## JANDARY-DECEMBER 2006

## FபLL YEAR, <br> 」ANபARY-DECEMBER

( Estimated brand sales increased by 11 percent to MSEK 6,200.
( Revenues, excluding service income, increased by 11 percent to MSEK 917.8 (824.1). Total revenues amounted to MSEK 1,295.6 (1,083.9), an increase of 20 percent.
( Operating profit amounted to MSEK 242.3 (200.2), an increase of 21 percent.
(6) Net profit for the period increased by 35 percent to MSEK 162.6 (120.1).
(2) Earnings per share amounted to SEK 10.16 (7.50).
(2) Return on capital employed amounted to 34 percent (27).
( The Board of Directors has decided to recommend the Annual General Meeting a dividend to shareholders of SEK 5.50 per share for the fiscal year 2006.

## FOURTH QUARTER, OCTOBER-DECEMBER

( Estimated brand sales increased by 11 percent to MSEK 1,100.
(1) Revenues, excluding service income increased by 6 percent to MSEK 199.7 (187.7). Total revenues amounted to MSEK 277.4 (224.7), an increase of 23 percent.
( Operating profit increased to MSEK 24.7 (6.8).
d Net profit for the period amounted to MSEK 14.9 (-3.5).
(t) Earnings per share amounted to SEK 0.93 (-0.22).


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## CEO COMMENTS

We have experienced a successful year with increased profitability and a strong development in the core of our business - our collections.

We have a stronger position than ever in our mature markets and foresee continued good growth in Gant's five primary markets. Furthermore, Gant signed new master franchisees and was launched in several new markets in 2006, primarily in Asia which further proves the strength of the brand and the business model. During the year, we opened nearly 40 new Gant Stores around the world, strengthening the Gant brand even further.

We have taken a number of important steps during the year. The Gant share was listed at the Stockholm Stock Exchange, we launched our largest marketing campaign ever, featuring Robert F . Kennedy Jr and Waterkeeper Alliance and we introduced Gant Girls, thereby achieveing a complete product range within our Kids concept.

In 2007, we will continue to strengthen our collections, the opening of new Gant stores will continue at, at least the same rate as in 2006 and we will continue to build our brand, among other things through the close co-operation with Jean-Michel Cousteau and his organisation Ocean Futures Society.

GROUP SUMMARY KEY FIGURES

|  | 3 months <br> Oct.-Dec. |  | Fiscal year <br> Jan.-Dec. |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 20006 | 2005 | 2006 | 2005 |
| Brand sales (MSEK) | 1,100 | 1,000 | 6,200 | 5,600 |
| Total revenues (MSEK) | 277.4 | 224.7 | $1,295.6$ | $1,083.9$ |
| Operating profit (MSEK) | 24.7 | 6.8 | 242.3 | 200.2 |
| Operating margin | $9 \%$ | $3 \%$ | $19 \%$ | $18 \%$ |
| Net profit (MSEK) | 14.9 | -3.5 | 162.6 | 120.1 |
| Net margin | $5 \%$ | $-2 \%$ | $13 \%$ | $11 \%$ |
| Equity ratio |  |  | $23 \%$ | $10 \%$ |
| Return on capital employed |  |  | $34 \%$ | $27 \%$ |
| Earnings per share before dilution (SEK) | 0.93 | -0.22 | 10.16 | 7.50 |
| Earnings per share after dilution (SEK) | 0.89 | $n / a$ | 9.75 | 7.22 |
| Number of Gant stores (end of period) | 273 | 235 | 273 | 235 |
| of which directly owned | 17 | 18 | 17 | 18 |
| For Definitions, see page 10. |  |  |  |  |

## SIGNIFICANT EVENTS DURING <br> THE FOURTH QUARTER

BRAND SALES AND GANT STORES
Brand sales, the estimated total sales, based on reported wholesale sales, of Gant products at retail level, excluding value added tax, amounted to MSEK 1,100 for the fourth quarter, an increase of 11 percent compared to the same quarter previous year. During the year 2006, estimated brand sales amounted to MSEK $6,200(5,600)$, an increase of 11 percent.

During the quarter, a net of 14 (13) Gant Stores were opened, bringing the total to 273 (235) Gant stores in 45 countries at the end of the year, of which 17 (18) Gant stores were directly owned by Gant. During 2006, a net of 38 (47) Gant stores were opened.

## MARKETS

In February 2007, Gant signed contracts with a new master franchisee to sell Gant in Israel. Gant will be launched during fall 2007 with the opening of a Gant store in Tel Aviv.

France is one of Gant's five strategic key markets, with a large growth potential. Due to the fact that the existing master franchisee on the French market has not been able to realise this market potential and as there is a fundamental difference over strategy and investment in retail, the Board of Gant has taken the decision to terminate the master franchise agreement in France. Notice has been given in accor-
dance with the contract in December 2006, with effect at the latest 31st December 2010, or earlier if the master franchisee does not reach agreed sales targets or if an agreement for early termination for other reasons is reached between the parties. Gant will have a new master franchisee for the French market upon termination of the present master franchise agreement.

During the fourth quarter, the agreement with the master franchisee for Panama, with operations in a number of smaller markets in the region, was terminated with immediate effect due to a serious breach of agreement. The Gant stores in the regions will be supplied by Gant US while potential new master franchisees are being evaluated with the aim to further strenghten Gant's position in the region.

## MARKETING

For the spring 2007 campaign, Gant has joined forces with Jean-Michel Cousteau and his
Ocean Futures Society, continuing the "Our commitments reflect our passions" theme. JeanMichel Cousteau together with his two children, Celine and Fabien Cousteau, have devoted their lives to educating and inspriring environmental awareness of the marine world. A press conference in Cannes in February was attended by more than 100 journalists and the launch has received large international interest.

## REVENUES

FOURTH QUARTER, OCTOBER-DECEMBER Total revenues amounted to MSEK 277.4 (224.7), an increase of 23 percent. Excluding service income, revenues totaled MSEK 199.7 (187.7), an increase of 6 percent. Foreign currency effects had a negative impact of MSEK 15.2 on total revenues for the fourth quarter.

During the fourth quarter, total royalty income increased by 25 percent to MSEK 40.3 (32.2).

Royalty income from master franchisees increased by 18 percent and totaled MSEK 33.7 (28.6). Royalty income from Man reached MSEK 24.8 (22.9), an increase of 8 percent. Woman contributed by MSEK 5.7 (4.0) in royalty income, an increase of 42 percent. Royalty income from Kids amounted to MSEK 2.0 (0.9). Gant Home $A B$ generated royalty income of MSEK 1.2 (0.8) for the fourth quarter

Royalty income from licensees totaled MSEK 2.7 (2.4). Other income related to the royalty segment increased from MSEK 1.2 to 3.9 for the fourth quarter.

The retail and wholesale segment increased sales by 3 percent to MSEK 159.4 (155.4) during the fourth quarter.

Retail sales totaled MSEK 83.2 (86.4), a decrease of 4 percent. Sales in UK were weaker during the quarter, but the fall season in total was positive. Like-for-like sales were flat during the quarter. The Gant store in Soho, New York, closed during the quarter.

Wholesale sales in Sweden, UK and USA amounted to MSEK 75.0 (66.3), an increase of 13 percent.

Service income for the fourth quarter totaled MSEK 77.8 (37.0). The main part of the service income is generated by co-ordinated purchases by Gant and amounted to MSEK 64.2 (29.0). Service income from marketing and IT services provided to Gant's master franchisees and licensees totaled MSEK 13.5 (8.0) for the fourth quarter.
full year, January-december Total revenues increased by 20 percent to MSEK 1,295.6 (1,083.9). Excluding service income, revenues increased by 11 percent to MSEK 917.8 (824.1). Foreign currency effects had a negative impact on total revenues of MSEK 5.2.

Total royalty income increased by 19 percent to MSEK 236.5 (198.9) for the year.

Royalty income from master franchisees totaled MSEK 207.8 (180.1), an increase of 15 percent. The new markets had the largest increase in percentage while the largest contribution in absolute terms came from established markets. Royalty income for Man increased by 10 percent and amounted to MSEK 152.5 (138.0). Royalty income for Woman increased by 32 percent, from MSEK 29.9 to 39.4. Gant Woman's share of the total royalty income increased from 15 percent to 17 percent. Kids royalty income reached MSEK 11.3 (9.1).

REVENUES

| MSEK | 3 months Oct.-Dec. |  | Change | Fiscal year Jan.-Dec. |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 |  | 2006 | 2005 |  |
| Royalties |  |  |  |  |  |  |
| Master franchise income | 33.7 | 28.6 | +18\% | 207.8 | 180.1 | +15\% |
| Man | 24.8 | 22.9 | +8\% | 152.5 | 138.0 | +10\% |
| Woman | 5.7 | 4.0 | +42\% | 39.4 | 29.9 | +32\% |
| Kids | 2.0 | 0.9 | +127\% | 11.3 | 9.1 | +25\% |
| Home | 1.2 | 0.8 | +52\% | 4.7 | 3.2 | +48\% |
| Licensing income | 2.7 | 2.4 | +10\% | 18.3 | 14.6 | +25\% |
| Other income | 3.9 | 1.2 | +230\% | 10.4 | 4.2 | +147\% |
|  | 40.3 | 32.2 | +25\% | 236.5 | 198.9 | +19\% |
| Retail and wholesale |  |  |  |  |  |  |
| Retail sales | 83.2 | 86.4 | -4\% | 263.0 | 254.2 | +3\% |
| Wholesale sales | 75.0 | 66.3 | +13\% | 412.0 | 363.6 | +13\% |
| Other income | 1.2 | 2.8 | -57\% | 6.3 | 7.4 | -15\% |
|  | 159.4 | 155.4 | +3\% | 681.3 | 625.2 | +9\% |
| Total revenues excluding service income | 199.7 | 187.7 | +6\% | 917.8 | 824.1 | +11\% |
| Service income | 77.8 | 37.0 | +110\% | 377.8 | 259.8 | +45\% |
| Total revenues | 277.4 | 224.7 | +23\% | 1,295.6 | 1,083.9 | +20\% |



Royalty generated by Gant Home AB amounted to MSEK 4.7 (3.2).

Royalty income from licensees reached MSEK 18.3 (14.6) for the year. Footwear surpassed eyewear and was 2006 Gant's biggest contributor of licensing income. Other income related to the royalty segment increased from MSEK 4.2 to MSEK 10.4, mainly due to sale of store merchandising material by Gant Home AB.

During the period, revenues from the retail and wholesale segment increased by 9 percent, from MSEK 625.2 to MSEK 681.3.

Retail sales in the three subsidiaries in Sweden, UK and the US increased by 3 percent to MSEK 263.0 (254.2). Like-for-like sales increased by 5 percent. Sweden experienced a stable increase in sales with slightly weaker sales during the fall. The store in Soho closed during the year. UK showed encouraging progress. The number of directly operated stores totaled 17 (18) at the end of the year.

Wholesale sales in Sweden, UK and the US increased by 13 percent, from MSEK 363.6 to
MSEK 412.0. This includes a non-recurring revenue of MSEK 9 referring to a special custom-made order.

Service income amounted to MSEK 377.8 (259.8), an increase of 45 percent. The main part of the service income is generated by coordinated purchases by Gant and totaled MSEK 324.0 (223.1). Service income from marketing and IT services provided to Gant's master franchisees and licensees amounted to MSEK 53.8 (36.6).

## operating profit

fourth quarter, october-december The operating profit for the fourth quarter amounted to MSEK 24.7 (6.8). Foreign currency effects had a positive effect of MSEK 0.3 in the quarter.

The royalty segment showed an operating result of MSEK 2.5 (-8.9), the improvement explained by increased royalty income and the fact that IPO costs amounting to MSEK 5 were expensed during the fourth quarter 2005.

The operating profit for the retail and wholesale segment reached MSEK 20.3 (16.9) for the fourth quarter.

Operating profit for the service segment totaled MSEK $2.0(-1.2)$ for the fourth quarter.

FULL YEAR, JANUARY-DECEMBER
During the year, operating profit increased by 21 percent to MSEK $242,3(200,2)$, IPO costs of MSEK 3 were expensed in the first quarter 2006. The total IPO costs amounts to MSEK 8, of which MSEK 5 were expensed in the fourth quarter 2005. Foreign currency effects had a positive effect of MSEK 0.8 during the period.

For the royalty segment, the operating profit totaled MSEK 155.0 (125.6), an increase of 23 percent, mainly driven by increased royalty income from both licensees and master franchisees. Segment costs increased by 10 percent, mainly explained by costs for the IPO and costs associated with activities as a public company and costs for Gant Girls, launched in the stores during the fall. The operating margin for the

## DPERATING PROFIT AND MARGIN

| MSEK | 3 months Oct.-Dec. |  | Fiscal year Jan.-Dec. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 | Change |
| Operating profit |  |  |  |  |  |
| Royalties | 2.5 | -8.9 | 155.0 | 125.6 | +23\% |
| Retail and wholesale | 20.3 | 16.9 | 77.2 | 69.6 | +11\% |
| Services | 2.0 | -1.2 | 10.2 | 4.9 | +108\% |
| Total operating profit | 24.7 | 6.8 | 242.3 | 200.2 | +21\% |


| Operating margin 1 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Royalties | $6 \%$ | $-28 \%$ | $66 \%$ | $63 \%$ |
| Retail and wholesale | $13 \%$ | $11 \%$ | $11 \%$ | $11 \%$ |
| Services | $3 \%$ | $-3 \%$ | $3 \%$ | $2 \%$ |
| Total operating margin | $\mathbf{9 \%}$ | $\mathbf{3 \%}$ | $\mathbf{1 9 \%}$ | $\mathbf{1 8 \%}$ |

Operating margin defined as operating profit divided by external sales.


royalty segment for the year reached 66 percent (63 percent).

The operating profit for the retail and wholesale segment amounted to MSEK 77.2 (69.6), an increase of 11 percent. The subsidiaries in both UK and the US moved to new offices with showrooms during the end of 2005 , leading to increased rental costs 2006.

Operating profit for the service segment totaled MSEK 10.2 (4.9) for the year.

## NET PROFIT

The net profit for the fourth quarter amounted to MSEK 14.9 (-3.5). For the year, net profit amounted to MSEK 162.6 (120.1), an increase of 35 percent. The financial net for the year amounted to MSEK -14.8 (-33.2). Tax for same
period amounted to MSEK 64.9 (46.9), imply ing a tax rate of 29 percent.

## SEASONAL VARIATIONS

Gant's business is highly seasonal. In general, it can be said that the first and third quarters are the best quarters profit wise, while the second quarter shows the lowest profits. Wholesale sales follow a pattern in which the first and third quarters are dominant. Royalties from master franchisees are based on the master franchisees' wholesale sales and thus follow the same pattern as own wholesale sales. Royalties from licensees show less variations between quarters. Retail sales do not show great variation between the first three quarters. The fourth quarter, however, generates more sales than the
other three. Service income follows the same seasonal pattern as wholesale sales, since service income is based on the underlying goods purchases. Costs are relatively evenly distributed over the year.

## CASH FLOW

The operating cash flow for the year amounted to MSEK 191.4 (124.5), an increase by 54 percent. The increase is mainly explained by improved result and lower level of investments.

## FINANCIAL POSITION

Gant's net debt totaled MSEK 353.7 (540.8) at year end. Cash and cash equivalents amounted to MSEK 53.6 (104.2). Interest-bearing debt amounted to MSEK 407.3 (645.0), of which

SEASONAL VARIATIONS IN TOTAL REVENUES MMSEK)


SEASONAL VARIATIONS IN OPERATING PROFIT (MSEK)


MSEK 2.3 (0) refers to utilized credit facilities. The total credit facilities as of December 31, 2006 amounted to MSEK 275.0 (102.0). Of the interest-bearing debt, MSEK 40,0 falls due within the next 12 months.

## NVESTMENTS

Gant's investments mainly consist of openings of directly operated stores, refurbishing of existing stores and investments in show rooms. In 2006, investments totaled MSEK 7.0 (34.7), which consists largely of capital for maintenance projects.

## PERSONNEL

The average number of employees in the Group totaled 262 (260). Of the 262 employees, 54 percent (54) were women.

## PARENT COMPANY

During 2006, revenues totaled MSEK 9.3 (8.9) and consists solely of sales to companies within the Group. Result after financial items amounted to MSEK 235.0 (-35.2) for the year. The result for 2006 includes a dividend from a company within the Group of MSEK 260. Cash and cash equivalents as per December 31, 2006 amounted to MSEK 27.9 (94.2) and the utilized credit facility totaled MSEK 2.3 (0). No investments were made during the year.

## DIVIDEND

The Board of Directors has decided to recommend the Annual General Meeting a dividend to shareholders of SEK 5.50 per share for the fiscal year 2006.

## ANNUAL MEETING AND

ANNUAL REPORT
The Annual Meeting will be held on 10 May, 2007 at 1 pm CET in the Company's premises at Augustenadalsvägen 47 in Nacka Strand. Notice to attend will be published at the latest on 12 April, 2007.

Gant's Annual Report will be published at the latest on 3 April on www.gant.com

## ACCOUNTING PRINCIPLES

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. Accounting principles are to be found in the latest Annual report.

Nacka Strand, February 22, 2007

Gant Company AB
The Board of Directors

This report is a translation of the original Swedish Interim Report.


## INCDME STATEMENT

| MSEK | 3 months Oct.-Dec. |  | Fiscal year Jan.-Dec. |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 |
| > Revenues |  |  |  |  |
| Net sales | 274.5 | 222.2 | 1,287.8 | 1,078.0 |
| Other income | 2.9 | 2.5 | 7.8 | 5.9 |
| Total revenues | 277.4 | 224.7 | 1,295.6 | 1,083.9 |
| > Operating expenses |  |  |  |  |
| Cost of goods sold | -118.7 | -83.1 | -580.3 | -456.5 |
| Other external expenses | -94.4 | -97.4 | -339.8 | -303.1 |
| Personnel costs | -33.6 | -32.4 | -113.5 | -104.9 |
| Depreciation and amortization of tangible and intangible assets | -6.0 | -5.0 | -19.7 | -19.2 |
| Operating profit | 24.7 | 6.8 | 242.3 | 200.2 |
| > Financial income and expense |  |  |  |  |
| Financial income | -2.8 | 0.6 | 4.8 | 4.9 |
| Financial expense | -2.3 | -10.7 | -19.6 | -38.1 |
| Pretax profit | 19.7 | -3.2 | 227.5 | 167.0 |
| Tax | -4.8 | -0.3 | -64.9 | -46.9 |
| Net profit | 14.9 | -3.5 | 162.6 | 120.1 |
| Attributable to: |  |  |  |  |
| Equity holders of the company | 15.0 | -3.5 | 162.4 | 120.1 |
| Minority interest | -0.1 | -0.1 | 0.2 | - |
| Earnings per share before dilution (SEK) | 0.93 | -0.22 | 10.16 | 7.50 |
| Earnings per share after dilution (SEK) | 0.89 |  | 9.75 | 7.22 |
| Number of share outstanding on the closing date (thousands) | 16,011 | 16,011 | 16,011 | 16,011 |
| Average number of shares outstanding before dilution (thousands) | 16,011 | 16,011 | 16,011 | 16,011 |
| Average number of shares outstanding after dilution (thousands) | 16,683 |  | 16,663 | 16,640 |

## CASH FLOW STATEMENT

|  |  | Fiscal year |
| :--- | ---: | ---: | ---: |
| Jan.-Dec. |  |  | 2005

STATEMENT OF CHANGES IN EQUITY

| MSEK | 2006 | Fiscal year <br> Jan.-Dec. <br> 2005 |
| :--- | ---: | ---: |
| Equity at the beginning of the period | 121.5 | -12.0 |
| Net income recognised directly in equity | -2.3 | 2.2 |
| Net profit | 162.6 | 120.1 |
| Currency translation differences | -4.7 | 8.0 |
| Other | 4.0 | 3.2 |
| Equity at the end of the period | $\mathbf{2 8 1 . 1}$ | $\mathbf{1 2 1 . 5}$ |

## BALANCE SHEET

| MSEK | December 31 |  |
| :---: | :---: | :---: |
|  | 2006 | 2005 |
| ASSETS |  |  |
| > Fixed assets |  |  |
| Leasehold rights | 3.6 | 6.1 |
| Goodwill | 19.8 | 20.0 |
| Brand | 732.5 | 732.5 |
| Equipment | 44.6 | 56.0 |
| Other fixed assets | 7.6 | 8.7 |
| Total fixed assets | 808.1 | 823.4 |
| > Current assets |  |  |
| Inventories | 161.4 | 160.0 |
| Accounts receivable | 44.6 | 50.1 |
| Other current receivables | 135.8 | 115.6 |
| Cash and cash equivalents | 53.6 | 104.2 |
| Total current assets | 395.5 | 429.9 |
| TOTAL ASSETS | 1,203.6 | 1,253.3 |
| EQUITY AND LIABILITIES |  |  |
| > Equity | 281.1 | 121.5 |
| > Long-term liabilities |  |  |
| Interest-bearing liabilities | 365.0 | 605.0 |
| Non interest-bearing liabilities | 209.0 | 211.8 |
| Total long-term liabilities | 574.0 | 816.8 |
| > Short-term liabilities |  |  |
| Interest-bearing liabilities | 42.3 | 40.0 |
| Non interest-bearing liabilities | 306.2 | 275.1 |
| Total short-term liabilities | 348.5 | 315.1 |
| TOTAL EQUITY AND LIABILITIES | 1,203.6 | 1,253.3 |

## SEGMENT REPDRTING

| MSEK | 3 months Oct.-Dec. |  | 2006 | Fiscal year Jan.-Dec. 2005 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 |  |  |
| > Revenues |  |  |  |  |
| Royalties |  |  |  |  |
| External sales | 40.3 | 32.2 | 236.5 | 198.9 |
| Internal sales | 14.1 | 13.9 | 72.8 | 66.8 |
| Retail and wholesale |  |  |  |  |
| External sales | 159.4 | 155.4 | 681.3 | 625.2 |
| Internal sales | 10.8 | 15.6 | 35.9 | 33.0 |
| Services |  |  |  |  |
| External sales | 77.8 | 37.0 | 377.8 | 259.8 |
| Internal sales | 6.8 | 9.2 | 61.9 | 50.8 |
| Eliminations | -31.6 | -38.8 | -170.6 | -150.7 |
| Total revenues | 277.4 | 224.7 | 1,295.6 | 1,083.9 |
| > Operating profit |  |  |  |  |
| Royalties | 2.5 | -8.9 | 155.0 | 125.6 |
| Retail and wholesale | 20.3 | 16.9 | 77.2 | 69.6 |
| Services | 2.0 | -1.2 | 10.2 | 4.9 |
| Total operating profit | 24.7 | 6.8 | 242.3 | 200.2 |
| > Operating margin ${ }^{1}$ |  |  |  |  |
| Royalties | 6\% | -28\% | 66\% | 63\% |
| Retail and wholesale | 13\% | 11\% | 11\% | 11\% |
| Services | 3\% | -3\% | 3\% | 2\% |
| Total operating profit | 9\% | 3\% | 19\% | 18\% |

## QபARTERLY DATA

EFINITIDNS


## brand sales

Brand sales is the estimated total sales to endconsumers of Gant's lifestyle products, excluding VAT and based on reported wholesale sales, that is, all products sold under the Gant brand.

## CAPITAL EMPLOYED

Interest-bearing debt plus equity.

## EARNINGS PER SHARE

Net profit for the period divided by the average number of shares, outstanding during the period.

EARNINGS PER SHARE AFTER FULL DILUTION
Profit after full tax divided by number of shares at close of period and outstanding warrants, adjusted for possible dilution effect.

## EQUITY RATIO

Equity expressed as a percentage of total assets.

## GANT STORE

Directly owned or franchise operated Gant store.

Directly owned Gant store - Gant store operated by Master franchisees incorporated within the Gant Group.

## Franschise-operated Gant store - Gant

 tore operated by a Master franchisee or subfranchisee outside of the Group.
## licensee

Companies that manufacture, market and sell the product groups footwear, fragrance, watches, eyewear and home furnishings, under the Gant brand.

## MASter franchisee

A franchisee which, through an agreement with Gant, is entitled to operate its own Gant stores, enter into an agreement with sub-franchisees with the approval of Gant and conduct wholesale operations in a defined geographical area.

## NET DEBT

Interest-bearing liabilities less liquid funds (cash and cash equivalents).

## NET MARGIN

Net result as a percentage of total revenues.

## number of employees

Total numbers of hours worked, divided by normal working hours in each country.

OPERATING MARGIN (EBIT MARGIN)
Operating profit as a percentage of total revenues.

RETURN ON CAPITAL EMPLOYED
Profit after financial items plus financial expenses as a percentage of average capital employed.

## FINANCIAL CALENDAR AND ADDITIDNAL INFDRMATIDN

## Calendar:



Gant intends to disclose the estimated order value of the company's two main collections, following the completed sales to master franchisees. This means that in September, Gant will announce the estimated order value for the forthcoming spring collection and in March the comparable order value for the forthcoming fall collection

The reports can be read on and obtained from Gant's website: www.gant.com under the heading "Investor Relations." This section includes archived financial reports and press releases and it is also possible to monitor the price trend of the Gant share with an update every 15 minutes.

Gant will not print and distribute its financial reports Printed copies can be ordered from the website or directly from the Company at the following address:
Gant Company AB, SE-131 92 Nacka Strand, Sweden, tel: +46 850676000 , fax: +46850676001 or e-mail: info@gant.com

For additional information, please contact: Arthur Engel, CEO, e-mail arthur.engel@gant.com Henrik Fredin, CFO, e-mail henrik.fredin@gant.com Louise de Verdier, Information and Trade Mark Manager, e-mail louise.de.verdier@gant.com All on tel: +46 50676000 .

## OPERATIONS

Gant is a Swedish company marketing and developing an international lifestyle brand with roots on the American East Coast. The company designs, markets and sells lifestyle products in the form of men's, women's and children's apparel, positioned in the higher quality and price segment.

The products are sold through company owned and independent master franchise holders. In addition, the
product groups footwear, fragrance, watches, eyewear and home furnishings are designed and marketed via licensees.

Gant's business model allows the company to retain full control over brand positioning and marketing, design and purchasing, while enabling expansion with limited capital requirements, business and inventory risks. This is achieved by granting the marketing and selling rights of Gant's lifestyle products to master franchisees in dif-
ferent geographical areas. The principal rule is that master franchisees purchase goods directly from the suppliers and that master franchisees pay Gant a royalty fee and pay the greater part of the marketing of the Gant brand.

Gant conducts master franchise operations in Sweden, the UK and the US through its own wholesale and retail business and receives the margins and carries the risks attributable to these forms of distribution.


## Gant Company AB

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[^0]:    ARTHUR ENGEL, CEO, AND HENRIK FREDIN, CFO, WILL PRESENT THE REPORT AT A TELEPHONE CONFERENCE ON THURSDAY, 22 FEBRUARY AT 3.OO PM CET. TO PARTICIPATE IN THE TELEPHONE CONFERENCE PLEASE CALL +46 850626930 . PARTICIPANTS FROM THE UK, PLEASE CALL +44 O20 71086303. PARTICIPANTS FROM THE US, PLEASE CALL +1 86667658 63. THE PRESENTATION WILL BE AVAILABLE ON WWW.GANT.COM. GANT ALSO INVITES THE FINANCIAL COMMUNITY AND MEDIA TO A BREAKFAST MEETING IN THE GANT STORE AT BIBLIOTEKSGATAN IN STOCKHOLM AT 8.OO AM CET ON FRIDAY 23 FEBRUARY, 2007. TO PARTICIPATE IN THE MEETING PLEASE CONTACT LOUISE DE VERDIER, INFORMATION MANAGER.

