

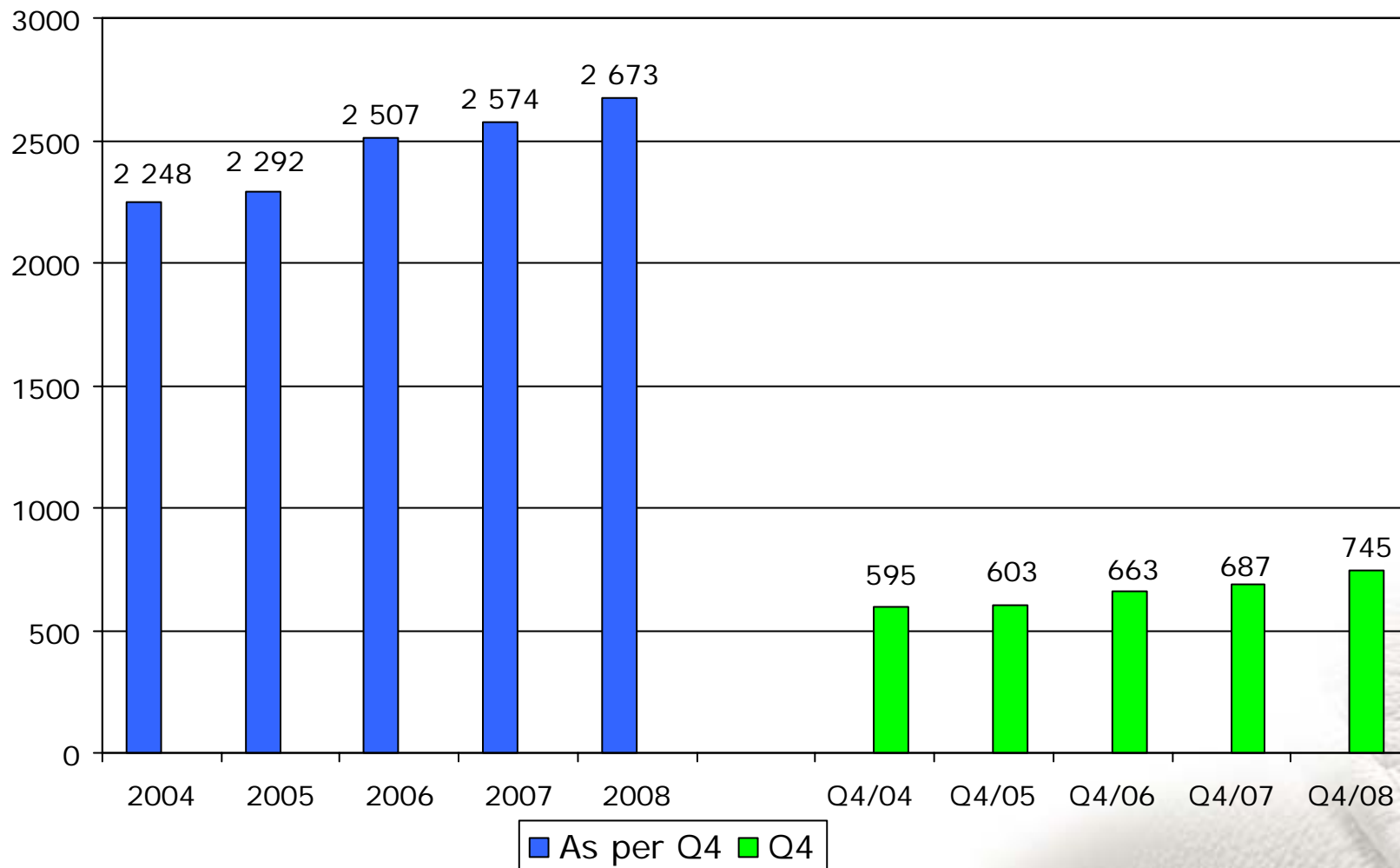
# EKORNES ASA 2008

## Ekornes Q4 - Headlines:

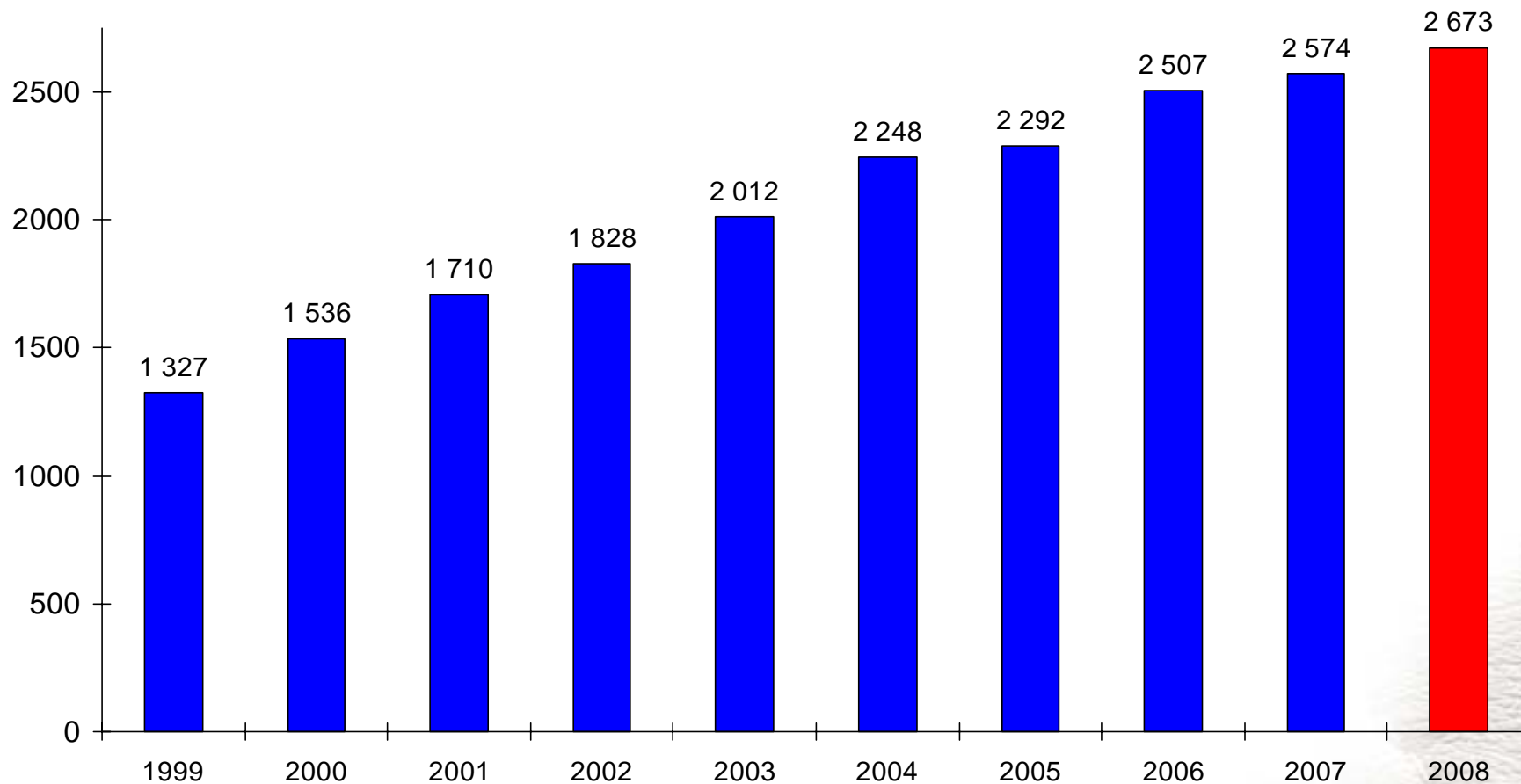
- Ekornes presenting solid figures – meeting the challenges in 2009 with profitability and financial power
- Special accountancy effects:
 

• Reversal provision bonus scheme	NOK	+51.9 mill
• Restructuring costs	NOK	-33.8 mill
• Write down – Depreciations	NOK	-14.3 mill
• Exchange rate effects	NOK	+37.5 mill
- Q4: Strong growth in Central Europe
- Steep decline in order influx in other markets
- Market prospects 2009: Challenging and uncertain
- Down scaling of production capacity
  - Stranda plant to be closed
  - Stressless capacity down 20% to 1,360 seat units per day  
(Based on 5 days production per week)
  - Svane capacity down 15%
- Good order influx in January 2009. Order book building up
- Foreign exchange position good. Raw material prices significantly down through Q1/09
- Board of directors proposing dividend of NOK 3.50 per share

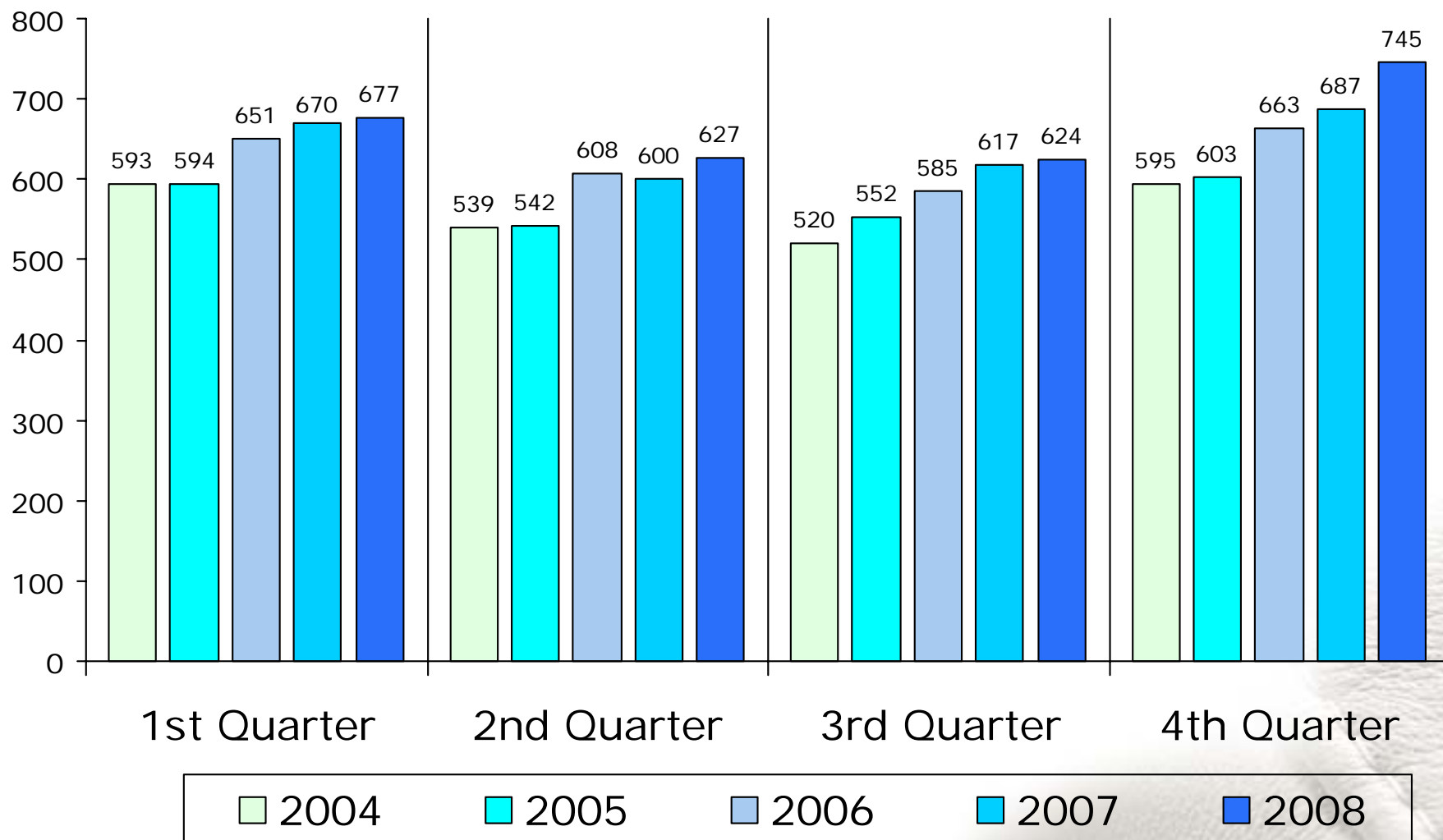
## Development in Operating Revenue



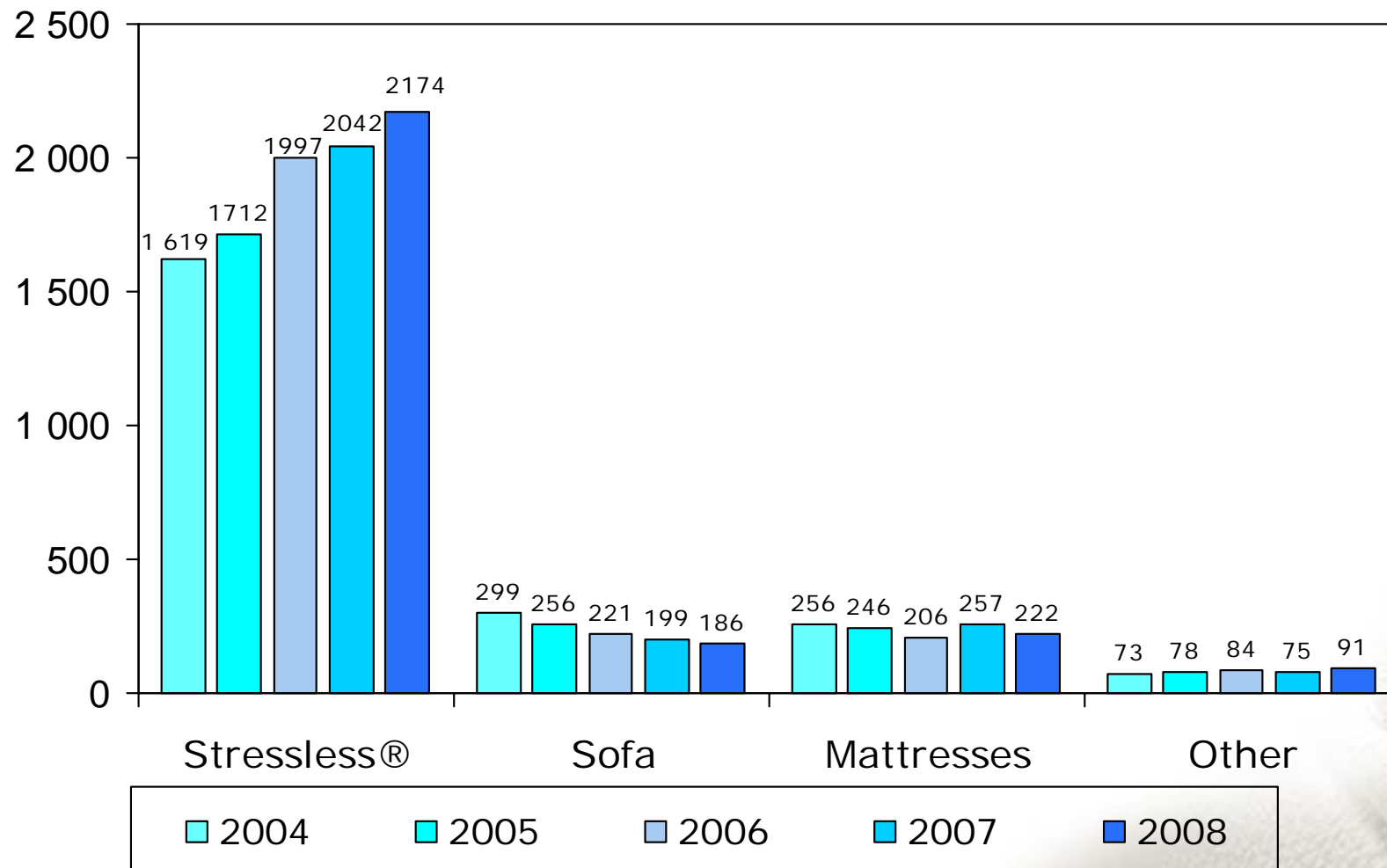
## Development in Operating Revenue



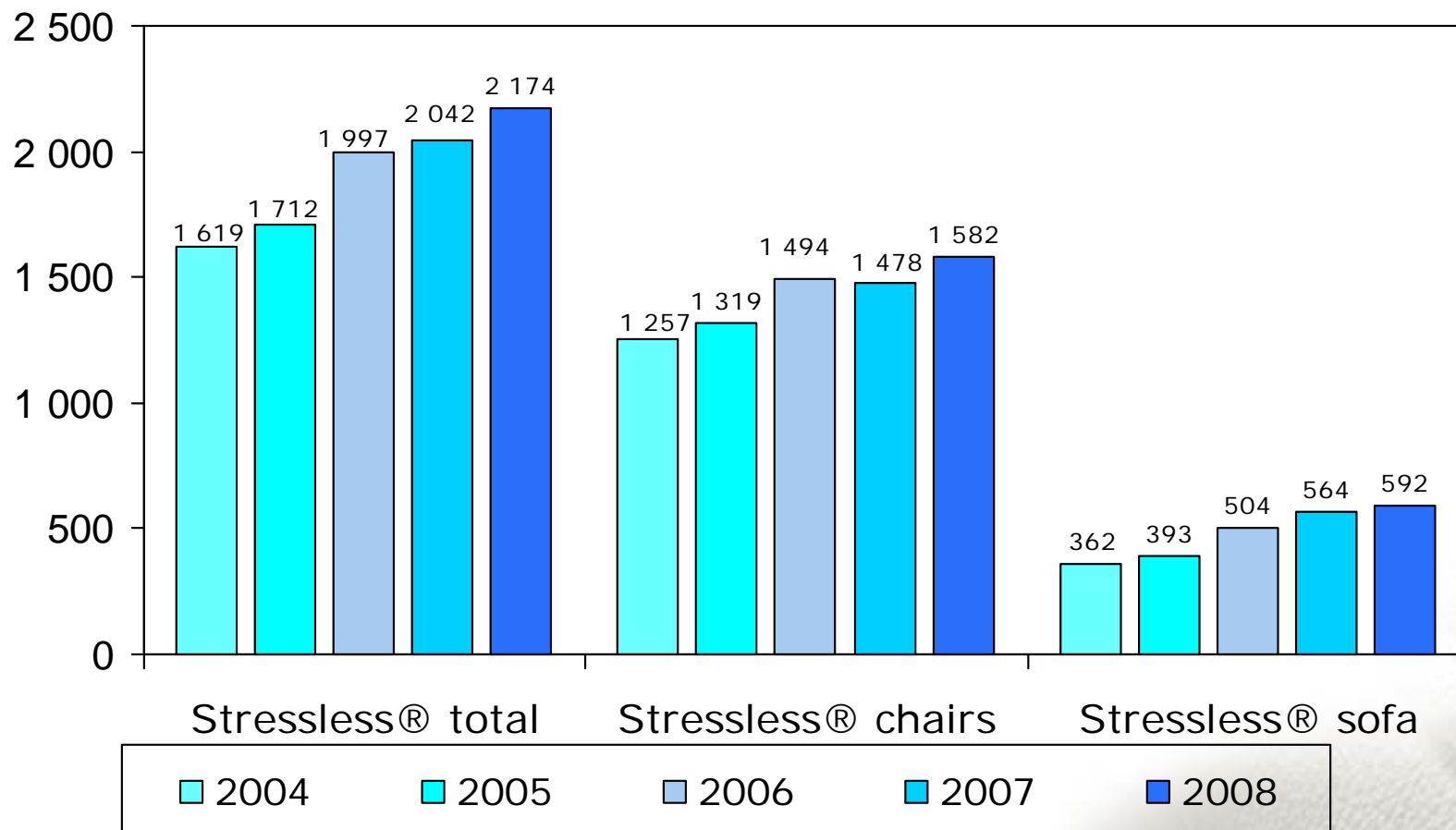
## Quarterly development in Operating Revenue (NOK mill.):



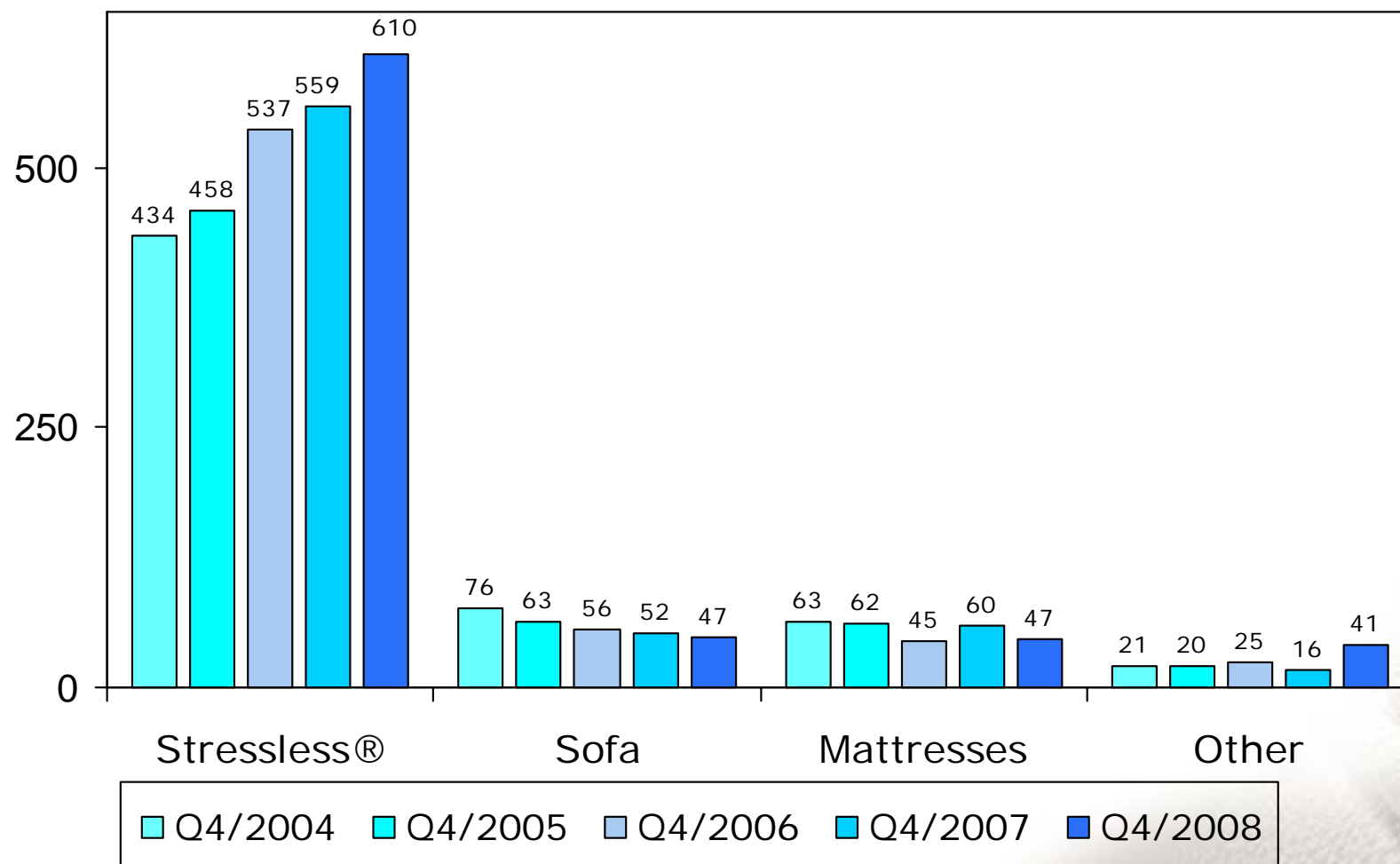
## Operating revenue by product area (Mill.NOK)



## Operating revenue: Product area Stressless® (Mill. NOK)

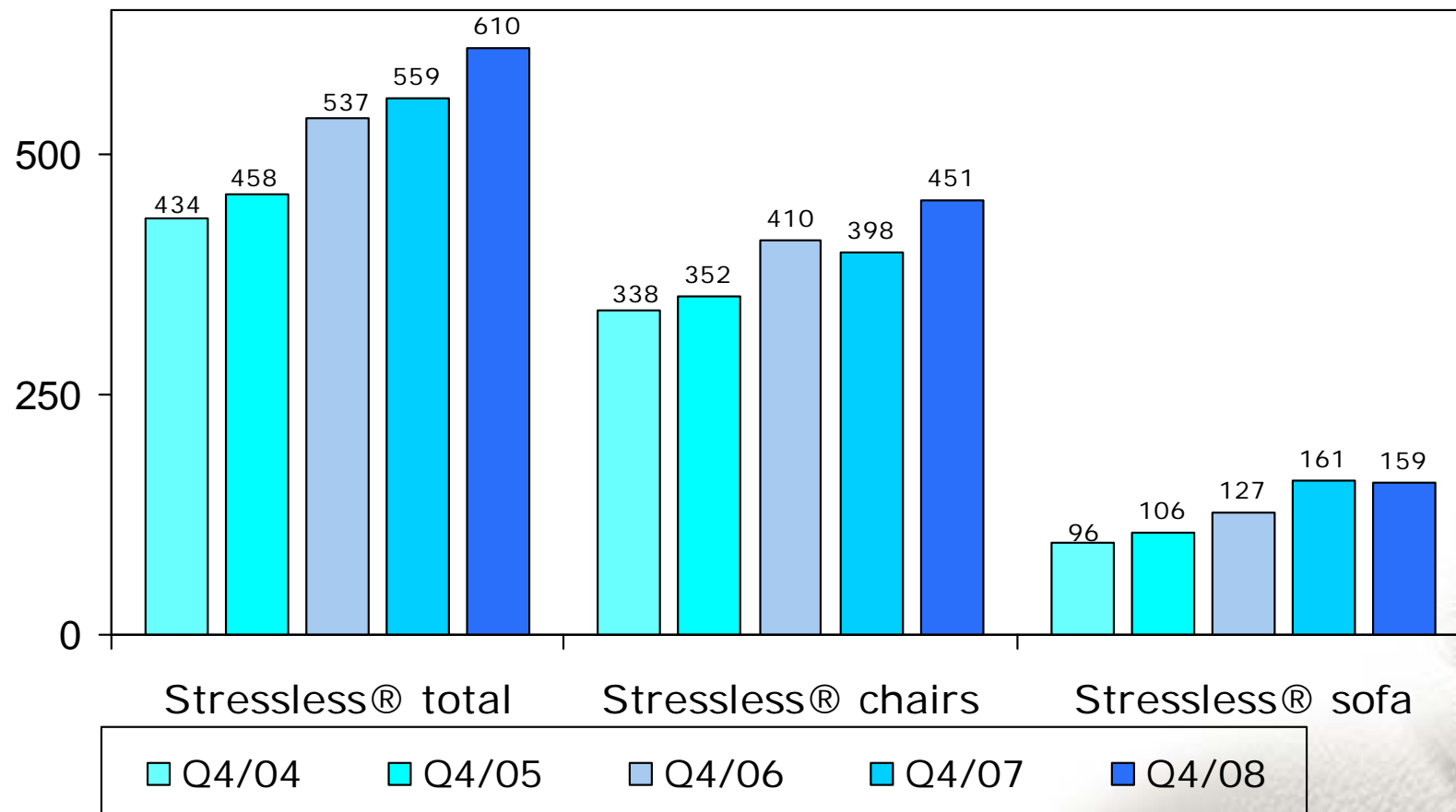


## Operating revenue by product area - Q4 figures (Mill.NOK)

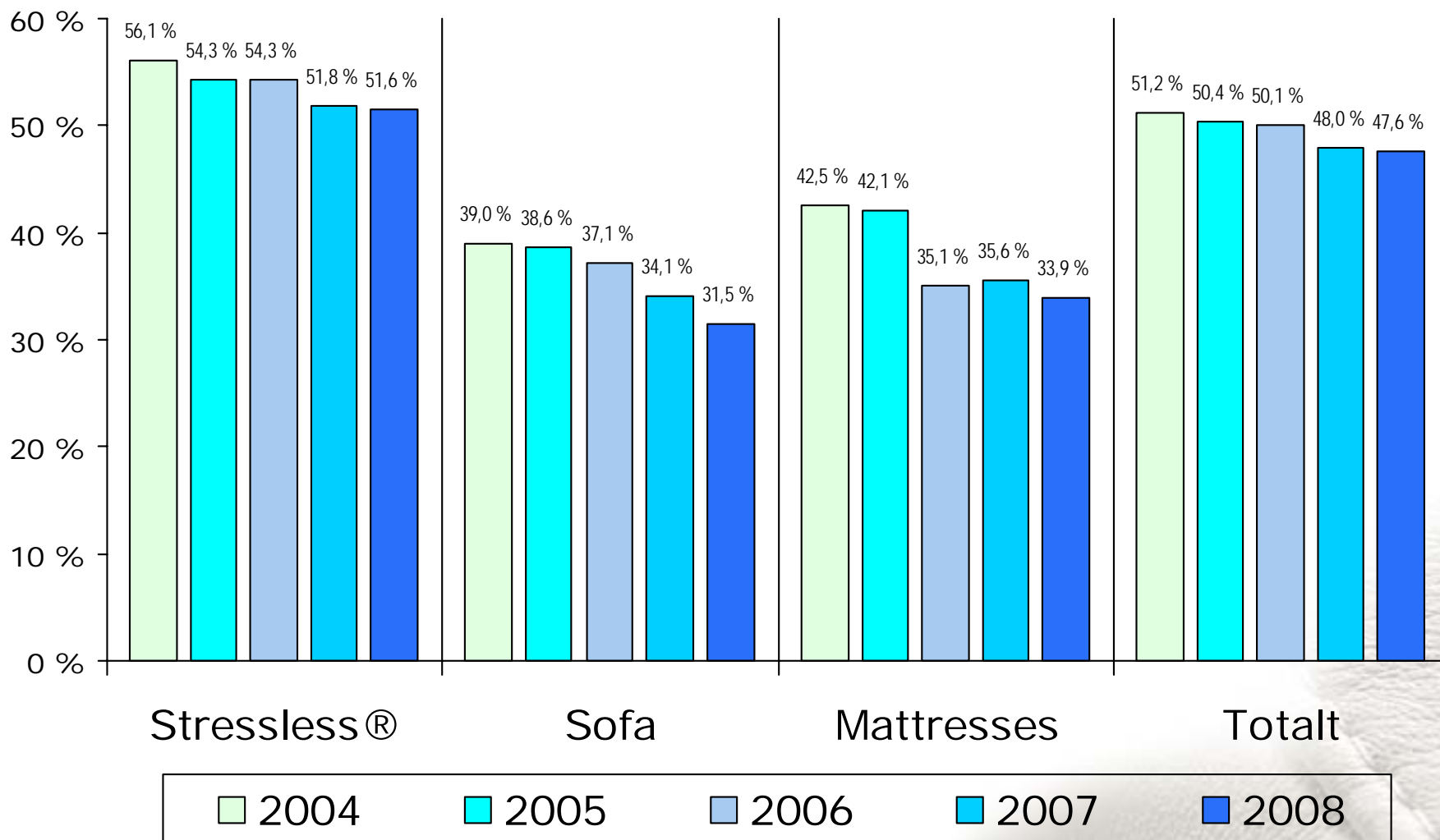




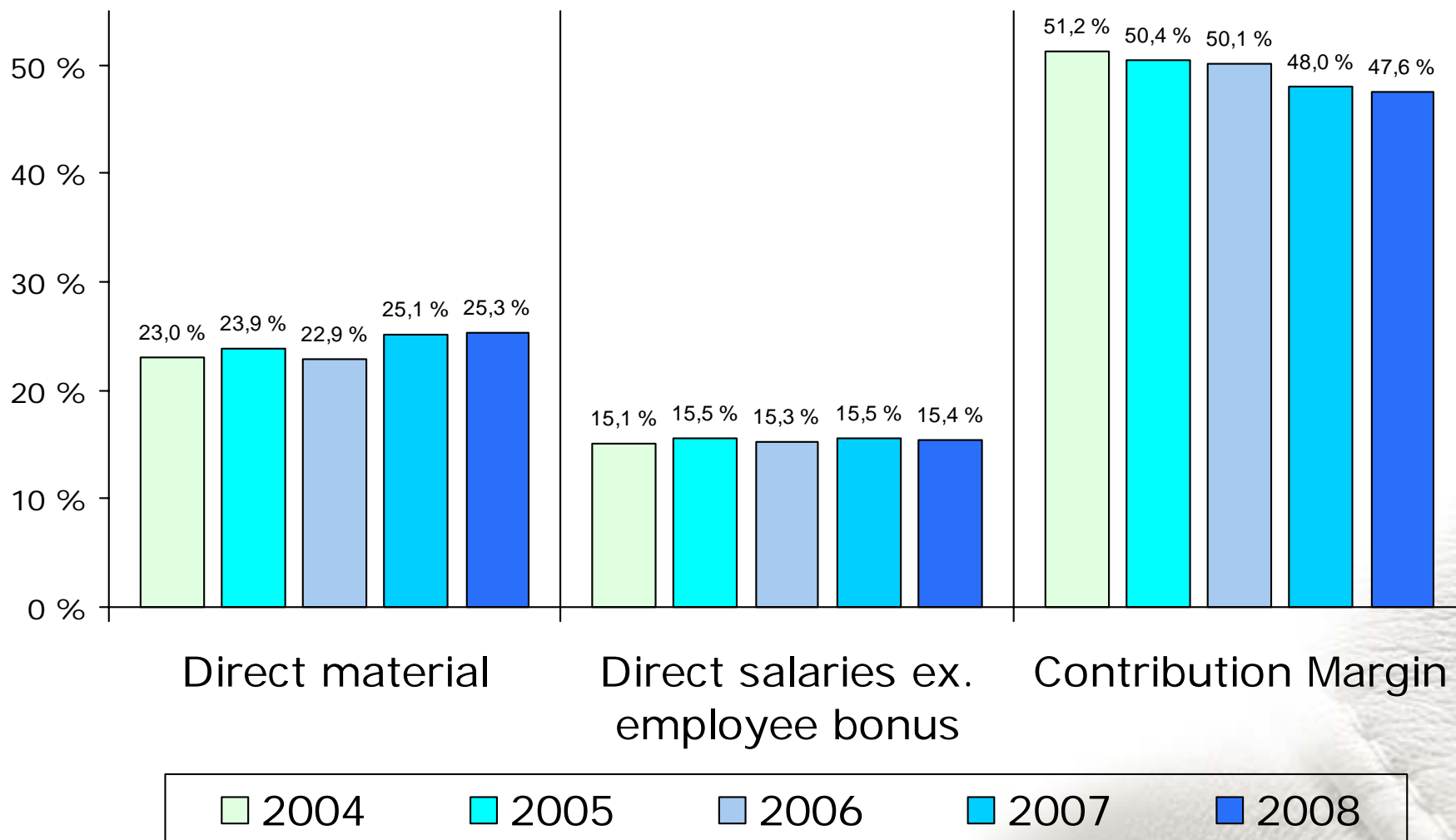
## Operating revenue: Product area Stressless® Q4 figures (Mill. NOK)



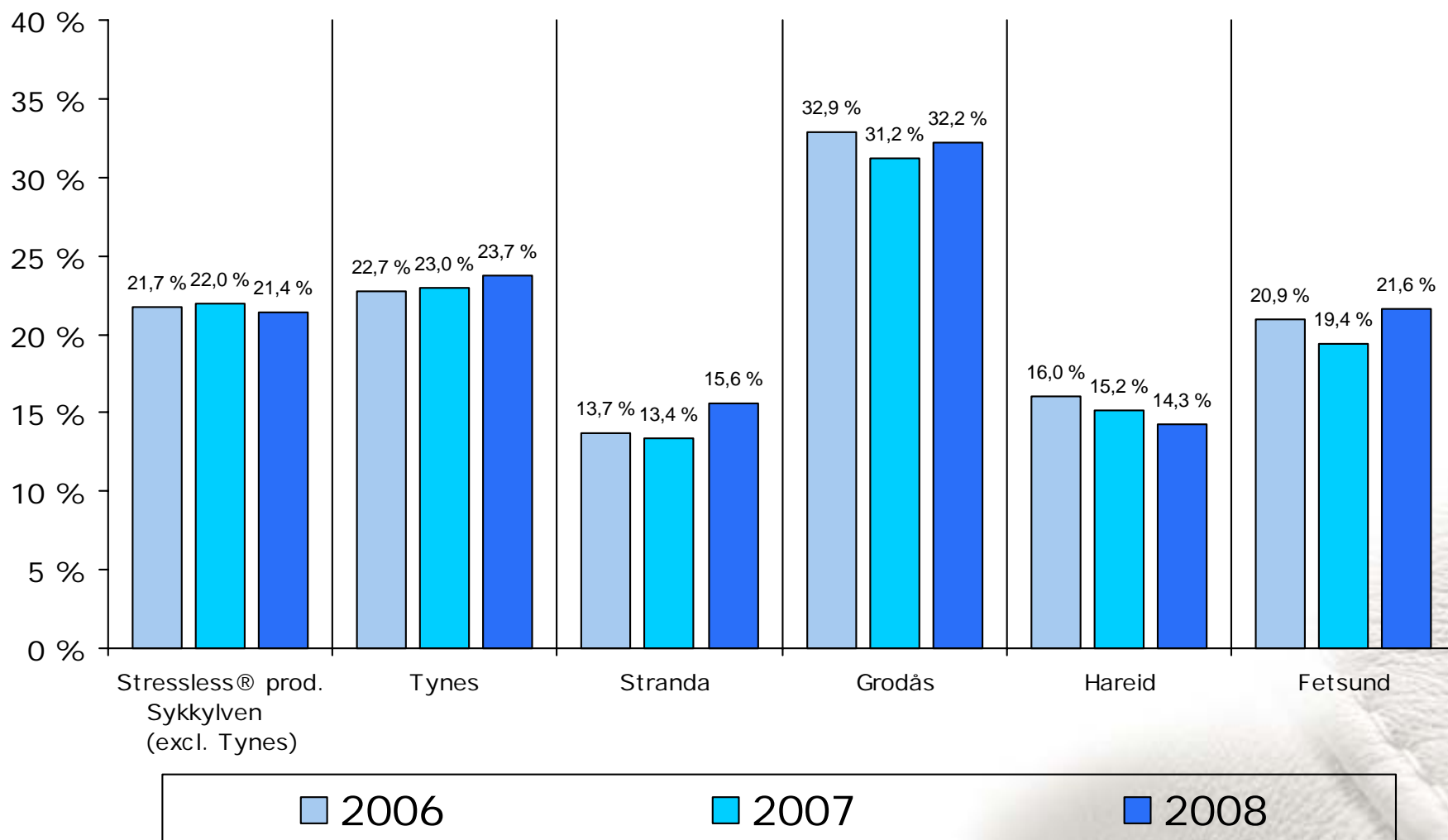
## Contribution margin by product area



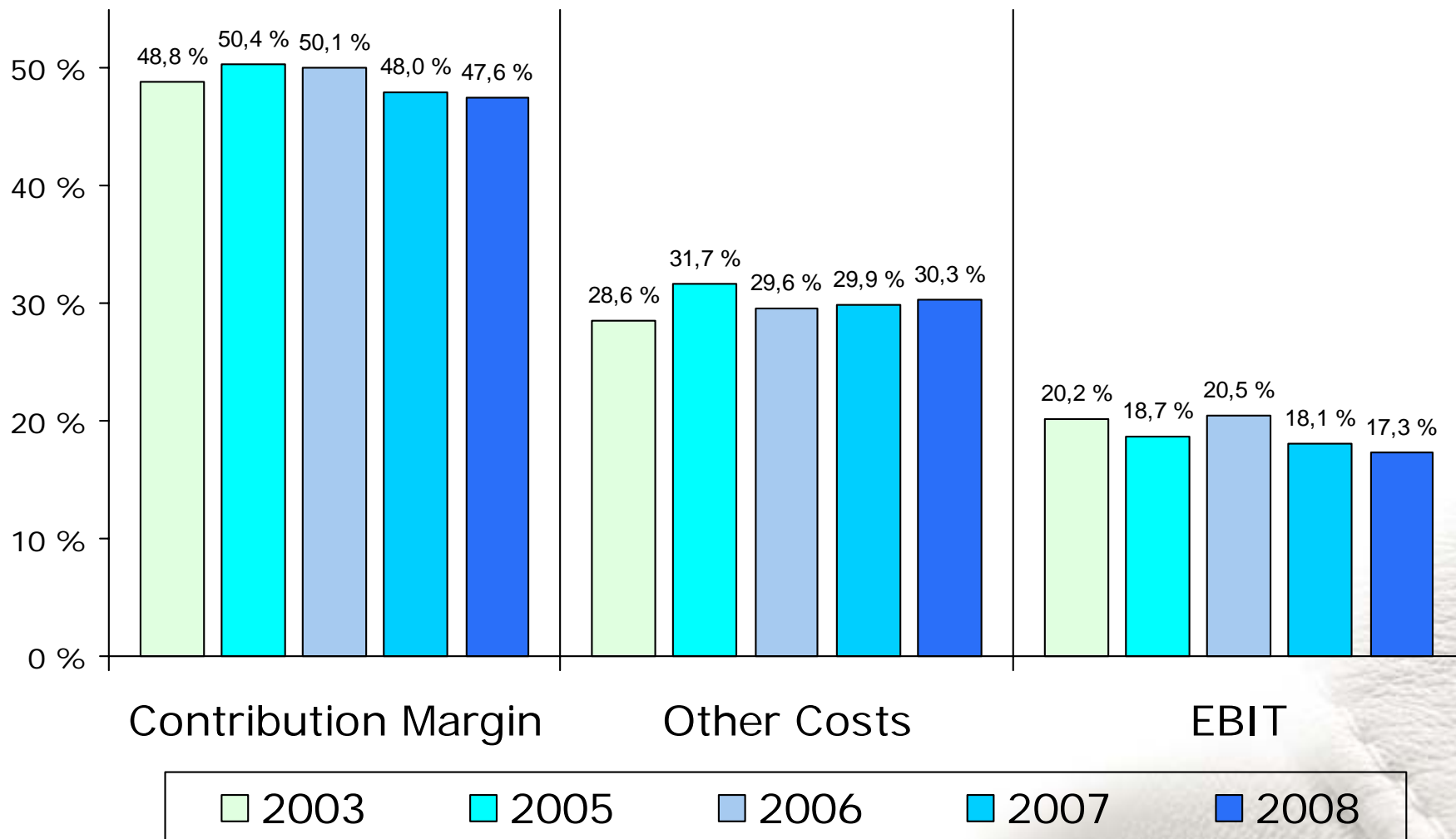
## Development in direct costs



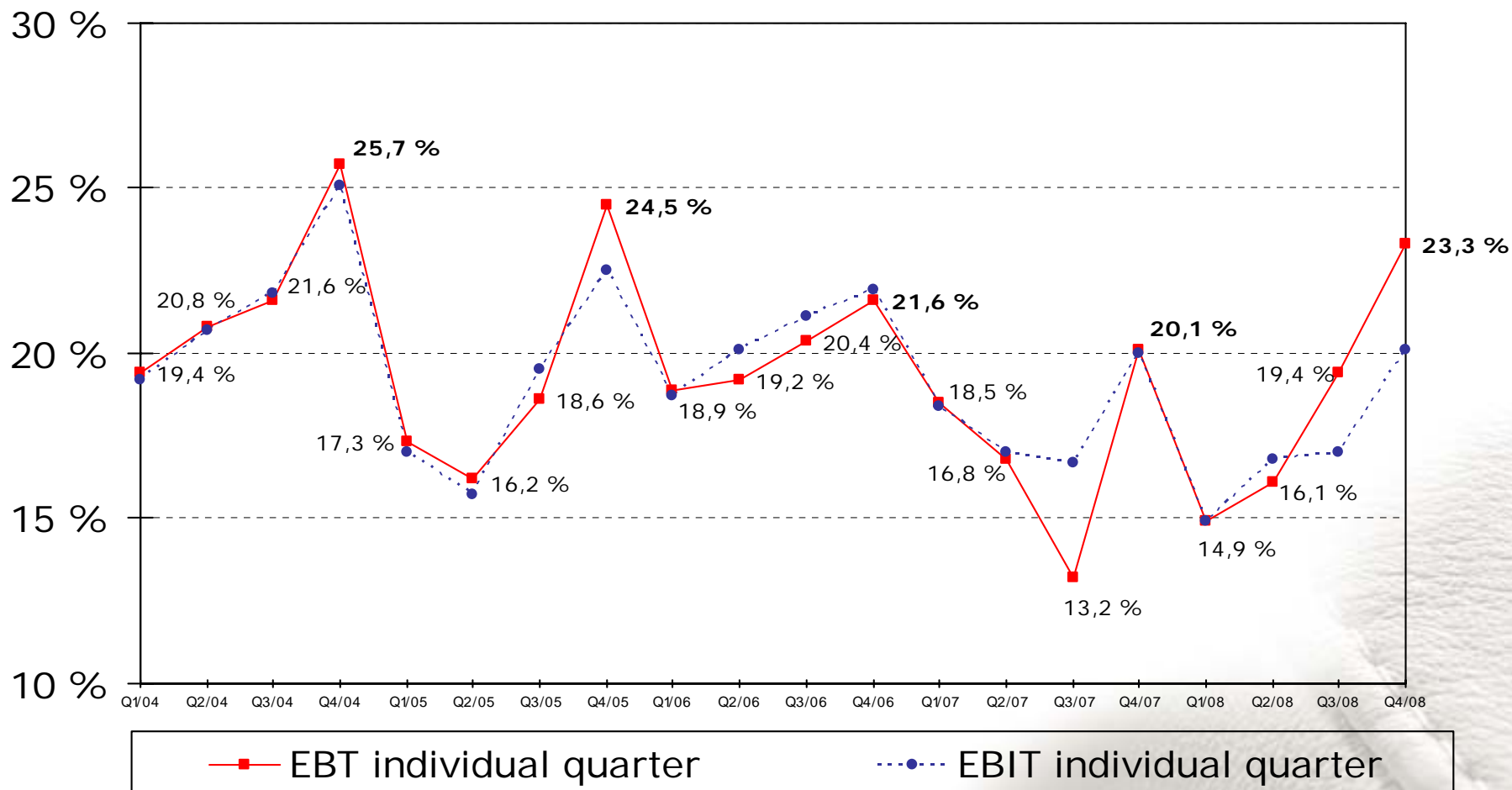
## Development in direct salaries at the factories (Based on factory revenues, year-end bonus not included)



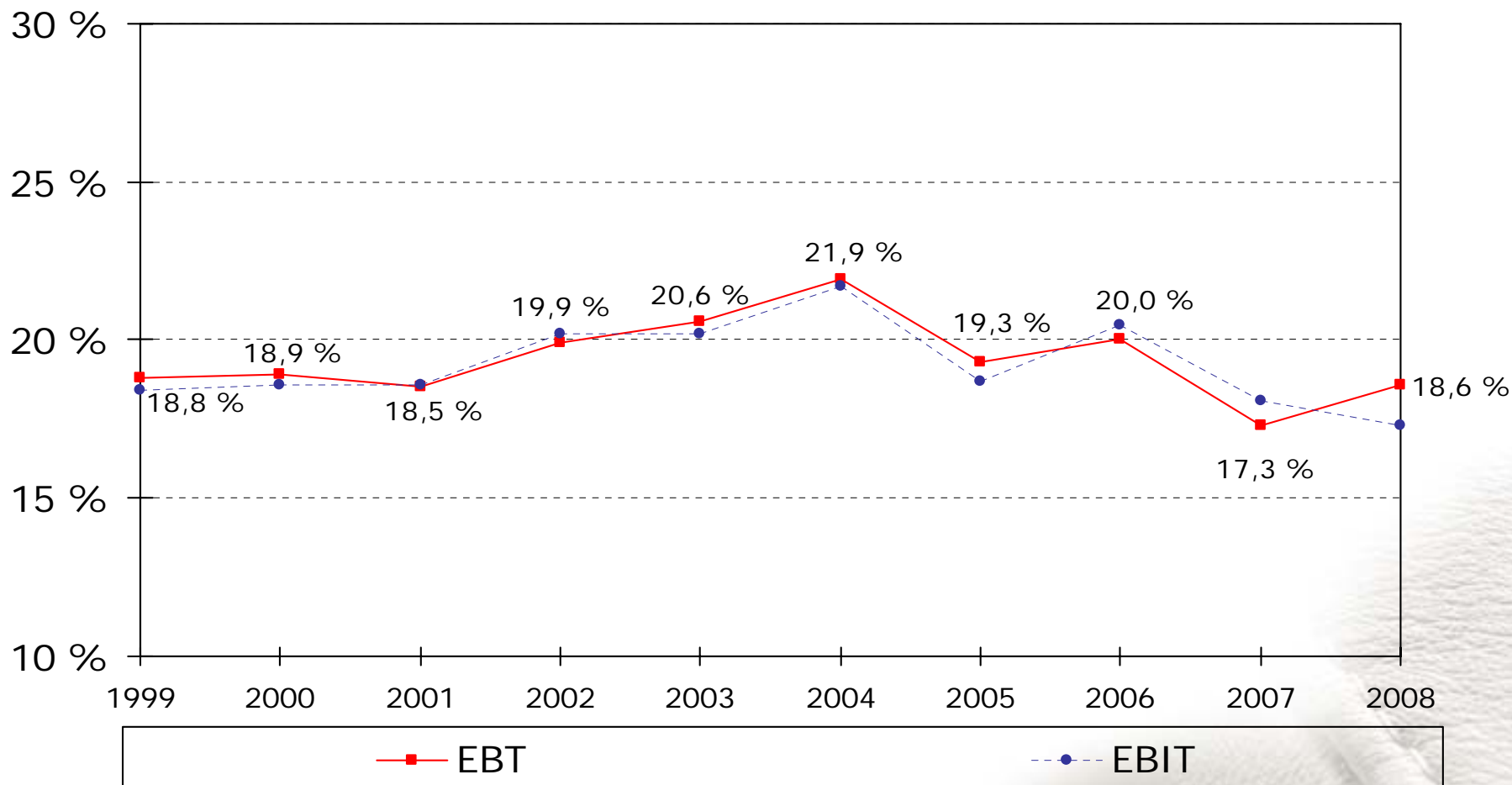
## Contribution and operating margin (EBIT)



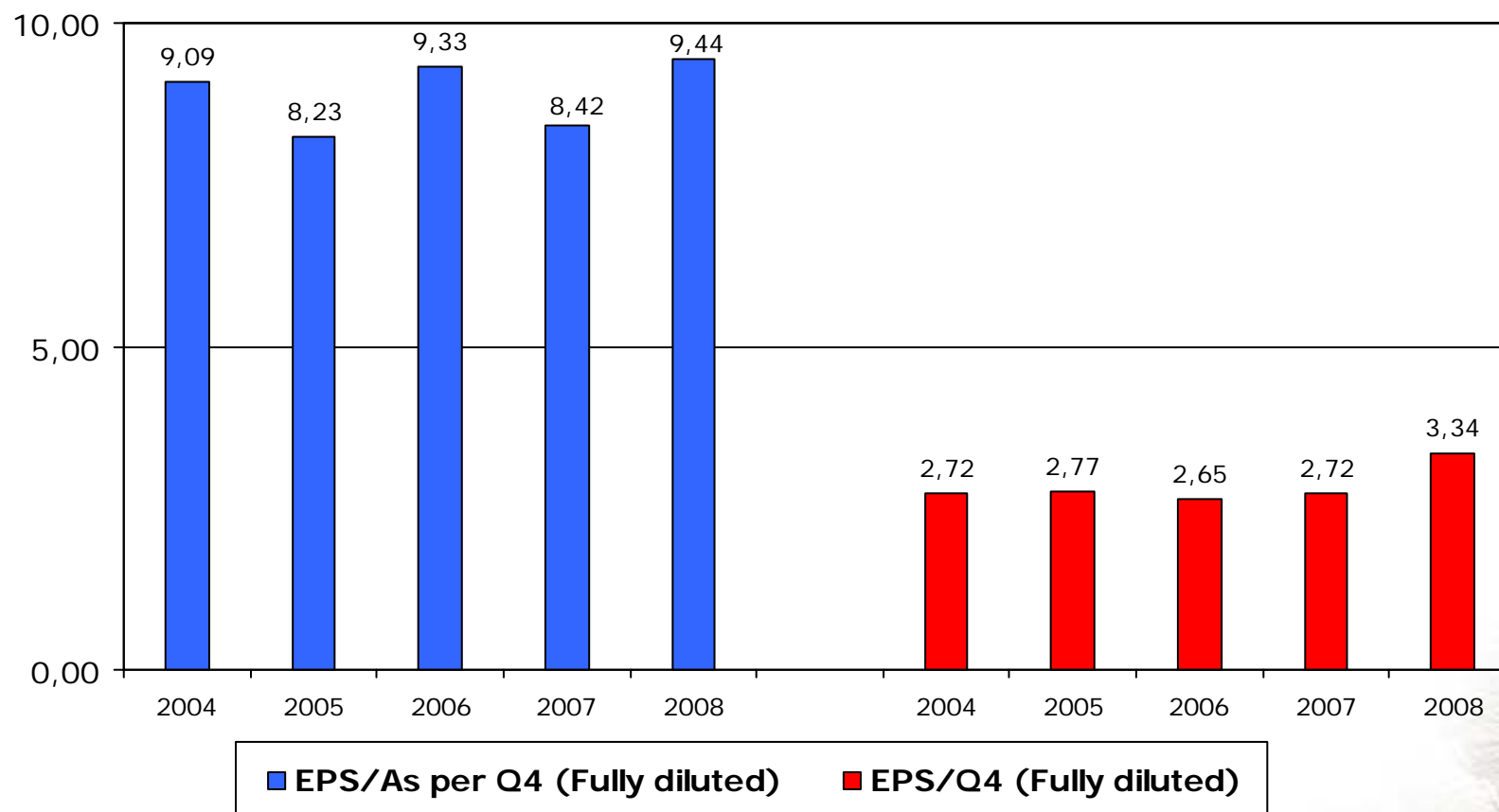
## Development in Pre-tax margin (EBT) and Operating result (EBIT):



## Development in Pre-tax margin (EBT) and Operating result (EBIT):



## Development EPS fully diluted (Figures in NOK)





## Income Statement (mill. NOK)

	2008		2007		Changes
<b>Operating revenues</b>	<b>2,673.1</b>	<b>100.0%</b>	<b>2,573.6</b>	<b>100.0%</b>	<b>3.9%</b>
Materials	676.4	25.3%	646.7	25.1%	4.6%
Salaries and social costs	728.8	27.3%	700.9	27.2%	4.0%
Reversal bonus scheme	-51.9				
Other operating expenses	737.2	27.6%	665.1	25.8%	10.8%
Depreciation	119.9	4.5%	95.8	3.7%	25.2%
<b>Total operating costs</b>	<b>2,210.4</b>	<b>82.7%</b>	<b>2,108.5</b>	<b>81.9%</b>	<b>4.8%</b>
<b>Operating result</b>	<b>462.7</b>	<b>17.3%</b>	<b>465.1</b>	<b>18.1%</b>	<b>-0.5%</b>
Net financial income/expenses	-3.2	-0.1%	2.8	0.1%	
Profit/loss currency exchange	37.5	1.4%	-23.8	-0.9%	
<b>Ordinary result before taxes</b>	<b>497.0</b>	<b>18.6%</b>	<b>444.1</b>	<b>17.3%</b>	<b>11.9%</b>
Taxes on ordinary result	-149.4	-5.6%	-134.1	-5.3%	11.4%
<b>Ordinary result after taxes</b>	<b>347.6</b>	<b>13.0%</b>	<b>310.0</b>	<b>12.0%</b>	<b>12.1%</b>
<b>EPS</b>	<b>9.44</b>		<b>8.42</b>		

## Income Statement individual quarter (mill. NOK)

	Q4/08		Q4/07		Changes
<b>Operating revenues</b>	<b>744.9</b>	<b>100.0%</b>	<b>687.1</b>	<b>100.0%</b>	<b>8.4%</b>
Materials	195.2	26.2%	183.6	26.7%	6.4%
Salaries and social costs	172.8	23.2%	171.9	25.0%	0.5%
Reversal bonus scheme	-51.9				
Other operating expenses	237.1	31.8%	169.6	24.7%	39.7%
Depreciation	42.0	5.6%	24.8	3.6%	69.1%
<b>Total operating costs</b>	<b>595.2</b>	<b>79.9%</b>	<b>550.0</b>	<b>80.0%</b>	<b>8.2%</b>
<b>Operating result</b>	<b>149.7</b>	<b>20.1%</b>	<b>137.1</b>	<b>20.0%</b>	<b>9.2%</b>
Net financial income/expenses	-2.2	-0.3%	0.8	0.1%	
Profit/loss currency exchange	26.3	3.5%	-0.1	0.0%	
<b>Ordinary result before taxes</b>	<b>173.8</b>	<b>23.3%</b>	<b>137.8</b>	<b>20.1%</b>	<b>26.0%</b>
Calculated taxes ordinary result	-50.8	-6.8%	-37.6	-5.5%	-17.7%
<b>Ordinary result after taxes</b>	<b>123.0</b>	<b>16.5%</b>	<b>100.2</b>	<b>14.6%</b>	<b>22.7%</b>
<b>EPS</b>	<b>3.34</b>		<b>2.72</b>		

## Summary: One-time effects in the 2008 accounts (mill.NOK)

	YTD/2008	Q4/2008
Reversal long term bonus scheme (2005-2007)	-51.9	-51.9
Other operating expenses	33.8	33.8
Depreciation	14.3	14.3
<b>Effect on total operating costs</b>	<b>-3.8</b>	<b>-3.8</b>
<b>Effect on operating result</b>	<b>3.8</b>	<b>3.8</b>
Profit/loss currency exchange	37.5	26.3
<b>Effect on ordinary result before taxes</b>	<b>41.3</b>	<b>30.1</b>

**Balance Sheet (mill. NOK)**

	<b>2008</b>	<b>2007</b>	<b>CHANGES</b>
<b>Total Long Term Assets</b>	<b>1,045.3</b>	<b>901.1</b>	<b>16.0%</b>
(Of this deferred tax assets: 76.3 mill)			
Inventories	285.2	213.1	33.8%
Trade Debtors	402.3	371.8	8.2%
Other Current Assets	35.8	34.4	4.1%
Value of forward contracts	-	87.0	
Cash and Bank Deposits	149.2	208.2	-28.3%
<b>Total Current Assets</b>	<b>872.5</b>	<b>914.5</b>	<b>-4.6%</b>
<b>TOTAL ASSETS</b>	<b>1,917.8</b>	<b>1,815.6</b>	<b>5.6%</b>
<b>Total Equity</b>	<b>1,103.5</b>	<b>1,265.4</b>	<b>-12.8%</b>
Provisions, commitments, deferred tax	28.4	37.7	-24.7%
Trade Creditors	106.5	109.2	-2.6%
Taxes, VAT and national insurance	153.3	152.0	0.9%
Value of forward contracts	297.0	-	
Bank loans	52.3	40.6	28.8%
Other current liabilities	176.9	210.8	-16.0%
<b>Total Liabilities</b>	<b>814.3</b>	<b>550.2</b>	<b>48.0%</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,917.8</b>	<b>1,815.6</b>	<b>5.6%</b>

## Balance Sheet (mill. NOK)

	Q4/08	Q3/08	CHANGES
<b>Total Long Term Assets</b>	<b>1,045.3</b>	<b>968.6</b>	<b>76.7</b>
(Of this deferred tax assets: 76.3 mill)			
Inventories	285.2	257.1	28.1
Trade Debtors	402.3	439.0	36.7
Other Current Assets	35.8	27.4	8.4
Cash and Bank Deposits	149.2	-	149.2
<b>Total Current Assets</b>	<b>872.5</b>	<b>723.5</b>	<b>149.0</b>
<b>TOTAL ASSETS</b>	<b>1,917.8</b>	<b>1,692.1</b>	<b>225.7</b>
<b>Total Equity</b>	<b>1,103.5</b>	<b>1,147.2</b>	<b>-43.7</b>
Provisions, commitments, deferred tax	28.4	26.9	1.5
Trade Creditors	106.5	117.9	-11.4
Taxes, VAT and national insurance	153.3	80.0	73.3
Value of forward contracts	297.0	4.5	292.5
Bank loans	52.3	91.1	-38.8
Other current liabilities	176.9	224.5	47.6
<b>Total Liabilities</b>	<b>814.3</b>	<b>544.9</b>	<b>269.4</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,917.8</b>	<b>1,692.1</b>	<b>225.7</b>

## EQUITY

	2008	2007	2006
Actuarial gains on defined benefit plans	-4.8	-4.6	-7.6
Change in deferred tax - pensions	1.3	1.3	2.1
Change in value cash-flow hedging	-384.0	90.8	-97.4
Change in deferred tax – cash flow hedging	107.5	-25.4	27.4
Translation differences	11.5	-4.9	4.4
Translation differences – net financing subsidiaries	48.9	-	-
Change in deferred tax – net financing subsidiaries	-13.7	-	-
<b>Income and expenses recognised directly in equity</b>	<b>-233.3</b>	<b>57.2</b>	<b>-71.1</b>
<b>Profit for the period</b>	<b>347.6</b>	<b>310.0</b>	<b>343.7</b>
<b>Total income and expenses recognised for the period</b>	<b>114.3</b>	<b>367.2</b>	<b>272.6</b>
<b>Equity 01.01</b>	<b>1,265.4</b>	<b>1,159.5</b>	<b>1,164.8</b>
Total income and expenses recognised for the period	114.3	367.2	272.6
Dividend paid out	-276.2	-276.2	-276.2
Purchase own shares	-	-7.9	-18.9
Sale own shares	-	22.8	17.2
<b>Equity 31.12</b>	<b>1,103.5</b>	<b>1,265.4</b>	<b>1,159.5</b>

## Development in cash-flow and bank deposits (Mill.NOK)

	2008	2007	2006	2005
<b>Net cash flow from:</b>				
Operating activities	405.0	331,6	477.1	376.4
Investing activities	-187.8	-186.7	-88.0	-129.1
Financing activities	-276.2	-261.2	-277.9	-266.4
<b>Net change in cash and cash equivalents</b>	<b>-59.0</b>	<b>-116.4</b>	<b>111.2</b>	<b>-19.1</b>
Cash and cash equivalents at the beginning of period	208.2	324.6	213.4	232.5
<b>Cash and cash equivalents at the end of period</b>	<b>149.2</b>	<b>208.2</b>	<b>324.6</b>	<b>213.4</b>

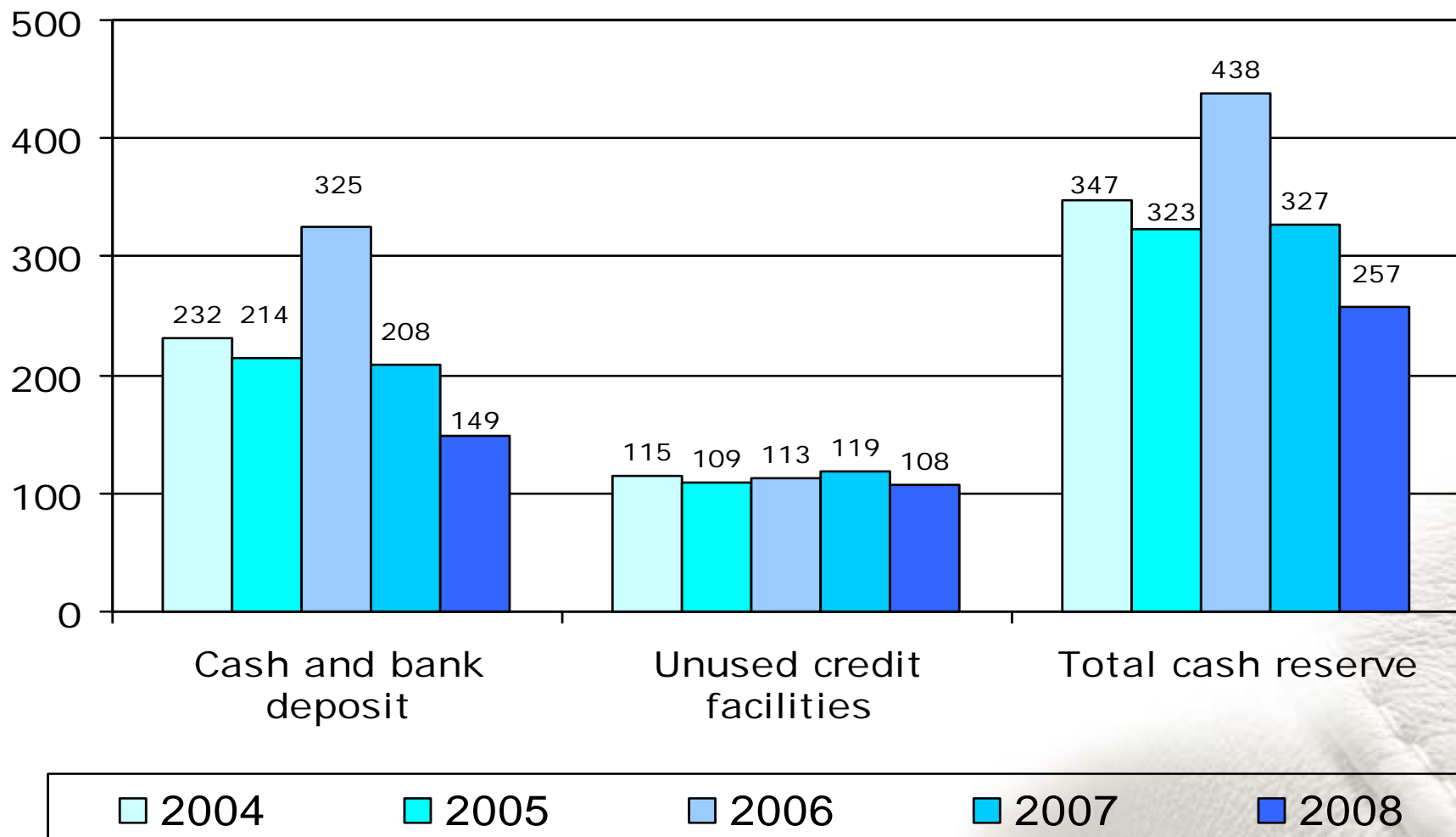
## Development in Total Capital, Net-working Capital and Equity (mill. NOK)

	2008	2007	2006	2005
Total capital	1,917.8	1,815.6	1,725.0	1,676.6
Net-working capital*	383.6	315.0	374.2	308.8
Equity	1,103.5	1,265.4	1,159.5	1,168.2
Equity ratio	57.5%	69.7%	67.2%	69.7%
Equity ratio adjusted for: Dividend and FX	73.3%	53.6%	51.3%	52.1%

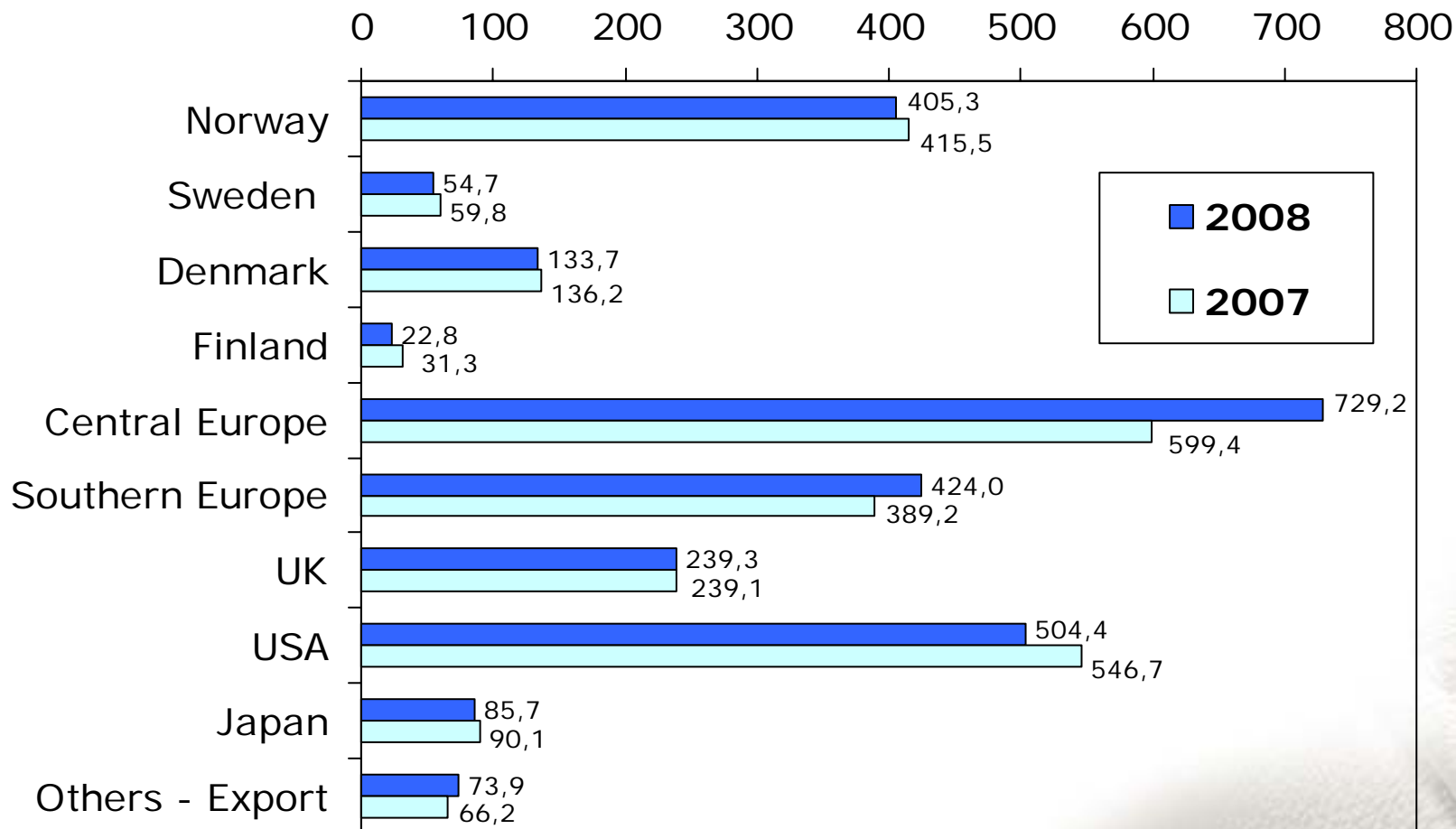
\*Not included the market value of forward contracts.



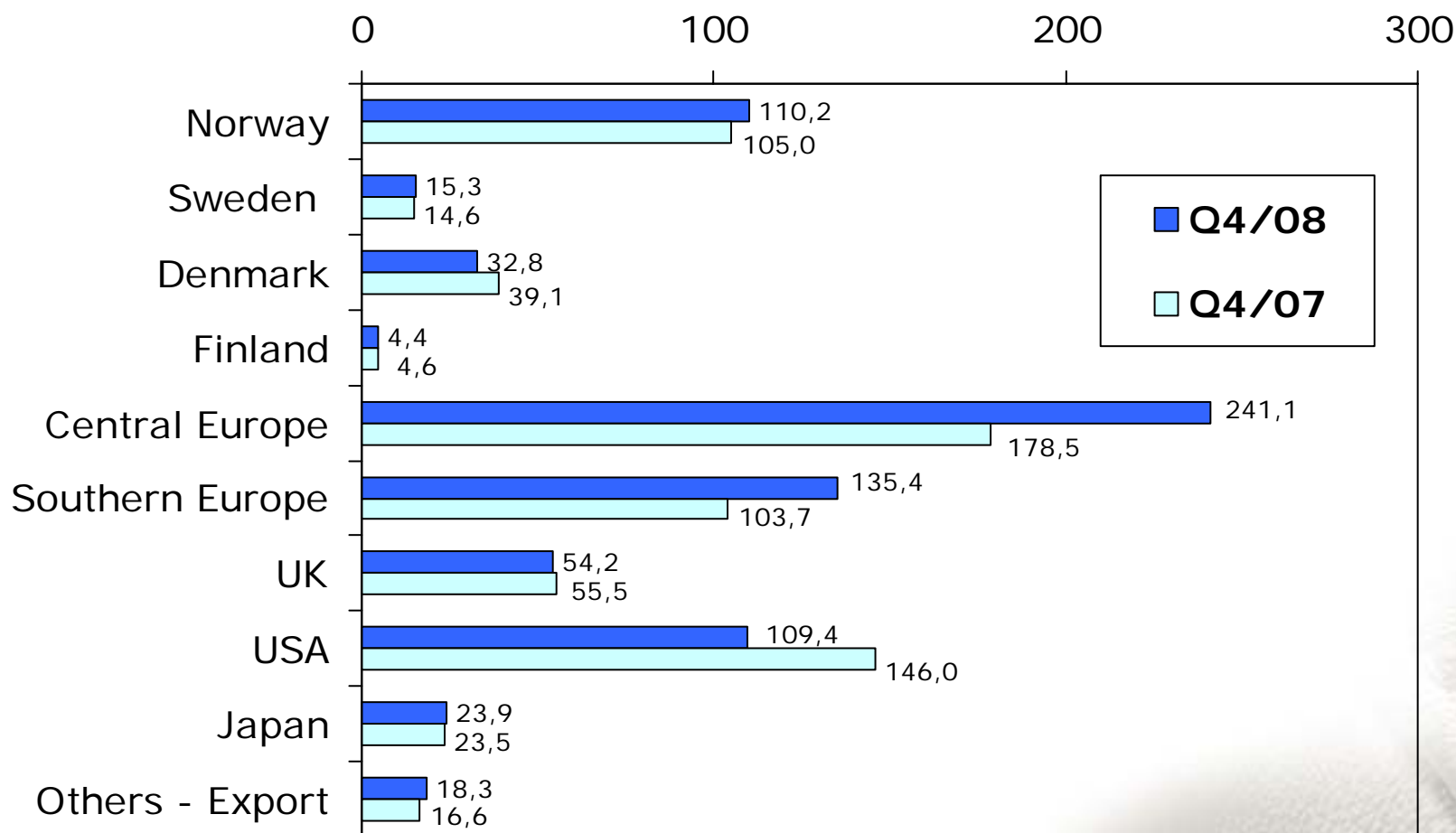
## Cash Reserve (Mill. NOK):



## Operating revenue per market (Mill. NOK)



## Operating revenue per market – Q4 (Mill. NOK)



## Operating revenue per market (Mill. NOK)

	<b>Changes 07 – 08</b>	<b>2008</b>	<b>2007</b>	<b>2006</b>	<b>2005</b>
Norway	-2.5%	405.3	415.5	382.0	408.4
Sweden	-8.6%	54.7	59.8	64.0	63.8
Denmark	-1.8%	133.7	136.2	113.6	86.7
Finland	-27.2%	22.8	31.3	30.9	28.4
Central - Europe	21.7%	729.2	599.4	616.5	512.5
Southern - Europe	8.9%	424.0	389.2	380.7	336.1
UK	0.1%	239.3	239.1	232.0	227.2
USA	-7.7%	504.4	546.7	552.1	527.3
Japan	-4.8%	85.7	90.1	85.2	68.7
Others - Export	11.6%	73.9	66.2	50.4	32.4
<b>Total</b>	<b>3.9%</b>	<b>2,673.1</b>	<b>2,573.6</b>	<b>2,507.3</b>	<b>2,291.5</b>

## Coming events:

- 14 May 2009: Announcement of Q1/09 result and Ordinary General Assembly
- 15 May 2009: Presentation of Q1/09 result
- 17 August 2009: Announcement of Q2/09 result
- 18 August 2009: Presentation of Q2/09 result
- 10 November 2009: Announcement of Q3/09 result
- 11 November 2009: Presentation of Q3/09 result

# Questions?

## Largest shareholders (31.12.2008)

1.	Nordstjernan AB	SWE	10.67%
2.	State Street Bank	USA	10.17%
3.	Folketrygdfondet	NOR	9.72%
4.	JP Morgan Chase Bank	GBR	6.75%
5.	Skandinaviska Enskilda	NOR	4.96%
6.	Orkla ASA	NOR	4.08%
7.	Pareto Aksje Norge	NOR	3.91%
8.	Handelsbanken Helsinki	FIN	3.37%
9.	Berit Ekornes Unhjem	NOR	2.89%
10.	Oslo Pensjonsforsikring	NOR	2.88%

Other shareholders approx. 2,764 40.60%

Proportion:	Norwegian shareholders	45.9%
	Foreign shareholders	54.1%

## Board of Directors

## Group Management

- Olav Kjell Holtan
- Gry Hege Sølsnes
- Stian Ekornes
- Kjersti Kleven
- Torger Reve
- Nora Förisdal Larssen

### Employee Representatives:

- Arnstein Johannesen
- Tone Helen Hanken
- Atle Berntzen

- CEO: Nils-Fredrik Drabløs  
[nilsfredrik.drablos@ekornes.no](mailto:nilsfredrik.drablos@ekornes.no)  
Phone: +47 70 25 52 28  
Mobile: +47 90 01 78 92
- COO: Øyvind Tørlen  
[oyvind.torlen@ekornes.no](mailto:oyvind.torlen@ekornes.no)  
Phone: +47 70 25 52 22  
Mobile: +47 97 11 19 79
- CFO: Robert Svendsen  
[robert.svendsen@ekornes.no](mailto:robert.svendsen@ekornes.no)  
Phone: +47 70 25 52 13  
Mobile: +47 91 89 50 24
- Marketing Director: Runar Haugen
- International Marketing Director: Svein Lunde