

PWT GROUP

PWT HOLDING A/S

1 APRIL - 30 SEPTEMBER 2014



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CONTINUED PROGRESS IN H2 2013/2014

- ❖ All business divisions progressed to plan
- ❖ Stable sales growth with particularly strong performance in wholesale division PWT BRANDS
- ❖ Challenging market conditions in Denmark affected sales in the retail division, which upheld margins
- ❖ Positive development in earnings and cash flow

STRONG DEVELOPMENT IN 2013/2014

- ❖ Performance was satisfactory across divisions, and earnings (EBITDA) increased by 16%
- ❖ The wholesale division showed continued growth in sales and earnings with increased export sales
- ❖ The retail division won market shares and upheld its profit margin despite declining sales
- ❖ PWT Group optimized operations in the retail division and invested further in the wholesale division
- ❖ Cash flows were positively affected by improved terms with suppliers and reduced inventories
- ❖ Net financials were positively affected by hedging of USD fluctuations
- ❖ PWT Group expects increased sales and earnings (EBITDA) in 2014/15

INCOME STATEMENT

Income statement <i>DKK millions</i>	01.04 - 30.09		01.10 - 30.09	
	2014	2013	2013/14	2012/13
Sales	412,3	400,3	852,5	832,3
Cost of goods	185,5	181,3	388,3	378,6
Gross profit	226,8	219,0	464,2	453,7
<i>Margin %</i>	55,0%	54,7%	54,5%	54,5%
Expenses	188,6	188,7	379,3	380,5
EBITDA	38,1	30,3	84,9	73,2
<i>Margin %</i>	9,3%	7,6%	10,0%	8,8%
Depreciation	8,2	7,6	15,3	18,4
EBIT	30,0	22,7	69,6	54,9
Net financial items	5,6	25,4	16,0	37,0
Taxes	9,0	2,7	15,9	7,6
Profit	15,4	-5,5	37,7	10,3
Comprehensive income	15,4	-3,4	37,7	14,6
Net Debt			346,3	397,8
EBITDA - recurring - Last 12 months			84,9	73,2
Equity % of Total assets			46,4%	41,2%

BALANCE SHEET

Balance sheet DKK millions	01.10 - 30.09	
	2013/14	2012/13
Goodwill	606,7	606,6
Deferred tax assets	5,3	22,5
Deposits	16,5	16,1
Other non-current assets	33,3	32,8
Inventories	167,8	184,1
Accounts receivable	72,3	58,0
Other receivables	15,8	11,9
Cash	4,6	15,3
Total assets	922,3	947,3
Equity	427,8	390,1
Provisions	3,4	3,0
Bonds / Long term loan	292,7	357,3
Bank loans	57,6	55,1
Leasing debt	0,5	0,7
Accounts payable	81,3	81,5
Other Non-interest-bearing debt	58,8	59,6
Total debt & equity	922,3	947,3

CASH FLOW

Cash flow <i>DKK millions</i>	01.04 - 30.09		01.10 - 30.09	
	2014	2013	2013/14	2012/13
EBITDA	38,1	30,3	84,9	73,2
Net working capital change	-9,5	-19,6	9,3	-16,2
Taxes	0,1	-1,0	1,1	0,6
Operational cash flow	28,7	9,8	95,3	57,6
Cash investments	-10,6	-5,9	-16,4	-15,3
Net investments	-10,6	-5,9	-16,4	-15,3
Cash flow before financing	18,1	3,9	78,9	42,3
Net financial items	-13,8	-12,9	-26,8	-26,2
Repayment bank loan	2,2	-9,1	-15,3	-21,6
Cash capital increase	0,0	0,0	0,0	0,5
Debt service	-11,6	-22,0	-42,1	-47,3
Cash flow after debt service	6,5	-18,1	36,8	-5,0