# H \& M HENNES \& MAURITZ AB 

SIX-MONTH REPORT<br>1 December 2008-31 May 2009

- Sales excluding VAT for the H\&M Group for the first six months of the financial year amounted to SEK 49,837 m (41,351), an increase of 21 percent. In local currencies, the increase was 6 percent. In comparable units, sales decreased by 3 percent.
- Profit after financial items for the first six months was SEK $9,338 \mathrm{~m}(9,490)$, a decrease of 2 percent. Group profit after tax amounted to SEK $6,770 \mathrm{~m}(6,880)$, corresponding to SEK 8.18 (8.31) per share.
- Sales excluding VAT for the second quarter amounted to SEK 26,538 m (21,609), an increase of 23 percent. In local currencies, the increase was 8 percent. In comparable units, sales decreased by 2 percent.
- The gross profit for the second quarter amounted to SEK $16,201 \mathrm{~m}(13,582)$, an increase of 19 percent. The gross margin, which amounted to 61.0 percent (62.9), has continued to be negatively affected by currency hedges of the internal flow of goods by approximately 1.3 percentage units.
- Profit after financial items for the second quarter amounted to SEK $5,784 \mathrm{~m}(5,433)$, an increase of 6 percent. Group profit after tax amounted to SEK 4,193 m (3,939).
- Price reductions for the second quarter were on the same level as the corresponding period previous year.
- Continued strong expansion during the first half-year. The expansion target for the full year remains intact.


## Sales

Sales excluding VAT for the H\&M Group during the first six months of the financial year amounted to SEK $49,837 \mathrm{~m}(41,351)$, an increase of 21 percent. Sales including VAT amounted to SEK $58,352 \mathrm{~m}(48,653)$. In local currencies the increase was 6 percent. In comparable units, sales decreased by 3 percent.

Sales excluding VAT in the second quarter amounted to SEK $26,538 \mathrm{~m}(21,609)$, an increase of 23 percent. Sales including VAT were SEK $31,070 \mathrm{~m}(25,412)$. In local currencies, sales increased by 8 percent and decreased by 2 percent in comparable units.

In May 2009, sales including VAT in local currencies were unchanged compared to the same month previous year. Sales in comparable units decreased by 9 percent. Sales in May have been negatively affected by calendar effects of approximately 4-5 percentage units. The sales development should be seen in the light of the increase of 25 percent in May 2008 compared to May the year before.

During the first half-year the Group opened 93 (59*) stores and closed 9 (8) stores. The total number of stores in the Group as per 31 May 2009 thus amounted to $1,822(1,593)$, of which 29 are franchise stores.

* Excluding the 20 stores that were consolidated through the acquisition of FaBric Scandinavien AB, 1 May, 2008.


## Results for six months

Gross profit for the first six months amounted to SEK $29,379 \mathrm{~m}(25,352)$, an increase of 16 percent. The gross profit corresponded to a gross margin of 59.0 percent (61.3).

Operating profit after deducting selling and administrative expenses was SEK 9,035 m (8,954). The operating profit corresponded to an operating margin of 18.1 percent (21.7).

Operating profit for the first half-year has been charged with depreciation amounting to SEK 1,436 m (1,155).

Consolidated net interest income was SEK 303 m (536).
Profit after financial items amounted to SEK 9,338 m (9,490), a decrease of 2 percent.
Group profit after tax, with an estimated average effective tax rate of 27.5 percent (27.5), for the six-month period was SEK $6,770 \mathrm{~m}(6,880)$, corresponding to earnings per share of SEK 8.18 (8.31), a decrease of 2 percent.

Return on shareholders' equity, rolling 12 months, was 51.6 percent (56.9) and return on capital employed, rolling 12 months, was 70.9 percent (77.4).

## Results for the second quarter

Gross profit for the second quarter amounted to SEK $16,201 \mathrm{~m}(13,582)$, an increase of 19 percent. The gross profit corresponded to a gross margin of 61.0 percent (62.9).

Operating profit for the second quarter amounted to SEK $5,671 \mathrm{~m}(5,155)$, an increase of 10 percent. The operating profit corresponded to an operating margin of 21.4 percent (23.9).

Profit after financial items amounted to SEK $5,784 \mathrm{~m}(5,433)$, an increase of 6 percent.
Profit after tax amounted to SEK 4,193 m $(3,939)$.

## Comments on the second quarter

The spring collections have been well received by the customers. Sales excluding VAT increased by 23 percent. In local currencies, sales increased by 8 percent. The current recession has affected the consumer pattern in all of H\&M's markets, especially in Spain, the US and the Nordic countries. Sales in the new H\&M countries Japan and Russia have surpassed expectations.

The gross margin amounted to 61.0 percent (62.9). The decrease is mainly related to the absence of positive currency effects of approximately SEK 340 m as the internal flow of goods to the subsidiaries is hedged on an ongoing basis to SEK. This had a negative impact on the gross margin of approximately 1.3 percentage units during the second quarter.

There has also been a negative impact on the gross margin due the strengthening of the US dollar. This effect has partly been offset by reduced raw material costs, lower transportation costs, greater spare capacity at suppliers etc.

The price reductions in relation to sales have been on the same level as the corresponding period last year.

Selling and administration expenses during the quarter amounted to SEK $10,530 \mathrm{~m}(8,427)$, an increase of 25 percent. In local currencies the increase was 11 percent. The cost increase in local currencies is entirely related to the expansion. The cost control in the Group is still considered to be good. The store operations have been well adjusted to the prevailing global economical situation with lower costs for comparable stores than during the corresponding period last year.

The closing stock-in-trade is well composed and is considered to be at a satisfactory level, much due to efficient assortment and inventory management. About one third of the 22 percent increase of the stock-in-trade was related to currency translation effects.

## Financial position and cash flow

Consolidated total assets as per 31 May 2009 increased by 21 percent compared to the same point in time last year and amounted to SEK $44,551 \mathrm{~m}(36,736)$.

During the first half-year of the financial year the Group generated a cash flow of SEK -8,190 m $(-2,483)$. The current operations generated a positive cash flow of SEK $7,194 \mathrm{~m}(7,702)$. Cash flow was, among other things, affected by dividends of SEK $-12,825 \mathrm{~m}(-11,584)$, investments in fixed assets of SEK $-2,265 \mathrm{~m}(-1,906)$ and by financial investments with a duration of three to twelve months of SEK -200 m $(3,900)$. Liquid funds and short-term investments amounted to SEK $14,904 \mathrm{~m}(14,528)$.

The stock-in-trade increased by 22 percent compared to the same point in time last year and amounted to SEK $8,601 \mathrm{~m}(7,073)$. This corresponds to 8.9 percent (8.5) of sales excluding VAT, rolling 12 months. The stock-in-trade was 19.3 percent (19.3) of total assets.

The equity/assets ratio was 71.0 percent (74.2) and the share of risk-bearing capital was 74.8 percent (76.0).

Shareholders' equity apportioned on the outstanding 827,536,000 shares as per 31 May 2009 was SEK 38.24 (32.94).

## Expansion

H\&M remains positive towards future expansion and the company's business opportunities.
The expansion target remains intact. For the financial year 2008/2009 a net contribution of 225 stores is planned, including 15 Monki and Weekday stores and 8 COS stores.

During the second half-year the Group plans to open 159 (155) stores and close 18 (10). Most of the stores are planned for the US, the UK, Germany, France, Italy and Spain.

## Taxes

For the full year of 2008/2009 the effective tax rate for the Group is expected to be approximately 27.5 percent. For the full year 2009/2010 the tax rate is expected to decrease to approximately 27 percent as a consequence of the decreased company tax level in Sweden.

## The Parent Company

The Parent Company had in the first half-year no external sales (54). Profit after financial items amounted to SEK 1,922 m (3,489). Net investments in fixed assets amounted to SEK 29 m (102).

## Events after the end of the quarter

Based on the current exchange rates, the company expects the negative impact on the gross margin from the currency hedges for the internal flow of goods to decrease further during the third quarter compared to the second quarter 2009.

## 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 2007/2008, in Note 1 - Accounting principles.

The parent company applies the Swedish Annual Accounts Act and Recommendation RFR 2.2, Accounting for Legal Entities, which essentially means that IFRS is applied. In accordance with Recommendation RFR 2.2, 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 fashion, 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, see the Administration Report and Note 2 in the Annual Report and Consolidated Accounts for 2007/2008. There were no significant changes in risks and uncertainties during the period.

All figures within parenthesis refer to the corresponding period or point in 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 is 1 December 30 November.

## Financial Calendar

24 September 2009
28 January 2010
8 April 2010
29 April 2010, at 3 p.m.

Nine-Month Report, 1 Dec 2008-31 August 2009
Full year Report, 1 Dec 2008 - 30 November 2009
Three-Month Report, 1 Dec 2009 - 28 Feb 2010
Annual General Meeting 2010

This six-month report has not been audited by the company's auditors.

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

Stockholm, 24 June 2009

Stefan Persson<br>Chairman of the Board

Mia Brunell Livfors<br>Board member

Lottie Knutson
Board member

Sussi Kvart
Board member
Bo Lundquist
Stig Nordfelt
Board member
Board member

| Marianne Norin-Broman | Melker Schörling | Margareta Welinder |
| :--- | :--- | :--- |
| Board member | Board member | Board member |

Rolf Eriksen
Managing Director


#### Abstract

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 25 June 2009.


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

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[^0]
## GROUP INCOME STATEMENT (SEK m)

|  | 1 Dec 08- <br> 31 May 09 | $\begin{gathered} 1 \text { Dec 07- } \\ 31 \text { May } 08 \end{gathered}$ | $\begin{gathered} 1 \text { Mar 09- } \\ 31 \text { May } 09 \end{gathered}$ | $\begin{gathered} 1 \text { Mar 08- } \\ 31 \text { May } 08 \end{gathered}$ | $\begin{gathered} 1 \text { Dec 07- } \\ 30 \text { Nov } 08 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales including VAT | 58,352 | 48,653 | 31,070 | 25,412 | 104,041 |
| Sales excluding VAT | 49,837 | 41,351 | 26,538 | 21,609 | 88,532 |
| Cost of goods sold | -20,458 | -15,999 | -10,337 | -8,027 | -34,064 |
| GROSS PROFIT | 29,379 | 25,352 | 16,201 | 13,582 | 54,468 |
| Selling expenses | -19,059 | -15,372 | -9,836 | -7,881 | -32,185 |
| Administrative expenses | -1,285 | -1,026 | -694 | -546 | -2,145 |
| OPERATING PROFIT | 9,035 | 8,954 | 5,671 | 5,155 | 20,138 |
| Interest income | 306 | 539 | 114 | 280 | 1,060 |
| Interest expense | -3 | -3 | -1 | -2 | -8 |
| PROFIT AFTER FINANCIAL ITEMS | 9,338 | 9,490 | 5,784 | 5,433 | 21,190 |
| Tax | -2,568 | -2,610 | -1,591 | -1,494 | -5,896 |
| PROFIT FOR THE PERIOD | 6,770 | 6,880 | 4,193 | 3,939 | 15,294 |
| Earnings per share, SEK* | 8.18 | 8.31 | 5.07 | 4.76 | 18.48 |
| Number of shares, thousands* | 827,536 | 827,536 | 827,536 | 827,536 | 827,536 |
| Depreciation, total | 1,436 | 1,155 | 715 | 577 | 2,202 |
| of which cost of goods sold | 143 | 119 | 67 | 59 | 245 |
| of which selling expenses | 1,226 | 981 | 617 | 491 | 1,825 |
| of which administrative expenses | 67 | 55 | 31 | 27 | 132 |

## GROUP BALANCE SHEET IN SUMMARY (SEK m)

Fixed assets

| Intangible fixed assets | 1,658 | 1,413 | 1,656 |
| :--- | ---: | ---: | ---: |
| Tangible fixed assets | 13,369 | 9,790 | 12,441 |
| Financial assets | 1,919 | 1,159 | 1,775 |
|  | 16,946 | 12,362 | 15,872 |

Current assets

| Stock-in-trade | 8,601 | 7,073 | 8,500 |
| :--- | ---: | ---: | ---: |
| Current receivables | 4,100 | 2,773 | 4,145 |
| Short-term investments, 3-12 months | 200 | 1,000 | - |
| Liquid funds | 14,704 | 13,528 | $\mathbf{2 2 , 7 2 6}$ |
|  | 27,605 | 24,374 | 35,371 |
|  |  |  |  |
| TOTAL ASSETS | $\mathbf{4 4 , 5 5 1}$ | $\mathbf{3 6 , 7 3 6}$ | $\mathbf{5 1 , 2 4 3}$ |

## EQUITY AND LIABILITIES

| Equity | 31,644 | 27,263 | 36,950 |
| :--- | ---: | ---: | ---: |
| Long-term liabilities* | 2,456 | 1,384 | 2,414 |
| Short-term liabilities** | 10,451 | 8,089 | $\mathbf{1 1 , 8 7 9}$ |
|  |  |  |  |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{4 4 , 5 5 1}$ | $\mathbf{3 6 , 7 3 6}$ | $\mathbf{5 1 , 2 4 3}$ |

* Only pension liabilities of SEK 249 m are interest-bearing (SEK 171 m for Q2 2008 and SEK 228 m for the full year 2008).
** No short-term liabilities are interest-bearing.


## CHANGE IN EQUITY (SEK m)

|  | 31 May 2009 | 31 May 2008 | 30 Nov 2008 |
| :--- | ---: | ---: | ---: |
| Shareholders' equity at the beginning of the period | 36,950 | 32,093 | 32,093 |
| Dividend | $-12,825$ | $-11,584$ | $-11,584$ |
| Translations effects etc. | 359 | -206 | 1,679 |
| Change in hedging reserves | 390 | 80 | -532 |
| Profit for the period | 6,770 | 6,880 | 15,294 |
| Shareholders' equity at the end of the period | 31,644 | 27,263 | 36,950 |

## GROUP CASH FLOW STATEMENT (SEK m)

|  | $\begin{gathered} 1 \text { Dec 08- } \\ 31 \text { May } 09 \end{gathered}$ | $\begin{gathered} 1 \text { Dec 07- } \\ 31 \text { May } 08 \end{gathered}$ |
| :---: | :---: | :---: |
| Current operations |  |  |
| Profit after financial items* | 9,338 | 9,490 |
| Provisions for pensions | 21 | 15 |
| Depreciation | 1,436 | 1,155 |
| Tax paid | -3,340 | -2,919 |
| Cash flow from current operations before changes in working capital | 7,455 | 7,741 |
| Cash flow from changes in working capital |  |  |
| Current receivables | -164 | -618 |
| Stock-in-trade | -30 | 921 |
| Current liabilities | -67 | -342 |
| CASH FLOW FROM CURRENT OPERATIONS | 7,194 | 7,702 |
| Investment activities |  |  |
| Investments in intangible fixed assets | -59 | -153 |
| Investments in tangible fixed assets | -2,206 | -1,753 |
| Acquisition of subsidiaries | - | -555 |
| Financial investments, 3-12 months | -200 | 3,900 |
| Other investments | -94 | -40 |
| CASH FLOW FROM INVESTMENT ACTIVITIES | -2,559 | 1,399 |
| Financing activities |  |  |
| Dividend | -12,825 | -11,584 |
| CASH FLOW FROM FINANCING ACTIVITIES | -12,825 | $\underline{-11,584}$ |
| CASH FLOW FOR THE PERIOD | -8,190 | $\underline{-2,483}$ |
| Liquid funds at the beginning of the financial year (incl. short-term inv. 0-3 months) | 22,726 | 16,064 |
| Cash flow for the period | -8,190 | -2,483 |
| Exchange rate effect | 168 | -53 |
| Liquid funds at the end of the period (incl. short-term inv. 0-3 months) | 14,704 | 13,528 |

[^1]
## FIVE YEAR SUMMARY

## Six months

|  | 1 Dec 08- <br> 31 May 09 | $\begin{gathered} 1 \text { Dec 07- } \\ 31 \text { May } 08 \end{gathered}$ | $\begin{aligned} & 1 \text { Dec } 06- \\ & 31 \text { May } 07 \end{aligned}$ | $\begin{gathered} 1 \text { Dec } 05- \\ 31 \text { May } 06 \end{gathered}$ | 1 Dec 04- <br> 31 May 05 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales including VAT, SEK m | 58,352 | 48,653 | 43,255 | 37,655 | 32,980 |
| Sales excluding VAT, SEK m | 49,837 | 41,351 | 36,822 | 32,134 | 28,095 |
| Change from previous year, \% | 20.5 | 12.3 | 14.6 | 14.4 | 12.5 |
| Operating profit, SEK m | 9,035 | 8,954 | 8,158 | 6,372 | 5,730 |
| Operating margin, \% | 18.1 | 21.7 | 22.2 | 19.8 | 20.4 |
| Depreciation for the period, SEK m | 1,436 | 1,155 | 958 | 822 | 689 |
| Profit after financial items, SEK m | 9,338 | 9,490 | 8,545 | 6,600 | 5,931 |
| Profit after tax, SEK m | 6,770 | 6,880 | 5,768 | 4,455 | 3,855 |
| Liquid funds and short-term investments, SEK m | 14,904 | 14,528 | 15,332 | 13,114 | 12,352 |
| Stock-in-trade, SEK m | 8,601 | 7,073 | 6,451 | 6,328 | 4,925 |
| Equity, SEK m | 31,644 | 27,263 | 24,414 | 21,902 | 19,826 |
| Number of shares, thousands* | 827,536 | 827,536 | 827,536 | 827,536 | 827,536 |
| Earnings per share, SEK* | 8.18 | 8.31 | 6.97 | 5.38 | 4.66 |
| Shareholders' equity per share, SEK* | 38.24 | 32.94 | 29.50 | 26.47 | 23.96 |
| Cash flow from current operations per average number of shares, SEK* | 8.69 | 9.31 | 9.16 | 6.11 | 5.65 |
| Share of risk-bearing capital, \% | 74.8 | 76.0 | 77.5 | 79.0 | 80.9 |
| Equity/assets ratio, \% | 71.0 | 74.2 | 75.8 | 76.8 | 77.2 |
| Total number of stores | 1,822 | 1,593 | 1,420 | 1,244 | 1,121 |
| Rolling twelve months |  |  |  |  |  |
| Earnings per share, SEK* | 18.35 | 17.76 | 14.63 | 11.90 | 9.92 |
| Return on shareholders' equity, \% | 51.6 | 56.9 | 52.3 | 47.2 | 43.1 |
| Return on capital employed, \% | 70.9 | 77.4 | 76.4 | 68.2 | 65.3 |

[^2]SALES INCLUDING VAT BY COUNTRY AND NUMBER OF STORES
Six months 1 December - 31 May

| COUNTRY | Sales, SEK m |  | Change in \% |  | No. of stores 31 May 2009 | New stores | Closed stores |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | SEK | local currency |  |  |  |
| Sweden | 3,690 | 3,558 | 4 | 4 | 156 | 7 | 1 |
| Norway | 2,615 | 2,542 | 3 | 0 | 87 | 2 |  |
| Denmark | 2,087 | 1,896 | 10 | -5 | 71 | 2 |  |
| United Kingdom | 3,591 | 3,456 | 4 | 6 | 149 | 5 | 2 |
| Switzerland | 3,000 | 2,232 | 34 | 9 | 72 | 6 |  |
| Germany | 14,944 | 11,997 | 25 | 8 | 346 | 12 | 5 |
| Netherlands | 3,727 | 3,240 | 15 | 0 | 98 | 2 |  |
| Belgium | 1,800 | 1,480 | 22 | 6 | 56 | 1 |  |
| Austria | 2,757 | 2,355 | 17 | 2 | 61 | 2 | 1 |
| Luxembourg | 208 | 166 | 25 | 9 | 9 |  |  |
| Finland | 1,232 | 1,138 | 8 | -6 | 37 | 1 |  |
| France | 4,286 | 3,726 | 15 | 0 | 122 | 8 |  |
| USA | 3,752 | 2,890 | 30 | -2 | 171 | 2 |  |
| Spain | 3,202 | 2,773 | 15 | 0 | 103 | 4 |  |
| Poland | 1,162 | 1,131 | 3 | 9 | 57 | 4 |  |
| Czech Republic | 320 | 321 | 0 | -10 | 17 | 1 |  |
| Portugal | 476 | 356 | 34 | 16 | 18 | 1 |  |
| Italy | 1,786 | 1,210 | 48 | 28 | 53 | 7 |  |
| Canada | 1,019 | 777 | 31 | 22 | 48 | 5 |  |
| Slovenia | 314 | 266 | 18 | 2 | 9 |  |  |
| Ireland | 286 | 233 | 23 | 6 | 10 | 1 |  |
| Hungary | 148 | 146 | 1 | -2 | 8 |  |  |
| Slovakia | 87 | 63 | 38 | 16 | 3 |  |  |
| Greece | 217 | 131 | 66 | 43 | 10 | 2 |  |
| China | 723 | 399 | 81 | 33 | 18 | 5 |  |
| Japan | 467 |  |  |  | 2 |  |  |
| Russia | 129 |  |  |  | 2 | 2 |  |
| Franchise | 327 | 171 | 91 | 91 | 29 | 11 |  |
| Total | 58,352 | 48,653 | 20 | 6 | 1,822 | 93 | 9 |

SALES INCLUDING VAT BY COUNTRY AND NUMBER OF STORES
Second quarter 1 March - 31 May

| COUNTRY | Sales, SEK m |  | Change in \% |  | No. of stores 31 May 2009 | New stores | Closed stores |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | SEK | local currency |  |  |  |
| Sweden | 1,910 | 1,822 | 5 | 5 | 156 | 5 |  |
| Norway | 1,305 | 1,235 | 6 | 2 | 87 | 2 |  |
| Denmark | 1,100 | 973 | 13 | -2 | 71 | 2 |  |
| United Kingdom | 1,902 | 1,801 | 6 | 6 | 149 | 5 | 2 |
| Switzerland | 1,614 | 1,191 | 35 | 10 | 72 | 6 |  |
| Germany | 8,100 | 6,379 | 27 | 10 | 346 | 9 | 3 |
| Netherlands | 2,082 | 1,771 | 18 | 2 | 98 | 1 |  |
| Belgium | 906 | 758 | 20 | 4 | 56 |  |  |
| Austria | 1,471 | 1,209 | 22 | 6 | 61 | 2 | 1 |
| Luxembourg | 109 | 86 | 26 | 10 | 9 |  |  |
| Finland | 624 | 578 | 8 | -7 | 37 | 1 |  |
| France | 2,214 | 1,874 | 18 | 2 | 122 | 8 |  |
| USA | 1,979 | 1,517 | 30 | -2 | 171 | 2 |  |
| Spain | 1,601 | 1,418 | 13 | -2 | 103 | 4 |  |
| Poland | 645 | 621 | 4 | 15 | 57 | 4 |  |
| Czech Republic | 177 | 168 | 5 | -3 | 17 | 1 |  |
| Portugal | 237 | 179 | 33 | 15 | 18 | 1 |  |
| Italy | 1,004 | 666 | 51 | 31 | 53 | 6 |  |
| Canada | 581 | 422 | 38 | 24 | 48 | 5 |  |
| Slovenia | 170 | 145 | 17 | 2 | 9 |  |  |
| Ireland | 142 | 120 | 18 | 2 | 10 | 1 |  |
| Hungary | 82 | 77 | 7 | 6 | 8 |  |  |
| Slovakia | 45 | 33 | 38 | 20 | 3 |  |  |
| Greece | 122 | 77 | 58 | 37 | 10 | 1 |  |
| China | 415 | 210 | 97 | 32 | 18 | 5 |  |
| Japan | 239 |  |  |  | 2 |  |  |
| Russia | 129 |  |  |  | 2 | 2 |  |
| Franchise | 165 | 83 | 98 | 98 | 29 | 7 |  |
| Total | 31,070 | 25,412 | 22 | 8 | 1,822 | 80 | 6 |

## SEGMENT REPORTING (SEK m)

|  | 1 Dec 08- <br> 31 May 09 | 1 Dec 07- <br> 31 May 08 |
| :--- | ---: | ---: |
| Nordic region |  |  |
| External net sales | 7,743 | 7,342 |
| Operating profit | 234 | 266 |
| Operating margin, \% | 3.0 | 3.6 |
|  |  |  |
| Euro Zone excluding Finland |  |  |
| External net sales | 28,687 | 23,504 |
| Operating profit | 1,086 | 782 |
| Operating margin, \% | 3.8 | 3.3 |
|  |  |  |
| Rest of the World | 13,407 | 10,505 |
| External net sales | 659 | 264 |
| Operating profit | 4.9 | 2.5 |
| Operating margin, \% |  |  |
|  |  |  |
| Group Functions | 24,567 | 24,250 |
| Net sales to other segments | 7,056 | 7,642 |
| Operating profit | 28.7 | 31.5 |
| Operating margin, \% |  |  |
|  |  |  |
| Eliminations | $-24,567$ | $-24,250$ |
| Net sales to other segments |  |  |
| Total | 49,837 | 41,351 |
| External net sales | 18.1 | 8,954 |
| Operating profit |  | 21.7 |
| Operating margin, \% |  |  |

## SEGMENT REPORTING

Internal follow-up of the business is carried out by country. To clearly present information on different segments, the operations are divided into three geographical regions: the Nordic region, Euro Zone excluding Finland, and the Rest of the World and also a separate segment; Group Functions. There is no internal division into different business segments and hence reporting in secondary segments is not relevant. As of 2009 Slovakia is a part of the segment Euro Zone. Last year Slovakia was a part of the segment Rest of the World. As the values regarding Slovakia are relatively small, the comparison between the years are marginally affected.

| 1 Dec 08- | 1 Dec 07- | 1 Mar 09- | 1 Mar 08- | 1 Dec 07- |
| ---: | ---: | ---: | ---: | ---: |
| 31 May 09 | 31 May 08 | 31 May 09 | 31 May 08 | 30 Nov 08 |


| Sales including VAT | - | 54 | - | 25 | 136 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sales excluding VAT | - | 54 | - | 25 | 136 |
| Internal sales excluding VAT* | 2,182 | 1,977 | 1,279 | 1,142 | 5,175 |
| Cost of goods sold | - | - | - | - | -32 |
| GROSS PROFIT | $\mathbf{2 , 1 8 2}$ | $\mathbf{2 , 0 3 1}$ | $\mathbf{1 , 2 7 9}$ | $\mathbf{1 , 1 6 7}$ | $\mathbf{5 , 2 7 9}$ |
|  |  |  |  |  |  |
| Selling expenses | $-1,044$ | -845 | -725 | -583 | $-1,773$ |
| Administrative expenses | -769 | -686 | -393 | -350 | $\mathbf{- 1 , 3 8 8}$ |
| OPERATING PROFIT | $\mathbf{3 6 9}$ | $\mathbf{5 0 0}$ | $\mathbf{1 6 1}$ | $\mathbf{2 3 4}$ | $\mathbf{2 , 1 1 8}$ |


| Dividend from subsidiaries | 1,468 | 2,697 | 1,468 | 2,697 | 12,839 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest income | 85 | 292 | 32 | 137 | 438 |
| PROFIT AFTER FINANCIAL ITEMS | $\mathbf{1 , 9 2 2}$ | $\mathbf{3 , 4 8 9}$ | $\mathbf{1 , 6 6 1}$ | $\mathbf{3 , 0 6 8}$ | $\mathbf{1 5 , 3 9 5}$ |


| Year-end appropriations | - | - | - | - | -663 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Tax | -127 | -238 | -54 | -120 | -534 |
| PROFIT FOR THE PERIOD | $\mathbf{1 , 7 9 5}$ | $\mathbf{3 , 2 5 1}$ | $\mathbf{1 , 6 0 7}$ | $\mathbf{2 , 9 4 8}$ | $\mathbf{1 4 , 1 9 8}$ |


| Earnings per share, SEK** | 2.17 | 3.93 | 1.94 | 3.56 | 17.16 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Number of shares, thousands** | 827,536 | 827,536 | 827,536 | 827,536 | 827,536 |
|  |  |  |  |  |  |
| Depreciation, total | 50 | 57 | 24 | 30 | 88 |
| of which cost of goods sold | - | - | - | - | 11 |
| of which selling expenses | 23 | 25 | 12 | 13 | 73 |
| of which administrative expenses | 27 | 32 | 12 | 17 | 4 |

[^3]** Before and after dilution.


Fixed assets

| Tangible fixed assets | 393 | 375 | 414 |
| :--- | ---: | ---: | ---: |
| Financial fixed assets | 1,025 | 2,523 | 992 |
|  | $\mathbf{1 , 4 1 8}$ | $\mathbf{2 , 8 9 8}$ | $\mathbf{1 , 4 0 6}$ |

Current assets
Stock-in-trade

| Current receivables | 3,943 | 346 | $\mathbf{8 , 7 8 0}$ |
| :--- | ---: | ---: | ---: |
| Short-term investments, 3-12 months | 200 | 1,000 | - |
| Liquid funds | 105 | 353 | 6,525 |
|  | $\mathbf{4 , 2 4 8}$ | $\mathbf{1 , 6 9 9}$ | $\mathbf{1 5 , 3 0 5}$ |
| TOTAL ASSETS | $\mathbf{5 , 6 6 6}$ | $\mathbf{4 , 5 9 7}$ | $\mathbf{1 6 , 7 1 1}$ |

EQUITY AND LIABILITIES

| Equity | 4,246 | 4,329 | 15,276 |
| :--- | ---: | ---: | ---: |
| Deferred tax liabilities | 782 | 132 | 782 |
| Long-term liabilities* | 193 | 113 | 193 |
| Short-term liabilities** | 445 | 23 | 460 |
|  |  |  |  |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{5 , 6 6 6}$ | $\mathbf{4 , 5 9 7}$ | $\mathbf{1 6 , 7 1 1}$ |

* Relates to provisions for pensions, which are interest-bearing.
** No short-term liabilities are interest-bearing.

CHANGE IN EQUITY (SEK m)

Shareholders' equity at the beginning of the period
Dividends
Profit for the period
Shareholders' equity at the end of the period

31 May 200931 May 200830 Nov 2008

| 15,276 | 12,662 | 12,662 |
| ---: | ---: | ---: |
| $-12,825$ | $-11,584$ | $-11,584$ |
| 1,795 | 3,251 | 14,198 |
| 4,246 | 4,329 | 15,276 |


[^0]:    H \& M Hennes \& Mauritz AB (H\&M) was founded in Sweden 1947. The company's business concept is to offer fashion and quality at the best price. H\&M is quoted on NASDAQ OMX Nordic. The H\&M Group has more than 1,800 stores in 34 markets. H\&M has around 73,000 employees and achieved sales including VAT in 2008 of SEK 104,041 m. For further information visit www.hm.com

[^1]:    * Interest paid amounts for the Group to SEK 3 m (3)

[^2]:    * Before and after dilution.

    Definition on key figures see the 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 any adjustment.

[^3]:    * Includes received royalty from group companies.

