

# YEAR-END REPORT 2009

## 1 May 2008 – 30 April 2009



- 4th quarter**
- \* Sales totalled SEK 1,053 M (987), up 7%
  - \* Operating profit amounted to SEK 38 M (50), down 23%
  - \* Profit after tax was SEK 29 M (37), down 22%
  - \* Earnings per share amounted to SEK 0.45 (0.57), down 21%
  - \* Second UK store opened in Manchester
- 12 months**
- \* Sales totalled SEK 4,930 M (4,662), up 6%
  - \* Operating profit was SEK 503 M (578), corresponding to an operating margin of 10.2 % (12.4)
  - \* Profit after tax was SEK 365 M (422), down 13%
  - \* Earnings per share amounted to SEK 5.62 (6.43), down 13%
  - \* Dividend of SEK 3.00 per share (5.00) is proposed, down 40%
- Events after the end of the period**
- \* Sales in May totalled SEK 372 M (330), up 13%

### CEO Klas Balkow comments:

*“Clas Ohlson continues to grow despite a general downturn in the market. The launch of our first catalogue was appreciated by our customers and has had a positive impact on sales during the latter part of the fourth quarter and in May. The operating profit for the fourth quarter was higher than last year excluding nonrecurring items of SEK 15 M charged against earnings in the quarter regarding efficiency measures at the Distribution Centre in Insjön.*

*The operating margin for the full financial year met our long-term goal at the same time as we have continued to make major investments for the future through our establishment in the UK, new store concepts and more efficient purchasing and distribution management.”*

## Operations

Operations comprise the sale of products for house and home, as well as technology and hobby items, through the company's own retail outlets and via mail order/Internet channels. Activities are pursued in Sweden, Norway, Finland and the UK. The number of stores at the end of the period was 106, including 50 in Sweden, 38 in Norway, 16 in Finland and two in the UK.

During the fourth quarter, six new stores were opened, three in Sweden, two in Norway and one in the UK. During the financial year, 20 new stores were opened (15 stores in 2007/08).

## Sales and profits

### Fourth quarter (February - April 2009)

Sales amounted to SEK 1,053 M, up 7 per cent compared with SEK 987 M in the year-earlier period.

Clas Ohlson continues to grow. The product range focuses on attractively priced products that are necessary for everyday life regardless of economic conditions. Nonetheless, the significant weakening in economy had an adverse effect on Clas Ohlson in all markets and sales channels.

Sales were distributed as follows:

Sales channels	2008/09	2007/08	Percentage change
Stores	1,031	962	+ 7
Mail order/Internet	22	25	- 13
	<u>1,053</u>	<u>987</u>	+ 7
<u>Countries (SEK)</u>			
Sweden and UK	534	535	0
Norway	428	375	+ 14
Finland	91	78	+ 17
	<u>1,053</u>	<u>987</u>	+ 7

The 7 per cent increase in store sales was distributed as follows:

Comparable stores in local currencies	- 9 per cent
New stores	+ 13 per cent
Exchange-rate effects	+ 3 per cent
Total	+ 7 per cent

The gross margin was 39.9 per cent, compared with 38.1 per cent in the year-earlier period. The margin was affected positively by the sales mix and exchange-rate effects. The quarter was characterised by favourable exchange rates in the sales currencies in Norway and Finland, while costs of SEK 15 M in conjunction with a reorganisation of the distribution centre at Insjön, Sweden had an adverse effect of 1.4 percentage points on the gross margin during the quarter. In the year-earlier period, there was a corresponding negative nonrecurring effect of 1.2 percentage points concerning valuation items.

The share of selling expenses rose 2.7 percentage points to 33 per cent (30.3). The increase was due primarily to the decrease in sales in comparable stores, increased costs for new stores and costs for the new spring catalogue. During the quarter, six new stores were opened (four were opened in the year-earlier period), which led to increased staff costs that have been partially offset by measures to increase productivity in comparable stores. The increase was also attributable to higher leasing costs in existing stores compared with the year-earlier period. Start-up costs for new stores amounted to SEK 18 M (14), including start-up costs for establishing a new store in Manchester in the UK.

Depreciation for the period amounted to SEK 24 M, compared with SEK 22 M for the year-earlier period.

Operating profit amounted to SEK 38 M, down 23 per cent compared with the year-earlier period (50). Operating profit was SEK 37 M (48) for stores and SEK 1 M (2) for mail order/Internet sales. Excluding nonrecurring items, operating profit rose 6 per cent to SEK 53 M (50).

The operating margin was 3.6 per cent (5). The operating margin for stores was 3.6 per cent (5), while that for mail order/Internet channels was 6.4 per cent (7.5).

Profit after financial items amounted to SEK 38 M, down 30 per cent compared with the year-earlier period (54). Excluding nonrecurring items, profit was SEK 52 M (54).

Exchange rates for key currencies averaged SEK 1.25 for NOK and SEK 8.45 for USD, compared with SEK 1.17 and SEK 6.10,

respectively, for the year-earlier period. Currency hedging was undertaken in USD, HKD and NOK. The company's policy is to hedge 50 per cent of expected flows during a catalogue period.

### Financial year 2008/09 (May - April)

Sales rose 6 per cent to SEK 4,930 M, compared with SEK 4,662 M in the preceding financial year.

Sales were distributed as follows:

Sales channels	2008/09	2007/08	Percentage change
Stores	4,830	4,541	+ 6
Mail order/Internet	100	121	- 17
	<u>4,930</u>	<u>4,662</u>	+ 6
<u>Countries (SEK)</u>			
Sweden and UK	2,573	2,586	- 1
Norway	1,923	1,717	+ 12
Finland	434	359	+ 21
	<u>4,930</u>	<u>4,662</u>	+ 6

The 6 per cent increase in store sales was distributed as follows:

Comparable stores in local currencies	- 7 per cent
New stores	+ 12 per cent
Exchange-rate effects	+ 1 per cent
Total	+ 6 per cent

The gross margin was 40.8 per cent, compared with 40.2 per cent a year earlier. The margin was primarily affected positively by the sales mix and favourable exchange-rate effects, while a number of factors had a negative impact, such as an increase in handling and distribution costs, as well as start-up costs for the purchasing company in Shanghai, China. Costs of SEK 15 M in conjunction with a reorganisation of the distribution centre at Insjön had an adverse effect of 0.3 percentage points on the gross margin.

The share of selling expenses rose 2.8 percentage points to 28.2 per cent (25.4). The increase was due primarily to the decrease in sales in comparable stores and increased costs for new stores. During the year, 20 new stores were opened (15 were opened in the preceding financial year), which led to increased staff costs that have been partially offset by continued measures to increase productivity in comparable stores. The increase was also attributable to higher leasing costs in existing stores compared with the preceding financial year. Start-up costs for new stores amounted to SEK 67 M (51), including start-up costs for establishing two new stores in Croydon, London and Arndale, Manchester in the UK.

Depreciation for the year amounted to SEK 92 M, compared with SEK 84 M for the preceding financial year.

Operating profit amounted to SEK 503 M, down 13 per cent compared with the preceding financial year (578). Operating profit was SEK 495 M (566) for stores and SEK 8 M (11) for mail order/Internet sales.

The operating margin was 10.2 per cent (12.4). The operating margin for stores was 10.2 per cent (12.5), while that for mail order/Internet channels was 7.8 per cent (9.5).

Profit after financial items amounted to SEK 504 M, down 14 per cent compared with the preceding financial year (588). Excluding restructuring costs, profit was SEK 518 M (588).

Exchange rates for key currencies averaged SEK 1.18 for NOK and SEK 7.30 for USD, compared with SEK 1.17 and SEK 6.50, respectively, for the year-earlier period. Currency hedging was undertaken in USD, HKD and NOK. The company's policy is to hedge 50 per cent of expected flows during a catalogue period.

## Investments

During the period, new investments totalled SEK 434 M (252). Of this, SEK 108 M (68) related to investments in new stores. An additional SEK 279 M (143) pertained to investments in the expansion of the distribution centre at Insjön. Other investments were mainly replacement investments.

## Financing and liquidity

Cash flow from operating activities was SEK 340 M (480). Cash flow for the year was a negative SEK 203 M (neg: 66). In September 2008,

a cash dividend of SEK 325 M (295) was distributed to Clas Ohlson's shareholders.

The average value of inventories during the financial year was SEK 1,024 M (940), up 9 per cent. The turnover rate for inventories at the distribution centre during the financial year was a multiple of 6.7 (6.8).

At the end of the financial year, inventories amounted to SEK 1,117 M (953). Compared with the same month a year earlier, 20 new stores were added. Inventories in new stores amounted to SEK 107 M. On 30 April 2009, inventories were affected by advance purchases of seasonal products in conjunction with the new spring catalogue. The value of purchasing currencies (USD and EUR) also affected the value of inventories compared with the same date a year earlier.

The company's repurchase of own shares to secure the 2008 long-term incentive plan (LTI 2008) amounted to SEK 58.0 M (0) during the first quarter of the financial year.

Cash and cash equivalents totalled SEK 92 M (280). Interest-bearing liabilities pertaining to the utilisation of overdraft facilities and bank loans amounted to SEK 274 M (0). The increase was primarily due to current investments in the distribution centre at Insjön, in the amount of SEK 615 M, and investments in new stores. The high level of investment has resulted in an increased capital requirement, which has been secured for the years immediately ahead through external financing. The equity/assets ratio was 58.1 per cent (68.4).

## Number of shares

The number of registered shares is 65,600,000, unchanged compared with a year earlier. As of 30 April 2009, the company's holding amounted to 645,000, corresponding to 1 per cent of the total number of registered shares (0). The number of shares outstanding, net after repurchase, amounted to 64,955,000 at the end of the year.

To secure the company's commitment regarding conditional matching shares and employee warrants in connection with LTI 2008, Clas Ohlson repurchased 645,000 shares during the first quarter of the financial year for a total of SEK 58.0 M at an average price of approximately SEK 90 per share.

## Employees

The number of employees in the Group averaged 1,927 (1,801), of whom 790 (731) were women. The distribution by country was 1,265 (1,264) in Sweden, 458 (385) in Norway, 174 (152) in Finland and 30 (0) in the UK.

## Parent Company

Parent Company sales amounted to SEK 4,002 M (4,063) and profit after financial items was SEK 340 M (721). Profit was negatively affected by reduced dividends from subsidiaries.

Investments for the year totalled SEK 333 M (197). Contingent liabilities for the Parent Company amounted to SEK 177 M (165).

## Long-term incentive plans LTI 2008 and LTI 2009

In May 2008, the long-term incentive plan LTI 2008 was implemented. Up to 40 persons are included in the plan by making an initial investment in Clas Ohlson shares corresponding to between 5 and 10 per cent of their annual gross earnings. Participants have purchased a total of 34,725 Clas Ohlson shares. Participants who, after three years, are still employed in the company and hold initially invested shares will be allotted, free of charge, matching shares corresponding to the number of initially purchased shares. Depending on the degree of target fulfilment, 0-15 options per share will be allocated. The exercise price for the conditional employee stock options has been established at SEK 107.60 per share, with exercise possible, following the three-year qualification period, between June 2011 and April 2015.

In May 2009, the LTI 2009 plan was implemented. The plan is based on the same principles as LTI 2008 and applies from May 2009 to June 2016. Up to 40 employees are participating in the programme and purchased a total of 35,767 shares after the end of the period in May 2009. The exercise price for the conditional employee stock options has been established at SEK 98.10 per share, with exercise possible, following the three-year qualification period, between June 2012 and April 2016.

## New store in Manchester, UK

At the end of April 2009, Clas Ohlson opened its second UK store in Manchester. The Store is located in the Arndale Shopping Centre in the heart of central Manchester. The shopping centre has more than 39 million visitors each year and about 240 stores. The store area comprises 2,500 square metres, making it one of the largest stores in the Group. The catchment area for the store is approximately 2.4 million inhabitants.

The response from customers to the newly opened stores in the UK is positive, with many visitors to the Croydon and Arndale stores. To date, the number of visitors in Croydon, London has been higher than the Group average. The conversion rate and average purchase have been lower than average in the UK, which is generally the case in conjunction with the penetration of new markets. Clas Ohlson anticipates that establishing its brand name and position in a completely new market will take time and that the conversion rate and average purchase value will gradually increase in the next few years. In the coming years, many attractive store locations are expected to become available.

## Clas Ohlson's first spring catalogue

In March 2009, Clas Ohlson launched its first spring catalogue. The catalogue contains a number of new features and includes a seasonal product range and the products that previously comprised a separate boat accessory catalogue. A new graphic profile that includes an update of Clas Ohlson's logotype was launched simultaneously. The spring catalogue has been positively received and is the first catalogue launched in the UK. The aim of releasing two catalogues per year instead of one is to increase flexibility in terms of product range and prices.

## Implementation of new store concept

Clas Ohlson's new store concept was launched in November and has so far been established in new stores. The new concept will make it easier for customers to navigate the board product range available at Clas Ohlson stores. The change also entails an updated design and modernisation of Clas Ohlson's current store concept. Existing stores will gradually be converted, which will lead to an estimated annual investment of SEK 40 M. To date, one store in Norrköping has been converted to the new concept.

In January 2009, Clas Ohlson opened its first store with a smaller store format in Motala, Sweden. The aim of the new format, with 500-800 square metres of retail space and some elements of the product range available for order, is to enable the establishment of profitable Clas Ohlson stores in smaller locations as a complement to large-scale stores in major locations. The new smaller store concept has also been launched in Marieberg outside Örebro, in Larvik in Norway and in Hudiksvall during the fourth quarter.

## Efficiency enhancement at the distribution centre at Insjön

Deployment of Clas Ohlson's new miniloading plant at the Insjön distribution centre has commenced. The investment of SEK 370 million in the new plant, which is operational since May, will automate large parts of product retrieval procedure that were handled manually in the past.

The distribution centre at Insjön has 275 employees today. The manpower requirement after deployment of the system will be about 230. Negotiations commenced during the quarter concerning an impending organisational change at the distribution centre in conjunction with deployment of the new technology. To the greatest extent possible, the goal is to resolve the identified manpower surplus through voluntary solutions. Planned actions include offers of retirement pensions and offers of different positions in the company to other employees. Costs for the voluntary solutions offered to personnel amounted to SEK 15 million, which were charged against earnings in the fourth quarter of 2008/09.

## Events after the end of the period

As an adjustment to the implementation of IFRS 8 during the 2008/2009 financial year, Clas Ohlson changed its method for reporting monthly sales as of May 2009. A new segment report will be made as of the first quarter of 2009/2010 and will be commented on in Clas Ohlson's Annual Report for the 2008/2009 financial year, which will be published in August 2009.

May sales amounted to SEK 372 M, compared with SEK 330 M in May 2008. In local currencies, sales increased 10 per cent. Compared with the same month a year earlier, 20 new stores were added, bringing the total number of stores to 107 as of 31 May 2009. Mail order/Internet sales amounted to SEK 7 M, compared with SEK 8 M in the year-earlier period.

Sales channels (SEK M)	2009	2008	Percentage change	Percentage change, local currencies
<b>Countries</b>				
Sweden	191	186	+ 2	+ 2
Norway	143	118	+ 22	+ 21
Finland and UK	38	26	+ 42	+ 32
	372	330	+ 13	+ 10

## New e-commerce manager appointed

Catrin Folkesson was appointed e-commerce manager and took office in May 2009. Catrin most recently worked at EF as the head of the Internet and information systems department based in the US. The recruitment is a step in Clas Ohlson's increased focus on e-commerce and mail orders.

Mail order/Internet shopping is a key supplement to Clas Ohlson's stores and both channels comprise a central function in terms of communication and sales. A new e-commerce platform and plans for sales via the Internet in Finland and the UK are other elements that are being developed to capitalise on the Internet's potential.

Exercising the authorisation to repurchase shares

Clas Ohlson's Annual General Meeting on September 13 2008 authorised the Board of Directors to repurchase a maximum of 930 000 shares, during the period prior to the proceedings of the Annual General Meeting 2009, for the purpose of securing the company's commitments and expenses regarding implementation of the long-term incentive plan, LTI 2009.

The Board has decided to exercise the Annual General Meeting's authorisation and will repurchase 675,000 shares prior to the proceedings of the Annual General Meeting in 2009. The acquisition will be made on the NASDAQ OMX Nordic Exchange Stockholm at a price within the registered price interval on each occasion.

As of 30 April 2009, the company's holding amounted to 645,000, corresponding to 1 per cent of the total number of registered shares (0).

## Outlook

Clas Ohlson's business concept of offering a broad and attractively priced product range to conveniently solve the little practical problems of everyday life is highly attractive in established markets. The concept is unique in Europe and has potential for expansion to several countries.

Clas Ohlson's long-term growth objectives stand firm. The powerful economic slowdown is both generating opportunities and creating a need for adjustment. Although Clas Ohlson has also been affected by a general decline in consumption, the Group expects to be able to continue capturing market shares. The slowdown also improves the opportunities for contracting and establishing stores in attractive locations and at an attractive rent, primarily in the UK market.

Clas Ohlson will continue to open new stores in established markets, but will adjust its rate of establishment to the prevailing market conditions. During the 2009/10 financial year, the aim is to establish 15-20 stores, of which four to eight are planned in the UK. The launch of Clas Ohlson's new store concept in new and existing stores, combined with the new, smaller store format known as "Mini-Clas," will generate additional growth opportunities for the company.

Clas Ohlson will continue adapting its costs to mitigate the earnings effects of the lower growth rate caused by the decline in retail trade.

## Long-term financial objectives

The objective for long-term sales growth is 15 per cent, measured as the average annual sales increase over a five-year period. The profitability objective is to achieve an operating margin of at least 10 per cent.

## Risks and uncertainties

A number of factors could affect the company's profits and operations. Most of these are managed through internal procedures, while others are governed to a greater degree by external circumstances. The company works continuously on these issues.

Clas Ohlson's business operations are exposed to financial and operational risks. Financial risks comprise primarily wage inflation, raw-material prices and exchange-rate exposure, while operational risks relate to establishment in the UK, purchasing in China, economic conditions, competition, logistics, key employees, social responsibilities, product range and shrinkage. With regard to the description and quantification of the financial risks, these are stated in the 2007/08 Annual Report in Note 2 and on pages 35-36. Operational risks are stated on page 34. Apart from the risks described in the Annual Report, no other significant risks were added.

## Accounting policies

Clas Ohlson applies the International Financial Reporting Standards (IFRS) adopted by the EU. This interim report was prepared in accordance with the Swedish Annual Accounts Act, IAS 34 Interim Financial Reporting and RFR 1.1 Supplementary accounting rules for Groups. New or revised IFRS standards or IFRIC interpretations that have come into force since 1 January 2008 have not had any significant impact on the consolidated income statement or balance sheet. Accounting policies in accordance with IFRS are described in the Annual Report for the 2007/08 financial year, pages 52-54.

The Parent Company's accounts were prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's Recommendation RFR 2.1. The same accounting policies are applied as for the Group, except in those cases indicated in the section headed "Parent Company accounting policies" in the Annual Report for 2007/08 on page 54.

In respect of segment reporting, the operation consists entirely of the sale of products for house and home, hobby and technology, which is therefore considered the primary segment.

## Dividend

Clas Ohlson's dividend policy means that the level of dividend should correspond to about 50 per cent of profit after tax. In addition, the Board may propose that surplus liquidity also be distributed.

Due to current investments in the distribution centre at Insjön, the Board has made the assessment that the company does not currently have any surplus liquidity.

The Board of Directors proposes a dividend for 2008/09 of SEK 3.00 per share (SEK 5.00 in the preceding financial year). The proposed dividend will total SEK 195 M (328 M), or 54 per cent of profit after tax for the financial year.

## Financial information and Annual General Meeting

Up-to-date financial information is available on the company's website: [www.clasohlson.se](http://www.clasohlson.se) and from Clas Ohlson AB's head office in Insjön, telephone +46 (0)247-444 00, fax +46 (0)247-444 25.

The Annual Report for 2008/09 will be published in August 2009 on the company's website and distributed to the shareholders who have requested information from Clas Ohlson via e-mail or a printed Annual Report via traditional mail.

The Annual General Meeting will be held on Saturday, 12 September 2009 in Insjön. The summons to the Meeting is expected to be issued during the second week of August. Information regarding the Nomination Committee and notification of attendance at the Meeting are available on Clas Ohlson's website at [www.clasohlson.se](http://www.clasohlson.se) under Financial Information – The Group.

The interim report for the first quarter of 2008/09 will be published on 10 September 2009.

Insjön, 11 June 2009

Klas Balkow  
Chief Executive Officer

## Consolidated Income Statement

SEKm	3 months 01/02/09- 30/04/09	3 months 01/02/08- 30/04/08	12 months 01/05/08- 30/04/09	12 months 01/05/07- 30/04/08	12 months 01/05/06- 30/04/07
Sales	1 053.4	987.4	4 930.2	4 661.6	4 101.2
Cost of goods sold	-633.4	-611.3	-2 916.5	-2 788.7	-2 474.1
Gross profit	420.0	376.1	2 013.7	1 872.9	1 627.1
Selling expenses	-347.9	-298.8	-1 388.7	-1 183.1	-996.4
Administrative expenses	-32.5	-26.0	-119.4	-110.9	-100.0
Other operating income/expense	-1.2	-1.5	-2.8	-1.4	0.2
Operating profit	38.4	49.8	502.8	577.5	530.9
Net financial income/expense	-0.8	3.8	1.0	10.3	6.9
Profit after financial items	37.6	53.6	503.8	587.8	537.8
Tax	-8.6	-16.5	-138.3	-166.0	-152.0
Profit for the period	29.0	37.1	365.5	421.8	385.8
Gross margin (%)	39.9	38.1	40.8	40.2	39.7
Operating margin (%)	3.6	5.0	10.2	12.4	12.9
Operating margin stores (%)	3.6	5.0	10.2	12.5	13.2
Operating margin mail order/Internet (%)	6.4	7.5	7.8	9.5	5.1
Return on capital employed (%)	-	-	32.6	41.8	40.9
Return on equity (%)	-	-	24.4	29.4	29.4
Equity/assets ratio (%)	58.1	68.4	58.1	68.4	70.6
Sales per sq.m in stores, SEK thousand	-	-	38	44	45
Data per share:					
Number of shares before dilution	64 955 000	65 600 000	65 065 008	65 600 000	65 600 000
Number of shares after dilution	64 964 945	65 600 000	65 075 701	65 600 000	65 600 000
Number of shares at end of period	64 955 000	65 600 000	64 955 000	65 600 000	65 600 000
Earnings per share before dilution (SEK)	0.45	0.57	5.62	6.43	5.88
Earnings per share after dilution (SEK)	0.45	0.57	5.62	6.43	5.88
Equity per share (SEK)	22.99	22.86	22.99	22.86	20.84
Gross cash flow per share (SEK)	0.81	0.90	7.04	7.71	7.02
Share price 30 April (SEK)	-	-	94	98	151
Dividend per share (SEK)	-	-	3,00*	5.00	4.50
P/E ratio	-	-	17	15	26
Price/gross cash flow	-	-	13	13	21
Price/equity	-	-	409%	430%	722%
Yield	-	-	3,2%	5.1%	3.0%
Dividend proportion	-	-	53%	78%	77%

\* proposed dividend

## Consolidated Balance Sheet

SEKm	30/04/09	30/04/08	30/04/07
<b>Assets</b>			
Tangible assets	1 195.8	848.7	678.7
Financial assets	1.7	3.3	4.8
Inventories	1 117.2	952.6	826.7
Other receivables	164.5	107.1	79.6
Liquid assets	92.0	280.3	347.9
Total assets	2 571.2	2 192.0	1 937.7
<b>Equity and liabilities</b>			
Equity	1 493.1	1 499.5	1 367.3
Long-term liabilities, Non-interest-bearing	86.4	26.9	23.9
Long-term liabilities, Interest-bearing	65.0	0.0	0.0
Current liabilities, Interest-bearing	208.6	0.0	0.0
Current liabilities, Non-interest-bearing	718.1	665.6	546.5
Total equity and liabilities	2 571.2	2 192.0	1 937.7

## Specification of change i results

(After financial items. in SEKm)	3 months 01/02/09- 30/04/09	12 months 01/05/08- 30/04/09
Profit from sales	-17.3	-66.4
Change in gross profit margin	33.1	47.5
Change in administrative expenses	-6.5	-19.4
Difference in non-recurring pension costs	0.0	10.9
Pension costs	-14.6	-14.6
Costs for 90 years anniversary	0.0	-6.7
Change in expansion costs new stores	-4.1	-15.9
Increased depreciation	-2.3	-8.7
Change in financial income/expense	-4.6	-9.3
Other	0.3	-1.4
Total	-16.0	-84.0

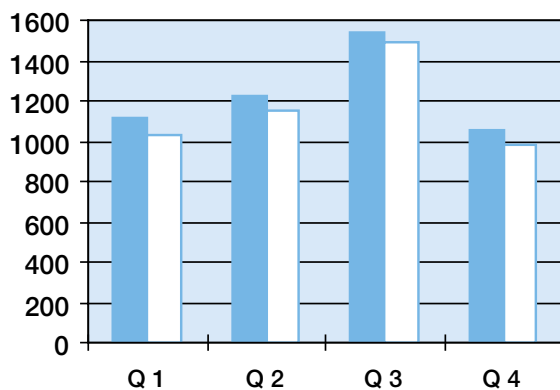
## Change in equity

SEKm	12 months 01/05/08- 30/04/09	12 months 01/05/07- 30/04/08
Equity brought forward	1 499.5	1 367.3
Dividends paid	-324.8	-295.2
Change in translation difference	10.1	5.6
Cash flow hedging recognised in equity, after tax	36.7	-26.8
Cash flow hedging recognised in income statement, after tax	-14.6	21.2
Cash flow hedging included in inventories	-22.8	5.6
Repurchase of own shares	-58.0	0.0
Paid-in option premiums	1.5	0.0
Net profit for the period	365.5	421.8
Equity carried forward	1 493.1	1 499.5

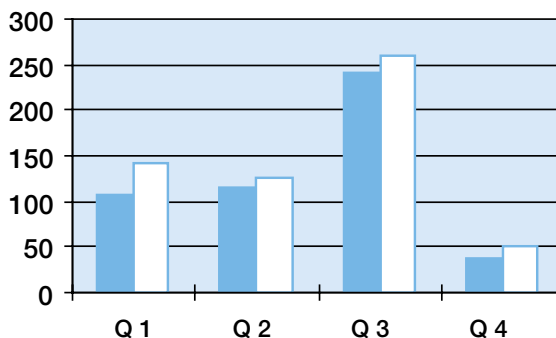
## Results per quarter

SEKm	Q 4 06/07	Q 1 07/08	Q 2 07/08	Q 3 07/08	Q 4 07/08	Q 1 08/09	Q 2 08/09	Q 3 08/09	Q 4 08/09
Sales	870.9	1 031.9	1 146.1	1 496.2	987.4	1 114.3	1 223.9	1 538.6	1 053.4
Cost of goods sold	-529.3	-624.9	-676.8	-875.7	-611.3	-669.6	-724.6	-888.9	-633.4
Other operating expenses	-280.1	-265.2	-344.3	-359.6	-326.3	-337.2	-384.1	-408.0	-381.6
Operating profit	61.5	141.8	125.0	260.9	49.8	107.5	115.2	241.7	38.4
Operating margin	7.1%	13.7%	10.9%	17.4%	5.0%	9.6%	9.4%	15.7%	3.6%

Sales (SEKm)



Operating profit (SEKm)



Shaded bar = Financial year 01/05/08 – 30/04/09  
White bar = Financial year 01/05/07 – 30/04/08

Quarter 1 relates to period May-Jul, quarter 2 Aug-Oct, quarter 3 Nov-Jan and quarter 4 the period Feb-Apr.

### Annual General Meeting

The Annual General Meeting will be held at Insjön on 12 September 2009. It is anticipated that the notice of the AGM will be distributed in the second week of August and posted to all shareholders.

### Coming information

The annual report will be available in mid-August at the Clas Ohlson AB's head office at Insjön, telephone +46 247-444 00, fax +46 247 444 25. Annual reports and other relevant financial information are also available on our website at [www.clasohlson.se](http://www.clasohlson.se). The interim report for the first quarter of 2009/10 will be issued on 10 September 2008. The interim report for the second quarter of 2009/10 will be issued on 9 December 2009. The interim report for the third quarter of 2009/10 will be issued on 10 March 2010. The full year report of 2009/10 will be issued on 10 June 2010.

## Parent company Income Statement

SEKm	Note	3 months 01/02/09- 30/04/09	3 months 01/02/08- 30/04/08	12 months 01/05/08- 30/04/09	12 months 01/05/07- 30/04/08
Sales		640.7	844.4	4 001.8	4 062.8
Cost of goods sold	1	-619.5	-587.1	-2 857.6	-2 750.8
Gross profit		21.2	257.3	1 144.2	1 312.0
Selling expenses	1	-201.4	-165.5	-740.4	-665.4
Administrative expenses	1	-24.0	-23.0	-98.2	-97.6
Other operating income/expenses		-1.2	0.2	-2.5	0.3
Operating profit		-205.4	69.0	303.1	549.3
Dividend from Group companies		-	-	39.4	165.8
Net financial items		-2.6	2.8	-2.8	5.9
Profit after financial items		-208.0	71.8	339.7	721.0
Appropriations		-96.4	-16.0	-96.4	-16.0
Profit before tax		-304.4	55.8	243.3	705.0
Income tax		82.2	-17.0	-60.2	-152.4
Net profit for the year		-222.2	38.8	183.1	552.6

## Parent company Balance Sheet

SEKm	30/04/09	30/04/08
<b>Assets</b>		
Tangible assets	970.4	704.7
Financial assets	41.1	34.5
Inventories	800.8	703.9
Other receivables	521.0	317.4
Liquid assets	14.0	194.8
Total assets	2 347.3	1 955.3
<b>Equity and liabilities</b>		
Equity	1 080.5	1 278.6
Untaxed reserves	249.0	152.6
Provisions	12.4	11.5
Long-term liabilities, Interest-bearing	65.0	0.0
Current liability, Interest-bearing	208.6	0.0
Current liability, Non-interest-bearing	731.8	512.6
Total equity and liabilities	2 347.3	1 955.3
Pledged assets	97.0	67.0
Contingent liabilities	176.6	165.1

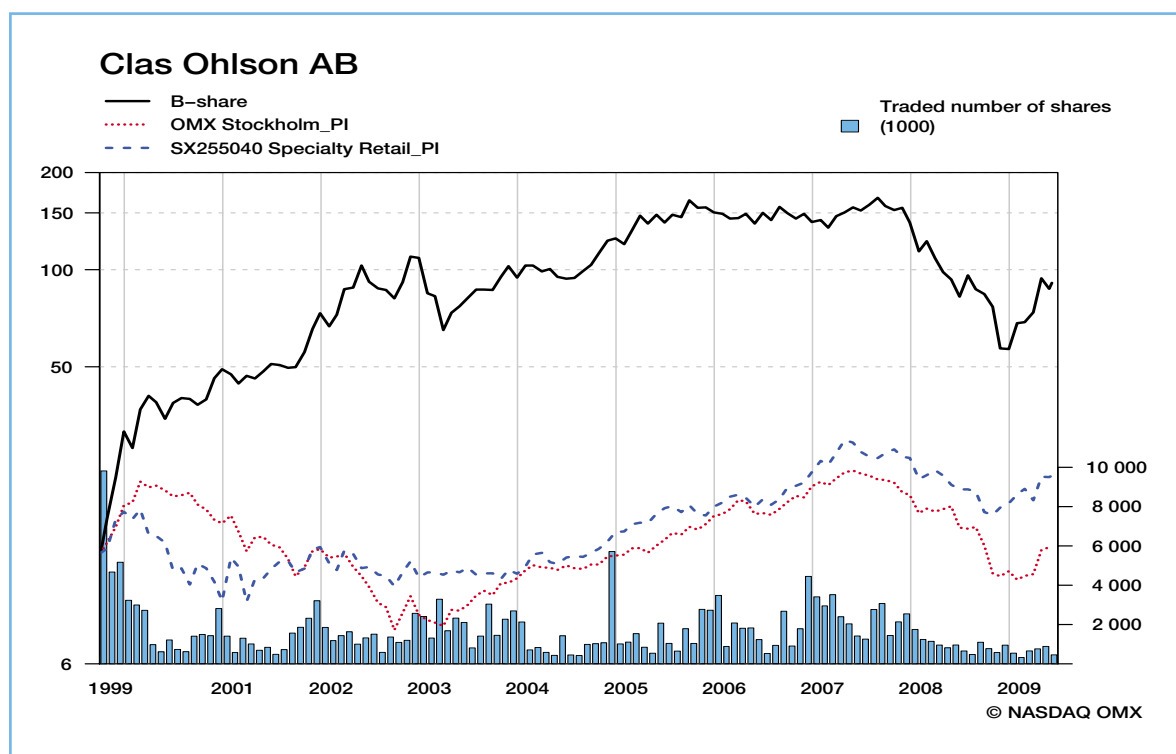
### Note 1 Depreciation

Depreciation in Parent Company during the twelve months amounts to 61.2 SEKm (59.8 SEKm).

Depreciation for the fourth quarter amounts to 15.2 SEKm (15.1 SEKm).

## Consolidated Cash Flow

	3 months 01/02/09- 30/04/30	3 months 01/02/08- 30/04/08	12 months 01/05/08- 30/04/09	12 months 01/05/07- 30/04/08
SEKm				
Operating profit	38.4	49.8	502.8	577.5
Adjustment for items not included in cash flow	23.8	24.0	96.0	86.0
Interest received	1.5	2.4	9.9	9.2
Interest paid	-0.3	0.0	-3.9	-0.6
Tax paid	-67.1	-76.6	-206.1	-150.3
<b>Cash flow from operating activities before changes in working capital</b>	<b>-3.7</b>	<b>-0.4</b>	<b>398.7</b>	<b>521.8</b>
Change in working capital	-94.1	-4.8	-59.0	-41.8
<b>Cash flow from operating activities</b>	<b>-97.8</b>	<b>-5.2</b>	<b>339.7</b>	<b>480.0</b>
Investments	-115.9	-78.7	-434.3	-251.6
Change in current investments	0.0	0.2	0.5	1.0
Change in financial assets	0.7	0.0	0.7	0.0
<b>Cash flow from investing activities</b>	<b>-115.2</b>	<b>-78.5</b>	<b>-433.1</b>	<b>-250.6</b>
Change in current liabilities, Interest-bearing	120.1	0.0	208.6	0.0
Change in long-term liabilities, Interest-bearing	65.0	0.0	65.0	0.0
Repurchase of own shares	0.0	0.0	-58.0	0.0
Dividend to shareholders	0.0	0.0	-324.8	-295.2
<b>Cash flow from financing activities</b>	<b>185.1</b>	<b>0.0</b>	<b>-109.2</b>	<b>-295.2</b>
<b>Cash flow for the period</b>	<b>-27.9</b>	<b>-83.7</b>	<b>-202.6</b>	<b>-65.8</b>
Liquid assets at the start of the period	115.5	364.7	280.3	347.9
Exchange rate difference for liquid assets	4.4	-0.7	14.3	-1.8
Liquid assets at the end of the period	92.0	280.3	92.0	280.3



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