

## ANNOUNCEMENT 5/2012

Herning, 29 August 2012  
hb/lb

### FIRST QUARTER 2012/2013 FINANCIAL RESULTS FOR BOCONCEPT HOLDING A/S

*BoConcept has maintained increase in earnings and same-store-sales in the face of the high volatility still prevailing on the western markets. Based on the results achieved in the first quarter, the previously published forecast for 2012/2013 is maintained*

#### First quarter 2012/2013 (1 May to 31 July 2012)

- Revenue was DKK 246.8 million, up 12.7% on the same period last year. Foreign exchange rate changes brought about an increase of 9.2%
- Same-store-sales (order intake) were up by 6.6%
- Gross profit margin was 45.5%, compared with 42.5% last year
- Operating profit (EBIT) amounted to DKK 9.3 million, corresponding to an operating margin (EBIT margin) of 3.8%, versus minus 0.8% last year
- Profit before tax was DKK 9.6 million compared with DKK 0.1 million in the corresponding period last year
- The group opened three new brand stores and closed six, resulting in a total of 252 stores at the balance sheet date
- We have thirteen stores in phase three of the pipeline, and 59 in phase two
- The balance sheet total was DKK 550.7 million at 31 July 2012
- Cash flow before instalments on long term debt totalled DKK 4.2 million for the reporting period, compared with DKK 4.3 million last year

#### Forecast for the 2012/2013 financial year

Against the backdrop of the satisfactory developments in the first quarter of 2012/2013, when the group's 60<sup>th</sup> anniversary collection was favourably received, management maintains its expectations of continued growth and increased earnings in the 2012/2013 financial year. It should be noted that the number of new stores will be higher in the second half of the financial year, and that expectations can only be attained if market conditions are stable.

- Predicted growth in group revenue of 5 to 7%
- Growth in same-store-sales (order intake) of 3-5%
- Scheduled opening of 35 new stores
- EBIT margin of about 5%
- Cash flow before instalments on long-term debt of 2% of revenue
- Investments of about DKK 30 million

#### **Further information**

For further information, please contact President and CEO Viggo Mølholm or Vice President and CFO Hans Barslund on telephone: (+45) 7013 1366

## FIRST QUARTER 2012/2013 FINANCIAL HIGHLIGHTS FOR THE GROUP

	Q 1	Q 1	Year-to-date	Year-to-date	1 May 2011-
	2012/13	2012/13	2012/13	2012/13	30 April 2012
Revenue	246.8	219.0	246.8	219.0	1,022.2
Gross profit	112.1	93.0	112.1	93.0	451.6
Profit before financial income and expenses, depreciation and amortisation (EBITDA)	16.9	7.6	16.9	7.6	75.5
Profit/loss from operating activities (EBIT)	9.3	(1.7)	9.3	(1.7)	36.7
Financing, net	0.2	1.7	0.2	1.7	2.8
Profit/loss before tax	9.6	0.1	9.6	0.1	39.6
Profit/loss after tax	6.9	0.0	6.9	0.0	25.6
<b>Balance sheet (in DKK million)</b>					
Non-current assets			247.4	249.6	244.7
Current assets			303.3	279.8	296.9
Balance sheet total			550.7	529.3	541.6
Equity, year-end			236.7	202.3	224.9
Interest bearing debt			82.9	120.7	86.8
<b>Balance sheet (in DKK million)</b>					
Cash flow from operating activities			9.1	8.7	53.1
Cash flow from investing activities			(5,0)	(4.5)	(21.2)
Cash of which invested in property, plant and equipment			(2.8)	(1.2)	(10.2)
Cash flow before financing activities			4.2	4.3	31.9
<b>Financial ratios</b>					
Operating margin (EBIT margin)	3.8	(0.8)	3.8	(0.8)	3.6
Return on capital employed (for the period) percentage			1.8	(0.3)	7.0
Earnings per share	3.3	0.0	3.3	0.0	11
Book value			83	71	79
Return on equity before tax			4.4	0.0	12.0
Equity ratio			43.0	38.2	41.5
Average number of employees, full-time			580	578	579
<b>Stock market ratios</b>					
Dividend (in DKK million)			0.0	0.0	5.7
Market price			114	154	112
Share capital (in DKK million)			28.6	28.6	28.6
Price/book value			1.4	2.2	1.4
Price/earning ratio			47.3	N/A	12.5

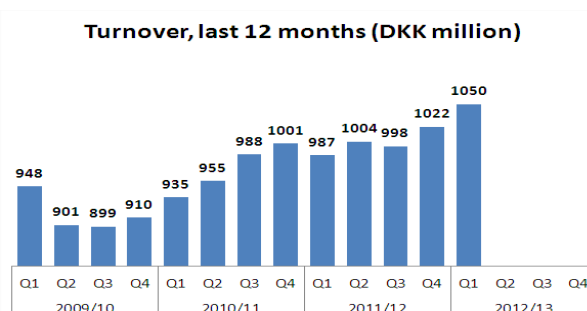
The interim financial statements, which have not been audited, cover the period from 1 May to 31 July 2012. The accounting policies applied in this announcement of first quarter results are the same as those applied in the 2011/2012 annual report.

## MARKET TRENDS

### BoConcept maintaining activity growth

BoConcept Holding's (BoConcept) revenue rose to DKK 246.8 million in the first quarter of the 2012/2013 financial year. This represents growth of 12.7% on the corresponding period of last year and a continuation of the upward trend BoConcept has enjoyed over the past several quarters.

Revenue trends	DKK million
Actual 2011/2012, year-to-date	219.0
Foreign currency effect	20.1
Net change, brand stores	5.0
Net change, studios	2.7
Actual 2012/2013, year-to-date	246.8



Revenue produced by BoConcept brand stores rose by 2.2% during the quarter, despite a smaller number of stores in the chain, as the stores that have opened in the past eighteen months contribute more to the group's activities than did the stores closed during the same period. Rising foreign exchange rates, primarily the US dollar and Japanese yen, have boosted revenues by 9.2% in comparison with last year.

### Progress in all regions, but greater uncertainty in key markets

The favourable sales trend is primarily the result of the successful global implementation of BoConcept's strategic focus on increasing awareness of its products in the 'Affordable Luxury' segment. Underlying market conditions over the quarter were subject to a great deal of volatility, and consumer hesitancy is on the increase in several locations.

DKK million	2012/2013	2011/2012	2012/2013	2011/2012
	Q1	Q1	YTD	YTD
<b>Europe</b>	<b>148.9</b>	<b>144.4</b>	<b>148.9</b>	<b>144.4</b>
France	31.4	33.7	31.4	33.7
Germany	25.5	23.3	25.5	23.3
<b>Middle East</b>	<b>7.1</b>	<b>4.7</b>	<b>7.1</b>	<b>4.7</b>
<b>North America</b>	<b>32.6</b>	<b>26.8</b>	<b>32.6</b>	<b>26.8</b>
USA	29.3	24.0	29.3	24.0
<b>Latin America</b>	<b>12.7</b>	<b>8.8</b>	<b>12.7</b>	<b>8.8</b>
<b>Asia</b>	<b>45.5</b>	<b>34.3</b>	<b>45.5</b>	<b>34.3</b>
Japan	31.7	25.2	31.7	25.2
<b>Total</b>	<b>246.8</b>	<b>219.0</b>	<b>246.8</b>	<b>219.0</b>

(For quarterly comparative figures for 2010/2011 and 2011/2012, please see annex).

Operations in Europe are still affected by contradictory trends. The favourable trend experienced in recent years continued in Germany; in France, revenue fell slightly due to increasing uncertainty and lower traffic rates. Retail conditions have been getting tougher due to greater turbulence on the market and lower consumer confidence, and while the group uses its best endeavours to create growth and expansion, the structural conditions for maintaining a strong momentum have become more difficult.

The group has maintained moderate progress in its stores in the Scandinavian markets and the UK, thanks to promotional activities and training, and same-store-sales are thus increasing despite low footfall and consumer hesitancy. Market conditions in Southern and Eastern Europe remain challenging and traffic rates very low. This makes it necessary to continue repositioning and closing stores to ensure brand survival and profitability in these markets.

The North American markets are gradually recovering, allowing our brand stores to boost their same-store-sales and revenues. The favourable trend in the USA is thus contributing to the increase in group earnings as compared with last year.

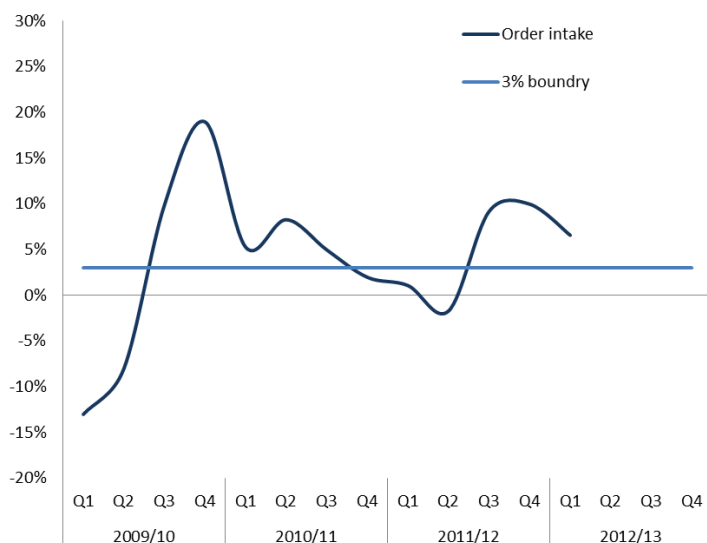
In Latin America, growth trends are unaffected and awareness of the BoConcept brand is on the rise. Significant marketing efforts and greater awareness have dramatically increased same-store-sales and attracted attention from a large number of highly qualified applicants interested in opening new brand stores.

Momentum continues to be high in Asia, even though markets in the region have not escaped the adverse effects of market conditions in the Western world. The group's brand and concept continue to attract great interest from customers and key franchisees, so we expect massive growth in the region. Japan has continued its favourable development after restructuring, with continual improvements in both same-store-sales and profitability, and this has boosted group results.

### Continual growth in same-store-sales

Same-store-sales rose by 6.6% in order intake in the first quarter of 2012/2013, continuing the growth pattern seen in the most recent quarters. The group has been progressing steadily in all three months of the past quarter.

Same-store-sales development (YoY)



Campaign activities remained at their normal level over the summer, but they were given shorter time slots and there was less of a focus on price. As a result, traffic is down, while same-store-sales remain at their previous level. However, our 2013 collection will be heavily promoted since it will mark BoConcept's 60<sup>th</sup> anniversary. The 'Urban Danish Design Since 1952' communications platform will be updated with a number of new features designed to better tell the story of BoConcept's unique characteristics: the amount of hard copy and online advertising will be historically high, supported by an increasing implementation of BoConcept's Multi Channel Retail strategy.



### Retro image with internationally acclaimed designer

When BoConcept launches its 2013 collection in September, it will be with an increasing novelty factor at the high end of BoConcept's price segment against a backdrop of a massive global marketing campaign. The collection continues to reinforce BoConcept's position in the 'Affordable Luxury' segment. However, one aspect is different.

The 2013 collection marks BoConcept's 60th anniversary, and there will be clear references to the 60s in a collection and communications platform already characterised by the 'retro' mania that is currently influencing the world of fashion and interior design.

To add even more exclusivity to our 2013 collection and celebrate the proud Danish design traditions of which the brand has been a part for 60 years, BoConcept has teamed up with internationally acclaimed Danish weaver and designer Vibeke Klint. As a one-off feature, we have included a number of her best known designs in selected areas of our upholstery range, where they help tell the unique BoConcept story.

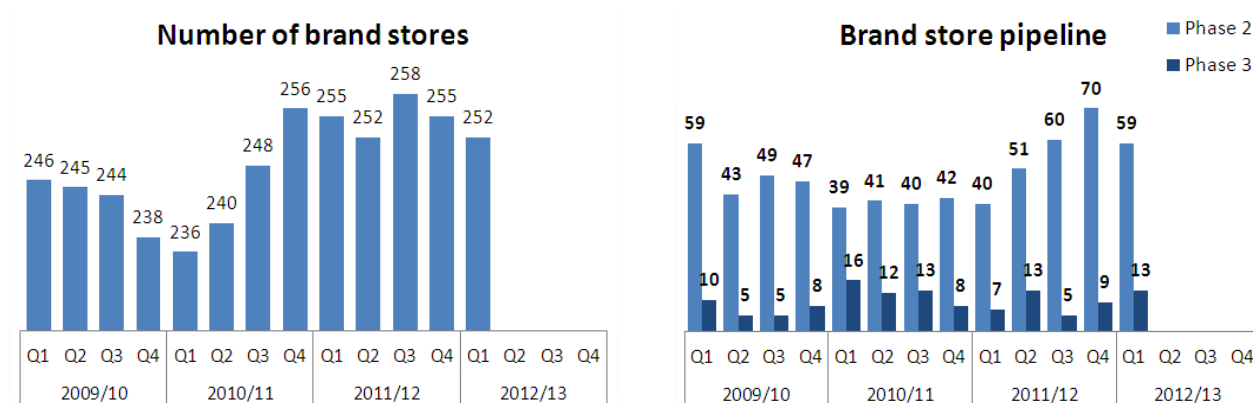
## Great focus on expansion of pipeline

Brand stores accounted for 94% of BoConcept's revenues in the first quarter of 2012/2013, with the remainder having been generated by BoConcept Studios.

	YTD	YTD	31 July 2012			Pipeline 31 July 2012	
	Openings	Closures	Stores	Own stores	Studios	Phase 2	Phase 3
<b>Europe</b>	<b>1</b>	<b>3</b>	<b>147</b>	<b>19</b>	<b>36</b>	<b>20</b>	<b>5</b>
<i>France</i>			31			4	
<i>Germany</i>			14			6	1
<i>UK</i>		1	11	1		2	
<i>Spain</i>		1	15	4			1
<i>Denmark</i>			9	7			
<i>Sweden</i>			7	4		1	
<i>Norway</i>			0		7		
<b>Middle East</b>		<b>1</b>	<b>10</b>			<b>4</b>	<b>3</b>
<b>North America</b>		<b>2</b>	<b>26</b>	<b>2</b>	<b>4</b>	<b>2</b>	<b>2</b>
<i>USA</i>		2	23	2	4	2	1
<b>Latin America</b>			<b>18</b>			<b>3</b>	
<b>Asia</b>	<b>2</b>		<b>51</b>	<b>4</b>		<b>30</b>	<b>3</b>
<i>Japan</i>			19	4		1	
<i>China</i>	1		18			18	1
<b>Total</b>	<b>3</b>	<b>6</b>	<b>252</b>	<b>25</b>	<b>40</b>	<b>59</b>	<b>13</b>

Three stores have opened in Taipei, Russia and China since the beginning of the financial year, and six have closed. As a result, the chain now has 252 stores: 234 brand stores and 18 inspiration stores.

Expansion of the chain is a high priority for BoConcept, and the group's marketing organisations have in recent years invested a great deal in improving the company's dialogue with potential franchisees. This has strengthened our pipeline and allows us to predict the opening of 35 new stores in the 2012/2013 financial year, most of them in the second half of the year.



Growing uncertainty on the market, especially in Europe, has made it more difficult to obtain outside financing, even for attractive projects. This has resulted in a somewhat slower progress of the early part of the pipeline in the first quarter of 2012/2013 compared to what was expected. The slowdown of phase 2 of the pipeline is due to the fact that several projects have moved on to phase 3 and that two projects consisting of several stores in South Korea and Thailand were not realised. Instead, we have begun negotiating with other potential franchisees, who are expected to open in these markets.

While the pipeline is progressing in growth markets, market trends in the West illustrate the fact that the retail trade is still struggling. They also highlight the tough financing situation that BoConcept seeks to address by providing financing for selected potential franchisees in order to maintain the momentum of growth.

## PROFIT TRENDS

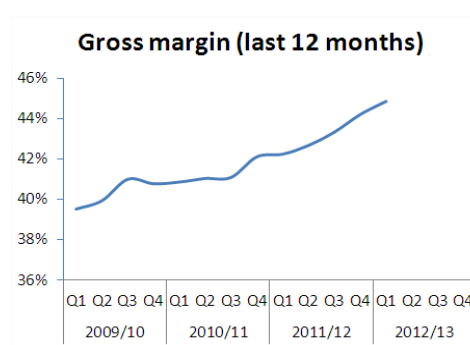
Greater effectiveness and operational optimisation combined with the favourable effect of foreign exchange rates were drivers of revenue and profit growth in the first quarter of 2012/2013. Fewer own stores reduced capacity costs, which in turn improved operating profit.

(DKK million)	Business model and optimisation				Currency	Q1 2012/2013
	Q1 2011/2012	Less own stores				
Revenue	219.0	9.5	(1.8)		20.1	246.8
Cost of sales	126.0	(2.7)	1.2		(7.2)	134.7
Gross profit/(loss)	93.0	6.8	(0.6)		12.9	112.1
Capacity costs	94.7	(6.0)	1.0		(3.1)	102.7
Operating profit/loss	(1.7)	0.8	0.4		9.8	9.3
as a percentage of revenue	(0.8)%	8.4%				3.8%

### Gross profit strengthened by business model and foreign currency

Gross profit for the first quarter of 2012/2013 was 45.5%, compared with 42.5% in the first quarter last year and 44.2% for the full 2011/2012 financial year.

This improvement is attributable to an improved sales mix, the full impact of price adjustments, and a continually improved efficiency. Conversely, changed foreign exchange rates on production costs increased our gross margin by 1.8 percentage points and the reduction in the number of own stores reduced the gross margin by 0.1 percentage points.



At the end of July 2012, 77% of revenue was sourced.

### Capacity cost share of revenue normalised

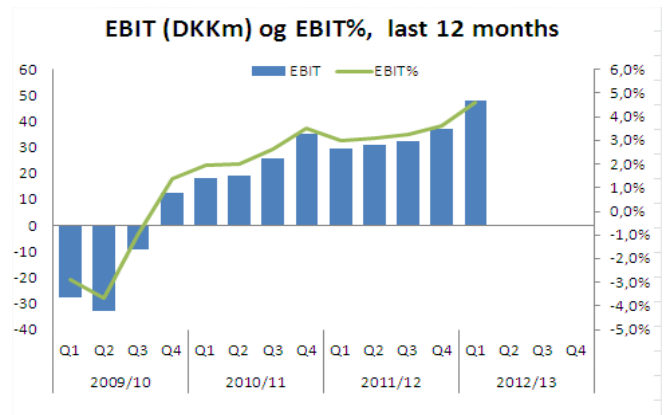
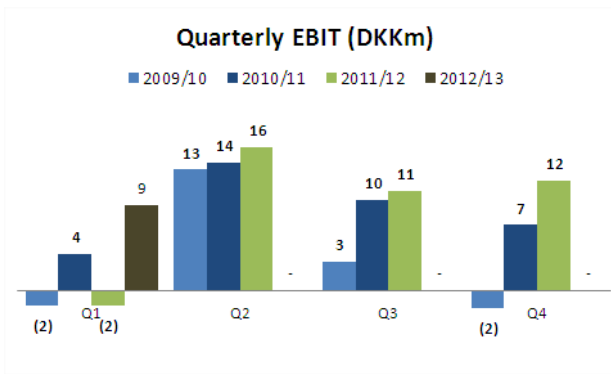
Capacity costs were DKK 102.7 million in the first quarter of 2012/2013, or 41.6% of revenue, compared with 43.2% the year before.

Distribution costs increased by DKK 6.7 million last year, primarily due to changes in foreign exchange rates and higher costs in marketing and branding. However, the ratio of selling and distribution costs to revenue fell from 34.9% last year to 33.7% this year. An amount of DKK 2.0 million was set aside to provide for the scheduled relocation of stores and warehouses. Provisions for bad debts remained at the same level as last year.

Administrative expenses of DKK 19.5 million account for 7.9% of revenue and are on a par with last year.

### Significant improvement in operating profit

BoConcept's operating profit (EBIT) amounted to DKK 9.3 million in the first quarter of 2012/2013, versus a loss of DKK 1.7 million last year. Accordingly, the operating margin was improved from minus 0.8% to 3.8%, which supports the favourable trend and is in line with expectations.



Financial items net represented an income of DKK 0.2 million in the first quarter of 2012/2013. Accordingly, BoConcept's pre-tax profit was DKK 9.6 million in the first quarter of this financial year, compared with DKK 0.1 million last year. In the light of the current market situation, this is considered acceptable.

## BALANCE SHEET

Total assets stood at DKK 550.7 million at 31 July 2012, up by DKK 21.4 million, on the corresponding period last year.

### **More funds tied up in working capital due to increased activity**

Net working capital was DKK 101.9 million at the balance sheet date, compared with DKK 92.7 million last year, or 9.7% and 9.3% respectively of the revenue earned in the past twelve months.

Inventories grew by DKK 21.7 million compared with last year to reach DKK 141.2 million, an increase attributable to a higher level of activity, and to the fact that accessories were sourced from suppliers to ensure shorter delivery times, and to considerable advance interest in the launch of the 2013 collection, which promises to become very successful indeed.

Receivables stood at DKK 129.6 million at the balance sheet date, up by DKK 12.3 million on the year before. Debtor days were 46 days in the first quarter of 2012/2013 compared with 46 days at the same time last year, and 45 days for the full past financial year. Our credit facilities, which were expanded slightly last year, are now normalising as announced.

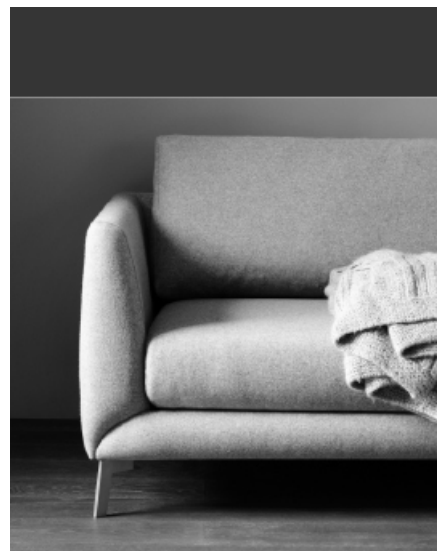
On the equity and liabilities side trade payables and other payables are slightly higher than before, reflecting the increase in the level of activities.

### **Financial scope geared for expansion**

At the balance sheet date, equity amounted to DKK 236.7 million, which renders an equity ratio of 43.0%. The supervisory board has recommended to the company in general meeting that dividend is distributed in the amount of DKK 2 per share, totalling DKK 5.7 million for the financial year 2011/2012.

We are continually bringing down our interest-bearing debt, which was DKK 82.9 million at the end of July 2012 compared with DKK 120.7 million last year. Outstanding liabilities may be broken down into non-current liabilities of DKK 52.8 million and current liabilities of DKK 30.1 million.

The group had DKK 17.0 million in cash at the balance sheet date and unused credit facilities totalling DKK 90.1 million and thus has the financial scope and strength to support the expansive strategy that will be implemented in the next few years.



### **New powerful management takes over the helm**

BoConcept Holding's new executive board – Torben Paulin (CEO), Hans Barslund (CFO) and Troels Dyrup Petersen (COO) – will take over the formal day-to-day responsibility for the group at 30 August 2012. On the same occasion, Viggo Møhlholm will resign as CEO, a position he has held for the past 17 years, in order to become a committed and hands-on chairman of the group's supervisory board.

The new executive board has been working closely together to develop and implement BoConcept's targeted strategy for the past nine years, so it is an experienced, strong and reliable team that will be spearheading the fulfilment of BoConcept's huge growth potential in the years ahead.

'Our direction, strategy and focus remain unchanged. 'Beating Yesterday' is the top priority of our group and chain, and with this in mind we will make every effort to strengthen BoConcept's global brand and competitive edge on a daily basis. Our aim is to ensure the global expansion of the chain, strengthen the basis for our growth and increase the creation of value in BoConcept,' says Torben Paulin.



## CASH FLOW

### Cash inflow maintained

Cash flow from operating activities for the first quarter of 2012/2013 was DKK 9.1 million, which is on a par with last year. The increase in operating profit is thus counteracted by more funds tied up in operating capital and lower financial income.

Following net investments of DKK 5.0 million cash flow before instalments of long-term debt is thus DKK 4.2 million, corresponding to 1.7% of revenue compared with 2.0% last year at the same time.

## EVENTS OCCURRING AFTER THE END OF THE REPORTING PERIOD

The supervisory and executive boards are not aware of any events after 31 July 2012 which will materially influence the financial position of the group.

## FORECAST FOR 2012/2013

### Forecast for the 2012/2013 financial year maintained

Despite continuing difficult market conditions, BoConcept's stores were able to bring in a satisfactory level of revenue in the first quarter of 2012/2013. The debt crisis and increasing uncertainty continue to set the agenda in Europe, affecting consumers even in Germany and France, and this increases volatility in retail trading. Conversely, progress continues in the USA, and the growth markets in Latin America and Asia are also prospering, and it is indeed in these regions that BoConcept expects to produce most of its revenue growth.

To maintain this higher level of activity, BoConcept must continue to invest heavily in raising brand awareness and launching successful collections. Indeed, there are already indications that our 2013 collection and the campaigns currently promoting it in 58 markets the world over will be favourably received.

Against the background of the satisfactory developments in the first quarter of 2012/2013, management maintains its expectations of continued growth and increased earnings in the 2012/2013 financial year. It should be noted that the number of new stores will be higher in the second half of the financial year, and that expectations can only be fulfilled if market conditions are stable.

### Forecast for the 2012/2013 financial year

	2012/2013	Actual 2011/2012
Revenue	5-7%	2% ( DKK 1.022 million)
Same-store-sales	3-5%	5.0%
Changes in no. of brand stores	35 openings (Net addition 10)	23 openings (Net reduction 1)
EBIT margin	Approx. 5%	3.6%
Cash flow as a percentage of revenue	2%	3.1%
Investment	DKK 30 million	DKK 26 million

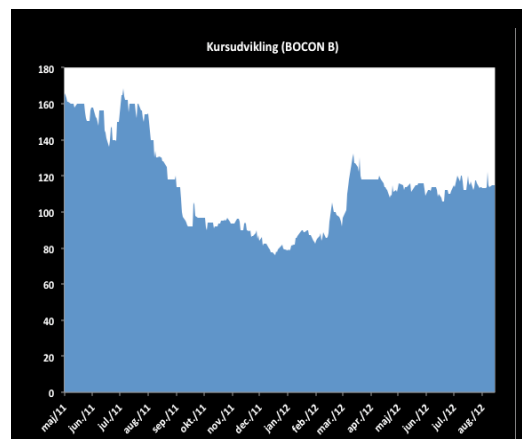
## INVESTOR INFORMATION

### Stock exchange announcements from 1 May to 31 July 2012

07.05.2012	Management changes at BoConcept Holding A/S
22.06.2012	Announcement of 2011/2012 financial results
31.08.2012	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
Footfall:	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
Pipeline:	Phase 2 = potential openings with approved franchisees Phase 3 = stores for which contracts to open have been signed



### Financial calendar

29/08/2012 General meeting  
05/12/2012 Second quarter report 2012/13  
06/03/2013 Third quarter report 2012/13

### Investor contact

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telephone: (+45) 7013 1366

### Further information

For further information on BoConcept and subscription to investor news, please visit our website at [www.boconcept.com/IR](http://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 stresses that the above forecast is subject to considerable uncertainty with respect to the level of activity we will see in the future due to dramatically reduced market transparency and revenue visibility. The revenue generated by the franchise chain and BoConcept will thus be sensitive to fluctuations in macroeconomic factors such as GNP growth, home sales, consumer confidence, and disposable income trends. 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 2012.

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, 29 August 2012

Executive board

Viggo Mølholm

Hans Barslund

Supervisory board

Ebbe Pelle Jacobsen  
Chairman

Rolf Eriksen

Morten Windfeldt Jensen

Poul Brændgaard

Joan Bjørnholdt Nielsen

CONSOLIDATED INCOME STATEMENT

	01.05. - 31.07. 2012/2013 DKK '000	01.05. - 31.07. 2011/2012 DKK '000	01.05. - 31.07. 2012/2013 DKK '000	1.5. - 31.07. 2011/2012 DKK '000
<b>Revenue</b>	246.770	218.992	246.770	218.992
Production costs	-134.702	-126.010	-134.702	-126.010
<b>Gross profit</b>	112.068	92.982	112.068	92.982
Distribution costs	-83.221	-76.470	-83.221	-76.470
Administrative expenses	-19.509	-18.185	-19.509	-18.185
Other operating income	0	0	0	0
Other operating expenses	0	0	0	0
<b>Operating profit/loss</b>	9.338	-1.673	9.338	-1.673
Financial income	1.116	2.806	1.116	2.806
Financial expenses	-876	-1.072	-876	-1.072
<b>Operating profit/loss before tax</b>	9.578	61	9.578	61
Tax on profit/loss for the year	-2.680	-17	-2.680	-17
<b>Profit/loss for the period</b>	6.898	44	6.898	44
	2,43	0,02	2,43	0,02
<b>Consolidated total income</b>	2,43	0,02	2,43	0,02
Profit/loss for the period				
Foreign currency translation, foreign units				
Total income for the period	6.898	44	6.898	44
	4.742	2.197	4.742	2.197
	11.640	2.241	11.640	2.241
<b>Broken down as follows:</b>				
BoConcept Holding A/S shareholders	11.640	2.241	11.640	2.241

CONSOLIDATED BALANCE SHEET

	31.07.12 DKK '000	31.07.11 DKK '000	30.04.12 DKK '000
<b>ASSETS</b>			
Goodwill	8.733	9.002	8.204
Master rights	34.506	32.281	34.505
Software	17.249	12.899	18.839
Intangible assets in progress	2.679	4.343	1.855
<b>Total intangible assets</b>	<b>63.167</b>	<b>58.525</b>	<b>63.403</b>
Land and buildings	75.582	81.507	77.139
Leasehold improvements	10.345	10.103	9.364
Plant and machinery	20.163	27.728	21.525
Fixtures and operating equipment	9.804	7.835	10.023
Property, plant and equipment in progress	2.671	1.174	2.322
<b>Total property, plant and equipment</b>	<b>118.565</b>	<b>128.347</b>	<b>120.373</b>
Deferred tax	36.621	33.734	33.899
Other financial assets	9.239	7.137	8.158
Deposits	19.792	21.814	18.866
<b>Total other non-current assets</b>	<b>65.652</b>	<b>62.685</b>	<b>60.923</b>
<b>Total non-current assets</b>	<b>247.384</b>	<b>249.557</b>	<b>244.699</b>
Inventories	141.151	119.493	124.098
Trade receivables	129.606	117.268	135.533
Other receivables	15.670	16.239	21.867
Cash	16.919	26.773	15.385
<b>Total current assets</b>	<b>303.346</b>	<b>279.773</b>	<b>296.883</b>
<b>TOTAL ASSETS</b>	<b>550.730</b>	<b>529.330</b>	<b>541.582</b>

	31.07.12 DKK '000	31.07.11 DKK '000	30.04.12 DKK '000
<b>LIABILITIES AND EQUITY</b>			
Share capital	28.621	28.621	28.621
Transition reserve	5.612	-2.303	870
Retained earnings	196.771	170.296	189.657
Dividend proposed	5.724	5.724	5.724
<b>Total equity</b>	<b>236.728</b>	<b>202.338</b>	<b>224.872</b>
Deferred tax	46.613	46.024	46.613
Employee debentures	2.674	2.674	2.674
Mortgage credit institutions and banks	50.132	59.303	52.093
<b>Total non-current liabilities</b>	<b>99.419</b>	<b>108.001</b>	<b>101.380</b>
Mortgage credit institutions and banks	30.092	58.682	32.076
Trade payables	86.452	80.076	84.977
Prepayment from customers	19.873	21.741	22.155
Income tax payable	12.926	325	11.014
Other payables	65.240	58.167	65.108
<b>Total current liabilities</b>	<b>214.583</b>	<b>218.991</b>	<b>215.330</b>
<b>Total liabilities</b>	<b>314.002</b>	<b>326.992</b>	<b>316.710</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>550.730</b>	<b>529.330</b>	<b>541.582</b>

**CONSOLIDATED CASH FLOW STATEMENT**

	01.05. - 31.07. 2012/2013 DKK'000	01.05. - 31.07. 2011/2012 DKK'000
Revenue and other operating income	246.770	218.992
Operating expenses	-237.432	-220.665
Depreciation and amortisation	7.642	9.296
Change in net working capital	-6.777	263
<b>Cash flow from operating activities before financial items</b>	<b>10.203</b>	<b>7.886</b>
Interest income etc.	13	2.806
Interest paid	-876	-1.805
Income tax paid	-203	-172
<b>Cash flow from operating activities</b>	<b>9.137</b>	<b>8.715</b>
Acquisition of intangible assets	-1.544	-1.832
Sale of intangible assets	0	0
Acquisition of property, plant and equipment	-2.822	-1.157
Sale of property, plant and equipment	0	0
Acquisition of financial assets	-1.457	-1.476
Sale of financial assets	846	0
Acquisition of companies	0	0
Sale of companies	0	0
<b>Cash flow for investing activities</b>	<b>-4.977</b>	<b>-4.465</b>
<b>Cash flow before financing activities</b>	<b>4.160</b>	<b>4.250</b>
Instalments on long-term debt	-1.961	-3.548
Incurring of long-term debt	0	0
Shareholders:		
Capital increase, net	0	0
Sale of treasury shares	216	0
Acquisition of treasury shares	0	0
Dividend paid	0	0
<b>Cash flow from financing activities</b>	<b>-1.745</b>	<b>-3.548</b>
<b>Cash inflow/outflow for the year</b>	<b>2.415</b>	<b>702</b>
Cash and cash equivalents less short-term bank debt, beg. of year	-9.133	-23.505
Revaluation of cash and cash equivalents	1.103	733
<b>Cash and cash equivalents at year-end</b>	<b>-5.615</b>	<b>-22.070</b>
<b>The amount may be broken down as follows:</b>		
Cash without restrictions	16.919	26.773
Short-term debt to credit institutions	-22.534	-48.843
	<b>-5.615</b>	<b>-22.070</b>

**CONSOLIDATED EQUITY MOVEMENTS**

	<b>Share capital</b>	<b>Translation reserve</b>	<b>Retained earnings</b>	<b>Dividend proposed</b>	<b>Total</b>
<b>Equity at 1 May 2011</b>	28.621	-4.500	169.812	5.724	199.657
Costs of capital increase, subsidiaries			0		0
Acquisition of treasury shares			0		0
Sale of treasury shares			0		0
Distributed dividend			0	0	0
Dividend proposed				0	0
Dividend treasury shares			0	0	0
Costs of share options			440		440
Total earnings and costs for the period		2.197	44		2.241
<b>Equity at 31 July 2011</b>	<u>28.621</u>	<u>-2.303</u>	<u>170.296</u>	<u>5.724</u>	<u>202.338</u>
<b>Equity at 1 May 2012</b>	28.621	870	189.657	5.724	224.872
					0
					0
Acquisition of treasury shares			0		0
Sale of treasury shares			216		216
Distributed dividend			0	0	0
Dividend proposed			0	0	0
Dividend treasury shares			0		0
Costs of share options			0		0
Total earnings and costs for the period		4.742	6.898		11.640
<b>Equity at 31 July 2012</b>	<u>28.621</u>	<u>5.612</u>	<u>196.771</u>	<u>5.724</u>	<u>236.728</u>

## Revenue trends in the regions and various principal markets

(In DKK million)	Q1			Q2		Q3		Q4		2010/11
	2012/13	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11	2011/12		
<b>Europe</b>	<b>148,9</b>	<b>144,4</b>	<b>149,8</b>	<b>185,1</b>	<b>179,8</b>	<b>161,9</b>	<b>173,3</b>	<b>177,6</b>	169,2	
France	31,4	33,7	33,7	48,7	46,4	42,0	48,6	52,6	46,3	
Germany	25,5	23,3	26,3	30,5	25,1	25,5	27,5	28,8	24,9	
<b>Middle East</b>	<b>7,1</b>	<b>4,7</b>	<b>7,1</b>	<b>11,1</b>	<b>9,3</b>	<b>7,0</b>	<b>7,5</b>	<b>6,3</b>	5,6	
<b>North America</b>	<b>32,6</b>	<b>26,8</b>	<b>32,3</b>	<b>33,3</b>	<b>33,9</b>	<b>24,7</b>	<b>27,0</b>	<b>32,6</b>	24,2	
USA	29,3	24,0	30,6	28,4	32,0	22,5	24,8	30,5	22,6	
<b>Latin America</b>	<b>12,7</b>	<b>8,8</b>	<b>6,6</b>	<b>11,3</b>	<b>9,0</b>	<b>10,1</b>	<b>5,7</b>	<b>11,0</b>	12,3	
<b>Asia</b>	<b>45,5</b>	<b>34,3</b>	<b>37,4</b>	<b>46,2</b>	<b>38,4</b>	<b>39,9</b>	<b>36,1</b>	<b>45,1</b>	36,7	
Japan	31,7	25,2	29,3	30,3	30,6	29,9	29,1	34,9	29,6	
<b>Total</b>	<b>246,8</b>	<b>219,0</b>	<b>233,2</b>	<b>287,0</b>	<b>270,4</b>	<b>243,6</b>	<b>249,6</b>	<b>272,6</b>	<b>248,0</b>	



**Financial highlights 2012/2013****NOTES AT 31 JULY 2012**

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**Q1****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 2011/2012, to which reference is made.

The annual report for 2011/2012 contains a detailed description of the accounting policies applied.

**New IAS/IFRS implemented in the reporting period**

No new standards and interpretations have been implemented during the reporting period.

For further information on the above-mentioned standards and interpretations, please see page 36 in the annual report for 2011/2012.

**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 2012.

**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 2011/2012 contains a detailed description of the warrants programme.

## **5. Tax on profit for the year**

The group's effective tax rate for the reporting period in 2012 is 28% - the same as for the same reporting period in 2011.

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 2011/2012 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.