



## PRESS RELEASE

16 September 2013

### SALES DEVELOPMENT IN AUGUST AND THE THIRD QUARTER 2013

In August 2013, H&M Group total sales including VAT in local currencies increased by 14 percent compared to the same month the previous year. Sales in comparable units increased by 4 percent. Comparable units comprise the stores and the internet and catalogue sales countries that have been in operation for at least a financial year.

In the third quarter of 2013, i.e. during period 1 June to 31 August, sales including VAT increased by 12 percent in local currencies compared to the corresponding quarter last year. Sales in comparable units increased by 2 percent. Sales including VAT in the third quarter converted into SEK amounted to SEK 37,411 m (33,568). Sales excluding VAT amounted to SEK 32,040 m (28,806), an increase of 11 percent.

Sales development per month in percent in local currencies:

	2009/2010	2010/2011	2011/2012	2012/2013
December	15 (3)	8 (0)	13 (4)	8 (-2)
January	11 (1)	9 (1)	12 (3)	5 (-4)
February	10 (-1)	9 (1)	13 (2)	5 (-3)
March	21 (9)	2 (-5)	26 (16)	-4 (-12)
April	4 (-6)	21 (11)	-1 (-10)	11 (1)
May	6 (-4)	12 (2)	12 (3)	9 (0)
June	20 (9)	5 (-4)	13 (3)	13 (3)
July	21 (10)	3 (-6)	11 (2)	9 (-1)
August	24 (14)	8 (0)	6 (-4)	14 (4)
September	16 (8)	3 (-7)	15 (6)	
October	13 (3)	8 (-2)	4 (-5)	
November	17 (8)	9 (-1)	7 (-1)	
Full year	15 (5)	8 (-1)	11 (1)	

The figures in parenthesis in the table represent the sales development in comparable units.

The total number of stores amounted to 2,964 on 31 August 2013 versus 2,629 on 31 August 2012.

The Nine-month report, 1 December, 2012 – 31 August, 2013 will be published on 26 September 2013 at 8.00 (CET).

Percentage sales development for the month of September will be published on 15 October 2013 at 8.00 (CET).

Karl-Johan Persson, Managing Director

**Contact person:** Nils Vinge +46-8-796 5250

The information in this press release is that which H & M Hennes & Mauritz AB (publ) is required to disclose under Sweden's Securities Market Act. It was released for publication at 08.00 (CET) on 16 September 2013.

*H & M Hennes & Mauritz AB (publ) was founded in Sweden in 1947 and is quoted on NASDAQ OMX Stockholm. The company's business concept is to offer fashion and quality at the best price. In addition to H&M, the Group includes the brands COS, Monki, Weekday, Cheap Monday, & Other Stories as well as H&M Home. The H&M Group has more than 3,000 stores in 52 markets. In 2012, sales including VAT were SEK 140,948 million and the number of employees more than 104,000. For further information, visit [hm.com](http://hm.com).*