-39	-38
Invested costs in other property	-188	-182
Machinery and other technical equipment	-669	-574
Inventory, tools and installations		1 534
	-3 114	-2 426

#### **Note 8 Refunds from SPP**

### The group

From allocated company linked means from SPP has totally during the year 229 been received, partly in cash partly for payment of premium. Remaining amount of 50 will be used during 2001 to pay premiums.

### Note 9 Other operating expenses

	2000	1999
The group		
Currency loss on exchange market on		
claims/debts of working character	<u>-436</u>	186
	-436	-186

### Note 10 Result from other valuable papers and claims that are fixed assets

	2000	1999
The group		
Overvalued, realised capital insurance	467	
	467	-
Holding company		
Interest earnings, group companies	<u>235</u>	
	235	-

### Note 11 Balancing provisions, others

	2000	1999
Periodic fund, the years return	86	50
	86	50

### Note 12 Tax on this year's result

	2000	1999
The group		
Paid tax	-1 936	-586
Deferred tax	339	44
	-2 275	-630
Note 13 Goodwill		
	The group	Holding company
Accumulated purchasing values		
At the start of the year	971	-
New acquisitions	10 000	-
Acquisition of subsidiary	3 241	<del>-</del>
	14 212	-
Accumulated allowances according to plan		
At the start of the year	-891	-
This years allowance according to plan	-489	
	<u>-1 380</u>	
Scheduled remaining value by the end of the year	12 832	-
Note 14 Buildings and land		
	The group	Holding company
Accumulated purchasing values		
At the start and end of the year	966	<del>_</del>
	966	-
Accumulated allowances according to plan		
At the start of the year	-48	-
This years allowance according to plan on purchase value	<u>-39</u>	<del>-</del>
	<u>-87</u>	<del>-</del>
Scheduled remaining value by the end of the year	879	<del>-</del>
Note 15 Invested costs in others property		
	The group	Holding company
Accumulated purchasing values		
At the start of the year	1 348	-
New acquisitions	105	
	1 453	-
Accumulated allowances according to plan		
At the start of the year	-580	-
This years allowance according to plan on purchase	<u>-188</u>	<del>-</del>
	<u>-768</u>	
Scheduled remaining value by the end of the year	685	-

### Note 16 Machinery and other technical equipment

	The group	Holding company
Accumulated purchasing values		
At the start of the year	6 077	-
New acquisitions	5 009	
	11 086	-
Accumulated allowances according to plan		
At the start of the year This years allowance according to plan on	-5 141	-
purchase value	669	
	<u>-5 810</u>	<del>_</del>
Scheduled remaining value by the end of the year	5 276	-

Above that the company dispose by leasing production machinery to a purchasing value of 18 067.

### Note 17 Inventory, tools and installations

	The group	Holding company
Accumulated purchasing values		
At the start of the year	10 047	-
New acquisitions	3 887	-
Acquisition of subsidiary	106	-
Sales and discards	40	<del>_</del>
	14 000	-
Accumulated allowances according to plan		
At the start of the year	-6 765	-
Acquisition of subsidiary	-12	-
Sales and discards	9	-
This years allowance according to plan on		
purchase value	<u>-1 729</u>	
	8 497	
Scheduled remaining value by the end of the year	5 503	-

### Note 18 Shares in group companies

	2000-12-31	1999-12-31
Accumulated purchasing values		
At the start of the year	3 305	3 305
Purchases	3 109	<del>_</del> _
	6 414	3 305
Accumulated revaluation		
At the start of the year	46 695	-
This years revaluations		46 695
	46 695	46 695
In the books by the end of the year	53 109	50 000

### Specifikation of the groups shareholding in companies within the group

Subsidiary/Org.no/Seat	No. of shares	Shares % 1)	Book value
Norrtelje Elektronik AB, 556235-3853, Norrtälje	1 000	100,0	50 000
EuroSupply Nordic AB, 556567-6193, Norrtälje	1 000	100,0	3 000
Norrtelje EMS Provider i Torsby AB, 556597-6114, Torsby	1 000	100,0	100
EuroSupply Central Europe, Gdansk, Poland	40	100,0	9 53 109

<sup>1)</sup> The ownership part of the capital is the concern, which also correspond to the part of the shares for total amount of shares.

### Note 19 Claims with group company

	The group	Holding company
Accumulated purchasing values		
Additional claims	<del>_</del> _	<u> 10 312</u>
Value in the books by the end of the year	-	10 312

### Note 20 Prepaid costs and earnings due for payment

	The group	Holding company
Earnings due for payment	1 501	-
Prepaid leasing fees	643	-
Prepaid rents	321	-
Other items	2 385	
	4 850	-

### Note 21 Equity

	Share capital	Restricted reserves	
The group			
At the years start	300	1 350	14 045
Bonus issue	2 700	-2 700	-
Dividend			-1 575
Reclassification		46 695	-46 695
Shift between tied-up and			
available capital		- 851	851
This years result			5 817
Translation gains/losses on consolidation _			2
By the end of the year	3 000	44 494	-25 559
		Share	Appreciation
Holding company		capital	fund
At the start of the year		300	46 695
Bonus issue		<u>2700</u>	2 700
At the end of the year		3000	43 995

Holding company	Reserve fund	Available equity
At the start of the year	60	1 672
Group contribution		123
Tax effect on group contribution		-34
Disposition in accordance with resolution		
passed at an annual general meeting Dividend		-1 575
The result of the year		-83
At the end of the year	60	103
·		
Note 22 Periodisation funds	0000 10 01	1000 10 01
D : " '	2000-12-31	1999-12-31
Periodisation fund, deposit at tax assessment 1995 - " - 1996	- 201	86 201
- " - 1997	215	215
- " - 1998	194	194
	610	610
Note 23 Overdraft in a cheque account	The group	Holding company
Approved gradit limit	36 500	Tibiding company
Approved credit limit Unused part	-14 652	-
Used credit amount	-21 848	
Securities are accounted for in note 25 " Valid securities fo  Note 24 Other debts to credit institutes, long-term	r debts to credit institutes	,"
	The group	Holding company
Time of maturity, 1-5 year from date of balance	25 645	5 000
Time of maturity, later than	17110	0.750
five years from date of balance	<u>17119</u>	<u>3 750</u>
	42 764	8 750
Note 25 Valid securities for debts to credit institute		
	The group	Holding company
Floating charges	51 000	
Shares in subsidiaries	25 252	53 100
	76 252	53 100
Note 26 Costs due for payment and prepaid earnings		
	The group	Holding company
Salaries and reimbursements due for payment	8 926	-
Social costs due for payment	3 669	<u>-</u>
Other items	1 062	5
	13 657	5

Norrtaelje, March 15, 2001

Sten **D**ybeck Chairman

Peter ansson

MA Sulfin Mats Hultin

Erik Stenfors

Managing Director

My auditors report were given March 15, 2001

Authorised public accountant

### **AUDITORS REPORT**

To the annual general meeting in Elektronikbyggarna i Norrtälje Aktiebolag (publ.) Organisation no. 556408-8770

I have examined the annual report, the group financial statement the book-keeping and the board of directors and the managing directors administration of the company's affairs in Elektronik-byggarna i Norrtälje AB for year 2000. The board of directors and the managing director has the responsibility for the accounting documents and the administration of the company's affairs. My responsibility is to give my statement regarding the annual report, the group financial statement and the administration of the company's affairs on the basis of my revision.

The revision has been executed in accordance with generally accepted auditing standards in Sweden. This means that I have planned and executed the revision to in reasonable doubt to assure my self that the annual report and the group financial statement does not contain any essential mistakes. A revision embrace to examine a selection of the documentation's for the amounts and other information in accounting documents. A revision also embraces tests of the accounting principle and the board of directors and the managing director's application of the principle, and to evaluate the collected information in the annual report and the group financial statement. Basis for my statement regarding granted discharge from liability is my studies of essential decisions, measurements and state of affairs in the company to be able to judge whether any director of the board or the managing director are in obligation to indemnify the company. I have also investigated whether any director of the board or the managing director has in any other way acted in conflict with the Swedish Companies Act, the law for annual reports or the articles of association. In my opinion I have reasonable reasons for my below statement.

The annual report and the group financial statement has been set up in accordance with the law for annual reports and provides a true picture of the company's and the group of companies result and position in accordance with sound accounting practice in Sweden.

I recommend that the annual general meeting confirm the statement of income and the balance sheet for the holding company and the group of companies, allocate the profit in the holding company in accordance with the suggestion in the administration report and that the board of directors and the managing director are discharged from liability for their administration of the company during year 2000.

Norrtaelje, March 15, 2001

Lennart Jakobsson Authorised public accountant

### The largest shareholders 2000-12-31

-		
Owner	Number of shares	%-share
Sten Dybeck with fa	amily	
and company	102 6703	4.22
Mats Hultin	50 000	16.66
Peter Jansson	50 000	16.66
Mårten Lundberg	12 500	4.16
John-Olov Carlssor	10 000	3.33
Jan Looström	10 000	3.33
Hans Jacobsen	7 500	2.50
Rema Förvaltning A	AB 5 000	1.66
Bengt Emesten	3 100	1.03
Erik Stenfors	3 100	1.03
Others	46 130	15.37
Total	300 000	100.00
The ten largest she	robaldora baya at th	oir dianagal a

The ten largest shareholders have at their disposal a number of votes of 84.6%

Elektronikbyggarna i Norrtälje AB www.norrtel.se rtälje, Sweden. Tel +46 (0)176-799 00