# Operating profit amounted to SEK 27.6 M 

All figures pertain to the Group unless otherwise stated. Comparisons in the interim report refer to the corresponding period in the 2007/2008 fiscal year, unless otherwise stated.

## Nine months <br> (May 2008 - January 2009)

- Net sales amounted to SEK 1,118.2 M (1,284.1), down $13 \%$ compared with the preceding year. Sales in the Group's comparable stores decreased by $19 \%$ (neg: 3 ).
- Profit after tax amounted to SEK 13.3 M (120.0). Earnings per share before dilution of SEK 0.45 (4.13).
- The Group established 11 new stores (19).


## Third quarter

(November 2008 - January 2009)

- Net sales amounted to SEK 456.4 M (523.2), down $13 \%$ from the preceding year. Sales in the Group's comparable stores decreased by $18 \%$ (neg: 5).
- Profit after tax amounted to SEK 13.6 M (61.5). Earnings per share before dilution of SEK 0.93 (2.10).
- The Group established 3 new stores (5).

GROUP EARNINGS TREND (CONDENSED)

|  | 3 months Nov-Jan |  | 9 months May-Jan |  | Rolling 12 <br> Feb-Jan <br> 2008/09 | Full-year <br> May-April <br> 2007/08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007/08 | 2008/09 | 2007/08 | 2008/09 |  |  |
| Operating income, SEK M | 528.6 | 459.6 | 1,294.6 | 1,126.9 | 1,456.2 | 1,623.9 |
| Operating profit, SEK M | 90.3 | 22.2 | 174.3 | 27.6 | - 5.6 | 141.1 |
| Profit before taxes, SEK M | 87.0 | 18.9 | 168.3 | 18.5 | - 17.1 | 132.7 |
| Net profit for the period, SEK M | 61.5 | 13.6 | 120.0 | 13.3 | - 10.2 | 96.5 |
| Operating margin, \% | 17.3 | 4.9 | 13.6 | 2.5 | -0.4 | 8.8 |
| Earnings per share before dilution, SEK | 2.10 | 0.46 | 4.13 | 0.45 | - 0.35 | 3.31 |

Hemtex conducts retail operations involving interior decorating products through sales to consumers via proprietary stores and franchises. Hemtex's product areas are Bedroom, Bathroom, Windows and Dining \& Entertaining. In February 2009, Hemtex had a total of 221 stores, of which 147 were in Sweden, 41 in Finland, 13 in Denmark, 14 in Norway, three in Estonia and three in Poland. Of the stores, 193 are owned by the Hemtex Group and 28 by franchisees. The Parent

Company, Hemtex $A B$, is responsible for concept development, marketing, business management, control functions and product supply to Hemtex stores. In addition to the Parent Company Hemtex AB, the Hemtex Group includes the wholly owned subsidiaries Hemtex Oy (Finland), Hemtex A/S (Denmark), Hemtex AS (Norway), Hemtex (Shanghai) Co., Ltd. and Hemtex Finans AB.

# During the third quarter from November 2008 to January 2009, Hemtex's net sales amounted to SEK 456.4 M. The company reported an operating profit of SEK 22.2 M (90.3). The Hemtex Group opened three stores during the quarter. 

## CEO'S COMMENTS

The weak sales trend shown by Hemtex continued during the third quarter (November - January). Tougher times have clearly affected consumers' willingness to spend and sales were very weak in all markets, resulting in a continued decline in earnings. During the period, December was the strongest month while by far the weakest performance was noted in January. For the period as a whole, November - January, this resulted in a year-on-year sales decrease of $13 \%$ and thereby a major dip in operating profit.

The Board of Directors has initiated a number of actions in order to recover its lost competitiveness and steer Hemtex back to profitable growth in the short and long term.

- A cost-saving and efficiency-enhancement program is in progress within the Group, which has partially offset costs in comparable stores by at least SEK 35 M during the fiscal year. About ten stores are being monitored for potential divestment or discontinuation. We have lowered the establishment rate for the current fiscal year and we see no net increase in stores in the Group during the next fiscal year.
- The important adaptation of the customer offering continued during the quarter, meaning that, over time, Hemtex will represent a strong price offering and inspiration in terms of interior design. The "Simple changes" concept received a favorable response and the venture will continue. A continuous evaluation and adaptation to prevailing market conditions is in progress to turn around the weak sales outcome noted in recent months.
- The weak sales trend resulted in the share of costs rising sharply, a development that could not be reversed during the period, despite the implemented savings programs.

The gross profit margin weakened during the third quarter and amounted to SEK $52.5 \%$ (55.5). For the interim period from

May 2008 - January 2009, the gross profit margin was 54.3\% (54.3). Inventory was significantly lower than in the yearearlier period.

Hemtex has a strong brand name, a strong network of stores and committed and competent personnel. There is significant potential here to improve the chain's profitability. Product range, price and communication strategies will be developed to realize this potential.

Kia Orback Pettersson,
Board member, and during the third quarter Acting President

## SIGNIFICANT EVENTS

## Market

Hemtex is the market leader in the Swedish home textiles market. During 2008, Hemtex's market share was $26.4 \%$, compared with $28.4 \%$ in 2007. The closest competitors had market sales of $12.0 \%$ and $10.4 \%$, respectively. During 2008, the Swedish home textiles market contracted by $4.5 \%$, according to the latest figures from the market research company, GfK.

## Göran Ydstrand, new President of Hemtex

On November 10, 2008, Hemtex received a new President. During the third quarter, provisions for costs relating to the change of president amounted to SEK 13 M . This pertained to severance pay totaling SEK 11 M , which will be paid over a period of 24 months, and costs for remuneration to consultants and recruitment totaling SEK 2 M . From November 10, Hemtex had an Acting President, who was also a Board member. Fees for the Acting President were invoiced in the form of consulting fees during the assignment period, which concluded on February 28, 2009, when Göran Ydstrand assumed the position as ordinary President of the company.

## New stores

During the third quarter, November 2008- January 2009, the Group opened three stores. In total, the group opened 11 new stores during the interim report period, of which two are located in Sweden, three in Finland, one in Denmark, three in Norway and two in Estonia. In Sweden, stores were opened in Skövde and Kalmar. In Finland, stores were opened in Joensuu, Borgå and Vasa. In Denmark, a store was opened in Roskilde. In Norway, stores were opened in Kolbotn, Asker and Jessheim. In Estonia, stores were opened in Narva and Tallin. During the third quarter, a franchise store was opened. In total, four new franchise stores were opened during the interim report period, one in Warsaw, Poland, one in Sala, Sweden and one in Randers and in Århus, Denmark.

## Acquisitions

During the first quarter, May - July, 2008, one franchise store in Östersund, Sweden, was acquired. The store contributed sales of SEK 1.8 M and operating profit of SEK 0.5 M during the third quarter. During the interim report period, the net sales was affected by SEK 4.6 M , and the operating profit by SEK 0.7 M. More details regarding the acquisition are accounted for in the interim report for the period May - July 2008, published on September 3, 2008.

## THE OPERATION

## Geographic expansion

In consideration of our current objective of assigning priority to profitability within the existing store network, the Board of Directors has decided to lower its target rate for establishing new stores during the fiscal year to about 20 stores, whereof 13 to 14 within the Group.

Although expansion through the establishment of new stores is a vital part of Hemtex's growth strategy, it is currently assigned a lower priority. Expansion through the establishment of new stores in new markets is an important part of Hemtex's growth strategy. Significant potential exists for supplementing the expansion of proprietary stores with franchise stores in new and existing markets. The strength of Hemtex's concept, combined with that of entrepreneurs who possess substantial knowledge of the local markets, is a key to the successful establishment of franchise stores.

Hemtex sees potential for growth in new markets both by means of proprietary stores, and through franchise agreements, as is currently the case in Poland. The concept also encompasses pure wholesale selling.

## Product range and concept

The basis of Hemtex's offering is an attractively priced, functional range of high-quality textile products. Most of the products are proprietary brands. These are supplemented by 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 the target of major focus within the organization.

In addition to development existing stores, nine Hemtex \&
More has been opened in Sweden and four in Finland, since October 2007. Hemtex \& More stores have retail space of 700-1,000 square meters, compared to 289 square meters of the average store, and a considerably broader and larger range of products for the home than Hemtex was previously able to offer its customers.
Expansion conducted through the new store format and the broadening of the product range is an important part of Hemtex's growth strategy.

## Developed communications and new price strategy

The aim of the communication strategy is to increase the market impact by combining continuing strong offerings with inspiration to purchase interior-design products and to renew the home more frequently. The focus will be raised from individual products to the purchase of entire combinations. Hemtex has implemented a review of its pricing strategy, whereby the regular prices of a variety of products will be reduced. 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 of a weaker market and sharpening the Group's competitiveness in the market.
In addition to a new communication strategy, the media mix used by Hemtex has been changed. The aim is to reach more consumers within Hemtex's existing target groups and to broaden communication

## 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 third quarter of the fiscal year by $12.8 \%$ (increase: 4.4) to SEK 456.4 $M$ (523.2). The sales decrease, excluding acquired
units, amounted to $13.2 \%$. With unchanged currency rates, net sales declined by $14.6 \%$.
During the interim report period, the Group's net sales decreased by $12.9 \%$ (increase:11.9) to SEK 1,118.2 M $(1,284.1)$. The sales decrease, excluding acquired units, amounted to $13.2 \%$. With unchanged currency rates, net sales declined by $14.0 \%$. Of the Group's net sales, Finnish operations accounted for SEK 168.1 M (183.1), operations in Denmark for SEK 55.7 M (60.3), operations in Norway for SEK 42.0 M (44.7) and the operation in Estonia for SEK 5.6 M (2.5). Other operating income amounted to SEK 8.7 M (10.5) and primarily comprised franchise fees and bonus payments from suppliers and business partners.

The Group's 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 $10.5 \%$ to SEK $1,494 \mathrm{M}(1,670)$.

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



During the third quarter, sales in the Group's comparable stores decreased by $18 \%$ (decrease: 5 ), while the decrease were $19 \%$ (decrease: 3 ) for the interim report period. All
countries reported negative trends in comparable stores during the first six months and the most recent 12-month period. In Sweden, sales in comparable stores declined by $17 \%$ (decrease: 5 ) during the quarter, and by $18 \%$ (decrease: 3) during the interim report period. Sales in comparable stores in Finland declined by $25 \%$ (decrease: 7) during the third quarter, and by $22 \%$ (decrease:8) during the interim report period. In Denmark, sales in comparable stores declined by $25 \%$ (decrease: 1) during the third quarter, and by $22 \%$ (increase: 3) during the interim report period. The weakest market during the period was Norway, where sales declined $28 \%$ (decrease: 7 ) during the quarter and $24 \%$ (decrease: 3 ) during the interim period. The Group's first store in Estonia became a comparable store in June and reduced sales by 9\% during the last quarter and by $20 \%$ during the interim report period.
The efforts which are in process regarding development and broadening the product range, increased retail space and intensified brand building aim at supporting the future sales trend in comparable stores.

Sales trend in the Group's comparable stores

|  | 3 months <br> Nov-Jan | Rolling <br> 6 months <br> May-Jan | 12 months <br> Nov-Oct |
| :--- | ---: | ---: | ---: |
| Group | $-18 \%$ | $-19 \%$ | $-16 \%$ |
| Sweden | $-17 \%$ | $-18 \%$ | $-15 \%$ |
| Finland | $-25 \%$ | $-22 \%$ | $-20 \%$ |
| Denmark | $-25 \%$ | $-22 \%$ | $-19 \%$ |
| Norway | $-28 \%$ | $-24 \%$ | $-19 \%$ |
| Estonia | $-9 \%$ | $-20 \%$ | $-20 \%$ |

Consolidated sales for comparable stores during the most recent 12-month period amounted to SEK 25.7 M per square meter (32.8), calculated on the basis of average floor space of 289 square meters (275).

## Earnings

Consolidated gross profit (sales revenues less cost of goods sold) decreased by $12.9 \%$ to SEK 607.7 M (697.7). The gross margin was unchanged at $54.3 \%$ (54.3).
One aim of the purchasing work is to increase the share of goods purchased directly from producers to approximately $80 \%$. The portion of current direct purchases amounted to slightly more than $78 \%$. The objective is that the portion of purchasing from Asia will total 80 percent and the current level is 70 percent.
The change in the value of outstanding forward contracts, applying IAS 39, had a positive impact of SEK 5.5 M (1.7) on gross profit during the interim report period.

Operating expenses, excluding goods for resale and depreciation and impairment losses on tangible and intangible assets, amounted to SEK 555.2 M (506.3). As a percentage of sales, these expenses amounted to $49.6 \%$ (39.4). The weak sales trend resulted in a considerable increase in costs as a percentage of sales, a development that we were unable to reverse during the period despite a cost-saving program.
In accordance with IFRS and URA 46, earnings from the interim report period were charged with costs of SEK 0.0 M for employee stock options.
Of depreciation and impairment of tangible and intangible fixed assets, rental rights accounted for SEK 4.7 M (4.6) and other depreciation for SEK 29.0 M (22.9).
Operating profit amounted to SEK 27.6 M (174.3), corresponding to an operating margin of $2.5 \%$ (13.6). Sweden was the only market to report an operating profit during the interim period. All other markets reported losses, primarily as a result of a negative trend in the Group's comparable stores.
The results for the various markets are presented in the section on segment reporting on page 9 of this report.

Consolidated profit before tax amounted to SEK 18.5 M (168.3), resulting in a profit margin of $1.7 \%$ (13.1). Profit after tax amounted to SEK 13.3 M (120.0).

## Investments

The Group's cash-impacting net investments totaled SEK 45.9 M (62.1) during the interim report period, of which SEK $8.2 \mathrm{M}(0.0)$ pertained to store acquisitions, SEK 26.6 M (55.3) to establishment of new and refurbishment of existing stores and SEK $11.1 \mathrm{M}(6.8)$ to other investments.

## Cash flow

Cash flow from operating activities increased by SEK 53.7 M to SEK 77.9 M despite the decrease in sales. This was primarily attributable to work on reducing tied-up capital in inventories. Cash flow after investments amounted to SEK 32.0 M (neg: 40.2) during the interim report period.

## 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 the financial markets.
A more detailed description of these risks is presented in the 2007/2008 Annual Report and on www.hemtex.com, Investor Relations. Since the Annual Report was published, the market has entered a clear recession, combined with global financial turmoil, resulting in increases in personnel lay-offs. All of these factors indicate a weaker trend for retail sales as a whole. Offsetting factors include interest-rate cuts, implemented tax reductions and new fiscal measures. Since the Annual Report was published, the value of the Swedish Krona has weakened compared to US-dollar and British Pound.

## 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 fiscal quarters, meaning the period from November to January. However, Hemtex aims to reduce seasonal fluctuations on earning through sales activities, broadening the product mix and adapting staffing in the stores.

## Financial position

On January 31, 2009, cash and cash equivalents amounted to SEK 39.6 M (41.2). Net debt, defined as interest-bearing debt less cash and cash equivalents, increased by SEK 46.0 $M$ during the most recent 12 -month period and amounted to SEK 219.0 M (173.0) at January 31, 2009. The changes were primarily due to the lower sales during the period. The net debt/equity ratio at January 31, 2009 was $53 \%$ (35).
The equity/assets ratio decreased to $46 \%$, compared with $53 \%$ on the same date in the preceding year.

## Inventories

On January 31, 2009, inventories amounted to SEK 293.2 M (376.9), which was lower than the year-earlier period. The reduction derived from a strictly controlled purchasing strategy, whereby inventory levels at the end of the quarter were deemed to be in balance. Of the total inventories, wholesale inventories accounted for SEK 82.5 M (129.7). At the end of January 2009, inventories per store within the Group averaged SEK 1.1 M (1.4).

## Goodwill

Total goodwill in the Hemtex Group, as reported in the consolidated balance sheet on January 31, 2009, amounted
to SEK 287.1 M (279.1). Swedish operations accounted for SEK 268.0 M (261.0) of the Group's goodwill and Danish operations accounted 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.

During the third quarter, all goodwill values in the Group were impairment tested. These tests were based on value in use and based on future cash flow. According to the tests, there were no impairment requirements.

## Earnings per share

Earnings per share amounted to SEK 0.45 (4.13) before dilution and SEK 0.45 (4.13) after dilution. Equity per share amounted to SEK 13.97 (16.89). The number of shares in Hemtex AB amounted to 29,337,400 on January 31, 2009.
The average number of shares during the Interim report period was 29,337,400.

## Average number of employees in the Group

The average number of employees in the Group during the quarter was 777 (727). The increase was primarily due to the expansion of the Group's proprietary store operations.

## Parent Company

Hemtex AB's net sales decreased during the interim report period and amounted to SEK 976.3 M (1,187.8). 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 779.3 M (910.5) and wholesales for SEK 188.0 M (277.3).

Profit after financial items amounted to SEK 9.9 M (182.8). The Parent Company's cash-impacting net investments amounted to SEK 31.7 M (43.0).

The average number of employees in Hemtex $A B$ during the interim report period was 539, compared with 547 employees in the preceding year.

## OTHER

## Events after the closing date

The Board of Directors of Hemtex AB has decided to appoint Göran Ydstrand as the Hemtex Group's new President and CEO. Göran Ydstrand assumed his new position on March 1,

2009, at which time Board member Kia Orback Pettersson steped down as acting President.

During the month of February, a new store were established in Malmö, Sweden.

## Reporting dates

The year-end report for May 2008 to April 2009 will be published on 11 June, 2009, CET 07.00
The annual report for 2008/2009 is scheduled to be published and distributed to shareholders who so request in mid-August 2009.

The interim report for May 2009 to July 2009 will be published on September 2, 2009. CET 14.30.

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. 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 Council's RFR 2.1 recommendation, Interim Reporting for Legal Entities. The accounting and calculation principles used for the interim report are unchanged compared with those applied in the latest annual report.

Borås, March 5, 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

Druveforsvägen 8
PO Box 495
SE-503 13 Borås, Sweden
www.hemtex.com
Email: ir@hemtex.se

## INDEPENDENT AUDITORS' REPORT ON REVIEW OF INTERIM FINANCIAL STATEMENTS

## To the Board of directors in Hemtex AB

## Corporate identity number 556132-7056

## Introduction

We have reviewed the interim report for Hemtex AB, reg nr 556132-7056, for the period 1 April 2008 - 31 January 2009. Management is responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

## Scope of review

We conducted our review in accordance with the Standard on Review Engagements SÖG 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by FAR/SRS. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing in Sweden RS and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim report is not prepared, in all material respects, in accordance with IAS 34 and the Annual Accounts Act.

Gothenburg, March 5, 2009

KPMG AB

Jan Malm
Authorized Public Accountant

CONSOLIDATED INCOME STATEMENT

| (SEK 000s) | 3 months Nov-Jan |  | 9 months <br> May-Jan |  | Rolling 12 <br> Feb-Jan 2008/09 | Full-year <br> May-April 2007/08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007/08 | 2008/09 | 2007/08 | 2008/09 |  |  |
| Net sales | 523,174 | 456,424 | 1,284,129 | 1,118,182 | 1,442,382 | 1,608,329 |
| Other operating income | 5,394 | 3,199 | 10,517 | 8,748 | 13,826 | 15,595 |
| Total operating income | 528,568 | 459,623 | 1,294,646 | 1,126,930 | 1,456,208 | 1,623,924 |
| Operating expenses |  |  |  |  |  |  |
| Goods for resale | - 232,788 | - 216,932 | - 586,478 | - 510,483 | - 684,038 | - 760,033 |
| Other external costs | - 103,486 | - 108,859 | - 264,547 | - 297,357 | - 399,615 | - 366,805 |
| Personnel expenses | - 91,716 | - 100,511 | - 241,750 | - 257,844 | - 332,464 | - 316,370 |
| Depreciation/impairment losses on tangible and intangible assets | - 10,239 | - 11,083 | - 27,539 | - 33,665 | - 45,706 | - 39,580 |
| Operating profit | 90,339 | 22,238 | 174,332 | 27,581 | - 5,615 | 141,136 |
| Result from financial items |  |  |  |  |  |  |
| Other interest income and similar items | 127 | 42 | 375 | 319 | 621 | 677 |
| Interest expenses and similar items | - 3,511 | - 3,386 | - 6,369 | - 9,365 | - 12,070 | $\begin{array}{r}\text { - 9,074 } \\ \hline\end{array}$ |
| Total result from financial items | - 3,384 | - 3,344 | - 5,994 | - 9,046 | - 11,449 | - 8,397 |
| Profit before tax | 86,955 | 18,894 | 168,338 | 18,535 | - 17,064 | 132,739 |
| Tax on profit for the period | - 25,409 | - 5,310 | - 48,318 | - 5,229 | 6,818 | - 36,271 |
| Net profit for the period | 61,546 | 13,584 | 120,020 | 13,306 | - 10,246 | 96,468 |
| Earnings per share before dilution, SEK | 2.10 | 0.46 | 4.13 | 0.45 | - 0.35 | 3.31 |
| Earnings per share after dilution, SEK | 2.10 | 0.46 | 4.13 | 0.45 | - 0.35 | 3.31 |
| Number of shares outstanding on the closing date | 29,337,400 | 29,337,400 | 29,337,400 | 29,337,400 | 29,337,400 | 29,337,400 |
| Average number of shares outstanding |  |  |  |  |  |  |
| before dilution | 29,337,400 | 29,337,400 | 29,093,487 | 29,337,400 | 29,337,400 | 29,153,466 |
| after dilution | 29,337,400 | 39,337,400 | 29,093,487 | 29,337,400 | 29,337,400 | 29,153,466 |

## GROUP KEY RATIOS

Full-year

CONSOLIDATED CASH-FLOW STATEMENT (CONDENSED)
$\left.\begin{array}{lrrrr}\text { Full-year } \\ \text { May-April }\end{array}\right)$

CONSOLIDATED BALANCE SHEET (CONDENSED)

|  | January 31 |  | April 30 |
| :---: | :---: | :---: | :---: |
| (SEK 000s) | 2008 | 2009 | 2008 |
| Intangible fixed assets ${ }^{1)}$ | 330,231 | 340,490 | 330,190 |
| Tangible fixed assets | 132,876 | 132,362 | 123,351 |
| Financial assets | 5,901 | 24,443 | 13,804 |
| Inventories | 376,878 | 293,210 | 337,936 |
| Current receivables | 55,524 | 58,150 | 48,165 |
| Cash and cash equivalents | 41,221 | 39,558 | 31,490 |
| Total assets | 942,631 | 888,213 | 884,936 |
| Shareholders' equity | 495,587 | 409,853 | 472,456 |
| Long-term liabilities ${ }^{2}$ | 34,386 | 67,193 | 85,938 |
| Short-term liabilities ${ }^{2)}$ | 412,658 | 411,167 | 326,542 |
| Total equity and liabilities | 942,631 | 888,213 | 884,936 |
| ${ }^{1)}$ Of which. goodwill | 279,069 | 287,150 | 279,238 |
| ${ }^{2)}$ Of which. interest-bearing liabilities | 214,252 | 258,552 | 205,495 |

## STATEMENT OF CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY

Full-year
May-April

## SEGMENT REPORTING (CONDENSED)

| Net sales per geographical market(SEK 000s)tkr | 3 months |  | 9 months May-Jan |  | Rolling 12 | Helåret |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nov-Jan |  |  |  | Feb-Jan | May-April |
|  | 2007/08 | 2008/09 | 2007/08 | 2008/09 | 2008/09 | 2007/08 |
| Sweden | 399,192 | 340,804 | 993,595 | 846,738 | 1,098,552 | 1,245,409 |
| Finland | 77,324 | 70,055 | 183,122 | 168,143 | 212,339 | 227,318 |
| Denmark | 24,380 | 24,352 | 60,296 | 55,716 | 71,733 | 76,313 |
| Norway | 21,540 | 18,468 | 44,652 | 42,013 | 53,656 | 56,295 |
| Estonia | 738 | 2,745 | 2,464 | 5,572 | 6,102 | 2,994 |
| Total | 523,174 | 456,424 | 1,284,129 | 1,118,182 | 1,442,382 | 1,608,329 |


| Operating profit per geographical market (SEK 000s)tkr | 3 months |  | 9 months May-Jan |  | Rolling 12 Feb-Jan | Helåret May-April |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007/08 | 2008/09 | 2007/08 | 2008/09 | 2008/09 | 2007/08 |
| Sweden | 79,758 | 25,521 | 159,819 | 56,034 | 31,547 | 135,332 |
| Finland | 4,640 | 2,245 | 9,345 | - 6,402 | - 11,962 | 3,785 |
| Denmark | 4,626 | -153 | 6,485 | - 5,082 | - 7,803 | 3,764 |
| Norway | 1,563 | - 4,970 | -944 | - 15,738 | - 15,790 | - 996 |
| Estonia | - 248 | - 405 | - 373 | - 1,231 | - 1,607 | - 749 |
| Total | 90,339 | 22,238 | 174,332 | 27,581 | - 5,615 | 141,136 |


| Operating margin per geographical market <br> (SEK 000s)tkr | 3 months Nov-Jan |  | 9 months May-Jan |  | Rolling 12 <br> Feb-Jan 2008/09 | Helåret May-April 2007/08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007/08 | 2008/09 | 2007/08 | 2008/09 |  |  |
| Sweden | 20.0 | 7.5 | 16.1 | 6.6 | 2.9 | 10.9 |
| Finland | 6.0 | 3.2 | 5.1 | - 3.8 | - 5.6 | 1.7 |
| Denmark | 19.0 | - 0.6 | 10.8 | -9.1 | - 10.9 | 4.9 |
| Norway | 7.3 | - 26.9 | - 2.1 | - 37.5 | - 29,4 | - 1.8 |
| Estonia | - 33.6 | -14.8 | -15.1 | -22.1 | - 26.3 | -25.0 |
| Total | 17.3 | 4.9 | 13.6 | 2.5 | - 0.4 | 8.8 |

The segments' operating profit 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

| January 31 |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2004 | 2005 | 2006 | 2007 | 2008 |  | 2008 |


| QUARTERLY EARNINGS - GROUP |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006/07 | 2007/08 | 2007/08 | 2007/08 | 2007/08 | 2008/09 | 2008/09 | 2008/09 |
| SEK M | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| Net sales | 322.7 | 385.5 | 375.5 | 523.2 | 324.2 | 352.7 | 309.1 | 456.4 |
| Other operating income | 2.6 | 1.8 | 3.3 | 5.4 | 5.1 | 2.3 | 3.2 | 3.2 |
| Total operating income | 325.3 | 387.3 | 378.8 | 528.6 | 329.3 | 355.0 | 312.3 | 459.6 |
| Operating expenses |  |  |  |  |  |  |  |  |
| Goods for resale | - 152.3 | - 183.4 | - 170.3 | - 232.8 | - 173.6 | - 169.0 | - 124.5 | 216.9 |
| Other external costs | - 78.7 | - 73.5 | - 87.5 | - 103.6 | - 102.3 | - 84.6 | - 103.9 | 108.9 |
| Personnel expenses | - 68.2 | - 71.8 | 78.3 | 91.7 | - 74.6 | - 79.0 | - 78.4 | - 100.5 |
| Depreciation/impairment losses on tangible and intangible assets | - 7.3 | - 8.3 | - 9.1 | - 10.2 | - 12.0 | - 11.0 | - 11.6 | - 11.1 |
| Operating profit | 18.8 | 50.3 | 33.6 | 90.3 | -33.2 | 11.4 | - 6.1 | 22.2 |
| Operating margin. \% | 5.8 | 13.1 | 9.0 | 17.3 | - 10.2 | 3.2 | -2.0 | 4.9 |
| Result from financial items | - 0.5 | - 0.5 | - 2.1 | - 3.4 | - 2.4 | - 2.4 | - 3.3 | - 3.3 |
| Profit after financial items | 18.3 | 49.8 | 31.5 | 86.9 | - 35.6 | 9.0 | - 9.4 | 18.9 |
| Tax on profit for the period | - 4.8 | - 14.0 | - 8.9 | - 25.4 | 12.0 | - 2.5 | 2.5 | 5.3 |
| Net profit for the period | 13.5 | 35.8 | 22.6 | 61.5 | - 23.6 | 6.5 | - 6.7 | 13.6 |

MULTI-YEAR REVIEW

| Rolling 12 |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |
| Feb-Jan |  |  |  |  |  |  |  |

## PARENT COMPANY'S INCOME STATEMENT

| (SEK 000s) | 3 months Nov-Jan |  | 9 months May-Jan |  | $\begin{array}{r} \text { Full-year } \\ \text { May-April } \\ 2007 / 08 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007/08 | 2008/09 | 2007/08 | 2008/09 |  |
| Net sales | 471,244 | 375,297 | 1,187,767 | 967,305 | 1,478,290 |
| Other operating income | 6,896 | 2,574 | 15,612 | 7,564 | 20,180 |
| Total operating income | 478,140 | 377,871 | 1,203,379 | 974,869 | 1,498,470 |
| Operating expenses |  |  |  |  |  |
| Goods for resale | - 234,807 | -219,082 | - 607,572 | - 530,385 | - 777,440 |
| Other external costs | - 75,576 | - 70,342 | - 196,591 | - 210,588 | - 295,948 |
| Personnel expenses | - 67,959 | - 73,915 | - 183,821 | - 189,761 | - 248,596 |
| Depreciation/impairment losses on tangible and intangible assets | - 9,911 | - 11,516 | - 31,988 | - 32,955 | - 42,196 |
| Operating profit | 89,887 | 3,016 | 183,407 | 11,180 | 134,290 |
| Result from financial items |  |  |  |  |  |
| Other interest income and similar items | 2,213 | 2,668 | 5,437 | 7,702 | 7,511 |
| Interest expenses and similar items | - 3,415 | - 3,114 | - 6,065 | - 8,961 | - 8,559 |
| Total result from financial items | - 1,202 | 446 | 628 | - 1,259 | - 1,048 |
| Profit after financial items | 88,685 | 2,570 | 182,779 | 9,921 | 133,242 |
| Appropriations |  | - |  |  | - 12,317 |
| Profit before tax | 88,685 | 2,570 | 182,779 | 9,921 | 120,295 |
| Tax | - 24,933 | - 739 | - 51,401 | - 2,817 | - 36,782 |
| Net profit for the period | 63,752 | 1,831 | 131,378 | 7,104 | 84,143 |

PARENT COMPANY'S BALANCE SHEET (CONDENSED)

| (SEK 000s) | January 31 |  | April 30 |
| :---: | :---: | :---: | :---: |
|  | 2008 | 2009 | 2007/08 |
| Intangible fixed assets ${ }^{1)}$ | 281,123 | 227,134 | 278,341 |
| Tangible fixed assets | 79,361 | 76,349 | 74,759 |
| Financial assets | 23,692 | 30,398 | 24,598 |
| Inventories | 288,158 | 204,923 | 254,824 |
| Current receivables | 207,566 | 209,341 | 181,891 |
| Cash and cash equivalents | 22,011 | 19,930 | 19,534 |
| Total assets | 901,911 | 818,075 | 833,947 |
| Shareholders' equity | 458,691 | 342,174 | 412,624 |
| Untaxed reserves | 48,167 | 58,867 | 58,867 |
| Provisions | 6,216 | 5,328 | 5,328 |
| Long-term liabilities ${ }^{2)}$ |  | 30,000 | 57,500 |
| Short-term liabilities ${ }^{2)}$ | 388,837 | 381,706 | 299,628 |
| Total equity and liabilities | 901,911 | 818,075 | 833,947 |
| ${ }^{1)}$ Of which, goodwill | 232,171 | 225,439 | 229,069 |
| ${ }^{2)}$ Of which, interest-bearing liabilities | 204,602 | 253,694 | 198,786 |

## THE HEMTEX SHARE

Hemtex AB's share capital amounts to SEK 73.3 M. represented by $29,337,400$ shares each with a par 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 is listed on the OMX Nordic Stock Exchange Stockholm. Mid Cap. since October 6, 2005. The introduction price for the share was SEK 56. The price of the Hemtex-share decreased $28 \%$. from SEK 28.40 on November 1, 2008 to SEK 20.50 on January 30, 2009.

## Shareholders

At January 30, 2008. Hemtex AB had 4,806 shareholders. The information in the table below pertains to the circumstances at that date according to the share register maintained by the Swedish Securities Register Center (VPC $A B)$.

| Owner | Total no. of <br> shares | Share of voting <br> rights and capital |
| :--- | ---: | ---: |
| Hakon Invest AB | $7,755,138$ |  |
| AB Industrivärden | $3,700,000$ | $26.4 \%$ |
| Andra AP-Fonden | $2,634,499$ | $12.6 \%$ |
| Orkla ASA | $2,394,700$ | $9.0 \%$ |
| Nordea Bank Norge Nominee | $1,466,000$ | $8.2 \%$ |
| Nordnet Pensionsförsäkring AB | 682,145 | $5.0 \%$ |
| EFG Private Bank S.A., W8IMY | 641,724 | $2.3 \%$ |
| Unionen | 586,000 | $2.2 \%$ |
| Trollhassel AB m.fl. | 433,829 | $2.0 \%$ |
| HL Hemtextil AB | 400,000 | $1.5 \%$ |
| Övriga ägare | $8,643,365$ | $1.3 \%$ |
| Total | $29,337,400$ | $29.5 \%$ |

## Ownership structure

| Number of shares | Number of <br> owners | \% of all <br> owners | Number of <br> shares | of capital |
| ---: | ---: | ---: | ---: | ---: |
| $1-\quad 200$ | 2,732 | $56.8 \%$ | 351,213 | $1.2 \%$ |
| $201-$ | 1,000 | 1,538 | $32.0 \%$ | 858,013 |
| $1,001-$ | 10,000 | 403 | $8.4 \%$ | $1,294,063$ |
| $10,001-100,000$ | 109 | $2.3 \%$ | $3,507,456$ | $2.9 \%$ |
| $100,001-$ | 24 | $0.5 \%$ | $23,326,655$ | $4.4 \%$ |
|  |  |  |  |  |
| Total |  |  |  |  |


| Distribution of owners | Share of voting <br> rights and capital |
| :--- | ---: |
| Foreign owners | $20.8 \%$ |
| Swedish owners | $79.2 \%$ |
| of which |  |
| Legal entities | $84.1 \%$ |
| Private individuals | $15.9 \%$ |

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/impairment losses 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 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 franchises.
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.

