

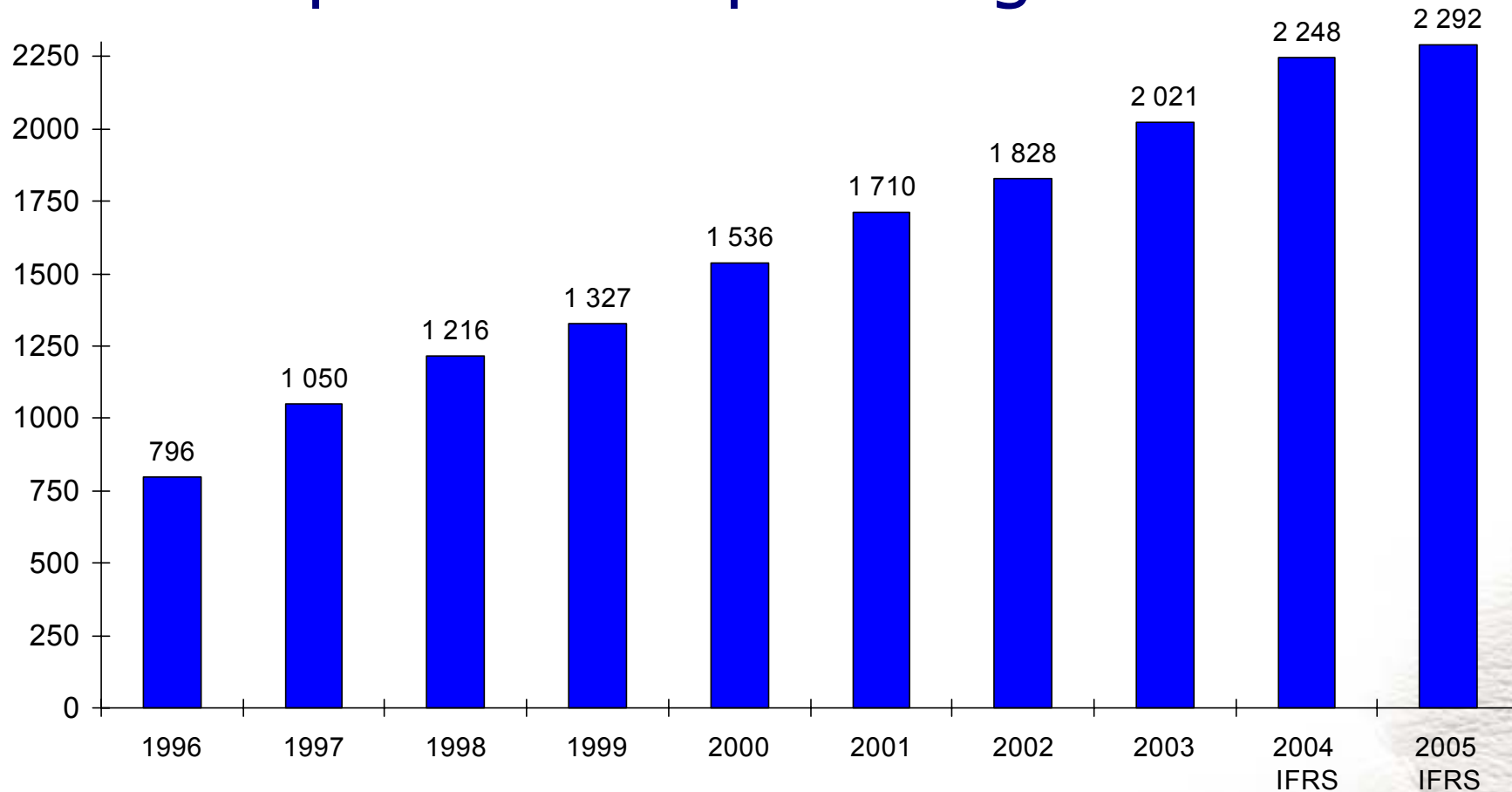
**EKORNES ASA**

**2005**

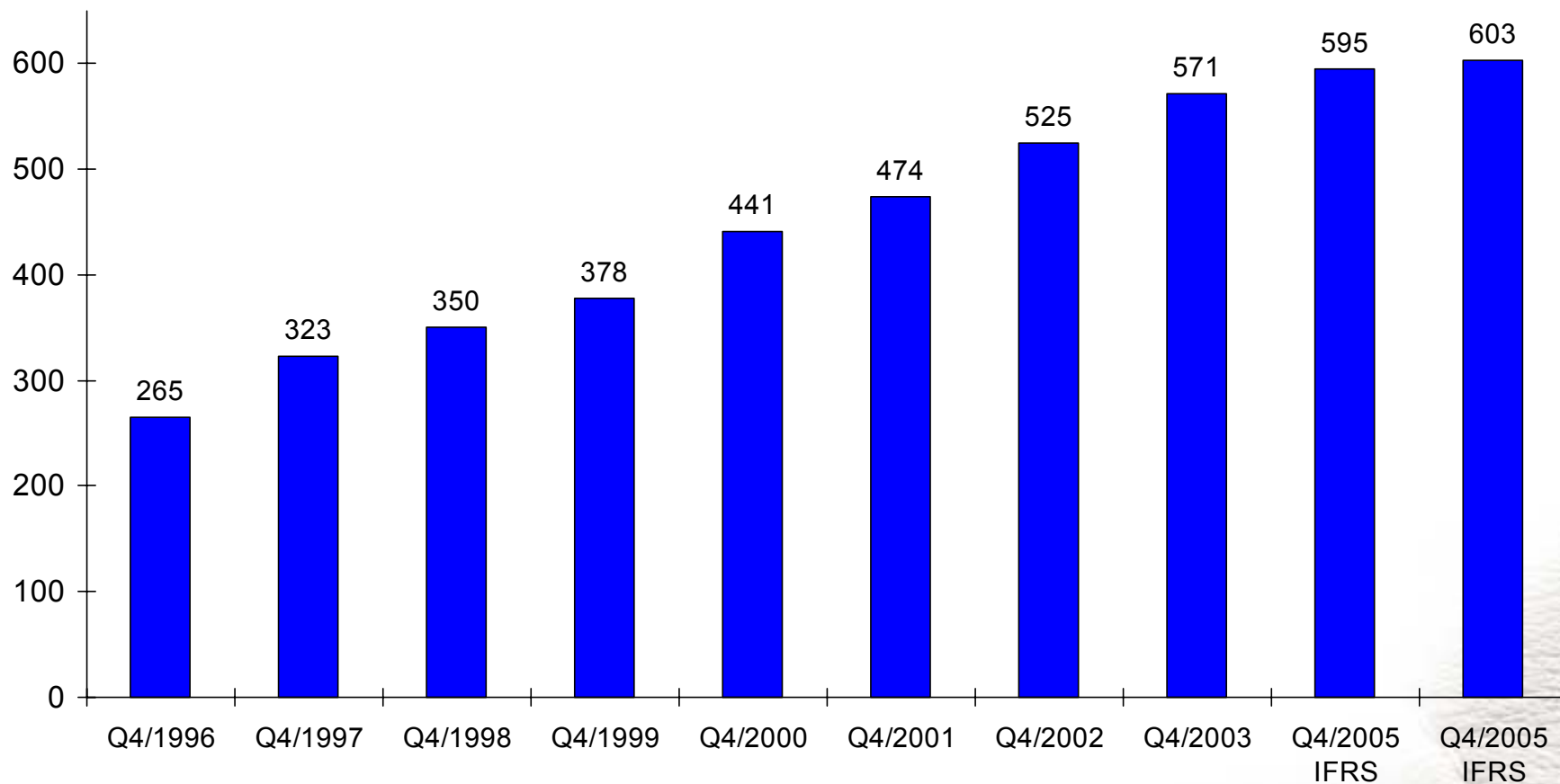
## Ekornes Q4/2005 - Headlines:

- Improvement in most European markets
- Increased order influx for all product areas
- Distinctive improvement in the German market
- Increased capacity within product area Stressless®
- Improved profitability and increased margins
- New products were very well received at furniture fairs in January

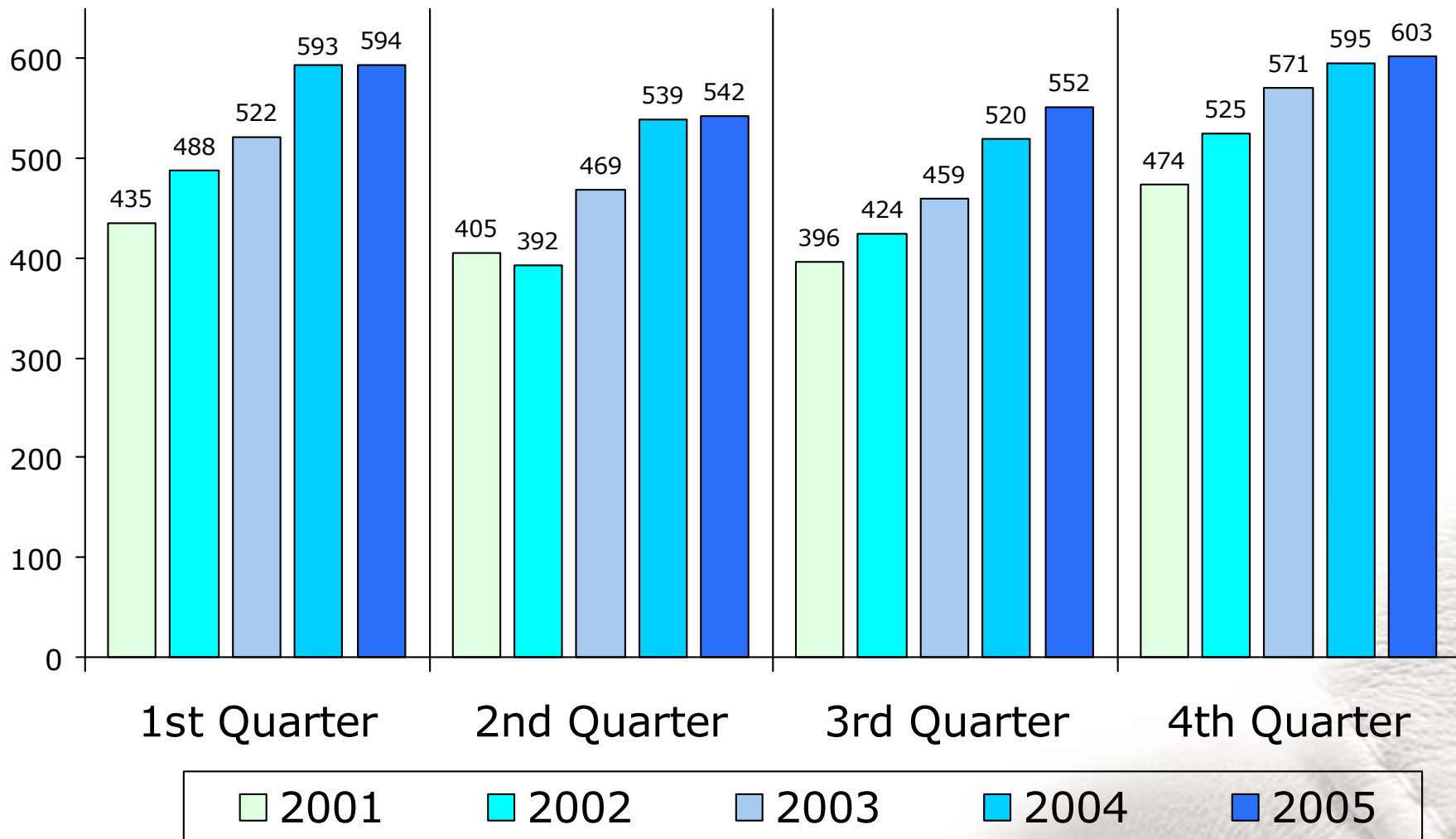
# Development in Operating Revenue:



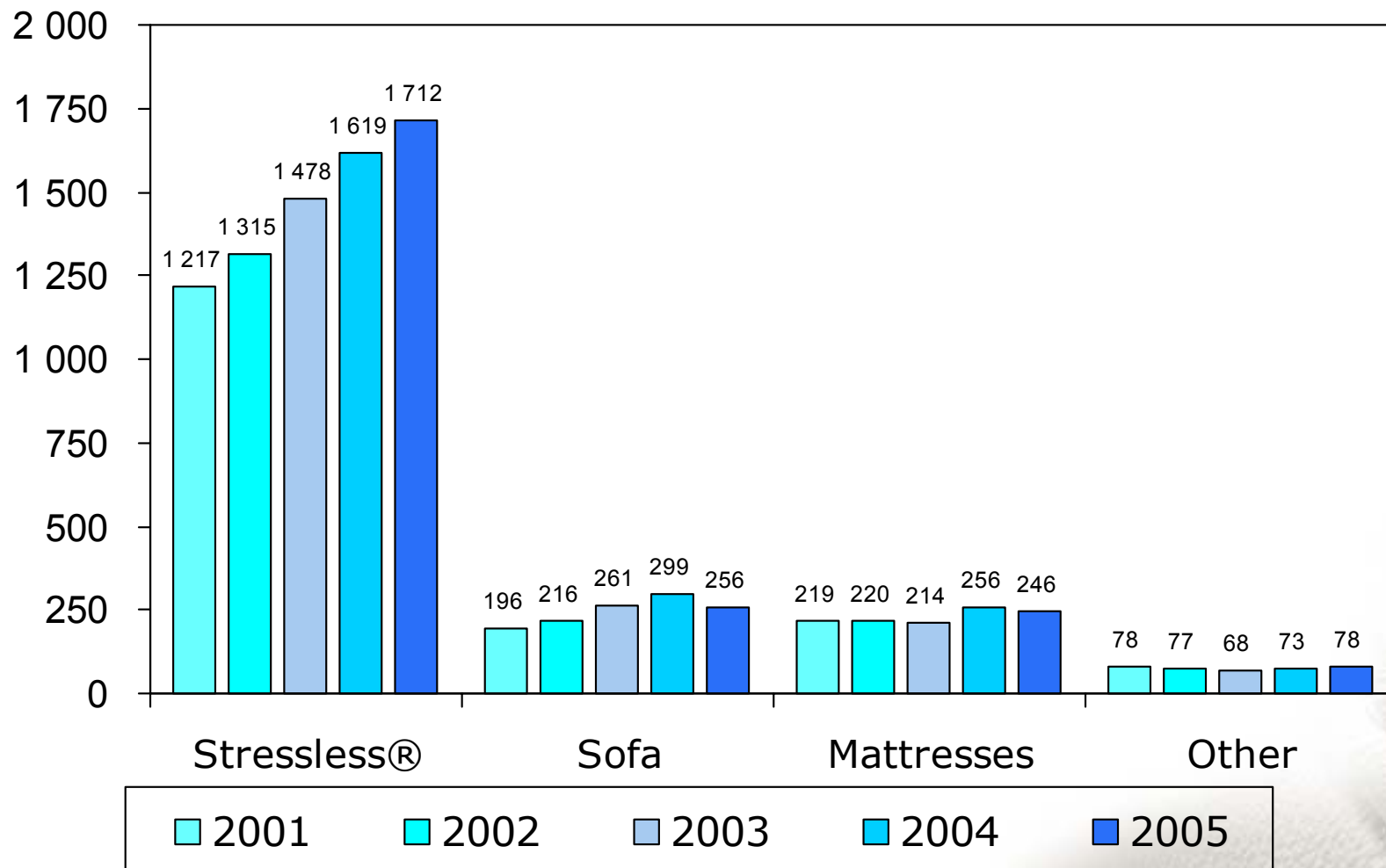
## Development in Operating Revenue:



## Quarterly development in Operating Revenues:

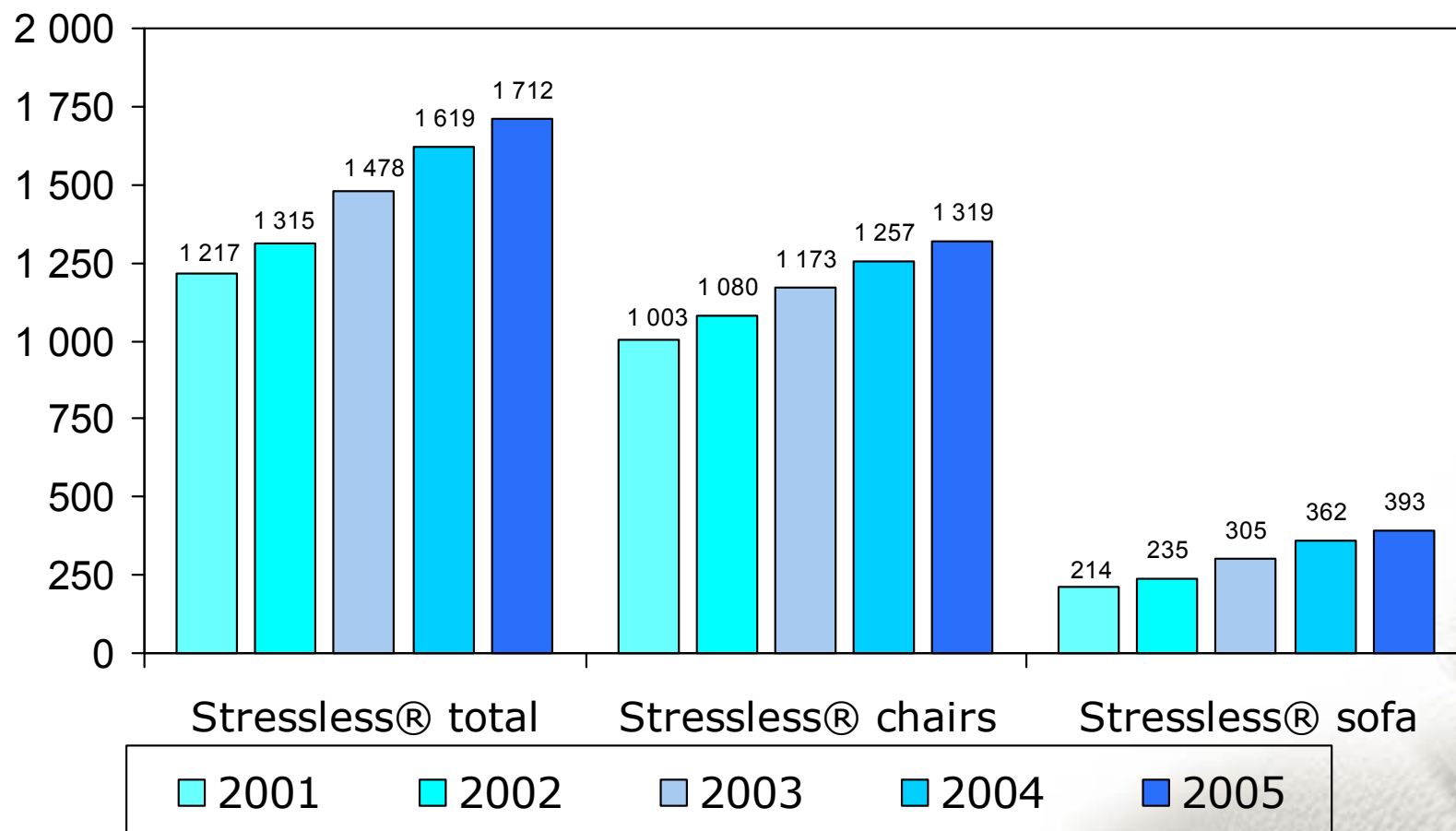


# Distribution of turnover by product area (mill.NOK):

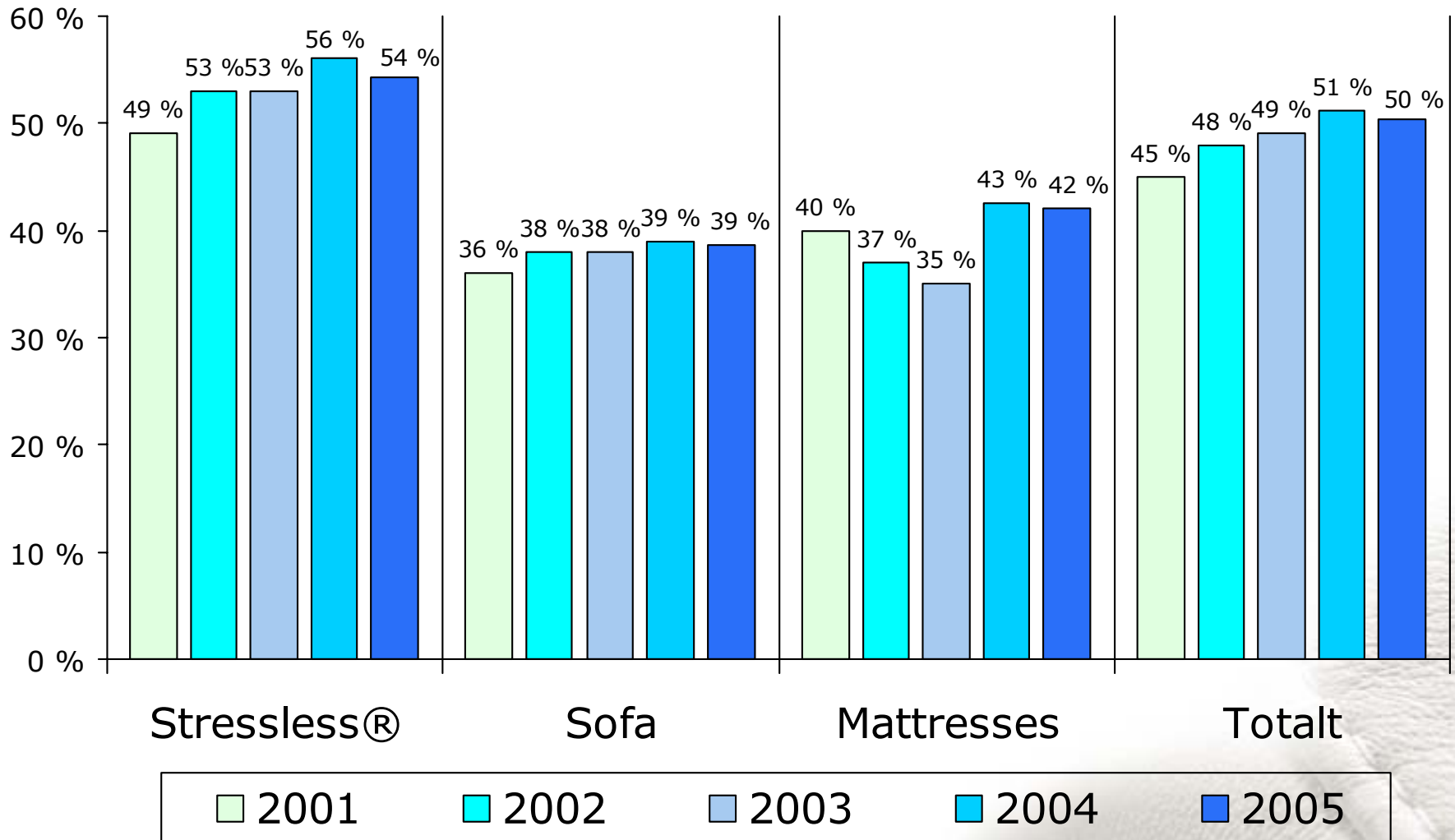


# Distribution of turnover product area

Stressless®: (Mill. NOK)

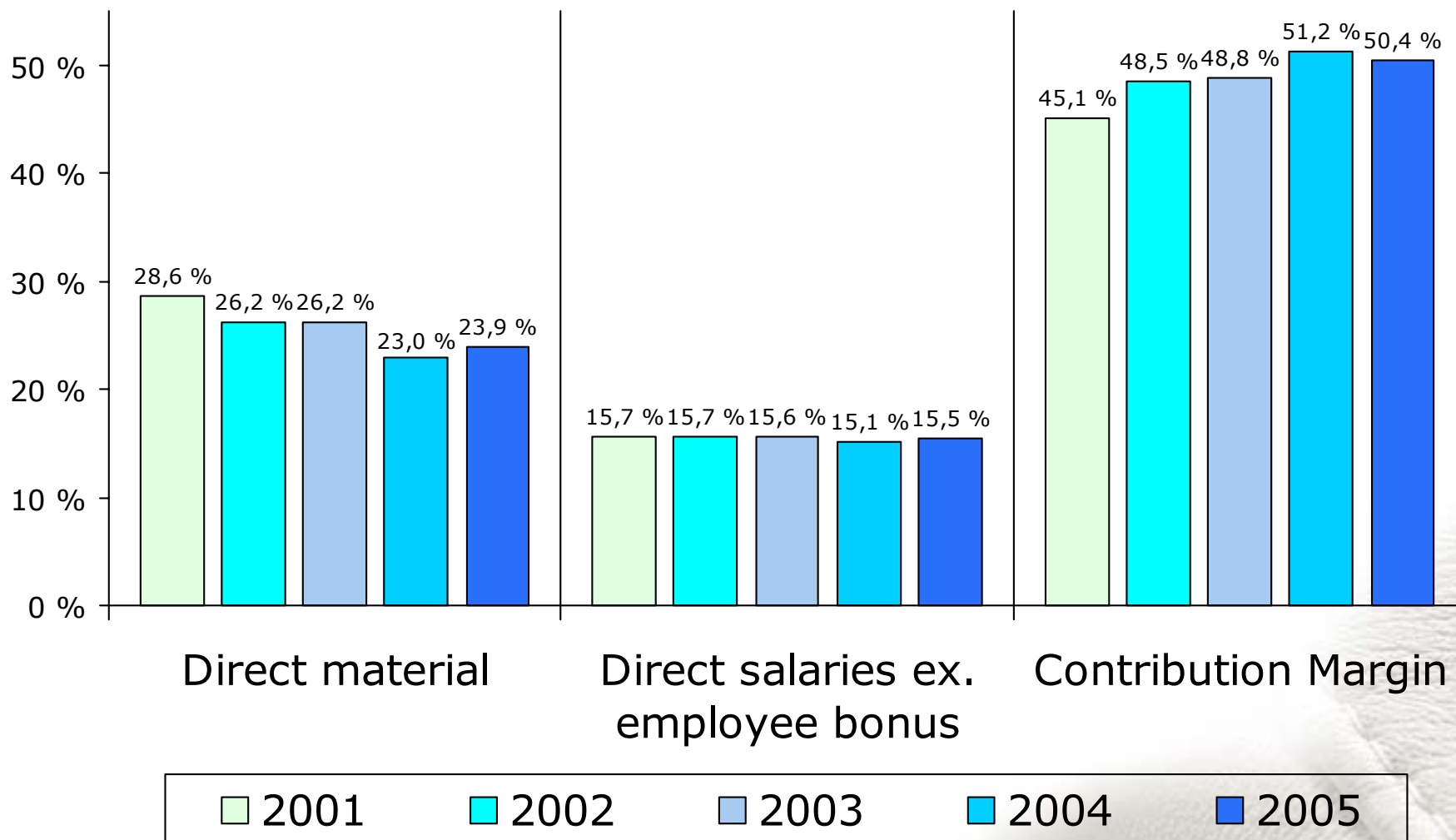


# Contribution margin by product areas:

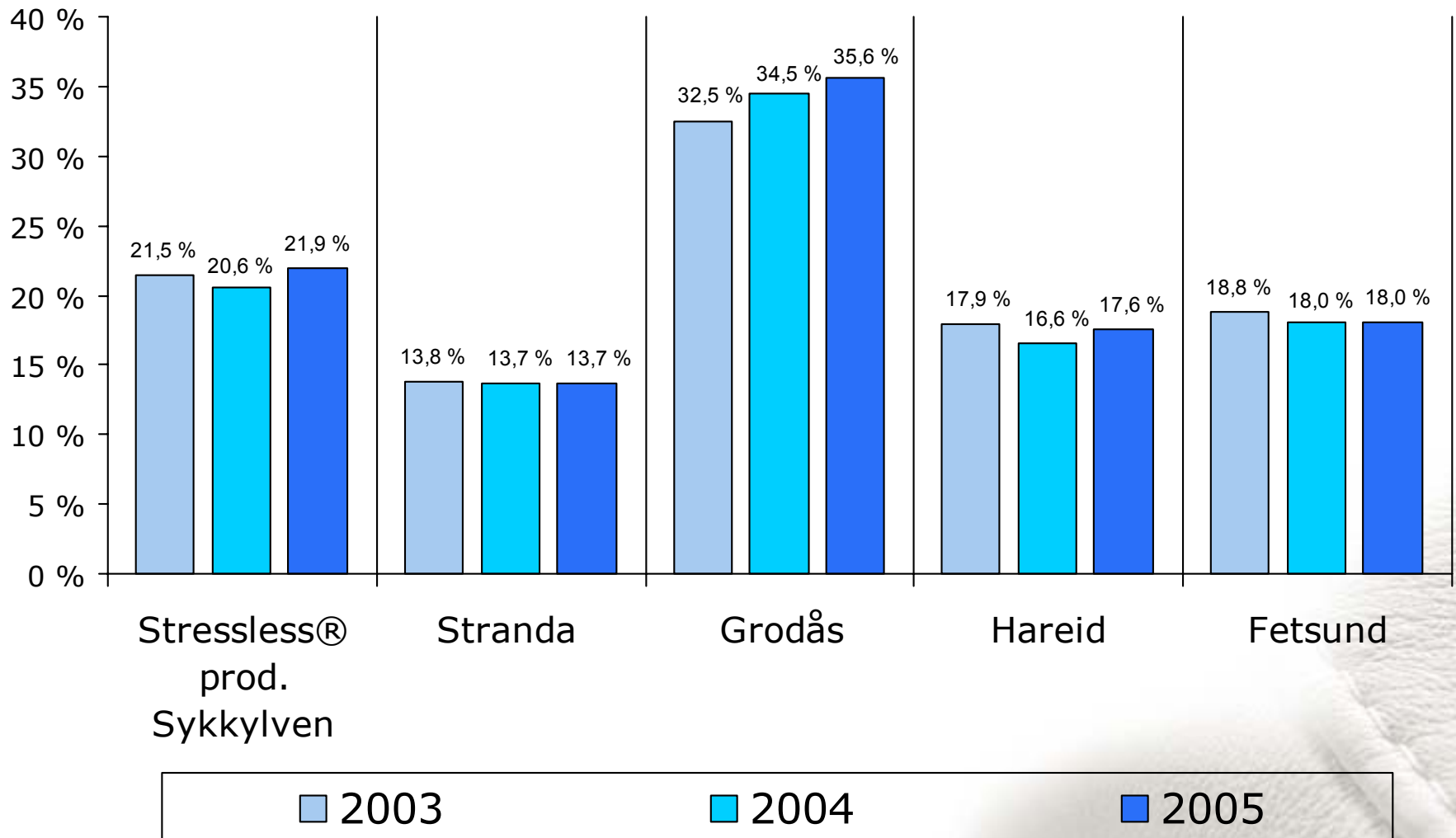




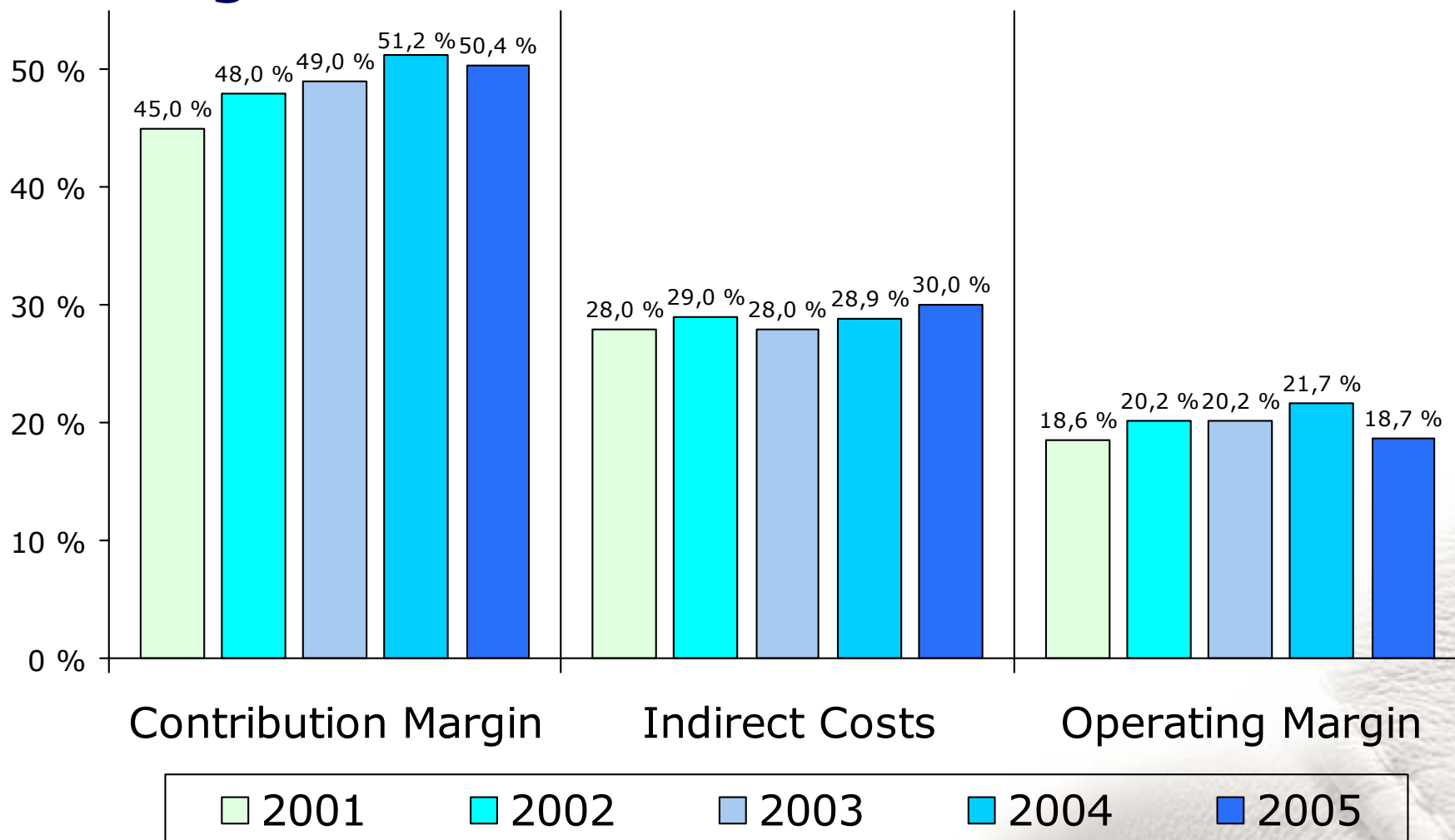
## Development in relative factors:



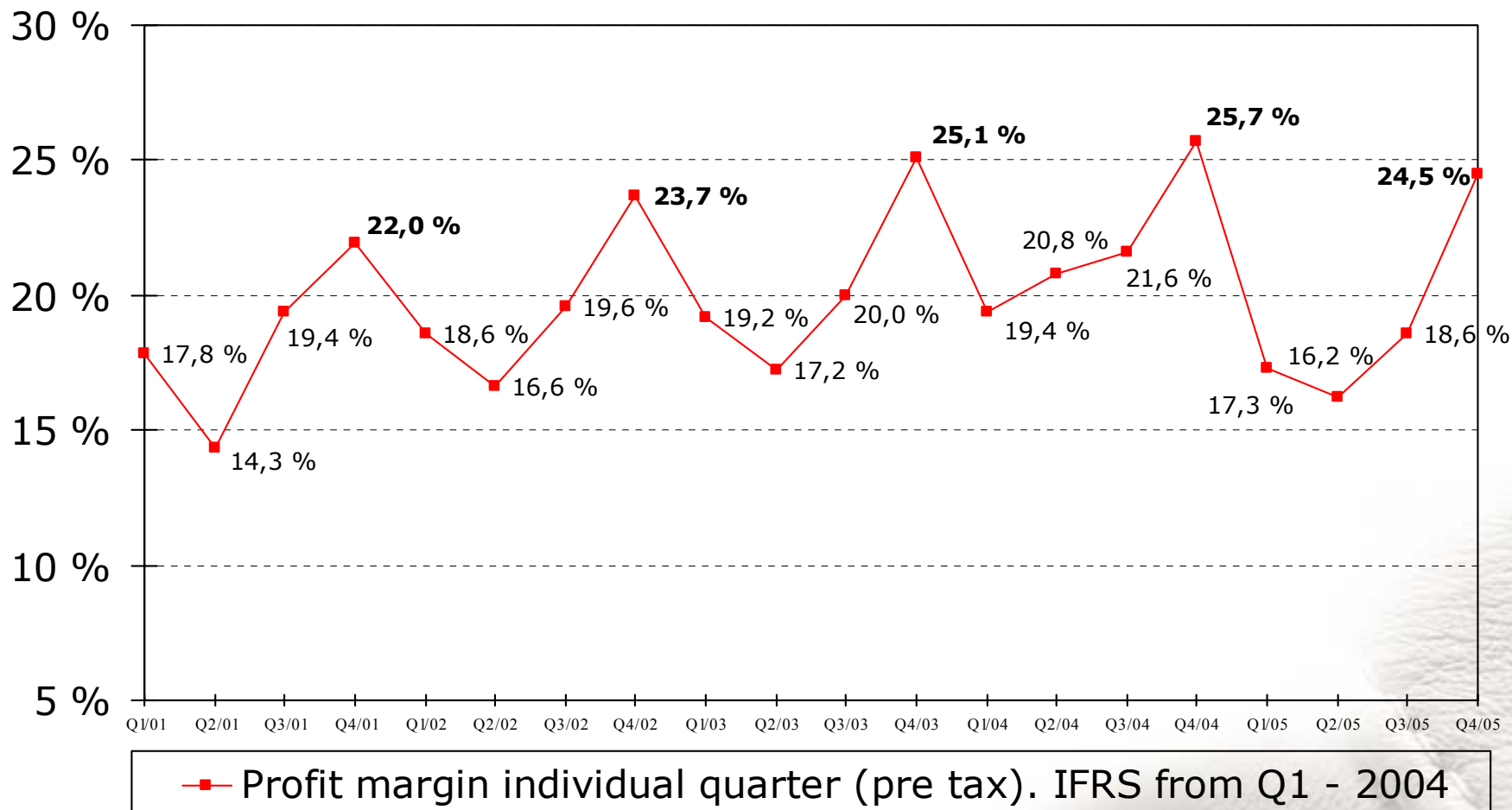
# Development in direct salaries at the factories: (Based on factory price, year-end bonus not included)



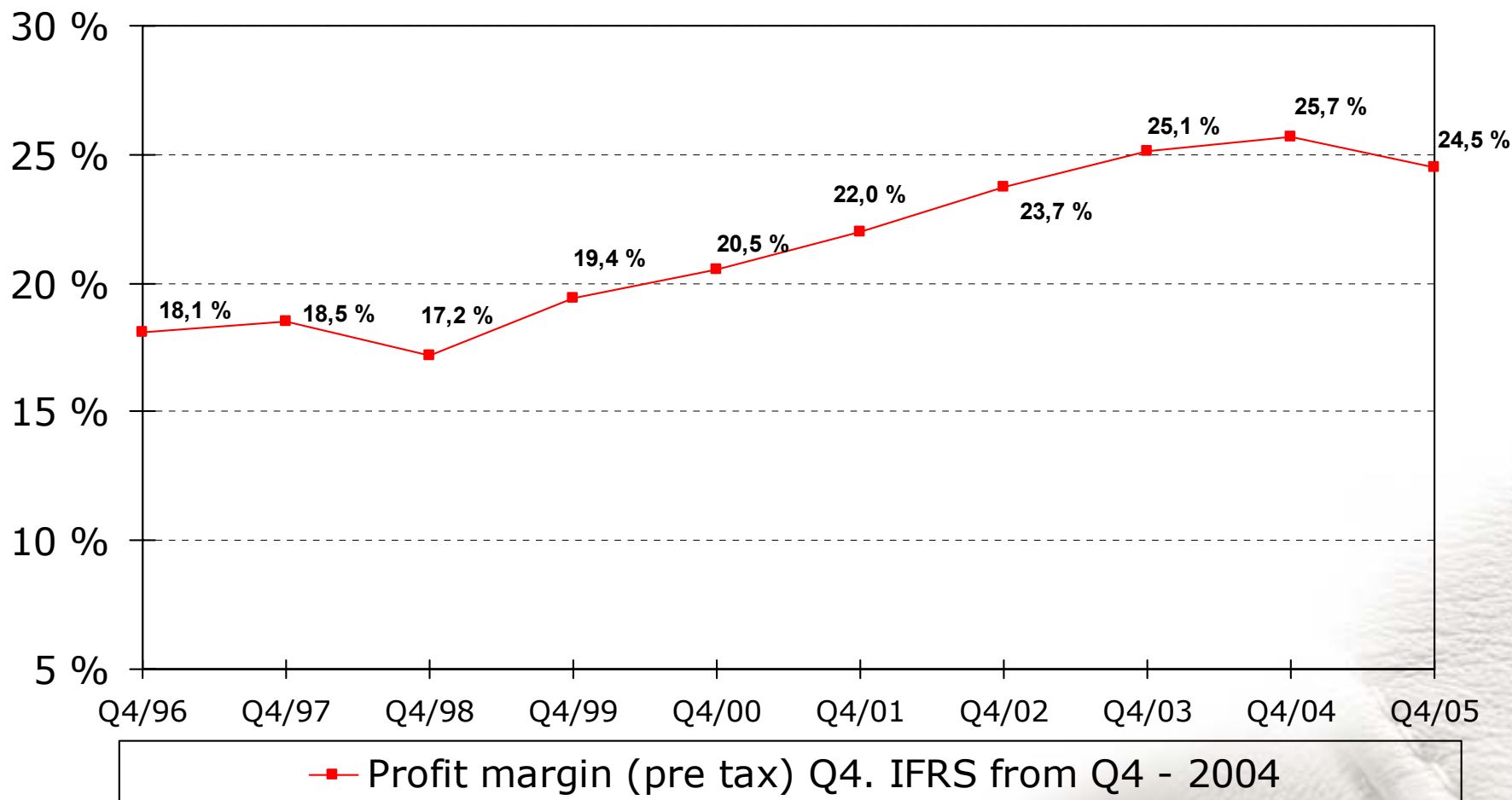
# Total contribution and operating margin:



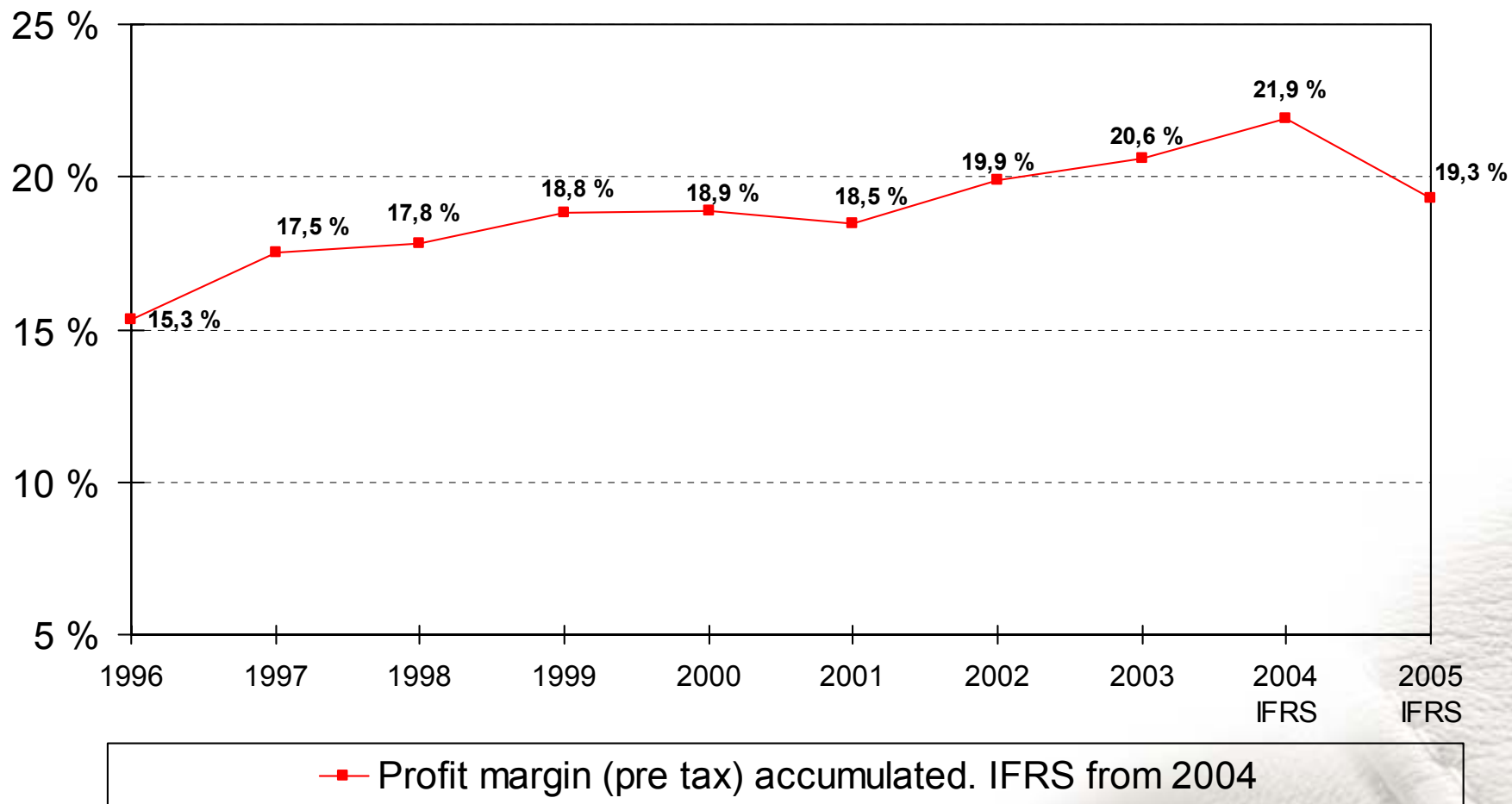
## Development in Profit Margin (pre tax):



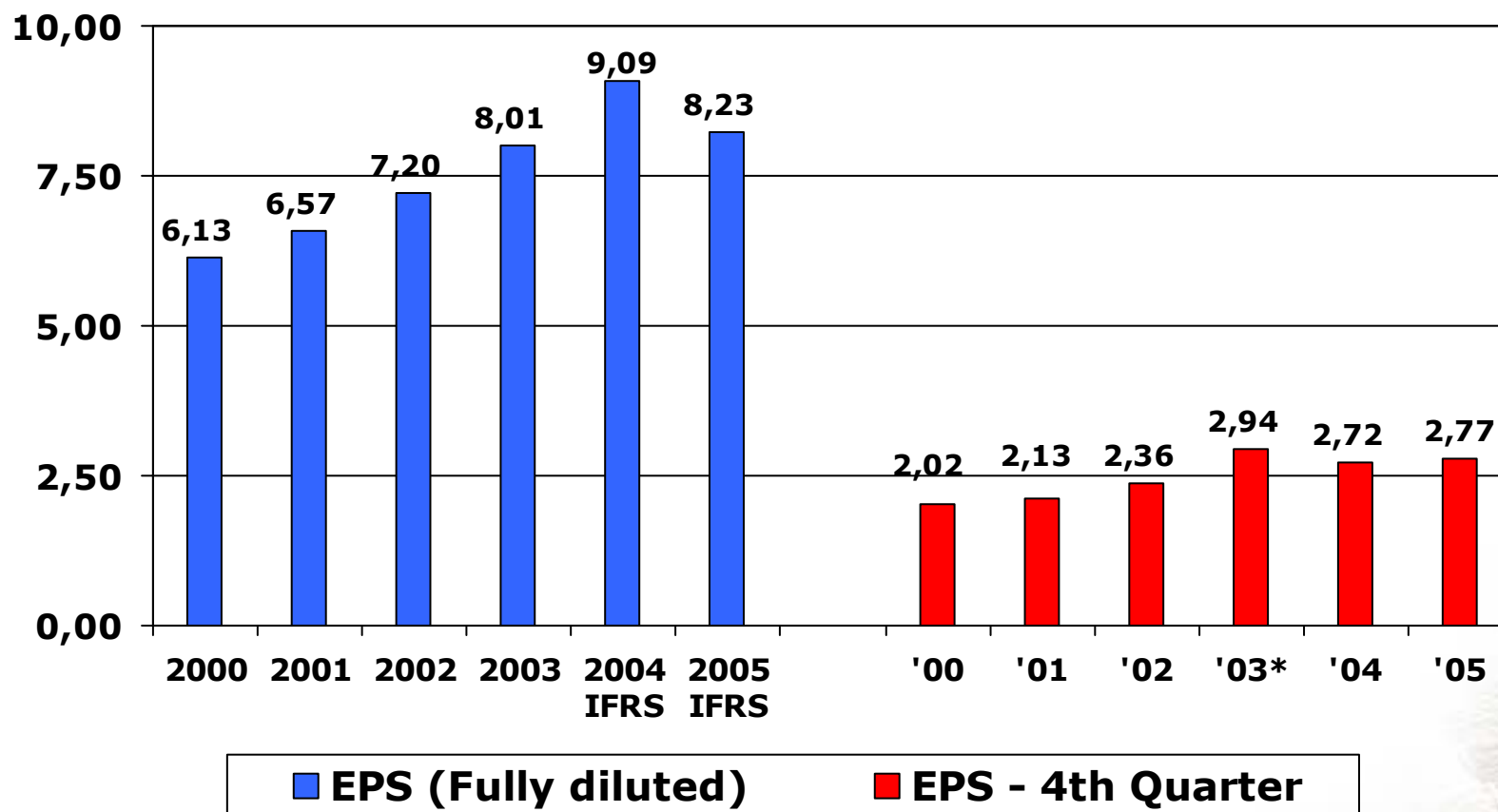
## Development in Profit Margin (pre tax):



## Development in Profit Margin (pre tax):



## Development EPS fully diluted (Figures in NOK):



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

# Income Statement IFRS (mill. NOK) :

	2005		2004		Changes
<b>Operating revenues</b>	<b>2,291.5</b>	<b>100.0%</b>	<b>2,247.5</b>	<b>100.0%</b>	<b>2.0%</b>
Costs of goods sold	546.7	23.9%	516.2	23.0%	5.9%
Salaries and social costs	638.9	27.9%	605.9	27.0%	5.4%
Other operating expenses	591.5	25.8%	553.6	24.6%	6.9%
Depreciation	86.9	3.8%	83.8	3.7%	3.7%
<b>Total operating costs</b>	<b>1,864.0</b>	<b>81.3%</b>	<b>1,759.5</b>	<b>78.3%</b>	<b>5.9%</b>
<b>Operating result</b>	<b>427.5</b>	<b>18.7%</b>	<b>488.0</b>	<b>21.7%</b>	<b>-12.4%</b>
Net financial income/expenses	14.0	0.6%	4.6	0.2%	
<b>Ordinary result before taxes</b>	<b>441.5</b>	<b>19.3%</b>	<b>492.6</b>	<b>21.9%</b>	<b>-10.4%</b>
Calculated taxes ordinary result	138.4	6.0%	157.8	7.0%	
<b>Ordinary result after taxes</b>	<b>303.1</b>	<b>13.2%</b>	<b>334.8</b>	<b>14.9%</b>	<b>-9.4%</b>
<b>EPS</b>	<b>8.23</b>		<b>9.09</b>		



# Income Statement IFRS (mill. NOK) :

	Q4/05		Q4/04		Changes
<b>Operating revenues</b>	<b>603.3</b>	<b>100.0%</b>	<b>594.9</b>	<b>100.0%</b>	<b>1.4%</b>
Costs of goods sold	146.0	24.2%	140.5	23.6%	3.9%
Salaries and social costs	160.5	26.6%	153.1	25.7%	4.8%
Other operating expenses	140.7	23.3%	132.1	22.2%	6.6%
Depreciation	22.1	3.7%	20.1	3.4%	9.9%
<b>Total operating costs</b>	<b>469.3</b>	<b>77.8%</b>	<b>445.8</b>	<b>74.9%</b>	<b>5.3%</b>
<b>Operating result</b>	<b>134.0</b>	<b>22.2%</b>	<b>149.1</b>	<b>25.1%</b>	<b>-10.2%</b>
Net financial income/expenses	13.9	2.3%	4.0	0.7%	
<b>Ordinary result before taxes</b>	<b>147.9</b>	<b>24.5%</b>	<b>153.1</b>	<b>25.7%</b>	<b>-3.4%</b>
Calculated taxes ordinary result	45.9	7.6%	52.8	8.9%	-13.1%
<b>Ordinary result after taxes</b>	<b>102.0</b>	<b>16.9%</b>	<b>100.3</b>	<b>16.9%</b>	<b>1.7%</b>
<b>EPS</b>	<b>2.77</b>		<b>2.72</b>		

# Balance Sheet IFRS (mill. NOK) :

	2005	2004	CHANGES
<b>Total Long Term Assets</b>	<b>801.6</b>	<b>767.1</b>	<b>4.5%</b>
Inventories	224.5	207.4	8.2%
Trade Debtors	299.9	261.2	14.8%
Other Current Assets	43.3	37.7	14.9%
Value of forward contracts	93.6	140.1	-33.2%
Cash and Bank Deposits	213.7	232.5	-8.1%
<b>Total Current Assets</b>	<b>875.0</b>	<b>878.9</b>	<b>-0.4%</b>
<b>TOTAL ASSETS</b>	<b>1,676.6</b>	<b>1,646.0</b>	<b>1.9%</b>
<b>Total Equity</b>	<b>1,168.2</b>	<b>1,162.8</b>	<b>0.5%</b>
Provisions and Commitments	43.9	59.0	-25.6%
Long Term Liabilities (interest)	50.8	45.3	12.1%
Trade Creditors	113.6	83.1	36.7%
Taxes, VAT and national insurance	141.6	158.6	-10.7%
Other current liabilities	158.5	137.2	15.5%
<b>Total Liabilities</b>	<b>508.4</b>	<b>483.2</b>	<b>5.2%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,676.6</b>	<b>1,646.0</b>	<b>1.9%</b>

# Balance Sheet IFRS (mill. NOK) :

	2005	Q3/05	CHANGES
<b>Total Long Term Assets</b>	<b>801.6</b>	<b>797.5</b>	<b>4.1</b>
Inventories	224.5	202.6	21.9
Trade Debtors	299.9	349.6	-49.7
Other Current Assets	43.3	32.4	10.9
Value of forward contracts	93.6	128.1	-34.5
Cash and Bank Deposits	213.7	109.5	104.2
<b>Total Current Assets</b>	<b>875.0</b>	<b>822.2</b>	<b>52.8</b>
<b>TOTAL ASSETS</b>	<b>1,676.6</b>	<b>1,619.7</b>	<b>56.9</b>
<b>Total Equity</b>	<b>1,168.2</b>	<b>1,092.5</b>	<b>75.7</b>
Provisions and Commitments	43.9	52.6	-8.7
Long Term Liabilities (interest)	50.8	49.1	1.7
Trade Creditors	113.6	110.7	2.9
Taxes, VAT and national insurance	141.6	142.0	-0.4
Other current liabilities	158.5	172.8	-14.3
<b>Total Liabilities</b>	<b>508.4</b>	<b>527.2</b>	<b>-18.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,676.6</b>	<b>1,619.7</b>	<b>56.9</b>

# EQUITY

	<b>2005 IFRS</b>	<b>2004 IFRS</b>	<b>2004 NGAAP</b>
<b>EQUITY AT START OF PERIOD</b>	<b>1,162.8</b>	<b>1,057.0</b>	<b>534.1</b>
Capital expansion		212.8	212.8
Profit of the year	303.1	334.7	342.6
Dividend Ekornes ASA	-276.2	-438.2	-276.2
Dividende own shares		0.1	0.1
Change in own shares	10.9	-10.1	-10.1
Transactions in own shares	-1.2	-0.3	-0.3
Translation differences and other	2.3	-2.8	
Change value of forward contracts	-33.5	9.6	
<b>EQUITY AT END OF PERIOD</b>	<b>1,168.2</b>	<b>1,162.8</b>	<b>803.0</b>

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

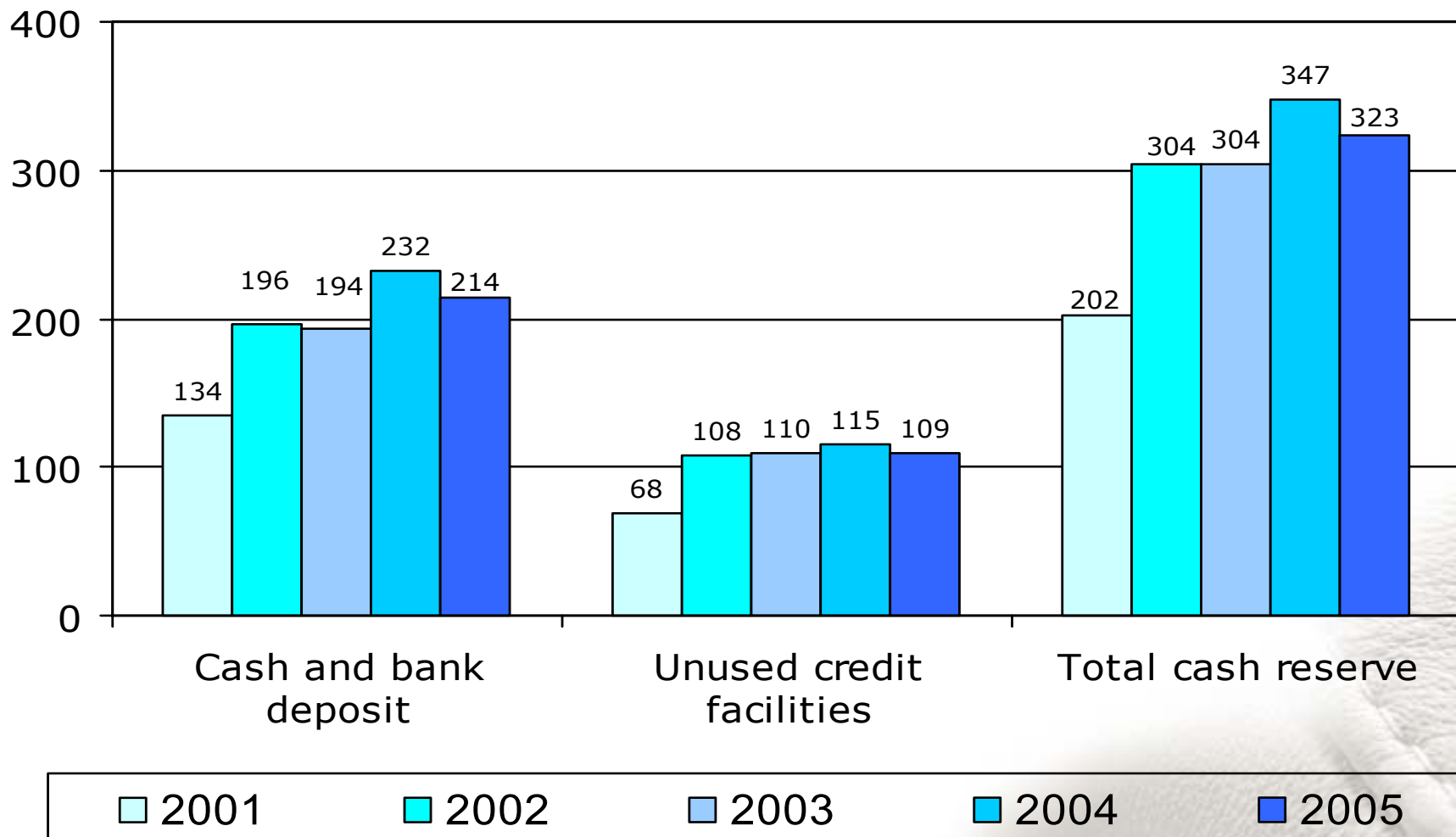
	2005 IFRS	2004 IFRS	2004 NGAAP	2003 NGAAP
<b>Net cash flow from:</b>				
Operating activities	368.5	389.7	389.7	385.6
Investing activities	-120.9	-115.1	-115.1	-169.6
Financing activities	-266.4	-235.7	-235.7	-218.2
<b>Net change in cash and cash equivalents</b>	<b>-18.8</b>	<b>38.9</b>	<b>38.9</b>	<b>-2.2</b>
Cash and cash equivalents at the beginning of period	232.5	193.6	193.6	195.8
<b>Cash and cash equivalents at the end of period</b>	<b>213.7</b>	<b>232.5</b>	<b>232.5</b>	<b>193.6</b>

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

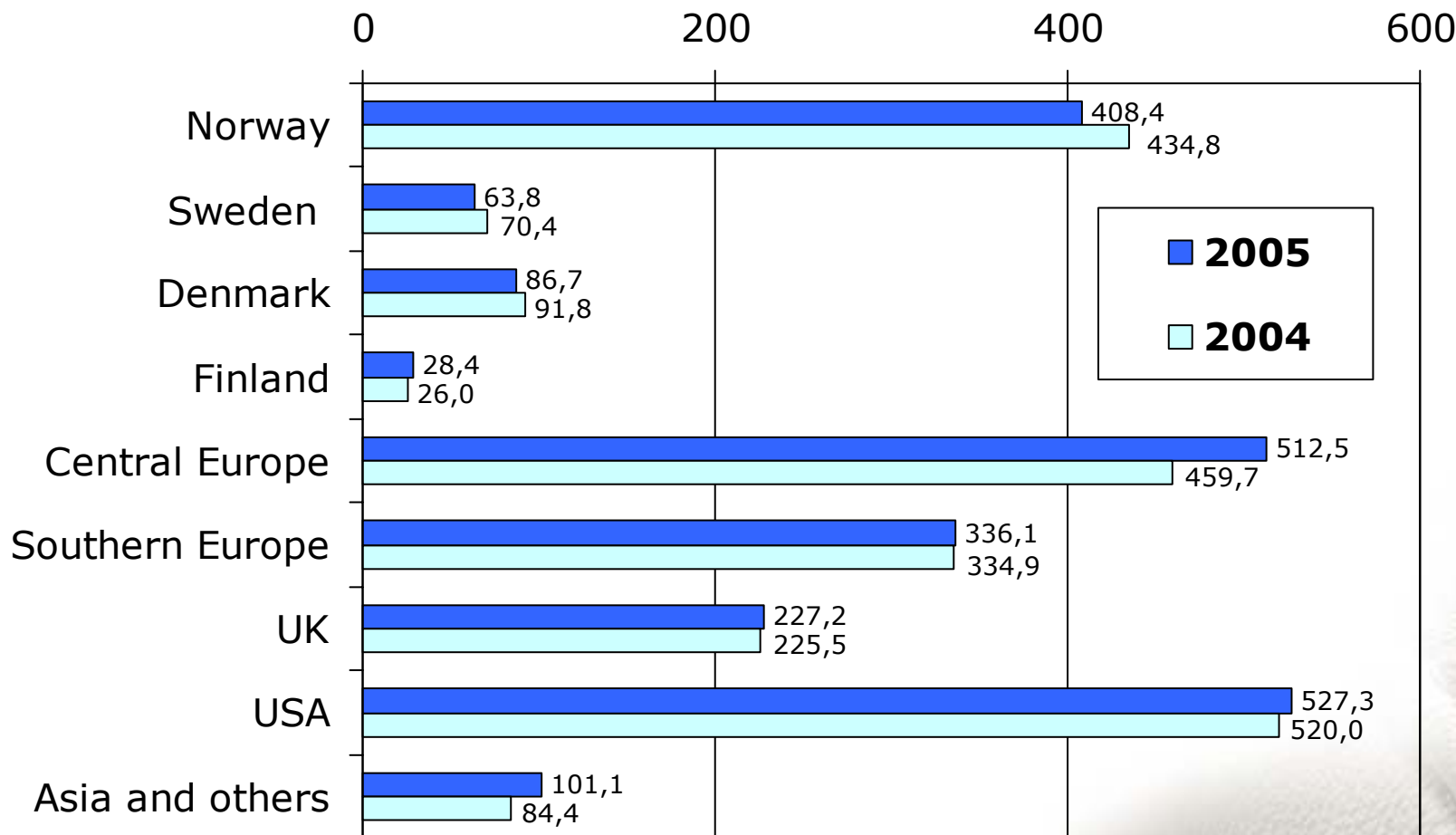
	2005 IFRS	2004 IFRS	2004 NGAAP	2003 NGAAP	2002 NGAAP	2001 NGAAP
Total capital	1,676.6	1,646.0	1,520.5	1,387.6	1,281.4	1,091.1
Net-working capital*	367.7	359.9	98.3	-134.3	120.6	141.0
Equity	1,168.2	1,162.8	803.0	534.1	688.5	578.0
Equity ratio	69.7%	70.6%	52.8%	38.5%	53.7%	53.0%

\*Not included the market value of forward contracts.

## Cash Reserve (million NOK):



# Development in turnover per market (million NOK)





## Development in turnover per market (million NOK)

	<b>Changes 04 - 05</b>	<b>2005 IFRS</b>	<b>2004 IFRS</b>	<b>2004 NGAAP</b>	<b>2003 NGAAP</b>
Norway	-6.1%	408.4	434.8	434.8	395.0
Sweden	-2.0%	63.8	70.4	70.4	71.8
Denmark	-5.5%	86.7	91.8	91.8	78.0
Finland	9.3%	28.4	26.0	26.0	24.3
Central - Europe	11.5%	512.5	459.7	463.5	405.7
Southern - Europe	0.4%	336.1	334.9	337.7	314.9
UK	0.7%	227.2	225.5	227.3	212.0
USA	1.4%	527.3	520.0	524.2	425.3
Asia and others	19.8%	101.1	84.4	85.9	93.8
<b>Total</b>	<b>2.0%</b>	<b>2,291.5</b>	<b>2,247.5</b>	<b>2,261.6</b>	<b>2,020.8</b>

# Questions?

## Largest shareholders (08/02/2006)

1. Folketrygdfondet, NOR	10.07%
2. State Street Bank & Clients, USA	8.77%
3. J. P. Morgan Chase Bank, GBR	6.15%
4. Oko Osuuspankkien KE Corp. Actions, FIN	4.13%
5. If Skadeforsikring, SWE	4.11%
6. Oslo Pensjonsforsikring, NOR	2.99%
7. Nordea Bank Denmark, DEN	2.84%
8. Berit Ekornes Unhjem, NOR	2.81%
9. GMO Foreign Fund, USA	2.66%
10. Bank of New York, USA	2.56%
Other shareholders approx. 2.904	52.91%

Proportion:

Norwegian shareholders

42.5%

Foreign shareholders

57.5%

## Board of Directors

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

### Employee Representatives:

- Arnstein Johannesen
- Tone Helen Hanken
- Ragna Skarshaug

## Group Management

### CEO

Nils-Fredrik Drabløs

[nilsfredrik.drablos@ekornes.no](mailto:nilsfredrik.drablos@ekornes.no)

Phone: +47 70 25 52 28

Mobile: +47 90 01 78 92

### CFO

Robert Svendsen

[robert.svendsen@ekornes.no](mailto:robert.svendsen@ekornes.no)

Phone: +47 70 25 52 13

Mobile: +47 91 89 50 24

### Marketing Director

Runar Haugen

International Marketing Director

Svein Lunde