## H \& M Hennes \& Mauritz AB

Three-month report ${ }_{1 \text { December } 2013-28 \text { February } 2014}$

## First quarter

- The H\&M Group's sales including VAT increased in local currencies by 12 percent during the first quarter. Converted into SEK, sales excluding VAT amounted to SEK $32,143 \mathrm{~m}(28,392)$, an increase of 13 percent.
- Gross profit amounted to SEK $17,641 \mathrm{~m}(15,679)$, an increase of 13 percent. This corresponds to a gross margin of 54.9 percent (55.2).
- Profit after financial items amounted to SEK $3,486 \mathrm{~m}(3,234)$, an increase of 8 percent. The group's profit after tax increased to SEK $2,649 \mathrm{~m}(2,458)$, corresponding to SEK 1.60 (1.49).
- H\&M Sport very well received in selected H\&M stores in 18 countries and online. Continued roll-out to more stores and countries as well as further broadening of the sport range.
- Sales during the period 1 March - 25 March 2014 increased by 12 percent in local currencies compared to the same period the previous year
- Australia, the Philippines and India will become new H\&M countries in 2014.
- Peru and South Africa will become new H\&M countries in 2015.
- Four new large H\&M online markets are planned to open in 2014:
- France has opened already, on 13 March, and has been very well received by customers
- Spain and Italy will become new online markets in early autumn 2014
- China is planned to become a new online market at the end of 2014
- COS will open stores in four new countries in 2014 - in Australia, Switzerland, South Korea and the US (New York and Los Angeles) as well as online in the US.
- \& Other Stories will open stores in three new countries in 2014 - in Belgium, the Netherlands and in the US as well as online in three new countries: Ireland, Austria and the US.

| SEK $m$ | Q1-2014 | Q1-2013 |
| :--- | ---: | ---: |
| Net sales | 32,143 | 28,392 |
| Gross profit | 17,641 | 15,679 |
| gross margin, \% | 54.9 | 55.2 |
| Operating profit | 3,401 | 3,130 |
| operating margin, \% | 10.6 | 11.0 |
| Net financial items | 85 | 104 |
| Profit after financial items | $\mathbf{3 , 4 8 6}$ | $\mathbf{3 , 2 3 4}$ |
| Tax | -837 | -776 |
| Profit for the period | $\mathbf{2 , 6 4 9}$ | $\mathbf{2 , 4 5 8}$ |
|  |  |  |
| Earnings per share, SEK | 1.60 | $\mathbf{1 . 4 9}$ |



H\&M Sport

Sales

## Comments by Karl-Johan Persson, CEO

"Sales have got off to a good start with an increase of 12 percent in local currencies in the first quarter in a fashion retail market that in many places is still characterised by a challenging macroeconomic situation, and we have continued to gain market share.
Operating profit increased by 9 percent to SEK 3.4 billion, despite our substantial longterm investments in areas such as IT and online. These investments, which we see as very important, have enabled us - among other things - to open our online store in France already on 13 March. The initial response from our customers has been very positive. If we disregard cost increases for the long-term investments, operating profit would have increased by 14 percent compared to the corresponding quarter last year.
We are continuing to work intensively on the global roll-out of our online store to new countries. Spain and Italy will become new H\&M online markets in early autumn. In addition, preparations are under way for the opening of our online shop in China at the end of the year.
In 2014 we plan to open a total of 375 new stores net including many interesting store openings worldwide. We will open more H\&M flagship stores than last year, for example in the General Post Office building in Melbourne, at Piazza del Duomo in Milan, on East Nanjing Road in Shanghai and on Weinstrasse in Munich, as well as a further two new flagship stores in Manhattan - on Fifth Avenue and Herald Square.
New H\&M countries for 2014 will be Australia in April and the Philippines and India during the second half; three important markets where there is great interest in H\&M.
Expansion continues for our other brands. For example COS will open its first stores in the US, South Korea and Australia while the first COS store in Switzerland opened in February. Belgium, the Netherlands and the US will become new markets for \& Other Stories stores in 2014. In addition to this, COS will open its online store in the US and \& Other Stories will open its online store in Austria, the US and Ireland.

We have a strong customer offering with many great collections and we are constantly working to further develop and broaden our product range. One example of this is our extended H\&M Sport range, which has been very well received by customers and will be launched in even more countries. Furthermore, we are continuing our focus on sustainability so that H\&M is the more sustainable option for our customers. The fact that we have just been named by Ethisphere Institute as one of the world's most ethical companies provides proof of our sound sustainability work."

"France is a new H\&M online market, to be followed by Spain, Italy and China later this year."

## Sales

H\&M has continued to take market share in a fashion retail market that in many places is still characterised by a challenging macro-economic situation.


Sales including VAT converted into SEK increased by 13 percent to SEK 37,524 m


H\&M Conscious Exclusive Collection

Sales excluding VAT increased by 13 percent to SEK $32,143 \mathrm{~m}(28,392)$.
Sales including VAT in local currencies increased by 12 percent.

## Sales in top ten markets

| Country | Q1-2014 | Q1-2013 | Change in \% |  | 28 Feb-14 | Q1-2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEK m Inc. VAT | SEK m Inc. VAT | SEK | Local currency | Number of stores | New stores (net) |
| Germany | 7,745 | 7,010 | 10 | 7 | 421 | 3 |
| USA | 3,447 | 3,010 | 15 | 14 | 308 | 3 |
| France | 2,694 | 2,343 | 15 | 11 | 197 | 0 |
| United Kingdom | 2,602 | 2,226 | 17 | 12 | 245 | 0 |
| Sweden | 2,020 | 1,938 | 4 | 4 | 177 | 0 |
| China | 1,762 | 1,319 | 34 | 31 | 228 | 23 |
| Netherlands | 1,562 | 1,486 | 5 | 2 | 130 | 0 |
| Spain | 1,524 | 1,373 | 11 | 7 | 157 | 1 |
| Italy | 1,475 | 1,117 | 32 | 28 | 117 | 1 |
| Switzerland | 1,309 | 1,269 | 3 | 0 | 88 | 1 |
| Others* | 11,384 | 10,055 | 13 | 15 | 1,124 | 28 |
| Total | 37,524 | 33,146 | 13 | 12 | 3,192 | 60 |
| * Whereof franchise | 664 | 576 | 15 | 15 | 111 | 1 |

## Gross profit and gross margin

H\&M's gross profit and gross margin are a result of many different factors, internal as well as external, and are also affected by the decisions that H\&M makes in line with its strategy to always have the best customer offering in each individual market - based on the combination of fashion, quality, price and sustainability.


Gross profit increased by 13 percent to SEK $17,641 \mathrm{~m}(15,679)$. This corresponds to a gross margin of 54.9 percent (55.2).
Markdowns in relation to sales increased marginally compared to the corresponding quarter the previous year.
Overall, the market situation as regards external factors such as raw material prices, cost inflation, capacity at suppliers, purchasing currencies and transportation costs is considered to have been more or less neutral during the purchasing period for the first quarter compared to the corresponding purchasing period the previous year.
During the purchasing period for the second quarter, the market situation as regards external factors has been more or less neutral, although cost inflation increased towards the end of the purchasing period.

## Selling and administration expenses



Cost control in the Group remains very good. Costs in comparable stores decreased slightly compared to the corresponding quarter the previous year, both in absolute terms and as a proportion of sales.
The increase in selling and administration expenses is mainly due to the expansion and the long-term investments within IT and online but also to the broadening of the product range and the establishment of the new fashion brand \& Other Stories.


H\&M Conscious Exclusive Collection

Profit after financial items


Profit after financial items increased by 8 percent to SEK 3,486 m ( 3,234 ), despite the fact that H\&M's long-term investments in areas such as IT and online increased. Among other things, these investments enabled H\&M's online store in France to open already on 13 March.
$\mathrm{H} \& \mathrm{M}$ is continuing to make long-term investments in order to further strengthen the H\&M Group's market position and secure future expansion, and the costs in 2014 will be at a higher level than in 2013. The costs of these investments may be divided unequally between the quarters. As Q1 is H\&M's smallest quarter of the year, the cost increase in the quarter has a higher percentage impact on profits between the years than it would have had in other quarters of the year.


H\&M Man spring 2014

Stock-in-trade


Stock-in-trade amounted to SEK $15,865 \mathrm{~m}(13,825)$, an increase of 15 percent compared to the same time the previous year. In local currencies, the increase was 14 percent.

The increase in the stock-in-trade is mainly due to the store and online expansion. The level and the composition of the stock-in-trade as of 28 February 2014 are deemed to be good.
The stock-in-trade amounted to 12.0 percent (11.4) of sales excluding VAT, rolling 12 months and 24.0 percent (22.8) of total assets

## Expansion

H\&M remains positive as regards future expansion and the Group's business opportunities. The strong expansion continues.

## Store count by brand

In the first quarter, the Group opened 72 (54) stores and closed 12 (12) stores, i.e. a net increase of 60 (42) new stores. The Group had 3,192 stores as of 28 February 2014, of which 111 were franchise stores.

|  | New Stores (Net) | Total No (28 |  |
| :---: | :---: | :---: | :---: |
| Brand | Q1-2014 | 2014 | 2013 |
| H\&M | 48 | 2,984 | 2,667 |
| COS | 6 | 91 | 65 |
| Monki | 5 | 84 | 61 |
| Weekday | 0 | 21 | 21 |
| \& Other Stories | 0 | 8 | 0 |
| Cheap Monday | 1 | 4 | 4 |
| Total | 60 | 3,192 | 2,818 |

## Store count by region



Times Square in New York


General Post Office in Melbourne

H\&M will open in South Africa and in Peru in 2015.
The Group is continuing to work on the global roll-out of H\&M's online store. France became a new H\&M online market on 13 March and Spain and Italy will become new online markets in early autumn 2014. China is planned to become a new online market at the end of 2014.
Expansion continues for the Group's other brands COS, Monki, Weekday, Cheap Monday and \& Other Stories. H\&M Home also continues to expand; for 2014 around 15 new H\&M Home markets are planned.

## Tax

The H\&M Group's tax rate is expected to be 23-24 percent for the financial year of $2013 / 2014$. The Group's tax rate depends on the results of its various companies and the corporate tax rates in each country. An estimated tax rate of 24 percent has been used in the first quarter 2014.

## Comments on the current quarter

Sales during the period 1 March - 25 March 2014 increased by 12 percent in local currencies compared to the same period the previous year.

## Accounting principles

The Group applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This report has been prepared according to IAS 34 Interim Financial Reporting as well as the Swedish Annual Accounts Act.
The accounting principles and calculation methods applied in this report are unchanged from those used in the preparation of the Annual Report and Consolidated Financial Statements for 2011/2012 which are described in Note 1 - Accounting principles, except as regards IAS 19.

IAS 19, Employee Benefits, revised - this standard is being applied by H\&M for the first time in the 2013/2014 financial year. Up to and including the 2012/2013 financial year the Group recognised actuarial gains and losses in the income statement. With the application of the revised IAS 19, these will be recognised in other comprehensive income. Comparison figures for the 2012/2013 financial year have been restated in accordance with the changed accounting principle.
H \& M Hennes \& Mauritz AB's financial instruments consist of accounts receivable, other receivables, liquid funds, accounts payable, accrued trade payables, interest-bearing securities and currency derivatives. Currency derivatives are measured at fair value based on input data corresponding to level 2 of IFRS 7. Other financial assets and liabilities have short terms. It is therefore judged that the fair values of these financial instruments are approximately equal to their book values.
The parent company applies the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities, which essentially involves applying IFRS. In accordance with RFR 2 the parent company does not apply IAS 39 to the measurement of financial instruments; nor does it capitalise development expenditure.
For definitions see the Annual Report.

## Risks and uncertainties

A number of factors may affect H\&M's results and business. Most of these can be dealt with through internal routines, while certain others are affected more by external influences. There are risks and uncertainties related to fashion, weather situations, negative macro-economic changes, external factors in production countries, climate changes, trade interventions and foreign currency but also in connection with expansion into new markets, the launch of new concepts, changes in consumer behaviour and how the brand is managed.
For a more detailed description of risks and uncertainties, refer to the Administration Report and to Note 2 in the Annual Report and Consolidated Accounts for 2012.

## CALENDAR

| 29 April 2014 | Annual General Meeting 2014, Victoriahallen, <br> Stockholm International Fairs at 3 p.m. |
| :--- | :--- |
| 18 June 2014 | Half-year report, 1 Dec 2013-31 May 2014 |
| 25 September 2014 | Nine-month report, 1 Dec 2013-31 August 2014 |
| 29 January 2015 | Full-year report, 1 Dec 2013-30 November 2014 |

The Three-month report has not been audited by the company's auditors.

Stockholm, 26 March 2014
Board of Directors

The information in this Interim Report is that which H \& M Hennes \& Mauritz AB (publ) is required to disclose under Sweden's Securities Market Act. It will be released for publication at 8.00 (CET) on 27 March 2014. This Interim Report, and other information about H\&M, is available at www.hm.com

## CONTACT PERSONS

| Nils Vinge, IR | $+46-8-7965250$ |
| :--- | :--- |
| Karl-Johan Persson, CEO | $+46-8-7965500$ (switchboard) |
| Jyrki Tervonen, CFO | $+46-8-7965500$ (switchboard) |
|  |  |
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| Registered office: Stockholm, Reg. No. 556042-7220 |  |

## GROUP INCOME STATEMENT (SEK m)

|  | Q1-2014 | Q1-2013 | $\begin{aligned} & \text { 1 Dec 2012- } \\ & 30 \text { Nov } 2013^{* *} \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Sales including VAT | 37,524 | 33,146 | 150,090 |
| Sales excluding VAT | 32,143 | 28,392 | 128,562 |
| Cost of goods sold | -14,502 | -12,713 | -52,537 |
| GROSS PROFIT | 17,641 | 15,679 | 76,025 |
| Gross margin, \% | 54.9 | 55.2 | 59.1 |
| Selling expenses | -13,107 | -11,581 | -49,944 |
| Administrative expenses | -1,133 | -968 | -3,991 |
| OPERATING PROFIT | 3,401 | 3,130 | 22,090 |
| Operating margin, \% | 10.6 | 11.0 | 17.2 |
| Interest income | 86 | 104 | 367 |
| Interest expense | -1 | - | -9 |
| PROFIT AFTER FINANCIAL ITEMS | 3,486 | 3,234 | 22,448 |
| Tax | -837 | -776 | -5,355 |
| PROFIT FOR THE PERIOD | 2,649 | 2,458 | 17,093 |

All profit is attributable to the shareholders of the parent company H \& M Hennes \& Mauritz AB.

| Earnings per share, SEK* | 1.60 | 1.49 | 10.33 |
| :---: | :---: | :---: | :---: |
| Number of shares, thousands* | 1,655,072 | 1,655,072 | 1,655,072 |
| Depreciation, total | 1,208 | 1,030 | 4,191 |
| of which cost of goods sold | 135 | 115 | 470 |
| of which selling expenses | 998 | 852 | 3,463 |
| of which administrative expenses | 75 | 63 | 258 |

*Before and after dilution.
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (SEK m)

|  | Q1-2014 | Q1-2013 | $\begin{aligned} & 1 \text { Dec 2012- } \\ & 30 \text { Nov 2013** } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| PROFIT FOR THE PERIOD | 2,649 | 2,458 | 17,093 |
| Other comprehensive income |  |  |  |
| Items that have been transferred or may be transferred to net profit |  |  |  |
| Translation differences | -306 | -918 | 30 |
| Change in hedging reserves | -6 | 338 | -61 |
| Tax attributable to other comprehensive income | 1 | -88 | 15 |
| Items not been transferred or not will be transferred to net profit |  |  |  |
| Revaluations relating to defined benefit pension plans | - | - | 78 |
| Income tax relating to items recognized in other comprehensive income | - | - | -19 |
| OTHER COMPREHENSIVE INCOME | -311 | -668 | 43 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 2,338 | 1,790 | 17,136 |

All comprehensive profit is attributable to the shareholders of the parent company H \& M Hennes \& Mauritz AB.
** Net income for fiscal year 2012/2013 has due to a change in accounting principles (IAS 19 Revised) been restated compared to previously published information. Net income has decreased by SEK 59 m and Other comprehensive income has increased by SEK 59 m . The change in accounting principles has had no effect on the balance sheet. For further information see the section on Accounting principles on page 7.

## GROUP BALANCE SHEET IN SUMMARY (SEK m)

| ASSETS | 28 Feb-2014 | 28 Feb-2013 | 30 Nov-2013 |
| :---: | :---: | :---: | :---: |
| Fixed assets |  |  |  |
| Intangible fixed assets | 2,416 | 1,729 | 2,276 |
| Tangible fixed assets | 22,208 | 18,944 | 22,186 |
| Financial assets | 2,220 | 2,161 | 2,026 |
|  | 26,844 | 22,834 | 26,488 |
| Current assets |  |  |  |
| Stock-in-trade | 15,865 | 13,825 | 16,695 |
| Current receivables | 5,037 | 5,116 | 5,269 |
| Short-term investments, 4-12 months | 7,579 | 7,018 | 3,306 |
| Liquid funds | 10,647 | 11,941 | 13,918 |
|  | 39,128 | 37,900 | 39,188 |
| TOTAL ASSETS | 65,972 | 60,734 | 65,676 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 47,586 | 45,625 | 45,248 |
| Long-term liabilities* | 3,018 | 2,399 | 3,031 |
| Current liabilities** | 15,368 | 12,710 | 17,397 |
| TOTAL EQUITY AND LIABILITIES | 65,972 | 60,734 | 65,676 |

* Only provisions for pensions are interest-bearing.
** No current liabilities are interest-bearing.


## CHANGE IN GROUP EQUITY IN SUMMARY (SEK m)

|  | 28 Feb-2014 | 28 Feb-2013 | 30 Nov-2013 |
| :---: | :---: | :---: | :---: |
| Shareholders' equity at the beginning of the period | 45,248 | 43,835 | 43,835 |
| Total comprehensive income for the period | 2,338 | 1,790 | 17,136 |
| Dividend | - | - | -15,723 |
| Shareholders' equity at the end of the period | 47,586 | 45,625 | 45,248 |

## GROUP CASH FLOW STATEMENT (SEK m)

|  | Q1-2014 | Q1-2013 |
| :---: | :---: | :---: |
| Current operations |  |  |
| Profit after financial items* | 3,486 | 3,234 |
| Provisions for pensions | 15 | 18 |
| Depreciation | 1,208 | 1,030 |
| Tax paid | -1,744 | -303 |
| Cash flow from current operations before changes in working capital | 2,965 | 3,979 |
| Cash flow from changes in working capital |  |  |
| Current receivables | 100 | -483 |
| Stock-in-trade | 753 | 1,158 |
| Current liabilities | -1,147 | -877 |
| CASH FLOW FROM CURRENT OPERATIONS | 2,671 | 3,777 |
| Investment activities |  |  |
| Investment in intangible fixed assets | -200 | -245 |
| Investment in tangible fixed assets | -1,388 | -1,390 |
| Change in short-term investments, 4-12 months | -4,273 | -4,023 |
| Other investments | 11 | 7 |
| CASH FLOW FROM INVESTMENT ACTIVITIES | -5,850 | -5,651 |
| CASH FLOW FOR THE PERIOD | -3,179 | -1,874 |
| Liquid funds at beginning of the financial year | 13,918 | 14,148 |
| Cash flow for the period | -3,179 | -1,874 |
| Exchange rate effect | -92 | -333 |
| Liquid funds at end of the period** | 10,647 | 11,941 |

* Interest paid for the Group amounts to SEK 1 m (0).
** Liquid funds and short-term investments 4-12 months at the end of the period amounted to SEK 18,226 m (18,959).


## SALES INCLUDING VAT BY COUNTRY AND NUMBER OF STORES

| Country | Q1-2014 | Q1-2013 | Change in \% |  | 28 Feb-14 | Q1-2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEK m | SEK m | SEK | Local currency | No. of stores | New stores | Closed stores |
| Sweden | 2,020 | 1,938 | 4 | 4 | 177 | 1 | 1 |
| Norway | 1,283 | 1,352 | -5 | 4 | 114 |  |  |
| Denmark | 1,141 | 1,044 | 9 | 6 | 97 |  |  |
| United Kingdom | 2,602 | 2,226 | 17 | 12 | 245 | 3 | 3 |
| Switzerland | 1,309 | 1,269 | 3 | 0 | 88 | 1 |  |
| Germany | 7,745 | 7,010 | 10 | 7 | 421 | 4 | 1 |
| Netherlands | 1,562 | 1,486 | 5 | 2 | 130 | 1 | 1 |
| Belgium | 869 | 777 | 12 | 8 | 74 | 1 |  |
| Austria | 1,174 | 1,099 | 7 | 3 | 72 |  |  |
| Luxembourg | 95 | 86 | 10 | 6 | 10 |  |  |
| Finland | 621 | 592 | 5 | 1 | 57 |  | 1 |
| France | 2,694 | 2,343 | 15 | 11 | 197 | 1 | 1 |
| USA | 3,447 | 3,010 | 15 | 14 | 308 | 5 | 2 |
| Spain | 1,524 | 1,373 | 11 | 7 | 157 | 1 |  |
| Poland | 799 | 726 | 10 | 8 | 127 | 5 |  |
| Czech Republic | 198 | 190 | 4 | 9 | 38 |  |  |
| Portugal | 253 | 205 | 23 | 19 | 28 | 1 |  |
| Italy | 1,475 | 1,117 | 32 | 28 | 117 | 2 | 1 |
| Canada | 598 | 668 | -10 | -3 | 66 |  |  |
| Slovenia | 107 | 103 | 4 | 1 | 12 |  |  |
| Ireland | 172 | 136 | 26 | 22 | 19 |  |  |
| Hungary | 220 | 162 | 36 | 38 | 35 | 2 |  |
| Slovakia | 92 | 88 | 5 | 1 | 13 |  |  |
| Greece | 287 | 216 | 33 | 29 | 28 | 1 |  |
| China | 1,762 | 1,319 | 34 | 31 | 228 | 24 | 1 |
| Japan | 666 | 571 | 17 | 37 | 42 | 3 |  |
| Russia | 557 | 502 | 11 | 24 | 57 | 6 |  |
| South Korea | 180 | 144 | 25 | 22 | 17 | 1 |  |
| Turkey | 224 | 105 | 113 | 159 | 23 | 3 |  |
| Romania | 248 | 188 | 32 | 29 | 30 | 2 |  |
| Croatia | 159 | 140 | 14 | 11 | 13 |  |  |
| Singapore | 195 | 144 | 35 | 39 | 7 | 1 |  |
| Bulgaria | 73 | 46 | 59 | 52 | 11 |  |  |
| Latvia | 34 | 27 | 26 | 23 | 3 |  |  |
| Malaysia | 150 | 89 | 69 | 79 | 8 | 1 |  |
| Mexico | 149 | 79 | 89 | 91 | 3 |  |  |
| Chile | 68 |  |  |  | 1 |  |  |
| Lithuania | 26 |  |  |  | 2 |  |  |
| Serbia | 41 |  |  |  | 3 | 1 |  |
| Estonia | 41 |  |  |  | 3 |  |  |
| Franchise | 664 | 576 | 15 | 15 | 111 | 1 |  |
| Total | 37,524 | 33,146 | 13 | 12 | 3,192 | 72 | 12 |

## FIVE YEAR SUMMARY



## SEGMENT REPORTING (SEK m)

|  | Q1-2014 | Q1-2013 |
| :---: | :---: | :---: |
| Asia and Oceania |  |  |
| External net sales | 3,372 | 2,669 |
| Operating profit | 285 | 225 |
| Operating margin, \% | 8.5 | 8.4 |
| Europe |  |  |
| External net sales | 24,776 | 22,196 |
| Operating profit | 684 | -934 |
| Operating margin, \% | 2.8 | -4.2 |
| North and South America |  |  |
| External net sales | 3,995 | 3,527 |
| Operating profit | -229 | -336 |
| Operating margin, \% | -5.7 | -9.5 |
| Group Functions |  |  |
| Net sales to other segments | 14,281 | 13,399 |
| Operating profit | 2,661 | 4,175 |
| Eliminations |  |  |
| Net sales to other segments | -14,281 | -13,399 |
| Total |  |  |
| External net sales | 32,143 | 28,392 |
| Operating profit | 3,401 | 3,130 |
| Operating margin, \% | 10.6 | 11.0 |

## PARENT COMPANY INCOME STATEMENT (SEK m)

|  | Q1-2014 | Q1-2013 | $\begin{aligned} & 1 \text { Dec 2012- } \\ & 30 \text { Nov } 2013 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| External sales excluding VAT | 2 | 1 | 35 |
| Internal sales excluding VAT* | 1,899 | 1,726 | 7,845 |
| GROSS PROFIT | 1,901 | 1,727 | 7,880 |
| Selling expenses | -524 | -593 | -2,699 |
| Administrative expenses | -1,276 | -968 | -4,259 |
| OPERATING PROFIT | 101 | 166 | 922 |
| Dividend from subsidiaries | - | - | 16,039 |
| Interest income | 19 | 21 | 63 |
| Interest expense | -3 | - | -9 |
| PROFIT AFTER FINANCIAL ITEMS | 117 | 187 | 17,015 |
| Year-end appropriations | - | - | -1,020 |
| Tax | -26 | -49 | -50 |
| PROFIT FOR THE PERIOD | 91 | 138 | 15,945 |

* Includes royalty received from Group companies

PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME (SEK m)


## PARENT COMPANY BALANCE SHEET IN SUMMARY (SEK m)

|  | 28 Feb-2014 | 28 Feb-2013 | 30 Nov-2013 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Tangible fixed assets | 508 | 446 | 502 |
| Financial fixed assets | 1,403 | 1,736 | 1,381 |
|  | 1,911 | 2,182 | 1,883 |
| Current assets |  |  |  |
| Current receivables | 12,131 | 11,562 | 12,163 |
| Short-term investments, 4-12 months | 4,117 | 3,009 | 3,304 |
| Liquid funds | 706 | 1,115 | 1,324 |
|  | 16,954 | 15,686 | 16,791 |
| TOTAL ASSETS | 18,865 | 17,868 | 18,674 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 16,938 | 16,764 | 16,847 |
| Untaxed reserves | 454 | 456 | 454 |
| Long-term liabilities* | 213 | 229 | 213 |
| Current liabilities** | 1,260 | 419 | 1,160 |
| TOTAL EQUITY AND LIABILITIES | 18,865 | 17,868 | 18,674 |

* Relates to provisions for pensions.
** No current liabilities are interest-bearing.

