## H \& M HENNES \& MAURITZ AB SIX-MONTH REPORT

1 December 2009-31 May 2010

## THE FIRST HALF-YEAR

- The H\&M Group's sales excluding VAT during the first six months of the financial year amounted to SEK $51,879 \mathrm{~m}(49,837)$, an increase of 4 percent. In local currencies, the increase was 11 percent.
- Profit after financial items amounted to SEK $12,095 \mathrm{~m}(9,338)$, an increase of 30 percent. Group profit after tax was SEK $8,950 \mathrm{~m}(6,770)$, corresponding to SEK 5.41 (4.09) per share.


## THE SECOND QUARTER

- The H\&M Group's sales excluding VAT during the second quarter amounted to SEK $27,033 \mathrm{~m}(26,538)$, an increase of 2 percent. In local currencies, the increase was 10 percent.
- Gross profit amounted to SEK $17,808 \mathrm{~m}(16,201)$, corresponding to a gross margin of 65.9 percent (61.0).
- Profit after financial items amounted to SEK $7,040 \mathrm{~m}(5,784)$, an increase of 22 percent. Group profit after tax was SEK $5,209 \mathrm{~m}(4,193)$, corresponding to SEK 3.15 (2.53) per share.
- Sales in May increased by 6 percent in local currencies compared to the same month last year.
- Sales in the period 1 - 22 June 2010 increased by 22 percent in local currencies compared to the same period last year.
- Croatia and Romania new H\&M countries in spring 2011.
- Morocco new franchise market in autumn 2011.

|  | SIX MONTHS | SIX MONTHS | Q2 | Q2 |
| :--- | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | 2010 | 2009 |
| (SEK m) |  |  |  |  |
| Net sales | 51,879 | 49,837 | 27,033 | 26,538 |
| Gross profit | 33,198 | 29,379 | 17,808 | 16,201 |
| gross margin, \% | 64.0 | 59.0 | 65.9 | 61.0 |
| Operating profit | 11,943 | 9,035 | 6,965 | 5,671 |
| operating margin, \% | 23.0 | 18.1 | 25.8 | 21.4 |
| Net financial items | 152 | 303 | 75 | 113 |
| Profit after financial items | 12,095 | 9,338 | 7,040 | 5,784 |
| Tax | $-3,145$ | $-2,568$ | $-1,831$ | $-1,591$ |
| Profit for the period | 8,950 | 6,770 | 5,209 | 4,193 |
| Earnings per share, SEK | 5.41 |  |  |  |

## Sales

Sales including VAT for the first six months of the financial year amounted to SEK $60,699 \mathrm{~m}(58,352)$, an increase of 4 percent. In local currencies the increase was 11 percent and in comparable units sales increased by 1 percent. H\&M Group sales excluding VAT amounted to SEK $51,879 \mathrm{~m}(49,837)$, an increase of 4 percent.

Sales including VAT for the second quarter amounted to SEK 31,604 m (31,070), an increase of 2 percent. In local currencies the increase was 10 percent. Sales in comparable units decreased by 1 percent. Sales excluding VAT for the second quarter amounted to SEK $27,033 \mathrm{~m}(26,538)$, an increase of 2 percent.

In May 2010, sales including VAT in local currencies, increased by 6 percent compared to the same month the previous year. Sales in comparable units decreased by 4 percent. Calendar effects are estimated to have had a negative impact of 3 to 4 percentage units in May.

The Group opened 86 (93) stores and closed 12 (9) stores during the first half-year. The total number of stores in the Group as per 31 May 2010 thus amounted to $2,062(1,822)$, of which 42 are franchise stores, 27 COS stores and 59 stores within the FaBric Scandinavien Group.

## Results for the first six months

Gross profit for the Group for the first six months amounted to SEK $33,198 \mathrm{~m}(29,379)$, an increase of 13 percent. This corresponds to a gross margin of 64.0 percent (59.0).

The operating profit amounted to SEK 11,943 m (9,035), an increase of 32 percent, which corresponds to an operating margin of 23.0 percent (18.1).

Operating profit for the six-month period has been charged with depreciation amounting to SEK $1,555 \mathrm{~m}(1,436)$.

Consolidated net interest income was SEK 152 m (303).
Profit after financial items amounted to SEK $12,095 \mathrm{~m}(9,338)$, an increase of 30 percent.
Profit after tax for the Group after an estimated tax rate of 26.0 percent (27.5) amounted to SEK $8,950 \mathrm{~m}(6,770)$ for the six-month period, corresponding to earnings per share of SEK 5.41 (4.09).

Return on shareholders' equity, rolling twelve months, was 54.8 percent (51.6) and return on capital employed, rolling twelve months, was 72.9 percent (70.9).

## Results for the second quarter

Gross profit for the second quarter amounted to SEK $17,808 \mathrm{~m}(16,201)$, an increase of 10 percent. This corresponds to a gross margin of 65.9 percent (61.0).

Operating profit for the second quarter amounted to SEK $6,965 \mathrm{~m}(5,671)$, an increase of 23 percent. This corresponds to an operating margin of 25.8 percent (21.4).

Profit after financial items was SEK $7,040 \mathrm{~m}(5,784)$, an increase of 22 percent.
Profit after tax was SEK 5,209 m (4,193), corresponding to SEK 3.15 (2.53) per share.

## Comments on the second quarter

Sales excluding VAT increased by 2 percent. In local currencies the increase was 10 percent. The quarter started with strong sales in March, while sales in both April and May were affected by unusually cold weather for the season in most of H\&M's markets.

The gross margin amounted to 65.9 percent (61.0), an increase of 4.9 percentage units.
Currency hedging of the mark-up on internal sales of goods to the subsidiaries had a positive impact on the gross margin of approximately 0.5 percentage units. Such currency hedges had a negative impact of 1.3 percentage units on the gross margin in the second quarter 2009, i.e. a difference of 1.8 percentage units year-on-year.

The gross margin was also positively affected by a weaker US dollar at the purchase period for garments sold in the second quarter this year compared to the time of the purchases for the second quarter 2009. Other factors, such as greater surplus capacity at suppliers, lower transportation costs, favourable raw material prices and efficiencies in the buying process also impacted the gross margin positively in the second quarter 2010.

Increased mark-downs affected the gross margin negatively by 0.3 percentage units compared to the same quarter last year.

Cost control in the Group remains good. Selling and administrative expenses in the quarter amounted to SEK $10,843 \mathrm{~m}(10,530)$, an increase of 3 percent. In local currencies the increase was 10 percent. The cost increase was related to the expansion.

The stock-in-trade amounted to SEK $8,562 \mathrm{~m}(8,601)$. Excluding currency translation effects, the stock-in-trade increased by approximately 2 percent. The stock-in-trade as per 31 May 2010 consists of more spring garments than estimated due to a weaker sales development than planned during April and May. This could lead to a higher price reduction level in the third quarter compared to the corresponding quarter last year.

## Financial position and cash flow

Consolidated total assets as per 31 May 2010 amounted to SEK 50,247 m $(44,551)$, an increase of 13 percent compared to the same time last year.

During the first six months of the financial year, the Group generated a cash flow of SEK $334 \mathrm{~m}(-8,190)$. The current operations generated a positive cash flow of SEK 12,504 m $(7,194)$. Cash flow was among other things affected by dividends of SEK $-13,239 \mathrm{~m}$ $(-12,825)$, investments in fixed assets of SEK $-1,860 \mathrm{~m}(-2,265)$ and by short-term investments with a duration of four to twelve months of SEK $2,970 \mathrm{~m}(-200)$. Liquid funds and short-term investments amounted to SEK 18,992 m $(14,904)$.

The stock-in-trade decreased by 0.5 percent compared to the same time last year and amounted to SEK $8,562 \mathrm{~m}(8,601)$. This corresponds to 8.3 percent (8.9) of sales excluding VAT, rolling twelve months. The stock-in-trade was 17.0 percent (19.3) of total assets.

The equity/assets ratio was 71.8 percent (71.0) and the share of risk-bearing capital was 75.9 percent (74.8).

Shareholders' equity apportioned on the outstanding 1,655,072,000* $(1,655,072,000)$ shares as per 31 May 2010 was SEK 21.79 (19.12).

## * Share split

H\&M has recently implemented a 2:1 share split, where each share was split into two shares of the same class. The record date for the split was 3 June 2010, which means that the last day of trading prior to the split was 31 May 2010. The first day of trading in the split shares was 1 June 2010. The shares obtained through the split were entered in securities accounts on 4 June 2010, which was the day after the record date. Following the implemented share split the new number of shares is 1,655,072,000, of which 194,400,000 are series A shares and $1,460,672,000$ are series $B$ shares.

Earnings per share has been calculated based on the new number of shares. According to IAS 33 Earnings Per Share, the earnings per share is adjusted retroactively for all reported periods.

## Expansion

H\&M remains positive towards the future expansion and the company's business opportunities.

During the second half-year, the Group plans to open 180 (182) stores and close 14 (16). Most of the stores are planned for Germany, USA, the UK, France, China and Italy.

H\&M has signed a contract to open its first store in Turkey. The store is situated in Forum Istanbul, one of Europe's largest shopping centres. The store will be a full-range store and is planned to open in November 2010.

The second store in South Korea will open in Seoul in September 2010.
Examples of other interesting H\&M openings during the autumn of 2010 are; Nevsky Prospect in St Petersburg, Russia in August, Champs Elysées in Paris in October, and in the shopping mall Forum Shops in Las Vegas in November.

During the autumn of 2010, the company will open one H\&M Home store in Amsterdam in addition to the already communicated $\mathrm{H} \& \mathrm{M}$-stores in Helsinki, Copenhagen and London.

Online sales will start in September 2010 in the UK.
The planned opening of a COS store in Hong Kong in the autumn of 2010 is postponed until 2011.

Croatia and Romania will become new H\&M countries with openings in Zagreb and Bucharest during the spring of 2011.

Morocco will become a new franchise market with store opening in Casablanca in the autumn of 2011.

Tax
The tax rate is estimated to amount to approximately 26.0 (25.9) percent for the full year of 2009/2010.

## Parent company

The parent company had no external sales (-) for the first six months of the financial year. Profit after financial items amounted to SEK $2,085 \mathrm{~m}(1,922)$. Investments in fixed assets amounted to SEK 30 m (29).

## Comments on the current quarter

Sales during the period 1 - 22 June 2010 increased by 22 percent in local currencies compared to the same period last year.

## The Election Committee

According to the principles for the Election Committee passed at the 2010 Annual General Meeting, H\&M shall have an Election Committee made up of the Chairman of the Board plus four other members representing each of the four largest shareholders in terms of the number of votes, as far as can be ascertained from the register of shareholders, other than the shareholder that the Chairman of the Board may represent.

The composition is based on shareholdings at 28 February 2010. At the 2010 Annual General Meeting the following Election Committee was appointed: Stefan Persson, Chairman of the Board of H\&M, Lottie Tham, representing Lottie Tham, Liselott Ledin, representing Alecta, Jan Andersson, representing Swedbank Robur fonder and Peter Lindell, representing AMF pension.

Since the AMF representative, Peter Lindell, is no longer employed by AMF, Anders Oscarsson will hereafter represent AMF in the Election Committee.

Proposals from shareholders for the Election Committee may be sent either to individual members of the Election Committee or directly to:

H \& M Hennes \& Mauritz AB
Valberedningen
10638 Stockholm

## Accounting principles

The Group applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This report has been prepared according to IAS 34 Interim Financial Reporting as well as the Swedish Annual Accounts Act.

The accounting principles used in the preparation of this report are described in the annual accounts and consolidated accounts for 2008/2009 in Note 1 Accounting Principles.

Starting in 2009/10 the Group is applying IFRS 8 Operating Segments for its segment reporting. According to this standard, segment information is to be presented based on the internal segments determined by executive management. The new standard has not required any changes to be made to the way segments were reported previously. The Group's business consists primarily of the sale of clothes and cosmetics to consumers. Internal reporting is broken down by country. In its segment reporting the Group has grouped countries together into three geographical areas: the Nordic Region, Euro Zone excluding Finland and the Rest of the World. The financial characteristics are similar in each segment. The parent company and other subsidiaries without external sales are reported in a separate, Group-wide segment.

A statement of consolidated comprehensive income is also presented containing items previously reported in the statement of shareholders' equity that do not constitute shareholder transactions.

The parent company applies the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2.3 Accounting for Legal Entities, which essentially involves applying IFRS. In accordance with RFR 2.3 the parent company does not apply IAS 39.

Earnings per share has been calculated based on the new number of shares. According to IAS 33 Earnings Per Share, the earnings per share is adjusted retroactively for all reported periods.

## Risks and uncertainties

A number of factors may affect H\&M's results and business. Most of these can be dealt with through internal routines, while certain others are affected more by external influences. There are risks and uncertainties related to fashions, weather situations, climate changes, trade interventions and exchange rates, but also in connection with expansion into new markets, the launch of new concepts, changes in consumer behaviour and handling of the brand.

For a more detailed description of risks and uncertainties, refer to the Administration Report and to Note 2 in the Annual Report and Consolidated Accounts for 2008/2009. There were no significant changes in risks and uncertainties during the period.

## KEY RATIO DEFINITIONS

Return on equity: Profit for the year in relation to average shareholders' equity.
Return on capital employed: Profit after financial items plus interest expense in relation to average shareholders' equity plus average interest-bearing liabilities.
Share of risk-bearing capital: Shareholders' equity plus deferred tax liability in relation to the balance sheet total.
Equitylassets ratio: Shareholders' equity in relation to the balance sheet total.
Equity per share: Shareholders' equity divided by number of shares.
P/E ratio: Price per share divided by earnings per share.
Comparable units: Comparable units comprise the stores and the internet and catalogue sales countries that have been in operation for at least one financial year. H\&M's financial year is from 1 December to 30 November.

All figures within parenthesis refer to the corresponding period or point of time the previous year.

CALENDAR

29 September 2010 Nine-month report, 1 December 2009 - 31 August 2010
27 January 2011 Full-year report, 1 December 2009-30 November 2010
31 March 2011 Three-month report, 1 December 2010-28 February 2011
22 June 2011 Six-month report, 1 December 2010 - 31 May 2011

The six-month report has not been audited by the company's auditors.

The undersigned hereby provide an assurance that the half-year report for 1 December 2009 - 31 May 2010 provides a true and fair view of the parent company's and the Group's business, positions and earnings, and also describe the significant risks and uncertainties faced by the companies making up the Group.

|  | Stockholm 23 June, 2010 |  |
| :--- | :--- | :--- |
| Stefan Persson <br> Chairman of the Board | Mia Brunell Livfors <br> Board member | Anders Dahlvig <br> Board member |
| Lottie Knutson <br> Board member | Sussi Kvart <br> Board member | Bo Lundquist <br> Board member |
| Marianne Broman <br> Board member | Melker Schörling <br> Board member | Christian Sievert <br> Board member |
| Margareta Welinder <br> Board member |  | Karl-Johan Persson <br> Managing Director |

The information in this Interim Report is that which H \& M Hennes \& Mauritz AB (publ) is required to disclose under Sweden's Securities Market Act. It will be released for publication at 8.00 (CET) on 24 June 2010.

## CONTACT PERSONS

| Nils Vinge, IR | $+46-8-7965250$ |
| :--- | :--- |
| Jyrki Tervonen, CFO | $+46-8-7965277$ |
| Karl-Johan Persson, CEO | $+46-8-7965233$ |
| Switchboard | $+46-8-7965500$ |

H \& M Hennes \& Mauritz AB (publ)
SE - 10638 Stockholm
Phone: +46-8-796 55 00, Fax: +46-8-24 80 78, E-mail: info@hm.com
Registered office: Stockholm, Reg. No. 556042-7220

H\& M Hennes \& Mauritz AB (publ) was founded in Sweden in 1947 and is quoted on NASDAQ OMX Stockholm. The company's business concept is to offer fashion and quality at the best price. In addition to H\&M, the group includes the brands COS, Monki, Weekday and Cheap Monday as well as H\&M Home. The H\&M Group has more than 2,000 stores in 37 markets. In 2009, sales including VAT were SEK 118,697 million and the number of employees was around 76,000. For further information, visit www.hm.com.

## GROUP INCOME STATEMENT (SEK m)

|  | $\begin{array}{r} 1 \text { Dec 09- } \\ 31 \text { May } 10 \\ \hline \end{array}$ | 1 Dec 0831 May 09 | 1 March 10- <br> 31 May 10 | 1 March 0931 May 09 | 1 Dec 0830 Nov 09 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales including VAT | 60,699 | 58,352 | 31,604 | 31,070 | 118,697 |
| Sales excluding VAT | 51,879 | 49,837 | 27,033 | 26,538 | 101,393 |
| Cost of goods sold | -18,681 | -20,458 | -9,225 | -10,337 | -38,919 |
| GROSS PROFIT | 33,198 | 29,379 | 17,808 | 16,201 | 62,474 |
| Gross margin, \% | 64.0 | 59.0 | 65.9 | 61.0 | 61.6 |
| Selling expenses | -19,871 | -19,059 | -10,117 | -9,836 | -38,224 |
| Administrative expenses | -1,384 | -1,285 | -726 | -694 | -2,606 |
| OPERATING PROFIT | 11,943 | 9,035 | 6,965 | 5,671 | 21,644 |
| Operating margin, \% | 23.0 | 18.1 | 25.8 | 21.4 | 21.3 |
| Interest income | 154 | 306 | 76 | 114 | 467 |
| Interest expense | -2 | -3 | -1 | -1 | -8 |
| PROFIT AFTER FINANCIAL ITEMS | 12,095 | 9,338 | 7,040 | 5,784 | 22,103 |
| Tax | -3,145 | -2,568 | -1,831 | -1,591 | -5,719 |
| PROFIT FOR THE PERIOD | 8,950 | 6,770 | 5,209 | 4,193 | 16,384 |
| Earnings per share, SEK* | 5.41 | 4.09 | 3.15 | 2.53 | 9.90 |
| Number of shares, thousands* | 1,655,072 | 1,655,072 | 1,655,072 | 1,655,072 | 1,655,072 |
| * Before and after dilution. See page 3, Share split. |  |  |  |  |  |
| Depreciation, total | 1,555 | 1,436 | 783 | 715 | 2,830 |
| of which cost of goods sold | 171 | 143 | 86 | 67 | 310 |
| of which selling expenses | 1,289 | 1,226 | 649 | 617 | 2,350 |
| of which administrative expenses | 95 | 67 | 48 | 31 | 170 |

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (SEK m)

|  | $\begin{array}{r} 1 \text { Dec 09- } \\ 31 \text { May } 10 \end{array}$ | 1 Dec 0831 May 09 | 1 March 1031 May 10 | 1 March 0931 May 09 | $\begin{gathered} 1 \text { Dec 08- } \\ 30 \text { Nov } 09 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Profit for the period | 8,950 | 6,770 | 5,209 | 4,193 | 16,384 |
| Other comprehensive income |  |  |  |  |  |
| Translations effects etc. regarding equity | -807 | 359 | 229 | -1,646 | 294 |
| Change in hedging reserves | 742 | 542 | 161 | 1,208 | -264 |
| Tax attributable to other comprehensive income | -195 | -152 | -42 | -342 | 74 |
| OTHER COMPREHENSIVE INCOME | -260 | 749 | 348 | -780 | 104 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 8,690 | 7,519 | 5,557 | 3,413 | 16,488 |

## GROUP BALANCE SHEET IN SUMMARY (SEK m)

|  | 31 May 2010 | 31 May 2009 | 30 Nov 2009 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Intangible fixed assets | 1,640 | 1,658 | 1,674 |
| Tangible fixed assets | 14,823 | 13,369 | 14,811 |
| Financial assets | 1,733 | 1,919 | 1,797 |
|  | 18,196 | 16,946 | 18,282 |
| Current assets |  |  |  |
| Stock-in-trade | 8,562 | 8,601 | 10,240 |
| Current receivables | 4,497 | 4,100 | 3,816 |
| Short-term investments, 4-12 months | 20 | 200 | 3,001 |
| Liquid funds | 18,972 | 14,704 | 19,024 |
|  | 32,051 | 27,605 | 36,081 |
| TOTAL ASSETS | 50,247 | 44,551 | 54,363 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 36,064 | 31,644 | 40,613 |
| Long-term liabilities* | 2,715 | 2,456 | 2,660 |
| Short-term liabilities** | 11,468 | 10,451 | 11,090 |
| TOTAL EQUITY AND LIABILITIES | 50,247 | 44,551 | 54,363 |

* Only pension liabilities are interest-bearing.
** No short-term liabilities are interest-bearing.


## CHANGE IN GROUP EQUITY (SEK m)

|  | 31 May 2010 | 31 May 2009 | 30 Nov 2009 |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |
| Shareholders' equity at the beginning of the period | 40,613 | 36,950 | 36,950 |
| Dividend | $-13,239$ | $-12,825$ | $-12,825$ |
| Total comprehensive income for the period | 8,690 | 7,519 | 16,488 |
| Shareholders' equity at the end of the period | 36,064 | 31,644 | 40,613 |

## GROUP CASH FLOW STATEMENT (SEK m)



[^0]
## SALES INCLUDING VAT BY COUNTRY AND NUMBER OF STORES

Six months 1 December - 31 May

| COUNTRY | $\begin{array}{r} \text { SEK } m \\ 2010 \end{array}$ | SEK m 2009 | Change in \% |  | No. of stores 31 May 2010 | New <br> stores | Closed stores |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | SEK | Local currency |  |  |  |
| Sweden | 3,996 | 3,690 | 8 | 8 | 165 | 4 |  |
| Norway | 2,784 | 2,615 | 6 | 4 | 98 | 6 |  |
| Denmark | 2,111 | 2,087 | 1 | 10 | 83 | 6 |  |
| United Kingdom | 3,879 | 3,591 | 8 | 15 | 176 | 10 | 1 |
| Switzerland | 2,939 | 3,000 | -2 | 3 | 73 |  |  |
| Germany | 14,774 | 14,944 | -1 | 7 | 367 | 11 | 6 |
| Netherlands | 3,611 | 3,727 | -3 | 5 | 103 | 1 | 1 |
| Belgium | 1,618 | 1,800 | -10 | -2 | 63 | 4 | 2 |
| Austria | 2,582 | 2,757 | -6 | 2 | 64 | 1 |  |
| Luxembourg | 193 | 208 | -7 | 1 | 10 | 1 |  |
| Finland | 1,219 | 1,232 | -1 | 7 | 42 | 4 |  |
| France | 4,444 | 4,286 | 4 | 12 | 137 | 3 | 1 |
| USA | 4,094 | 3,752 | 9 | 22 | 194 | 5 |  |
| Spain | 3,077 | 3,202 | -4 | 4 | 115 | 2 | 1 |
| Poland | 1,259 | 1,162 | 8 | 9 | 69 | 4 |  |
| Czech Republic | 329 | 320 | 3 | 7 | 20 | 1 |  |
| Portugal | 476 | 476 | 0 | 9 | 21 | 1 |  |
| Italy | 2,061 | 1,786 | 15 | 25 | 66 | 2 |  |
| Canada | 1,241 | 1,019 | 22 | 17 | 53 | 1 |  |
| Slovenia | 271 | 314 | -14 | -6 | 11 | 1 |  |
| Ireland | 255 | 286 | -11 | -3 | 11 |  |  |
| Hungary | 177 | 148 | 20 | 23 | 10 |  |  |
| Slovakia | 103 | 87 | 18 | 27 | 5 | 1 |  |
| Greece | 330 | 217 | 52 | 65 | 15 |  |  |
| China | 1,121 | 723 | 55 | 74 | 33 | 6 |  |
| Japan | 893 | 467 | 91 | 105 | 9 | 3 |  |
| Russia | 359 | 129 | 178 | 190 | 6 | 1 |  |
| South Korea | 99 |  |  |  | 1 | 1 |  |
| Franchise | 404 | 327 | 24 | 24 | 42 | 6 |  |
| Total | 60,699 | 58,352 | 4 | 11 | 2,062 | 86 | 12 |

SALES INCLUDING VAT PER COUNTRY AND NUMBER OF STORES

## Second quarter 1 March - 31 May

| COUNTRY | $\begin{array}{r} \text { SEK m } \\ 2010 \end{array}$ | $\begin{array}{r} \text { SEK m } \\ 2009 \end{array}$ | Change in \% |  | No. of stores 31 May 2010 | New stores | Closed stores |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | SEK | Local currency |  |  |  |
| Sweden | 2,072 | 1,910 | 8 | 8 | 165 | 4 |  |
| Norway | 1,353 | 1,305 | 4 | 3 | 98 | 6 |  |
| Denmark | 1,066 | 1,100 | -3 | 7 | 83 | 5 |  |
| United Kingdom | 2,022 | 1,902 | 6 | 14 | 176 | 9 |  |
| Switzerland | 1,505 | 1,614 | -7 | -2 | 73 |  |  |
| Germany | 7,644 | 8,100 | -6 | 5 | 367 | 8 | 3 |
| Netherlands | 1,947 | 2,082 | -6 | 4 | 103 | 1 | 1 |
| Belgium | 803 | 906 | -11 | -2 | 63 | 4 | 1 |
| Austria | 1,312 | 1,471 | -11 | -1 | 64 | 1 |  |
| Luxembourg | 100 | 109 | -8 | 2 | 10 | 1 |  |
| Finland | 627 | 624 | 0 | 12 | 42 | 4 |  |
| France | 2,200 | 2,214 | -1 | 10 | 137 | 1 |  |
| USA | 2,284 | 1,979 | 15 | 26 | 194 | 4 |  |
| Spain | 1,507 | 1,601 | -6 | 4 | 115 | 2 | 1 |
| Poland | 649 | 645 | 1 | -1 | 69 | 4 |  |
| Czech Republic | 170 | 177 | -4 | 1 | 20 | 1 |  |
| Portugal | 232 | 237 | -2 | 8 | 21 | 1 |  |
| Italy | 1,116 | 1,004 | 11 | 23 | 66 | 2 |  |
| Canada | 709 | 581 | 22 | 15 | 53 | 1 |  |
| Slovenia | 144 | 170 | -15 | -6 | 11 | 1 |  |
| Ireland | 127 | 142 | -11 | -1 | 11 |  |  |
| Hungary | 95 | 82 | 16 | 18 | 10 |  |  |
| Slovakia | 54 | 45 | 20 | 31 | 5 | 1 |  |
| Greece | 169 | 122 | 39 | 53 | 15 |  |  |
| China | 624 | 415 | 50 | 66 | 33 | 6 |  |
| Japan | 540 | 239 | 126 | 134 | 9 | 3 |  |
| Russia | 225 | 129 | 74 | 79 | 6 | 1 |  |
| South Korea | 91 |  |  |  | 1 |  |  |
| Franchise | 217 | 165 | 32 | 32 | 42 | 5 |  |
| Total | 31,604 | 31,070 | 2 | 10 | 2,062 | 76 | 6 |

## KEY RATIOS PER QUARTER

Sales including VAT, SEK m Sales excluding VAT, SEK m Change from previous year, \% Operating profit, SEK m Operating margin, \%

Depreciation for the period, SEK $m$ Profit after financial items, SEK m Profit after tax, SEK m

Liquid funds and short-term investments, SEK m
Stock-in-trade, SEK m
Equity, SEK m

Shareholders' equity per share, SEK*
Equity per share, SEK*

Cash flow from current operations per share, SEK*

Share of risk-bearing capital, \%
Equity/assets ratio, \%

Total number of stores

## Rolling 12 months

Earnings per share, SEK*
Return on shareholders' equity, \%
Return on capital employed, \%
Stock-in-trade in \% of turnover

| 2008 |  |  |  | 2009 |  |  |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |
|  |  |  | 30,848 | 27.282 |  | 27,587 | 32758 |  |  |
| 23,241 | 25,412 | 24,540 | 30,848 | 27,282 | 31,070 | 27,587 | 32,758 | 29,095 | 31,604 |
| 19,742 | 21,609 | 20,871 | 26,310 | 23,299 | 26,538 | 23,545 | 28,011 | 24,846 | 27,033 |
| 18 | 8 | 12 | 15 | 18 | 23 | 13 | 6 | 7 | 2 |
| 3,799 | 5,155 | 4,365 | 6,819 | 3,364 | 5,671 | 4,700 | 7,909 | 4,978 | 6,965 |
| 19.2 | 23.9 | 20.9 | 25.9 | 14.4 | 21.4 | 20.0 | 28.2 | 20.0 | 25.8 |
| 578 | 577 | 590 | 457 | 721 | 715 | 722 | 672 | 772 | 783 |
| 4,057 | 5,433 | 4,586 | 7,114 | 3,554 | 5,784 | 4,773 | 7,992 | 5,055 | 7,040 |
| 2,941 | 3,939 | 3,325 | 5,089 | 2,577 | 4,193 | 3,460 | 6,154 | 3,741 | 5,209 |
| 22,450 | 14,528 | 17,786 | 22,726 | 23,625 | 14,904 | 16,238 | 22,025 | 26,200 | 18,992 |
| 7,892 | 7,073 | 7,930 | 8,500 | 9,052 | 8,601 | 10,215 | 10,240 | 8,402 | 8,562 |
| 34,803 | 27,263 | 30,828 | 36,950 | 41,043 | 31,644 | 34,612 | 40,613 | 43,746 | 36,064 |
| 1.78 | 2.38 | 2.01 | 3.07 | 1.56 | 2.53 | 2.09 | 3.72 | 2.26 | 3.15 |
| 21.03 | 16.47 | 18.63 | 22.33 | 24.80 | 19.12 | 20.91 | 24.54 | 26.43 | 21.79 |
| 1.48 | 3.17 | 2.57 | 3.63 | 0.74 | 3.60 | 1.91 | 4.60 | 3.25 | 4.30 |
| 81.0 | 76.0 | 75.1 | 75.7 | 77.9 | 74.8 | 76.2 | 78.5 | 80.8 | 75.9 |
| 79.5 | 74.2 | 73.5 | 72.1 | 74.6 | 71.0 | 72.8 | 74.7 | 77.2 | 71.8 |
| 1,529 | 1,593 | 1,618 | 1,738 | 1,748 | 1,822 | 1,840 | 1,988 | 1,992 | 2,062 |
| 8.60 | 8.88 | 8.98 | 9.24 | 9.02 | 9.18 | 9.26 | 9.90 | 10.61 | 11.22 |
| 43.6 | 56.9 | 50.7 | 44.3 | 39.4 | 51.6 | 46.8 | 42.2 | 41.4 | 54.8 |
| 60.5 | 77.4 | 68.9 | 61.1 | 54.3 | 70.9 | 64.5 | 56.7 | 55.4 | 72.9 |
| 9.7 | 8.5 | 9.3 | 9.6 | 9.8 | 8.9 | 10.2 | 10.1 | 8.2 | 8.3 |

[^1]Definitions on key figures see page 5.

## SEGMENT REPORTING (SEK m)

|  | $\begin{array}{r} 1 \text { Dec 09- } \\ 31 \text { May } 10 \end{array}$ | $\begin{array}{r} 1 \text { Dec 08- } \\ 31 \text { May } 09 \end{array}$ |
| :---: | :---: | :---: |
| Nordic region |  |  |
| External net sales | 8,139 | 7,743 |
| Operating profit | 263 | 234 |
| Operating margin, \% | 3.2 | 3.0 |
| Euro Zone excluding Finland |  |  |
| External net sales | 28,431 | 28,687 |
| Operating profit | 879 | 1,086 |
| Operating margin, \% | 3.1 | 3.8 |
| Rest of the World |  |  |
| External net sales | 15,309 | 13,407 |
| Operating profit | 616 | 659 |
| Operating margin, \% | 4.0 | 4.9 |
| Group Functions |  |  |
| Internal net sales | 28,767 | 24,567 |
| Operating profit | 10,185 | 7,056 |
| Eliminations |  |  |
| Internal net sales | -28,767 | -24,567 |
| Total |  |  |
| External net sales | 51,879 | 49,837 |
| Operating profit | 11,943 | 9,035 |
| Operating margin, \% | 23.0 | 18.1 |


|  | $\begin{array}{r} 1 \text { Dec 09- } \\ 31 \text { May } 10 \end{array}$ | $\begin{gathered} 1 \text { Dec 08- } \\ 31 \text { May } 09 \end{gathered}$ | 1 March 1031 May 10 | March 0931 May 09 | $\begin{gathered} 1 \text { Dec 08- } \\ 30 \text { Nov } 09 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| External sales | - | - | - | - | - |
| Internal sales excluding VAT* | 2,664 | 2,182 | 1,543 | 1,279 | 5,521 |
| Cost of goods sold | - | - | - | - | - |
| GROSS PROFIT | 2,664 | 2,182 | 1,543 | 1,279 | 5,521 |
| Selling expenses | -1,035 | -1,044 | -611 | -725 | -1,898 |
| Administrative expenses | -906 | -769 | -479 | -393 | -1,561 |
| OPERATING PROFIT | 723 | 369 | 453 | 161 | 2,062 |
| Dividend from subsidiaries | 1,339 | 1,468 | 1,339 | 1,468 | 13,092 |
| Interest income | 23 | 85 | 11 | 32 | 113 |
| PROFIT AFTER FINANCIAL ITEMS | 2,085 | 1,922 | 1,803 | 1,661 | 15,267 |
| Year-end appropriations | - | - | - | - | -41 |
| Tax | -196 | -127 | -122 | -54 | -608 |
| PROFIT FOR THE PERIOD | 1,889 | 1,795 | 1,681 | 1,607 | 14,618 |

[^2]PARENT COMPANY BALANCE SHEET IN SUMMARY (SEK m)

|  | 31 May 2010 | 31 May 2009 | 30 Nov 2009 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Tangible fixed assets | 393 | 393 | 414 |
| Financial fixed assets | 1,632 | 1,025 | 1,363 |
|  | 2,025 | 1,418 | 1,777 |
| Current assets |  |  |  |
| Current receivables | 758 | 3,943 | 8,726 |
| Short-term investments | 10 | 200 | 3,001 |
| Liquid funds | 3,034 | 105 | 3,644 |
|  | 3,802 | 4,248 | 15,371 |
| TOTAL ASSETS | 5,827 | 5,666 | 17,148 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 4,244 | 4,246 | 15,594 |
| Untaxed reserves | 825 | 782 | 825 |
| Long-term liabilities* | 211 | 193 | 211 |
| Short-term liabilities** | 547 | 445 | 518 |
| TOTAL EQUITY AND LIABILITIES | 5,827 | 5,666 | 17,148 |

* Relates to provisions for pensions.
** No short-term liabilities are interest-bearing.


[^0]:    * Interest paid amounts for the Group to SEK 2 m (3).
    ** Liquid funds and short-term investments 4-12 months amounted to SEK $18,992 \mathrm{~m}(14,904)$ at the end of the period.

[^1]:    * Number of shares adjusted according to share split. See page 3, Share split.

[^2]:    * Includes received royalty from group companies.

