

# Odd Molly International AB (publ)

Stockholm, April 22, 2010

# Interim report January 1 - March 31, 2010







#### Photo: Jason McDonald

## STABLE DEVELOPMENT AND AGGRESSIVE ACTIONS

## January 1 - March 31, 2010

- Net sales increased by 10.1 percent to SEK 150.5 million (136.7)
- The gross profit margin increased to 55.6 percent (53.6)
- Operating profit amounted to SEK 31.8 million (33.4), corresponding to an operating margin of 21.1 percent (24.4)
- Net profit amounted to SEK 22.7 million (25.0). The net margin was 15.1 percent (18.3)
- Earnings per share amounted to SEK 3.94 (4.34)
- Odd Molly opened its own store in Los Angeles in February
- In April Odd Molly reported an order value for fall/winter 2010 of SEK 175 million, an increase of 11 percent compared with the order value for the same period of 2009

	Jan-Mar	Jan-Mar	Change,	Full-year	April 2009-
Key financial ratios	2010	2009	%	2009	Mar 2010
Net sales, SEK million	150.5	136.7	10	329.8	343.6
Gross profit margin, %	55.6	53.6		54.0	56.0
Operating profit, SEK million	31.8	33.4	-5	59.2	57.6
Operating margin %	21.1	24.4		17.9	14.7
Net profit, SEK million	22.7	25.0	-9	43.0	40.8
Earnings per share before and after dilution, SEK	3.94	4.34	-9	7.48	7.1
Number of shares at end of period	5,752,000	5,752,000		5,752,000	5,752,000
Number of shares before and after dilution	5,752,000	5,752,000		5,752,000	5,752,000

## Comment from the CEO

Sales growth remained stable during the first quarter of the year at about 10 percent. We have said that we will continue to grow while under control, but still be willing to invest, be aggressive and try new things, which I feel is reflected in our first-quarter results. Operating expenses were slightly higher than the same quarter of 2009, as planned, owing to our investments. Nevertheless, the operating margin was still a strong 21 percent. At the same time the gross profit margin rose during the first quarter, largely thanks to a stronger Swedish krona and because forward exchange contracts provide greater stability in terms of the impact on gross profit. As a share of sales, inventories trended positively and were lower than the previous year. Spring merchandise and the large share of the summer collection were invoiced during the quarter, which means that the second quarter will be weak, as in previous years.

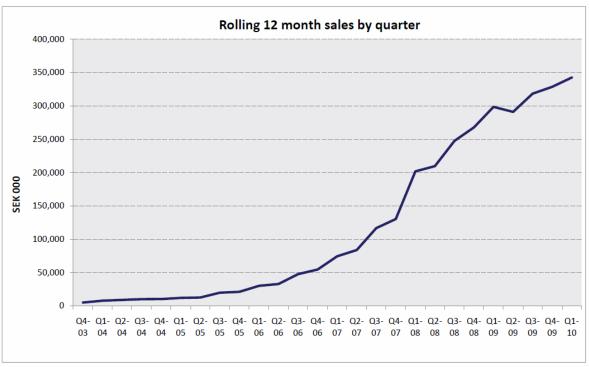
In February Odd Molly's new store in Los Angeles celebrated its grand opening with members of the international fashion elite in attendance. The event attracted a great deal of interest, especially in the U.S. We have made some adjustments to our organization and network, which we feel will help us in the U.S. market in time.

In April Odd Molly reported an order value for fall/winter 2010 of SEK 175 million, which represents an increase of 11 percent compared with the same collections in 2009. We are pleased that we continued to raise our fall and winter sales despite tough economic conditions in some markets, but our order backlog still does not meet our expectations. Based on orders from retailers, the fall and winter collections have been well received, but we have to – and will – reassess our price mix.

Odd Molly is maintaining a high level of activity and creativity. Looking immediately ahead, we are opening our third concept store, this time in Copenhagen, an outlet in Kungsbacka, launching our first menswear collection through retailers, and will soon finish the design of the spring and summer 2011 collections. Before the year is out we also expect the company's share to be listed on NASDAQ OMX Stockholm, which we anticipate will mark the start of an exciting new chapter in Odd Molly's history. We will continue to go our own way, value creativity and improve the company's quality work at every level – with an eye on continuous improvements.

Christina Tillman, President and CEO

## The Group's development



The above diagram shows rolling 12-month sales on a guarterly basis Q4 2003-Q1 2010

## **Net sales**

First quarter January 1 – March 31, 2010

During the first quarter net sales increased by 10.1 percent to SEK 150.5 million (136.7), in line with our expectations. As announced in an earlier press release, the order value for the first half-year 2010 is SEK 163 million. The large share of spring and summer merchandise is shipped and invoiced during the first quarter, because of which the second quarter is generally weak.

#### **Earnings**

First quarter January 1 – March 31, 2010

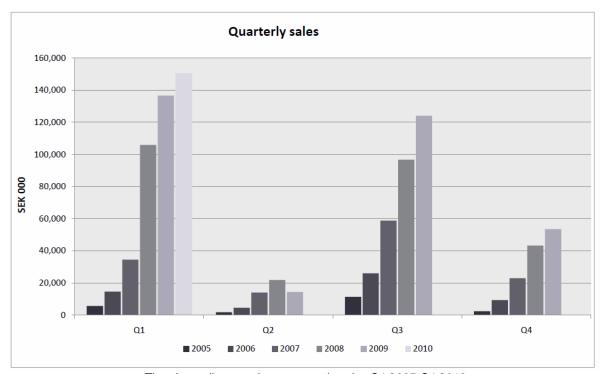
The gross profit margin for the first quarter increased to 55.6 percent (53.6), thanks in large part to a stronger Swedish krona and because a portion of deliveries was hedged. The effects of forward exchange contracts affected the period's gross profit positively, while inventory write-offs and provisions for returned merchandise from one product line due to production problems affected gross profit negatively. Odd Molly works continuously to ensure a very high level of quality, including with the help of an outside partner that helps the company with quality and production inspections on site close to manufacturers.

Operating profit amounted to SEK 31.8 million (33.4), corresponding to an operating margin of 21.1 percent (24.4). The expenses that increased compared with the previous year mainly relate to Odd Molly's product and concept development as well as the opening of new stores, and comprise costs for premises, personnel (stores and centrally), product samples and collection costs for both women and men. In addition, the company has recognized costs for outside services owing to the earlier announced change in the company's share listing, where SEK 2 million of a total estimated cost of SEK 5 million was charged against the quarter. Personnel expenses corresponded to 4.7 percent (4.0) of net sales and include store employees in Los Angeles and Stockholm.

Net profit amounted to SEK 22.7 million (25.0) and earnings per share to SEK 3.94 (4.34).

#### **Seasonal fluctuations**

Odd Molly has four collections per year (spring, summer, fall and winter), of which spring and fall have historically been the strongest collections in terms of sales. Odd Molly's operations are highly seasonal; the first and third quarters are strong, while the second and fourth quarters are significantly weaker. This means that it is better to follow the company's operations, sales and profits on a semiannual basis. Odd Molly ships its spring collection between January 15 and February 28 and the summer collection between March 15 and April 15, which means that the spring collection is delivered during the first quarter and the summer collection during the first and second quarters. To help retailers boost their sales, Odd Molly tries to deliver as much of the summer collection as possible during the first quarter. To even out deliveries and generate higher sales, Odd Molly has added two additional shipments, a pre-spring shipment in early December and a pre-fall shipment in early July.



The above diagram shows quarterly sales Q1 2005-Q1 2010

## Financial position

The company's total assets amounted to SEK 201.7 million (164.1) on March 31, 2010. Shareholders' equity totaled SEK 143.5 million on the same date, compared with SEK 119.9 million on March 31, 2009. The equity/assets ratio was 71.1 percent (73.0). Cash and cash equivalents amounted to SEK 56.3 million (36.8) on March 31, 2010.

The Board of Directors has recommended a dividend of SEK 3.50 (3.00) per share for the financial year 2009, representing a total dividend of SEK 20.1 million, which is expected to be paid out during the second quarter.

Accounts receivable amounted to SEK 104.0 million (90.8) on March 31, 2010. Receivables corresponded to 69.1 percent of sales during the quarter, compared with 66.5 percent on March 31, 2009.

Inventories decreased to SEK 20.8 million on March 31, 2010, compared with SEK 25.2 million a year earlier. As a share of sales for the period, inventory decreased to 13.8 percent, compared with 18.4 percent for the first quarter of 2009. During the quarter impairments losses were recognized on obsolete inventory and sample collections.

#### Investments and cash flow

The company's investments mainly comprise IT development and store furnishings. During the fourth quarter investments amounted to SEK 1.8 million (1.0). During the spring Odd Molly is planning further investments in IT systems to improve efficiency and quality.

Cash flow from operating activities amounted to SEK -27.0 million (-40.6) during the first quarter. The main reason why the first quarter generates negative cash flow is that the overwhelming share of the first half-year's invoicing is during the first quarter, but a large share of customer invoices are not payable until the second quarter. For the first quarter of the year this meant an increase in accounts receivable of approximately SEK 72 million from the beginning of the year. The decrease in negative cash flow compared with 2009 is mainly due to smaller inventories and lower income tax payments during the quarter. Total cash flow amounted to SEK -28.7 million (-41.6) for the first quarter 2010.

## **Events during the period**

## Odd Molly opened a store in Los Angeles

During the first quarter Odd Molly opened its second store, this time in Los Angeles. The grand opening took place in March with many notable and fashion-minded guests on hand.





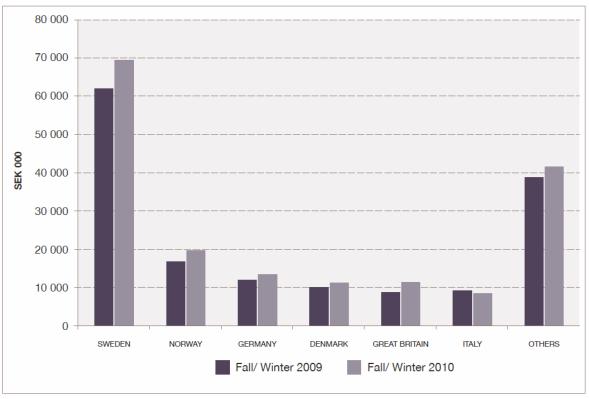


Photo: Kenneth Johansson

## Events after the conclusion of the period

## Order value for fall/winter 2010 rose 11 percent to SEK 175 million

In April Odd Molly announced its order value for the fall/winter 2010 collections. Orders continued to show stable growth compared with the same period of 2009. The order value for fall/winter 2010 amounted to slightly over SEK 175 million, compared with about SEK 158 million for the same collections in 2009. In the comparison, there is a slightly negative foreign exchange effect for this year's collections. At comparable exchange rates, the increase was slightly over 13 percent.



Order value for the six largest countries for the fall/winter 2010 collections and for the same collections in 2009.

#### **Number of shares**

As of March 31, 2010 there were 5,752,000 shares outstanding.

## **Employees**

As of March 31, the company had 43 employees (34) (five in the U.S.), of whom 9 are men and 34 women. The average number of employees during the quarter was 42 (33).

## **Parent Company**

The Parent Company sells to all countries outside North America, where sales are handled through wholly owned subsidiary Odd Molly Inc. Odd Molly International AB reported sales for the quarter of SEK 143.5 million (128.7) and an operating profit of SEK 33.8 million (31.6). The Parent Company's adjusted shareholders' equity amounted to SEK 148.0 million (118.2). Cash and cash equivalents amounted to SEK 53.7 million (35.5).

#### Outlook

The company does not intend to issue forecasts for upcoming financial years. However, Odd Molly will announce order values twice a year, in April and October.

## **Risk factors**

A number of factors could affect Odd Molly's results and operations. Although a large part of these risks can be managed and minimized through internal procedures, there are others that are largely beyond the company's control.

- Odd Molly is exposed to exchange rate risk in purchases from suppliers and sales
  to foreign countries. Although Odd Molly manages this exposure through hedges,
  there are no guarantees that hedging strategies will be sufficient to protect
  operating profit from the effects of future exchange rate fluctuations. Odd Molly
  hedges approximately half of its net exposure in each currency.
- Economic conditions could decrease or increase demand for Odd Molly's products.
- Odd Molly is highly dependent on customer preferences for design, quality and price. A miscalculation of customer preferences could reduce demand for Odd

- Molly's products, which in turn could have a significant adverse effect on the company's operations, results and financial position.
- Odd Molly's customers receive credit after approval. However, it remains a
  possibility that Odd Molly could incur losses if a customer is not able to make a
  payment. In 2009 realized customer losses corresponded to 0.2 percent (0.1) of
  sales. Customers' payment difficulties could also cause higher inventories, since
  Odd Molly will not ship to customers with unpaid overdue invoices.
- There is the possibility that any future trade restrictions, such as increased customs
  duties, protective measures or apparel quotas, could change Odd Molly's
  purchasing routines and increase purchasing costs, which in turn could have
  negative consequences on Odd Molly's operations, results or financial position.
- Another risk is the dependence on key persons in the company. This risk is continuously reduced by building a larger and stronger organization that is less dependent on individual employees.

A more detailed description of the risks and uncertainties that Odd Molly is exposed to are described in the annual report for 2009, which is available on Odd Molly's website.

## **Accounting principles**

This financial report for the Group has been prepared by applying the International Financial Reporting Standards (IFRS) as adopted by the EU and the Swedish Annual Accounts Act.

Further, the consolidated statements are prepared in accordance with Swedish law by applying the Swedish Financial Reporting Board's recommendation RFR 1.3 Supplementary accounting rules for groups. In preparing the Parent Company's financial statements, the Swedish Financial Reporting Board's recommendation RFR 2.3 Reporting for legal entities has been applied. IFRS has been applied as of January 1, 2008.

This interim report has been prepared in accordance with IAS 34.

The consolidated statements comprise Odd Molly International AB (Parent Company), Odd Molly Inc., which is consolidated as of May 1, 2007, and Odd Molly Denmark Aps, which is consolidated as of March 1, 2010.

Reference to the company in this interim report pertains to the Odd Molly Group.

This report has not been reviewed by the company's auditors.

Consolidated statement of comprehensive income			
Consolidated Statement of Comprehensive income	Jan-Mar	Jan-Mar	Full-year
SEK in thousands	2010	2009	2009
Operating revenues			
Net sales	150,497	136,721	329,809
Other operating revenues	237	1,369	530
	150,733	138,090	330,339
Operating expenses			
Goods for resale	-66,792	-63,450	-151,744
Other external expenses	-43,519	-35,563	-92,075
Personnel expenses	-7,024	-5,407	-25,753
Depreciation/amortization of tangible and intangible fixed assets	-410	-264	-1,322
Other operating expenses	-1,163	0	-266
	-118,909	-104,684	-271,161
Operating profit	31,824	33,406	59,179
Profit from financial items			
Interest income	132	319	852
Interest expenses	0	-22	-31
	132	297	821
Profit after financial items	31,957	33,703	60,000
Taxes	-9,273	-8,734	-16,953
Net profit for the year/period			
attributable to Parent Company's shareholders	22,683	24,969	43,047
Other total comprehensive income			
Translation difference	-25	14	152
Reclassified to operating profit	12	-56	-56
Change fair value securities	0	0	-24
Tax effect fair value securities	-6	0	6
Total comprehensive income for the period	22,664	24,927	43,125
Earnings per share before and after dilution, SEK	3.94	4.34	7.48

Concelidated belonce about			
Consolidated balance sheet	March 31	March 31	Dec 31
SEK in thousands	2010	2009	2009
ASSETS			
Fixed assets			
Intangible fixed assets  Tenancy rights and other intangible fixed assets	3.078	1,809	3,002
Tenancy rights and other intangible fixed assets	3,078		
	3,078	1,809	3,002
Tangible fixed assets			
Equipment, tools, fixtures and fittings	6,220	2,617	4,929
	6,220	2,617	4,929
Total fixed assets	9,298	4,426	7,930
Current assets			
Inventories, etc.			
Finished products and goods for resale	20,782	25,159	24,790
	20,782	25,159	24,790
Current receivables	•	,	•
Accounts receivable	103,984	90,825	31,891
Derivatives	1,089	56	423
Other receivables	6,606	4,932	3,116
Prepaid expenses and accrued income	3,571	1,945	5,276
	115,249	97,757	40,706
Cash and bank balances	56,346	36,807	85,035
	·	•	
Total current assets	192,377	159,723	150,531
TOTAL ASSETS	201,675	164,150	158,461
	March 31	March 31	Dec 31
SHAREHOLDERS' EQUITY AND LIABILITIES	2010	2009	2009
Shareholders' equity attributable to Parent Company's shareholders			
Share capital (5,752,000 shares)	575	575	575
Other paid-in capital	26,010	26,010	26,010
Reserves	0	19	97
Retained earnings	116,898	93,273	94,137
Total shareholders' equity	143,483	119,876	120,819
Long-term liabilities and provisions Deferred tax	4,644	4,644	4 627
Total long-term liabilities	4,644	4,644	4,637 <b>4,637</b>
Total long-term nabilities	4,044	4,044	4,037
Current liabilities			
Advances from customers	183	58	274
Accounts payable	15,192	13,393	5,318
Derivatives	0	0	447
Current tax liabilities	12,424	6,875	12,569
Other liabilities	401	777	3,945
Accrued expenses and deferred income	25,347	18,526	10,454
Total current liabilities	53,548	39,630	33,006
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	201,675	164,150	158,461
	2,500	2,500	2,500
Pledged assets			
Pledged assets  Contingent liabilities	None	None	None

<u></u>			
Summarized changes in the Group's shareholders' equity			
Attributable to Parent Company's shareholders: SEK in thousands	Jan-Mar 2010	Jan-Mar 2009	Full-year 2009
Shareholders' equity at the beginning of the period/year	120,819	94,949	94,949
Dividend	0	0	-17,256
Net profit for the year/total comprehensive income for the period	22,664	24,927	43,125
Shareholders' equity at the end of the period/year	143,483	119,876	120,819
Cash flow statement for the Group			
	Jan-Mar	Jan-Mar	-
SEK in thousands	2010	2009	2009
Operating activities			
Operating profit	31,824	33,406	59,179
Adjustments for items not included in cash flow			
Depreciation/amortization and impairment losses	410	264	1,322
Exchange rate gains/losses	-105	-160	338
Capital gains/losses on equipment sales	0	0	17
Interest received	132	319	852
Interest paid	0	-22	-31
Income tax paid	-9,411	-14,579	-17,103
Cash flow from operating activities			
before changes in working capital	22,851	19,228	44,574
Changes in working capital			
Change in inventories	4,030	-6,511	-6,522
Change in receivables	-74,508	-71,158	-14,489
Change in current liabilities	20,648	17,838	6,386
Cash flow from operating activities	-26,980	-40,602	29,949
Investing activities			
Acquisition of intangible fixed assets	-200	0	-1,564
Acquisition of tangible fixed assets	-1,551	-1,039	-4,216
Divestment of financial assets	0	0	0
Cash flow from investing activities	-1,751	-1,039	-5,780
Dividend paid	0	0	-17,256
Cash flow from financing activities	0	0	-17,256
Cash flow for the year/ period	-28,730	-41,641	6,913
Cash and cash equivalents at the beginning of the period	85,035	78,285	78,285
Exchange rate difference in cash and cash equivalents	41	163	-164
Cash and cash equivalents at the end of the period	56,346	36,807	85,035

Υ-			
Parent Company income statement	Jan-Mar	Jan-Mar	Full-year
SEK in thousands	2010	2009	2009
Operating revenues			
Net sales	143,503	128,691	315,563
Other operating revenues	60	1,458	676
	143,563	130,149	316,238
Operating expenses			
Goods for resale	-62,999	-59,968	-143,056
Other external expenses	-38,741	-33,433	-86,880
Personnel expenses	-6,462	-4,922	-23,642
Depreciation/amortization of tangible and intangible fixed assets	-357	-252	-1,275
Other operating expenses	-1,163	0	-17
	-109,722	-98,576	-254,870
Operating profit	33,841	31,574	61,368
Profit from financial items			
Interest income	264	349	975
Interest expenses	-1	-22	-29
	263	328	946
Profit after financial items	34,104	31,901	62,314
Taxes	-9,256	-8,603	-16,827
Net profit for the year/period	24,848	23,298	45,487

Parent Company's total comprehensive income			
Net profit for the year/period	24,848	23,298	45,487
Other total comprehensive income			
Reclassified to operating profit	12	-56	-56
Change fair value securities	0	0	-24
Tax effect fair value securities	-6	0	6
Total comprehensive income for the period	24,854	23,242	45,413

Parent Company balance sheet			
OFIC in the control of	March 31 2010	March 31 2009	Dec 31 2009
SEK in thousands ASSETS	2010	2009	2009
Fixed assets			
Intangible fixed assets			
Tenancy rights and other intangible fixed assets	3,078	1,809	3,002
Tendinally fights and other mangine fixed assets	3,078	1,809	3,002
	0,0.0	1,000	0,002
Tangible fixed assets			
Equipment, tools, fixtures and fittings	2,410	2,423	2,520
	2,410	2,423	2,520
Financial fixed assets			
Shares in subsidiaries	343	170	170
Receivables from subsidiaries	13,238	2,486	8,105
	13,581	2,656	8,276
Total fixed assets	19,070	6,888	13,797
Total lived describ	13,010	0,000	10,737
Current assets			
Inventories, etc.			
Finished products and goods for resale	17,315	20,397	21,440
	17,315	20,397	21,440
Current receivables			
Accounts receivable	100,543	83,849	30,428
Derivatives	1,089	0	423
Receivables from Group companies	4,791	5,199	3,545
Other receivables	5,185	4,739	1,867
Prepaid expenses and accrued income	2,563	1,945	4,178
	114,171	95,732	40,441
Cash and bank balances	53,694	35,524	83,332
Total current assets	185,180	151,654	145,212
TOTAL ASSETS	204,250	158,542	159,009
SHAREHOLDERS' EQUITY AND LIABILITIES			
Shareholders' equity	134,974	105,192	110,108
Untaxed reserves	17,656	17,656	17,656
Current liabilities			
Advances from customers	178	58	274
Accounts payable	14,290	10,938	4,668
Derivatives	0	0	447
Current tax liabilities	12,426	6,827	12,565
Other liabilities	266	718	3,889
Accrued expenses and deferred income	24,460	17,152	9,403
Total current liabilities	51,620	35,694	31,245
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	204,250	158,542	159,009
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES Pledged assets	204,250 2,500	158,542 2,500	159,009 2,500

The Board of Directors and the President certify that the interim report gives a true and fair overview of the operations, financial position and results of the Parent Company and the Group and that it describes the significant risks and uncertainties faced by the Parent Company and the companies in the Group.

Stockholm, April 22, 2010

Christer Andersson, Chairman Karin Wallin-Norman, Board Member

Karin Jimfelt-Ghatan, Board Member Per Holknekt, Board Member

Mia Arnhult, Board Member Patrik Tillman, Board Member

Nils Vinberg, Board Member Christina Tillman, President & CEO

## **About Odd Molly**

Odd Molly is a Swedish company that designs, markets and sells fashion. Odd Molly products were sold in 2009 through around 1,450 retailers and one company-owned store in 42 countries around the world. Odd Molly has 43 employees at offices in Stockholm and Los Angeles as well as the company-owned stores. Odd Molly's profitable growth is the result of creative design, consistent branding and a business model that facilitates expansion with limited capital requirements and minimal inventory risk. Odd Molly's share is traded on NASDAQ OMX First North and its Certified Adviser is Swedbank.

Odd Molly International AB is obligated to publish the information in this interim report in accordance with the Securities Market Act and/or the Financial Instruments Trading Act. The information was provided for public release on April 22, 2010 at 8.00 a.m. CET.

## Scheduled information dates

- The Annual General Meeting will be held on April 22, 2010.
- The interim report for second quarter, April-June 2010, will be released on August 20, 2010.
- Order values for the first half-year 2011 (spring/summer collections) will be released on October 8, 2010
- The interim report for third quarter, July-September 2010, will be released on October 21, 2010.

#### For further information, please contact:

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