

Ekornes ASA

4th QUARTER 2014



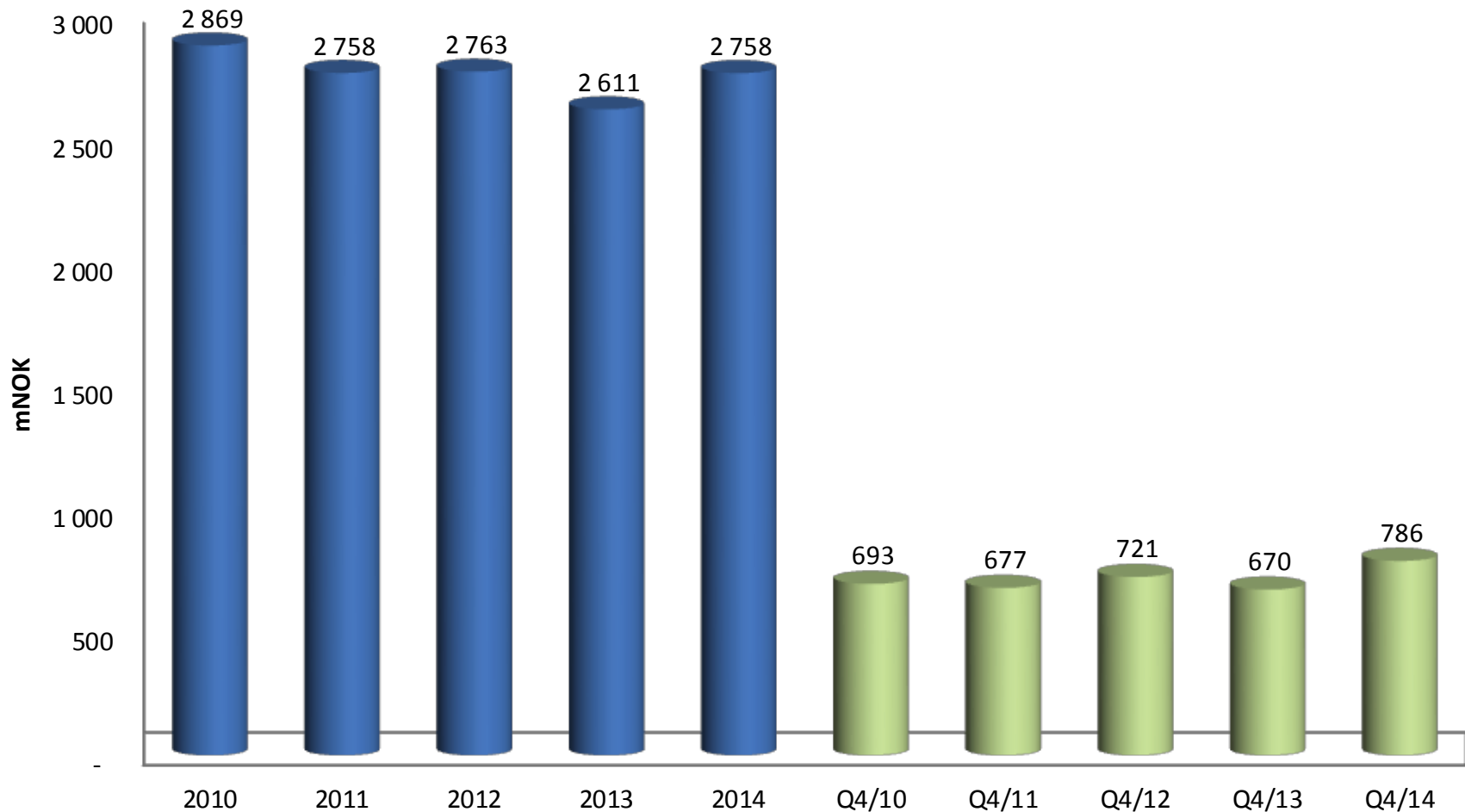
Ekornes Q4 – Headlines

Financials

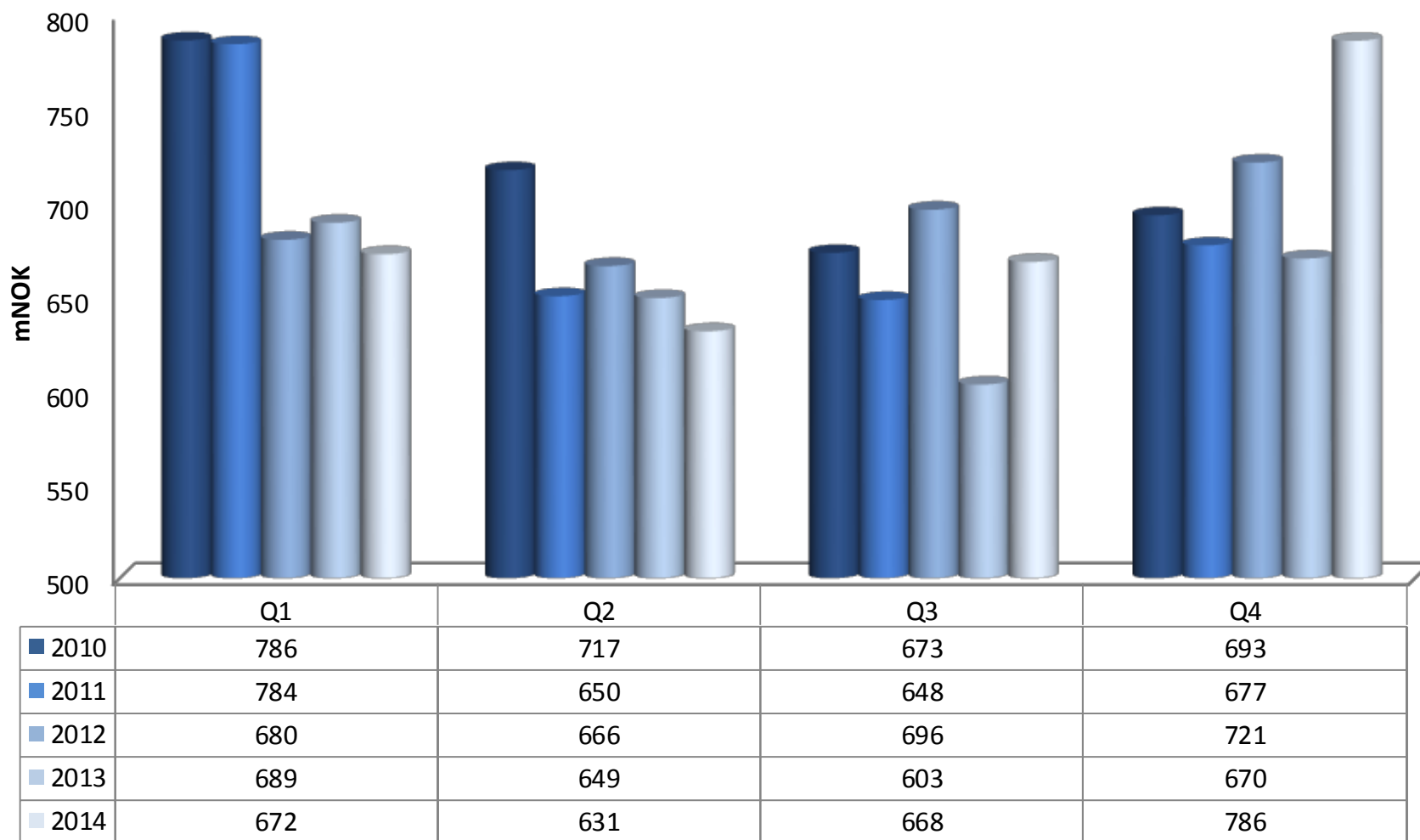
- Operating revenue
 - 2014* (2013**)NOK 2 757.5 million (NOK 2 611.3 million)
 - Q4 2014* (Q4 2013**)NOK 785.8 million (NOK 670.0 million)
- Operating margin (EBIT %)
 - 2014* (2013**)9.6 % (12.0 %)
 - Q4 2014* (Q4 2013**)9.3 % (14.4 %)

* Including IMG Nov+Dec ** With Hedge accounting

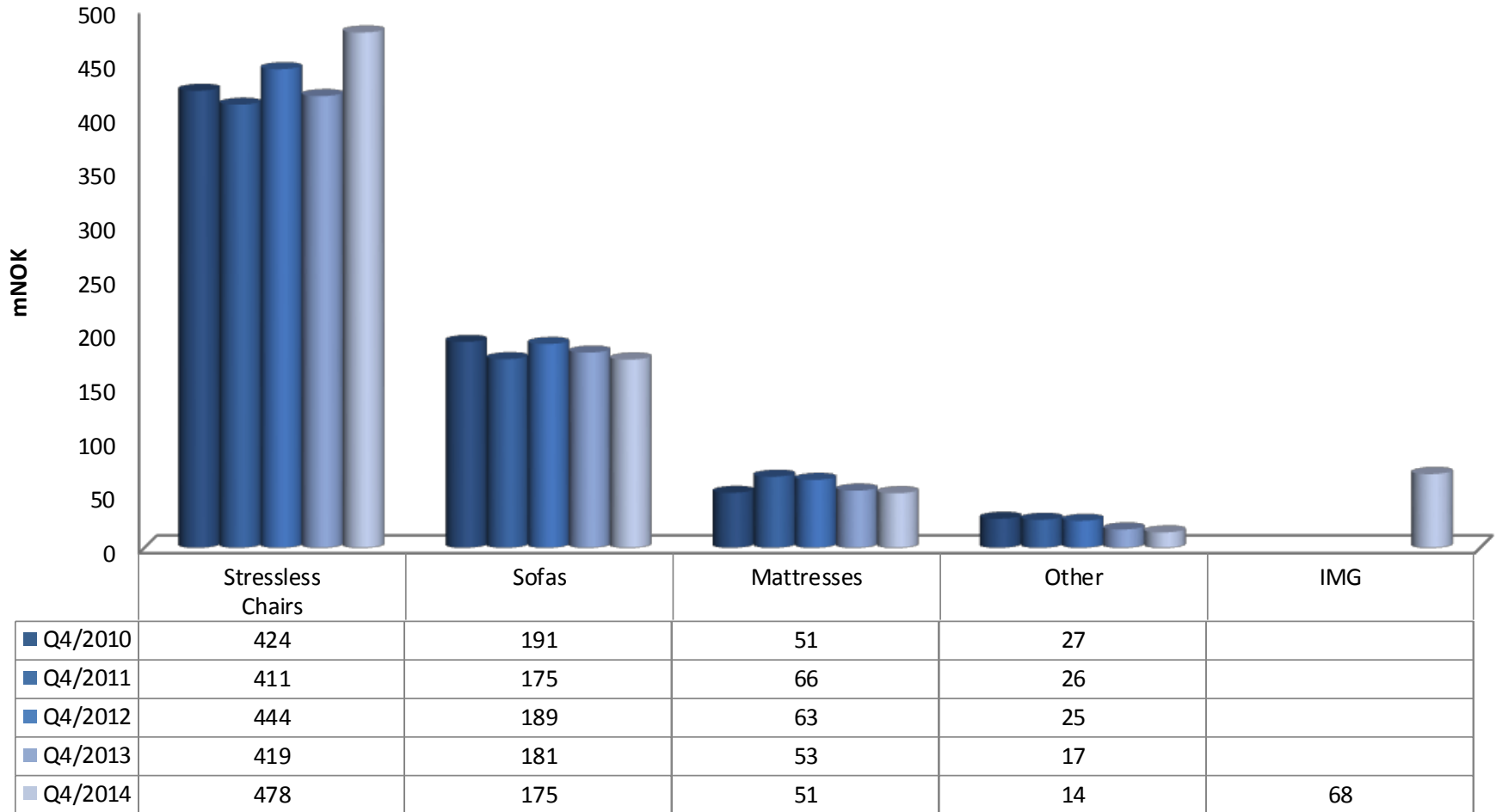
Development in operating revenue YTD and Q4



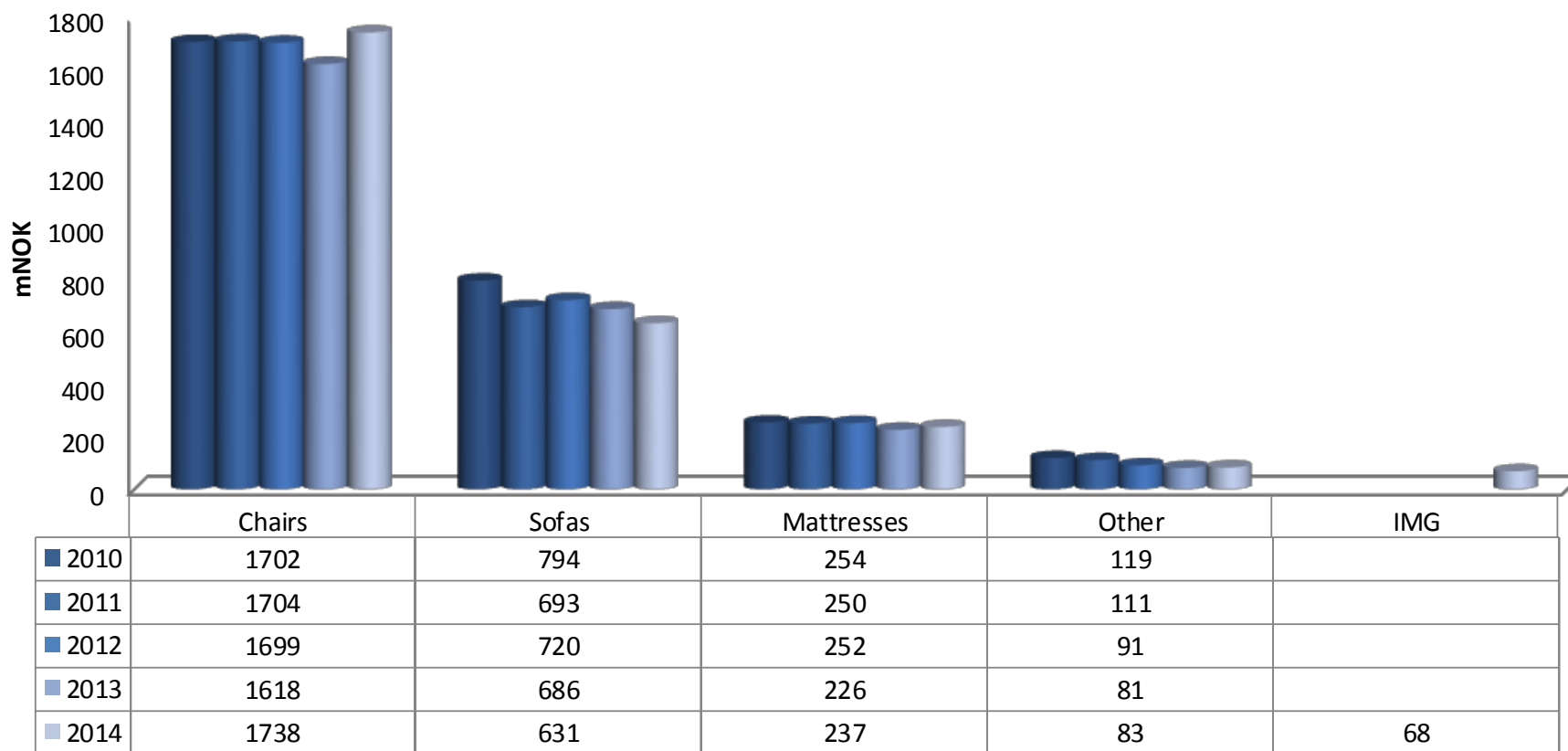
Development in operating revenue quarterly



Operating revenue by product area - Q4 2010-2014



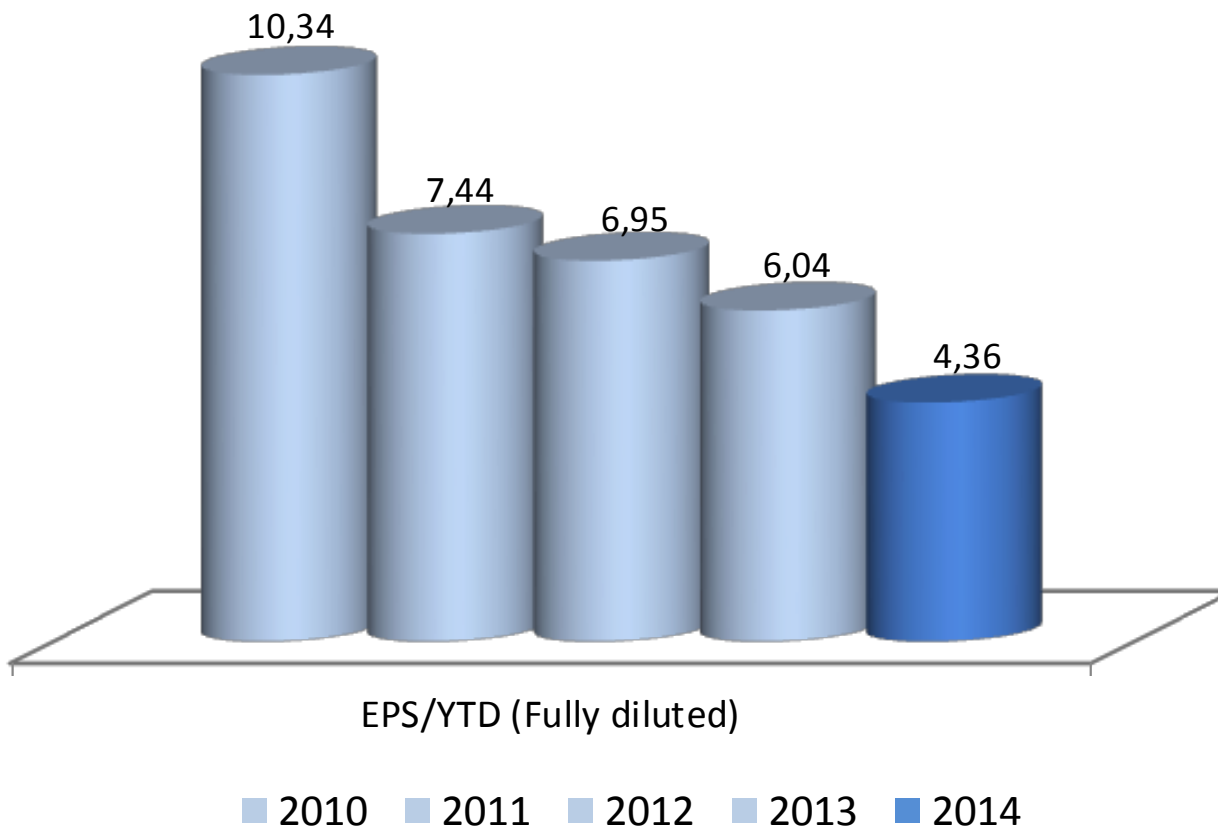
Operating revenue by product area - full year 2010-2014



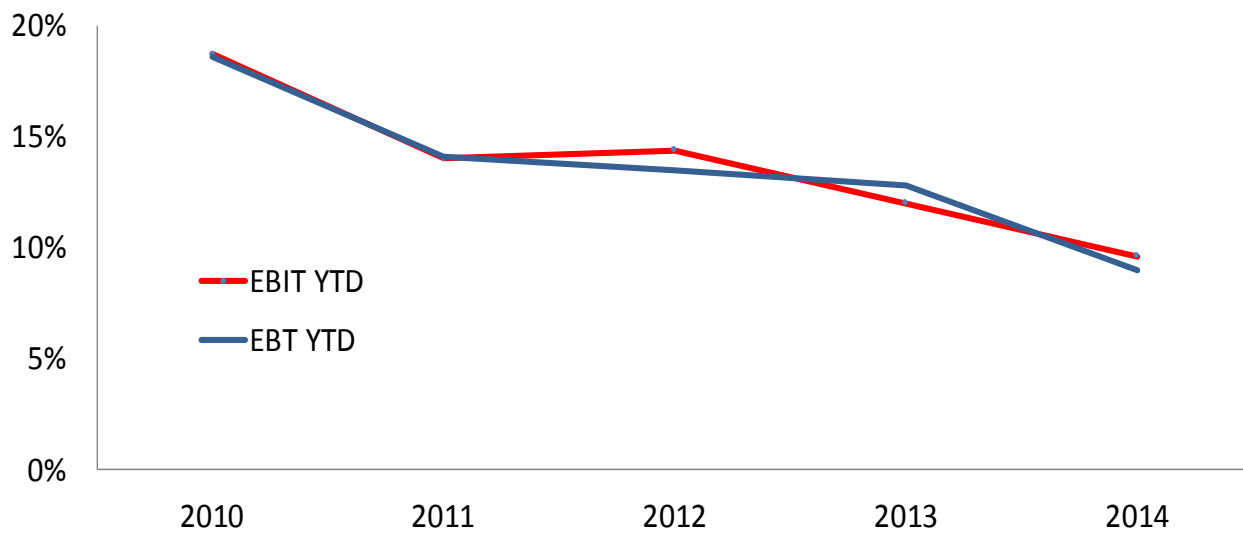
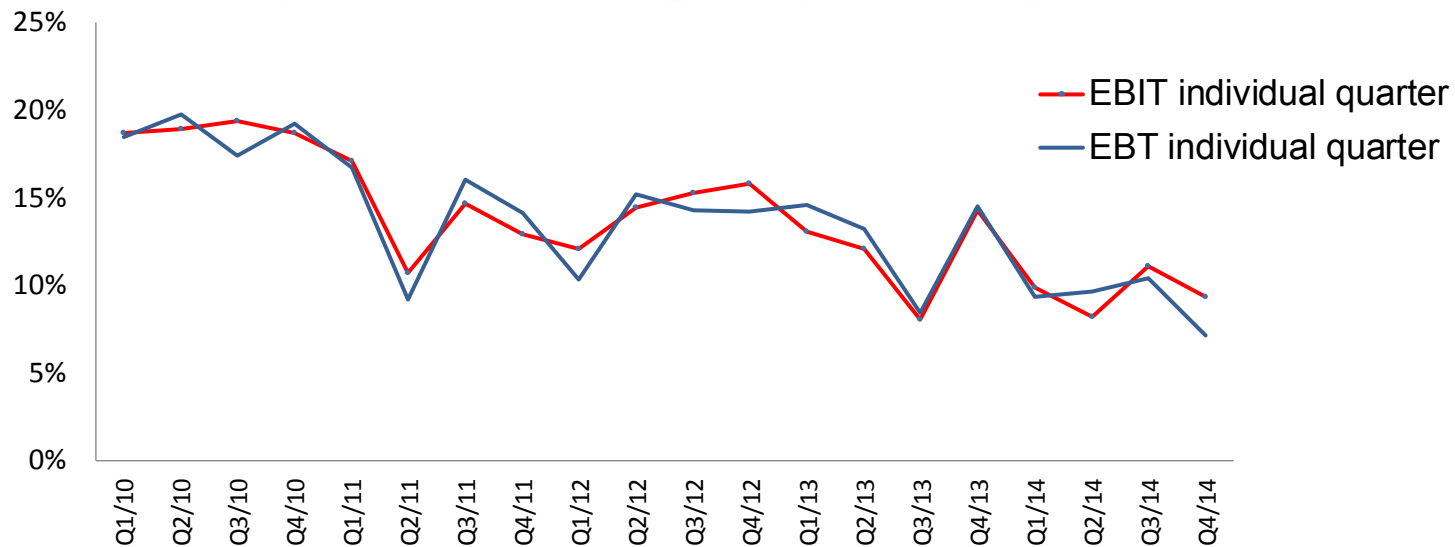
Income statement

(NOK million)	2014		2013		Q4/14		Q4/13	
Operating revenues	2757,5	100,0 %	2611,3	100,0 %	785,8	100,0%	670,0	100,0%
Materials	753,6	27,3 %	648,2	24,8 %	240,4	30,6 %	174,3	26,0 %
Salaries and social costs	798,4	29,0 %	782,4	30,0 %	220,5	28,1 %	197,4	29,5 %
Other operating expenses	806,9	29,3 %	734,0	28,1 %	217,0	27,6 %	167,7	25,0 %
Depreciation	132,6	4,8 %	133,8	5,1 %	34,9	4,4 %	34,4	5,1 %
Total operating costs	2 491,5	90,4 %	2 298,4	88,0 %	712,7	90,7 %	573,8	85,6 %
Operating result	266,0	9,6 %	312,9	12,0 %	73,1	9,3 %	96,2	14,4 %
Net financial income/expenses	-3,3	-0,1 %	-1,4	-0,1 %	-2,6	-0,3 %	-0,6	-0,1 %
Profit/loss currency exchange	-14,2	-0,5 %	22,5	0,9 %	-14,7	-1,9 %	1,7	0,3 %
Ordinary result before taxes	248,5	9,0 %	334,0	12,8 %	55,7	7,1 %	97,3	14,5 %
Calculated taxes ordinary result	-88,0	-3,2 %	-111,7	-4,3 %	-28,2	-3,6 %	-40,2	-6,0 %
Ordinary result after taxes	160,5	5,8 %	222,3	8,5 %	27,5	3,5 %	57,1	8,5 %
EPS	0,75		6,04		4,36		1,56	

Development EPS fully diluted



Development in operating result (EBIT) and pre-tax margin (EBT %)



Balance sheet

(NOK million)	2014	2013
Total Long Term Assets	1 291,7	948,1
Inventories	482,8	305,0
Trade Debtors	398,2	331,7
Other Current Assets	81,8	45,6
Value of forward contracts		16,3
Cash and Bank Deposits	137,0	328,4
Total Current Assets	1 099,7	1 027,0
TOTAL ASSETS	2 391,4	1 975,1
Total Equity	1 360,5	1 566,8
Provisions, commitments, deferred tax	19,6	16,1
Trade Creditors	128,9	118,0
Taxes, VAT and national insurance	82,3	96,4
Value of forward contracts	262,0	
Bank loans	333,2	
Other current liabilities	205,0	177,8
Total Liabilities	1 030,9	408,3
TOTAL EQUITY AND LIABILITIES	2 391,4	1 975,1

Cash flow and equity

(NOK million)	2014	2013	2012	2011	2010
Net cash flow from:					
Operating activities	215,0	405,7	332,0	330,3	435,8
Investing activities	-496,1	-148,1	-79,9	-142,8	-112,4
Financing activities	89,7	-202,5	-276,2	-331,4	-257,5
Net change in cash and cash equivalents	-191,4	55,1	-24,1	-143,9	65,9
Cash and cash equivalents at the beginning of period	328,4	273,3	297,4	441,3	375,4
Cash and cash equivalents at the end of period	137,0	328,4	273,3	297,4	441,3

(NOK million)	2014	2013	2012	2011	2010
Total capital	2 391,4	1 975,1	2 187,0	2 099,1	2 265,3
Net-working capital*	350,4	618,5	592,0	588,5	667,1
Equity	1 360,5	1 566,8	1 704,7	1 657,9	1 744,5
Equity ratio	56,9 %	79,3 %	77,9 %	79,0 %	77,0 %

*Not included the market value of forward contracts.

Proposed dividend 2014

- The board of directors is proposing a dividend for 2014 of 4.00 NOK pr share
 - Substantial investments in 2014
 - Equity share 56.9 %
 - Stability in dividend (share of earnings)

Ekornes Q4 – Stressless® /Ekornes ® Collection

Production figures

2014: 1 736 seats per day (2013: 1 629)

Q4: 1 734 seats per day (Q4 2013: 1 534)

2015: Production capacity approx. 1 750 seats

Products:

-Large product launch fall 2014:

- New design with new base (“Signature”)

Presented to most of our retailers in the European markets and North America, very well received.

Will be available in the shops through Q2 2015.

- New product line (Stressless® YOU) launched this autumn

Introduction to markets as Stressless® with new Signature base.

Markets:

Market situation in general unchanged. Central Europe challenging.



BalanceAdapt™





BalanceAdapt™





Stressless®

you
Designed for Comfort™



EKORNES®



you
Designed for Comfort™



Ekornes Q4 – Svane® mattresses

Products:

New collection (Svane® 630™) launched and presented fall 2014.

Well received by our Nordic retailers.

New design and new concept.

Markets:

Market situation in general unchanged.

Good development in all markets except Sweden.



Ekornes Q4 – IMG

Take over date: **31 October 2014**

Consolidated into Ekornes as from 1 November 2014. (P&L Nov and Dec)

Operating revenues IMG Nov-Dec: NOK 68,4 million
EBIT IMG Nov-Dec: NOK -15,9 million (IFRS)
Underlying EBIT in line with expectations

Markets:

Main markets are Norway, North America and Australia.

Start up Germany spring 2015.

IMG USA Inc acquired as of 1 January 2015.

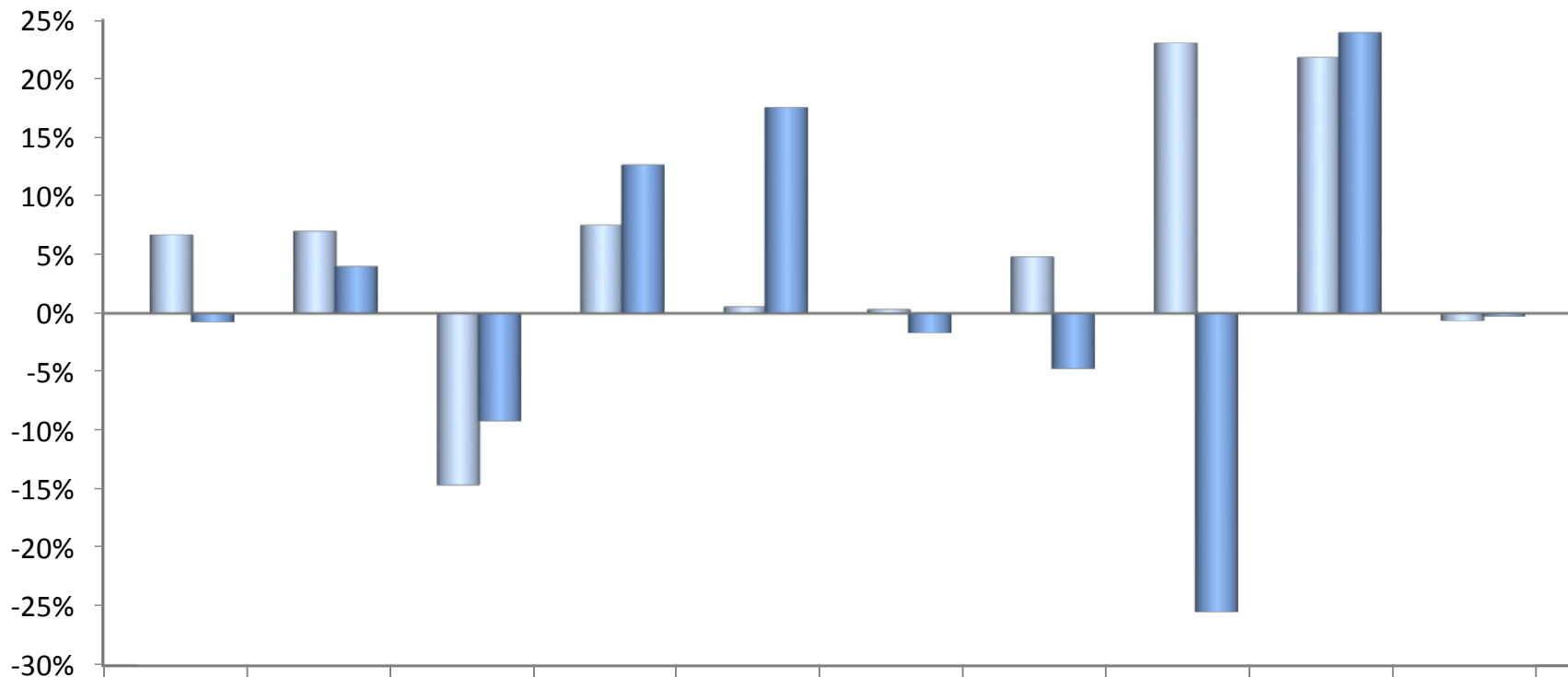
IMG



IMG



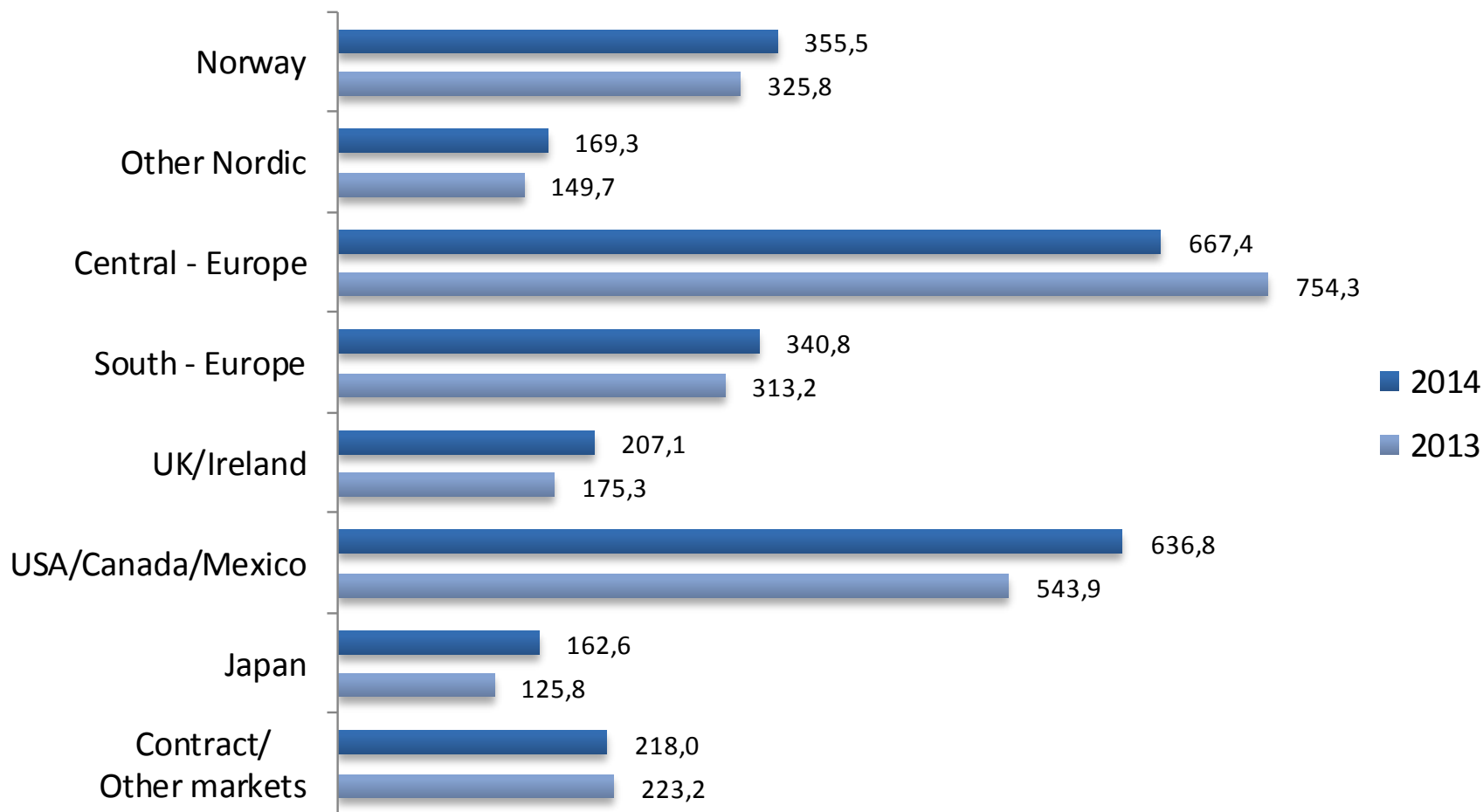
Change in order influx per market (%)



■ Changes YTD 2013 - 2014
■ Changes Q4 2013 - 2014

	Norway	Other Nordic	Central Europe	Southern Europe	UK/Ireland	USA/Canada	Japan	Asia	Pacific	Total
Changes YTD 2013 - 2014	7 %	7 %	-15 %	8 %	1 %	0 %	5 %	23 %	22 %	-1 %
Changes Q4 2013 - 2014	-1 %	4 %	-9 %	13 %	18 %	-2 %	-5 %	-25 %	24 %	0 %

Operating revenue per market



Ekornes Q4 – Headlines

Good order income January 2015.

International markets expected to be challenging also going forward.

- Better outlook for US Market.
- Germany still challenging.

New products and product lines for Stressless®, Stressless®YOU and Svane® in stores spring 2015.

Bringing IMG into new markets expected to give new growth opportunities.

Raw material prices trend stable.

Re-start China late Q1 2015.

Coming events

Financial Calendar 2015

18 May 2015	Ordinary General Assembly
20 May 2015	1 st Quarter Result 2015
20 May 2015	Presentation 1 st Quarter 2015 *)
19 August 2015	2 nd Quarter Result 2015
19 August 2015	Presentation 2 nd Quarter 2015, with Webcast *)
16 November 2015	3 rd Quarter Result 2015
16 November 2015	Presentation 3 rd Quarter 2015 *)

*) Presentations: Hotel Continental, Oslo - at 08.00 a.m.

Largest shareholders (31 Dec 2014):

Shareholders	Country	Percentage
1. NORDSTJERNAN AB	SWE	17,27 %
2. FOLKETRYGDFONDET	NOR	10,32 %
3. J.P. MORGAN CHASE BA NORDEA RE:NON-TREATY	GBR	5,41 %
4. PARETO AKSJE NORGE	NOR	4,46 %
5. J.P. MORGAN CHASE BA, SPECIAL TREATY LENDING	GBR	4,12 %
6. ODIN NORGE	NOR	3,89 %
7. BERIT VIGDIS EKORNES UNHJEM	NOR	2,93 %
8. GUNNHILD EKORNES MERTENS	NOR	2,92 %
9. STATE STREET BANK A/C CLIENT OMNIBUS F	USA	2,37 %
10. NORDEA NORDIC SMALL	FIN	2,32 %
Other shareholders approx. 2,506		43,99 %
Proportion	Norwegian shareholders	46,77 %
	Non-Norwegian shareholders	53,23 %

Board of Directors | Group Management

Kjersti Kleven – Chairman

Jarle Kjell Roth – Vice Chairman

Lars Ivar Røiri

Stian Ekornes

Nora Förisdal Larssen

Employee Representatives:

Sveinung Utgård

Tone Helen Hanken

Aslak Hestholm

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- CFO: Trine-Marie Hagen
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