## JANபARY-JபNE 2007

## SIX MONTHS, <br> JANபARY-JபNE

- Estimated brand sales amounted to MSEK $3,200(2,800)$, an increase of 16 percent
- Total revenues amounted to MSEK 613.2 (575.5), an increase of 7 percent. Excluding service income, revenues increased by 8 percent to MSEK 437.2 (405.3).
( Royalty income increased by 17 percent to MSEK 123.3 (105.7) at improved margins.
( Operating profit increased by 21 percent to MSEK 117.9 (97.2).
( Net profit for the period increased by 23 percent to MSEK 77.5 (62.8).
( Earnings per share amounted to SEK 4.73 (3.92).


## SECDND QபARTER, APRIL-لபNE

( Estimated brand sales amounted to MSEK 900 (700), an increase of 25 percent.
( Total revenues increased by 3 percent to MSEK 192.4 (187.1). Excluding service income, revenues amounted to MSEK 148.4 (146.9), an increase of 1 percent.
(2) Operating profit amounted to MSEK 6.1 (-0.6).
(1) Net profit amounted to MSEK 0.7 (-2.5).
(1) Earnings per share amounted to SEK $0.04(-0.16)$.
© The 300th Gant store opened in Hong Kong in August.
During 2007, approximately 60 (38) Gant stores are expected to open.

ARTHUR ENGEL, CEO, AND HENRIK FREDIN, CFO, WILL PRESENT THE REPORT AT A TELEPHONE CONFERENCE ON WEDNESDAY, 8 AUGUST AT 3.OO PM CET. TO PARTICIPATE IN THE TELEPHONE CONFERENCE PLEASE CALL + 468506269 30. PARTICIPANTS FROM THE UK, PLEASE CALL +44 [0]207 108 6303. PARTICIPANTS FROM THE US; PLEASE CALL +1 8666765869. THE PRESENTATION WILL BE AVAILABLE ON WWW.GANT.COM.

GROUP SUMMARY KEY FIGURES

|  | 3 months April-June |  | 6 months January-June |  | Rolling 12 months July-June | Fiscal year January-December |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 |  |  | 2006/2007 | 2006 |
| Brand sales (MSEK) | 900 | 700 | 3,200 | 2,800 | 6,600 | 6,200 |
| Total revenues (MSEK) | 192.4 | 187.1 | 613.2 | 575.5 | 1,333.4 | 1,295.6 |
| Operating profit (MSEK) | 6.1 | -0.6 | 117.9 | 97.2 | 263.0 | 242.3 |
| Operating margin | 3\% | 0\% | 19\% | 17\% | 20\% | 19\% |
| Net profit (MSEK) | 0,7 | -2.5 | 77.5 | 62.8 | 177.3 | 162.6 |
| Net margin | ०\% | -1\% | 13\% | 11\% | 13\% | 13\% |
| Equity ratio | 25\% | 14\% | 25\% | 14\% |  | 23\% |
| Return on capital employed |  |  |  |  |  | 34\% |
| Earnings per share before dilution (SEK) | 0.04 | -0.16 | 4.73 | 3.92 | 11.07 | 10.16 |
| Earnings per share after dilution (SEK) | 0.04 | -0.15 | 4.65 | 3.77 | 10.62 | 9.75 |
| Number of Gant stores (end of period) | 298 | 244 | 298 | 244 | 298 | 273 |
| of which directly operated | 15 | 18 | 15 | 18 | 15 | 17 |

For Definitions, see page 11.


## SIGNIFICANT EVENTS DURING THE

 SECOND QUARTERBRAND SALES AND GANT STORES Brand sales, the estimated total sales of Gant products at retail level, excluding value added tax and based on reported wholesale sales, amounted to MSEK 900 for the second quarter an increase of 25 percent. During the first half year, brand sales totaled MSEK 3,200 $(2,800)$, an increase of 16 percent.

In April, a 600 square meter flagship store in Madrid opened. The store enables Gant to present the men's, women's, kids and home collections according to the three collection concepts - GNH, Rugger and Elliot Gant. During the second quarter, the seventh Gant store in China opened. It is the first Gant store in Shanghai and operates in 240 square meters.

During the quarter, a net of 17 (7) Gant Stores were opened, bringing the total to 298 (244) Gant stores in 47 countries at the end of the quarter, of which 15 (18) Gant stores were directly operated by Gant. Gant's flagship store on Fifth Avenue in New York, USA is under reconstruction and will be inaugurated in September. During 2007, approximately 60 (38) Gant stores are expected to open, of which two directly operated.

## MARKETING

Gant continues with the theme "Our commitments reflect our passions" and has for the fall/ winter 2007 campaign joined forces with the National Geographic photographer Mattias Klum. Through the cooperation, Gant supports the Worldwide Fund for Nature, WWF.

ESTIMATED ORDER VALUES
During the quarter, the sale of the Holiday collection was completed, generating revenues in the fourth quarter. Gant's estimated order value for the holiday collection 2007 amounted to MSEK 105 at wholesale level. This represents a decrease of 6 percent compared with an order value of MSEK 111 for the corresponding collection a year earlier.

Sales volumes for Holiday show regularly larger fluctuations than the main collections spring/summer and fall/winter as the Holiday collection has a smaller share of base products than the two main collections. The Holiday collection stands for less than 4 percent of Gant's total order value. As previously communicated, the estimated order value for the fall/winter collection 2007 increased by 14 percent.

## REVENUES

SECOND QUARTER, APRIL-JUNE Total revenues amounted to MSEK 192.4 (187.1), an increase of 3 percent. Excluding service income, revenues totaled MSEK 148.4 (146.9), an increase of 1 percent. Revenues for the second quarter were negatively effected by the fact that the number of directly operated stores was lower than last year. Foreign currency effects had a negative impact of MSEK 2.7 on total revenues for the second quarter.

During the second quarter, total royalty income increased by 27 percent to MSEK 34.5 (27.2).

Royalty income from master franchisees increased by 29 percent and totaled MSEK
29.0 (22.5). Royalty income from Man reached MSEK 19.7 (16.4), an increase of 20 percent. Woman increased by 66 percent to MSEK 6.4 (3.8) and Kids amounted to MSEK 2.1 (1.0). Gant Home AB generated royalty income of MSEK 0.7 (1.2) for the second quarter.

Royalty income from licensees totaled MSEK 3.6 (3.3). Other income related to the royalty segment amounted to MSEK 1.9 (1.4) for the second quarter, mainly due to sale of merchandising material by Gant Home AB.

Sales for the retail and wholesale segment decreased by 5 percent to MSEK 113.9 (119.8) during the second quarter.

Retail sales totaled MSEK 58.3 (61.2), a decrease of 5 percent. This is mainly explained by the fact that the number of directly operated stores has decreased from 18 to 15 compared to the same period the previous year, as three unprofitable stores in the US were closed. Furthermore, the flagship store on Fifth Avenue in New York has temporarily closed for renovation. The enlarged store will reopen in September with a totally new state of the art design incorporating all the collection concepts of Gant. Like for like, sales remained unchanged compared with the second quarter last year.

Wholesale sales in Sweden, UK and USA amounted to MSEK 52.2 (55.7), a decrease of 6 percent. As communicated in the interim report for the first six months 2006, sales for the second quarter 2006 included a non-recurring revenue of MSEK 9 referring to a special custom-made order. Adjusting for this, wholesale sales increased by 12 percent.

Service income for the second quarter totaled MSEK 44.0 (40.1), an increase of 10 percent. The main part of the service income is generated by co-ordinated purchases by Gant and totaled MSEK 34.5 (31.6). Service income from marketing and IT services provided to Gant's master franchisees and licensees amounted to MSEK 9.5 (8.5).

SIX MONTHS, JANUARY-JUNE
Total revenues increased by 7 percent to MSEK 613,2 (575.5) Excluding service income, revenues increased by 8 percent to MSEK 437.2 (405.3). Foreign currency effects had a negative impact on total revenues of MSEK 16.0, of which MSEK 13.9 refers to service income

Fundamental to Gant's business model is royalty income which increased by 17 percent to MSEK 123.3 (105.7) for the first six months, which is also reflected by the increase in brand sales.

Royalty income from master franchisees totaled MSEK 109.9 (93.0), an increase of 18 percent. Royalty income for Man increased by 14 percent and amounted to MSEK 77.9 (68.4). Woman increased by 27 percent, from MSEK 17.6 to 22.3 and Kids reached MSEK 7.1 (4.5). Royalty generated by Gant Home AB amounted to MSEK 2.5 (2.5).

Royalty income from licensees reached MSEK 9.7 (8.7) for the first six months. Other income related to the royalty segment amounted to MSEK 3.7 (4.0).

During the period, revenues from the retail and wholesale segment increased by 5 percent, from MSEK 299.6 to 314.0.

## REVENLES

| MSEK | 3 months April-June |  | Change | 6 months January-June |  | Change | Rolling <br> 12 months 2006/2007 | Fiscal year JanuaryDecember 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 |  | 2007 | 2006 |  |  |  |
| Royalty |  |  |  |  |  |  |  |  |
| Master franchise income | 29.0 | 22.5 | +29\% | 109.9 | 93.0 | +18\% | 224.7 | 207.8 |
| Man | 19.7 | 16.4 | +20\% | 77.9 | 68.4 | +14\% | 162.0 | 152.5 |
| Woman | 6.4 | 3.8 | +66\% | 22.3 | 17.6 | +27\% | 44.1 | 39.4 |
| Kids | 2.1 | 1.0 | +102\% | 7.1 | 4.5 | +56\% | 13.8 | 11.3 |
| Home | 0.7 | 1.2 | -37\% | 2.5 | 2.5 | +2\% | 4.7 | 4.7 |
| Licensing income | 3.6 | 3.3 | +10\% | 9.7 | 8.7 | +12\% | 19.3 | 18.3 |
| Other income | 1.9 | 1.4 | +10\% | 3.7 | 4.0 | -7\% | 10.1 | 10.4 |
|  | 34.5 | 27.2 | +27\% | 123.3 | 105.7 | +17\% | 254.1 | 236.5 |
| Retail and wholesale |  |  |  |  |  |  |  |  |
| Retail sales | 58.3 | 61.3 | -5\% | 115.0 | 116.8 | -2\% | 261.2 | 263.0 |
| Wholesale sales | 52.2 | 55.7 | -6\% | 193.0 | 179.1 | +8\% | 425.9 | 412.0 |
| Other income | 3.4 | 2.8 | +21\% | 6.0 | 3.7 | +60\% | 8.5 | 6.3 |
|  | 113.9 | 119.8 | -5\% | 314.0 | 299.6 | +5\% | 695.6 | 681.3 |
| Total revenues excluding service income | 148.4 | 146.9 | +1\% | 437.2 | 405.3 | +8\% | 949.7 | 917.8 |
| Service income | 44.0 | 40.1 | +10\% | 176.0 | 170.2 | +3\% | 383.7 | 377.8 |
| Total revenues | 192.4 | 187.1 | +3\% | 613.2 | 575.5 | +7\% | 1,333.4 | 1,295.6 |



Retail sales in the three subsidiaries in Sweden, UK and the US decreased by 2 percent to MSEK 115.0 (116.8). During the last year, three unprofitable directly operated stores in the US were closed and the number of directly operated stores thus totalled $15(18)$ at the end of the period. In addition to this, the flagship store on Fifth Avenue in New York has temporarily closed for renovation. Like for like, sales increased by 2 percent.

Wholesale sales in Sweden, UK and the US increased by 8 percent, from MSEK 179.1 to 193.0. Adjusted for the non-recurring revenue mentioned above, wholesale sales increased by 13 percent for the first six months.

Service income amounted to MSEK 176.0 (170.2), an increase of 3 percent. As mentioned above, foreign currency effects had a negative impact of MSEK 13.9 on service income. The main part of the service income is generated by co-ordinated purchases by Gant and totaled MSEK 156.0 (144.0). Service income from marketing and IT services provided to Gant's master franchisees and licensees amounted to MSEK 20.0 (26.2).

## OPERATING PROFIT

SECOND QUARTER, APRIL-JUNE The operating profit for the second quarter amounted to MSEK 6.1 ( -0.6 ). Foreign currency effects had a positive effect of MSEK 0.4 in the quarter.

The royalty segment showed an operating profit of MSEK 5.6 (2.7).

The operating profit for the retail and whole sale segment reached MSEK $1.1(-1.0)$ for the second quarter. Timing of marketing expenses had a positive effect of MSEK 4 for the second quarter compared with the corresponding quarter last year. The corresponding negative effect for the second half of 2007 is estimated at MSEK 4.

Operating profit for the service segment totaled MSEK $-0.5(-2.3)$ for the second quarter.

SIX MONTHS, JANUARY-JUNE The operating profit for the first six months amounted to MSEK 117,9 (97.2), an increase of 21 percent. Foreign currency effects had a positive effect of MSEK 0.7 for the period.

The royalty segment showed an operating profit of MSEK 82.2 (69.6), an increase of 18 percent, mainly due to increased royalties from master franchisees. The growth in royalties from master franchisees follows the same pattern as for previous periods. The mature markets are still the biggest group, accounting for 49 percent of royalties from master franchisees. Royalties from these increased by 10 percent in the period. The larger markets stood for the biggest increase in absolute terms and increased royalties by 20 percent. The larger markets stood for 44 percent of royalties from master franchisees. The largest percentage increase, 41 percent, was achieved by the new markets, accounting for 7 percent of the royalties from master franchisees.

The operating profit for the retail and wholesale segment amounted to MSEK 32.9 (24.4), an increase of 36 percent.

OPERATING PROFIT AND MARGIN

|  | 3 months <br> April-June |  | 6 months January-June |  | Change | Fiscal year 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MSEK | 2007 | 2006 | 2007 | 2006 |  |  |
| Operating profit |  |  |  |  |  |  |
| Royalty | 5.6 | 2.7 | 82.2 | 69.6 | +18\% | 155.0 |
| Retail and wholesale | 1.1 | -1.0 | 32.9 | 24.4 | +35\% | 77.2 |
| Services | -0.5 | -2.3 | 2.7 | 3.3 | -17\% | 10.2 |
| Total operating profit | 6.1 | -0.6 | 117.9 | 97.2 | +21\% | 242.3 |
| Operating margin 1 |  |  |  |  |  |  |
| Royalty | 16\% | 10\% | 67\% | 66\% |  | 66\% |
| Retail and wholesale | 1\% | -1\% | 10\% | 8\% |  | 11\% |
| Services | -1\% | -6\% | 2\% | 2\% |  | 3\% |
| Total operating margin | 3\% | 0\% | 19\% | 17\% |  | 19\% |

1 Operating margin defined as operating profit divided by external sales.



Operating profit for the service segment totaled MSEK 2.7 (3.3) for the first six months.

## NET PROFIT

The net profit for the second quarter amounted to MSEK 0.7 (-2.5). For the first six months, net profit amounted to MSEK 77.5 (62.8), an increase of 23 percent. The financial net for the first six months amounted to MSEK -8.8 (-9.1). Tax for the same period amounted to MSEK 31.6 (25.4), implying a tax rate of 29 percent.

## CASH FLOW

The operating cash flow for the first six months amounted to MSEK 46.4 (68.0). The decrease is explained by a temporary increase in working
capital due to timing of prepayments regarding coordinated purchases and increased investments due to the refurbishment of the flagship store on Fifth Avenue in New York. For the rolling 12 month period July 2006 to June 2007, the operating cash flow amounted to MSEK 169.8.

## FINANCIAL POSITION

Gant's net debt totalled MSEK 372.7 (472.1) at quarter end. Cash and cash equivalents amounted to MSEK 29.3 (168.8). Interestbearing debt amounted to MSEK 402.0 (640.9), of which MSEK 17.0 (15.9) refers to utilized credit facilities. The total credit facilities as of June 30, 2007 amounted to MSEK 277.5
(101.4). Of the interest-bearing debt, MSEK 40,0 falls due within the next 12 months.

## investments

Gant's investments mainly consist of store openings, refurbishing of existing stores and investments in show rooms. January to June, investments totaled MSEK 10.6 (4.1) and consist mainly of investments in the flagship store on Fifth Avenue in New York, USA.

## personnel

The average number of employees in the Group totaled 264 (273). Of the 264 employees, 58 percent (56) were women

PARENT COMPANY
Total revenues in the parent company for the second quarter 2007 amounted to MSEK 2.3 (2.3) and consists solely of sales to companies within the Group. January to June, revenues totaled MSEK 4.5 (4.7). Result after financial items amounted to MSEK -10.4 (-9.3) for the second quarter and MSEK $-20,5(-15,8)$ for the first six months. Cash and cash equivalents as per June 30, 2007 amounted to MSEK 18.0 (161.6) and the utilized credit facility totaled MSEK 1.9 (0.0). No investments were made during the period.


SEASONAL VARIATIONS IN
OPERATING PROFIT (MSEK)


## SEASONAL VARIATIONS

Gant's business is highly seasonal. In general, it can be said that the first and third quarters are the best quarters profit wise, while the second quarter shows the lowest profits. Wholesale sales follow a pattern in which the first and third quarters are dominant in terms of volume. Royalties from master franchisees are based on the master franchisees' wholesale sales and thus follow the same pattern as own wholesale
sales. Royalties from licensees show less variations between quarters. Retail sales do not show great variation between the first three quarters. The fourth quarter, however, generates more sales than the other three. Service income follows the same seasonal pattern as wholesale sales, since service income is based on the underlying goods purchases. Costs are relatively evenly distributed over the year.

## IFRS TRANSITION

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. Accounting principles are to be found in the latest Annual report.

## RISK AND UNCERTAINTY FACTORS

For a description of risk and uncertainty factors, please see the Annual Report.

## Nacka Strand, August 8, 2007

The interim report gives a true and fair view of the parent company's and Group's business, position and result and describes material risks and uncertainties which confront the parent company and the companies within the Group.

Lennart Björk
Chairman of the Board

Sven-Åke Henningsson
Member of the Board

Mair Barnes
Member of the Board

Charlotte Strömberg

Jean Cailliau
Member of the Board

Arthur Engel
President

This interim report has not been audited by the Company's auditors.

This report is a translation of the original Swedish Interim Report.

## INCDME STATEMENT - THE GRDLP

| MSEK | 3 months <br> April-June |  | 6 months January-June |  | Rolling 12 months <br> July-June 2006/2007 | Fiscal year January-December 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| > Revenues |  |  |  |  |  |  |
| Net sales | 189.8 | 184.1 | 608.4 | 572.0 | 1,324.2 | 1,287.8 |
| Other income | 2.6 | 3.0 | 4.9 | 3.4 | 9.2 | 7.8 |
| Total revenues | 192.4 | 187.1 | 613.2 | 575.5 | 1,333.4 | 1,295.8 |
| > Operating expenses |  |  |  |  |  |  |
| Cost of goods sold | -76.4 | -79.1 | -276.6 | -256.7 | -600.2 | -580.3 |
| Other external expenses | -78.3 | -77.0 | -154.7 | -159.0 | -335.4 | -339.8 |
| Personnel costs | -27.6 | -26.9 | -55.0 | -53.2 | -115.2 | -113.5 |
| Depreciation and amortization of tangible and intangible assets | -4.0 | -4.7 | -9.1 | -9.2 | -19.6 | -19.7 |
| Operating profit | 6.1 | -0.6 | 117.9 | 97.2 | 263.0 | 242.3 |

> Financial income and expense

| Financial income | 0.9 | 2.0 | 2.3 | 3.8 | 3.2 | 4.8 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Financial expense | -6.1 | -5.0 | -11.1 | -12.9 | -17.7 | -19.6 |
| Pretax profit | 0.9 | -3.6 | $\mathbf{1 0 9 . 1}$ | $\mathbf{8 8 . 2}$ | $\mathbf{2 4 8 . 5}$ | $\mathbf{2 2 7 . 5}$ |
|  |  |  |  |  |  |  |
| Tax | -0.2 | 1.0 | -31.6 | -25.4 | -71.2 | -64.9 |
| Net profit | 0.7 | $\mathbf{- 2 . 5}$ | $\mathbf{7 7 . 5}$ | $\mathbf{6 2 . 8}$ | $\mathbf{1 7 7 . 3}$ | $\mathbf{1 6 2 . 6}$ |

Attributable to:

| Equity holders of the company | 0.7 | -2.6 | 77.3 | 62.6 | 177.0 | 162.4 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Minority interest | 0.0 | 0.0 | 0.2 | 0.2 | 0.3 | 0.2 |
|  |  |  |  |  |  | 10.82 |
| Earnings per share before dilution (SEK) | 0.04 | -0.16 | 4.73 | 3.92 | 10.16 |  |
| Earnings per share after dilution (SEK) | 0.04 | -0.15 | 4.65 | 3.77 | 10.75 |  |
| Number of share outstanding <br> on the closing date (thousands) | 16,770 | 16,011 | 16,770 | 16,011 | 16,011 | 16,011 |
| Average number of shares <br> outstanding before dilution (thousands) | 16,390 | 16,011 | 16,390 | 16,011 | 16,011 | 16,011 |
| Average number of shares <br> outstanding after dilution (thousands) | 16,658 | 16,674 | 16,654 | 16,656 | 16,631 | 16,663 |

## CASH FLOW STATEMENT - THE GRDUP

| MSEK | 6 months January-June |  | Fiscal year January-December 2006 |
| :---: | :---: | :---: | :---: |
|  | 2007 | 2006 |  |
| Profit before tax | 109.1 | 88.2 | 227.5 |
| Adjustments for items not included in cash flow | 9.9 | 5.7 | 13.1 |
| Tax paid | -25.7 | -27.6 | -52.0 |
| Cash flow from operations before changes in working capital | 93.4 | 66.3 | 188.7 |
| Changes in working capital | -36.4 | 5.8 | 9.8 |
| Cash flow from operations | 56.9 | 72.1 | 198.5 |
| Cash flow from investments | -10.6 | -4.1 | -7.0 |
| Operating cash flow | 46.4 | 68.0 | 191.4 |
| Cash flow from financing activities* | -71.3 | -2.5 | -237.0 |
| Cash flow for the period | -24.9 | 65.5 | -45.5 |
| Opening cash balance | 53.6 | 104.2 | 104.2 |
| Decrease/increase in cash | -24.9 | 65.5 | -45.5 |
| Exchange rate differencies in cash | 0.6 | -0.8 | -5.0 |
| Closing cash balance | 29.3 | 168.9 | 53.8 |


| * Cash flow from financing activities |  |  |  |
| :--- | ---: | ---: | ---: |
| New share issue (option program) | 18.3 | - | - |
| Premiums (option program) | 6.1 | - | - |
| Dividend | -94.4 | - | - |
| Amortization | - |  | -240.0 |
| Other | -1.3 | -2.5 | 3.0 |
|  | -71.3 | -2.5 | -237.0 |

## BALANCE SHEET - THE GRDUP

| MSEK | June 30 |  | December 31 2006 |
| :---: | :---: | :---: | :---: |
|  | 2007 | 2006 |  |
| ASSETS |  |  |  |
| > Fixed assets |  |  |  |
| Leasehold rights | 2.9 | 4.7 | 3.6 |
| Goodwill | 19.9 | 19.3 | 19.8 |
| Brand | 732.5 | 732.5 | 732.5 |
| Equipment | 48.6 | 51.4 | 44.6 |
| Other fixed assets | 2.0 | 3.5 | 7.6 |
| Total fixed assets | 805.9 | 811.4 | 808.1 |
| > Current assets |  |  |  |
| Inventories | 143.6 | 139.1 | 161.4 |
| Accounts receivable | 50.5 | 51.1 | 44.6 |
| Other current receivables | 135.0 | 109.0 | 135.8 |
| Cash and cash equivalents | 29.3 | 168.9 | 53.6 |
| Total current assets | 358.4 | 468.1 | 395.5 |
| TOTAL ASSETS | 1,164.3 | ,279.6 | 1,203.6 |
| EQUITY AND LIABILITIES |  |  |  |
| > Equity | 288.7 | 179.9 | 281.1 |
| > Long-term liabilities |  |  |  |
| Interest-bearing liabilities | 362.0 | 600.9 | 365.0 |
| Non interest-bearing liabilities | 207.4 | 205.3 | 209.0 |
| Total long-term liabilities | 569.4 | 806.2 | 574.0 |
| > Short-term liabilities |  |  |  |
| Interest-bearing liabilities | 40.0 | 40.0 | 42.3 |
| Non interest-bearing liabilities | 266.3 | 253.4 | 306.2 |
| Total short-term liabilities | 306.3 | 293.4 | 348.5 |
| TOTAL EQUITY AND LIABILITIES | 1,164.3 | ,279.6 | 1,203.6 |

## STATEMENT OF CHANGES IN EQUITY - THE GROLP

|  | C months <br> January-June | Fiscal year <br> January-December <br> 2007 |  |
| :--- | ---: | ---: | ---: |
| MSEK | 2007 | 2006 | 121.5 |
| Equity at the beginning of the period | 081.1 | 121.5 | -2.3 |
| Net income recognised directly in equity | 77.5 | -1.4 | 162.6 |
| Net profit | 0.3 | -2.8 | -4.7 |
| Currency translation differences | 18.3 | - | - |
| New share issue (option program) | 6.1 | - | - |
| Premiums (option program) | -94.4 | - | - |
| Dividend | -0.6 | -0.2 | 4.0 |
| Other | $\mathbf{2 8 8 . 7}$ | $\mathbf{1 7 9 . 9}$ | $\mathbf{2 8 1 . 1}$ |

## INCOME STATEMENT - PARENT COMPANY

| MSEK | 3 months April-June |  | 6 months January-June |  | Rolling 12 months July-June 2006/2007 | Fiscal year January-December 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007 | 2006 |  |  |
| Total revenues | 2.3 | 2.3 | 4.5 | 4.7 | 9.2 | 9.3 |
| Operating expenses | -6.2 | -9.0 | -11.4 | -13.8 | -23.9 | -26.3 |
| Operating profit | -3.9 | -6.7 | -6.9 | -9.2 | -14.7 | -17.0 |
| Result from financial investments | -6.5 | -2.6 | -13.6 | -6.6 | 245.1 | 252.1 |
| Profit after financial items | -10.4 | -9.3 | -20.5 | -15.8 | 230.4 | 235.0 |
| Tax | 0.0 | 0.0 | 0.0 | 0.0 | 7.0 | 7.0 |
| Net profit for the period | -10.4 | -9.3 | -20.5 | -15.8 | 237.3 | 242.0 |

BALANCE SHEET - PARENT COMPANY

| MSEK | June 30 |  | December 31 2006 |
| :---: | :---: | :---: | :---: |
|  | 2007 | 2006 |  |
| Fixed Assets | 1,009.7 | 746.3 | 1,079.6 |
| Current Assets | 21.9 | 166.3 | 31.6 |
| TOTAL ASSETS | 1,031.5 | 912.6 | 1,111.2 |
| TOTAL EQUITY | 263.9 | 46.8 | 352.0 |
| Long-term liabilities | 478.6 | 601.0 | 435.0 |
| Current liabilities | 289.0 | 264.8 | 323.9 |
| total liabilities | 767.6 | 865.9 | 758.9 |
| TOTAL EQUITY AND LIABILITIES | 1,031.5 | 912.6 | 1,111.2 |

SEGMENT REPDRTING - THE GRDUP

| MSEK | 3 months April-June |  | 6 months January-June |  | Fiscal year January-December 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2006 | 2007 | 2006 |  |
| Revenues |  |  |  |  |  |
| Royalties |  |  |  |  |  |
| External sales | 34.5 | 27.2 | 123.3 | 105.7 | 236.5 |
| Internal sales | 11.2 | 9.6 | 33.1 | 32.4 | 72,8 |
| Retail and wholesale |  |  |  |  |  |
| External sales | 113.9 | 119.8 | 314.0 | 299.6 | 681.3 |
| Internal sales | 12.5 | 8.4 | 17.3 | 17.0 | 35.9 |
| Services |  |  |  |  |  |
| External sales | 44.0 | 40.1 | 176.0 | 170.2 | 377.8 |
| Internal sales | 12.9 | 5.5 | 31.1 | 27.6 | 61.9 |
| Eliminations | -36.6 | -23.6 | -81.5 | -77.1 | -170.5 |
| Total revenues | 192.4 | 187.1 | 613.2 | 575.5 | 1,295.5 |
| Operating profit |  |  |  |  |  |
| Royalties | 5.6 | 2.7 | 82.2 | 69.6 | 155.0 |
| Retail and wholesale | 1.1 | -1.0 | 32.9 | 24.4 | 77.2 |
| Services | -0.5 | -2.3 | 2.7 | 3.3 | 10.2 |
| Total operating profit | 6.1 | -0.6 | 117.9 | 97.2 | 242.3 |
| Operating margin ${ }^{1}$ |  |  |  |  |  |
| Royalties | 16\% | 10\% | 67\% | 66\% | 66\% |
| Retail and wholesale | 1\% | -1\% | 10\% | 8\% | 14\% |
| Services | -1\% | -6\% | 2\% | 2\% | 3\% |
| Total operating profit | 3\% | 0\% | 19\% | 17\% | 19\% |

1 Operating margin defined as operating profit divided by external sales.

## QபARTERLY DATA

| Income statement | 2007 |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MSEK | $\begin{gathered} \text { Q1 } \\ \text { Jan. } \\ \text { March } \end{gathered}$ | $\begin{array}{r} \text { Q2 } \\ \text { April- } \\ \text { June } \end{array}$ | $\begin{array}{r} \text { Q1 } \\ \text { Jan.- } \\ \text { March } \end{array}$ |  | $\begin{gathered} \text { Q3 } \\ \text { July- } \\ \text { Sept. } \end{gathered}$ | $\begin{gathered} \text { Q4 } \\ \text { Oct.- } \\ \text { Dec. } \end{gathered}$ |
| > Revenues |  |  |  |  |  |  |
| Net sales | 418.6 | 189.8 | 388.0 | 184.1 | 441.3 | 274.5 |
| Other income | 2.3 | 2.6 | 0.4 | 3.0 | 1.5 | 2.9 |
| Total revenues | 420.8 | 192.4 | 388.4 | 187.1 | 442.7 | 277.4 |
| > Operating expenses |  |  |  |  |  |  |
| Cost of goods sold | -201.4 | -76.4 | -177.6 | -79.1 | -204.9 | -118.7 |
| Other external expenses | -75.1 | -78.3 | -82.1 | -77.0 | -86.3 | -94.4 |
| Personnel costs | -27.4 | -27.6 | -26.4 | -26.9 | -26.6 | -33.6 |
| Depreciation and amortization of tangible and intangible assets | -5.1 | -4.0 | -4.5 | -4.7 | -4.6 | -6.0 |
| Operating profit | 111.8 | 6.1 | 97.9 | -0.6 | 120.3 | 24.7 |
| > Financial income and expense |  |  |  |  |  |  |
| Financial income | 1.4 | 0.9 | 1.8 | 2.0 | 3.7 | -2.8 |
| Financial expense | -4.8 | -6.1 | -7.9 | -5.0 | -4.4 | -2.3 |
| Pretax profit | 108.4 | 0.9 | 91.8 | -3.6 | 119.7 | 19.7 |
| Tax | -31.5 | -0.2 | -26.4 | 1.0 | -34.7 | -4.8 |
| Net profit | 76.9 | 0.7 | 65.4 | -2.5 | 84.9 | 14.9 |
| REVENUES |  |  |  |  |  |  |
| > Royalties |  |  |  |  |  |  |
| Master franchise income | 80.9 | 29.0 | 70.5 | 22.5 | 81.1 | 33.7 |
| Man | 58.2 | 19.7 | 52.0 | 16.4 | 59.3 | 24.8 |
| Woman | 16.0 | 6.4 | 13.7 | 3.8 | 16.1 | 5.7 |
| Kids | 5.0 | 2.1 | 3.5 | 1.0 | 4.8 | 2.0 |
| Home | 1.8 | 0.7 | 1.3 | 1.2 | 1.0 | 1.2 |
| Licensing income | 6.1 | 3.6 | 5.4 | 3.3 | 6.9 | 2.7 |
| Other income | 1.8 | 1.9 | 2.6 | 1.4 | 2.5 | 3.9 |
|  | 88.8 | 34.5 | 78.5 | 27.2 | 90.5 | 40.3 |
| > Retail and wholesale |  |  |  |  |  |  |
| Retail sales | 56.7 | 58.3 | 55.6 | 61.3 | 63.0 | 83.2 |
| Wholesale sales | 140.8 | 52.2 | 123.4 | 55.7 | 157.9 | 75.0 |
| Other income | 2.6 | 3.4 | 0.9 | 2.8 | 1.3 | 1.1 |
|  | 200.1 | 113.9 | 179.9 | 119.8 | 222.3 | 159.2 |
| Service income | 132.0 | 44.0 | 130.0 | 40.1 | 129.9 | 77.8 |
| Total revenues | 420.8 | 192.4 | 388.4 | 187.1 | 442.7 | 277.4 |


| SEGMENT REPORTING | 2007 |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MSEK | $\begin{array}{r} \text { Q1 } \\ \text { Jan.- } \\ \text { March } \end{array}$ | Q2 AprilJune | $\begin{array}{r} \text { Q1 } \\ \text { Jan.- } \\ \text { March } \end{array}$ | $\begin{array}{r} \text { Q2 } \\ \text { April- } \\ \text { June } \end{array}$ | $\begin{gathered} \text { Q3 } \\ \text { July- } \\ \text { Sept. } \end{gathered}$ | $\begin{array}{r} \text { Q4 } \\ \text { Oct.- } \\ \text { Dec. } \end{array}$ |
| > Revenues |  |  |  |  |  |  |
| Royalties |  |  |  |  |  |  |
| External sales | 88.8 | 34.5 | 78.5 | 27.2 | 90.5 | 40.3 |
| Internal sales | 21.9 | 11.2 | 22.8 | 9.6 | 26.2 | 14.1 |
| Retail and wholesale |  |  |  |  |  |  |
| External sales | 200.1 | 113.9 | 179.9 | 119.8 | 222.3 | 159.4 |
| Internal sales | 4.8 | 12.5 | 8.6 | 8.4 | 8.1 | 10.8 |
| Services |  |  |  |  |  |  |
| External sales | 132.0 | 44.0 | 130.0 | 40.1 | 129.9 | 77.8 |
| Internal sales | 18.2 | 12.9 | 22.1 | 5.5 | 27.5 | 6.8 |
| Eliminations | -44.9 | -36.6 | -53.5 | -23.6 | -61.9 | -31.6 |
| Total revenues | 420.8 | 192.4 | 388.4 | 187.1 | 442.7 | 277.4 |
| > Operating profit |  |  |  |  |  |  |
| Royalties | 76.6 | 5.6 | 66.9 | 2.7 | 82.9 | 2.5 |
| Retail and wholesale | 31.9 | 1.1 | 25.4 | -1.0 | 32.6 | 20.3 |
| Services | 3.3 | -0.5 | 5.6 | -2.3 | 4.9 | 2.0 |
| Total operating profit | 111.8 | 6.1 | 97.9 | -0.6 | 120.3 | 24.7 |
| > Operating margin ${ }^{1}$ |  |  |  |  |  |  |
| Royalties | 86\% | 16\% | 85\% | 10\% | 92\% | 6\% |
| Retail and wholesale | 16\% | 1\% | 14\% | -1\% | 15\% | 13\% |
| Services | 2\% | -1\% | 4\% | -6\% | 4\% | 3\% |
| Total operating profit | 27\% | 3\% | 25\% | 0\% | 27\% | 9\% |
| 1 Operating margin defined as operating profit divided by external sales. |  |  |  |  |  |  |EFINITIDNS



## BRAND SALES

Brand sales is the estimated total sales to endconsumers of Gant's lifestyle products, excluding VAT and based on reported wholesale sales, that is, all products sold under the Gant brand.

## CAPITAL EMPLOYED

Interest-bearing debt plus equity.

## EARNINGS PER SHARE

Net profit for the period divided by the average number of shares, outstanding during the period.

## earnings per share After full

## DILUTION

Profit after full tax divided by number of shares at close of period and outstanding warrants, adjusted for possible dilution effect.

## EQUITY RATIO

Equity expressed as a percentage of total assets.

## GANT STORE

Directly owned or franchise operated Gant store.
Directly owned Gant store - Gant store operated by Master franchisees incorporated within the Gant Group.
Franchise-operated Gant store - Gant store operated by a Master franchisee or sub-franchisee outside of the Group.

## licensee

Companies that manufacture, market and sell the product groups footwear, fragrance, watches, eyewear and home furnishings, under the Gant brand.

## MASTER FRANCHISEE

A franchisee which, through an agreement with Gant, is entitled to operate its own Gant stores, enter into an agreement with sub-franchisees with the approval of Gant and conduct wholesale operations in a defined geographical area.

## NET DEBT

Interest-bearing liabilities less liquid funds cash and cash equivalents).

## NET MARGIN

Net result as a percentage of total revenues.

## NUMBER OF EMPLOYEES

Total numbers of hours worked, divided by normal working hours in each country.

## OPERATING MARGIN (EBIT MARGIN

Operating profit as a percentage of total evenues

RETURN ON CAPITAL EMPLOYED
Profit after financial items plus financial expenses as a percentage of average capital employed.

## ROYALTY

Remuneration, in the main, is based on the sales of the Master franchisees' and licensees' wholesale sales and, where appropriate, based on retail sales converted to wholesale prices.

## SERVICE INCOME

Service income mainly pertain to reselling of products from the Far East that are intended for certain Master franchisees in the EU. To enhance the efficiency of goods purchases from the Far East, Gant purchases these products for immediate resale to its EU based Master franchisees. In addition, Gant coordinates marketing activities, control orders and production qualities and provides certain other IT services centrally. Compensation for these services are invoiced to the Master franchisees.

## FINANCIAL CALENDAR AND ADDITIDNAL INFDRMATIDN

## Calendar:

October 24, 2007............... Interim report, January-September 2007
March 4, 2008. Year-end report, January-December 2007

Gant intends to disclose the estimated order value of the company's two main collections, following the completed sales to master franchisees. This means that in September, Gant will announce the estimated order value for the forthcoming spring collection and in March the comparable order value for the forthcoming fall collection.

The reports can be read on and obtained from Gant's website: www.gant.com under the heading "Investor Relations". This section includes archived financial reports and press releases, and it is also possible to monitor the price trend of the Gant share with an update every 15 minutes.

Gant will not print and distribute its financial reports. Printed copies can be ordered from the website or directly from the Company at the following address: Gant Company AB, SE-131 92 Nacka Strand, Sweden, tel: +46 850676000 , fax: +46 850676001 or e-mail: info@gant.com

For additional information, please contact: Arthur Engel, CEO, e-mail arthur.engel@gant.com Henrik Fredin, CFO, e-mail henrik.fredin@gant.com Louise de Verdier, Information and Trade Mark Manager, e-mail louise.de.verdier@gant.com
All on tel: +46 850676000.

## operations

Gant is a Swedish company marketing and developing an international lifestyle brand with roots on the American East Coast. The company designs, markets and sells lifestyle products in the form of men's, women's and chil-
dren's apparel, positioned in the higher quality and price segment.

The products are sold through company owned and independent master franchise holders. In addition, the
product groups footwear, fragrance, watches, eyewear and home furnishings are designed and marketed via licensees.

Gant's business model allows the company to retain full control over brand positioning and marketing, design and purchasing, while enabling expansion with limited capital requirements, business and inventory risks. This is achieved by granting the marketing and selling rights of Gant's lifestyle products to master franchisees in dif-
ferent geographical areas. The principal rule is that master franchisees purchase goods directly from the suppliers and that master franchisees pay Gant a royalty fee and pay the greater part of the marketing of the Gant brand.

Gant conducts master franchise operations in Sweden, the UK and the US through its own wholesale and retail business and receives the margins and carries the risks attributable to these forms of distribution.

## GANT

