## $H_{2}$ M

## H \& M HENNES \& MAURITZ AB

## SIX-MONTH REPORT

1 December 2007-31 May 2008

- Sales excluding VAT for the H\&M Group for the first six months of the financial year amounted to SEK $41,351 \mathrm{~m}(36,822)$, an increase of 12 percent. In local currencies, the increase was 12 percent and in comparable units 1 percent.
- Profit after financial items for the first six months was SEK $9,490 \mathrm{~m}(8,545)$, an increase of 11 percent. Group profit after tax was SEK $6,880 \mathrm{~m}(5,768)$, corresponding to SEK 8.31 (6.97) per share, an increase of 19 percent.
- Sales for the second quarter excluding VAT amounted to SEK 21,609 m $(20,050)$, an increase of 8 percent. In local currencies, sales increased by 9 percent and decreased by 2 percent in comparable units.
- Profit after financial items for the second quarter was SEK $5,433 \mathbf{m}(5,134)$, an increase of 6 percent.
- Sales in May increased by 25 percent. The increase in comparable units was 14 percent.


## Sales

Sales excluding VAT for the H\&M Group for the first six months of the financial year amounted to SEK $41,351 \mathrm{~m}(36,822)$, an increase of 12 percent. In local currencies the increase was 12 percent and 1 percent in comparable units. Sales including VAT amounted to SEK 48,653 m $(43,255)$.

Sales excluding VAT in the second quarter amounted to SEK $21,609 \mathrm{~m}(20,050)$, an increase of 8 percent. Sales including VAT were SEK $25,412 \mathrm{~m}(23,554)$. In local currencies, sales increased by 9 percent and decreased by 2 percent in comparable units.

In May 2008, sales including VAT in local currencies increased by 25 percent compared to the same month last year. Sales in comparable units increased by 14 percent. Calendar effects are estimated to have contributed to $3-4$ percentage units. The month of June is estimated to give negative calendar effects of the same size.

During the first half year, the Group opened 59 (83) stores and 8 (8) stores were closed. In addition, 7 Weekday-stores and 13 Monki-stores have been consolidated through the acquisition of Fabric Scandinavien AB. The total number of stores in the Group as per 31 May 2008 thus amounted to $1,593(1,420)$, of which 11 are franchise stores.

## Results for six months

Gross profit for the first six months amounted to SEK $25,352 \mathrm{~m}(22,219)$, which corresponds to 61.3 percent (60.3) of sales.

The operating profit after deducting selling and administrative expenses was SEK $8,954 \mathrm{~m}$ $(8,158)$. The result corresponds to an operating margin of 21.7 percent (22.2).

Operating profit for the six months period has been charged with depreciation amounting to SEK 1,155 m (958).

Consolidated net interest income was SEK 536 m (387).

Profit after financial items amounted to SEK 9,490 m (8,545), an increase of 11 percent.
Group profit after tax (estimated average effective tax rate) of 27.5 percent (32.5) for the six month period was SEK $6,880 \mathrm{~m}(5,768)$, corresponding to earnings per share of SEK 8.31 (6.97), an increase of 19 percent.

Return on shareholders' equity (rolling 12 months) was 56.9 percent (52.3) and return on capital employed (rolling 12 months) was 77.4 percent (76.4).

The result before tax for the six month period was positively affected by currency translation effects of about SEK $187 \mathrm{~m}(-230)$ compared to a recalculation of the result at last year's average exchange rates. These currency translation effects arise because of the development in the exchange rates between the foreign subsidiaries' local currencies and the Swedish Krona.

## Results for the second quarter

Gross profit for the second quarter amounted to SEK $13,582 \mathrm{~m}(12,343)$ which corresponded to a gross margin of 62.9 percent (61.6).

Operating profit was SEK $5,155 \mathrm{~m}(4,935)$ for the second quarter, corresponding to an operating margin of 23.9 percent (24.6).

Profit after financial items was SEK $5,433 \mathrm{~m}(5,134)$, an increase of 6 percent.

## Comments on the second quarter

The sales development during the quarter showed the weather sensitivity for the textile business. After the weak sales development in March and April, sales in May increased by 25 percent which directly coincided with improved weather conditions.

The continued weak US dollar led to lower buying costs which had a positive impact on the gross margin. This was partly offset by a slightly higher price reduction level and increased transportation costs.

Selling and administrative expenses for the quarter amounted to SEK $8,427 \mathrm{~m}(7,408)$, an increase of 14 percent compared to the same period last year.

The stock-in-trade, which increased 10 percent to SEK $7,073 \mathrm{~m}(6,451)$, compared to the same point of time last year, is considered to be on a good level and to be well composed.

## Financial position and cash flow

Consolidated total assets as per 31 May 2008 compared to the corresponding point of time last year, increased by 14 percent and amounted to SEK $36,736 \mathrm{~m}(32,203)$.

During the first six months of the financial year the Group generated a cash flow of SEK $-2,483 \mathrm{~m}(5,301)$. The running operations generated a positive cash flow of SEK $7,702 \mathrm{~m}$ $(7,584)$. Cash flow was among other things affected by dividends of SEK $-11,584 \mathrm{~m}(-9,516)$, investments in fixed assets of SEK $-1,906 \mathrm{~m}(-1,490)$, acquisition of subsidiary $-555(-)$, and by financial investments with a duration of three to twelve months of SEK $3,900 \mathrm{~m}(8,748)$. Liquid funds and short-term investments amounted to SEK $14,528 \mathrm{~m}(15,332)$.

The stock-in-trade increased by 10 percent compared to the same point of time last year and amounted to SEK $7,073 \mathrm{~m}(6,451)$. This corresponds to 8.5 percent (8.8) of sales excluding VAT, rolling 12 months. The stock-in-trade was 19.3 percent (20.0) of total assets.

The equity/assets ratio was 74.2 percent (75.8) and the share of risk-bearing capital was 76.0 percent (77.5).

Shareholders' equity apportioned on the outstanding 827,536,000 shares as per 31 May 2008 was SEK 32.94 (29.50).

## Expansion

During the rest of the financial year, a net contribution of 139* stores is planned. Most of the stores are planned for Germany, USA, Spain, France and Italy. During the corresponding period last year a net of 102 stores were added. For the financial year 2007/2008 a net contribution of totally 190* (177) stores is planned.

* excluding stores in Fabric Scandinavien AB.


## Taxes

As previously notified in the full-year report, the effective tax rate for the Group for the financial year 2007/2008 is estimated to decline further compared to 29.1 percent for 2006/2007. The expected $2007 / 2008$ Group tax rate is estimated to 27.5 percent as the changed transfer pricing will have full effect and that the corporate tax rates will decline in some countries.

## Acquisition of Fabric Scandinavien AB

As stated in a press release of 6 March 2008, H\&M signed an agreement to acquire the privately owned Swedish fashion company Fabric Scandinavien AB, which designs and sells fashion under a number of own brands including Cheap Monday and which runs the store chains Weekday and Monki. Following approval of the transaction by the relevant competition authorities, as of 30 April 2008, H\&M acquired 60 percent of the shares in the company. The parties have also made an agreement that H\&M has the possibility/is obliged to acquire the remaining shares within three to five years. This means that Fabric Scandinavien AB is included in the consolidated accounts for the Group with effect from 1 May 2008.

For further information, refer to Note 1 at the end of this interim report.

## The Parent Company

Sales excluding VAT for the parent company during the first six months of the financial year amounted to SEK $2,031 \mathrm{~m}(3,494)$. The result before balance sheet appropriations amounted to SEK $3,489 \mathrm{~m}(4,964)$, of which dividend from subsidiaries of SEK $2,697(4,147)$.
Net investments in fixed assets amounted to SEK 102 m (64).
Store operations in Sweden were run up until 31 May 2007 by the Parent Company. Internet and catalogue sales in Sweden were run up until 30 November 2007 by the Parent Company. In conjunction with Group restructuring activities, these businesses have been transferred to separate subsidiaries. The external revenue that still remains in the Parent Company in the amount of SEK 54 m refers to remuneration for administrative expenses related to franchising.

## Accounting principles

The Group applies International Financial Reporting Standards (IFRS) as adopted by EU. This Interim Report has been prepared according to IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

The accounting principles applied in this report are described in the Annual Report and Consolidated Financial Statements for 2006/2007, in Note 1 - Accounting principles. Regarding reporting of the acquisition of Fabric Scandinavien, refer to Note 1 at the end of this interim report.

The parent company applies the Swedish Annual Accounts Act and Recommendation RFR 2.1, Accounting for Legal Entities, which essentially means that IFRS is applied. In accordance with Recommendation RFR 2.1, IAS 39 is not applied in the parent company.

## 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 fashions, weather situations, quota systems and exchange rates, but also in connection with expansion into new markets, the launch of new concepts, changes in consumer behaviour or handling of the brand.

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 2006/2007. There were no significant changes in risks and uncertainties during the period.

## Calendar

30 September 2008
29 January 2009
26 March 2009
4 May 2009

Nine Month Report, 1 Dec 2007 - 31 August 2008
Full Year Report, 1 Dec 2007 - 30 November 2008
Three Month Report, 1 Dec 2008 - 28 Feb 2009
Annual General Meeting 2009

This six month report has not been audited.

All figures within parenthesis refer to the corresponding period or point of time previous year. Comparable units, previously referred to as comparable stores, imply the stores and the internet and catalogue sales countries that have been in operation for at least a financial year. H\&M's financial year extends from 1 December to 30 November.

The undersigned hereby provide an assurance that the half-year report provides a true and fair view of the Group's and the parent company's business, position and earnings, and also describe the significant risks and uncertainties faced by the companies making up the Group.

Stockholm, 17 June, 2008

Stefan Persson<br>Chairman of the Board

Fred Andersson
Board member

Sussi Kvart
Board member
Lottie Knutson
Board member

Stig Nordfelt
Board member

Melker Schörling
Board member

Bo Lundquist
Mia Brunell-Livfors
Board member

Board member

Karl-Johan Persson
Board member

Rolf Eriksen
Managing Director

## Contact persons:

Nils Vinge, IR

$$
\text { +46-8-796 } 5250
$$

Leif Persson, CFO +46-8-796 1300
Rolf Eriksen, CEO $+46-8-7965233$
Switchboard +46-8-796 5500

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 08:00 (CET) on 18 June 2008.

Information about H\&M and press images are available at www.hm.com

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H \& M Hennes \& Mauritz AB (Publ.)
10638 Stockholm
Phone: +46-8-796 5500, Fax: +46-8-24 80 78, E-mail: info@hm.com
Registered office Stockholm, Reg .No 556042-7220
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## GROUP INCOME STATEMENT (SEK m)

| Sales including VAT | 48653 | 43255 | 25412 | 23554 | 92123 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales excluding VAT | 41351 | 36822 | 21609 | 20050 | 78346 |
| Cost of goods sold | -15999 | -14603 | -8 027 | -7 707 | -30499 |
| GROSS PROFIT | 25352 | 22219 | 13582 | 12343 | 47847 |
| Selling expenses | -15 372 | -13208 | -7881 | -6 948 | -27 687 |
| Administrative expenses | -1 026 | -853 | -546 | -460 | -1778 |
| OPERATING PROFIT | 8954 | 8158 | 5155 | 4935 | 18382 |
| Interest income | 539 | 389 | 280 | 200 | 793 |
| Interest expense | -3 | -2 | -2 | -1 | -5 |


| PROFIT AFTER FINANCIAL ITEMS | 9490 | 8545 | 5433 | 5134 | 19170 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Tax | -2 610 | -2 777 | -1 494 | -1 668 | -5 582 |
| PROFIT FOR THE PERIOD | 6880 | 5768 | 3939 | 3466 | 13588 |
| Earings per share before and after dilution, SEK | 8.31 | 6.97 | 4.76 | 4.19 | 16.42 |
| No. of shares before and after dilution, thousands | 827536 | 827536 | 827536 | 827536 | 827536 |
| Depreciation, total | 1155 | 958 | 577 | 489 | 1814 |
| of which cost of goods sold | 119 | 100 | 59 | 51 | 203 |
| of which selling expenses | 981 | 812 | 491 | 415 | 1505 |
| of which administrative expenses | 55 | 46 | 27 | 23 | 106 |

## GROUP BALANCE SHEET IN SUMMARY (SEK m)

31 May $08 \quad 31$ May 07
30 Nov. 07

## ASSETS

## Fixed assets

| Intangible fixed assets | 1413 | 247 | 266 |
| :--- | ---: | ---: | ---: |
| Tangible fixed assets | 9790 | 8169 | 9287 |
| Financial assets | 1159 | 289 | 1136 |
|  |  |  |  |
| Total fixed assets | 12362 | 8705 | 10689 |

## Current assets

| Stock-in-trade | 7073 | 6451 | 7969 |
| :--- | ---: | ---: | ---: |
| Current receivables | 2773 | 1715 | 2112 |
| Short-term investments, 3-12 months | 1000 | 0 | 4900 |
| Liquid funds | 13528 | 15332 | 16064 |
|  |  |  |  |
| Total current assets | 24374 | 23498 | 31045 |
| TOTAL ASSETS | $\mathbf{3 6 7 3 6}$ | $\mathbf{3 2 ~ 2 0 3}$ | $\mathbf{4 1 7 3 4}$ |

## EQUITY AND LIABILITIES

| Equity | 27263 | 24414 | 32093 |
| :--- | ---: | ---: | ---: |
| Long-term liabilities* | 1384 | 801 | 807 |
| Short-term liabilities** | 8089 | 6988 | 8834 |
|  |  |  |  |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{3 6 7 3 6}$ | $\mathbf{3 2} \mathbf{2 0 3}$ | $\mathbf{4 1 7 3 4}$ |

* Only pensions liabilities of SEK 171 m are interest bearing (140 for Q2 2007 and 156 for the Full Year 2007).
** No current liabilities are interest bearing.

| CHANGE IN EQUITY | 31 May 08 | 31 May 07 | 30 Nov. 07 |
| :--- | ---: | ---: | ---: |
| Shareholders' equity at the begining of the period | 32093 | 27779 | 27779 |
| Translation effects etc | -126 | 384 | 241 |
| Total income and expense recognised directly in equity | -126 | 384 | 241 |
| Profit for the period | 6880 | 5768 | 13588 |
| Total income and expense | 6754 | 6152 | 13829 |
|  |  |  |  |
| Dividends | -11584 | -9517 | -9515 |
| Shareholders' equity at the end of the period | 27263 | 24414 | 32093 |

## GROUP CASH FLOW STATEMENT (SEK m)

|  | 1 Dec. 07- | 1 Dec. 06- |
| :---: | :---: | :---: |
| CURRENT OPERATIONS | 31 May 08 | 31 May 07 |
| Profit after financial items* | 9490 | 8545 |
| Provisions for pensions | 15 | 10 |
| Depreciation | 1155 | 958 |
| Tax paid | -2 919 | -2 778 |
| Cash flow from current operations before changes in working capital | 7741 | 6735 |
| Cash flow from changes in working capital |  |  |
| Current receivables | -618 | -15 |
| Stock-in-trade | 921 | 911 |
| Current liabilities | -342 | -47 |
| CASH FLOW FROM CURRENT OPERTATIONS | 7702 | 7584 |
| INVESTMENT ACTIVITIES |  |  |
| Investment in leasehold rights | -153 | -45 |
| Investment in tangible assets | -1 753 | -1 445 |
| Acquisition of subsidiaries | -555 | - |
| Financial investments, 3-12 months | 3900 | 8748 |
| Other investments | -40 | -25 |
| CASH FLOW FROM INVESTMENT ACTIVITIES | 1399 | 7233 |
| FINANCING ACTIVITIES |  |  |
| Dividend | -11584 | -9 516 |
| CASH FLOW FROM FINANCING ACTIVITIES | -11584 | -9 516 |
| CASH FLOW FOR THE PERIOD | -2 483 | 5301 |
| Liquid funds at begining of the year | 16064 | 9877 |
| Cash flow for the period | -2 483 | 5301 |
| Exchange rate effects | -53 | 154 |
| Liquid funds at the end of the period | 13528 | 15332 |

[^0]
## FIVE YEAR SUMMARY

## Six months

| 1 Dec. 07- | 1 Dec. 06- | 1 Dec. 05- | 1 Dec.04- | 1 Dec. 03- |
| :--- | :--- | :--- | :--- | :--- |
| 31 May 08 | 31 May 07 | 31 May 06 | 31 May 05 | 31 May 04 |


| Sales including VAT, SEK m | 48653 | 43255 | 37655 | 32980 | 29304 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales excluding VAT, SEK m | 41351 | 36822 | 32134 | 28095 | 24981 |
| Change from previous year, \% | 12.3 | 14.6 | 14.4 | 12.5 | 8.3 |
| Operating profit, SEK m | 8954 | 8158 | 6372 | 5730 | 4324 |
| Operating margin, \% | 21.7 | 22.2 | 19.8 | 20.4 | 17.3 |
| Depreciation for the period, SEK $m$ | 1155 | 958 | 822 | 689 | 625 |
| Profit after financial items, SEK m | 9490 | 8545 | 6600 | 5931 | 4497 |
| Profit after tax, SEK m | 6880 | 5768 | 4455 | 3855 | 2923 |
| Liquid funds and short-term investments, SEK m | 14528 | 15332 | 13114 | 12352 | 10718 |
| Stock-in-trade, SEK m | 7073 | 6451 | 6328 | 4925 | 4869 |
| Equity, SEK m | 27263 | 24414 | 21902 | 19826 | 18266 |
| Number of shares, thousands* | 827536 | 827536 | 827536 | 827536 | 827536 |
| Earnings per share, SEK* | 8.31 | 6.97 | 5.38 | 4.66 | 3.53 |
| Shareholders' equity per share, SEK* | 32.94 | 29.50 | 26.47 | 23.96 | 22.07 |
| Share of risk-bearing capital, \% | 76.0 | 77.5 | 79.0 | 80.9 | 82.6 |
| Equity/assets ratio, \% | 74.2 | 75.8 | 76.8 | 77.2 | 78.9 |
| Total number of stores | 1593 ** | 1420 | 1244 | 1121 | 994 |

## Rolling twelve months

| Earnings per share, SEK* | 17.76 | 14.63 | 11.90 | 9.92 | 7.91 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on shareholders' equity, \% | 56.9 | 52.3 | 47.2 | 43.1 | 37.6 |
| Return on capital employed, \% | 77.4 | 76.4 | 68.2 | 65.3 | 56.5 |

[^1]Definition on key figures see Annual Report.
The International Standards (IFRS) are beeing applied from 2005/2006
The restatement of the 2004/2005 figures according to IFRS has not involved in any adjustment.

SALES INCLUDING VAT BY COUNTRY AND NUMBER OF STORES
1 December 2007 -- 31 May 2008

| COUNTRY | Sales, SEK m |  | Change in \% |  | No. of stores | New | Closed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | SEK | local currency | 31 May 2008 | stores | stores |
| Sweden | 3558 * | 3394 * | 5 | 5 | 143 | 20 ** | 1 |
| Norway | 2542 * | 2338 * | 9 | 4 | 81 |  | 1 |
| Denmark | 1896 * | 1737 * | 9 | 7 | 65 |  |  |
| United Kingdom | 3456 | 3523 | -2 | 8 | 137 | 10 | 2 |
| Switzerland | 2232 | 2158 | 3 | 8 | 62 | 2 |  |
| Germany | 11997 * | 10597 | 13 | 10 | 325 | 7 | 1 |
| Netherlands | 3240 * | 2851 * | 14 | 11 | 91 | 2 |  |
| Belgium | 1480 | 1382 | 7 | 5 | 54 | 2 | 2 |
| Austria | 2355 * | 2165 | 9 | 6 | 59 | 1 |  |
| Luxembourg | 166 | 161 | 3 | 0 | 8 |  |  |
| Finland | 1138 * | 1027 * | 11 | 8 | 34 | 1 | 1 |
| France | 3726 | 3264 | 14 | 11 | 102 | 4 |  |
| USA | 2890 | 2715 | 6 | 19 | 153 | 8 |  |
| Spain | 2773 | 2393 | 16 | 13 | 85 | 6 |  |
| Poland | 1131 | 782 | 45 | 29 | 46 | 4 |  |
| Czech Republic | 321 | 286 | 12 | 0 | 14 |  |  |
| Portugal | 356 | 330 | 8 | 5 | 15 |  |  |
| Italy | 1210 | 736 | 64 | 60 | 36 | 5 |  |
| Canada | 777 | 598 | 30 | 27 | 39 | 4 |  |
| Slovenia | 266 | 213 | 25 | 22 | 7 | 1 |  |
| Ireland | 233 | 200 | 17 | 14 | 7 |  |  |
| Hungary | 146 | 91 | 60 | 59 | 6 |  |  |
| Slovakia | 63 | 24 | 163 | 139 | 2 |  |  |
| Greece | 131 | 41 | 220 | 209 | 4 | 1 |  |
| China | 399 | 150 | 166 | 186 | 7 |  |  |
| Franchise | 171 | 99 | 73 | 73 | 11 | 1 |  |
| Total | 48653 | 43255 | 12 | 12 | 1593 | 79 | 8 |

* including internet and catalouge sales
** 20 Monki and Weekday-stores through the acquisition of Fabric Scandinavien as of 1 May 2008


## SALES INCLUDING VAT BY COUNTRY AND NUMBER OF STORES

1 March 2008 -- 31 May 2008

| COUNTRY | Sales, SEK m |  | Change in \% |  | No. of stores | New |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | SEK | local currency | 31 May 2008 | stores | stores |
| Sweden | 1822 * | 1796 * | 1 | 1 | 143 | 20 ** | 1 |
| Norway | 1235 * | 1176 * | 5 | 2 | 81 |  |  |
| Denmark | 973 * | 934 * | 4 | 3 | 65 |  |  |
| United Kingdom | 1801 | 1875 | -4 | 8 | 137 | 8 | 1 |
| Switzerland | 1191 | 1230 | -3 | 6 | 62 | 1 |  |
| Germany | 6379 * | 5763 | 11 | 9 | 325 | 4 |  |
| Netherlands | 1771 * | 1655 * | 7 | 5 | 91 | 2 |  |
| Belgium | 758 | 703 | 8 | 6 | 54 | 2 | 1 |
| Austria | 1209 * | 1160 | 4 | 3 | 59 |  |  |
| Luxembourg | 86 | 87 | -1 | -4 | 8 |  |  |
| Finland | 578 * | 541 * | 7 | 5 | 34 | 1 | 1 |
| France | 1874 | 1738 | 8 | 6 | 102 | 3 |  |
| USA | 1517 | 1521 | 0 | 13 | 153 | 7 |  |
| Spain | 1418 | 1255 | 13 | 11 | 85 | 6 |  |
| Poland | 621 | 439 | 41 | 25 | 46 | 3 |  |
| Czech Republic | 168 | 157 | 7 | -6 | 14 |  |  |
| Portugal | 179 | 169 | 6 | 5 | 15 |  |  |
| Italy | 666 | 444 | 50 | 47 | 36 | 4 |  |
| Canada | 422 | 350 | 20 | 22 | 39 | 4 |  |
| Slovenia | 145 | 128 | 13 | 11 | 7 | 1 |  |
| Ireland | 120 | 113 | 6 | 4 | 7 |  |  |
| Hungary | 77 | 51 | 50 | 52 | 6 |  |  |
| Slovakia | 33 | 24 | 36 | 21 | 2 |  |  |
| Greece | 77 | 41 | 89 | 83 | 4 | 1 |  |
| China | 210 | 150 | 40 | 53 | 7 |  |  |
| Franchise | 83 | 54 | 54 | 55 | 11 | 1 |  |
| Total | 25412 | 23554 | 8 | 9 | 1593 | 68 | 4 |

* including internet and catalouge sales
** 20 Monki and Weekday-stores through the acquisition of Fabric Scandinavien as of 1 May 2008


## SEGMENT REPORTING

Internal follow-up of the business is carried out by country. To present information on different segments in an easily accessible way, the operations are divided into three geographical regions: the Nordic region, Euro Zone countries excluding Finland, and the Rest of the World. There is no internal division into different business segments and hence reporting in secondary segments is not relevant. In 2007 the Group structure was refined in order to facilitate the division of the logistics functions into regions and to support continued expansion. As a result of this, the central functions of design, logistics, stock management and buying were transferred into a separate subsidiary. Along with all the other subsidiaries with no external sales, this company is reported with effect from 1 December 2007 in a separate segment: Group Functions. A great deal of the Group's value-added is created in this segment. In 2007 the internal pricing model was adapted in accordance with this, with the result that the operating profit and operating margin in individual segments for the current financial year are not comparable with previous years.

|  | 1 Dec. 2007- <br> 31 May 2008 |  | 1 Dec. 2006 <br> 31 May 2007 |
| :---: | :---: | :---: | :---: |
| Nordic Region |  | Nordic Region |  |
| Net sales external | 7342 | Net sales external | 6824 |
| Operating profit | 266 | Operating profit | 1588 |
| Operating margin, \% | 3.6 | Operating margin, \% | 23.3 |
| Eurozone excluding Finland |  | Eurozone excluding |  |
| Net sales external | 23504 | Net sales external | 20526 |
| Operating profit | 782 | Operating profit | 4916 |
| Operating margin, \% | 3.3 | Operating margin, \% | 24.0 |
| Rest of the World |  | Rest of the World |  |
| Net sales external | 10505 | Net sales external | 9472 |
| Operating profit | 264 | Operating profit | 1654 |
| Operating margin, \% | 2.5 | Operating margin, \% | 17.5 |
| Group Functions |  |  |  |
| Net sales to other segments | 24250 |  |  |
| Operating profit | 7642 |  |  |
| Operating margin, \% | 31.5 |  |  |
| Eliminations |  |  |  |
| Net sales to other segments | -24 250 |  |  |
| Total |  | Total |  |
| Net sales external | 41351 | Net sales external | 36822 |
| Operating profit | 8954 | Operating profit | 8158 |
| Operating margin, \% | 21.7 | Operating margin, \% | 22.2 |

## PARENT COMPANY INCOME STATEMENT (SEK m)

1 Dec. 07- 1 Dec. 06- 1 Mar. 08- 1 Mar. 07- 1 Dec. 0631 May 0831 May 0731 May 0831 May 0730 Nov. 07

| Sales including VAT | 54 | 4303 | 25 | 2340 | 10738 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales excluding VAT | 54 | 3494 | 25 | 1915 | 9629 |
| Internal sales excluding VAT | 1977 | - | 1142 | - | - |
| Cost of goods sold | - | -939 | - | -540 | -3 579 |
| GROSS PROFIT | 2031 | 2555 | 1167 | 1375 | 6050 |
| Selling expenses | -845 | -1 394 | -583 | -751 | -2 934 |
| Administrative expenses | -686 | -576 | -350 | -329 | -1 092 |
| OPERATING PROFIT | 500 | 585 | 234 | 295 | 2024 |
| Dividend from subsidiaries | 2697 | 4147 | 2697 | 4147 | 8465 |
| Interest income | 292 | 232 | 137 | 146 | 449 |
| PROFIT AFTER FINANCIAL ITEMS | 3489 | 4964 | 3068 | 4588 | 10938 |
| Year-end appropriations | - | - | - | - | 130 |
| Tax | -238 | -228 | -120 | -123 | -751 |
| PROFIT FOR THE PERIOD | 3251 | 4736 | 2948 | 4465 | 10317 |
| Earings per share before and after dilution, SEK | 3.93 | 5.72 | 3.56 | 5.40 | 12.47 |
| No. of shares before and after dilution, thousands | 827536 | 827536 | 827536 | 827536 | 827536 |
| Depreciation, total | 57 | 69 | 30 | 35 | 88 |
| of which cost of goods sold | - | 9 | - | 4 | 12 |
| of which selling expenses | 25 | 57 | 13 | 30 | 72 |
| of which administrative expenses | 32 | 3 | 17 | 1 | 4 |

Store operations in Sweden were run up until 31 May 2007 by the Parent Company. Internet and catalogue sales in Sweden were run up until 30 November 2007 by the Parent Company.
In conjunction with Group restructuring activities, these businesses have been transferred to separate subsidiaries.
The departments for design, logistics and buying that previously were part of the parent company were also transferred into a separate subsidiary as of 1 June 2007.
The external revenue that still remains in the Parent Company in the amount of SEK 54 m refers to remuneration for administrative expenses related to franchising.

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

| ASSETS | 31 May 08 | 31 May 07 | 30 Nov. 07 |
| :--- | ---: | ---: | ---: | ---: |
| Fixed assets |  |  |  |
| Tangible fixed assets | 375 | 459 | 317 |
| Financial assets | 2523 | 288 | 59 |
| Total fixed assets | $\mathbf{2 8 9 8}$ | $\mathbf{7 4 7}$ | $\mathbf{3 7 6}$ |
|  |  |  |  |
| Current assets |  |  |  |
| Stock-in-trade | 346 | 2484 | 6376 |
| Current receivables | 1000 |  | 4900 |
| Short-term investments, 3-12 months | 353 | 5006 | 1417 |
| Liquid funds | $\mathbf{1 6 9 9}$ | $\mathbf{8 1 6 0}$ | $\mathbf{1 3} 100$ |
| Total current assets | $\mathbf{4 5 9 7}$ | $\mathbf{8 9 0 7}$ | $\mathbf{1 3} \mathbf{4 7 6}$ |

## EQUITY AND LIABILITIES

| Equity | 4329 | 7081 | 12662 |
| :--- | ---: | ---: | ---: |
| Untaxed reserves | 132 | 119 | 119 |
| Long-term liabilities* | 113 | 103 | 113 |
| Short-term liabilities** | 23 | 1604 | 582 |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{4 5 9 7}$ | $\mathbf{8 9 0 7}$ | $\mathbf{1 3} \mathbf{4 7 6}$ |

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

| CHANGE IN EQUITY | 31 May 08 | 31 May 07 | 30 Nov. 07 |
| :--- | ---: | ---: | ---: | ---: |
| Shareholders' equity at the begining of the period | 12662 | 11860 | 11860 |
| Profit for the period | 3251 | 4736 | 10317 |
| Total income and expense | 15913 | 16596 | 22177 |
| Dividends | -11584 | -9515 | -9515 |
| Shareholders' equity at the end of the period | 4329 | 7081 | 12662 |

Store operations in Sweden were run up until 31 May 2007 by the Parent Company.
Internet and catalogue sales in Sweden were run up until 30 November 2007 by the Parent Company.
In conjunction with Group restructuring activities, these businesses have been transferred to separate subsidiaries.
The departments for design, logistics and buying that previously were part of the parent company were also transferred into a separate subsidiary as of 1 June 2007.

## Note 1 Acquisitions

As stated in a press release of 6 March 2008, H\&M has signed an agreement to acquire the privately owned Swedish fashion company Fabric Scandinavien AB, which designs and sells fashion under a number of own brands including Cheap Monday and which also runs the store chains Weekday and Monki. Following approval of the transaction by the relevant competition authorities, as of 30 April 2008 H\&M acquired 60 percent of the shares in the company for SEK 551 m in cash. This means that Fabric Scandinavien AB is included in the consolidated accounts for the Group with effect from 1 May 2008.

The parties have also entered into an agreement under which H\&M has the opportunity/obligation to acquire the remaining shares within three to five years. The calculated value of the put options given to minority shareholders in conjunction with the acquisition of the company is reported at a provision for a conditional price supplement. As a result, no minority share will be reported. The provision at the time of acquisition was SEK 368 m . Any change in the fair value of the put options/price supplement will be reported as an adjustment of goodwill.

The total purchase price including provisions for the minority shareholders' put options is calculated as SEK 919 m . In addition to this there are acquisition expenses of SEK 8 m , resulting in a total acquisition cost of SEK 927 m . The acquisition gives rise to goodwill of SEK 431 m following the identification of intangible assets of SEK 470 m relating to the brands and of SEK 131 m relating to customer relationships, while deferred tax liability is reported at SEK 169 m . Goodwill in connection with the acquisition relates for example to synergy effects achieved through economies of scale in areas such as production, logistics and expansion, as well as know-how in the existing organisation. The purchase price and acquisition analysis are provisional.

The assets and liabilities included in the acquisition are as follows:

| SEK m | Reported value within Fabric Scandinavien | Values according to provisional acquisition analysis |
| :---: | :---: | :---: |
| Intangible fixed assets <br> - Brands* <br> - Customer relationships* <br> - Leasehold rights | 8 | 470 131 8 |
| Tangible fixed assets | 42 | 42 |
| Financial fixed assets | 1 | 1 |
| Stock-in-trade | 48 | 48 |
| Other current assets | 51 | 51 |
| Liquid funds | 4 | 4 |
| Deferred tax liabilities | -5 | -174 |
| Long-term liabilities | -22 | -22 |
| Current liabilities | -63 | -63 |
| Identifiable net assets acquired |  | 496 |
| Goodwill |  | 431 |
| Total | 64 | 927 |
|  |  |  |
|  |  |  |
| Purchase price for shares in subsidiaries |  | 551 |
| Acquisition expenses |  | 8 |
| Provisions for price supplement/put options |  | 368 |
| Total acquisition cost |  | 927 |

*The utilisation period for these assets has been assessed as ten years.
Fabric Scandinavien's contribution to the Group's operating profit since acquisition relates only to the month of May and does not amount to any material sum.


[^0]:    * Interest paid amounts to SEK 3 m (2).

[^1]:    * Before and after dilution
    ** Including 20 stores from the acquisition of Fabric Scandinavien AB

