

Q1

JANUARY – MARCH 2014

- ▶ Sales amounted to SEK 863.1 million (785.5)
- ▶ Operating profit amounted to SEK 58.4 million (34.9)
- ▶ Profit after financial items amounted to SEK 50.2 million (30.3)
- ▶ Profit after tax amounted to SEK 38.2 million (23.7)
- ▶ Earnings per share amounted to SEK 2.04 (1.20)
- ▶ Cash flow from operating activities was SEK -20.4 million (-37.0)
- ▶ Net debt amounted to SEK 934 million (935)
- ▶ The Board proposes a dividend of SEK 3.00 per share (2.50)

INTERIM REPORT JANUARY – MARCH 2014

IMPORTANT EVENTS

- ITAB supplies the EasyFlow self-checkout system to Lidl
- Through subsidiaries, ITAB has reached agreement with Dressmann regarding the supply of complete shop concepts

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CEO ULF ROSTEDT'S COMMENTS

The year has started well in many ways: sales have increased, profits have improved and our EasyFlow self-checkout system has been installed in the Lidl supermarket chain.

Currency-adjusted sales figures during the first quarter of the year have risen by 8% compared with last year. Sales have developed better than last year in all market areas, with the exception of parts of Scandinavia where developments have been on a par with last year. Sales of lighting systems have continued to develop positively on those markets where we established and integrated operations last year.

Income after financial items increased by 66% compared with last year. Income has developed better than last year primarily in Benelux and Central Europe, with the streamlining and improvement measures implemented in these areas starting to produce results. The other sales areas are reporting figures that are in line with last year. Income from our lighting business has also developed better than last year. The gross margin during the quarter has been strengthened principally as a result of increased capacity in our production facilities, but also due to the long-term rationalisation work being implemented in the Group.

During the early part of the year we have continued our market expansion and marketing activities, primarily within lighting and self-check-

outs, and we are starting to see the effects of the initiatives that were carried out last year. Several major retail chains in Europe are showing an interest in our self-checkout concept due to the substantial streamlining and cost-saving potential in stores.

Important events

ITAB has installed the EasyFlow self-checkout system in Lidl during the period. This installation is extremely important for ITAB, as it is the first store run by a leading supermarket chain in Europe that will have EasyFlow for consumers.

During the period, ITAB has agreed a two-year collaboration with Dressmann, part of the Varner Group and one of Scandinavia's leading players in the field of clothing. Dressmann has selected ITAB as its sole supplier of complete shop concepts. ITAB's geographic presence in Europe and its long collaboration with other chains in the Varner Group have both been contributory factors in the choice of ITAB as a business partner.

Euroshop 2014

The Global Trade Fair Euroshop took place in Düsseldorf at the start of 2014. ITAB participated at the fair, where it was one of the major players. During the fair, we were able to show off our all-inclusive offer to the market. Our offer has considerable potential, and we have strategically strengthened our market position in recent years,

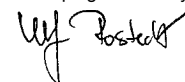
both through acquisitions and an expanded range of concepts and products.

The future

The majority of our markets have developed positively compared to last year. Despite this, the future market situation remains somewhat uncertain. In the long term, we believe that our customers will be on the look-out for more effective solutions, both for stores but also for the process of establishing stores. As in previous years, volumes are expected to be lower at the start of the year before gradually increasing. We will continue our long-term work aimed at streamlining all parts of our operation, in order to improve our offer.

Our all-inclusive offer, which includes shop fitting concepts, checkouts, self-checkout systems and professional lighting systems, alongside our working model and geographic presence, will lead to better business both for ITAB and for our customers.

Jönköping 7th of May 2014



Ulf Rostedt, CEO ITAB Shop Concept

ITAB's BUSINESS CONCEPT

ITAB will offer complete shop concepts for retail chain stores. With its expertise, long-term business relationships and innovative products, ITAB will secure a market-leading position in selected markets.



THE ITAB GROUP IN FIGURES

		3 MONTHS JAN-MAR 2014	3 MONTHS JAN-MAR 2013	12 MONTHS JAN-DEC 2013	12 MONTHS JAN-DEC 2012
Sales	SEK m	863.1	785.5	3,574.0	3,651.6
Operating profit	SEK m	58.4	34.9	245.8	269.3
Operating margin	%	6.8	4.4	6.9	7.4
Profit after financial items	SEK m	50.2	30.3	217.1	237.0
Profit margin	%	5.8	3.9	6.1	6.5
Net profit for the year	SEK m	38.2	23.7	162.2	176.7
Earnings per share	SEK	2.04	1.20	8.98	9.82
Dividends per share	SEK	-	-	3.00*	-
Equity per share	SEK	60.71	51.47	58.78	60.71
Return on equity p.a	%	13.6	9.3	16.6	17.6
Portion of risk-bearing capital	%	42.5	39.5	42.5	42.5
Share price on closing day	SEK	196.00	121.25	172.00	196.00
Average no. of employees	no.	2,309	2,191	2,277	2,336

*The Board's proposal for dividends.

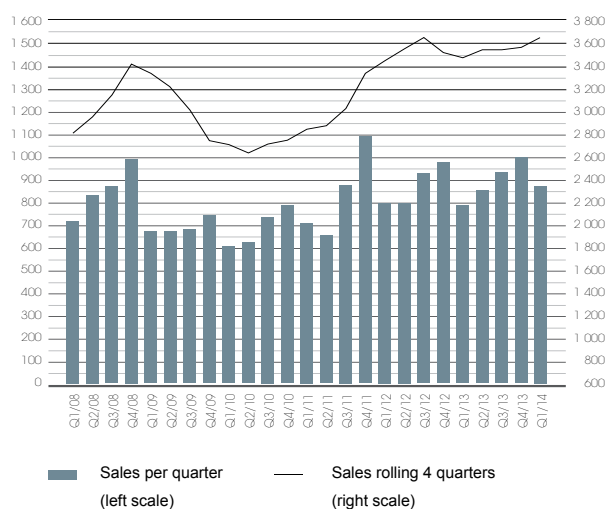
ABOUT ITAB

ITAB Shop Concept sells, develops, manufactures and installs complete shop concepts for retail chain stores. The all-inclusive offer includes custom-made fitting concepts, innovative solutions for the checkout arena and professional lighting systems. The customers represent the largest retail organizations in Europe.

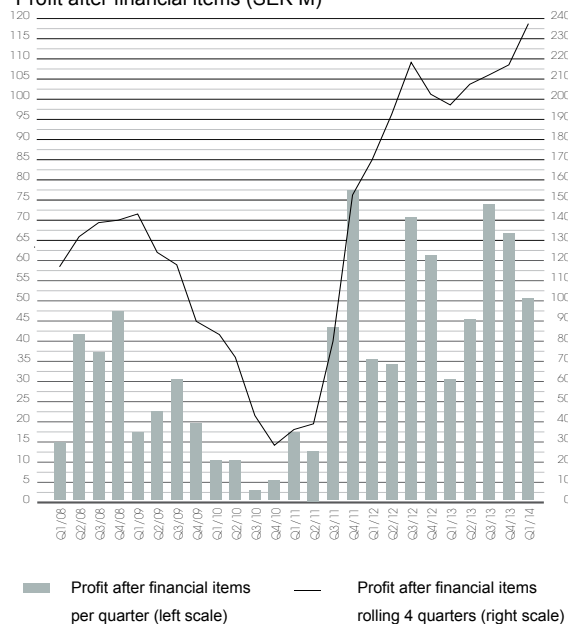
ITAB has organizations in 20 countries and 14 production facilities in Northern Europe and in China. ITAB also has various partners throughout Europe. In close collaboration with its customers, ITAB contributes its extensive experience and expertise to the specific needs and requests of its customers. Business operations are founded on long-term business

relationships and delivery reliability in combination with streamlined production resources. ITAB is the market leader of checkouts to retailers in Europe, and one of Europe's largest supplier of shop fittings and professional lighting systems.

Sales (SEK M)



Profit after financial items (SEK M)



DEVELOPMENT 2014

The Group's currency-adjusted sales figures have risen by approximately 8% during the year compared with last year. Sales have developed better than last year in all market areas, with the exception of parts of Scandinavia where developments have been on a par with last year. Sales of lighting systems have continued to develop positively.

The Group's operating profit amounted to SEK 58.4 million (34.9), an increase of 67% compared with last year. The profit increase is primarily due to an improved gross margin as well as increased sales volumes. Earnings primarily in Central Europe and Benelux were better than last year, while other market areas have developed on a par with last year. Income from our lighting business has also developed better than last year.

Cash flow from current operations amounted to SEK -20.4 million (-37.0). Cash flow and working capital have also been affected this year by an increase in trade receivables after intense in-

voicing at the close of the quarter. The cash flow is slightly better compared to last year, mainly as a result of improved operating profit.

INVESTMENTS

The Group's net investments amounted to SEK 16 million (14), of which SEK 0 million (0) refers to corporate transactions.

FINANCING AND LIQUIDITY

The company's net debt amounted to SEK 934 million (935). An additional repayment has been made during the period. The Group's cash and cash equivalents, including granted but unutilised credit facilities amounted to SEK 260 million (446) on closing day.

ACCOUNTING PRINCIPLES

This interim report have been prepared in accordance with IAS 34, Interim Financial Reporting, the Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2, Accounting for Legal Entities. The accounting

principles that have been applied coincide with those accounting principles used for preparing the latest Annual Report.

NEXT REPORT

The interim report for the period January through June 2014 will be presented on Wednesday 9th of June 2014.

Jönköping 7th of May 2014

Ulf Rostedt, CEO ITAB Shop Concept AB

SELF-CHECKOUT

Self-checkout lets the consumers quickly, conveniently and reliably check out and scan their items themselves at the checkout.

EASYFLOW

A fully automatic self-checkout system based on barcode-free identification of items.

TWINFLOW

A self-checkout system adapted for retail chains where customers primarily use shopping trolleys and the number of items per customer is high.

MOVEFLOW

A self-checkout system specially designed for stores where customers primarily use shopping baskets and the number of items per customer is low.

EXITFLOW

An automatic gate designed specifically for ITAB's self-checkout systems.

THE GROUP - SUMMARY

INCOME STATEMENT

(SEK M)	3 MONTHS JAN-MAR 2014	3 MONTHS JAN-MAR 2013	12 MONTHS JAN-DEC 2013	12 MONTHS APR-MAR 2013/2014
Sales	863.1	785.5	3,574.0	3,651.6
Cost of goods sold	-618.1	-594.5	-2,627.6	-2,651.2
Gross profit	245.0	191.0	946.4	1,000.4
Selling expenses	-133.1	-117.1	-525.4	-541.4
Administrative expenses	-47.8	-39.4	-165.7	-174.1
Other operating income and expenses	-5.7	0.4	-9.5	-15.6
Operating profit	58.4	34.9	245.8	269.3
Financial income	0.3	3.4	4.6	1.5
Financial expenses	-8.5	-8.0	-33.3	-33.8
Profit after financial items	50.2	30.3	217.1	237.0
Taxes for the period	-12.0	-6.6	-54.9	-60.3
NET PROFIT FOR THE PERIOD	38.2	23.7	162.2	176.7
Profit attributable to:				
Parent company's shareholders	34.6	20.4	152.3	166.5
Non-controlling interests	3.6	3.3	9.9	10.2
Depreciation represents	20	19	77	78
Tax on the periods profit amounts to	24%	22%	25%	25%
Earnings per share				
before dilution, SEK	2.04	1.20	8.98	9.82
after dilution, SEK	2.02	1.20	8.88	9.70
Average number of outstanding shares				
before dilution, thousands	16,953	16,953	16,953	16,953
after dilution, thousands	17,278	17,278	17,278	17,278

1) In June 2012, a subscription for convertible shares for the employees was carried out in which 325,203 convertibles were subscribed for. The scheme will run during the period 1 July 2012 to 30 June 2016. One convertible can be converted to one share during the period 1 June 2016 to 10 June 2016 at a conversion price of SEK 123. The total amount of shares after full dilution will then be 17,278,408.

STATEMENT OF COMPREHENSIVE INCOME

(SEK M)	3 MONTHS JAN-MAR 2014	3 MONTHS JAN-MAR 2013	12 MONTHS JAN-DEC 2013	12 MONTHS APR-MAR 2013/2014
Net profit for the period	38.2	23.7	162.2	176.7
Other comprehensive income:				
Items that will not be reclassified to the income statement				
Actuarial gains and losses on defined-benefit pension commitments	-	-	-2.3	-2.3
Tax relating to items that will not be reclassified	-	-	0.6	0.6
	-	-	-1.7	-1.7
Items that may be reclassified to the income statement				
Translation difference	-1.2	-27.6	6.2	32.6
Hedging of net investment	-0.8	-1.9	-7.1	-6.0
Cash flow hedges	-1.6	-3.9	5.2	7.5
Tax relating to items that may be reclassified	0.5	1.2	0.5	-0.2
	-3.1	-32.2	4.8	33.9
Other comprehensive income, net of tax	-3.1	-32.2	3.1	32.2
Total comprehensive income for the period	35.1	-8.5	165.3	208.9
The period's comprehensive income attributable to:				
Shareholders of the Parent Company	32.6	-11.9	154.5	199.0
Non-controlling interests	2.5	3.4	10.8	9.9

STATEMENT OF FINANCIAL POSITION

(SEK M)	2014 31-MAR	2013 31-MAR	2013 31-DEC
Assets			
Intangible assets	617.2	571.0	612.7
Tangible fixed assets	493.9	488.3	500.7
Financial fixed assets and deferred tax assets	25.3	20.0	25.6
Total fixed assets	1,136.4	1,079.3	1,139.0
Inventories	729.0	692.6	710.1
Current receivables	743.0	653.8	663.4
Cash and cash equivalents	125.7	122.2	142.4
Total current assets	1,597.7	1,468.6	1,515.9
TOTAL ASSETS	2,734.1	2,547.9	2,654.9
Equity and liabilities			
Equity attributable to the Parent company's shareholders	1,029.2	872.6	996.6
Holdings without controlling influence	44.8	34.8	42.3
Long-term liabilities	182.7	280.9	218.6
Current liabilities	1,477.4	1,359.6	1,397.4
TOTAL EQUITY AND LIABILITIES	2,734.1	2,547.9	2,654.9
Interest-bearing net debt amount to:	934	935	890
of which convertible debenture loans make up	40	40	40

STATEMENT OF CHANGES IN EQUITY ATTRIBUTABLE TO THE PARENT COMPANY'S SHAREHOLDERS

(SEK M)	2014 31-MAR	2013 31-MAR	2013 31-DEC
Opening balance	996.6	884.5	884.5
Total comprehensive income attributable to shareholders	32.6	-11.9	154.5
Dividends paid	-	-	-42.4
Closing balance	1,029.2	872.6	996.6

STATEMENT OF CASH FLOW

(SEK M)	3 MONTHS JAN-MAR 2014	3 MONTHS JAN-MAR 2013	12 MONTHS JAN-DEC 2013	12 MONTHS APR-MAR 2013/2014
Operating profit	58.4	34.9	245.8	269.3
Interest received and paid, tax paid and adjustments for items not included in the cash flow	-10.4	0.0	-10.2	-20.6
Change in working capital	-68.4	-71.9	-98.9	-95.4
Cash flow from operating activities	-20.4	-37.0	136.7	153.3
Net investments	-15.5	-14.0	-90.4	-91.9
Cash flow after investing activities	-35.9	-51.0	46.3	61.4
Financing activities	22.0	41.0	-39.3	-58.3
Cash flow for the period	-13.9	-10.0	7.0	3.1
Cash and cash equivalents at the start of the period	142.4	133.7	133.7	122.2
Translation difference in cash and cash equivalents	-2.8	-1.5	1.7	0.4
Cash and cash equivalents at the end of the period	125.7	122.2	142.4	125.7

KEY RATIOS

	3 MONTHS JAN-MAR 2014	3 MONTHS JAN-MAR 2013	12 MONTHS JAN-DEC 2013	12 MONTHS APR-MAR 2013/2014
Operating margin, %	6.8	4.4	6.9	7.4
Profit margin, %	5.8	3.9	6.1	6.5
Return on equity p.a, %	13.6	9.3	16.6	17.6
Return on capital employed p.a, %	12.1	8.6	13.4	14.2
Return on total capital p.a, %	8.6	6.1	9.5	10.0
Interest-coverage ratio, multiple	7.4	4.8	7.5	8.2
Equity/assets ratio, %	39.3	35.6	39.1	39.3
Portion of risk-bearing capital, %	42.5	39.5	42.5	42.5
Equity attributable to the Parent company's shareholders, SEK M	1,029.2	872.6	996.6	1,029.2
Equity capital per share, SEK	60.71	51.47	58.78	60.71
Share price on closing day, SEK	196.00	121.25	172.00	196.00
Earnings per share before dilution, SEK	2.04	1.20	8.98	9.82
Earnings per share after dilution, SEK	2.02	1.20	8.88	9.70
Net investments, SEK M	16	14	91	93
Net investments (excl. acquisitions), SEK M	16	14	88	90
Average number of employees	2,309	2,191	2,277	2,336

QUARTERLY INCOME STATEMENTS

(SEK M)	2014 JAN-MAR	2013 JAN-MAR	2013 OCT-DEC	2012 OCT-DEC	2013 JUL-SEP	2012 JUL-SEP	2013 APR-JUN	2012 APR-JUN
Sales	863.1	785.5	1,000.2	977.3	935.1	933.6	853.2	800.2
Cost of goods sold	-618.1	-594.5	-732.3	-720.2	-672.1	-700.6	-628.8	-595.7
Gross profit	245.0	191.0	267.9	257.1	263.0	233.0	224.4	204.5
Selling expenses	-133.1	-117.1	-148.1	-147.4	-133.3	-120.1	-126.9	-131.0
Administrative expenses	-47.8	-39.4	-44.5	-43.2	-39.7	-36.0	-42.1	-37.3
Other operating income and expenses	-5.7	0.4	1.0	3.3	-5.4	1.6	-5.4	6.8
Operating profit	58.4	34.9	76.3	69.8	84.6	78.5	50.0	43.0
Financial items	-8.2	-4.6	-9.7	-8.5	-10.2	-7.6	-4.2	-8.3
Profit after financial items	50.2	30.3	66.6	61.3	74.4	70.9	45.8	34.7
Taxes for the period	-12.0	-6.6	-18.8	-9.6	-19.4	-15.9	-10.1	-7.6
NET PROFIT FOR THE PERIOD	38.2	23.7	47.8	51.7	55.0	55.0	35.7	27.1
Profit attributable to								
Parent company's shareholders	34.6	20.4	47.8	49.1	52.6	52.4	31.5	26.7
Non-controlling interests	3.6	3.3	0.0	2.6	2.4	2.6	4.2	0.4

PARENT COMPANY - SUMMARY

INCOME STATEMENT

(SEK M)	3 MONTHS JAN-MAR 2014	3 MONTHS JAN-MAR 2013	12 MONTHS JAN-DEC 2013
Net sales	10.5	8.0	34.6
Cost of goods sold	-2.3	-2.0	-7.5
Gross profit	8.2	6.0	27.1
Selling expenses	-5.0	-4.1	-15.9
Administrative expenses	-5.7	-4.8	-18.8
Other operating income and expenses	-1.9	0.5	-15.5
Operating profit	-4.4	-2.4	-23.1
Result from participations in Group companies	55.2	-	47.2
Financial items	-6.2	18.1	-4.8
Profit after financial items	44.6	15.7	19.3
Year-end appropriations	-	-	34.3
Profit before tax	44.6	15.7	53.6
Taxes	-	-	-1.5
NET PROFIT FOR THE PERIOD ¹⁾	44.6	15.7	52.1

BALANCE SHEET

(SEK M)	2014 31-MAR	2013 31-MAR	2013 31-DEC
Tangible fixed assets	0.8	0.7	0.8
Financial fixed assets and deferred tax assets	1,157.1	1,145.3	1,157.1
Total fixed assets	1,157.9	1,146.0	1,157.9
Current receivables	350.5	234.2	359.2
Cash and cash equivalents	0.0	0.0	0.0
Total current assets	350.5	234.2	359.2
TOTAL ASSETS	1,508.4	1,380.2	1,517.1
Shareholders' equity	654.9	616.3	610.3
Untaxed reserves	0.1	0.1	0.1
Long-term liabilities	50.1	240.3	157.4
Current liabilities	803.3	523.5	749.3
TOTAL EQUITY AND LIABILITIES	1,508.4	1,380.2	1,517.1

1) Net profit for the period corresponds with total comprehensive income for the period

The information above is such information that ITAB Shop Concept AB (publ) shall publish in accordance with the Swedish Securities Markets Act and/or the Financial Instruments Trading Act. The information was published at 12.30 p.m. 7th of May 2014.

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