

Ekornes ASA

4th QUARTER 2013

The Ekornes logo is a dark blue rectangular box with the word "EKORNES" in white, uppercase, sans-serif font. The box is positioned in the bottom right corner of the slide, partially overlapping the blue-tinted landscape image.

EKORNES

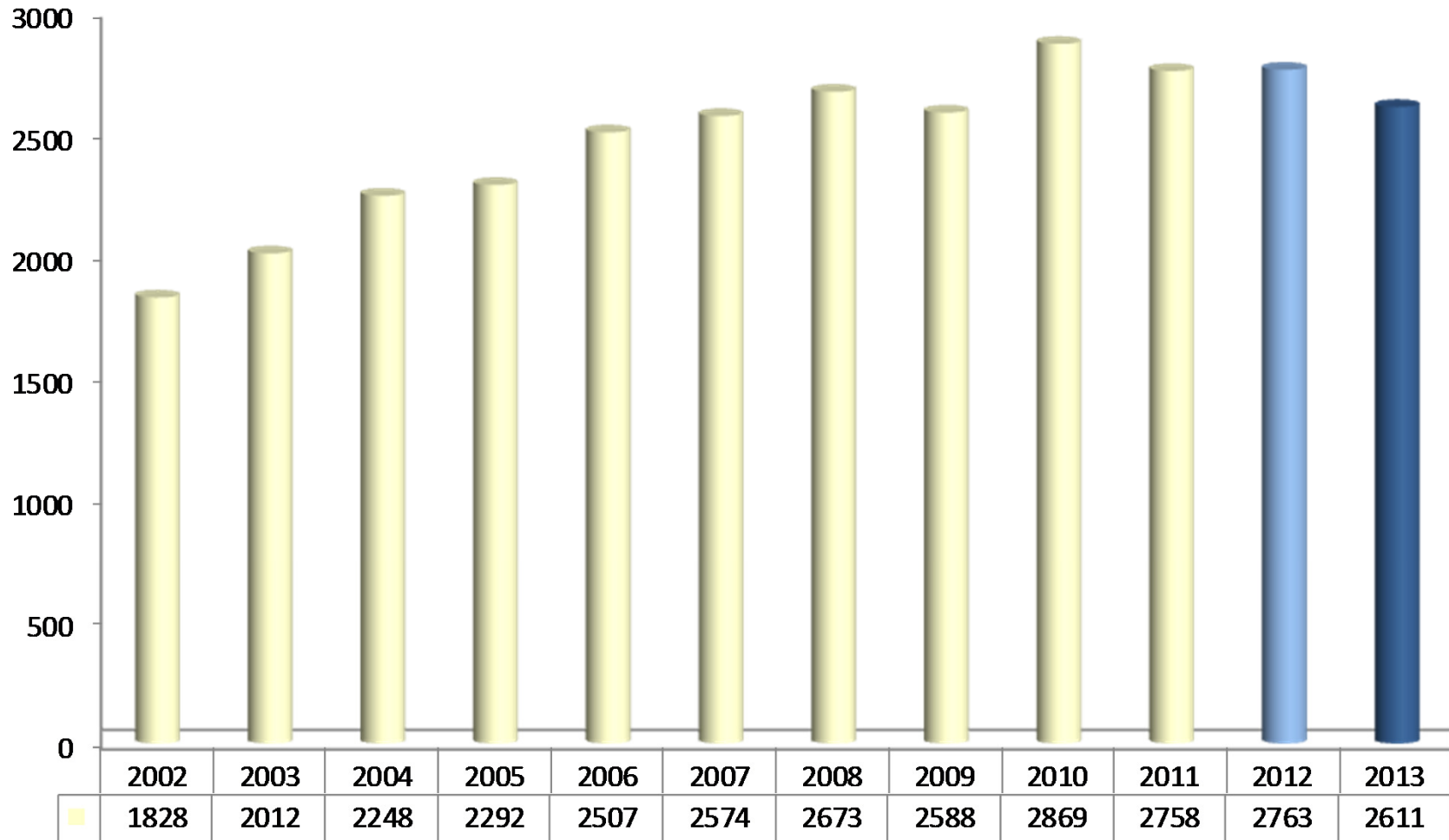
Ekornes Q4 – Headlines:

- Operating revenue: Q4: NOK 670 Mill. (down 7.1%). YTD : NOK 2611.3 Mill. (down 5.5%)
- Operating margin (EBIT) Q4: 14.4% (15.8%). YTD: 12.0% (14.4%)
- Dividend: The Board is proposing NOK 5.50 per share.
- In general, markets are challenging and uncertain. Consumers seem cautious in most markets.
- Norway and Central Europe slowing down. Signs of improvement in Germany into start 2014. USA slowly resuming.
- Order intake in total down. However, improving through Q4 and January 2014. Order book satisfactory and at last year's level.
- New Stressless® chairs with metal base launched autumn 2013. Introduction well received by retailers. Selling well in shops where displayed.
- Production Stressless®
 - YTD: 1,629 seats per day (YTD 2012: 1,725 seats)
 - Q4: 1,534 seats per day (Q4 2012: 1,708 seats)
 - Production capacity approx. 1,650 seats into 2014 (depending on mix).
- Svane® down 10%. Norway, Sweden, Finland down. Denmark stable and CE up. Figures small in markets outside Norway. Improvement program continuing – focus on cost savings and improving market position.
- Full capacity utilization expected in Q1-2014 in all production plants (at planned capacity level). Some disruptions through December and January due to the implementing of SAP.
- Foreign exchange position good. Raw material prices trend stable but at a high level. Signals uncertain.
- Ekornes reverting to using the IFRS principles of Hedge Accounting as from Q1-2014.
- Letter of intent signed with IMG in December. DD through Q1-2014.

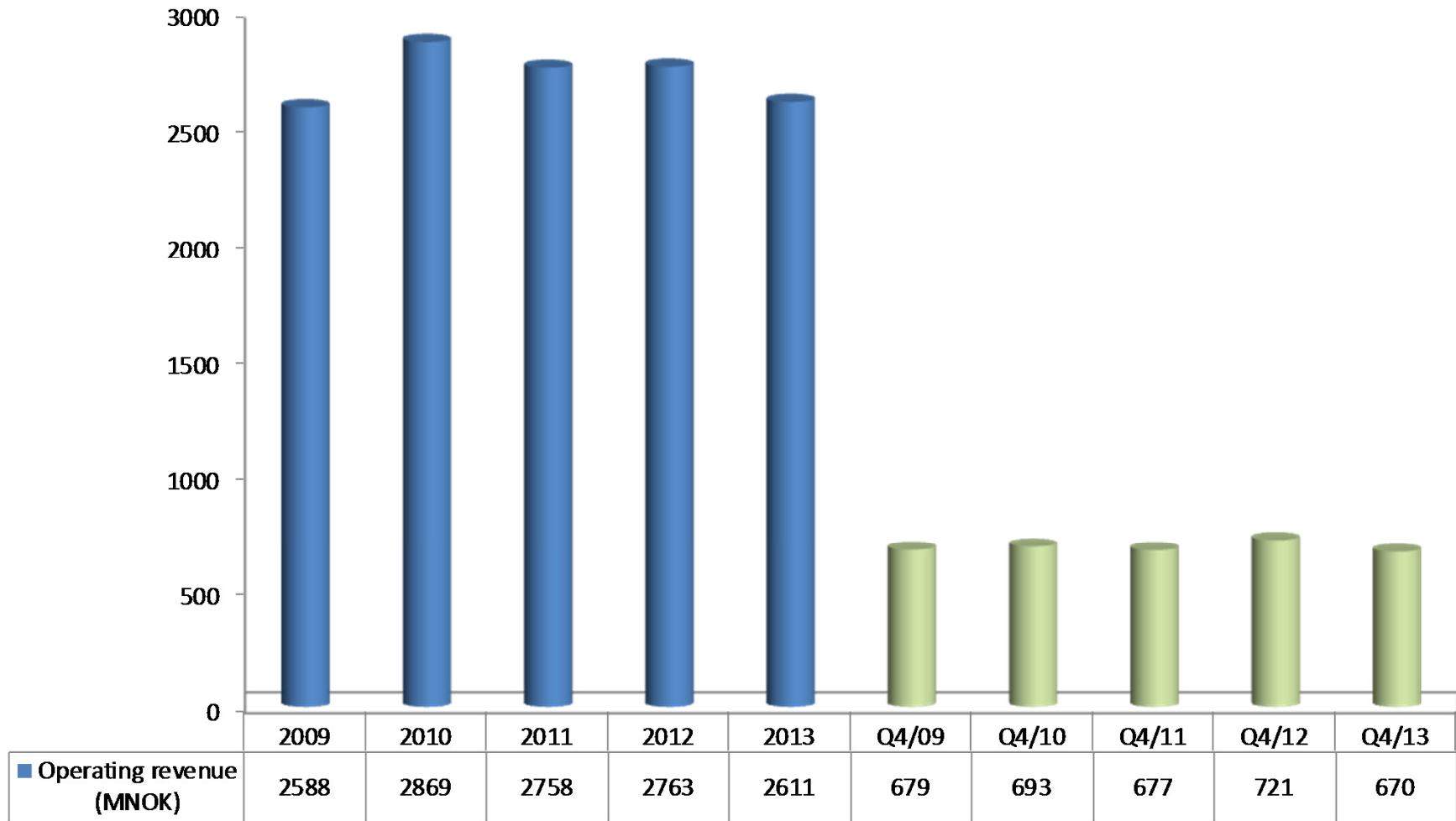
News



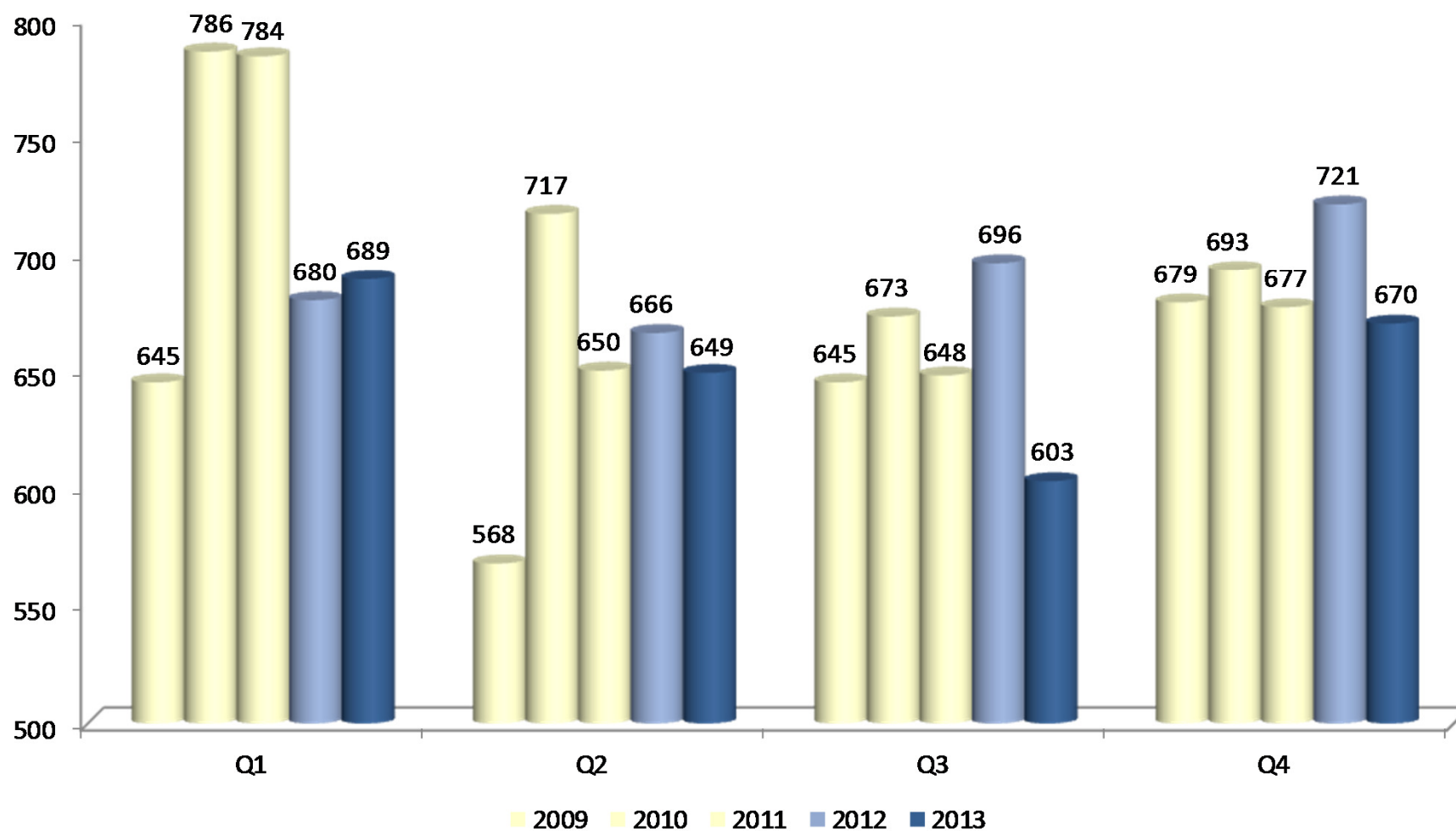
Development in Turnover



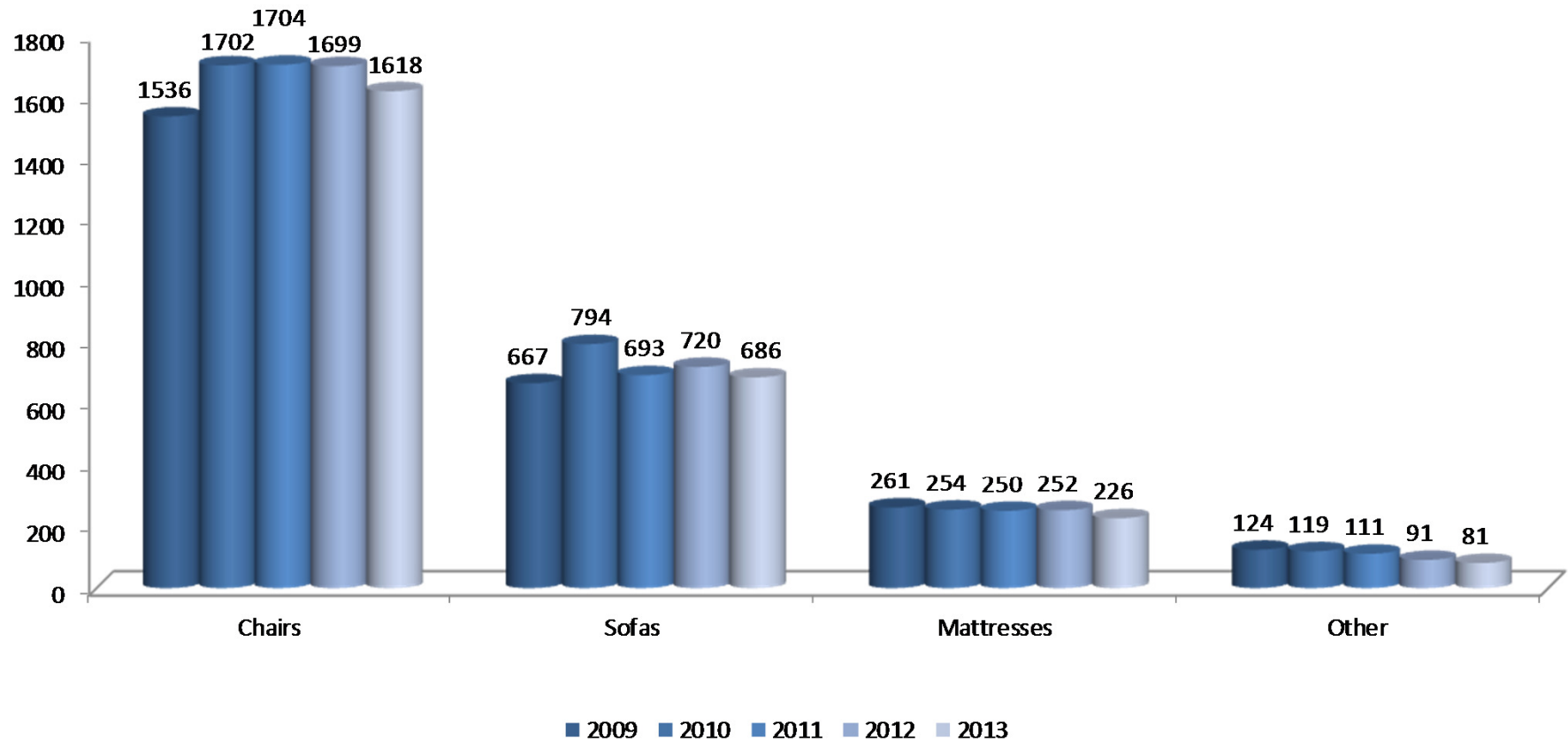
Development in Operating Revenue



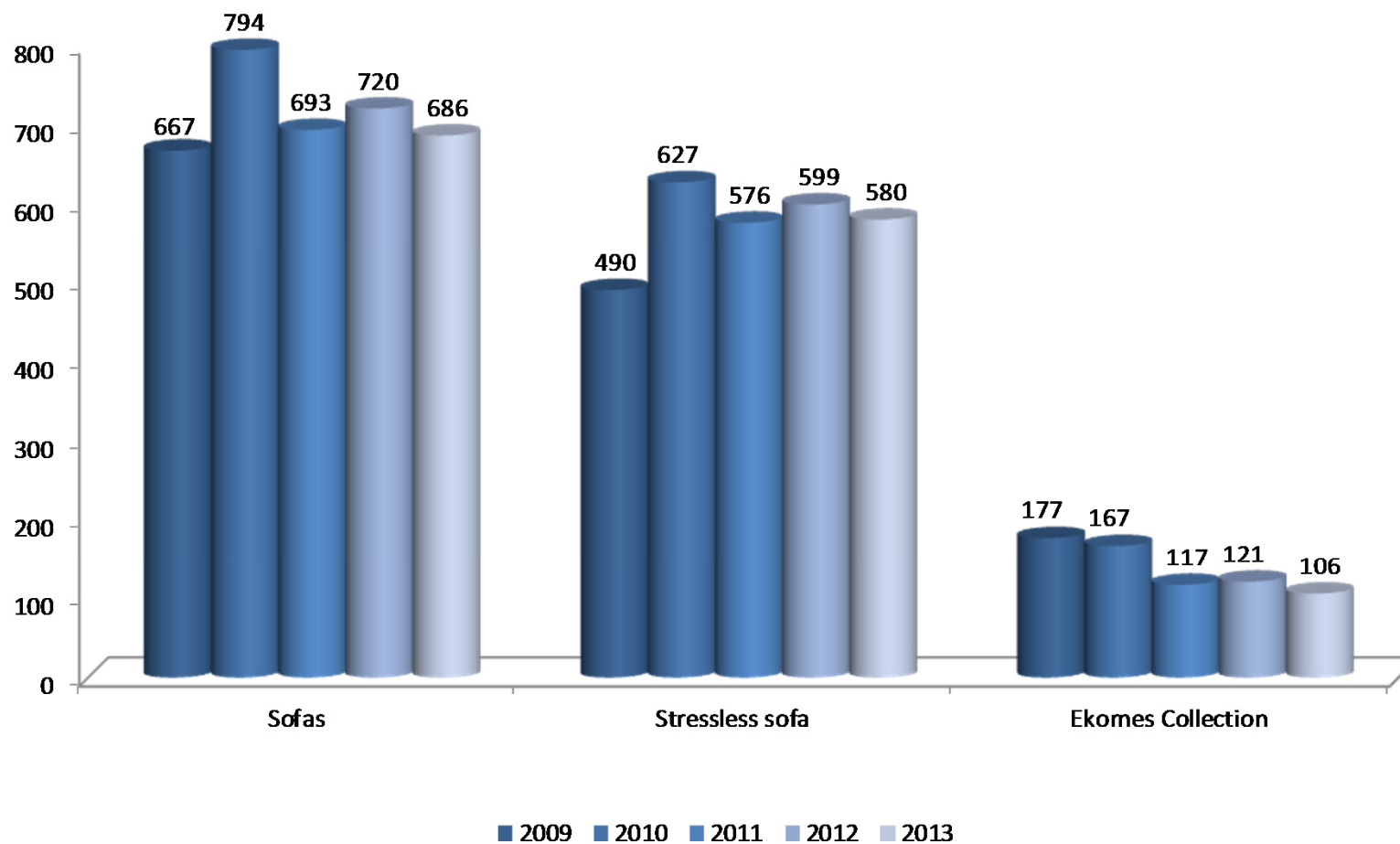
Quarterly development in Operating revenue



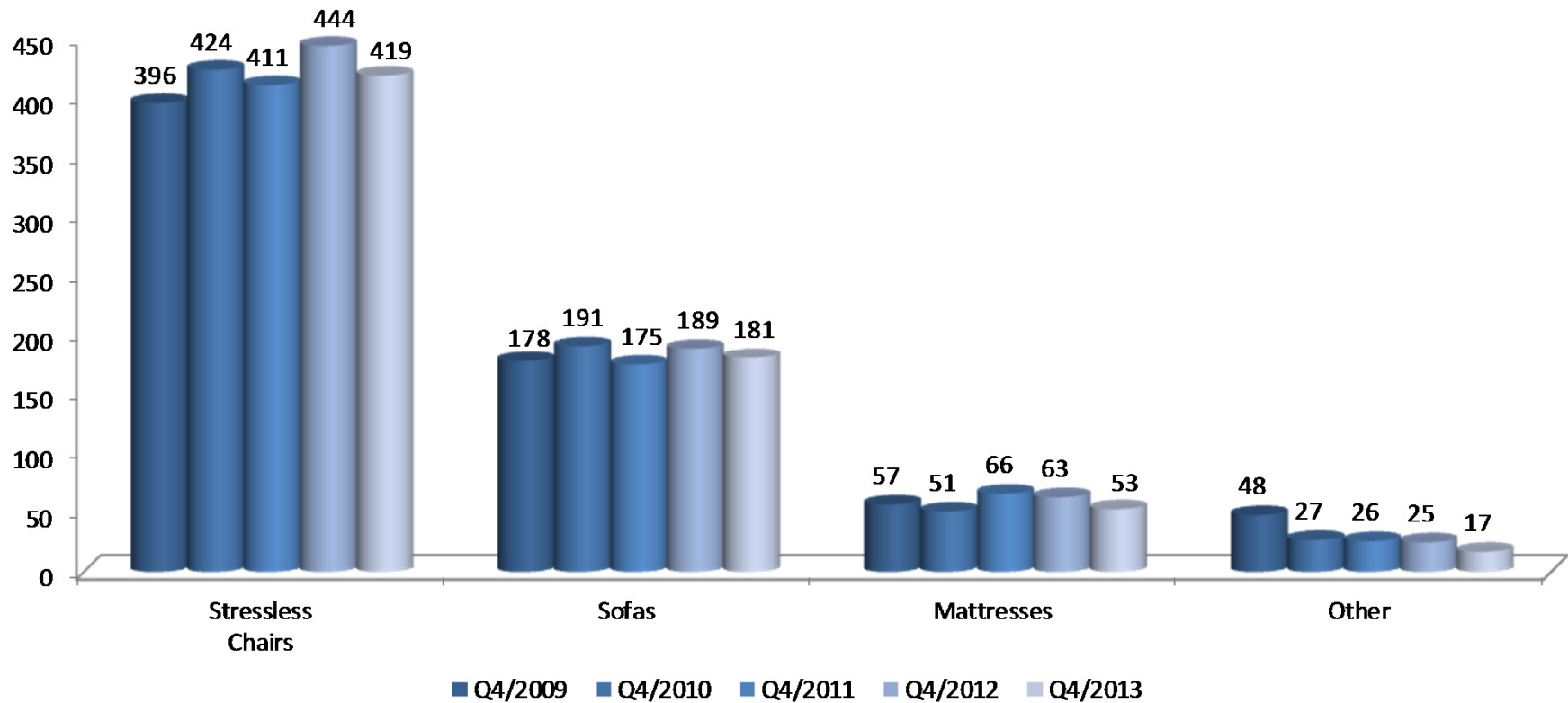
Operating revenue by product area – YTD



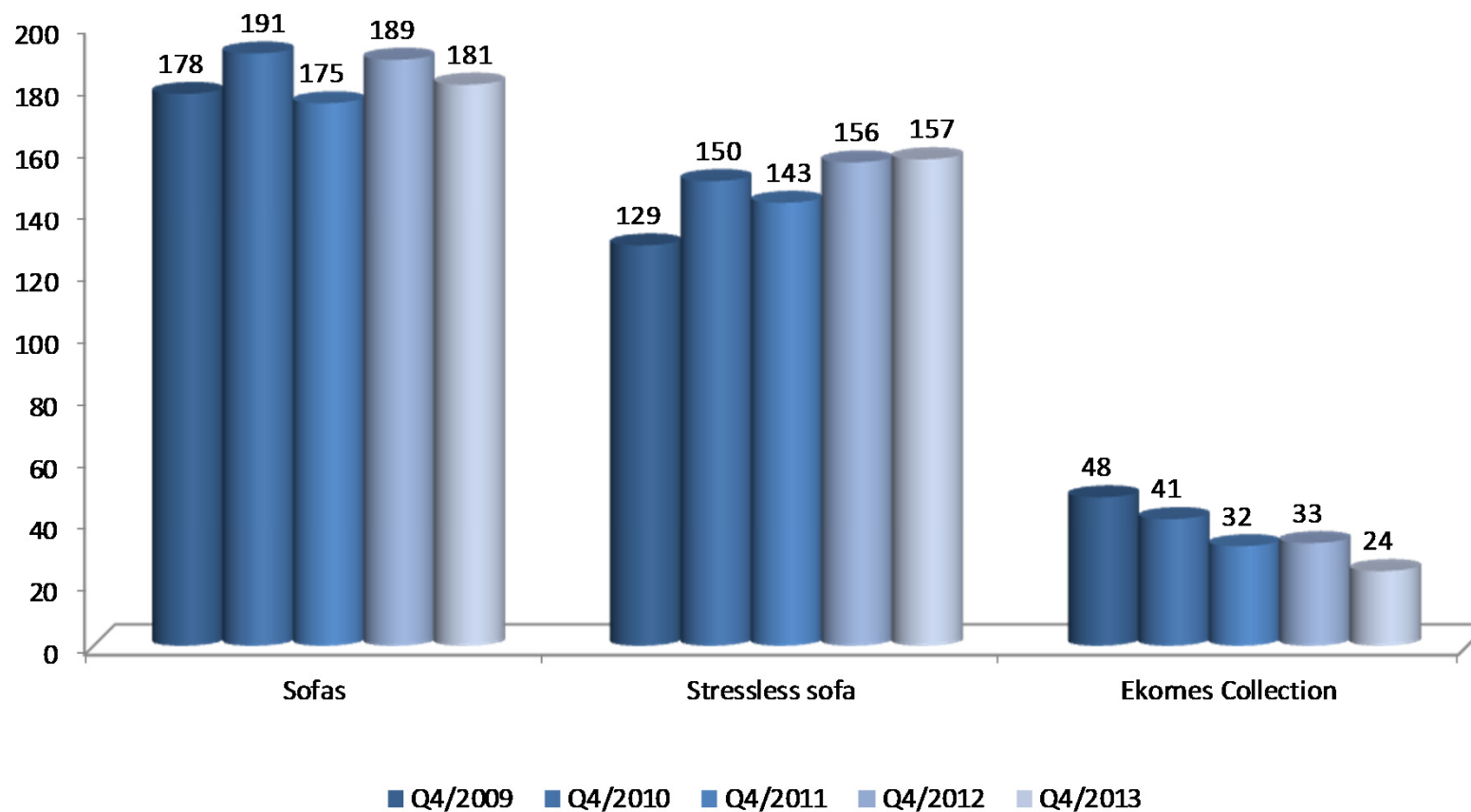
Operating revenues: Product area Sofas - YTD



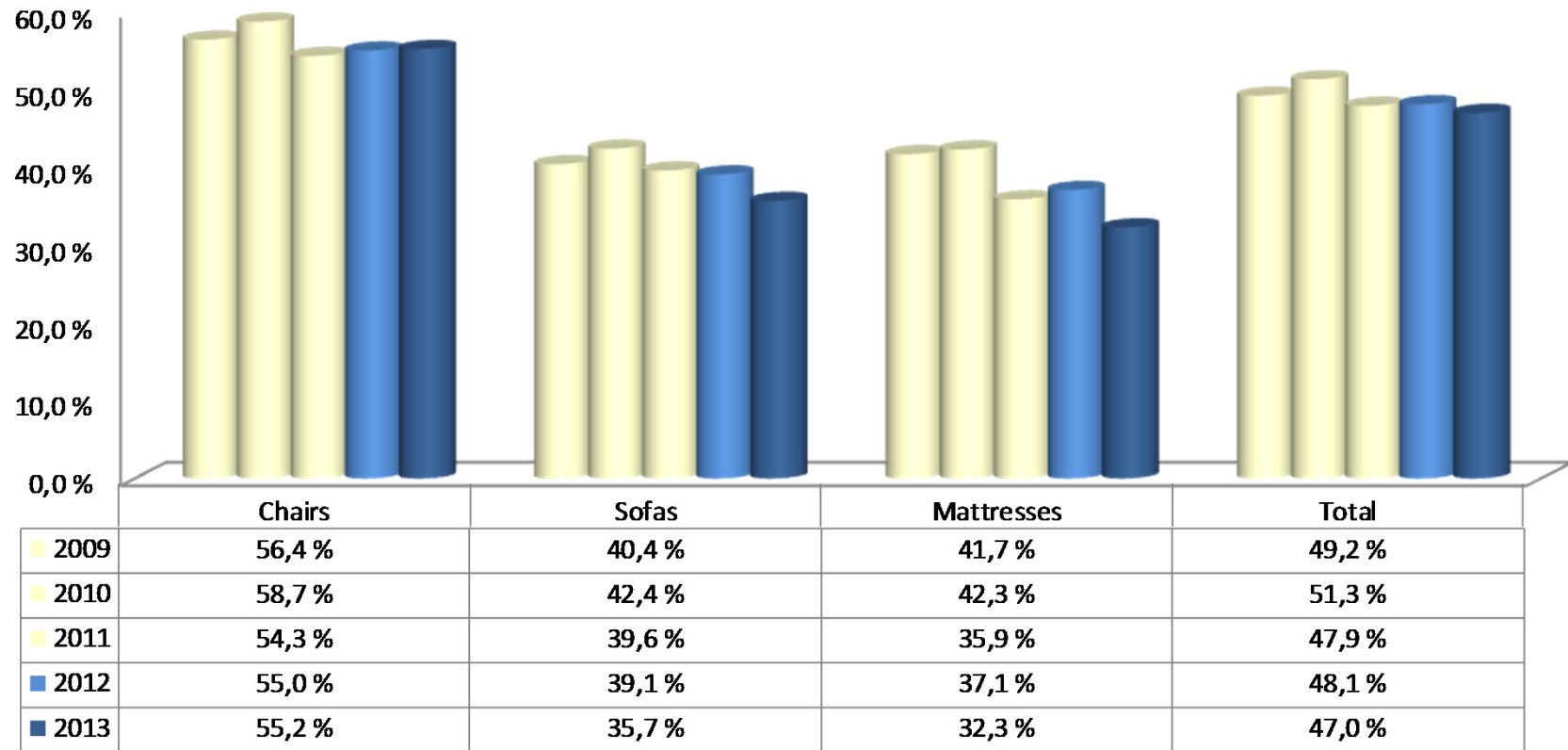
Operating revenue by product area – Q4



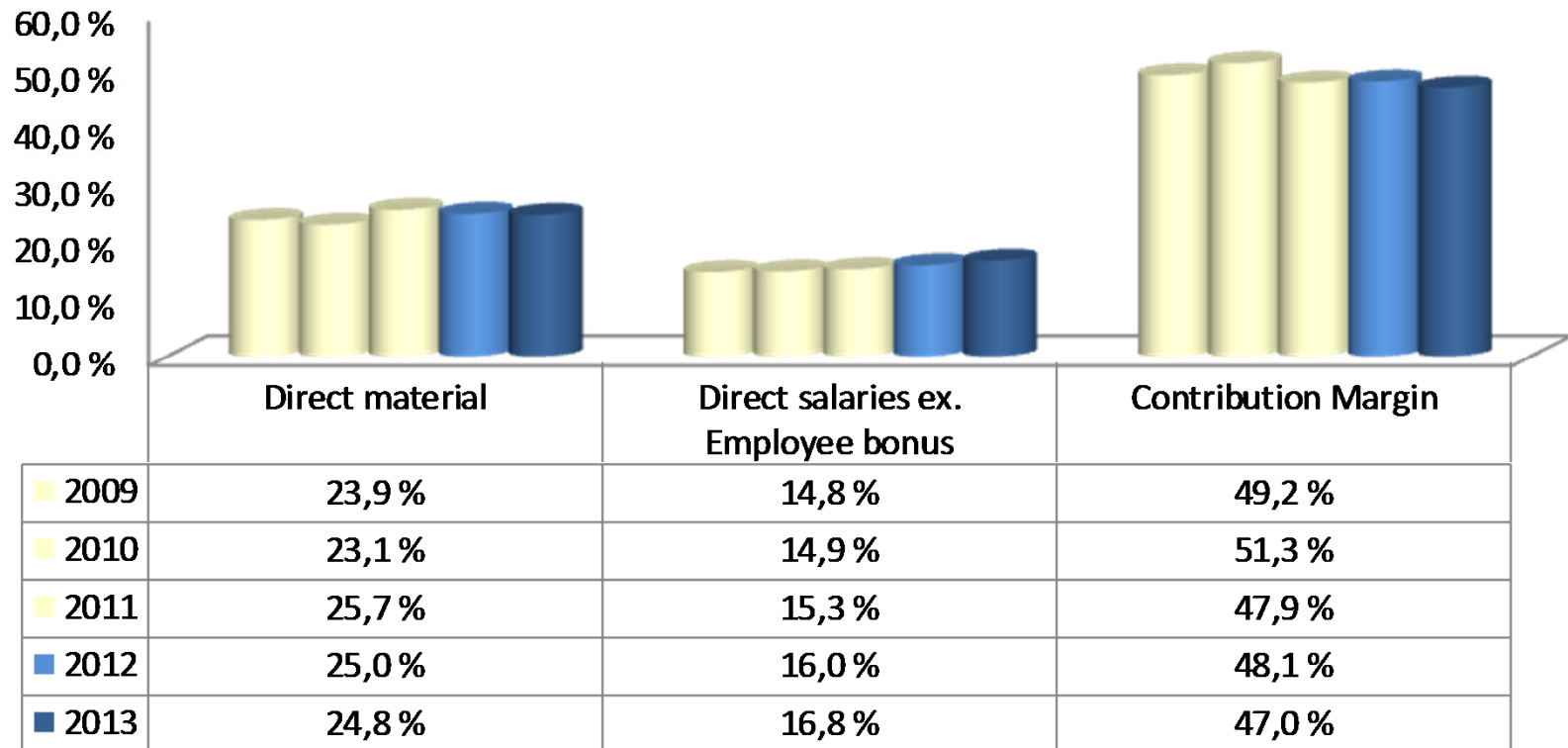
Operating revenues: Product area Sofas - Q4



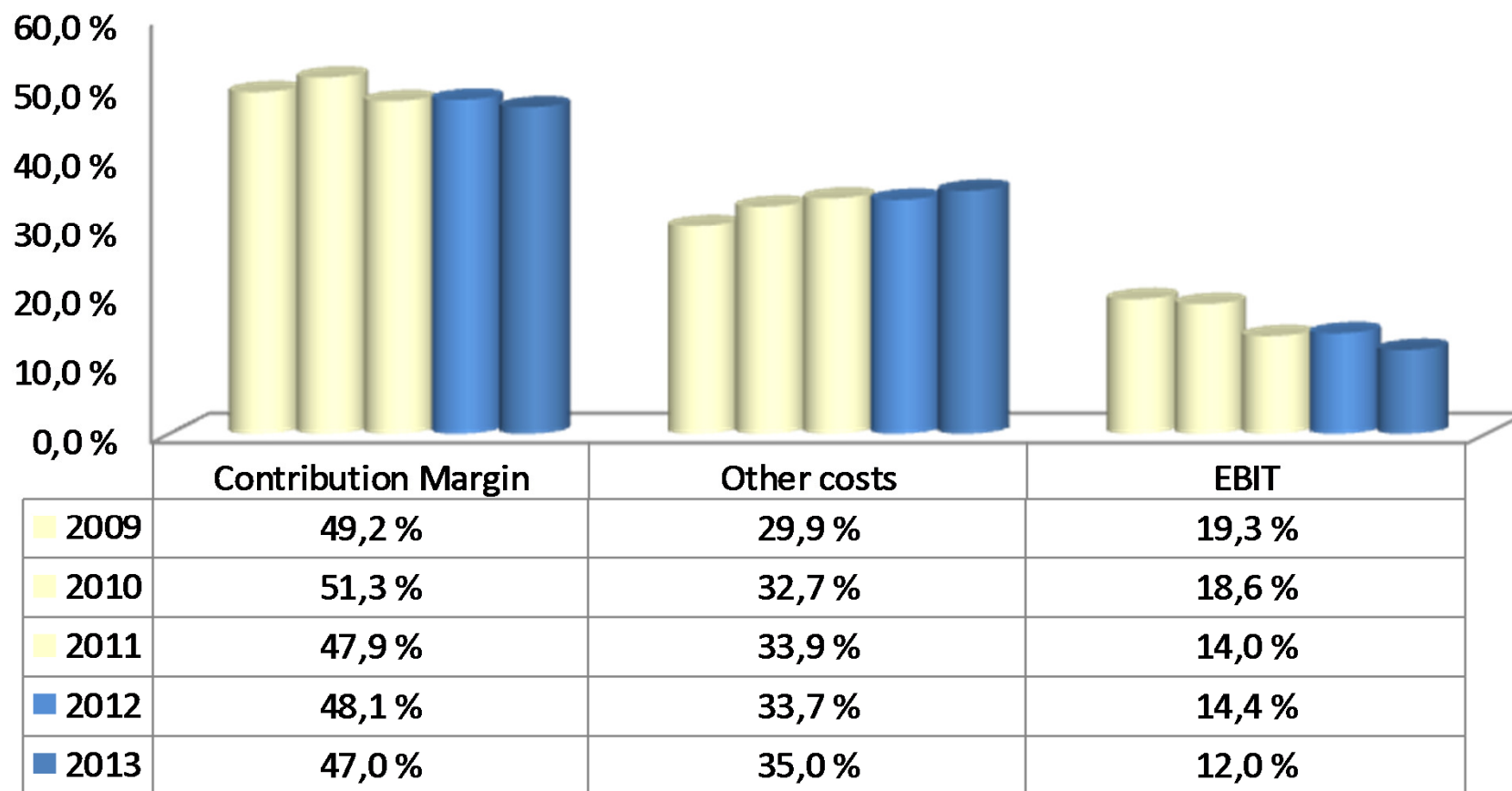
Contribution margin by product area



Development in direct costs



Contribution and Operating Margin (EBIT)



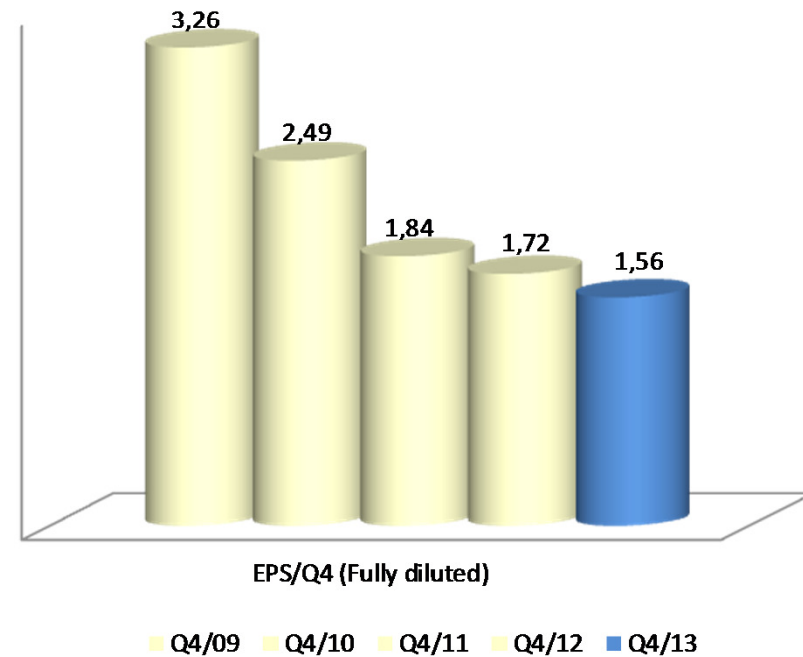
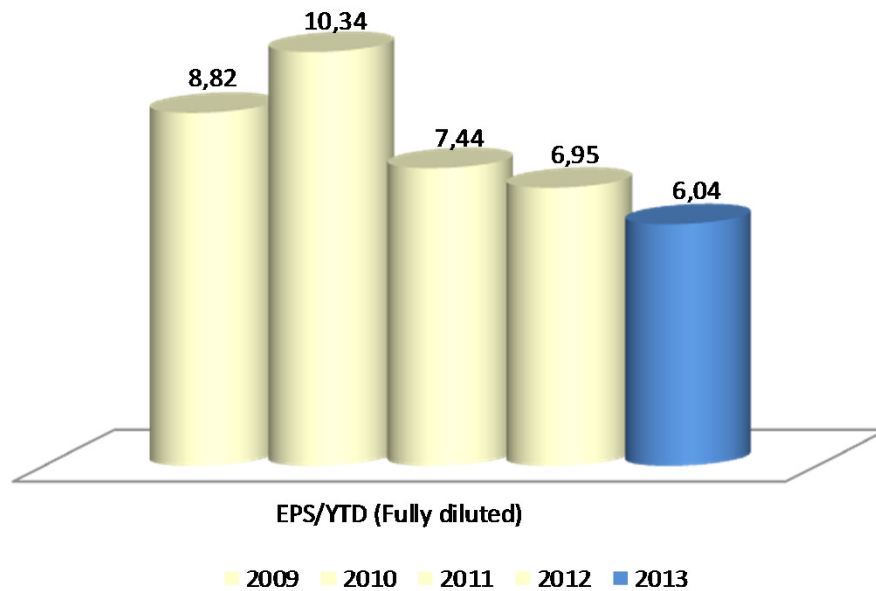
Development in Operating result (EBIT) and Pre-tax margin (EBT):



Development in Operating result (EBIT) and Pre-tax margin (EBT) - Year to Date Q4



Development EPS fully diluted (Figures in NOK)



Income Statement

(Mill. NOK)	2013		2012	
Operating revenues	2611,3	100,0 %	2762,7	100,0%
Materials	648,2	24,8 %	691,8	25,0 %
Salaries and social costs	782,4	30,0 %	793,0	28,7 %
Other operating expenses	734,0	28,1 %	753,8	27,3 %
Depreciation	133,8	5,1 %	125,1	4,5 %
Total operating costs	2 298,4	88,0 %	2 363,7	85,6 %
Operating result	312,9	12,0 %	399,0	14,4 %
Net financial income/expenses	-1,4	-0,1 %	-3,2	-0,1 %
Profit/loss currency exchange	22,5	0,9 %	-21,9	-0,8 %
Ordinary result before taxes	334,0	12,8 %	373,9	13,5 %
Calculated taxes ordinary result	-111,7	-4,3 %	-118,1	-4,3 %
Ordinary result after taxes	222,3	8,5 %	255,8	9,3 %
EPS	6,04		6,95	

Income Statement

(Mill. NOK)	Q4/13		Q4/12	
Operating revenues	670,0	100.0%	721,5	100.0%
Materials	174,3	26,0 %	190,7	26,4 %
Salaries and social costs	197,4	29,5 %	203,8	28,2 %
Other operating expenses	167,7	25,0 %	181,4	25,1 %
Depreciation	34,4	5,1 %	31,7	4,4 %
Total operating costs	573,8	85,6 %	607,6	84,2 %
Operating result	96,2	14,4 %	113,9	15,8 %
Net financial income/expenses	-0,6	-0,1 %	-0,3	0,0 %
Profit/loss currency exchange	1,7	0,3 %	-10,9	-1,5 %
Ordinary result before taxes	97,3	14,5 %	102,7	14,2 %
Calculated taxes ordinary result	-40,2	-6,0 %	-39,4	-5,5 %
Ordinary result after taxes	57,1	8,5 %	63,3	8,8 %
EPS	1,56		1,72	

Balance Sheet

(Mill. NOK)	2013	2012
Total Long Term Assets	948,1	932,7
Inventories	305,0	315,9
Trade Debtors	331,7	354,5
Other Current Assets	45,6	52,4
Value of forward contracts	16,3	258,2
Cash and Bank Deposits	328,4	273,3
Total Current Assets	1 027,0	1 254,3
TOTAL ASSETS	1 975,1	2 187,0
Total Equity	1 566,8	1 704,7
Provisions, commitments, deferred tax	16,1	78,2
Trade Creditors	118,0	95,3
Taxes, VAT and national insurance	96,4	123,7
Value of forward contracts	-	-
Bank loans		
Other current liabilities	177,8	185,1
Total Liabilities	408,3	482,3
TOTAL EQUITY AND LIABILITIES	1 975,1	2 187,0

Balance Sheet

(Mill. NOK)	Q4/13	Q3/13
Total Fixed Assets	948,1	944,8
Inventory	305,0	317,0
Trade Debtors	331,7	410,9
Other Current Assets	45,6	46,8
Value of forward contracts	16,3	68,7
Cash and Bank Deposits	328,4	134,6
Total Current Assets	1 027,0	978,0
TOTAL ASSETS	1 975,1	1 922,8
Total Equity	1 566,8	1 545,4
Provisions, commitments, deferred tax	16,1	25,4
Trade Creditors	118,0	106,2
Taxes, VAT and national insurance	96,4	58,1
Value of forward contracts	-	-
Bank loans	-	-
Other current liabilities	177,8	187,7
Total Liabilities	408,3	377,4
TOTAL EQUITY AND LIABILITIES	1 975,1	1 922,8

Statement of Cash Flow

(Mill. NOK)	2013	2012	2011	2010
Net cash flow from:				
Operating activities	405,7	332,0	330,3	435,8
Investing activities	-148,1	-79,9	-142,8	-112,4
Financing activities	-202,5	-276,2	-331,4	-257,5
Net change in cash and cash equivalents	55,1	-24,1	-143,9	65,9
Cash and cash equivalents at the beginning of period	273,3	297,4	441,3	375,4
Cash and cash equivalents at the end of period	328,4	273,3	297,4	441,3

Development in Total Capital, Net-working Capital and Equity

(Mill. NOK)	2013	2012	2011	2010
Total capital	1 975,1	2 187,0	2 099,1	2 265,3
Net-working capital*	618,5	592,0	588,5	667,1
Equity	1 566,8	1 704,7	1 657,9	1 744,5
Equity ratio	79,3 %	77,9 %	79,0 %	77,0 %

*Not included the market value of forward contracts.

Non Hedge Accounting

Figures 2013 according to IFRS
Non Hedge Accounting

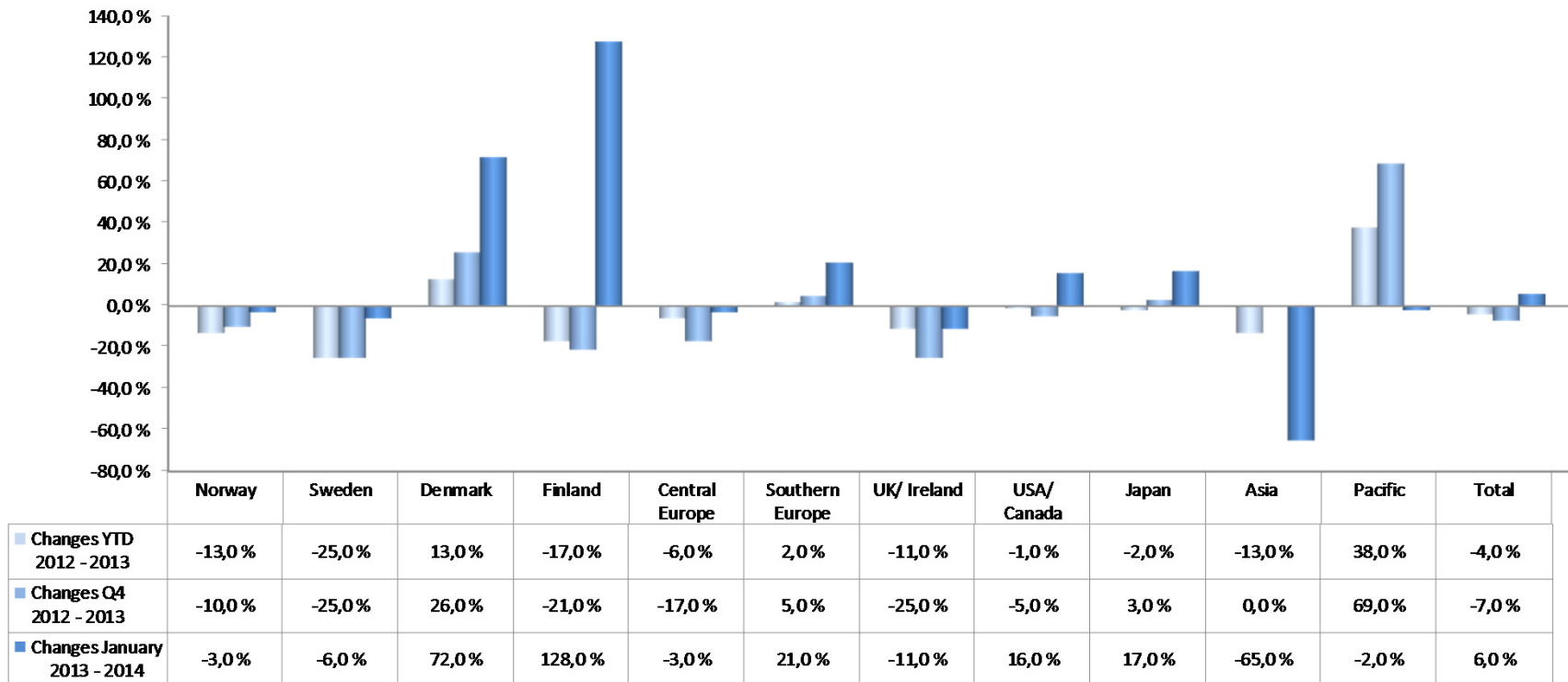
Year end figures- **NOT** using Hedge Accounting

(Tall i NOK mill.)	(Figures in NOK mill.)	Hele året Whole year	
		2013	2012
Driftsinntekter	Operating revenues	2 561,3	2 712,4
Driftsresultat	Operating result	262,9	348,7
Finansielle poster:	Financial items:		
Gevinst/tap valuta-vekslinger	Profit/Loss foreign currency exchange	50,0	50,3
Gevinst/tap urealiserte terminkontrakter	Profit/Loss unrealised forward contracts	-241,9	110,1
Netto agio balansejusteringer	Net balance sheet adjustments	22,5	-21,9
Netto andre finansielle poster	Net other financial items	-1,4	-3,2
Netto finansposter	Net financial items	-170,8	135,3
Ordinært resultat før skattekostnad	Ordinary result before taxes	92,1	484,0
Skattekostnad	Tax on ordinary result	-43,8	-149,0
Årets resultat	Profit for the year	48,3	335,0

Statement of comprehensive income

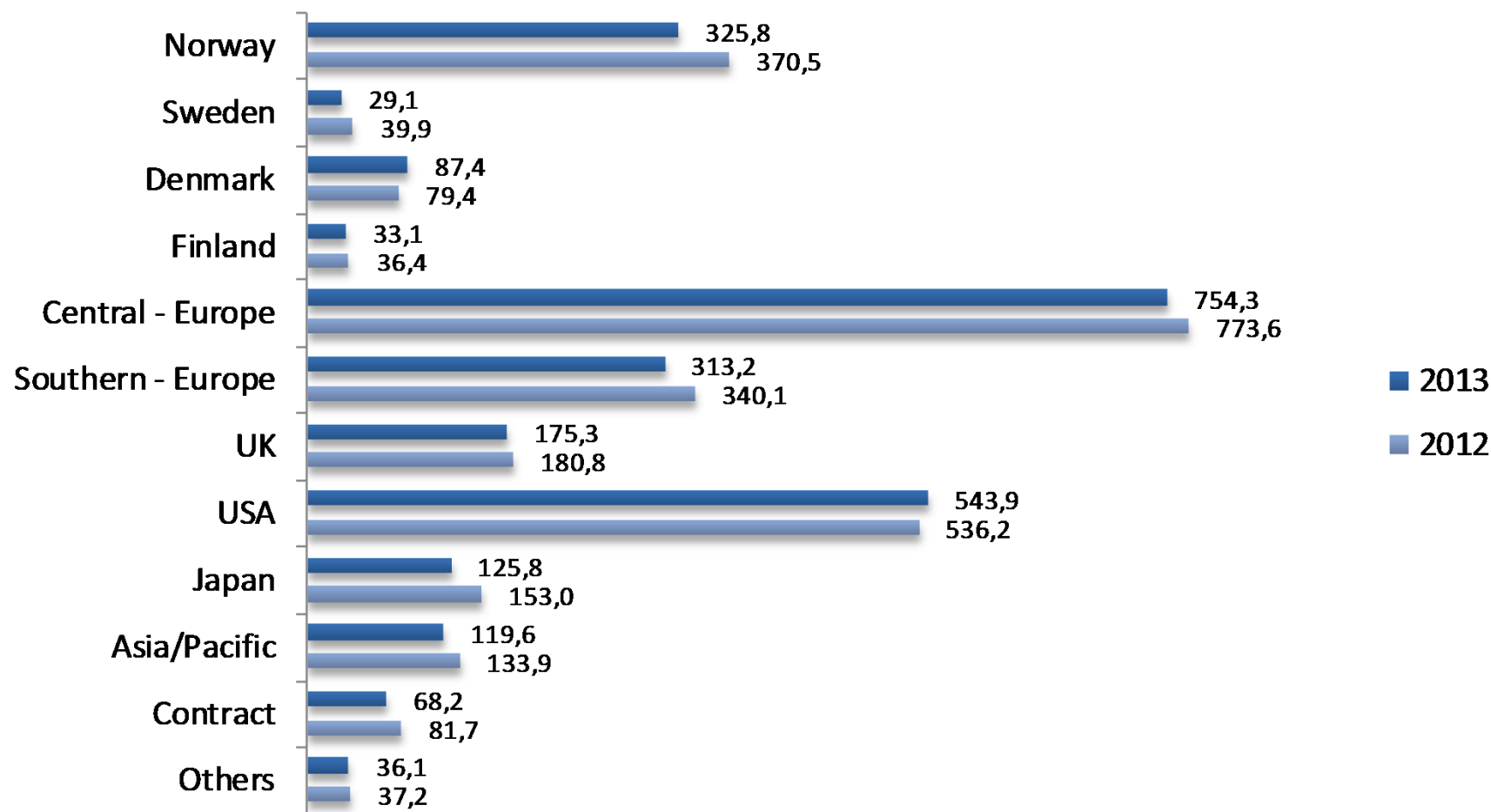
(Tall i NOK mill.)	(Figures in NOK mill.)	År/Year	
		2013	2013 - None Hedge Acc.
Resultat etter skatt	Profit after taxes	48,3	222,3
Andre inntekter og kostnader:	Other comprehensive income:		
Aktuarmessige gevinster på ytelsesbaserte pensjonsordninger	Actuarial gains on defined benefit plans		
Endring utsatt skatt – pensjoner	Change in deferred tax – pensions		
Endring verdi kontantstrømsikring	Change in value cash-flow hedging		-241,9
Endring utsatt skatt - kontantstrømsikring	Change in deferred tax – cash-flow hedging		67,9
Omregningsdifferanse	Translation differences	10,1	10,1
Omregningsdifferanse - netto finansiering datterselskap	Translation differences net financing subsidiaries	8,5	8,5
Endring utsatt skatt - netto finansiering datterselskap	Change in deferred tax - net financing subsidiaries	-2,3	-2,3
Sum andre inntekter og kostnader	Total other comprehensive income	16,3	-157,7
Totalresultat	Total comprehensive income	64,6	64,6

Change in order influx per market (%)

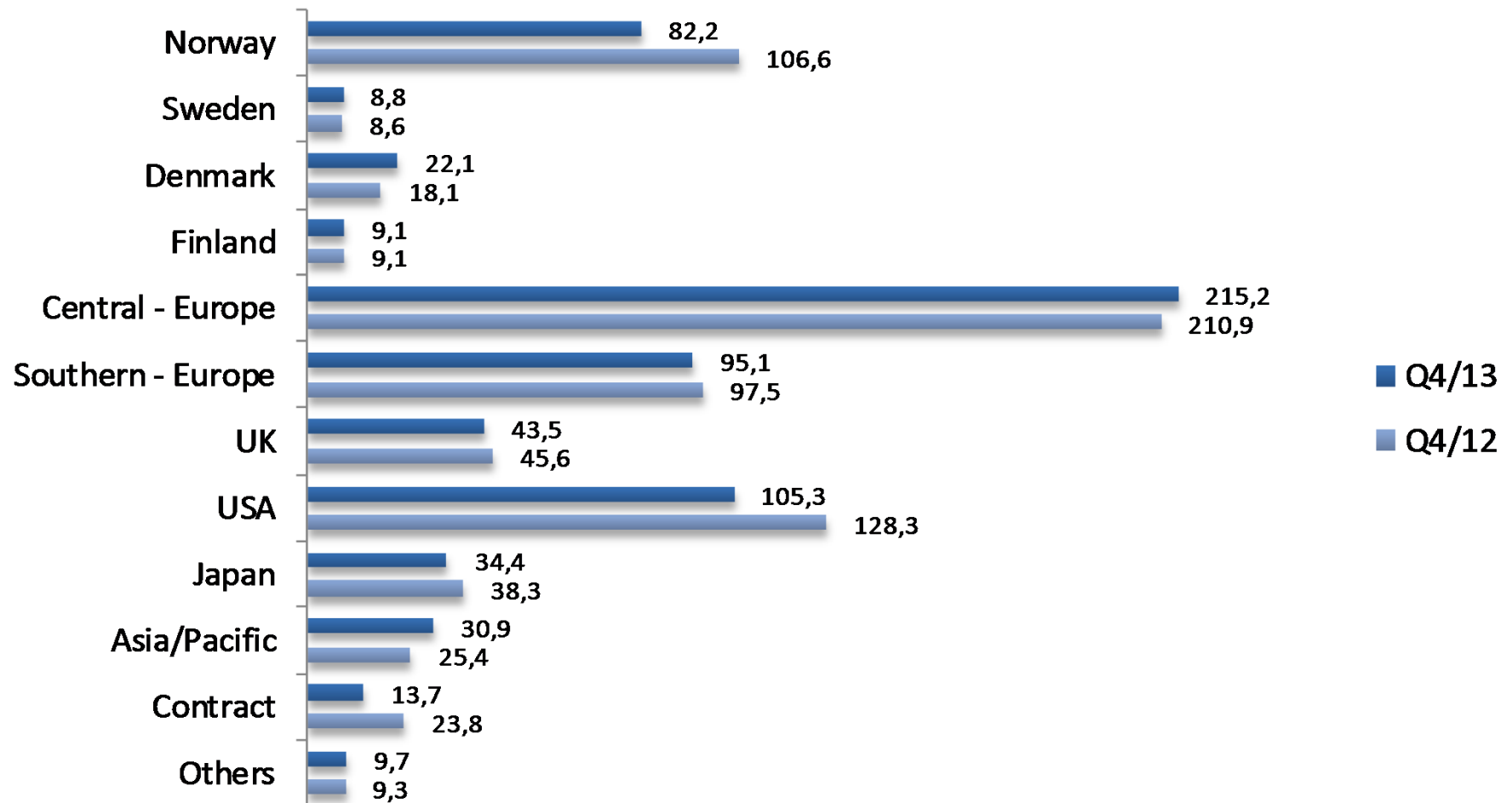


(in local currency)

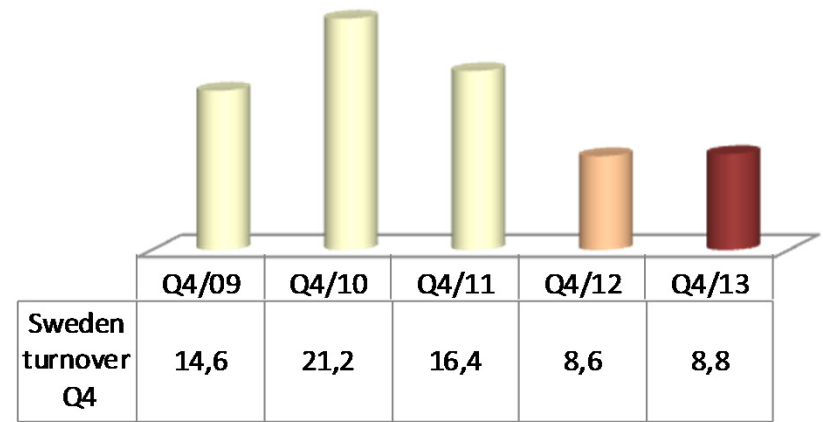
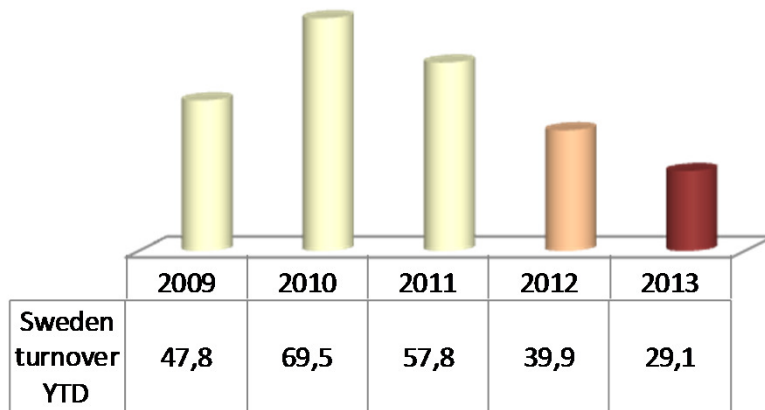
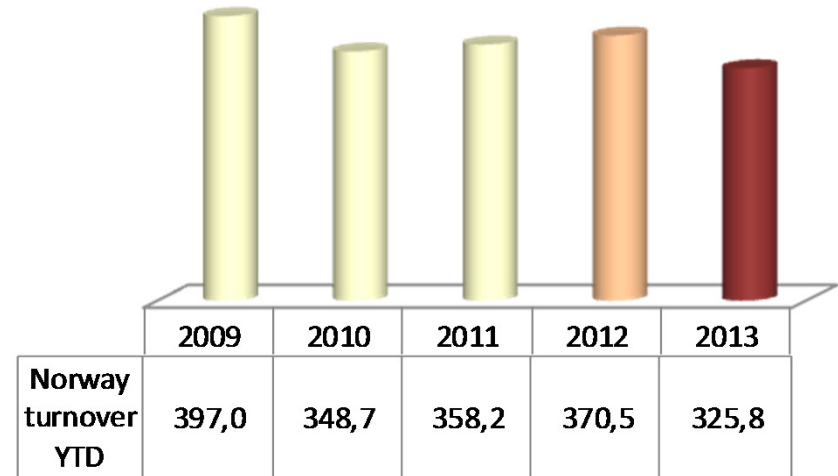
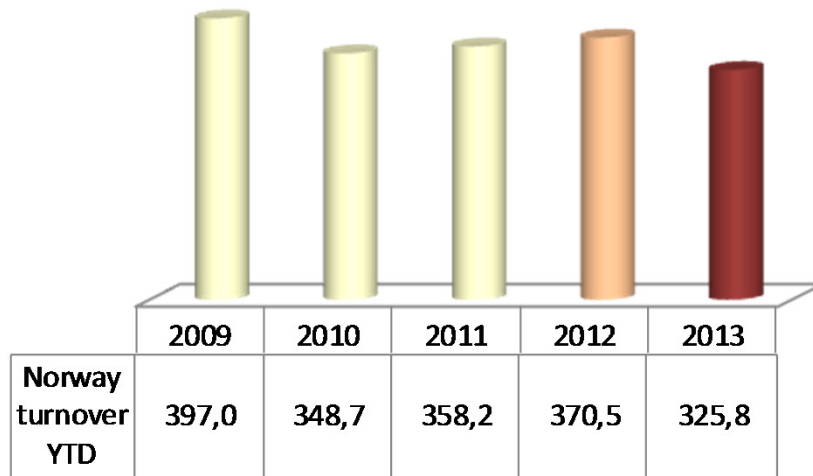
Operating revenue per market – Year (Mill. NOK)



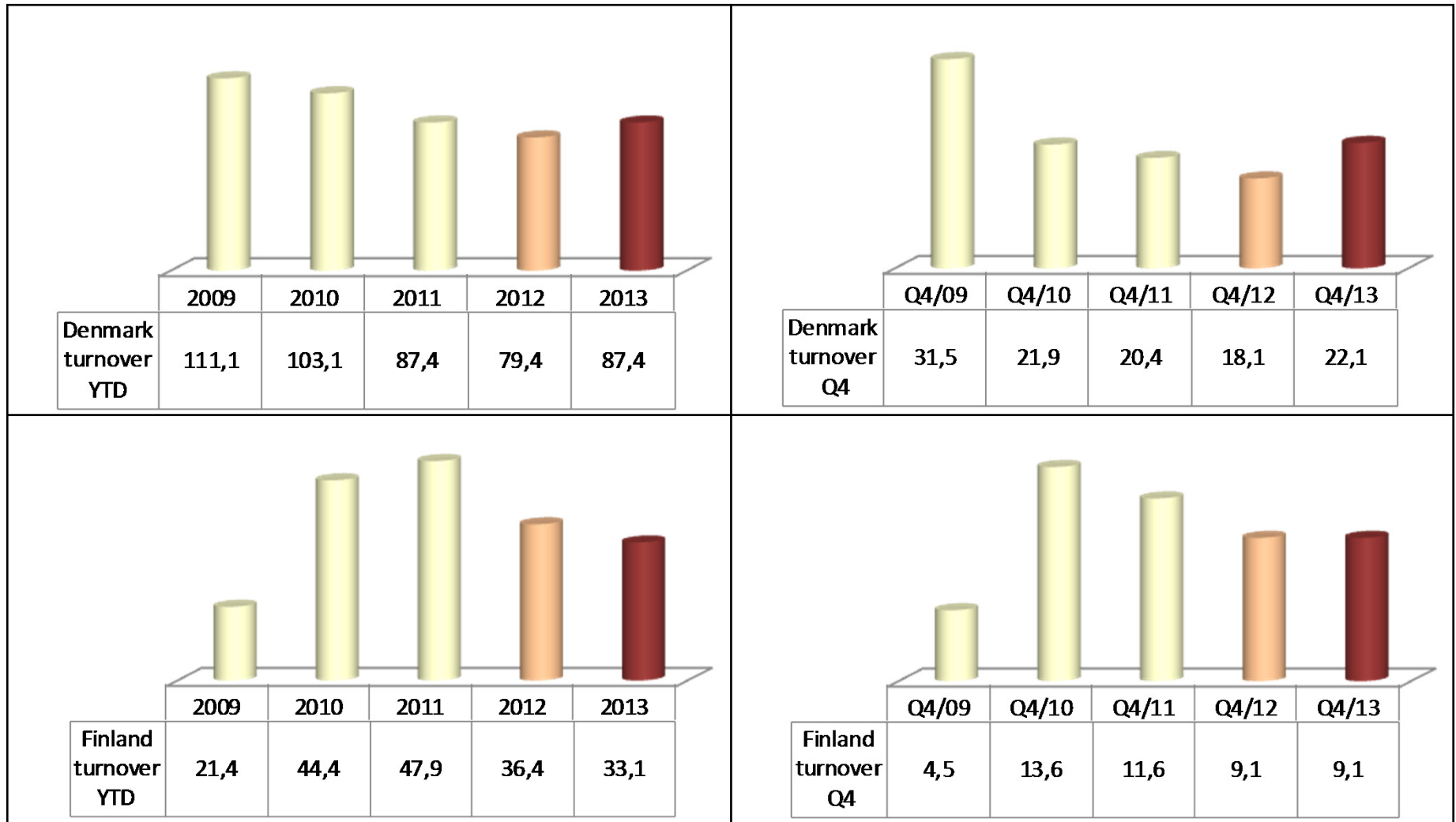
Operating revenue per market – 4th quarter (Mill. NOK)



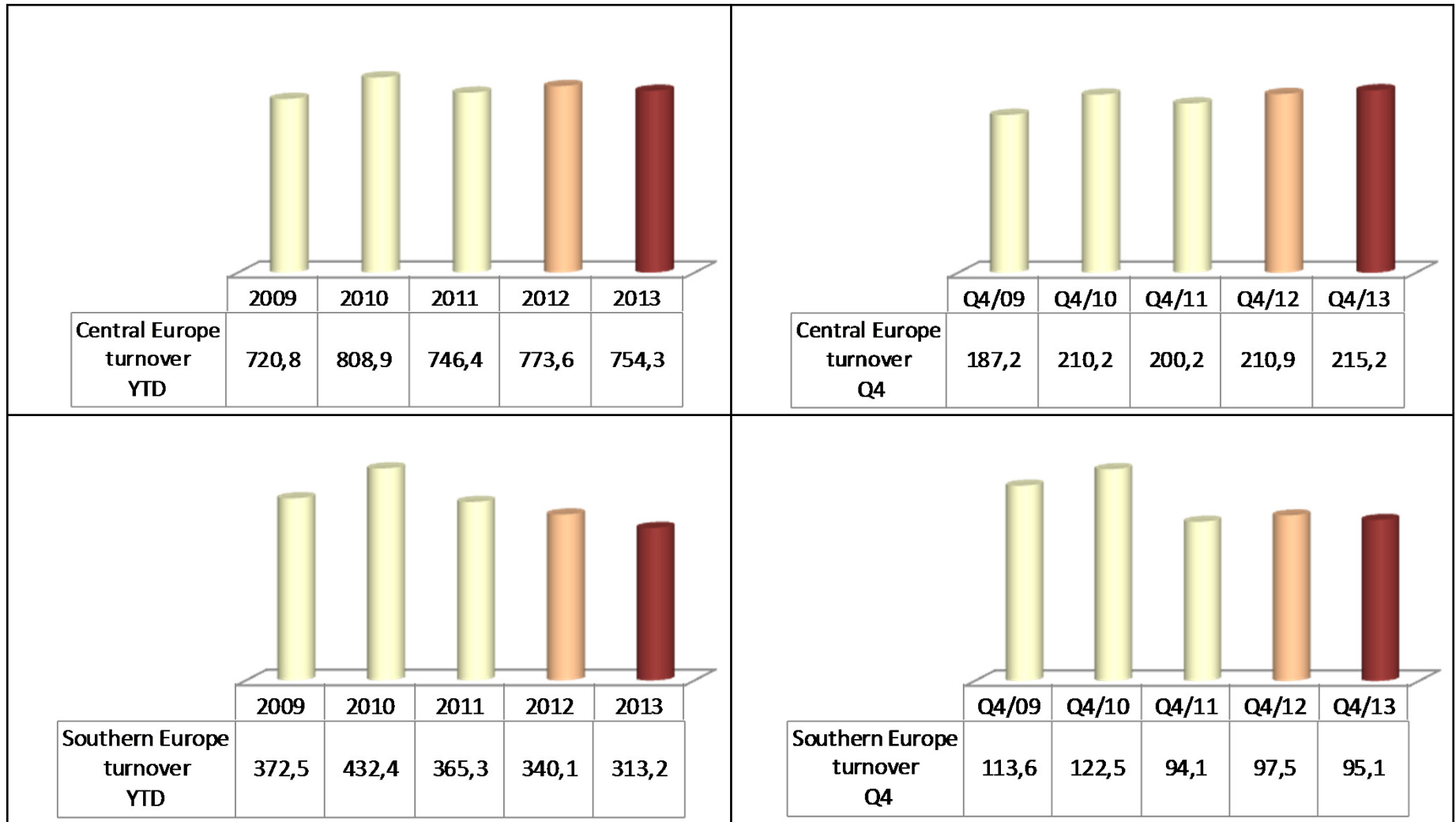
Turnover per market (Mill. NOK)



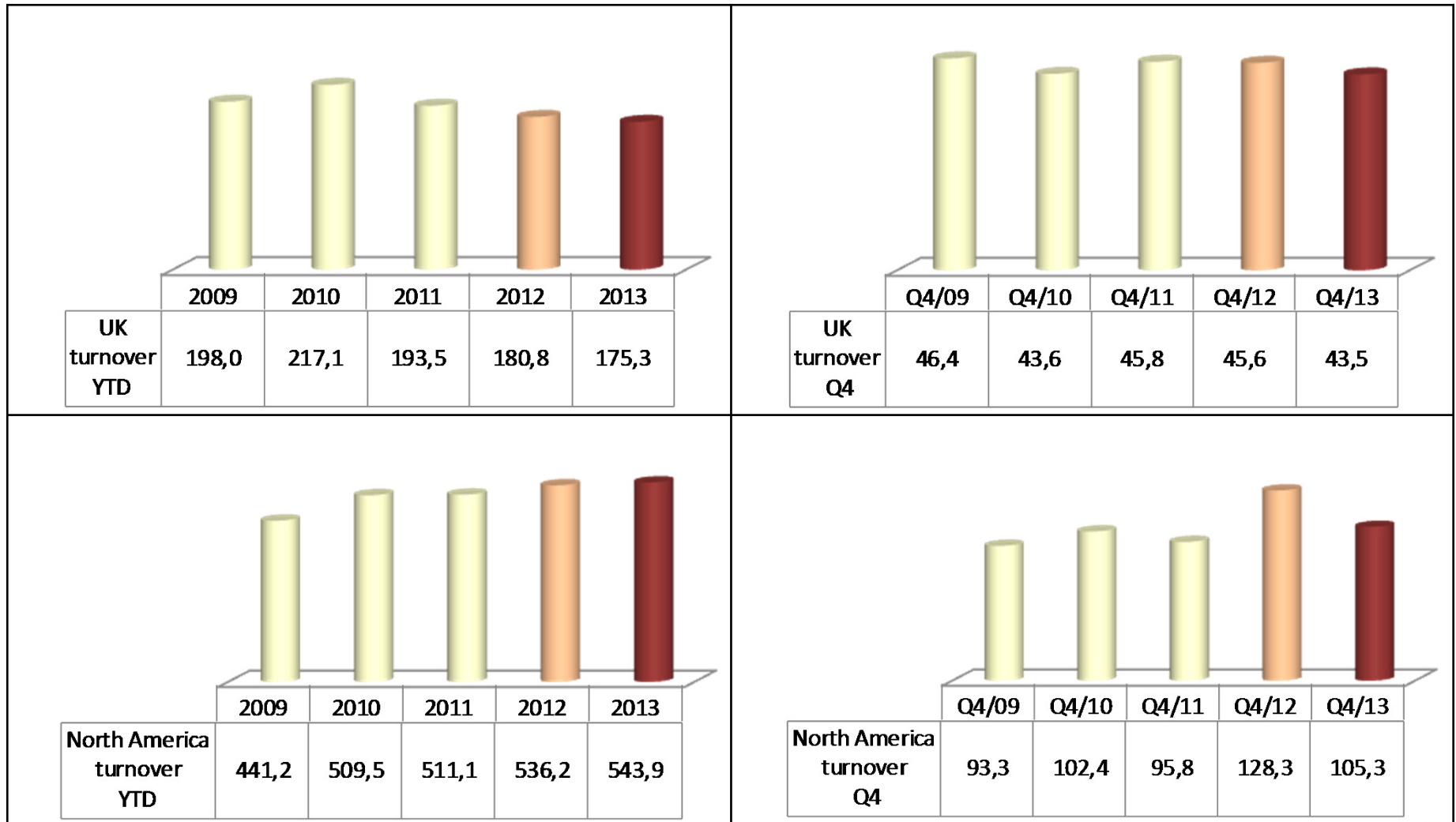
Turnover per market (Mill. NOK)



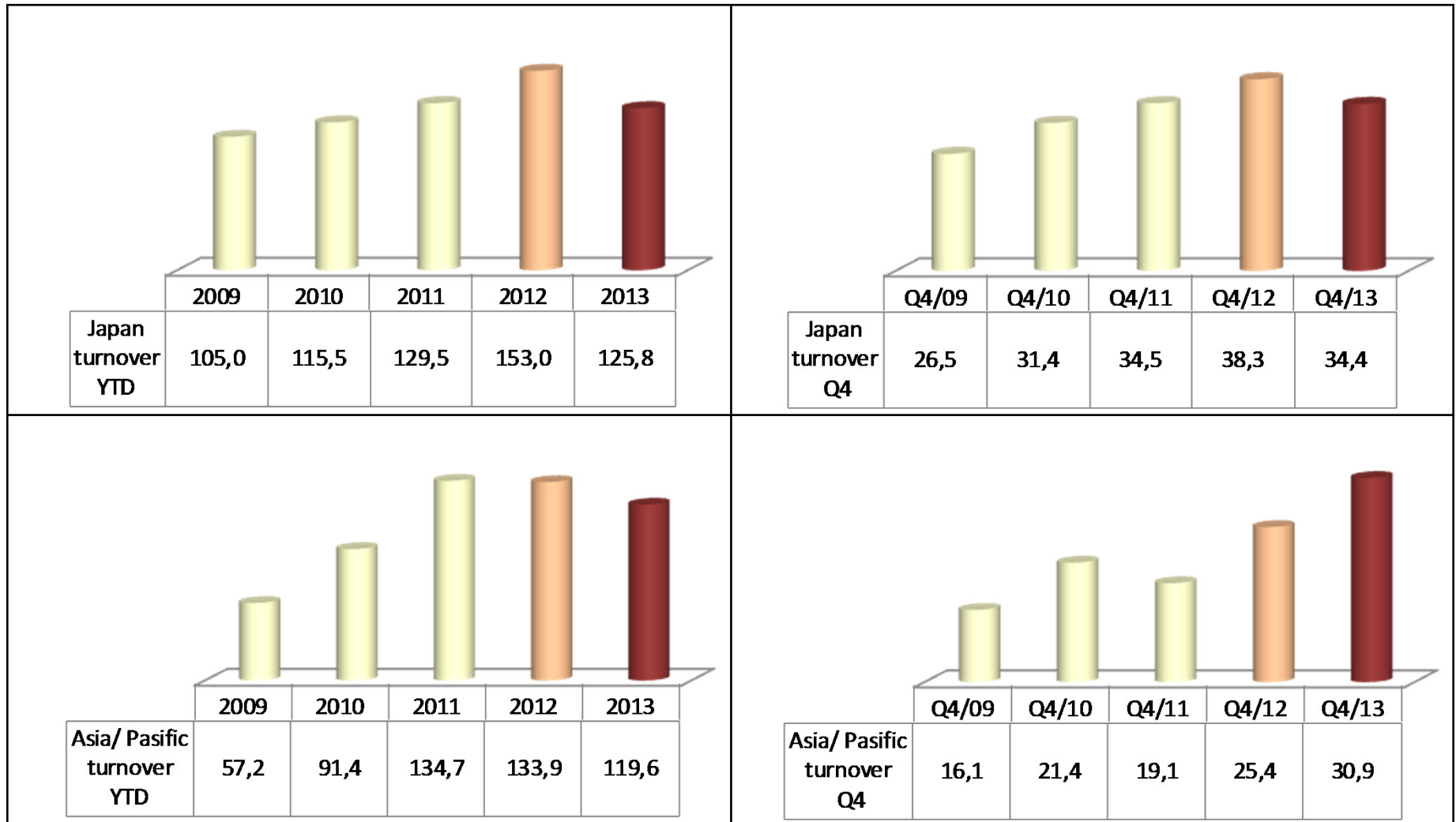
Turnover per market (Mill. NOK)



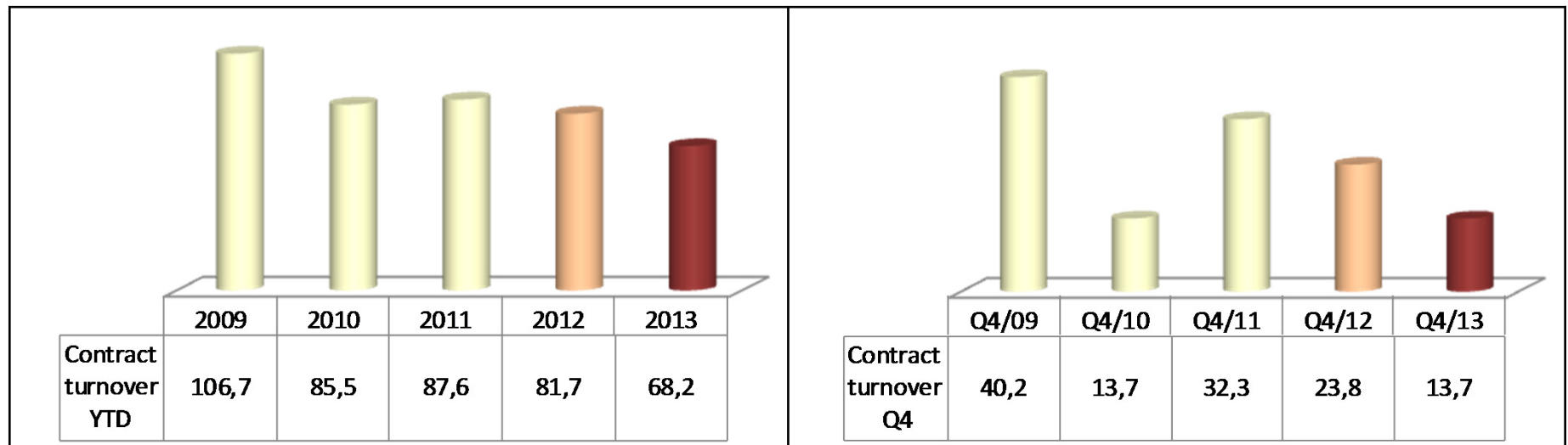
Turnover per market (Mill. NOK)



Turnover per market (Mill. NOK)



Turnover per market (Mill. NOK)



Coming events:

Financial Calendar 2014

12 May 2014	1 st Quarter Result 2014.
12 May 2014	Ordinary General Assembly.
13 May 2014	Presentation 1 st Quarter 2014, Hotel Continental, Oslo – at 08.00 a.m.
14 August 2014	2 nd Quarter Result 2014.
15 August 2014	Presentation 2 nd Quarter 2014, with Webcast, Hotel Continental, Oslo – at 08.00 a.m.
12 November 2014	3 rd Quarter Result 2014.
13 November 2014	Presentation 3 rd Quarter Result 2014, Hotel Continental, Oslo - at 08.00 a.m.

Largest shareholders (31.12.2013):

Shareholders	Country	Percentage
1. Nordstjernan AB	SWE	15,45 %
2. Folketrygdfondet	NOR	10,46 %
3. J.P. Morgan Chase Ba Nordea RE:NON-TREATY	GBR	5,61 %
4. Pareto aksje Norge	NOR	4,74 %
5. J.P. Morgan Chase Ba SPECIAL TREATY LENDI	GBR	4,12 %
6. Odin Norge	NOR	3,89 %
7. State Street Bank AN A/C Client Omnibus F	USA	3,14 %
8. Berit Vigdis Ekornes Unhjem	NOR	2,91 %
9. Gunnhild Ekornes Mertens	NOR	2,88 %
10. Vind LV AS	NOR	2,40 %
Other shareholders approx. 2,349		44,40 %
Proportion	Norwegian shareholders	51,10 %
	Non-Norwegian shareholders	48,90 %

Board of Directors Group Management

- Olav Kjell Holtan – Chairman
- Kjersti Kleven – Vice Chairman
- Bjørn Gulden
- Stian Ekornes
- Nora Förisdal Larssen

Employee Representatives:

- Wenche Elvegård
- Tone Helen Hanken
- Sveinung Utgård

- CEO: Nils-Fredrik Drabløs
Nils-Fredrik.Drablos@ekornes.com
Phone: +47 70 25 52 22
Mobile: +47 90 01 78 92
- CFO: Robert Svendsen
robert.svendsen@ekornes.com
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Mobile: +47 91 89 50 24