

Quarterly estimates

Currency:	2018Q1	2019Q1	2018Y	2019Y	2020Y	2021Y
SEK	Actual	Average	Actual	Average	Average	Average
Sales excluding tobacco tax	2,941	3,256	12,966	14,221	15,140	15,999
Growth	3.8%	10.7%	10.3%	9.7%	6.5%	5.7%
Operating profit from product segments	1,079	1,208	4,936	5,423	5,901	6,363
Margin	37.7%	38.1%	39.1%	39.1%	39.9%	40.7%
Other operations	-31	-34.4	-124	-133	-135	-138
Operating profit excl non-recurring items	1,047	1,174	4,812	5,290	5,766	6,225
Margin	35.6%	36.0%	37.1%	37.2%	38.1%	38.9%
Non-recurring items	0	0	0	0	0	0
Operating profit	1,047	1,174	4,812	5,290	5,766	6,225
Margin	35.6%	36.0%	37.1%	37.2%	38.1%	38.9%
Profit before income tax	974	1,097	4,531	4,979	5,438	5,891
Profit for the period	766	860	3,578	3,883	4,241	4,598
EPS	4.36	5.06	20.63	22.83	25.06	27.17
No of shares in EPS calculation		170.1		170.1	169.2	169.2
DPS			10.50	11.85	13.09	14.59

Sales excluding tobacco tax

Snus and moist snuff	1,386	1,548	6,127	6,830	7,584	8,437
Other tobacco products	1,190	1,332	5,240	5,771	5,929	5,928
Lights	285	293	1,246	1,263	1,263	1,261
Total Sales from product segments	2,860	3,173	12,612	13,864	14,776	15,627
Other operations	81	82.6	353	357	364	372
Total	2,941	3,256	12,966	14,221	15,140	15,999

Operating profit excl non-recurring items

Snus and moist snuff	623	691	2,791	3,059	3,464	3,911
Other tobacco products	425	478	1,956	2,171	2,243	2,259
Lights	31	38.9	189	193	193	193
Total Oper. profit from product segments	1,079	1,208	4,936	5,423	5,901	6,363
Other operations	-31	-34.4	-124	-133	-135	-138
Total	1,047	1,174	4,812	5,290	5,766	6,225

Operating margin excl non-recurring items

Snus and moist snuff	44.9%	44.7%	45.6%	44.8%	45.7%	46.4%
Other tobacco products	35.7%	35.9%	37.3%	37.6%	37.8%	38.1%
Lights	10.9%	13.3%	15.2%	15.3%	15.3%	15.3%
Total Oper. profit from product segments	37.7%	38.1%	39.1%	39.1%	39.9%	40.7%
Other operations	-38.3%	-41.6%	-35.1%	-37.1%	-37.0%	-37.1%
Total	35.6%	36.0%	37.1%	37.2%	38.1%	38.9%

Contributors

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