

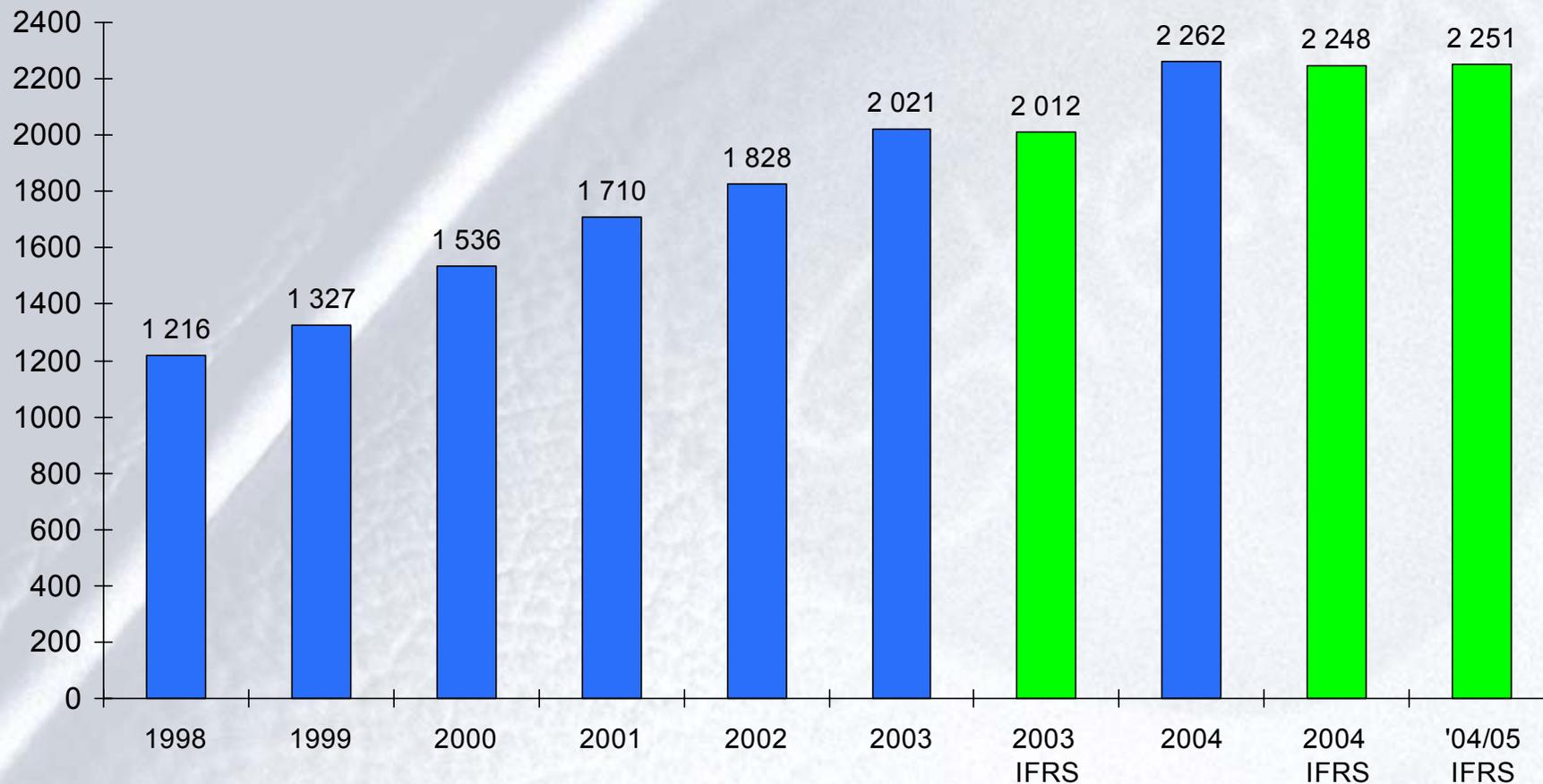
# EKORNES ASA

1<sup>st</sup> HALF YEAR 2005

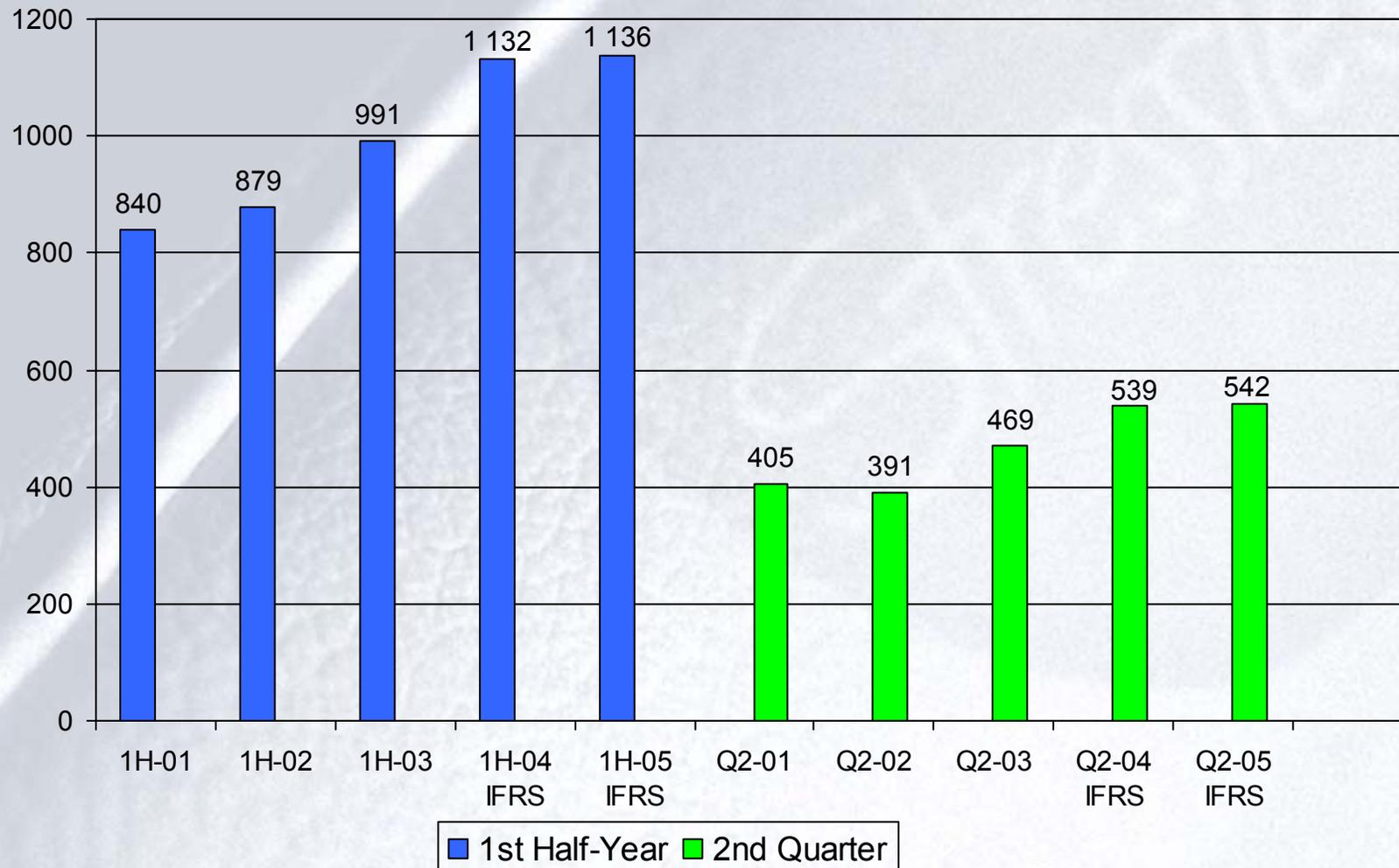
## Ekornes Q2 2005 - Headlines:

- The start-up of new models and transfer of models between production facilities influenced the productivity.
- Rise of costs are mainly connected to the organization in Japan and marketing activities.
- The market for mattresses in Norway was still weak in the first part of 2<sup>nd</sup> quarter, but both order influx and deliveries increased in June and July.
- Order influx and sale revenues of Stressless® has increased.
- Sale of traditional sofa is still declining. Sale of Stressless® sofa is compensating.
- Order influx in July was good (Central Europe, USA, Svane®).
- The order back-log at the end of July was at the same level as last year.
- The production capacity for Stressless® is increased to 1400 seats a day distributed on 3 production facilities.

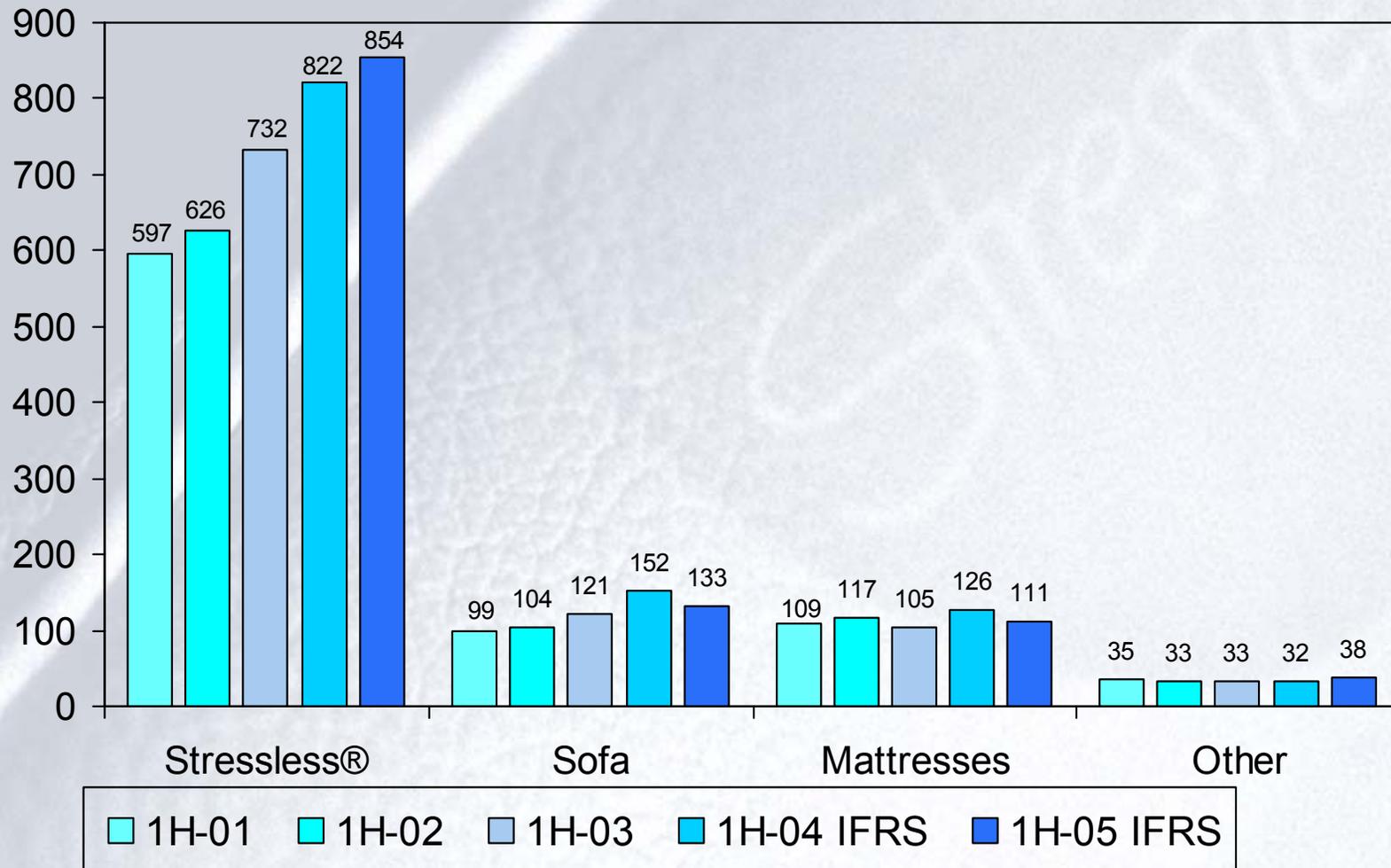
## Development in Operating Revenue:



## Development in Operating Revenues:

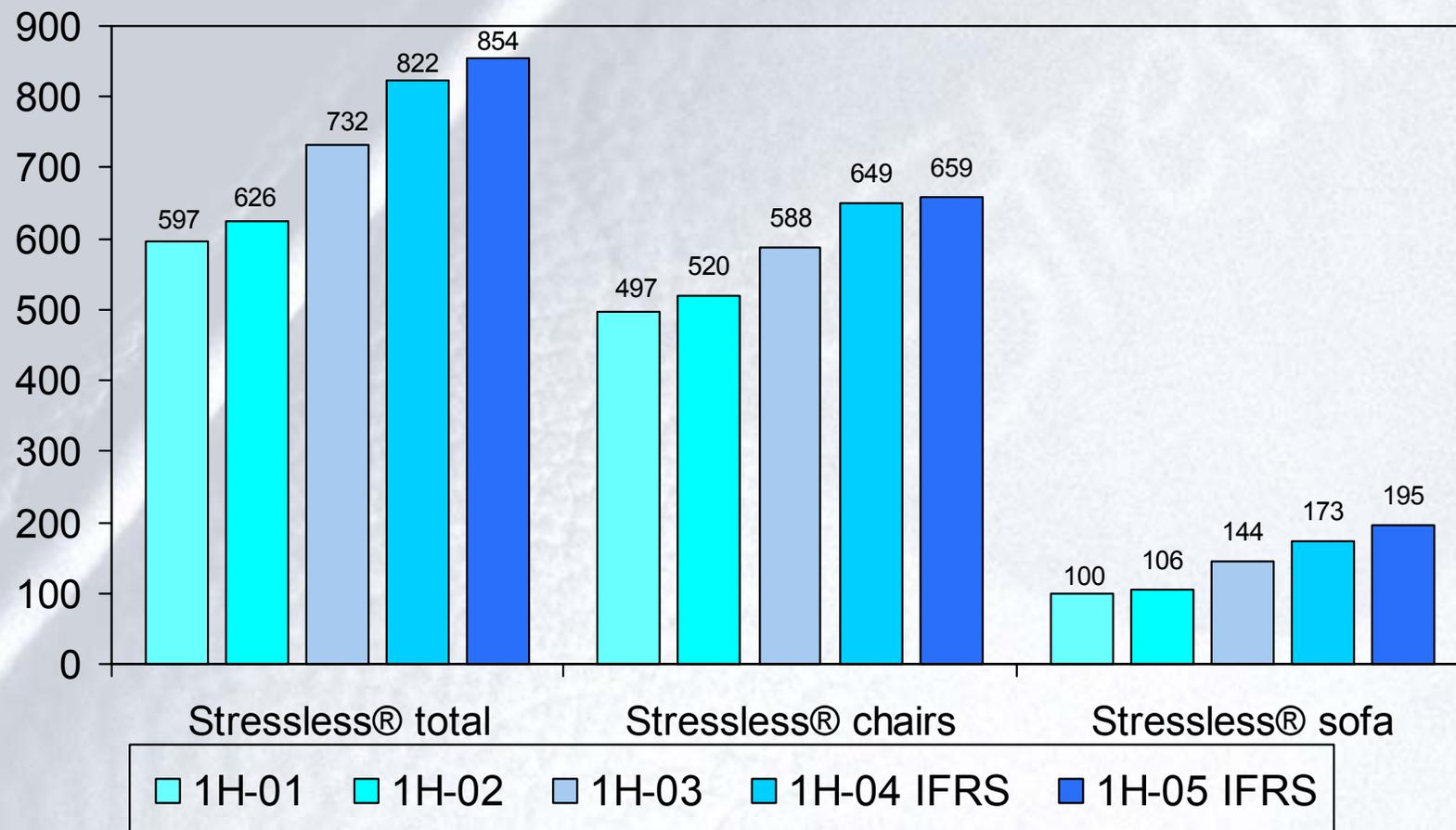


## Distribution of turnover by product area (Million NOK):

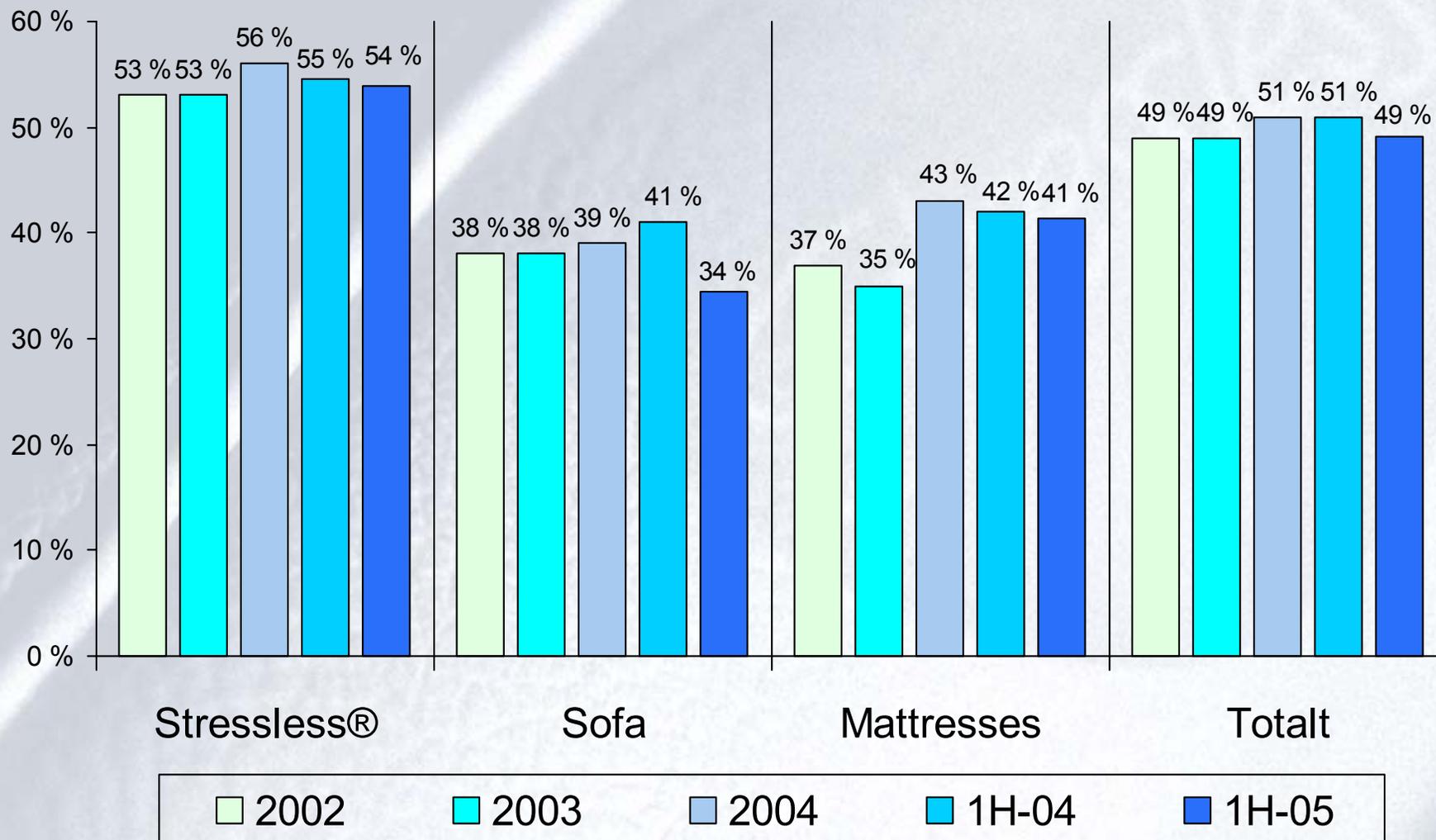


# Distribution of turnover: Product Area Stressless®

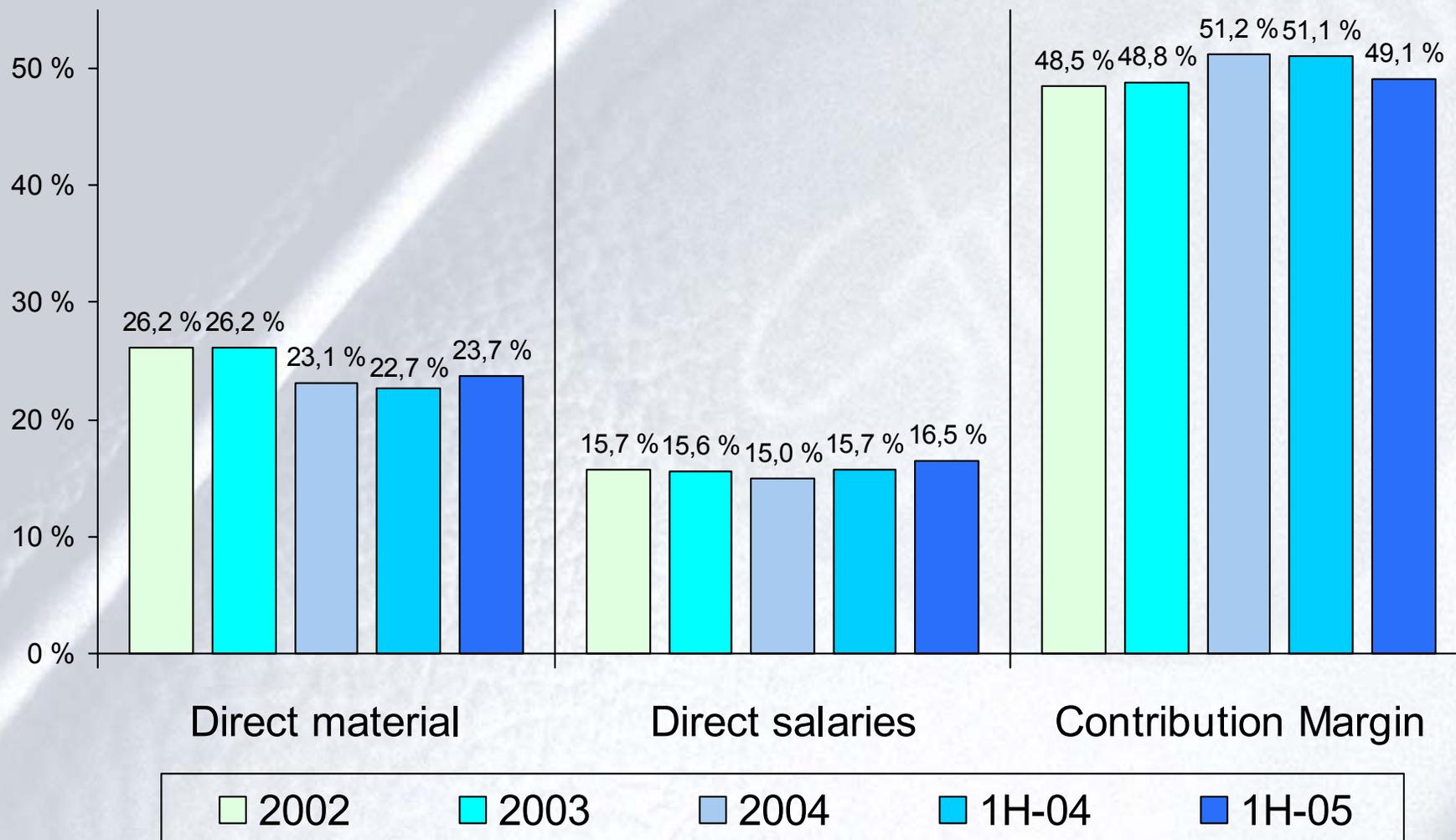
(Mill. NOK)



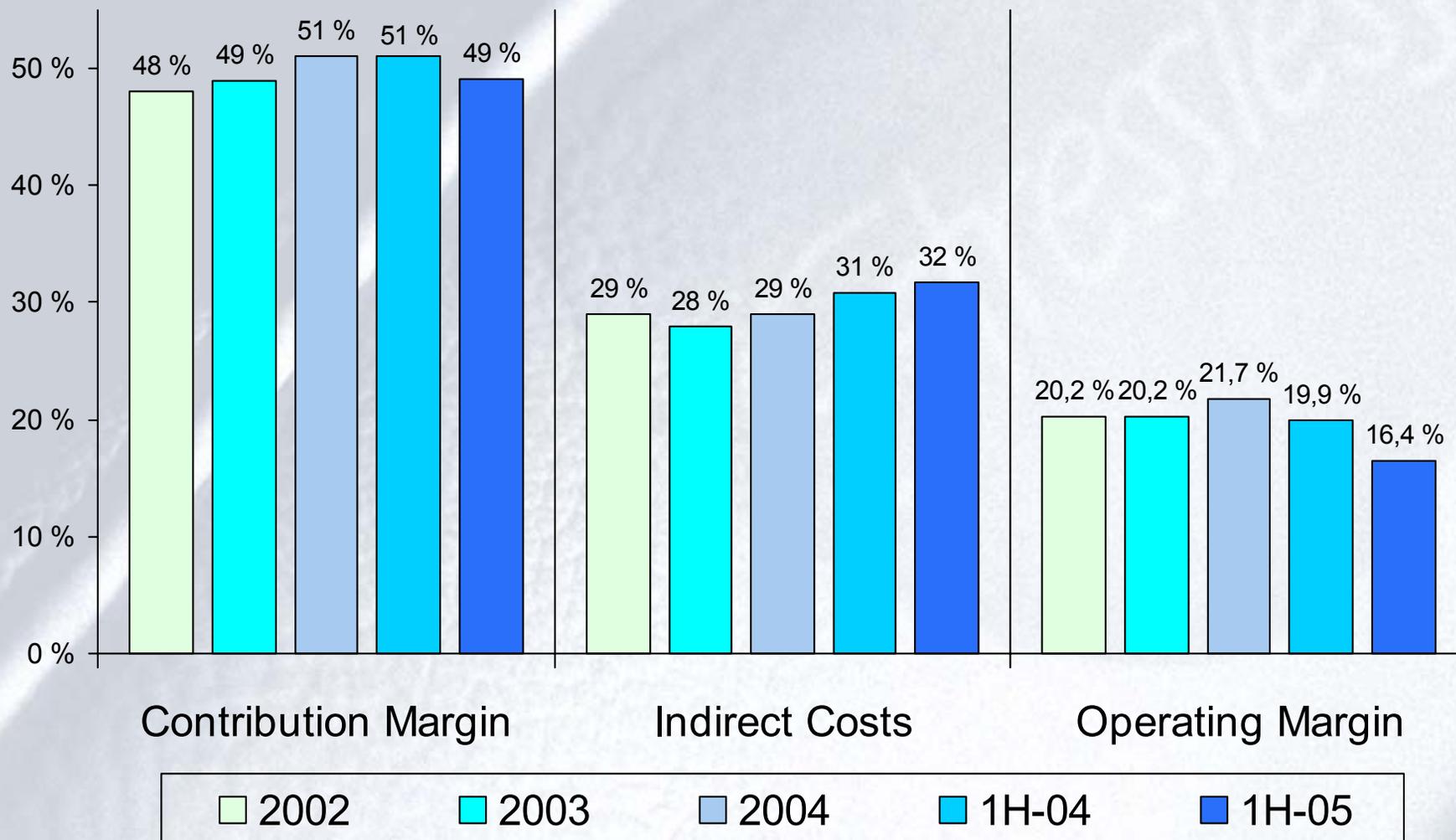
# Contribution margin by product areas



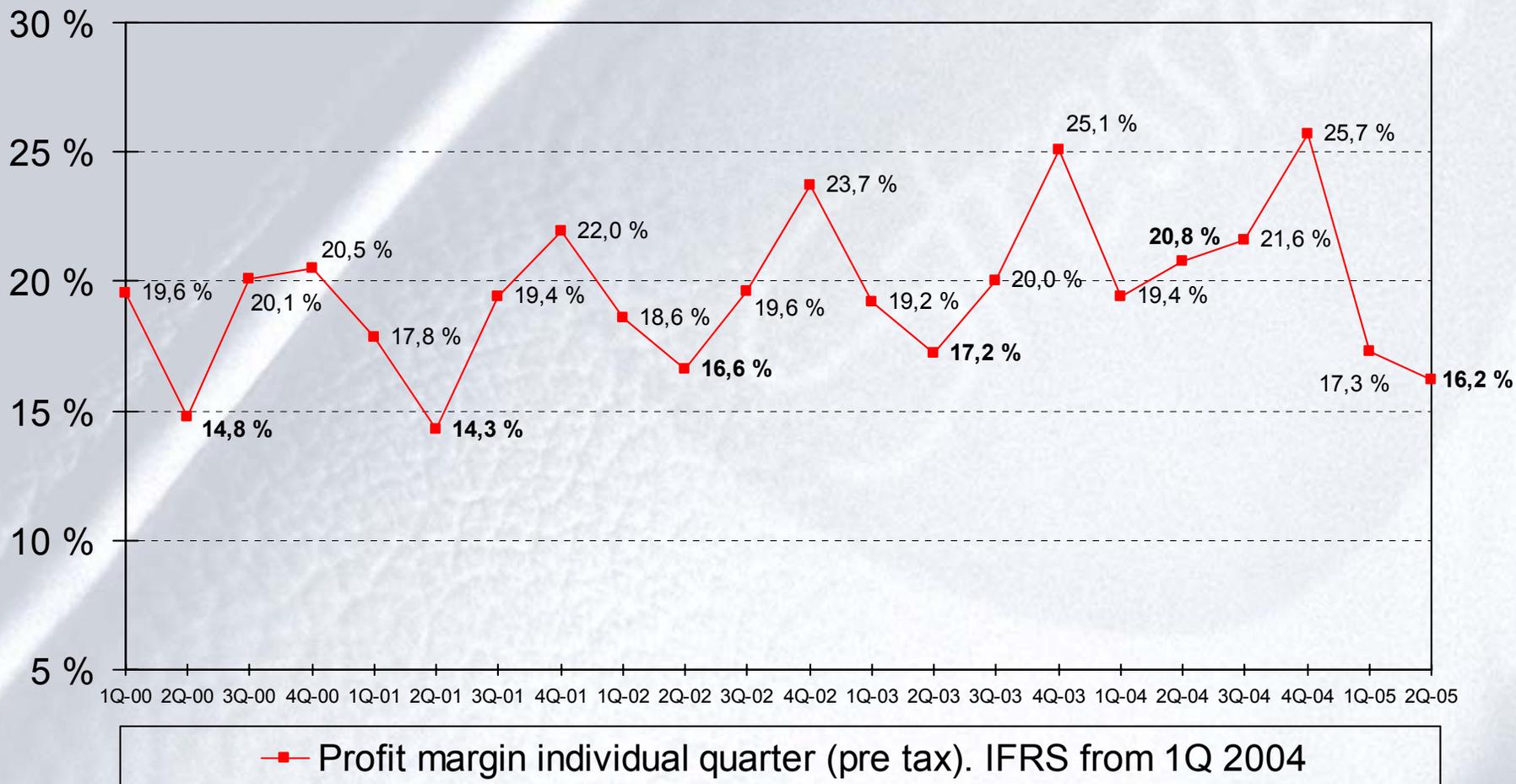
# Development in relative factors – Group consolidated:



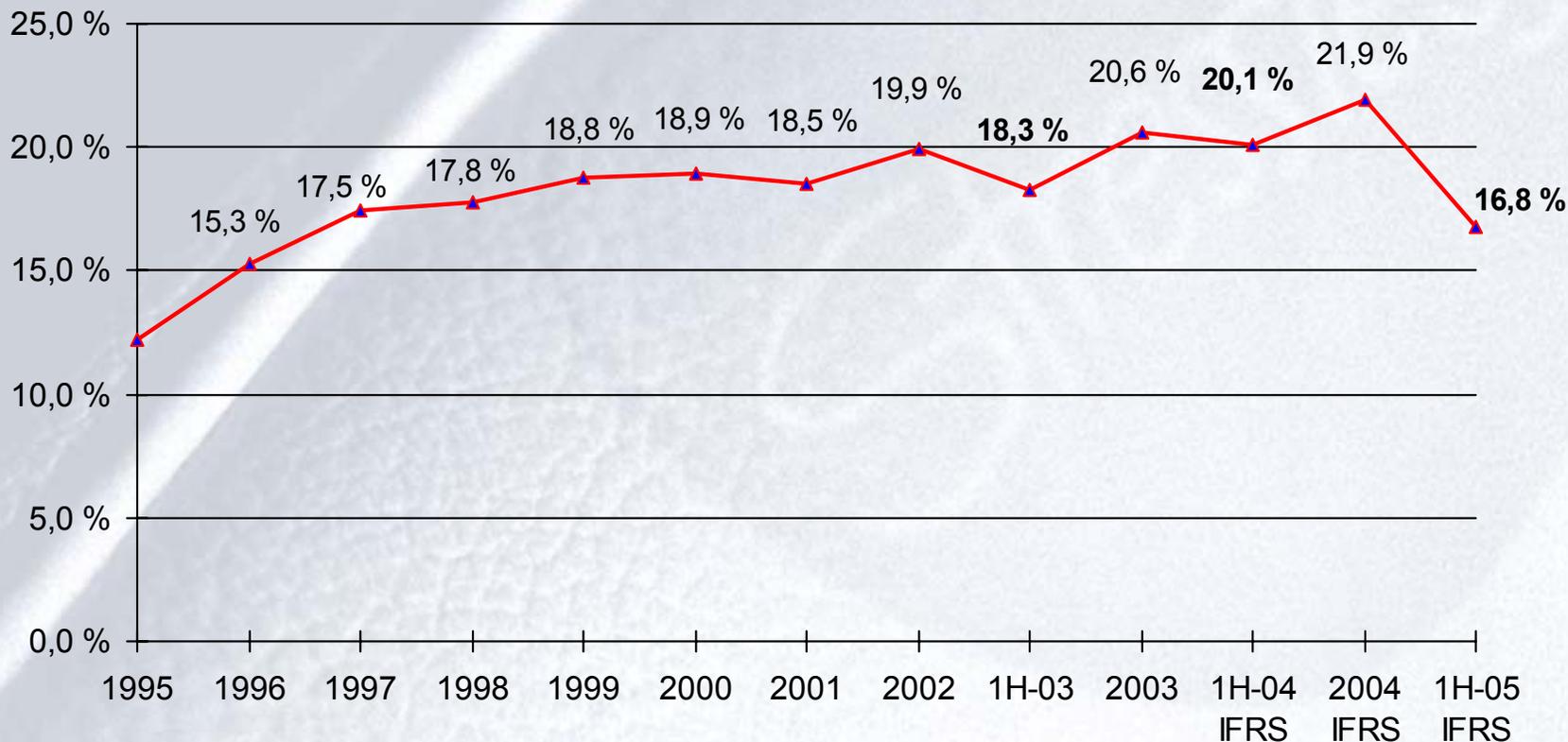
# Total contribution and operating margin:



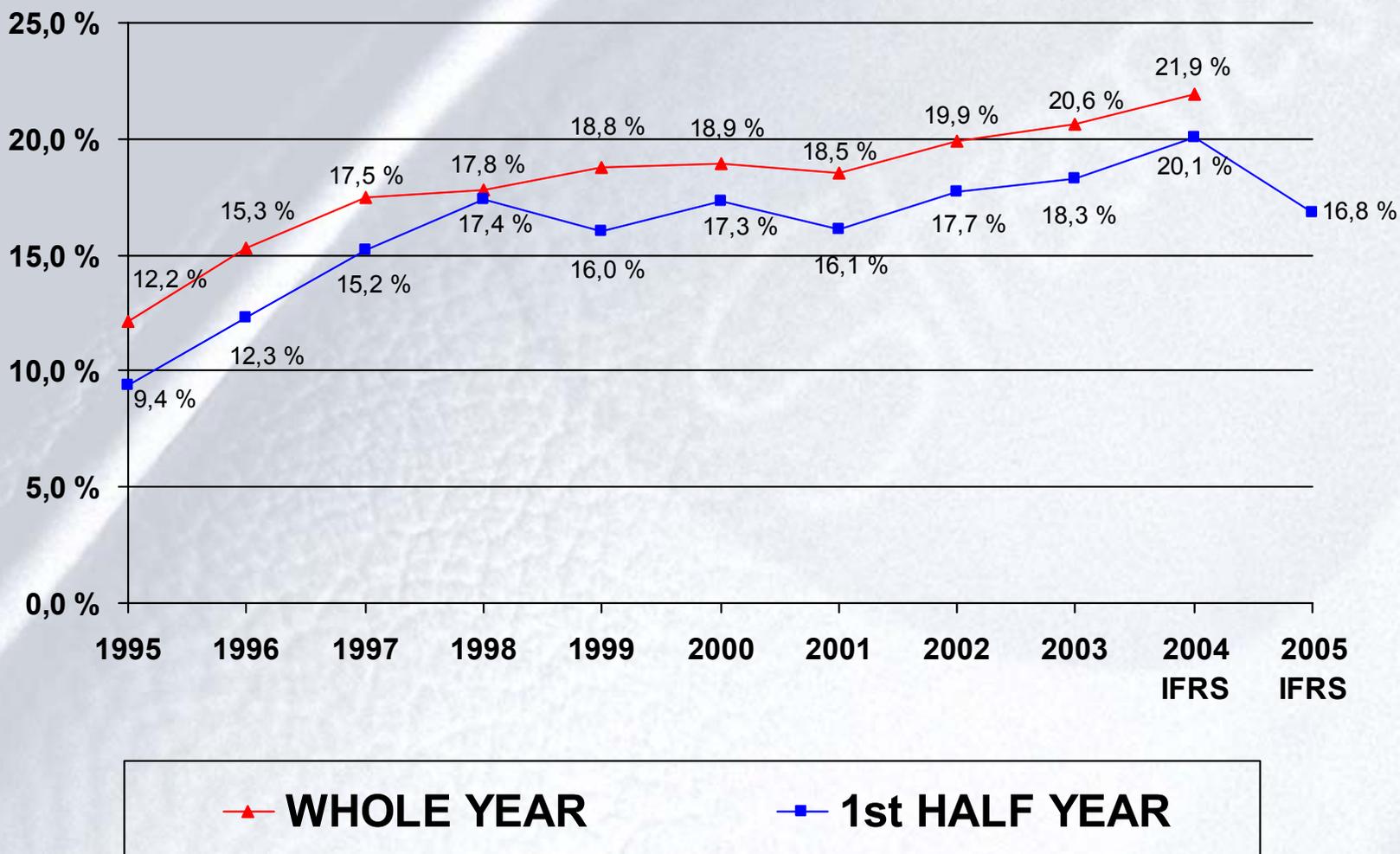
## Development in Profit Margin (pre-tax):



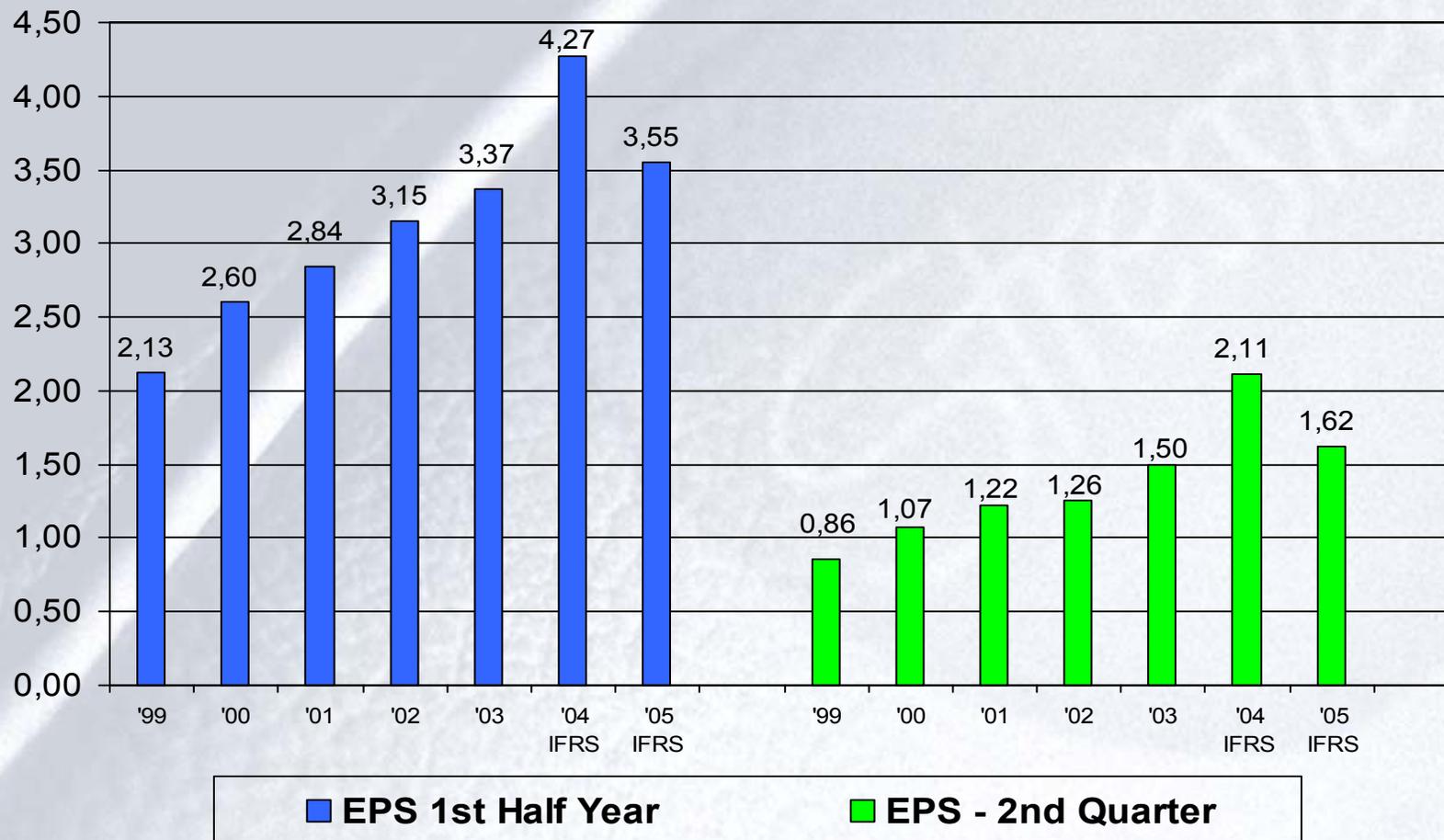
## Development in profit margin (pre-tax):



## Development in profit margin (pre-tax):



# Development EPS (Figures in NOK):



\* EPS for 2003 is calculated based on the same number of shares as 2004 and 2005.

## Income Statement IFRS (mill. NOK):

	1H-05		1H-04		Changes
<b>Operating revenues</b>	<b>1,136.3</b>	<b>100.0%</b>	<b>1,132.4</b>	<b>100.0%</b>	<b>+0.3%</b>
Costs of goods sold	268.9	23.7%	257.2	22.7%	+4.5%
Salaries and social costs	329.5	29.0%	318.9	28.2%	+3.3%
Other operating expenses	308.7	27.2%	288.1	25.4%	+7.2%
Depreciation	43.3	3.8%	42.7	3.8%	+1.3%
<b>Total operating costs</b>	<b>950.4</b>	<b>83.6%</b>	<b>906.9</b>	<b>80.1%</b>	<b>+4.8%</b>
<b>Operating result</b>	<b>185.9</b>	<b>16.4%</b>	<b>225.5</b>	<b>19.9%</b>	<b>-17.6%</b>
Net financial income/expenses	4.9	0.4%	1.8	0.2%	
<b>Ordinary result before taxes</b>	<b>190.8</b>	<b>16.8%</b>	<b>227.3</b>	<b>20.1%</b>	<b>-16.0%</b>
Calculated taxes ordinary result	60.1	5.3%	70.0	6.2%	
<b>Ordinary result after taxes</b>	<b>130.7</b>	<b>11.5%</b>	<b>157.3</b>	<b>13.9%</b>	<b>-16.9%</b>
<b>EPS</b>	<b>3.55</b>		<b>4.27</b>		

## Income Statement IFRS (mill. NOK):

	2Q-05		2Q-04		Changes
<b>Operating revenues</b>	<b>542.0</b>	<b>100.0%</b>	<b>539.2</b>	<b>100.0%</b>	<b>+0.5%</b>
Costs of goods sold	125.3	23.1%	108.5	20.1%	+15.5%
Salaries and social costs	160.4	29.6%	156.0	28.9%	+2.8%
Other operating expenses	149.4	27.6%	141.4	26.2%	+5.7%
Depreciation	21.8	4.0%	21.8	4.0%	0.0%
<b>Total operating costs</b>	<b>456.9</b>	<b>84.3%</b>	<b>427.7</b>	<b>79.3%</b>	<b>+6.8%</b>
<b>Operating result</b>	<b>85.1</b>	<b>15.7%</b>	<b>111.5</b>	<b>20.7%</b>	<b>-23.7%</b>
Net financial income/expenses	2.7	0.5%	0.8	0.1%	
<b>Ordinary result before taxes</b>	<b>87.8</b>	<b>16.2%</b>	<b>112.3</b>	<b>20.8%</b>	<b>-21.8%</b>
Calculated taxes ordinary result	28.1	5.2%	34.5	6.3%	
<b>Ordinary result after taxes</b>	<b>59.7</b>	<b>11.0%</b>	<b>77.8</b>	<b>14.5%</b>	<b>-23.3%</b>
<b>EPS</b>	<b>1.62</b>		<b>2.11</b>		

## Income Statement last 12 months IFRS (July 1st to June 30th) (mill. NOK) :

	2005		2004		Changes
<b>Operating revenues</b>	<b>2,251.4</b>	<b>100.0%</b>	<b>2,162.3</b>	<b>100.0%</b>	<b>+4.1%</b>
Costs of goods sold	527.8	23.4%	522.3	24.2%	+1.0%
Salaries and social costs	616.6	27.4%	581.9	26.9%	+6.0%
Other operating expenses	574.2	25.5%	522.4	24.2%	+9.9%
Depreciation	84.4	3.7%	79.8	3.7%	+5.9%
<b>Total operating costs</b>	<b>1,803.0</b>	<b>80.1%</b>	<b>1,706.4</b>	<b>78.9%</b>	<b>+5.7%</b>
<b>Operating result</b>	<b>448.4</b>	<b>19.9%</b>	<b>455.9</b>	<b>21.1%</b>	<b>-1.7%</b>
Net financial income/expenses	7.8	0.3%	6.5	0.3%	+18.5%
<b>Ordinary result before taxes</b>	<b>456.2</b>	<b>20.3%</b>	<b>462.4</b>	<b>21.4%</b>	<b>-1.4%</b>
Calculated taxes ordinary result	148.0	6.6%	134.0	6.2%	+10.7%
<b>Ordinary result after taxes</b>	<b>308.2</b>	<b>13.7%</b>	<b>328.4</b>	<b>15.2%</b>	<b>-6.3%</b>
<b>EPS</b>	<b>8.37</b>		<b>8.92</b>		

## Balance IFRS (million NOK) :

	1H/05	1H/04	CHANGES
<b>Total Long Term Assets</b>	<b>786.0</b>	<b>757.0</b>	<b>3.8%</b>
Inventories	227.4	220.2	3.3%
Trade Debtors	321.6	292.4	10.0%
Other Current Assets	34.7	33.4	3.9%
Value of forward contracts	139.2	94.9	46.7%
Cash and Bank Deposits	41.3	64.0	-35.5%
<b>Total Current Assets</b>	<b>764.2</b>	<b>704.9</b>	<b>8.4%</b>
<b>TOTAL ASSETS</b>	<b>1,550.2</b>	<b>1,461.9</b>	<b>6.0%</b>
<b>Total Equity</b>	<b>1077.9</b>	<b>1006.0</b>	<b>7.1%</b>
Long Term Liabilities (interest)	49.1	50.1	-2.0%
Long Term Liabilities (non-interest)	15.1	12.5	20.8%
Trade Creditors	101.8	114.5	-11.1%
Taxes, VAT and national insurance	142.1	130.3	9.1%
Other current liabilities	164.2	148.5	10.5%
<b>Total Liabilities</b>	<b>472.3</b>	<b>455.9</b>	<b>3.6%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,550.2</b>	<b>1,461.9</b>	<b>6.0%</b>

## Balance IFRS (million NOK) :

	1H/05	1Q/05	CHANGES
<b>Total Long Term Assets</b>	<b>786.0</b>	<b>770.4</b>	<b>15.6</b>
Inventories	227.4	212.2	15.2
Trade Debtors	321.6	278.9	42.7
Other Current Assets	34.7	32.2	2.5
Value of forward contracts	139.2	103.8	35.4
Cash and Bank Deposits	41.3	315.0	373.7
<b>Total Current Assets</b>	<b>764.2</b>	<b>942.1</b>	<b>-177.5</b>
<b>TOTAL ASSETS</b>	<b>1,550.2</b>	<b>1,712.5</b>	<b>-162.3</b>
<b>Total Equity</b>	<b>1,077.9</b>	<b>1,259.6</b>	<b>-181.7</b>
Long Term Liabilities (interest)	49.1	47.5	-1.6
Long Term Liabilities (non-interest)	15.1	17.1	-2.0
Trade Creditors	101.8	111.4	-9.6
Taxes, VAT and national insurance	142.1	145.2	-3.1
Other current liabilities	164.2	131.7	32.5
<b>Total Liabilities</b>	<b>472.3</b>	<b>452.9</b>	<b>19.4</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,550.2</b>	<b>1,712.5</b>	<b>-162.3</b>

## Development in cash-flow and bank deposits (Mill.NOK):

	1H/05 IFRS	1H/04 IFRS	2004 IFRS	2003 NGAAP	2002 NGAAP
<b>Net cash flow from:</b>					
Operating activities	167.6	117.9	389.7	385.6	299.5
Investing activities	-61,4	-64.3	-115.1	-169.6	-149.0
Financing activities	-297.4	-183.2	-235.7	-218.2	-89.0
<b>Net change in cash and cash equivalents</b>	<b>-191.2</b>	<b>-129.6</b>	<b>38.9</b>	<b>-2.2</b>	<b>61.5</b>
Cash and cash equivalents at the beginning of period	232.5	193.6	193.6	195.8	134.3
<b>Cash and cash equivalents at the end of period</b>	<b>41.3</b>	<b>64.0</b>	<b>232.5</b>	<b>193.6</b>	<b>195.8</b>

**EQUITY**

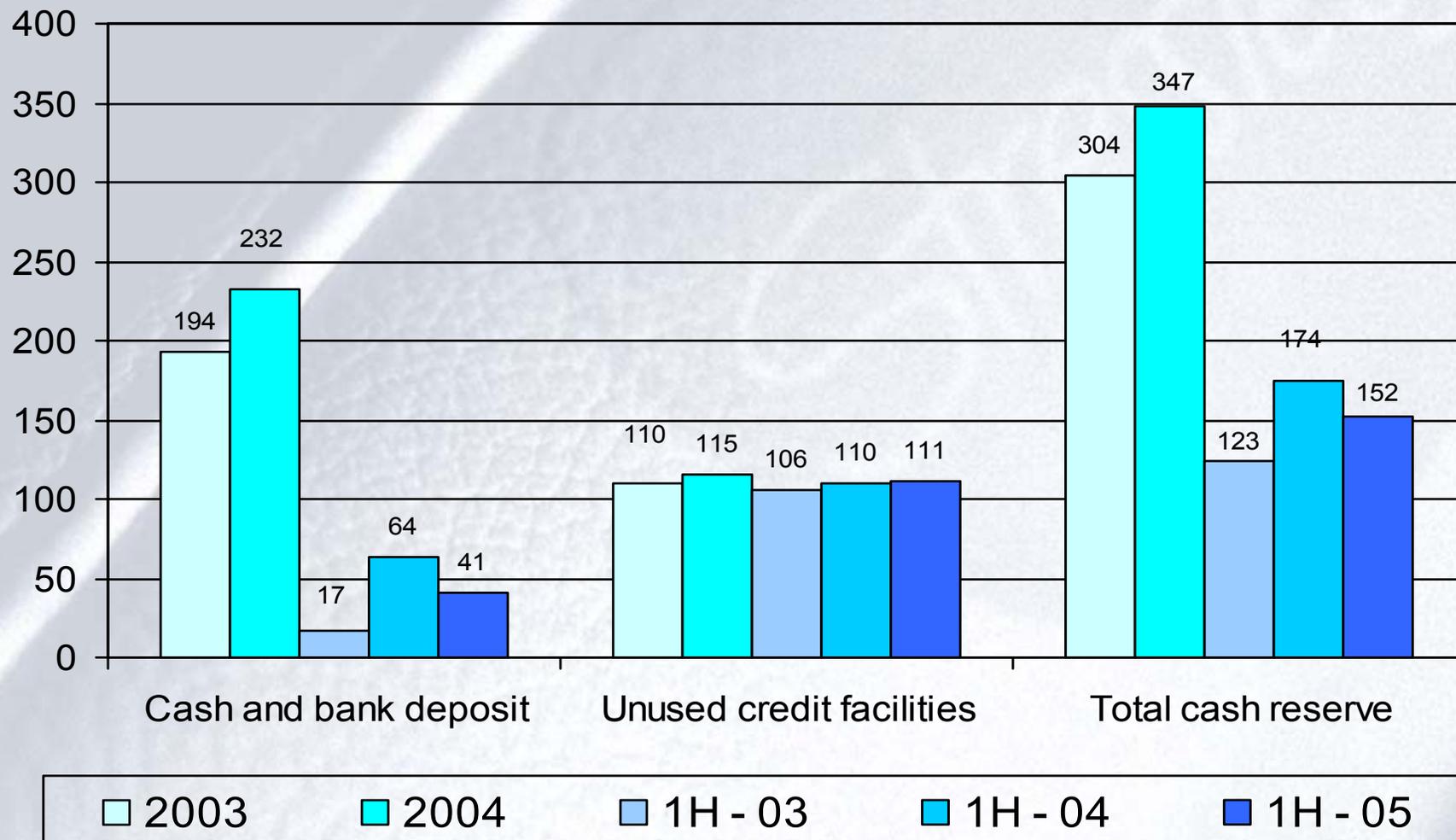
	<b>1H/05 IFRS</b>	<b>1H/04 IFRS</b>	<b>2004 IFRS</b>
<b>EQUITY AT START OF PERIOD</b>	<b>1,202.0</b>	<b>1,092.5</b>	<b>1,092.5</b>
Capital expansion	-	212.8	212.8
Profit of the year	130.7	157.4	334.7
Dividend Ekornes ASA	-276.2	-438.2	-438.2
Dividende own shares	-	0.1	0.1
Change in own shares	22.3	11.5	-10.1
Transactions in own shares	-1.1	1.8	-0.3
Translation differences and other	1.1	-	-2.8
Change value of forward contracts	-0.9	-31.9	13.3
<b>EQUITY AT END OF PERIOD</b>	<b>1,077.9</b>	<b>1,006.0</b>	<b>1,202.0</b>

## Development in Total Capital, Net-working Capital and Equity (mill. NOK):

	1H-05 IFRS	1H-04 IFRS	2004 IFRS	2004 NGAAP	2003 NGAAP	2002 NGAAP	2001 NGAAP
Total capital	1,550.2	1,461.9	1,646.0	1,520.5	1,387.6	1,281.4	1,091.1
Net-working capital*	216.9	216.7	359.9	98.3	-134.3	120.6	141.0
Equity	1077.9	1,006.0	1,202.0	803.0	534.1	688.5	578.0
Equity ratio	69,5%	68.8%	73.0%	52.8%	38.5%	53.7%	53.0%

\*Not included the market value of forward contracts.

# Cash Reserve (million NOK)

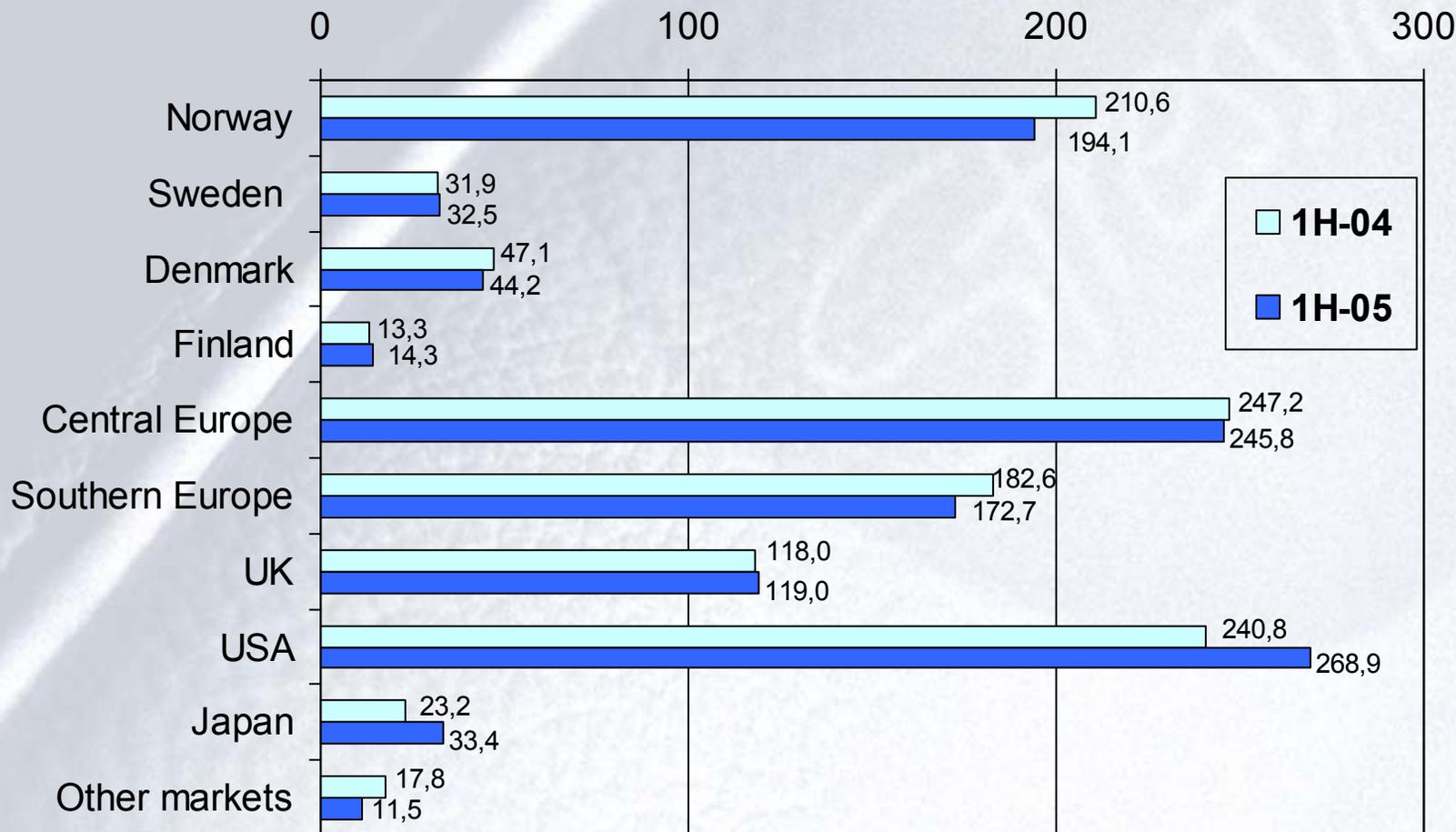


## Development in direct salaries at the factories:

(Year-end bonus not included)

	1H-05	1H-04	2004	2003	2002	2001
Stressless prod.	22.6%	21.4%	21.2%	21.5%	21.0%	21.1%
(Incl. Tynes)	(24.0%)	(22.3%)	(21.6%)			
Stranda	14.5%	13.3%	13.2%	13.8%	14.1%	14.5%
Grodås	38.7%	32.9%	32.2%	32.5%	33.1%	34.4%
Hareid	19.2%	17.7%	18.1%	17.9%	19.4%	18.7%
Fetsund	21.8%	19.2%	15.9%	18.8%	17.4%	18.2%

## Development in turnover per market (million NOK)



## Development in turnover per market (continued) (million NOK)

	<b>Changes 1H/05 – 1H/04</b>	<b>1H-05 IFRS</b>	<b>1H-04 IFRS</b>	<b>1H-03 NGAAP</b>
Norway	-7.8%	194.1	210.6	188.3
Sweden	+1.9%	32.5	31.9	36.6
Denmark	-6.1%	44.2	47.1	44.9
Finland	+7.3%	14.3	13.3	14.7
Central - Europe	-0.6%	245.8	247.2	206.3
Southern - Europe	-5.4%	172.7	182.6	160.5
UK	+0.9%	119.0	118.0	103.7
USA	+11.7%	268.9	240.8	194.2
Japan	+44.0%	33.4	23.2	31.2
Other markets	-35.5%	11.5	17.8	10.5
<b>Total</b>	<b>+0.3%</b>	<b>1,136.3</b>	<b>1,132.4</b>	<b>990.9</b>

## Largest shareholders (10.08.2005)

1.	Folketrygdfondet, NOR	12.20%
2.	State Street Bank & Clients, USA	8.91%
3.	J. P. Morgan Chase Bank, GBR	4.83%
4.	Oko Osuuspankkien KE Corp. Actions, FIN	3.10%
5.	Deutsche Bank AG, DEU	2.95%
6.	Nordea Bank Denmark, DEN	2.82%
7.	Berit Ekornes Unhjem, NOR	2.80%
8.	GMO Foreign Fund, USA	2.66%
9.	Oslo Pensjonsforsikring, NOR	2.44%
10.	GMO Erisa Pool Trust, USA	2.14%
Other shareholders approx. 3,267		55.15%

Proportion:	Norwegian shareholders	49.1%
	Foreign shareholders	50.9%

## Board of Directors

## Group Management

- Olav Kjell Holtan
- Berit Svendsen
- Jens P. Ekornes
- Torger Reve
- Carl Graff-Wang

## Employee Representatives:

- Arnstein Johannesen
- Tone Helene Hanken
- Ragna Skarshaug

- CEO  
Nils-Fredrik Drabløs  
Phone: +47 70 25 52 28 Mobile: +47 90 01 78 92  
Email: nils.fredrik.drablos@ekornes.no
- CFO  
Robert Svendsen  
Phone: +47 70 25 52 13 Mobile: +47 91 89 50 24  
Email: robert.svendsen@ekornes.no
- Marketing Director  
Runar Haugen
- International Marketing Director  
Svein Lunde