

Stockholm, February 19, 2010

## Year-end report January 1 - December 31, 2009



## Further sales increase with good profitability

January 1 - December 31, 2009

- Net sales increased by 23 percent to SEK 329.8 million (267.7)
- The gross profit margin was 54.0 percent (58.4)
- Operating profit amounted to SEK 59.2 million (67.5), corresponding to an operating margin of 17.9 percent (25.2)
- Net profit amounted to SEK 43.0 million (49.8). The net margin was 13.1 percent (18.6)
- Earnings per share amounted to SEK 7.48 (8.66)
- Odd Molly decided to open its own stores in Los Angeles and Copenhagen in spring 2010
- Decision to introduce new menswear collection, post fire dew. The collection will be launched by external retailers in eight countries in fall 2010

October 1 - December 31, 2009

- Net sales increased by 24 percent to SEK 53.5 million (43.2)
- The gross profit margin was 53.1 percent (61.2)
- Operating profit amounted to SEK 5.0 million (9.6), corresponding to an operating margin of 9.4 percent (22.2)
- $\quad$ Net profit amounted to SEK 2.7 million (7.8)
- Earnings per share amounted to SEK 0.47 (1.35)
- The Board of Directors will propose to the Annual General Meeting a dividend of SEK 3.50 (3.00) per share, corresponding to 46.7 (34.7) percent of net profit for the year
- In October Odd Molly reported an order value for spring/summer 2010 of SEK 180 million, an increase of 25 percent compared with the same collections in 2009
- The Board of Directors of Odd Molly has decided to apply to list the company's share on NASDAQ OMX Stockholm in 2010


## Comment from the CEO

## Continued positive development and strong earnings thanks to aggressive measures and good cost controls

2009 was a really good year considering the tough conditions outside the company, coupled with Odd Molly's aggressive investments in the future. Our first store opened in February, and for the first time since Odd Molly was founded we advertised in the fashion press - with supermodel Helena Christensen. The fourth quarter developed in line with expectations and we closed the year with a sales increase of 23 percent to about SEK 330 million and an operating margin of nearly 18 percent. During the fourth quarter 2009 we had other operating income of SEK 1.1 million, against SEK 4.1 million (consisting largely of net exchange rate gains) in the same quarter of 2008. We would have liked a higher gross margin, but it ended up lower than the previous year mainly due to exchange rate effects. Odd Molly maintains a very strong financial position.

During the fourth quarter we decided to open our third Odd Molly store - this time in Copenhagen. We will also be running the Danish store, located centrally on Sværtegade, ourselves. The opening is scheduled for the first quarter of 2010. That is when we are also opening our store on Robertson Boulevard in Los Angeles, which we are busy readying for the grand opening.

The order value for the spring/summer collections 2010 was announced in October and amounted to just over SEK 180 million, compared with less than SEK 145 million for the corresponding collections last year, an increase of about 25 percent.

Odd Molly continuously monitors how its brand is represented around the world. We have made improvements in the U.S. by creating a more sales-oriented organization, contracting a new agent and hiring a PR firm with extensive experience in the fashion industry on both coasts. Odd Molly also has a new agent in Greece and new distributors in China, North Africa and the Middle East.

The fall/winter collections 2010 were recently shown and orders are being taken. It is still too early to say anything about the results, but I do not see any significant deviations from our expectations. Our new menswear collection, "post fire dew," was shown for the first time to sales agents from eight countries and orders are being taken. It has been a good start for a totally new brand.

Right now we are busy with sales work and fashion shows for the upcoming fall and winter collections for both women and men, as well as our licensed products. At the same time we are working on preparations for changing our stock listing in 2010. As part of this effort, we are transitioning to IFRS reporting. This report has been prepared in accordance with the new accounting principles and in our case primarily means that the effects of currency hedges are treated differently than before.

In 2010 we will continue to encourage creativity in our products and marketing, further develop strategies for growth and work in a structured manner to ensure consistently high quality and continuous efficiency improvements.

Christina Tillman, President and CEO

| Key financial ratios | $\begin{array}{r} \text { Oct-Dec } \\ 2009 \end{array}$ | $\begin{array}{r} \text { Oct-Dec } \\ 2008 \end{array}$ | Change, \% | $\begin{array}{r} \text { Jan-Dec } \\ 2009 \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2008 \end{array}$ | Change, $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales, SEK million | 53,5 | 43,2 | 24 | 329,8 | 267,7 | 23 |
| Gross profit margin, \% | 53,1 | 61,2 |  | 54,0 | 58,4 |  |
| Operating profit, SEK million | 5,0 | 9,6 | -47 | 59,2 | 67,5 | -12 |
| Operating margin \% | 9,4 | 22,2 |  | 17,9 | 25,2 |  |
| Net profit, SEK million | 2,7 | 7,8 | -65 | 43,0 | 49,8 | -14 |
| Earnings per share, SEK | 0,47 | 1,35 | -65 | 7,48 | 8,66 | -14 |
| Number of shares at end of period | 5752000 | 5752000 |  | 5752000 | 5752000 |  |
| Average number of shares before and after dilution | 5752000 | 5752000 |  | 5752000 | 5752000 |  |

## The Group's development



The above diagram shows rolling 12-month sales on a semi-annual basis in 2003-2009

## Net sales

The period January 1 - December 31, 2009
The sales trend remained strong, with net sales of SEK 329.8 million (267.7), up 23 percent from the previous year. The aggregate order value for 2009, as previously published, was SEK 326 million.

Fourth quarter October 1 - December 31, 2009
Net sales increased by 24 percent to SEK 53.5 million (43.2) during the fourth quarter. An extra scheduled shipment of early spring merchandise worth about SEK 17 million was sent out during the quarter, as announced in the previous report.

Other operating income of SEK 1.1 million (4.1) primarily consists of net exchange rate gains during the quarter. Exchange rate gains of SEK 4.1 million in the fourth quarter of 2008 were due to major fluctuations in foreign exchange markets.

## Earnings

The period January 1 - December 31, 2009
The gross profit margin was 54.0 percent (58.4). The decrease was mainly due to more favorable exchange rates than in 2008. Operating profit amounted to SEK 59.2 million (67.5), corresponding to an operating margin of 17.9 percent (25.2).

Other external expenses amounted to SEK 92.1 million (72.9), corresponding to 27.9 percent (27.2) of the sales. The share of marketing expenses for fashion shows, advertising, trade shows and PR activities has increased in several countries as planned. Odd Molly has also incurred slightly higher rental costs in connection with store openings and its expanded head office. Personnel expenses amounted to SEK 25.8 million (19.8), a slightly higher share of sales than the previous year ( 7.8 percent in 2009 against 7.4 percent in 2008).

The number of shares outstanding at year-end was 5,752,000. Earnings per share amounted to SEK 7.48 (8.66) based on the average number of shares during the period.

Fourth quarter October 1 - December 31, 2009
The gross profit margin for the fourth quarter was 53.1 percent (61.2).
Operating profit during the quarter amounted to SEK 5.0 million (9.6). The main reason for the weaker operating profit year-over-year was lower other operating revenues, which primarily consists of exchange rate gains. Net profit amounted to SEK 2.7 million (7.8). Earnings per share amounted to SEK 0.47 (1.35).

## Seasonal fluctuations

Odd Molly has four collections per year (spring, summer, fall and winter), of which spring and fall have historically been the strongest collections in terms of sales. Odd Molly's operations are highly seasonal; the first and third quarters are strong, while the second and fourth quarters are significantly weaker. This means that it is better to follow the company's operations, sales and profits on a semiannual basis. As a rule, Odd Molly ships its fall collection between August 1 and September 15 and the winter collection in October, which means that the fall collection is delivered during the third quarter and the winter collection during the fourth quarter. To even out deliveries and help retailers boost their sales, early pre-fall and pre-spring shipments (in July and December) have been added. The pre-spring shipment increased from SEK 6 million in December 2008 to SEK 17 million in December 2009.


The above diagram shows quarterly sales in 2003-2009

## Quarterly sales, change during the year

| (\% and SEK thousand) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q3 | Q4 | Full-year |
| 2003 | 23\% | 2\% | 56\% | 18\% | 5,028 |
| 2004 | 38\% | 13\% | 38\% | 10\% | 10,271 |
| 2005 | 27\% | 8\% | 53\% | 11\% | 21,151 |
| 2006 | 27\% | 8\% | 48\% | 17\% | 54,477 |
| 2007 | 26\% | 11\% | 45\% | 18\% | 130,26 |
| 2008 | 40\% | 8\% | 36\% | 16\% | 267,653 |
| 2009 | 41\% | 4\% | 38\% | 16\% | 329,809 |
| Average | 32\% | 9\% | 46\% | 15\% |  |
| The above table shows the quarterly sales trend in 2003-2009 |  |  |  |  |  |

## Odd Molly's markets

In 2009 Odd Molly sold clothing in a total of 42 countries. Odd Molly is represented locally in 24 countries through 15 independent agents and 4 distributors and sells without representatives in 18 countries. Odd Molly's six largest markets (Sweden, Norway, Germany, Denmark, Italy and the UK) accounted for approximately 75 percent (75) of total sales in 2009.

In 2009 Odd Molly signed agreements with local representatives in the Middle East, North Africa and parts of China, which is very exciting, but is not expected to materially affect earnings in 2010. The company is cultivating the U.S. market through a more sales-oriented organization of its own on site, as well as a new agent and a new company-owned store in Los Angeles.


The above diagram shows sales by country in 2008-2009

## Financial position

The company's total assets amounted to SEK 158.5 million (127.0) at the end of the period. Shareholders' equity totaled SEK 120.8 million on December 31, 2009, compared with SEK 94.9 million a year earlier. The equity/assets ratio was 76 percent (75) at the end of the period. Cash and cash equivalents amounted to SEK 85.0 million (78.3) on December 31, 2009.

Accounts receivable amounted to SEK 31.9 million (23.8) on December 31, 2009. As a ratio of sales, accounts receivable increased for the full-year from 8.9 percent in 2008 to 9.7 percent in 2009. The pre-spring shipment sent to retailers in December increased from SEK 6 million in December 2008 to SEK 17 million in 2009, which is an important reason for the rise in accounts receivable as of December 31 2009. To minimize the risk of losses on accounts receivable, customers' credit ratings are monitored continuously. In 2009 realized customer losses corresponded to only 0.2 percent (0.1) of sales.

Inventories amounted to SEK 24.8 million as of December 31, 2009, compared with SEK 18.5 million at year-end 2008. As a ratio of sales for the full-year, inventory amounted to 7.5 percent, compared with 6.9 percent in 2008, and consisted of spring merchandise awaiting shipment to retailers, stock in company-owned stores and merchandise remaining after the season. The share of new merchandise awaiting
distribution in early January (spring collection 2010) represented 31 percent (30) of total inventories.

## Investments and cash flow

The company's investments mainly comprise stores, equipment and IT improvements. During the fourth quarter investments totaled SEK 3.8 million (0.6). Total investments for the full-year 2009 amounted to SEK 5.8 million (2.6) and mainly comprise store fixtures and IT systems. Cash flow from operating activities amounted to SEK 52.6 million during the fourth quarter, compared with SEK 46.4 million in the corresponding period of 2008. The dividend payment amounted to SEK 17.3 million (0) in 2009. Total cash flow amounted to SEK 6.9 million (48.0) for the full-year 2009.

## Events during the period

## Order value for spring/summer 2010 rose 25 percent to SEK 180 million

In October Odd Molly announced its order value for the spring/summer collections 2010. Presales produced a further increase in order levels and reflect a strong interest in the brand and design worldwide. The order value for spring/summer 2010 was slightly over SEK 180 million, against less than SEK 145 million for the same collections in the previous year. For the first half-year of 2010 the order value amounted to SEK 163 million (139) due to early shipments of spring merchandise valued at SEK 17 million (6), which was recognized in 2009.

## Odd Molly plans to change its listing

The Board of Directors of Odd Molly has decided to apply to list the company's share on NASDAQ OMX Stockholm in 2010.

A listing on NASDAQ OMX Stockholm is expected to increase opportunities for institutional investors to invest in Odd Molly's share and improve liquidity in the share. It is also another seal of quality for the company in terms of its operations and information disclosure. The planned change in listing to NASDAQ OMX Stockholm is expected to result in one-time costs in 2010 in the range of SEK 5 million.


## Odd Molly opens store in Copenhagen

Odd Molly is opening its first store in Denmark, on Sværtegade, in the middle of Copenhagen's fashion district. The grand opening is scheduled for the first quarter of 2010. It will be Odd Molly's third store, following the existing store in Stockholm and a store in Los Angeles also scheduled to open in the first quarter of 2010.

## Events after the conclusion of the period

## Menswear collection - post fire dew - launched

Odd Molly showed its new men's collection - called "post fire dew" - to agents for the fall 2010 season. From the start, the brand will be launched internationally through sales agents in Sweden, Norway, Germany, Belgium, England, Italy, Spain and Switzerland. The collection includes around 60 pieces with a focus on jackets and
hand knits. Post fire dew is a separate brand within the Odd Molly Group. The launch of the menswear collection is not expected to have a material effect on the Group's results in the current year.


## Number of shares

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

## Employees

To pave the way for the company's rapid expansion and ensure high quality in every respect, the company added 7 employees in 2009 and now has a total of 40 (including four in the U.S.). Of the 40 employees, 9 are men and 31 women. The average number of employees in 2009 was 36 (30).

## Parent Company

The Parent Company sells to all countries outside North America, where sales are handled through wholly owned subsidiary Odd Molly Inc. Odd Molly International AB reported sales for the year of SEK 315.6 million (244.0) and an operating profit of SEK 61.4 million (66.1). The Parent Company's shareholders' equity amounted to SEK 110.1 million (81.9). Cash and cash equivalents amounted to SEK 83.3 million (75.5).

## Outlook

The company does not intend to issue forecasts for upcoming financial years. However, Odd Molly will announce order values twice a year, in April and October.

## Dividend

The Board of Directors of Odd Molly will recommend to the Annual General Meeting a dividend of SEK 3.50 per share (3.00) for the 2009 fiscal year, which corresponds to 46.7 percent (34.7) of net profit. The Board intends to annually test whether to pay a dividend and is of the opinion that liquidity not required in operations should be distributed to shareholders.

## Annual Report

Odd Molly's annual report will be available at www.oddmolly.com during the week of March 22. It will be distributed to shareholders who have requested it well in advance of the Annual General Meeting.

## Annual General Meeting

The Annual General Meeting of Odd Molly will be held on Thursday, April 22, 2010 at 2:00 p.m. at Södra Teatern in Stockholm.

## 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 that are largely beyond the company's control.

- Odd Molly is exposed to exchange rate risk in purchases from suppliers and sales to foreign countries. Although Odd Molly manages this exposure through hedges, there are no guarantees that hedging strategies will be sufficient to protect operating profit from the effects of future exchange rate fluctuations. Odd Molly hedges approximately half of its net exposure in each currency.
- Economic conditions could decrease or increase demand for Odd Molly's products.
- Odd Molly is highly dependent on customer preferences for design, quality and price. A miscalculation of customer preferences could reduce demand for Odd Molly's products, which in turn could have a significant adverse effect on the company's operations, results and financial position.
- Odd Molly currently does not have any external funding and therefore is not affected by risks in refinancing or changes in funding terms. The company's cash and cash equivalents are invested with low risk in savings accounts or money market funds. Differences in interest rates could have an effect on the Group's interest income. The low interest rates in 2009 resulted in significantly lower interest income than the previous year.
- Odd Molly's customers receive credit after approval. However, it remains a possibility that Odd Molly could incur losses if a customer is not able to make a payment. In 2009 realized customer losses corresponded to 0.2 percent (0.1) of sales. Customers' payment difficulties could also cause higher inventories, since Odd Molly will not ship to customers with unpaid overdue invoices.
- There is the possibility that any future trade restrictions, such as increased customs duties, protective measures or apparel quotas, could change Odd Molly's purchasing routines and increase purchasing costs, which in turn could have negative consequences on Odd Molly's operations, results or financial position.
- Another risk is the dependence on key persons in the company. This risk is continuously reduced by building a larger and stronger organization that is less dependent on individual employees.

A more detailed description of the risks and uncertainties that Odd Molly is exposed to are described in the annual report for 2008, which is available on Odd Molly's website.

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.

| Consolidated statement of comprehensive income |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Oct-Dec | Oct-Dec | Jan-Dec | Jan-Dec |
| SEK in thousands | 2009 | 2008 | 2009 | 2008 |
| Operating revenues |  |  |  |  |
| Net sales | 53482 | 43202 | 329809 | 267653 |
| Other operating revenues * | 1056 | 4096 | 530 | 4768 |
|  | 54538 | 47299 | 330339 | 272421 |
| Operating expenses |  |  |  |  |
| Goods for resale | -25 098 | -16 753 | -151 744 | -111458 |
| Other external expenses | -16 315 | -15 347 | -92 075 | -72907 |
| Personnel expenses | -7 717 | -5 360 | -25 753 | -19 833 |
| Depreciation/amortization of tangible and intangible fixed assets | -360 | -237 | -1 322 | -699 |
| Other operating expenses * | 0 | -15 | -266 | -15 |
|  | -49 490 | -37 712 | -271 161 | -204 912 |
| Operating profit | 5048 | 9587 | 59179 | 67509 |
| Profit from financial items |  |  |  |  |
| Interest income | 126 | 541 | 852 | 1904 |
| Interest expenses | -4 | 0 | -31 | -39 |
|  | 122 | 541 | 821 | 1864 |
| Profit after financial items | 5169 | 10128 | 60000 | 69373 |
| Taxes | -2 485 | -2 377 | -16 953 | -19 545 |
| Net profit for the year/period | 2684 | 7751 | 43047 | 49829 |
| Other total comprehensive income |  |  |  |  |
| Translation difference | 137 | -17 | 152 | 8 |
| Change in cash flow hedges | -24 | 45 | -80 | -30 |
| Tax effect fair value securities | 6 | -12 | 6 | -12 |
| Total comprehensive income for the period | 2803 | 7767 | 43125 | 49795 |
| Earnings per share, SEK | 0,47 | 1,35 | 7,48 | 8,66 |
| A verage number of shares before and after dilution | 5752000 | 5752000 | 5752000 | 5752000 |

*)The cumulative net exchange rate loss for the period Q1-Q3 2009 was SEK 1.1 million and was recognized under other operating expenses. For the fourth quarter, a net exchange rate gain was recognized under other operating income. For the full-year the cumulative net exchange rate loss was approximately SEK 0.2 million and is recognized under other operating expenses.

| Consolidated balance sheet |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Dec 31 | Dec 31 | Jan 1 |
| SEK in thousands | 2009 | 2008 | 2008 |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Intangible fixed assets |  |  |  |
| Tenancy rights and other intangible fixed assets | 3002 | 1933 | 764 |
|  | 3002 | 1933 | 764 |
| Tangible fixed assets |  |  |  |
| Equipment, tools, fixtures and fittings | 4929 | 1706 | 881 |
|  | 4929 | 1706 | 881 |
| Financial fixed assets | 0 | 0 | 60 |
| Total fixed assets | 7930 | 3639 | 1705 |
| Current assets |  |  |  |
| Inventories, etc. |  |  |  |
| Finished products and goods for resale | 24790 | 18505 | 13717 |
|  | 24790 | 18505 | 13717 |
| Current receivables |  |  |  |
| Accounts receivable | 31891 | 23758 | 12448 |
| Derivatives | 423 | 45 | 75 |
| Other receivables | 3116 | 468 | 487 |
| Prepaid expenses and accrued income | 5276 | 2251 | 1885 |
|  | 40706 | 26521 | 14894 |
| Cash and bank balances | 85035 | 78285 | 29840 |
| Total current assets | 150531 | 123311 | 58451 |
| TOTAL ASSETS | 158461 | 126950 | 60156 |
|  | Dec 31 | Dec 31 | Jan 1 |
| SHAREHOLDERS' EQUITY AND LIABILITIES | 2009 | 2008 | 2008 |
| Shareholders' equity |  |  |  |
| Share capital (5,752,000 shares) | 575 | 575 | 575 |
| Other paid-in capital | 26010 | 26010 | 26010 |
| Reserves | 97 | 19 | 53 |
| Retained earnings | 94137 | 68345 | 18516 |
| Total shareholders' equity | 120819 | 94949 | 45154 |
| Long-term liabilities and provisions |  |  |  |
| Deferred tax | 4637 | 4644 | 16 |
| Total long-term liabilities | 4637 | 4644 | 16 |
| Current liabilities |  |  |  |
| Liabilities to credit institutions | 0 | 0 | 71 |
| Advances from customers | 274 | 0 | 18 |
| Accounts payable | 5318 | 5458 | 3789 |
| Derivatives | 447 | 0 | 0 |
| Current tax liabilities | 12569 | 12732 | 3689 |
| Other liabilities | 3945 | 1597 | 2139 |
| Accrued expenses and deferred income | 10454 | 7571 | 5280 |
| Total current liabilities | 33006 | 27358 | 14987 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 158461 | 126950 | 60156 |
| Pledged assets | 2500 | 2500 | 2500 |
| Contingent liabilities | None | None | None |


| Summarized changes in the Group's shareholders' equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jan-Dec | Jan-Dec |  |  |
| SEK in thousands | 2009 | 2008 |  |  |
| Shareholders' equity at the beginning of the period/year | 94949 | 45154 |  |  |
| Dividend | -17256 | 0 |  |  |
| Net profit for the year/total comprehensive income for the period | 43125 | 49795 |  |  |
| Shareholders' equity at the end of the period/year | 120819 | 94949 |  |  |
| Cash flow statement for the Group |  |  |  |  |
|  | Oct-Dec | Oct-Dec | Jan-Dec | Jan-Dec |
| SEK in thousands | 2009 | 2008 | 2009 | 2008 |
| Operating activities |  |  |  |  |
| Operating profit | 5048 | 9587 | 59179 | 67509 |
| Adjustments for items not included in cash flow |  |  |  |  |
| Depreciation/amortization and impairment losses | 360 | 237 | 1322 | 699 |
| Exchange rate gains/losses | 115 | -349 | 338 | -349 |
| Capital gains/losses on equipment sales | 0 | 0 | 17 | 15 |
| Interest received | 126 | 541 | 852 | 1904 |
| Interest paid | -4 | 0 | -31 | -39 |
| Income tax paid | -196 | -1 355 | -17 103 | -5 888 |
| Cash flow from operating activities |  |  |  |  |
| before changes in working capital | 5449 | 8661 | 44574 | 63850 |
| Changes in working capital |  |  |  |  |
| Change in inventories | 8240 | 5929 | -6 522 | -4 364 |
| Change in receivables | 48003 | 44836 | -14 489 | -11 263 |
| Change in current liabilities | -9 051 | -13 030 | 6386 | 2426 |
| Cash flow from operating activities | 52641 | 46396 | 29949 | 50648 |
| Investing activities |  |  |  |  |
| Acquisition of intangible fixed assets | -1 375 | 0 | -1 564 | -1 472 |
| Acquisition of tangible fixed assets | -2 411 | -585 | -4 216 | -1 203 |
| Divestment of financial assets | 0 | 0 | 0 | 60 |
| Cash flow from investing activities | -3786 | -585 | -5 780 | -2 616 |
| Amortization of debt | 0 | -71 | 0 | -71 |
| Dividend paid | 0 | 0 | -17256 | 0 |
| Cash flow from financing activities | 0 | -71 | -17 256 | -71 |
| Cash flow for the year/ period | 48855 | 45740 | 6913 | 47961 |
| Cash and cash equivalents at the beginning of the period | 36366 | 32191 | 78285 | 29840 |
| Exchange rate difference in cash and cash equivalents | -186 | 354 | -164 | 484 |
| Cash and cash equivalents at the end of the period | 85035 | 78285 | 85035 | 78285 |


| Parent Company income statement |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Oct-Dec | Oct-Dec | Jan-Dec | Jan-Dec |
| SEK in thousands | 2009 | 2008 | 2009 | 2008 |
| Operating revenues |  |  |  |  |
| Net sales | 51533 | 37999 | 315563 | 243958 |
| Other operating revenues | 1156 | 4450 | 676 | 5631 |
|  | 52689 | 42449 | 316238 | 249589 |
| Operating expenses |  |  |  |  |
| Goods for resale | -23 144 | -14 069 | -143 056 | -99 044 |
| Other external expenses | -14 752 | -13 383 | -86 880 | -65 610 |
| Personnel expenses | -7 067 | -4 823 | -23 642 | -18156 |
| Depreciation/amortization of tangible and intangible fixed assets | -349 | -223 | -1 275 | -660 |
| Other operating expenses | 0 | -15 | -17 | -15 |
|  | -45 313 | -32 513 | -254 870 | -183 486 |
| Operating profit | 7376 | 9936 | 61368 | 66103 |
| Profit from financial items |  |  |  |  |
| Interest income | 162 | 536 | 975 | 1885 |
| Interest expenses | -4 | 0 | -29 | -39 |
|  | 158 | 536 | 946 | 1845 |
| Profit after financial items | 7534 | 10472 | 62314 | 67949 |
| Appropriations | 0 | -17600 | 0 | -17600 |
| Taxes | -2 489 | 1578 | -16 827 | -14 847 |
| Net profit for the year/period | 5045 | -5 549 | 45487 | 35502 |


| Parent Company balance sheet |  |  |
| :---: | :---: | :---: |
|  | Dec 31 | Dec 31 |
| SEK in thousands | 2009 | 2008 |
| ASSETS |  |  |
| Fixed assets |  |  |
| Intangible fixed assets |  |  |
| Tenancy rights and other intangible fixed assets | 3002 | 1933 |
|  | 3002 | 1933 |
| Tangible fixed assets |  |  |
| Equipment, tools, fixtures and fittings | 2520 | 1514 |
|  | 2520 | 1514 |
| Financial fixed assets |  |  |
| Shares in subsidiaries | 170 | 170 |
| Receivables from subsidiaries | 8105 | 2342 |
|  | 8276 | 2512 |
| Total fixed assets | 13797 | 5959 |
| Current assets |  |  |
| Inventories, etc. |  |  |
| Finished products and goods for resale | 21440 | 16000 |
|  | 21440 | 16000 |
| Current receivables |  |  |
| Accounts receivable | 30428 | 21896 |
| Receivables from Group companies | 3545 | 4315 |
| Other receivables | 2289 | 288 |
| Prepaid expenses and accrued income | 4178 | 2251 |
|  | 40441 | 28749 |
| Cash and bank balances | 83332 | 75465 |
| Total current assets | 145212 | 120214 |
| TOTAL ASSETS | 159009 | 126173 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |
| Shareholders' equity | 110108 | 81894 |
| Untaxed reserves | 17656 | 17656 |
| Current liabilities |  |  |
| Advances from customers | 274 | 0 |
| Accounts payable | 4668 | 5349 |
| Accounts payable, Group companies | 0 | 0 |
| Current tax liabilities | 12565 | 12703 |
| Other liabilities | 4335 | 1542 |
| Accrued expenses and deferred income | 9403 | 7029 |
| Total current liabilities | 31245 | 26623 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 159009 | 126173 |
| Pledged assets | 2500 | 2500 |
| Contingent liabilities | None | None |

## Accounting principles

This financial report for the Group is the first financial report prepared by applying the International Financial Reporting Standards (IFRS) as adopted by the EU and the Swedish Annual Accounts Act. The Parent Company's financial statements have been prepared in accordance with the Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2.2 Reporting for legal entities.

This year-end report has been prepared in accordance with IAS 34 .
Significant differences compared with the accounting principles described in the annual report for 2008 are indicated below.

IFRS 1 First-time Adoption of International Financial Reporting Standards Odd Molly has not applied any of the exemptions that IFRS 1 allow.

## IAS 1 Presentation of Financial Statements

According to IAS 1, a separate statement of changes in equity must be presented. The standard distinguishes between changes in equity owing to transactions with equity holders and other changes. The statement of changes in equity will only contain details related to transactions with equity holders. The Group's total comprehensive income shows all income and expense items that were previously recognized only in equity.

## IAS 39 Financial Instruments: Recognition and Measurement

According to IAS 39, certain financial instruments are recognized at fair value. In Odd Molly's case, this has had an effect on the recognition of derivatives.

Derivatives consist of forward exchange contracts used to protect against the risk of changes in exchange rates tied to cash flows from projected income and expenses related to the flow of goods.

Odd Molly applies hedge accounting. To meet the requirements for hedge accounting requires that there is a clear connection to the hedged item. Moreover, the hedge must effectively protect the hedged item.

Forward exchange contracts are recognized in the balance sheet at fair value.
Changes in the value of forward exchange contracts that meet the requirements for hedge accounting are recognized against total comprehensive income until the hedged flow meets operating profit, at which point the hedging instrument's cumulative changes in value are transferred to profit or loss to offset the effects of the hedged transaction.

Changes in the value of forward exchange contracts that do not meet the criteria for hedge accounting are immediately recognized in profit or loss.

## Effects on income statement and balance sheet

Note 1 shows the effects of the transition to IFRS. All effects are attributable to IAS 39.

Note 1

| Consolidated balance sheet, January 1, 2008 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | According |  |  |
|  | to |  |  |
|  | previous | Adjustme | According |
| SEK in thousands | principles | nt IFRS | to IFRS |
| ASSETS |  |  |  |
| Intangible fixed assets | 764 |  | 764 |
| Tangible fixed assets | 881 |  | 881 |
| Financial fixed assets | 60 |  | 60 |
| Total fixed assets | 1705 | - | 1705 |
| Inventories | 13717 |  | 13717 |
| Current receivables | 14819 | 75 | 14894 |
| Cash and bank balances | 29840 |  | 29840 |
| Total current assets | 58377 | 75 | 58451 |
| Total assets | 60082 | 75 | 60156 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity | 45079 | 75 | 45154 |
| Provisions and long-term liabilities | 16 | - | 16 |
| Current liabilities | 14987 |  | 14987 |
| Total shareholders' equity and liabilities | 60082 | 75 | 60156 |


| Consolidated income statement | According <br> Jan - Mar 2008 <br> to previous Adjustment According |  |  |  |  |  | Jul - Sep 2008 <br> According <br> to <br> previous Adjustment According <br> principles |  |  | $\qquad$ |  |  | According <br> to <br> previous Adjustment According |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK in thousands | principles | IFRS | to IFRS | principles |  | to IFRS | principles |  | to IFRS | principles |  | to IFRS |  |  |  |
| Operating revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 105949 |  | 105949 | 21840 |  | 21840 | 96661 |  | 96661 | 43202 |  | 43202 | 267653 |  | 267653 |
| Other operating revenues | 0 | - |  | 122 |  | 122 | 1614 |  | 1614 | 4096 |  | 4096 | 4794 | -26 | 4768 |
| Goods for resale | -43985 | -26 | -44011 | -9 019 |  | -9 019 | -41727 |  | -41727 | -16753 |  | -16753 | -111485 | 26 | -111 458 |
| Other external expenses | -23 712 |  | -23 712 | -7574 |  | -7574 | -26 274 |  | -26 274 | -15 347 |  | -15347 | -72 907 |  | -72 907 |
| Personnel expenses | -4 182 |  | -4182 | -5079 |  | -5 079 | -5 212 |  | -5 212 | -5360 |  | -5360 | -19 833 |  | -19 833 |
| Depreciation/amortization of tangible and intangible fixed assets | -134 |  | -134 | -144 |  | -144 | -184 |  | -184 | -237 |  | -237 | -699 |  | -699 |
| Other operating expenses | -1038 | 26 | -1011 |  |  |  |  |  |  | -15 |  | -15 | -15 |  | -15 |
| Operating profit | 32899 | - | 32899 | 145 | - | 145 | 2487 | - | 24877 | 9587 | - | 9587 | 67509 | - | 67509 |
| Interest income | 307 |  | 307 | 498 |  | 498 | 559 |  | 559 | 541 |  | 541 | 1904 |  | 1904 |
| Interest expenses | -33 |  | 33 | -4 |  | -4 | -2 |  | $-2$ | 0 |  | 0 | -39 |  | -39 |
| Profit after financial items | 33173 | - | 33173 | 639 | - | 639 | 25433 | - | 25433 | 10127 | - | 10127 | 69373 | - | 69373 |
| Taxes | -9904 |  | -9 904 | -72 |  | -72 | -7191 |  | -7 191 | -2377 |  | -2 377 | -19545 |  | -19545 |
| Net profit for the year | 23269 | - | 23269 | 567 | - | 567 | 18242 | - | 18242 | 7751 | - | 7751 | 49829 | - | 49829 |
| Translation difference |  | -3 |  | - | 50 | 50 | - | -23 | -23 | - | -17 | -17 | - | 8 | 8 |
| Change in cash flow hedges | - | -75 | -75 | - |  |  | - |  |  | - | 45 | 45 | - | -30 | -30 |
| Tax effect fair value securities | - |  |  |  |  |  |  | - |  |  | -12 | -12 |  | -12 | -12 |
| Other total comprehensive income | 23269 | -78 | 23191 | 567 | 50 | 617 | 18242 | -23 | 18219 | 7751 | 17 | 7767 | 49829 | -33 | 49795 |



| Consolidated income statement | According <br> Jan - Mar 2009 to previous Adjustment According |  |  | $\qquad$ |  |  | $\qquad$ |  |  | $\qquad$ |  |  | 2009   <br> According   <br> to   <br> previous Adjustment According   <br> principles IFRS to IFRS |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEK in thousands | principles | IFRS | to IFRS | principles | IFRS | to IFRS | principles | IFRS | to IFRS | principles | IFRS | to IFRS |  |  |  |
| Operating revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net sales | 136665 | 55 | 136721 | 14365 |  | 14365 | 124027 | 1215 | 125242 | 53482 |  | 53482 | 328539 | 1270 | 329809 |
| Other operating revenues | 1369 |  | 1369 | 98 | -55 |  | 122 | -275 | -153 | $2094^{\prime \prime}$ | -1039 | 1056 | 1899 | -1368 | 530 |
| Goods for resale | -63 450 |  | -63 450 | -6949 |  | -6949 | -56 247 |  | -56 247 | -25 196 | 98 | -25098 | -151 842 | 98 | -151744 |
| Other external expenses | -35 563 |  | -35 563 | -8493 |  | -8493 | -31 705 |  | -31 705 | -16315 |  | -16315 | -92 075 |  | -92 075 |
| Personnel expenses | -5 407 |  | -5 407 | -6215 |  | -6215 | -6 414 |  | -6414 | -7 717 |  | -7 717 | -25 753 |  | -25753 |
| Depreciation/amortization of tangible and intangible fixed assets | -264 |  | -264 | -340 |  | -340 | -358 |  | -358 | -360 |  | -360 | -1 322 |  | -1322 |
| Other operating expenses |  |  |  | -992 |  | -992 | -1060 |  | -1060 | - |  |  | -266 |  | -266 |
| Operating profit | 33351 | 55 | 33406 | -8525 | -55 | -8580 | 28364 | 940 | 29305 | 5988 | -940 | 5047 | 59179 | 0 | 59179 |
| Interest income | 319 |  | 319 | 158 |  | 158 | 249 |  | 249 | 126 |  | 126 | 852 |  | 852 |
| Interest expenses | -22 |  | -22 | -1 |  | -1 | -4 |  | -4 | -4 |  | - 4 | -31 |  | -31 |
| Profit after financial items | 33648 | 55 | 33703 | -8368 | -55 | -8424 | 28610 | 940 | 29551 | 6109 | -940 | 5169 | 60000 | 0 | 60000 |
| Taxes | -8734 |  | -8734 | 1528 |  | 1528 | -7261 |  | -7261 | -2 485 |  | -2 485 | -16953 |  | -16953 |
| Net profit for the year | 24914 | 55 | 24969 | -6841 | -55 | -6896 | 21349 | 940 | 22290 | 3624 | -940 | 2684 | 43047 | 0 | 43047 |
| Translation difference | - | 14 | 14 | - | -12 | -12 | - | 13 | 13 | - | 137 | 137 | - | 152 | 152 |
| Change in cash flow hedges | - |  |  | - | -55 | -55 | - | - |  | - | -24 | -24 | - | -80 | -80 |
| Tax effect fair value securities | - | - |  | - | - |  | - | - |  | - | 6 |  | - | 6 |  |
| Other total comprehensive income | 24914 | 69 | 24983 | -6841 | -123 | -6963 | 21349 | 953 | 22303 | 3624 | -821 | 2803 | 43047 | 78 | 43125 |


| Consolidated balance sheet <br> SEK in thousands ASSETS | March 31, 2009 <br> According <br> to <br> previous Adjustment According |  |  | June 30, 2009 <br> According <br> to <br> previous Adjustment According <br> principles IFRS to IFRS |  |  | September 30, 2009 <br> According <br> to <br> previous Adjustment According <br> principles IFRS to IFRS |  |  | December 31, 2009 <br> According <br> to <br> previous Adjustment According <br> principles IFRS to IFRS |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | principles | IFRS | to IFRS |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Intangible fixed assets | 1809 |  | 1809 | 1685 |  | 1685 | 1751 |  | 1751 | 3002 |  | 3002 |
| Tangible fixed assets | 2617 |  | 2617 | 3034 |  | 3034 | 2889 |  | 2889 | 4929 |  | 4929 |
| Financial fixed assets | - |  | - | - |  |  | - |  | - | - |  |  |
| Total fixed assets | 4426 | - | 4426 | 4719 | - | 4719 | 4640 | - | 4640 | 7930 | - | 7930 |
| Inventories | 25159 |  | 25159 | 26802 |  | 26802 | 32729 |  | 32729 | 24790 |  | 24790 |
| Current receivables | 97701 | - | 97701 | 22040 | - | 22040 | 87493 | 940 | 88433 | 40283 | 423 | 40706 |
| Cash and bank balances | 36807 |  | 36807 | 65580 |  | 65580 | 36366 |  | 36366 | 85035 |  | 85035 |
| Total current assets | 159667 | - | 159667 | 114422 | - | 114422 | 156587 | 940 | 157528 | 150108 | 423 | 150531 |
| Total assets | 164094 | - | 164094 | 119141 | - | 119141 | 161228 | 940 | 162168 | 158038 | 423 | 158461 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |  |  |  |  |  |  |  |  |  |
| Shareholders' equity | 119820 | - | 119820 | 95712 | 459 | 96170 | 117075 | 940 | 118015 | 120842 | -24 | 120819 |
| Provisions and long-term liabilities | 4644 |  | 4644 | 4644 | - | 4644 | 4644 | - | 4644 | 4637 | - | 4637 |
| Current liabilities | 39630 | - | 39630 | 18786 | -459 | 18328 | 39509 | - | 39509 | 32559 | 447 | 33006 |
| Total shareholders' equity and liabilities | 164094 | - | 164094 | 119141 | - | 119141 | 161228 | 940 | 162168 | 158038 | 423 | 158461 |

The Board of Directors and the President certify that the year-end 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, February 18, 2010

Christer Andersson, Chairman Karin Wallin-Norman, Board Member<br>Karin Jimfelt-Ghatan, Board Member<br>Mia Arnhult, Board Member<br>Patrik Tillman, Board Member<br>Nils Vinberg, Board Member<br>Christina Tillman, President \& CEO

## About Odd Molly

Odd Molly is a Swedish company that designs, markets and sells fashion. Odd Molly products were sold in 2009 through around 1,450 retailers and one company-owned store in 42 countries around the world. Odd Molly has around 40 employees at offices in Stockholm and Los Angeles as well as the companyowned store in Stockholm. 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 share is traded on NASDAQ OMX First North and its Certified Adviser is Swedbank.

Odd Molly International AB is obligated to publish the information in this year-end report in accordance with the Securities Market Act and/or the Financial Instruments Trading Act. The information was provided for public release on February 29, 2010 at 8.00 a.m. CET.

## Scheduled information dates

- Order values for the second half-year 2010 (fall/winter collections) will be released on April 13, 2010.
- The interim report for first quarter, January-March 2010, will be released on April 22, 2010.
- The Annual General Meeting will be held on April 22, 2010.
- The interim report for second quarter, April-June 2010, will be released on August 20, 2010.
- Order values for the first half-year 2011 (spring/summer collections) will be released on October 8, 2010.
- The interim report for third quarter, July-September 2010, will be released on October 21, 2010.

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