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# financial information



2008

# the year at a glance - highlights

- ✗ The 2008 financial year proved difficult for the Expedit Group.
- ✗ The 2008 financial year opened with a growth forecast of 10%, but realised revenue of DKK 467.8 million was 10.2% down on revenue for 2007 of DKK 520.8 million.
- ✗ Group profit before tax came in at DKK 5.6 million for 2008, which is within the forecast interval set out in the Stock Exchange Notice No. 6 from August 2008 regarding the interim report for the first six months. The profit before tax accounted for DKK 19.1 million for 2007.
- ✗ The profit after tax represented DKK 2.2 million as against a profit after tax of DKK 13.6 million for 2007. Write-down of the tax asset in Norway adversely affects the tax charge in 2008 at an amount of DKK 1.7 million.
- ✗ To strengthen its competitiveness, Expedit maintained a high investment level in 2008, with investments coming at DKK 25.6 million for 2008 as against DKK 15.0 million for 2007.
- ✗ Group equity amounted to DKK 117.5 million at 31 December 2008, equivalent to an equity ratio of 45.3%. The Supervisory Board proposes dividends of DKK 1.5 million to the company in general meeting.
- ✗ The beginning of 2009 has seen a lower activity level compared with last year, and therefore organisational downsizing was initiated in Denmark at the beginning of 2009. As a result of the present financial situation, the Group is unable to present a forecast for 2009.



# financial highlights for the group

key figures	Unit	2004	2005	2006	2007	2008
Revenue	DKKm	393.4	442.8	452.1	520.8	467.8
Gross profit	DKKm	91.4	91.7	88.6	102.8	89.8
Operating profit	DKKm	23.4	19.9	14.0	22.4	8.8
Profit/loss from financial income and expenses	DKKm	-3.8	-3.5	-3.1	-3.3	-3.1
Profit before tax	DKKm	19.7	16.5	10.9	19.1	5.6
<b>Profit/loss for the year</b>	<b>DKKm</b>	<b>14.4</b>	<b>11.6</b>	<b>11.9</b>	<b>13.6</b>	<b>2.2</b>
<b>Balance sheet total</b>	<b>DKKm</b>	<b>246.3</b>	<b>238.8</b>	<b>282.9</b>	<b>278.8</b>	<b>259.3</b>
<b>Equity</b>	<b>DKKm</b>	<b>86.7</b>	<b>97.3</b>	<b>110.4</b>	<b>121.9</b>	<b>117.5</b>
Cash flows from operating activities	DKKm	18.7	38.2	-18.7	50.9	14.5
Cash flows from investing activities	DKKm	-11.7	-14.3	-18.3	-14.9	-25.3
Portion relating to investment in property, plant and equipment	DKKm	-12.3	-14.5	-21.0	-15.0	-25.6
Cash flows from financing activities	DKKm	-4.4	-50.9	0.5	-8.7	-9.1
<b>Total cash flows from operating, investing and financing activities</b>	<b>DKKm</b>	<b>2.6</b>	<b>-27.0</b>	<b>-36.5</b>	<b>27.4</b>	<b>-20.0</b>

financial ratios	Unit	2004	2005	2006	2007	2008
Gross margin	%	23.2	20.7	19.6	19.7	19.2
Operating margin	%	5.9	4.5	3.1	4.3	1.9
Return on investment (Return on invested capital including goodwill)	%	9.9	8.2	5.4	8.0	3.3
Equity ratio	%	35.2	40.7	39.0	43.7	45.3
Return on equity	%	19.3	12.6	11.4	11.7	1.8
Financial gearing	%	93.3	57.6	84.3	48.4	61.2
Earnings per share (EPS)	DKK	94	75	77	88	14
Average number of employees		365	360	372	395	384

Earnings per share have been calculated in accordance with IAS 33. Other financial ratios are calculated in accordance with the Danish Society of Financial Analysts' guidelines on the calculation of financial ratios "Recommendations and Financial Ratios 2005". For terms and definitions, please see the accounting policies in the annual report for 2008.

# company details

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registration no.: 37 75 25 17

established: 1952  
registered office: hadsten, denmark

## supervisory board

**steen bødtker, denmark**  
chairman

age of 51, has served on the Supervisory Board of Expedit since 2002  
ceo of ElmerPrint A/S  
Other directorships:  
Dafa A/S  
NOPA A/S  
Eriksen Randers A/S  
ElmerPrint A/S  
Steva Holding ApS

**dr. hans-jürgen sattler, germany**  
vice-chairman

age of 58, has served on the Supervisory Board of Expedit since 2001  
general manager of the following companies:  
Wanzl GmbH & Co. Holding KG  
Wanzl GmbH  
Wanzl Metallwarenfabrik GmbH  
Wanzl Beteiligungsgesellschaft GmbH  
Wanzl Commercial Equipment (Shanghai) Co. Ltd.  
Wanzl Korea Ltd.  
SieWa Metallwarenfabrik

**peter wetzstein, germany**

age of 45, has served on the Supervisory Board of Expedit since 2006  
chief sales officer of Wanzl Ladenbau

**lars karstenskov andersen, denmark**

elected by the employees  
age of 43, has served on the Supervisory Board of Expedit since 1995  
product developer at Expedit

**bent holm, denmark**

elected by the employees  
age of 46, has served on the Supervisory Board of Expedit since 2008  
semi-skilled worker at Expedit

## executive board



uffe færch  
ceo



helle wulff  
chief financial officer



anders topp daugaard  
chief production and logistics officer

## nordic management



bo hultstrand  
country manager  
expedit sverige ab, sweden



bo holmlind  
managing director  
expedit retail solutions ab, sweden



pekka haapasalo  
country manager  
expedit, finland



jan borgenhede  
managing director  
nässjö inredningar ab, sweden

## auditors

KPMG statsautoriseret revisionspartnerselskab, vestre havnepromenade 1a, dk-9000 aalborg

# management's review

## strategy and objectives

Expedit has since the autumn 2006 worked under a Group strategy with the headline "Profitable growth up to 2010". The Group has defined its mission and vision as follows:

### mission

*Expedit's mission is to develop unique, functional, customer-oriented shopfitting solutions and thereby to develop sustainable business while allowing each individual employee to thrive*

### vision

*Expedit intends to act as the business partner offering the most successful shopfitting solutions to our markets*

On the basis of its strategy, the company has laid down an overall objective as well as financial targets.

The Group's overall objective is to ensure a high degree of customer satisfaction throughout the entire value chain.

The ability to develop the best concepts and the will to complete projects are two qualities characterising both the individual employee and the entire company. It is Expedit's standing objective to develop functional solutions in co-operation with the individual customer that provide the customer with a competitive edge in the form of a well-defined profile, improved sales and a higher degree of flexibility at the lowest possible cost.



To maintain and strengthen its market position, Expedit continuously follows its customers in their internationalisation by means of local representation on the Nordic markets.

All units have become familiar with and rely on the group's values, comprising:

<b>proactivity</b>	we are constantly evolving
<b>flexibility</b>	we adjust to variable conditions in the market place
<b>value creation</b>	we offer valuable business potential to all our stakeholders
<b>consistency</b>	we put action behind our word
<b>credibility</b>	we always stand by our word

The external financial turmoil has underlined the importance of the values, which therefore remain in force. Also in 2008, Expedit held employee meetings focusing on the importance of the values. Together with the daily managerial focus on the values, this has had the effect that these gradually become instrumental in the interaction between the processes of the companies.

## operating review

Expedit has defined the following financial targets:

- ✘ the existing business is to generate annual revenue growth of a minimum of 10%, measured as a weighted average over the strategy period
- ✘ profit before tax is to account for at least 5% of revenue
- ✘ the equity ratio is targeted at a minimum of 35%
- ✘ reliability of delivery of at least 95%

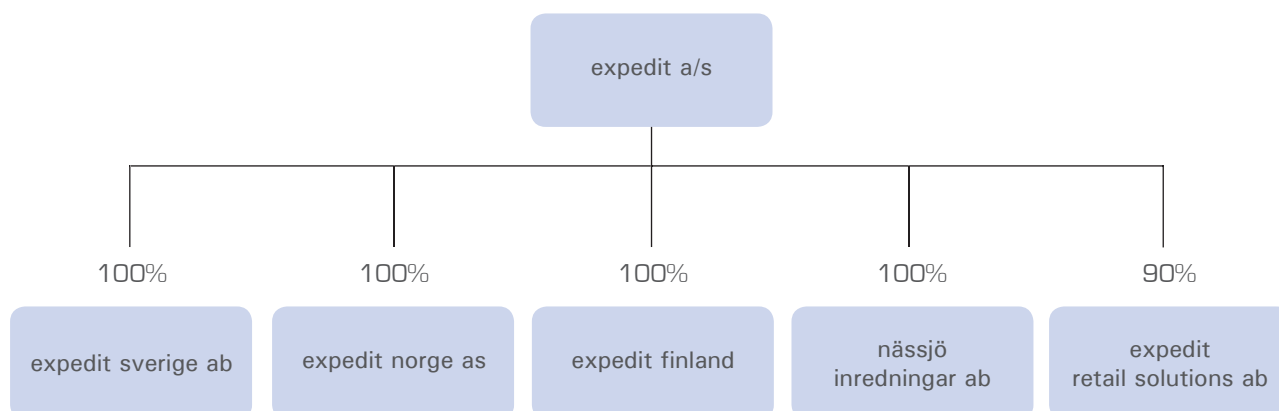
Accordingly, the Group is preparing a new Group strategy and objectives for the coming years. The outcome of this work is expected to be adopted during the last six months of the year, and subsequently the main issues of the new strategy, including strategic objectives, will be published. Group mission and vision will remain unchanged under the new strategy.

2008 has seen a high degree of turmoil both for Expedit and the society in general, which will be reflected in the new strategy.



# group chart and ownership

Expedit carries on business through the parent company, Expedit a/s, in Denmark, from the branch in Finland and from the wholly-owned subsidiaries, Expedit Norge AS, Nässjö Inredningar AB and Expedit Sverige AB as well as from the 90%-owned Expedit Retail Solutions AB. The latter is owned by Expedit Holding AB.



## share capital and ownership

The share capital of the parent company Expedit a/s amounts to DKK 15.4 million, corresponding to 154,000 shares at DKK 100 each, of which class A shares account for DKK 1.5 million and class B shares for DKK 13.9 million.

A-shares carry voting rights at the ratio of 10 to 1.

The shares are listed on the OMX Nordic Exchange Copenhagen under the ID code DK0015312474.

The shares are freely negotiable.

The following shareholders hold more than 5% of the share capital or 5% of the votes:

	holding
RW Finanz AG, Switzerland	35.7%
Volksbank Günzburg eG, Germany	19.9%
Wanzl-Metallwarenfabrik GmbH	13.6%
ATP-fonden, Copenhagen	10.0%
Walter Manser AG, Switzerland	5.1%

## dividends

Expedit strives to distribute dividends to its shareholders when motivated by Expedit's financial development and cash flows. However, the company has taken the view that its results primarily are to be used for the continued development of the Group and to offer a possibility of realising the required and targeted expansion.

The Supervisory Board recommends to the company in general meeting that for the 2008 financial year dividends of DKK 10 per share of DKK 100 each be distributed, corresponding to 10% of the share capital of DKK 15.4 million; thereby corresponding to 42% of the consolidated profit for the year. Dividends for the year will automatically be paid via VP Securities Services immediately after the general meeting.

# shareholder information

financial ratios on shares and dividends	Unit	2004	2005	2006	2007	2008
Earnings Per Share	DKK	94	75	77	88	17
Cash Flow Per Share	DKK	121	248	-122	331	94
Net asset value		563	632	717	792	765
Market price at year end		420	850	850	698	439
Price/book value		0.7	1.3	1.2	0.9	0.6
Price Earnings	DKK	4.5	11.3	11.0	7.9	26.5
Price Cash Flow	DKK	3.5	3.4	-7.0	2.1	4.7
Payout ratio	%	0.0	0.0	13.0	11.3	60.3
Dividend per share	DKK	-	-	10.0	10.0	10.0

For definitions, please see the accounting policies in the annual report for 2008.

## articles of association

The company's Articles of Association may be amended by simple majority at a general meeting if the proposed amendments have been communicated to the shareholders no later than 14 days before the annual general meeting or an extraordinary general meeting, and if 66.7% of the shares issued are represented at the general meeting.



## rules for electing and replacing supervisory board members

Expedit has three supervisory board members elected by the annual general meeting and two members elected by the employees.

The supervisory board members elected by the general meeting are elected for one year of service, whereas the members elected by the employees are elected for four years of service.

All supervisory board members elected by the general meeting are thus up for election each year, also the chairman and the vice-chairman.

## financial calendar

Expedit a/s plans to issue the following Stock Exchange Notices in 2009:

- ✘ 10 March 2009: Announcement of the annual report for 2008
- ✘ 29 April 2009: Interim report (in accordance with IAS 34) for the period 1 January - 31 March 2009 (Q1)
- ✘ 27 August 2009: Interim report (in accordance with IAS 34) for the period 1 January - 30 June 2009 (Q2)
- ✘ 25 November 2009: Interim report (in accordance with IAS 34) for the period 1 January - 30 September 2009 (Q3)

The company's annual general meeting is to be held at the company's address on 29 April 2009 at 17.00 pm.

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