

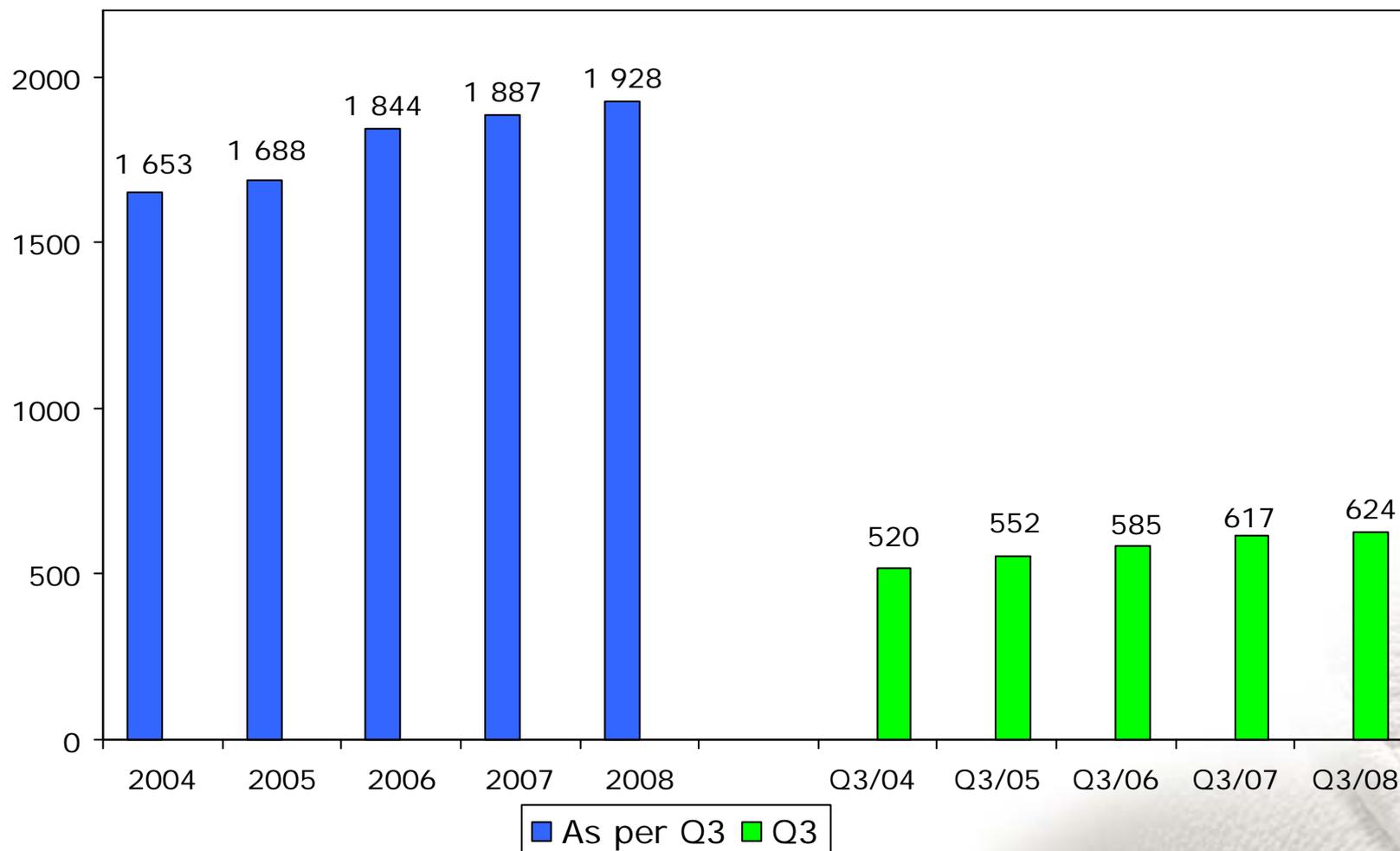
# EKORNES ASA

## 3rd QUARTER 2008

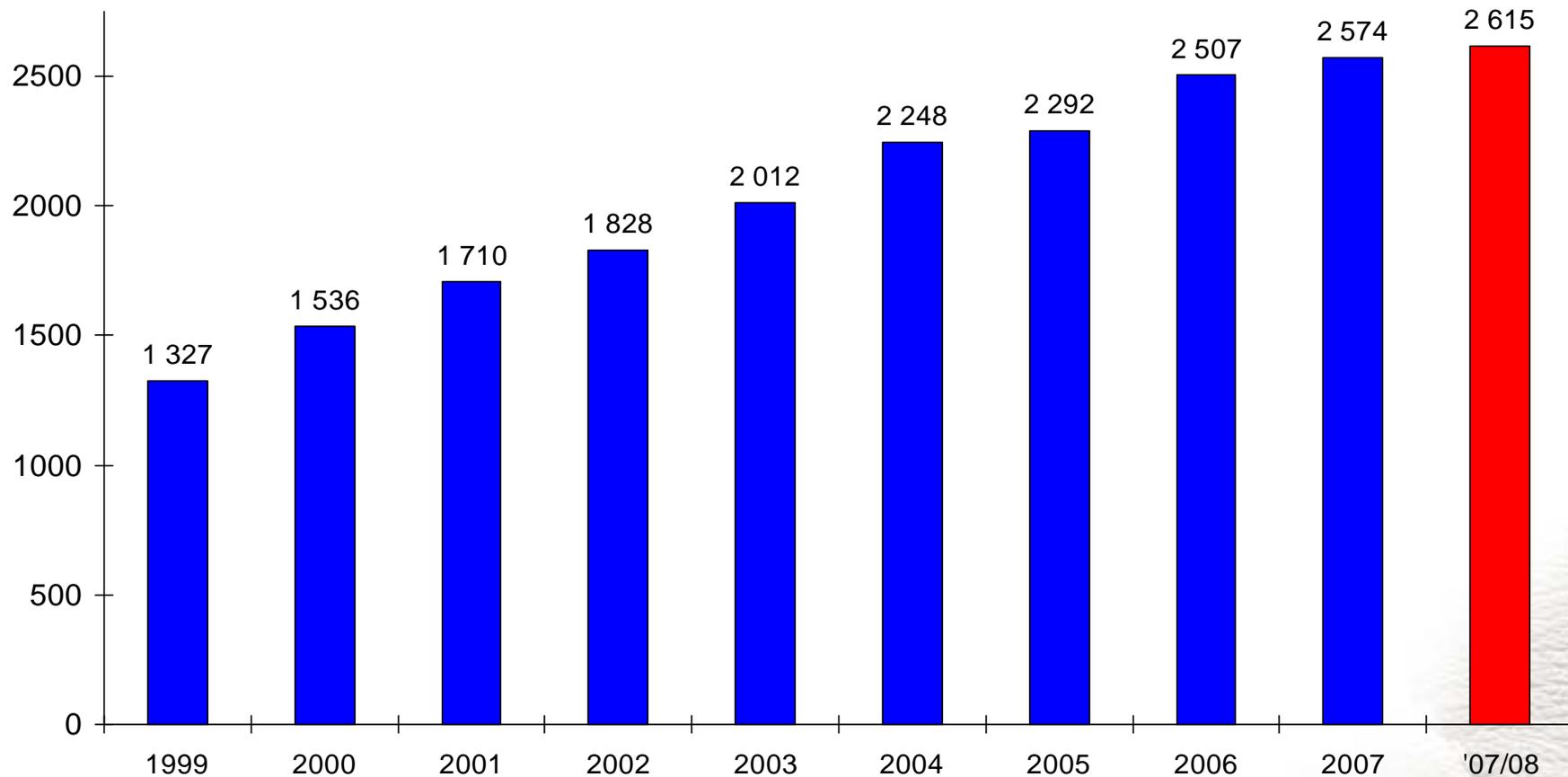
## Ekornes Q3 - Headlines:

- Strong result, but weaker order influx in Q3
- Q4 expected to be challenging due to the Global financial crisis
- Customer confidence and macroeconomics worsened in all major markets
- Order book end of October of NOK 242 mill (NOK 261 mill in 2007).  
USA, Japan and Svane® - short visibility
- In Central Europe, Ekornes is performing well. Good prospects for Q4
- USA was slow in October, however more positive two last weeks. Very challenging market to be expected
- Foreign exchange and raw material prices more favorable. New hedging positions also for USD and JPY. Forward contracts 24-36 months in all currencies
- Stressless® - Capacity at 1,750 seats per day end Q3. Demand tightly monitored – capacity to be taken down if needed
- Mattresses behind 2007 – October: Order influx up, but deliveries down
- Targeted marketing campaigns. Financial strength will be used to support sales if needed

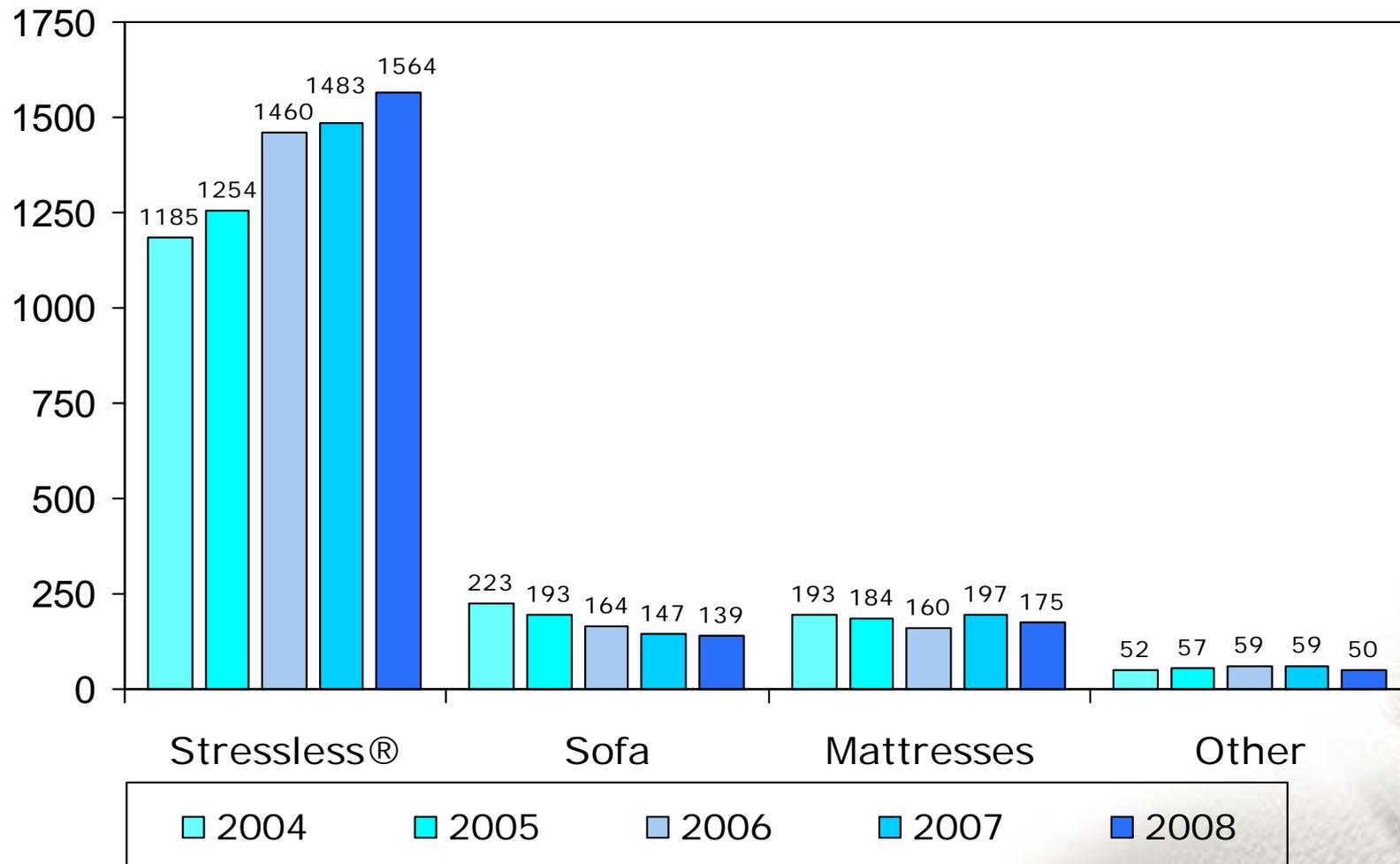
## Development in Operating Revenues



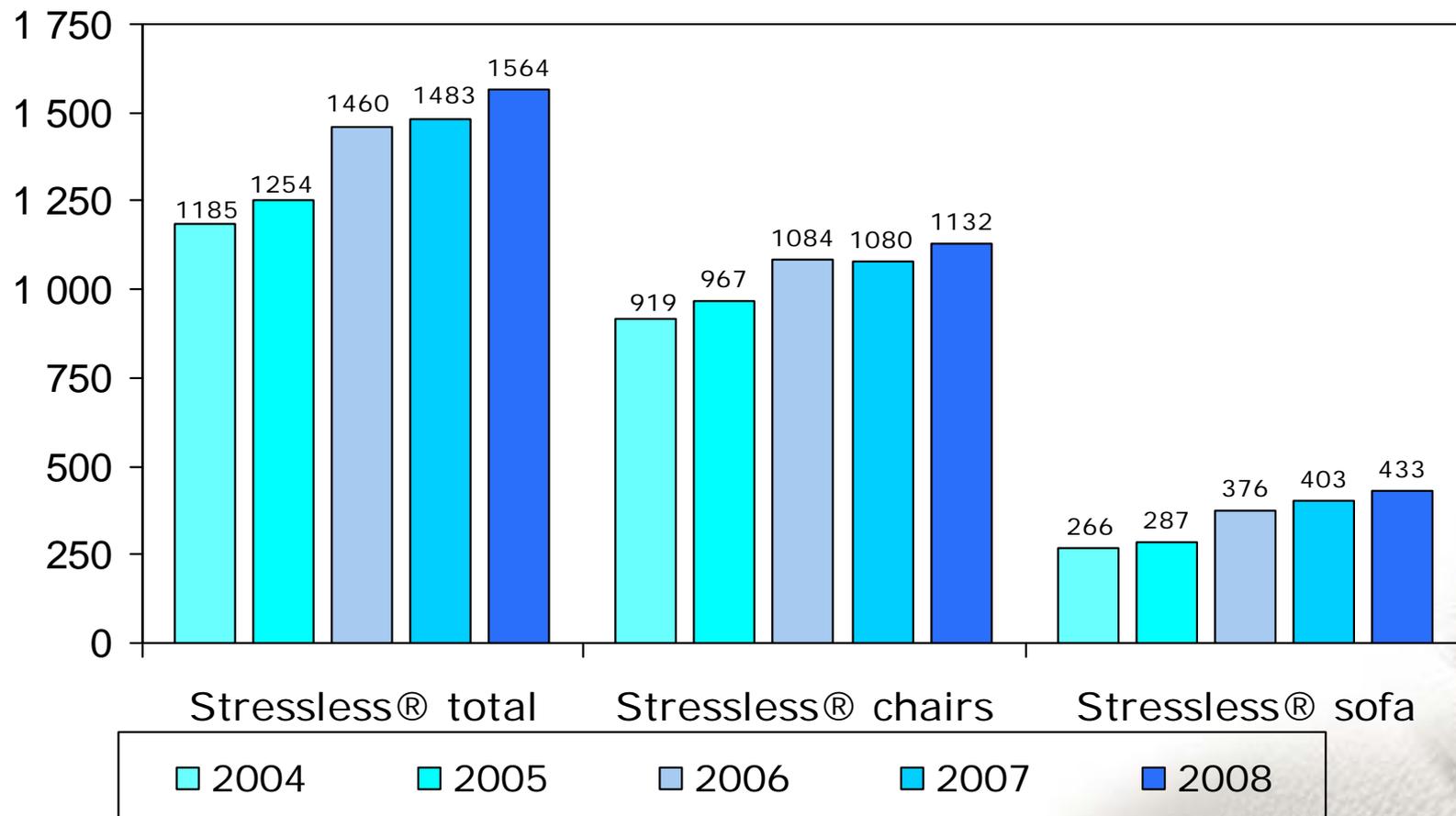
## Development in Operating Revenues



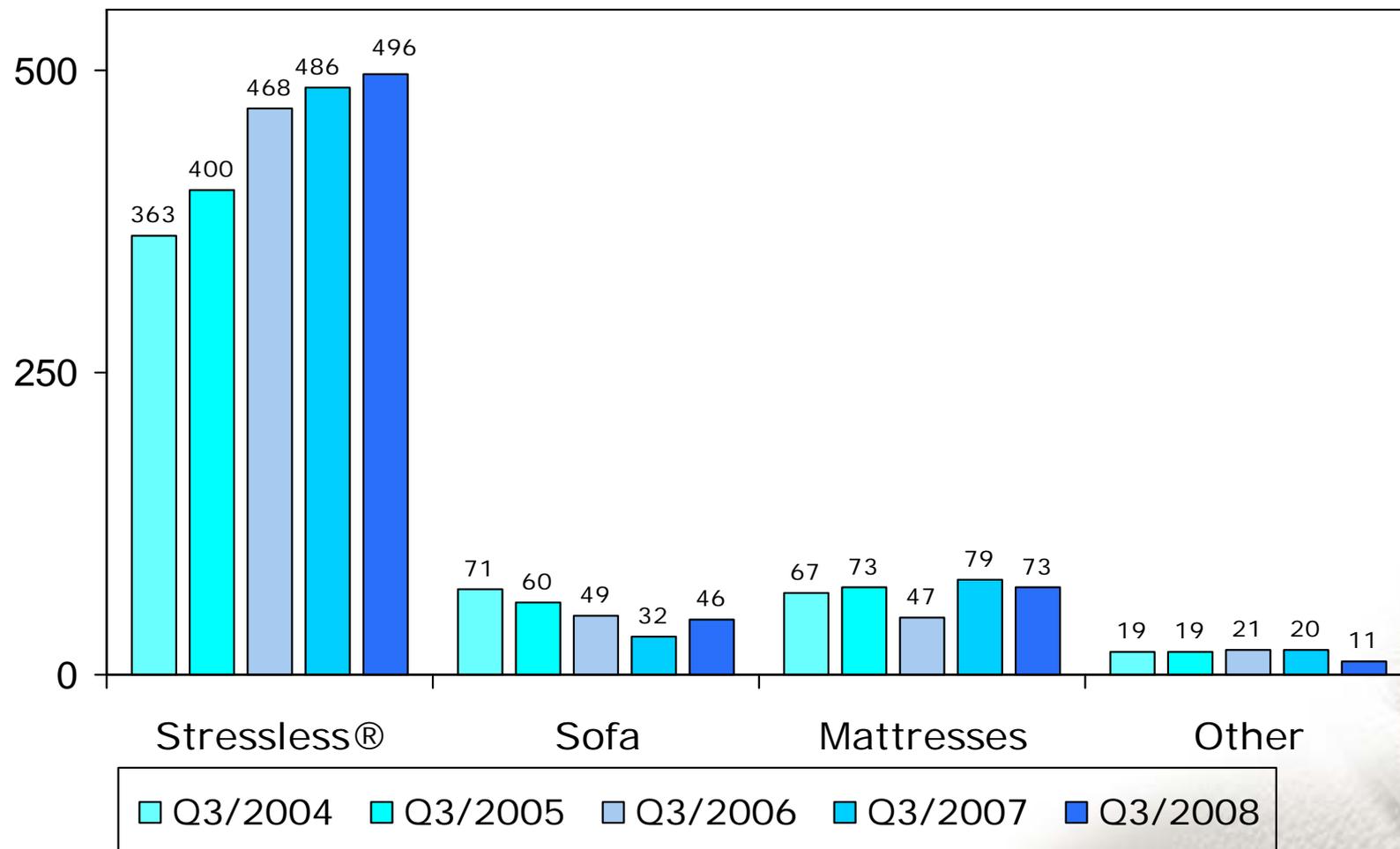
## Distribution of operating revenues – By product area year to date (Mill.NOK)



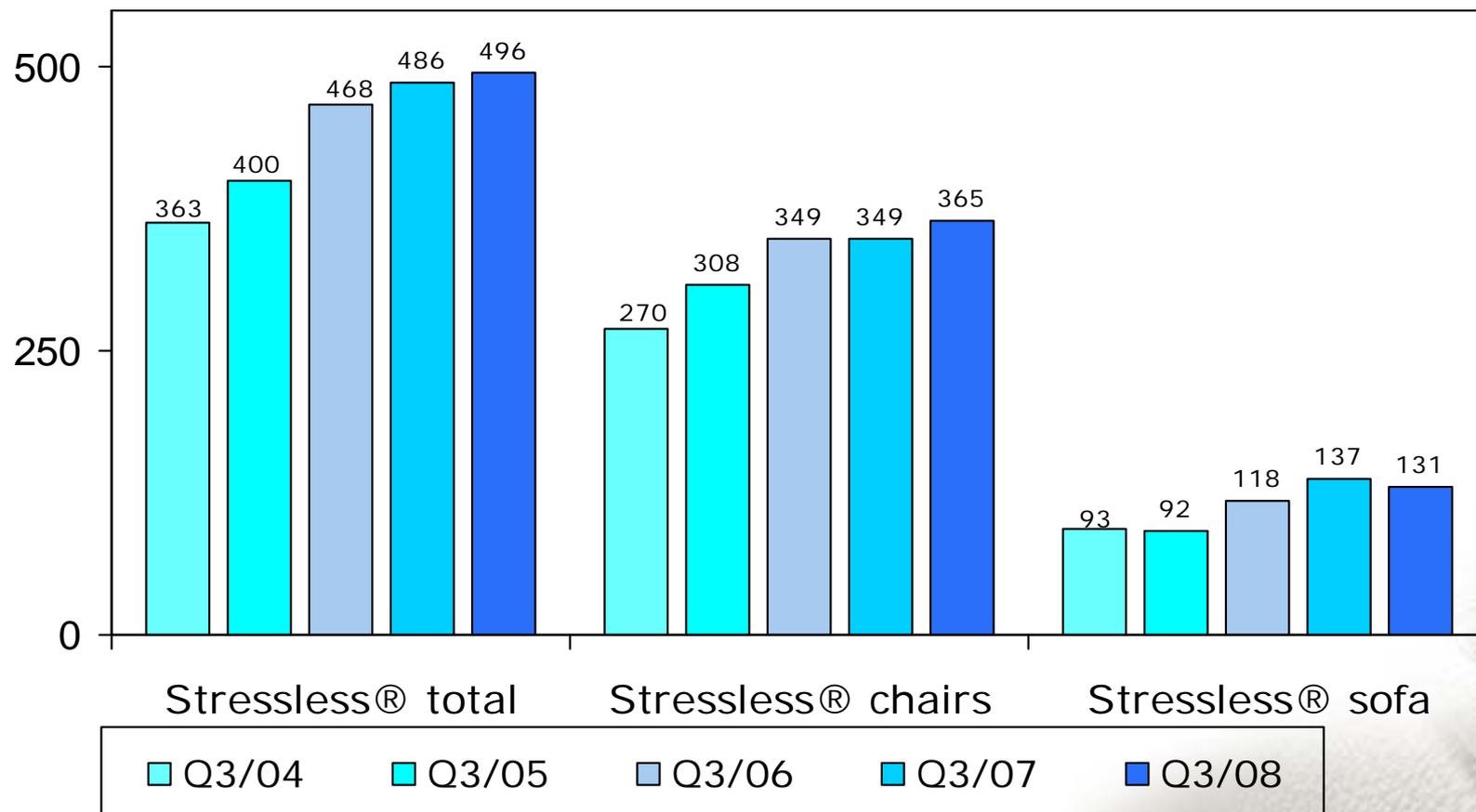
## Distribution of operating revenues - Product area Stressless® year to date (Mill. NOK)



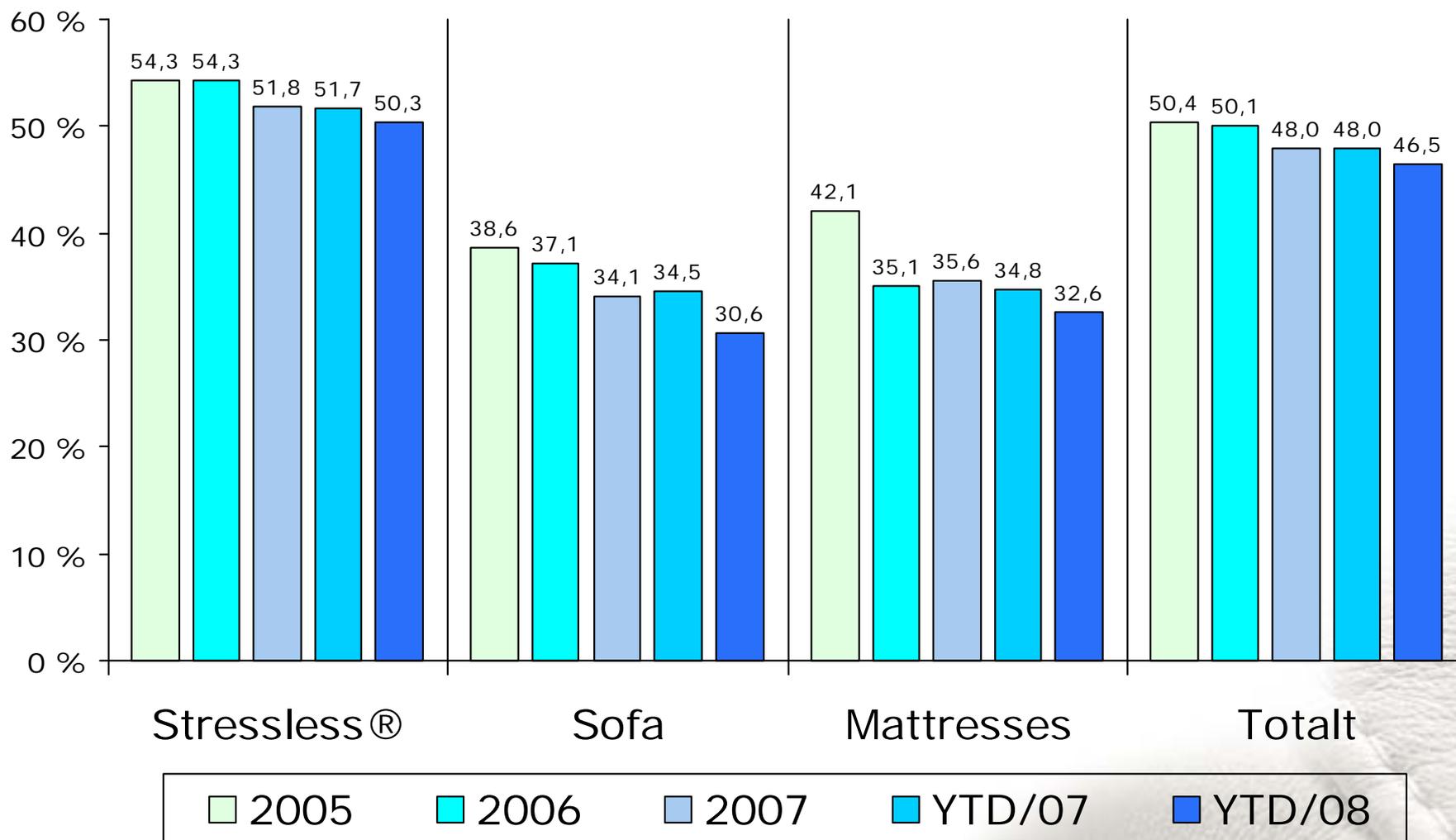
## Distribution of operating revenues – By product area quarterly data (Mill.NOK)



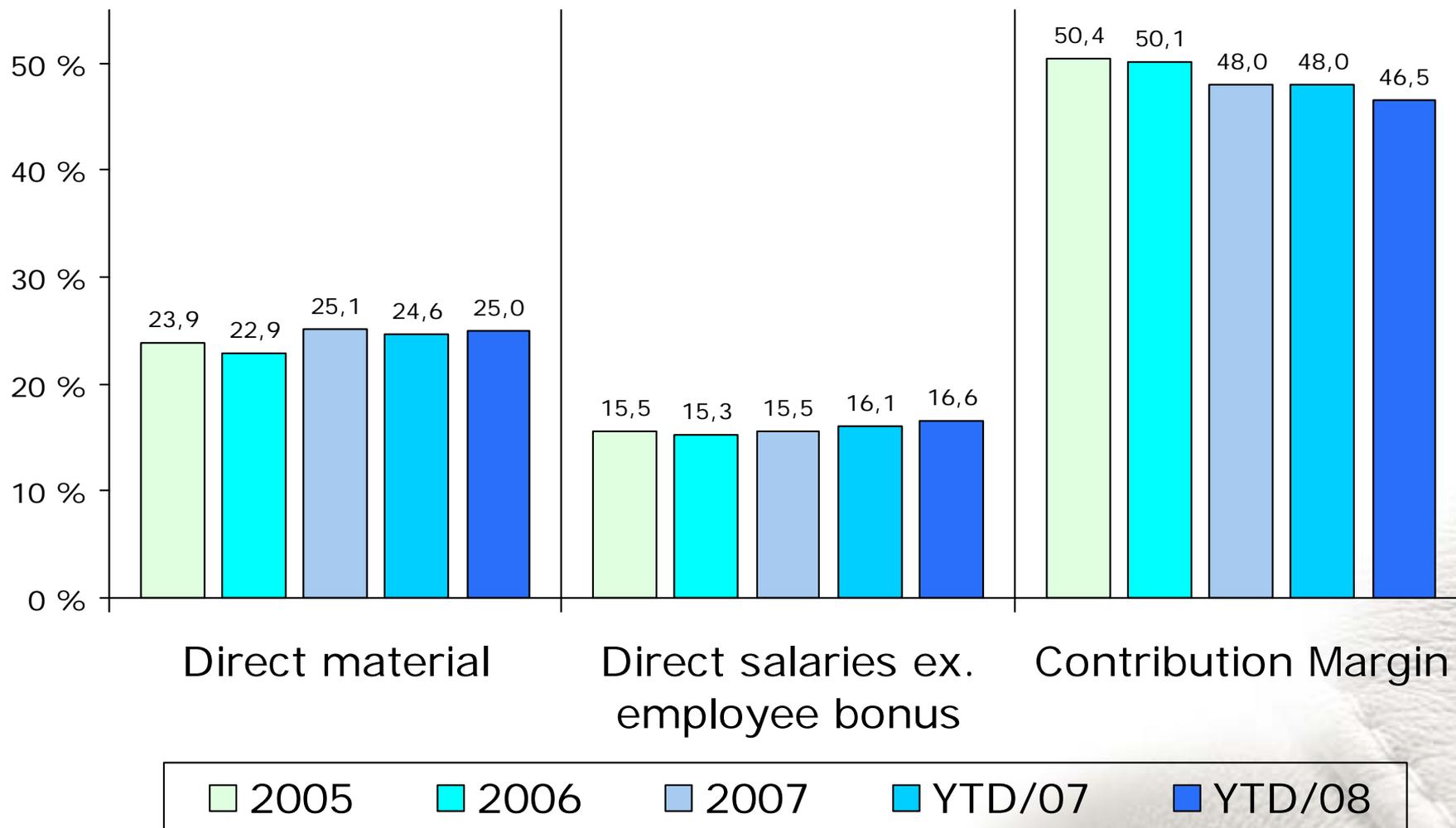
## Distribution of operating revenues – Product area Stressless® quarterly data (Mill. NOK)



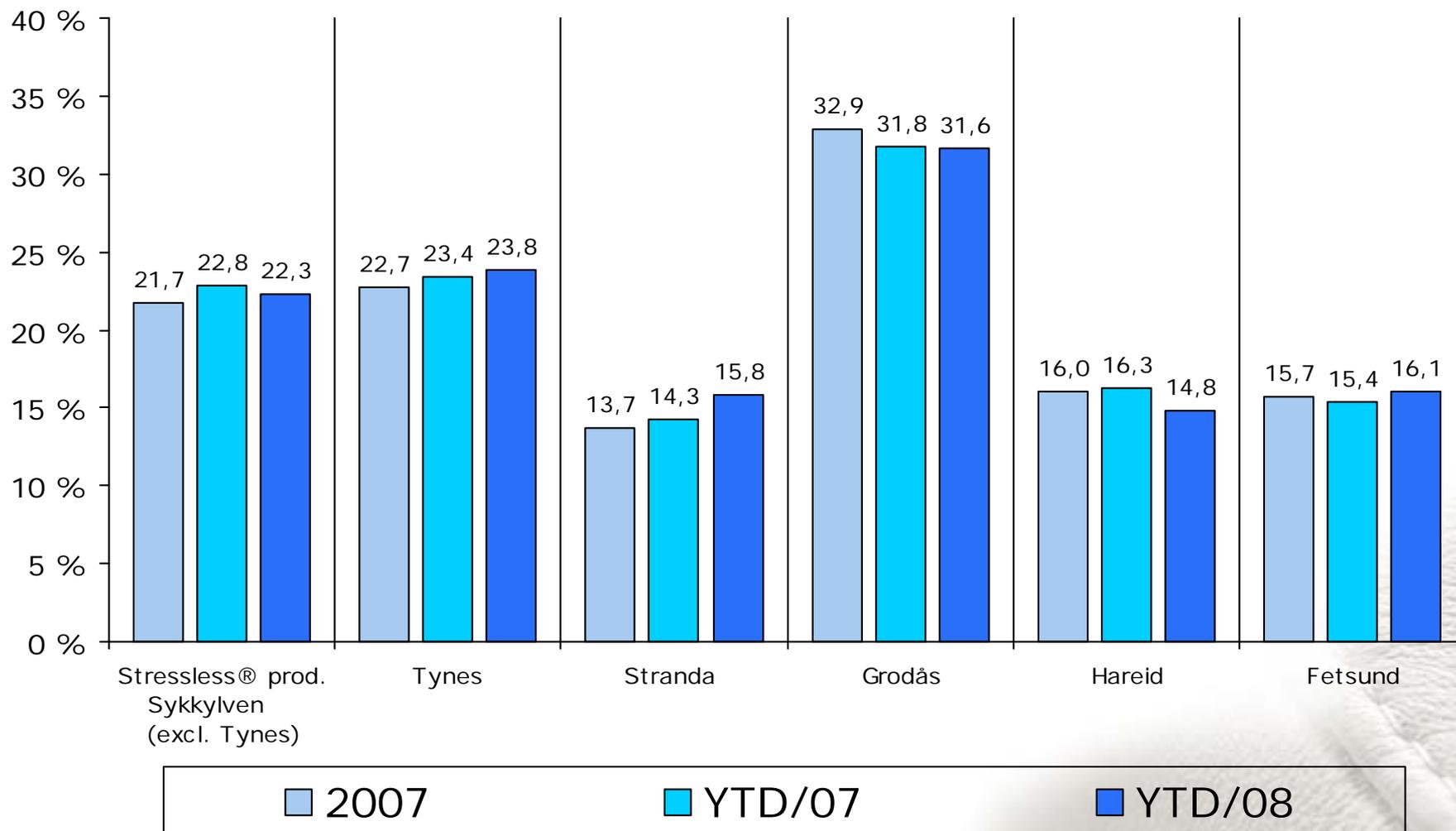
## Contribution margin by product areas



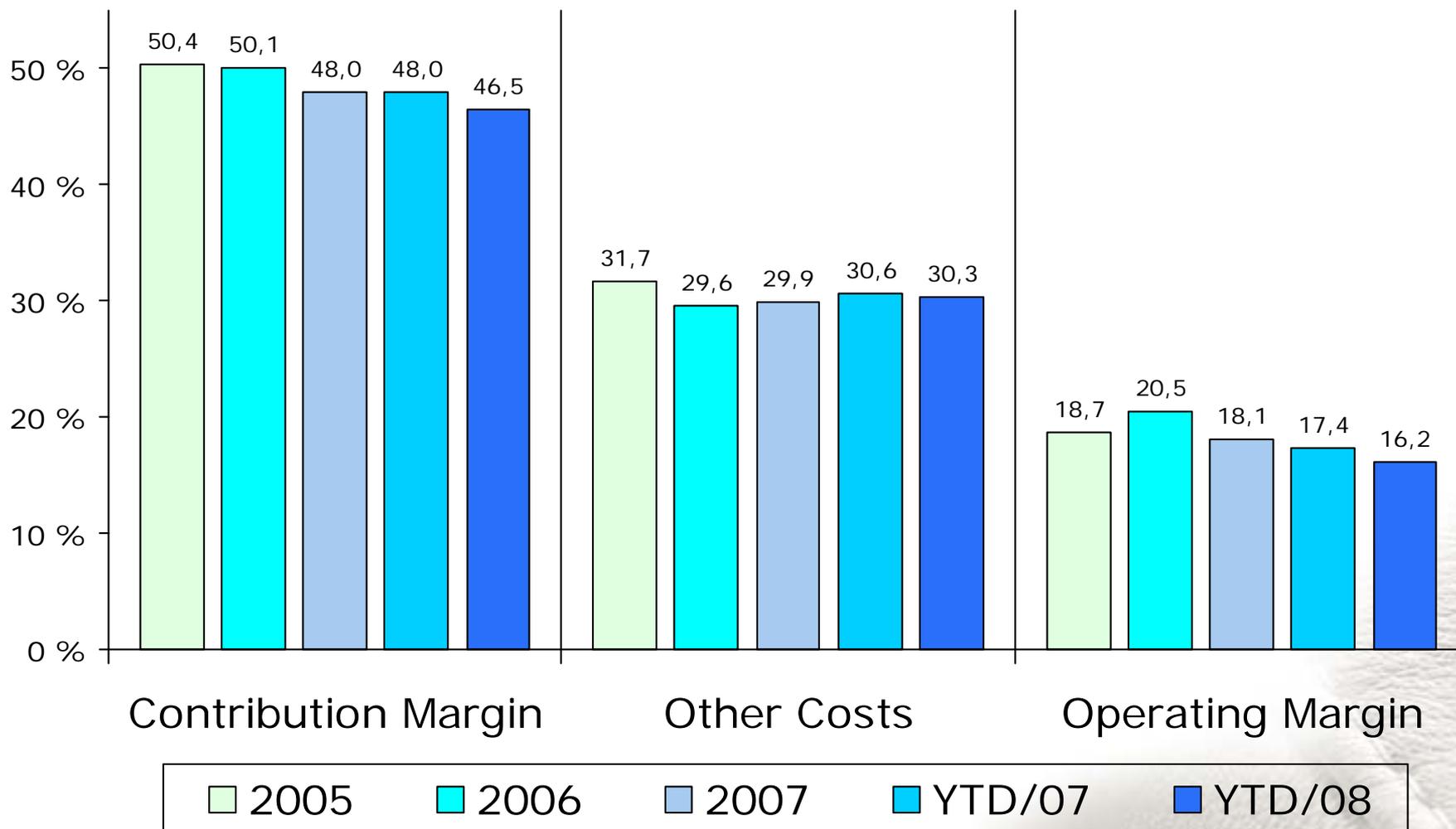
## Development in relative factors



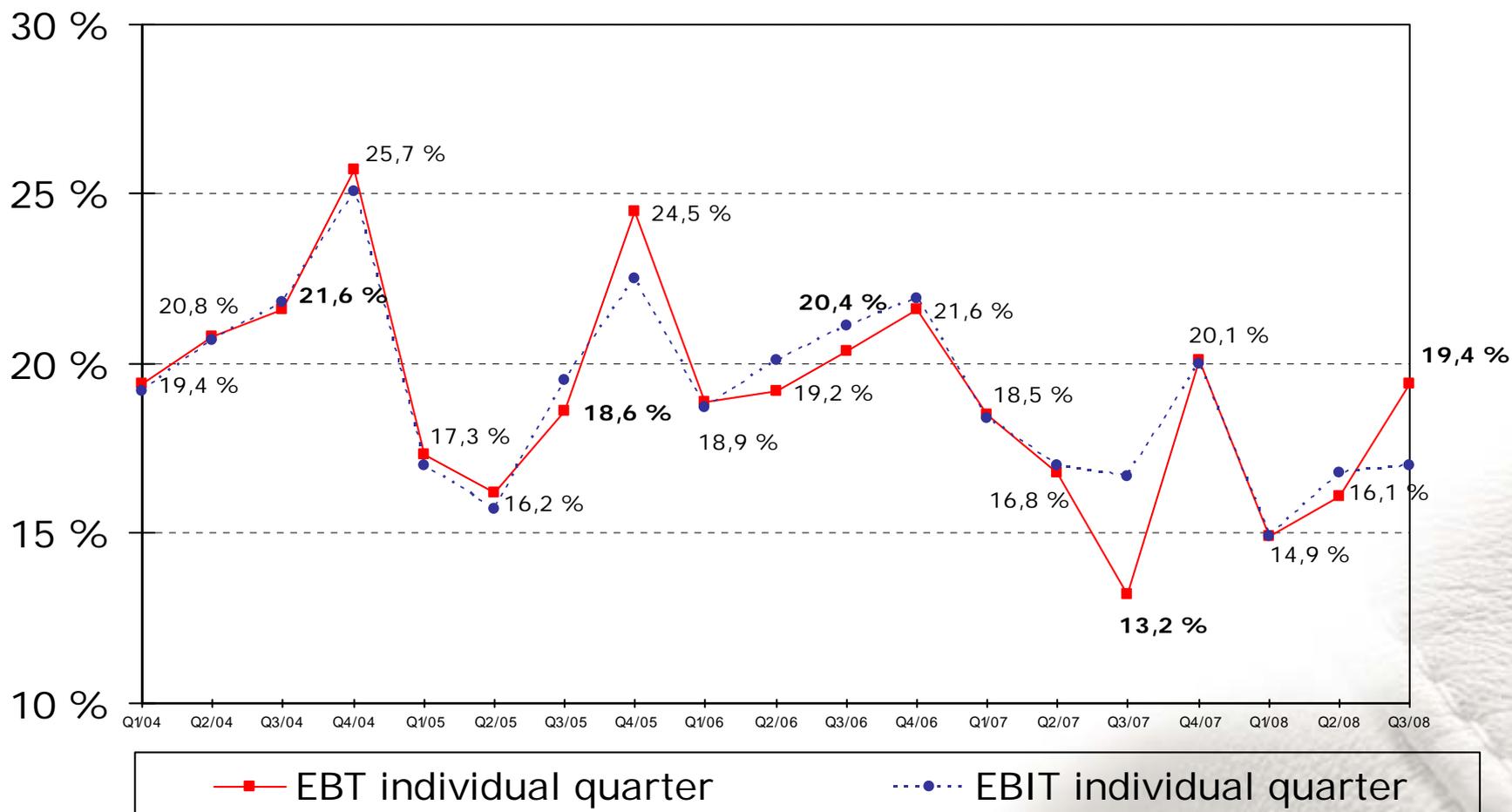
## Development in direct salaries at the factories (Based on factory revenues, year-end bonus not included)



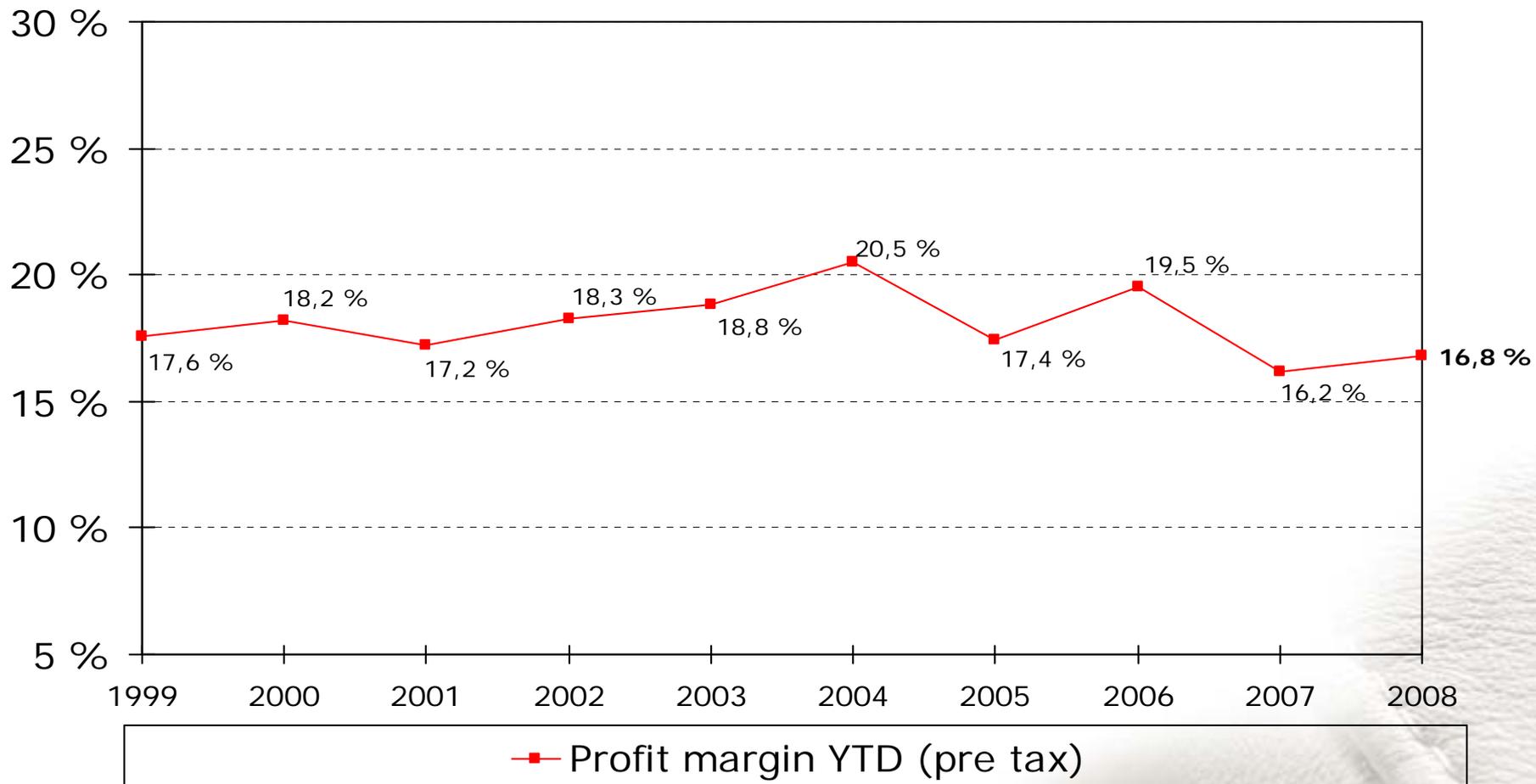
## Total contribution and operating margin



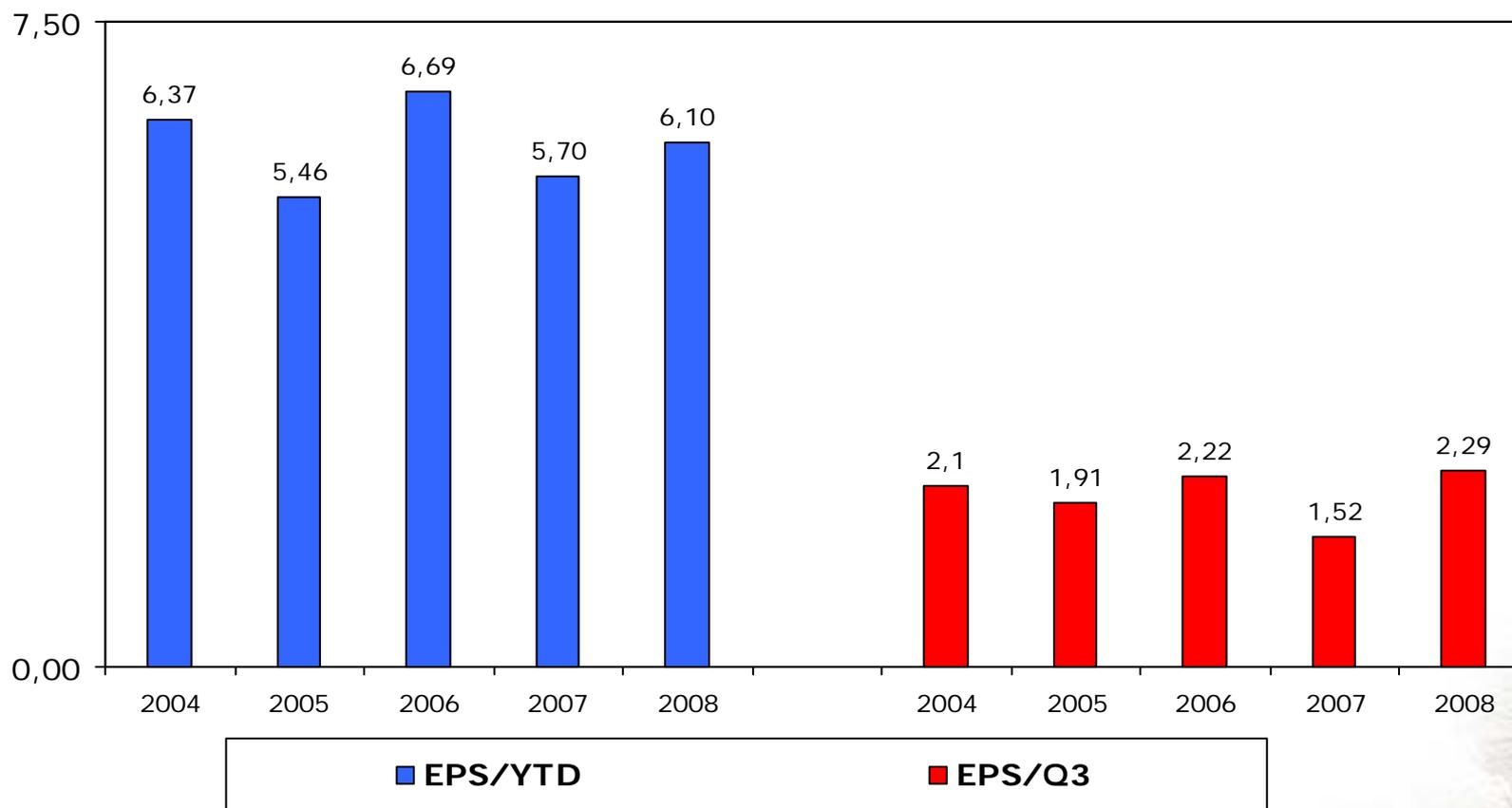
## Development in Profit Margin (pre tax)



## Development in Profit Margin (pre tax)



## Development EPS fully diluted (Figures in NOK)



**Income Statement year to date** (mill. NOK)

	<b>2008</b>		<b>2007</b>		<b>Changes</b>
<b>Operating revenues</b>	<b>1,928.2</b>	<b>100.0%</b>	<b>1,886.5</b>	<b>100.0%</b>	<b>2.2%</b>
Materials	481.2	25.0%	463.1	24.6%	3.9%
Salaries and social costs	556.0	28.8%	529.0	28.0%	5.1%
Other operating expenses	500.1	25.9%	495.4	26.3%	1.0%
Depreciation	77.9	4.0%	71.0	3.8%	9.8%
<b>Total operating costs</b>	<b>1,615.2</b>	<b>83.8%</b>	<b>1,558.5</b>	<b>82.6%</b>	<b>3.6%</b>
<b>Operating result</b>	<b>313.0</b>	<b>16.2%</b>	<b>328.0</b>	<b>17.4%</b>	<b>-4.6%</b>
Net financial income/expenses	-1.0	-0.0%	2.0	0.1%	
Profit/loss currency exchange	11.2	0.6%	-23.7	-1.3%	
<b>Ordinary result before taxes</b>	<b>323.2</b>	<b>16.8%</b>	<b>306.3</b>	<b>16.2%</b>	<b>5.5%</b>
Calculated taxes ordinary result	-98.6	-5.1%	-96.5	-5.1%	2.2%
<b>Ordinary result after taxes</b>	<b>224.6</b>	<b>11.7%</b>	<b>209.8</b>	<b>11.1%</b>	<b>7.1%</b>
<b>EPS</b>	<b>6.10</b>		<b>5.70</b>		

**Income Statement individual quarter (mill. NOK)**

	<b>Q3/08</b>		<b>Q3/07</b>		<b>Changes</b>
<b>Operating revenues</b>	<b>624.3</b>	<b>100.0%</b>	<b>616.6</b>	<b>100.0%</b>	<b>1.3%</b>
Materials	158.3	25.3%	172.6	28.0%	-8.3%
Salaries and social costs	166.8	26.7%	156.4	25.4%	6.7%
Other operating expenses	166.4	26.7%	161.7	26.2%	2.9%
Depreciation	26.5	4.2%	23.1	3.7%	14.9%
<b>Total operating costs</b>	<b>518.0</b>	<b>83.0%</b>	<b>513.8</b>	<b>83.3%</b>	<b>0.8%</b>
<b>Operating result</b>	<b>106.3</b>	<b>17.0%</b>	<b>102.8</b>	<b>16.7%</b>	<b>3.5%</b>
Net financial income/expenses	-3.0	-0.5%	-1.8	-0.3%	
Profit/loss currency exchange	18.1	2.9%	-19.6	-3.2%	
<b>Ordinary result before taxes</b>	<b>121.4</b>	<b>19.4%</b>	<b>81.4</b>	<b>13.2%</b>	<b>49.2%</b>
Calculated taxes ordinary result	-37.1	-5.9%	-25.7	-4.2%	44.4%
<b>Ordinary result after taxes</b>	<b>84.3</b>	<b>13.5%</b>	<b>55.7</b>	<b>9.0%</b>	<b>51.4%</b>
<b>EPS</b>	<b>2.29</b>		<b>1.52</b>		

## Income Statement – 1 OCT/30 SEP (mill. NOK)

	2008		2007		Changes
<b>Operating revenues</b>	<b>2,615.2</b>	<b>100.0%</b>	<b>2,549.4</b>	<b>100.0%</b>	<b>2.6%</b>
Materials	664.6	25.4%	632.8	24.8%	5.0%
Salaries and social costs	727.9	27.8%	707.6	27.8%	2.9%
Other operating expenses	669.8	25.6%	642.8	25.2%	4.2%
Depreciation	102.8	3.9%	92.7	3.6%	10.9%
<b>Total operating costs</b>	<b>2,165.1</b>	<b>82.8%</b>	<b>2,075.9</b>	<b>81.4%</b>	<b>4.3%</b>
<b>Operating result</b>	<b>450.1</b>	<b>17.2%</b>	<b>473.5</b>	<b>18.6%</b>	<b>-4.9%</b>
Net financial income/expenses	-0.2	0.0%	2.8	0.0%	
Profit/loss currency exchange	11.2	0.4%	-26.7	-1.0%	
<b>Ordinary result before taxes</b>	<b>461.1</b>	<b>17.6%</b>	<b>449.6</b>	<b>17.6%</b>	<b>2.6%</b>
Calculated taxes ordinary result	-136.3	5.2%	-142.3	-5.5%	4.2%
<b>Ordinary result after taxes</b>	<b>324.8</b>	<b>12.4%</b>	<b>307,3</b>	<b>12.1%</b>	<b>5.7%</b>
<b>EPS</b>	<b>8.82</b>		<b>8.35</b>		

**Balance Sheet (mill. NOK)**

	Q3/08	Q3/07	CHANGES
<b>Total Long Term Assets</b>	<b>968.6</b>	<b>868.5</b>	<b>11.5%</b>
Inventories	257.1	216.2	18.9%
Trade Debtors	439.0	398.5	10.2%
Other Current Assets	27.4	2.5	
Value of forward contracts	-	132.9	
Cash and Bank Deposits	-	70.5	
<b>Total Current Assets</b>	<b>723.5</b>	<b>820.6</b>	<b>-11.8%</b>
<b>TOTAL ASSETS</b>	<b>1,692.1</b>	<b>1,689.1</b>	<b>0.2%</b>
<b>Total Equity</b>	<b>1,147.2</b>	<b>1,198.8</b>	<b>-4.3%</b>
Provisions and Commitments	26.9	59.8	-55.0%
Long Term Liabilities	42.3	40.7	4.2%
Bank	48.8		
Trade Creditors	117.9	97.5	20.9%
Taxes, VAT and national insurance	80.0	102.5	22.0%
Value of forward contracts	4.5		
Other current liabilities	224.5	189.8	18.3%
<b>Total Liabilities</b>	<b>544.9</b>	<b>490.3</b>	<b>11.1%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,692.1</b>	<b>1,689.1</b>	<b>0.2%</b>

**Balance Sheet (mill. NOK)**

	Q3/08	H1/08	CHANGES
<b>Total Long Term Assets</b>	<b>968.6</b>	<b>946.6</b>	<b>22.0</b>
Inventories	257.1	275.1	-18.0
Trade Debtors	439.0	406.5	32.5
Other Current Assets	27.4	26.4	1.0
Value of forward contracts	-	72.7	-72.7
Cash and Bank Deposits	-	-	-
<b>Total Current Assets</b>	<b>723.5</b>	<b>780.7</b>	<b>-57.2</b>
<b>TOTAL ASSETS</b>	<b>1,692.1</b>	<b>1,727.3</b>	<b>-35.2</b>
<b>Total Equity</b>	<b>1,147.2</b>	<b>1,118.6</b>	<b>28.6</b>
Provisions and Commitments	26.9	36.6	-9.7
Long Term Liabilities	42.3	38.1	4.2
Bank	48.8	131.9	-83.1
Trade Creditors	117.9	102.9	15.0
Taxes, VAT and national insurance	80.0	98.8	-18.7
Value of forward contracts	4.5	-	4.5
Other current liabilities	224.5	200.4	24.1
<b>Total Liabilities</b>	<b>544.9</b>	<b>608.7</b>	<b>-63.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,692.1</b>	<b>1,727.3</b>	<b>-35.2</b>

# EQUITY

	Q3/08	Q3/07	2007
<b>EQUITY AT START OF PERIOD</b>	<b>1,265.4</b>	<b>1,159.5</b>	<b>1,159.5</b>
Profit of the year	224.6	209.8	310.0
Dividend paid out	-276.2	-276.2	-276.2
Purchase of own shares	-	-7.9	-7.9
Sale of own shares	-	22.9	22.9
Translation differences and other	-0.6	-7.8	-5.0
Change value of forward contracts	-66.0	98.5	62.1
<b>EQUITY AT END OF PERIOD</b>	<b>1,147.2</b>	<b>1,198.8</b>	<b>1,265.4</b>

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

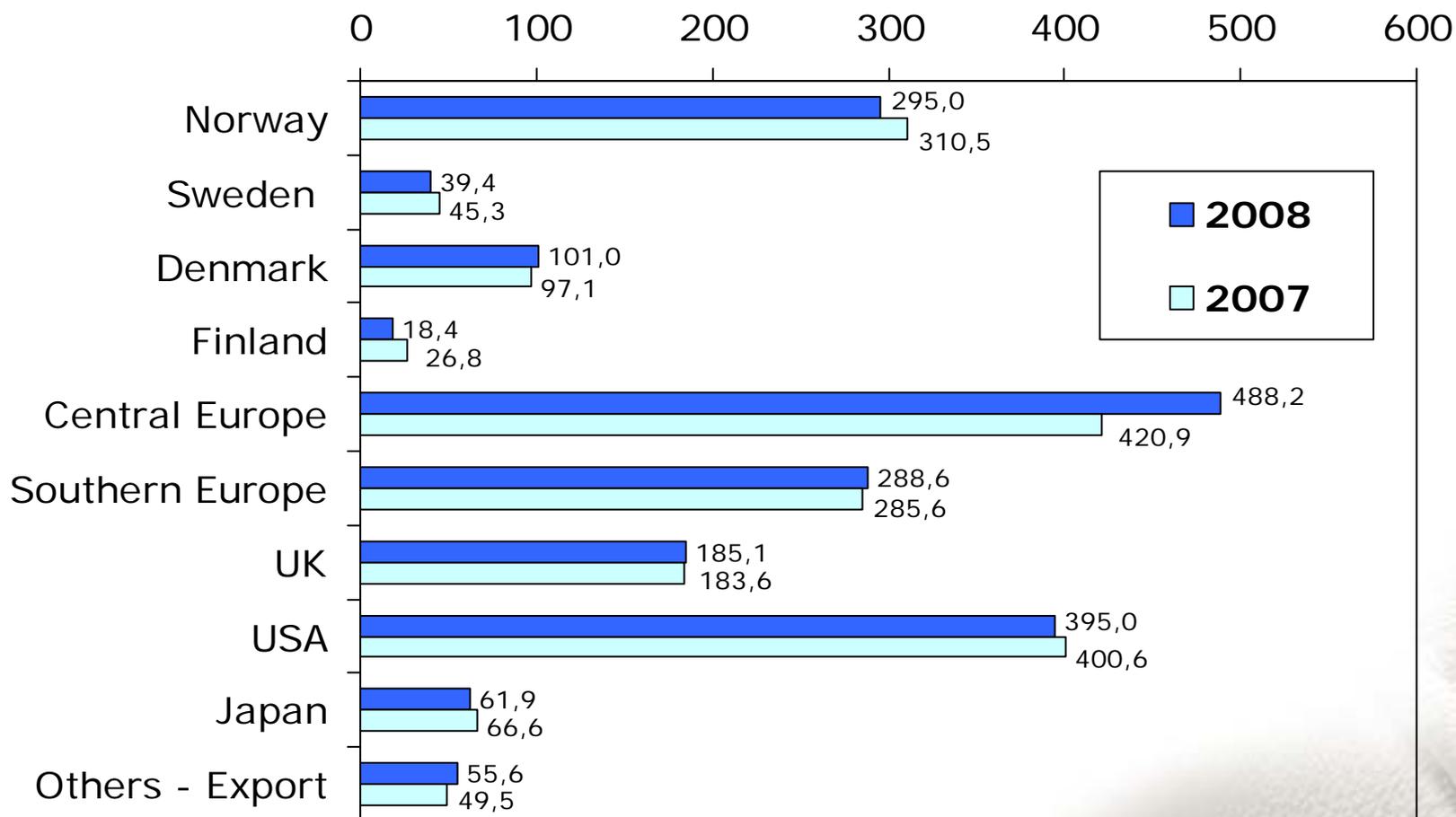
	YTD/08	YTD/07	2007	2006
<b>Net cash flow from:</b>				
Operating activities	156.3	131.7	331.6	477.1
Investing activities	-137.1	-124.6	-186.7	-88.0
Financing activities	-276.2	-261.2	-261.2	-277.9
<b>Net change in cash and cash equivalents</b>	<b>-257.0</b>	<b>-254.1</b>	<b>-116.4</b>	<b>111.2</b>
Cash and cash equivalents at the beginning of period	208.2	324.6	324.6	213.4
<b>Cash and cash equivalents at the end of period</b>	<b>-48.8</b>	<b>70.5</b>	<b>208.2</b>	<b>324.6</b>

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

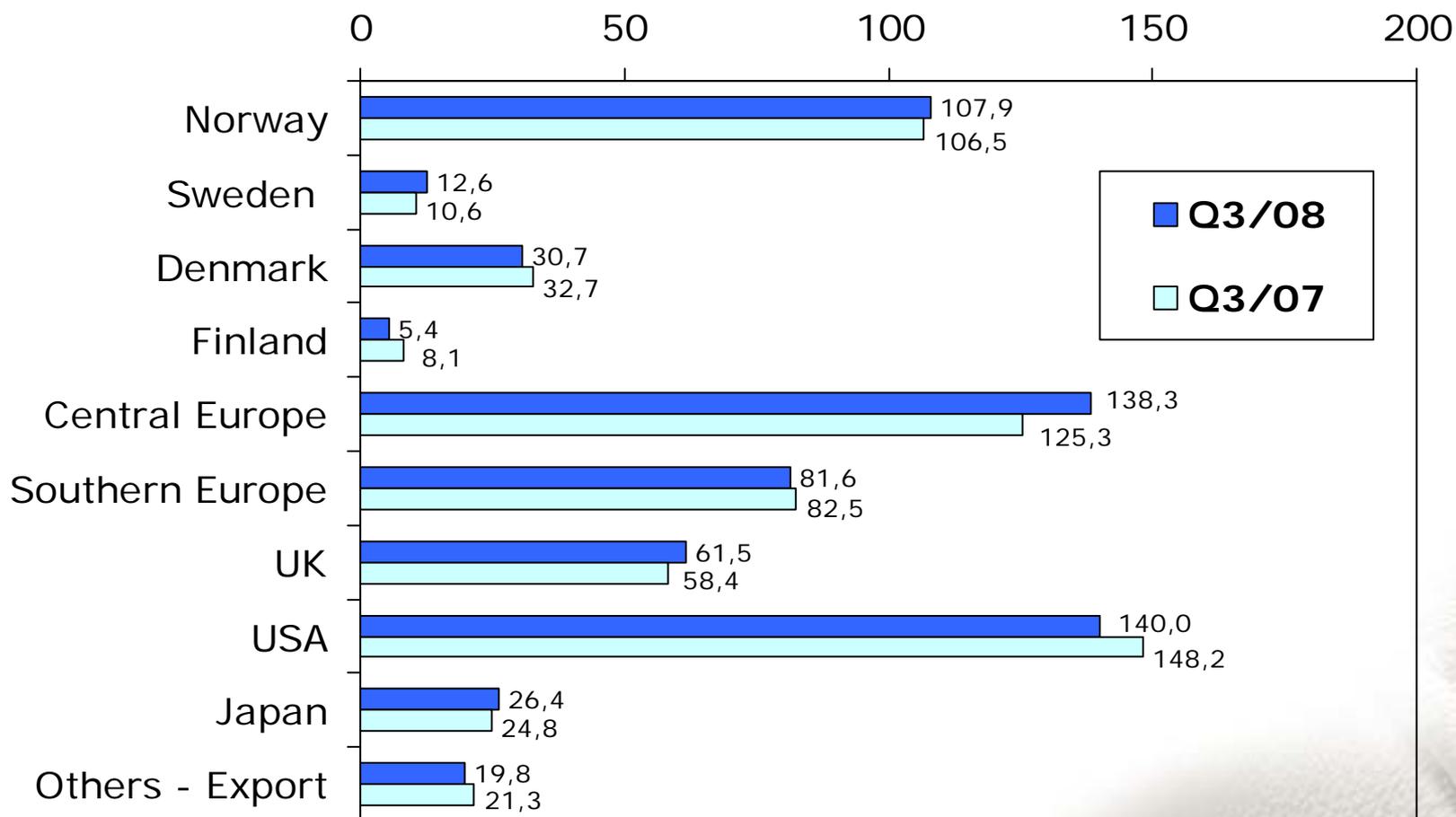
	Q3/08	Q3/07	2007	2006	2005
Total capital	1,692.1	1,689.1	1,815.6	1,725.0	1,676.6
Net-working capital*	252.3	297.7	355.6	421.0	359.6
Equity	1,147.2	1,198.8	1,265.4	1,159.5	1,168.2
Equity ratio	67.8%	71.0%	69.7%	67.2%	69.7%
Equity ratio*	68.2%	70.8%	69.6%	67.5%	69.5%

\*Not included the market value of forward contracts.

## Development in operating revenue per market year to date (Mill. NOK)



## Development in operating revenues per market quarterly data (Mill. NOK)



## Development in operating revenues per market year to date (Mill. NOK)

	<b>Changes 07 – 08</b>	<b>YTD/08</b>	<b>YTD/07</b>	<b>YTD/06</b>	<b>YTD/05</b>
Norway	-5.0%	295.0	310.5	285.9	305.4
Sweden	-12.9%	39.4	45.3	46.2	45.9
Denmark	4.0%	101.0	97.1	81.2	64.0
Finland	-31.4%	18.4	26.8	24.5	19.5
Central - Europe	16.0%	488.2	420.9	445.1	346.8
Southern - Europe	1.1%	288.6	285.6	261.0	246.2
UK	0.8%	185.1	183.6	175.1	172.8
USA	-1.4%	395.0	400.6	426.6	411.7
Japan	-7.1%	61.9	66.6	62.5	54.3
Others - Export	12.5%	55.6	49.5	36.3	21.6
<b>Total</b>	<b>2.2%</b>	<b>1,928.2</b>	<b>1,886.5</b>	<b>1,844.4</b>	<b>1,688.2</b>

## Coming events:

- 12 February 2009: Announcement of Q4/08 result
- 13 February 2009: Presentation of Q4/08 result
- 14 May 2009: Announcement of Q1/09 result and Ordinary General Assembly
- 15 May 2009: Presentation of Q1/09 result
- 17 August 2009: Announcement of Q2/09 result
- 18 August 2009: Presentation of Q2/09 result
- 10 November 2009: Announcement of Q3/09 result
- 11 November 2009: Presentation of Q3/09 result

# Strengthened position in Contract market

- Strategic decision to pursue a leading position in the Scandinavian contract market
- Ekornes® already got a strong position in the market for furnishing of ships
- The acquisition of Stay AS is an important step towards a strong position in the market for furnishing of hotels
- Stay AS possess strong competence and long experience within sales, design, project planning, project management and sourcing
- Stay AS has 13 employees and is located in Bryn, Oslo
- The settlement is a combination of up front and earn out payments
- Expected sales revenues in 2008 of NOK 70 mill

# Questions?

## Largest shareholders (31.10.2008)

1.	State Street Bank	USA	10.54%
2.	Nordstjernan AB	SWE	10.30%
3.	Folketrygdfondet	NOR	9.72%
4.	JP Morgan Chase Bank	GBR	6.75%
5.	Skandinaviska Enskilda	NOR	4.96%
6.	Pareto Aksje Norge	NOR	4.11%
7.	Orkla ASA	NOR	4.07%
8.	Handelsbanken Helsinki	FIN	3.37%
9.	Berit Ekornes Unhjem	NOR	2.89%
10.	Oslo Pensjonsforsikring	NOR	2.88%

Other shareholders approx. 2,774 40.41%

Proportion:	Norwegian shareholders	45.2%
	Foreign shareholders	54.8%

## Board of Directors

## Group Management

- Olav Kjell Holtan
- Gry Hege Sølsnes
- Stian Ekornes
- Kjersti Kleven
- Torger Reve
- Nora Förisdal Larssen

### Employee Representatives:

- Arnstein Johannesen
- Tone Helen Hanken
- Atle Berntzen

- CEO: Nils-Fredrik Drabløs  
[nils.fredrik.drablos@ekornes.no](mailto:nils.fredrik.drablos@ekornes.no)  
Phone: +47 70 25 52 28  
Mobile: +47 90 01 78 92
- COO: Øyvind Tørle  
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Phone: +47 70 25 52 22  
Mobile: +47 97 11 19 79
- CFO: Robert Svendsen  
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Phone: +47 70 25 52 13  
Mobile: +47 91 89 50 24
- Marketing Director: Runar Haugen
- International Marketing Director: Svein Lunde