

1 SEPTEMBER 2015 - 30 NOVEMBER 5

RNB RETAIL AND BRANDS POLARN O. PYRET DEPARTMENTS \& STORES BROTHERS

8

## Continued increase in sales and improvement in earnings


#### Abstract

RNB RETAIL AND BRANDS' positive profit improvement trend is continuing. For the first quarter 2015/2016, RNB reported operating income of SEK 30 M, an improvement of SEK 7 M compared to the preceding year. The first quarter 2015/2016 was the company's seventh consecutive quarter with better sales than the market. The sales increase during the quarter for the three concepts' comparable stores amounted to between 5 and 24 percent and to 12 percent for the Group overall.


## FIRST QUARTER SEPTEMBER 1, 2015 NOVEMBER 30, 2015 IN SUMMARY

$\rightarrow$ Sales in comparable stores increased during the quarter by 12.0 percent, compared to the market's increase of 6.0 percent (Swedish Retail and Wholesale Trade Research Institute (HUI))
$\rightarrow$ Net sales totaled SEK 556 M (509), an increase of 9.3 percent.
$\rightarrow$ Operating income amounted to SEK 30 M (23).
$\rightarrow$ Operating income before depreciation/amortization for the latest 12-month period totaled SEK 103 M.
$\rightarrow$ Operating income for the latest 12-month period totaled SEK 55 M.
$\rightarrow$ Profit before tax amounted to SEK 30 M (22)
$\rightarrow$ Profit after tax amounted to SEK 30 M (22, which corresponds to SEK 0.90 ( 0.65 ) per share.
$\rightarrow$ Cash flow from operating activities was SEK 16 M (6).

## CONTACT

Magnus Håkansson, President
Kristian Lustin, CFO

## PRESS AND ANALYST MEETING

RNB will hold a press and analyst conference in connection with publication of today's interim report for the first quarter 2015/2016. The conference will be held at the company's premises at Regeringsgatan 29, today, December 17, 2015 at 10.30 a.m.

## FINANCIAL CALENDAR <br> Annual General Meeting 2014/2015 <br> Interim report, second quarter 2015/2016 <br> Interim report, third quarter 2015/2016 <br> Year-end report 2015/2016 <br> December 17, 2015 <br> March 24, 2016 <br> June 23, 2016 <br> October 26, 2016

The information is such that RNB RETAIL AND BRANDS AB (publ) is required to disclose under Sweden's Securities Market Act and/or Financial Instruments Trading Act. It was released for publication at 7.30 am CET on December 17, 2015.

## Comments from the CEO

## STRONG SALES DESPITE UNFAVORABLE WEATHER

During the first quarter of the fiscal year, the strong sales trends continued for all three concepts and we are now reporting the seventh consecutive quarter with a better performance than the market. Sales growth in comparable stores amounted to just over 20 percent for Polarn O. Pyret while the increase in Brothers totaled almost 17 percent. The strong performance is even more impressive in light of the fact that September and October were characterized by record warm weather. The warm weather during the fall was largely unfavorable for all three concepts, but particularly for Polarn O. Pyret and Brothers as it impeded sales of outdoor wear.

Comparable sales in Departments \& Stores increased by just over five percent during the quarter.

Some way into November, Sweden was paralyzed for a few days due to the raised terror alert level, which affected several major shopping centers in Sweden negatively, including NK in Stockholm and Gothenburg. However, some effects of the lower visitor numbers were absorbed into the reported sales figures. Total sales in comparable RNB stores in all countries increased by 11.8 percent during the quarter.

## BROTHERS - CONTINUING TO STRENGTHEN ON ALL FRONTS

The strong sales and earnings trend is continuing and we are well on the way to reaching the positive full-year result that we forecast for the fiscal year. It is gratifying that operating income in the first quarter was positive at SEK 5 M . Operating income on a rolling 12 -month basis now amounts to SEK minus 4 M , an improvement during the quarter of SEK 7 M , compared to the year-earlier period. The concept has been gradually strengthened and is now established as a leading men's fashion chain with a unique position in the tailored segment combined with competitively priced offers for basic and casual products. The relaunch of the proprietary premium brand "The Tailoring Club" (TTC) made a further contribution during the fall. Sales in Finland were strong during the quarter and Brothers has now launched a new e-commerce venture in Finland, which will further strengthen communication with Finnish consumers. In addition, the major campaigns were effective and digital communications in Sweden made a positive contribution. Growth in Brothers's e-commerce business exceeded the sales increase in comparable stores, which meant that the concept continued to capture market shares both in physical stores and in the e-commerce business.

## POLARN O. PYRET - STRONG COLLECTIONS AND GROWING E-COMMERCE

Polarn O. Pyret performed well during the fall. Earning's in Polarn O Pyret were SEK 1 M weaker than the first quarter of the previous year but the first quarter result included negative currency effects. All market areas performed better than the year-earlier period, but Norway and the e-commerce business in Sweden made particularly strong contributions. Digital communications have developed rapidly and are
strengthening the customer dialogue through a number of different channels. Polarn O. Pyret's is the leader among' children's wear chains in terms of functionality, quality and service. During the quarter, a new store was opened in the Mall of Scandinavia shopping center as well as a new store in Vinterbro outside Oslo in Norway. Polarn O. Pyret also launched digitally in China on the e-commerce portal Tmall. com owned by Alibaba Group.

## DEPARTMENTS \& STORES - RENOVATED AREAS CONTRIBUTED

Departments \& Stores' sales increased during the first quarter by 4.2 percent. A continued market-leading value proposition; service, management and sales activities combined with well-invested retail space are all important reasons for the continued sales growth. The sales increase was evenly spread over a large part of the retail space Departments \& Stores has at NK, particularly in Stockholm but also to a smaller extent in Gothenburg. The new NK Lingerie department was completed during the first quarter and we are already seeing the first signs of positive growth figures, just like for parts of NK Man. Our active investment work in renovating retail space is continuing to generate a return combined with well-functioning campaigns, which are increasingly being communicated digitally. Just like in Brothers and Polarn O.Pyret, the weather during the fall was unfavorable and visitor numbers in the middle of November were weak due to the uncertainty in the wake of the raised terror alert level.

## 2015/2016 - ANOTHER STRONG YEAR

During the previous fiscal year, our organization underwent certain changes and now it is stable and strong. Our three concepts are performing very well towards consumers with increasing market shares and operating income as a consequence. Thanks to these successes, the whole organization is aiming for higher goals. We are not satisfied and we will continue to strive with full force to achieve
further improvements in profitability.
We are now also driven by our vision in relation to service management, digitalization, sustainability and competence. My view remains that the strong momentum, which has spanned the entire operations for a long time, will continue. We expect that the negative currency effects of the past four quarters will evanesce starting from the next quarter in all three concepts. In other words, the potential for the 2015/2016 fiscal year is very good.

Magnus Håkansson
President and CEO $\Delta_{\Delta} \Delta_{\Delta}$ bilyinitis实 S8 siores

## POTARN O.RYRET <br> DEPARTMENTS\& STORES



RNB RETAIL AND BRANDS owns, operates and develops fashion, ready-to-wear clothing, accessories, jewelry and cosmetics stores that focus on providing excellent service and a worldclass shopping experience. RNB has operations in 12 countries. The total number of stores in the RNB Group amounts to 267, of which 80 are operated by franchisees. The RNB RETAIL AND BRANDS share has been listed on the NASDAQ Stockholm Exchange since 2001 in the Small Cap segment, retail sector under the ticker RNBS.

The store concept strategy is to offer attractive and target-group-oriented ranges of fashion and accessories in major cities, towns and shopping centers. The Brothers business area is a volume
oriented comprehensive concept for men and offers a mix of strong proprietary and external brands.

In the Department \& Stores business area, RNB focuses on the customer interface and on providing high-quality product ranges and store environments. The stores offer fashion for women, men and children, as well as accessories, jewelry and cosmetics for customers demanding top-class service and quality. Sales are conducted in the NK department stores in Stockholm and Gothenburg.

Polarn O. Pyret is the leading brand and store concept for baby and children's wear in the quality segment of the Swedish market and also has a growing international presence.

## Revenue and earnings, RNB Group

FIRST QUARTER, SEPTEMBER 1, 2015 -
NOVEMBER 30, 2015
Reported net sales for the Group's concepts during the first quarter of the year increased, from SEK 509 M in the previous year to SEK 556 in the first quarter of this year, equivalent to an increase of 9.3 percent. All concepts increased their sales, driven by strong demand for our current collections and successful campaigns during the period. For comparable stores in Sweden, the increase was 12.0 percent (HUI 6.0 percent) and for all countries it was 11.8 percent.

Gross margin during the quarter for RNB's operations was 52.2 percent (54.5), where all concepts showed slightly lower margins than the previous year. The largest single components
of the lower margins were currency effects and sales activities, mainly in Polarn O. Pyret but also in Brothers. Gross profit for the Group increased by almost 4.8 percent overall compared to the previous year due to the higher sales.

Total overhead costs increased compared to the previous year as planned.

Operating income amounted to SEK 30 M (23).Operating income for the latest 12-month period totaled SEK 55 M .

Net financial items amounted to SEK 1 M (-1) and profit before tax amounted to SEK 30 M (22).

Profit after tax amounted to SEK 30 M (22).
Unrealized results on futures contracts affected earning's by SEK 4 M (1).

| Group overview | Q1 |  | Full year |  |
| :--- | ---: | ---: | ---: | :---: |
| Latest |  |  |  |  | 2014/



Operating income per quarter
excluding writedown of goodwill and divested operation


## Financial overview business areas

RNB RETAIL AND BRANDS reports sales and results for three business areas: Brothers, Departments \& Stores and Polarn O. Pyret.

| Business area | Net sales | Share, \% | Operating income | Stores |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $128 \text { MSEK }$ |  | MSEK | Total <br> Sweden <br> Finland | $\begin{array}{r} 78 \\ 65 \\ 13 \end{array}$ | of which, 25 franchise of which, 25 franchise of which, 0 franchise |
| DEPARTMENTS \& STORES | $238_{\text {мSEK }}$ |  |  | Total <br> NK Stockholm NK Gothenburg | 44 29 15 |  |
| POLARN O.PYRET | 19 M MSEK | $34 \%$ |  | Total <br> Sweden <br> Norway <br> Finland <br> England <br> USA <br> Netherlands <br> Estonia <br> Ireland <br> Scotland <br> Iceland <br> Latvia <br> China | $\begin{array}{r} 145 \\ 65 \\ 28 \\ 16 \\ 16 \end{array}$ | of which, 55 franchise of which, 7 franchise of which, 0 franchise of which, 16 franchise of which, 16 franchise of which, 5 franchise of which, 0 franchise of which, 4 franchise of which, 2 franchise of which, 2 franchise of which, 1 franchise of which, 1 franchise of which, 1 franchise |
| Total RNB RETAIL AND BRANDS | 556 мяek |  | 30 мsek |  | ores | countries |


| Net Sales and Operating Income per Business Area | 3 months |  | 12 months |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Sep } 2015 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ - \text { Nov } 2014 \end{array}$ | $\begin{array}{r} \text { Dec } 2014 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ \text {-Aug } 2015 \end{array}$ |
| Net sales, SEK M |  |  |  |  |
| Brothers | 127.9 | 114.5 | 505.8 | 492.4 |
| Departments \& Stores | 238.2 | 228.6 | 986.2 | 976.6 |
| Polarn O. Pyret | 190.3 | 165.9 | 691.5 | 667.1 |
| Other | 0.0 | 0.1 | 0.0 | 0.1 |
| Total | 556.4 | 509.1 | 2,183.5 | 2,136.2 |
| Operating income, SEK M |  |  |  |  |
| Brothers | 4.6 | -2.5 | -3.7 | -10.8 |
| Departments \& Stores | 20.7 | 17.4 | 62.2 | 58.9 |
| Polarn O. Pyret | 11.5 | 12.8 | 22.7 | 24.0 |
| Other | -7.0 | -4.9 | -26.3 | -24.2 |
| Total | 29.8 | 22.8 | 54.9 | 47.9 |

## BROTHERS

# Brothers is a volume-oriented comprehensive concept for men and the business area has a total of 78 (77) stores, of which 25 (27) are operated by franchisees. 

## FIRST QUARTER, SEPTEMBER 1, 2015 NOVEMBER 30, 2015

Net sales for Brothers totaled SEK 128 M (115), an increase of 11.7 percent. Sales in comparable proprietary stores in Sweden and Finland increased by 16.6 percent.

Net sales during the quarter increased in proprietary stores and also in e-commerce while sales on the franchise side were lower during the first two months of the quarter. The number of visitors to the stores continued to increase.

Total brand sales (total sales to consumers, excluding VAT, in all markets and distribution channels) amounted to SEK 609 M (571), measured on a rolling 12-month basis.

Gross margin for the business area was lower than the previous year. The lower gross margin was mainly due to currency effects. Increased sales during the quarter contributed
to higher gross profit. Sales of regular seasonal products were strong during the quarter with well-targeted price activities. The premium brand "The Tailoring Club" (TTC) was relaunched during the quarter.

Overhead costs in Brothers are at a higher level as planned than the previous year and the main reasons were higher personnel expenses and premises costs, as a result of new stores.

Operating income was positive during the quarter and amounted to SEK 5 M (-3).

The quality and level of inventories continued to develop favorably with a higher level compared to the previous year, but with a lower inventory level during the quarter. The inventory level match the expected product demand.


## DEPARTMENTS \& STORES

## The business area comprises operations at the department stores NK Stockholm and NK Gothenburg. The number of proprietary stores at the end of the period was 44 (45).

## FIRST QUARTER, SEPTEMBER 1, 2015 NOVEMBER 30, 2015

Net sales in the Departments \& Stores business area amounted to SEK 238 M (229), an increase of 4.2 percent. Sales increased in Stockholm as well as in Gothenburg, but showed a decline during the second half of November. Gross margin was lower compared to the year-earlier period. The increased sales have meant, mathematically, that lower guarantee commissions were obtained as a consequence of a lower gross margin. During the period, two departments were renovated.

Overhead costs are at the same level as the previous year in stores and in head office functions, despite contractual increases in premises costs.

Operating income amounted to SEK 21 M (17), with an operating margin of 8.7 percent (7.6).

The business area's inventories increased during the quarter and are higher than the same period of the previous year. The increase compared to the previous year was due to additional purchasing, new premium brands, more expensive goods and altered contractual terms.


# POLARN O.PYRET 

# Polarn O. Pyret is a brand focused on baby and children's wear. The concept comprises 145 stores, of which 55 are franchise stores. Today, Polarn O. Pyret is established in 12 countries. 

## FIRST QUARTER, SEPTEMBER 1, 2015 NOVEMBER 30, 2015

Net sales in the period amounted to SEK 190 M (166), with a continued increase in sales in proprietary stores and in the e-commerce business. Sales in comparable proprietary stores increased by 20.3 percent, year-on-year. Franchise sales displayed a stable level during the quarter, both internationally and in Sweden.

Brand sales (total sales to consumers, excluding VAT, in all markets and distribution channels) amounted to SEK 884 M (752), measured on a rolling 12-month basis.

Gross margin during the quarter decreased compared to the year-earlier period, mainly explained by currency effects, higher logistics costs and sales activities. Gross profit increased during the period as a result of the increased sales.

Overhead costs increased slightly compared to the year-earlier period, mainly due to personnel expenses and sales-related costs. During the quarter, two new stores were opened in Sweden and Norway.

Operating income amounted to SEK 12 (13), equivalent to an operating margin of 6.0 percent (7.7).

Inventory levels decreased during the quarter and are at the same level as the year-earlier period. Current inventory levels are considered to be effective, with good quality and age structure.


## Financial position and liquidity

The Group had total assets of SEK 1,081 M compared to SEK $1,076 \mathrm{M}$ at the end of the previous fiscal year. Shareholders' equity amounted to SEK 337 M at the end of the period, and to SEK 306 M at the end of the previous fiscal year, providing an equity/assets ratio of 31.1 percent (28.4).

At November 30, 2015, inventories totaled SEK 413 M (394), where two of the three business areas increased their inventory levels compared to the previous year. The increase was largely due to currency effects and increased purchasing.

Cash flow from changes in working capital was negative at SEK $23 \mathrm{M}(-28)$ for the quarter, mainly due to increased inventories and decreased current liabilities. Cash flow from operating activities amounted to SEK 16 M (6) during the quarter. Cash flow after investments amounted to SEK 4 M (1), which is equivalent to an improvement of SEK 3 M compared to the previous year. Net debt amounted to SEK 337 M compared to SEK 341 M at the end of the previous fiscal year.

The Group's cash and cash equivalents at the end of the period, including unutilized overdraft facilities, amounted to SEK 151 M compared to SEK 147 M at the end of the previous fiscal year.

## INVESTMENTS AND DEPRECIATION/ AMORTIZATION

Investments during the period, excluding investment in subsidiaries totaled SEK 12 M (11). Depreciation/amortization totaled SEK $-12 \mathrm{M}(-11)$.

## EMPLOYEES

The average number of employees during the period was 1,008 $(1,018)$.

## RELATED-PARTY TRANSACTIONS

No transactions were conducted between the RNB Group and related parties, which have materially impacted the Group's financial position and results.

The company has two loans from Konsumentföreningen Stockholm, the company's principal shareholder, totaling SEK 385 M.

For further information on transactions with related parties, refer to the Annual Report 2014/2015, Note 5 on page 46.

## TAXES

During the period, the Group paid tax totaling SEK 0 M (0). As the company has existing loss carryforwards, no tax expense was charged to the period. For further information see the 2014/2015 Annual Report, Note 12 on pages 48-49.

## PARENT COMPANY

Net sales in the Parent Company amounted to SEK 24 M (21). The result after net financial items amounted to SEK -9 M (-9). Investments totaled SEK 2 M (1).

## ACCOUNTING POLICIES

This report was prepared in accordance with IAS 34, Interim Financial 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 presented in the 2014/2015 Annual Report.

## RISKS AND UNCERTAINTIES

RNB is exposed to a number of risk factors that are wholly or partly beyond the company's control, but which could affect the Group's earnings.

## Financial risks

$\rightarrow$ Currency exposure related to purchase of goods and sales in international markets.
$\rightarrow$ Interest-rate exposure associated with the Group's net debt.
$\rightarrow$ Financial covenants to lenders.

## Strategic and operational risks

$\rightarrow$ Demand for RNB's products, like general demand in the retail sector, is affected by changes in overall market conditions.
$\rightarrow$ Competition from other players active in the same segment as RNB.
$\Rightarrow$ Identification of constantly shifting fashion trends and customer preferences.
$\rightarrow$ In other respects, refer to the detailed description of the Group's management of financial risks in the 2014/2015 Annual Report.

## REVIEW

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

Stockholm, December 17, 2015
RNB RETAIL AND BRANDS (publ), Corporate Identity Number 556495-4682

Magnus Håkansson
President and CEO

## Consolidated Income Statement

|  | 3 months |  | 12 months |  |
| :---: | :---: | :---: | :---: | :---: |
| SEK M | $\begin{array}{r} \text { Sep } 2015 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ - \text { Nov } 2014 \end{array}$ | $\begin{array}{r} \text { Dec } 2014 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ \text {-Aug } 2015 \end{array}$ |
| Net sales | 556.4 | 509.1 | 2,183.5 | 2,136.2 |
| Goods for resale | -265.8 | -231.8 | -1,099.7 | -1,065.7 |
| Gross income | 290.6 | 277.3 | 1,083.8 | 1,070.5 |
| Other operating income | 4.3 | 6.3 | 13.3 | 15.3 |
| Other external expenses | -119.7 | -122.6 | -464.9 | -467.8 |
| Personnel expenses | -133.6 | -127.0 | -528.8 | -522.2 |
| Depreciation and impairment of non-current assets | -11.8 | -11.2 | -48.5 | -47.9 |
| Operating income | 29.8 | 22.8 | 54.9 | 47.9 |
| Financial income | 0.2 | 2.2 | 3.0 | 5.0 |
| Financial expenses | -3.3 | -3.8 | -10.7 | -11.2 |
| Unrealized profit/loss on futures contracts | 3.7 | 0.9 | 3.4 | 0.6 |
| Net financial items | 0.6 | -0.7 | -4.3 | -5.6 |
| Profit before tax from continuing operations | 30.4 | 22.1 | 50.6 | 42.3 |
| Tax on net income for the period | - | - | - | - |
| Net income for the period from continuing operations | 30.4 | 22.1 | 50.6 | 42.3 |
| Net income for the period | 30.4 | 22.1 | 50.6 | 42.3 |
| Other comprehensive income |  |  |  |  |
| Other comprehensive income, which will be reclassified to net income in subsequent periods |  |  |  |  |
| Translation differences | 0.4 | -0.2 | -2.1 | -2.7 |
| Comprehensive income for the period | 30.8 | 21.9 | 48.5 | 39.6 |
| Net income for the period attributable to: |  |  |  |  |
| Parent Company's shareholders | 30.4 | 22.1 | 50.6 | 42.3 |
| Comprehensive income attributable to: |  |  |  |  |
| Parent Company's shareholders | 30.8 | 21.9 | 48.5 | 39.6 |
| Earnings per share before and after dilution (SEK) | 0.90 | 0.65 | 1.49 | 1.25 |
| Average number of shares, (000s) | 33,912 | 33,912 | 33,912 | 33,912 |

## Consolidated Cash Flow Statement, in summary



## Consolidated Balance Sheet, in summary

| SEK M | Nov 30, 2015 | Nov 30, 2014 | Aug 31, 2015 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Intangible assets | 405.1 | 411.3 | 407.8 |
| Tangible assets | 85.0 | 88.5 | 87.6 |
| Financial assets | 5.7 | 2.8 | 5.6 |
| Total non-current assets | 495.8 | 502.6 | 501.0 |
| Inventories | 413.0 | 394.0 | 400.9 |
| Current receivables | 121.1 | 111.7 | 126.7 |
| Cash | 50.6 | 41.3 | 47.2 |
| Total current assets | 584.7 | 547.0 | 574.8 |
| Total assets | 1,080.5 | 1,049.6 | 1,075.8 |
| Shareholders' equity and liabilities |  |  |  |
| Equity attributable to the Parent Company's shareholders | 336.5 | 288.0 | 305.7 |
| Non-current liabilities | 385.0 | 400.2 | 385.5 |
| Current liabilities | 359.0 | 361.4 | 384.6 |
| Total equity and liabilities | 1,080.5 | 1,049.6 | 1,075.8 |

## Changes in shareholders' equity, in summary

| SEK M | Sep 2015 <br> -Nov 2015 | Sep 2014 <br> -Nov 2014 | Sep 2014 <br> -Aug 2015 |
| :--- | ---: | ---: | ---: |
| Opening balance | 305.7 | 266.1 | 266.1 |
| Net income for the period | 30.4 | 22.1 | 42.3 |
| Other comprehensive income | 0.4 | -0.2 | $\mathbf{- 2 . 7}$ |
| Balance at end of period | $\mathbf{3 3 6 . 5}$ | $\mathbf{2 8 8 . 0}$ | $\mathbf{3 0 5 . 7}$ |

## Income Statement per quarter, Group

| SEK M | $\begin{array}{r} 2015 \\ \text { Sep-Nov } \end{array}$ | $\begin{array}{r} 2015 \\ \text { Jun-Aug } \end{array}$ | $\begin{array}{r} 2015 \\ \text { Mar-Maj } \end{array}$ | $\begin{array}{r} 2014 / 2015 \\ \text { Dec-Feb } \end{array}$ | $\begin{array}{r} 2014 \\ \text { Sep-Nov } \end{array}$ | $\begin{array}{r} 2014 \\ \text { Jun-Aug } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 556.4 | 563.6 | 485.3 | 578.2 | 509.1 | 490.0 |
| Goods for resale | -265.8 | -294.0 | -237.1 | -302.8 | -231.8 | -248.6 |
| Gross profit | 290.6 | 269.6 | 248.2 | 275.4 | 277.3 | 241.4 |
| Gross profit margin | 52.2\% | 47.8\% | 51.1\% | 47.6\% | 54.5\% | 49.3\% |
| Other operating income | 4.3 | 1.1 | 4.8 | 3.1 | 6.3 | 4.0 |
| Other external expenses | -119.7 | -111.1 | -118.5 | -117.0 | -121.2 | -99.2 |
| Personnel expenses | -133.6 | -136.3 | -126.4 | -132.5 | -127.0 | -131.6 |
| Depreciation and impairment of non-current assets | -11.8 | -11.5 | -11.9 | -11.9 | -12.6 | -10.8 |
| Operating income | 29.8 | 11.8 | -3.8 | 17.1 | 22.8 | 3.8 |
| Financial income | 0.2 | 1.5 | 0.3 | 1.0 | 2.2 | 1.0 |
| Financial expenses | -3.3 | -2.0 | -2.2 | -3.2 | -3.8 | -3.0 |
| Unrealized profit/loss on futures contracts | 3.7 | -5.4 | -2.7 | 7.8 | 0.9 | 1.2 |
| Result after net financial items | 30.4 | 5.9 | -8.4 | 22.7 | 22.1 | 3.0 |
| Tax | - | - | - | - | - | 0.7 |
| Net income for the period | 30.4 | 5.9 | -8.4 | 22.7 | 22.1 | 3.7 |
| Other comprehensive income |  |  |  |  |  |  |
| Translation differences | 0.4 | -1.1 | -0.4 | -1.0 | -0.2 | -1.4 |
| Comprehensive income for the period | 30.8 | 4.8 | -8.8 | 21.7 | 21.9 | 2.3 |

## Key ratios

|  | 3 months |  | 12 months |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Sep } 2015 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ \text {-Nov } 2014 \end{array}$ | $\begin{array}{r} \text { Dec } 2014 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ \text {-Aug } 2015 \end{array}$ |
| Sales development in comparable stores, RNB total, \% | 11.8 | 4.4 | 13.7 | 11.9 |
| Gross margin, \% | 52.2 | 54.5 | 49.6 | 50.1 |
| Operating margin, \% | 5.4 | 4.5 | 2.5 | 2.2 |
| Profit margin, \% | 5.5 | 4.3 | 2.3 | 2.0 |
| Equity/assets ratio, \% | 31.1 | 27.4 | 31.1 | 28.4 |
| Interest coverage ratio, x | 10.2 | 6.8 | 5.7 | 4.8 |
| Net debt, MSEK | 336.6 | 362.4 | 336.6 | 340.5 |
| Net debt/equity ratio, \% | 100.0 | 125.8 | 100.0 | 111.4 |
| Average number of employees, full time | 1,008 | 1,018 | 1,014 | 1,024 |
| Average number of shares, 000s | 33,912 | 33,912 | 33,912 | 33,912 |
| Number of shares at end of period, 000s | 33,911 | 33,912 | 33,913 | 33,912 |
| Profit after tax per share, SEK | 0.90 | 0.65 | 1.49 | 1.25 |
| Equity per share at end of period, SEK | 9.92 | 8.49 | 9.92 | 9.01 |

## Income Statement Parent Company

| SEK M | 3 months |  | 12 months |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Sep } 2015 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ \text {-Nov } 2014 \end{array}$ | $\begin{array}{r} \text { Dec } 2014 \\ - \text { Nov } 2015 \end{array}$ | $\begin{array}{r} \text { Sep } 2014 \\ - \text { Aug } 2015 \end{array}$ |
| Net sales | 23.6 | 20.7 | 88.1 | 85.2 |
| Other operating income | 0.9 | 2.8 | 6.7 | 8.6 |
|  | 24.5 | 23.5 | 94.8 | 93.8 |
| Other external expenses | -16.1 | -17.0 | -58.7 | -59.6 |
| Personnel expenses | -14.0 | -10.9 | -53.7 | -50.6 |
| Depreciation and impairment of non-current assets | -2.0 | -1.7 | -9.6 | -9.3 |
| Operating income | -7.6 | -6.1 | -27.2 | -25.7 |
| Result from participations in group companies | - | - | 95.5 | 95.5 |
| Financial income | - | 0.2 | 1.3 | 1.5 |
| Financial expenses | -1.6 | -2.6 | -8.8 | -9.8 |
| Result after financial items | -9.2 | -8.5 | 60.8 | 61.5 |
| Taxes | - | - | - | - |
| Net income for the period | -9.2 | -8.5 | 60.8 | 61.5 |

Comprehensive income for the period corresponds to net income for the period

## Balance Sheet Parent Company

| Mkr | Nov 30, 2015 | Nov 30, 2014 | Aug 31, 2015 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Intangible assets | 15.0 | 19.2 | 15.3 |
| Property. plant and equipment | 2.7 | 1.5 | 2.8 |
| Financial assets | 561.7 | 501.6 | 561.7 |
| Defered tax assets | 49.4 | 72.7 | 70.4 |
| Other current assets | 34.1 | 33.9 | 35.9 |
| Total assets | 662.9 | 628.9 | 686.1 |
| Shareholders' equity and liabilities |  |  |  |
| Equity | 254.9 | 194.1 | 264.1 |
| Non-current liabilities | 385.0 | 400.0 | 385.0 |
| Current liabilities | 23.0 | 34.8 | 37.0 |
| Total equity and liabilities | 662.9 | 628.9 | 686.1 |

## RNB RETAIL AND BRANDS

## Postal address:

Box 16142
SE-103 23 Stockholm

## www.rnb.se

Corp Id No 556495-4682

Questions about the report
can be directed to info@rnb.se

