

# RNB RETAIL AND BRANDS

## Interim report September 1, 2011 – February 29, 2012

### *Second quarter, December 1, 2011 – February 29, 2012*

- Net sales totaled SEK 754 M (772), down 2.4 percent. Sales in comparable proprietary stores were unchanged during the quarter.
- The operating profit, excluding JC's operations in Norway, declined by SEK 28 M to SEK -9 M (19).
- JC's operations in Norway which is being closed, have had a negative impact on operating profit with SEK -16 M (-8).
- The profit before tax amounted to SEK -42 M (-7). Excluding JC's operations in Norway the profit amounted to SEK -26 M (0). Unrealized results on currency futures affected the quarter with SEK -5 M (-10).
- Profit after tax amounted to SEK -20 M (-10), corresponding to a profit per share of SEK - 0.12 (-0.06).
- Cash flow from operating activities amounted to SEK 37 M (15).

### *Half-Year report, September 1, 2011 – February 29, 2012*

- Net sales totaled SEK 1 508 M (1 560), down 3.3 percent. Sales in comparable proprietary stores declined 1.6 percent.
- The operating profit, excluding JC's operations in Norway, declined by SEK 56 M to SEK 15 M (71).
- JC's operations in Norway which is being closed, have had a negative impact on profit with SEK -55 M (-13). In the upcoming third quarter, a maximum of SEK 4 M to come in ongoing operating losses to complete the closure.
- The profit before tax amounted to SEK -60 M (33). Excluding JC's operations in Norway the profit amounted to SEK -5 M (46). Unrealized results on currency futures affected the quarter up with SEK 1 M (-8).
- Profit after tax amounted to SEK -47 M (24), corresponding to a profit per share of SEK - 0.28 (0.15).
- Cash flow from operating activities amounted to SEK 21 M (-19).

### **Events after the end of the period**

- In January it was announced that RNB Retail and Brands had secured new operating financing from the company's principal shareholder Konsumentföreningen Stockholm in the form of a loan for 150 MSEK. Since the company's liquidity situation has improved through cash flow enhancing measures in operations, the loan agreement has been renegotiated after the balance sheet date. The operating financing now consists of the opportunity for a new loan in a maximum amount of 125 MSEK that can be utilized in two tranches with amortisation to begin in March 2013 if the entire amount of the loan is drawn. If only one of the tranches is drawn, amortisation will not begin until October 2013. The utilized amount of the loan must be repaid in full in March 2014. The terms of the loan are unchanged and market-based.
- Thirteen franchise-owned stores have been taken over and are now being operated under RNB's own management. Nine of these are JC stores and the remaining four are Brothers & Sisters stores.
- The assessment that was announced in the year-end report regarding the profit outlook for the current year has been revised after the balance sheet date and communicated separately. The original assessment was that a significant improvement in profit would be attained during current fiscal year. In the second quarter the Group has focused on reducing inventory levels and achieving a positive cash flow for the year. These activities have led to a certain downward pressure on gross margins. Overall, this means that no significant improvement in profit will be achieved during the current fiscal year. The new management estimate is that earnings will be marginally improved compared to the previous year.

## CEO's comment:

Development in the retail trade remained challenging in our second quarter. In February the clothing market showed marginal positive growth of 0.6 percent for comparable stores, but with support of an extra day that had an effect of approximately 3 percent. In the past six months RNB's sales development has been better than the market. However, our sales in February were somewhat lower than market growth, partly as a result of non-recurring factors. The Polarn O. Pyret and Department Stores business areas performed well in terms of sales during the quarter, while JC's development for the quarter was weak compared to the same period last year. The Brothers & Sisters business area showed negative sales development in January and February following a strong trend in December.

During the quarter we have worked intensively to reduce inventory levels, which has impacted gross margins and profit but had a positive effect on cash flow. Our cash flow for the quarter strengthened by a full SEK 22 M compared to the same period of last year and liquidity has improved by SEK 25 M compared to end of first quarter. As a result of this stronger cash flow, RNB has not utilized the new operating financing from Konsumentföreningen Stockholm, as was our initial assessment. The loan agreement has been renegotiated so that later utilization of this credit is a new opportunity.

During the quarter have we continued to carry out activities aimed at boosting efficiency and cutting costs. Among the most significant measures I would like to mention:

- The production office that was opened in Hong Kong on 1 November is now fully operational and the effects of this will be realized successively starting with the spring range of 2012.
- The strategic change in the Sisters operation is proceeding as planned and means that the number of combined Brothers & Sisters stores has decreased from 53 to 49 at present and will be further reduced to 42 before the end of 2011/2012 fiscal year. The number will also be reduced by a few additional stores after this date.
- The restructuring of JC's Norwegian operation is underway and will be down to one active store after the end of March. The closure of all Norwegian stores will be completed by 30 April 2012 at the latest.

The implementation of our new business system during February led to certain disruptions in deliveries to the central warehouse and out to the stores. The Brothers & Sisters and JC business areas were affected by the

delivery problems, which had a negative impact on profit. These problems have now been largely addressed.

As a natural part of the process of change the Group undergoing, we are taking action to create an optimal mix of directly-owned and franchisee-owned stores. Our franchisees, like ourselves, are feeling the effects of the tough market climate. For the past six months, we work hard to evaluate, negotiate and develop contractual relationships with a number of franchisees. So far, these efforts have resulted in the takeover of nine JC stores and four Brothers & Sisters stores that are now operated under our own management.

The measures we have already taken will result in a cost reduction of at least SEK 65 M starting from the next fiscal year (2012/2013), compared to the current situation. During the current fiscal year we will see lower costs of at least SEK 35 M. Most of the cost reduction will come from production coordination and a changed division of responsibilities between the head office in Stockholm and the production office in Hong Kong.

In addition, the termination of JC in Norway will have a positive effect on profit for the coming fiscal year when the current year's estimated loss of SEK 59 M will not be repeated.

Our operations are marked by the Group's ongoing process of change. In the past two quarters, with the exception of February, we have succeeded in maintaining a healthy level of sales in spite of a market climate that remains uncertain. During this period we have planned for a conservative assumed sales volume and have also planned and carried out measures that are having a direct positive impact on cash flow and liquidity. Our inventories are now down to such a low level that we anticipate positive effects of a more efficient inventory level and therefore also reduced discounting in the coming two quarters.

Magnus Håkansson  
President and CEO

## Operations

### RNB Group

RNB RETAIL AND BRANDS owns, operates and develops fashion, clothing, accessories, jewelry and cosmetics stores that focus on providing excellent service and a world-class shopping experience. Sales are mainly conducted in Scandinavia through the three store concepts Brothers & Sisters, JC and Polarn O. Pyret, as well as through shops in the department stores NK in Stockholm and Gothenburg. RNB RETAIL AND BRANDS has operation in 10 countries. RNB has a total of 390 stores, of which 169 are operated by franchisees.

### Group trend

	Q2		Half-year sep - feb		Full year	
	2011/12	2010/11	2011/12	2010/11	Last 12 months	2010/11
Net turnover, SEK M	754	772	1 508	1 560	2 914	2 966
Gross Margin, %	44,2	49,4	47,9	51,0	45,2	46,9
Operating income, SEK M	-25	11	-40	58	-608	-510
Profit before tax, SEK M	-42	-7	-60	33	-628	-535
Profit after tax, SEK M	-20	-10	-47	24	-516	-445
Operating profit margin, %	-3,3	1,5	-2,7	3,7	-20,8	-17,2
Earnings per share, SEK	-0,12	-0,06	-0,28	0,15	-3,12	-2,69
Cash flow from operations, SEK M	37	15	21	-19	4	-18
Number of stores	390	401				392

## Revenues and earnings

### **Second quarter, December 1, 2011 – February 29, 2012**

RNB's net sales during the quarter totaled SEK 754 M (772), a decrease with 2.4 percent. Sales in comparable proprietary stores were unchanged during the quarter.

The weak development on RNB's main markets have continued in the second quarter, which strengthened the downward trend in gross margin. The gross margin in the quarter was 44.2 percent (49.4).

The operating profit, excluding JC's operations in Norway, amounted to SEK -9 M (19).

JC's operations in Norway which is being closed, have had a negative impact on profit with SEK -16 M (-8).

The profit before tax amounted to SEK -42 M (-7). Excluding JC's operations in Norway the profit amounted to SEK -26 M (0). The unrealized results on currency futures had a negative impact on net financial items of SEK -5 M (-10).

Besides the effect on profits from JC Norway, profits has been affected by lower gross margins as a result of the focus that the company has had on cash flow, particularly by reduction of inventory levels.

Profit after tax totaled SEK -20 M (-10).

### **Half-Year, September 1, 2011 – February 29, 2012**

RNB's net sales during the period totaled SEK 1 508 M (1 560), a decrease with 3.3 percent. Sales in comparable proprietary stores decreased 1.6 percent.

The gross margin in the quarter was 47.9 percent (51.0).

The operating profit, excluding JC's operations in Norway amounted to SEK 15 M (71).

JC's operations in Norway which is being closed, have had a negative impact on profit with SEK -55 M (-13). In the upcoming third quarter, a maximum of SEK 4 M to come in ongoing operating losses to complete the closure. The cash flow-effect of the settlement is expected to be approximately SEK -10 M. The difference is explained by non-cash impairment of balance sheet items and the selling off of inventories.

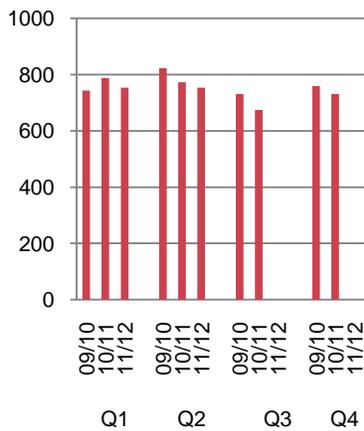
The profit before tax amounted to SEK -60 M (33). Excluding JC's operations in Norway the profit amounted to SEK -5 M (46). The unrealized

results on currency futures had a positive impact on net financial items of SEK 1 M (-8).

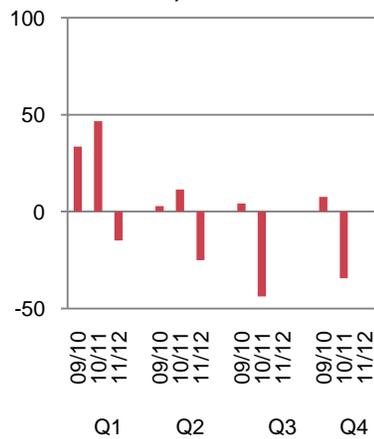
In addition to the impact of the restructuring costs for JC in Norway, the decrease in profits reflects the decline in sales, both in own stores and sales to franchisees in JC and Brothers & Sisters, and lower gross margins due to the company's focus on cash flow measures.

Profit after tax totaled SEK -47 M (24).

**Net turnover per quarter, Sek M**



**Operating profit per quarter, ex. goodwill and trademark writedown, Sek M**

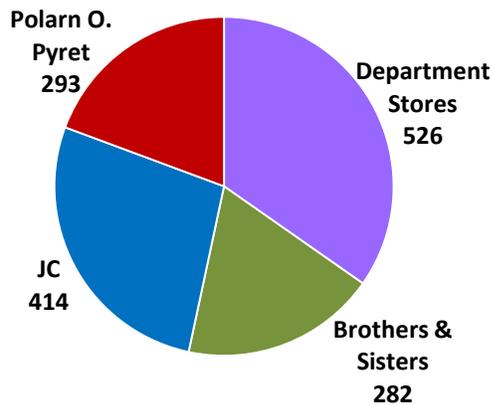


## Business areas

RNB reports turnover and result for four business areas: Polarn O. Pyret, Department Stores, JC and Brothers & Sisters.

	Polarn O. Pyret		Department Stores		JC		Brothers & Sisters	
	Q2 11/12	Q2 10/11	Q2 11/12	Q2 10/11	Q2 11/12	Q2 10/11	Q2 11/12	Q2 10/11
Net turnover, SEK M	135	128	271	279	212	224	136	143
Operating profit, SEK M	11	18	16	31	-30	-13	-15	3
Stores	121	114	47	50	136	154	86	83
Of wich franchise	71	67	-	-	58	72	40	41

### Net sales September 2011 – February 2012, SEK M



## Polarn O. Pyret business area

### **Second quarter, December 1, 2011 – February 29, 2012**

Net sales in the quarter amounted to SEK 135 M (128). Sales in comparable proprietary stores decreased 0.7 percent.

Brand sales (total sales to consumers, excluding VAT in all markets and distribution channels) amounted to SEK 697 M (646), measured over a rolling 12-month period.

Operating profit totaled SEK 11 M (18), corresponding to an operating margin of 8.1 percent (13.8). The decline in profits is mainly due to lower gross margins. The continued weak market has resulted in too high inventory levels within PO.P. To counteract this, and in light of the focus within the Group to strengthen cash flow, work has been undertaken during the quarter to reduce inventory levels for the business area Polarn O. Pyret. This has resulted in negative effect on gross margins but at the same time desired positive effect on cash flow.

The number of proprietary stores at the end of the period was 50 (47). In addition, there were 71 (67) franchise stores, including 12 (14) in Sweden and 59 (53) abroad.

### **Half-year, September 1, 2011 – February 29, 2012**

Net sales in the quarter amounted to SEK 293 M (270). Sales in comparable proprietary stores decreased 1.9 percent.

Operating profit totaled SEK 33 M (50), corresponding to an operating margin of 11.3 percent (18.4). The first quarter of last year was strong, up SEK 7 M from the year before. The decrease in sales in comparable stores and lower gross margins from the increased focus on cash flow and inventory levels, have affected profits this year.

## Department Stores business area

### **Second quarter, December 1, 2011 – February 29, 2012**

Net sales in the Department Stores business area amounted to SEK 271 M (279), down 3.0 percent. Sales in comparable proprietary stores declined 1.8 percent.

Operating profit totaled SEK 16 M (31). Last year's profit were positively impacted by a gain on the sale of one store with SEK 15 M. Excluding this shows Department Stores an unchanged profit for the quarter.

The operation at the Illum Department Store, which was closed in January, reported a loss of SEK -6 M (-3).

## Polarn O. Pyret

Polarn O. Pyret is a brand focused on baby and children's wear and comprises 121 stores, of which 71 is franchise stores. Today, Polarn O. Pyret is located in 10 countries.



## Department Stores

The business area comprises operations at the department stores NK Stockholm, NK Gothenburg and Kosta Outlet. The number of proprietary stores at the end of the period, was 47 (50) with a total retail area of 16 818 square meters (18 044).



**Half-year, September 1, 2011 – February 29, 2012**

Net sales in the Department Stores business area amounted to SEK 526 M (549), down 4.2 percent. Sales in comparable proprietary stores declined 0.8 percent.

Operating profit totaled SEK 30 M (51). Last year's profit were positively impacted by a gain on the sale of one store with SEK 15 M.

The operation at the Illum Department Store, which was closed in January, reported a loss of SEK -10 M (--7).

**JC business area**

**Second quarter, December 1, 2011 – February 29, 2012**

Net sales for JC amounted to SEK 212 M (224), down -5.1 percent. Sales in comparable proprietary stores declined 1.9 percent.

Brand sales (total sales to consumers excluding VAT in all markets and in all distribution channels) measured on a rolling 12-month basis amounted to SEK 1 034 M (1 116).

Operating profit in JC amounts to SEK -30 M (-13). Excluding operations in Norway, the profit for the Swedish and Finnish operations amounted to -14 M (-5). The decrease is due to lower sales, both in own stores and to franchisees. In addition, the cash flow focus on lowering of inventory levels has affected gross margins.

JC's operations in Norway which is being closed, have had a negative impact on profit with SEK -16 M (-8).

**Half-year, September 1, 2011 – February 29, 2012**

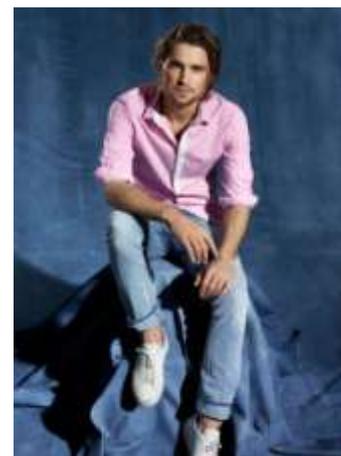
Net sales for JC amounted to SEK 414 M (448), down 7.6 percent. Sales in comparable proprietary stores declined 3.6 percent.

Operating profit in JC amounts to SEK -75 M (-15). Excluding operations in Norway, the profit for the Swedish and Finnish operations amounted to -20 M (-3). The decrease is due to lower sales, both in own stores and to franchisees. In addition, the cash flow focus on lowering of inventory levels has affected gross margins.

JC's operations in Norway which is being closed, have had a negative impact on profit with SEK -55 M (-13). In the upcoming third quarter, a maximum of SEK 4 M to come in ongoing operating losses to complete the closure. The cash flow-effect of the settlement is expected to be approximately SEK -10 M. The difference is explained by non-cash impairment of balance sheet items and the selling off of inventories.



The business area has a total of 136 (154) stores, of which 58 (72) are operated by franchisees.



## Brothers & Sisters business area

### **Second quarter, December 1, 2011 – February 29, 2012**

Net sales for Brothers & Sisters totaled SEK 136 M (143), down 5.0 percent. Sales in comparable proprietary stores declined 1.0 percent.

Brand sales (total sales to consumers excluding VAT in all markets and in all distribution channels) measured on a rolling 12-month basis amounted to SEK 692 M (729).

Operating profit for Brothers & Sisters totaled SEK -15 M (3). The decrease is mainly due to weaker margins in own stores, and as a consequence of the focus on reducing inventory levels and on a more crisp evaluation of stock. The latter has a nonrecurring effect on profits of SEK 6 M. In addition, sales and earnings has been affected by delivery problems which has an effect both on sales in own stores and to franchisees.

### **Half-year, September 1, 2011 – February 29, 2012**

Net sales for Brothers & Sisters totaled SEK 282 M (295), down 4.3 percent. Sales in comparable proprietary stores declined 2.9 percent.

Operating profit for Brothers & Sisters totaled SEK -9 M (11). The decline in profit is due to both lower sales volumes in own stores and to franchisees, and to weaker gross margins as a result of the focus on reducing inventory levels to strengthen cash flow.

## Brothers & Sisters

The business area has a total of 86 (83) stores, of which 40 (41) are operated by franchisees.



## **Financial position and liquidity**

The Group had total assets of SEK 1 970 M compared with SEK 2 079 M at the end of the preceding fiscal year. Shareholders' equity amounted to SEK 911 M (1 427), resulting in an equity/assets ratio of 46.3 percent (55.6).

At February 29, 2012, inventories totaled SEK 451 M compared with SEK 613 M a year earlier.

Cash flow from operating activities was SEK 21 M (-19). The improvement is due to a better development of working capital compared to the corresponding period last year.

Cash flow after investments was SEK -30 M (-43).

Net debt amounted to SEK 528 M compared with SEK 463 M a year earlier.

Consolidated cash and cash equivalents at the close of the interim-report period, including unutilized overdraft facilities, amounted to SEK 101 M compared with SEK 133 M at the end of the preceding fiscal year.

The Group has secured new business financing from the company's principal owner Konsumentföreningen Stockholm. The terms of the loan is at market conditions. The maturity of the existing loan of 400 million has also been extended to June 2014. After the end of the period the new operating funding has been renegotiated and now consists of the possibility of a new loan of up to SEK 125 M that can be utilized in two tranches with repayment of the loan starting in March 2013 if the full facility limit is used. If only one of the tranches will be utilized repayment will begin in October 2013. Utilized borrowing capacity on the new operating funding will be fully repaid in March 2014.

The Group meets the credit requirements contained in existing agreements with creditors.

## **Investments and depreciation/amortization**

Investments during the period totaled SEK 51 M (23).

Depreciation/amortization during the period amounted to SEK 46 M (56).

## **Personnel**

The average number of employees during the period was 1 399 (1 416).

## **Related-party transactions**

No transactions have taken place between the Group and related parties that have materially affected the Group's financial position and results.

The Company has a loan from majority shareholder Konsumentföreningen Stockholm for SEK 400 million at market interest rate and covenant terms. In addition, a new agreement has been signed during the fiscal year, and renegotiated after end of period, with Konsumentföreningen Stockholm,

which gives a borrowing capacity of an additional maximum of SEK 125 M. For further information on transactions with related parties, see Note 4 in the Annual Report 2010/2011, page 70.

## **Tax paid**

During the interim-report period, the Group has paid tax of SEK 2 M (9).

## **Parent Company**

Net sales in the Parent Company amounted to SEK 72 M (51). After net financial items a loss of SEK -39 M (-34) was reported. Investments during the period totaled SEK 23 M (19).

## **Outlook**

In the opinion of the Board of Directors the results will improve marginally during the financial year 2011/2012 compared to last year.

## **Accounting principles**

This report was prepared in accordance with IAS 34 Interim Reporting and the Swedish Annual Accounts Act. The interim report for the Parent Company was prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 - Accounting for Legal Entities. The accounting policies applied correspond with those stated in the 2010/2011 Annual Report.

## **Press and analyst meeting**

With reference to the interim report on the second quarter of 2011/2012, RNB will be holding a press and analyst conference. The conference will be held at the company's premises at Regeringsgatan 29 today, March 30, 2012 at 10:15 a.m.

## **Risks and uncertainties**

RNB is exposed to a number of risks that are in full or in part beyond the company's control but which could affect its earnings.

### *Financial risks*

- Currency exposure comprising purchases of goods and sales in international markets.
- Interest-rate exposure associated with the Group's net debt.
- Financial covenants to lenders.

### *Strategic and operational risks*

- In common with all retailers, the demand for RNB's products is affected by fluctuations in the general state of the economy.
- Competition from other players active in the same segment as RNB.
- Identification of constantly shifting fashion trends and consumer preferences.

In other respects, refer to the detailed description of the Group's management of financial risks in the 2010/2011 Annual Report.

## Future publication dates

Q3 Interim Report for 2011/2012

27 June, 2012

Year - End Report for 2011/2012

24 October, 2012

The Board of Directors and the President declare that the interim report provides an accurate view of the development of the Group's operations, position and earnings and also describes significant risks and uncertainties facing the Group and the subsidiaries including in the Group.

Stockholm, March 30, 2012

RNB RETAIL AND BRANDS AB (publ)

Board of Directors and President, RNB RETAIL AND BRANDS

Laszlo Kriss  
Chairman of the Board

Lilian Fossum Biner  
Vice Chairman

Jan Carlzon

Torsten Jansson

Mikael Solberg

Per Thunell

Ivar Fransson

Magnus Håkansson  
President and CEO

### For further information, please contact:

Magnus Håkansson, President, Tel: +46 (0)8-410 520 02,  
+46 (0)768-87 20 02

Gunnar Bergquist, CFO, Tel: +46 (0)8-410 520 01, +46 (0)768-87 20 01

This is the type of information that must be published by RNB RETAIL AND BRANDS AB (publ) in accordance with the Swedish Securities Market Act and/or the Financial Instruments Trading Act. The information was submitted for publishing on March 30, 2012, at 7:00 a.m.

## CONSOLIDATED INCOME STATEMENT

	3 months	3 months	6 months	6 months	Last	12 months
	Dec 2011-	Dec 2010-	Sep 2011-	Sep 2010-	12 months	Sep 2010-
MSEK	Feb 2012	Feb 2011	Feb 2012	Feb 2011		Aug 2011
Net turnover	754,0	772,4	1 507,6	1 559,6	2 913,7	2 965,7
Goods for resale	-420,6	-391,2	-785,8	-764,3	-1 596,8	-1 575,3
<b>Gross profit</b>	<b>333,4</b>	<b>381,2</b>	<b>721,8</b>	<b>795,3</b>	<b>1 316,9</b>	<b>1 390,4</b>
Other operating incomes	4,8	11,5	7,4	17,8	11,2	21,6
Other external costs	-185,4	-183,3	-399,9	-378,4	-787,4	-765,9
Personnel costs	-160,2	-162,8	-322,9	-321,2	-629,9	-628,2
Depreciation and impairment of fixed asse	-17,7	-35,3	-46,4	-55,5	-87,0	-96,1
Impairment of goodwill and trademark	-	-	-	-	-431,2	-431,2
Capital loss on the sale of subsidiaries	-	-	-	-	-0,1	-0,1
<b>Operating income</b>	<b>-25,1</b>	<b>11,3</b>	<b>-40,0</b>	<b>58,0</b>	<b>-607,5</b>	<b>-509,5</b>
Financial incomes	3,6	1,0	5,6	2,0	10,4	6,8
Financial costs	-15,4	-9,3	-26,9	-18,4	-42,5	-34,0
Unrealised profit on futures	-4,7	-10,3	1,4	-8,2	11,7	2,1
<b>Net financial</b>	<b>-16,5</b>	<b>-18,6</b>	<b>-19,9</b>	<b>-24,6</b>	<b>-20,4</b>	<b>-25,1</b>
<b>Income after financial items</b>	<b>-41,6</b>	<b>-7,3</b>	<b>-59,9</b>	<b>33,4</b>	<b>-627,9</b>	<b>-534,6</b>
Tax for the period	22,1	-2,3	12,8	-9,4	111,6	89,4
<b>Profit/loss for period</b>	<b>-19,5</b>	<b>-9,6</b>	<b>-47,1</b>	<b>24,0</b>	<b>-516,3</b>	<b>-445,2</b>
<b>Other comprehensive income</b>						
Translation difference	-0,5	-1,4	-0,9	-1,9	1,1	0,1
<b>Total Income for the period</b>	<b>-20,0</b>	<b>-11,0</b>	<b>-48,0</b>	<b>22,1</b>	<b>-515,2</b>	<b>-445,1</b>
<b>Net profit/loss for the period pertaining to:</b>						
Parent Company's shareholders	-19,5	-9,6	-47,1	24,0	-516,3	-445,2
Minority shareholders	-	-	-	-	-	-
<b>Comprehensive income for the period pertaining to:</b>						
Parent Company's shareholders	-20,0	-11,0	-48,0	22,1	-515,2	-445,1
Minority shareholders	-	-	-	-	-	-
<b>before and after</b>						
<b>dilution (SEK)</b>	<b>-0,12</b>	<b>-0,06</b>	<b>-0,28</b>	<b>0,15</b>	<b>-3,12</b>	<b>-2,69</b>
<b>Average number of shares, 000's</b>	<b>165 425</b>					

## CONSOLIDATED BALANCE SHEET

MSEK	29-Feb-2012	28-Feb-2011	31-Aug-2011
<b>Assets</b>			
Goodwill	685,1	876,0	685,1
Brands	259,7	500,0	259,7
Other intangible fixed assets	110,2	77,5	95,0
Tangible fixed assets	121,2	134,2	131,9
Long-term receivables	0,0	0,5	0,0
Inventories	451,1	613,4	573,1
Other current assets	342,8	366,1	334,3
<b>Total assets</b>	<b>1 970,1</b>	<b>2 567,7</b>	<b>2 079,1</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity attributable to Parent Company's shareholder	911,4	1 426,6	959,4
Shareholders' equity attributable to minority owners	-	-	-
Long-term liabilities	450,8	568,9	456,5
Short-term liabilities	607,9	572,2	663,2
<b>Total shareholders' equity and liabilities</b>	<b>1 970,1</b>	<b>2 567,7</b>	<b>2 079,1</b>

## CASH-FLOW STATEMENT

MSEK	Sep 2011- Feb 2012	Sep 2010- Feb 2011	Sep 2010- Aug 2011
<b>Operating activities</b>			
Operating profit/loss	-40,0	58,0	-509,5
Adjustment for non-cash items	35,0	32,5	495,0
Interest received	5,6	2,0	6,8
Interest paid	-26,3	-17,1	-30,4
Other	-2,6	-8,8	-6,4
<b>Cash flow from operation activities before changes in working capital</b>	<b>-28,3</b>	<b>66,6</b>	<b>-44,5</b>
<b>Cash flow from change in working capital</b>			
Inventories	122,0	-50,8	-9,9
Change in current receivables and liabilities	-72,9	-35,2	36,4
<b>Change in working capital</b>	<b>49,1</b>	<b>-86,0</b>	<b>26,5</b>
<b>Cash flow from operating activities</b>	<b>20,8</b>	<b>-19,4</b>	<b>-18,0</b>
<b>Cash flow from investing activities</b>	<b>-50,9</b>	<b>-23,8</b>	<b>-77,7</b>
<b>Cash flow after investments</b>	<b>-30,1</b>	<b>-43,2</b>	<b>-95,7</b>
<b>Financing activities</b>			
Change in liabilities to credit institutions	22,6	-	-
Borrowings	-	-	-
New issue	-	-	-
Change in overdraft facility	-16,2	57,5	105,3
Other	-2,4	-2,2	-5,6
<b>Cash flow from financing activities</b>	<b>4,0</b>	<b>55,3</b>	<b>99,7</b>
<b>Cash flow during the period</b>	<b>-26,1</b>	<b>12,1</b>	<b>4,0</b>

## CHANGES IN SHAREHOLDERS' EQUITY

MSEK	Sep 2011- Feb 2012	Sep 2010- Feb 2011	Sep 2010- Aug 2011
Opening balance	959,4	1404,5	1404,5
Profit/loss for period	-47,1	24,0	-445,2
Other overall results	-0,9	-1,9	0,1
Shareholders' equity attributable to minority owners	-	-	-
New issue	-	0,0	-
<b>Balance at end of period</b>	<b>911,4</b>	<b>1 426,6</b>	<b>959,4</b>

## KEY FIGURES

		6 months Sep 2011- Feb 2012	6 months Sep 2010- Feb 2011	12 months Sep 2010- Aug 2011
Gross margin	%	47,9	51,0	46,9
Operating margin	%	-2,7	3,7	-17,2
Profit margin	%	-3,1	1,5	-15,0
Solidity	%	46,3	55,6	46,1
Interest coverage ratio	mult	-1,2	2,3	-14,7
Net debt	Mkr	527,8	462,8	507,2
Net debt/equity ratio	%	57,9	32,4	52,9
Average number of employees, full time		1 399	1 416	1 435
Average number of shares, 000's		165 425	165 425	165 425
Number of shares at end of period, 000's		165 425	165 425	165 425
Earnings per share before:	Kr	-0,28	0,15	-2,69
Shareholders' equity per sh	Kr	5,51	8,62	5,80

## NET TURNOVER AND OPERATING RESULT PER BUSINESS AREA

	3 months Dec 2011- Feb 2012	3 months Dec 2010- Feb 2011	6 months Sep 2011- Feb 2012	6 months Sep 2010- Feb 2011	Last 12 months	12 months Sep 2010- Aug 2011
<b>Net turnover, MSEK</b>						
Polarn O. Pyret	135,3	127,5	292,9	270,2	503,4	480,7
Department Stores	271,0	279,3	525,9	549,1	1 004,7	1 027,9
Brothers & Sisters	135,7	142,8	282,2	295,0	573,2	586,0
JC	212,2	223,7	413,7	447,9	844,7	878,9
Other	-0,2	-0,9	-7,1	-2,6	-12,3	-7,8
<b>Total</b>	<b>754,0</b>	<b>772,4</b>	<b>1 507,6</b>	<b>1 559,6</b>	<b>2 913,7</b>	<b>2 965,7</b>
<b>Operating result, MSEK</b>						
Polarn O. Pyret	11,0	17,6	33,2	49,7	52,9	69,4
Department Stores	16,4	30,6	29,9	50,8	52,8	73,7
Brothers & Sisters	-15,1	2,7	-9,3	10,6	-14,0	5,9
JC	-30,1	-12,5	-74,9	-15,4	-646,2	-586,7
Other	-7,3	-27,1	-18,9	-37,7	-53,0	-71,8
<b>Total</b>	<b>-25,1</b>	<b>11,3</b>	<b>-40,0</b>	<b>58,0</b>	<b>-607,5</b>	<b>-509,5</b>

## INCOME STATEMENT PER QUARTER, GROUP

MSEK	2011	2011	2011	2011	2010/2011	2010
	Dec-Feb	Sep-Nov	Jun-Aug	Mar-May	Dec-Feb	Sep-Nov
Net turnover	754,0	753,6	731,2	674,9	772,4	787,2
Goods for resale	-420,6	-365,2	-408,1	-402,9	-391,2	-373,1
<b>Gross profit</b>	<b>333,4</b>	<b>388,4</b>	<b>323,1</b>	<b>272,0</b>	<b>381,2</b>	<b>414,1</b>
<b>Gross margin</b>	<b>44,2%</b>	<b>51,5%</b>	<b>44,2%</b>	<b>40,3%</b>	<b>49,4%</b>	<b>52,6%</b>
Other operating incomes	4,8	2,6	1,5	2,3	11,5	6,3
Other external costs	-185,4	-214,5	-189,7	-197,8	-183,3	-195,1
Personnel costs	-160,2	-162,7	-149,0	-158,0	-162,8	-158,4
Depreciation and impairment of fixed assets	-17,7	-28,7	-20,3	-20,3	-35,3	-20,2
Impairment of goodwill and trademark	-	-	0,0	-431,2	-	-
Capital loss on the sale of subsidiaries	-	-	-0,1	-	-	-
<b>Operating income</b>	<b>-25,1</b>	<b>-14,9</b>	<b>-34,5</b>	<b>-533,0</b>	<b>11,3</b>	<b>46,7</b>
Financial incomes	3,6	2,0	3,7	1,1	1,0	1,0
Financial costs	-15,4	-11,5	-8,7	-6,9	-9,3	-9,1
Unrealised profit on futures	-4,7	6,1	7,1	3,2	-10,3	2,1
<b>Income after financial items</b>	<b>-41,6</b>	<b>-18,3</b>	<b>-32,4</b>	<b>-535,6</b>	<b>-7,3</b>	<b>40,7</b>
Tax	22,1	-9,3	14,8	84,0	-2,3	-7,1
<b>Profit/loss for period</b>	<b>-19,5</b>	<b>-27,6</b>	<b>-17,6</b>	<b>-451,6</b>	<b>-9,6</b>	<b>33,6</b>
<b>Other overall results</b>						
Translation difference	-0,5	-0,4	2,1	-0,2	-1,4	-0,5
<b>Total Income for the period</b>	<b>-20,0</b>	<b>-28,0</b>	<b>-15,5</b>	<b>-451,8</b>	<b>-11,0</b>	<b>33,1</b>

## INCOME STATEMENT PARENT COMPANY

Mkr	3 months	3 months	6 months	6 months	Last	12 months
	Dec 2011- Feb 2012	Dec 2010- Feb 2011	Sep 2011- Feb 2012	Sep 2010- Feb 2011	12 months	Sep 2010- Aug 2011
Net turnover	36,3	25,1	71,8	50,5	111,8	100,6
Other operating incomes	0,4	0,3	0,4	3,7	5,8	5,7
	<b>36,7</b>	<b>25,4</b>	<b>72,2</b>	<b>54,2</b>	<b>117,6</b>	<b>106,3</b>
Other external costs	-26,8	-25,3	-55,8	-50,4	-103,7	-102,2
Personnel costs	-15,9	-9,2	-31,5	-19,1	-48,9	-42,2
Depreciation and impairment of fixed assets	-2,7	-19,5	-4,5	-23,9	-17,0	-33,8
<b>Operating income</b>	<b>-8,7</b>	<b>-28,6</b>	<b>-19,6</b>	<b>-39,2</b>	<b>-52,0</b>	<b>-71,9</b>
Results from participation in Group companies	-	15,0	-	15,0	-393,8	-393,8
Financial incomes	-	-	-	-	2,1	2,1
Financial costs	-9,8	-5,9	-19,0	-9,8	-29,9	-26,0
<b>Income after financial items</b>	<b>-18,5</b>	<b>-19,5</b>	<b>-38,6</b>	<b>-34,0</b>	<b>-473,6</b>	<b>-489,6</b>
Tax	4,8	12,8	10,0	12,8	22,4	17,8
<b>Profit/loss for period</b>	<b>-13,7</b>	<b>-6,7</b>	<b>-28,6</b>	<b>-21,2</b>	<b>-451,2</b>	<b>-471,8</b>

## BALANCE SHEET PARENT COMPANY

Mkr	29-Feb-2012	28-Feb-2011	31-Aug-2011
<b>Assets</b>			
Intangible fixed assets	85,7	42,7	65,7
Tangible fixed assets	3,6	10,1	5,6
Financial fixed assets	1 146,7	1 517,3	1 146,7
Deferred tax assets	51,5	36,4	41,4
Other current assets	214,7	320,4	262,1
<b>Total assets</b>	<b>1 502,2</b>	<b>1 926,9</b>	<b>1 521,5</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity	891,0	1 370,2	919,6
Untaxed reserves	12,5	12,5	12,5
Long-term liabilities	400,0	400,0	400,0
Short-term liabilities	198,7	144,2	189,4
<b>Total shareholders' equity and liabilities</b>	<b>1 502,2</b>	<b>1 926,9</b>	<b>1 521,5</b>

## NUMBER OF STORES AT END OF PERIOD

	28-Feb-12	30-Nov-11	31-Aug-11	31-May-11	28-Feb-11	30-Nov-10
Own stores Sw eden*	181	179	170	168	168	170
Own stores Norway	13	20	22	24	27	27
Own stores Finland	27	27	22	25	25	25
Own stores Denmark	0	1	1	1	1	2
Franchise stores Sw eden	110	116	120	125	125	126
Franchise stores outside Sw eden	59	59	57	57	55	55
<b>Total</b>	<b>390</b>	<b>402</b>	<b>392</b>	<b>400</b>	<b>401</b>	<b>405</b>

\*As of fiscal year 2009/2010, Brothers & Sisters stores that are located adjacent to one another are reported as due stores rather than two separate units, as they were in the past.

## NUMBER OF STORES

Polarn O. Pyret	29-Feb-2012			28-Feb-2011		
	Own	Franchise	Total	Own	Franchise	Total
Sw eden	50	12	62	47	14	61
Norway	0	21	21	0	20	20
Finland	0	12	12	0	11	11
United Kingdom	0	14	14	0	11	11
Scotland	0	2	2	0	2	2
Ireland	0	2	2	0	2	2
Iceland	0	2	2	0	2	2
Estonia	0	2	2	0	2	2
Latvia	0	1	1	0	1	1
USA (e-commerce)	0	3	3	0	2	2
Denmark (through Departm	0	0	0	0	0	0
<b>Total</b>	<b>50</b>	<b>71</b>	<b>121</b>	<b>47</b>	<b>67</b>	<b>114</b>

Department Stores	Own	Own
Number of stores	47	50
Total retail space, m2	16 818	18 044

JC	Own	Franchise	Total	Own	Franchise	Total
JC, Sw eden	47	58	105	37	70	107
JC, Norway	13	0	13	27	2	29
JC, Finland	18	0	18	18	0	18
<b>Total</b>	<b>78</b>	<b>58</b>	<b>136</b>	<b>82</b>	<b>72</b>	<b>154</b>

Brothers & Sisters	Own	Franchise	Total	Own	Franchise	Total
Brothers, Sw eden (single)	10	16	26	5	15	20
Brothers, Finland (single)	9	0	9	7	0	7
Sisters, Sw eden (single)	1	0	1	1	0	1
Bro&Sis, Sw eden (duo)	25	24	49	28	26	54
Bro&Sis, Finland (duo)	0	0	0	0	0	0
Outlet (duo)	1	0	1	1	0	1
<b>Total</b>	<b>46</b>	<b>40</b>	<b>86</b>	<b>42</b>	<b>41</b>	<b>83</b>



**RNB RETAIL AND BRANDS**

P.O. Box 161 42, Regeringsgatan 29  
S-103 23 Stockholm, Sweden  
Phone +46-8-410 520 00. Fax +46-8-410 522 90  
VAT 556495-4682  
[www.rnb.se](http://www.rnb.se)