

INTERIM REPORT JANUARY-MARCH

# INTERIM REPORT NEW WAVE GROUP AB 

PERIOD 1 JANUARY - 31 MARCH 2014

Sales amounted to SEK 909 million, which was 4 \% higher than last year (SEK 877 million).

- Acquired business contributed by SEK 9 million in turnover and SEK 0.1 million in profit after tax.
- Operating profit amounted to SEK -5.9 (16.1) million.

Profit after tax amounted to SEK -11.3 (0.1) million.

Earnings per share amounted to SEK - 0.17 (0.00).

- Cash flow from operating activities amounted to SEK 88.8 (106.1) million.

Equity ratio improved by 5.4 percentage points and amounted to 51.4 (46.0) \%.

- Net debt decreased by 16.6 percentage points and amounted to 56.8 (73.4) \%.


## TURNOVER

$\qquad$


RESULT BEFORE TAX



## CEO COMMENTS

2014 began somewhat better than what we had expected in both sales and earnings. 4 \% growth despite continuing shortages is quite OK, but we should remember that we also had a positive calendar effect this year because of the later Easter.

We also thought our earnings would be somewhat worse but costs were slightly lower than expected.

We are once again increasing the number of employees and from 1 January to 31 March, the Group increased by 36 people. As we previously mentioned, the majority of recruitments are within sales and it takes between 6-12 months before they are productive. We will continue with recruiting in the coming quarters.

Our building up of inventories and launching of new products and collections are, for the most part, following our plan. We will, as we have said before, have some stock shortages even in the second quarter but during the third quarter we will be completely in phase. All in all, this means that we repeat what we said earlier,
namely that the second quarter will be a weak quarter and from the third quarter onwards we will have good growth with an aim of growing by at least $10 \%$.

The balance sheet remains very strong which is positive for future expansion.

Last but not least, the Olympics were held in the first quarter. The success of Craft and Auclair's athletes was almost difficult to understand, including successes by the Swedish cross-country team, the Dutch skating team and several Canadian teams!

We look ahead with confidence!


TORSTEN JANSSON
CEO

## COMMENTS

## SUMMARY OF THE QUARTER JANUARY-MARCH

Sales increased by $4 \%$ compared to last year. The increase is primarily related to the segment Corporate Promo and its sales in Europe and Sweden. The acquired business contributed SEK 9 million (1\%). Sports \& Leisure increased its sales in the Nordic countries but decreased in the U.S. market, mainly within the retail sales channel. Gifts \& Home Furnishings sales were unchanged from the previous year and here we see an increase in Sweden while the U.S. market decreased. With regard to our sales channels, promo increased by $6 \%$ and retail sales by $1 \%$.

The gross profit margin was lower than last year due to higher freight costs and more expensive substitutes because of shortages in certain segments of the promo inventory. Even changes in the mix of customers and markets had a negative effect.

Consolidated costs have increased compared to last year. This is a planned increase in our sales and marketing efforts and costs in these areas will be higher than last year even in the coming quarters.

Result for the period amounted to SEK -11.3 (0.1) million and the decrease was due to a lower gross margin and more effort within sales and marketing.

Cash flow from operating activities amounted to SEK 88.8 (106.1) million. The lower cash flow is primarily attributable to higher stock purchases than last year. We will increase our inventories further in the coming months. The reason is that we will be launching a new basic range and that we had shortages in some segments of our promo stock. Inventories as a whole has declined by SEK 93 million compared to last year and as of 31 March amounted to SEK $1,501(1,594)$ million.

Net debt decreased by SEK 220 million to SEK $1,188(1,408)$ million. The net debt to equity ratio improved by 16.6 percentage points and amounted to 56.8 (73.4) \%.

## JANUARY-MARCH

SALES
Sales amounted to SEK 909 million, which was $4 \%$ higher than last year (SEK 877 million). The acquired business contributed SEK 9 million. The currency exchange rates positively affected sales by SEK 12 million ( $1 \%$ ).

The operating segment Corporate Promo increased sales by $5 \%$ and it is mainly Europe and Sweden which have increased. Sports \& Leisure increased sales by 3\% which is mainly related to the acquired operation which contributed $2 \%$ of the segment's growth. Gifts \& Home Furnishings increased sales by $1 \%$.

Sales in Sweden increased by 3\%, which occurred in both sales channels. U.S. decreased by $1 \%$. The acquired business contributed $4 \%$ of the segment's sales and excluding acquisitions, sales decreased by $5 \%$. The decrease is related to the retail sales channel. Other Nordic countries increased by 3\%, which is related to the Danish and Finnish markets. It is primarily the promo sales channel that is growing. Sales in Central Europe increased $7 \%$ which is mainly related to the Netherlands and the UK and the promo sales channel. Southern Europe decreased by 3\%, which occurred in both sales channels.

## GROSS PROFIT

Gross profit margin amounted to 45.2 (47.9) \%. The decrease is related to higher freight costs and more expensive substitutes because of shortages in certain segments of the promo inventory, but even changes in the mix of customers and markets had a negative effect.

## OTHER OPERATING INCOME AND

## OTHER OPERATING EXPENSES

Other operating income decreased by SEK 1.5 million to SEK 7.1 (8.6) million. Other operating income is primarily attributable to currency exchange gains but also invoiced expenses and should be compared with the line "Other operating expenses" in which, primarily foreign exchange losses are reported. Other operating expenses decreased by SEK 1.4 million and amounted to SEK -2.4 (-3.8) million. Net of the above items was SEK 4.7 (4.8) million.

## COSTS AND DEPRECIATION

External costs increased by SEK 6.5 million and amounted to SEK -229.5 (-223.0) million and the acquired business impacted by SEK - 2.2 million. The increase is related to additional sales and marketing activities.

Personnel costs amounted to SEK -179.5 million, which is SEK 4.8 million higher than last year (SEK -174.7 million). The increase is related to new employees. Acquired business impacted by SEK -1.9 million.

Depreciation and amortization increased slightly compared with the previous year and amounted to SEK -12.4 (-11.7) million.

OPERATING MARGIN
Operating margin was $-0.7(1.8) \%$ and the decrease is due to a lower gross margin and increased sales and marketing activities.

NET FINANCIAL ITEMS AND TAXES
Net financial expense decreased to SEK -8.3 (-16.0) million, primarily due to lower net debt.

Tax in absolute terms amounted to SEK 2.9 (o.0) million.

## RESULT FOR THE PERIOD

Result for the period amounted to SEK -11.3 (0.1) million and earnings per share amounted to SEK - 0.17 ( 0.00 ). The lower result is related to a lower gross profit and higher costs due to increased sales and marketing activities. The acquired business contributed SEK 0.1 million.

## CRAFT - SOCHI



Craft had an amazing success during the Sochi Winter Olympics. When summarizing the medalists the Craft sponsored teams gathered the impressive amount of 38 medals. This makes the Sochi Olympics the most successful ever for Craft .


The innovative, ergonomic and aerodynamic racing gear for both Dutch Speedskaters, Swedish and Finnish XC skiers helped the athletes to perform at their peak. The different racing suits are the result of our long and close relationship

with the teams and research institutes to develop new materials and technical solutions, in order to offer cutting-edge competition apparel.

## AUCLAIR - SOCHI



2014 Sochi Olympics Auclair scores gold with its strong visibility on and off the podiums. In total, the brand and it's athlets took 35 medals during the Olympics and Paralympics.

Auclair is Canada's oldest and most renowned glove brand. Auclair delivers high-quality skiing, snowboard and bike gloves to sports retailers and specialised stores. Auclair has a more than 30 year long cooperation with the

Canadian cross country skiing team. Auclair is also official supplier of gloves to practically every Canadian team on snow and ice, including alpine, snowboard, freestyle, bobsleigh, luge, Nordic combined and telemark.

## REPORTING OF OPERATING SEGMENTS

New Wave Group AB divides its operations into segments Corporate Promo, Sports \& Leisure, and Gifts \& Home Furnishings. The Group monitors the segments' and brands' sales and profit (EBITDA). The operating segments are based on the Group's operational management.

## CORPORATE PROMO

Sales increased by SEK 17 million and amounted to SEK 362 (345) million. Profit (EBITDA) amounted to SEK 1.4 (8.9) million. Sales growth has taken place primarily in Europe and Sweden. The lower profit is mainly related to a lower gross profit margin.

SPORTS \& LEISURE
Sales for the period increased by $3 \%$ to SEK 439 (425) million. Profit (EBITDA) amounted to SEK 18.9 million, which was SEK 6.4 million lower than last year (SEK 25.3 million). The lower profit was due to lower gross margins and higher marketing costs. The acquired business contributed SEK 9 million in sales and SEK 0.1 million in earnings.

## GIFTS \& HOME FURNISHINGS

Sales amounted to SEK 108 million and was on par with last year (SEK 107 million). Result (EBITDA) amounted to SEK - 13.8 million, which was SEK 7.4 million lower than last year (SEK -6.4 million). The lower result is mainly related to a lower gross margin but also higher marketing costs.

## CAPITAL TIED UP

The Group has reduced its capital in inventory by SEK 93 million compared to last year. Total inventories as of March 31, amounted to SEK $1,501(1,594)$ million. The decrease is primarily due to lower purchases. The stock turnover improved to 1.3 (1.1). In the coming months we will be increasing inventories as we currently have shortages with certain basic lines, and will be expanding the product range with new basic collections.

| SEK million | $\mathbf{2 0 1 4 - 0 3}$ | $\mathbf{2 0 1 3 - 0 3}$ |
| :--- | ---: | ---: |
| Raw materials | 24.2 | 24.3 |
| Work in progress | 3.9 | 12.9 |
| Goods in transit | 87.4 | 63.5 |
| Merchandise on stock | $1,385.8$ | $\mathbf{1 , 4 9 3 . 2}$ |
| Total | $\mathbf{1 , 5 0 1 . 3}$ | $\mathbf{1 , 5 9 3 . 9}$ |

Inventories have been written down by SEK 104 (166) million, of which SEK 14 (27) million relates to raw materials. Impairment related to merchandise on stock amounted to 6.1 ( 9.3 ) \%. The decrease is primarily related to the sale of stock that has been subject to impairment.

Accounts receivable amounted to SEK 651 (628) million. The increase is related to higher sales.

## INVESTMENTS, FINANCING AND LIQUIDITY

Consolidated cash flow from operations during the quarter was slightly lower than last year, amounting to SEK 88.8 (106.1) million. The reason is that we have more stock purchases than the corresponding period last year. The net cash investments amounted to SEK -15.0 (-9.7) million.

Net debt decreased by SEK 220 million to SEK $1,188(1,408)$ million, which is mainly due to improved inventory turnover. Net debt in relation to equity and working capital decreased to 56.8 (73.4) \% and 66.5 (76.8) \%.

Equity ratio improved by 5.4 percentage points to 51.4 (46.0) \%. The improvement is related to lower working capital and net debt reduction.

The Group has a credit agreement which is valid until 12 November 2015. The credit agreement has, as of March 31, a credit framework of SEK 2,242 million, of which the principal agreement amounts to SEK 2,137 million. The credit facility amount has been limited to and dependent on the value of some underlying assets. The principal agreement means that business and financial ratios (covenants) must be fulfilled in order to maintain the agreement. Interest is based on each respective currency's base rate and fixed margin.

Based on the present forecast, management estimates that the Group will be able to meet these covenants with sufficient margin.

PERSONNEL AND ORGANISATION

The number of employees amounted to 2,159 (2,250), of whom $51 \%$ were female and $49 \%$ male. Of the total number of employees 533 (607) work in production. The production contained within the New Wave Group is attributable to Ahead (embroidery), Cutter \& Buck (embroidery), Paris Glove, Orrefors Kosta Boda, Seger, Dahetra and Toppoint.

## related party Transactions

There are lease agreements with affiliates. Affiliates of the Managing Director have bought merchandise and received compensation for consulting services. The parent company has purchased consulting services from a board member. All transactions are on market terms.

## THE PARENT COMPANY

Total revenues for the first three months amounted to SEK 23.0 (25.4) million. Result before appropriations and tax was SEK -3.3 $(-5.7)$ million. Net borrowings amounted to SEK $1,227(1,462)$ million, of which SEK 957 (1082) million refer to financing to subsidiaries. Net investments amounted to SEK -6.6 (-0.9) million. Total assets amounted to SEK $2,827(2,910)$ million and shareholders' equity, including $78 \%$ of untaxed reserves, to SEK 1,166 $(1,010)$ million.

## RISKS AND RISK CONTROL

New Wave Group's international operations mean that it is continuously exposed to various financial risks. The financial risks are currency, borrowings and interest rate risks, as well as liquidity and credit risks. In order to minimise the affect these risks may have on earnings, the Group has established a financial policy. For a more detailed description of the Group's risk management please refer to the Annual Report 2013; www.nwg.se.

The Group's policy is to have short fixed-interest agreements resulting in quick effects on the Group's net interest as the short-term interest rate changes.

The Group's reported risks are deemed to be essentially unchanged.


## ACCOUNTING PRINCIPLES

This report is prepared in accordance with IAS 34 Interim Report and the Annual Accounts Act.

No new or revised IFRS which came into force 2014 has had any significant impact on the Group.

The interim report for the parent company has been prepared according to the Annual Accounts Act as well as the Swedish Financial Accounting Standards Council's recommendation RFR2

- Accounting for Legal Entities. Applied accounting policies are in accordance with the Annual Report for 2013.


## anNUAL GENERAL MEETING

The Annual General Meeting will be held on 6 May at 13:00 in Kosta. The Annual Report is available on the company web site www.nwg.se as well as the headquarters in Gothenburg.

## DIVIDEND

The Group's dividend policy is that 40\% of the Group's net profit will be distributed over a business cycle. The Board has decided to propose a dividend of SEK 1.00 ( 1.00 ) per share, amounting to SEK 66.3 million. This proposal corresponds to $35 \%$ of the year's net profit.

## NOMINATION COMMITTEE

The nomination committee for the board election at the 2014 annual general meeting is:Arne Lööw, representative of Fjärde AP-fondenTorsten Jansson, CEO and representative of Torsten Jansson Förvaltnings ABJohan Ståhl, representative of Lannebo Fonder

For more information about the nomination committee and its work, please see: www.nwg.se/en/investor-relations.html.

## CALENDAR

6 May, 2014Annual General Meeting 201421 August, 2014
Interim report for Q212 November 2014
Interim report for Q3

The Board and the CEO certify that the financial report gives a true and fair view of the company's and the Group's financial position and results and describes the principal risks and uncertainties that the Company and the companies included in the Group face.


GÖTEBORG 24 APRIL 2014
NEW WAVE GROUP AB (PUBL)


ADDERS DAHLVIG
Chairman of the Board
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GÖRAN HÄRSTEDT
Member of the Board


MATS ARIES
Member of the Board

Chit Bella Ch

CHRISTINA BELLANDER
Member of the Board

Kenokuirahidsan

HELLE RUSE NIELSEN
Member of the Board
Thun Yum en
TORSTEN JANSSON
CEO

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The information in this report is that which New Wave Group is required to disclose under the Securities Market Act and/ or the Financial Trading Act. The information was released for publication at 7 am (CET) on 24 April 2014.

## CONSOLIDATED INCOME STATEMENTS

|  | 3 months Jan-Mar | 3 months <br> Jan-Mar | $\begin{aligned} & 12 \text { months } \\ & \text { Jan-Dec } \end{aligned}$ | $\begin{aligned} & 12 \text { months } \\ & \text { Jan-Dec } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| SEK million | 2014 | 2013 | 2013 | 2012 |
| Income | 908.5 | 877.3 | 4047.4 | 4280.2 |
| Goods for resale | -497.7 | -456.8 | -2 177.0 | -2 415.8 |
| Gross profit | 410.8 | 420.5 | 1870.4 | 1864.4 |
| Other operating income* | 7.1 | 8.6 | 33.3 | 35.1 |
| External costs | -229.5 | -223.0 | -853.3 | -954.0 |
| Personnel costs | -179.5 | -174.7 | -697.8 | -765.5 |
| Depreciation and write downs of tangible and |  |  |  |  |
| intangible fixed assets | -12.4 | -11.7 | -52.1 | -89.9 |
| Other operating costs | -2.4 | -3.8 | -10.9 | -18.7 |
| Share of associated companies result | 0.0 | 0.2 | 1.1 | 1.7 |
| Operating profit | -5.9 | 16.1 | 290.7 | 73.1 |
| Financial income | 1.4 | 1.8 | 6.8 | 5.0 |
| Financial expenses | -9.7 | -17.8 | -63.0 | -63.2 |
| Net financial items | -8.3 | -16.0 | -56.2 | -58.2 |
| Result before tax | -14.2 | 0.1 | 234.5 | 14.9 |
| Tax on profit for the period | 2.9 | 0.0 | -47.4 | -9.1 |
| Result for the period | -11.3 | 0.1 | 187.1 | 5.8 |
| Other comprehensive income Items that can be reclassified into profit or loss |  |  |  |  |
|  |  |  |  |  |
| Translation differences | 1.4 | -38.9 | 23.9 | -70.5 |
| Cash flow hedge | 0.0 | 0.0 | 0.1 | -7.0 |
| Sum | 1.4 | -38.9 | 24.0 | -77.5 |
| Income tax related to components of |  |  |  |  |
| other comprehensive income | 0.0 | 0.0 | 0.0 | 1.5 |
| Total other comprehensive income net after tax for the period | 1.4 | -38.9 | 24.0 | -76.0 |
| Total comprehensive income for the period | -9.9 | -38.8 | 211.1 | -70.2 |
| Result attributable to: |  |  |  |  |
| Shareholders of the parent company | -11.3 | 0.3 | 187.2 | 5.4 |
| Non-controlling (minority) interest | 0.0 | -0.2 | -0.1 | 0.4 |
|  | -11.3 | 0.1 | 187.1 | 5.8 |
| Total comprehensive income attributable to: |  |  |  |  |
| Shareholders of the parent company | -9.9 | -39.6 | 210.9 | -69.7 |
| Non-controlling (minority) interest | 0.0 | 0.8 | 0.2 | -0.5 |
|  | -9.9 | -38.8 | 211.1 | -70.2 |
| Profit per share |  |  |  |  |
| before dilution (SEK) | -0.17 | 0.00 | 2.82 | 0.08 |
| after dilution (SEK) | -0.17 | 0.00 | 2.82 | 0.08 |
| The average number of outstanding shares before dilution | 66343543 | 66343543 | 66343543 | 66343543 |
| The average number of outstanding shares after dilution | 66343543 | 66343543 | 66343543 | 66343543 |

[^0]
## CONSOLIDATED CASH FLOW STATEMENTS

|  | 3 months Jan-Mar | 3 months Jan-Mar | 12 months Jan-Dec | 12 months Jan-Dec |
| :---: | :---: | :---: | :---: | :---: |
| SEK million | 2014 | 2013 | 2013 | 2012 |
| Current operation |  |  |  |  |
| Operating profit | -5.9 | 16.1 | 290.7 | 73.1 |
| Adjustment for items not included in cash flow | 14.6 | 3.6 | 32.2 | 230.1 |
| Received interest | 1.4 | 1.8 | 6.8 | 5.0 |
| Paid interest | -9.7 | -17.8 | -63.0 | -63.2 |
| Paid income tax | -7.5 | -22.4 | -40.1 | -63.6 |
| Cash flow from current operations | -7.1 | -18.7 | 226.6 | 181.4 |
| before changes in working capital |  |  |  |  |
| Changes in working capital |  |  |  |  |
| Increase/decrease of stock | -50.6 | 27.8 | 198.2 | 193.6 |
| Increase/decrease of current receivables | 172.3 | 137.1 | -30.4 | 12.7 |
| Increase/decrease of current liabilities | -25.8 | -34.1 | -35.9 | -46.6 |
| Cash flow from changes in working capital | 95.9 | 124.8 | 131.9 | 159.7 |
| Cash flow from operations | 88.8 | 106.1 | 358.5 | 341.1 |
| Investing activities |  |  |  |  |
| Investments in tangible fixed assets | -11.5 | -8.4 | -26.8 | -54.2 |
| Sales of tangible fixed assets | 2.0 | 0.6 | 4.1 | 8.6 |
| Investments in intangible fixed assets | -5.6 | -1.9 | -24.1 | -4.8 |
| Repayment of purchase amount * | 0.1 | 0.0 | 0.0 | 0.0 |
| Cash flow from investing activities | -15.0 | -9.7 | -46.8 | -50.4 |
| Cash flow after investing activities | 73.8 | 96.4 | 311.7 | 290.7 |
| Financial activities |  |  |  |  |
| Repayment of long-term receivables | 3.7 | 0.9 | 0.8 | 0.0 |
| Amortization of loan | -109.8 | -157.3 | -291.8 | -157.2 |
| Dividend paid to the shareholders of the parent company | 0.0 | 0.0 | -66.3 | -66.3 |
| Cash flow from financial activities | -106.1 | -156.4 | -357.3 | -223.5 |
| Cash flow for the period | -32.3 | -60.0 | -45.6 | 67.2 |
| Liquid assets at the beginning of the period | 185.1 | 229.7 | 229.7 | 117.7 |
| Adjustment liquid assets at the beginning of the period ${ }^{* *}$ | 0.0 | 0.0 | 0.0 | 48.8 |
| Translation differences in liquid assets | 0.3 | -1.7 | 1.0 | -4.0 |
| Liquid assets at period-end | 153.1 | 168.0 | 185.1 | 229.7 |
| Liquid assets |  |  |  |  |
| Cash at bank and in hand | 153.1 | 168.0 | 185.1 | 229.7 |
| * The item includes: |  |  |  |  |
| Goodwill | 0.1 | - | - | - |
| Effect on the cash flow | 0.1 | - | - | - |

[^1]
## CONSOLIDATED BALANCE SHEETS

|  | 31 Mar | 31 Mar | 31 Dec | 31 Dec |
| :---: | :---: | :---: | :---: | :---: |
| SEK million | 2014 | 2013 | 2013 | 2012 |
| ASSETS |  |  |  |  |
| Intangible fixed assets | 1198.6 | 1167.5 | 1196.9 | 1173.0 |
| Tangible fixed assets | 287.7 | 287.7 | 287.5 | 297.4 |
| Shares in associated companies | 64.6 | 62.2 | 63.1 | 62.0 |
| Long-term receivables | 20.2 | 23.5 | 23.9 | 24.5 |
| Deferred tax assets | 79.2 | 103.2 | 81.3 | 103.9 |
| Total fixed assets | 1650.3 | 1644.1 | 1652.7 | 1660.8 |
| Stock | 1501.3 | 1593.9 | 1449.1 | 1645.4 |
| Tax receivables | 31.5 | 40.1 | 30.2 | 33.1 |
| Accounts receivables | 651.1 | 628.0 | 734.2 | 705.0 |
| Prepaid expenses and accrued income | 57.6 | 59.4 | 59.5 | 59.8 |
| Other receivables | 24.5 | 40.5 | 110.7 | 107.4 |
| Liquid assets | 153.1 | 168.0 | 185.1 | 229.7 |
| Total current assets | 2419.1 | 2529.9 | 2568.8 | 2780.4 |
| TOTAL ASSETS | 4069.4 | 4174.0 | 4221.5 | 4441.2 |
| EQUITY |  |  |  |  |
| Share capital | 199.1 | 199.1 | 199.1 | 199.1 |
| Other capital contributions | 219.4 | 219.4 | 219.4 | 219.4 |
| Reserves | 21.3 | -49.1 | 20.0 | -9.2 |
| Retained earnings including result for the period | 1629.2 | 1525.3 | 1640.4 | 1525.0 |
| Equity attributable to shareholders of the parent company | 2069.0 | 1894.7 | 2078.9 | 1934.3 |
| Non-controlling (minority) interest | 23.9 | 24.5 | 23.9 | 23.7 |
| Total equity | 2092.9 | 1919.2 | 2102.8 | 1958.0 |
| LIABILITIES |  |  |  |  |
| Long-term interest-bearing liabilities | 1276.9 | 1515.1 | 1375.4 | 1670.3 |
| Pension provisions | 11.3 | 10.1 | 11.0 | 10.1 |
| Other provisions | 16.5 | 1.2 | 15.9 | 1.3 |
| Deferred tax liabilities | 129.0 | 138.0 | 129.1 | 138.0 |
| Total non-current liabilities | 1433.7 | 1664.4 | 1531.4 | 1819.7 |
| Short-term interest-bearing liabilities | 64.4 | 60.7 | 73.7 | 76.1 |
| Accounts payable | 244.2 | 267.5 | 229.0 | 237.8 |
| Current tax liabilities | 12.8 | 15.3 | 21.6 | 31.3 |
| Other liabilities | 65.1 | 81.1 | 92.0 | 118.1 |
| Accrued expenses and prepaid income | 156.3 | 165.8 | 171.0 | 200.2 |
| Total current liabilities | 542.8 | 590.4 | 587.3 | 663.5 |
| Total liabilities | 1976.5 | 2254.8 | 2118.7 | 2483.2 |
| TOTAL EQUITY AND LIABILITIES | 4069.4 | 4174.0 | 4221.5 | 4441.2 |
| Memorandum items |  |  |  |  |
| Pledged assets | 3496.8 | 3385.7 | 3493.6 | 3505.1 |
| Contingent liabilities | 25.1 | 22.1 | 24.3 | 22.0 |

## GONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| SEK million | Share capital | Other capital contributions | Reserves | Retained earnings incl. result for the year | Total | Non-controlling (minority) interest | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening balance 2013-01-01 | 199.1 | 219.4 | -9.2 | 1525.0 | 1934.3 | 23.7 | 1958.0 |
| Result for the year |  |  |  | 187.2 | 187.2 | -0.1 | 187.1 |
| Other comprehensive income |  |  |  |  |  |  |  |
| Translation difference |  |  | 23.6 |  | 23.6 | 0.3 | 23.9 |
| Cash flow hedge |  |  | 7.1 | -7.0 | 0.1 |  | 0.1 |
| Income tax related to componen | comprehensive | icome | -1.5 | 1.5 | 0.0 |  | 0.0 |

Transactions with shareholders

| Dividend |  |  | -66.3 | -66.3 |  | -66.3 |  |
| :--- | :--- | :--- | :--- | :--- | ---: | ---: | ---: |
| Closing balance 2013-12-31 | $\mathbf{1 9 9 . 1}$ | $\mathbf{2 1 9 . 4}$ | $\mathbf{2 0 . 0}$ | $\mathbf{1 6 4 0 . 4}$ | $\mathbf{2 0 7 8 . 9}$ | $\mathbf{2 3 . 9}$ | $\mathbf{2 1 0 2 . 8}$ |



Other comprehensive income

| Translation difference | 1.4 | 1.4 | 0.0 | 1.4 |
| :--- | :---: | :---: | :---: | :---: |
| Cash flow hedge | -0.1 | 0.1 | 0.0 | 0.0 |
| Income tax related to components of other comprehensive income | 0.0 | 0.0 | 0.0 |  |

## Transactions with shareholders

| Dividend |  |  | 0.0 | 0.0 |  | 0.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Closing balance 2014-03-31 199.1 | 219.4 | 21.3 | 1629.2 | 2069.0 | 23.9 | 2092.9 |
|  |  |  | 3 months | 3 months | Year | Year |
| Accumulated translation differences in equity |  |  | 2014 | 2013 | 2013 | 2012 |
| Accumulated translation differences at the beginning of the year |  |  | 23.3 | -0.6 | -0.6 | 69.9 |
| Translation difference in foreign subsidiaries for the period |  |  | 1.4 | -38.9 | 23.9 | -70.5 |
| Accumulated translation differences at end of period |  |  | 24.7 | -39.5 | 23.3 | -0.6 |

## FINANCIAL HIGHLIGHTS - GROUP

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |

## DEFINITIONS

## RETURN ON EQUITY

Result for the period according to income statement in percent of average adjusted equity.

RETURN ON CAPITAL EMPLOYED
Result before tax items plus financial costs in percent of average capital employed.

## GROSS MARGIN

Income with deductions for goods for resale in percent of income.

## EBITDA

Operating profit before depreciation.

## CAPITAL TURNOVER

Income divided by the average balance sheet total.

## NET MARGIN

Result for the period as a percentage of the period's income.

## NET DEBT/EQUITY RATIO

Interest bearing liabilities less interest bearing assets as a percentage of equity.

INTEREST COVERAGE RATIO
Result before tax plus financial costs divided by financial costs.

OPERATING MARGIN
Operating profit as a percentage of the period's income.

## WORKING CAPITAL

Total current assets less liquid assets less short-term non-interest bearing liabilities.

EQUITY/ASSETS RATIO
Equity including non-controlling interests as a percentage of balance sheet total.

CAPITAL EMPLOYED
Balance sheet total less non-interest bearing liabilities and non-interest bearing provisions.

STOCK TURNOVER
Cost of sold goods divided by average stock.

## PROFIT MARGIN

Result before tax as a percentage of the period's income.

PROFIT PER SHARE
Result for the period in relation to a weighted average of the outstanding number of shares.

## INCOME STATEMENTS - PARENT GOMPANY

|  | 3 months Jan-Mar | 3 months <br> Jan-Mar | 12 months Jan-Dec | 12 months Jan-Dec |
| :---: | :---: | :---: | :---: | :---: |
| SEK million | 2014 | 2013 | 2013 | 2012 |
| Income | 20,8 | 22,7 | 84,6 | 109,6 |
| Other operating income* | 2,2 | 2,7 | 10,4 | 17,6 |
| Total income | 23,0 | 25,4 | 95,0 | 127,2 |
| Operating costs |  |  |  |  |
| External costs | -18,8 | -19,1 | -61,3 | -90,4 |
| Personnel costs | -5,5 | -5,6 | -22,6 | -24,2 |
| Depreciation of tangible and intangible fixed assets | -0,8 | -0,7 | -2,5 | -3,1 |
| Other operating costs** | -1,8 | -2,7 | -8,4 | -15,3 |
| Operating profit | -3,9 | -2,7 | 0,2 | -5,8 |
| Net income from shares in Group companies | 0,0 | 0,0 | 312,3 | 239,8 |
| Write-down of financial fixed assets | 0,0 | 0,0 | -22,8 | -203,6 |
| Financial income | 10,7 | 15,4 | 55,8 | 77,1 |
| Financial expenses | -10,1 | -18,4 | -131,1 | -131,2 |
| Net financial items | 0,6 | -3,0 | 214,2 | -17,9 |
| Result before appropriations and tax | -3,3 | -5,7 | 214,4 | -23,7 |
| Appropriations | 0,0 | 0,0 | 26,1 | 15,8 |
| Tax on result for the period | 0,7 | 1,2 | 0,4 | 0,0 |
| Net profit for the period | -2,6 | -4,5 | 240,9 | -7,9 |

Total comprehensive income for the period correspond with profit for the period.

* Rate of exchange profit and capital gain
** Rate of exchange loss


## CASH FLOW STATEMENTS - PARENT COMPANY

|  | 3 months Jan-Mar | 3 months Jan-Mar | 12 months Jan-Dec | 12 months Jan-Dec |
| :---: | :---: | :---: | :---: | :---: |
| SEK million | 2014 | 2013 | 2013 | 2012 |
| Current operations |  |  |  |  |
| Operating profit/loss | -3.9 | -2.7 | 0.2 | -5.8 |
| Adjustment for items not included in cash flow | 0.8 | 0.7 | 2.5 | 3.2 |
| Received dividends | 0.0 | 0.0 | 16.8 | 13.6 |
| Received interest | 10.7 | 15.4 | 55.8 | 77.1 |
| Paid interest | -10.1 | -18.4 | -68.8 | -72.3 |
| Paid income tax | 0.4 | -0.7 | 4.9 | -7.1 |
| Cash flow from current operations |  |  |  |  |
| before changes in working capital | -2.1 | -5.7 | 11.4 | 8.7 |
| Changes in working capital |  |  |  |  |
| Decrease/increase in stock | -1.4 | -0.3 | 0.0 | 0.0 |
| Decrease/increase in current receivables | 63.7 | 147.1 | 450.7 | 311.2 |
| Decrease/increase on current liabilities | 37.0 | 25.6 | -121.9 | -122.6 |
| Cash flow from changes in working capital | 99.3 | 172.4 | 328.8 | 188.6 |
| Cash flow from operations | 97.2 | 166.7 | 340.2 | 197.3 |
| Investing activities |  |  |  |  |
| Shareholders contribution to subsidiaries | 0.0 | 0.0 | -20.7 | 0.0 |
| Shareholders contribution to associated company | -1.5 | 0.0 | 0.0 | 0.0 |
| Intragroup sales of group companies | 0.0 | 0.0 | 0.1 | 10.1 |
| Investments in tangible fixed assets | 0.0 | 0.0 | 0.0 | -1.4 |
| Investments in intangible fixed assets | -5.2 | -0.9 | -3.9 | -0.2 |
| Sales of intangible fixed assets | 0.0 | 0.0 | 0.0 | 0.1 |
| Repayment of purchase amount | 0.1 | 0.0 | 0.0 | 0.0 |
| Repayment of loan from subsidiaries | 0.0 | 0.0 | 10.6 | 0.0 |
| Cash-flow from investing activities | -6.6 | -0.9 | -13.9 | 8.6 |
| Cash-flow after investing activities | 90.6 | 165.8 | 326.3 | 205.9 |
| Financial activities |  |  |  |  |
| Amortization of loan | -90.6 | -184.3 | -278.5 | -141.9 |
| Dividend paid to shareholders of the parent company | 0.0 | 0.0 | -66.3 | -66.3 |
| Cash-flow from financial activities | -90.6 | -184.3 | -344.8 | -208.2 |
| Cash flow for the period | 0.0 | -18.5 | -18.5 | -2.3 |
| Liquid assets at the beginning of the year | 0.4 | 18.9 | 18.9 | 0.0 |
| Adjustment liquid assets at the beginning of the year * | 0.0 | 0.0 | 0.0 | 21.2 |
| Liquid assets at period-end | 0.4 | 0.4 | 0.4 | 18.9 |

* As of 2012 gross accounting of cash in bank is applied.


## BALANCE SHEETS - PARENT COMPANY

| SEK million | 31 Mar | 31 Mar | 31 Dec | 31 Dec |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS | 2014 | 2013 | 2013 | 2012 |
| Fixed assets |  |  |  |  |
| Intangible fixed assets | 10.4 | 4.4 | 5.8 | 3.8 |
| Tangible fixed assets | 1.2 | 1.7 | 1.4 | 2.1 |
| Financial assets |  |  |  |  |
| Shares in Group companies | 1383.6 | 1324.8 | 1383.7 | 1324.8 |
| Shares in associated companies | 60.4 | 58.9 | 58.9 | 58.9 |
| Receivables on Group companies | 713.8 | 746.9 | 714.0 | 747.6 |
| Other long-term receivables | 2.0 | 2.0 | 2.0 | 2.0 |
| Total financial assets | 2159.8 | 2132.6 | 2158.6 | 2133.3 |
| Total fixed assets | 2171.4 | 2138.7 | 2165.8 | 2139.2 |
| Current assets |  |  |  |  |
| Current receivables |  |  |  |  |
| Stock | 1.4 | 0.3 | 0.0 | 0.0 |
| Accounts receivable | 0.1 | 0.2 | 0.2 | 0.2 |
| Receivables on Group companies | 633.9 | 741.4 | 619.2 | 819.6 |
| Tax receivables | 1.5 | 7.5 | 1.1 | 5.6 |
| Other receivables | 10.9 | 10.4 | 87.1 | 76.3 |
| Prepaid expenses and accrued income | 7.0 | 10.6 | 9.2 | 13.7 |
| Total current receivables | 654.8 | 770.4 | 716.8 | 915.4 |
| Cash at bank and in hand | 0.4 | 0.4 | 0.4 | 18.9 |
| Total current assets | 655.2 | 770.8 | 717.2 | 934.3 |
| TOTAL ASSETS | 2826.6 | 2909.5 | 2883.0 | 3073.5 |
| EQUITY AND LIABILITIES |  |  |  |  |
| Equity |  |  |  |  |
| Restricted equity |  |  |  |  |
| Share capital | 199.1 | 199.1 | 199.1 | 199.1 |
| Restricted reserves | 249.4 | 249.4 | 249.4 | 249.4 |
|  | 448.5 | 448.5 | 448.5 | 448.5 |
| Unrestricted equity |  |  |  |  |
| Retained profits | 666.8 | 492.2 | 425.9 | 500.1 |
| Share premium reserve | 48.0 | 48.0 | 48.0 | 48.0 |
| Result for the period | -2.6 | -4.5 | 240.9 | -7.9 |
|  | 712.2 | 535.7 | 714.8 | 540.2 |
| Total equity | 1160.7 | 984.2 | 1163.3 | 988.7 |
| Untaxed reserves | 7.3 | 33.4 | 7.3 | 33.4 |
| Non-current liabilities |  |  |  |  |
| Overdraft facilities | 792.0 | 974.5 | 867.7 | 1097.0 |
| Bankloan | 385.0 | 437.5 | 400.0 | 450.0 |
| Total non-current liabilities | 1177.0 | 1412.0 | 1267.7 | 1547.0 |
| Current liabilities |  |  |  |  |
| Short-term interest-bearing liabilities | 50.0 | 50.0 | 50.0 | 50.0 |
| Accounts payable | 36.7 | 18.6 | 25.9 | 24.3 |
| Liabilities to Group companies | 390.4 | 406.0 | 361.5 | 408.7 |
| Current tax liability | 0.0 | 0.0 | 0.0 | 0.0 |
| Other liabilities | 0.7 | 0.7 | 2.3 | 5.9 |
| Accrued expenses and prepaid income | 3.8 | 4.6 | 5.0 | 15.5 |
| Total current liabilities | 481.6 | 479.9 | 444.7 | 504.4 |
| TOTAL EQUITY AND LIABILITIES | 2826.6 | 2909.5 | 2883.0 | 3073.5 |
| Pledged assets and contingent liabilities for the parent company |  |  |  |  |
| Pledged assets | 1116.1 | 1082.3 | 1116.1 | 1082.3 |
| Contingent liabilities | 205.4 | 191.9 | 208.6 | 230.2 |


| SEK million | Share capital | Restricted reserves | Retained profits | Share premium reserve | Profit for the year | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening balance 2013-01-01 | 199.1 | 249.4 | 500.1 | 48.0 | -7.9 | 988.7 |
| Transfer according to Annual General meeting |  |  | -7.9 |  | 7.9 | 0.0 |
| Result for the year |  |  |  |  | 240.9 | 240.9 |
| Total change in net assets excluding transactions with shareholders | 0.0 | 0.0 | 0.0 | 0.0 | 240.9 | 240.9 |
| Dividends |  |  | -66.3 |  |  | -66.3 |
| Closing balance 2013-12-31 | 199.1 | 249.4 | 425.9 | 48.0 | 240.9 | 1163.3 |


| SEK million | Share capital | Restricted reserves | Retained profits | Share premium reserve | Profit for the year | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Opening balance 2014-01-01 | 199.1 | 249.4 | 425.9 | 48.0 | 240.9 | 1163.3 |
| Transfer result previous year |  |  | 240.9 |  | -240.9 | 0.0 |
| Result for the period |  |  |  |  | -2.6 | -2.6 |
| Total change in net assets excluding transactions with shareholders | 0.0 | 0.0 | 0.0 | 0.0 | -2.6 | -2.6 |
| Dividends |  |  | 0.0 |  |  | 0.0 |
| Closing balance 2014-03-31 | 199.1 | 249.4 | 666.8 | 48.0 | -2.6 | 1160.7 |

## SALES AND RESULT PER

 OPERATING SEGMENT|  | $\begin{aligned} & 3 \text { months } \\ & \text { Jan-Mar } \end{aligned}$ | 3 months Jan-Mar | $\begin{aligned} & 12 \text { months } \\ & \text { Jan-Dec } \end{aligned}$ | $\begin{aligned} & 12 \text { months } \\ & \text { Jan-Dec } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| Corporate Promo | 2014 | 2013 | 2013 | 2012 |
| Income | 361.8 | 345.4 | 1587.3 | 1674.9 |
| Result EBITDA | 1.4 | 8.9 | 143.5 | 159.0 |
| Sports \& Leisure |  |  |  |  |
| Income | 438.6 | 424.8 | 1929.3 | 1982.6 |
| Result EBITDA | 18.9 | 25.3 | 154.8 | 161.8 |
| Gifts \& Home furnishings |  |  |  |  |
| Income | 108.1 | 107.1 | 530.8 | 622.7 |
| Result EbITDA | -13.8 | -6.4 | 44.5 | -157.8 |
| Total income | 908.5 | 877.3 | 4047.4 | 4280.2 |
| Total result EBITDA | 6.5 | 27.8 | 342.8 | 163.0 |
| Total result EBITDA | 6.5 | 27.8 | 342.8 | 163.0 |
| Depreciation and write down | -12.4 | -11.7 | -52.1 | -89.9 |
| Net financial items | -8.3 | -16.0 | -56.2 | -58.2 |
| Profit before tax | -14.2 | 0.1 | 234.5 | 14.9 |


| SEK million | Total assets | Fixed assets* | Deferred tax assets | Investments | Depreciation and write downs | Total liabilities |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 31 March 2014 |  |  |  |  |  |  |
| Corporate Promo | 2084.1 | 572.7 | 22.1 | -10.6 | -5.3 | 1348.8 |
| Sports \& Leisure | 1542.9 | 769.2 | 25.2 | -2.0 | -6.2 | 394.2 |
| Gifts \& Home Furnishings | 442.4 | 144.4 | 31.9 | -2.4 | -0.9 | 233.5 |
| Total | 4069.4 | 1486.3 | 79.2 | -15.0 | -12.4 | 1976.5 |
| 31 March 2013 |  |  |  |  |  |  |
| Corporate Promo | 1953.3 | 549.3 | 29.3 | -5.2 | -5.6 | 1472.6 |
| Sports \& Leisure | 1701.5 | 761.9 | 26.1 | -4.2 | -4.5 | 470.2 |
| Gifts \& Home Furnishings | 519.2 | 144.0 | 47.8 | -0.3 | -1.6 | 312.0 |
| Total | 4174.0 | 1455.2 | 103.2 | -9.7 | -11.7 | 2254.8 |
| 31 Dec 2013 |  |  |  |  |  |  |
| Corporate Promo | 2137.6 | 568.0 | 22.0 | -15.9 | -22.2 | 1397.2 |
| Sports \& Leisure | 1647.4 | 772.4 | 27.4 | -42.0 | -28.7 | 473.3 |
| Gifts \& Home Furnishings | 436.5 | 144.0 | 31.9 | -3.2 | -1.2 | 248.2 |
| Total | 4221.5 | 1484.4 | 81.3 | -61.1 | -52.1 | 2118.7 |

## SALES PER AREA

| SEK million | 3 months Jan-Mar 2014 | Part of income | 3 months Jan-Mar 2013 | Part of income | Change | Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sweden | 220 | 24\% | 213 | 24\% | 7 | 3\% |
| USA | 221 | 24\% | 223 | 26\% | -2 | -1\% |
| Nordic countries excluding Sweden | 143 | 16\% | 139 | 16\% | 4 | 3\% |
| Central Europe | 190 | 21\% | 178 | 20\% | 12 | 7\% |
| Southern Europe | 76 | 8\% | 78 | 9\% | -2 | -3\% |
| Other countries | 59 | 7\% | 46 | 5\% | 13 | 28\% |
| Total | 909 | 100\% | 877 | 100\% | 32 | 4\% |



FIXED ASSETS AND DEFERRED
TAX ASSETS PER AREA

|  | 31 Mar 2014 | 31 Mar 2013 |  | 31 Dec 2013 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK million | Fixed assets* | Deferred tax assets | Fixed assets* | Deferred tax assets | Fixed assets* | Deferred tax assets |
| Sweden | 428 | 20 | 437 | 35 | 426 | 20 |
| USA | 706 | 38 | 684 | 39 | 707 | 39 |
| Nordic countries excluding Sweden | 23 | 5 | 24 | 6 | 22 | 5 |
| Central Europe | 180 | 9 | 165 | 12 | 180 | 9 |
| Southern Europe | 138 | 2 | 134 | 2 | 139 | 2 |
| Other countries | 11 | 5 | 11 | 9 | 10 | 6 |
| Total | 1486 | 79 | 1455 | 103 | 1484 | 81 |

* Fixed assets classified as financial assets are not included

| SEK million | 2014 | 2013 |  |  |  | 2012 |  |  |  | 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter | Q1 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Income | 908.5 | 877.3 | 995.3 | 1035.0 | 1139.8 | 975.4 | 1074.9 | 1053.8 | 1176.1 | 927.6 | 1020.9 | 1100.9 | 1187.5 |
| Goods for resale | -497.7 | -456.8 | -529.1 | -564.9 | -626.2 | -531.2 | -580.0 | -688.9 | -615.7 | -493.9 | -522.7 | -590.2 | -607.3 |
| Gross profit | 410.8 | 420.5 | 466.2 | 470.1 | 513.6 | 444.2 | 494.9 | 364.9 | 560.4 | 433.7 | 498.2 | 510.7 | 580.2 |
| Gross profit \% | 45.2 | 47.9 | 46.8 | 45.4 | 45.1 | 45.5 | 46.0 | 34.6 | 47.6 | 46.8 | 48.8 | 46.4 | 48.9 |
| Other operating income | 7.1 | 8.6 | 7.7 | 7.7 | 9.3 | 8.5 | 9.5 | 7.4 | 9.7 | 12.6 | 8.4 | 11.5 | 6.9 |
| External costs | -229.5 | -223.0 | -209.7 | -205.4 | -215.2 | -247.2 | -238.3 | -245.5 | -223.0 | -241.5 | -241.6 | -231.4 | -256.0 |
| Personnel costs | -179.5 | -174.7 | -177.9 | -162.5 | -182.7 | -186.3 | -189.2 | -208.1 | -181.9 | -168.2 | -173.2 | -165.2 | -184.5 |
| Depreciations and write downs | -12.4 | -11.7 | -14.6 | -13.9 | -11.9 | -11.9 | -13.0 | -53.1 | -11.9 | -11.1 | -13.2 | -12.7 | -13.6 |
| Other operating costs | -2.4 | -3.8 | -1.9 | -2.9 | -2.3 | -3.8 | -5.9 | -5.9 | -3.1 | -7.9 | -5.5 | -6.7 | -4.7 |
| Share of associated companies result | 0.0 | 0.2 | 0.4 | -0.3 | 0.8 | -0.9 | 0.7 | 0.4 | 1.5 | 0.1 | -0.4 | 0.0 | 2.0 |
| Operating profit/loss | -5.9 | 16.1 | 70.2 | 92.8 | 111.6 | 2.6 | 58.7 | -139.9 | 151.7 | 17.7 | 72.7 | 106.2 | 130.3 |
| Financial income | 1.4 | 1.8 | 1.4 | 1.8 | 1.8 | 1.4 | 0.5 | 2.2 | 0.9 | 1.6 | 1.0 | 1.1 | 3.2 |
| Financial expenses | -9.7 | -17.8 | -16.1 | -14.9 | -14.2 | -15.4 | -13.0 | -16.1 | -18.7 | -11.5 | -12.2 | -14.9 | -19.3 |
| Result before tax | -14.2 | 0.1 | 55.5 | 79.7 | 99.2 | -11.4 | 46.2 | -153.8 | 133.9 | 7.8 | 61.5 | 92.4 | 114.2 |
| Tax | 2.9 | 0.0 | -16.6 | -21.9 | -8.9 | 3.2 | -12.9 | 33.8 | -33.2 | -2.1 | -24.2 | -19.0 | -31.5 |
| Result for the period | -11.3 | 0.1 | 38.9 | 57.8 | 90.3 | -8.2 | 33.3 | -120.0 | 100.7 | 5.7 | 37.3 | 73.4 | 82.7 |
| Other comprehensive income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total for items that can be reclassified into profit or loss |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Translation difference | 1.4 | -38.9 | 57.8 | -31.5 | 36.5 | -20.0 | 19.9 | -90.6 | 20.2 | -48.1 | 54.7 | 29.9 | -16.5 |
| Cash flow hedge | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | -5.5 | 2.7 | -6.8 | 2.6 | -7.8 | -1.7 | 18.2 | 0.8 |
| Total for items that can be reclassified into profit or loss | 1.4 | -38.9 | 57.8 | -31.5 | 36.6 | -25.5 | 22.6 | -97.4 | 22.8 | -55.9 | 53.0 | 48.1 | -15.7 |
| Income tax related to components of other comprehensive income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 1.4 | -0.7 | 1.8 | -1.0 | 2.1 | 0.4 | -4.8 | -0.2 |
| Total other comprehensive income net after tax for the period | 1.4 | -38.9 | 57.8 | -37.5 | 36.6 | -24.1 | 21.9 | -95.6 | 21.8 | -53.8 | 53.4 | 43.3 | -15.9 |
| Total comprehensive income for the period | -9.9 | -38.8 | 96.7 | 26.3 | 126.9 | -32.3 | 55.2 | -215.6 | 122.5 | -48.1 | 90.7 | 116.7 | 66.8 |
| Result attributable to: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders of the parent company | -11.3 | 0.3 | 39.4 | 58 | 89.5 | -8.4 | 33.4 | -120.0 | 100.4 | 5.2 | 36.8 | 73.1 | 83.2 |
| Non-controlling (minority) interest | 0 | -0.2 | -0.5 | -0.2 | 0.8 | 0.2 | -0.1 | 0.0 | 0.3 | 0.5 | 0.5 | 0.3 | -0.5 |
|  | -11.3 | 0.1 | 38.9 | 57.8 | 90.3 | -8.2 | 33.3 | -120.0 | 100.7 | 5.7 | 37.3 | 73.4 | 82.7 |
| Total comprehensive income attributable to: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders of the parent company | -9.9 | -39.6 | 98.0 | 26.9 | 125.6 | -32.3 | 55.1 | -214.4 | 121.9 | -48.0 | 89.5 | 116.0 | 69.1 |
| Non-controlling (minority) interest | 0.0 | 0.8 | -1.3 | -0.6 | 1.3 | 0.0 | 0.1 | -1.2 | 0.6 | -0.1 | 1.2 | 0.7 | 2.3 |
|  | -9.9 | -38.8 | 96.7 | 26.3 | 126.9 | -32.3 | 55.2 | -215.6 | 122.5 | -48.1 | 90.7 | 116.7 | 66.8 |
| Profit per share (SEK) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Profit per share before dilution | -0.17 | 0.00 | 0.60 | 0.87 | 1.35 | -0.13 | 0.50 | -1.81 | 1.51 | 0.08 | 0.55 | 1.10 | 1.25 |
| Profit per share after dilution | -0.17 | 0.00 | 0.60 | 0.87 | 1.35 | -0.12 | 0.50 | -1.81 | 1.51 | 0.08 | 0.55 | 1.09 | 1.22 |
| The average number of outstandingshares before dilution | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 |
| The average number of outstandingshares after dilution | 66343543 | 66343543 | 66343543 | 66343543 | 66343543 | 67343543 | 66343543 | 66343543 | 66343543 | 67343543 | 67343543 | 67343543 | 67343543 |


| SEK million | 2010 |  |  |  | 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Income | 915.3 | 1065.3 | 1060.7 | 1202.1 | 979.5 | 1022.9 | 1002.2 | 1082.4 |
| Goods for resale | -477.9 | -563.7 | -581.2 | -620.7 | -528.1 | -519.3 | -555.5 | -582.4 |
| Gross profit | 437.4 | 501.6 | 479.5 | 581.4 | 451.4 | 503.6 | 446.7 | 500.0 |
| Gross profit \% | 47.8 | 47.1 | 45.2 | 48.4 | 46.1 | 49.2 | 44.6 | 46.2 |
| Other operating income | 5.1 | 5.1 | 12.6 | 9.4 | 22.9 | 22.0 | 2.1 | 21.9 |
| External costs | -240.4 | -230.6 | -222.3 | -252.9 | -267.7 | -220.1 | -226.5 | -234.8 |
| Personnel costs | -167.0 | -171.7 | -161.1 | -179.4 | -231.2 | -182.8 | -166.6 | -170.9 |
| Depreciations and write downs | -14.9 | -15.1 | -14.2 | -14.2 | -18.5 | -19.0 | -17.1 | -16.0 |
| Other operating costs | -3.9 | -1.5 | -10.2 | -6.0 | -14.7 | -8.7 | -1.8 | -2.4 |
| Share of associated companies result | 0.6 | 0.1 | 0.4 | -0.2 | 0.5 | 0.4 | 0.9 | -1.2 |
| Operating profit/loss | 16.9 | 87.9 | 84.7 | 138.1 | -57.3 | 95.4 | 37.7 | 96.6 |
| Financial income | 1.0 | 1.5 | 0.6 | 2.0 | 4.3 | 0.7 | 0.0 | 1.2 |
| Financial expenses | -7.6 | -6.6 | -8.3 | -9.9 | -19.8 | -13.5 | -11.4 | -7.7 |
| Result before tax | 10.3 | 82.8 | 77.0 | 130.2 | -72.8 | 82.6 | 26.3 | 90.1 |
| Tax | -2.7 | -23.4 | -21.5 | -31.2 | 19.5 | -22.1 | -7.0 | -28.8 |
| Result for the period | 7.6 | 59.4 | 55.5 | 99.0 | -53.3 | 60.5 | 19.3 | 61.3 |
| Total other comprehensive income net after tax for the period | -27.8 | 41.7 | -113.1 | 29.9 | 20.6 | -35.9 | -119.0 | 34.3 |
| Total comprehensive income for the period | -20.2 | 101.1 | -57.6 | 128.9 | -32.7 | 24.6 | -99.7 | 95.6 |

Profit per share (SEK)

| Profit per share before dilution | 0.11 | 0.90 | 0.83 | 1.47 | -0.81 | 0.91 | 0.29 | 0.90 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

QUARTERLY CONSOLIDATED CASH FLOW STATEMENTS

| SEK million | 2014 | 2013 |  |  |  | 2012 |  |  |  | 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter | Q1 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Cash flow from current operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
| before changes in working capital | -7.1 | -18.7 | 55.3 | 86.7 | 103.3 | -12.8 | 43.8 | 66.7 | 83.7 | -22.6 | 62.0 | 112.6 | 117.6 |
| Increase/decrease of stock | -50.6 | 27.8 | 28.2 | -3.1 | 145.3 | -44.9 | 34.3 | -1.6 | 205.8 | -124.7 | -77.8 | -155.1 | 105.2 |
| Increase/decrease of current receivables | 172.3 | 131.1 | -44.0 | -84.8 | -32.7 | 77.1 | 19.6 | -69.9 | -14.1 | 51.2 | 45.4 | -86.5 | 158.5 |
| Increase/decrease of short-term liabilities | -25.8 | -34.1 | 2.3 | -1.3 | -2.8 | 25.6 | 35.1 | -108.0 | 0.7 | -46.5 | -3.4 | 33.1 | -103.0 |
| Changes in working capital | 95.9 | 124.8 | -13.5 | -89.2 | 109.8 | 57.8 | 89.0 | -179.5 | 192.4 | -120.0 | -35.8 | -208.5 | 160.7 |
| Cash flow from operations | 88.8 | 106.1 | 41.8 | -2.5 | 213.1 | 45.0 | 132.8 | -112.8 | 276.1 | -142.6 | 26.2 | -95.9 | 278.3 |
| Investing activities | -15.0 | -9.7 | -8.9 | -21.2 | -7.0 | -10.8 | -15.1 | -17.2 | -7.3 | -27.1 | -19.6 | -165.4 | -114.4 |
| Cash flow after investing activities | 73.8 | 96.4 | 32.9 | -23.7 | 206.1 | 34.2 | 117.7 | -130.0 | 268.8 | -169.7 | 6.6 | -261.3 | 163.9 |
| Option premium | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Loan raised | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 123.0 | 0.0 | 133.5 | 36.0 | 339.1 | -186.3 |
| Raised long-term receivables | 0.0 | 0.0 | 0.0 | 0.0 | -0.2 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | -0.3 | 0.0 | 0.3 |
| Repayment of long-term receivables | 3.7 | 0.9 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 4.2 | 0.0 | 0.7 | -4.9 |
| Amortization of loan | -109.8 | -157.3 | 24.2 | -12.0 | -146.7 | -79.0 | -5.1 | 0.0 | -196.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Dividend paid to the shareholders of the parent company | 0.0 | 0.0 | -66.3 | 0.0 | 0.0 | 0.0 | -66.3 | 0.0 | 0.0 | 0.0 | -66.3 | 0.0 | 0.0 |
| Financial activities | -106.1 | -156.4 | -42.0 | -12.0 | -146.9 | -79.0 | -71.4 | 123.0 | -196.1 | 137.7 | -30.6 | 339.8 | -190.9 |
| Cash flow for the period | -32.3 | -60.0 | -9.1 | -35.7 | 59.2 | -44.8 | 46.3 | -7.0 | 72.7 | -32.0 | -24.0 | 78.5 | -27.0 |
| Liquid assets at the beginning of the period | 185.1 | 229.7 | 168.0 | 163.0 | 123.7 | 117.7 | 70.4 | 119.5 | 107.6 | 121.7 | 86.1 | 64.2 | 146.0 |
| Adjustment liquid assets at the beginning of the period | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 48.8 | 0.0 | 0.0 | 0.0 | 0.0 |
| Translation differences in liquid assets | 0.3 | -1.7 | 4.1 | -3.6 | 2.2 | -2.5 | 2.8 | -4.9 | 0.6 | -3.6 | 2.1 | 3.3 | -1.3 |
| Liquid assets at period-end | 153.1 | 168.0 | 163.0 | 123.7 | 185.1 | 70.4 | 119.5 | 107.6 | 229.7 | 86.1 | 64.2 | 146.0 | 117.7 |


| SEK million | 2010 |  |  |  | 2009 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Cash flow from current operations |  |  |  |  |  |  |  |  |
| before changes in working capital | 20.1 | 82.4 | 115.5 | 114.1 | -80.4 | 65.3 | 34.2 | 71.4 |
| Increase/decrease of stock | 15.7 | 24.6 | -104.5 | 27.5 | -65.5 | 199.3 | 147.3 | 245.0 |
| Increase/decrease of current receivables | 10.0 | -83.9 | 5.3 | 31.6 | 7.2 | 47.3 | 12.5 | 100.6 |
| Increase/decrease of short-term liabilities | 19.6 | 94.4 | -57.8 | 29.0 | 0 | 61.5 | -52.7 | 13.3 |
| Changes in working capital | 45.3 | 35.1 | -157.0 | 88.1 | -58.3 | 308.1 | 107.1 | 358.9 |
| Cash flow from operations | 65.4 | 117.5 | -41.5 | 202.2 | -138.7 | 373.4 | 141.3 | 430.3 |
| Investing activities | -16.0 | -6.7 | -19.0 | -15.9 | -6.3 | -0.3 | -35.3 | 18.9 |
| Cash flow after investing activities | 49.4 | 110.8 | -60.5 | 186.3 | -145.0 | 373.1 | 106.0 | 449.2 |
| Option premium | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.2 | 0.0 | 0.0 |
| Loan raised | 0.0 | 0.0 | 53.9 | 0.0 | 26.2 | 0.0 | 0.0 | 15.9 |
| Raised long-term receivables | -0.3 | 0.0 | -6.8 | 5.9 | -0.5 | 0.0 | -0.6 | -0.4 |
| Repayment of long-term receivables | 1.5 | 0.0 | 3.8 | -4.2 | 0.5 | 1.7 | 1.8 | 0.0 |
| Amortization of loan | -58.2 | -90.2 | 0.0 | -130.0 | 0.0 | -339.4 | -139.2 | -439.1 |
| Dividend paid to the shareholders of the parent company | 0.0 | -16.6 | 0.0 | 0.0 | 0.0 | -11.9 | 0.0 | 0.0 |
| Financial activities | -57.0 | -106.8 | 50.9 | -128.3 | 26.2 | -349.4 | -138.0 | -423.6 |
| Cash flow for the period | -7.6 | 4.0 | -9.6 | 58.0 | -118.8 | 23.7 | -32.0 | 25.6 |
| Liquid assets at the beginning of the period | 80.4 | 72.4 | 80.1 | 63.2 | 191.2 | 77.9 | 95.2 | 51.3 |
| Adjustment liquid assets at the beginning of the period | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Translation differences in liquid assets | -0.4 | 3.7 | -7.3 | 0.5 | 5.5 | -6.4 | -11.9 | 3.5 |
| Liquid assets at period-end | 72.4 | 80.1 | 63.2 | 121.7 | 77.9 | 95.2 | 51.3 | 80.4 |

[^2]
# NEW WAVE GROUP'S SHARE 

The share capital in New Wave Group amounted to SEK 199030629 distributed among a total of 66343543 shares. Each with a nominal quota value of SEK 3.00 . The shares carry identical rights to the Company's assets and profits. Each series A share is entitled to ten votes and each Series B is entitled to one vote. New Wave's Series B shares are listed at OMX Stockholm Mid Cap.

## SHAREHOLDERS

The number of shareholders amount to 11215 (12 823) on March 31, 2014. Institutional investors accounted for $50 \%$ of the capital and $14 \%$ of the votes. At the same time the ten largest shareholders held $65 \%$ of the capital and $90 \%$ of the votes. Non-Swedish shareholders accounted for $13 \%$ of the capital and $4 \%$ of the votes.

## DIVIDEND POLICY

The Board's aim is that the dividend will account for at least 40\% of the Group's profit after taxes over a business cycle.

NEW WAVE GROUP'S TEN MAJOR SHAREHOLDERS 2014-03-31

| SHAREHOLDER | Number of shares | Number of votes | Capital \% | Votes \% |
| :---: | :---: | :---: | :---: | :---: |
| Torsten Jansson through companies | 20947697 | 198316817 | 31,6\% | 81,4\% |
| Avanza Pension | 4918490 | 4918490 | 7,4\% | 2,0\% |
| Fjärde AP-Fonden | 3820957 | 3820957 | 5,8\% | 1,6\% |
| Home Capital | 3330000 | 3330000 | 5,0\% | 1,4\% |
| Lannebo Microcap | 2512947 | 2512947 | 3,8\% | 1,0\% |
| Handelsbanken fonder | 2115530 | 2115530 | 3,2\% | 0,9\% |
| SEB fonder | 1464000 | 1464000 | 2,2\% | 0,6\% |
| Länsförsäkringar Småbolagsfond | 1423851 | 1423851 | 2,1\% | 0,6\% |
| Andra AP-Fonden | 1285318 | 1285318 | 1,9\% | 0,5\% |
| Nordea fonder | 1270854 | 1270854 | 1,9\% | 0,5\% |
|  | 43089644 | 220458764 | 64,9\% | 90,5\% |

SHAREHOLDER DISTRIBUTION IN NEW WAVE GROUP 2014-03-31

|  | Number of shares | Number of votes | Capital \% | Votes \% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Sweden | 57801002 | 235170122 | $87,1 \%$ | $96,5 \%$ |
| Shareholders outside Sweden, excl. USA | 5154758 | 5154758 | $7,8 \%$ | $\mathbf{2 , 1 \%}$ |
| USA | 3387783 | 3387783 | $5,1 \%$ | $1,4 \%$ |
| Total | $\mathbf{6 6 3 4 3 5 4 3}$ | $\mathbf{2 4 3 7 1 2 6 6 3}$ | $\mathbf{1 0 0 , 0 \%}$ | $\mathbf{1 0 0 , 0 \%}$ |

## NEW WAVE GROUP'S <br> TRADEMARKS

## CORPORATE PROMO

| CLIMUE | (C) | Q.A.D | d-vice | GR12714 | HATijicist |
| :---: | :---: | :---: | :---: | :---: | :---: |
| hurricane | $\bigoplus_{\text {JINGHAM }}^{0}$ | JOIIIIIAN | NewYlave. | $\underset{\text { NeLSon }}{\substack{\text { Lend } \\ \hline}}$ | $\begin{aligned} & \text { LORD NELSON } \\ & \text { \&fficlory } \end{aligned}$ |
| mac $\$ One & TPReNs & nightingaler & queen & $\underset{\text { SWEISH Workwear }}{\text { PROM }}$ | Printer |  |  |  |  |

## SPORTS \& LEISURE

## ANNIKA <br> [ด <br> Auclair ${ }^{\circ}(\mathbb{C}$ <br> CLIQUE' <br>  <br> MUURENTIDE atusum

marie speedo $>$ $\square$

Kate


## GIFTS \& HOME FURNISHINGS

SEA glasbruk
LINNÉA $\qquad$

## 

New Wave Group is a growth company creating, acquiring and developing promo, sports, gift and interior design trademarks and products. The group shall achieve synergies by coordinating design, purchasing, marketing, logistics and distribution of the assortment. The group shall offer its products to the promo market and the retail market in order to achieve
good risk diversification


[^0]:    *Mainly rate of exchange profit and capital gain

[^1]:    ** As of 2012 gross accounting of cash in bank is applied.

[^2]:    ** The change of current receivables for Q4 2009 have been affected with its share of the annual translation difference
    ${ }^{* * *}$ As of 2012 gross accounting of cash in bank is applied.

