

KNOW IT AB

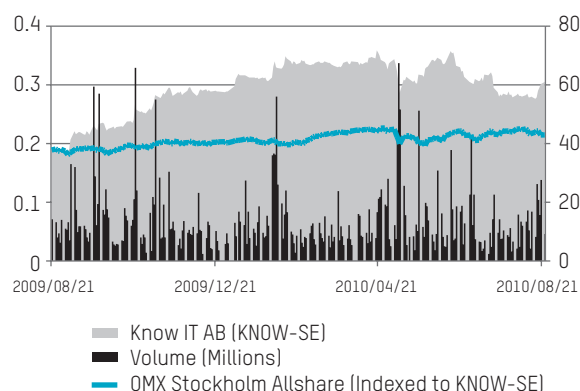
BUSINESS DESCRIPTION

KNOW IT AB **ENGAGES IN DEVELOPING VALUE-GENERATING PROCESSES, FUNCTIONS AND IT SOLUTIONS OF ITS CLIENTS.** The company develops businesses and makes them more competitive by offering strategic expertise and creating solutions tailored to fit business-critical operations. The company is headquartered in Stockholm, Sweden.

KEY ITEMS

Margins & Ratios	31 Dec 09 final	31 Dec 08 final	31 Dec 07 final
Gross Margin	10.0%	20.4%	19.4%
EBIT Margin	10.0%	10.9%	10.0%
EBITDA Margin	11.8%	12.3%	11.1%
Net Margin	6.8%	7.1%	6.4%
Return on Equity (ROE)	18.7%	24.8%	23.2%
Dividend Yield	2.7%	12.9%	4.6%
Price/Earnings	8.9x	2.4x	11.4x
Price/Sales	0.6x	0.2x	0.7x
Price/Book Value	1.5x	0.5x	2.4x
Price/Cash Flow	5.8x	2.1x	8.2x
Enterprise Value/EBIT	6.8x	2.9x	6.8x
Enterprise Value/EBITDA	5.8x	2.6x	6.2x

SHARE DEVELOPMENT



FINANCIAL SUMMARY

Statement Items	31 Dec 09 Final	31 Dec 08 Final	31 Dec 07 Final
Sales/Revenue	1,385.3	1,308.3	982.1
Gross Income	139.0	266.8	190.0
EBIT	139.0	142.3	98.5
EBITDA	163.8	160.7	108.6
Net Income	94.1	93.4	63.3
EPS (recurring)	6.481	–	–
EPS (basic)	6.481	7.196	5.224
EPS (diluted)	6.481	–	–
Cash & Short Term Investments	131.0	114.8	109.0
Total Accounts Receivables	239.0	243.9	237.3
Total Debt	216.4	269.9	19.0
Net Operating Cash Flow	143.7	107.1	88.7
Capital Expenditures	2.9	3.3	3.0
Free Cash Flow	109.3	69.9	57.1
Per Share Items			
Sales Per Share	95.41	100.81	81.03
Dividends Per Share	1.58	2.25	2.75
Book Value Per Share	37.52	31.88	24.75
Tangible Book Value Per Share	-12.64	-21.07	-8.69
Cash Flow Per Share	9.90	8.25	7.30
Free Cash Flow Per Share	7.53	5.39	4.70
Common Shares Outstanding	14.52	12.98	12.12

All figures in millions of Swedish Krona, except per share items.

Source: FactSet

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