

Cardo AB, Sweden

Key Figures (SKr million) Three months ended 30.6		
	2003	2002
Invoiced Sales	1902	2762
Of Which:		
Pump	732	789
Cost of Goods Sold	1224	1889
Gross Earnings	678	873
Operating Earnings	99	138
Of Which:		
Pump	70	53
Net Earnings	63	72
Six months ended 30.6		
	2003	2002
Invoiced Sales	3703	5385
Of Which:		
Pump	1380	1511
Cost of Goods Sold	2398	3706
Gross Earnings	1305	1679
Operating Earnings	155	242
Of Which:		
Pump	100	83
Net Earnings	104	123
Average Number of Employees	6026	8076

COMMENT

For Cardo Pump, the inflow of orders in the first six months of 2003 was, after adjusting for the effects of exchange rate movements, 1% lower than the previous year.

Demand from the water and wastewater segment was down during the six-month period, particularly for big wastewater pumps. In the building services segment,

demand for Cardo's pumps was level with last year, while the process industry showed positive gains.

Invoiced pump sales, at SKr1380 million, were 4% lower than 2002's SKr1511 million. Pump operating earnings of SKr100 million were a strong improvement on the SKr83 million that the business reported a year earlier. ■

Howden Africa Ltd, South Africa

Key Figures (R million) Six months ended 30.6		
	2003	2002
Turnover	281.3	235.7
Of Which:		
Pumps	66.2	53.5
Operating Profit	14.6	8.8
Profit before Taxation	14.5	3.3
Profit after Taxation	9.2	1.7
Net Profit for the Period	7.0	0.5
Capital Expenditure	2.7	3.2

COMMENT

Dry weather patterns over large parts of South Africa drove agricultural demand for Howden Africa Holdings' pump products during the first six months of 2003.

The pump business saw order intake increase to R68.2 million against the R54.2 million achieved at the mid point last year. Howden says that good results have also been achieved in other market sectors and that the pump company continues to reflect improvement in earning satisfactory shareholder returns.

Howden Africa recently announced that merger negotiations had resumed between Howden Pumps Pty Ltd and Orbit Pump Manufacturing (Pty) Ltd and Orbit Pumps (Botswana) (Pty) Ltd

(see News, page 1). The companies held merger talks last year, but no deal was finalized (see *Pump Industry Analyst*, September 2002).

As a group, Howden continues to see improvement. In the six months ended June 2003, orders receivable of R295.4 million were up 12% on the corresponding period in 2002. Turnover of R281.3 million was 19% up on a year earlier, due largely to the completion of contracts in the mining and power markets. The strong opening order book in particular generated a solid start to the year.

In the period to 30 June 2003 group operating profit of R14.6 million was reported, against R8.8 million for the same period last year. ■