Odd Molly International AB (publ)
Stockholm, Sweden, May 11, 2017

## Continued growth in a changing industry

## JANUARY 1 - MARCH 31, 2017

- Total operating revenue amounted to SEK 126.1 million (117.7), an increase of 7 percent.
- The gross profit margin was 54.0 percent (54.2).
- Operating profit amounted to SEK 7.5 million (8.5).
- Net profit amounted to SEK 4.7 million (5.9).
- Earnings per share before dilution amounted to SEK 0.81 (1.02).
- Earnings per share after dilution amounted to SEK 0.77 (1.02).


Sales LTM

KEY FIGURES
Total operating revenue, SEK million
Change, \%
Gross profit margin, \%
Operating profit, SEK million
Change, \%
Operating margin, \%
Net profit, SEK million
Change, \%
Earnings per share before dilution, SEK
Earnings per share after dilution, SEK
Return on equity, \%
Equity/assets ratio, \%
Cash flow from operating activities, SEK million

| Jan-Mar | Jan-Mar | Jan-Dec | Apr 16- |
| ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ | Mar 17 |
| 126.1 | 117.7 | 423.2 | 431.6 |
| 7 |  | 23 |  |
| 54.0 | 54.2 | 55.6 | 55.5 |
| 7.5 | 8.5 | 24.5 | 23.6 |
| -11 |  | 97 |  |
| 6.0 | 7.2 | 5.8 | 5.5 |
| 4.7 | 5.9 | 17.7 | 16.5 |
| -21 |  | 81 |  |
| 0.81 | 1.02 | 3.08 | 2.87 |
| 0.77 | 1.02 | 3.08 | 2.87 |
| 4.3 | 6.1 | 17.8 | 15.9 |
| 56 | 61 | 55 | 56 |
| -2.4 | -8.8 | 6.6 | 13.0 |

## Jan-

## Comment from the CEO


> "We have a strong customer focus and continually adapt to new consumption patterns"

## A time of transformation for the industry

## Quarter

Odd Molly continues to deliver growth and reported a sales increase of 7 percent in the first quarter of the year. Growth is being driven by our own channels, with the strongest increase from the web shop, while sales at the wholesale level were in line with the previous year. In this tough market we should be pleased with our performance during the quarter, but we want to see even stronger sales momentum.

Odd Molly continues to invest in the brand and prepare for future expansion. We remain profitable, with an operating margin of 6.0 percent, against 7.2 percent in the first quarter of 2016.

## Market

We are clearly experiencing a shift in retail, which is affecting everyone in different ways. More and more brick-and-mortar stores are having a tough time, while many online retailers are very agile and can be aggressive in the fight for customers through discounts, offers and service levels. Early on Odd Molly established a digital strategy that is delivering results.

During the last quarters, the market has been characterized by promotions and discounts. At Odd Molly, we have a strong customer focus and continually adapt to new consumption patterns. We are committed to sustainable products and processes, which we believe create credibility and loyalty. But perhaps most important is a business model based on omnichannel retailing ourselves and through outside partners. Odd Molly's products have to be available where and when our customers want to shop, through Odd Molly's own or partner-owned stores or through external retailers' channels, in physical outlets or on the web.

New merchandise is another important tool, and we aim to surprise our customers with various offers throughout the season. During the quarter new product lines were launched for underwear and bath, both of which have been very positively received.

## Growth

In conclusion, Odd Molly is growing, and intends to continue to grow while staying profitable. We continuously take new initiatives internationally, where primarily the US is developing positively. During the quarter our partner there opened a new store in Boulder, Colorado, and now operates totally three stores in the state.

We are building a stronger international platform. Expansion costs money, but we feel that we have an effective and risk-balanced model. We will continue to take steps forward, both big and small, well aware that we have to be open to continuous changes.
Anna Attemark, CEO

## FIRST QUARTER

- Total operating revenue 126,1 MSEK, +7\%
- Operating profit 7,5 MSEK, -11\%
- Operating margin 6,0\% (7,2\%)

REVENUE BY COUNTRY, ROLLING 12 MONTHS


## The Group's development

QUARTERLY SALES


QUARTERLY OPERATING PROFIT


ROLLING 12-MONTH SALES


ROLLING 12-MONTH OPERATING PROFIT


## SEASONAL FLUCTUATIONS

Odd Molly's operations are seasonal, with the strongest sales in the first and third quarters, while the second and fourth quarters are seasonally smaller. As a result, the company's operations, sales and profits are best followed on a semiannual basis. Because of the growing share of sales from retail operations, seasonal fluctuations are gradually diminishing.

## TOTAL OPERATING REVENUE

## First quarter January 1 - March 31, 2017

Total operating revenue in the first quarter amounted to SEK 126.1 million (117.7), an increase of 7 percent compared with the same period in 2016. Revenue from wholesale operations (sales to retailers and partners) was essentially unchanged from the previous year at SEK 73.5 million (73.4) in the first quarter. The weaker trend last fall for the whole industry, and consequently for many retailers, meant less need for replenishment during the quarter than in 2016. The company's retail operations (own sales to consumers through stores and web shop) rose by 19 percent to SEK 52.5 million (44.3). Growth is being driven by the company's web shop and the increased number of stores compared with the same period in 2016. Odd Molly had 18 own stores at the end of the period, compared with 14 stores a year earlier.

## EARNINGS

## First quarter January 1 - March 31, 2017

The gross profit margin for the period was 54.0 percent (54.2). The margin was positively affected by the increased share of sales from retail operations, while a higher share of discounted sales had a negative effect.

Operating profit was SEK 7.5 million, compared with SEK 8.5 million in the same period of 2016. The change is a combination of the lower gross margin and higher operating expenses from the continued expansion.

Personnel expenses amounted to SEK 19.7 million ( 15.6 percent of total operating revenue), compared with SEK 16.5 million (14.0 percent of total operating revenue) in the previous year. Other external expenses amounted to SEK 38.3 million (30.4 percent of total operating revenue) and SEK 36.2 million (30.8 percent of total operating revenue) in the previous year. The increase is mainly related to newly opened stores.

Net profit amounted to SEK 4.7 million (5.9) and earnings per share before dilution amounted to SEK 0.81 (1.02).

## Analysis of operating profit

|  | First <br> SEK million |
| :--- | ---: |
| Operating profit Jan-Mar 2016 | $\mathbf{8 . 5}$ |
| Contribution from higher sales | +4.5 |
| Lower gross margin | -0.8 |
| Higher expenses tied to expansion | -4.7 |
| Operating profit Jan-Mar 2017 | $\mathbf{7 . 5}$ |

## INVESTMENTS AND CASH FLOW



INVESTMENTS BY QUARTER AND ROLLING 12-MONTH (LINE)


During the first quarter of 2017 the company's investments totaled SEK 2.2 million (7.5). Cash flow from operating activities amounted to SEK -2.4 million $(-8.8)$ and total cash flow amounted to SEK -4.6 million ( -15.9 ).

## INVENTORY

Inventory amounted to SEK 75.8 million at the end of the period, compared with SEK 60.4 million at the end of the first quarter of 2016. The increase is tied to the higher number of stores and higher sales from the company's web shop. Compared with the previous quarter inventory increased by SEK 8.6 million.

## FINANCIAL POSITION

The Group's total assets amounted to SEK 194.7 million (162.6) on March 31, 2017. Shareholders' equity was SEK 108.7 million on the same date, compared with SEK 99.1 million on March 31, 2016. The equity/assets ratio was 56 percent (61) at the end of the period and cash and cash equivalents amounted to SEK 16.2 million (17.0). Net liquidity, after utilized overdraft facilities, amounted to SEK - 6.6 million (4.7). The company's growth phase with investments in new own stores and the related need for more working capital are the main reasons for the lower liquidity. Accounts receivable amounted to SEK 65.1 million on March 31, 2017, compared with SEK 56.0 million a year earlier.


## Segments

The company reports revenue and operating results for three segments: wholesale, retail and common group expenses. Operating results for each segment are charged with direct costs for the segment. Costs not directly attributable to wholesale or retail are reported in the segment common group expenses. Revenue and operating results were previously reported for two segments - wholesale and retail - where common group expenses were distributed by segment using a key based on each segment's share of the total cost of goods sold. Quarterly figures for 2016 according to the new segment reporting can be found under the section Revenue and operating result by segment on page 13.

REVENUE BY SEGMENT,
ROLLING 12 MONTHS


## WHOLESALE

- Retailers (stores and web shops)
- Stores managed by partners
- Shop-in-shops managed by retailers

April 2016 - March 2017

## RETAIL

- Odd Molly-managed stores, independent stores, outlets, stores in shopping centers and department stores
- Located in Sweden, Norway, Finland
- Web shop


## WHOLESALE

## Development in the first quarter

- Sales in line with previous year - less replenishment by retailers during the quarter than in the previous year
- Improved gross margin but higher operating expenses tied to shop-inshops and showrooms

| SEK in thousands | Jan-Mar <br> $\mathbf{2 0 1 7}$ | Jan-Mar <br> $\mathbf{2 0 1 6}$ | Jan-Dec <br> $\mathbf{2 0 1 6}$ | Apr 16- <br> Mar 17 |
| :--- | ---: | ---: | ---: | ---: |
| Sales | 73,548 | 73,355 | 228,022 | 228,215 |
| Operating profit | 17,530 | 18,382 | 53,435 | 52,583 |
| Operating margin, \% | 23.8 | 25.1 | 23.4 | 23.0 |

## RETAIL

## Development in the first quarter

- Sales up 19 percent driven by the web shop and more stores
- Lower gross margin due to larger share of discounted sales
- Higher operating expenses for continued expansion

| SEK in thousands | Jan-Mar <br> $\mathbf{2 0 1 7}$ | Jan-Mar <br> $\mathbf{2 0 1 6}$ | Jan-Dec <br> $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: | ---: |
| Apr 16- <br> Mar 17 |  |  |  |
| Sales | 52,546 | 44,334 | 195,142 |
| Operating profit | 7,611 | 8,415 | 42,717 |
| Operating margin, \% | 14.5 | 19.0 | 21.9 |

## COMMON GROUP EXPENSES

Operating expenses that are not directly attributable to the wholesale or retail operations are classified as common group expenses. Examples include the costs for design, production and marketing not attributable to either sales segment as well as general and administrative costs for accounting, logistics and IT.

## Development in the first quarter

- SEK 0.7 million lower costs compared with the first quarter of 2016 mainly from external services

|  | Jan-Mar <br> 2017 | Jan-Mar <br> $\mathbf{2 0 1 6}$ | Jan-Dec <br> $\mathbf{2 0 1 6}$ | Apr 16- <br> Mar 17 |
| :--- | ---: | ---: | ---: | ---: |
| SEK in thousands | $-17,611$ | $-18,345$ | $-71,634$ | $-70,900$ |
| Operating profit |  |  |  |  |

## Other



EVENTS DURING AND AFTER THE QUARTER

## Expansion

In April an Odd Molly store was opened in Boulder, Colorado, in the US, through an external partner - the same partner that already operates Odd Molly stores in Vail and Aspen, Colorado.

NUMBER OF SHARES
As of March 31, 2017 there were 5,752,000 shares outstanding. The total number of shares after dilution from outstanding warrant programs amounted to SEK 6,052,000.

| Key ratios per share | Jan-Mar <br> $\mathbf{2 0 1 7}$ | Jan-Mar <br> $\mathbf{2 0 1 6}$ | Jan-Dec <br> $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: | ---: |
| Weighted average number of shares before dilution | $5,752,000$ | $5,752,000$ | $5,752,000$ |
| Weighted average number of shares after dilution | $6,052,000$ | $5,752,000$ | $5,752,000$ |
| Equity per share before dilution, SEK | 18.90 | 17.22 | 18.38 |

EMPLOYEES
The total number of employees at the end of the period was 109 (83), of whom 8 were men and 101 women. The average number of employees during the quarter was 108 (83). The increase is driven by newly opened stores.

## PARENT COMPANY

The Parent Company reported total operating revenue of SEK 120.8 million (115.2) in the first quarter, reaching an operating profit of SEK 7.6 million (7.6). The Parent Company's adjusted shareholders' equity amounted to SEK 88.9 million (85.0). Cash and cash equivalents amounted to SEK 10.0 million (11.9). Net liquidity, after utilized overdraft facilities, amounted to SEK -12.9 million (o.4).

Sales in the U.S. are through the wholly owned subsidiary Odd Molly Inc. Odd Molly also has subsidiaries in Denmark, Norway, Finland and Sweden that manage operations in their respective countries. All other sales are through the Parent Company.

## RISK FACTORS

Due to the nature of its operations, the Odd Molly Group is exposed to risks and uncertainties. A detailed description of the risks and uncertainties to which Odd Molly is exposed is provided in the Board of Directors' report and in note 27 of Odd Molly's Swedish annual report for 2016, which is published on Odd Molly's website. There we also explain how Odd Molly manages and tries to minimize these risks. The assessment of these risks is unchanged compared with the assessment in the Swedish annual report 2016.

## ACCOUNTING PRINCIPLES

As of January 1, 2008 the Group applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This report is prepared in accordance with IAS 34 Interim Financing Reporting and the Annual Accounts Act.

Further, the consolidated statements are prepared in accordance with Swedish law by applying the Swedish Financial Reporting Board's recommendation RFR 1 Supplementary accounting rules for groups. The Swedish Financial Reporting Board's recommendation RFR 2 Reporting for legal entities has been applied in the preparation of the Parent Company's financial statements. The accounting principles applied in this interim report are described on pages 43-46 of the Swedish annual report for 2016. The accounting principles are unchanged compared with the previous year's annual report. New and revised accounting standards and interpretations that apply to 2017 are not considered to materially affect the company's financial reports.

The acquisition of the Swedish agent in 2014, when Odd Molly took over sales responsibility for the Swedish market, is treated in the consolidated accounts as an intangible fixed asset in accordance with IAS 38 .

Currency derivatives are measured at fair value within level 2, according to the definition in IFRS 13, i.e., fair value based on valuation models using observable market data. Other financial assets have been classified as loans and accounts receivable. Other financial liabilities have been classified as other financial liabilities at amortized cost. All financial assets and liabilities have short maturities, based on which their book value is considered approximate to fair value. The consolidated statements comprise Odd Molly International AB (Parent Company), Odd Molly Sverige AB, Odd Molly Inc., Odd Molly Denmark ApS, Odd Molly Finland Oy and Odd Molly Norway A/S. Reference to the company in this interim report pertains to the Odd Molly Group.

## Alternative performance measures

Following are definitions of the concepts and measures used in the report to describe the company's performance which are not defined or specified according to IFRS.
GROSS PROFIT MARGIN

|  | Jan-Mar  <br> SEK in thousands $\mathbf{2 0 1 7}$ | Jan-Mar <br> Jo16 | Jan-Dec <br> 2016 | Apr 2016- <br> Mar 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating revenue |  |  |  |  |
| Net sales | 125,259 | 117,659 | 422,552 | 430,152 |
|  |  |  |  |  |
| Operating expenses |  |  |  |  |
| Cost of goods sold | $-57,561$ | $-53,896$ | $-187,644$ | $-191,309$ |
| Gross profit | $\mathbf{6 7 , 6 9 8}$ | $\mathbf{6 3 , 7 6 3}$ | $\mathbf{2 3 4 , 9 0 8}$ | $\mathbf{2 3 8 , 8 4 3}$ |
| Gross profit margin, \% | 54.0 | 54.2 | 55.6 | 55.5 |

To calculate the gross profit margin, gross profit is calculated first by subtracting the cost of goods sold from net sales. Gross profit is then measured in relation to net sales to obtain the gross profit margin. The margin, which indicates how large a percentage of net sales becomes profit after the cost of goods sold, is impacted by factors such as pricing, commodity and manufacturing costs, inventory writedowns and exchange rates. All measures used in the calculation can be found in the consolidated income statement.

OPERATING MARGIN
$\left.\begin{array}{l|r|rrr}\text { Jan-Mar } & \text { Jan-Mar } & \text { Jan-Dec } & \text { Apr 2016- } \\ \text { Mar 2017 }\end{array}\right]$

To calculate the operating margin, operating profit is measured in relation to total operating revenue. This measure indicates how large a percentage of total operating revenue becomes profit after operating expenses. All measures used in the calculation can be found in the consolidated income statement. Operating margin is one of the company's communicated financial targets.

EQUITY/ASSETS RATIO

|  | Mar 31 | Mar 31 | Dec 31 |
| :--- | ---: | ---: | ---: |
| SEK in thousands | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ |
| Shareholders' equity | 108,691 | 99,077 | $\mathbf{1 0 5 , 7 2 5}$ |
| Total assets | 194,679 | $\mathbf{1 6 2 , 5 6 8}$ | 193,389 |
| Equity/assets ratio, \% | $\mathbf{5 6}$ | $\mathbf{6 1}$ | $\mathbf{5 5}$ |

The equity/assets ratio is calculated by measuring equity in relation to total assets, providing an indication of how large a percentage of the assets is financed with equity. All measures used in the calculation can be found in the consolidated balance sheet. Equity/assets ratio is one of the company's communicated financial targets.

| RETURN ON EQUITY | Mar 31 | Mar 31 | Dec 31 |
| :--- | ---: | ---: | ---: | ---: |
| SEK in thousands | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ |
| Net profit attributable to Parent Company's shareholders | 4,663 | 5,881 | 17,721 |
| Average shareholders' equity | 107,208 | 96,097 | $\mathbf{1 0 4 , 8 5 5}$ |
| Return on equity, $\%$ | $\mathbf{4 . 3}$ | $\mathbf{6 . 1}$ | $\mathbf{1 7 . 8}$ |

The return on equity is calculated by measuring net profit for the period in relation to average equity during the period (opening balance + closing balance divided by two). The return on equity measures the company's return during the period on the equity invested by shareholders, and thus how profitable a company is for its shareholders. Measures used in the calculation can be found in the consolidated balance sheet and income statement.

|  | Mar 31 | Mar 31 | Dec 31 |
| :--- | ---: | ---: | ---: |
| Weighted average number of shares before dilution | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ |
| Shareholders' equity, SEK in thousands | 752000 | 5752000 | 5752000 |
| Equity per share before dilution, SEK | 108691 | $\mathbf{9 9} 077$ | $\mathbf{1 0 5 7} 725$ |

Equity per share is calculated by measuring the company's equity in relation to weighted average number of shares. Equity per share is disclosed before dilution. Measures used in the calculation can be found in the consolidated balance sheet and under the section Number of shares.

PARENT COMPANY'S ADJUSTED EQUITY

|  | Mar 31 | Mar 31 | Dec 31 |
| :--- | ---: | ---: | ---: |
| SEK in thousands | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ |
| Shareholders' equity | 76,470 | 67,402 | 71,595 |
| 78 percent of the untaxed reserves | 12,402 | $\mathbf{1 7 , 5 5 0}$ | 12,402 |
| Adjusted equity | $\mathbf{8 8 , 8 7 2}$ | $\mathbf{8 4 , 9 5 2}$ | $\mathbf{8 3 , 9 9 7}$ |

The Parent Company's adjusted equity is calculated by adding 78 percent of the Parent Company's untaxed reserves to the Parent Company's shareholders' equity. All measures used in the calculation can be found in the Parent Company's balance sheet.

## Condensed financial information

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
$\left.\begin{array}{l|r|rrrr} & \text { Jan-Mar } & \text { Jan-Mar } & \text { Jan-Dec } & \text { Apr 2016- } \\ \text { Mar 2017 }\end{array}\right\}$

| SEK in thousands | Mar 31 2017 | Mar 31 2016 | Dec 31 2016 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Intangible fixed assets | 7,041 | 8,144 | 7,905 |
| Tangible fixed assets | 17,881 | 11,611 | 17,769 |
| Financial fixed assets | 1,129 | 1,153 | 1,129 |
|  | 26,052 | 20,907 | 26,803 |
| Current assets |  |  |  |
| Inventories | 75,830 | 60,396 | 67,180 |
| Advance payments to suppliers | 3,115 | 1,507 | 4,662 |
| Accounts receivable | 65,121 | 55,988 | 58,912 |
| Current receivables | 8,351 | 6,805 | 10,710 |
| Cash and cash equivalents | 16,209 | 16,965 | 25,121 |
|  | 168,627 | 141,661 | 166,586 |
| TOTAL ASSETS | 194,679 | 162,568 | 193,389 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity | 108,691 | 99,077 | 105,725 |
| Deferred tax | 4,231 | 4,766 | 4,376 |
| Current liabilities | 81,756 | 58,725 | 83,289 |
|  | 194,679 | 162,568 | 193,389 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 194,679 | 162,568 | 193,389 |
| Pledged assets | 30,000 | 30,000 | 30,000 |
| Pledged receivables | 17,890 | 0 | 8,397 |
| Contingent liabilities | 1,415 | 915 | 1,415 |

Cash and cash equivalents are reported gross, before utilized overdraft facilities. Utilized overdraft facilities are reported in current liabilities. Previously, cash and cash equivalents were reported net as the value of cash and cash equivalents after utilized overdraft facilities. The difference between net liquidity and gross liquidity is reported in the cash flow statement for the Group.

CHANGES IN THE GROUP'S SHAREHOLDERS' EQUITY

| SEK in thousands | Mar 31 2017 | Mar 31 2016 | Dec 31 <br> 2016 |
| :---: | :---: | :---: | :---: |
| Attributable to Parent Company's shareholders: |  |  |  |
| Shareholders' equity at the beginning of the year | 105,725 | 93,116 | 93,116 |
| Dividend | 0 | 0 | -8,628 |
| Warrant premium | 0 | 390 | 390 |
| Total comprehensive income for the period | 2,967 | 5,571 | 20,846 |
| Shareholders' equity at the end of the period | 108,691 | 99,077 | 105,725 |

## CASH FLOW STATEMENT FOR THE GROUP

| SEK in thousands | $\begin{array}{r} \text { Jan-Mar } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Mar } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Operating activities |  |  |  |
| Operating profit | 7,531 | 8,452 | 24,518 |
| Adjustments | 1,621 | 1,765 | 10,623 |
| Interest received | 148 | 184 | 486 |
| Interest paid | -281 | -86 | -815 |
| Income tax paid | -749 | -962 | -3,133 |
| Cash flow from operating activities |  |  |  |
| before changes in working capital | 8,271 | 9,353 | 31,680 |
| Changes in working capital |  |  |  |
| Change in inventories | -8,728 | $-4,361$ | -10,829 |
| Change in receivables | -3,078 | -11,572 | -20,035 |
| Change in current liabilities | 1,121 | -2,200 | 5,822 |
| Cash flow from operating activities | -2,414 | -8,780 | 6,637 |
| Investing activities |  |  |  |
| Acquisition of intangible fixed assets | 0 | 0 | -2,129 |
| Acquisition of tangible fixed assets | -2,221 | -7,546 | -19,863 |
| Acquisition of financial fixed assets | 0 | 0 | -42 |
| Cash flow from investing activities | -2,221 | -7,546 | -22,034 |
| Financing activities |  |  |  |
| Dividend paid | 0 | 0 | -8,628 |
| Warrant premium | 0 | 390 | 390 |
| Cash flow from financing activities | o | 390 | -8,238 |
| Cash flow for the period | -4,635 | -15,936 | -23,635 |
| Cash and cash equivalents at the beginning of the period | 25,121 | 26,693 | 26,693 |
| Utilized overdraft facilities at the beginning of the period | 26,920 | 6,094 | 6,094 |
| Cash and cash equivalents at the beginning of the period, net | -1,799 | 20,599 | 20,599 |
| Exchange rate difference in cash and cash equivalents | -192 | 57 | 1,237 |
| Change in overdraft facilities utilized | -4,086 | 6,150 | 20,826 |
| Cash and cash equivalents at the end of the period | 16,209 | 16,965 | 25,121 |
| Utilized overdraft facilities at the end of the period* | 22,834 | 12,244 | 26,920 |
| Cash and cash equivalents at the end of the period, net | -6,625 | 4,720 | -1,799 |

[^0]
## REVENUE AND OPERATING RESULT BY SEGMENT

| SEK in thousands | $\begin{array}{r} \text { Jan-Mar } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Mar } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Apr-Jun } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Oct-Dec } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ | Apr 2016- <br> Mar 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wholesale |  |  |  |  |  |  |  |
| Revenue | 73,548 | 73,355 | 33,461 | 80,964 | 40,235 | 228,022 | 228,215 |
| Operating result | 17,530 | 18,382 | 3,120 | 24466 | 7,467 | 53,435 | 52,583 |
| Retail |  |  |  |  |  |  |  |
| Revenue | 52,546 | 44,334 | 47,937 | 56,648 | 46,223 | 195,142 | 203,355 |
| Operating result | 7,611 | 8,415 | 12,268 | 11957 | 10,077 | 42,717 | 41,914 |
| Common group expenses |  |  |  |  |  |  |  |
| Operating result | -17,611 | -18,345 | -17,901 | -17,588 | -17,801 | -71,634 | -70,900 |
| Total |  |  |  |  |  |  |  |
| Revenue | 126,094 | 117,689 | 81,398 | 137,612 | 86,458 | 423,165 | 431,570 |
| Operating result | 7,531 | 8,452 | -2,512 | 18,835 | -257 | 24,518 | 23,597 |

The company reports revenue and operating results for three segments: wholesale, retail and common group expenses. Operating results for each segment are charged with direct expenses for the segment. Costs not directly attributable to wholesale or retail are reported in the segment common group expenses.

QUARTERLY DATA

|  | $\begin{array}{r} \text { Q1 } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Q4 } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Q3 } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Q1 } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Q4 } \\ 2015 \end{array}$ | $\begin{array}{r} \text { Q3 } \\ 2015 \\ \hline \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2015 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total operating revenue, SEK million | 126.1 | 86.5 | 137.6 | 81.4 | 117.7 | 75.8 | 112.1 | 56.6 |
| Gross profit margin, \% | 54.0 | 60.0 | 53.8 | 56.0 | 54.2 | 59.6 | 54.2 | 55.5 |
| Operating profit, SEK million | 7.5 | -0.3 | 18.8 | -2.5 | 8.5 | -2.8 | 11.9 | -6.2 |
| Operating margin, \% | 6.0 | -0.3 | 13.7 | -3.1 | 7.2 | -3.7 | 10.6 | -11.0 |
| Net profit, SEK million | 4.7 | 0.8 | 14.0 | -2.9 | 5.9 | -2.4 | 9.6 | -5.0 |
| Earnings per share before dilution, SEK | 0.81 | 0.14 | 2.43 | -0.51 | 1.02 | -0.42 | 1.66 | -0.86 |
| Earnings per share after dilution, SEK | 0.77 | 0.14 | 2.43 | -0.51 | 1.02 | -0.42 | 1.66 | -0.86 |
| Weighted average number of shares before dilution, thousands | 5,752 | 5,752 | 5,752 | 5,752 | 5,752 | 5,752 | 5,752 | 5,752 |
| Weighted average number of shares after dilution, thousands | 6,052 | 5,752 | 5,752 | 5,752 | 5,752 | 5,752 | 5,752, | 5,752, |
| Return on equity, \% | 4.3 | 0.8 | 14.4 | -3.1 | 6.1 | -2.6 | 10.4 | -11.4 |
| Equity/assets ratio, \% | 56 | 55 | 56 | 54 | 61 | 62 | 62 | 66 |
| Equity per share before dilution, SEK | 18.90 | 18.38 | 18.08 | 15.54 | 17.22 | 16.19 | 16.92 | 15.11 |
| Cash flow from operating activities, SEK million | -2.5 | 2.7 | -4.1 | 16.8 | -8.8 | 5.1 | -21.9 | 20.7 |

PARENT COMPANY INCOME STATEMENT

| SEK in thousands | $\begin{array}{r} \text { Jan-Mar } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Mar } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| Operating revenue |  |  |  |
| Net sales | 120,795 | 115,213 | 410,545 |
| Other operating revenue | 2 | 15 | 1,148 |
| Total operating revenue | 120,797 | 115,228 | 411,693 |
| Operating expenses |  |  |  |
| Cost of goods sold | -55,823 | -52,058 | -179,347 |
| Other external expenses | -38,555 | -39,387 | -145,619 |
| Personnel expenses | -17,185 | -15,072 | -65,179 |
| Depreciation/amortization of tangible and intangible fixed assets | -1,439 | -1,016 | -4,543 |
| Other operating expenses | -156 | -140 | -570 |
| Operating profit | 7,640 | 7,555 | 16,436 |
| Result from financial items |  |  |  |
| Interest income | 150 | 169 | 483 |
| Interest expenses | -281 | -68 | -792 |
| Writedown of shares in subsidiary | 0 | 0 | -1,123 |
| Profit after financial items | 7,510 | 7,657 | 15,004 |
| Appropriations | 0 | 0 | 6,600 |
| Profit before tax | 7,510 | 7,657 | 21,604 |
| Taxes | -1,817 | -2,020 | -5,515 |
| Net profit | 5,693 | 5,637 | 16,089 |
| Other comprehensive income |  |  |  |
| Items that will be reclassified to profit or loss |  |  |  |
| Cash flow hedges | -1,945 | -928 | 2,109 |
| Tax effect cash flow hedges | 428 | 204 | -464 |
| Total comprehensive income for the period | 4,176 | 4,913 | 17,733 |


|  | Mar 31 | Mar 31 | Dec 31 |
| :--- | ---: | ---: | ---: |
| SEK in thousands | 2017 | 2016 | 2016 |

## ASSETS

## Fixed assets

| Intangible fixed assets | 927 | 646 | 1,049 |
| :--- | :--- | ---: | ---: | ---: |
| Tangible fixed assets | 10,649 | 9,774 | 11,108 |
| Financial fixed assets | $\mathbf{2 4 , 8 2 8}$ | 20,687 | $\mathbf{2 4 , 4 3 5}$ |
|  | $\mathbf{3 6 , 4 0 4}$ | $\mathbf{3 1 , 1 0 7}$ | $\mathbf{3 6 , 5 9 3}$ |

## Current assets

| Inventory | 70,066 | 56,673 | 63,258 |
| :---: | :---: | :---: | :---: |
| Advance payments to suppliers | 2,913 | 1,473 | 3,914 |
| Accounts receivable | 68,739 | 57,480 | 54,224 |
| Other current receivables | 8,775 | 9,002 | 14,716 |
| Cash and cash equivalents | 9,969 | 11,875 | 20,484 |
|  | 160,461 | 136,503 | 156,597 |
| TOTAL ASSETS | 196,865 | 167,610 | 193,190 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity | 76,470 | 67,402 | 71,595 |
| Untaxed reserves | 15,900 | 22,500 | 15,900 |
| Deferred tax | 0 | -438 | 102 |
| Current liabilities | 104,495 | 78,146 | 105,594 |
|  | 196,865 | 167,610 | 193,190 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 196,865 | 167,610 | 193,190 |
| Pledged assets | 30,000 | 30,000 | 30,000 |
| Pledged receivables | 17,890 | 0 | 8,397 |
| Contingent liabilities | 1,415 | 915 | 1,415 |

Cash and cash equivalents are reported gross, before utilized overdraft facilities. Utilized overdraft facilities are reported in current liabilities. Previously, cash and cash equivalents were reported net as the value of cash and cash equivalents after utilized overdraft facilities.

The Board of Directors and the CEO certify that the interim report gives a true and fair overview of the operations, financial position and results of the Parent Company and the Group and that it describes the significant risks and uncertainties faced by the Parent Company and the companies in the Group.

Stockholm, May 11, 2017

| Patrik Tillman, Chairman | Mia Arnhult, Board Member |
| :--- | :--- |
| Lennart Björk, Board Member | Kia Orback, Board Member |
| Elin Ryer, Board Member | Nils Vinberg, Board Member |

Anna Attemark, President \& CEO

## SCHEDULED INFORMATION DATES

- The Annual General Meeting 2017 will be held in Stockholm on May 11, 2017.
- The interim report for January-June 2017 will be released on August 16, 2017.
- The interim report for January-September 2017 will be released on October 24, 2017.


## PRESENTATION OF THE REPORT

The report will be presented at the company's showroom, Karlavägen 73, Stockholm, on May 11, 2017 at 10.00 am CET. To attend the presentation, contact jacob.neckmar@oddmolly.com

For further information, please contact:
Anna Attemark, CEO, phone: +46-8-522 28502
Johanna Palm, CFO, phone: +46-760-10 2455
This information is information that Odd Molly International AB is obliged to make public pursuant to the EU's Market Abuse Regulation and the Securities Market Act. The information was submitted for publication, through the agency of the contact persons set above, on May 11, 2017 at 8.00 am CET.

## ABOUT ODD MOLLY

Odd Molly is a Swedish company that designs, markets and sells distinctive fashion. The company's products are mainly sold through agents to retailers in around thirty countries around the world, which facilitates expansion with limited capital requirements. Odd Molly is responsible for selling to external retailers in the Scandinavian market and also manages 18 of its own physical stores and its own web shop. The Odd Molly share is traded as of June 21, 2010 on Nasdaq Stockholm.

## OUR STRATEGY

Odd Molly will profitably grow by continuing to create attractive collections, leveraging its geographical platform and developing new and existing sales channels. The corporate culture is rooted in quality, responsibility and engagement. Odd Molly's strategic work can be summarized as follows:

Collection Odd Molly will design beautiful clothing and related lifestyle products for girls. The collections will be distinguished by color, patterns and workmanship, with a balance between volume and price within a distinctive design concept.

Channels Odd Molly will expand its retail presence by continuing to carefully choose retailers. Odd Molly will to a greater degree also manage and develop its own retail operations in multiple channels.

Markets Odd Molly will continue to strengthen its brand long term and drive sales with an emphasis on markets where it has the best opportunities to build a strong long-term position. Odd Molly will increase control in strategic markets, while continuously evaluating opportunities to expand to new markets.

People Odd Molly's organization will maintain the highest quality, drive and engagement and be adapted to the company's long-term needs and growth. Consideration for Odd Molly's stakeholders cuts across the entire company.

Odd Molly International AB, Kornhamnstorg 6, SE-111 27 STOCKHOLM, Sweden
Phone: +46 852228500
www.oddmolly.com
Press photos can be downloaded from Odd Molly's website at www.oddmolly.com under "press".
Odd Molly also produces a newsletter with reports on daily operations. To subscribe, go to www.oddmolly.com.



[^0]:    *The total overdraft limit amounts to SEK 40 million

