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Herning, 31 August 2011 hb/ls

# FIRST QUARTER 2011/2012 FINANCIAL RESULTS FOR BOCONCEPT HOLDING A/S

Global macro-economic turmoil heavily focused on sovereign debt, revised growth prospects and considerable volatility in the financial markets have resulted in tougher market conditions for consumer durables. BoConcept nevertheless maintains its forecast for the 2011/2012 financial year, based on underlying performance in the first quarter.

# First quarter (Q1) 2011/2012 (1 May to 31 July 2011)

**ANNOUNCEMENT 3/2011** 

- Revenue was DKK 219.0 million, down 6.1% on the same period last year. The decline in revenue is related to lower exchange rates and differences in allocation to particular periods
- The total order intake for the entire chain rose by 6.3% compared with the same period last year, and same-store-sales rose by 1.1% in terms of order intake
- The gross profit margin was 42.5%, compared with 41.9% last year
- The operating margin (EBIT percentage) was minus 0.8%, compared with 1.7% the year before
- Pre-tax profit was DKK 0.1 million, compared with DKK 2.8 million the year before
- Four new BoConcept Brand Stores opened and five closed in the course of the reporting period
- The balance sheet total was DKK 529.3 million at 31 July 2011, versus DKK 507.6 million at the beginning of the financial year
- Cash flow for the reporting period amounted to DKK 4.3 million before instalments on long-term debt, compared with DKK 1.9 million last year

#### Forecast for the 2011/2012 financial year

In the assessment of BoConcept's management, the market risk is increasing as a result of greater global macro-economic uncertainty. BoConcept will, however, take advantage of its positive momentum and increased marketing activities to boost the progress in order intake that has characterised the recent months. While monitoring the trend in market economies more closely, however, the group maintains the following predictions for the 2011/2012 financial year:

- Group revenue is expected to remain at 7-10%. However, growth is expected to remain at the lower end of the range, as predicted invoiced same-store-sales are reduced to a range of between 0-3% compared with the previous range of 3-5%.
- We still expect to open approximately 35 new stores.
- The operating margin (EBIT percentage) will be about 5%.
- Cash flow before repayments of long-term debt will be approximately 2% of revenue.

# Further information

For further information, please contact President & CEO, Viggo Mølholm, or Vice President & CFO, Hans Barslund, on tel. +45 70 13 13 66

# FIRST QUARTER 2011/2012 FINANCIAL HIGHLIGHTS FOR THE GROUP

	Q1	Q 1	Year-to- date	Year-to- date	1 May 2010-
	2011/12	2010/11	2011/12	2010/11	30 April 2011
Income statement (DKK million)					
Revenue	219.0	233.2	219.0	233.2	1.001.1
Gross profit	93.0	97.7	93.0	97.7	421.4
Profit/(loss) before net financials	(1.7)	4.0	(1.7)	4.0	35.1
Net financials	1.7	(1.2)	1.7	(1.2)	(4.9)
Profit/(loss) before tax	0.1	2.8	0.1	2.8	30.2
Profit/(loss) after tax	0.0	2.0	0.0	2.0	19.7
Balance sheet details (DKK million)					
Non-current assets			249.6	257.0	251.6
Current assets			279.8	251.7	256.0
Balance sheet total			529.3	508.7	507.6
Equity at the end of the reporting period			202.3	187.1	199.7
Interest-bearing debt			120.7	123.4	109.2
Cash flow (DKK million)					
Cash flow from operating activity			8.7	12.1	32.6
Cash flow from investment activities			(4.5)	(10.2)	(29.0)
Of this amount, net investments in property, plant and					
equipment			(1.2)	(5.6)	(4.2)
Cash flow before instalments on long-term debt			4.3	1.9	3.7
Financial ratios					
Operating margin, percentage	(0.8)	1.7	-0.8	1.7	3.6
Return on net assets (for the period), percentage			-0.3	0.8	6.9
Earnings per share before tax	0.0	1.0	0.0	1.0	11
Book value			71	65	70
Return on equity before tax, percentage			0.0	1.7	10.0
Equity ratio, percentage			38.2	36.8	39.3
Average number of full-time employees			578	546	579
Stock market ratios					
Dividend, DKK million			0.0	0.0	5.7
Market price			154	192	170
Share capital, DKK million			28.6	28.6	28.6
Price/book value			2.2	2.9	2.4
Price/earnings ratio			N/A	N/A	24.7

The interim financial statements, which have not been audited, cover the period from 1 May to 31 July 2011. The accounting policies applied in this announcement of first quarter results are the same as those applied in the 2010/2011 annual report.

#### **MARKET TRENDS**

The stabilisation of the market taking place in 2010 and early 2011 was replaced by increasing uncertainty in the first quarter of the current financial year.

Global macro-economic turmoil heavily focused on sovereign debt, revised growth prospects and considerable volatility in the financial markets have resulted in tougher market conditions for the sale of consumer durables. Propensity to consume fell in many of BoConcept's markets, which in turn reduced traffic to the stores, meaning that the predicted moderate improvement in market conditions failed to materialise.

# **REVENUE TRENDS**

#### Increased order intake in the face of economic turmoil

BoConcept Holding's revenue for the first quarter of 2011/2012 totalled DKK 219.0 million, compared with DKK 233.2 million for the same period of last year, down by 6.1%. One reason for the decline in revenue was falling exchange rates, primarily the US dollar rate, which reduced revenue by DKK 6.4 million compared with last year; another was a decline in brand store sales of approximately 3.2%.

Revenue trends	DKK million
Realised 2010/2011, year to date	233.2
Exchange rate effect	(6.4)
Net change, brand stores	(7.4)
Net change, studios	<u>(0.4)</u>
Realised 2011/2012, year to date	219.0

The decline in revenue is primarily attributable to differences in allocation to particular periods. For example, the establishment of the Asian distribution centre (ADC) reduced delivery times and brought about a change in invoicing dates for the new collection, which will be ready in the stores on 1 September. In addition, BoConcept this year postponed dispatching collection updates to the stores in order to strengthen their cash flow. The overall effect of allocation to particular periods is just over DKK 10 million which is shifted from the first to the second quarter of the 2011/2012 financial year.

BoConcept's total order intake rose by 6.3% in the first quarter of 2011/2012 compared with the corresponding period last year, indicating that, even in a market characterised by economic turmoil, BoConcept is performing well and gaining market shares, partly due to the full-year effect of a larger chain of stores.

## Same-store-sales affected by declining traffic to the stores

To establish an indication of current sales in the BoConcept Brand Stores, the development in sales in the same store is measured and compared with the same period last year (same-store-sales). Same-store-sales are measured on the basis of the stores' order intake as well as the stores' invoiced sales with the former as the best indication of the current sales situation.

The group's same-store-sales rose by 1.1% in terms of order intake in the first quarter of 2011/2012 and fell by 7.1% in terms of invoicing. Despite expectations for growth in same-store-sales in the current financial year having been moderate, growth figures failed to meet expectations. The quarter was affected by poor performance in May, whereas the months of June and July fulfilled expectations, yielding positive index figures. Same-store-sales for the month rose slightly despite the great turbulence on the financial markets in August.



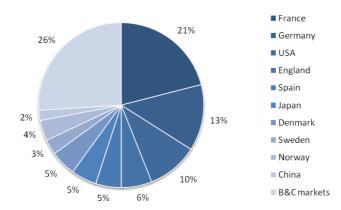
BoConcept's same-store-sales in the first quarter reflect general market conditions where considerable economic uncertainty, especially in Europe and the USA, held back private spending. The result was reduced traffic to the stores and smaller basket sizes. BoConcept prevents a greater decline in same-store-sales by maintaining a high hit rate, helped along by attractive collections and continuous focus on branding and training.

Sales will be pushed even more when the new collection is launched in September, introducing a significant number of new products. Attractive entry prices will be maintained, with moderate increases at the upper end of the price range where there is rising demand for design content and comfort.

### Germany and France still advancing

The market trends that were dominant in spring 2011 continued during the summer. France is still advancing, and Germany in particular is showing strong momentum and maintaining a high level of same-store-sales.

#### Revenue by market, current 12.month period



The markets in America and the UK are still characterised by consumers' reluctance to consume, and as a result, the sales figures for these markets are fluctuating. Conversely, the Japanese market is steadily improving and is now achieving positive same-store-sales following the setback in the wake of the earthquake in March.



New York

#### **Urban Danish Design** since 1952

BoConcept's 2012 collection will be launched on a completely new communications platform with the pay-off 'Urban Danish design since 1952'. With reference to consumers' preference for knowing more about the products they buy, the communications platform is markedly different from the competitors' platforms and creates greater awareness of the BoConcept brand.

The new communications platform will be launched through one of the largest international campaigns in the history of BoConcept. The campaign will be focused on the company's website, social media, extended online advertising, distribution of several million electronic and hardcopy flyers and 2.4 million printed catalogues in 46 different languages/pricing variants.



Shanghai

In Denmark, the first quarter showed a decline compared with last year, whereas the month of July produced a modest increase in revenue, if viewed in isolation. The Spanish market is still greatly affected by recession and high unemployment.

#### Number of new stores in line with expectations

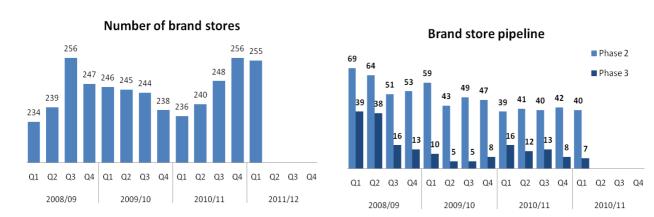
Of the group's revenue, 94% was generated through the brand stores of the franchise chain in the first quarter of 2011/2012; whereas BoConcept Studios only accounted for 6%.

	YTD	YTD	At 30 July 2011		At 30 Ju	ly 2010
	Openings	Closures	Stores	Studios	Stores	Studios
France			31		30	
Germany			13	1	14	7
USA	1		26	4	25	8
England			13	3	10	5
Spain		3	17	1	19	2
Japan			20		19	
Denmark		1	10		10	
Sweden			8	1	8	1
Norway				7		41
China	1	1	17		14	
Total	2	5	155	17	149	64
A markets						
B & C markets	2	0	100	29	87	35
Total	4	5	255	46	236	99

The group opened four new stores in the first quarter – in the USA, China, Belgium and Greece – and closed five in Spain, Denmark and China. The net expansion of the chain has therefore totalled 19 stores since last year. At the end of the quarter, 26 of BoConcept's stores were owned by the group.

In line with the group's strategy, the quarter saw the closure of 34 studios in Norway, where the focus will now be on the remaining seven studios.

The net change in the number of stores is in line with the management's expectations, and the chain can be said to remain in satisfactory health.



The pipeline is progressing according to plan. The group expects to open new stores during the year, in key markets as well as in new markets in Asia and Latin America, where BoConcept's brand and franchise model is enthusiastically received.

Scheduled store openings in the USA and Europe are restocking the pipeline. For instance, agreements to open three new stores in the USA and Germany had been signed at the end of the first quarter. The new stores will benefit from the DKK 10 million start-up loan provided by BoConcept to finance the fitting up of stores.

#### PROFIT TREND IN THE FIRST QUARTER OF 2011/2012

BoConcept experienced a decline in profit from the first quarter of 2010/2011 to the first quarter of 2011/2012 as a result of declining sales in the franchise chain, while the decline in the US dollar rate with attendant lower costs slightly boosted profit. During the period, BoConcept increased the number of its own stores from 23 to 26 without increasing the stores' aggregate revenue. Accordingly, operating profit was reduced by DKK 3.7 million.

	2010/11	Business model and optimisation	More own stores	Currency	2011/2012
Revenue	233.2	(7.7)	(0.1)	(6.4)	219.0
Cost of sales	(135.3)	4.5	0.0	4.8	(126.0)
Gross profit/(loss)	97.9	(3.2)	(0.1)	(1.6)	93.0
Capacity costs	(93.9)	1.0	(3.6)	1.8	(94.7)
Operating profit/loss	4.0	(2.2)	(3.7)	0.2	(1.7)
As a percentage of revenue	1.7%	28.6%	n.m.	(3.1%)	(0.8)%

Adjusted for exchange rate effects and a higher number of own stores, it is evident from the above that the business model is still valid with marginal earnings of at least 25%.

### Rise in gross profit margin despite higher raw material prices

BoConcept Holding's gross profit margin for the first quarter of 2011/2012 was 42.5%, up from 41.9% last year, despite higher raw material prices.

The improvement in the gross profit margin is attributable to a high proportion of sourcing and the favourable effect of exchange rates on cost of sales. The share of revenue sourced from external parties was 77% in the first quarter of 2011/2012, which is in line with last year's figure.

#### Moderate increase in selling costs due to collection launch

Apart from a moderate increase related to the development and launch of the new communications platform, BoConcept kept its capacity costs down to last year's level. Owing to the lower level of activity, capacity costs as a percentage of revenue increased from 40.2% to 43.4%.

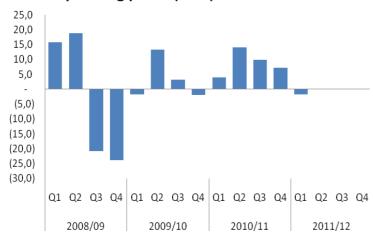
Selling and distribution costs totalled DKK 76.5 million in the first quarter of 2011/2012 compared with DKK 74.7 million last year, corresponding to 34.9% and 32.0% of revenue respectively. In addition to increased costs for the collection launch, this item includes a positive contribution from exchange rates as well as the full-year impact of more own stores, totalling DKK 3.6 million. Provisions for bad debts are on a par with last year.

In the first quarter of the 2011/2012 financial year, administrative expenses were DKK 18.2 million (8.3% of revenue), compared with DKK 19.0 million (8.2% of revenue) last year.

## Decline in revenue reduces profit

The group booked an operating loss (EBIT) of DKK 1.7 million in the first quarter of 2011/2012, against a profit of DKK 4.0 million in the corresponding period of last year. The operating loss corresponds to a negative operating margin (EBIT percentage) of 0.8% compared with a positive operating margin of 1.7% last year.

# Operating profit (EBIT) in DKK million



Net financials for the period were positive in the amount of DKK 1.8 million, compared with a negative figure of DKK 1.2 million in the first quarter of 2010/2011. The difference is primarily attributable to the exchange rate effect from the balance sheet.

The group therefore produced a break-even profit before tax in the first quarter of 2011/2012 compared with DKK 2.8 million last year. The result for the reporting period is slightly below forecast, but since this is due to market conditions, it is considered satisfactory.

#### **BALANCE SHEET**

#### Increased investments in IT

BoConcept Holding's total assets were DKK 529.3 million at 31 July 2011, reflecting a balance sheet total that had grown by DKK 20.6 million since last year.

As expected, investments in IT software were higher than last year due to the Multi Channel Retail roll-out and the ERP upgrade. Conversely, funds tied up in property, plant and equipment were down by DKK 31.8 million because depreciation charges in respect of operating plant etc. were higher than the investments necessary to maintain production facilities etc.

# Net working capital increased prior to launch of collection

Net working capital was DKK 92.7 million at the end of the first quarter of 2011/2012 compared with DKK 57.8 million last year, corresponding to 9.4% of the revenue of the past twelve months and within the target of 10%.

In anticipation of the collection launch in September and postponed dispatch of display products for the stores, inventories have been increased by DKK 6.3 million since last year and by DKK 11.7 million since the beginning of the financial year.

Receivables stood at DKK 117.3 million at the balance sheet date, in line with the figure reported at the beginning of the financial year, but up by DKK 19.7 million from last year. Debtor days were 42 days after the first quarter of 2011/2012, compared with 40 days in the first quarter of 2010/2011 and as an average for the full 2010/2011 financial year.

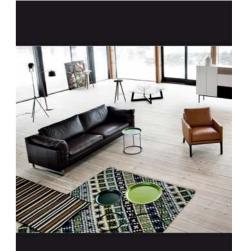
Trade payables were in line with the figure reported at the beginning of the year, but reduced by DKK 5.4 million compared with the same time last year due to a lower level of activity.

#### Strong capital base and distribution of dividend

BoConcept Holding's equity totalled DKK 202.3 million at 31 July 2011, resulting in an equity interest of 38.2% before distribution of the recommended dividend of DKK 2 per share with a par value of DKK 10, corresponding to DKK 5.7 million.

Interest-bearing debt was DKK 120.7 million at the end of the first quarter of 2011/2012, which is on a par with last year and up by DKK 11.5 million from the beginning of the financial year. Long-term interest-bearing debt totals DKK 62.0 million and current interest-bearing liabilities DKK 58.7 million.

The group holds DKK 26.8 million in cash plus unused credit facilities totalling DKK 104.7 million. The group thus still has a solid base of available financial resources that management considers to be sufficient to support the implementation of the growth strategy.



#### Asia as a driver of growth

While large parts of the western world are struggling with massive debt and low growth, there is much greater momentum in Asia. Increasing purchasing power, a clear preference amongst consumers for western designer goods and concepts and access to capital give BoConcept reason to believe that the region offers great growth potential. With a view to realising this potential, BoConcept set up a new central and efficient distribution centre (ADC) in Shanghai in 2010 and posted Regional Director Kim Mølholm to Hong Kong with responsibility for developing the region.

'The pace is fast out here, and you need to be on your toes to keep up. Our task is to increase brand awareness and ensure the ongoing operational optimisation of the more than 40 stores in Asia. Then, and this is a key point, we need to attract new franchisees to the concept in order to be able to speed up the expansion,' says Kim Mølholm.

With several new store openings in China, Vietnam, Taiwan and Malaysia during the past 12 months BoConcept now has a presence in eight countries in the region, which will provide the main basis for expansion in future. All markets hold huge potentials, but in particular China is doing well at the moment. The same applies to the Japanese market, which after a period characterised by declining sales figures is starting to pick up again. 'The potential and willingness to invest in new brands is great, and Asia is therefore the region of opportunities for a concept and business model such as BoConcept's,' says Kim Mølholm.

#### **CASH FLOW**

#### Cash inflow

The lower operating profit which is a result of the decline in revenue reduced operating cash flows slightly from DKK 12.1 million last year to DKK 8.7 million following the first quarter of the current financial year.

However, the net investment rate also fell from DKK 10.2 million last year to DKK 4.5 million this year, thereby increasing cash flows before repayments of long-term debt from DKK 1.9 million (0.8% of revenue) last year to DKK 4.3 million in the first quarter of 2011/2012 (approximately 2% of revenue).

#### EVENTS OCCURRING AFTER THE END OF THE REPORTING PERIOD

The supervisory and executive boards are not aware of any events after 31 July 2011 which will materially influence the financial position of the group.

#### **FORECAST FOR 2011/2012**

### Tougher market conditions, growth forecast maintained

When BoConcept's management announced its forecast for the 2011/2012 financial year in connection with the annual report for the 2010/2011 financial year (stock exchange announcement 2/2011 of 29 June 2011), it was based on stable market conditions with prospects of moderate growth.

Since then the prospects of growth-driven global economic recovery have become considerably more uncertain, and sovereign debt issues together with considerable instability in the financial markets have reduced the propensity to consume. Although the growth BoConcept expects to produce in the current financial year is to be primarily driven by increased store sales and the effect of promotional measures during the year, tougher market conditions may put BoConcept's sales under pressure.

Our optimism is, however, currently still intact. Both as regards feedback from franchisees with respect to the new collection and the preliminary results from the implementation of Multi Channel Retail, which will be backed up by the launch of e-commerce in the UK, Denmark and Germany at the end of 2011. BoConcept will take advantage of its positive momentum and increased marketing activities to boost the progress in order intake that we have seen during the latter half of the first quarter and the beginning of the second. While keeping a close eye on developments in market economies, BoConcept thus maintains its predictions of a growth in the group of 7-10% in the 2011/2012 financial year: However, growth is expected to remain at the lower end of the range, as predicted same-store-sales are reduced to a range of between 0-3% compared with the previous range of 3-5%.

The new stores pipeline is progressing as planned, and new particularly suitable store projects are continually being added. Of the DKK 10 million which BoConcept has set aside to provide qualified franchisee applicants with start-up finance, the first portion has been used. The management maintains its expectations that these funds together with a powerful franchise concept will ensure that about 35 new stores are opened and the forecast group earnings and cash flow are attained in the 2011/2012 financial year.

# **FORECAST FOR 2011/2012**

Forecast for the 2010/2011 financial year					
	2011/2012	Realised 2010/2011			
Revenue	7-10%	10% ( DKK 1,001 million)			
Same-store-sales	0-3%	5.7%			
EBIT percentage	Approx. 5%	3.6%			
Cash flows as a percentage of revenue	2%	0%			
Investments	DKK 35 milllion	DKK 29 million.			
Changes in no. of brand stores	35 openings	39 openings			
	(Net addition 15-20)	(Net addition 18)			

#### INVESTOR INFORMATION

# Stock exchange announcements from 1 May to 31 July 2011

29.06.11 Announcement of 2010/2011 financial

results

08.08.11 Notice of general meeting in BoConcept

Holding A/S

Vocabulary

Brand store: BoConcept Brand Store

Same-store-

sales: Revenue relative to sales in one

particular store from one year to the next

Traffic: Number of visitors/customers in the store

Hit rate: The share of potential customers finding

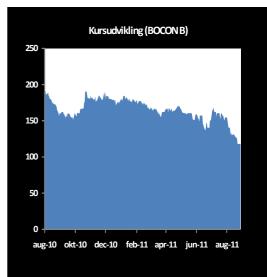
a product to buy

Basket size: The size of the individual order

Traffic: Number of visitors/customers in the store

Pipeline: Stores for which contracts to open have

been signed



#### Financial calendar

31.08.11: General meeting

07.12.11: Second quarter report 2011/12 07.03.12: Third quarter report 2011/12

#### Investor contact

Hans Barslund, CFO +45 70 13 13 66

#### **Further information**

For further information on BoConcept and to subscribe for investor news, investors are referred to the company's website www.boconcept.com/IR

This quarterly report is available in Danish and English, In case of doubt, the Danish version shall apply.

### Disclaimer

This announcement contains forward-looking statements and expectations to e.g. income statement, balance sheet and cash flows. BoConcept Holding would stress that the stated forecast is subject to considerable uncertainty with respect to the level of activity we will see in the future due to high global macro-economic volatility and subsequently reduced revenue visibility. The revenue generated by the franchise chain and BoConcept will thus be sensitive to fluctuations in macro-economic factors such as GNP growth, number of home sales, consumer confidence, and disposable income trends in the group's markets. Should these variables deteriorate, the franchise chain will have even tougher sales conditions to contend with, and thus management's expectations with respect to future financial trends may not be realised.

#### MANAGEMENT STATEMENT

The supervisory and executive boards have today considered and adopted the interim report of BoConcept Holding A/S for the period 1 May to 31 July 2011.

The interim report is presented in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and additional Danish disclosure requirements for the interim reports of listed companies. The interim report has not been audited or reviewed.

We consider the accounting policies applied expedient and the estimates adequate. Furthermore, in our view, the overall presentation of the interim report gives a true and fair view of the company's financial affairs. In our opinion, the interim report gives a true and fair view of the group's assets, liabilities and financial position and of the results of the group's operations and cash flow for the reporting period.

Herning, 31 August 2011

**Executive board** 

Viggo Mølholm Hans Barslund

Supervisory board

Ebbe Pelle Jacobsen Christian Majgaard Rolf Eriksen Chairman

Karen Marie Grummesgaard Jette Håhr Nielsen



#### Consolidated income statement

	1 May - 31 July 2011/2012 DKK '000	1 May - 31 July 2010/2011 DKK '000	1 May - 31 July 1 2011/2012 DKK '000	May - 31 July 2010/2011 DKK '000
Revenue	218.992	233.195	218.992	233.195
Production costs	-126.010	-135.524	-126.010	-135.524
Gross profit	92.982	97.671	92.982	97.671
Sales and distribution costs	-76.470	-74.664	-76.470	-74.664
Administrative costs	-18.185	-19.026	-18.185	-19.026
Other operating income	0	0	0	0
Other operating expenses	0	-25	0	-25
Operating profit/loss	-1.673	3.956	-1.673	3.956
Financial income	2.806	840	2.806	840
Financial expenses	-1.072	-1.994	-1.072	-1.994
Operating profit/loss before tax	61	2.802	61	2.802
Tax on profit for the year	-17	-785	-17	-785
Profit/loss for the period	44	2.017	44	2.017
Broken down as follows				
BoConcept Holding A/S shareholders	44	2.017	44	2.017
Result per share				
Result per share Diluted earnings per share	0,02 0,02	0,71 0,71	0,02 0,02	0,71 0,71
Consolidated total income				
Profit/loss for the period Foreign currency translation, foreign units	44 2.197	2.017 1.400	44 2.197	2.017 1.400
Included earnings and costs for the period	2.241	3.417	2.241	3.417

# **BoConcept**°

# **CONSOLIDATED BALANCE SHEET**

	31 July 2011 DKK '000	31 July 2010 DKK '000	30 April 2011 DKK '000
ASSETS			
Goodwill	9.002	9.850	8.660
Master rights	32.281	27.521	32.281
Software	12.899	4.842	13.739
Intangible assets in progress	4.343	0	3.312
Total intangible assets	58.525	42.213	57.992
Land and buildings	81.507	87.545	83.117
Leasehold improvements	10.103	16.262	30.711
Plant and machinery	27.728	38.204	11.643
Fixtures and operating equipment	7.835	6.368	7.765
Property, plant and equipment in progress	1.174	11.808	952
Total property, plant and equipment	128.347	160.187	134.188
Deferred tax	33.734	25.431	31.905
Other financial assets	7.137	9.243	6.925
Deposits	21.814	19.954	20.550
Total other non-current assets	62.685	54.628	59.380
Total non-current assets	249.557	257.028	251.560
Inventories	119.493	113.310	107.781
Trade receivables	117.268	100.637	115.328
Other receivables	16.239	12.682	22.576
Non-current assets	0	1.024	22.070
Cash	26.773	24.021	10.329
Total current assets	279.773	251.674	256.014
TOTAL ASSETS	529.330	508.702	507.574

	31 July 2011 DKK '000	31 July 2010 DKK '000	30 April 2011 DKK '000
LIABILITIES AND EQUITY			
Share capital	28.621	28.621	28.621
Hedging reserve	-2.303	2.161	-4.500
Retained earnings	170.296	156.326	169.812
Dividend proposed	5.724	0	5.724
Total equity	202.338	187.108	199.657
Deferred tax	46.024	28.932	46.031
Employee bonds	2.674	2.674	2.674
Mortgage credit institutions and banks	59.303	73.327	62.192
Total non-current liabilities	108.001	104.933	110.897
Mortgage credit institutions and banks	58.682	47.362	44.333
Trade payables	80.076	85.453	79.390
Prepayment from customers	21.741	22.862	16.742
Income tax payable	325	3.339	736
Other payables	58.167	57.645	55.819
Total current liabilities	218.991	216.661	197.020
Total liabilities	326.992	321.594	307.917
TOTAL LIABILITIES AND EQUITY	529.330	508.702	507.574



# CONSOLIDATED EQUITY MOVEMENTS

	Share capital	Hedging reserve	Retained earnings	Dividend proposed	Total
Equity at 1 May 2010	28.621	761	154.168	0	183.550
Acquisition of treasury shares Income from sales of treasury shares Distributed dividend Dividend proposed Dividend treasury shares			0 0 0	0 0 0	0 0 0 0
Costs of share options Total earnings and costs for the period		1.400	141 2.017		141 3.417
Equity at 31 July 2010	28.621	2.161	156.326	0	187.108
Equity at 1 May 2011	28.621	-4.500	169.812	5.724	199.657
Acquisition of treasury shares Income from sales of treasury shares Distributed dividend Dividend proposed Dividend treasury shares Costs of share options Total earnings and costs for the period		2.197	0 0 0 0 0 440 44		0 0 0 0 0 0 440 2.241
Equity at 31 July 2011	28.621	-2.303	170.296	5.724	202.338



# CONSOLIDATED CASH FLOW STATEMENT

	1 May - 31 July 1 2011/2012 DKK'000	May - 31 July 2010/2011 DKK'000
Revenue and other operating income	218.992	233.195
Operating expenses	-220.665	-229.239
Depreciation and amortisation	9.296	7.984
Change in net working capital	263	2.528
Cash flow from operating activities before financial items	7.886	14.468
Interest income etc.	2.806	840
Interest paid	-1.805	-3.101
Income tax paid	-172	-60
Cash flow from operating activities	8.715	12.147
Acquisition of intangible assets	-1.832	-86
Sale of intangible assets	0	0
Acquisition of property, plant and equipment	-1.157	-5.591
Sale of property, plant and equipment	0	0
Acquisition of investments	-1.476	-2.158
Sale of investments	0	216
Acquisition of companies	0	-2.617
Sale of companies	0	0
Cash flow from investing activities	-4.465	-10.236
Cash flow before financing activities	4.250	1.911
Instalments on long-term debt	-3.548	-4.216
Incuring of long-term debt	0	0
Employee bonds	0	0
Shareholders:		
Capital increase	0	0
Sale of treasury shares	0	0
Acquisition of treasury shares	0	0
Dividend paid	0	0
Cash flow from financing activities	-3.548	-4.216
Cook inflam (autilian for the year	700	0.005
Cash inflow/outflow for the year	702 -23.505	-2.305
Cash and cash equivalent less short-term bank debt, beginning of year Revaluation of cash and cash equivalent	-23.505 733	-5.198 1.107
Cash and cash equivalents at year-end	-22.070	-6.396
The amount may be broken down as follows:		
The amount may be broken down as follows:		
Cash without restrictions	26.773	24.021
Short-term debt to credit institutions	-48.843	-30.417
	-22.070	-6.396



#### **NOTES AT 31 JULY 2011**

#### 1. Accounting policies applied

The interim report has been prepared in accordance with IAS 34's 'Presentation of interim reports' as adopted by the EU. Further, the interim report has been prepared in accordance with the additional Danish disclosure requirements for interim reports of listed companies.

Except for the effect of new IAS/IFRSs implemented in the reporting period, accounting policies applied remain unchanged compared to the annual report for 2010/2011, to which reference is made.

The annual report for 2010/2011 contains a detailed description of the accounting policies applied.

## New IAS/IFRS implemented in the reporting period

With effect from 1 May 2011 BoConcept has implemented amendments to IAS 24 'Related party disclosures', IFRIC 14 'The limit on a defined benefit asset, minimum funding requirements and their interaction' and IFRIC 19 'Extinguishing financial liabilities with equity movements'.

The amendments and interpretations have no effect on the financial reporting for the period and are not expected to have any effect on future financial reportings.

For further information on the above-mentioned standards and interpretations, please see page 36 in the annual report for 2010/2011.

#### 2. Estimates and judgements

The preparation of interim reports requires the management to make financial estimates and judgments affecting the accounting policies applied and the included assets, liabilities, earnings and expenditure. Actual results may differ from these estimates and judgments.

Material estimates made by the management by applying the group's accounting policies and the estimated insecurity involved are the same as the ones used in connection with the preparation of the annual report at 30 April 2011.

#### 3. Segments

The identified reportable segment constitutes all of the group's external revenue, produced from the sale of furniture, home furnishings and accessories. The reportable segment is identified on the basis of the group's internal management structure, from which follows the duty to report to the main decision-makers, the executive board. As permitted under IFRS 8, the reportable segment is also a consolidation of the operational segments in the BoConcept group.

Profit, revenue and costs are recognised according to the same principles in the segment information and in the group's annual financial statements. Segment information may be gleaned from the group's income statement, balance sheet and cash flow statement.



#### 4. Share-based payment

In 2005 the BoConcept group established a share option programme for the executive board and executive members of staff. The annual report for 2008/2009 contains a description of the programme.

In August 2010 the BoConcept group established a warrants programme for the executive and supervisory boards as well as executive members of staff. The annual report for 2010/2011 contains a detailed description of the warrants programme.

#### 5. Tax on profit for the period

The group's effective tax rate for the first quarter of 2010 is 28% - the same as for the same reporting period 2010.

The effective tax rate of 28% comprises tax on profit for the period of 25% and non-deductible costs and additional tax abroad as a result of international joint taxation of 3%.

# 6. Related parties

BoConcept's related parties remain unchanged compared to the disclosures of the annual report for 2010/2011 to which reference is made.

In the reporting period no extraordinary transactions were concluded with relating partners. No extraordinary transactions were concluded with relating partners in the same period last year either.