

# Interim report for the period

JANUARY 1 - JUNE 30, 2011

## Second quarter, April 1 - June 30, 2011

- Consolidated net sales amounted to SEK 654 M (684), a decrease of 4.4% compared with the same period in 2010
- Operating profit in the Group amounted to SEK 79 M (-227). Profit before tax was SEK 75 M (-238).
- Profit for the period amounted to SEK 75 M (-227).
   Earnings per share attributable to owners of the parent amounted to SEK 0.60 (-1.28) before and after dilution.
- The ICA Group's net sales increased by 5.3% compared with the previous year. Operating profit increased to SEK 738 M (646), an increase of 14.4%.

## Period January 1 - June 30, 2011

- Consolidated net sales amounted to SEK 1,233 M (1,331), a decrease of 7.4% compared with the same period in 2010
- Operating profit in the Group was SEK 60 M (-231). Profit before tax amounted to SEK 44 M (-220).
- Profit for the period amounted to SEK 57 M (-178).
   Earnings per share attributable to owners of the parent amounted to SEK 0.62 (-0.80) before and after dilution.
- The ICA Group's net sales increased by 0.8%. Operating profit decreased to SEK 1,228 M (1,266), a decrease of 3.0%.

## Significant events after the end of the period

• ICA AB has decided to initiate a sales process for the company's ICA Maxi stores in the Norwegian market.

SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 months
Group		-			-	
Net sales	654	684	1,233	1,331	2,931	2,833
Operating profit/loss	79	-227	60	-231	-422	151
Profit/loss for the period	75	-227	57	-178	-391	-75
Earnings per common share, SEK	0.60	-1.28	0.62	-0.80	-1.89	-0.47
Earnings per C share, SEK	0.60	-1.28	0.62	-0.80	-1.89	-0.47
Growth, % Operating margin, %	-4.4 12.1	90.5 -33.2	-7.4 4.8	98.7 -17.4	22.5 -14.4	-7.2 5.3

Hakon Invest, which is listed on NASDAQ OMX Stockholm, conducts active and long-term investment operations in retailoriented companies in the Nordic and Baltic regions. Hakon Invest owns 40% of ICA AB, one of northern Europe's leading food retail companies. Hakon Invest also has holdings in Forma Publishing Group, Kjell & Company, Hemma, Cervera, inkClub and Hemtex. Further information about Hakon Invest is available at www.hakoninvest.se



## President's comments

In conjunction with the report for the first quarter we expressed concern about a slowdown in private consumption. The weaker trend for private consumption has continued in the second quarter. We are experiencing a tougher retail climate in Sweden where ongoing interest rate hikes are creating uncertainty among consumers. The development within different retail sectors is divided and it is difficult to give a clear picture of the economic situation. That said, it is gratifying to note that our largest holding, ICA, outperformed the market in Sweden and therefore gained market shares. At the same time, the majority of our other companies developed on a par with or somewhat better than the market. The slowdown in volume we saw in food retail in Sweden during the fourth quarter of 2010 and the first quarter of 2011 has recovered, although at a continued modest level. Total retail development also improved, following two quarters with falling trends, to an increase measured in current prices of 2.5% which corresponds to a volume increase of 2.7%. Consumer durables continue to take a larger share of consumers' disposable income and report a higher volume growth of 3.7%.



Claes-Göran Sylvén

Hakon Invest reported a 4% decrease in sales for the second quarter of 2011 compared with the previous year. The lower sales are mainly due to less favorable like-for-like sales

in Hemtex. Operating profit for Hakon Invest for the quarter improved compared with the previous year to SEK 79 M (-227). In the same period last year Hakon Invest's operating profit was charged with SEK 299 M relating to a tax expense in ICA AB. Profit from continuing operations for the quarter improved compared with the previous year. ICA AB reports its best-ever earnings for a second quarter which was a strong result in view of the weak market development and a continued weak performance in Norway. Share of profits from ICA was therefore higher, mainly due to the two reasons mentioned above – the improved underlying earnings and the absence of a non-recurring tax expense. Operating losses in Norway, however, continued to rise during the quarter. The less favorable operating result is explained by a lower gross margin due to continued intense price competition as well as higher costs for several company-owned stores. ICA Norway remains a major disappointment. As part of efforts to concentrate operations and create an improved base from which to achieve profitability in Norway, the board of ICA AB has decided to divest ICA Maxi in the Norwegian market. The work of evaluating additional measures is under way.

The ICA Group's sales increased by 5.3% during the quarter and by 7.3% in fixed exchange rates. Operating profit for the quarter improved by 14% despite a bigger loss in the Norwegian operations. ICA Sweden reports stable, although somewhat lower, earnings compared with the previous year, while Rimi Baltic reports a strong improvement in earnings for the fourth consecutive quarter. Stronger earnings are also reported by ICA Real Estate and by ICA Bank.

The majority of the portfolio companies reported growth in the second quarter although it is clear that the weak retail market resulted in a lower like-for-like sales development. Taken overall, earnings for the portfolio companies were at the previous year's level. The losses in Cervera and Hemtex were lower while principally Forma and inkClub reported lower operating profits. The weak development within Forma Books resulted in lower earnings for Forma. Cervera continues to improve its earnings to some extent, while development in inkClub follows the trend in the most recently reported quarters. The lower earnings for inkClub are explained by a weak volume growth at the start of the quarter. It is positive, however, that an improved product mix and broader toner range strengthened the gross margin.

Sales in Hemtex continued to show a negative development in the second quarter. The company had clearance sales of excess stock which had a negative impact on earnings. Efforts to create an attractive product range, clear marketing and an optimal store structure are ongoing.

Hakon Invest's focus for the 2011 fiscal year will continue to put profitability before expansion.

Claes-Göran Sylvén President

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# Significant events during the period

- April 2011 Hakon Invest subscribes for its share in the Hemtex new issue
   In April 2011, Hakon Invest subscribed for its share, 68.5%, corresponding to SEK 225 M in the Hemtex new issue.
- April 2011 ICA announced that President Kenneth Bengtsson is to leave ICA in 2012
   ICA's President and CEO, Kenneth Bengtsson, will leave his position as president in June 2012 after being CEO for eleven years.
- April 2011 Hemtex President Erik Gumabon leaves the company
   Hemtex President, Erik Gumabon, has left his position as President of the company. Peder Larsson has been appointed as acting President.
- January 2011 ICA tax payment In January, SEK 1,187 M was paid to the Swedish Tax Agency as a consequence of the decision by the Administrative Court in December 2010. The payment was made when ICA's application for deferral of payment was disallowed. ICA is of the opinion that the tax deduction was made in accordance with tax legislation. ICA has lodged an appeal against the Administrative Court's decision to the Administrative Court of Appeal. The amount is booked as a receivable from the Swedish Tax Agency. The tax claim constitutes a contingent liability.
- March 2011 ICA is declined an appeal to the Supreme Administrative Court ICA has been declined an appeal to the Supreme Administrative Court concerning the tax deduction of interest for the period 2001-2003. The decision means that the Administrative Court of Appeal's ruling has been upheld and that the tax dispute thereby is legally closed. As has been communicated earlier, ICA paid the tax claim of SEK 747 million in 2009 and expensed the cost during the second quarter 2010.

# Significant events after the end of the period

August 2011 - ICA decides to sell ICA Maxi stores in Norway

The Board of ICA AB, as part of efforts to reverse the company's development in the Norwegian market, has decided to initiate a sales process for the Norwegian ICA Maxi stores.

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# Business environment and market

Swedish consumer confidence in their own and the Swedish economy has shown a negative trend since autumn 2010, which strengthened somewhat during the second quarter of 2011. This decline took place from historically high levels and reflects consumers' concern about ongoing interest rate increases. Historically, retail trade development has closely tracked consumer confidence in the economy. Development in the second quarter deviated from this pattern, however, since the negative trend for retail continued.

The start of 2011 was characterized by turbulence in the global financial market as a consequence of the worrying development of sovereign debt in the U.S. as well as in several European economies. Signs of an economic slowdown are contributing to this uncertainty.



Source: The Swedish Retail Institute (HUI) and National Institute of Economic Research

#### **DEVELOPMENT DURING THE SECOND QUARTER**

Total retail trading measured in current prices saw some recovery in the second quarter after two quarters with a downward trend. The total market increased by 2.5% in current prices, corresponding to a volume increase of 2.7%. During the quarter food retail showed stronger development than consumer durables in current prices with an upturn of 3.8% compared with 1.5% for consumer durables. In terms of volume, however, it is clear that consumer durables continue to show a stronger trend. It can be noted that the majority of retail sectors are seeing negative development and that business is difficult to forecast.

The second quarter started with a strong performance in April where a delayed Easter effect had a positive impact on consumption combined with a suppressed buying demand from a weak first quarter. Adjusted for price and calendar effects, May was once again a weak month, both for food retail and for consumer durables. The warm weather was definitely a contributory factor to consumers' lukewarm purchasing enthusiasm. Calendar adjusted, performance was slightly better in June.

Total retail trading increased by 1.7% in the first six months of the year which was weaker than forecast. The Swedish Retail Institute (HUI) has made a downward adjustment to its earlier full-year forecast from an assessed increase of 3.5% to today's anticipated 2.5%. In volume terms total retail trading increased by 2.3% while food retail only saw an increase of 0.3%. It is clear that consumer durables, with an increase of 3.9%, continue to take a larger share of consumers' disposable income.

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# Group performance

#### **REVENUES AND PROFIT**

## Second quarter April - June 2011

Consolidated net sales amounted to SEK 654 M (684), a decrease of 4.4%. The decline in sales is explained by a lower volume within Hemtex.

Operating profit in the Hakon Invest Group amounted to SEK 79 M (-227). The result in the equivalent quarter last year was negatively affected by a SEK 299 M relating to tax items in ICA.

Net financial items in the Group amounted to SEK -4 M (-11), of which return in the Parent Company's investment management amounted to SEK 4 M (-4).

Profit before tax amounted to SEK 75 M (-238). A tax expense of SEK 0 M (+11) was reported for the period.

Profit for the period amounted to SEK 75 M (-227). Earnings per share attributable to owners of the parent amounted to SEK 0.60 (-1.28).

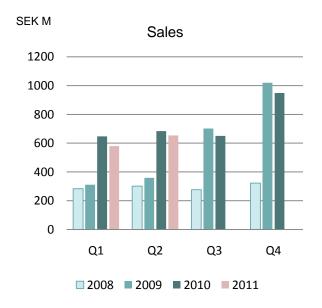
## Period January - June 2011

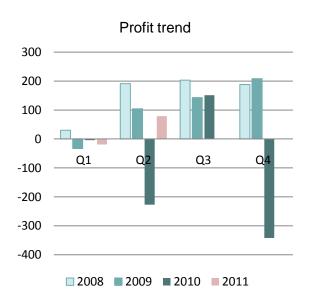
Consolidated net sales amounted to SEK 1,233 M (1,331), a decrease of 7.4%. The decline in sales is due to a lower volume within Hemtex.

Operating profit in the Hakon Invest Group amounted to SEK 60 M (-231). A tax expense in the previous year attributable to ICA amounting to SEK 299 M explains the substantial improvement in earnings.

Net financial items amounted to SEK -16 M (11), of which return in the Parent Company's investment management amounted to SEK 0 M (22).

Profit before tax amounted to SEK 44 M (-220). A tax return of SEK 13 M (42) was reported for the period. Profit for the period amounted to SEK 57 M (-178). Earnings per share attributable to owners of the parent amounted to SEK 0.62 (-0.80).





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# Development in the holdings

#### **APRIL - JUNE 2011**

	Net s	sales	Gross m	argin, %	Operating profit/loss		Contribution to Ha ss Invest's operating p	
SEK M	2011	2010	2011	2010	2011	2010	2011	2010
ICA	24,365	23,143	13,8	14,5	738	646	169	-141
Forma	234	237	34.7	36.7	13	21	13	21
Kjell & Co	141	140	48.7	45.4	-9	-7	-3	-3
Hemma	64	61	27.5	28.6	-12	-10	-12	-10
Cervera	155	151	47.3	47.1	-14	-16	-14	-16
inkClub	119	113	49.5	47.7	4	13	-1	1
Hemtex	201	235	53.3	56.1	-57	-63	-57	-63

# **JANUARY – JUNE 2011**

	Net s	sales	Gross m	Contribution to be smargin, % Operating profit/loss Invest's operating		Operating profit/loss		
SEK M	2011	2010	2011	2010	2011	2010	2011	2010
ICA	46,250	46,862	13,9	14,3	1,228	1,266	267	14
Forma	435	440	32.5	35.7	-5	3	-5	3
Kjell & Co	292	284	48.2	46.3	-7	-3	-2	-1
Hemma	126	116	27.4	28.6	-25	-14	-25	-14
Cervera	284	270	47.1	46.1	-34	-43	-34	-43
inkClub	253	245	47.5	48.2	8	24	-4	1
Hemtex	388	505	55.0	50.8	-107	-163	-107	-163

## **JUNE 30, 2011**

SEK M	Holding	Total assets	Equity	Interest- bearing net debt	Cash flow from operating activities	Cash flow from investment activities
ICA	40% 1)	40,640	10,887	3,227 <sup>3)</sup>	-215 <sup>4)</sup>	-1,151
Forma	100%	561	90	248	7	-14
Kjell & Co	50% <sup>2)</sup>	190	66	8	-38	-5
Hemma	89%	314	90	98	-7	-5
Cervera	91.4%	349	113	68	-45	-4
InkClub	55% <sup>2)</sup>	185	103	1	6	0
Hemtex	68.5%	623	347	59	-163	-1

<sup>1)</sup> Hakon Invest and Royal Ahold have joint control of ICA AB through an agreement requiring unanimity for all decisions made by general meetings and the Board of Directors.

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<sup>&</sup>lt;sup>2)</sup> Hakon Invest and other principal shareholders have joint control of the company through an agreement.

<sup>&</sup>lt;sup>3)</sup> Interest-bearing net debt for ICA is exclusive of ICA Bank.

<sup>&</sup>lt;sup>4)</sup> Cash flow includes a non-recurring payment to the Swedish Tax Agency of SEK 1,187 M.



## **ICA**

#### **REVENUES AND PROFITS ICA GROUP**

#### Second quarter April - June 2011

The ICA Group's net sales during the quarter amounted to SEK 24,365 M (23,143), an increase of 5.3%. At constant exchange rates, net sales rose by 7.3%.

Operating profit amounted to SEK 738 M (646), an increase of 14.2%, corresponding to operating margin of 3.0% compared with the previous year of 2.8%. Operating profit includes capital gains from property sales of SEK 15 M (-5) and write-downs of non-current assets of SEK 0 M (37).

## Period January - June 2011

The ICA Group's net sales for the period amounted to SEK 46,250 M (45,862), an increase of 0.8%. At constant exchange rates, sales rose by 3.4%.

Operating profit amounted to SEK 1,228 M (1,266), a decrease of 3.0%, corresponding to an operating margin of 2.7% (2.8). Operating profit includes capital gains from property sales of SEK 15 M (-1) and write-downs of non-current assets of SEK 0 M (37).

SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 months
Net sales Operating profit Contribution to Hakon	24,365 738	23,143 646	46,250 1,228	45,862 1,266	93,860 2,924	94,249 2,886
Invest's operating profit	169	-141	267	14	204	457
Growth, %	5.3	-3.7	0.8	-1.6	-0.8	0.4
Operating margin, % Gross margin, %	3.0 213,8	2.8 14,5	2.7 13,9	2.8 14,3	3.1 14.4	3.1 14.2
Holding Hakon Invest, %	40	40	40	40	40	40

## **ICA SWEDEN**

ICA Sweden's operating profit decreased to SEK 631 M (665) during the quarter. The fall in earnings is a consequence of higher logistics costs due to changes in logistics structure and a less favorable gross margin due to price reductions. In the period January-June, ICA Sweden's operating profit amounted to SEK 1,153 M (1,205), a decrease of 4.3%. During the six month period the decline in earnings was mainly due to higher logistics costs.

## **ICA NORWAY**

Operating loss for ICA Norway during the quarter amounted to SEK 199 M (155). The lower operating result is due to a lower gross margin as a consequence of intense price competition as well as higher costs for store operation. ICA Norway's operating loss in January-June amounted to SEK 433 M (225). The decline is due to higher costs for wholly owned stores, a less favorable gross margin due to price pressure and a high rebranding rate for new Rimi stores.

#### **RIMI BALTIC**

Rimi Baltic's operating profit for the second quarter amounted to SEK 60 M (-55). During the second quarter of 2010 Rimi Baltic was charged with write-downs of SEK 37 M and discontinuation costs for employees and premises of SEK 24 M for the closure of unprofitable stores in Lithuania. The improved earnings are due to higher sales and an improved gross margin. Rimi Baltic's operating profit for January – June improved to SEK 57 M (-94), an increase of SEK 151 M.

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#### **ICA BANK**

ICA Bank's operating profit amounted to SEK 45 M (21) during the quarter and operating profit for the six-month period amounted to SEK 61 M (32). The improvement was mainly due to higher net interest income.

#### **ICA REAL ESTATE**

ICA Real Estate's operating profit amounted to SEK 271 M (229) during the quarter and SEK 505 M (445) for the first six months of the year. The result for the quarter includes capital gains from property sales of SEK 13 M (1). During the six-month period capital gains are included of SEK 14 M (5). The improved earnings are partly due to non-recurring revenue.

#### **ICA TAX DISPUTES**

The Swedish Tax Agency has decided to disallow interest deductions made during the period 2004-2008.-. The Tax Agency's claim amounts to SEK 1,187 M (including tax surcharge and interest). Since ICA has lodged an appeal against the Administrative Court's decision to the Administrative Court of Appeal, but not been granted deferral of payment, the company paid SEK 1,187 M to the Swedish Tax Agency in January 2011. The tax claim constitutes a contingent liability.

#### **NET SALES, ICA GROUP**

SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 months
ICA Sweden	16,197	14,977	30,355	29,247	60,596	61,704
ICA Norway	5,145	5,129	10,085	10,623	21,225	20,687
Rimi Baltic	2,533	2,616	4,866	5,129	10,352	10,059
ICA Bank	192	151	358	295	612	675
ICA Real Estate	565	536	1,106	1,068	2,135	2,173
ICA Group Functions	114	124	226	235	452	443
Intra-group sales	-381	-390	-746	-765	-1,512	-1,493
Net sales	24,365	23,143	46,250	45,862	93,860	94,249

## **OPERATING PROFIT, ICA GROUP**

SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 months
ICA Sweden	631	665	1,153	1,205	2,750	2,697
ICA Norway	-199	-155	-433	-225	-588	-796
Rimi Baltic	60	-55	57	-94	-13	138
ICA Bank	45	21	61	32	91	120
ICA Real Estate	271	229	505	445	917	976
ICA Group Functions	-70	-59	-115	-97	-233	-250
Operating profit, total	738	646	1,228	1,266	2,924	2,886

## **ICA FACTS**

The ICA Group is one of Northern Europe's leading retail companies, with around 2,200 of its own and retailer-owned stores in Sweden, Norway, Estonia, Latvia and Lithuania. The company aims to be the leader in every market in which ICA conducts operations. The Group includes the wholly owned sales companies ICA Sweden, ICA Norway and Rimi Baltic, as well as ICA Bank, which offers financial services to Swedish customers, and ICA Real Estate, which manages the Group's properties and leases

ICA's complete interim report can be accessed on ICA's website www.ica.se

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#### **FORMA**



	2011	2010	2011	2010	2010	Rolling
SEK M	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	full year	12 mths
Net sales	234	237	435	440	875	870
Operating profit/loss	13	21	-5	3	15	8
Contribution to Hakon Invest's operating profit	13	21	-5	3	15	8
Growth, %	-1	10	-1	7	1	-18
Operating margin, %	5.6	8.9	-1.1	0.7	2.0	0.9
Gross margin, %	34.7	36.7	32.5	35.7	34.0	32.4
Holding Hakon Invest %	100	100	100	100	100	100

- Forma's net sales for the quarter amounted to SEK 234 M (237), a decrease of 1% compared with the same period in the previous year. The lower sales during the quarter are entirely attributable to lower sales in the Forma Books business area.
- Operating profit for the quarter was SEK 13 M (21), which is a decrease of SEK 8 M. Operating margin for the quarter amounted to 5.6% (8.9).

Forma's sales during the quarter were slightly lower than in the previous year. Sales for Forma Books decreased due to lower sales of new titles and lower backlist sales. Forma Contract reported increased sales for the quarter as a result of new assignments and acquisitions. Sales for Forma Magazines increased marginally during the quarter. Accumulated sales decreased by 1% due to lower sales within Forma Books.

Operating profit for the quarter amounted to SEK 13 M (21) which is lower than in the previous year. The biggest downturn was in Forma Books due to the lower sales. Forma Contract's operating profit also decreased due to costs for expansion. Operating profit for Forma Magazines improved through a lower cost level and higher advertising sales

Accumulated operating loss was SEK 5 M (+3), which is SEK 8 M less favorable than in the previous year. The operating result for the period was better for the Magazines business area, largely due to cost savings. Earnings within Books were negatively affected by a weak sales trend. The Contract business area had costs for acquisitions during the period.

The focus for Forma is to achieve profitability within all business areas as well as continued expansion, particularly within Forma Contract.

## **KJELL & COMPANY**

	2011	2010	2011	2010	2010	Rolling
SEK M	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	full year	12 mths
Net sales	141	140	292	284	644	652
Operating profit	-9	-7	-7	-3	23	19
Contribution to Hakon Invest's operating profit	-3	-3	-2	-1	8	7
Growth, %	1	27	3	20	17	9
Comparable growth, %	-4	10	-4	4	4	2,9
Operating margin, %	-6.5	-5,3	-2.4	-1.1	3.6	2,9
Gross margin, %	48.7	45.4	48.2	46.3	46.4	47,2
Holding Hakon Invest, %	50	50	50	50	50	50

- Kjell & Company's net sales for the quarter amounted to SEK 141 M (140), in line with the same period in the previous year.
   Sales in comparable units fell 4%.
- Operating profit for the quarter amounted to SEK -9 M (-7).
   Operating margin for the quarter was -6.5% (-5.3).

Kjell & Company reports total sales on a par with the previous year while like-for-like sales decreased by 4%. Sales for the quarter were negatively affected by a late launch of the product catalog, compared with the previous year, as well as by a gradually changed product mix which provided a slightly lower volume but a higher gross margin.

Operating loss for the quarter was SEK 2 M higher than in the previous year, SEK 9 M (7). The gross margin strengthened while central costs for stocks and ongoing web projects increased. Costs in stores decreased during the quarter.

The accumulated operating loss was also higher compared with the previous year, SEK 7 M (3) and charged with costs for strategic projects.

The growth strategy for Kjell & Company remains unchanged. Work is under way to improve efficiency in the stores and on measures to reduce the company's tied-up capital.

The number of stores at June 30, 2011, totaled 55 (51).

## **FORMA FACTS**

Forma Publishing Group is one of Sweden's largest publishing houses and a leading media group in the Nordic and Baltic markets. Operations are conducted in three business areas: Forma Magazines (trade and consumer magazines), Forma Contract (contract operations) and Forma Books (book publishers). Forma offers a large range of book titles within non-fiction and fiction as well as magazines. Forma Contract is the leader in editorial communication within all channels, including television productions and live webcasts.

## **KJELL & COMPANY FACTS**

Kjell & Company is one of Sweden's leading retailers of home electronics accessories. Kjell & Company owns and operates 55 stores in Sweden all of which carry a complete range of approximately 7,000 items. In addition to the stores, mail order and online sales are key channels. Kjell & Company is highly accessible to its customers and provides a high level of service and expertise.

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#### **HEMMA**



### **CERVERA**



SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 mths
Net sales	64	61	126	116	268	279
Operating profit/loss	-12	-10	-25	-14	-35	-46
Contribution to Hakon Invest's operating profit	-12	-10	-25	-14	-35	-46
Growth, %	5	5	9	-1	8	13
Comparable growth, %	-7	2	-6	-3	1	n.a.
Operating margin, %	-18.8	-16.4	-19.8	-12.1	-13.2	-16,5
Gross margin, %	27.5	28.6	27.4	28.6	26.8	26.3
Holding Hakon Invest, %	89	89	89	89	89	89

- Hemma's net sales for the quarter amounted to SEK 64 M (61), an increase of 5% compared with the same period in the previous year. Sales in comparable units fell 7%.
- Operating loss for the quarter was SEK 12 M (10), a decrease of SEK 2 M. Operating margin for the quarter amounted to -18.8% (-16.4).

Hemma showed a positive sales development during the quarter due to the substantial establishment of new stores in the previous year. Like-for-like sales decreased, however, compared with the same period last year. The intense price pressure in the white goods market continued during the quarter which led to a continued weakened gross margin.

The operating result for the quarter was less favorable due to lower like-for-like sales as well as a lower gross margin due to price pressure in the market.

The accumulated operating loss for the first half was worse than in the previous year, SEK 25 M (14).

Work is under way at Hemma designed to concentrate and optimize the chain's product range. In parallel there will be an increase of centralized purchasing in order to exploit the chain's economies of scale. The focus is on consolidating the chain and achieving profitability in existing units before continued expansion. An evaluation of the chain's future long-term structure and presence in the market is being carried out.

The number of stores owned by the company at June 30, 2011, amounted to 28 (24). The number of retailer-owned stores was 82 (77).

SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 mths
Net sales	155	151	284	270	707	719
Operating profit/loss	-14	-16	-34	-43	-33	-24
Contribution to Hakon Invest's operating profit	-14	-16	-34	-43	-33	-24
Growth, %	3	77	5	89	30	7
Comparable growth, %	-1	4	2	6	9	n.a.
Operating margin, %	-9.0	-10.6	-12.0	-15.9	-4.6	-3.3
Gross margin, %	47.3	47.1	47.1	46.1	46.4	46.7
Holding Hakon Invest, %	91.4	91.4	91.4	91.4	91.4	91.4

- Cervera's net sales for the quarter amounted to SEK 155 M (151), an increase of 3% compared with the same period in the previous year. Sales in comparable units fell 1%.
- Operating loss for the quarter was SEK 14 M (-6), an improvement of SEK 2 M. Operating margin for the quarter amounted to -9.0% (-10.6).

Cervera reports increased sales and the company showed stronger profitability during the past year. The gross margin for the quarter was marginally better than in the same period last year.

Accumulated operating loss amounted to SEK 34 M (43) for the sixmonth period, which represents an improvement of SEK 9 M over the previous year.

The focus in Cervera is on creating a clearer and more concentrated product range and on changing the sales mix.

Cervera has appointed Yvonne Magnusson as the new President of the company. Yvonne Magnusson took up her position on May 1, 2011

The number of wholly owned stores at June 30, 2011, was 56 (55). The number of franchise stores was 22 (21).

#### **HEMMA FACTS**

Hemma is one of Sweden's largest white goods retailers with over 100 wholly owned and franchise stores throughout the country. The product range consists of products from known brands within home, kitchen and laundry. Hemma operates its own stores in metropolitan regions and is a member organization for the Hemma chain's voluntary members who own and operate their own stores. The chain offers its customers a combination of high product expertise and a fast, smooth and simple way to purchase white goods.

#### **CERVERA FACTS**

Cervera is one of Sweden's leading retailers of high-quality products with a focus on the kitchen and dining area. The chain offers a broad range of well-known high-quality and design products for cookery, serving and decoration in an inspiring store environment.

Cervera is established with 56 wholly or partly owned stores and 22 franchise stores.

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#### **INKCLUB**



SEK M	2011 Apr-Jun	2010 Apr-Jun	2011 Jan-Jun	2010 Jan-Jun	2010 full year	Rolling 12 mths
Net sales	119	113	253	245	497	505
Operating profit	4	13	8	24	38	23
Contribution to Hakon Invest's operating profit	-1	1	-4	1	-2	-7
Growth, %	5	10	3	9	10	7
Operating margin, % Gross margin, %	3.4 49.5	11.5 47.7	3.2 47.5	9.8 48.2	7.7 47.2	4.5 46.9
Holding Hakon Invest, %	55	50	55	50	55	55

- inkClub's net sales for the quarter amounted to SEK 119 M (113), an increase of 5% compared with the same period in the previous year.
- Operating profit amounted to SEK 4 M (13), a decrease of SEK 9 M. Operating margin for the quarter amounted to 3.4% (11.5).

dustClub, batteryClub, and Beauty Planet increased their sales for the period compared with the previous year, while sales in for ink cartridges decreased. The newly started operations Lightclub contributed with an increase to total sales. Volumes for ink/toner decreased in April but recovered in May and June.

inkClub's profitability continued to decrease in line with development in the last two quarters, although the trend improved in the two final months. The gross margin, however, unlike in the previous quarter, strengthened due to an improved product mix and a broader toner range.

inkClub increased its administrative and marketing costs during the quarter as well as costs for managing acquired and newly started operations.

#### **HEMTEX**

# HEMTEX

	2011	2010	2011	2010	2010	Rolling
SEK M	Apr-Jun	Apr-Jun	Jan-Jun	Jan-Jun	full year	12 mths
Net sales	201	235	388	505	1,081	964
Operating profit/loss	-57	-63	-107	-163	-233	-177
Contribution to Hakon Invest's operating profit	-57	-63	-107	-163	-233	-177
Growth. %	-14	-15	-23	-11	-17	-22
Comparable growth, %	0	-8	-12	-4	-9	n.a.
Operating margin, %	-28.6	-27.0	-27.6	-32.3	-21.5	-18.3
Gross margin, %	53.3	56.1	55.0	50.8	53.1	55.1
Holding	68.5	68.5	68.5	68.5	68.5	68.5
Hakon Invest. %						

- Hemtex's net sales for the quarter amounted to SEK 201 M (235), a decrease of 14% compared with the same period in the previous year. The number of stores decreaed by 13% compared with the same period in the previous year. Like-forlike sales were unchanged.
- Operating loss for the quarter amounted to SEK 57 M (63), which is an improvement of SEK 6 M. Operating margin for the quarter was -28.4% (-26.8).

Development in Hemtex remains weak. Total sales decreased due to a strategic decision to concentrate operations geographically. Likefor-like sales were unchanged in the quarter due to increased activities to create a balance in inventories. Like-for-like sales development noted a weak improved trend towards the end of the quarter. The gross margin was lower due to clearance sales in April.

Efforts to realize the previously announced cost-cutting program amounting to approximately SEK 160 M compared with 2010 are proceeding according to plan and under regular review due to the continued weak sales trend in the company.

Hemtex carried out is new issue in April where Hakon Invest subscribed for its 68.5% share, corresponding to SEK 225 M.

The future focus in Hemtex is to create an attractive customer offering and clear market communications. Optimizing the store structure and achieving profitability are given priority over expansion.

The number of wholly owned stores at June 30, 2011, amounted to 152 (174). The number of franchise stores was 20 (22).

#### **INKCLUB FACTS**

inkClub conducts online sales of attractively priced consumables and accessories in 15 European countries. The core business is ink cartridges and other printer accessories, but inkClub also conducts online sales of light bulbs, batteries, vacuum cleaner bags and beauty products. Customers are offered a broad product range at low prices, exclusive member offerings and fast deliveries. An online sales channel offers customers an attractive, broad and deep range of specialty products within their product niche.

#### **HEMTEX FACTS**

Hemtex is a leading home textiles chain with operations in Sweden and Finland. Hemtex offers a value-for-money, inspiring and functional range of high quality textile products for all the rooms in the home. The number of stores totals 172, of which 152 are wholly owned and 20 are operated by franchisees.

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# Group's financial position

#### FINANCIAL POSITION AND LIQUIDITY

At June 30, 2011, the Group's cash and cash equivalents and the current value of short-term investments amounted to SEK 1,196 M compared with SEK 1,223 M at December 31, 2010.

The Group's interest-bearing liabilities amounted to SEK 468 M at June 30, 2011, compared with SEK 596 M at December 31, 2010. The equity/assets ratio at the end of the period was 86.9%, compared with 85.0% at December 31, 2010.

#### **CASH FLOW**

Cash flow from operating activities amounted to SEK 527 M (511). Dividend received from ICA AB amounted to SEK 760 M (626). Cash flow from investing activities amounted to SEK 4 M (-233). Changes in short-term investments are included with SEK 20 M (-212), while acquisitions of non-current assets are included with SEK -16 M (-21). Cash and cash equivalents declined to SEK 72 M at June 30, 2011, compared with SEK 147 M at December 31, 2010.

#### **RISKS AND UNCERTAINTIES**

Hakon Invest works with a number of basic principles for managing risks in different parts of its operations. This is regulated and managed via a formal work plan for the Board and instructions to the President. All investments are inherently uncertain and ahead of each investment Hakon Invest carries out a careful evaluation designed to identify and if possible reduce the risks that may be associated with the investment. The most comprehensive risk within Hakon Invest is the financial development of the individual portfolio companies, where a worst case scenario is the loss of Hakon Invest's entire investment in a company. The holding in ICA AB constitutes a significant part of the company's assets and is therefore of particular importance for an assessment of Hakon Invest. Via ICA AB, Hakon Invest has significant exposure to the Nordic and Baltic food retail sector. A less favorable business climate or political decisions, such as raised taxes, are factors that could have a negative impact on ICA's sales and earnings. Hakon Invest's financial policy stipulates how financial risks are to be managed and limited. The policy also provides a framework for management of financial assets. More information about Hakon Invest's risk management is provided on pages

54 – 56 and 87 – 88 of the 2010 Annual Report. No significant changes have occurred since the annual accounts were adopted.

## **RELATED-PARTY TRANSACTIONS**

No significant transactions took place between Hakon Invest and related parties during the period.

# Parent Company performance

#### **REVENUES AND PROFIT**

## Second quarter April – June 2011

The Parent Company's revenues amounted to SEK 0 M (0) during the second quarter of 2011. Operating loss amounted to SEK 15 M (15).

Net financial items amounted to SEK 764 M (709). Dividend from ICA AB is included with SEK 760 M (626). The investment return amounted to SEK 4 M (-4). Profit before tax amounted to SEK 749 M (694). A tax expense of SEK 0 M (0) is reported for the period. Profit for the period amounted to SEK 749 M (694).

## Period January 2011 - June 2011

The Parent Company's revenues amounted to SEK 0 M (0) during the period. Operating loss was SEK 30 M (27).

Net financial items amounted to SEK 760 M (735). This includes a dividend from ICA AB of SEK 760 M (626). Return on investment management was SEK 0 M (22). Profit before tax amounted to SEK 730 M (708). A tax return of SEK 1 M (0) is reported for the period. Profit for the period amounted to SEK 731 M (708).

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#### **FINANCIAL POSITION**

The Parent Company's cash and cash equivalents and the current value of short-term investments at June 30, 2011, amounted to SEK 1,136 M, compared with SEK 1,136 M at December 31, 2010. At the end of June 2011 financial investments were as follows: 46% equities (38), 32% fixed-income securities (39), 21% hedge funds (17) and 1% cash and cash equivalents (6).

The Parent Company has no interest-bearing liabilities. The equity/assets ratio at the end of the period was 99.1%, compared with 99.1% at December 31, 2010.

#### **SHARE INFORMATION**

Share capital in Hakon Invest amounts to SEK 402,293,590 distributed among 160,917,436 shares, each with a quota value of SEK 2.50, of which 252,130 shares are held by Hakon Invest. At the end of the period the number of C shares amounted to 82,067,892 and the number of common shares after repurchases was 78,849,544. Common shares and C shares carry the same voting rights but a different dividend entitlement. While common shares have an unlimited dividend entitlement, C shares do not carry entitlement to cash profit distribution. Conversion will take place starting in the 2016 fiscal year and means that with effect from 2016 the total dividend in Hakon Invest will be allocated on 100% of the company's shares instead of on 49% as in the case today.

Hakon Invest's 10 largest shareholders represent 73.5% of the share capital, corresponding to 117,996,770 shares. ICA-handlarnas Förbund is the company's largest shareholder, followed by Swedbank Robur funds and SEB Investment Management.

Largest shareholders at June 30, 2011	Number of shares	Capital and voting rights, %
ICA-handlarnas Förbund	108,350,245	67.3
Swedbank Robur Funds	1,589,334	1.0
SEB Investment Management	1,521,217	1.0
Handelsbanken Funds	1,206,840	0.8
Robur Insurance	1,137,713	0.7
Leif Jönsson	1,003,721	0.6
Fourth Swedish National Pension Fund (AP4)	895,206	0.6
JPM Chase NA	788,543	0.5
Second Swedish National Pension Fund (AP2)	763,327	0.5
Länsförsäkringar Funds AB	740,624	0.5
Ten largest shareholders	117,996,770	73.5
Other shareholders	42,920,666	26.5
Total	160,917,436	100.0

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# Financial statements

## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

			April – June		January – June	
SEK M	Note	2011	2010	2011	2010	2010
Net sales		654	684	1,233	1,331	2,931
Cost of goods sold		-376	-378	-711	-761	-1,659
Gross profit		278	306	522	570	1,272
Other operating income		18	17	34	32	70
Cost of sales		-288	-319	-577	-679	-1,344
Administrative expenses		-94	-88	-180	-168	-332
Other operating expenses		-	-	-	-	-16
Share of profit of companies accounted for using the equity method	3	165	-143	261	14	212
Write-down of goodwill		-	-	-	-	-284
Operating profit	2	79	-227	60	-231	-422
Financial income		16	13	32	18	32
Financial expenses		-9	-8	-19	-17	-37
Change in fair value of financial instruments		-11	-16	-29	10	49
Profit/loss before tax	2	75	-238	44	-220	-378
Tax		0	11	13	42	-13
Profit for the period	2	75	-227	57	-178	-391
Other comprehensive income for the period						
Change in translation reserve, net after tax		104	-62	60	-224	-395
Change in fair value reserve, net after tax		-1	-1	1	-4	-8
Change in hedging reserve, net after tax		5	5	13	2	-8
Total other comprehensive income		108	-58	74	-226	-411
Comprehensive income for the period		183	-285	131	-404	-802
Profit for the period attributable to						
Owners of the parent		97	-206	99	-129	-303
Non-controlling interests		-22	-21	-42	-49	-88
Comprehensive income for the period attributable to						
Owners of the parent		205	-264	173	-355	-714
Non-controlling interests		-22	-21	-42	-49	-88
Earnings per share, before and after dilution						
Common share		0.60	-1.28	0.62	-0.80	-1.89
C share		0.60	-1.28	0.62	-0.80	-1.89

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## CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	June 30			December 31		
SEK M	Note	2011	2010	2010		
ASSETS						
Non-current assets						
Goodwill	2	442	711	431		
Other intangible assets	2	773	780	779		
Interests in companies accounting for using the equity method	3	6,391	6,769	6,818		
Deferred tax asset		236	295	225		
Other non-current assets		91	121	109		
Total non-current assets		7,933	8,676	8,362		
Current assets						
Short-term investments		1,124	1,034	1,076		
Cash and cash equivalents		72	109	147		
Other current assets		880	878	931		
Total current assets		2,076	2,021	2,154		
TOTAL ASSETS	2	10,009	10,697	10,516		
EQUITY AND LIABILITIES						
Equity		8,702	9,342	8,944		
Provisions		171	158	168		
Deferred tax liability		177	196	180		
Non-current interest bearing liabilities		2	122	49		
Other non-current liabilities		3	2	2		
Current interest bearing liabilities		306	232	394		
Other current liabilities		648	645	779		
TOTAL EQUITY AND LIABILITIES		10,009	10,697	10,516		

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	Janua	January – June			
SEK M	2011	2010	2010		
Cash flow from operating activities	527	511	534		
Cash flow from investing activities	4	-233	-311		
Cash flow from financing activities	-606	-392	-300		
Cash flow for the period	-75	-114	-77		
Cash and cash equivalents at January 1	147	226	226		
Exchange differences in cash and cash equivalents	(	-3	-2		
Cash and cash equivalents at the end of the period	72	109	147		

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## CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

June 30, 2011

SEK M	Attributable to owners of the parent	Attributable to non-controlling interests	Total
Opening equity, January 1, 2011	8,854	90	8,944
Comprehensive income for the period	173	-42	131
New share issue Hemtex	-4	102	98
Dividend	-471	-	-471
Closing equity	8.552	150	8.702

June 30, 2010

SEK M	Attributable to owners of the parent	Attributable to non-controlling interests	Total
Opening equity, January 1, 2010	10,040	178	10,218
Comprehensive income for the period	-355	-49	-404
Dividend	-472	-	-472
Closing equity	9,213	129	9,342

## CONDENSED PARENT COMPANY INCOME STATEMENT \*)

	April – June		January – June		Full year
SEK M Note	2011	2010	2011	2010	2010
Net sales	0	0	0	0	0
Administrative expenses	-15	-15	-30	-27	-63
Operating profit/loss	-15	-15	-30	-27	-63
Result from financial investments	764	709	760	735	637
Profit before tax	749	694	730	708	574
Tax	0	0	1	0	0
Profit for the period	749	694	731	708	574

<sup>\*)</sup> Since the result for the Parent Company corresponds to profit for the year according to the income statement, no separate statement of comprehensive income has been prepared.

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## CONDENSED PARENT COMPANY BALANCE SHEET

	June 3	30	December 31
SEK M	2011	2010	2010
ASSETS			
Non-current assets			
Interests in group companies	1,198	1,093	973
Interests in joint ventures	2,960	2,960	2,960
Other non-current assets	1,016	1,003	1,015
Total non-current assets	5,174	5,056	4,948
Current assets			
Short-term investments	1,124	1,035	1,076
Cash and cash equivalents	12	59	60
Other current assets	62	85	25
Total current assets	1,198	1,179	1,161
TOTAL ASSETS	6,372	6,235	6,109
EQUITY AND LIABILITIES			
Equity	6,312	6,186	6,052
Non-current liabilities	33	30	33
Current liabilities	27	19	24
TOTAL EQUITY AND LIABILITIES	6,372	6,235	6,109

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## **NOTE 1, ACCOUNTING PRINCIPLES**

This interim report is prepared according to the rules for interim reporting in the Swedish Annual Accounts Act and IAS 34 Interim Financial Reporting. The accounting principles and calculation methods applied are the same as those used in the most recent annual accounts and consolidated financial statements.

In order to prepare financial reports in accordance with IFRS, management is required to make assessments and estimates and to make assumptions that affect the application of the accounting principles and the carrying amounts in the income statement and balance sheet. Estimates and assumptions are based on historical experience and are regularly reviewed. The results of these estimates and assumptions are then used to determine the recognized values of assets and liabilities. Fair value may deviate from these estimates.

## New accounting principles 2011

No new or revised, or EU approved, standards which have a material effect on Hakon Invest's financial reporting are applied in 2011.

#### **NOTE 2, SEGMENT REPORTING**

Net sales		Operating	Operating profit/loss		Profit/loss before tax		Profit/loss for the period	
Jan – Jun SEK M	2011	2010	2011	2010	2011	2010	2011	2010
Forma	435	440	-5	3	-11	-3	-8	-4
Hemma	126	116	-25	-14	-27	-16	-27	-16
Cervera	284	270	-34	-43	-36	-45	-26	-33
Hemtex	388	505	-107	-163	-113	-166	-113	-134
Other incl. eliminations	-	-	231	-14	231	10	231	9
Total	1,233	1,331	60	-231	44	-220	57	-178

	Assets		Liabi	Liabilities		Investments		Depreciation and impairment	
Jan – Jun SEK M	2011	2010	2011	2010	2011	2010	2011	2010	
Forma	561	578	471	484	3	5	5	7	
Hemma	314	317	224	195	5	1	2	1	
Cervera	349	359	236	222	4	7	8	8	
Hemtex	623	637	276	377	1	2	20	38	
Other incl. eliminations	8,162	8,611	100	-118	-	-	-		
Total	10,009	10,502	1,307	1,160	13	15	35	54	

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# NOTE 3, INTERESTS IN COMPANIES ACCOUNTED FOR USING THE EQUITY METHOD

	Book value June 30		Share of profit January – June	
SEK M	2011	2010	2011	2010
ICA AB	5,860	6,270	267	14
Bra förlag AB	7	7	0	0
Trade Press AS	11	11	0	0
Kjell & Co Elektronik AB	116	113	-2	-1
inkClub Development AB	397	368	-4	-1
	6,391	6,769	261	14

# **KEY FIGURES FOR HAKON INVEST**

	April – June		January – June		Full year
	2011	2010	2011	2010	2010
Gross margin, %	42.6	44.8	42.4	42.8	43.4
Operating margin, %	12.1	-33.1	4.8	-17.3	-14.4
Net margin, %	11.4	-33.1	4.6	-13.3	-13.3
Return on capital employed, %	-	-	-0.8	2.1	-3.4
Return on equity, %	-	-	-0.8	3.3	-3.2
Equity/assets ratio, %	-	-	86.9	87.3	85.0
Share data					
Earnings per common share, SEK	0.60	-1.28	0.62	-0.80	-1.89
Earnings per C share, SEK	0.60	-1.28	0.62	-0.80	-1.89
Share price at end of period, SEK	-	-	89.45	105.60	117.60
Dividend per common share, SEK	-	-	-	-	6.00
Dividend, SEK M	-	-	-	-	472
Dividend payout ratio, %	-	-	-	-	82.2
Equity per share, SEK	-	-	53.23	57.35	55.11
Cash flow per share, SEK	-	-	-0.47	-0.71	-0.48
Number of common shares	78,597,414	78,584,624	78,597,414	78,584,624	78,584,624
Number of C shares	82,067,892	82,067,892	82,067,892	82,067,892	82,067,892
Total number of shares at end of period	160,665,306	160,652,516	160,665,306	160,652,516	160,652,516
Average number of shares	160,652,516	160,652,516	160,652,516	160,652,516	160,652,516
Average number of shares after dilution	160,719,366	160,652,516	160,719,366	160,652,516	160,732,156

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#### **DEFINITIONS**

Capital employed Balance sheet total less non-interest bearing liabilities and provisions.

Cash flow per share Cash flow for the period divided by the average number of shares outstanding.

Dividend payout ratio Dividend as a percentage of the Parent Company's profit for the period.

**Earnings per common share** Profit for the period, excluding minority interests, divided by the average total number of shares outstanding.

**Earnings per C share** Same definition as in the case of earnings per common share, since common shares and C shares provide entitlement to equal participation in earnings and shareholders' equity. The C share does not, however, give entitlement to a cash dividend, as opposed to the common share.

Equity/assets ratio Equity including minority interests as a percentage of the balance sheet total.

Equity per share Equity excluding minority interests divided by the total number of shares outstanding.

Gross margin Gross profit as a percentage of revenues.

Net margin Profit for the period as a percentage of revenues.

Operating margin Operating profit as a percentage of revenues.

**Return on capital employed** Profit after financial items plus financial expenses, calculated on a rolling 12-month period as a percentage of average capital employed during the same period.

**Return on equity** Profit for the period, excluding minority interests, calculated on the basis of a rolling 12-month period as a percentage of average equity excluding minority interests during the same period.

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The Board of Directors and the President hereby affirm that this interim report provides a true and fair view of the Parent Company's and the Group's operations, financial position and earnings as well as describing material risks and uncertainties faced by the Parent Company and the companies in the Group.

Stockholm, August 17, 2011

Lars Otterbeck Anders Fredriksson

Chairman of the Board Deputy Chairman of the Board

Cecilia Daun Wennborg Andrea Gisle Joosen

Magnus Moberg Jan Olofsson

Peter Berlin

Claes-Göran Sylvén President

The information in this interim report is such that Hakon Invest must disclose pursuant to the Swedish Securities Market Act and/or the Swedish Financial Instruments Trading Act. The information was submitted for publication at 08.00 CET on Wednesday, August 17, 2011. The report has not been reviewed by the company's auditors.

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Press and analyst meeting

August 17, 2011 10.30 CET IVA Conference Center Grev Turegatan 16, Stockholm

Webcast

Follow the presentation via webcast at <a href="https://www.hakoninvest.se">www.hakoninvest.se</a>

Financial calendar 2011

Nov 9 Interim report Jan-Sep

Financial calendar 2012

Feb 15 Year-end report Jan-Dec Apr 19 Annual General Meeting May 9 Interim report Jan-March Aug 22 Interim report Jan-June Nov 14 Interim report Jan-Sep

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