

# RNB RETAIL AND BRANDS

## Interim report September 1, 2012 – November 30, 2012

### First quarter, September 1, 2012 – November 30, 2012

- Net sales totaled SEK 668 M (754), down by 11.4 percent. In the first quarter of the previous year, sales from the now closed down operations in Norway and Denmark were included by a total of SEK 37 M. Sales in comparable proprietary stores declined by 4.8 percent during the quarter.
- The operating profit improved by SEK 14 M and amounted to SEK -1 M (-15). In the previous year's quarter 1 result, losses from the operations in Norway (JC) and Denmark (Dept Stores) were included with SEK 39 M and SEK 4 M respectively.
- The profit before tax amounted to SEK -11 M (-18). Unrealized results on currency futures affected the quarter with SEK 3 M (6).
- Profit after tax amounted to SEK -11 M (-28), corresponding to a profit per share of SEK -0.06 (-0.17).
- Cash flow from operating activities amounted to SEK -57 M (-16).

### Events after the end of the period

In December, the Group entered into an agreement with Konsumentföreningen Stockholm regarding refinancing of SEK 100 M out of the existing overdraft facility of SEK 200 M. The current provider of the overdraft had announced the intention to reduce the existing facility by half the amount as of January 1, 2013.

In order to secure the Groups funding needs, the existing overdraft facility has been complemented with a credit facility from Konsumentföreningen Stockholm of SEK 100 M, and in addition a commitment to provide SEK 50 M of funding. Both facilities from Konsumentföreningen Stockholm are available from January 1, 2013 to December 31, 2013, and can be utilized if and when needed throughout the year.

**CEO's comment:**

The first quarter of the fiscal year was hallmarked by a continued high level of activity with the completion of some projects that had long been in progress. Of the activities, I would particularly like to highlight the fact that e-shopping solutions have been on offer from both JC and Brothers since September, as of which time we have also had a fully operational production office in Bangladesh, and our participation in the MedMera card was functionally implemented in stores in November. During the quarter, we also completed the takeover and integration of a number of loss-making franchise stores and completed negotiations regarding new agreements with JC and Brothers & Sister franchisees, which became effective on January 1, 2013.

While sales and earnings for the quarter were unsatisfactory, they can best be explained by a combination of external and internal factors. The market is fundamentally weak and the sales decline was amplified by our relatively limited focus on discount sales, unlike several of our competitors. However, there are positive signs for each of our concepts. The trend for Departments and Stores has been stable and the operations remain profitable and are performing well despite a challenging market climate. During late autumn, the trend for Brothers also showed signs of strength. JC has experienced a positive trend in customer traffic, which was driven by new communication expressions and a new range. However, the repositioning of stores, which is being pursued on a large scale, has entailed a slight loss of operational efficiency. Although Polarn O. Pyret's operations and customer offering are stable and of a high quality, a stiffer competitive climate caused by low-price and discount sale offerings, combined with the sector overlap between clothing and sportswear, has had a negative impact on the sales trend.

**Continued efficiency enhancements necessary**

Due to the weak sales and earnings trends, we have been forced to take a number of actions after the close of the quarter to further enhance operational efficiency. We are initiating a process whereby we will review all central functions at JC and Brothers & Sisters in order to rationalize these. At the same time, the number of positions among the corporate staff functions will be reduced by some 10 additional positions. Overall, about 30-35 full-time positions will be affected. We will also start preparing the closing down of Sisters and in parallel commence a process whereby we discontinue or divest our Kosta Outlet operation. All of these activities are assumed to be completed during the current fiscal year, which will have an impact on both earnings and cash flow of at least SEK 40 M as of the 2013/2014 fiscal year and onward.

**Financial structure**

Since weak sales entail continued financial pressure on the Group, we entered into an agreement during the quarter concerning new financing terms from Konsumentföreningen Stockholm. Under the new, adjusted loan terms, the loans have been extended until June 2015 and no repayment of the principal will be

required prior to maturity. In addition, the overdraft facility from our principal bank has been halved and replaced by an equivalent revolving credit facility in the amount of SEK 100 M from Konsumentföreningen with an option for an additional tranche of SEK 50 M to be exercised as needed. However, we need to continue working on securing more long-term sustainable financing that takes into account the remaining repositioning needs and which will provide us with the opportunity to continue working without financial pressure in the currently weak market climate.

### **Forecast for 2013**

In 2013, we will maintain a sharp focus on bolstering sales efficiency in Sweden to generate new revenue, while improving the efforts to rationalize our operations with the actions that I have described above. Specifically, this entails continuing to advance our e-commerce operations for all concepts, implementing the development plan for and repositioning of Brothers and completing the revamping of JC's stores and range. Looking at Polarn O. Pyret specifically, we will review and refine Polarn O. Pyret's product range, communications and long-term brand positioning. In 2013, Polarn O. Pyret will establish new stores under master franchise agreements, but also open a proprietary store in the Netherlands during the spring. In terms of rationalization measures, the first action is to continue efforts to realize our margin potential by working with the production office and remaining focused on reducing inventories.

Provided that we achieve a more stable financial platform, I have confidence in the pace of change, trend and profitability potential at RNB RETAIL AND BRANDS as we enter the 2012/2013 fiscal year.

Magnus Håkansson

# Operations

## RNB Group

RNB RETAIL AND BRANDS owns, operates and develops fashion, clothing, accessories, jewellery 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 385 stores, of which 151 are operated by franchisees.

## Group trend

	Q1		Full year	
	2012/13	2011/12	Last 12 months	2011/12
Net turnover, SEK M	668	754	2 705	2 791
Gross Margin, %	53,0	51,5	48,0	47,7
Operating income, SEK M	-1	-15	-289	-303
Profit before tax, SEK M	-11	-18	-352	-360
Profit after tax, SEK M	-11	-28	-312	-329
Operating profit margin, %	-0,1	-2,0	-10,7	-10,9
Earnings per share, SEK	-0,1	-0,2	-1,9	-2,0
Cash flow from operations, SEK M	-57	-16	-45	-4
Number of stores	385	402		376

## Revenues and earnings

### First quarter, September 1, 2012 – November 30, 2012

RNB's net sales during the quarter totaled SEK 668 M (754), a decrease with 11.4 percent. In the first quarter of the previous year, sales from the closed down operations in Norway and Denmark were included by a total of SEK 37 M. Sales in comparable proprietary stores declined 4.8 percent during the quarter.

The gross margin in the quarter was 53.0 percent (51.5).

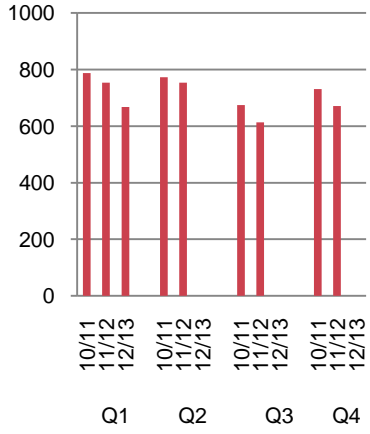
The operating profit amounted to SEK -1 M (-15).

Provisions for bad debt amount to SEK 2 M (0).

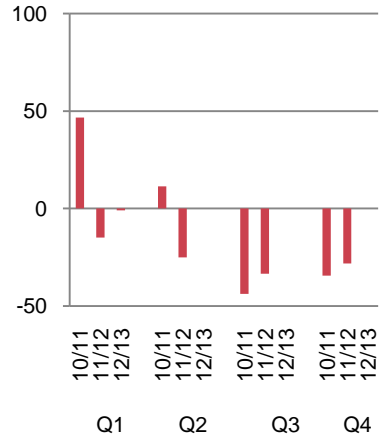
The profit before tax amounted to SEK -11 M (-18). The unrealized results on currency futures had a negative impact on net financial items of SEK 3 M (6).

Profit after tax totaled SEK -11 M (-28).

**Net turnover per quarter, Sek M**



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

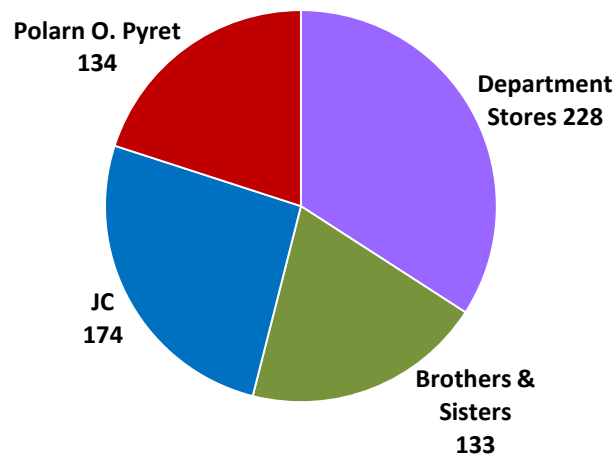


## Business areas

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	
	Q1 12/13	Q1 11/12	Q1 12/13	Q1 11/12	Q1 12/13	Q1 11/12	Q1 12/13	Q1 11/12
Net turnover, Sek M	134	158	228	255	174	202	133	147
Operating profit, Sek M	11	22	19	14	-21	-45	-6	6
Stores	136	120	47	49	116	147	86	86
Of which franchise	80	70	-	-	40	65	31	40

### Net sales September 2012 – November 2012, SEK M



## Polarn O. Pyret business area

### First quarter, September 1, 2012 – November 30, 2012

Net sales in the quarter amounted to SEK 134 M (158). Sales in comparable proprietary stores decreased by 8.5 percent.

Brand sales (total sales to consumers, excluding VAT, in all markets and distribution channels) amounted to SEK 683 M (676), measured over a rolling 12-month period.

The gross margin in the period showed a positive development compared to last year, as a consequence of reduced levels of discounted sales, in combination with somewhat reduced costs of goods sold. The total gross profit decreased during the quarter, as a consequence of the decrease in sales, despite the improved gross margin.

Fixed costs for proprietary stores increased during the first quarter, as a consequence of new stores opening in Sweden.

Operating profit totaled SEK 11 M (22), corresponding to an operating margin of 8.1 percent (14.1).

The development of inventories has been positive during the first quarter, despite the weak sales situation, with reduced levels as well as continued improvement in qualities – contributing to the improved gross margins.

The number of proprietary stores at the end of the period was 56 (50). In addition, there were 80 (70) franchise stores, including 11 (12) in Sweden and 69 (58) abroad.

## Department Stores business area

### First quarter, September 1, 2012 – November 30, 2012

Net sales in the Department Stores business area amounted to SEK 228 M (255), down 10.5 percent. In the corresponding quarter last year sales from the now discontinued Danish operation was included with SEK 13 M. Sales in comparable proprietary stores increased 2.6 percent.

The gross margin in the period developed positively compared to last year, primarily due to less price-reduction activities in this quarter.

Fixed costs in Sweden, for stores as well as central head office functions decreased somewhat from last year, which contributed to the improved operating profit.

Operating profit increased with SEK 5 M and totaled SEK 19 M (14). Out of the improved profit, SEK 4 M was generated from last years inclusion in the quarter

## Polarn O. Pyret

Polarn O. Pyret is a brand focused on baby and children's wear and comprises 136 stores, of which 80 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 (49) with a total retail area of 16 818 square meters (17 995).



result of the operation at Illum, Denmark – this business was discontinued in January, 2012.

Inventory levels in the Department Stores business area showed a seasonal, increase in the quarter.

## JC business area

### First quarter, September 1, 2012 – November 30, 2012

Net sales for JC amounted to SEK 174 M (202), down -13.6 percent. Out of the decrease, 11.6 percent, or SEK 24 M, related to the closed down business Norway. Sales in comparable proprietary stores decreased 5.8 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 910 M (1 041).

Gross margin in the period developed positively compared to the first quarter in the previous accounting year, for proprietary stores as well as for the franchise business. The increased gross margin is mainly explained by less price reducing activities during the first quarter. The equivalent quarter last year contained quite extensive activities in order to reduce inventory levels. However, the decreased sales volumes generated a drop in gross profits for the quarter.

Fixed costs for the business area increased versus the first quarter last year (excl. Norway), almost entirely relating to new proprietary stores (newly opened and taken over from franchisees). Fixed costs for like-for-like stores as well as central head office functions have mainly remained stable in the quarter.

Operating profit in JC amounts to SEK -20 M (-45).

Inventories continue to show satisfactory levels, which has contributed to limited needs for price reductions during the quarter, and as a consequence, gross margin has been impacted positively.

## Brothers & Sisters business area

### First quarter, September 1, 2012 – November 30, 2012

Net sales for Brothers & Sisters totaled SEK 133 M (147), down 9.5 percent. Sales in comparable proprietary stores declined 6.1 percent. The reduction in sales is a consequence from reduced sales areas for Sisters (incl. the discontinuation of the internal product range), which only in parts has been offset by increases in sales for Brothers.

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 654 M (689).

## JC

The business area has a total of 116 (147) stores, of which 40 (65) are operated by franchisees.



## Brothers & Sisters

The business area has a total of 86 (86) stores, of which 31 (40) are operated by franchisees.



The gross margin for the business area has mainly remained stable compared to the same quarter last year.

Increases in fixed costs for new proprietary stores have been covered by gross profits from the added sales volumes. Fixed costs in like-for-like stores and head office functions have been stable year-on-year.

Operating profit for Brothers & Sisters totaled SEK -6 M (6).

The quality, as well as the level, of inventories has continued to develop well, with a certain increase in the quarter.



## Financial position and liquidity

The Group had total assets of SEK 1 811 M compared with SEK 1 802 M at the end of the prior fiscal year. Shareholders' equity amounted to SEK 618 M (931), resulting in an equity/assets ratio of 34.1 percent (46.3).

At November 30, 2012, inventories totaled SEK 503 M compared with SEK 540 M a year earlier.

Cash flow from operating activities was SEK -57 M (-16). Working capital has been negatively impacted by seasonal increases in inventory levels, in combination with reduced liabilities to suppliers in the quarter. The reported change in inventory levels in the first quarter previous year were significantly impacted by discounted sales and write-offs, in combination with some consequences from a change of warehouse locations.

Cash flow after investments was SEK -84 M (-49).

Net debt amounted to SEK 681 M compared with SEK 551 M a year earlier.

Consolidated cash and cash equivalents at the close of the interim-report period, including unutilized overdraft facilities, amounted to SEK 61 M compared with SEK 113 M at the end of the preceding fiscal year.

The Group has, during the first quarter, renegotiated the terms for the two loans amounting to SEK 500 M from the company's principal owner Konsumentföreningen Stockholm. The maturity of the existing loans is extended to June 2015. Both loans are amortization free until maturity. The terms of the loans are marketable.

## Investments and depreciation/amortization

Investments during the period totaled SEK 30 M (32). Depreciation/amortization during the period amounted to SEK 21 M (29).

## Personnel

The average number of employees during the period was 1 325 (1 408).

## **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 two loans from majority shareholder Konsumentföreningen Stockholm, totaling SEK 500 million at market interest rate and covenant terms.

For further information on transactions with related parties, see Note 4 in the Annual Report 2011/2012, page 70.

## **Tax paid**

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

## **Parent Company**

Net sales in the Parent Company amounted to SEK 37 M (36). After net financial items a loss of SEK -18 M (-20) was reported. Investments during the period totaled SEK 4 M (12).

## **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 first quarter of 2012/2013, RNB will be holding a press and analyst conference. The conference will be held at the company's premises at Regeringsgatan 29 today, January 16, 2013 at 10:30 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 2011/2012 Annual Report.

## Future publication dates

Annual General Meeting	17 January, 2013
Q2 Interim Report for 2012/2013	10 April, 2013
Q3 Interim Report for 2012/2013	27 June, 2013
Year-End Report for 2012/2013	24 October, 2013

This report has not been subject to review by the company's auditors.

The Board of Directors and the President declare that the 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, January 16, 2013  
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  
Stefan Danieli, CFO, Tel: +46 (0)8-410 522 25, +46 (0)768-87 22 25

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 January 16, 2013, at 8:15 a.m.

## CONSOLIDATED INCOME STATEMENT

MSEK	3 months	3 months	Last	12 months
	Sep 2012- Nov 2012	Sep 2011- Nov 2011	12 months	Sep 2011- Aug 2012
Net turnover	667,6	753,6	2 705,0	2 791,0
Goods for resale	-313,8	-365,2	-1 407,8	-1 459,2
<b>Gross profit</b>	<b>353,8</b>	<b>388,4</b>	<b>1 297,2</b>	<b>1 331,8</b>
Other operating incomes	3,2	2,6	10,7	10,1
Other external costs	-178,1	-214,5	-695,1	-731,5
Personnel costs	-159,1	-162,7	-621,6	-625,2
Depreciation and impairment of fixed assets	-20,7	-28,7	-79,1	-87,1
Impairment of goodwill and trademark	-	-	-201,4	-201,4
Capital loss on the sale of subsidiaries	-	-	-	-
<b>Operating income</b>	<b>-0,9</b>	<b>-14,9</b>	<b>-289,3</b>	<b>-303,3</b>
Financial incomes	1,2	2,0	4,0	4,8
Financial costs	-14,1	-11,5	-61,5	-58,9
Unrealised profit on futures	3,0	6,1	-5,2	-2,1
<b>Net financial</b>	<b>-9,9</b>	<b>-3,4</b>	<b>-62,7</b>	<b>-56,2</b>
<b>Income after financial items</b>	<b>-10,8</b>	<b>-18,3</b>	<b>-352,0</b>	<b>-359,5</b>
Tax for the period	0,1	-9,3	40,0	30,6
<b>Profit/loss for period</b>	<b>-10,7</b>	<b>-27,6</b>	<b>-312,0</b>	<b>-328,9</b>
<b>Other comprehensive income</b>				
Translation difference	1,1	-0,4	-1,1	-2,6
<b>Total Income for the period</b>	<b>-9,6</b>	<b>-28,0</b>	<b>-313,1</b>	<b>-331,5</b>
<b>Net profit/loss for the period pertaining to:</b>				
Parent Company's shareholders	-10,7	-27,6	-312,0	-328,9
Minority shareholders	-	-	-	-
<b>Comprehensive income for the period pertaining to:</b>				
Parent Company's shareholders	-9,6	-28,0	-313,1	-331,5
Minority shareholders	-	-	-	-
<b>Earnings per share before and after dilution (SEK)</b>	<b>-0,06</b>	<b>-0,17</b>	<b>-1,89</b>	<b>-1,99</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>

## CONSOLIDATED BALANCE SHEET

MSEK	30 Nov 2012	30 Nov 2011	31 Aug 2012
<b>Assets</b>			
Goodwill	483,7	685,1	483,7
Brands	259,7	259,7	259,7
Other intangible fixed assets	116,0	104,8	121,5
Tangible fixed assets	158,7	126,5	144,6
Long-term receivables	13,0	0,5	16,4
Inventories	503,1	539,8	483,8
Other current assets	276,4	295,4	291,9
<b>Total assets</b>	<b>1 810,6</b>	<b>2 011,8</b>	<b>1 801,6</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity attributable to Parent Company's shareholder	618,3	931,4	627,9
Shareholders' equity attributable to minority owners	-	-	-
Long-term liabilities	526,8	479,0	534,4
Short-term liabilities	665,5	601,4	639,3
<b>Total shareholders' equity and liabilities</b>	<b>1 810,6</b>	<b>2 011,8</b>	<b>1 801,6</b>

## CASH-FLOW STATEMENT

MSEK	Sep 2012- Nov 2012	Sep 2011- Nov 2011	Sep 2011- Aug 2012
<b>Operating activities</b>			
Operating profit/loss	-0,9	-14,9	-303,3
Adjustment for non-cash items	15,4	22,9	264,9
Interest received	1,2	2,0	4,8
Interest paid	-18,6	-10,9	-54,3
Other	-1,7	-1,9	-6,6
<b>Cash flow from operation activities before changes in working capital</b>	<b>-4,6</b>	<b>-2,8</b>	<b>-94,5</b>
<b>Cash flow from change in working capital</b>			
Inventories	-19,2	33,3	88,7
Change in current receivables and liabilities	-32,9	-46,7	1,5
<b>Change in working capital</b>	<b>-52,1</b>	<b>-13,4</b>	<b>90,2</b>
<b>Cash flow from operating activities</b>	<b>-56,7</b>	<b>-16,2</b>	<b>-4,3</b>
<b>Cash flow from investing activities</b>	<b>-27,0</b>	<b>-32,4</b>	<b>-108,9</b>
<b>Cash flow after investments</b>	<b>-83,7</b>	<b>-48,6</b>	<b>-113,2</b>
<b>Financing activities</b>			
Change in liabilities to credit institutions	0,0	23,9	23,9
Change in overdraft facility	0,0	-	100,0
Borrowings	67,0	-8,0	-31,2
Other	-1,1	-1,2	-3,3
<b>Cash flow from financing activities</b>	<b>65,9</b>	<b>14,7</b>	<b>89,4</b>
<b>Cash flow during the period</b>	<b>-17,8</b>	<b>-33,9</b>	<b>-23,8</b>

## CHANGES IN SHAREHOLDERS' EQUITY

MSEK	Sep 2012- Nov 2012	Sep 2011- Nov 2011	Sep 2011- Aug 2012
Opening balance	627,9	959,4	959,4
Profit/loss for period	-10,7	-27,6	-328,9
Other overall results	1,1	-0,4	-2,6
Shareholders' equity attributable to minority owners	-	-	-
<b>Balance at end of period</b>	<b>618,3</b>	<b>931,4</b>	<b>627,9</b>

## KEY FIGURES

		3 months Sep 2012- Nov 2012	3 months Sep 2011- Nov 2011	12 months Sep 2011- Aug 2012
Gross margin	%	53,0	51,5	47,7
Operating margin	%	-0,1	-2,0	-10,9
Profit margin	%	-1,6	-3,7	-11,8
Solidity	%	34,1	46,3	34,9
Interest coverage ratio	mult	0,0	-0,6	-4,9
Net debt	Mkr	680,9	551,0	603,6
Net debt/equity ratio	%	110,1	59,2	96,1
Average number of employees, full time		1 325	1 408	1 383
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	-0,06	-0,17	-1,99
Shareholders' equity per share at end c	Kr	3,74	5,63	3,80

## NET TURNOVER AND OPERATING RESULT PER BUSINESS AREA

	3 months Sep 2012- Nov 2012	3 months Sep 2011- Nov 2011	Last 12 months	12 months Sep 2011- Aug 2012
<b>Net turnover, MSEK</b>				
Polarn O. Pyret	133,8	157,6	491,2	515,0
Department Stores	228,2	254,9	930,6	957,3
Brothers & Sisters	132,6	146,5	535,5	549,4
JC	174,1	201,5	751,5	778,9
Other	-1,1	-6,9	-3,8	-9,6
<b>Total</b>	<b>667,6</b>	<b>753,6</b>	<b>2 705,0</b>	<b>2 791,0</b>
<b>Operating result, MSEK</b>				
Polarn O. Pyret	10,8	22,2	21,4	32,8
Department Stores	18,7	13,5	63,6	58,4
Brothers & Sisters	-5,8	5,8	-255,7	-244,1
JC	-20,6	-44,8	-86,4	-110,6
Other	-4,0	-11,6	-32,2	-39,8
<b>Total</b>	<b>-0,9</b>	<b>-14,9</b>	<b>-289,3</b>	<b>-303,3</b>

## INCOME STATEMENT PER QUARTER, GROUP

MSEK	2012		2011/2012		2011	
	Sep-Nov	Jun-Aug	Mar-May	Dec-Feb	Sep-Nov	Jun-Aug
Net turnover	667,6	670,5	612,9	754,0	753,6	731,2
Goods for resale	-313,8	-369,5	-303,9	-420,6	-365,2	-408,1
<b>Gross profit</b>	<b>353,8</b>	<b>301,0</b>	<b>309,0</b>	<b>333,4</b>	<b>388,4</b>	<b>323,1</b>
<b>Gross margin</b>	<b>53,0%</b>	<b>44,9%</b>	<b>50,4%</b>	<b>44,2%</b>	<b>51,5%</b>	<b>44,2%</b>
Other operating incomes	3,2	-2,5	5,2	4,8	2,6	1,5
Other external costs	-178,1	-162,9	-168,7	-185,4	-214,5	-189,7
Personnel costs	-159,1	-146,3	-156,0	-160,2	-162,7	-149,0
Depreciation and impairment of fixed assets	-20,7	-17,5	-23,2	-17,7	-28,7	-20,3
Impairment of goodwill and trademark	-	-201,4	-	-	-	0,0
Capital loss on the sale of subsidiaries	-	-	-	-	-	-0,1
<b>Operating income</b>	<b>-0,9</b>	<b>-229,6</b>	<b>-33,7</b>	<b>-25,1</b>	<b>-14,9</b>	<b>-34,5</b>
Financial incomes	1,2	0,2	-1,0	3,6	2,0	3,7
Financial costs	-14,1	-20,6	-11,4	-15,4	-11,5	-8,7
Unrealised profit on futures	3,0	-8,1	4,6	-4,7	6,1	7,1
<b>Income after financial items</b>	<b>-10,8</b>	<b>-258,1</b>	<b>-41,5</b>	<b>-41,6</b>	<b>-18,3</b>	<b>-32,4</b>
Tax	0,1	7,9	9,9	22,1	-9,3	14,8
<b>Profit/loss for period</b>	<b>-10,7</b>	<b>-250,2</b>	<b>-31,6</b>	<b>-19,5</b>	<b>-27,6</b>	<b>-17,6</b>
<b>Other overall results</b>						
Translation difference	1,1	-2,3	0,6	-0,5	-0,4	2,1
<b>Total Income for the period</b>	<b>-9,6</b>	<b>-252,5</b>	<b>-31,0</b>	<b>-20,0</b>	<b>-28,0</b>	<b>-15,5</b>

## INCOME STATEMENT PARENT COMPANY

Mkr	3 months	3 months	Last	12 months
	Sep 2012- Nov 2012	Sep 2011- Nov 2011	12 months 0	Sep 2011- Aug 2012
Net turnover	36,9	35,5	146,9	145,5
Other operating incomes	2,2	0,0	8,0	5,8
	<b>39,1</b>	<b>35,5</b>	<b>154,9</b>	<b>151,3</b>
Other external costs	-23,3	-29,0	-109,8	-115,5
Personnel costs	-16,0	-15,6	-64,5	-64,1
Depreciation and impairment of fixed assets	-4,6	-1,8	-17,5	-14,7
<b>Operating income</b>	<b>-4,8</b>	<b>-10,9</b>	<b>-36,9</b>	<b>-43,0</b>
Results from participation in Group companies	-	-	-224,2	-224,2
Financial incomes	0,0	0,0	0,0	0,0
Financial costs	-12,8	-9,2	-45,2	-41,6
<b>Income after financial items</b>	<b>-17,6</b>	<b>-20,1</b>	<b>-306,3</b>	<b>-308,8</b>
Tax	-9,6	5,2	7,7	22,5
<b>Profit/loss for period</b>	<b>-27,2</b>	<b>-14,9</b>	<b>-298,6</b>	<b>-286,3</b>

Total Income equals the profit/loss for the period

## BALANCE SHEET PARENT COMPANY

Mkr	30 Nov 2012	30 Nov 2011	31 Aug 2012
<b>Assets</b>			
Intangible fixed assets	85,9	76,7	86,4
Tangible fixed assets	1,5	4,6	1,9
Financial fixed assets	945,2	1 146,7	945,2
Deferred tax assets	54,3	46,7	63,9
Other current assets	230,9	223,5	199,4
<b>Total assets</b>	<b>1 317,8</b>	<b>1 498,2</b>	<b>1 296,8</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity	606,0	904,7	633,2
Untaxed reserves	0,0	12,5	0,0
Long-term liabilities	500,0	400,0	500,0
Short-term liabilities	211,8	181,0	163,6
<b>Total shareholders' equity and liabilities</b>	<b>1 317,8</b>	<b>1 498,2</b>	<b>1 296,8</b>

## NUMBER OF STORES AT END OF PERIOD

	30 Nov 12	31 Aug 12	31 May 12	28 Feb 12	30 nov 11	31 Aug 11
Own stores Sweden	205	201	195	181	179	170
Own stores Norway	0	0	0	13	20	22
Own stores Finland	29	27	27	27	27	22
Own stores Denmark	0	0	0	0	1	1
Franchise stores Sweden	82	83	95	110	116	120
Franchise stores outside Sweden	69	65	60	59	59	57
<b>Total</b>	<b>385</b>	<b>376</b>	<b>377</b>	<b>390</b>	<b>402</b>	<b>392</b>



## NUMBER OF STORES

Polarn O. Pyret	30 Nov 2012			30 Nov 2011		
	Own	Franchise	Total	Own	Franchise	Total
Sw eden	56	11	67	50	12	62
Norw ay	0	26	26	0	21	21
Finland	0	16	16	0	12	12
United Kingdom	0	11	11	0	13	13
Scotland	0	2	2	0	2	2
Ireland	0	4	4	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	5	5	0	3	3
<b>Total</b>	<b>56</b>	<b>80</b>	<b>136</b>	<b>50</b>	<b>70</b>	<b>120</b>

Department Stores	Own	Own
Number of stores	47	49
Total retail space, m2	16 818	17 995

JC	Own	Franchise	Total	Own	Franchise	Total
JC, Sw eden	59	40	99	44	64	108
JC, Norw ay	0	0	0	20	1	21
JC, Finland	17	0	17	18	0	18
<b>Total</b>	<b>76</b>	<b>40</b>	<b>116</b>	<b>82</b>	<b>65</b>	<b>147</b>

Brothers & Sisters	Own	Franchise	Total	Own	Franchise	Total
Brothers, Sw eden (single)	20	16	36	9	16	25
Brothers, Finland (single)	12	0	12	9	0	9
Sisters, Sw eden (single)	0	0	0	1	0	1
Bro&Sis, Sw eden (duo)	23	15	38	26	24	50
Outlet (duo)	0	0	0	1	0	1
<b>Total</b>	<b>55</b>	<b>31</b>	<b>86</b>	<b>46</b>	<b>40</b>	<b>86</b>

### Note 1 Acquisition

During the financial year RNB acquired the assets of 27 stores whose business previously was run by franchisees in JC and Brothers & Sisters. The purchase price amounts to SEK 29.6 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 fourth quarter sales have increased by approximately SEK 22 M of these acquisitions, and the full-year with SEK 48 M.

# RNB RETAIL AND BRANDS

Postadress:  
Box 161 42  
103 23 Stockholm

Besöksadress:  
Regeringsgatan 29, 9 tr  
Stockholm

[www.rnb.se](http://www.rnb.se)

