

# Ekornes ASA

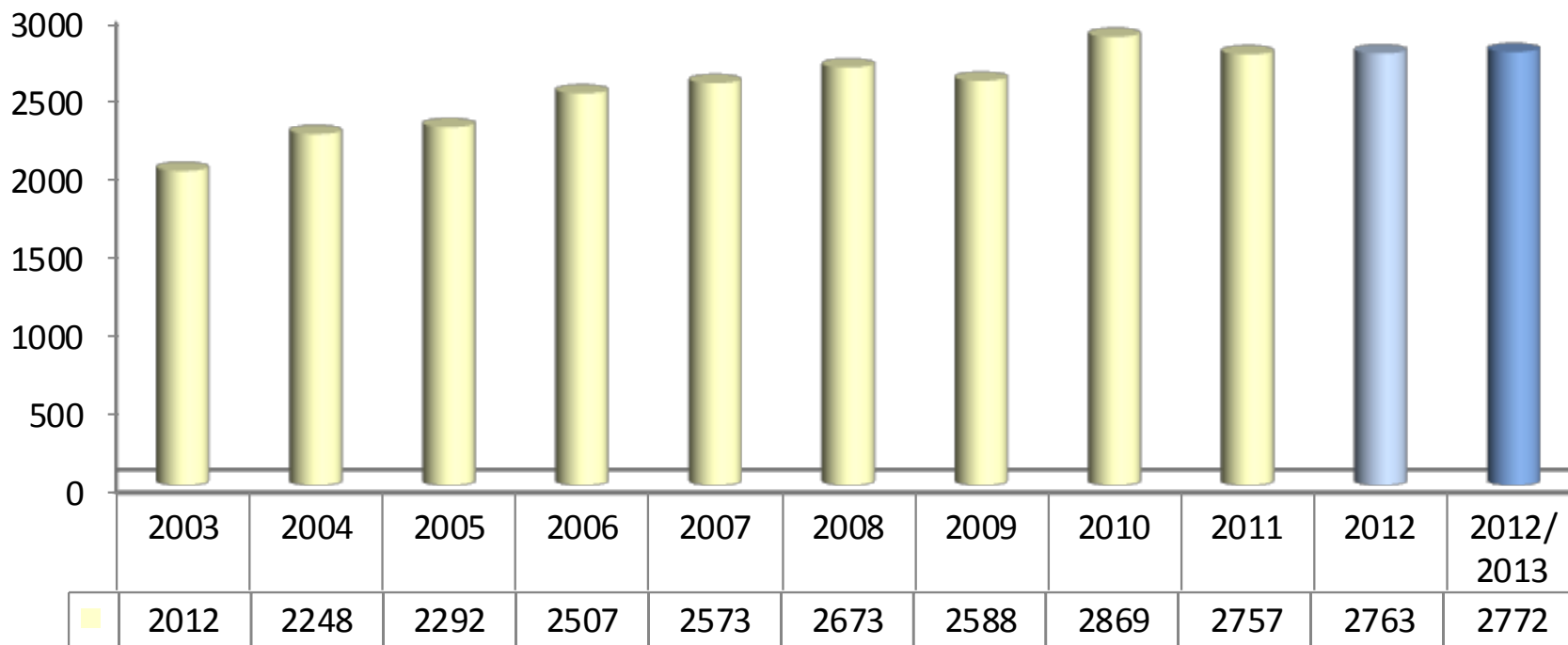
1<sup>st</sup> QUARTER 2013



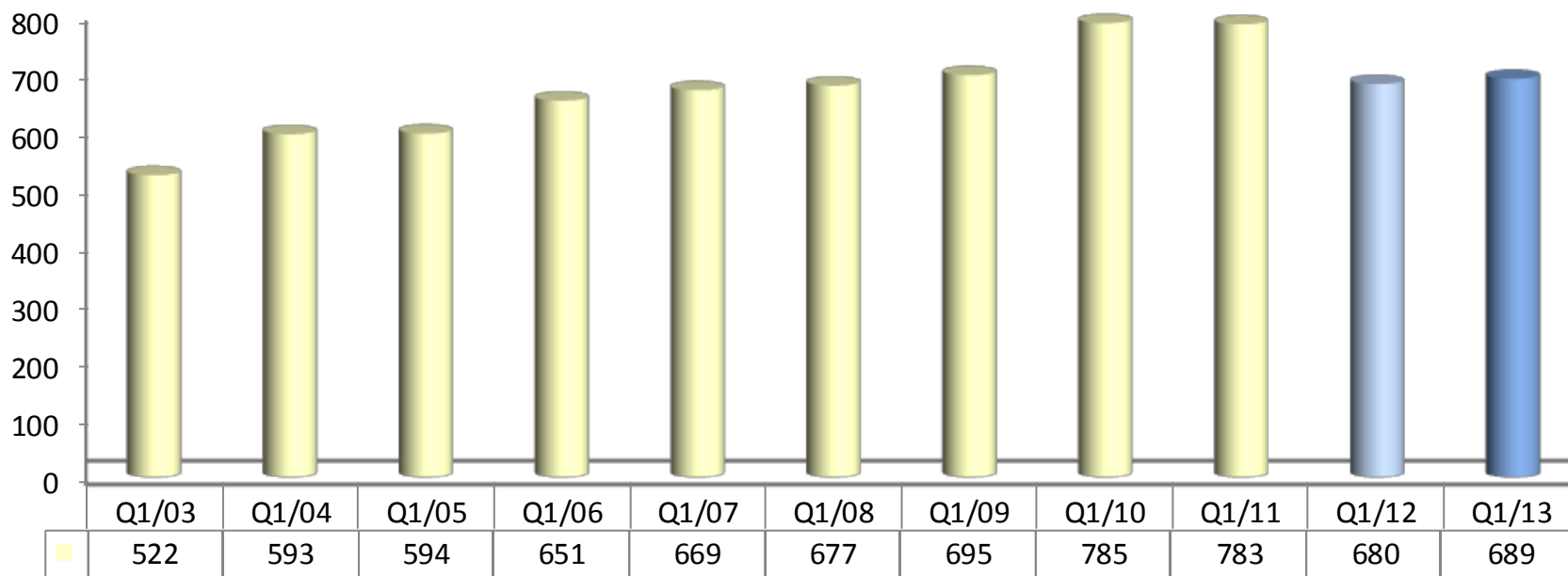
# Ekornes Q1 – Headlines:

- Operating revenue: Q1: NOK 688.8 Mill. (up 1.3% ).
- Operating margin (EBIT) Q1: 13.1% (12.1%).
- Compared to Q1 last year, no build of stocks finished goods.
- In general, markets are challenging and uncertain. Consumers seem cautious in most markets. Order intake down 8 %. Down 4% compared with Q1 LY using fixed exchange rates.
- New Stressless® home office chairs launched autumn 2012. Introduction well received by retailers. Order book 4 000 units.
- Production Stressless®
  - Q1: 1,710 seats per day (Q1 2012: 1,709 seats)
  - Production capacity approx. 1,700 seats into Q2 (depending on mix).
- Svane® at 2012 level. Norway up, other markets stable or down. Improvement program started up – focus on costs reductions in production and improving market position.
- Full capacity utilization at planned capacity level expected in Q2-2013 in all production plants.
- Foreign exchange position good. Raw material prices trend stable but at a high level. Signals uncertain.
- Financial figures are presented according to same model as before for comparison purposes( i.e. “old model”using the IAS 39 principles for Hedge Accounting)  
Changes in the IFRS /IAS principles regarding Cash Flow Hedges and Hedge Accounting expected to be decided in Q3. Delays may occur.

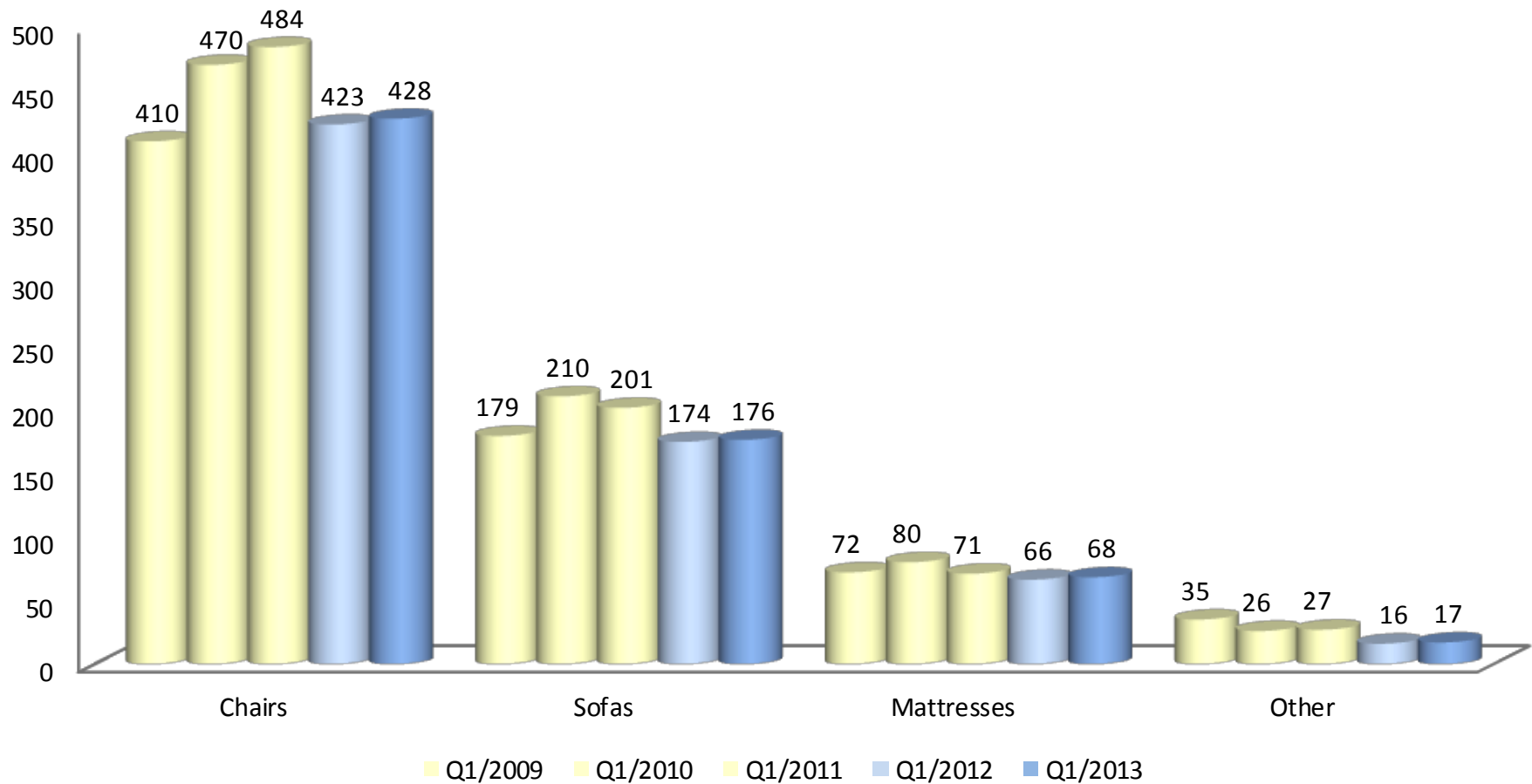
# Development in Turnover



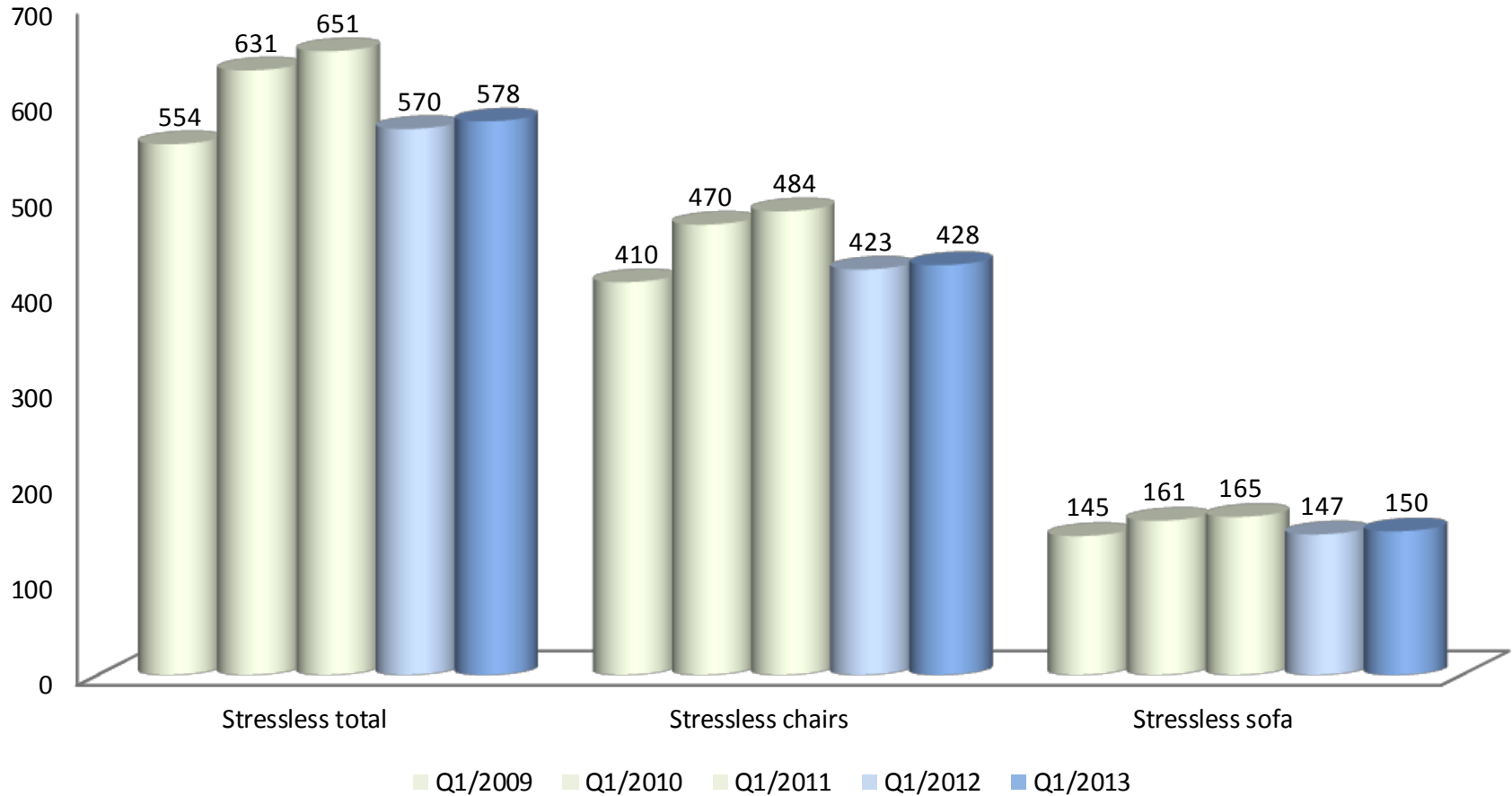
# Development in Operating Revenue



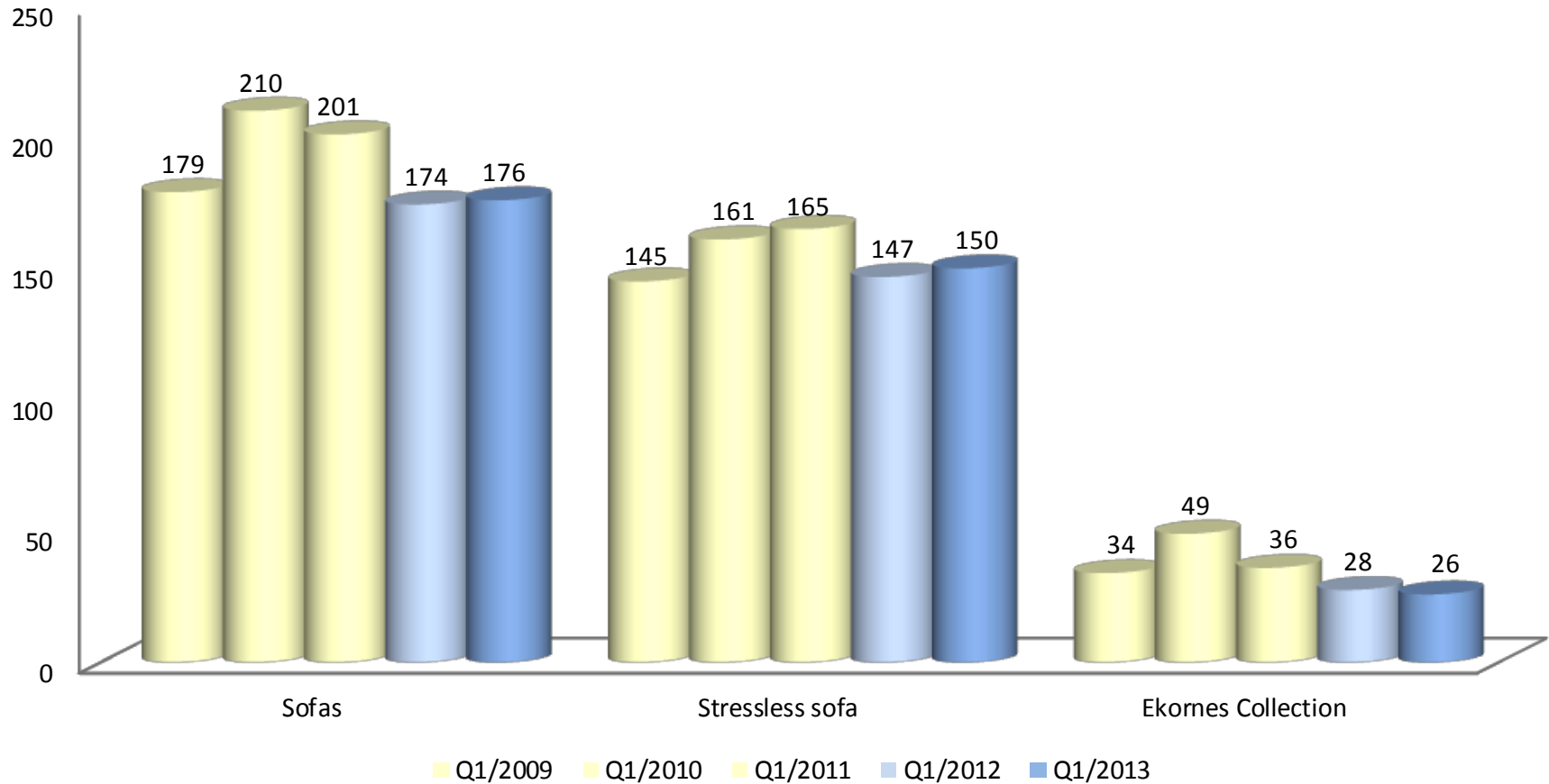
# Operating revenues by product area



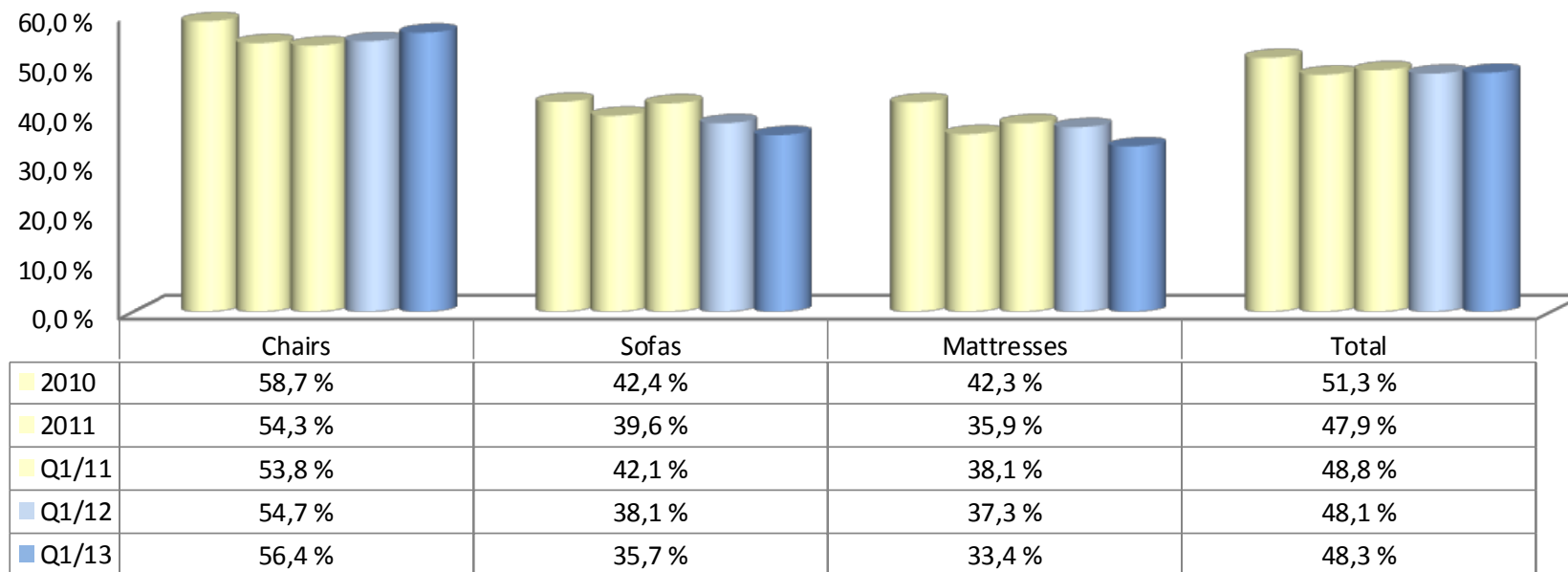
# Operating revenues: Product area Stressless®



# Operating revenues: Product area Sofas



# Contribution margin by product area (old reporting model)



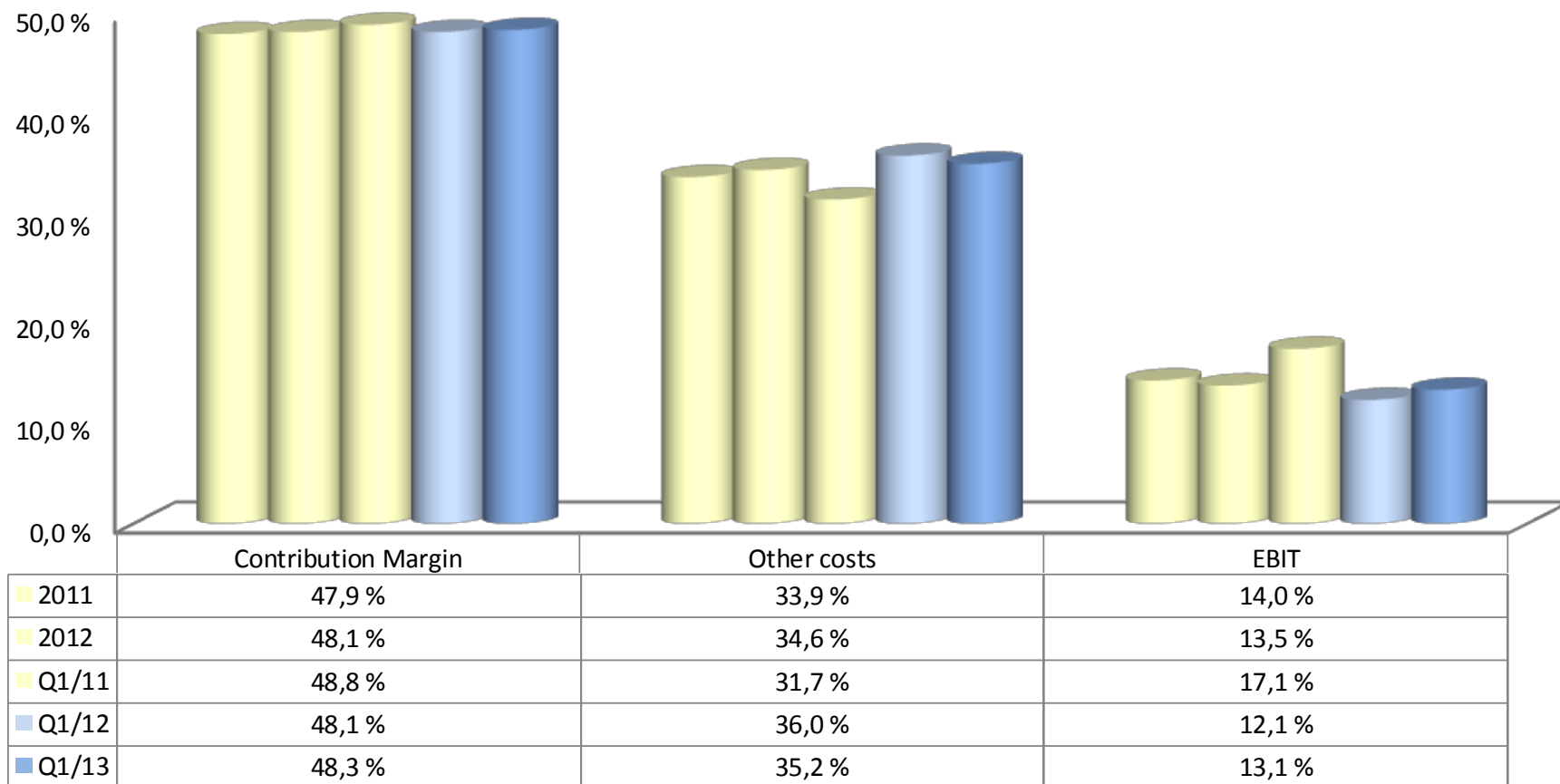


# Development in direct costs

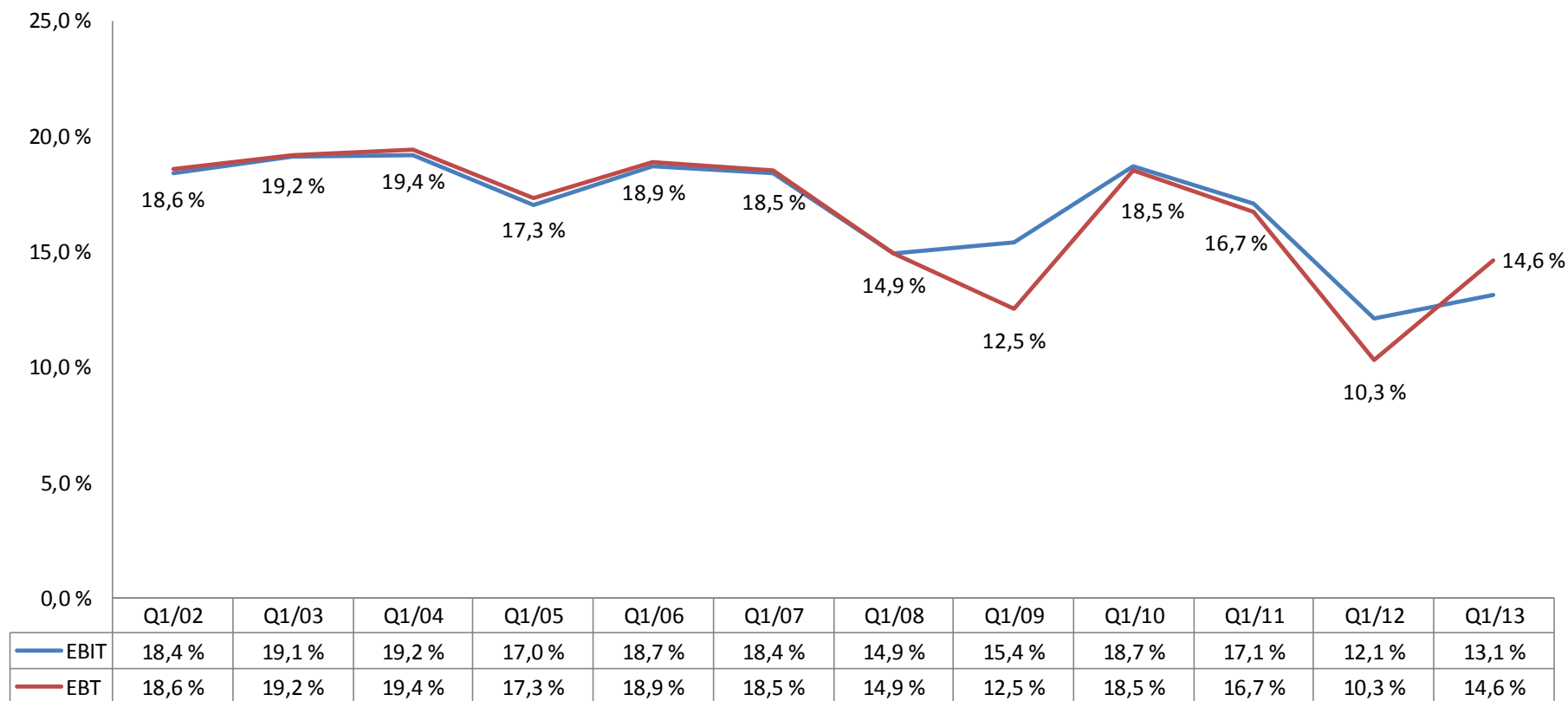


# Contribution and Operating Margin (EBIT)

(old reporting model)

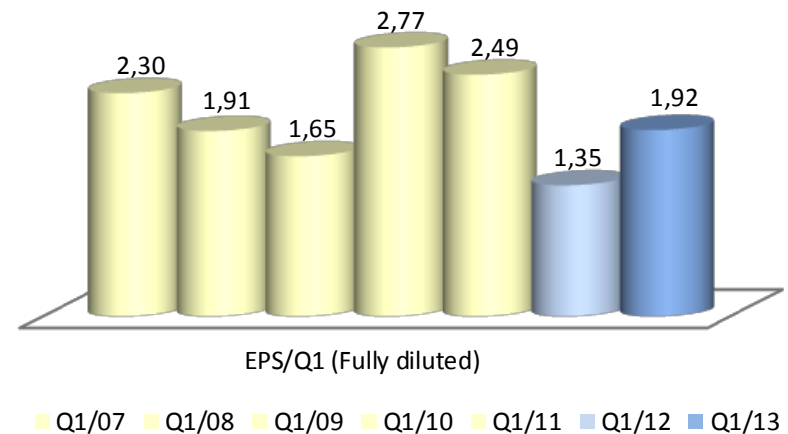
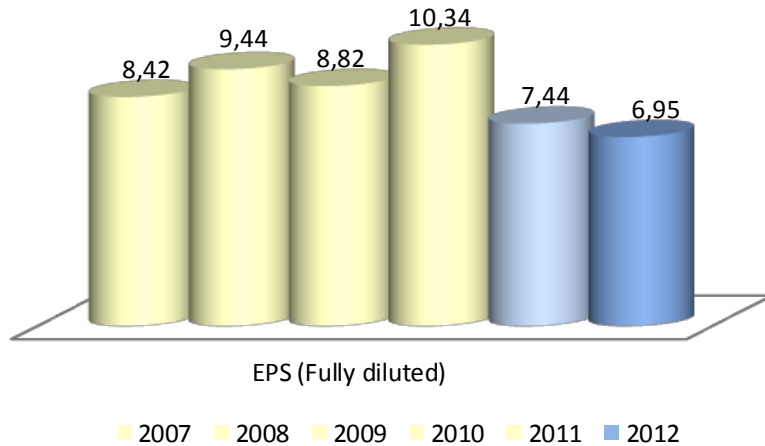


# Development in Operating result (EBIT) and Pre-tax margin (EBT)(old reporting model)



# Development EPS fully diluted (Figures in NOK)

(old reporting model)



# Income Statement (old reporting model)

(Mill. NOK)	Q1/13		Q1/12	
<b>Operating revenues</b>	<b>688,8</b>	<b>100,0 %</b>	<b>679,7</b>	<b>100,0 %</b>
Materials	157,0	22,8 %	165,4	24,3 %
Salaries and social costs	211,8	30,7 %	201,5	29,7 %
Other operating expenses	197,6	28,7 %	199,4	29,3 %
Depreciation	32,1	4,7 %	30,8	4,5 %
<b>Total operating costs</b>	<b>598,5</b>	<b>86,9 %</b>	<b>597,2</b>	<b>87,9 %</b>
<b>Operating result</b>	<b>90,3</b>	<b>13,1 %</b>	<b>82,5</b>	<b>12,1 %</b>
Net financial income/expenses	-1,0	-0,1 %	-0,2	0,0 %
Profit/loss currency exchange	11,5	1,7 %	-12,0	-1,8 %
<b>Ordinary result before taxes</b>	<b>100,8</b>	<b>14,6 %</b>	<b>70,3</b>	<b>10,3 %</b>
Calculated taxes ordinary result	-30,0	-4,3 %	-20,4	-3,0 %
<b>Ordinary result after taxes</b>	<b>70,8</b>	<b>10,3 %</b>	<b>49,9</b>	<b>7,3 %</b>
<b>EPS</b>	<b>1,92</b>		<b>1,35</b>	

# Income Statement 1 April – 31 March

(old reporting model)

(Mill. NOK)	<b>12/13</b>		<b>11/12</b>	
<b>Operating revenues</b>	<b>2 771,8</b>	<b>100,0 %</b>	<b>2 653,8</b>	<b>100,0 %</b>
Materials	683,3	24,7 %	680,5	25,6 %
Salaries and social costs	803,3	29,0 %	765,3	28,8 %
Other operating expenses	752,0	27,1 %	746,3	28,1 %
Depreciation	126,4	4,6 %	126,8	4,8 %
<b>Total operating costs</b>	<b>2 365,0</b>	<b>85,3 %</b>	<b>2 318,9</b>	<b>87,4 %</b>
<b>Operating result</b>	<b>406,8</b>	<b>14,7 %</b>	<b>334,9</b>	<b>12,6 %</b>
Net financial income/expenses	-4,0	-0,1 %	-0,9	0,0 %
Profit/loss currency exchange	1,6	0,1 %	-4,9	-0,2 %
<b>Ordinary result before taxes</b>	<b>404,4</b>	<b>14,6 %</b>	<b>329,1</b>	<b>12,4 %</b>
Calculated taxes ordinary result	127,6	4,6 %	-96,8	-3,6 %
<b>Ordinary result after taxes</b>	<b>532,0</b>	<b>19,2 %</b>	<b>232,3</b>	<b>8,8 %</b>
<b>EPS</b>	<b>7,52</b>		<b>6,30</b>	

# Balance Sheet

(Mill. NOK)	Q1/13	Q1/12
<b>Total Long Term Assets</b>	<b>934,8</b>	<b>960,9</b>
Inventories	334,2	289,0
Trade Debtors	444,1	389,4
Other Current Assets	54,8	47,6
Value of forward contracts	211,4	206,6
Cash and Bank Deposits	247,6	250,1
<b>Total Current Assets</b>	<b>1 292,1</b>	<b>1 182,7</b>
<b>TOTAL ASSETS</b>	<b>2 226,9</b>	<b>2 143,6</b>
<b>Total Equity</b>	<b>1 744,6</b>	<b>1 741,7</b>
Provisions, commitments, deferred tax	63,5	63,9
Trade Creditors	143,4	122,6
Taxes, VAT and national insurance	92,7	26,0
Value of forward contracts		-
Bank loans		-
Other current liabilities	182,7	189,4
<b>Total Liabilities</b>	<b>418,8</b>	<b>338,0</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2 226,9</b>	<b>2 143,6</b>

# Balance Sheet

(Mill. NOK)	Q1/13	Q4/12
<b>Total Fixed Assets</b>	<b>934,8</b>	<b>932,7</b>
Inventory	334,2	315,9
Trade Debtors	444,1	354,5
Other Current Assets	54,8	52,4
Value of forward contracts	211,4	258,2
Cash and Bank Deposits	247,6	273,3
<b>Total Current Assets</b>	<b>1 292,1</b>	<b>1 254,3</b>
<b>TOTAL ASSETS</b>	<b>2 226,9</b>	<b>2 187,0</b>
<b>Total Equity</b>	<b>1 744,6</b>	<b>1 704,7</b>
Provisions, commitments, deferred tax	63,5	78,2
Trade Creditors	143,4	95,3
Taxes, VAT and national insurance	92,7	123,7
Value of forward contracts		
Bank loans		
Other current liabilities	182,7	185,1
<b>Total Liabilities</b>	<b>418,8</b>	<b>404,1</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2 226,9</b>	<b>2 187,0</b>



# Statement of Cash Flow

(Mill. NOK)	Q1/13	Q1/12	2012	2011
<b>Net cash flow from:</b>				
Operating activities	9,6	-30,6	332,0	330,3
Investing activities	-35,3	-16,7	-79,8	-142,8
Financing activities	0,0	0,0	-276,2	-331,4
<b>Net change in cash and cash equivalents</b>	<b>-25,7</b>	<b>-47,3</b>	<b>-24,0</b>	<b>-143,9</b>
Cash and cash equivalents at the beginning of period	273,4	297,4	297,4	441,3
<b>Cash and cash equivalents at the end of period</b>	<b>247,7</b>	<b>250,1</b>	<b>273,4</b>	<b>297,4</b>

# Development in Total Capital, Net-working Capital and Equity

(Mill. NOK)	<b>Q1/13</b>	<b>Q1/12</b>	<b>2012</b>	<b>2011</b>
Total capital	2 226,9	2 143,6	2 187,0	2 099,1
Net-working capital*	661,9	638,1	592,0	588,5
Equity	1 744,6	1 741,7	1 704,7	1 657,9
Equity ratio	78,3 %	81,3 %	77,9 %	79,0 %

\*Not included the market value of forward contracts.

# Official (new reporting)

Published and official numbers  
**NOT** using Hedge Accounting

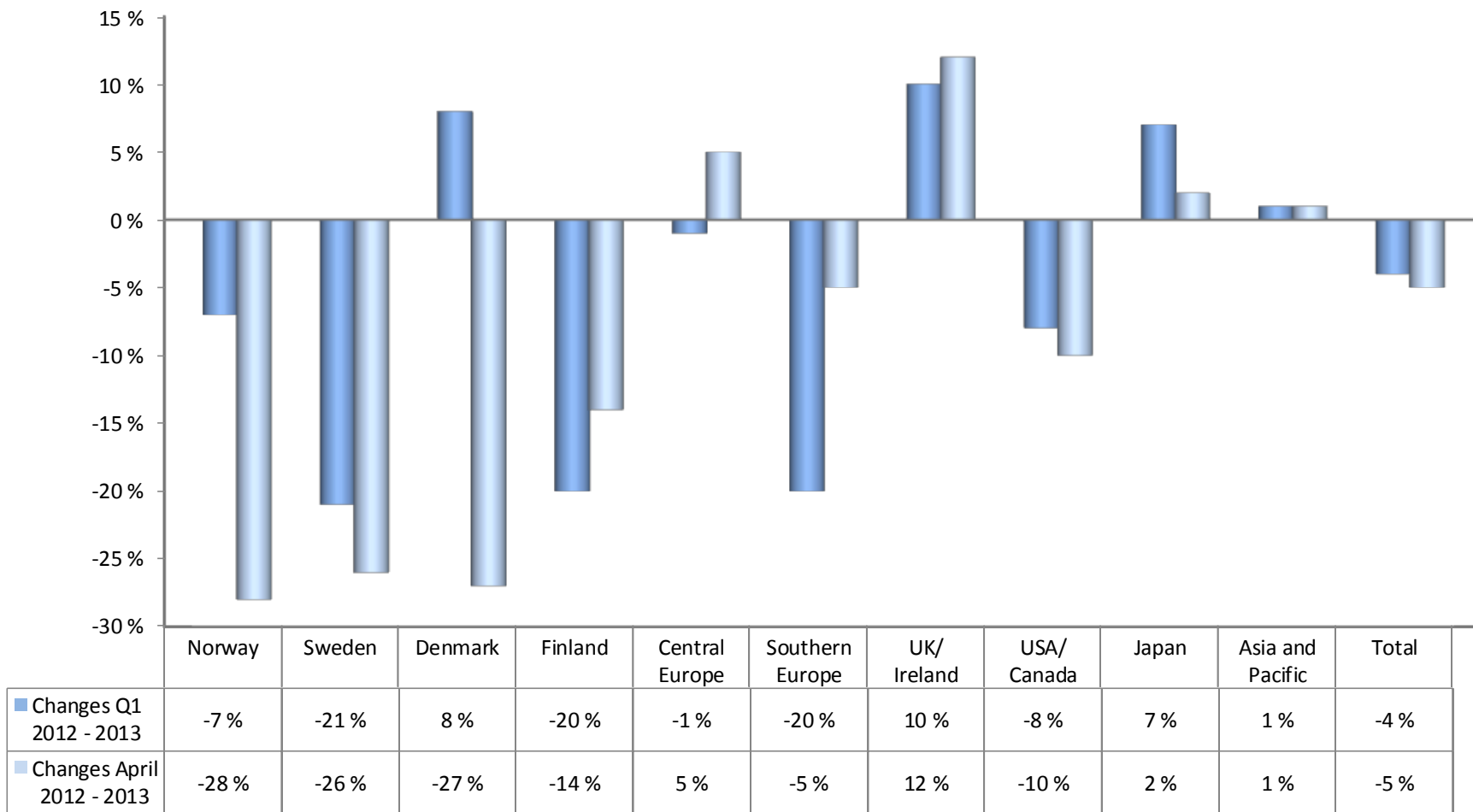
## Year end figures- **NOT** using Hedge Accounting (new reporting)

(Tall i NOK mill.)	(Figures in NOK mill.)		
		Q1-13	Q1-12
<b>Driftsinntekter</b>	<b>Operating revenues</b>	<b>679,5</b>	<b>666,7</b>
<b>Driftsresultat</b>	<b>Operating result</b>	<b>81,0</b>	<b>69,5</b>
<b>Finansielle poster:</b>	<b>Financial items:</b>		
Gevinst/tap valutakontrakter	Profit/Loss hedging contracts	9,3	13,0
Gevinst/tap urealiserte terminkontrakter	Profit/Loss unrealised forward contracts	-46,7	58,6
Netto agio balansejusteringer	Net balance sheet adjustments	11,5	-12,0
Netto andre finansielle poster	Net other financial items	-1,0	-0,2
<b>Netto finansposter</b>	<b>Net financial items</b>	<b>-26,9</b>	<b>59,4</b>
<b>Ordinært resultat før skattekostnad</b>	<b>Ordinary result before taxes</b>	<b>54,1</b>	<b>128,9</b>
Skattekostnad	Tax on ordinary result	16,9	-36,9
<b>Årets resultat</b>	<b>Profit for the year</b>	<b>37,2</b>	<b>92,0</b>

# Statement of comprehensive income

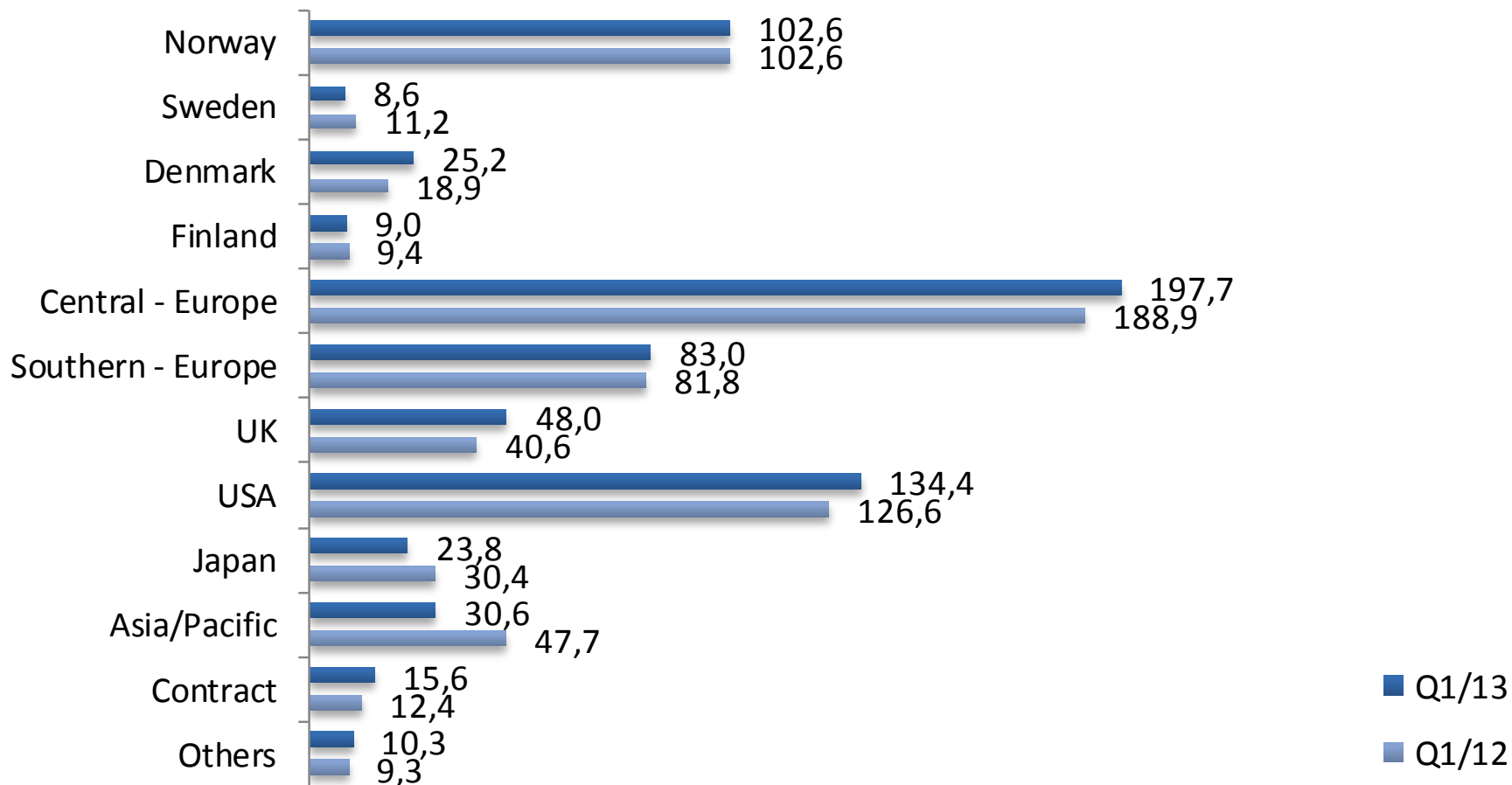
(Tall i NOK mill.)	(Figures in NOK mill.)	Q1- 2013	
		New reporting	Former/Old reporting
<b>Resultat etter skatt</b>	<b>Profit after taxes</b>	<b>37,2</b>	<b>70,8</b>
<b>Andre inntekter og kostnader:</b>	<b>Other comprehensive income:</b>		
Aktuarmessige gevinster på ytelsesbaserte pensjonsordninger	Actuarial gains on defined benefit plans	-	-
Endring utsatt skatt – pensjoner	Change in deferred tax – pensions	-	-
Endring verdi kontantstrømsikring	Change in value cash-flow hedging	-	-46,7
Endring utsatt skatt - kontantstrømsikring	Change in deferred tax – cash-flow hedging	-	13,1
Omregningsdifferanse	Translation differences	-0,1	-0,1
Omregningsdifferanse - netto finansiering datterselskap	Translation differences net financing subsidiaries	3,8	3,8
Endring utsatt skatt - netto finansiering datterselskap	Change in deferred tax - net financing subsidiaries	-1,1	-1,1
<b>Sum andre inntekter og kostnader</b>	<b>Total other comprehensive income</b>	<b>2,6</b>	<b>-31,0</b>
<b>Totalresultat</b>	<b>Total comprehensive income</b>	<b>39,8</b>	<b>39,8</b>

# Change in order influx per market (%)

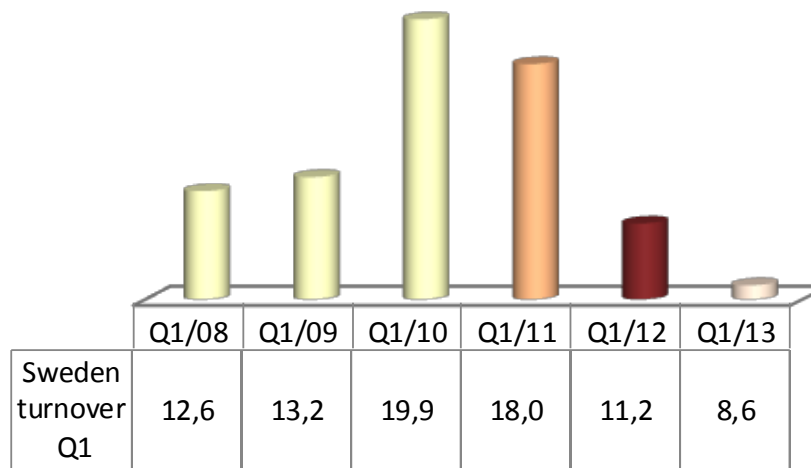
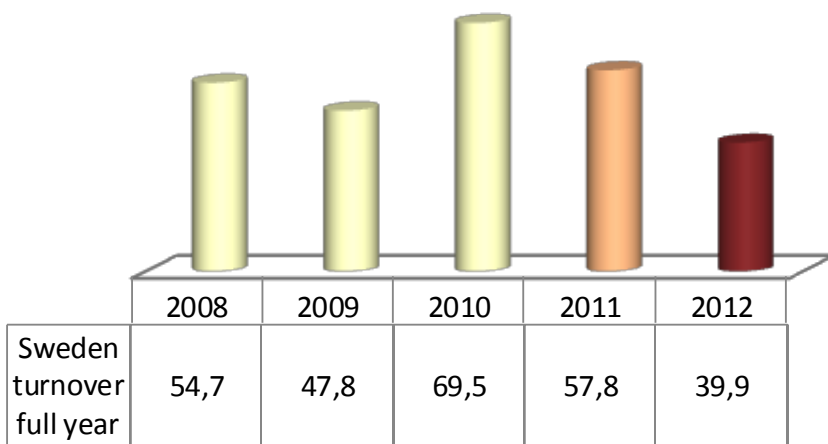
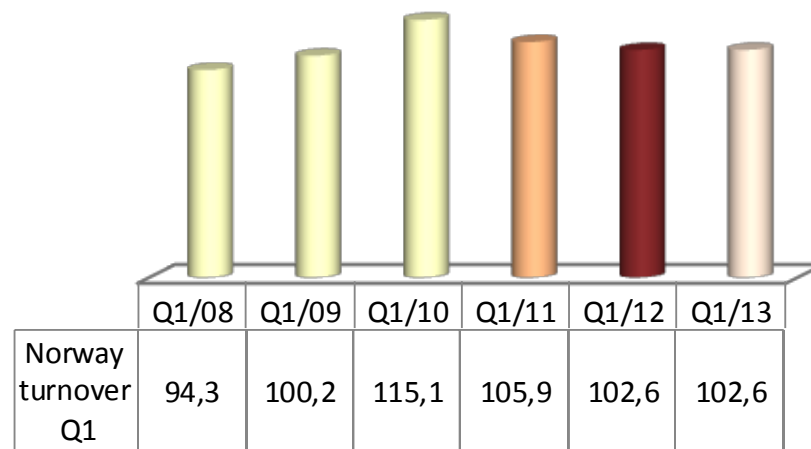
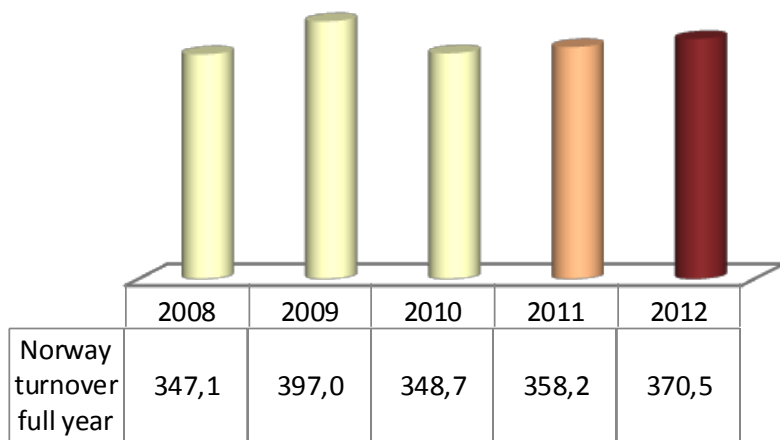


(in local currency)

# Operating revenue per market – Q1

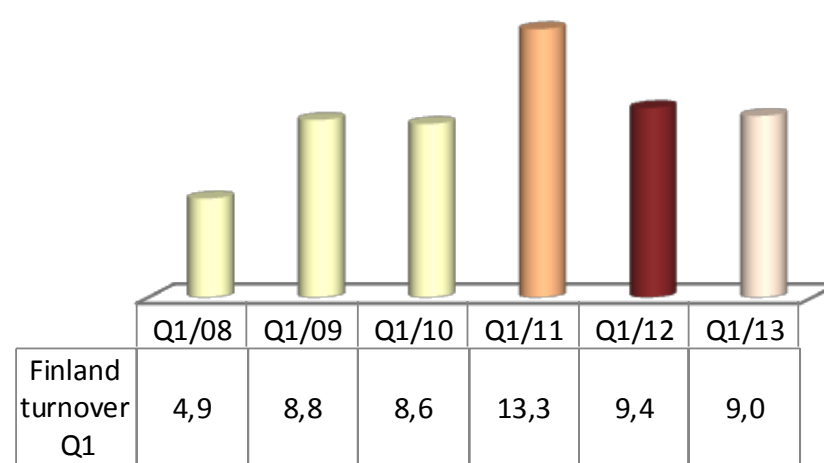
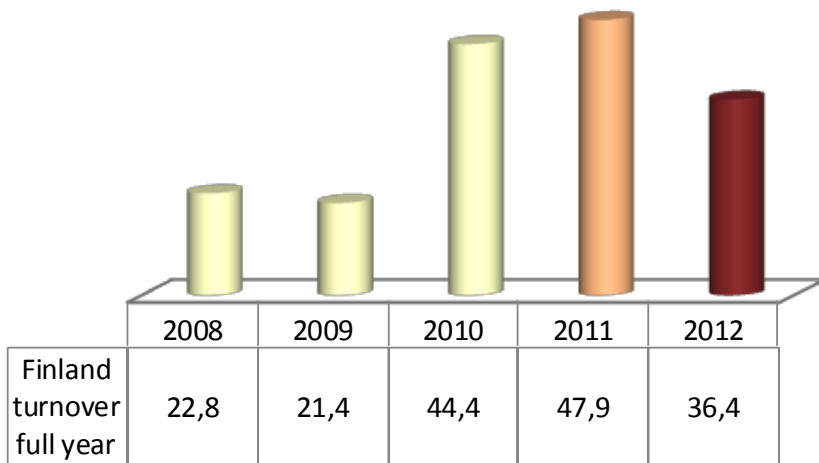
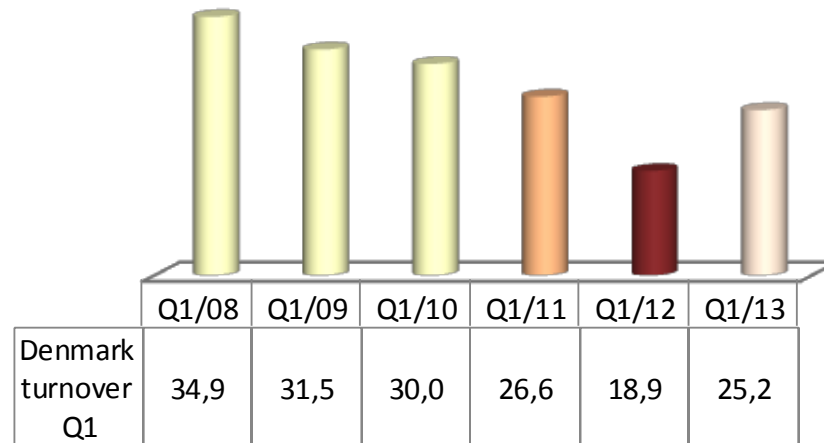
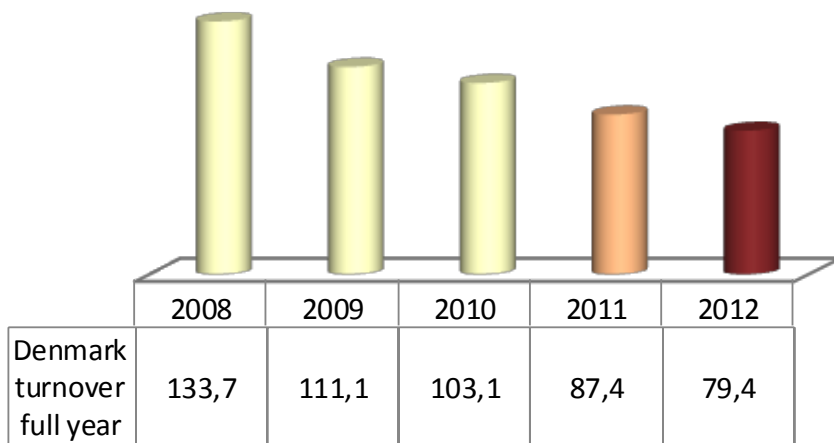


# Turnover per market (Mill. NOK)

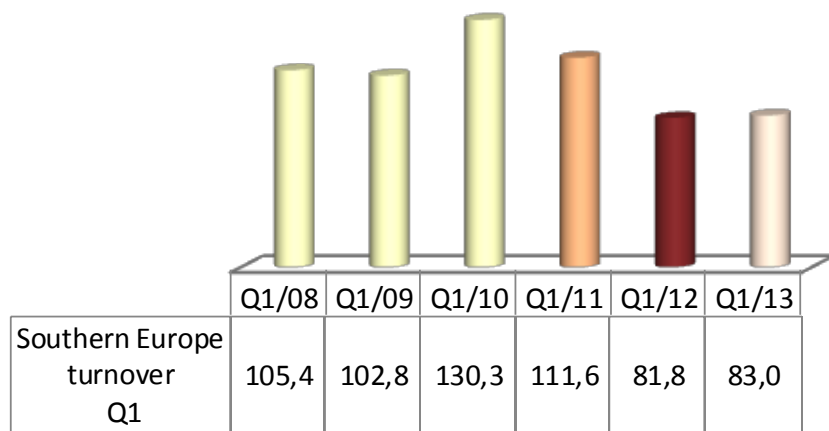
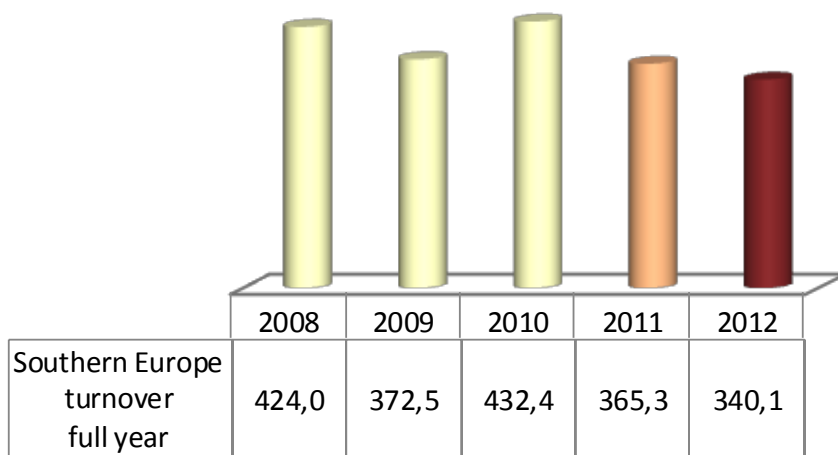
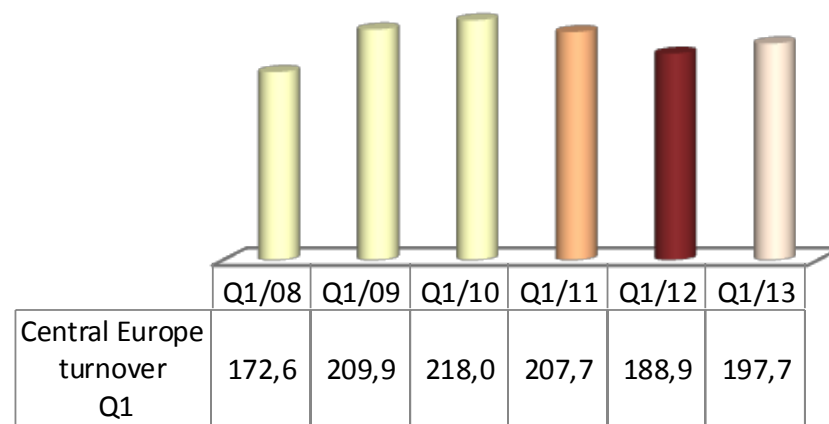
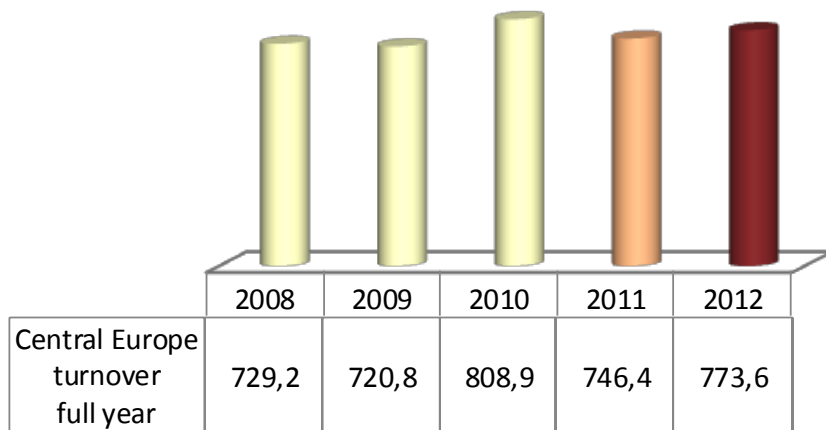




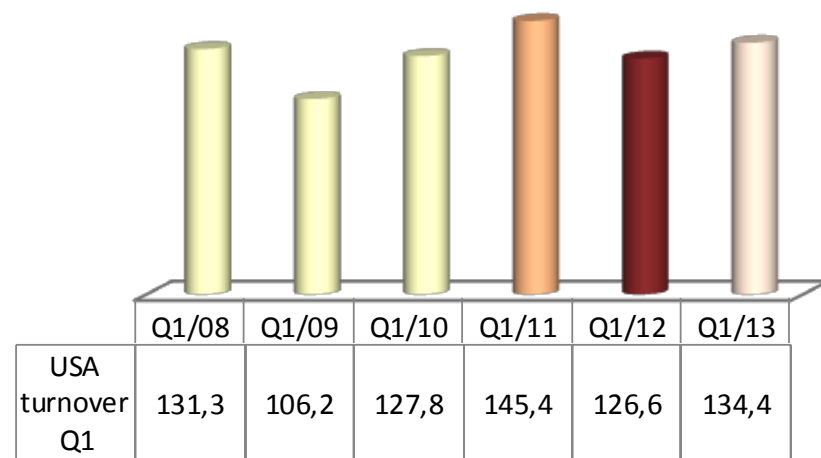
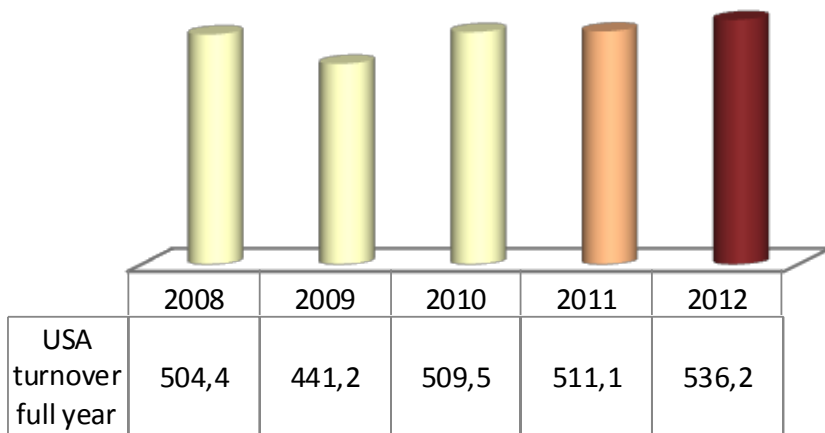
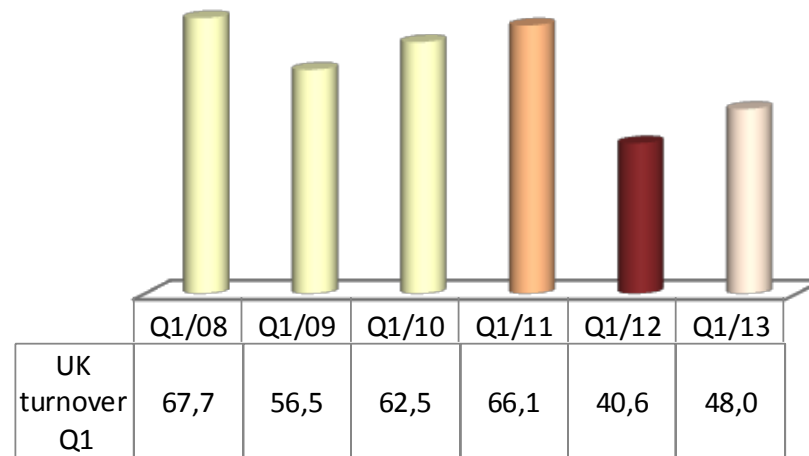
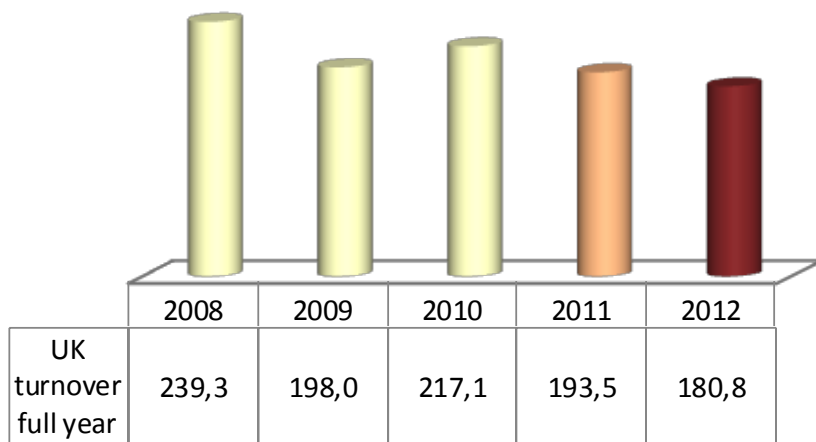
# Turnover per market (Mill. NOK)



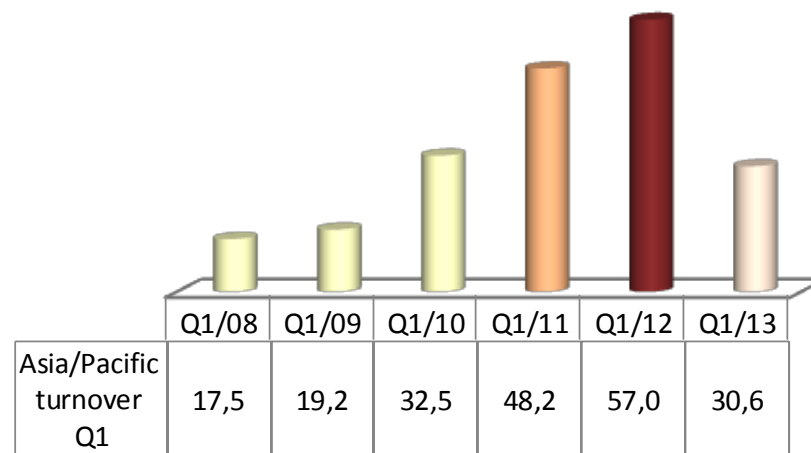
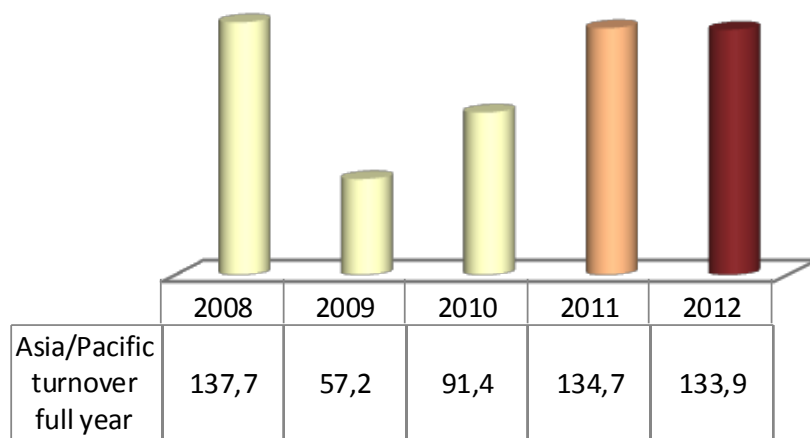
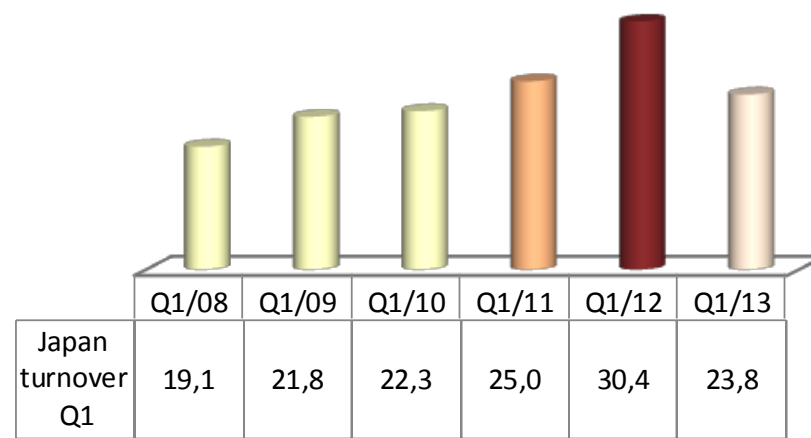
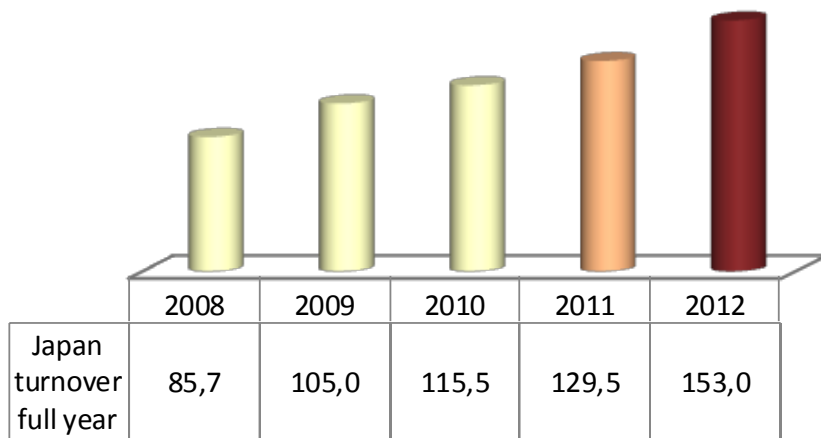
# Turnover per market (Mill. NOK)



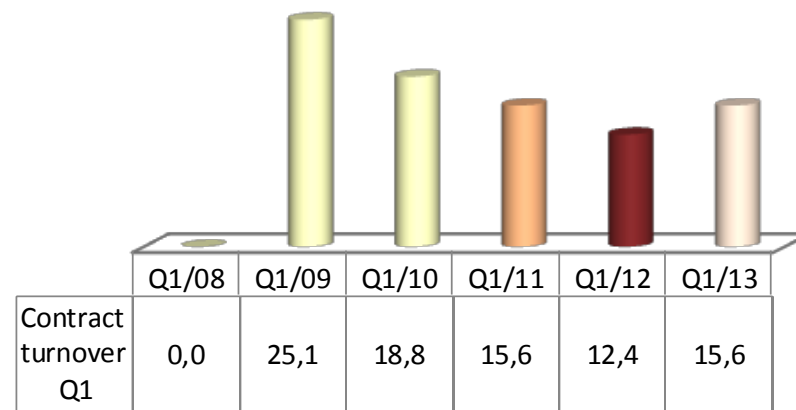
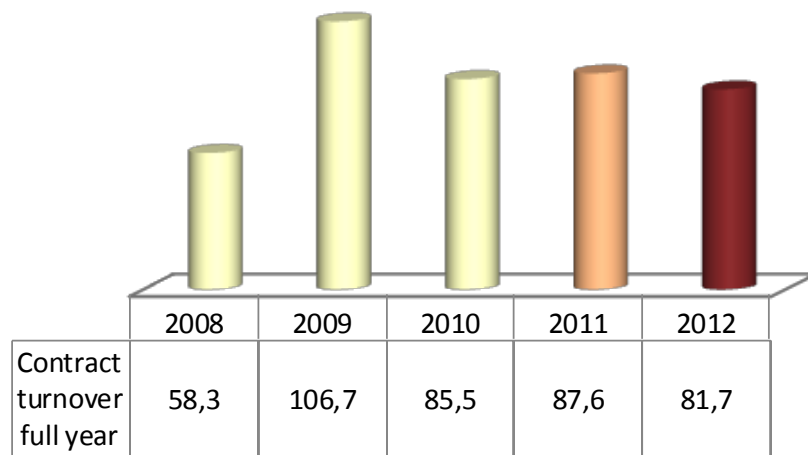
# Turnover per market (Mill. NOK)



# Turnover per market (Mill. NOK)



# Turnover per market (Mill. NOK)



# Coming events:

## Financial Calendar 2013

- |                  |  |
|------------------|--|
| 15 August 2013   | 2 <sup>nd</sup> Quarter Result 2013.   |
| 16 August 2013   | Presentation 2 <sup>nd</sup> Quarter 2013, with Webcast, Hotel Continental, Oslo – at 08.00 a.m. |
| 14 November 2013 | 3 <sup>rd</sup> Quarter Result 2013.   |
| 15 November 2013 | Presentation 3 <sup>rd</sup> Quarter Result 2013, Hotel Continental, Oslo - at 08.00 a.m.        |

# Largest shareholders (31.03.2013):

Shareholders	Country	Percentage
1. Nordstjernan AB	SWE	15,45 %
2. Folketrygdfondet, JP Morgan Chase Bank	NOR	10,58 %
3. JPMorgan Chase Bank Nordea, Treaty Acc.	GBR	5,41 %
4. State Street Bank, A/C Client Omnibus D	USA	4,74 %
5. Pareto Aksje Norge Verdipapirfond	NOR	4,64 %
6. JPMorgan Chase Bank, Special Treaty Lending	GBR	4,12 %
7. Odin Norge	NOR	3,89 %
8. Berit Vigdis Ekornes Unhjem	NOR	2,91 %
9. Gunnhild Ekornes Mertens	NOR	2,88 %
10. Nordea Nordic	FIN	2,16 %
Other shareholders approx. 2,400		43,22 %
Proportion	Norwegian shareholders	52,40 %
	Non-Norwegian shareholders	47,60 %

# Board of Directors      Group Management

- Olav Kjell Holtan – Chairman
- Kjersti Kleven – Vice Chairman
- Bjørn Gulden
- Stian Ekornes
- Nora Förisdal Larssen

## Employee Representatives:

- Arnstein Johannesen
- Tone Helen Hanken
- Atle Berntzen

- CEO: Nils-Fredrik Drabløs  
[Nils-Fredrik.Drablos@ekornes.com](mailto:Nils-Fredrik.Drablos@ekornes.com)  
Phone: +47 70 25 52 22  
Mobile: +47 90 01 78 92
- CFO: Robert Svendsen  
[robert.svendsen@ekornes.com](mailto:robert.svendsen@ekornes.com)  
Phone: +47 70 25 52 13  
Mobile: +47 91 89 50 24