## Investments and adaptations for the future -one-off costs impacting the result

## JULY 1 - SEPTEMBER 30, 2017

- Total operating revenue amounted to SEK 134.5 million (137.6), a decrease of 2 percent.
- The gross profit margin was 53.0 percent (53.8).
- Operating profit amounted to SEK 6.6 million (18.8), negatively affected by one-off costs of SEK 4.8 million for termination and buyouts of agents and organizational changes.
- Net profit amounted to SEK 4.9 million (14.0).
- Earnings per share amounted to SEK o. 85 (2.43).


## JANUARY 1 - SEPTEMBER 30, 2017

- Total operating revenue amounted to SEK 342.6 million (336.7), an increase of 2 percent.
- The gross profit margin was 54.5 percent (54.5).
- Operating profit amounted to SEK 6.6 million (24.8), negatively affected by one-off costs of SEK 4.8 million for termination and buyouts of agents and organizational changes.
- Net profit amounted to SEK 2.9 million (16.9).
- Earnings per share amounted to SEK 0.51 (2.94).


| KEY FIGURES | $\begin{array}{r} \text { Jul-Sep } \\ 2017^{*} \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017^{*} \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \end{array}$ | Oct 16- <br> $\operatorname{Sep} 17^{*}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total operating revenue, SEK million | 134.5 | 137.6 | 342.6 | 336.7 | 423.2 | 429.0 |
| Change, \% | -2 |  | 2 |  | 23 |  |
| Gross profit margin, \% | 53.0 | 53.8 | 54.5 | 54.5 | 55.6 | 55.6 |
| Operating profit, SEK million | 6.6 | 18.8 | 6.6 | 24.8 | 24.5 | 6.4 |
| Change, \% | -65 |  | -73 |  | 97 |  |
| Operating margin, \% | 4.9 | 13.7 | 1.9 | 7.4 | 5.8 | 1.5 |
| Net profit/loss, SEK million | 4.9 | 14.0 | 2.9 | 16.9 | 17.7 | 3.8 |
| Change, \% | -65 |  | -83 |  | 81 |  |
| Earnings per share before dilution, SEK | 0.85 | 2.43 | 0.51 | 2.94 | 3.08 | 0.65 |
| Earnings per share after dilution, SEK | 0.85 | 2.43 | 0.51 | 2.94 | 3.08 | 0.65 |
| Return on equity, \% | 5.0 | 14.4 | 2.9 | 17.2 | 17.8 | 3.7 |
| Equity/assets ratio, \% | 48 | 56 | 48 | 56 | 55 | 48 |
| Cash flow from operating activities, SEK million | -28.5 | -4.1 | -14.2 | 3.9 | 6.6 | -11.5 |

*Result negatively affected by one-off costs of SEK 4.8 million for
termination and buyouts of agents and organizational changes.


## Comment from the CEO

## Change requires change

## Market

I ended my comment in the six-month report by saying that Odd Molly was preparing for more big changes in the market. And the trend we have seen toward a tough, discount-driven market is continuing. The strong sales we had in the retail segment at the end of the second quarter were not followed up in the same way in the third quarter. The growth rate in our own channels was lower than before, partly due to tough comparables in the same period last year, while we on the other hand saw a smaller drop in sales in the wholesale segment. The Group's revenue as a whole decreased by 2 percent in the quarter.

## Investments weigh on quarterly results

In the Q2 report we also said that we have to stay open to change and ensure that we free up resources to invest where we see the biggest potential for profitable growth. During the quarter we made a number of changes in our organization and among the agents that represent Odd Molly internationally. In the distribution network we have made several shifts and replaced our agents in Germany, France and Austria, while we are also evaluating a new solution in the UK. The new agents have a strong presence among customers and channels with the strongest development in the respective market, and we look forward to new collaborations while at the same time we have respect for the time it takes for new agents to turn around the development in a market. The internal organizational changes increase our international and digital focus. These proactive measures impact the result in the quarter by one-off costs amounting to SEK 4.8 million. Due to the extra costs, combined with lower sales, profit for the quarter decreased considerably from last year.

## Changes continue

We continue to invest in e-commerce and see our physical stores as an important brand identifier with profitability requirements. We have hired a new Creative Director with responsibility for developing the brand, adapted the sales organization for international expansion in all channels, and established a new category strategy more optimized for each channel. We are adapting the way we work and the organization, and are constantly looking for efficiencies and savings where we see opportunities.

As part of the effort to create a steady flow of news in our lifestyle concept, we will soon launch Odd Molly's first skiwear collection - a collection that feels just right in terms of the sustainability of the materials and production process we use as well as its design and comfort. Odd Molly's socks are other nice additions to the assortment and our new underwear is performing well and reaching new distribution.

Odd Molly is changing with the market and new consumption patterns, so we have to be both quick and long-term. We are working continuously to adapt to changes and have reached several important milestones. 2017 will be a year in which we take measures that have cost money in the short term, but that support our goals: to strengthen our position in the Nordic region and expand Odd Molly's lifestyle concept internationally.
Anna Attemark, CEO

- Total operating revenue SEK 342.6 million, $+2 \%$
- Operating profit SEK 6.6 million (24.8)
- Operating margin 1.9\% (7.4)

REVENUE BY COUNTRY, ROLLING 12 MONTHS


## The Group's development



QUARTERLY OPERATING PROFIT



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 retail sales, seasonal fluctuations are gradually diminishing.

## TOTAL OPERATING REVENUE

## Third quarter July 1 -September 30, 2017

Total operating revenue in the third quarter amounted to SEK 134.5 million (137.6), a decrease of 2 percent compared with the same period in 2016. Revenue from wholesale operations (sales to retailers and partners) decreased by 7 percent compared with the previous year to SEK 75.6 million (81.0) in the third quarter. The company's retail operations (own sales to consumers through stores and web shop) increased by 4 percent to SEK 58.9 million (56.6). Growth continues to be driven by the company's web shop, although sales in the third quarter were slightly weaker than expected both online and in physical stores, partly due to very tough comparables from the same period last year. Odd Molly had 17 of its own stores at the end of the period, compared with 16 a year earlier.

## The period January 1 -September 30, 2017

Total operating revenue in the first nine months of the year amounted to SEK 342.6 million (336.7), an increase of 2 percent compared with the same period in 2016. Revenue from wholesale operations decreased by 9 percent to SEK 170.2 million (187.8). The company's retail operations increased by 16 percent to SEK 172.4 million (148.9) driven by positive development of the web shop and larger number of stores.

## EARNINGS

Third quarter July 1 -September 30, 2017
The gross profit margin for the period was 53.0 percent (53.8). The margin was negatively affected by a higher share of discounted sales and unfavorable exchange rates. At the same time the positive effect of the channel mix, resulting from a larger share of sales from retail operations, was lower than earlier in the year.

Operating profit amounted to SEK 6.6 million, compared with SEK 18.8 million in the same period in 2016. During the quarter one-off costs of SEK 4.8 million were recognized for terminations and buyouts of agents in Germany, Austria and France as well as for organizational changes. The main part of the cash flow effect will be in the fourth quarter of 2017 and the first quarter of 2018.

Personnel expenses amounted to SEK 18.1 million (13.4 percent of total operating revenue), compared with SEK 19.0 million ( 13.8 percent of total operating revenue) last year, when expenses included a provision for bonuses, unlike this year. Other external expenses amounted to SEK 43.0 million (31.9 percent of total operating revenue) and SEK 34.5 million ( 25.1 percent of total operating revenue) last year. The increase is mainly tied to agent buyouts, organizational changes, newly opened stores and digital investments.

Net profit amounted to SEK 4.9 million (14.0) and earnings per share amounted to SEK 0.85 (2.43).

CASH FLOW FROM OPERATING ACTIVITIES QUARTERLY AND ROLLING 12 MONTHS (LINE)


INVESTMENTS QUARTERLY AND ROLLING 12 MONTHS (LINE)


## The period January 1 - September 30, 2017

The gross profit margin in January-September was 54.5 percent (54.5).
Operating profit was SEK 6.6 million, compared with SEK 24.8 million in the same period in 2016. The larger share of sales from the web shop and the general consumer behavior with increased returns has driven an increase in distribution costs. Also, results were affected by further investments to create outstanding customer experience online, higher operating expenses for more stores and expenses of SEK 4.8 million recognized in the third quarter for agent buyouts and organizational changes.

Personnel expenses amounted to SEK 57.9 million (16.9 percent of total operating revenue), compared with SEK 53.6 million ( 15.9 percent of total operating revenue) last year. Other external expenses amounted to SEK 112.3 million (32.8 percent of total operating revenue) and SEK 98.7 million (29.3 percent of total operating revenue) last year.

Net profit amounted to SEK 2.9 million (16.9) and earnings per share amounted to SEK 0.51 (2.94).

## Analysis of operating profit

| SEK million | Jul-Sep | Jan-Sep |
| :--- | ---: | ---: |
| Operating profit 2016 | $\mathbf{1 8 . 8}$ | $\mathbf{2 4 . 8}$ |
| Contribution from lower/higher sales | -1.4 | +2.8 |
| Effect gross margin | -1.1 | - |
| Higher distribution expenses | -2.4 | -4.5 |
| Agent buyouts and organizational changes (one-off costs) | -4.8 | -4.8 |
| Higher expenses related to expansion | -2.5 | -11.6 |
| Operating profit 2017 | $\mathbf{6 . 6}$ | $\mathbf{6 . 6}$ |

INVESTMENTS AND CASH FLOW
In the third quarter of 2017 the company's investments totaled SEK 0.4 million (o.8). Cash flow from operating activities amounted to SEK -28.5 million (-4.1) and total cash flow amounted to SEK -28.9 million ( -4.9 ). The third quarter is seasonally weak in terms of cash flow, and the decline compared with the previous year was driven by the lower operating profit as well as higher level of inventory and lower cash inflow from retailers resulting from the lower sales, and hence invoicing, during the previous quarter.

In the first nine months of 2017 the company's investments totaled SEK 4.2 million (15.9). Cash flow from operating activities amounted to SEK -14.2 million (3.9) and total cash flow amounted to SEK -24.1 million (-20.2).

## INVENTORY

Inventory amounted to SEK 80.2 million at the end of the period, compared with SEK 59.6 million at the end of the third quarter of 2016. The increase is primarily associated with the larger number of stores and growing sales from the company's web shop which requires a larger inventory to offer full assortment and good service levels. Compared with the previous quarter inventory decreased by SEK 1.2 million.

## FINANCIAL POSITION

The Group's total assets amounted to SEK 206.7 million (186.1) on September 30, 2017. Shareholders' equity was SEK 99.1 million on the same date, compared with SEK 104.0 million on September 30, 2016. The equity/assets ratio was 48 percent (56) at the end of the period and cash and cash equivalents amounted to SEK 17.0 million (25.8). Net liquidity, after utilization of part of the overdraft facility, amounted to SEK -26.6 million (1.1). Accounts receivable amounted to SEK 75.8 million on September 30, 2017, compared with SEK 65.8 million a year earlier.

## Segments

The company reports revenue and operating results for three segments: wholesale, retail and common group costs. 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 costs. Revenue and operating results were previously reported for two segments - wholesale and retail - where common group costs were distributed by segment using a key based on each segment's share of the total cost of goods sold. Figures for 2016 according to the new segment reporting can be found under the heading Revenue and operating result by segment on page 14 as well as on the company's website https://corporate.oddmolly.com/sv/odd-molly-i-siffror-1946/.

REVENUE BY SEGMENT


## WHOLESALE

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


## 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 January-September 2017

- Sales down 9 percent - changes in the industry, where many physical retailers are struggling
- Improved gross margin
- Changes in organization and agents in key markets with associated oneoff costs of SEK 4.8 million during the third quarter

| SEK in thousands | $\begin{array}{r} \text { Jul-Sep } \\ 2017 \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017 \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \end{array}$ | Oct 16- <br> Sep 17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 75,609 | 80,964 | 170,171 | 187,788 | 228,022 | 210,405 |
| Operating profit | 14,976 | 24,466 | 31,335 | 45,968 | 53,435 | 38,802 |
| Operating margin, \% | 19.8 | 30.2 | 18.4 | 24.5 | 23.4 | 18.4 |

## RETAIL

## Development in January-September 2017

- Sales up 16 percent driven by a strong development in the web shop and larger number of stores
- Lower contribution due to higher share of discounted sales, negative exchange rate effect and higher distribution costs
- Higher operating expenses for larger number of stores and digital investments

|  | Jul-Sep <br> 2017 | Jul-Sep <br> $\mathbf{2 0 1 6}$ | Jan-Sep <br> $\mathbf{2 0 1 7}$ | Jan-Sep <br> $\mathbf{2 0 1 6}$ | Jan-Dec <br> 2016 | Oct 16- <br> Sep 17 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK in thousands | 58,894 | 56,648 | 172,388 | 148,919 | 195,142 | 218,612 |
| Sales | 7,308 | 11,957 | 27,007 | 32,641 | 42,717 | 37,083 |
| Operating profit | 12.4 | 21.1 | 15.7 | 21.9 | 21.9 | 17.0 |
| Operating margin, \% |  |  |  |  |  |  |

## COMMON GROUP COSTS

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

## Development in January-September 2017

- SEK 2.1 million lower costs compared with the previous year - lower external services and no bonus provision

|  | Jul-Sep <br> $\mathbf{2 0 1 7}$ | Jul-Sep <br> $\mathbf{2 0 1 6}$ | Jan-Sep <br> $\mathbf{2 0 1 7}$ | Jan-Sep <br> $\mathbf{2 0 1 6}$ | Jan-Dec <br> $\mathbf{2 0 1 6}$ | Oct 16- <br> Sep 17 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK in thousands | $-15,689$ | $-17,588$ | $-51,723$ | $-53,834$ | $-71,634$ | $-69,524$ |
| Operating profit |  |  |  |  |  |  |

## Other

## STORES ON SEPTEMBER 30



## EVENTS DURING THE QUARTER

## Stores

In September Odd Molly closed the pop-up store operated for the last twelve months in A6 Center, Jönköping. In December of this year a new store will open at another location in the same center.

## Organization

In line with the strategy to grow sales outside Sweden, Odd Molly has named new agents in a number of key markets in Europe. In Germany, France and Austria, new strong agents are now representing Odd Molly in their respective markets. The company is also evaluating a new solution for the UK. Coming changes in this and other potential markets are not expected to generate any significant implementation costs, as opposed to the changes carried out during the third quarter of this year.

At the same time the sales organization has been adapted and the role of overall head of sales has been eliminated and replaced by a role specially focused on international expansion. During the quarter Odd Molly also hired a new Creative Director with responsibility for developing the brand - a key role for maintaining a strong position in the home market and increasing awareness in international markets. A number of other adjustments have also been made to the organization to optimize processes and increase efficiencies.

NUMBER OF SHARES
As of September 30, 2017 there were 5,752,000 shares outstanding.

| Key ratios per share | Sep 30 <br> $\mathbf{2 0 1 7}$ | Sep 30 <br> $\mathbf{2 0 1 6}$ | Dec 31 <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 | $5,752,000$ | $5,752,000$ | $5,752,000$ |
| Equity per share, SEK | 17.23 | 18.08 | 18.38 |

## EMPLOYEES

The total number of employees at the end of the period was 107 (102), of whom 8 were men and 99 women. The average number of employees during the third quarter was 109 (96). The increase is driven by staff in newly opened stores.

## PARENT COMPANY

The Parent Company reported total operating revenue of SEK 327.2 million (328.3) in the first nine months of 2017, reaching an operating profit of SEK 8.6 million $(27,3)$. The Parent Company's adjusted shareholders' equity amounted to SEK 82.8 million (94.1). Cash and cash equivalents amounted to SEK 12.1 million (20.1). Net liquidity, after utilization of parts of the overdraft facility, amounted to SEK -31.6 million ( -4.5 ).

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.

## TRANSACTIONS WITH RELATED PARTIES

Other than the Parent Company's sales of products to subsidiaries and remuneration paid to the Board of Directors, there were no transactions with related parties in the first nine months of 2017.

ANNUAL GENERAL MEETING 2017
The Annual General Meeting 2017 for Odd Molly International AB will be held in Stockholm on May 4, 2018.

## 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.

## New IFRS and interpretations that have not yet been applied

## IFRS 9 Financial Instruments

The standard enters into force on January 1, 2018 and has been adopted by the EU.
a) Classification and measurement

The company does not foresee a significant impact on its balance sheet or equity due to the new classification and valuation requirements. Currency derivatives will continue to be measured at fair value within level 2, i.e., fair value based on valuation techniques with observable market data. Other financial liabilities are classified as other financial liabilities at amortized cost. All financial assets and liabilities have short maturities and, as a result, book value is considered an approximation of fair value.
b) Impairment

According to IFRS 9, expected credit losses should be booked for all outstanding instruments and receivables. The company has evaluated the current method for valuation of trade receivables and conducted a thorough analysis of historical impairment losses. The company has historically had low credit losses; in 2016, for example, they amounted to only $0.17 \%$ of total sales. The company's assessment is that the transition to IFRS 9 will not have a significant impact on impairment of trade receivables.
c) Hedge accounting

The company applies hedge accounting to the derivatives (forward exchange contracts) that are used to protect against the risk of exchange rate fluctuations tied to projected cash flows related to the movement of goods. The company will continue to report these instruments according to IAS 39, which is consistent with IFRS 9.

## IFRS 15 Revenue from Contracts with Customers

The standard enters into force on January 1, 2018 and has been adopted by the EU. The standard provides a single model for recognizing revenue from contracts with customers. The company has evaluated the types of contracts and transactions that fall within the framework of this standard. The evaluation includes loss of income due to complaints and returns from customers, revenue from retailer customers with the right to return goods after each season, revenue from retailer customers with the right to a reduced price prior to the retail sales season, and revenue and shrinkage generated from consignment customers. Following the evaluation, the company remains of the opinion that the standard will not impact the Group's reporting other than that additional details on the company's revenue in some cases will have to be reported.


## 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
$\left.\begin{array}{l|r|r|r|rrr} \\ \text { SEK in thousands } & \text { Jul-Sep } & \text { Jul-Sep } \\ \text { (2017 }\end{array}\right)$

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

| SEK in thousands | $\begin{array}{r} \text { Jul-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ | Oct 2016Sep 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue |  |  |  |  |  |  |
| Net sales | 134,373 | 137,033 | 341,145 | 336,101 | 422,552 | 427,596 |
| Other operating revenue | 131 | 578 | 1,414 | 605 | 613 | 1,421 |
| Total operating revenue | 134,503 | 137,612 | 342,559 | 336,706 | 423,165 | 429,017 |
| Operating profit/loss | 6,595 | 18,835 | 6,619 | 24,775 | 24,518 | 6,362 |
| Operating margin, \% | 4.9 | 13.7 | 1.9 | $7 \cdot 4$ | 5.8 | 1.5 |

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

| SEK in thousands | Sep 30 <br> 2017 | Sep 30 2016 | $\begin{array}{r} \text { Dec } 31 \\ 2016 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Shareholders' equity | 99,086 | 103,985 | 105,725 |
| Total assets | 206,744 | 186,058 | 193,389 |
| Equity/assets ratio, \% | 48 | 56 | 55 |

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

|  | Jul-Sep | Jul-Sep | Jan-Sep | Jan-Sep | Jan-Dec | Oct 2016- <br> Sep <br> 2017 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| SEK in thousands | 2017 | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ | Sep |
| Profit attributable to Parent Company's | 4,875 | 13,957 | 2,942 | 16,912 | 17,721 | 3,751 |
| shareholders (net profit) | 96,734 | 96,684 | 102,405 | 98,551 | 99,421 | 101,535 |
| Average equity | $\mathbf{5 . 0}$ | $\mathbf{1 4 . 4}$ | $\mathbf{2 . 9}$ | $\mathbf{1 7 . 2}$ | $\mathbf{1 7 . 8}$ | $\mathbf{3 . 7}$ |

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.

EQUITY PER SHARE

|  | Sep 30 <br> $\mathbf{2 0 1 7}$ | Sep 30 <br> $\mathbf{2 0 1 6}$ | Dec 31 <br> $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Weighted average number of shares before dilution | $5,752,000$ | $5,752,000$ | $5,752,000$ |
| Shareholders' equity, SEK thousands | 99,086 | $\mathbf{1 0 3 , 9 8 5}$ | 105,725 |
| Equity per share before dilution, SEK | $\mathbf{1 7 . 2 3}$ | $\mathbf{1 8 . 0 8}$ | $\mathbf{1 8 . 3 8}$ |

Equity per share, also called a company's net asset value, is calculated by measuring the company's shareholders' equity in relation to the number of shares outstanding. No calculations have been made of equity per share after dilution. Calculation methods can be found in the consolidated balance sheet and the section Number of shares.

PARENT COMPANY'S ADJUSTED EQUITY

| Sep 30 |
| :--- | ---: | ---: | ---: |
| 2017 |$\quad$| Sep 30 |
| ---: |
| $\mathbf{2 0 1 6}$ |

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

| SEK in thousands | $\begin{array}{r} \text { Jul-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \end{array}$ | Oct 2016Sep 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue |  |  |  |  |  |  |
| Net sales | 134,373 | 137,033 | 341,145 | 336,101 | 422,552 | 427,596 |
| Other operating revenue | 131 | 578 | 1,414 | 605 | 613 | 1,421 |
| Total operating revenue | $\mathbf{1 3 4 , 5 0 3}$ | 137,612 | 342,559 | 336,706 | 423,165 | 429,017 |
| Operating expenses |  |  |  |  |  |  |
| Cost of goods sold | -63,160 | -63,294 | -155,291 | -153,051 | -187,644 | -189,885 |
| Other external expenses | -42,958 | -34,499 | -112,280 | -98,707 | -128,156 | -141,729 |
| Personnel expenses | -18,076 | -19,029 | -57,936 | -53,642 | -73,649 | -77,944 |
| Depreciation/amortization | -2,992 | -2,405 | -8,922 | -6,293 | -8,957 | -11,586 |
| Other operating expenses | -721 | 450 | -1,511 | -238 | -240 | -1,512 |
| Operating profit | 6,595 | 18,835 | 6,619 | 24,775 | 24,518 | 6,362 |
| Result from financial items |  |  |  |  |  |  |
| Interest income | 228 | 131 | 527 | 416 | 486 | 597 |
| Interest expenses | -224 | -124 | -739 | -326 | -815 | -1,228 |
| Profit after financial items | 6,599 | 18,841 | 6,407 | 24,866 | 24,189 | 5,730 |
| Taxes | -1,724 | -4,884 | -3,464 | -7,954 | -6,469 | -1,980 |
| Net profit attributable to Parent Company's shareholders | 4,875 | 13,957 | 2,942 | 16,912 | 17,721 | 3,751 |
| Other comprehensive income |  |  |  |  |  |  |
| Items that will be reclassified to profit or loss |  |  |  |  |  |  |
| Translation difference | -540 | 72 | -1,133 | 793 | 1,481 | -445 |
| Cash flow hedges | 472 | 736 | -3,456 | 1,797 | 2,109 | -3,145 |
| Tax effect fair value cash flow hedges | -104 | -162 | 760 | -395 | -464 | 692 |
| Total comprehensive income attributable to Parent Company's shareholders | 4,704 | 14,603 | -887 | 19,107 | 20,846 | 853 |
| Earnings per share before dilution, SEK | 0.85 | 2.43 | 0.51 | 2.94 | 3.08 | 0.65 |
| Earnings per share after dilution, SEK | 0.85 | 2.43 | 0.51 | 2.94 | 3.08 | 0.65 |


| SEK in thousands | Sep 30 2017 | Sep 30 2016 | Dec 31 <br> 2016 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Fixed assets |  |  |  |
| Intangible fixed assets | 5,343 | 8,116 | 7,905 |
| Tangible fixed assets | 14,930 | 14,441 | 17,769 |
| Financial fixed assets | 1,129 | 1,196 | 1,129 |
|  | 21,402 | 23,753 | 26,803 |
| Current assets |  |  |  |
| Inventories | 80,248 | 59,623 | 67,180 |
| Advance payments to suppliers | 5,050 | 985 | 4,662 |
| Accounts receivable | 75,806 | 65,751 | 58,912 |
| Current receivables | 7,189 | 10,171 | 10,710 |
| Cash and cash equivalents | 17,049 | 25,775 | 25,121 |
|  | 185,342 | 162,305 | 166,586 |
| TOTAL ASSETS | 206,744 | 186,058 | 193,389 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity | 99,086 | 103,985 | 105,725 |
| Deferred tax | 3,752 | 5,183 | 4,376 |
| Current liabilities | 103,906 | 76,890 | 83,289 |
|  | 206,744 | 186,058 | 193,389 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 206,744 | 186,058 | 193,389 |

Cash and cash equivalents are since the interim report for January-September 2016 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. Comparable numbers for previous periods have been adjusted accordingly.

PLEDGED ASSETS AND CONTINGENT LIABILITIES

| SEK in thousands | Sep 30 2017 | Sep 30 2016 | $\begin{array}{r} \text { Dec } 31 \\ 2016 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Pledged assets | 30,000 | 30,000 | 30,000 |
| Pledged receivables | 17,574 | 6,100 | 8,397 |
| Contingent liabilities | 1,415 | 1,415 | 1,415 |

## CHANGES IN THE GROUP'S SHAREHOLDERS' EQUITY

| SEK in thousands | $\begin{array}{r} \text { Sep } 30 \\ 2017 \end{array}$ | Sep 30 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 | -5,752 | -8,628 | -8,628 |
| Warrant premium | o | 390 | 390 |
| Total comprehensive income for the period | -887 | 19,107 | 20,846 |
| Shareholders' equity at the end of the period | 99,086 | 103,985 | 105,725 |


| SEK in thousands | $\begin{array}{r} \text { Jul-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating activities |  |  |  |  |  |
| Operating profit | 6,595 | 18,835 | 6,619, | 24,775 | 24,518 |
| Adjustments | 2,617 | 1,918 | 7,171 | 7,141 | 10,623 |
| Interest received | 228 | 131 | 527 | 416 | 486 |
| Interest paid | -224 | -124 | -739 | -327 | -815 |
| Income tax paid | -853 | -664 | -2,448 | -2,467 | -3,133 |
| Cash flow from operating activities before changes in working capital | 8,364 | 20,095 | 11,129 | 29,538 | 31,68o |
| Changes in working capital |  |  |  |  |  |
| Change in inventories | 1,213 | 5,308 | -13,396 | -3,301 | -10,829 |
| Change in receivables | -24,541 | -20,288 | -14,896 | -22,879 | -20,035 |
| Change in current liabilities | -13,521 | -9,208 | 2,949 | 573 | 5,822 |
| Cash flow from operating activities | -28,486 | -4,092 | -14,213 | 3,931 | 6,637 |
| Investing activities |  |  |  |  |  |
| Acquisition of intangible fixed assets | 0 | -1,511 | O | -1,511 | -2,129 |
| Acquisition of tangible fixed assets | -394 | 753 | $-4,158$ | -14,365 | -19,863 |
| Acquisition of financial fixed assets | 0 | -42 | 0 | -42 | -42 |
| Cash flow from investing activities | -394 | -800 | -4,158 | -15,918 | -22,034 |
| Financing activities |  |  |  |  |  |
| Dividend paid | 0 | O | $-5,752$ | -8,628 | -8,628 |
| Warrant premium | O | 0 | 0 | 390 | 390 |
| Cash flow from financing activities | O | O | -5,752 | -8,238 | -8,238 |
| Cash flow for the period | -28,880 | -4,893 | -24,123 | -20,224 | -23,635 |
| Cash and cash equivalents at the beginning of the period | 18,352 | 18,491 | 25,121 | 26,693 | 26,693 |
| Utilized overdraft facilities at the beginning of the period | 15,753 | 12,970 | 26,920 | 6,094 | 6,094 |
| Cash and cash equivalents at the beginning of the period, net | 2,599 | 5,521 | -1,799 | 20,599 | 20,599 |
| Exchange rate difference in cash and cash equivalents | -288 | 463 | -648 | 716 | 1,237 |
| Change in overdraft facilities utilized | 27,866 | 11,713 | 16,699 | 18,590 | 20,826 |
| Cash and cash equivalents at the end of the period | 17,049 | 25,775 | 17,049 | 25,775 | 25,121 |
| Utilized overdraft facilities at the end of the period* | 43,619 | 24,684 | 43,619 | 24,684 | 26,920 |
| Cash and cash equivalents at the end of the period, net | -26,570 | 1,091 | -26,570 | 1,091 | -1,799 |

[^0]| SEK in thousands | $\begin{array}{r} \text { Jul-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Oct-Dec } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ | Oct 2016Sep 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Wholesale |  |  |  |  |  |  |  |
| Revenue | 75,609 | 80,964 | 170,171 | 187,788 | 40,235 | 228,022 | 210,405 |
| Operating result | 14,976 | 24,466 | 31,335 | 45,968 | 7,467 | 53,435 | 38,802 |
| Retail |  |  |  |  |  |  |  |
| Revenue | 58,894 | 56,648 | 172,388 | 148,919 | 46,223 | 195,142 | 218,612 |
| Operating result | 7,308 | 11,957 | 27,007 | 32,641 | 10,077 | 42,717 | 37,083 |
| Central costs |  |  |  |  |  |  |  |
| Operating result | -15,689 | -17,588 | -51,723 | $-53,834$ | -17,801 | -71,634 | -69,524 |
| Total |  |  |  |  |  |  |  |
| Revenue | 134,503 | 137,612 | 342,559 | 336,706 | 86,458 | 423,165 | 429,017 |
| Operating result | 6,595 | 18,835 | 6,619 | 24,775 | -257 | 24,518 | 6,362 |

The company reports revenue and operating results for three segments: wholesale, retail and central costs. 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 central costs.

## QUARTERLY DATA

|  | $\begin{array}{r} \text { Q3 } \\ 2017 \end{array}$ | $\begin{array}{r} \text { Q2 } \\ 2017 \end{array}$ | $\begin{array}{r} \text { Q1 } \\ 2017 \end{array}$ |  |  |  | $\begin{array}{r} \text { Q1 } \\ 2016 \\ \hline \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total operating revenue, SEK million | 134.5 | 82.0 | 126.1 | 86.5 | 137.6 | 81.4 | 117.7 | 75.8 |
| Gross profit margin, \% | 53.0 | 57.6 | 54.0 | 60.0 | 53.8 | 56.0 | 54.2 | 59.6 |
| Operating profit/loss, SEK million | 6.6 | -7.5 | 7.5 | -0.3 | 18.8 | -2.5 | 8.5 | -2.8 |
| Operating margin, \% | 4.9 | -9.2 | 6.0 | -0.3 | 13.7 | -3.1 | 7.2 | -3.7 |
| Net profit/loss, SEK million | 4.9 | -6.6 | 4.7 | 0.8 | 14.0 | -2.9 | 5.9 | -2.4 |
| Earnings per share before dilution, SEK | 0.85 | -1.15 | 0.81 | 0.14 | 2.43 | -0.51 | 1.02 | -0.42 |
| Earnings per share after dilution, SEK | 0.85 | -1.15 | 0.77 | 0.14 | 2.43 | -0.51 | 1.02 | -0.42 |
| 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 | 5,752 | 5,752 | 6,052 | 5,752 | 5,752 | 5,752 | 5,752 | 5,752 |
| Return on equity, \% | 5.0 | -6.5 | 4.3 | 0.8 | 14.4 | -3.1 | 6.1 | -2.6 |
| Equity/assets ratio, \% | 48 | 50 | 56 | 55 | 56 | 54 | 61 | 62 |
| Equity per share before dilution, SEK | 17.23 | 16.41 | 18.90 | 18.38 | 18.08 | 15.54 | 17.22 | 16.19 |
| Cash flow from operating activities, SEK million | -28.5 | 16.7 | -2.4 | 2.7 | -4.1 | 16.8 | -8.8 | 5.1 |
| Cash flow from operating activities per share before dilution, SEK | -4.95 | 2.90 | -0.42 | 0.47 | -0.71 | 2.92 | -1.53 | 0.88 |

## PARENT COMPANY INCOME STATEMENT

| SEK in thousands | $\begin{array}{r} \text { Jul-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jul-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2017 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Sep } \\ 2016 \\ \hline \end{array}$ | $\begin{array}{r} \text { Jan-Dec } \\ 2016 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue |  |  |  |  |  |
| Net sales | 128,411 | 132,402 | 326,917 | 328,154 | 410,545 |
| Other operating revenue | 107 | 5 | 246 | 101 | 1,148 |
| Total operating revenue | 128,519 | 132,407 | 327,163 | 328,256 | 411,693 |
| Operating expenses |  |  |  |  |  |
| Cost of goods sold | -61,090 | -60,478 | -149,463 | -146,576 | -179,347 |
| Other external expenses | -44,305 | -36,168 | -112,189 | -103,645 | -145,619 |
| Personnel expenses | -15,924 | -16,376 | -50,957 | -48,092 | -65,179 |
| Depreciation/amortization of tangible and intangible fixed assets | -1,492 | -1,131 | -4,466 | -3,271 | -4,543 |
| Other operating expenses | -687 | 911 | -1,476 | 582 | -570 |
| Operating profit | 5,020 | 19,165 | 8,611 | 27,253 | 16,436 |
| Result from financial items |  |  |  |  |  |
| Interest income | 228 | 131 | 529 | 416 | 483 |
| Interest expenses | -214 | -118 | -719 | -302 | -792 |
| Impairment of shares in subsidiary | 0 | O | 0 | 0 | -1,123 |
| Profit after financial items | 5,034 | 19,177 | 8,421 | 27,367 | 15,004 |
| Appropriations | 0 | O | 0 | 0 | 6,600 |
| Profit before tax | 5,034 | 19,177 | 8,421 | 27,367 | 21,604 |
| Taxes | -1,026 | -4,036 | -1,897 | -6,076 | -5,515 |
| Net profit | 4,007 | 15,142 | 6,524 | 21,292 | 16,089 |

## PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME

|  | Jul-Sep | Jul-Sep | Jan-Sep Jan-Sep <br> Jan-Dec  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| SEK in thousands | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ |
| Items that will be reclassified to profit or loss |  |  |  |  |  |
| Cash flow hedges | 472 | 736 | $-3,456$ | $\mathbf{1 , 7 9 7}$ | 2,109 |
| Tax effect cash flow hedges | -104 | -162 | 760 | -395 | -464 |
| Total comprehensive income for the period | $\mathbf{4 , 3 7 6}$ | $\mathbf{1 5 , 7 1 6}$ | $\mathbf{3 , 8 2 9}$ | $\mathbf{2 2 , 6 9 3}$ | $\mathbf{1 7 , 7 3 3}$ |


|  | Sep 30 | Sep 30 | Dec 31 |
| :--- | ---: | ---: | ---: |
| SEK in thousands | 2017 | 2016 | 2016 |

## ASSETS

## Fixed assets

| Intangible fixed assets | 702 | 521 | 1,049 |
| :---: | :---: | :---: | :---: |
| Tangible fixed assets | 8,454 | 9,120 | 11,108 |
| Financial fixed assets | 24,744 | 20,841 | 24,435 |
|  | 33,901 | 30,482 | 36,593 |
| Current assets |  |  |  |
| Inventory | 72,711 | 55,511 | 63,258 |
| Advance payments to suppliers | 5,025 | 914 | 3,914 |
| Accounts receivable | 78,369 | 71,898 | 54,224 |
| Other current receivables | 15,512 | 16,936 | 14,716 |
| Cash and cash equivalents | 12,050 | 20,135 | 20,484 |
|  | 183,667 | 165,394 | 156,597 |
| TOTAL ASSETS | 217,567 | 195,876 | 193,190 |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity | 70,371 | 76,554 | 71,595 |
| Untaxed reserves | 15,900 | 22,500 | 15,900 |
| Deferred tax | 0 | 162 | 102 |
| Current liabilities | 131,296 | 96,659 | 105,594 |
|  | 217,567 | 195,876 | 193,190 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 217,567 | 195,876 | 193,190 |

Cash and cash equivalents are since the interim report for January-September 2016 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. Comparable numbers for previous periods have been adjusted accordingly.

PARENT COMPANY PLEDGED ASSETS AND CONTINGENT LIABILITIES

| SEK in thousands | Sep 30 <br> $\mathbf{2 0 1 7}$ | Sep 30 <br> $\mathbf{2 0 1 6}$ | Dec 31 <br> $\mathbf{2 0 1 6}$ |
| :--- | ---: | ---: | ---: | ---: |
| Pledged assets | 30,000 | 30,000 | 30,000 |
| Pledged receivables | 17,574 | 6,100 | 8,397 |
| Contingent liabilities | 1,415 | $\mathbf{1 , 4 1 5}$ | $\mathbf{1 , 4 1 5}$ |

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, October 24, 2017

Patrik Tillman, Chairman
Mia Arnhult, Board Member

Kia Orback, Board Member
Elin Ryer, Board Member

Nils Vinberg, Board Member
Jacob Wall, Board Member

Anna Attemark, President \& CEO

## SCHEDULED INFORMATION DATES

- The year-end report for 2017 will be released on February 16, 2018.
- The interim report for January-March 2018 will be released on May 4, 2018.
- Annual General Meeting 2017 will be held in Stockholm on May 4, 2018.
- The interim report for January-June 2018 will be released on August 16, 2018.


## PRESENTATION OF THE REPORT

The report will be presented at the company's head office, Kornhamnstorg 6, Stockholm, on October 24, 2017 at 1.00 pm 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 October 24, 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.

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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 48 million

