

# RNB RETAIL AND BRANDS

## Interim report September 1, 2011 – May 31, 2012

### *Third quarter, March 1, 2012 – May 31, 2012*

- Net sales totaled SEK 613 M (675), down 9.2 percent. Sales in comparable proprietary stores declined 1.8 percent during the quarter.
- The operating profit, excluding last year's write-down of goodwill and trademark of SEK 431 M, improved by SEK 68 M and amounted to SEK -34 M (102).
- JC's operations in Norway which has been closed, have had a negative impact on operating profit with SEK -8 M (-44).
- The operating profit, excluding JC's operations in Norway and excluding last year's write-down of goodwill and trademark (431 M), improved by SEK 31 M and amounted to SEK -26 M (-57).
- The profit before tax amounted to SEK -42 M (-105 excluding write-down of goodwill and trademark). Excluding JC's operations in Norway the profit amounted to SEK -34 M (-61). Unrealized results on currency futures affected the quarter with SEK 5 M (3).
- Profit after tax amounted to SEK -32 M (-452), corresponding to a profit per share of SEK - 0.19 (-2.73).
- Cash flow from operating activities amounted to SEK -13 M (-47).

### *The interim-report period, September 1, 2011 – May 31, 2012*

- Net sales totaled SEK 2 121 M (2 235), down 5.1 percent. Sales in comparable proprietary stores declined 1.7 percent.
- The operating profit, excluding last year's write-down of goodwill and trademark of SEK 431 M, declined SEK 30 M and amounted to SEK -74 M (-44).
- JC's operations in Norway which has been closed, have had a negative impact on profit with SEK -63 M (-57).
- The operating profit, excluding JC's operations in Norway and excluding last year's write-down of goodwill and trademark (SEK 431 M), amounted to SEK -11 M (13).

- The profit before tax amounted to SEK -101 M (-71 excluding write-down of goodwill and trademark). Excluding JC's operations in Norway the profit amounted to SEK -39 M (-14). Unrealized results on currency futures affected the quarter with SEK 6 M (-5).
- Profit after tax amounted to SEK -79 M (-428), corresponding to a profit per share of SEK - 0.48 (-2.58).
- Cash flow from operating activities amounted to SEK 8 M (-67).

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

- The new operating funding from the company's principal owner Konsumentföreningen Stockholm which has been announced previously, will in late June be utilized in the form of a loan of SEK 100 M. The loan amount has been lowered from the previously announced level of SEK 125 M. As part of the change the amortization period of the loan will start in October 2013. The terms of the loan is marketbased.

## CEO's comment:

Development in the retail trade continued to show a negative trend in our third quarter (March to May). There was a substantial variation between individual months in the quarter. In March and May, the clothing market showed some small positive growth for comparable stores while April was a very weak month. The development in the Swedish clothing market for comparable stores showed a decrease of 2.1 percent in the quarter. RNB's sales in the same period for comparable directly-owned stores decreased by 1.8 percent and were therefore marginally better than the market. For all markets, the Group's turnover decreased by 5.1 percent in total.

During the quarter DSE has developed in terms of sales in line with the market while it is gratifying to see that JC is taking small positive steps in the right direction and increased sales by 2.7 percent for comparable stores. PO.P has unfortunately seen weaker development than the market (-3.5%) while Brothers & Sisters has developed considerably weaker than the overall market (-5.1%). Sales in Brothers & Sisters has been weighed down as a consequence of phasing out Sisters internal assortment. The strategic change of the Sisters operation is underway and means that the number of combined Brothers & Sisters stores has decreased from 53 to 48 in the quarter. The number of combined stores will continue to decline and the plan is that there will be 42 left by the end of the fourth quarter with a further decrease down to 37 in the 2012/2013 fiscal year. Of the remaining combined stores, the Sisters retail area has been reduced in seven stores and the plan is to reduce Sisters retail area in five additional stores in the fourth quarter.

Sales in the quarter were characterized by improved gross margins for JC while gross margins for Brothers & Sisters were weighed down by the decommissioning of the Sisters internal assortment and changes in Brothers assortment. Gross margins in PO.P remained weak due to continued high discounts and by higher purchase prices which have not been further transferred to the consumer.

In the quarter, RNB continued work on improvement measures aimed at increasing efficiency and reducing costs. The measures already taken have resulted in some cost savings this year but will have additional impact from the next fiscal year (2012/2013). Among the more significant measures we have implemented in the quarter, I would like to mention:

- The production office in Hong Kong is now fully operational. The work on further realizing expected synergies will continue through development and will be seen in orders for the 2013 spring and summer range.
- The closure of the Norwegian operation in JC was completed in the third quarter. This means that the closure of JC Norway will have a positive impact on earnings next year since the current year's estimated loss of MSEK 63 is non-recurring.
- Work on the conceptual change of JC is now prepared for launch in August / September. The first phase of the launch will take place in 25 selected stores and represents a new visual expression in both stores and advertising. The remaining stores will be gradually converted over the 2012/2013 fiscal year.

For the past six months we have been working intensively, along with our franchisees, on strengthening the financing and ownership of the franchise stores

which has resulted in the takeover of 17 JC stores and 4 Brothers & Sisters stores as well as the closing down of four JC stores in this fiscal year.

As for financing, the new line of operating credit to Konsumentföreningen Stockholm has been renegotiated so that a later installment is now possible and the monthly installment amount has been reduced. RNB has since the third quarter last year worked to reduce inventory levels and has implemented a new, more conservative, valuation model. We see the effects of this work in that stock levels are now significantly healthier, which means that there are good opportunities to sell at full margin from the first quarter of the 2012/2013 fiscal year.

The change process will continue to dominate the business in coming quarters. In the third quarter we have opened three new PO.P stores and in the fourth quarter we will open another four PO.P stores. We have also begun preparations to expand PO.P to Poland and Holland. In September e-commerce will be launched in JC and Brothers & Sisters. Altogether, despite a tough market environment, I have confidence in the Group's performance for the 2012/2013 fiscal year.

## 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 377 stores, of which 155 are operated by franchisees.

### Group trend

	Q3		9 month sep - may		Full year	
	2011/12	2010/11	2011/12	2010/11	Last 12 months	2010/11
Net turnover, SEK M	613	675	2 121	2 235	2 852	2 966
Gross Margin, %	50,4	40,3	48,6	47,8	47,5	46,9
Operating income, SEK M	-34	-533	-74	-475	-108	-510
Profit before tax, SEK M	-42	-536	-101	-502	-134	-535
Profit after tax, SEK M	-32	-452	-79	-428	-96	-445
Operating profit margin, %	-5,5	-79,0	-3,5	-21,3	-3,8	-17,2
Earnings per share, SEK	-0,19	-2,73	-0,48	-2,58	-0,58	-2,69
Cash flow from operations, SEK M	-13	-47	8	-67	57	-18
Number of stores	377	400				402

## Revenues and earnings

### ***Third quarter, March 1, 2012 – May 31, 2012***

RNB's net sales during the quarter totaled SEK 613 M (675), a decrease with 9.2 percent. Sales in comparable proprietary stores declined 1.8 percent during the quarter.

The gross margin in the quarter was 50.4 percent (40.3).

The margin last year was negatively impacted by 8.6 percent of an obsolescence provision of SEK 58 M, due to observed excess stock.

The operating profit, excluding JC's operations in Norway and excluding last year's write-down of goodwill and trademark (SEK 431 M) amounted to SEK -26 M (-57).

JC's operations in Norway which has been closed, have had a negative impact on profit with SEK -8 M (-44).

Provision for bad debts has been made during the quarter by SEK 7 M (14).

The profit before tax amounted to SEK -42 M (-105 excluding write-down of goodwill and trademark). Excluding JC's operations in Norway the profit before tax amounted to SEK -34 M (-61). The unrealized results on currency futures had a positive impact on net financial items of SEK 5 M (3).

Profit after tax totaled SEK -32 M (-452).

### ***The interim-report period, September 1, 2011 – May 31, 2012***

RNB's net sales during the period totaled SEK 2 121 M (2 235), a decrease with 5.1 percent. Sales in comparable proprietary stores decreased 1.7 percent.

The restructuring of franchise stores so far this fiscal year resulted in the takeover of 21 stores (17 JC and 4 BrSi) while 4 JC stores have closed in connection with bankruptcies

The gross margin in the period was 48.6 percent (47.8).

The operating profit, excluding last year's write-down of goodwill and trademark of SEK 431 M, declined SEK 30 M and amounted to SEK -74 M (-44).

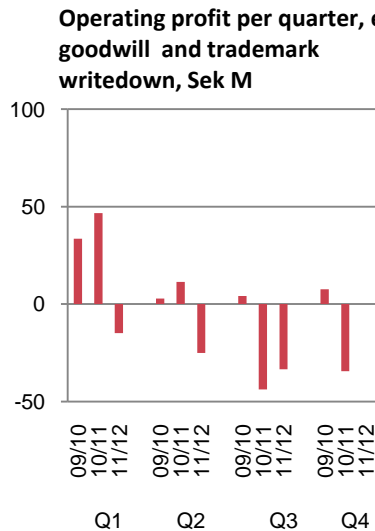
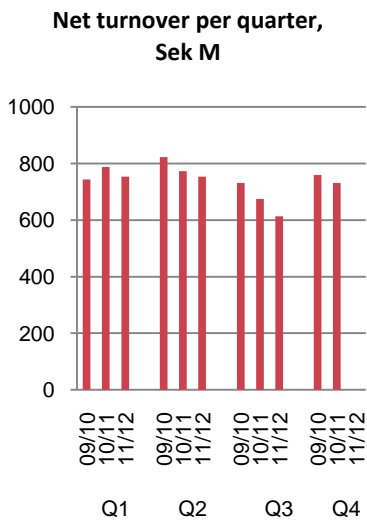
JC's operations in Norway has been closed, have had a negative impact on profit with SEK -63 M (-57). The cash flow-effect of the settlement is expected to be SEK -15 M. The difference is explained by non-cash impairment of balance sheet items and the selling off of inventories.

The operating profit, excluding JC's operations in Norway and excluding the last

year's write-down of goodwill and trademark (SEK 431 M) improved by SEK 24 M and amounted to SEK -11 M (13).

The profit before tax amounted to SEK -101 M (-71 excluding write-down of goodwill and trademark). Excluding JC's operations in Norway the profit amounted to SEK -39 M (-14). Unrealized results on currency futures affected the quarter with SEK 6 M (-5).

Profit after tax totaled SEK -79 M (-428).

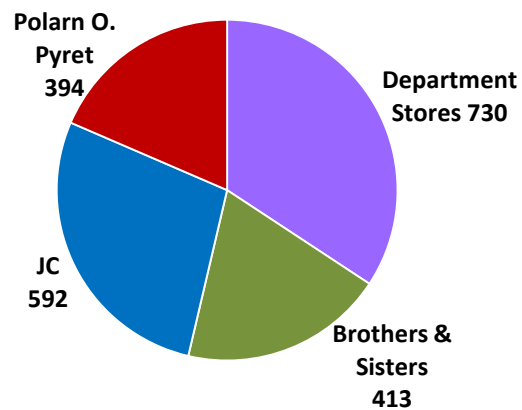


## Business areas

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	
	Q3 11/12	Q3 10/11	Q3 11/12	Q3 10/11	Q3 11/12	Q3 10/11	Q3 11/12	Q3 10/11
Net turnover, Sek M	102	102	204	223	179	203	131	147
Operating profit, Sek M	0	9	1	5	-13	-526	-14	0
Stores	124	116	47	50	122	153	84	81
Of wich franchise	72	69	-	-	47	72	36	40

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





## Polarn O. Pyret business area

### ***Third quarter, March 1, 2012 – May 31, 2012***

Net sales in the quarter amounted to SEK 102 M (102). Sales in comparable proprietary stores decreased 3.5 percent.

Brand sales (total sales to consumers, excluding VAT in all markets and distribution channels) amounted to SEK 702 M (652), measured over a rolling 12-month period.

Operating profit totaled SEK 0 M (9), corresponding to an operating margin of 0.1 percent (8.3). The decline in earnings is a result of both lower sales in comparable stores, lower gross margins and slightly increased S&A-costs. The gross margin was affected by high level of price reductions as well as higher purchase prices which have not been further transferred to the consumer.

The number of proprietary stores at the end of the period was 52 (47). In addition, there were 72 (69) franchise stores, including 12 (14) in Sweden and 60 (55) abroad.

### ***The interim-report period, September 1, 2011 – May 31, 2012***

Net sales in the quarter amounted to SEK 394 M (373). Sales in comparable proprietary stores decreased 2.3 percent.

Operating profit totaled SEK 33 M (58), corresponding to an operating margin of 8.4 percent (15.6). The decrease in sales in comparable stores and focus on reducing inventory levels and its impact on gross margins have had negative impact on profits. Gross margin was also impacted by higher purchase prices which have not been further transferred to the consumer.

## Department Stores business area

### ***Third quarter, March 1, 2012 – May 31, 2012***

Net sales in the Department Stores business area amounted to SEK 204 M (223), down 8.7 percent. Sales in comparable proprietary stores declined 1.9 percent.

Operating profit totaled SEK 1 M (5). The decrease in profit is due to lower sales in comparable stores and slightly lower gross margin in the quarter compared to last year.

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

### ***The interim-report period, September 1, 2011 – May 31, 2012***

Net sales in the Department Stores business area amounted to SEK 730 M (772), down 5.5 percent. Sales in comparable proprietary stores declined 0.7 percent.

Operating profit totaled SEK 31 M (56). Last year's profit were positively impacted by

## Polarn O. Pyret

Polarn O. Pyret is a brand focused on baby and children's wear and comprises 124 stores, of which 72 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 (18 073).



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 (-10).

## JC business area

### **Third quarter, March 1, 2012 – May 31, 2012**

Net sales for JC amounted to SEK 179 M (203), down -12.0 percent. Sales in comparable proprietary stores increased 2.7 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 1 004 M (1 087).

Operating profit in JC amounts to SEK -13 M (-526). Excluding operations in Norway and excluding the last year's write-down of goodwill and trademark (SEK 431 M), the profit for the Swedish and Finnish operations improved by SEK 46 M and amounted to -5 M (-51). Last year's operating profit were affected by the provision for obsolescence due to excess stock in the Swedish operations by SEK 24 M. Provision for bad debts has been made by SEK 4 M (14). The operating profit has been improved by the higher sales in comparable stores as well as by increased gross margin. The low level of stock has resulted in relatively less need for clearance sale in the quarter, and the assortment has been well received by the customers. Both parts have contributed to the enhanced gross margins in the quarter.

JC's operations in Norway which has been closed, have had a negative impact on profit with SEK -8 M (-44).

### **The interim-report period, September 1, 2011 – May 31, 2012**

Net sales for JC amounted to SEK 592 M (651), down 9.0 percent. Sales in comparable proprietary stores declined 1.6 percent.

Operating profit in JC amounts to SEK -88 M (-541).

Excluding operations in Norway and excluding the last year's write-down of Goodwill and trademark (SEK 431 M), the profit for Swedish and Finnish amounted to -25 M (-53).

Last year's operating profit were affected by the provision for obsolescence due to excess stock in the Swedish operations in the third quarter by SEK 24 M. Provision for bad debts has been made by SEK 8 M (16).

JC's operations in Norway which is being closed, have had a negative impact on profit with SEK -63 M (-57). The cash flow-effect of the settlement is expected to be SEK -15 M. The difference is explained by non-cash impairment of balance sheet items and the selling off of inventories.

JC

The business area has a total of 122 (153) stores, of which 47 (72) are operated by franchisees.



## Brothers & Sisters business area

### *Third quarter, March 1, 2012 – May 31, 2012*

Net sales for Brothers & Sisters totaled SEK 131 M (147), down 10.8 percent. Sales in comparable proprietary stores declined 5.1 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 680 M (718).

Operating profit for Brothers & Sisters totaled SEK -14 M (0). The decrease in profits is a result of both lower sales in comparable stores and sales to franchisees. In addition, gross margins have declined, both as a consequence of the phasing out of Sisters internal assortment and ongoing revisions of Brothers assortment.

### *The interim-report period, September 1, 2011 – May 31, 2012*

Net sales for Brothers & Sisters totaled SEK 413 M (442), down 6.5 percent. Sales in comparable proprietary stores declined 3.6 percent.

Operating profit for Brothers & Sisters totaled SEK -23 M (11). The decrease in profits is a result of both lower sales in comparable stores and sales to franchisees. Gross margins have declined due to the company's focus on reducing inventory levels to strengthen cash flow, and as a consequence of the phasing out of Sisters internal assortment and ongoing revisions of Brothers assortment.

## Brothers & Sisters

The business area has a total of 84 (81) stores, of which 36 (40) are operated by franchisees.



## **Financial position and liquidity**

The Group had total assets of SEK 1 906 M compared with SEK 2 079 M at the end of the preceding fiscal year. Shareholders' equity amounted to SEK 880 M (975), resulting in an equity/assets ratio of 46.2 percent (48.1).

At May 31, 2012, inventories totaled SEK 432 M compared with SEK 522 M a year earlier.

Cash flow from operating activities was SEK 8 M (-67). The improvement is due to a better development of working capital compared to the corresponding period last year.

Cash flow after investments was SEK -56 M (-115).

Net debt amounted to SEK 550 M compared with SEK 531 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 139 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. The loan amount has been lowered to SEK 100 M from the previously announced level of SEK 125 M. As part of the renegotiation the amortization period of the loan will start 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 84 M (71). Depreciation/amortization during the period amounted to SEK 70 M (507).

## **Personnel**

The average number of employees during the period was 1 340 (1 399).

## **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 100 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 6 M (4).

## **Parent Company**

Net sales in the Parent Company amounted to SEK 108 M (80). After net financial items a loss of SEK -60 M (-428) was reported. Investments during the period totaled SEK 27 M (34).

## **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 third 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, June 27, 2012 at 09:30 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

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, June 27, 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

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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 June 27, 2012, at 7:00 a.m.

**Auditors' Review report**

RNB RETAIL AND BRANDS AB (publ), org. nr 556495-4682

**Introduction**

We have reviewed the condensed interim report for RNB RETAIL AND BRANDS AB (publ) as at May 31, 2012 and for the nine months period then ended. The Board of Directors and the Managing Director are responsible for the preparation and presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

**Scope of review**

We conducted our review in accordance with the Swedish Standard on Review Engagements, SÖG 2410 *Review of Interim Reports Performed by the Independent Auditor of the Entity*. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, ISA, and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

**Conclusion**

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material aspects, in accordance with IAS 34 and the Swedish Annual Accounts Act regarding the Group, and in accordance with the Swedish Annual Accounts Act regarding the Parent Company.

Stockholm on 27th of May 2012  
Ernst & Young AB

Bertel Enlund  
Authorized Public Accountant

## CONSOLIDATED INCOME STATEMENT

	3 months	3 months	9 months	9 months	Last	12 months
MSEK	Mar 2012- May 2012	Mar 2011- May 2011	Sep 2011- May 2012	Sep 2010- May 2011	12 months	Sep 2010- Aug 2011
Net turnover	612,9	674,9	2 120,5	2 234,5	2 851,7	2 965,7
Goods for resale	-303,9	-402,9	-1 089,7	-1 167,2	-1 497,8	-1 575,3
<b>Gross profit</b>	<b>309,0</b>	<b>272,0</b>	<b>1 030,8</b>	<b>1 067,3</b>	<b>1 353,9</b>	<b>1 390,4</b>
Other operating incomes	5,2	2,3	12,6	20,1	14,1	21,6
Other external costs	-168,7	-197,8	-568,6	-576,2	-758,3	-765,9
Personnel costs	-156,0	-158,0	-478,9	-479,2	-627,9	-628,2
Depreciation and impairment of fixed assets	-23,2	-20,3	-69,6	-75,8	-89,9	-96,1
Impairment of goodwill and trademark	-	-431,2	0,0	-431,2	0,0	-431,2
Capital loss on the sale of subsidiaries	-	-	-	-	-0,1	-0,1
<b>Operating income</b>	<b>-33,7</b>	<b>-533,0</b>	<b>-73,7</b>	<b>-475,0</b>	<b>-108,2</b>	<b>-509,5</b>
Financial incomes	-1,0	1,1	4,6	3,1	8,3	6,8
Financial costs	-11,4	-6,9	-38,3	-25,3	-47,0	-34,0
Unrealised profit on futures	4,6	3,2	6,0	-5,0	13,1	2,1
<b>Net financial</b>	<b>-7,8</b>	<b>-2,6</b>	<b>-27,7</b>	<b>-27,2</b>	<b>-25,6</b>	<b>-25,1</b>
<b>Income after financial items</b>	<b>-41,5</b>	<b>-535,6</b>	<b>-101,4</b>	<b>-502,2</b>	<b>-133,8</b>	<b>-534,6</b>
Tax for the period	9,9	84,0	22,7	74,6	37,5	89,4
<b>Profit/loss for period</b>	<b>-31,6</b>	<b>-451,6</b>	<b>-78,7</b>	<b>-427,6</b>	<b>-96,3</b>	<b>-445,2</b>
<b>Other comprehensive income</b>						
Translation difference	0,6	-0,2	-0,3	-2,1	1,9	0,1
<b>Total Income for the period</b>	<b>-31,0</b>	<b>-451,8</b>	<b>-79,0</b>	<b>-429,7</b>	<b>-94,4</b>	<b>-445,1</b>
<b>Net profit/loss for the period pertaining to:</b>						
Parent Company's shareholders	-31,6	-451,6	-78,7	-427,6	-96,3	-445,2
Minority shareholders	-	-	-	-	-	-
<b>Comprehensive income for the period pertaining to:</b>						
Parent Company's shareholders	-31,0	-451,8	-79,0	-429,7	-94,4	-445,1
Minority shareholders	-	-	-	-	-	-
<b>Earnings per share before and after dilution (SEK)</b>	<b>-0,19</b>	<b>-2,73</b>	<b>-0,48</b>	<b>-2,58</b>	<b>-0,58</b>	<b>-2,69</b>
<b>Average number of shares, 000's</b>	<b>165 425</b>	<b>165 425</b>	<b>165 425</b>	<b>165 425</b>	<b>165 425</b>	<b>165 425</b>



## CONSOLIDATED BALANCE SHEET

MSEK	31 May 2012	31 May 2011	31-Aug-2011
<b>Assets</b>			
Goodwill	685,1	685,1	685,1
Brands	259,7	259,7	259,7
Other intangible fixed assets	117,2	86,1	95,0
Tangible fixed assets	126,7	130,4	131,9
Long-term receivables	0,0	0,2	0,0
Inventories	432,1	521,5	573,1
Other current assets	285,5	342,8	334,3
<b>Total assets</b>	<b>1 906,3</b>	<b>2 025,8</b>	<b>2 079,1</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity attributable to Parent Company's shareholder	880,4	974,8	959,4
Shareholders' equity attributable to minority owners	-	-	-
Long-term liabilities	440,2	479,2	456,5
Short-term liabilities	585,7	571,8	663,2
<b>Total shareholders' equity and liabilities</b>	<b>1 906,3</b>	<b>2 025,8</b>	<b>2 079,1</b>

## CASH-FLOW STATEMENT

MSEK	Sep 2011- May 2012	Sep 2010- May 2011	Sep 2010- Aug 2011
<b>Operating activities</b>			
Operating profit/loss	-73,7	-475,0	-509,5
Adjustment for non-cash items	51,6	479,5	495,0
Interest received	4,6	3,1	6,8
Interest paid	-37,0	-23,4	-30,4
Other	-5,7	-3,9	-6,4
<b>Cash flow from operation activities before changes in working capital</b>	<b>-60,2</b>	<b>-19,7</b>	<b>-44,5</b>
<b>Cash flow from change in working capital</b>			
Inventories	141,0	41,1	-9,9
Change in current receivables and liabilities	-72,9	-88,2	36,4
<b>Change in working capital</b>	<b>68,1</b>	<b>-47,1</b>	<b>26,5</b>
<b>Cash flow from operating activities</b>	<b>7,9</b>	<b>-66,7</b>	<b>-18,0</b>
<b>Cash flow from investing activities</b>	<b>-63,4</b>	<b>-48,7</b>	<b>-77,7</b>
<b>Cash flow after investments</b>	<b>-55,5</b>	<b>-115,4</b>	<b>-95,7</b>
<b>Financing activities</b>			
Change in liabilities to credit institutions	21,6	-	-
Change in overdraft facility	4,2	127,1	105,3
Other	-3,6	-3,4	-5,6
<b>Cash flow from financing activities</b>	<b>22,2</b>	<b>123,7</b>	<b>99,7</b>
<b>Cash flow during the period</b>	<b>-33,3</b>	<b>8,3</b>	<b>4,0</b>

## CHANGES IN SHAREHOLDERS' EQUITY

MSEK	Sep 2011- May 2012	Sep 2010- May 2011	Sep 2010- Aug 2011
Opening balance	959,4	1404,5	1404,5
Profit/loss for period	-78,7	-427,6	-445,2
Other overall results	-0,3	-2,1	0,1
Shareholders' equity attributable to minority owners	-	-	-
<b>Balance at end of period</b>	<b>880,4</b>	<b>974,8</b>	<b>959,4</b>

## KEY FIGURES

		9 months Sep 2011- May 2012	9 months Sep 2010- May 2011	12 months Sep 2010- Aug 2011
Gross margin	%	48,6	47,8	46,9
Operating margin	%	-3,5	-21,3	-17,2
Profit margin	%	-3,7	-19,1	-15,0
Solidity	%	46,2	48,1	46,1
Interest coverage ratio	mult	-1,6	-15,6	-14,7
Net debt	Mkr	549,9	530,6	507,2
Net debt/equity ratio	%	62,5	54,4	52,9
Average number of employees, full time		1 340	1 399	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 and after dil	Kr	-0,48	-2,58	-2,69
Shareholders' equity per share at end c	Kr	5,32	5,89	5,80

## NET TURNOVER AND OPERATING RESULT PER BUSINESS AREA

	3 months Mar 2012- May 2012	3 months Mar 2011- May 2011	9 months Sep 2011- May 2012	9 months Sep 2010- May 2011	Last 12 months	12 months Sep 2010- Aug 2011
<b>Net turnover, MSEK</b>						
Polarn O. Pyret	101,5	102,4	394,4	372,6	502,5	480,7
Department Stores	203,8	223,3	729,7	772,4	985,2	1 027,9
Brothers & Sisters	131,0	146,8	413,2	441,8	557,4	586,0
JC	178,7	203,1	592,4	651,0	820,3	878,9
Other	-2,2	-0,7	-9,3	-3,3	-13,8	-7,8
<b>Total</b>	<b>612,8</b>	<b>674,9</b>	<b>2 120,4</b>	<b>2 234,5</b>	<b>2 851,6</b>	<b>2 965,7</b>
<b>Operating result, MSEK</b>						
Polarn O. Pyret	0,1	8,5	33,3	58,2	44,5	69,4
Department Stores	1,2	5,1	31,1	55,9	48,9	73,7
Brothers & Sisters	-13,5	0,2	-22,8	10,8	-27,7	5,9
JC	-13,2	-525,5	-88,1	-540,9	-133,9	-586,7
Other	-8,3	-21,3	-27,2	-59,0	-40,0	-71,8
<b>Total</b>	<b>-33,7</b>	<b>-533,0</b>	<b>-73,7</b>	<b>-475,0</b>	<b>-108,2</b>	<b>-509,5</b>

## INCOME STATEMENT PER QUARTER, GROUP

MSEK	2012	2011	2011	2011	2011	2010/2011
	Mar-May	Dec-Feb	Sep-Nov	Jun-Aug	Mar-May	Dec-Feb
Net turnover	612,9	754,0	753,6	731,2	674,9	772,4
Goods for resale	-303,9	-420,6	-365,2	-408,1	-402,9	-391,2
<b>Gross profit</b>	<b>309,0</b>	<b>333,4</b>	<b>388,4</b>	<b>323,1</b>	<b>272,0</b>	<b>381,2</b>
<b>Gross margin</b>	<b>50,4%</b>	<b>44,2%</b>	<b>51,5%</b>	<b>44,2%</b>	<b>40,3%</b>	<b>49,4%</b>
Other operating incomes	5,2	4,8	2,6	1,5	2,3	11,5
Other external costs	-168,7	-185,4	-214,5	-189,7	-197,8	-183,3
Personnel costs	-156,0	-160,2	-162,7	-149,0	-158,0	-162,8
Depreciation and impairment of fixed assets	-23,2	-17,7	-28,7	-20,3	-20,3	-35,3
Impairment of goodwill and trademark	-	-	-	0,0	-431,2	-
Capital loss on the sale of subsidiaries	-	-	-	-0,1	-	-
<b>Operating income</b>	<b>-33,7</b>	<b>-25,1</b>	<b>-14,9</b>	<b>-34,5</b>	<b>-533,0</b>	<b>11,3</b>
Financial incomes	-1,0	3,6	2,0	3,7	1,1	1,0
Financial costs	-11,4	-15,4	-11,5	-8,7	-6,9	-9,3
Unrealised profit on futures	4,6	-4,7	6,1	7,1	3,2	-10,3
<b>Income after financial items</b>	<b>-41,5</b>	<b>-41,6</b>	<b>-18,3</b>	<b>-32,4</b>	<b>-535,6</b>	<b>-7,3</b>
Tax	9,9	22,1	-9,3	14,8	84,0	-2,3
<b>Profit/loss for period</b>	<b>-31,6</b>	<b>-19,5</b>	<b>-27,6</b>	<b>-17,6</b>	<b>-451,6</b>	<b>-9,6</b>
<b>Other overall results</b>						
Translation difference	0,6	-0,5	-0,4	2,1	-0,2	-1,4
<b>Total Income for the period</b>	<b>-31,0</b>	<b>-20,0</b>	<b>-28,0</b>	<b>-15,5</b>	<b>-451,8</b>	<b>-11,0</b>

## INCOME STATEMENT PARENT COMPANY

Mkr	3 months	3 months	9 months	9 months	Last	12 months
	Mar 2012- May 2012	Mar 2011- May 2011	Sep 2011- May 2012	Sep 2010- May 2011	12 months	Sep 2010- Aug 2011
Net turnover	35,9	29,7	107,7	80,2	128,1	100,6
Other operating incomes	0,2	1,1	0,6	4,8	1,5	5,7
	<b>36,1</b>	<b>30,8</b>	<b>108,3</b>	<b>85,0</b>	<b>129,6</b>	<b>106,3</b>
Other external costs	-24,5	-34,8	-80,3	-85,2	-97,3	-102,2
Personnel costs	-15,4	-10,9	-46,9	-30,0	-59,1	-42,2
Depreciation and impairment of fixed assets	-5,4	-5,2	-9,9	-29,1	-14,6	-33,8
<b>Operating income</b>	<b>-9,2</b>	<b>-20,1</b>	<b>-28,8</b>	<b>-59,3</b>	<b>-41,4</b>	<b>-71,9</b>
Results from participation in Group compar	-	-368,0	0,0	-353,0	-40,8	-393,8
Financial incomes	-	-	-	-	2,1	2,1
Financial costs	-10,5	-5,6	-29,5	-15,4	-40,1	-26,0
<b>Income after financial items</b>	<b>-19,7</b>	<b>-393,7</b>	<b>-58,3</b>	<b>-427,7</b>	<b>-120,2</b>	<b>-489,6</b>
Tax	5,7	6,8	15,7	19,6	13,9	17,8
<b>Profit/loss for period</b>	<b>-14,0</b>	<b>-386,9</b>	<b>-42,6</b>	<b>-408,1</b>	<b>-106,3</b>	<b>-471,8</b>

## BALANCE SHEET PARENT COMPANY

Mkr	31 May 2012	31 May 2011	31-Aug-2011
<b>Assets</b>			
Intangible fixed assets	86,0	69,6	65,7
Tangible fixed assets	2,8	8,9	5,6
Financial fixed assets	1 146,9	1 146,7	1 146,7
Deferred tax assets	57,2	43,2	41,4
Other current assets	220,7	370,5	262,1
<b>Total assets</b>	<b>1 513,6</b>	<b>1 638,9</b>	<b>1 521,5</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity	877,0	983,3	919,6
Untaxed reserves	12,5	12,5	12,5
Long-term liabilities	400,0	400,0	400,0
Short-term liabilities	224,1	243,1	189,4
<b>Total shareholders' equity and liabilities</b>	<b>1 513,6</b>	<b>1 638,9</b>	<b>1 521,5</b>

## NUMBER OF STORES AT END OF PERIOD

	31-May-12	28-Feb-12	30-Nov-11	31-Aug-11	31-May-11	28-Feb-11
Ow n stores Sw eden	195	181	179	170	169	168
Ow n stores Norw ay	0	13	20	22	24	27
Ow n stores Finland	27	27	27	22	25	25
Ow n stores Denmark	0	0	1	1	1	1
Franchise stores Sw eden	95	110	116	120	124	125
Franchise stores outside Sw eden	60	59	59	57	57	55
<b>Total</b>	<b>377</b>	<b>390</b>	<b>402</b>	<b>392</b>	<b>400</b>	<b>401</b>

## NUMBER OF STORES

Polarn O. Pyret	31 May 2012			31 May 2011		
	Own	Franchise	Total	Own	Franchise	Total
Sw eden	52	12	64	47	14	61
Norw ay	0	22	22	0	20	20
Finland	0	12	12	0	12	12
United Kingdom	0	13	13	0	12	12
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	4	4	0	2	2
<b>Total</b>	<b>52</b>	<b>72</b>	<b>124</b>	<b>47</b>	<b>69</b>	<b>116</b>

Department Stores	Own	Own
Number of stores	47	50
Total retail space, m2	16 818	18 073

JC	Own	Franchise	Total	Own	Franchise	Total
JC, Sw eden	57	47	104	39	70	109
JC, Norw ay	0	0	0	24	2	26
JC, Finland	18	0	18	18	0	18
<b>Total</b>	<b>75</b>	<b>47</b>	<b>122</b>	<b>81</b>	<b>72</b>	<b>153</b>

Brothers & Sisters	Own	Franchise	Total	Own	Franchise	Total
Brothers, Sw eden (single)	11	17	28	5	15	20
Brothers, Finland (single)	9	0	9	7	0	7
Sisters, Sw eden (single)	0	0	0	1	0	1
Bro&Sis, Sw eden (duo)	28	19	47	28	25	53
<b>Total</b>	<b>48</b>	<b>36</b>	<b>84</b>	<b>41</b>	<b>40</b>	<b>81</b>

### Note 1 Acquisition

During the financial year RNB acquired the assets of 21 stores whose business previously was run by franchisees in JC and Brothers & Sisters. The purchase price amounts to SEK 21.2 M and has been paid mainly by set off against outstanding claims. Fair value of acquired assets consists primarily of tenancy rights and shop fittings.

During the third quarter sales have increased by approximately SEK 15 M of these acquisitions.



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