



INTERIM REPORT  
JANUARY – MARCH 2011

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- Income increased with 17% to SEK 706.5 million (603.0)
- Operating profit increased with 44% to SEK 27.0 million (18.7)
- Profit after financial items increased with 68% to SEK 17.3 million (10.3)
- Profit after tax increased with 69% to SEK 13.5 million (8.0)
- Earnings per share increased with 68% to 0.94 (0.56)

# INTERIM REPORT JANUARY-MARCH 2011

- ITAB launches EasyFlow – the world's first fully automatic checkout based on barcode free identification.

## EVENTS AFTER THE END OF THE PERIOD

- ITAB has signed a pilot agreement for self-checkouts with Coop Stores and Supermarkets.
- ITAB has signed a 5-year supply contract for shop fitting worth at least SEK 500 million with one of the UK's largest chain stores.

## SALES AND INCOME

First quarter income amounted to SEK 706.5 million (603.0), an increase with SEK 103.5 million compared to corresponding period last year. Income has, compared to last year, been negatively affected by approximately SEK 50 million due to fluctuations in exchange rates. Operating profit was SEK 27.0 million (18.7). Operating profit has been affected by a re-calculation of assets and liabilities in foreign currency and terminated foreign exchange forward contracts with SEK 2.5 million (14.6). Profit after financial items was SEK 17.3 million (10.3) and profit after tax was SEK 13.5 million (8.0).

## SHARE DATA AND KEY RATIOS

Earnings per share before dilution amounted to SEK 0.94 (0.56), and SEK 0.89 (0.53) after dilution. Equity per share amounted to SEK 33.37 (35.06). The share of risk-bearing capital at the end of the period was 35 % (38).

## INVESTMENTS

The Group's net investments amounted to SEK 9 million (25), of which SEK 0 (0) million refers to corporate transactions.

## FINANCING AND LIQUIDITY

The Group's cash and cash equivalents, including granted but unutilised credit facilities amounted to SEK 245 million on closing day.

## ACCOUNTING PRINCIPLES

The interim report for the first quarter have been prepared in accordance with IAS 34, Interim Financial Reporting, the Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2.3, Accounting for Legal Entities. The accounting principles that have been applied coincide with those accounting principles

used for preparing the latest Annual Report, with the exception of new standards, updates and amendments that have been applied since 1 January 2011. The new standards, updates and amendments endorsed by the EU for application effective 1 January 2011 include IFRS 3R Business Combinations and IAS 27R Consolidated and Separate Financial Statements, IFRIC 12, Service Concession Arrangements, IFRIC 15 Agreements for the Construction of Real Estate, IFRIC 16 Hedges of Net Investments in a Foreign Operation, IFRIC 17 Distribution of Non-cash Assets to Owners, and IFRIC 18 Transfer of Assets from Customers. The changes have to date not given rise to any accounting effects. The contents in these standards and statements have been described in the 2010 Annual Report.

## NEXT REPORT

The interim report for the period January through June 2011 will be presented on Friday, 8 July 2011.

## BUSINESS ACTIVITIES

ITAB Shop Concept sells, develops, manufactures and installs shop fitting concepts and products for chain stores. Customers include the major players in both the food and non-food segments throughout most parts of Europe. ITAB has organisations in 17 countries and eleven production facilities. Service, installation, project management and sales are functions assigned to 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 in the Nordic and Baltic countries as well as in the UK, and one of the largest in Benelux and Central Europe.

## DEVELOPMENT 2011

The group's sales, after currency adjustments, have increased with 25% during the first quarter compared to corresponding period 2010. The largest increases in sales have been in sales regions Central Europe, UK & Ireland and Benelux. Scandinavia has also increased sales whilst North East has had a slight drop in sales.

Sales to the pharmacy sector have continued to increase during the period, primarily due to the deregulation of the Swedish pharmacy market.

The Group's operating profit increased with SEK 8.3 million compared to last year. The period's operating profit has been affected by a re-calculation of assets and liabilities in foreign currency and terminated foreign exchange forward contracts with SEK 2.5 million (14.6).

Sales regions Scandinavia, Benelux and Central Europe's performance has developed better than last year, whilst the remaining market areas' performance has been in line with or slightly lower than last year.

The increase in raw material costs has been charged to customers to a larger extent than during the last six-months period 2010 which has contributed to an improvement of gross margin.

Currency effects had an impact on the Group's net financial income/expenses for the period in the amount of SEK -0.2 million (-0.3).

Cash flow and capital has mainly been affected by larger payments of payables at the beginning of the period, but also of an increase in trade receivables after intense invoicing at the close of the quarter.

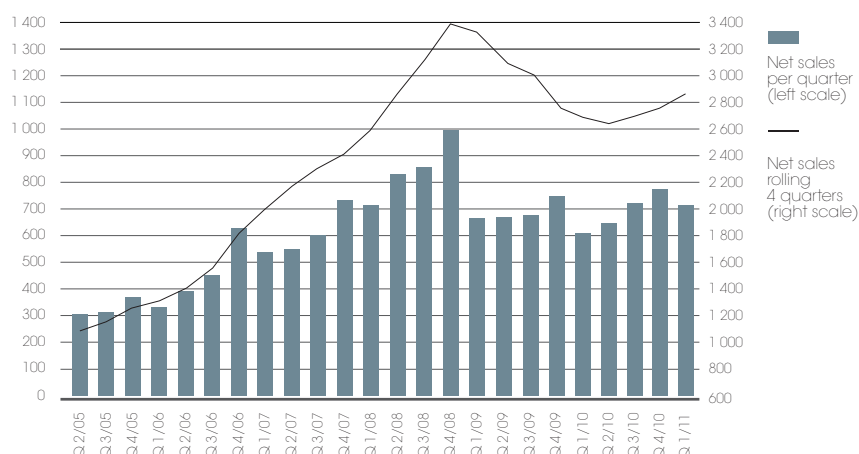
## IMPORTANT EVENTS

- ITAB launches EasyFlow – the world's first fully automatic checkout based on barcode free identification.

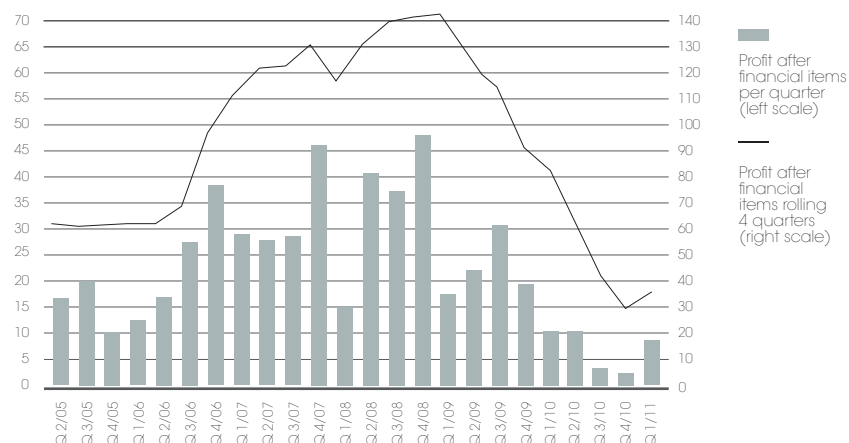
## EVENTS AFTER THE END OF THE PERIOD:

- ITAB has signed a pilot agreement for self-checkouts with Coop Stores and Supermarkets.
- ITAB has signed a 5-year supply contract for shop fitting worth at least SEK 500 million with one of the UK's largest chain stores.

Net sales (SEK M)



Profit after financial items (SEK M)



## CEO ULF ROSTEDT'S COMMENTS

Sales for the quarter were in line with our expectations and 17% higher than last year's first quarter. All sales regions, except North East, have had a positive growth compared to corresponding period last year. The markets that have experienced the largest growth are UK & Ireland and Central Europe. Growth in sales, after currency adjustments, was 25% compared to sales during last year's first quarter.

Profit for the period has developed positively compared to autumn last year and last year's first quarter. The measures taken have resulted in improved profit for this period. The raw material prices have currently been stabilised, however on a higher level compared to last year.

For the remaining year the market seems to be at a satisfactory level even if the beginning of the second quarter has been somewhat slower than expected. Presently, we are in the final phase, with many of our existing and potential customers, of plans and tenders for the autumn's deliveries. The first six months of this year is expected to proceed slowly, as have been the case in past, which will thereafter result in an intense autumn.

During the quarter we took part in one of the world's largest retail fairs,

Global Retail Trade Fair Euroshop in Düsseldorf. We displayed the most of what the Group can offer today and the amount of visitors was considerably more than expected. We also got the opportunity to launch our fully automatic checkout, EasyFlow. EasyFlow is new on the world market, as we have applied another strategy than our competitors in this area. In our development we left barcodes as the only option available for identification and concentrated on other ways of identifying the product, which, amongst other things, led to that fruit and vegetables can be identified in the same way as all other products in a store. The solution with a fully automatic checkout provides possibilities of higher efficiency and cost savings for our customers. EasyFlow has definitely drawn the market's attention. We also take delight in that Coop Stores and Supermarkets has chosen our self-checkout system Mo-

veFlow for two pilot installations and for a possible roll-out.

Most of our customers are progressively increasing their investments. The long-term agreement with one of the UK's largest chain stores follows the trend with long-term relationships in the business, which eases planning and dimensioning in our business. We are satisfied with that we did not liquidate any factories or did any larger changes to our business structure and market positions when the market faced a recession. We can therefore say, with our market position intact, that we are well prepared both in capacity and competence for increase in volumes.

Ulf Rostedt, CEO ITAB Shop Concept  
5 May 2011

# THE GROUP

## INCOME STATE

(SEK M)	3 MONTHS JAN-MAR 2011	3 MONTHS JAN-MAR 2010	12 MONTHS JAN-DEC 2010	12 MONTHS APR-MAR 10/11
Net sales	706.5	603.0	2,747.5	2,851.0
Cost of goods sold	-529.0	-451.7	-2,085.7	-2,163.0
<b>Gross profit</b>	<b>177.5</b>	<b>151.3</b>	<b>661.8</b>	<b>688.0</b>
Selling expenses	-122.4	-115.4	-494.1	-501.1
Administrative expenses	-31.0	-32.6	-126.3	-124.7
Other operating income/expenses	2.9	15.4	20.3	7.8
<b>Operating profit</b>	<b>27.0</b>	<b>18.7</b>	<b>61.7</b>	<b>70.0</b>
Financial income	0.0	0.6	1.8	1.2
Financial costs	-9.7	-9.0	-34.4	-35.1
<b>Profit after financial items</b>	<b>17.3</b>	<b>10.3</b>	<b>29.1</b>	<b>36.1</b>
Tax on the period's profit	-3.8	-2.3	-6.5	-8.0
<b>PROFIT FOR THE PERIOD</b>	<b>13.5</b>	<b>8.0</b>	<b>22.6</b>	<b>28.1</b>
Profit for the period attributable to:				
Parent company's shareholders	13.5	8.0	22.5	28.0
Minority shareholders	0.0	0.0	0.1	0.1
Periodens avskrivningar utgör	18	18	73	73
Periodens skattekostnad uppgår till	22%	22%	22%	22%
Earnings per share				
before dilution, SEK	0.94	0.56	1.57	1.95
after dilution, SEK	0.89	0.53	1.57	1.93
Average number of outstanding shares				
before dilution, thousands	14,286	14,286	14,286	14,286
after dilution, thousands	16,953	16,953	16,953	16,952

Outstanding number of shares amounts to 14, 285, 952 In July 2008, the company issued convertible debenture loans amounting to SEK 242.8 million, corresponding to 2,856,480 shares, of which 3,552 shares have been converted to date. At the start of 2009 convertible debentures, corresponding to 186,118 shares, were repurchased. The total number of shares after full dilution will then be 16,952,762.

## STATEMENT OF COMPREHENSIVE INCOME

(SEK M)	3 MONTHS JAN-MAR 2011	3 MONTHS JAN-MAR 2010	12 MONTHS JAN-DEC 2010	12 MONTHS APR-MAR 10/11
Net profit for the period	13.5	8.0	22.6	28.1
Exchange rate differences, net after tax	0.1	-33.9	-78.5	-44.5
Currency derivatives, net after tax	4.4	-7.4	-4.2	7.6
Incentive expenses, net after tax	0.1	0.0	0.2	0.3
Actuarial profits and losses for defined benefit pension plans, net after tax	-	-	0.5	0.5
<b>RECOGNISED INCOME AND EXPENSES FOR THE PERIOD</b>	<b>18.1</b>	<b>-33.3</b>	<b>-59.4</b>	<b>-8.0</b>
Statement of comprehensive income attributable to:				
Shareholders of the Parent Company	18.1	-33.3	-59.4	-8.0
Minority interest	0.0	0.0	0.0	0.0



## STATEMENT OF FINANCIAL POSITION

(SEK M)	2011 31-MAR	2010 31-MAR	2010 31-DEC
<b>Assets</b>			
Intangible fixed assets	481.8	483.2	482.9
Tangible fixed assets	535.7	612.7	547.0
Financial fixed assets	14.7	21.0	21.2
<b>Total fixed assets</b>	<b>1,032.2</b>	<b>1,116.9</b>	<b>1,051.1</b>
Stock	503.0	380.4	490.8
Current receivables	621.7	532.8	545.0
Other investments	2.4	-	-
Cash and bank balance	0.2	0.6	0.3
<b>Total current assets</b>	<b>1,127.3</b>	<b>913.8</b>	<b>1,036.0</b>
<b>TOTAL ASSETS</b>	<b>2,159.5</b>	<b>2,030.7</b>	<b>2,087.1</b>
<b>Equity and liabilities</b>			
Equity related to the Parent company's shareholder	476.7	500.8	458.6
Minority shareholders	0.7	0.7	0.7
Long-term liabilities	444.4	684.0	446.1
Current liabilities	1,237.7	845.2	1,181.7
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,159.5</b>	<b>2,030.7</b>	<b>2,087.1</b>
Interest-bearing liabilities amount to:	1,158	1,056	1,036
of which convertible debenture loans make up	226	226	226

## STATEMENT OF CHANGES IN EQUITY

(SEK M)	2011 31-MAR	2010 31-MAR	2010 31-DEC
Opening balance	458.6	534.1	534.1
Statement of comprehensive income attributable to shareholders	18.1	-33.3	-59.4
Dividend paid	-	-	-17.9
Paid warrant premiums	-	-	1.8
Conversion of convertible debenture loan KV 2B	-	0.0	-
<b>Closing balance</b>	<b>476.7</b>	<b>500.8</b>	<b>458.6</b>

## STATEMENT OF CASH-FLOW

(SEK M)	3 MONTHS JAN-MAR 2011	3 MONTHS JAN-MAR 2010	12 MONTHS JAN-DEC 2010	12 MONTHS APR-MAR 10/11
Operating profit	27.0	18.7	61.7	70.0
Adjustments for items not included in cash flow	7.7	-5.3	16.6	29.6
Change in working capital	-155.6	-68.4	-58.2	-145.4
<b>Cash flow from operating activities</b>	<b>-120.9</b>	<b>-55.0</b>	<b>20.1</b>	<b>-45.8</b>
Investments	-9.3	-25.4	-75.6	-59.5
<b>Cash flow after investments</b>	<b>-130.2</b>	<b>-80.4</b>	<b>-55.5</b>	<b>-105.3</b>
Financing	130.1	80.7	55.5	104.9
<b>Change in liquid assets</b>	<b>-0.1</b>	<b>0.3</b>	<b>0.0</b>	<b>-0.4</b>

## KEY RATIOS

	3 MONTHS JAN-MAR 2011	3 MONTHS JAN-MAR 2010	12 MONTHS JAN-DEC 2010	12 MONTHS APR-MAR 10/11
Operating margin, %	3.8	3.1	2.2	2.5
Profit margin, %	2.4	1.7	1.1	1.3
Return on equity capital p.a., %	11.5	6.2	4.6	5.9
Return on capital employed p.a., %	7.0	5.0	4.1	4.5
Return on total capital p. a., %	5.2	3.8	3.0	3.3
Interest-coverage ration, multiple	2.8	2.2	1.8	2.0
Equity, %	22.1	24.7	22.0	22.1
Proportion of risk-bearing capital, %	34.6	37.8	34.9	34.6
Equity related to the Parent company's shareholders, SEK M	476.7	500.8	458.6	476.7
Equity capital per share	33.37	35.06	32.10	33.37
Quotation on closing day	78.50	80.00	62.00	78.50
Earnings per share before dilution	0.94	0.56	1.57	1.95
Earnings per share after dilution	0.89	0.53	1.57	1.93
Net investments, SEK M	9	25	76	60
Average number of employees	1,525	1,474	1,512	1,563

## QUARTERLY INCOME STATEMENTS

(SEK M)	2011 JAN-MAR	2010 JAN-MAR	2010 OKT-DEC	2009 OKT-DEC	2010 JUL-SEP	2009 JUL-SEP	2010 APR-JUN	2009 APR-JUN
Net sales	706.5	603.0	788.1	748.6	736.9	682.8	619.5	673.2
Cost of goods sold	529.0	-451.7	-614.5	-563.9	-556.7	-498.5	-462.8	-491.4
<b>Gross profit</b>	<b>177.5</b>	<b>151.3</b>	<b>173.6</b>	<b>184.7</b>	<b>180.2</b>	<b>184.3</b>	<b>156.7</b>	<b>181.8</b>
Selling expenses	-122.4	-115.4	-139.7	-124.1	-126.4	-112.7	-112.6	-114.7
Administrative expenses	-31.0	-32.6	-27.1	-34.7	-37.1	-29.8	-29.5	-37.7
Other operating income/expenses	2.9	15.4	6.3	2.2	-5.7	-3.1	4.3	3.5
<b>Operating profit</b>	<b>27.0</b>	<b>18.7</b>	<b>13.1</b>	<b>28.1</b>	<b>11.0</b>	<b>38.7</b>	<b>18.9</b>	<b>32.9</b>
Financial items	-9.7	-8.4	-7.6	-8.2	-8.1	-8.1	-8.5	-10.3
<b>Profit after financial items</b>	<b>17.3</b>	<b>10.3</b>	<b>5.5</b>	<b>19.9</b>	<b>2.9</b>	<b>30.6</b>	<b>10.4</b>	<b>22.6</b>
Tax on the period's profit	-3.8	-2.3	-1.3	2.3	-0.6	-8.2	-2.3	-6.1
<b>PROFIT FOR THE PERIOD</b>	<b>13.5</b>	<b>8.0</b>	<b>4.2</b>	<b>22.2</b>	<b>2.3</b>	<b>22.4</b>	<b>8.1</b>	<b>16.5</b>
Profit attributable to:								
Parent company's shareholders	13.5	8.0	4.2	22.1	2.2	22.4	8.1	16.5
Minority shareholders	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.0

# PARENT COMPANY

## INCOME STATEMENT

(SEK M)	3 MONTHS JAN-MAR 2011	3 MONTHS JAN-MAR 2010	12 MONTHS JAN-DEC 2010
Income	5.3	3.4	30.2
Cost of goods sold	-1.8	-1.7	-6.6
<b>Gross profit</b>	<b>3.5</b>	<b>1.7</b>	<b>23.6</b>
Selling expenses	-3.8	-3.6	-17.5
Administrative expenses	-4.4	-4.2	-16.2
Other operating income/expences	2.0	16.2	20.9
<b>Operating profit</b>	<b>-2.7</b>	<b>10.1</b>	<b>10.8</b>
Result from participations in Group companies	-	50.4	28.2
Financial items	-7.2	-1.7	-6.2
<b>Profit after financial items</b>	<b>-9.9</b>	<b>58.8</b>	<b>32.8</b>
Year-end appropriations	-	-	1.4
<b>Profit after financial items</b>	<b>-9.9</b>	<b>58.8</b>	<b>34.2</b>
Tax on the period's profit	-	-	-1.9
<b>PROFIT FOR THE PERIOD</b>	<b>-9.9</b>	<b>58.8</b>	<b>32.3</b>
Group contribution net	-	-	-4.1
<b>RECOGNISED INCOME AND EXPENSES FOR THE PERIOD</b>	<b>-9.9</b>	<b>58.8</b>	<b>28.2</b>

## STATEMENT OF FINANCIAL POSITION

(SEK M)	2011 31-MAR	2010 31-MAR	2010 31-DEC
Tangible fixed assets	1.4	1.7	1.5
Financial fixed assets	721.4	743.4	721.4
<b>Total fixed assets</b>	<b>722.8</b>	<b>745.1</b>	<b>722.9</b>
Current receivables	395.9	367.6	399.2
Cash and bank balance	0.0	0.0	0.0
<b>Total current assets</b>	<b>395.9</b>	<b>367.6</b>	<b>399.2</b>
<b>TOTAL ASSETS</b>	<b>1,118.7</b>	<b>1,112.7</b>	<b>1,122.1</b>
Equity and liabilities			
Equity	348.3	404.9	358.2
Untaxed reserves	8.4	9.8	8.4
Longterm liabilities	337.2	546.8	338.8
Current liabilities	424.8	151.2	416.7
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,118.7</b>	<b>1,112.7</b>	<b>1,122.1</b>

## STATEMENT OF CHANGES IN EQUITY

(SEK M)	2011 31-MAR	2010 31-MAR	2010 31-DEC
Opening balance	358.2	346.1	346.1
Net profit for the period	-9.9	58.8	28.2
Group contribution net	-	-	-17.9
Dividend paid	-	-	1.8
Conversion of convertible debenture loan KV 2B	-	0.0	0.0
<b>Closing balance</b>	<b>348.3</b>	<b>404.9</b>	<b>358.2</b>

## STATEMENT OF CASH-FLOW

(SEK M)	3 MONTHS JAN-MAR 2011	3 MONTHS JAN-MAR 2010	9 MONTHS JAN-SEP 2010
Operating profit	-2.7	10.1	10.8
Adjustments for items not included in cash flow	-4.8	41.1	30.3
Change in working capital	-8.1	-17.3	-8.4
<b>Cash flow from operating activities</b>	<b>-15.6</b>	<b>33.9</b>	<b>32.7</b>
Investment	-0.1	-0.5	-1.0
<b>Cash flow after investment</b>	<b>-15.7</b>	<b>33.4</b>	<b>31.7</b>
Financing	15.7	-33.4	-31.7
<b>Change in liquid assets</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

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 2 p.m. May 5, 2011.

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ITAB

ITAB Shop Concept AB (publ)  
Box 9054  
SE-550 09 Jönköping  
Instrumentvägen 2 (Visiting address)  
Phone 00 46 36-31 73 00  
[info@itab.se](mailto:info@itab.se)  
[www.itab.se](http://www.itab.se)