

Q3 11

INTERIM REPORT

JANUARY-SEPTEMBER 2011

- Comparable sales¹⁾ for the third quarter increased by 2 percent to 3,011 MSEK (2,964) and by 6 percent in local currencies. Sales for the third quarter of 2010 including businesses transferred to STG amounted to 3,823 MSEK
- Comparable operating profit²⁾ for the third quarter increased by 4 percent to 909 MSEK (874) and by 9 percent in local currencies
- The share of net profit from Scandinavian Tobacco Group in the third quarter amounted to 74 MSEK, including restructuring charges of 61 MSEK before tax
- Operating profit including businesses transferred to STG last year, share of net profit from STG and larger one time items³⁾ for the third quarter amounted to 983 MSEK (1,049)
- EPS (basic) for the third quarter amounted to 3.28 SEK (3.23)

¹⁾ Sales excluding businesses transferred to STG on October 1, 2010.

²⁾ Operating profit excluding businesses transferred to STG on October 1, 2010, share of net profit from STG and larger one time items.

³⁾ Larger one time items include reversals of amortizations and depreciations relating to assets held for sale in 2010.



THE THIRD QUARTER SALES AND RESULTS

Comparable Group sales (excluding businesses transferred to STG) for the third quarter of 2011 increased by 2 percent to 3,011 MSEK (2,964) compared to the same period of the previous year. Currency translation has affected the sales comparison negatively by 122 MSEK. In local currencies, sales increased by 6 percent.

In the third quarter, sales for the product area Snus and snuff increased by 2 percent to 1,199 MSEK (1,174) and operating profit amounted to 590 MSEK (592). In local currencies sales increased by 5 percent, driven by strong performance in Scandinavia. The operating margin for the Snus and snuff product area was 49.2 percent (50.4).

Scandinavian snus sales were up by 8 percent compared to the third quarter of the prior year, with volume growth of 3 percent. In the US, sales of snus and snuff in local currency declined by 6 percent with lower volumes of moist snuff in the third quarter compared to previous year due in large part to phased timing of promotional shipments.

For Other tobacco products, sales in local currency in the third quarter increased by 9 percent while reported sales declined to 613 MSEK (631) as a result of the depreciation of the US dollar versus the Swedish krona. Operating profit increased in local currency by 20 percent and reported operating profit increased to 278 MSEK (259). Currency translation has affected the sales and operating profit comparison negatively by 74 MSEK and 32 MSEK respectively. Compared to the third quarter of the prior year, sales and operating profit grew significantly for the US mass market cigar business while for chewing tobacco, operating profit was flat. Operating margin for Other tobacco products increased to 45.3 percent (41.0).

Comparable Group operating profit (excluding businesses transferred to STG, share of net profit from STG and larger one time items) increased by 4 percent to 909 MSEK (874). In local currencies, comparable Group operating profit increased by 9 percent. Currency translation has affected the comparison negatively by 41 MSEK. Comparable Group operating margin for the third quarter was 30.2 percent (29.5). Comparable Group EBITDA margin was 32.6 percent (31.8).

Group operating profit, including businesses transferred to STG, share of net profit from STG and larger one time items, reached 983 MSEK (1,049, which included a positive IFRS adjustment of 32 MSEK relating to amortizations and depreciation for assets held for sale). The share of net profit from STG, after interest and tax, amounted to 74 MSEK for the third quarter and includes restructuring charges of 61 MSEK before tax.

Basic earnings per share for the third quarter amounted to 3.28 SEK (3.23), while diluted earnings per share amounted to 3.26 SEK (3.22).

Sales and results for the first nine months

Comparable Group sales for the first nine months amounted to 8,601 MSEK (8,421).

Comparable Group operating profit amounted to 2,467 MSEK (2,322). In local currencies, comparable sales increased by 8 percent and comparable operating profit increased by 13 percent. Currency translation has affected the operating profit comparison negatively by 151 MSEK.

Comparable Group operating margin for the first nine months was 28.7 percent (27.6). Group operating margin, including businesses transferred to STG, share of net profit in STG and excluding reversal effect from depreciation and amortization on assets held for sale, was 31.2 percent (24.6). Comparable Group EBITDA margin was 31.1 percent (30.0).

Group operating profit, including businesses transferred to STG, share of net profit from STG and larger one time items, reached 2,681 MSEK (2,749, which included a positive IFRS adjustment of 93 MSEK relating to amortizations and depreciation for assets held for sale). The share of net profit from STG amounted to 213 MSEK for the first nine months and includes restructuring charges of 77 MSEK before tax.

EPS (basic) for the first nine months was 8.72 SEK (8.28), while diluted EPS was 8.67 SEK (8.26).

SUMMARY OF CONSOLIDATED INCOME STATEMENT

| MSEK | July–September | | January–September | | Full year 2010 |
|---|----------------|-------|-------------------|--------|-------------------|
| | 2011 | 2010 | 2011 | 2010 | |
| Comparable Group sales ¹⁾ | 3,011 | 2,964 | 8,601 | 8,421 | 11,222 |
| Sales | 3,011 | 3,823 | 8,601 | 10,806 | 13,606 |
| Comparable Group operating profit ²⁾ | 909 | 874 | 2,467 | 2,322 | 3,158 |
| Operating profit ³⁾ | 983 | 1,049 | 2,681 | 2,749 | 4,169 |
| Profit before income tax | 853 | 921 | 2,292 | 2,386 | 3,607 |
| Profit for the period | 684 | 729 | 1,833 | 1,885 | 2,958 |
| Earnings per share, basic (SEK) | 3.28 | 3.23 | 8.72 | 8.28 | 13.12 |

¹⁾ Sales excluding businesses transferred to STG.

²⁾ Operating profit excluding businesses transferred to STG, share of net profit/loss in STG and larger one time items.

³⁾ Including operating profit from businesses transferred to STG (until October 1, 2010) as well as the share of net profit/loss in STG.

JANUARY–SEPTEMBER

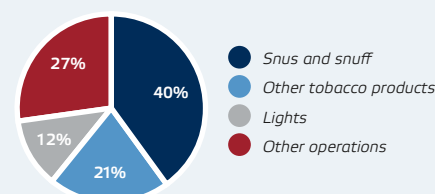
COMPARABLE SALES

8,601 MSEK

COMPARABLE OPERATING PROFIT

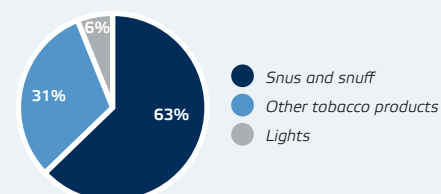
2,467 MSEK

COMPARABLE SALES BY PRODUCT AREA¹⁾



¹⁾ Excluding business transferred to STG.

COMPARABLE OPERATING PROFIT BY PRODUCT AREA¹⁾



¹⁾ Excluding Other operations, business transferred to STG, share of net profit in STG, and larger one time items.

CEO Lars Dahlgren comments:

For the third quarter of 2011, Swedish Match continued to deliver strong comparable sales and profit growth in local currency terms. Comparable sales in local currencies increased by 6 percent and comparable operating profit increased by 9 percent with an especially strong performance for Scandinavian snus and US mass market cigars.

In Snus and snuff, the Scandinavian snus business delivered solid profit growth, and we are very pleased with the continued strong volume development in the quarter. The US snuff business experienced lower sales and profits, reflecting lower shipments caused by the phased timing of promotions. Year to date, US moist snuff volumes are unchanged compared to prior year, and sales are up somewhat in local currency. We continue to see good trends for *General snus* in the US. During the third quarter we expanded our efforts to include a targeted test launch of *General snus* in a new assortment tailored for the US market in three geographies. Marketing investments relating to snus in the US were significantly higher than in the third quarter prior year. Test market activities for snus through SMPM International continued in Taiwan and Canada, and one additional test market will be added during the fourth quarter.

Our US mass market cigar business continued to excel during the quarter, with solid market share gains for our recent product introductions. Overall we managed to grow volumes by 55 percent in the quarter compared to the prior year, and sales by more than 25 percent in local currency.

Scandinavian Tobacco Group continued to deliver according to plan, with more synergies being realized. In the third quarter Scandinavian Tobacco Group reported restructuring charges of 105 MDKK, relating to the announced decision to close one cigar factory in Europe. Excluding the restructuring costs, Scandinavian Tobacco Group delivered its strongest quarterly EBITDA so far in the third quarter.

Our Group strategy is to position Swedish Match as the global smoke-free leader, to leverage our strong platforms in Other tobacco products (US mass market cigars and chewing tobacco) to maximize long term profitability, to continue our operational excellence for Lights, and, through active ownership, realize the potential of Scandinavian Tobacco Group.

Restated reportable segments

On October 1, 2010, when the transaction between Swedish Match and Scandinavian Tobacco Group to form a new company was closed, the reportable segments of the Group changed. For comparison purposes, the financials of prior periods have been restated to separate the operations transferred to the new STG.

SALES BY PRODUCT AREA

| MSEK | July–September | | | January–September | | | Full year |
|---|----------------|--------------|------------|-------------------|---------------|------------|---------------|
| | 2011 | 2010 | Change % | 2011 | 2010 | Change % | |
| Snus and snuff | 1,199 | 1,174 | 2 | 3,460 | 3,344 | 3 | 4,522 |
| Other tobacco products | 613 | 631 | -3 | 1,809 | 1,883 | -4 | 2,440 |
| Lights | 333 | 352 | -5 | 982 | 1,050 | -6 | 1,429 |
| Other operations | 866 | 806 | 7 | 2,350 | 2,143 | 10 | 2,831 |
| Comparable Group sales | 3,011 | 2,964 | 2 | 8,601 | 8,421 | 2 | 11,222 |
| Businesses transferred to STG ¹⁾ | - | 859 | - | - | 2,385 | - | 2,385 |
| Total | 3,011 | 3,823 | -21 | 8,601 | 10,806 | -20 | 13,606 |

¹⁾ Sales relating to businesses transferred to STG (until October 1, 2010).

OPERATING PROFIT BY PRODUCT AREA

| MSEK | July–September | | | January–September | | | Full year |
|--|----------------|--------------|-----------|-------------------|--------------|-----------|--------------|
| | 2011 | 2010 | Change % | 2011 | 2010 | Change % | |
| Snus and snuff | 590 | 592 | 0 | 1,599 | 1,513 | 6 | 2,080 |
| Other tobacco products | 278 | 259 | 7 | 795 | 733 | 8 | 942 |
| Lights | 59 | 58 | 3 | 161 | 191 | -16 | 279 |
| Other operations | -18 | -35 | - | -87 | -116 | - | -142 |
| Comparable Group operating profit | 909 | 874 | 4 | 2,467 | 2,322 | 6 | 3,158 |
| Share of net profit/loss in STG ¹⁾ | 74 | - | - | 213 | - | - | -60 |
| Businesses transferred to STG ²⁾ | - | 143 | - | - | 334 | - | 334 |
| Subtotal | 983 | 1,017 | -3 | 2,681 | 2,656 | 1 | 3,433 |
| Net gain from pension settlements | - | - | - | - | - | - | 59 |
| Capital gain from transfer of businesses to STG | - | - | - | - | - | - | 585 |
| Reversal of depreciation and amortization relating to assets held for sale ³⁾ | - | 32 | - | - | 93 | - | 93 |
| Total larger one time items | - | 32 | - | - | 93 | - | 737 |
| Total | 983 | 1,049 | -6 | 2,681 | 2,749 | -2 | 4,169 |

¹⁾ The share of net profit in STG for the first nine months of 2011 includes restructuring charges of 77 MSEK before tax whereof 61 MSEK pertain to the third quarter 2011. The share of net loss in STG in 2010 (fourth quarter) includes restructuring charges, other transaction costs and IFRS acquisition adjustments amounting to 175 MSEK before tax.

²⁾ Operating profit for businesses transferred to STG (until October 1, 2010).

³⁾ During 2010, operating profit by product area was presented including depreciation and amortization for operations relating to assets held for sale. In order to arrive at the Group's operating profit, depreciation and amortization related to assets held for sale have been added back to the operating profit of reportable segments.

In order to reconcile to the Group's profit before income tax amounting to 853 MSEK (921) for the third quarter and 2,292 MSEK (2,386) for the first nine months, the Group's net finance cost needs to be deducted from operating profit with an amount of 130 MSEK (128) for the third quarter and 389 MSEK (363) for the first nine months.

OPERATING MARGIN BY PRODUCT AREA¹⁾

| Percent | July–September | | January–September | | Full year |
|--|----------------|-------------|-------------------|-------------|-------------|
| | 2011 | 2010 | 2011 | 2010 | |
| Snus and snuff | 49.2 | 50.4 | 46.2 | 45.2 | 46.0 |
| Other tobacco products | 45.3 | 41.0 | 43.9 | 38.9 | 38.6 |
| Lights | 17.7 | 16.3 | 16.4 | 18.2 | 19.5 |
| Comparable Group operating margin²⁾ | 30.2 | 29.5 | 28.7 | 27.6 | 28.1 |
| Group operating margin, including businesses transferred to STG and share of net profit/loss in STG | 32.7 | 26.6 | 31.2 | 24.6 | 25.2 |

¹⁾ Excluding larger one time items.

²⁾ Excluding businesses transferred to STG and share of net profit/loss in STG.

EBITDA BY PRODUCT AREA

| MSEK | July–September | | | January–September | | | Full year |
|---|----------------|--------------|-----------|-------------------|--------------|-----------|--------------|
| | 2011 | 2010 | Change % | 2011 | 2010 | Change % | |
| Snus and snuff | 631 | 628 | 0 | 1,714 | 1,622 | 6 | 2,225 |
| Other tobacco products | 297 | 281 | 6 | 853 | 798 | 7 | 1,033 |
| Lights | 69 | 68 | 2 | 191 | 222 | -14 | 320 |
| Other operations | -15 | -34 | - | -79 | -113 | - | -137 |
| Comparable Group EBITDA¹⁾ | 982 | 942 | 4 | 2,679 | 2,529 | 6 | 3,441 |
| Share of net profit/loss in STG ²⁾ | 74 | - | - | 213 | - | - | -60 |
| Businesses transferred to STG | - | 175 | - | - | 432 | - | 432 |
| Total | 1,056 | 1,118 | -6 | 2,892 | 2,961 | -2 | 3,813 |

¹⁾ Excluding businesses transferred to STG and share of net profit/loss in STG.

²⁾ The share of net profit in STG for the first nine months of 2011 includes restructuring charges of 77 MSEK before tax whereof 61 MSEK pertain to the third quarter 2011. The share of net loss in STG in 2010 (fourth quarter) includes restructuring charges, other transaction costs and IFRS acquisition adjustments amounting to 175 MSEK before tax.

EBITDA MARGIN BY PRODUCT AREA

| Percent | July–September | | January–September | | Full year |
|---|----------------|-------------|-------------------|-------------|-------------|
| | 2011 | 2010 | 2011 | 2010 | |
| Snus and snuff | 52.6 | 53.5 | 49.5 | 48.5 | 49.2 |
| Other tobacco products | 48.4 | 44.5 | 47.2 | 42.4 | 42.3 |
| Lights | 20.8 | 19.3 | 19.5 | 21.1 | 22.4 |
| Comparable Group EBITDA margin¹⁾ | 32.6 | 31.8 | 31.1 | 30.0 | 30.7 |
| Group EBITDA margin, including businesses transferred to STG and share of net profit/loss in STG | 35.1 | 29.2 | 33.6 | 27.4 | 28.0 |

¹⁾ Excluding businesses transferred to STG and share of net profit/loss in STG.

Sweden is the world’s largest snus market measured by per capita consumption. A substantially larger proportion of the male population uses the Swedish type of moist snuff called snus* compared to cigarettes. The Norwegian market is smaller than the Swedish market but has in recent years experienced strong volume growth. The US is the world’s largest moist snuff market measured in number of cans and is about five times larger than the Scandinavian snus market. In Sweden and Norway, Swedish Match has a leading position. In the US, the Group is well positioned as the third largest player. Some of the best known brands include *General*, *Ettan*, *Grovsnus*, *Göteborgs Rapé*, *Catch*, and *Kronan* in Sweden, and *Red Man*, *Timber Wolf* and *Longhorn* in the US.

SNUS AND SNUFF

The third quarter

During the third quarter, sales in local currencies increased by 5 percent compared to the same quarter of the previous year. Reported sales increased by 2 percent to 1,199 MSEK (1,174) and reported operating profit amounted to 590 MSEK (592). For the third quarter, sales and operating profit improved in Scandinavia, versus the third quarter prior year, while they were lower in the US due to lower shipments of moist snuff and increased marketing investments behind Swedish snus. The operating margin for the product area was 49.2 percent (50.4).

In Scandinavia, sales volumes measured in number of cans, were 3 percent higher during the third quarter compared to the third quarter of the prior year. Volumes grew both in Sweden and in Norway. Sales revenues in Scandinavia grew by 8 percent in the third quarter. In the US, sales of snus

and snuff declined by 6 percent in local currency during the third quarter versus the third quarter of the prior year. US moist snuff volumes measured in number of cans declined by 12 percent in the third quarter, due in large part to phased timing of promotional shipments. For snus in the US the trends are encouraging, and the Company continued the store expansion in the quarter. *General* snus is now available in about 3,000 stores across the US. Marketing investments in Swedish snus in the US increased significantly versus the same period in the prior year.

The first nine months

For the first nine months of the year, sales increased to 3,460 MSEK (3,344) and operating profit increased to 1,599 MSEK (1,513). Operating margin was 46.2 percent (45.2).

In Scandinavia, sales revenues increased by 9 percent, while shipment volumes increased by 4 percent. Operating margin was up slightly versus previous year.

In the US, sales revenues for the first nine months were up 2 percent versus prior year on flat volumes. Operating profit for the US moist snuff business was higher, while marketing investments for Swedish snus in the US increased significantly.

* Swedish snus is moist snuff which is produced using a special heat treated process, much like pasteurization, as opposed to other moist snuff products for which a fermentation process is used.

SNUS AND SNUFF

SALES

3,460 MSEK

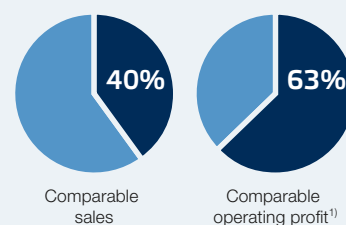
OPERATING PROFIT

1,599 MSEK

| KEY DATA, MSEK | July–September | | January–September | | Full year |
|---------------------|----------------|-------|-------------------|-------|-----------|
| | 2011 | 2010 | 2011 | 2010 | |
| Sales | 1,199 | 1,174 | 3,460 | 3,344 | 4,522 |
| Operating profit | 590 | 592 | 1,599 | 1,513 | 2,080 |
| Operating margin, % | 49.2 | 50.4 | 46.2 | 45.2 | 46.0 |

JANUARY–SEPTEMBER

SHARE OF GROUP TOTAL



¹⁾ Excluding Other operations.

General and *Grovsnus* are two of Scandinavia's most popular snus brands. *Röda Lacket* snus is available on both the Swedish and Norwegian markets. On the US market, two of the Company's moist snuff brands are *Longhorn* and *Timber Wolf*.



The product area Other tobacco products consists of US mass market cigars and chewing tobacco. Swedish Match is a major player in the US mass market cigar market, with such well known brands as *White Owl*, *Garcia y Vega*, and *Game by Garcia y Vega*. Swedish Match offers a wide range of sizes, styles, and price points for US mass market cigars. Swedish Match is the leading producer of chewing tobacco in the US where the product is mainly sold in the southern states of the country. Well known brands include *Red Man* and *Southern Pride*. The market for chewing tobacco shows a declining trend.



US MASS MARKET CIGARS AND CHEWING TOBACCO OTHER TOBACCO PRODUCTS

The third quarter

During the third quarter, sales for Other tobacco products increased by 9 percent in local currency compared to the same period of the previous year, and operating profit increased by 20 percent, driven by US mass market cigars. The weaker US dollar has had a negative translation impact and reported sales amounted to 613 MSEK (631). Reported operating profit was 278 MSEK (259). Operating margin was 45.3 percent (41.0).

During the third quarter, US mass market cigar sales increased by 26 percent in local currency compared to the same period

in the previous year, and volumes grew by 55 percent. The strong growth for US mass market cigars is attributable to the continued success of recent product introductions. The new line of sweet cigars in FoilFresh™ packaging, first introduced towards the end of the second quarter of 2010, remains the key contributor to strong volume growth.

US chewing tobacco sales in the third quarter were down by 5 percent in local currency while operating profit was flat. Shipment volumes of own brands declined by 7 percent, while contract manufacturing volumes were significantly below year ago levels, partly due to inventory adjustments.

The first nine months

Sales for the product area for the first nine months amounted to 1,809 MSEK (1,883) while operating profit increased to 795 MSEK (733). In local currency, sales for the first nine months were up 10 percent, while operating profit was up by 23 percent, with increased operating profit for both US mass market cigars and US chewing tobacco. Last year's second quarter operating profit included a 10 MSEK restructuring charge for the closure of the production of the *Piccanell* brand in Sweden. Operating margin was 43.9 percent (38.9).

OTHER TOBACCO PRODUCTS

SALES

1,809 MSEK

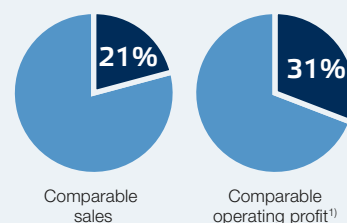
OPERATING PROFIT

795 MSEK

| KEY DATA, MSEK | July–September | | January–September | | Full year |
|---------------------|----------------|------|-------------------|-------|-----------|
| | 2011 | 2010 | 2011 | 2010 | |
| Sales | 613 | 631 | 1,809 | 1,883 | 2,440 |
| Operating profit | 278 | 259 | 795 | 733 | 942 |
| Operating margin, % | 45.3 | 41.0 | 43.9 | 38.9 | 38.6 |

JANUARY–SEPTEMBER

SHARE OF GROUP TOTAL



¹⁾ Excluding Other operations.

The Swedish Match mass market cigar portfolio includes the brands *White Owl* and *Game by Garcia y Vega*. The cigars are presented in FoilFresh™ packaging which guarantees freshness. *Red Man* is the best selling brand of chewing tobacco in the US. *Red Man Silver Blend* has all of the great flavor of regular *Red Man*, but without the sugar.



MATCHES AND LIGHTERS

LIGHTS

Swedish Match is the market leader in a number of markets for matches. The match brands are mostly local, with leading positions in their home countries. Larger brands include *Solstickan*, *Fiat Lux*, *Swan*, *Tres Estrellas*, *Feudor*, and *Redheads*. The Group's main brand for disposable lighters is *Cricket*. Swedish Match's largest market for lighters is Russia.

The third quarter

During the third quarter sales amounted to 333 MSEK (352). In local currencies, sales declined by 1 percent. Operating profit amounted to 59 MSEK (58). Operating margin was 17.7 percent (16.3).

For lighters, sales and operating profit in local currencies increased compared to the third quarter prior year as a result of strong volume performance. For matches, sales and operating profit declined somewhat in local currencies, mainly as a result of a weaker country mix and negative currency transaction impacts.

The first nine months

Sales for the first nine months amounted to 982 MSEK (1,050), while operating profit amounted to 161 MSEK (191). Operating margin was 16.4 percent (18.2).



Tres Estrellas is one of the Company's best known match brands and is sold on the Spanish market. *Cricket*, one of the best known brands for quality disposable lighters, is popular in Europe, Russia, Brazil, Malaysia, among other markets.

LIGHTS

SALES

982 MSEK

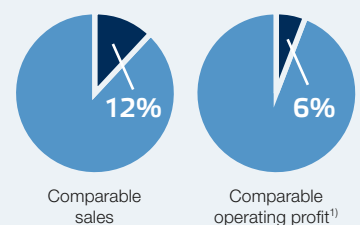
OPERATING PROFIT

161 MSEK

| KEY DATA, MSEK | July–September | | January–September | | Full year |
|---------------------|----------------|------|-------------------|-------|-----------|
| | 2011 | 2010 | 2011 | 2010 | 2010 |
| Sales | 333 | 352 | 982 | 1,050 | 1,429 |
| Operating profit | 59 | 58 | 161 | 191 | 279 |
| Operating margin, % | 17.7 | 16.3 | 16.4 | 18.2 | 19.5 |

JANUARY–SEPTEMBER

SHARE OF GROUP TOTAL



¹⁾ Excluding Other operations.

Other operations

Other operations are primarily the distribution of tobacco products on the Swedish market, and corporate overhead costs.

The third quarter

Sales in Other operations for the third quarter amounted to 866 MSEK (806). Operating loss for Other operations was 18 MSEK (35). The third quarter of 2010 included costs related to the transaction with STG.

The first nine months

Sales for the first nine months amounted to 2,350 MSEK (2,143). Operating loss for the first nine months was 87 MSEK (116). During the first nine months of 2011 the operating loss includes redundancy costs following an organizational change and the operating loss in 2010 included costs related to the transaction with STG.

Scandinavian Tobacco Group

Swedish Match holds 49 percent of the shares in Scandinavian Tobacco Group.

On March 1, 2011, Scandinavian Tobacco Group acquired Lane Limited in the US (Lane) from Reynolds American, Inc., for 205 MUSD. Lane produces pipe tobacco, fine cut tobacco, and little cigars.

The third quarter

Swedish Match's share of Scandinavian Tobacco Group's net profit after interest and tax amounted to 74 MSEK for the third quarter. The share of net profit from Scandinavian Tobacco Group includes restructuring charges amounting to 61 MSEK before tax for the third quarter relating to the announced decision to close one European cigar factory. Excluding restructuring charges EBITDA increased for all product groups of Scandinavian Tobacco Group compared to the third quarter of the previous year.

For premium cigars, sales were flat in local currencies versus prior year in the third quarter, while for mass market cigars sales were down. EBITDA for premium cigars and mass market cigars grew significantly both in local currencies and Danish kroner due to realized synergies and lower costs. For pipe/fine cut tobacco, excluding Lane effects, sales and EBITDA were above the third quarter of the prior year on the back of strong volume performance. The

Lane business delivered EBITDA according to the acquisition plan.

Total Scandinavian Tobacco Group net sales for the third quarter amounted to 1,413 MDKK. Excluding restructuring charges, EBITDA for total Scandinavian Tobacco Group in the third quarter amounted to 342 MDKK. Including restructuring charges, EBITDA amounted to 237 MDKK for the third quarter. Excluding Lane and restructuring costs, EBITDA increased by 34 percent compared to the estimated pro forma in the third quarter of 2010.

The first nine months

Swedish Match's share of Scandinavian Tobacco Group's net profit after interest and tax amounted to 213 MSEK for the first nine months. The share of net profit from Scandinavian Tobacco Group includes restructuring charges amounting 77 MSEK before tax for the first nine months. Total Scandinavian Tobacco Group net sales for the first nine months amounted to 4,048 MDKK. Excluding restructuring charges, EBITDA amounted to 915 MDKK for the first nine months. Including restructuring charges, EBITDA for total Scandinavian Tobacco Group in the first nine months amounted to 785 MDKK. Excluding Lane and restructuring costs, EBITDA increased by 26 percent compared to the estimated pro forma for the first nine months of 2010.

Taxes

For the first nine months of the year, the reported tax expense amounted to 459 MSEK (501), corresponding to a tax rate of 20 percent (21). The reported tax rate excluding one time items as well as profit and loss impact from associated companies and joint ventures is 22 percent (22).

Earnings per share

Basic earnings per share (EPS) for the third quarter amounted to 3.28 SEK (3.23), while diluted EPS was 3.26 SEK (3.22). EPS for the first nine months of the year amounted to 8.72 SEK (8.28), while diluted EPS was 8.67 SEK (8.26).

Depreciation and amortization

In the third quarter, total depreciation and amortization amounted to 73 MSEK (69), of which depreciation on property, plant and

equipment amounted to 59 MSEK (56) and amortization of intangible assets amounted to 14 MSEK (13).

In the first nine months, total depreciation and amortization amounted to 212 MSEK (212), of which depreciation on property, plant and equipment amounted to 169 MSEK (172) and amortization of intangible assets amounted to 42 MSEK (40).

Financing and cash flow

Cash flow from operating activities for the first nine months amounted to 1,863 MSEK compared with 1,997 MSEK for the same period previous year. The cash flow for the first nine months of 2010 included businesses transferred to STG on October 1, 2010. Excluding businesses transferred to STG the cash flow from operations increased compared to 2010 mainly as a result of higher EBITDA.

Investments in property, plant and equipment during the first nine months amounted to 170 MSEK (248, whereof 36 MSEK pertained to businesses transferred to STG).

Net finance cost for the first nine months increased to 389 MSEK (363). The net finance cost of 2010 includes bondholder consent fees of 21 MSEK related to the STG transaction. The underlying increase in the finance cost was mainly a result of a higher net debt and higher interest rates. In May a loan repayment of 140 MSEK was received from STG following final transaction adjustments.

The net debt as per September 30, 2011 amounted to 9,015 MSEK compared to 7,650 MSEK at December 31, 2010.

In the first nine months of the year, Swedish Match paid dividends totaling 1,152 MSEK and repurchased shares, net, in the amount of 1,872 MSEK. During the first nine months new bond loans of 680 MSEK were issued. Repayment of loans for the same period amounted to 733 MSEK including repurchase of 191 MSEK of bond loans with shorter maturities. As at September 30, 2011 Swedish Match had 9,835 MSEK of interest bearing debt excluding retirement benefit obligations compared to 9,885 MSEK at December 31, 2010. None of this debt falls due for repayment during the remainder of 2011. As of September 30, 2011, Swedish Match had 1,481 MSEK in unutilized committed credit lines.

Cash and cash equivalents amounted to 2,178 MSEK at the end of the period, compared with 3,275 MSEK at December 31, 2010.

Average number of employees

The average number of employees in the Group during the first nine months of 2011 was 3,895 compared with 3,908 for the full year 2010, excluding employees transferred to STG.

Share structure

During the first nine months, Swedish Match repurchased 9.0 million shares for 1,872 MSEK at an average price of 208.96 SEK, following authorization from the Annual General Meeting held in 2010 and 2011. During the first nine months the Company sold 0.5 million treasury shares at an average price of 127.10 SEK, totaling 67 MSEK, as a result of option holders exercising options. Total shares bought back by Swedish Match since the buyback program started have been repurchased at an average price of 98.47 SEK. In accordance with the resolution at the Annual General Meeting on May 2, 18 million shares held in treasury have been cancelled. The total number of registered shares in the Company after the cancellation of shares is 213.0 million.

As per September 30, 2011 Swedish Match held 6.6 million shares, corresponding to 3.12 percent of the total number of shares. The number of shares outstanding, net as per September 30, 2011, amounted to 206.4 million. The Company has issued call options of which an amount corresponding to 5.0 million shares exercisable in gradual stages from 2011-2015 were outstanding as of September 30, 2011.

Events following the close of the reporting period

In October, and in accordance with the instructions adopted by the Annual General Meeting 2011, a Nominating Committee was appointed. In addition to Conny Karlsson (Chairman of the Board), Andy Brown (Cedar Rock Capital), Björn Lind (AMF & AMF Funds), William Lock (Morgan Stanley Investment Management), and William von Mueffling (Cantillon Capital Management) have been appointed members of the Nominating Committee.

Outlook

During the remainder of 2011 Swedish Match will continue to invest for growth. During the remainder of the year Swedish Match will increase its investments in Swedish snus in new markets, in the US, as well as in our joint venture with PMI for other geographies. We expect both the snus market in Scandinavia and the snuff market in the US to continue to grow versus prior year in volume terms.

In our US mass market cigar business we expect continued strong momentum, with increased sales and profits in local currency driven by innovative product introductions. The trend for US chewing tobacco of declining volumes is expected to continue.

The tax rate from continuing operations for 2010, excluding one time items and STG effects, was 22 percent and is expected to be at a similar level in 2011.

The Company maintains its long term financial strategy and dividend policy, and remains committed to returning cash not needed in operations to shareholders.

Risk factors

Swedish Match faces intense competition in all of its markets and for each of its products and such competition may increase in the future. In order to be successful the Group must promote its brands successfully and anticipate and respond to new consumer trends. Restrictions on advertising and promotion may, however, make it more difficult to counteract loss of consumer loyalty. Competitors may develop and promote new products which could be successful, and could thereby have an adverse effect on Swedish Match results of operations.

Swedish Match has a substantial part of its production and sales in the US as well as in Brazil, Norway and EMU member countries. Consequently, changes in exchange rates of euro, Norwegian krona, Brazilian real and in particular the US dollar may adversely affect the Group's results of operations, cash flow, financial condition or relative price competitiveness in the future. Such effects may occur both in local currencies and when such local currencies are translated into Swedish currency for purposes of financial reporting.

Regulatory and fiscal changes related to tobacco and other taxes, as well as to the

marketing, sale and consumption of tobacco products, in the countries where the Group is operating may have an adverse effect on Swedish Match results of operations.

For a further description of risk factors affecting Swedish Match, see the Report of the Board of Directors in the published Swedish Match annual report for 2010.

Swedish Match AB (publ)

Swedish Match AB (publ) is the Parent Company of the Swedish Match Group.

Sales in the Parent Company, for the first nine months amounted to 35 MSEK (44). Loss before income tax amounted to 158 MSEK (loss 39) and net profit for the first nine months amounted to 98 MSEK (175).

The main sources of income for the Parent Company are dividends and Group contributions from subsidiaries. During the period the Parent Company received dividends amounting to 2,091 MSEK (3,048). An impairment loss on shares in subsidiaries of 1,143 MSEK was recognized during the period as a result of dividends paid out of retained earnings from subsidiaries.

Part of the Group's treasury operations are included in the operations of the Parent Company and include the major part of the Group's external borrowings. The majority of these loans have fixed interest rates and hence any changes in interest rates would have an immaterial impact on the result of the Parent Company.

No capital expenditures on tangible fixed assets have been recognized during the first nine months of 2011 compared to 2 MSEK during the first nine months of 2010. During the period 11 MSEK (23) have been capitalized in intangible assets as an investment in software development on an ERP system for the Group.

A shareholder contribution was provided to the joint venture, SMPM International, in the amount of 15 MSEK. Since the joint venture company is in a phase of build up and therefore not generating any profit, an impairment loss of 12 MSEK was recognized during the period. During the third quarter the shares of SMPM International have been transferred to a Group company at book value.

The total cash flow for the first nine months was zero (0) as the Parent Company does not hold any cash and bank balances.

During the first nine months, new bond loans of 680 MSEK were issued and repayment of loans amounted to 733 MSEK. During the period the Parent Company made share repurchases of 1,872 MSEK (1,878) and sold 0.5 million (0.5) treasury shares for 67 MSEK (53). A dividend of 1,152 MSEK (1,089) has been paid during the period.

Forward-looking information

This report contains forward-looking information based on the current expectation of the Swedish Match Group's management. Although management deems that the

expectations presented by such forward-looking information are reasonable, no guarantee can be given that these expectations will prove correct. Accordingly, the actual future outcome could vary considerably compared to what is stated in the forward-looking information, due to such factors as changed market conditions for Swedish Match's products and more general conditions regarding business cycles, market and competition, changes in legal requirements and other political measures, and fluctuation in exchange rates.

Additional information

This report has not been reviewed by the Company's auditors. The full year 2011 report will be released on February 22, 2012.

Stockholm, October 26, 2011

Lars Dahlgren
President and CEO

Key data

All key data for 2010, with the exception of share data, have been calculated reversing all effects from reporting assets and liabilities as held for sale between January 15, 2010 and October 1, 2010 and excluding larger one time items.

| | January–September | | 12 months ended | Full year |
|--|-------------------|-------------|--------------------|-------------|
| | 2011 | 2010 | September 30, 2011 | 2010 |
| Operating margin, % | 31.2 | 24.6 | 30.3 | 25.2 |
| Operating capital, MSEK | 7,194 | 8,029 | 7,194 | 7,099 |
| Return on operating capital, % | | | 45.4 | 44.0 |
| EBITDA, MSEK ¹⁾ | 2,892 | 2,961 | 3,745 | 3,813 |
| EBITA, MSEK ²⁾ | 2,723 | 2,737 | 3,513 | 3,527 |
| Net debt, MSEK | 9,015 | 8,622 | 9,015 | 7,650 |
| Net debt/EBITA ²⁾ | | | 2.6 | 2.2 |
| Investments in property, plant and equipment, MSEK ³⁾ | 170 | 248 | 232 | 311 |
| EBITA interest cover | 7.2 | 8.6 | 6.2 | 7.0 |
| <i>Excluding businesses transferred to STG and share of net profit/loss in STG</i> | | | | |
| EBITA, MSEK ²⁾ | 2,510 | 2,360 | 3,359 | 3,209 |
| Net debt/EBITA ²⁾ | | | 2.7 | 2.4 |
| <i>Share data</i> | | | | |
| Earnings per share, basic, SEK | 8.72 | 8.28 | 13.70 | 13.12 |
| Earnings per share, diluted, SEK | 8.67 | 8.26 | 13.62 | 13.09 |
| Number of shares outstanding at end of period | 206,363,657 | 220,672,184 | 206,363,657 | 214,797,106 |
| Average number of shares outstanding, basic | 210,096,401 | 227,678,175 | 212,145,504 | 225,331,835 |
| Average number of shares outstanding, diluted | 211,340,847 | 228,228,884 | 213,382,583 | 225,969,047 |

¹⁾ Operating profit adjusted for depreciation, amortization and write-downs of tangible and intangible assets.

²⁾ Operating profit adjusted for amortization and write-downs of intangible assets.

³⁾ Including investments in forest plantations of 18 MSEK (18).

Consolidated income statement in summary

| MSEK | July–September | | | January–September | | | 12 months ended Sep 30, 2011 | Full year 2010 | Change |
|---|----------------|--------------|------------|-------------------|---------------|------------|---------------------------------|-------------------|------------|
| | 2011 | 2010 | Change % | 2011 | 2010 | Change % | | | |
| Sales, including tobacco tax | 6,208 | 7,044 | | 17,400 | 19,591 | | 22,871 | 25,062 | |
| Less tobacco tax | -3,198 | -3,221 | | -8,799 | -8,785 | | -11,469 | -11,456 | |
| Sales | 3,011 | 3,823 | -21 | 8,601 | 10,806 | -20 | 11,402 | 13,606 | -16 |
| Cost of goods sold | -1,495 | -1,896 | | -4,259 | -5,325 | | -5,597 | -6,662 | |
| Gross profit | 1,516 | 1,927 | -21 | 4,342 | 5,481 | -21 | 5,805 | 6,944 | -16 |
| Selling and administrative expenses | -604 | -878 | | -1,868 | -2,735 | | -2,490 | -3,356 | |
| Share of profit/loss in associated companies and joint ventures | 71 | 1 | | 206 | 3 | | 142 | -62 | |
| Net gain from pension settlements | - | - | | - | - | | 59 | 59 | |
| Capital gain from transfer of businesses to STG | - | - | | - | - | | 585 | 585 | |
| Operating profit | 983 | 1,049 | -6 | 2,681 | 2,749 | -2 | 4,101 | 4,169 | -2 |
| Finance income | 10 | 6 | | 28 | 19 | | 36 | 27 | |
| Finance costs | -140 | -134 | | -417 | -383 | | -624 | -590 | |
| Net finance cost | -130 | -128 | | -389 | -363 | | -588 | -562 | |
| Profit before income tax | 853 | 921 | -7 | 2,292 | 2,386 | -4 | 3,513 | 3,607 | -3 |
| Income tax expense | -169 | -192 | | -459 | -501 | | -607 | -649 | |
| Profit for the period | 684 | 729 | -6 | 1,833 | 1,885 | -3 | 2,906 | 2,958 | -2 |
| <i>Attributable to:</i> | | | | | | | | | |
| Equity holders of the Parent | 684 | 729 | | 1,832 | 1,884 | | 2,906 | 2,957 | |
| Non-controlling interests | 0 | 0 | | 0 | 1 | | 1 | 1 | |
| Profit for the period | 684 | 729 | -6 | 1,833 | 1,885 | -3 | 2,906 | 2,958 | -2 |
| Earnings per share, basic, SEK | 3.28 | 3.23 | | 8.72 | 8.28 | | 13.70 | 13.12 | |
| Earnings per share, diluted, SEK | 3.26 | 3.22 | | 8.67 | 8.26 | | 13.62 | 13.09 | |

Consolidated statement of comprehensive income

| MSEK | July–September | | January–September | | 12 months ended Sep 30, 2011 | Full year 2010 |
|---|----------------|-------------|-------------------|--------------|---------------------------------|-------------------|
| | 2011 | 2010 | 2011 | 2010 | | |
| Profit for the period | 684 | 729 | 1,833 | 1,885 | 2,906 | 2,958 |
| <i>Other comprehensive income</i> | | | | | | |
| Translation differences related to foreign operations | 169 | -640 | 136 | -455 | 86 | -504 |
| Translation differences included in profit and loss | -1 | - | 0 | -7 | 285 | 278 |
| Effective portion of changes in fair value of cash flow hedges | -33 | 7 | -91 | 38 | -71 | 58 |
| Reclassification adjustments for gains/losses on cash flow hedges included in profit and loss | 0 | - | 0 | - | -24 | -24 |
| Actuarial gains and losses attributable to pensions, including payroll tax | -313 | -138 | -307 | -225 | -276 | -193 |
| Share of other comprehensive income in associated companies and joint ventures | 5 | - | -124 | -6 | -63 | 55 |
| Income tax relating to components of other comprehensive income | 133 | 48 | 145 | 77 | 108 | 39 |
| Other comprehensive income, net of tax for the period | -39 | -721 | -241 | -577 | 45 | -291 |
| Total comprehensive income for the period | 645 | 8 | 1,592 | 1,308 | 2,952 | 2,668 |
| <i>Attributable to:</i> | | | | | | |
| Equity holders of the Parent | 645 | 8 | 1,591 | 1,307 | 2,951 | 2,667 |
| Non-controlling interests | 0 | 0 | 0 | 1 | 1 | 1 |
| Total comprehensive income for the period | 645 | 8 | 1,592 | 1,308 | 2,952 | 2,668 |

Consolidated balance sheet in summary

| MSEK | September 30, 2011 | December 31, 2010 |
|--|--------------------|-------------------|
| Intangible assets | 993 | 1,027 |
| Property, plant and equipment | 2,067 | 2,097 |
| Investments in associated companies and joint ventures | 4,315 | 4,085 |
| Other non-current financial receivables ¹⁾ | 1,483 | 1,368 |
| Current operating assets | 2,680 | 2,886 |
| Other current investments and current financial assets | 2 | 1 |
| Cash and cash equivalents | 2,178 | 3,275 |
| Total assets | 13,718 | 14,739 |
| Equity attributable to equity holders of the Parent | -1,850 | -484 |
| Non-controlling interests | 2 | 2 |
| Total equity | -1,848 | -482 |
| Non-current provisions | 1,025 | 1,050 |
| Non-current loans | 8,412 | 9,209 |
| Other non-current financial liabilities ²⁾ | 1,695 | 1,478 |
| Current provisions | 93 | 98 |
| Current loans | 1,432 | 525 |
| Other current liabilities ³⁾ | 2,910 | 2,861 |
| Total equity and liabilities | 13,718 | 14,739 |

¹⁾ Includes pension assets of 114 MSEK (117) and derivative financial instruments of 72 MSEK (88) used to hedge the Parent Company's bond loans denominated in euro.

²⁾ Includes pension liabilities of 1,473 MSEK (1,158) and derivative financial instruments of 61 MSEK (222) used to hedge the Parent Company's bond loans denominated in euro.

³⁾ Includes current financial derivatives of 4 MSEK (18) used to hedge the Parent Company's bond loans denominated in euro.

Consolidated cash flow statement in summary

| MSEK | January–September | |
|--|-------------------|---------------|
| | 2011 | 2010 |
| <i>Operating activities</i> | | |
| Profit before income taxes | 2,292 | 2,386 |
| Adjustment for share of net profit/loss in associated companies and joint ventures | -206 | -3 |
| Adjustments for other non-cash items and other | 255 | 123 |
| Income tax paid | -490 | -520 |
| Cash flow from operating activities before changes in working capital | 1,851 | 1,986 |
| Cash flow from changes in working capital | 13 | 12 |
| Net cash from operating activities | 1,863 | 1,997 |
| <i>Investing activities</i> | | |
| Purchase of property, plant and equipment | -170 | -248 |
| Proceeds from sale of property, plant and equipment | 2 | 5 |
| Purchase of intangible assets | -11 | -31 |
| Investments in associated companies and joint ventures ¹⁾ | -15 | -123 |
| Investments in other companies ²⁾ | -4 | - |
| Proceed from sale of subsidiaries, net of cash disposed of ³⁾ | 143 | - |
| Changes in financial receivables etc. | 1 | 0 |
| Net cash used in investing activities | -54 | -396 |
| <i>Financing activities</i> | | |
| Changes in loans | -54 | 207 |
| Dividend paid to equity holders of the Parent | -1,152 | -1,089 |
| Repurchase of own shares | -1,872 | -1,878 |
| Stock options exercised | 67 | 53 |
| Other | 90 | 63 |
| Net cash used in financing activities | -2,921 | -2,644 |
| Net decrease in cash and cash equivalents | -1,112 | -1,043 |
| Cash and cash equivalents at the beginning of the period | 3,275 | 2,530 |
| Effect of exchange rate fluctuations on cash and cash equivalents | 14 | -111 |
| Less cash and cash equivalents reclassified as assets held for sale | - | -103 |
| Cash and cash equivalents at the end of the period | 2,178 | 1,273 |

¹⁾ 2011 pertains to additional investment of 15 MSEK in SMPM International. 2010 pertains to acquisition of 20 percent of the shares in Caribbean Cigar Holdings Group, S.A. in an amount of 110 MSEK. The holding in Caribbean Cigars Holdings Group, S.A. was transferred to STG on October 1, 2010.

²⁾ 2011 pertains to acquisition of 13 percent of the shares in Secure Vending AB in an amount of 4 MSEK.

³⁾ The cash flows from sale of subsidiaries during the first nine months of 2011 pertain to the repayment of loans from STG of 140 MSEK following final transaction adjustments. Furthermore, in the beginning of June 2011, Swedish Match sold Swedish Match Plam Bulgaria DA to Euro Fire Products Ltd. for a total purchase price of 12 MSEK. Divested net assets, including accumulated translations reserve, amounted to 12 MSEK, whereof cash and cash equivalents amounted to 3 MSEK. At completion of the transaction, 6 MSEK of the purchase price was received in cash.

Change in shareholders' equity

| MSEK | Equity attributable to holders of the Parent | Non-controlling interests | Total equity |
|--|--|---------------------------|---------------|
| Equity at January 1, 2010 | 899 | 4 | 903 |
| Profit for the period | 1,884 | 1 | 1,885 |
| Other comprehensive income, net after tax for the period | -577 | 0 | -577 |
| Total comprehensive income for the period | 1,307 | 1 | 1,308 |
| Dividend | -1,089 | 0 | -1,089 |
| Repurchase of own shares | -1,878 | - | -1,878 |
| Stock options exercised | 53 | - | 53 |
| Cancellation of shares | -31 | - | -31 |
| Bonus issue | 31 | - | 31 |
| Equity at September 30, 2010 | -709 | 4 | -705 |
| Equity at January 1, 2011 | -484 | 2 | -482 |
| Profit for the period | 1,832 | 0 | 1,833 |
| Other comprehensive income, net after tax for the period | -241 | 0 | -241 |
| Total comprehensive income for the period | 1,591 | 0 | 1,592 |
| Dividend | -1,152 | 0 | -1,152 |
| Repurchase of own shares | -1,872 | - | -1,872 |
| Stock options exercised | 67 | - | 67 |
| Cancellation of shares | -30 | - | -30 |
| Bonus issue | 30 | - | 30 |
| Equity at September 30, 2011 | -1,850 | 2 | -1,848 |

Parent Company income statement in summary

| MSEK | January–September | |
|--|-------------------|-------------|
| | 2011 | 2010 |
| Sales | 35 | 44 |
| Selling and administrative expenses | -155 | -229 |
| Operating loss | -120 | -185 |
| Result from participation in Group companies | 835 | 1,192 |
| Result from participation in joint ventures | -12 | -12 |
| Net finance cost | -861 | -1,035 |
| Loss before income tax | -158 | -39 |
| Income tax | 257 | 214 |
| Profit for the period | 98 | 175 |

Parent Company statement of comprehensive income

| MSEK | January–September | |
|--|-------------------|------------|
| | 2011 | 2010 |
| Profit for the period | 98 | 175 |
| <i>Other comprehensive income</i> | | |
| Effective portion of changes in fair value of cash flow hedges | -91 | 38 |
| Reclassification adjustment for gains/losses on cash flow hedges included in profit and loss | 0 | - |
| Income tax relating to components of other comprehensive income/loss | 24 | -10 |
| Other comprehensive income, net of tax for the period | -67 | 28 |
| Total comprehensive income for the period | 31 | 203 |

Parent Company balance sheet in summary

| MSEK | Sep 30, 2011 | Sep 30, 2010 | Dec 31, 2010 |
|--------------------------------------|---------------|---------------|---------------|
| Intangible and tangible fixed assets | 51 | 25 | 45 |
| Non-current financial assets | 49,511 | 49,359 | 50,667 |
| Current assets | 444 | 1,844 | 2,353 |
| Total assets | 50,005 | 51,229 | 53,064 |
| Equity | 18,653 | 20,532 | 21,578 |
| Untaxed reserves | 1 | 0 | 1 |
| Provisions | 110 | 57 | 114 |
| Non-current liabilities | 26,717 | 25,932 | 27,606 |
| Current liabilities | 4,526 | 4,709 | 3,765 |
| Total liabilities | 31,352 | 30,698 | 31,485 |
| Total equity and liabilities | 50,005 | 51,229 | 53,064 |

Note 1 – Accounting principles

This report for the Group is prepared in accordance with the Accounting Standard IAS 34 Interim Financial Reporting and applicable rules in the Annual Accounts Act. The report for the Parent Company is prepared in accordance with the Annual Accounts Act, Chapter 9. The new or amended IFRS standards and IFRIC interpretations, which became effective January 1, 2011, have had no material effect on the consolidated financial statements.

In all other aspects, the accounting principles and basis of calculations in this report are the same as in the annual report of 2010.

Note 2 – Related parties transactions

The Group's related parties include joint ventures, associated companies and key management personnel with significant influence over the Company. Key management personnel with significant influence over the Company are Swedish Match Board of Directors and members of the Group Management Team.

In the normal course of business, Swedish Match conducts various transactions with associated companies and joint ventures. Transactions are conducted at an arms-length basis. At the end of the first nine months of 2011, receivables from these companies amounted to 31 MSEK and total payables to these companies amounted to 7 MSEK. During the first nine months of 2011, total sales to associated companies and joint ventures amounted to 128 MSEK and total purchases from associated companies and joint ventures amounted to 91 MSEK.

No transactions with key management personnel besides normal remuneration have been conducted during the period.

Quarterly data

Quarterly results

| MSEK | Q3 | 2011 | | | 2010 | | | 2009 | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| <i>Continuing operations</i> | | | | | | | | | |
| Sales, including tobacco tax | 6,208 | 6,033 | 5,158 | 5,471 | 7,044 | 6,676 | 5,870 | 6,409 | 6,737 |
| Less tobacco tax | -3,198 | -3,089 | -2,512 | -2,671 | -3,221 | -2,976 | -2,588 | -2,864 | -3,130 |
| Sales | 3,011 | 2,944 | 2,646 | 2,801 | 3,823 | 3,701 | 3,282 | 3,545 | 3,606 |
| Cost of goods sold | -1,495 | -1,467 | -1,298 | -1,338 | -1,896 | -1,805 | -1,624 | -1,835 | -1,843 |
| Gross profit | 1,516 | 1,478 | 1,348 | 1,463 | 1,927 | 1,896 | 1,658 | 1,710 | 1,764 |
| Selling and administrative expenses | -604 | -647 | -617 | -621 | -878 | -955 | -902 | -860 | -892 |
| Share of profit/loss in associated companies and joint ventures | 71 | 74 | 62 | -65 | 1 | 4 | -2 | 0 | 3 |
| | 983 | 904 | 793 | 777 | 1,049 | 945 | 755 | 850 | 874 |
| <i>Larger one time items</i> | | | | | | | | | |
| Net gain from pension settlements | - | - | - | 59 | - | - | - | - | - |
| Capital gain from transfer of businesses to STG | - | - | - | 585 | - | - | - | - | - |
| Operating profit | 983 | 904 | 793 | 1,421 | 1,049 | 945 | 755 | 850 | 874 |
| Finance income | 10 | 9 | 10 | 8 | 6 | 5 | 8 | 10 | 35 |
| Finance costs | -140 | -140 | -138 | -207 | -134 | -134 | -115 | -121 | -152 |
| Net finance cost | -130 | -131 | -128 | -199 | -128 | -129 | -106 | -111 | -117 |
| Profit before income tax | 853 | 773 | 665 | 1,221 | 921 | 816 | 649 | 739 | 757 |
| Income tax expense | -169 | -157 | -132 | -148 | -192 | -180 | -130 | -143 | -142 |
| Profit for the period from continuing operations | 684 | 616 | 533 | 1,074 | 729 | 637 | 519 | 595 | 615 |
| <i>Discontinued operations</i> | | | | | | | | | |
| Profit from discontinued operations, net after tax | - | - | - | - | - | - | - | - | 705 |
| Profit for the period | 684 | 616 | 533 | 1,074 | 729 | 637 | 519 | 595 | 1,319 |
| <i>Attributable to:</i> | | | | | | | | | |
| Equity holders of the Parent | 684 | 615 | 533 | 1,073 | 729 | 636 | 519 | 595 | 1,319 |
| Non-controlling interests | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit for the period | 684 | 616 | 533 | 1,074 | 729 | 637 | 519 | 595 | 1,319 |

Quarterly data, cont.

Sales by product area

| MSEK | 2011 | | | | 2010 | | | 2009 | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Snus and snuff | 1,199 | 1,193 | 1,068 | 1,178 | 1,174 | 1,116 | 1,054 | 1,101 | 1,093 |
| Other tobacco products | 613 | 613 | 583 | 557 | 631 | 664 | 588 | 456 | 571 |
| Lights | 333 | 313 | 336 | 379 | 352 | 347 | 351 | 373 | 341 |
| Other operations | 866 | 826 | 659 | 687 | 806 | 722 | 615 | 690 | 742 |
| Comparable Group sales | 3,011 | 2,944 | 2,646 | 2,801 | 2,964 | 2,849 | 2,608 | 2,620 | 2,747 |
| Businesses transferred to STG ¹⁾ | – | – | – | – | 859 | 852 | 674 | 925 | 859 |
| Total | 3,011 | 2,944 | 2,646 | 2,801 | 3,823 | 3,701 | 3,282 | 3,545 | 3,606 |

¹⁾ Sales for businesses transferred to STG for 2009 and in the first nine months of 2010.

Operating profit by product area

| MSEK | 2011 | | | | 2010 | | | 2009 | |
|---|------------|------------|------------|--------------|--------------|------------|------------|------------|------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Snus and snuff | 590 | 540 | 469 | 567 | 592 | 487 | 434 | 523 | 534 |
| Other tobacco products | 278 | 272 | 245 | 208 | 259 | 270 | 204 | 136 | 169 |
| Lights | 59 | 44 | 58 | 87 | 58 | 68 | 66 | 100 | 72 |
| Other operations | –18 | –26 | –43 | –26 | –35 | –32 | –48 | –18 | –25 |
| Comparable Group operating profit | 909 | 829 | 729 | 836 | 874 | 793 | 655 | 740 | 750 |
| Share of net profit/loss in STG ¹⁾ | 74 | 74 | 65 | –60 | – | – | – | – | – |
| Businesses transferred to STG ²⁾ | – | – | – | – | 143 | 118 | 73 | 109 | 124 |
| Subtotal | 983 | 904 | 793 | 777 | 1,017 | 911 | 728 | 850 | 874 |
| Net gain from pension settlements | – | – | – | 59 | – | – | – | – | – |
| Capital gain from transfer of businesses to STG | – | – | – | 585 | – | – | – | – | – |
| Reversal of depreciation and amortizations relating to assets held for sale | – | – | – | – | 32 | 34 | 27 | – | – |
| Total larger one time items | – | – | – | 644 | 32 | 34 | 27 | – | – |
| Total | 983 | 904 | 793 | 1,421 | 1,049 | 945 | 755 | 850 | 874 |

¹⁾ The share of net profit in STG for the first nine months 2011 includes restructuring charges of 77 MSEK before tax whereof 61 MSEK pertain to the third quarter 2011. The share of net loss in STG in 2010 (fourth quarter) includes restructuring charges, other transaction costs and IFRS acquisition adjustments amounting to 175 MSEK before tax.

²⁾ Operating profit for businesses transferred to STG for 2009 and in the first nine months of 2010.

Operating margin by product area¹⁾

| Percent | 2011 | | | | 2010 | | | 2009 | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 |
| Snus and snuff | 49.2 | 45.3 | 44.0 | 48.1 | 50.4 | 43.6 | 41.2 | 47.5 | 48.8 |
| Other tobacco products | 45.3 | 44.4 | 41.9 | 37.4 | 41.0 | 40.7 | 34.7 | 29.9 | 29.6 |
| Lights | 17.7 | 13.9 | 17.3 | 23.0 | 16.3 | 19.6 | 18.7 | 26.6 | 21.3 |
| Comparable Group operating margin²⁾ | 30.2 | 28.2 | 27.5 | 29.9 | 29.5 | 27.8 | 25.1 | 28.3 | 27.3 |
| Group operating margin, including businesses transferred to STG and share of net profit/loss in STG³⁾ | 32.7 | 30.7 | 30.0 | 27.7 | 26.6 | 24.6 | 22.2 | 24.0 | 24.2 |

¹⁾ Excluding larger one time items.

²⁾ Excluding businesses transferred to STG and share of net profit/loss in STG, but including a restructuring charge of 45 MSEK for Other tobacco products in the third quarter of 2009.

³⁾ Including restructuring charges of 45 MSEK in the third quarter of 2009 and 29 MSEK in the fourth quarter of 2009.

US MASS MARKET CIGARS

WHITE OWL & GAME

Swedish Match is a major player in the US mass market cigar market, with such well known brands as *White Owl*, *Garcia y Vega*, and *Game by Garcia y Vega*. Swedish Match offers a wide range of sizes, styles, and price points for US mass market cigars.



Swedish Match develops, manufactures and sells market-leading brands in the product areas Snus and snuff, Other tobacco products (US mass market cigars and chewing tobacco) and Lights (matches and lighters). The Group sells products across the globe, with production units in seven countries. In addition, Swedish Match holds a 49 percent ownership of Scandinavian Tobacco Group. Swedish Match also has an independent distribution company in Sweden. The world market for Swedish snus and US snuff has grown significantly in value terms over the past several years. Swedish Match generates more than a third of its sales and more than half of its operating profit from snus and snuff. Markets for other product categories in which Swedish Match participates have been stable or declining. The Swedish Match share is listed on the NASDAQ OMX Stockholm.



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