

Odd Molly International AB (publ)
Stockholm, April 23, 2009

## Interim report January 1- March 31, 2009



## CONTINUED STRONG SALES - GROSS PROFIT MARGIN AFFECTED NEGATIVELY BY EXCHANGE RATE EFFECTS

## January 1 - March 31, 2009

- $\quad$ Net sales increased by 29.1 percent to SEK 136.7 million (105.9)
- The gross profit margin was 53.6 percent (58.5)
- Operating profit increased to SEK 33.4 million (32.9), corresponding to an operating margin of 24.2 percent (31.1)
- Net profit amounted to SEK 24.9 million (23.3). The net profit margin was 18.2 percent (22.0)
- Earnings per share amounted to SEK 4.33 (4.05)
- Odd Molly opened its first store in February
- In April Odd Molly reported an order value for fall/winter 2009 of SEK 158 million, representing an increase of 23 percent compared with the same period of 2008. Based on orders placed for all of the year's main collections, the order value for the full-year 2009 will be around SEK 296 million, compared with sales of nearly SEK 268 million in 2008.

| Key financial ratios | Jan-Mar 2009 | $\begin{array}{r} \text { Jan-Mar } \\ 2008 \end{array}$ | Change \% | $\begin{array}{r} \text { Full-year } \\ 2008 \end{array}$ | April 2008Mar 2009 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales, SEK million | 136.7 | 105.9 | 29 | 267.7 | 298.4 |
| Gross profit margin, \% | 53.6 | 58.5 |  | 58.3 | 56.1 |
| Operating profit, SEK million | 33.4 | 32.9 | 1 | 67.5 | 68.0 |
| Operating margin, \% | 24.2 | 31.1 |  | 25.2 | 22.8 |
| Net profit, SEK million | 24.9 | 23.3 | 7 | 49.8 | 51.5 |
| Earnings per share, SEK | 4.33 | 4.05 | 7 | 8.66 | 8.95 |
| Number of shares at end of period | 5,752,000 | 5,752,000 |  | 5,752,000 | 5,752,000 |
| Weighted average number of shares | 5,752,000 | 5,752,000 |  | 5,752,000 | 5,752,000 |

## Comment from the CEO

This spring has begun well, with higher sales orders, quick deliveries and a positive energy.
Looking at profit, we remain at a high level, even though margins were lower than the previous year in percentage terms. This is mainly due to unfavorable exchange rates, though also to aggressive measures we had previously planned. Among other things, we launched our first major international advertising campaign during the spring, with supermodel Helena Christensen as the face of the brand. Great energy has also been devoted for some time to the preparation and launch of Odd Molly's first store, which opened its doors in Stockholm in February. At the same time we have strengthened the organization to create opportunities for continued growth.

During the first quarter we delivered and invoiced the entire spring collection and a larger part of the summer collection than in previous years. This means that sales during the second quarter will be lower year-over-year. As I have noted previously, it makes more sense to measure Odd Molly's development on a semiannual basis, rather than by individual quarter. Profit will be weaker during the second quarter than in previous years due to the lower percentage of the season's total sales and further investments in future expansion.

As I have said before, 2008 was an exceptionally good year when almost everything went our way - from exchange rates to fantastic awards. Sales orders for the fall and winter collections increased 23 percent. The total order value for the current year is approximately SEK 296 million, compared with SEK 268 million in 2008.

We are very pleased to have started the year by delivering continued growth, strong profitability and positive order numbers, particularly in light of turbulent market conditions at present. Our aim is to remain aggressive in an increasingly tough market climate. We also want to focus on higher quality, future development and opportunities to gain market share; in the organization, our international representation, the store, marketing and in our new alliances.

Christina Tillman, President and CEO

## The Group's development



The above diagram shows rolling 12-month sales by quarter Q4 2003-Q1 2009

## Net sales

First quarter January 1- March 31, 2009
Net sales increased during the first quarter by 29.1 percent to SEK 136.7 million (105.9). The entire spring collection and the large part of the summer collection were delivered and invoiced during the quarter, which represents a higher share of our total spring/summer collection than in previous years. This means that the second quarter 2009 will have a lower percentage of the first half year's sales than the corresponding period of 2008.

## Earnings

First quarter January 1- March 31, 2009
The gross profit margin for the first quarter fell to 53.6 percent (58.5), mainly due to negative exchange rate effects resulting from a stronger euro and dollar than in the summer 2008, when prices and margins were calculated. Rising exchange rates also increased the sales value to countries where Odd Molly sells in euro and USD, which affected gross profit in SEK positively.

Operating profit amounted to SEK 33.4 million (32.9) during the quarter, which means that the operating margin was 24.2 percent (31.1). Expenses increased mainly for marketing, owing to the company's first international advertising campaign. Other expenses include expenses for the new store. Personnel expenses represented 4.0 percent (3.9) of net sales during the first quarter and include store employees. Net exchange rate gains and losses, which are reported among other operating revenues, affected earnings positively by SEK 1.4 million ( -1.0 ) during the first quarter. This is due to a positive exchange rate effect arising between the time invoices were registered and when they were paid.

Net profit amounted to SEK 24.9 million (23.3). Earnings per share amounted to SEK 4.33 (4.05).

## Seasonal fluctuations



The above diagram shows quarterly sales Q1 2003-Q1 2009

## Financial position

The company's total assets amounted to SEK 164.1 million (112.3) at the end of the quarter. Shareholders' equity totaled SEK 119.8 million, compared with SEK 68.3 million at year-end 2008. The equity/assets ratio was 73 percent (61) on March 31, 2009, while cash and cash equivalents amounted to SEK 36.8 million (21.3).

The Board of Directors has proposed that the Annual General Meeting approve a dividend of SEK 3.00 (0.00) per share for 2008, or a total dividend of SEK 17.2 million.

Accounts receivable amounted to SEK 90.8 million (69.5) on March 31, 2009, which means that accounts receivable as a ratio of sales was 66.5 percent for the quarter, compared with 65.6 percent a year earlier. To minimize the risk of customer losses, credit checks are performed on a continuous basis.

Inventories amounted to SEK 25.2 million on March 31, 2009, against SEK 18.0 million a year earlier. As a ratio of sales for the period, inventory amounted to 18.4 percent, compared with 16.9 percent for the same quarter of 2008. Inventory consists of summer merchandise that has not yet been distributed, collection samples, merchandise from the spring and summer collections, and a small amount of old merchandise.

## Investments and cash flow

The company's investments mainly comprise equipment, IT development and investments in the newly opened store, but are relatively limited. During the first quarter investments amounted to SEK 1.0 million (0.4).

Cash flow from operating activities amounted to SEK - 40.7 million during the first quarter, compared with SEK - 8.0 million in the corresponding period of 2008, which is due to the high share of deliveries invoiced during the first quarter 2009. Cash flow for the quarter totaled SEK -41.7 million (-8.3).

## Events during the period

Odd Molly opened its first store in Stockholm in February 2009. An alliance has been established with L'Oréal where Odd Molly has designed a limited edition of the classic hairspray Elnett. Sales orders were taken during the spring for the new skincare line, which was developed in cooperation with CCS and is scheduled for launch in stores in fall 2009.


## Events after the conclusion of the period Order value for fall/winter 2009

On April 8 Odd Molly reported an order value for fall/winter 2009 of SEK 158 million, representing an increase of 23 percent compared with the order value for the same period of 2008. The increase includes a positive exchange rate effect of approximately SEK 5 million.

Based on orders placed for the year's main collections, the order value for the fullyear 2009 will be around SEK 296 million, compared with 2008 sales of nearly SEK 268 million.

## Nomination for export award

In April Odd Molly was one of six companies nominated for Stora Exportpriset ("Major Export Award") by the Swedish Trade Council.

## Number of shares

As of March 31, 2009 there were 5,752,000 shares outstanding.

## Employees

As of March 31 the company had a total of 34 employees (27) (including three in the U.S.), of whom 6 are men and 28 are women. The average number of employees during the quarter was 33 (26).

## Parent Company

The Parent Company sells to all countries outside North America, where sales are managed by the wholly owned subsidiary Odd Molly Inc. During the quarter Odd Molly International AB reported sales of SEK 128.7 million (93.4), with operating profit of SEK 31.6 million (29.2). The Parent Company's adjusted shareholders' equity amounted to SEK 118.2 million (67.6). Cash and cash equivalents amounted to SEK 35.5 million (18.4).

## Outlook

The company does not intend to issue any forecasts for the current financial year. Odd Molly announces order values twice a year, in April and October.

## Risk factors

A number of factors could affect Odd Molly's results and operations. Although a large part of these risks can be managed and minimized through internal procedures, there are others beyond the company's control. Risk factors arise due to currency, fashion,
import and export regulations. Given the current turbulence in credit markets and difficulties faced by retailers, there is also a risk of increased credit losses as well as higher inventories due to payment difficulties on the part of customers. In 2008 actual customer losses were held well below 0.5 percent of sales. Another risk is the dependence on key persons within the company. This risk is continuously reduced by building a larger, stronger organization that is less dependent on specific individuals. A more detailed description of risks and uncertainties that Odd Molly is exposed to are described in the prospectus for the listing on First North, which was published in May 2007, and in the annual report for 2008, both of which are available on Odd Molly's website.

## Accounting principles

This interim report is prepared in accordance with the same accounting principles and calculation methods used in the company's most recent annual report and fulfills the requirements of the Swedish Accounting Standards Board's recommendation BFNAR 2007:1.

The consolidated accounts are prepared according to the Swedish Financial Accounting Standards Council's recommendation RR1:00 and apply the purchase method. The consolidated accounts comprise Odd Molly International AB (Parent Company) and Odd Molly Inc., which is consolidated as of May 1, 2007.

In this interim report, "the company" refers to the Odd Molly Group.
This report has not been reviewed by the company's auditors

| Consolidated income statement |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Jan-Mar | Jan-Mar | Full-year |
| SEK in thousands | 2009 | 2008 | 2008 |
| Operating revenues |  |  |  |
| Net sales | 136665 | 105949 | 267653 |
| Other operating revenues | 1369 | 0 | 4794 |
|  | 138035 | 105949 | 272447 |
| Operating expenses |  |  |  |
| Goods for resale | -63 450 | -43985 | -111485 |
| Other external expenses | -35 563 | -23 712 | -72906 |
| Personnel expenses | -5 407 | -4 182 | -19 833 |
| Depreciation/amortization of intangible and intangible fixed assets | -264 | -134 | -699 |
| Other operating expenses |  | -1038 | -15 |
|  | -104 684 | -73 050 | -204 938 |
| Operating profit | 33351 | 32899 | 67509 |
| Profitloss from financial items |  |  |  |
| Interest income | 319 | 307 | 1904 |
| Interest expenses | -22 | -33 | -39 |
|  | 297 | 274 | 1865 |
| Profit after financial items | 33648 | 33173 | 69374 |
| Taxes | -8734 | -9 904 | -19 545 |
| Net profit for the year/period | 24914 | 23269 | 49829 |
| Earnings per share, SEK | 4,33 | 4,05 | 8,66 |


| Consolidated balance sheet |  |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31 | March 31 |  |
| SEK in thousands | 2009 | 2008 | Dec 312008 |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Intangible fixed assets |  |  |  |
| Tenancy rights and other intangible fixed assets | 1809 | 797 | 1933 |
|  | 1809 | 797 | 1933 |
| Tangible fixed assets |  |  |  |
| Equipment, tools, fixtures and fittings | 2617 | 1072 | 1706 |
|  | 2617 | 1072 | 1706 |
| Total fixed assets | 4426 | 1869 | 3639 |
| Current assets |  |  |  |
| Inventories, etc. |  |  |  |
| Finished products and goods for resale | 25159 | 17953 | 18505 |
|  | 25159 | 17953 | 18505 |
| Current receivables |  |  |  |
| Accounts receivable | 90825 | 69489 | 23758 |
| Other receivables | 4932 | 525 | 468 |
| Prepaid expenses and accrued income | 1945 | 1169 | 2251 |
|  | 97701 | 71182 | 26476 |
| Cash and bank balances | 36807 | 21309 | 78285 |
| Total current assets | 159667 | 110445 | 123266 |
| TOTAL ASSETS | 164094 | 112313 | 126905 |
| SHAREHOLDERS' EQUITY AND LIABILITIES Shareholders' equity |  |  |  |
| Share capital | 575 | 575 | 575 |
| Restricted reserves | 14677 | 1647 | 14664 |
|  | 15253 | 2222 | 15239 |
| Unrestricted reserves | 79654 | 42836 | 29848 |
| Net profit for the year/period | 24914 | 23269 | 49829 |
|  | 104567 | 66105 | 79677 |
| Total shareholders' equity | 119820 | 68327 | 94916 |
| Provisions |  |  |  |
| Deferred tax | 4644 | 16 | 4644 |
| Total provisions | 4644 | 16 | 4644 |
| Current liabilities |  |  |  |
| Advances from customers | 58 | 0 | 0 |
| Accounts payable | 13393 | 16926 | 5458 |
| Current tax liabilities | 6875 | 10511 | 12720 |
| Other liabilities | 777 | 1668 | 1597 |
| Accrued expenses and deferred income | 18526 | 14866 | 7571 |
| Total current liabilities | 39630 | 43971 | 27346 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 164094 | 112313 | 126905 |
| Pledged assets | 2500 | 2500 | 2500 |
| Contingent liabilities | None | None | - None |


| Summarized changes in the Group's shareholders' equity |  |  |  |
| :---: | :---: | :---: | :---: |
| SEK in thousands | 2009 | 2008 | 2008 |
| Shareholders' equity at the beginning of period/year | 94916 | 45079 | 45079 |
| Net profit for the year/period | 24914 | 23269 | 49829 |
| Translation differences | -10 | -21 | 8 |
| Shareholders' equity at the end of the period/year | 119820 | 68327 | 94916 |
| Cash flow statement for the Group |  |  |  |
|  | Jan-Mar | Jan-Mar | Full-year |
| SEK in thousands | 2009 | 2008 | 2008 |
| Operating activities |  |  |  |
| Operating profit | 33351 | 32899 | 67509 |
| Adjustments for items not included in cash flow |  |  |  |
| Depreciation/amortization and impairment of losses | 264 | 134 | 699 |
| Exchange rate gains | -160 | 0 | -349 |
| Capital gains from equipment sales | 0 | 0 | 15 |
| Interest received | 319 | 307 | 1904 |
| Interest paid | -22 | -33 | -39 |
| Income tax paid | -14579 | -2 995 | -5 888 |
| Cash flow from operating activities |  |  |  |
| before changes in working capital | 19173 | 30312 | 63851 |
| Changes in working capital |  |  |  |
| Change in inventories | -6 511 | -4 419 | -4 364 |
| Change in receivables | -71 158 | -56 819 | -11263 |
| Change in current liabilities | 17838 | 22959 | 2426 |
| Cash flow from operating activities | -40 657 | -7967 | 50648 |
| Investing activities |  |  |  |
| Acquisition of intangible fixed assets | 0 | 0 | -1 472 |
| Acquisition of tangible fixed assets | -1 039 | -371 | -1 203 |
| Divestment of financial assets | 0 | 60 | 60 |
| Cash flow from investing activities | -1 039 | -311 | -2 616 |
| Financing activities |  |  |  |
| Amortization of debt | 0 | 0 | -71 |
| Cash flow from financing activities | 0 | 0 | -71 |
| Cash flow for the year/period | -41696 | -8 278 | 47961 |
| Cash and cash equivalents at the beginning of the period | 78285 | 29840 | 29840 |
| Exchange rate difference in cash and cash equivalents | 217 | -253 | 484 |
| Cash and cash equivalents at the end of the period | 36807 | 21309 | 78285 |


| Parent Company income statement |  |  |  |
| :---: | :---: | :---: | :---: |
| SEK in thousands | Jan-Mar 2009 | Jan-Mar 2008 | Full-year 2008 |
| Operating revenues |  |  |  |
| Net sales | 128691 | 93406 | 243958 |
| Other operating revenues | 1458 | 0 | 5631 |
|  | 130149 | 93406 | 249589 |
| Operating expenses |  |  |  |
| Goods for resale | -59 968 | -38 563 | -99 044 |
| Other external expenses | -33 433 | -21 211 | -65 610 |
| Personnel expenses | -4922 | -3 847 | -18156 |
| Depreciation/amortization of tangible and intangible fixed assets | -252 | -126 | -660 |
| Other operating expenses | 0 | -507 | -15 |
|  | -98576 | -64 254 | -183 486 |
| Operating profit | 31574 | 29152 | 66103 |
| Profitloss from financial items |  |  |  |
| Interest income | 349 | 304 | 1885 |
| Interest expenses | -22 | -33 | -39 |
|  | 328 | 271 | 1845 |
| Profit after financial items | 31901 | 29423 | 67949 |
| Appropriations | 0 | 0 | -17600 |
| Taxes | -8603 | -8 237 | -14847 |
| Net profit for the year/period | 23298 | 21186 | 35502 |


| Parent Company balance sheet |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Mar 31 | Mar 31 | Dec 31 |
| SEK in thousands | 2009 | 2008 | 2008 |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Intangible fixed assets |  |  |  |
| Tenancy rights and other intangible fixed assets | 1809 | 797 | 1933 |
|  | 1809 | 797 | 1933 |
| Tangible fixed assets |  |  |  |
| Equipment, tools, fixtures and fittings | 2423 | 910 | 1514 |
|  | 2423 | 910 | 1514 |
| Financial fixed assets |  |  |  |
| Shares in subsidiaries | 170 | 170 | 170 |
| Receivables from subsidiaries | 2486 | 0 | 2342 |
|  | 2656 | 170 | 2512 |
| Total fixed assets | 6888 | 1877 | 5959 |
| Current assets |  |  |  |
| Inventories, etc. |  |  |  |
| Finished products and goods for resale | 20397 | 15937 | 16000 |
|  | 20397 | 15937 | 16000 |
| Current receivables |  |  |  |
| Accounts receivable | 83849 | 62012 | 21896 |
| Receivables from Group companies | 5199 | 6614 | 4315 |
| Other receivables | 4739 | 391 | 288 |
| Prepaid expenses and accrued income | 1945 | 1149 | 2251 |
|  | 95732 | 70166 | 28749 |
| Cash and bank balances | 35524 | 18425 | 75465 |
| Total current assets | 151654 | 104528 | 120214 |
| TOTAL ASSETS | 158542 | 106405 | 126173 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity |  |  |  |
| Share capital | 575 | 575 | 575 |
| Statutory reserve | 1628 | 1628 | 1628 |
|  | 2203 | 2203 | 2203 |
| Tax allocation of reserve | 26010 | 26010 | 26010 |
| Retained earnings | 53681 | 18179 | 18179 |
| Net profit for the year/period | 23298 | 21186 | 35502 |
|  | 102989 | 65375 | 79691 |
| Total shareholders' equity | 105192 | 67578 | 81894 |
| Untaxed reserves | 17656 | 56 | 17656 |
| Current liabilities |  |  |  |
| Advances from customers | 58 | 0 | 0 |
| Accounts payable | 10938 | 14775 | 5349 |
| Current tax liabilities | 6827 | 8986 | 12703 |
| Other liabilities | 718 | 1640 | 1542 |
| Accrued expenses and deferred income | 17152 | 13370 | 7029 |
| Total current liabilities | 35694 | 38771 | 26623 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 158542 | 106405 | 126173 |
| Pledged assets | 2500 | 2500 | 2500 |
| Contingent liabilities | None | None | None |

The Board of Directors and the President 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, April 23, 2009

Christer Andersson, Chairman
Karin Wallin-Norman, Board Member

Karin Jimfelt-Ghatan, Board Member
Per Holknekt, Board Member

Mia Arnhult, Board Member
Patrik Tillman, Board Member

Christina Tillman, President \& CEO

## About Odd Molly

Odd Molly is a Swedish company which designs, markets and sells fashion for women through retailers worldwide. The brand's signature is beautiful, personal, sensual designs, combined with high quality and a distinctive profile. Odd Molly products are sold through 1,550 retailers and one company-owned store in 36 countries around the world, with local representation in 24 of them. Odd Molly has 34 employees at offices in Stockholm and Los Angeles, as well as the company-owned store in Stockholm. Sales amounted to SEK 268 million in 2008 with operating profit of SEK 68 million. Odd Molly's profitable growth is the result of creative design, consistent branding and a business model that facilitates expansion with limited capital requirements and minimal inventory risk. Odd Molly's Chief Designer received the prestigious "Golden Button" fashion design award in August 2008 from the magazine Damernas Värld.

Odd Molly's share is traded on First North and its Certified Adviser is Swedbank.
Odd Molly International AB is obligated to publish the information in this interim report in accordance with the Securities Market Act and/or the Financial Instruments Trading Act. The information was provided for public release on April 23, 2009 at 8.00 a.m. CET.

## Scheduled information dates

- The interim report for the second quarter, April-June 2009, will be released on August 20.
- Order values for the first half year 2010 (summer and spring collections) will be released on October 8.
- The interim report for the third quarter, July-September 2009, will be released on October 29.

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