INTERIM REPORT 2018

Q3 | 18 JANUARY–SEPTEMBER

THIRD QUARTER: JULY – SEPTEMBER 2018

- Total operating revenue amounted to SEK 356 M (388), a decrease of 8%. Excluding Print, which was discontinued during 2017, total operating revenue decreased 7%.
- EBITDA amounted to SEK 60 M (62). The EBITDA margin was 16.9% (16.0%).
- Net income for the period was SEK -21 M (-32).
- Earnings per ordinary share for the period were SEK -0.33 (-5.08) before and after dilution.
- At the end of the quarter, about 85% of the customers in Sweden, Norway and Denmark were included in the new business model with a broader offering based on subscription-based contracts.
- In September 2018, Eniro entered a binding agreement to sell its wholly owned Polish subsidiary, Eniro Polska, to the Polish company Equinox Investments. The transaction is expected to be completed by the end of October at the latest.

NINE-MONTH PERIOD: JANUARY – SEPTEMBER 2018

- Total operating revenue amounted to SEK 1,073 M (1,265), a decrease of 15%. Excluding Print, which was discontinued during 2017, total operating revenue decreased 12%.
- EBITDA decreased by 7% to SEK 169 M (182). The EBITDA margin was 15.8% (14.4%).
- Net income for the period was SEK -31 M (-108).
- Earnings per ordinary share for the period were SEK -0.51 (-18.53) before and after dilution.
- Operating costs were SEK 175 M lower than in the year-earlier period, largely due to the completed cost-saving program.
- Eniro Finland acquired Finnish company Elisa's outsourcing operation for customer service and corporate switchboard outsourcing business. This acquisition strengthens Eniro's position as the leading developer and provider of customer service solutions in Finland.

EVENTS AFTER THE BALANCE SHEET DATE

- At the beginning of October, all of Eniro's bank loans of a nominal value of SEK 925 M were replaced with a bond loan in Eniro AB of SEK 989 M, which means an additional financing of approximately SEK 64 M. The bond loan will extend with no negative effects on liquidity in the form of repayment or coupon payments until the end of 2021.

SEK M	**Jul-Sep 2018**	**Jul-Sep 2017***	**Jan-Sep 2018**	**Jan-Sep 2017***	**Oct-Sep 2017/18**	**Jan-Dec 2017***
Operating revenue	356	388	1,073	1,265	1,457	1,649
EBITDA	60	62	169	182	213	226
Adjusted EBITDA	62	80	171	234	233	296
Operating income	21	19	52	-16	54	-14
Net income for the period	-21	-32	-31	-108	201	124
Cash flow from operating activities	9	-5	18	-1	24	5
Interest-bearing net debt excluding convertible bond and pension obligations	-668	-1,268	-668	-1,268	-668	-575

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Eniro is a leading search company for individuals and businesses in the Nordic region. With quality-assured content and an unrivaled user experience, Eniro inspires local discoveries and makes local communities thrive. Eniro's content is available through Internet and mobile services, directory assistance and SMS services. Each week, Eniro Group's digital services have about seven million unique visitors. Eniro Group has about 1,700 employees and operations in Sweden, Norway, Denmark, Finland and Poland. The company is listed on Nasdaq Stockholm [ENRO] and headquartered in Stockholm. More about Eniro at enirogroup.com.

CEO's Comments

Bond offering completed, strengthened finances

The financial solution that was negotiated, and which resulted in Eniro's bank loans being replaced by a bond loan, has now been completed. For Eniro's financial position, this represents a substantial improvement since no loan or interest repayments will be made until the bond loan matures on December 31, 2021. There are also significant improvements with regard to covenants and other restrictions compared with the previous bank loans.

The bond was offered to the public and certain investors with priority for holders of Eniro's ordinary shares and 88% was placed, while 12% was covered by the underwriting guarantee. I perceive this as a sign of strength.

The Group's finances have been strained for a number of years and the current financial situation is the best it has been for the company for some time. We can now direct our full attention to our core operations.

Our business operations in Poland are being divested and the sale is expected to be completed during the fourth quarter. We are selling the company to focus our activities on the important core markets in the Nordic region. Poland has a different business logic and the synergies are small. We will retain a small unit in Poland with about 45 employees who work on platform development and accounting services for our subsidiaries.

A new Eniro, the transformation will soon be complete

We are in the final phase of the transformation of Eniro. Our new offering, which enables small businesses to manage most of their digital marketing in a single platform and interface, is very strong. In addition to our own offering on eniro.se, the platform handles Google search-word advertising, Facebook advertising, websites, presence management and targeted banner advertisements in a cohesive solution. Our "Mitt Eniro" portal provides customers with information on the effects of their digital activities in one place and they can evaluate where the various activities generate the greatest return and make adjustments to optimize this.

During the quarter, we have begun to see the effects of how our offering, our systems and our way of working are being received. It is too early to see the full potential of the changes implemented, but what we see strengthens our belief in our journey of change. The curves are not yet pointing upward, but we are seeing a certain leveling off.

A new Eniro is emerging from this. We have a positive offering in the Digital Marketing segment for small and medium-sized enterprises. Our challenge lies in getting this offering to genuinely create growth through the strength that the offering brings to our customers. We operate in a mass market in which our customers spend a modest amount on average on digital marketing. The low level of investment inhibits our possibilities to show what we can do, since the selling costs must always be offset against results. With a subscription solution, which we now have, this is improved considerably. Our next important step is to deliver the message to our customers that we actually have something new and exciting that really makes a difference.

In terms of our offering, we are already the marketing partner for small and medium-sized enterprises. It is now important to take our unique position in the market so the our customers' perception of Eniro reflects what we are now offering.

Strength to increase sales activities

The subscription solution radically changes our prerequisites for working with our customers. Our skilled sales staff can now focus completely on matters other than endeavoring to retain customers by way of a classic customer call once a year. We can now spend more time on sales, for which the offering we have developed will stand us in good stead. We are reserving dedicated resources for the cultivation of new customers. We have a special unit that exclusively and expertly manages customers who no longer want to renew their subscription and remain our customers.

So far, our experiences are positive. Our loss of customers is declining and the average order per customer is increasing successively. This is a solid platform as the company takes the next step to shift up a gear and turn the agenda from declining revenue to growth.

Finland, Poland and B2B

Operations in B2B (Proff), Poland and Finland (Voice) are developing in line with, or better than, our expectations.

Poland is under divestment, but nonetheless, it closed the third quarter favorably.

In line with expectations, Proff had certain challenges in 2017, particularly in Sweden, but it is currently somewhat ahead of plan.

Finland has a stronger position following the successful acquisition of Elisa's Contact Center business during the second quarter. While the structural decline of directory information services is continuing, this is occurring at a slower pace than previously. This is more than offset by Contact Center operations in terms of sales volumes. However, the margins are lower in this segment, which is why the key performance indicators have declined somewhat.

Sales and earnings

Operating revenue during the third quarter amounted to SEK 356 M (388), which is down 8% compared with the same period a year ago. EBITDA for the third quarter amounted to SEK 60 M (62), while adjusted EBITDA amounted to SEK 62 M (80). However, the work to reduce the cost base remains successful and the EBITDA margin increased to 16.9% from 16.0% in the same period a year ago.

Outlook

The outlook for a turnaround is favorable. We are not there yet, but with the leveling-off that we are seeing in our customer base, we are looking forward to the time when we can announce growth. The next quarters will be highly intense and exciting, particularly because we now have the financial capacity to be more aggressive than we have been to date.

Kista, October 30, 2018

Örjan Frid, President and CEO

Third quarter results 2018

Revenue
Operating revenue for the third quarter amounted to SEK 356 M (388), a decrease of 8%.

Currency effects on revenue were positive in an amount of SEK 17 M (0).

Geographically, operating revenue is broken down into Sweden SEK 120 M (148), Norway SEK 81 M (101), Denmark SEK 49 M (53), Finland SEK 54 M (37), and Poland SEK 52 M (49).

IFRS 15
Eniro has applied the new accounting standard IFRS 15 (Revenue from Contracts with Customers) as of January 2018.

Eniro has applied a retroactive transition period, with the opening balance established on January 1, 2017 and the comparative year restated in accordance with IFRS 15.

For further information, see Note 1 Accounting Policies.

Digital search
Digital search includes the Desktop/Mobile search and Complementary digital marketing products revenue categories. Eniro's Desktop/Mobile search services are among the most visited sites in their respective markets and include eniro.se, gulesider.no, krak.dk, dgs.dk and panoramafirm.pl along with the mobile apps, including Eniro's local search app, Eniro Navigation and "Eniro På Sjön". Eniro's sites: proff.se, proff.no and proff.dk contain business information. Eniro's advertisers pay for rankings and exposure on hit lists. In Complementary digital marketing products, Eniro offers, for example, advertising solutions via third-party suppliers such as Google and Bing, display advertising via external networks and website products.

Operating revenue from Digital search amounted to SEK 276 M (311), a decrease of 11%. Of operating revenue, SEK 234 M (274) came from Desktop/Mobile search and SEK 42 M (37) from Complementary digital marketing products.

Eniro has a new strategy and business model that entail that Eniro will proceed from mainly offering exposure through its own channels to working with its customers' presence in all digital channels. The aim is to become the marketing partner for small and medium-size companies.

The transition to the new strategy of a broadened product offering and subscription-based contracts continues. Collectively, approximately 85% of the customer base in Sweden, Norway and Denmark has changed to the new subscription-based contracts.

In the preceding year, Finland initiated sales of digital search under the 0100100 trademark. During the start-up, this operation was jointly recognized with Voice. Since the business has grown, it has now been separated and is recognized under digital search. For correct comparison, the segment information for 2017 has been adjusted.

Market and traffic
Digital marketing currently accounts for approximately 50% of the media market in Sweden and according to IRM's forecasts for 2018, the expectation is that this will grow further by more than 10%. During Q3 2018, the majority of Eniro's sites had a continued stable traffic trend. Each week, Eniro's sites in Sweden, Norway, Denmark and Poland have about seven million unique visitors. This creates favorable conditions for Eniro's future development.

New business model
Eniro's new strategy and business model entail that Eniro will proceed from mainly offering exposure through its own channels to working with its customers' presence in all digital channels. The aim is to become the marketing partner for small and medium-size companies. These companies often lack the time and knowledge to be able to market themselves digitally. By supplementing Eniro's traditional Desktop/Mobile search digital services with "Närvarokollen", a product from our partner Yext, and other partner products such as Google AdWords/Bing Ads in Complementary digital marketing products, Eniro can help the customer to optimize their investment, thereby generating the best possible result.

In addition, the new business model is subscription based. The goal is that the sales staff will be able to increase focus on demonstrating the strength and advantages of Eniro's new offering to both new and existing customers.

Sales and customer base development
The total number of customers for "Digital search" in the three Scandinavian countries amounts to approximately 88,000. At the beginning of the quarter, the number of customers amounted to approximately 90,000 and the customer base thus declined by 2% during the quarter. This is a smaller decrease compared with earlier quarters.

The sales organization has successively been adapted to meet new conditions with a new offering, new business model and a more value-generating approach. The aim is to create greater confidence and loyalty among customers. In this change, it has been necessary to implement several structural adaptations, which has led to a more efficient organization and a focus on growth, competence and customer value.

Voice
In "Voice", Eniro offers directory information via phone call and text messaging (SMS), and certain contact center activities. In Sweden, Eniro is the market leader with its 118 118 directory information service. In addition to this, incoming phone calls are handled for other companies. In Finland, apart from the 0100100 directory information service, Eniro has a contact center operation that provides switchboard services and customer service on a contract basis. During the third quarter, Eniro acquired an customer service and corporate switchboard outsourcing businesses in Finland, thereby strengthening Eniro's position in the market. In Norway, Eniro is the majority owner of "1880

Nummeropplysningen AS" (the 1880 and 1888 directory information services).

Operating revenue from Voice amounted to SEK 80 M (73), an increase of 10% as a result of the Finnish acquisition.

Market volumes for directory information services continue to decline due to increased digitalization. The contact center operation that Voice conducts under contract from customers in Finland is growing and partly compensating for the decline in the directory information business, a development that is also occurring to some extent in Sweden.

Cost saving program

The cost saving program implemented in December 2017 resulted in reduced operating expenses. Compared with the corresponding period a year ago, costs declined by SEK 175 M for the January-September 2018 period.

Operating income

EBITDA for the Group was SEK 60 M (62), corresponding to an EBITDA margin of 16.9% (16.0%). EBITDA is broken down as follows: SEK 46 M (49) for Local search, SEK 18 M (23) for Voice, and SEK -4 M (-10) pertained to other Group functions.

The Group's operating expenses, that is, expenses excluding amortization and impairment losses, totaled SEK -299 M (-329), where expenses for the period include SEK -2 M (-18) in items affecting comparability. Of these, SEK 0 M (-13) pertained to restructuring costs, SEK 0 M (-5) pertained to advisory costs mainly concerning work on Eniro's recapitalization and SEK -2 M (0) in severance payments.

After adjustment for items affecting comparability, adjusted EBITDA for the Group amounted to SEK 62 M (80), a decrease of 23%. The adjusted EBITDA margin was 17.4 per cent (20.6).

After amortization and impairment losses totaling SEK -39 M (-43), consolidated operating income amounted to SEK 21 M (19).

Amortization and impairment losses

The Group's total amortization amounted to SEK -38 M (-42) during the third quarter of 2018. Amortization of the Gule Sider trademark totaled SEK -15 M (-14) and amortization of the Krak trademark totaled SEK -4 M (-3).

The remaining amortization of SEK -19 M (-25) consists mainly of amortization of capitalized costs for product development.

Testing of the value of all of the Group's intangible assets is conducted annually or when indications of significant changes in assumptions have been identified, however, there has been no changes to material prerequisites since the assessment for the six-month report was conducted. However, similar to previous quarters, goodwill related to Voice Norway was impaired by SEK -1 M (-1). Further impairment of goodwill pertaining to Voice is likely as higher cash flows in real time are replaced by lower future cash flows.

Net financial items

Net financial items amounted to SEK -52 M (-33). The quarter includes a financing cost of SEK -38 M related to the refinancing process. Refer also to the section on refinancing on page 8. Exchange rate differences affected net financial items by SEK -1 M (0).

Income before tax, and reported tax

Income before tax amounted to SEK -31 M (-14). Reported tax totaled SEK 10 M (-18).

Net income for the period and earnings per ordinary share

Net income for the period was SEK -21 M (-32). Earnings per ordinary share were SEK -0.33 (-5.08) before and after dilution.

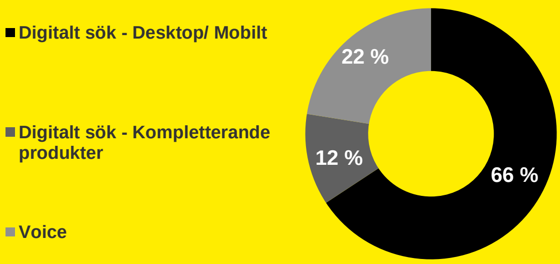
REVENUE Q3 2018

SEK 356 M

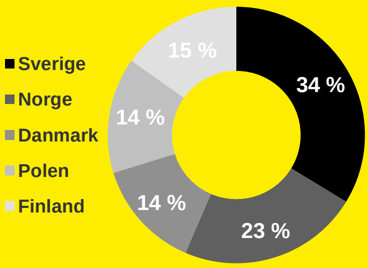
EBITDA Q3 2018

SEK 60 M

GROUP REVENUE PER CATEGORY Q3 2018



GROUP REVENUE PER COUNTRY Q3 2018



Results January – September 2018

Revenue

Operating revenue amounted to SEK 1,073 M (1,265), a decrease of 15%.

Currency effects on revenue were positive in an amount of SEK 36 M (25).

Geographically, operating revenue is broken down into Sweden SEK 371 M (479), Norway SEK 260 M (338), Denmark SEK 149 M (187), Finland SEK 139 M (110), and Poland SEK 154 M (151).

IFRS 15

Eniro has applied the new accounting standard IFRS 15 (Revenue from Contracts with Customers) as of January 2018.

Eniro has applied a retroactive transition period, with the opening balance established on January 1, 2017 and the comparative year restated in accordance with IFRS 15.

For further information, see Note 1 Accounting Policies.

Digital search

Operating revenue from Digital search amounted to SEK 851 M (994), a decrease of 14%. Of operating revenue, SEK 726 M (873) came from Desktop/Mobile search and SEK 125 M (121) from Complementary digital marketing products.

Voice

Operating revenue from Voice amounted to SEK 222 M (224), a decrease of 1%.

Operating income

EBITDA for the Group was SEK 169 M (182), corresponding to an EBITDA margin of 15.8% (14.4%). EBITDA is broken down as follows: SEK 144 M (186) pertained to Local Search, SEK 45 M (45) pertained to Voice, and SEK -20 M (-49) pertained to other Group functions.

The Group's operating expenses, that is, expenses excluding amortization and impairment losses, totaled SEK -911 M (-1,086), where expenses for the period include SEK -2 M (-52) in items affecting comparability, of which SEK -2 M (-18) in restructuring costs, SEK 0 M (-22) in advisory expenses mainly related to the work on Eniro's recapitalization, and SEK 0 M (-12) in costs relating to a dispute lost in arbitration against Fonecta in Finland.

After adjustment for items affecting comparability, adjusted EBITDA for the Group amounted to SEK 171 M (234), a decrease of 27%. The adjusted EBITDA margin was 15.9% (18.5).

After amortization and impairment losses totaling SEK -117 M (-198), consolidated operating income amounted to SEK 52 M (-16).

Amortization and impairment losses

The Group's total amortization amounted to SEK -114 M (-188) during the January-September 2018 period. Amortization of the Gule Sider trademark totaled SEK -44 M (-43) and amortization of the Krak trademark totaled SEK -10 M (-9).

Against the background of the decision to discontinue publication of printed directories during the first half of 2017, the useful life of the Ditt Distrikt trademark has been changed. During the first quarter 2017, the trademark was amortized by SEK -53 M, after which the trademark has been fully amortized. The remaining amortization of SEK -60 M (-83) consists mainly of amortization of capitalized costs for product development.

Testing of the value of all of the Group's intangible assets is conducted annually or when indications of significant changes in assumptions have been identified, however, there has been no changes to material prerequisites since the assessment for the six-month report was conducted. However, goodwill related to Voice Norway was impaired by SEK -3 M (-10). Further impairment of goodwill pertaining to Voice is likely as higher cash flows in real time are replaced by lower future cash flows.

Net financial items

Net financial items amounted to SEK -77 M (-107). The strong improvement is a result of the reduction in bank debt, combined with a lower interest-rate level. The quarter includes a financing cost of SEK -38 M related to the refinancing process. Refer also to the section on refinancing on page 8. Exchange rate differences affected net financial items by SEK 2 M (-3).

Income before tax, and reported tax

Income before tax amounted to SEK -25 M (-123). Reported tax totaled SEK -6 M (15).

Net income for the period and earnings per ordinary share

Net income for the period was SEK -31 M (-108). Earnings per ordinary share were SEK -0.51 (-18.53) before and after dilution.

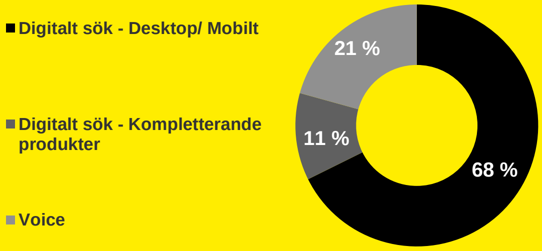
REVENUE YTD 2018

SEK 1,073 M

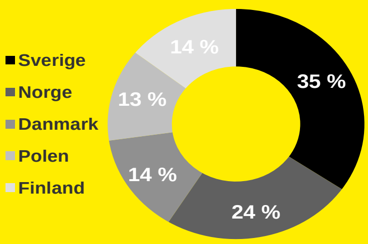
EBITDA YTD 2018

SEK 169 M

GROUP REVENUE PER CATEGORY YTD 2018



GROUP REVENUE PER COUNTRY YTD 2018



Operating revenue by category and operating segment

SEK M	Jul-Sep 2018	Jul-Sep 2017*	%	Jan-Sep 2018	Jan-Sep 2017*	%	Oct-Sep 2017/18	Jan-Dec 2017*
Desktop/Mobile search**	234	274	-15	726	873	-17	983	1,130
Complementary digital marketing products	42	37	14	125	121	3	177	173
Digital search	***276***	***311***	**-11**	***851***	***994***	**-14**	***1,160***	***1,303***
Print	-	4	-100	-	47	-100	3	50
Local search	**276**	**315**	**-12**	**851**	**1,041**	**-18**	**1,163**	**1,353**
Voice**	80	73	10	222	224	-1	294	296
Total revenue	**356**	**388**	**-8**	**1,073**	**1,265**	**-15**	**1,457**	**1,649**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers
** Retrospective split in 2017 between Local search and Voice for the operations in Finland

Reconciliation of operating income and adjusted EBITDA

SEK M	Jul-Sep 2018	Jul-Sep 2017*	%	Jan-Sep 2018	Jan-Sep 2017*	%	Oct-Sep 2017/18	Jan-Dec 2017*
Operating income	21	19	11	52	-16	425	54	-14
Depreciation/amortization	38	42		114	188		154	228
Impairment losses	1	1		3	10		5	12
Total EBITDA	**60**	**62**	**-3**	**169**	**182**	**-7**	**213**	**226**
Whereof Local search**	46	49	-6	144	186	-23	186	228
Whereof Voice**	18	23	-22	45	45	0	62	62
Whereof Other	-4	-10	60	-20	-49	59	-35	-64
EBITDA margin %	***16.9***	***16.0***		***15.8***	***14.4***		***14.6***	***13.7***
Items affecting comparability								
Restructuring costs	0	13		1	18		14	31
Other items affecting comparability	2	5		1	34		6	39
Total adjusted EBITDA	**62**	**80**	**-23**	**171**	**234**	**-27**	**233**	**296**
Adjusted EBITDA margin %	***17.4***	***20.6***		***15.9***	***18.5***		***16.0***	***18.0***

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers
** Retrospective split in 2017 between Local search and Voice for the operations in Finland

Interest-bearing net debt excluding convertible bond and pension obligations

SEK M	Note	Sep. 30 2018	Sep. 30 2017	Dec. 31 2017
Borrowing		-921	-1,493	-828
Finance lease		-8	-10	-10
Other current interest-bearing receivables		0	0	0
Other non-current interest-bearing receivables [1)]		213	200	212
Cash and cash equivalents		48	35	51
Interest-bearing net debt excluding convertible bond and pension obligations		**-668**	**-1,268**	**-575**

[1)] Included in financial assets. SEK 200 M pertains to pledged bank funds for future pension obligations, referred to as an enhanced pension guarantee. The remaining amount pertains to pledged bank funds as collateral for leases in Norway and Finland and as guarantee against Volvo Finans.

Cash flow and financial position

Financial position

Total assets in the Group amounted to SEK 3,373 M (3,289), an increase of 3%.

Intangible assets amounted to SEK 2,577 M (2,573), of which SEK 2,054 M (1,997) pertained to goodwill.

The Group's interest-bearing net debt excluding the convertible bond and pension obligations amounted to SEK 668 M (1,268) as per September 30.

The Group's indebtedness, expressed as interest-bearing net debt excluding the convertible bond and pension obligations in relation to EBITDA, was 3.1 (5.0) as per September 30.

As per September 30, the Group's outstanding debt under existing credit facilities was NOK 199 M (199), DKK 49 M (49) and SEK 637 M (1,250). At the end of the period, Eniro had an unutilized credit facility of SEK 0 M (57). Cash and cash equivalents, and unutilized credit facilities amounted to SEK 48 M (92).

The convertible bond is recognized at cost and amounted to SEK 27 M (229) as per September 30. The nominal debt at the same point in time was SEK 29 M (261), entailing that 471 (239) of the total 500 convertibles have been converted to ordinary shares.

The Group's pension obligations amounted to SEK 568 M (479) at September 30. In 2016, Eniro changed over to paying periodic premiums for defined benefit pension plans in Sweden, entailing no new additional vesting.

Eniro has credit insurance with PRI Pensionsgaranti (PRI) which remains in force until December 31, 2018. Eniro has pledged bank funds for future obligations (a so-called enhanced pension guarantee). Eniro pledged SEK 0 M (11) during the January - September 2018 period. As per September 30, total pledged funds amounted to SEK 200 M (200), including returns.

Prepaid revenue amounted to SEK 396 M (458) at the end of the period. Prepaid revenue arises mainly in Desktop/Mobile search, where certain customers pay one year in advance, and also in Print in Sweden, where customers pay in advance, but the revenue is not recognized until the directories have been printed and distributed. The 14% decrease compared with September 30, 2017, is mainly attributable to lower sales, but also to the decision to discontinue the print business.

Cash flow

Cash flow from operating activities amounted to SEK 18 M (-1). Lower EBITDA of SEK 169 M (182) and a negative change in working capital of SEK -89 M (-85), of which exchange rate effects of SEK -17 M (4), were countered by lower financial items of SEK -15 M (-49), continued low tax payments of SEK -18 M (-13) and lower other non-cash items of SEK -29 M (-36), which mainly pertain to changes in provisions.

Eniro's tax payments are made mainly during the first half of the year. Eniro has loss carryforwards in Sweden, Denmark, Finland and Poland, which is why tax payments have been low.

Cash flow from investing activities amounted to SEK -58 M (-27), where net investments in operations amounted to SEK -58 M (-27).

Cash flow from financing activities amounted to SEK 40 M (16). New borrowing amounted to SEK 52 M (44), while amortizations totaled SEK -10 M (0). Pursuant to AGM resolutions in 2017 and 2018 not to pay a dividend on preference shares, the dividend on preference shares amounted to SEK 0 M (-12). Long-term investments remain unchanged at SEK 0 M (-11), which pertains to pledged funds for continued credit insurance with PRI Pensionsgaranti. A cash issue of SEK 3 M (0) was made. Dividends to minority shareholders amounted to SEK -5 M (-5).

Cash flow for the period amounted to SEK 0 M (-12).

Acquisitions/divestments

In September 2018, Eniro entered a binding agreement to sell its wholly owned Polish subsidiary, Eniro Polska, to the Polish company Equinox Investments. The sale was part of the effort to focus on the Nordic operations and entails the following nonrecurring effects for Eniro: a positive cash-flow effect of approximately SEK 20 M and a positive earnings effect of SEK 10 M at Group level. Total assets declined by nearly SEK 140 M and the equity/assets ratio improved marginally. In January-October 2017, the Polish company contributed sales of SEK 170 M and had a marginal impact on the Group's earnings and cash flow. At the end of 2017, Eniro Polska had slightly more than 500 employees. Eniro will retain certain internal Group service functions in Poland. The transaction is expected to be completed by the end of October at the latest and is subject the customary terms of completion.

Refinancing

In July 2018, Eniro announced that the Board of Directors and some shareholders in the company had drawn up a financing solution essenti ally entailing that Eniro's bank loans would be replaced by a bond loan with Eniro simultaneously receiving a liquidity injection, as well as renewing the exchange offers to holders of preference shares or convertible bonds, enabling them to convert their instruments into Class A ordinary shares and thereby participate in the new financing solution by also being able to purchase bonds with priority from Beata Intressenter.

The bonds, with a nominal value of SEK 1,000 each, were initially subscribed for by shareholder Tedde Jeansson through Beata Intressenter AB and thereafter primarily offered to Eniro's ordinary shareholders. The sale occurred at a substantial discount (approximately 32.87% of the bond's nominal amount), which was made possible by Beata Intressenter's agreement with Eniro's lending banks to purchase the bank loans at a discount.

The exchange offers were accepted by preference shareholders with a total holding of corresponding to approximately 1.30% of all preference shares outstanding and by holders of convertible bonds with a total holding corresponding to approximately 0.44% of the nominal convertible amount outstanding in Eniro.

Within the framework of the exchange offers to preference shareholders, a total of 3,368 preference shares were repurchased by the company. As a result of the exchange offers, Eniro issued a total of 47,576 Class A ordinary shares, of which 43,784 to holders of preference shares and 3,792 to holders of convertible bonds, corresponding to an increase in the company's share capital of SEK 853,082.70.

Of the bond offering, approximately 40% was allocated to existing holders of Class A ordinary shares pro rata, approximately 47% was allocated to other parties who registered interest in acquiring bonds in the offering and approximately 12% was allocated to guarantors who also registered for acquisitions under the bond offering. The bonds started trading on Nasdaq Stockholm on September 27, 2018.

Through the financing solution, which was finalized at the beginning of October 2018, all of Eniro's bank loans of a nominal value of SEK 925 M were replaced with a bond loan in Eniro AB of SEK 989 M, representing an extension of financing of SEK 64 M. The bond loan will extend with no negative effects on liquidity in the form of repayment or coupon payments until the end of 2021. Combined with a possible agreement with the Pensions Registration Institute (PRI) regarding secured funds for the company's pension obligations, which is expected to provide Eniro with additional proceeds of approximately SEK 18 M, the best conditions will be created for Eniro to devote its full attention to the company's business in the coming years.

The customary prospectus was prepared for the exchange offers and bond offering and is available on the company's website.

Parent Company

Operating revenue amounted to SEK 13 M (17), which pertains to intra-Group services. Income for the period was SEK -19 M (-68). At September 30, the Parent Company's equity amounted to SEK 1,419 M (497), of which unrestricted equity amounted to SEK 221 M (-34).

Shares and holdings of treasury shares

As of September 30, the total number of shares was 66,832,187, of which 61,734,701 are ordinary Class A shares, 4,838,709 are ordinary Class B shares and 258,777 are preference shares. The total number of votes as per September 30, was 62,244,449.6, of which ordinary Class A shares correspond to 61,734,701 votes, ordinary Class B shares correspond to 483,870.9 votes and preference shares to 25,877.7 votes.

Upon full dilution resulting from conversion to shares, the number of shares will amount to a maximum of 67,296,961.

Eniro held 17,037 treasury shares on September 30, 2018, of which 17,034 are ordinary Class A shares and three are ordinary Class B shares. The average holding of treasury shares during the period was 17,037.

Within the framework of the exchange offers to preference shareholders, the company repurchased 3,368 preference shares, corresponding to 336.8 voting rights.

Other information

Dividend policy
The Annual General Meeting 2018, decided not pay any dividends – neither for ordinary nor preference shares.

ANNUAL REPORT 2017
Eniro's 2017 Annual Report is available on the company's website www.enirogroup.com.

Employees
Full-time employees at the end of the period

	Sep. 30 2018	Sep. 30 2017
Sweden	225	281
Norway	159	197
Denmark	115	119
Poland	559	559
Local search including Other	**1,058**	**1,156**
Sweden	54	93
Norway	22	26
Finland	244	168
Voice	**320**	**287**
Total Group	**1,378**	**1,443**

Risks and uncertainties
Eniro conducts risk analysis in an annual Enterprise Risk Management (ERM) process, covering all parts of the business operations. A detailed description of factors that could affect Eniro's business, financial position and results is provided in the 2017 Annual Report, pages 35-37.

Risks and uncertainties in the annual risk analysis that are judged to potentially affect the Group's performance in 2018 are related to high personnel turnover and recruitment difficulties, a negative media image affecting customers, higher competition from global actors in local search, a lack of digital expertise among the sales representatives, difficulties in conveying customer benefit, delays in the ongoing implementation of joint CRM and finance systems and liquidity and financing risks.

New Board
The Annual General Meeting on April 25, 2018 resolved in accordance with the Nomination Committee's recommendations to re-elect Board member Joachim Berner and to elect Johnny Sommarlund, Henrik Salwén and Magdalena Bonde as new Board members. The Meeting also resolved to elect Joachim Berner as Chairman of the Board.

Extraordinary General Meeting
At the Extraordinary General Meeting in Eniro AB on August 15, the meeting resolved in accordance with the Board of Director's resolution on the repurchase of own preference shares through an acquisition offer to all remaining preference shareholders and a directed new share issue of ordinary shares of Class A to preference shareholders and to holders of convertible instruments (exchange offers). The exchange offers had the same exchange terms as those that applied for the exchange offers in 2017.

Events after the end of the period
At the beginning of October, Eniro's bank loans of SEK 925 M were settled, through the raising of a bond loan totaling SEK 989 M, upon which security in shares and trademarks was released. The refinancing has thus been completed.

In conjunction with the refinancing, Eniro AB has taken over Eniro Treasury AB's external liabilities by submitting a shareholder contribution with the corresponding amount.

In October, at the request of shareholders, Eniro converted all Class B ordinary shares to Class A ordinary shares in accordance with the conversion provision in the Articles of Association. The conversion resulted in the total number of votes in the company increasing by 4,354,838.1 votes of Class A and the number of ordinary shares of Class A increased by 4,838,709. However, the total number of shares remains unchanged.

Nomination Committee and 2019 Annual General Meeting
Eniro's Annual General Meeting will be held on Thursday, May 9, 2019 in Kista. The Nomination Committee ahead of the 2019 Annual General Meeting has been appointed in accordance with the guidelines decided at Eniro's 2018 Annual General Meeting and consists of the following individuals:
Johnny Sommarlund (appointed by MGA Placeringar AB), Ilija Batljan (own holding and via companies), Theodor Jeansson (own holding and via companies), Arne Myhrman, Chairman of the Nomination Committee (appointed by Hajskäret Invest AB) and Joachim Berner (Chairman of the Board of Eniro).See also www.enirogroup.com

Review report
This nine-month report has not been reviewed by the auditors.

Disclosure
The information in this report is such that Eniro AB (publ) is obligated to disclose pursuant to EU Market Abuse Regulation. This information was submitted for publication, by agency of the contact persons below, at 08:30 (CET) on October 30, 2018.

Kista, October 30, 2018

Örjan Frid

FOR FURTHER INFORMATION, PLEASE CONTACT:

Örjan Frid,	**Hassan Tabrizi,**
President and CEO	CFO
Tel: +46 8 553 310 00	Tel: +46 8 553 310 00

FINANCIAL CALENDAR

Year-end report 2018	February 12, 2019
Interim report Jan- Mar 2019	May 9, 2019
Annual General Meeting 2019	May 9, 2019
Half-year report 2019	July 18, 2019
Interim report Jan- Sept 2019	October 29, 2019

Consolidated accounts

Consolidated income statement

SEK M	Note	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Operating revenue		**356**	**388**	**1,073**	**1,265**	**1,457**	**1,649**
Production costs		-105	-95	-297	-308	-401	-412
Sales costs		-119	-140	-377	-444	-508	-575
Marketing costs		-25	-30	-78	-148	-99	-169
Administration costs		-54	-54	-161	-198	-234	-271
Product development costs		-34	-52	-112	-176	-165	-229
Other income/costs		3	3	7	3	9	5
Impairment of non-current assets		-1	-1	-3	-10	-5	-12
Operating income	2	**21**	**19**	**52**	**-16**	**54**	**-14**
Financial items, net		-52	-33	-77	-107	143	113
Income before tax		**-31**	**-14**	**-25**	**-123**	**197**	**99**
Income tax		10	-18	-6	15	4	25
Net income		**-21**	**-32**	**-31**	**-108**	**201**	**124**
Of which, attributable to:							
Owners of the Parent Company		-22	-34	-34	-112	197	119
Non-controlling interests		1	2	3	4	4	5
Net Income		**-21**	**-32**	**-31**	**-108**	**201**	**124**
Earnings per ordinary share before dilution, SEK	3	-0.33	-5.08	-0.51	-18.53	3.57	10.09
Earnings per ordinary share after dilution, SEK	3	-0.33	-5.08	-0.51	-18.53	3.50	10.09
Average number of ordinary shares after deduction of treasury shares before dilution and adjusted for bonus issue effect on new issue, 000s **		66,522	6,692	66,392	6,692	55,259	10,606
Average number of ordinary shares after deduction of treasury shares after dilution and adjusted for bonus issue effect on new issue, 000s **		66,987	8,229	66,857	8,229	55,724	11,073
Preference shares on closing date, 000s		259	1,000	259	1,000	259	259

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

** During the period, a merger of shares at the 1:100 conditions has been implemented, so the comparative figures of previous periods have been recalculated

Consolidated statement of comprehensive income

SEK M	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Net income	**-21**	**-32**	**-31**	**-108**	**201**	**124**
Other comprehensive income						
Items that cannot be reclassified to income statement						
Revaluation of pension obligations	-17	-23	-52	-54	-98	-100
Tax attributable to revaluation pension obligations	3	5	11	12	21	22
Total	**-14**	**-18**	**-41**	**-42**	**-77**	**-78**
Items that have been or can be reclassified to the income statement						
Exchange rate differences	-13	-6	56	-11	72	5
Hedge of net investments	4	-1	-19	7	-17	9
Tax attributable to hedge of net investments	-1	0	4	-2	4	-2
Total	**-10**	**-7**	**41**	**-6**	**59**	**12**
Other comprehensive income, net after tax	***-24***	***-25***	***0***	***-48***	***-18***	***-66***
Total comprehensive income	**-45**	**-57**	**-31**	**-156**	**183**	**58**
Of which, attributable to:						
Owners of the Parent Company	-45	-59	-37	-158	177	56
Non-controlling interests	0	2	6	2	6	2
Total comprehensive income	**-45**	**-57**	**-31**	**-156**	**183**	**58**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Consolidated balance sheet

SEK M	Note	Sep. 30 2018	Sep. 30 2017*	Dec. 31 2017*
Assets				
Non-current assets				
Tangible assets		14	21	20
Intangible assets	5	2,577	2,573	2,548
Deferred tax assets		207	123	165
Financial assets		259	247	258
Total non-current assets		**3,057**	**2,964**	**2,991**
Current assets				
Accounts receivable - trade		165	165	163
Current tax assets		17	19	14
Other current receivables		86	106	107
Other interest-bearing receivables		0	0	0
Cash and cash equivalents		48	35	51
Total current assets		**316**	**325**	**335**
TOTAL ASSETS		**3,373**	**3,289**	**3,326**
Shareholders' equity and liabilities				
Shareholders' equity				
Share capital		1,198	531	1,192
Additional paid in capital		5,829	5,554	5,829
Reserves		-275	-332	-313
Retained earnings		-5,781	-5,585	-5,702
Shareholders' equity, owners of the Parent Company		**971**	**168**	**1,006**
Non-controlling interests		40	39	39
Total Shareholders' equity		**1,011**	**207**	**1,045**
Non-current liabilities				
Borrowing		0	8	760
Convertible bond		27	229	26
Deferred tax liabilities		149	113	124
Pension obligations		568	479	520
Provisions		0	1	0
Other non-current liabilities		24	0	0
Total non-current liabilities		**768**	**830**	**1,430**
Current liabilities				
Accounts payable - trade		69	37	60
Current tax liabilities		6	5	8
Prepaid revenues		396	458	469
Other current liabilities		188	241	216
Provisions		6	16	20
Borrowing		929	1,495	78
Total current liabilities		**1,594**	**2,252**	**851**
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		**3,373**	**3,289**	**3,326**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Consolidated statement of changes in shareholders' equity

SEK M	Share Capital	Additional paid in capital	Reserves	Retained earnings	Total equity, owners of the Parent Company	Non-controlling interest	Total equity
Opening balance, January 1, 2017 as originally presented	**531**	**5,554**	**-328**	**-5,331**	**426**	**42**	**468**
Change of accounting principle *	-	-	-	-100	-100	-	**-100**
Restated opening balance, January 1, 2017	**531**	**5,554**	**-328**	**-5,431**	**326**	**42**	**368**
Change of accounting principle *	-	-	-	40	40	-	**40**
Total comprehensive income	-	-	-4	-194	-198	2	**-196**
Dividend non-controlling interest	-	-	-	-	-	-5	**-5**
Restated closing balance, September 30, 20	**531**	**5,554**	**-332**	**-5,585**	**168**	**39**	**207**
Opening balance, January 1, 2017 as originally presented	**531**	**5,554**	**-328**	**-5,331**	**426**	**42**	**468**
Change of accounting principle *	-	-	-	-100	-100	-	**-100**
Restated opening balance, January 1, 2017	**531**	**5,554**	**-328**	**-5,431**	**326**	**42**	**368**
Change of accounting principle *	-	-	-	48	48	-	**48**
Total comprehensive income	-	-	15	-7	8	2	**10**
Reduction of share capital	-436	-	-	436	0	-	**0**
Set-off issue	259	187	-	-296	150	-	**150**
Set-off issue of issue expenses	49	-	-	-24	25	-	**25**
Cash issue	668	-	-	-390	278	-	**278**
Cash issue, issue expenses	-	-	-	-55	-55	-	**-55**
Cash issue, deferred tax issue expenses	-	-	-	12	12	-	**12**
Conversion of convertible bonds	121	88	-	5	214	-	**214**
Dividend non-controlling interest	-	-	-	-	-	-5	**-5**
Restated closing balance, December 31, 2017	**1,192**	**5,829**	**-313**	**-5,702**	**1,006**	**39**	**1,045**
Closing balance, December 31, 2017 as originally presented	**1,192**	**5,829**	**-313**	**-5,650**	**1,058**	**39**	**1,097**
Change of accounting principle*	-	-	-	-52	-52	-	**-52**
Restated Closing balance, December 31, 2017 / Opening balance, January 1, 2018	**1,192**	**5,829**	**-313**	**-5,702**	**1,006**	**39**	**1,045**
Total comprehensive income	-	-	38	-75	-37	6	**-31**
Set-off issue of issue expenses	5	-	-	-3	2	-	**2**
Set-off issue	1	-	-	-1	0	-	**0**
Dividend non-controlling interest	-	-	-	-	-	-5	**-5**
Closing balance, September 30, 2018	**1,198**	**5,829**	**-275**	**-5,781**	**971**	**40**	**1,011**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Consolidated statement of cash flow

SEK M	Note	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Operating income		**21**	**19**	**52**	**-16**	**54**	**-14**
Adjustments for							
Depreciation, amortization and impairment		39	43	117	198	159	240
Capital gain/loss and other non-cash items		-4	10	-29	-36	-27	-34
Financial items, net		-5	0	-15	-49	-105	-139
Income tax paid		-2	0	-18	-13	-10	-5
Cash flow from operating activities before changes in working capital		**49**	**72**	**107**	**84**	**71**	**48**
Changes in working capital		-40	-77	-89	-85	-47	-43
Cash flow from operating activities		**9**	**-5**	**18**	**-1**	**24**	**5**
Investments in non-current assets, net		-6	-7	-58	-27	-65	-34
Cash flow from investing activities		**-6**	**-7**	**-58**	**-27**	**-65**	**-34**
Proceeds from borrowings		18	10	52	44	73	65
Repayment of borrowings		0	-	-10	-	-293	-283
Long-term investments		-	0	-	-11	-	-11
Dividend on preference shares		-	0	-	-12	-	-12
Dividend non controlling interests		-2	-2	-5	-5	-5	-5
Rights issue		1	-	3	-	281	278
Cash flow from financing activities		**17**	**8**	**40**	**16**	**56**	**32**
Cash flow for the period		**20**	**-4**	**0**	**-12**	**15**	**3**
Cash and cash equivalents at start of period		**29**	**39**	**51**	**48**	**35**	**48**
Cash flow for the period		20	-4	0	-12	15	3
Exchange rate differences in cash and cash equivalents		-1	0	-3	-1	-2	0
Cash and cash equivalents at end of period		**48**	**35**	**48**	**35**	**48**	**51**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Parent Company accounts

Income statement

SEK M	Jul-Sep 2018	Jul-Sep 2017	Jan-Sep 2018	Jan-Sep 2017	Oct-Sep 2017/18	Jan-Dec 2017
Operating revenue	**4**	**6**	**13**	**17**	**12**	**16**
Administration costs	-11	-14	-36	-65	-52	-81
Other income/costs	0	-1	-1	-1	0	0
Operating income	**-7**	**-9**	**-24**	**-49**	**-40**	**-65**
Financial items, net	1	-17	4	-24	332	304
Income before tax	**-6**	**-26**	**-20**	**-73**	**292**	**239**
Income tax	-2	-12	1	5	3	7
Net income	**-8**	**-38**	**-19**	**-68**	**295**	**246**

Balance sheet

SEK M	Sep. 30 2018	Sep. 30 2017	Dec. 31 2017
Non-current assets	1,501	2,516	1,499
Current assets	36	107	60
TOTAL ASSETS	**1,537**	**2,623**	**1,559**
Shareholders' equity	1,419	497	1,435
Provisions	73	75	73
Non-current liabilities	27	2,027	26
Current liabilities	18	24	25
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	**1,537**	**2,623**	**1,559**

Notes to the consolidated accounts

Note 1 Accounting policies

Group

This interim report has been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRIC interpretations, as endorsed by the European Union (EU). The application of the accounting policies corresponds with those contained in the Annual Report for the financial year ended December 31, 2017 and should be read in combination with these. This quarterly report has been prepared in accordance with IAS 34.

New and amended standards and interpretations applicable as of January 1, 2018

New standards that came into force in 2018 are IFRS 15 and IFRS 9. IFRS 16 is to be applied from 2019. The respective effects are described below.

Standards applied from Q1 2018

IFRS 15

Contract Costs

Eniro's sales commission meets the criteria to be recognized as contract costs, since they are costs that Eniro would not have incurred if the contract had not been secured. The amortization period initially adopted was 12 months; the amortization period will be reviewed regularly.

Eniro recognizes Work in progress for both Print and Online products. These costs for Online products do not meet the criteria to be recognized as contract costs in accordance with IFRS 15.

Choice of transition method and exceptions

Eniro is applying a retroactive transition method, with an opening balance established on January 1, 2017 and the comparative year restated in accordance with IFRS 15.

Since Eniro's customers pay for certain services in advance, some of Eniro's contracts contain a financing component. Eniro has chosen to apply the practical exception and not adjust the transaction price for the effects of a financing component because the period between the transfer of service and payment is one year or less. (IFRS 15p 63).

The retroactive application of IFRS 15 for the period January-September 2017, has in the Income Statement resulted in improved operating revenue of SEK 44 M, increased operating expense of SEK -1 M which gave a positive impact on operating profit before tax of SEK 43 M and reduced tax expense of SEK -2 M which gave a total improvement in net income of SEK 41 M. The application of IFRS 15 in the period January-September 2017, has in the Balance Sheet resulted in an increase in current receivables of SEK 18 M, increased deferred tax assets net of SEK 28 M, a negative effect on shareholder's equity, Closing Balance of SEK -59 M, increased prepaid revenues of SEK 94 M and increased staff accruals of SEK 11 M. The total effect impacted the segment Local Search.

The application of IFRS 15 for the January-September 2017 period, resulted in an increase in operating revenue of SEK 44 M, which is distributed among the following markets:

SEK M	2017
Sweden	33
Norway	6
Denmark	6
Finland	-
Poland	-1
Total Group	**44**

IFRS 9 Financial instruments

The complete version of IFRS 9 replaces most of the guidance contained in IAS 39. IFRS 9 updates classification, recognition and impairment testing of financial assets, and places new requirements in the application of hedge accounting. The Group will apply IFRS 9 retroactively as of the required application date, January 1, 2018, and will not restate comparative information.

The transition to IFRS 9 is estimated to have only a marginal impact on the Group's financial position.

NOTE 16 Leasing

IFRS 16 Leases is a new leasing standard that will replace IAS 17 Leases along with the accompanying interpretations IFRIC 4, SIC-15 and SIC-17. The standard will entail that nearly all leases will be recognized in the balance sheet since no difference is made between operational and financial leases. This accounting is based on the notion that the lessee has a right the use the asset during a specific period of time, and at the same time has an obligation to pay for this right. Contracts with short terms and contracts of small value are exempted. The standard is applicable for financial years beginning on January 1, 2019, and later. Prospective application is permitted.

Significant leases in Eniro are recognized in accordance with this standard. Other contracts are deemed to be small and the transition to IFRS 16 is expected to have only a marginal impact on the Group's financial position.

Eniro will apply IFRS 16 retroactively as of the required application date, January 1, 2019, and will not restate comparative information.

Note 2 Segment information

Eniro reports its financial results distributed among the Local search and Voice business areas. Local search has cross-border functions for Products & Technology (formerly Digital Solutions), Sales and Marketing (formerly Nordic Sales), Human Resources, and Finance. The Voice business area is governed separately and is not an integrated part of the function-based organization.

	Local search				Voice			
SEK M	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*
Operating revenue								
Sweden	99	118	302	386	21	30	69	93
Norway	72	91	233	308	9	10	27	30
Denmark	49	53	149	187	-	-	-	-
Finland**	4	4	13	9	50	33	126	101
Poland	52	49	154	151	-	-	-	-
Total	**276**	**315**	**851**	**1,041**	**80**	**73**	**222**	**224**
Adjusted EBITDA	**46**	**61**	**144**	**202**	**18**	**23**	**46**	**51**
Items affecting comparability[1)]	0	-12	0	-16	-		-1	-6
EBITDA	**46**	**49**	**144**	**186**	**18**	**23**	**45**	**45**
Depreciation/amortization	-35	-40	-107	-183	-3	7	-7	-5
Impairment losses	-		-	-	-1	-10	-3	-10
Operating income	**11**	**9**	**37**	**3**	**14**	**20**	**35**	**30**

	Other				Total			
SEK M	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*
Operating revenue								
Sweden	-	-	-	-	**120**	**148**	**371**	**479**
Norway	-	-	-	-	**81**	**101**	**260**	**338**
Denmark	-	-	-	-	**49**	**53**	**149**	**187**
Finland**	-	-	-	-	**54**	**37**	**139**	**110**
Poland	-	-	-	-	**52**	**49**	**154**	**151**
Total	**-**	**-**	**-**	**-**	**356**	**388**	**1,073**	**1,265**
Adjusted EBITDA	**-2**	**-4**	**-19**	**-19**	**62**	**80**	**171**	**234**
Items affecting comparability[1)]	-2	-6	-1	-30	**-2**	**-18**	**-2**	**-52**
EBITDA	**-4**	**-10**	**-20**	**-49**	**60**	**62**	**169**	**182**
Depreciation/amortization	0	0	0	0	**-38**	**-33**	**-114**	**-188**
Impairment losses	-	-	-	-	**-1**	**-10**	**-3**	**-10**
Operating income	**-4**	**-10**	**-20**	**-49**	**21**	**19**	**52**	**-16**
Net financial items					**-52**	**-33**	**-77**	**-107**
Taxes					**10**	**-18**	**-6**	**15**
Net income for the period					**-21**	**-32**	**-31**	**-108**

[1)]Items affecting comparability consists of restructuring costs. In addition to restructuring costs, 2017 also includes advisory and legal costs.

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

** Retrospective split in 2017 between Local search and Voice for the operations in Finland

Note 3 Earnings per share

Earnings per ordinary share before dilution

Earnings per share before dilution are calculated as income for the period attributable to owners of the Parent Company less the set dividend on preference shares for the period, divided by the average number of ordinary shares, excluding treasury shares, before dilution and adjusted for the bonus issue effect on new issue.

Earnings per ordinary share after dilution

In calculating earnings per share after dilution, the average number of shares is adjusted for the effects of the potential dilution of ordinary shares associated with the convertible bond and the warrant program. This entails that earnings per share after dilution are calculated by dividing income for the period attributable to owners of the Parent Company plus interest expense after tax pertaining to the convertible loan, less the set dividend on preference shares for the period, by the average number of ordinary shares, excluding treasury shares, after full conversion and adjusted for the bonus issue effect on new issue.

SEK M	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Earnings attributable to owners of the Parent Company	-22	-34	-34	-112	197	119
Dividend established for cumulative preference shares during the period	-	-	-	-12	-	-12
Earnings used for calculating earnings per ordinary share, before dilution	**-22**	**-34**	**-34**	**-124**	**197**	**107**
Cupon rate for convertible bonds	1	3	1	9	-2	6
Earnings used for calculating earnings per ordinary share, after dilution	**-21**	**-31**	**-33**	**-115**	**195**	**113**
Average number of ordinary shares after deduction of treasury shares before dilution and adjusted for bonus issue effect on new issue, 000s **	66,522	6,692	66,392	6,692	55,259	10,606
Adjustments for the calculation of earnings per ordinary share after dilution:						
- Convertible bonds **	207	1,338	207	1,338	207	209
- Warrants **	257	199	257	199	257	257
Average number of ordinary shares after deduction of treasury shares after dilution and adjusted for bonus issue effect on new issue, 000s **	66,987	8,229	66,857	8,229	55,724	11,073
Earnings per ordinary share before dilution, SEK	-0.33	-5.08	-0.51	-18.53	3.57	10.09
Earnings per ordinary share after dilution, SEK [1)]	-0.33	-5.08	-0.51	-18.53	3.50	10.09
Preference shares on closing date, 000s	259	1,000	259	1,000	259	259

[1)] As earnings per ordinary share after dilution, in July-Sept 2017 and Jan-Sept 2017, resulted in a reduced loss, and Jan-Dec 2017 an increased profit, the ordinary shares did not have any dilution effect.

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

** During the period, a merger of shares at the 1:100 conditions has been implemented, so the comparative figures of previous periods have been recalculated

Note 4 Financial instruments by category

Assets and liabilities on the balance sheet	**Sep. 30**	**Sep. 30**	**Dec. 31**
SEK M	**2018**	**2017**	**2017**
Loans and accounts receivables			
Non-current assets			
Interest-bearing receivables, blocked bank funds	213	200	212
Current assets			
Accounts receivable - trade and other receivables	172	178	176
Cash and cash equivalents	48	35	51
TOTAL	**433**	**413**	**439**
Other financial liabilities			
Non-current liabilities			
Borrowing	0	0	752
Convertible bond	27	229	26
Finance lease	0	8	8
Current liabilities			
Borrowing	921	1,493	76
Finance lease	8	2	2
Accounts payable - trade	69	37	60
TOTAL	**1,025**	**1,769**	**924**

Note 5 Goodwill

SEK M	Sep. 30 2018	Sep. 30 2017	Dec. 31 2017
At start of year	2,006	2,018	2,018
Impariment loss for the year	-3	-10	-12
Exchange rate difference	51	-11	0
Carrying amount	**2,054**	**1,997**	**2,006**

Impairment testing of goodwill and trademarks with indefinite useful life

Accumulated impairment losses for goodwill amounted to SEK -3 M (-10) as per September 30 and are entirely attributable to Voice. Further impairment of goodwill pertaining to Voice is likely, as higher cash flows in real time are replaced by lower future cash flows. In the impairment testing, a determination is made as to whether a need to recognize impairment exists by comparing the cash-generating unit's carrying amount, including goodwill and other consolidated surplus value, with the recoverable amount. If the carrying amount exceeds the recoverable amount, the carrying amount is written down to the recoverable amount. Eniro's lowest cash-generating units consist of the operating segments per country, i.e., Local search and Voice, which corresponds to the monitoring that is conducted in both the internal and external reporting. The recoverable amount consists of the value in use. A discount rate before tax has been determined for the respective cash-generating units. Testing of the value of all of the Group's intangible assets is conducted annually or when indications of significant changes in assumptions have been identified, however, there has been no changes to material prerequisites since the assessment for the six-month report. Eniro has assessed that the market in 2018 will accept the new business model and that growth in Local Search will subsequently gain momentum in the 2019-2021 period, thereafter falling to 2% in perpetual growth in 2022. Furthermore in the test for the years following 2018, Eniro has assessed the new business model to be scalable and that the EBITDA margin will increase in pace with growth in sales. Sales growth and scalability constitute material assessments in the impairment test and, should the future outcome deviate from these assessments, the impairment of intangible assets cannot be ruled out.

Discount rate after tax by cash generating unit, %	Sep. 30 2018	Sep. 30 2017	Dec. 31 2017
Sweden, Local search	12.49	12.49	12.49
Sweden, Voice	15.60	15.60	15.60
Norway, Local search	11.67	11.67	11.67
Norway, Voice	15.00	15.00	15.00
Denmark, Local search	12.52	**12.52**	**12.52**
Poland, Local search	15.30	**15.30**	**15.30**
Finland, Voice	14.20	**14.20**	**14.20**

Note 6 Events after the balance sheet date

At the beginning of October, Eniro's bank loans of SEK 925 M were settled, through the raising of a bond loan totaling SEK 989 M, upon which security in shares and trademarks was released. The refinancing has thus been completed.

In October, at the request of shareholders, Eniro converted all Class B ordinary shares to Class A ordinary shares in accordace with the conversion provision in the Articles of Association. The conversion resulted in the total number of votes in the company increasing by 4,354,838.1 votes of Class A and the number of ordinary shares of Class A increased by 4,838,709. However, the total number of shares remains unchanged.

In conjunction with the refinancing, Eniro AB has taken over Eniro Treasury AB's external liabilities by submitting a shareholder contribution with the corresponding amount.

Key ratios

	Sep. 30 2018	Sep. 30 2017*	Dec. 31 2017*
Equity, average 12 months, SEK M	915	284	338
Return on equity (ROE), 12 months, %	21.5	-53.5	35.2
Return on Assets (ROA), 12 months, %	10.1	0.3	7.6
Earnings per ordinary share before dilution, SEK	-0.51	-18.53	10.09
Earnings per ordinary share after dilution, SEK	-0.51	-18.53	10.09
Interest-bearing net debt excluding convertible bond and pension obligations, SEK M	-668	-1,268	-575
Debt/equity ratio, times	0.66	6.13	0.55
Equity/assets ratio, %	30	6	31
Interest-bearing net debt excluding convertible bond and pension obligations/EBITDA 12 months, times	3.1	5.0	2.5
Interest-bearing net debt excluding convertible bond and pension obligations/adjusted EBITDA 12 months, times	2.9	4.1	1.9
Average number full-time employees	1,404	1,550	1,492
Number of full-time employees on closing date	1,378	1,443	1,429
Number of ordinary shares before dilution on closing date after deduction of treasury shares, 000s **	66,556	5,284	66,227
Number of ordinary shares after dilution on closing date after deduction of treasury shares, 000s **	67,021	6,821	66,694
Number of preference shares on closing date, 000s	259	1,000	259

Key ratios per share

	Sep. 30 2018	Sep. 30 2017*	Dec. 31 2017*
Equity per share, SEK	14.53	26.74	15.13
Share price for ordinary shares at end of period, SEK [1)]	2.04	8.52	5.40

[1)] Share price at end of periods 201706 and 201712 adjusted for new issue of shares and reverse split

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

** During the period, a merger of shares at the 1:100 conditions has been implemented, so the comparative figures of previous periods have been recalculated

Financial definitions

Eniro presents certain financial measures that are not defined in IFRS. Eniro believes that these measures provide valuable, complementary information to investors and to company management, as they enable assessment of Group's earnings and financial position. Since not all companies calculate financial measures in the same way, these are not always comparable with measures used by other companies. These financial measures shall therefore not be regarded as a substitute for the measures defined in IFRS.

Financial IFRS measures

Name	Definition	Calculation
Earnings per ordinary share for the period before dilution	Income for the period attributable to owners of the Parent Company less the portion of the approved dividend for the period for preference shares, divided by the average number of ordinary shares before dilution.	(Income for the period attributable to owners of the Parent Company - the portion of the approved dividend for the period for preference shares)/(Average number of ordinary shares before dilution) x 1,000.
Earnings per ordinary share for the period after dilution	Income for the period attributable to owners of the Parent Company less the portion of the approved dividend for the period for preference shares and interest expenses after tax pertaining to the convertible bond, divided by the average number of ordinary shares after full conversion.	(Income for the period attributable to owners of the Parent Company – the portion of the approved dividend for the period for preference shares + interest expenses after tax pertaining to the convertible bond)/ (Average number of ordinary shares after full conversion) x 1,000.
Average number of ordinary shares before dilution	The average number of ordinary shares outstanding, excluding treasury shares.	Average number of ordinary shares outstanding, excluding treasury shares, calculated on a daily basis.
Average number of ordinary shares after dilution	The average number of ordinary shares excluding treasury shares, adjusted for full conversion of all potential ordinary shares in the convertible bond and warrant program.	Average number of ordinary shares outstanding, excluding treasury shares, calculated on a daily basis + Adjustment for full conversion of all potential ordinary shares in the convertible bond and warrant program

Financial non-IFRS measures

Name	Definition	Calculation	Purpose
Return on shareholders' equity (%)	Moving 12-month earnings attributable to owners of the Parent Company divided by average shareholders' equity.	(Moving 12-month earnings attributable to owners of the Parent Company)/ (Average shareholders' equity)	Return on shareholders' equity measures the Group's return on the capital the owners have invested in the business and thereby how profitable the Group is for its shareholders.
Return on total assets (%)	Moving 12-month operating income and financial income less exchange rate losses on financial items divided by average total assets	(Moving 12-month operating income + financial income - exchange rate losses on financial items)/(Average total assets) x 1,000.	Return on total capital shows the business's effectiveness independent from how the capital is financed. This measure is used to assess whether the Group's business generates an acceptable return on its resources.
EBITDA	Operating income before depreciation, amortization and impairment losses.	Operating income excluding depreciation, amortization and impairment losses. See the calculation in "Reconciliation of operating income and adjusted EBITDA".	EBITDA is a measure of operating income before interest, taxes, depreciation, amortization and impairment losses and is used to monitor the operating activities. EBITDA is the measure that best coincides with cash flow.
EBITDA margin (%)	EBITDA divided by operating revenue.	(EBITDA/Operating revenue) x 100 See "Calculation of EBITDA margin".	EBITDA in relation to operating revenues is used to measure the profitability of operations and shows the Group's cost effectiveness.
Shareholders' equity per share	Shareholders' equity attributable to owners of the Parent Company divided by the number of shares at the end of the period, excluding treasury shares.	(Shareholders' equity attributable to owners of the Parent Company)/(Number of shares at the end of the period, excluding treasury shares) x 1,000	Shareholders' equity per share measures the Group's net value per share.

Financial non-IFRS measures, cont.

Name	Definition	Calculation	Purpose
Adjusted EBITDA	EBITDA excluding restructuring costs and other items affecting comparability. Other items affecting comparability include, gain/loss from the divestment of companies, legal expenses from disputes that are not part of ordinary operations, severance expenses for persons in executive management and other major nonrecurring items.	EBITDA excluding restructuring costs and other items affecting comparability. See “Reconciliation of operating income and adjusted EBITDA”.	Adjusted EBITDA increases comparability by adjusting for restructuring costs, the effect of acquisitions/divestments and other nonrecurring items.
Adjusted EBITDA margin (%)	Adjusted EBITDA divided by operating revenue.	(Adjusted EBITDA/Operating revenue) x 100. See “Calculation of adjusted EBITDA margin”.	Adjusted EBITDA in relation to operating revenues shows a more comparable measure of the profitability of operations and the Group’s cost effectiveness.
Operating cash flow	Cash flow from operating activities and cash flow from investing activities excluding company acquisitions and divestments.	Cash flow from operating activities + cash flow from investing activities - company acquisitions and divestments.	Operating cash flow measures the cash flow that is generated before the effects of acquisitions and divestments, and cash flows attributable to the Company's financing.
Interest-bearing net debt excluding convertible bond and pension obligations	Borrowings less cash and cash equivalents and interest-bearing assets.	Borrowings - cash and cash equivalents - interest-bearing assets. See “Reconciliation of interest-bearing net debt after convertible bond and pension obligations”.	Interest-bearing net debt shows the Group’s liabilities to lenders less cash and cash equivalents and interest-bearing assets.
Interest-bearing net debt excluding convertible bond and pension obligations/EBITDA	Interest-bearing net debt excluding convertible bond and pension obligations/EBITDA.	(Interest-bearing net debt excluding convertible bond and pension obligations)/(EBITDA, 12 months). See “Calculation of interest-bearing net debt/EBITDA margin”.	Net debt in relation to EBITDA gives an estimation of the Group’s capacity to reduce its debt. It represents the number of years it would take to pay back its loans if net debt and EBITDA were to remain constant, without taking into account cash flow pertaining to interest and tax.
Debt/equity ratio	Interest-bearing net debt excluding the convertible bond and pension obligations divided by shareholders' equity, including non-controlling interests.	(Interest-bearing net debt excluding the convertible bond and pension obligations)/(Total shareholders' equity).	The debt/equity ratio measures the extent to which the Group is financed by debt.
Equity/assets ratio (%)	Shareholders’ equity including non-controlling interests divided by total assets.	(Total shareholders’ equity)/(Total assets)	The equity/assets ratio indicates how much the Group’s assets are financed by shareholders’ equity. The size of shareholders’ equity in relation to other liabilities describes the Group’s long-term ability to pay.
Total operating expenses	Costs for production, sales, marketing, administration and product development, excluding depreciation, amortization and impairment losses.	See “Reconciliation of operating expenses”	
Average total assets	Total assets for the last four quarters divided by four	(Total assets for the last four quarters)/4	
Average shareholders’ equity	Average shareholders' equity attributable to owners of the Parent Company per quarter, based on the opening and closing balance for each quarter.	(Average shareholders' equity attributable to owners of the Parent Company per quarter (OB+CB)/2 for the last four quarters/4.	

Other measures

Name	Definition	Calculation	Purpose
Average number of full-time employees	Calculated as the average number of full-time employees at the start and end of the period.	(Average number of full-time employees at the start and end of the period)/2	

Reconciliation of Financial non-IFRS measures

Reconciliation of operating income and adjusted EBITDA

SEK M	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Operating income	21	19	52	-16	54	-14
Depreciation/amortization	38	42	114	188	154	228
Impairment losses	1	1	3	10	5	12
Total EBITDA	**60**	**62**	**169**	**182**	**213**	**226**
Items affecting comparability						
Restructuring costs	0	13	1	18	14	31
Other items affecting comparability	2	5	1	34	6	39
Total adjusted EBITDA	**62**	**80**	**171**	**234**	**233**	**296**

Calculation of EBITDA margin

	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
EBITDA	60	62	169	182	213	226
Operating revenue	356	388	1,073	1,265	1,457	1,649
EBITDA margin %	**16.9**	**16.0**	**15.8**	**14.4**	**14.6**	**13.7**

Calculation of adjusted EBITDA margin

	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Adjusted EBITDA	62	80	171	234	233	296
Operating revenue	356	388	1,073	1,265	1,457	1,649
Adjusted EBITDA margin %	**17.4**	**20.6**	**15.9**	**18.5**	**16.0**	**18.0**

Reconciliation of operating expenses

SEK M	Jul-Sep 2018	Jul-Sep 2017*	Jan-Sep 2018	Jan-Sep 2017*	Oct-Sep 2017/18	Jan-Dec 2017*
Production costs	-105	-95	-297	-308	-401	-412
Sales costs	-119	-140	-377	-444	-508	-575
Marketing costs	-25	-30	-78	-148	-99	-169
Administration costs	-54	-54	-161	-198	-234	-271
Product development costs	-34	-52	-112	-176	-165	-229
Deduction of depreciation	3	4	10	9	13	12
Deduction of amortization	35	38	104	179	141	216
Operating expenses	**-299**	**-329**	**-911**	**-1,086**	**-1,253**	**-1,428**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Reconciliation of interest-bearing net debt excluding convertible bond and pension obligations

SEK M	Sep. 30 2018	Sep. 30 2017	Dec. 31 2017
Borrowing	-921	-1,493	-828
Finance lease	-8	-10	-10
Other current interest-bearing receivables	0	0	0
Other non-current interest-bearing receivables [1]	213	200	212
Cash and cash equivalents	48	35	51
Interest-bearing net debt excluding convertible bond and pension obligations	**-668**	**-1,268**	**-575**

[1] Included in financial assets. SEK 200 M pertains to pledged bank funds for future pension obligations, referred to as an enhanced pension guarantee. The remaining amount pertain to pledged bank funds as a security for leases in Norway and Finland and as guarantee against Volvo Finans.

Calculation of interest-bearing net debt excluding convertible bond and pension obligations/EBITDA 12 months, times

	Sep. 30 2018	Sep. 30 2017*	Dec. 31 2017*
Interest-bearing net debt excluding convertible bond and pension obligations	-668	-1,268	-575
EBITDA 12 month	213	254	226
Interest-bearing net debt excluding convertible bond and pension obligations/EBITDA 12 months, times	**3.1**	**5.0**	**2.5**

Calculation of interest-bearing net debt excluding convertible bond and pension obligations/adjusted EBITDA 12 months, times

	Sep. 30 2018	Sep. 30 2017*	Dec. 31 2017*
Interest-bearing net debt excluding convertible bond and pension obligations	-668	-1,268	-575
Adjusted EBITDA 12 month	233	311	296
Interest-bearing net debt excluding convertible bond and pension obligations/adjusted EBITDA 12 months, times	**2.9**	**4.1**	**1.9**

* Retrospective restatement of financial statements in accordance with IFRS 15 Revenue from Contracts with Customers

Eniro AB
Box 7044
SE-164 07 Kista

Telephone +46 8 553 310 00
E-mail ir@eniro.com

Website www.enirogroup.com
Corp. Reg. No. 556588-0936