INTERIM REPORT MAY 1, 2009 - JULY 31, 2009

## Operating loss of SEK 39.4 M

All figures pertain to the Group unless otherwise stated. Comparisons in the interim report refer to the corresponding period in the 2008/2009 fiscal year, unless otherwise stated.

## First quarter

(May 1, 2009 - July 31, 2009)

- Net sales amounted to SEK 316.9 M (352.7), down $10.1 \%$ on the year-earlier period. Sales in the Group's comparable stores declined 14\% (decrease: 13).

■ Loss after tax amounted to SEK 35.1 M (profit: 6.5). A loss per share before dilution of SEK 0.93 (earnings: 0.22).

- Operating cash flow after investments was negative SEK 14.0 M (pos: 41.1).


## GROUP EARNINGS TREND (CONDENSED)

|  | 3 months |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| May-July |  |  |$\quad$| Rolling 12 |
| :---: |
| Aug-July |
| Full-year |
| May-April |
| 2008/09 |

Hemtex conducts retail operations based on interior decorating products sold to consumers via proprietary stores and franchisees. Hemtex's product areas are Bedroom, Bathroom, Windows and Dining \& Entertaining. In September 2009, Hemtex had a total of 217 stores, including 148 in Sweden, 39 in Finland, 13 in Denmark, 12 in Norway, two in Estonia and three in Poland. Of the stores, 189 are owned by the Hemtex Group and 28 by franchisees. The

- Hakon Invest AB holds 68.5\% of the share capital in Hemtex AB on completion of its mandatory takeover offer.
- Proceeds from the completed rights issue amounted to SEK 164 M before issue expenses.
- The operating result was charged with nonrecurring costs of SEK $8.6 \mathrm{M}(0.0)$.


# During the first quarter from May 1, 2009 to July 31, 2009, Hemtex’s net sales declined $10 \%$ to SEK 316.9 M , while the operating result deteriorated to a loss of SEK 39.4 M (profit: 11.4). 

## CEO'S COMMENTS

Sales for the first quarter (May - July) of the 2009/2010 fiscal year declined by $10.1 \%$ and an after-tax loss of SEK 35.1 M (profit: 6.5) was reported. Reasons for the weak performance included the economic recession, which reduced consumers' willingness to spend, a negative trend for SEK in relation to USD and nonrecurring costs for consultant services. Another significant reason was the implementation of the necessary change in Hemtex's price strategy, resulting in a significantly shorter retail sale period compared with the year-earlier period.

During the first quarter, the gross profit margin decreased to $46.8 \%$ (52.1), primarily because of the planned discontinuation of older products, but also because of a less favorable currency exchange trend compared with the corresponding period in the preceding year. At the end of the quarter, inventories were five percent lower than at the corresponding date in the preceding year. The summer sale and clearance of older products were highly successful, which created space for our new autumn product range.

Change initiatives continue at Hemtex and are the top priority for me and the other members of executive management. In the short term, the challenge is to reverse the declining sales trend, and all efforts will be directed at this goal in the coming quarter. Already this autumn, a number of measures will be implemented in our stores. Above all, the product range will be improved and concentrated, with a $40 \%$ smaller product range compared with the corresponding period in 2008. This has strongly focused our customer offering and made our stores more exciting. In conjunction with the launch of the autumn collection, we also began our new advertising campaign, "Fewer sales - Better prices", which communicates our changed price strategy and lower prices. In terms of sales, the autumn collection has had a positive start.

The concentration of the product range is also a measure that will gradually allow us to carry out more effective purchasing and simpler distribution, storage and store processing. The reduction of the product range and other measures are part of the new business plan now in use in the organization.

In 2008/2009, a decision was made to close five stores, and about ten additional stores will be closed during the current fiscal year. During the most recent quarter, the store in Hamar, Norway was closed. At the same time, we are capitalizing on the recession and lower rents to expand in favorable locations where such opportunities exist. However, we do not foresee a net increase in stores during the 2009/2010 fiscal year. The goal remains that planned measures will improve the operating margin to 13-15\% within three years.

The recently implemented rights issue, which contributed SEK 164 M to Hemtex, has provided the scope to carry out the important adaptations required to create favorable profitability within the company. Hemtex has a strong brand and a strong retail network, with dedicated and skilled personnel. I am highly confident that, with the far-reaching program of adaptation that is now being implemented in our operations, we can regain lost sales and profitability. The feedback we have received from our employees and customers indicates that we are definitely moving in the right direction.

Göran Ydstrand,
President and Chief Executive Officer

## SIGNIFICANT EVENTS

## Market

Hemtex is the market leader in the Swedish home textiles market. During the most recent 12-month period, from July 2008 - June 2009, Hemtex's market share amounted to $23.7 \%$, compared with $27.4 \%$ during the corresponding period in the preceding year. The closest competitors had market shares of $13.0 \%$ and $10.2 \%$, respectively, which is a slight improvement compared with the preceding measurement. During January - June 2009, the Swedish home textiles market declined by $3 \%$, according to the most recent figures from the market research company GfK.

## Rights issue completed

Hemtex's rights issue was oversubscribed and there was no need to exercise the agreed guarantee undertakings. During
the first quarter of the company's fiscal year, the rights issue provided approximately SEK 164 M to Hemtex before issue expenses. All of the newly issued shares were registered with the Swedish Companies Registration Office on June 2, 2009, after which the total number of shares in the company amounts to $41,072,360$.

## Hakon Invest AB owns 68.5\% of Hemtex

At the end of the preceding fiscal year, on April 28, 2009, Hakon Invest AB submitted a cash tender offer to shareholders of Hemtex AB (publ) in compliance with Swedish rules for mandatory takeover offers. The bid amounted to SEK 23 in cash per share together with an addon premium of SEK 4 per share, which was to be payable if Hakon Invest AB reached a shareholding exceeding $50 \%$ of the shares and votes in Hemtex AB. On June 18, 2009, Hakon Invest AB adjusted the bid to SEK 27 per share with no possibility of an add-on premium. Through the above bid and additional market acquisitions, Hakon Invest increased its shareholding from $34.6 \%$ on April 30, 2009 to $68.5 \%$ on July 31, 2009.

## New stores

During the first quarter, May 1, 2009 - July 31, 2009, the Group opened no new stores.

## Three store closures

During the most recent quarter, three stores were closed, of which two were within the Group and one was a franchise store. The Group closed a store in Hamar, Norway and one in Helsinki, Finland. One franchise store in Vetlanda, Sweden was closed.

## OPERATIONS

## Product range and concept

The basis of Hemtex's offering is an attractively priced, functional range of high-quality textile products. Hemtex shall be a leader in terms of product range in home textiles and provide the best service in the market. The product range will continue to change to ensure leadership in this area. A significant reduction and concentration of the product range will take place, with an increase in base products and a smaller proportion of trend products. The scope of the price range will expand so that the number of premium products increases. A greater number of innovations in the form of new functions, new material and new combinations of material will be launched. Hemtex will continue to focus on existing core target groups, but will also broaden its offering to suit new
target groups. Customer offerings shall comprise high-quality home textile products with an unparalleled scope and depth in core categories. Most of the products are sold under proprietary brands. These are supplemented with a limited range of market-leading brands from external suppliers. The Group's strong position in home textiles provides a firm basis for investments in a refined range, an effort that is being assigned major focus within the organization.

## Developed communications and new price strategy

The aim of the communication strategy is to increase the market impact by combining continued strong offerings with inspiration to purchase interior-design products and to renew the home more frequently. Hemtex has implemented a review of its pricing strategy, entailing a reduction in the regular prices of a variety of products. Reduced prices and broadened communication, combined with a refined product range, will increase the power of Hemtex's offering with a view to capturing shares in a weaker market and sharpening the Group's competitiveness.

## Review of store structure

Taking into account the current priority on profitability in the existing network of stores, the Board of Directors has decided to reduce the pace at which new stores are established. During the 2008/2009 fiscal year, 21 new stores were opened, of which 14 in the Group. For the fiscal year 2009/2010, four to six stores will be opened, of which half in the Group. It is estimated that the review of the store structure will result in a net reduction of the number of stores.

## COMMENTS ON THE INCOME STATEMENT AND BALANCE SHEET

## Net sales

The Group's net sales consist of consumer retail sales via proprietary stores and wholesale sales to franchise stores in the Hemtex chain.
The Group's total net sales decreased during the first quarter of the fiscal year by $10.1 \%$ (decrease: 8.5) to SEK 316.9 M (352.7). Excluding acquired units, the sales decrease was $10.2 \%$. Based on unchanged currency exchange rates, net sales declined 12.6\%.


Of the Group's net sales, Swedish operations accounted for sales of SEK 228.1 M (265.2), Finnish operations accounted for SEK 55.3 M (54.9), operations in Denmark for SEK 16.8 M (17.9), operations in Norway for SEK 14.6 M (13.3) and the operation in Estonia for SEK 2.1 M (1.3). Other operating income amounted to SEK $2.3 \mathrm{M}(2.3)$ and primarily comprised franchise fees and bonus payments from suppliers and business partners.

## Consolidated net sales during the most recent 12-month period per geographical market



During the most recent 12-month period, net sales at the consumer level (including franchise stores) decreased in all markets by $15.4 \%$ to SEK $1,392 \mathrm{M}(1,645)$.

The chain's net sales during the most recent 12-month period per geographical market


## Sales trend in the Group's comparable stores

|  | 3 months <br> May-July <br> 2008 | 3 months <br> May-July <br> 2009 | Rolling 12 <br> months <br> Aug-July |
| :--- | ---: | ---: | ---: |
| Group | $-13 \%$ | $-14 \%$ | $-21 \%$ |
| Sweden | $-15 \%$ | $-16 \%$ | $-20 \%$ |
| Finland | $-13 \%$ | $-20 \%$ | $-25 \%$ |
| Denmark | $-18 \%$ | $-20 \%$ | $-27 \%$ |
| Norway | $-1 \%$ | $-11 \%$ | $-25 \%$ |
| Estonia | $-21 \%$ | $-42 \%$ | $-29 \%$ |

Consolidated sales for comparable stores during the most recent 12-month period amounted to SEK 23,300 per square meter $(31,200)$, calculated on the basis of average floor space of 290 square meters (270).

All countries reported negative trends in comparable stores during the first quarter of the 2009/2010 fiscal year. The same also applies to the trend over the most recent 12-month period. The efforts in process regarding development and broadening the product range, reviews of retail space and intensified brand building aim at supporting the future sales trend in comparable stores.

## Earnings

Consolidated gross profit (net sales less cost of goods sold) declined $19.2 \%$ to SEK 148.4 M (183.7). The gross margin increased to 46.8\% (52.1).
At present, the portion of direct purchases from producers slightly exceeds $84 \%$. For the portion of purchasing from Asia the aim is $80 \%$ and the current level is $76 \%$.
To reduce the currency risk, Hemtex hedges a substantial portion of the Group's contracted flows in foreign currency. Currency risks are monitored and exchange-rate differences are calculated as the difference between the actual price paid and the calculated price. The Group's finance policy stipulates that at least $65 \%$ of contracted flows must be hedged. In total, the exchange-rate differences that affected earnings during the period were positive, amounting to SEK 2.4 M (7.5). The change in value of outstanding forward contracts, applying IAS 39, had a negative impact of SEK 3.9 M (pos: 2.1) on gross profit during the first quarter.
The result for the quarter was charged with nonrecurring costs. The costs amounted to SEK 8.6 M and pertained to consulting costs for the transformation efforts under way as part of the new business plan and consulting input required in connection with the fairness opinion on the takeover offer, as well as the phase-out of stores.

Operating expenses, excluding goods for resale and depreciation and impairment losses on tangible and intangible assets, amounted to SEK 178.0 M (163.6). As a percentage of sales, these expenses amounted to 56.2\% (46.4).
Of depreciation of tangible and intangible fixed assets, rental rights accounted for SEK 1.5 M (1.6) and other depreciation for SEK 10.6 M (9.4). An operating loss of SEK 39.4 M (profit: 11.4) was reported, corresponding to an operating margin of minus $12.4 \%$ (plus 3.2).


All markets reported operating losses during the first quarter.
The results for the various markets are presented in the section on segment reporting on page 11 of this report.

The consolidated loss before tax amounted to SEK 40.8 M (profit: 9.0), resulting in a profit margin of minus $12.9 \%$ (plus 2.6). The loss after tax amounted to SEK 35.1 M (profit: 6.5).

## Investments

The Group's cash-impacting net investments totaled SEK 0.1 M (15.8) during the first quarter, of which SEK 0.0 M (8.2) pertained to store acquisitions, SEK $0.0 \mathrm{M}(3.8)$ to investments in the establishment of new and refurbishment of existing stores and SEK $0.1 \mathrm{M}(3,8)$ to other investments.

## Cash flow

Cash flow from operating activities decreased SEK 70.7 M to a negative SEK 13.9 M , primarily due to lower sales than expected. Cash flow after investments amounted to a negative SEK 14.0 M (pos: 41.1) during the first quarter.


## Risks and uncertainties

Hemtex's operations are exposed to a number of risks that are fully or partly beyond the control of the company and the Group, but that can impact sales and earnings. The Group is exposed to financial risks and operations-related risks. Examples of financial risks include liquidity, interest-rate and exchange-rate risks. Operational risks consist of business trends, competition, fashion and weather.
Hemtex $A B$ is responsible for the Group's financial risk management. The target for Hemtex's financial policy is to limit the short-term effects on the Group's earnings and cash flow caused by fluctuations in financial markets.

A more detailed description of these risks is presented in the 2008/2009 Annual Report and on www.hemtex.com, Investor Relations.

## Seasonal fluctuations

As with other segments of the home furnishings industry, Hemtex's net sales, operating profit and cash flow from operating activities fluctuate throughout the year. This is because costs are relatively constant, while net sales vary. The Group's strongest earnings are generated during the third quarter of the fiscal year, meaning the period from November to January. However, Hemtex aims to reduce seasonal fluctuations on earnings through sales activities and by broadening the product mix and adapting staffing in the stores.

## Financial position

On July 31, 2009, cash and cash equivalents amounted to SEK 54.5 M (59.8). Net debt, defined as interest-bearing debt less cash and cash equivalents, increased by SEK 3.0 M during the most recent 12-month period and amounted to SEK 135.8 M (132.8) at July 31, 2009. The net debt/equity ratio at July 31, 2009 was $28 \%$ (28).

The equity/assets ratio amounted to $56 \%$, compared with $55 \%$ on the corresponding date in the preceding year. During the spring, Hemtex reviewed its total financing. In order to find the optimal solution for the company, discussions were pursued with banks and principal owners. This resulted in a higher share of long-term financing and the rights issue. The proceeds from the recently completed rights issue totaled SEK 164 M , a part of which has been used to reduce interestbearing liabilities by more than SEK 115 M and to strengthen the Group's liquidity.

## Inventories

On July 31, 2009, inventories amounted to SEK 266.4 M (280.4). This reduction derived from a strictly controlled purchasing strategy, whereby inventory levels at the end of the quarter were deemed to be in balance. Of total inventories, wholesale inventories accounted for SEK 91.2 M (83.7). At the end of July 2009, inventories per store within the Group averaged SEK 0.9 M (1.1).

## Goodwill

Total goodwill in the Hemtex Group, as recognized in the consolidated balance sheet on July 31, 2009, amounted to SEK 282.9 M (285.8). Swedish operations accounted for SEK 263.9 M (267.9) of the Group's goodwill and Danish operations for the remainder. The valuation takes into consideration the Group's accrued earnings values for acquired operations, the Group's market shares in Sweden and Denmark, the strength of the Hemtex brand in these markets, established supplier contacts and the expertise of the Group's employees.

## Earnings per share

A loss per share of SEK 0.93 (earnings: 0.22 ) was reported before dilution and of SEK 0.93 (earnings: 0.22 ) after dilution. Equity per share amounted to SEK 11.61 (16.33). The number of shares in Hemtex AB on July 31, 2009 was $41,072,360$. The average number of shares during the first quarter was $37,750,109$.

## Average number of employees in the Group

The average number of employees in the Group during the first quarter was 770 (779).

## Parent Company

Hemtex AB's net sales decreased during the first quarter to SEK 254,2 M (308.0). Net sales in Hemtex AB consist of consumer retail sales via proprietary stores and wholesale sales to subsidiaries and franchise stores. Of the net sales, sales in proprietary stores accounted for SEK 216.8 M (248.0) and wholesales for SEK 37.4 M (60.0).
After financial items, a loss of SEK 18.2 M (profit: 20.6) was reported. The Parent Company's cash-impacting net investments amounted to SEK 1.5 M (13.5).
The average number of employees in Hemtex AB during the quarter was 534, compared with 566 employees in the preceding year.

## OTHER

## Events after the closing date

In August 2009, three stores were closed, of which two in the Group. The Group closed stores in Riihimäki and Tampere, Finland. One franchise store was closed in Kalmar.

## Reporting dates

The interim report for May 1, 2009 to October 31, 2009 will be published on December 3, 2009. CET 07.00.
The interim report for May 1, 2009 to January 31, 2010 will be published on March 5, 2010. CET 07.00.
The year-end report for May 1, 2009 to April 30, 2010 will be published on June 10, 2010. CET 07.00.
For information about future reports, refer to the financial calendar in the Investor Relations section on www.hemtex.se.

## Accounting principles

The interim report for the Group has been compiled in accordance with IAS 34 Interim Reporting. The Annual Accounts Act and the Securities Markets Act have also been applied. In the first quarter of the 2009/2010 fiscal year, a new standard, IFRS 8: Operating Segments, was applied. For segment information, see page 11. A revised version of IAS 1: Presentation of Financial Statements is applied as of the 2009/2010 fiscal year. This entails new designations for financial statements and that translation differences are reported in comprehensive income. Other changes in the standards and new interpretations have had no impact on the Group. In other respects, the same accounting and calculation principles were applied as in the most recent Annual Report.
For the Parent Company, the Annual Accounts Act and the Securities Markets Act have been applied, in accordance with the stipulations of the Swedish Financial Reporting Board's RFR 2.2 recommendation, Interim Reporting for Legal Entities. The accounting and calculation principles used for the interim report are unchanged compared with those applied in the most recent Annual Report.

This interim report is unaudited.

Borås, September 2, 2009
Hemtex AB

Board of Directors

## Further information

For further information, contact Göran Ydstrand, President and CEO: +46 (0) 738-26 85 50, or Tommy Svensson, CFO: +46 (0) 702-10 8069.

## Hemtex AB

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## CONSOLIDATED COMPREHENSIVE INCOME STATEMENT

| (SEK 000s) | 3 months May 1-July 31 |  | Rolling 12 Aug-July | Full-year May-Apr |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2009 | 2008/09 | 2008/09 |
| Net sales | 352,683 | 316,945 | 1,354,860 | 1,390,597 |
| Other operating income | 2,318 | 2,311 | 14,138 | 14,145 |
| Total operating income | 355,001 | 319,256 | 1,368,998 | 1,404,742 |
| Operating expenses |  |  |  |  |
| Goods for resale | - 169,009 | - 1168,583 | - 646,796 | - 647,222 |
| Other external costs | - 84,604 | - 99,682 | - 414,073 | - 398,995 |
| Personnel expenses | - 78,982 | - 78,299 | - 340,135 | - 340,818 |
| Depreciation/impairment losses on tangible and intangible assets | - 10,984 | - 12,137 | - 51,385 | - 50,232 |
| Operating profit/loss | - 11,422 | - 39,445 | - 83,391 | - 32,525 |
| Result from financial items |  |  |  |  |
| Other interest income and similar items | 113 | -69 | 237 | 281 |
| Interest expenses and similar items | - 2,540 | - 1,407 | - 11,765 | - 12,899 |
| Total result from financial items | - 2,427 | - 1,338 | - 11,528 | - 12,618 |
| Profit/loss before tax | - 8,995 | - 40,783 | - 94,919 | - 45,143 |
| Tax on profit for the period | -2,527 | 5,653 | 10,383 | 2,203 |
| Net profit/loss for the period | 6,468 | - 35,130 | - 84,536 | -42,940 |
| Other comprehensive income |  |  |  |  |
| Translation differences | 39 | -463 | 641 | 1,143 |
| Other comprehensive income for the period | 39 | -463 | 641 | 1,143 |
| Total comprehensive income for the period | 6,507 | - 35,593 | - 83,895 | -41,797 |
| Earnings/ loss per share before dilution, SEK | 0.22 | - 0.93 | -2.69 | - 1.46 |
| Earnings/ loss per share after dilution, SEK | 0.22 | - 0.93 | -2.69 | - 1.46 |
| Number of shares outstanding on the closing date | 29,337,400 | 41,072,360 | 41,072,360 | 29,337,400 |
| Average number of shares outstanding |  |  |  |  |
| before dilution | 29,337,400 | 37,750,109 | 31,457,864 | 29,337,400 |
| after dilution | 29,337,400 | 37,750,109 | 31,457,864 | 29,337,400 |

## GROUP KEY RATIOS

|  | 3 months <br> May 1-July 31 |  | Rolling 12 <br> Aug-July <br> 2008/09 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2009 |  |  |
| Sales growth,\% | - 8.5 | - 10.1 | - 14.0 | - 13.5 |
| Sales growth, comparable stores,\% | - 13.0 | - 14.4 | - 20.5 | -20.1 |
| Gross profit margin,\% | 52.1 | 46.8 | 52.3 | 53.5 |
| Operating margin,\% | 3.2 | - 12.4 | -6.2 | -2.3 |
| Profit margin,\% | 2.6 | - 12.9 | - 7.0 | -3.2 |
| Return on equity,\% | 5.4 | - 29.6 | - 18.2 | - 10.4 |
| Return on capital employed,\% | 6.8 | - 23.4 | - 12.4 | -4.8 |
| Return on operating capital,\% | 7.3 | - 25.1 | - 13.6 | -5.1 |
| Equity/asset ratio,\% | 55.5 | 56.1 | 56.1 | 40.1 |
| Cash flow after investments, SEK M | 41.1 | - 14.0 | - 83.9 | - 28.9 |
| Number of warrants outstanding, 000s | 240.0 | 240.0 | 240.0 | 240.0 |
| Cash flow after investments per share, SEK | 1.40 | - 0.37 | - 2.67 | - 0.98 |
| Shareholders' equity per share, SEK | 16.33 | 11.61 | 11.61 | 12.03 |
| Number of full-year employees | 779 | 770 | 770 | 773 |

CONSOLIDATED CASH-FLOW STATEMENT (CONDENSED)

| (SEK 000s) | 3 months <br> May 1-July 31 |  | Full-year <br> May-April 2008/09 |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2009 |  |
| Cash flow from operating activities before changes in working capital | 7,928 | - 30,196 | - 42,805 |
| Cash flow from changes in working capital |  |  |  |
| Inventories | 59,610 | 44,357 | 37,994 |
| Operating receivables | 2,757 | 13,930 | - 10,919 |
| Non-interest bearing liabilities | - 13,474 | - 41,977 | 39,745 |
| Cash flow from operating activities | 56,821 | - 13,886 | 24,015 |
| Cash flow from investing activities | - 15,756 | 104 | - 52,907 |
| Cash flow for the period after investments | 41,065 | - 13,990 | - 28,892 |
| Cash flow from financing activities | - 12,911 | 44,473 | 21,645 |
| Cash flow for the period | 28,154 | 30,483 | - 7,247 |
| Net debt at the end of the period | 132,781 | 135,818 | 280,440 |

## CONSOLIDATED BALANCE SHEET (CONDENSED)

| (SEK 000s) | July 30 |  | April 30 |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2009 | 2009 |
| Intangible fixed assets ${ }^{1)}$ | 337,508 | 332,564 | 334,651 |
| Tangible fixed assets | 120,205 | 115,405 | 126,878 |
| Financial assets | 18,985 | 21,479 | 17,131 |
| Inventories | 280,401 | 266,381 | 312,291 |
| Current receivables | 45,337 | 59,755 | 68,740 |
| Cash and cash equivalents | 59,840 | 54,482 | 25,370 |
| Total assets | 862,276 | 850,066 | 885,061 |
| Shareholders' equity | 478,963 | 477,028 | 352,915 |
| Long-term liabilities ${ }^{2 /}$ | 87,650 | 114,147 | 115,033 |
| Short-term liabilities ${ }^{2 /}$ | 295,663 | 258,891 | 417,113 |
| Total equity and liabilities | 862,276 | 850,066 | 885,061 |
| ${ }^{1)}$ Of which, goodwill | 285,844 | 282,944 | 283,213 |
| ${ }^{2)}$ Of which, interest-bearing liabilities | 192,621 | 190,300 | 305,810 |

STATEMENT OF CHANGES IN EQUITY

| (SEK 000s) | 3 months <br> May 1-July 31 |  | Full-year <br> May-April 2008/09 |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2009 |  |
| Total shareholders' equity at the beginning of the period | 472,456 | 352,915 | 472,456 |
| New share issue | - | 159,706 | - |
| Dividend | - | - | - 77,744 |
| Net profit/loss | 6,507 | -35,593 | -41,797 |
| Total shareholders' equity at the end of the period | 478,963 | 477,028 | 352,915 |

## SEGMENT REPORTING

| Net sales per operating segment (SEK 000s) | 3 months <br> May-July |  | $\begin{array}{r} \text { Rolling } 12 \\ \text { Aug-July } \\ 2008 / 09 \end{array}$ | $\begin{aligned} & \text { Full-year } \\ & \text { May-April } \\ & \text { 2008/09 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2009 |  |  |
| Sweden | 265,211 | 228,138 | 1,011,613 | 1,048,685 |
| Finland | 54,944 | 55,347 | 210,992 | 210,589 |
| Denmark | 17,885 | 16,796 | 68,180 | 69,269 |
| Norway | 13,335 | 14,588 | 55,420 | 54,167 |
| Estonia | 1,308 | 2,076 | 8,655 | 7,887 |
| Total | 352,683 | 316,945 | 1,354,860 | 1,390,597 |
| Operating profit/loss per operating segment (SEK 000s) | 3 months |  | Rolling 12 | Full-year |
|  | May-July |  | Aug-July | May-April |
|  | 2008 | 2009 | 2008/09 | 2008/09 |
| Sweden | 17,152 | - 17,237 | - 11,757 | 22,631 |
| Finland | - 1,009 | - 10,924 | - 31,867 | - 21,952 |
| Denmark | - 2,410 | - 3,682 | - 9,007 | - 7,735 |
| Norway | - 1,951 | - 7,266 | - 30,187 | - 24,872 |
| Estonia | - 360 | - 336 | -573 | -597 |
| Total | 11,422 | - 39,445 | -83,391 | - 32,525 |
|  | 3 months |  | Rolling 12 | Full-year |
| Operating margin per operating segment | May-July |  | Aug-July | May-April |
| (SEK 000s) | 2008 | 2009 | 2008/09 | 2008/09 |
| Sweden | 6.5 | -7.6 | -1.2 | 2.2 |
| Finland | -1.8 | - 19.7 | - 15.1 | - 10.4 |
| Denmark | - 13.5 | - 21.9 | - 13.2 | - 11.2 |
| Norway | - 14.6 | -49.8 | - 54.5 | -45.9 |
| Estonia | -27.5 | -16.2 | -6.6 | -7.6 |
| Total | 3.2 | - 12.4 | -6.2 | -2,3 |

The segments' operating profit/loss includes earnings from retail operations in each market and the earnings of Swedish wholesale operations from sales to each market. Profit from sales to franchisees is reported under the Swedish segment.

NUMBER OF STORES

|  | April 30 |  |  |  |  | July 31 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 | 2008 | 2009 | 2008 | 2009 |
| Sweden | 44 | 70 | 113 | 121 | 125 | 121 | 125 |
| Finland | 12 | 22 | 34 | 38 | 42 | 38 | 41 |
| Denmark | 6 | 8 | 8 | 10 | 11 | 10 | 11 |
| Norway | - | 1 | 8 | 11 | 13 | 11 | 12 |
| Estonia | - | - | - | 1 | 2 | 2 | 2 |
| Total stores in the Group | 62 | 101 | 163 | 181 | 193 | 182 | 191 |
| Franchise stores in Sweden | 67 | 52 | 23 | 24 | 25 | 22 | 24 |
| Franchise stores in Poland | - | - | - | 2 | 3 | 3 | 3 |
| Franchise stores in Denmark | - | - | - | - | 2 | - | 2 |
| Total stores in the chain | 129 | 153 | 186 | 207 | 223 | 207 | 220 |


| QUARTERLY EARNINGS - GROUP |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007/08 | 2007/08 | 2007/08 | 2008/09 | 2008/09 | 2008/09 | 2008/09 | 2009/10 |
| SEK M | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 |
| Net sales | 375.5 | 523.2 | 324.2 | 352.7 | 309.1 | 456.4 | 272.4 | 316.9 |
| Other operating income | 3.3 | 5.4 | 5.1 | 2.3 | 3.2 | 3.2 | 5.4 | 2.3 |
| Total operating income | 378.8 | 528.6 | 329.3 | 355.0 | 312.3 | 459.6 | 277.8 | 319.3 |
| Operating expenses |  |  |  |  |  |  |  |  |
| Goods for resale | - 170.3 | - 232.8 | - 173.6 | - 169.0 | - 124.5 | - 216.9 | - 136.7 | - 168.6 |
| Other external costs | - 87.5 | - 103.6 | - 102.3 | - 84.6 | - 103.9 | - 108.9 | - 101.6 | - 99.7 |
| Personnel expenses | - 78.3 | - 91.7 | - 74.6 | - 79.0 | - 78.4 | - 100.5 | - 83.0 | - 78.3 |
| Depreciation/amortization of tangible and intangible assets | - 9.1 | - 10.2 | - 12.0 | - 11.0 | -11.6 | - 11.1 | - 16.6 | - 12.1 |
| Operating profit/loss | 33.6 | 90.3 | 33.2 | 11.4 | - 6.1 | 22.2 | - 60.1 | - 39.4 |
| Operating margin,\% | 9.0 | 17.3 | - 10.2 | 3.2 | -2.0 | 4.9 | -22.1 | - 12.4 |
| Result from financial items | - 2.1 | - 3.4 | - 2.4 | - 2.4 | - 3.3 | - 3.3 | - 3.6 | - 1.3 |
| Profit/loss after financial items | 31.5 | 86.9 | - 35.6 | 9.0 | -9.4 | 18.9 | -63.7 | -40.8 |
| Tax on profit for the period | - 8.9 | -25.4 | 12.0 | - 2.5 | 2.5 | -5.3 | 7.4 | 5.7 |
| Net profit/loss for the period | 22.6 | 61.5 | -23.6 | 6.5 | -6.7 | 13.6 | -56.2 | -35.1 |

MULTI-YEAR REVIEW

|  | $2004 / 05$ | $2005 / 06$ | $2006 / 07$ | $2007 / 08$ | $2008 / 09$ | $2008 / 09$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales, SEK M | 804.6 | $1,159.7$ | $1,470.5$ | $1,608.3$ | $1,390.6$ | $1,354.9$ |
| Net sales growth,\% | 36.4 | 44.1 | 26.8 | 9.4 | -13.5 | -14.0 |
| Gross profit margin,\% | 39.1 | 47.2 | 52.2 | 52.7 | 53.5 | 52.3 |
| Operating profit/loss, SEK M | 93.0 | 180.9 | 221.5 | 141.1 | -32.5 | -83.4 |
| Operating margin,\% | 11.6 | 15.6 | 15.1 | 8.8 | -2.3 | -6.2 |
| Net profit/loss, SEK M | 69.2 | 130.5 | 159.5 | 96.5 | -42.9 | -84.5 |
| Cash flow after investments, SEK M | 79.3 | 13.2 | -43.3 | -42.2 | -28.9 | -83.9 |
|  |  |  |  |  |  |  |
| Return on equity,\% | 40.9 | 42.6 | 35.9 | 20.0 | -10.4 | -18.2 |
| Return on capital employed,\% | 45.9 | 55.7 | 45.5 | 22.8 | -4.8 | -12.4 |
| Return on operating capital,\% | 55.0 | 75.2 | 54.7 | 24.5 | -5.1 | -13.6 |
| Return on total capital,\% | 31.0 | 38.6 | 32.3 | 16.9 | -3.7 | -9.7 |
| Equity/assets ratio,\% | 60.3 | 68.0 | 61.6 | 53.4 | 40.1 | 56.1 |
| Net debt/EBITDA, times | -0.3 | -0.5 | 0.1 | 1.0 | 15.8 | -4.2 |
| Capital turnover ratio, times | 4.8 | 4.8 | 3.6 | 2.8 | 2.2 | 2.2 |
|  |  |  |  |  |  |  |
| Earnings/ loss per share before dilution, SEK | 2.77 | 4.76 | 5.69 | 3.31 | -1.46 | -2.69 |
| Earnings/ loss per share after dilution, SEK | 2.76 | 4.60 | 5.47 | 3.31 | -1.46 | -2.69 |
| Cash flow after investments per share, SEK | 3.18 | 0.48 | -1.54 | -1.45 | -0.98 | -2.67 |
| Equity per share, SEK | 8.09 | 14.21 | 17.53 | 16.10 | 12.03 | 11.61 |
| Number of full-year employees | 284 | 433 | 602 | 757 | 773 | 770 |

## PARENT COMPANY'S INCOME STATEMENT

| (SEK 000s) | 3 months |  | $\begin{array}{r} \text { Full-year } \\ \text { May-April } \\ 2008 / 09 \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | May 1-July 31 |  |  |
|  | 2008 | 2009 |  |
| Net sales | 207,967 | 254,200 | 1,196,363 |
| Other operating income | 4,230 | 3,813 | 19,592 |
| Total operating income | 312,197 | 258,013 | 1,215,955 |
| Operating expenses |  |  |  |
| Goods for resale | - 160,273 | - 141,582 | - 648,076 |
| Other external costs | - 61,260 | - 67,576 | - 308,031 |
| Personnel expenses | - 59,603 | - 55,909 | - 253,400 |
| Depreciation/amortization of tangible and intangible assets | - 10,506 | - 11,569 | $-44,580$ <br> -383 |
| Operating profit/loss | 20,555 | - 18,623 | - 38,132 |
| Result from financial items |  |  |  |
| Other interest income and similar items | 2,507 | 1,783 | 9,919 |
| Interest expenses and similar items | - 2,493 | - 1,311 | - 12,297 |
| Total result from financial items | 14 | 472 | - 2,378 |
| Profit/loss after financial items | 20,569 | - 18,151 | - 40,510 |
| Appropriations | - | - |  |
| Profit/loss before tax | 20,569 | - 18,151 | - 40,510 |
| Tax | - 5,768 | 4,773 | 8,227 |
| Net profit/loss for the period | 14,801 | -13,378 | - 32,283 |

PARENT COMPANY'S BALANCE SHEET (CONDENSED)

| (SEK 000s) | July 31 |  | $\begin{array}{r} \text { April } 30 \\ 2009 \end{array}$ |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2009 |  |
| Intangible fixed assets ${ }^{1)}$ | 282,252 | 266,841 | 271,923 |
| Tangible fixed assets | 73,545 | 70,865 | 75,705 |
| Financial assets | 26,497 | 28,257 | 35,533 |
| Inventories | 205,001 | 208,966 | 229,908 |
| Current receivables | 214,340 | 237,216 | 205,071 |
| Cash and cash equivalents | 20,859 | 15,785 | 13,449 |
| Total assets | 822,494 | 827,930 | 831,589 |
| Shareholders' equity | 427,862 | 448,785 | 302,389 |
| Untaxed reserves | 58,867 | 58,867 | 58,867 |
| Provisions | 5,328 | 4,379 | 4,379 |
| Long-term liabilities ${ }^{2 /}$ | - | 90,000 | 90,000 |
| Short-term liabilities ${ }^{2)}$ | 330,437 | 225,899 | 375,954 |
| Total equity and liabilities | 822,494 | 827,930 | 831,589 |
| ${ }^{1)}$ Of which, goodwill | 232,210 | 218,668 | 222,053 |
| ${ }^{2}$ ) Of which, interest-bearing liabilities | 186,915 | 179,860 | 289,760 |

## THE HEMTEX SHARE

On July 31, 2009, Hemtex AB's share capital amounts to SEK 102.7 M, represented by $41,072,360$ shares each with a quotient value of SEK 2.50. Each share entitles the holder to one vote at General Meetings and all shares carry equal rights to participation in the Company's assets and profits. The Hemtex share has been listed on Nasdaq OMX
Stockholm, Mid Cap, since October 6, 2005. The introduction price for the share was SEK 56. During the fourth quarter of the company's fiscal year, the price of the Hemtex share rose from SEK 26.40 on May 1, 2009 to SEK 26.50 on July 31, 2009. For up-to-date information on the Hemtex share, reference is made to Investor Relations at www.hemtex.com.

## Shareholders

At July 31, 2009, Hemtex AB had 3,192 shareholders. The information in the table below pertains to the circumstances at that date according to the share register maintained by Euroclear Sweden AB.

| Owner | Total no. of <br> shares | Share of voting <br> rights and capital |
| :--- | ---: | ---: |
| Hakon Invest AB | $28,124,654$ | $68.5 \%$ |
| AB Industrivärden | $5,081,146$ | $12.4 \%$ |
| DNB Nor Bank ASA | $2,073,455$ | $5.0 \%$ |
| Trollhassel AB, among others | 608,945 | $1.5 \%$ |
| EFG Private Bank S.A., W8IMY | 426,512 | $1.0 \%$ |
| SIX SIS AG | 420,675 | $1.0 \%$ |
| SEB Private Bank S.A., NQI | 224,784 | $0.5 \%$ |
| AB Pernini, among others | 200,350 | $0.5 \%$ |
| Löfman, Michael | 135,905 | $0.3 \%$ |
| Pernvik \& Pernvik AB among others | 135,300 | $0.3 \%$ |
| Other shareholders | $3,640,634$ | $8.9 \%$ |
| Total | $\mathbf{4 1 , 0 7 2 , 3 6 0}$ | $\mathbf{1 0 0 . 0 \%}$ |

Ownership structure

| Number of shares | Number of <br> owners | \% of all <br> owners | Number of <br> shares | $\%$ <br> of capital |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| $1-$ | 200 | 1,381 | $43.2 \%$ | 130,033 | $1.2 \%$ |
| $201-$ | 1,000 | 1,353 | $42.4 \%$ | 608,579 | $3.3 \%$ |
| $1,001-$ | 10,000 | 389 | $12.2 \%$ | 997,402 | $5.1 \%$ |
| $10,001-100,000$ | 60 | $1.9 \%$ | $2,123,244$ | $12.3 \%$ |  |
| $100,001-$ |  | 9 | $0.3 \%$ | $37,213,102$ | $78.1 \%$ |
|  |  |  |  |  |  |
| Total |  | $\mathbf{3 , 1 9 2}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{4 1 , 0 7 2 , \mathbf { 3 6 0 }}$ | $\mathbf{1 0 0 . 0 \%}$ |


| Distribution of owners | Share of voting <br> rights and capital |
| :--- | ---: |
| Foreign owners | $8.8 \%$ |
| Swedish owners | $91.2 \%$ |
| of whom, |  |
| Legal entities | $93.3 \%$ |
| Private individuals | $6.7 \%$ |

Updated information concerning owners, ownership structure and distribution of owners is available at Investor Relations, www.hemtex.com

## DEFINITIONS

Capital employed - The balance-sheet total less non-interest bearing liabilities including deferred tax liabilities.
Cash flow after investments - Profit before depreciation/amortization plus/minus financial items less tax paid plus/minus changes in operating capital minus investments.

Cash flow after investments per share - Cash flow after investments divided by the average number of shares outstanding during the period.

Comparable stores - Stores that have been operational for more than 12 months.
Earnings per share - Profit after tax divided by the average number of shares outstanding during the period.
Earnings per share after dilution - Profit after tax divided by the average number of shares outstanding on the closing date as well as warrants outstanding adjusted for possible dilution effects.

EBITDA - Operating profit excluding depreciation/amortization and impairment losses.
Equity/assets ratio - Shareholders' equity as a percentage of total assets.
Gross profit margin - Net sales for the period less the cost of goods sold as a percentage of net sales.
Hemtex - "Hemtex" refers to the Hemtex brand or to the entire retail chain including the stores operated by franchisees.
Hemtex $\mathbf{A B}$ - Refers to the legal entity Hemtex $A B$ that is the Parent Company of the Group and the franchisor in the Hemtex franchise system.

Net debt - Interest-bearing liabilities less cash and bank balances.
Net debt/equity ratio - Interest-bearing liabilities less cash and bank balances as a percentage of shareholders' equity.
Net debt/EBITDA - Interest-bearing liabilities divided by EBITDA.
Number of annual employees - The total number of hours of attendance divided by the normal working hours for the particular country.

Operating capital - Total assets less cash and cash equivalents. Other interest-bearing assets and non-interest bearing liabilities.

Operating margin - Operating profit as a percentage of net sales for the period.
Profit margin - Profit before tax as a percentage of net sales for the period.
Rate on capital turnover - Sales divided by average operating capital.
Return on capital employed - Return before tax plus financial expenses as a percentage of average capital employed.
Return on equity - Profit after tax as a percentage of average shareholders' equity.
Return on operating capital - Operating profit as a percentage of average operating capital.
Shareholders' equity per share - Shareholders' equity divided by the number of shares on the closing date.

