## H \& M Hennes \& Mauritz AB

## Three-month report

## First quarter (1 December 2014-28 February 2015)

- Well-received collections for all brands in the H\&M group resulted in good sales and increased market share. The H\&M group's sales including VAT increased in local currencies by 15 percent during the first quarter. Converted into SEK, sales excluding VAT amounted to SEK 40,276 m (32,143), an increase of 25 percent.
- Gross profit increased by 26 percent to SEK $22,213 \mathrm{~m}(17,641)$, which corresponds to a gross margin of 55.2 percent (54.9).
- Profit after financial items increased by 35 percent to SEK $4,723 \mathrm{~m}(3,486)$.
- The group's profit after tax increased to SEK $3,613 \mathrm{~m}(2,649)$, corresponding to SEK 2.18 (1.60) per share, an increase of 36 percent.
- H\&M's first store in Taipei, Taiwan, was very well received on its opening in midFebruary.

Sales in the period 1 March - 21 March 2015 increased by 9 percent in local currencies compared to the same period last year.

- The H\&M group plans a net addition of around 400 new stores for the financial year 2014/2015. New markets for store expansion in 2015 are, Taiwan, which opened in February, Peru and Macau which will open towards the end of the first half-year, and South Africa and India, which will open during the second half-year.
- Nine new online markets will open in 2015: Portugal, Poland, the Czech Republic, Romania, Slovakia, Hungary, Bulgaria and Belgium will open during the spring and Switzerland will open in the autumn.

|  |  |  |
| :--- | ---: | ---: |
|  | Q1 | Q1 |
| SEK m | 2015 | 2014 |
| Net sales | 40,276 | 32,143 |
| Gross profit | 22,213 | 17,641 |
| gross margin, \% | 55.2 | 54.9 |
| Operating profit | 4,637 | 3,401 |
| operating margin, \% | 11.5 | 10.6 |
| Net financial items | 86 | 85 |
| Profit after financial items | 4,723 | $\mathbf{3 , 4 8 6}$ |
| Tax | $-1,110$ | -837 |
| Profit for the period | $\mathbf{3 , 6 1 3}$ | $\mathbf{2 , 6 4 9}$ |
|  |  |  |
| Earnings per share, SEK | 2.18 | 1.60 |



H\&M's opening in Taipei, Taiwan


## Comments by Karl-Johan Persson, CEO

"We have made a very good start to 2015 - in terms of both sales and profits. Our attractive customer offering and strong expansion both through stores and online, as well as our work on continuous improvement, are among the reasons for increased market share gains and good profits.
During the first quarter we increased sales by 15 percent in local currencies and by 25 percent in SEK compared to the corresponding quarter last year. Profit after financial items increased by 35 percent to more than SEK 4.7 billion. We achieved this strong increase despite our continued long-term investments within areas such as online and IT with the aim of building an even stronger H\&M for the future. It is very important to always be able to meet customers' shopping demands and expectations in the fast digitalising development that is taking place in the retail market.
Already during the spring, we are opening eight new H\&M online markets: Portugal, Poland, the Czech Republic, Romania, Slovakia, Hungary, Bulgaria and Belgium. During the autumn we will also open our online store in Switzerland.
In February we opened in our latest store market, Taiwan, where we have had a very good reception since opening our first $\mathrm{H} \& \mathrm{M}$ store in Taipei. The next market in line is Peru, where we plan to open our first H\&M store during the spring in Lima. In Macau in Asia we plan to open the first H\&M store in the summer and an additional store will open later in 2015.
Another example of an exciting upcoming opening is our new flagship store on Herald Square in New York, which will be one of our largest stores in the group with an area of 5,700 square metres in total. So we have many interesting openings to look forward to both as regards stores and online. In total, we plan to open 400 new stores net and nine new online markets this year, enabling us to reach more and more customers every day.
At the same time as this expansion is going ahead, we are continuing to broaden our product range and to develop further our various other brands COS, \& Other Stories, Monki, Weekday and Cheap Monday, which are all becoming more and more established in the world of fashion. H\&M Sport and our extended shoe range have been well received, and we will now launch them in more stores. And in the autumn we are looking forward to offering our customers our latest initiative, H\&M Beauty - our new beauty concept that will be launched in an inspiring shopping environment which will further strengthen our customer offering.
As a part of our sustainability work we will shortly be launching our "H\&M Conscious Exclusive" collection in 200 selected stores and online. We have set high sustainability goals; over the two last years, for example, we have almost doubled the share of more sustainable cotton used in our product range. If you want to know more about our sustainability work, our latest sustainability report "H\&M Conscious Actions Sustainability Report 2014" will be available on hm.com as of 9 April.
As mentioned, the year has got off to a very good start and we have great faith in our offering. Although the strong US dollar will affect our sourcing costs going forward, we will make sure that we always have the best customer offering in each individual market."


H\&M Conscious Exclusive Collection
> "We have made a very good start to 2015. Sales increased by 25 percent and profits by 35 percent in the first quarter."

## Sales

Well-received collections for all brands and continued strong expansion led to increased sales and continued market share gains for the $\mathrm{H} \& \mathrm{M}$ group in a fashion retail market that in many countries was still characterised by a challenging macroeconomic situation.


Sales including VAT converted into SEK increased by 25 percent to SEK 46,791 m $(37,524)$ in the first quarter.
Sales excluding VAT increased by 25 percent to SEK $40,276 \mathrm{~m}(32,143)$.
Sales including VAT in local currencies increased by 15 percent.
The substantial difference between the sales increase in SEK and in local currencies is due to the continued weakness of the Swedish krona against most sales currencies in the group.
Currency translation effects arise when sales in local currencies are translated into the company's reporting currency, SEK. A positive currency translation effect arises when the Swedish krona weakens and a negative currency translation effect arises if the Swedish krona strengthens.

## Sales in top ten markets, first quarter

|  | Q1-2015 | Q1-2014 | Change in \% |  | 28 Feb-15 | Q1-2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { SEK m } \\ \text { Inc. VAT } \end{array}$ | $\begin{array}{r} \text { SEK m } \\ \text { Inc. VAT } \end{array}$ | SEK | Local currency | Number of stores | New stores (net) |
| Germany | 8,671 | 7,745 | 12 | 5 | 439 | -1 |
| USA | 5,422 | 3,447 | 57 | 28 | 364 | 8 |
| United Kingdom | 3,486 | 2,602 | 34 | 17 | 253 | 0 |
| France | 3,182 | 2,694 | 18 | 11 | 205 | 0 |
| China | 2,148 | 1,392 | 54 | 28 | 278 | 8 |
| Sweden | 2,147 | 2,020 | 6 | 6 | 177 | 1 |
| Italy | 1,887 | 1,475 | 28 | 21 | 133 | 1 |
| Spain | 1,816 | 1,524 | 19 | 12 | 163 | 4 |
| Netherlands | 1,692 | 1,562 | 8 | 2 | 136 | 1 |
| Switzerland | 1,585 | 1,309 | 21 | 4 | 94 | 1 |
| Others* | 14,755 | 11,754 | 26 | 19 | 1,309 | 17 |
| Total | 46,791 | 37,524 | 25 | 15 | 3,551 | 40 |
| * Whereof franchise | 991 | 664 | 49 | 28 | 132 | 2 |

## Gross profit and gross margin

H\&M's gross profit and gross margin are a result of many different factors, internal as well as external, and are also affected by the decisions that H\&M makes in line with its strategy to always have the best customer offering in each individual market - based on the combination of fashion, quality, price and sustainability.


Gross profit increased by 26 percent to SEK $22,213 \mathrm{~m}(17,641)$ in the first quarter, corresponding to a gross margin of 55.2 percent (54.9).
Markdowns in relation to sales decreased by 0.3 percentage points in the first quarter 2015 compared to the corresponding quarter last year.
Overall, the market situation as regards external factors such as raw material prices, cost inflation, capacity at suppliers, purchasing currencies and transportation costs is considered to have been slightly negative, mostly due to increased cost inflation, during the purchasing period for the first quarter compared to the corresponding purchasing period the previous year.
The market situation as regards external factors for the purchasing period for the second quarter of 2015 is considered to be negative because the US dollar has strengthened substantially against most currencies, for example, the euro - since autumn 2014, and it will be even more negative for the purchasing periods for Q3 and Q4. Although the increasingly strong US dollar will result in gradually increased purchasing costs when sourcing for the coming quarters of 2015, H\&M will still make sure it has the best customer offering in each individual market.

## Selling and administration expenses

| SEK m |  |  |  |
| :---: | :---: | :---: | :---: |
| 25,000 |  |  |  |
| 20,000 | $\Delta+23 \%$ |  |  |
| 15,000 | 14,240 | 17,576 | 2014 |
| 10,000 |  |  |  |
| 5,000 |  |  |  |
| Q1 |  |  |  |

Cost control in the group remains good. For the first quarter in 2015, the selling and administrative expenses increased by 23 percent in SEK and 14 percent in local currencies compared to the first quarter last year. The increase is mainly due to the expansion and the long-term investments within IT and online, and to the broadening of the product range.


H\&M Sport

## Profit after financial items



Profit after financial items increased to SEK $4,723 \mathrm{~m}(3,486)$, which is an increase of 35 percent. The increase in profits is mainly due to strong sales development and good cost control but also to positive currency translation effects.
Profits are still being affected by the costs of long-term investments in areas such as IT and online; these costs were higher in the first quarter of 2015 compared with the corresponding quarter last year. H\&M will continue to make long-term investments in order to further strengthen the H\&M Group's market position and secure future expansion, and the costs in 2015 will be at a higher level than in 2014. The costs of these investments may be divided unequally between the quarters.

## Stock-in-trade



Stock-in-trade amounted to SEK 20,266 m (15,865), an increase of 28 percent in SEK and 23 percent in local currencies compared to the same time the previous year.
The composition and the level of the stock-in-trade are deemed to be good. The increase in the stock-in-trade is mainly due to the store and online expansion and to the strengthening of the US dollar which has affected purchasing costs and thus the value of the stock-in-trade.
The stock-in-trade amounted to 12.7 percent (12.0) of sales excluding VAT, rolling 12 months and 24.5 percent (24.0) of total assets.

## Expansion

H\&M remains positive as regards future expansion and the group's business opportunities. The strong expansion continues both through stores and online.
H\&M's growth target remains intact. The growth target is to increase the number of stores by 10-15 percent per year with continued high profitability.

For full-year 2015 a net addition of around 400 new stores is planned. Most new stores in 2015 are planned to open in China and the US. There are also still great opportunities for expansion in other existing markets as well as in new markets.
Taiwan, Peru, Macau, South Africa and India are planned to become new H\&M markets in 2015.The first H\&M store in Taipei, Taiwan, which opened in February, was very well received. Later in the first half-year the first H\&M stores plan to open in Lima, Peru and in Macau. Openings in South Africa and India are planned to take place during the second half of the year.
The group is continuing to work on the global roll-out of H\&M's online store. In 2015 H\&M plans to open nine new online markets: Portugal, Poland, the Czech Republic, Romania, Slovakia, Hungary, Bulgaria and Belgium will open during the spring and Switzerland will open in the autumn.

The expansion continues for the group's other brands COS, Monki, Weekday, Cheap Monday and \& Other Stories. The main focus for expansion will be on COS and \& Other Stories, which will open more stores in 2015 than in 2014. This expansion will mainly take place in existing markets. COS will open in at least three new markets this year. In February a COS franchise store opened in Bahrain. During the autumn the first COS stores will open in Luxembourg and in Prague, in the Czech Republic.
H\&M Home is also continuing its rapid expansion in 2015, with around a hundred new H\&M Home departments and around 10 new H\&M Home markets planned for the year.
H\&M Sport, H\&M Beauty and the extended shoe range are examples of ongoing longterm investments in broadening H\&M's product range.

In autumn 2015 H\&M Beauty will be launched - H\&M's new and broad concept for make-up, body care and hair care with high quality value-for-money products in a specially produced design. H\&M Beauty, which will replace H\&M's current own-brand cosmetics, will already this year be launched in approximately $900 \mathrm{H} \mathrm{\& M}$ stores in around 40 markets as well as online.

## Store count by brand

In the first quarter, the group opened 50 (72) stores and closed 10 (12) stores, i.e. a net increase of $40(60)$ new stores. The group had $3,551(3,192)$ stores as of 28 February 2015, of which 132 were franchise stores.

|  | New Stores <br> (Net) |  | Total No of stores <br> (28 Feb) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Q1-2015 |  | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ |
| Brand | 34 | 3,295 | 2,984 |  |
| H\&M | 3 | 117 | 91 |  |
| Monki | 1 | 93 | 84 |  |
| Weekday | -1 | 21 | 21 |  |
| \& Other Stories | 3 | 20 | 8 |  |
| Cheap Monday | 0 |  | 5 | 4 |
| Total | $\mathbf{4 0}$ |  | $\mathbf{3 , 5 5 1}$ | $\mathbf{3 , 1 9 2}$ |

## Store count by region

|  | New Stores <br> (Net) |  |  | Total No of stores <br> (28 Feb) |  |
| :--- | ---: | :--- | ---: | ---: | :---: |
| Region | Q1-2015 | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ |  |  |
| Europe | 12 | 2,560 | 2,512 |  |  |
| Asia \& Oceania | 16 | 544 | 302 |  |  |
| North \& South America | 12 | 447 | 378 |  |  |
| Total | $\mathbf{4 0}$ |  | $\mathbf{3 , 5 5 1}$ | $\mathbf{3 , 1 9 2}$ |  |

## Current quarter

Sales in the period 1 March - 21 March 2015 increased by 9 percent in local currencies compared to the same period last year.

## Tax

The H\&M group's tax rate is expected to be approximately $22.5-23.5$ percent for the financial year of 2014/2015. However, in the first quarter an estimated tax rate of 23.5 percent has been used, which is also expected to be used for the second and third quarters of 2015. The final outcome of the tax rate depends on the results of the group's various companies and the corporate tax rates in each country.

## Accounting principles

The group applies International Financial Reporting Standards (IFRS) as adopted by the EU. This report has been prepared according to IAS 34 Interim Financial Reporting as well as the Swedish Annual Accounts Act.

The accounting principles and calculation methods applied in this report are unchanged from those used in the preparation of the annual report and consolidated financial statements for 2012/2013 which are described in Note 1 - Accounting principles, except as regards IAS 19.

IAS 19, Employee Benefits, revised - this standard was applied by H\&M for the first time in the 2013/2014 financial year. Up to and including the 2012/2013 financial year the group recognised actuarial gains and losses in profit and loss. With the application of the revised IAS 19, these are recognised in other comprehensive income. Comparison
figures for the 2012/2013 financial year have been restated in accordance with the changed accounting principle.
H \& M Hennes \& Mauritz AB’s financial instruments consist of accounts receivable, other receivables, cash and cash equivalents, accounts payable, accrued trade payables, interest-bearing securities and currency derivatives. Currency derivatives are measured at fair value based on input data corresponding to level 2 of IFRS 7. Other financial assets and liabilities have short terms. It is therefore judged that the fair values of these financial instruments are approximately equal to their book values.

The parent company applies the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for Legal Entities, which essentially involves applying IFRS. In accordance with RFR 2, the parent company does not apply IAS 39 to the measurement of financial instruments; nor does it capitalise development expenditure.

For definitions see the Annual Report.

## Risks and uncertainties

A number of factors may affect H\&M's results and business. Many of these can be dealt with through internal routines, while certain others are affected more by external influences. There are risks and uncertainties related to fashion, weather situations, negative macro-economic changes, external factors in production countries, climate changes, trade interventions and foreign currency but also in connection with expansion into new markets, the launch of new concepts, changes in consumer behaviour and how the brand is managed.
For a more detailed description of risks and uncertainties, refer to the Administration Report and to Note 2 in the Annual Report and Consolidated Accounts for 2013.

## Calendar

29 April 2015
Annual General Meeting 2015, Victoriahallen, Stockholm International fairs at 3 p.m.
25 June 2015
24 September 2015
Half-year report, 1 Dec 2014-31 May 2015

28 January 2015
Nine-month report, 1 Dec 2014 - 31 August 2015
Full-year report, 1 Dec 2014 - 30 November 2015

The Three-month report has not been audited by the company's auditors.

Stockholm, 23 March 2015
Board of Directors
The information in this interim report is that which H \& M Hennes \& Mauritz AB (publ) is required to disclose under Sweden's Securities Market Act. It will be released for publication at 8.00 (CET) on 24 March 2015. This interim report, and other information about $\mathrm{H} \& \mathrm{M}$, is available at www.hm.com

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## GROUP INCOME STATEMENT (SEK m)

|  | $\begin{array}{r} \text { Q1 } \\ 2015 \end{array}$ | $\begin{array}{r} \text { Q1 } \\ 2014 \end{array}$ | $\begin{gathered} 1 \text { Dec } 2013- \\ 30 \text { Nov } 2014 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Sales including VAT | 46,791 | 37,524 | 176,620 |
| Sales excluding VAT | 40,276 | 32,143 | 151,419 |
| Cost of goods sold | -18,063 | -14,502 | -62,367 |
| GROSS PROFIT | 22,213 | 17,641 | 89,052 |
| Gross margin, \% | 55.2 | 54.9 | 58.8 |
| Selling expenses | -16,125 | -13,107 | -58,525 |
| Administrative expenses | -1,451 | -1,133 | -4,944 |
| OPERATING PROFIT | 4,637 | 3,401 | 25,583 |
| Operating margin, \% | 11.5 | 10.6 | 16.9 |
| Interest income | 87 | 86 | 328 |
| Interest expense | -1 | -1 | -16 |
| PROFIT AFTER FINANCIAL ITEMS | 4,723 | 3,486 | 25,895 |
| Tax | -1,110 | -837 | -5,919 |
| PROFIT FOR THE PERIOD | 3,613 | 2,649 | 19,976 |

All profit for the year is attributable to the shareholders of the parent company H \& M Hennes \& Mauritz AB .

| Earnings per share, SEK* | 2.18 | 1.60 | 12.07 |
| :--- | ---: | ---: | ---: |
| Number of shares, thousands* | $1,655,072$ | $1,655,072$ | $1,655,072$ |
| Depreciation, total | 1,556 | 1,208 | 5,045 |
| of which cost of goods sold | 177 | 135 | 568 |
| of which selling expenses | 1,279 | 998 | 4,159 |
| of which administrative expenses | 100 | 75 | 318 |

* Before and after dilution.


## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (SEK m)

|  | Q1 | Q1 | 1 Dec 2013- |
| :---: | :---: | :---: | :---: |
|  | 2015 | 2014 | 30 Nov 2014 |
| PROFIT FOR THE PERIOD | 3,613 | 2,649 | 19,976 |
| Other comprehensive income |  |  |  |
| Items that have been transferred or may be transferred to net profit |  |  |  |
| Translation differences | 1,878 | -306 | 1,979 |
| Change in hedging reserves | -150 | -6 | 185 |
| Tax attributable to change in hedging reserves | 36 | 1 | -44 |
| Items that have not been and will not be reclassified to net profit |  |  |  |
| Revaluations relating to defined benefit pension plans | - | - | -148 |
| Tax attributable to the above revaluation | - | - | 35 |
| OTHER COMPREHENSIVE INCOME | 1,764 | -311 | 2,007 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 5,377 | 2,338 | 21,983 |

All comprehensive profit is attributable to the shareholders of the parent company H \& M Hennes \& Mauritz AB .

## GROUP BALANCE SHEET IN SUMMARY (SEK m)

| ASSETS | 28 Feb-2015 | 28 Feb-2014 | 30 Nov 2014 |
| :---: | :---: | :---: | :---: |
| Fixed assets |  |  |  |
| Intangible fixed assets | 3,408 | 2,416 | 2,962 |
| Tangible fixed assets | 28,537 | 22,208 | 26,948 |
| Financial assets | 3,187 | 2,220 | 2,946 |
|  | 35,132 | 26,844 | 32,856 |
| Current assets |  |  |  |
| Stock-in-trade | 20,266 | 15,865 | 19,403 |
| Current receivables | 7,150 | 5,037 | 6,645 |
| Short-term investments, 4-12 months | 7,627 | 7,579 | 2,602 |
| Cash and cash equivalents | 12,399 | 10,647 | 14,091 |
|  | 47,442 | 39,128 | 42,741 |
| TOTAL ASSETS | 82,574 | 65,972 | 75,597 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 56,933 | 47,586 | 51,556 |
| Long-term liabilities* | 3,805 | 3,018 | 3,738 |
| Current liabilities** | 21,836 | 15,368 | 20,303 |
| TOTAL EQUITY AND LIABILITIES | 82,574 | 65,972 | 75,597 |

* Only provisions for pensions are interest-bearing.
** No current liabilities are interest-bearing.


## CHANGE IN GROUP EQUITY IN SUMMARY (SEK m)

|  | 28 Feb-2015 | 28 Feb-2014 | 30 Nov 2014 |
| :---: | :---: | :---: | :---: |
| Shareholders' equity at the beginning of the period | 51,556 | 45,248 | 45,248 |
| Total comprehensive income for the period | 5,377 | 2,338 | 21,983 |
| Overdue bonus share rights | - | - | 48 |
| Dividend | - | - | -15,723 |
| Shareholders' equity at the end of the period | 56,933 | 47,586 | 51,556 |

## GROUP CASH FLOW STATEMENT (SEK m)

|  | Q1-2015 |  |
| :---: | :---: | :---: |
|  |  | Q1-2014 |
| Current operations |  |  |
| Profit after financial items* | 4,723 | 3,486 |
| Provisions for pensions | 25 | 15 |
| Depreciation | 1,556 | 1,208 |
| Tax paid | -1,978 | -1,744 |
| Cash flow from current operations before changes in working capital | 4,326 | 2,965 |
| Cash flow from changes in working capital |  |  |
| Current receivables | 231 | 100 |
| Stock-in-trade | -442 | 753 |
| Current liabilities | 825 | -1,147 |
| CASH FLOW FROM CURRENT OPERATIONS | 4,940 | 2,671 |
| Investment activities |  |  |
| Investment in intangible fixed assets | -507 | -200 |
| Investment in tangible fixed assets | -1,725 | -1,388 |
| Change in short-term investments, 4-12 months | -4,930 | -4,273 |
| Other investments | -87 | 11 |
| CASH FLOW FROM INVESTMENT ACTIVITIES | -7,249 | -5,850 |
| CASH FLOW FOR THE PERIOD | -2,309 | -3,179 |
| Cash and cash equivalents at beginning of the financial year | 14,091 | 13,918 |
| Cash flow for the period | -2,309 | -3,179 |
| Exchange rate effect | 617 | -92 |
| Cash and cash equivalents at end of the period** | 12,399 | 10,647 |

* Interest paid for the group amounts to SEK 1 m (1).
${ }^{* *}$ Cash and cash equivalents and short-term investments 4-12 months at the end of the period amounted to SEK 20,026 m (18,226).


## SALES INCLUDING VAT BY MARKET AND NUMBER OF STORES

## Q1, 1 December - 28 February

| Market | Q1-2015 | Q1-2014 | Change in \% |  | 28 Feb-15 | Q1-2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEK m | SEK m | SEK | Local currency | No. of stores | New stores | Closed stores |
| Sweden | 2,147 | 2,020 | 6 | 6 | 177 | 1 |  |
| Norway | 1,386 | 1,283 | 8 | 7 | 118 |  |  |
| Denmark | 1,256 | 1,141 | 10 | 3 | 98 |  | 1 |
| United Kingdom | 3,486 | 2,602 | 34 | 17 | 253 |  |  |
| Switzerland | 1,585 | 1,309 | 21 | 4 | 94 | 1 |  |
| Germany | 8,671 | 7,745 | 12 | 5 | 439 | 1 | 2 |
| Netherlands | 1,692 | 1,562 | 8 | 2 | 136 | 1 |  |
| Belgium | 988 | 869 | 14 | 7 | 77 |  | 1 |
| Austria | 1,258 | 1,174 | 7 | 1 | 73 |  |  |
| Luxembourg | 100 | 95 | 5 | -1 | 10 |  |  |
| Finland | 661 | 621 | 6 | 0 | 59 |  | 1 |
| France | 3,182 | 2,694 | 18 | 11 | 205 | 1 | 1 |
| USA | 5,422 | 3,447 | 57 | 28 | 364 | 9 | 1 |
| Spain | 1,816 | 1,524 | 19 | 12 | 163 | 6 | 2 |
| Poland | 930 | 799 | 16 | 11 | 140 |  |  |
| Czech Republic | 250 | 198 | 26 | 20 | 43 |  |  |
| Portugal | 304 | 253 | 20 | 13 | 30 |  |  |
| Italy | 1,887 | 1,475 | 28 | 21 | 133 | 1 |  |
| Canada | 790 | 598 | 32 | 19 | 73 | 1 |  |
| Slovenia | 121 | 107 | 13 | 6 | 12 |  |  |
| Ireland | 243 | 172 | 41 | 33 | 21 | 1 |  |
| Hungary | 276 | 220 | 25 | 21 | 35 |  |  |
| Slovakia | 124 | 92 | 35 | 27 | 16 | 1 |  |
| Greece | 379 | 287 | 32 | 24 | 31 | 1 |  |
| China | 2,148 | 1,392 | 54 | 28 | 278 | 9 | 1 |
| Hong Kong | 478 | 370 | 29 | 5 | 21 |  |  |
| Japan | 762 | 666 | 14 | 7 | 53 | 2 |  |
| Russia | 580 | 557 | 4 | 53 | 75 | 4 |  |
| South Korea | 255 | 180 | 42 | 19 | 22 |  |  |
| Turkey | 404 | 224 | 80 | 60 | 30 |  |  |
| Romania | 384 | 248 | 55 | 45 | 38 |  |  |
| Croatia | 169 | 159 | 6 | 1 | 14 |  |  |
| Singapore | 265 | 195 | 36 | 16 | 10 |  |  |
| Bulgaria | 101 | 73 | 38 | 30 | 16 |  |  |
| Latvia | 65 | 34 | 91 | 81 | 6 |  |  |
| Malaysia | 278 | 150 | 85 | 62 | 19 | 1 |  |
| Mexico | 248 | 149 | 66 | 51 | 9 | 3 |  |
| Chile | 115 | 68 | 69 | 57 | 1 |  |  |
| Lithuania | 62 | 26 | 138 | 123 | 7 | 1 |  |
| Serbia | 74 | 41 | 80 | 79 | 5 |  |  |
| Estonia | 64 | 41 | 56 | 49 | 6 |  |  |
| Australia | 202 |  |  |  | 3 |  |  |
| Philippines | 152 |  |  |  | 5 | 2 |  |
| Taiwan | 40 |  |  |  | 1 | 1 |  |
| Franchise | 991 | 664 | 49 | 28 | 132 | 2 |  |
| Total | 46,791 | 37,524 | 25 | 15 | 3,551 | 50 | 10 |

## FIVE YEAR SUMMARY

## Q1, 1 December - 28 February

|  | 2011 | 2012 | 2013 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales including VAT, SEK m | 28,708 | 32,503 | 33,146 | 37,524 | 46,791 |
| Sales excluding VAT, SEK m | 24,503 | 27,832 | 28,392 | 32,143 | 40,276 |
| Change from previous year in SEK, \% | -1 | 14 | 2 | 13 | 25 |
| Change from previous year in local currencies, \% | 9 | 13 | 6 | 12 | 15 |
| Operating profit, SEK m | 3,408 | 3,526 | 3,130 | 3,401 | 4,637 |
| Operating margin, \% | 13.9 | 12.7 | 11.0 | 10.6 | 11.5 |
| Depreciation for the period, SEK m | 808 | 911 | 1,030 | 1,208 | 1,556 |
| Profit after financial items, SEK m | 3,538 | 3,701 | 3,234 | 3,486 | 4,723 |
| Profit after tax, SEK m | 2,618 | 2,739 | 2,458 | 2,649 | 3,613 |
| Cash and cash equivalents and short-term investments, SEK m | 24,355 | 22,029 | 18,959 | 18,226 | 20,026 |
| Stock-in-trade, SEK m | 10,822 | 12,397 | 13,825 | 15,865 | 20,266 |
| Equity, SEK m | 45,587 | 45,852 | 45,625 | 47,586 | 56,933 |
| Number of shares, thousands* | 1,655,072 | 1,655,072 | 1,655,072 | 1,655,072 | 1,655,072 |
| Earnings per share, SEK* | 1.58 | 1.65 | 1.49 | 1.60 | 2.18 |
| Shareholders' equity per share, SEK* | 27.54 | 27.70 | 27.57 | 28.75 | 34.40 |
| Cash flow from current operations per share, SEK* | 0.46 | 1.34 | 2.28 | 1.61 | 2.98 |
| Share of risk-bearing capital, \% | 81.4 | 79.1 | 78.4 | 76.2 | 73.0 |
| Equity/assets ratio, \% | 79.9 | 77.6 | 75.1 | 72.1 | 68.9 |
| Total number of stores | 2,212 | 2,491 | 2,818 | 3,192 | 3,551 |
| Rolling twelve months |  |  |  |  |  |
| Earnings per share, SEK* | 10.61 | 9.63 | 10.02 | 10.48 | 12.65 |
| Return on shareholders' equity, \% | 39.3 | 34.9 | 36.3 | 37.2 | 40.1 |
| Return on capital employed, \% | 52.3 | 45.8 | 47.3 | 48.5 | 51.5 |

[^0]
## SEGMENT REPORTING (SEK m)

|  | Q1-2015 | Q1-2014 |
| :---: | :---: | :---: |
| Asia and Oceania |  |  |
| External net sales | 5,056 | 3,372 |
| Operating profit | 126 | 285 |
| Operating margin, \% | 2.5 | 8.5 |
| Europe |  |  |
| External net sales | 29,057 | 24,776 |
| Operating profit | -708 | 684 |
| Operating margin, \% | -2.4 | 2.8 |
| North and South America |  |  |
| External net sales | 6,163 | 3,995 |
| Operating profit | -3 | -229 |
| Operating margin, \% | -0.0 | -5.7 |
| Group Functions |  |  |
| Net sales to other segments | 17,807 | 14,281 |
| Operating profit | 5,222 | 2,661 |
| Eliminations |  |  |
| Net sales to other segments | -17,807 | -14,281 |
| Total |  |  |
| External net sales | 40,276 | 32,143 |
| Operating profit | 4,637 | 3,401 |
| Operating margin, \% | 11.5 | 10.6 |

## PARENT COMPANY INCOME STATEMENT (SEK m)

|  | $\begin{array}{r} \text { Q1 } \\ 2015^{* *} \end{array}$ | $\begin{array}{r} \text { Q1 } \\ 2014 \end{array}$ | $\begin{aligned} & 1 \text { Dec 2013- } \\ & 30 \text { Nov } 2014 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| External sales excluding VAT | 1 | 2 | 47 |
| Internal sales excluding VAT* | 766 | 1,899 | 8,764 |
| GROSS PROFIT | 767 | 1,901 | 8,811 |
| Selling expenses | 0 | -524 | -2,982 |
| Administrative expenses | 49 | -1,276 | -5,316 |
| OPERATING PROFIT | 816 | 101 | 513 |
| Dividend from subsidiaries | 483 | - | 15,701 |
| Interest income | 9 | 19 | 59 |
| Interest expense | -1 | -3 | -25 |
| PROFIT AFTER FINANCIAL ITEMS | 1,307 | 117 | 16,248 |
| Year-end appropriations | - | - | -10 |
| Tax | -181 | -26 | -130 |
| PROFIT FOR THE PERIOD | 1,126 | 91 | 16,108 |

* Includes royalty received from group companies.

PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME (SEK m)

|  | $\begin{array}{r} \text { Q1 } \\ 2015^{* *} \end{array}$ | $\begin{array}{r} \text { Q1 } \\ 2014 \end{array}$ | 1 Dec 201330 Nov 2014 |
| :---: | :---: | :---: | :---: |
| PROFIT FOR THE PERIOD | 1,126 | 91 | 16,108 |
| Other comprehensive income |  |  |  |
| Items that have not been and will not be reclassified to net profit |  |  |  |
| Revaluations relating to defined benefit pension plans | - | - | -24 |
| Tax attributable to the above revaluation | - | - | 5 |
| OTHER COMPREHENSIVE INCOME | - | - | -19 |
| TOTAL COMPREHENSIVE INCOME FOR THE PERIOD | 1,126 | 91 | 16,089 |

** To simplify administration and internal follow-up, with effect from 1 December 2014 all central functions in Sweden were brought together in one company, H \& M Hennes \& Mauritz GBC AB. Due to this, the majority of the revenues and costs in the parent company were transferred to H \& M Hennes \& Mauritz GBC AB.

## PARENT COMPANY BALANCE SHEET IN SUMMARY (SEK m)

|  | 28 Feb-2015 | 28 Feb-2014 | 30 Nov 2014 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Tangible fixed assets | 613 | 508 | 648 |
| Financial fixed assets | 1,649 | 1,403 | 1,553 |
|  | 2,262 | 1,911 | 2,201 |
| Current assets |  |  |  |
| Current receivables | 10,481 | 12,131 | 11,997 |
| Short-term investments, 4-12 months | 6,009 | 4,117 | 2,602 |
| Cash and cash equivalents | 428 | 706 | 2,314 |
|  | 16,918 | 16,954 | 16,913 |
| TOTAL ASSETS | 19,180 | 18,865 | 19,114 |
| EQUITY AND LIABILITIES |  |  |  |
| Equity | 18,387 | 16,938 | 17,261 |
| Untaxed reserves | 464 | 454 | 464 |
| Long-term liabilities* | 223 | 213 | 223 |
| Current liabilities** | 106 | 1,260 | 1,166 |
| TOTAL EQUITY AND LIABILITIES | 19,180 | 18,865 | 19,114 |

* Relates to provisions for pensions.
** No current liabilities are interest-bearing.


[^0]:    * Before and after dilution.

    Definition on key figures see annual report.

