# YEAR-END REPORT JANUARY – DECEMBER 2011





# JANUARY - DECEMBER 2011

Acquisition of Nordic Light Group, a retail lighting company.
Income increased with 22 % to SEK 3,341.3 million (2,747.5).
Operating profit increased with 209 % to SEK 190.6 million (61.7).
Profit after financial items increased with 423 % to SEK 152.1 million (29.1).
Profit after tax increased with 446 % to SEK 123.4 million (22.6).
Earnings per share increased with 435 % to 8.40 (1.57).

► Cash flow from operating activities increased with 918 % to 204.7 (20.1).

# FOURTH QUARTER 2011

▶ Income increased with 39 % to SEK 1,096.3 million (788.1).

▶ Operating profit increased with 564 % to SEK 87.0 million (13.1).

# YEAR-END REPORT JANUARY - DECEMBER 2011

- ITAB acquires Nordic Light one of Scandinavia's major players in retail lighting.
- ITAB launched EasyFlow the world's first fully automatic checkout based on barcode free identification.
- ITAB signed a pilot agreement for self-checkouts with Coop Stores and Supermarkets.
- ITAB signed a 5 year supply contract for shop fitting worth at least SEK 500 million with one of the UK's largest chain stores.

### Events after the end of the period

- Breakthrough order for ITABs fully automatic checkout EasyFlow
- The first installation in Sweden of the self-checkout system TwinFlow

#### SALES AND INCOME

During the year income amounted to SEK 3,341.3 million (2,747.5), an increase with SEK 593.8 million compared to corresponding period last year. Income has, compared to last year, been negatively affected by approximately SEK 140 million due to fluctuations in exchange rates. The acquisition of Nordic Light has been consolidated as from 1st of September.

ITAB's operating profit was SEK 190.6 million (61.7). Operating profit has been affected by acquisition costs of approximately SEK 5 million and last year's operating profit was affected by restructuring and once for all costs of approximately SEK 30 million. This periods operating profit has also been affected by a re-calculation of assets and liabilities in foreign currency and terminated foreign exchange contracts with SEK 5.7 million (20.7). Profit after financial items was SEK 152.1 million (29.1) and profit after tax was SEK 123.4 million (22.6).

#### FOURTH QUARTER

Fourth quarter income amounted to SEK 1,096.3 million (788.1), an increase with SEK 308.2 million compared to corresponding period last year. Operating profit was SEK 87.0 million (13.1), profit after financial items was SEK 77.9 million (5.5) and profit after tax was SEK 65.5 million (4.2).

#### SHARE DATA AND KEY RATIOS

Earnings per share before dilution amounted to SEK 8.40 (1.57) and SEK 7.46 (1.57) after dilution. Equity per share amounted to SEK 39.12 (32.10). The share of risk-bearing capital at the end of the period was 36 % (32).

#### INVESTMENTS

The Group's net investments, exclusive of corporate transactions, amounted to SEK 48 million (76). Net investments in corporate transactions were SEK 354 million (0), consisting of the purchase price for the shares in Nordic Light Group AB.

#### ACQUISITION

During the period ITAB acquired the shares in Nordic Light Group AB. Nordic Light is one of Scandinavia's market leaders in retail lighting. The acquisition strengthens ITAB's overall offer in complete shop-fitting concepts to the food and non-food segments. Nordic Light Group AB has organizations in Sweden, China and the United States, with 650 employees, mostly in China and approximately 100 employees in Sweden. The head quarter is located in Skellefteå where, among other things, functions of sales, logistics, development and design are located. In addition to the establishment in Sweden, the company have two large factories in Suzhou and Shenzhen, China, with production of lighting and some interior products.

In 2010 the company's turnover was SEK 553 million and operating profit was SEK 83 million. The Company had equity of 310 million and net cash of 45 million 31st of December 2010. The equity ratio was 72%. ITAB paid book value for the company's assets and liabilities. In addition, there's a small premium based on the financial statements of 31st of August 2011. Financing of the acquisition was made through bank loan and existing liquidity. Most of the purchase price was paid on closing day 1st of September and final set-off takes place in January 2012. The acquisition is expected to have a positive effect at 3 to 4 SEK earnings per share over the next 12 months.

#### FINANCING AND LIQUIDITY

During the period, ITAB signed a credit agreement with its main bank, which secures liquidity resources. The agreement is valid until 2015. The Group's cash and cash equivalents, including granted but unutilized credit facilities amounted to SEK 486 million on closing day.

#### CONVERTIBLE DEBENTURE LOAN

ITAB has a convertible debenture loan of about SEK 226 million that matures on 31 July 2012. Conversion to shares will be possible up to 29 June 2012 at a conversion price of SEK 85. Those who convert forfeit the right to interest calculated from the closest previous interest day, which is 31 December 2011. On the other hand, if debentures are converted to shares before the closing day for dividends, the new shares are entitled to dividends. In order to ensure that the conversion is completed before the proposed closing day for dividends, Nordea Bank AB must have the application no later than 11 April 2012. For more information, visit ITAB's website, www. itab.se

#### 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 IAS 24 Related Party Disclosures (Amendment), IAS 32, Financial Instruments: Classification (Amendment) - Classification of Rights, IFRIC 14, Prepayment of a minimum funding requirement (Amendment), IFRIC 19, Extinguishing financial liabilities with equity instruments. 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 and have not affected the financial reports.

#### NEXT REPORT

The interim report for the period January through March 2012 will be presented on Wednesday, 9th of May 2012.

#### **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 nonfood segments throughout most parts of Europe. ITAB has organizations in 18 countries and 14 production facilities in Europe and China. 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 countries and Baltic countries as well as in the UK, and one of the largest players in Benelux and Central Europe.

### **DEVELOPMENT 2011**

The group's sales, after currency adjustments, have increased with 27% during the year compared to corresponding period 2010. The largest increases in sales have been in sales area Central Europe, UK & Ireland and Benelux. Sales regions Scandinavia's and North East's sales have been in parity with last year. Nordic Light has performed in line with our expectations at the time of acquisition.

The Group's operating profit increased with SEK 128.9 million compared to last year. The period's operating profit has been affected by acquisition costs of approximately SEK 5 million whilst corresponding year's operating profit was affected by restructuring and once for all costs of approximately SEK 20 million. The operating profit has also been affected by a re-calculation of assets and liabilities in foreign currency and terminated foreign exchange forward contracts with SEK 5.7 million (20.7).

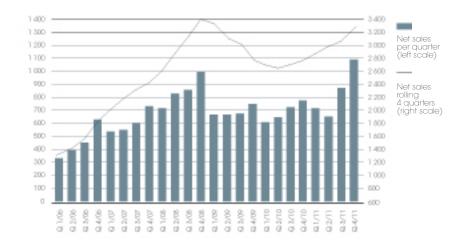
Earnings for sales areas Central Europe, the UK & Ireland, Scandinavia and Benelux were better than last year, while sales area North-East reports figures below those of last year. Currency effects have had an impact on the Group's net financial income for the period in the amount of SEK 4.5million (1.8). Current operations generated a cash flow of over SEK 200 million following a substantial reduction of working capital the final months of the year.

#### CEO ULF ROSTEDT'S COMMENTS

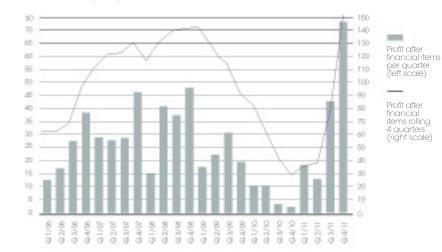
The Group's currency adjusted sales figures rose by 27%, of which 18% was organic growth, in 2011 compared with last year. All sales areas have seen positive growth, with the strongest developments in Central Europe and the UK & Ireland. Operating income rose by 209% in 2011 compared with last year. All markets have shown positive development, except parts of North East.

The fourth augrter was the best augrter to date. Sales rose by 39% compared with last year and operating income by 564%. All sales areas report sound growth in terms of sales and earnings. A strong cash flow in the year's fourth quarter contributed to strengthening the Group's financial position. Initiatives carried out in 2011 to increase effectiveness and cost savinas brought about better results. most particularly at the close of the period. Retail lighting company, Nordic Light Group, one of Scandinavia's leading players in retail lighting, was acquired in 2011. The acquisition is in line with our strategy to offer all-inclusive shop fitting concepts to the retail sector. Through the acquisition, ITAB strengthens its all-inclusive offer to its clients and can effectively satisfy the market's demand for complete concepts from one partner. The acquisition has contributed on par with expectations to both the year's sales and earnings.

We participated in one of the world's largest shop fittings trade show, Global Retail Trade Fair EuroShop in Düsseldorf, Germany at the Net sales (SEK M)



Profit after financial items (SEK M)



beginning of the year. Interest in ITAB and our all-inclusive offer was considerable and we were able to display our concept and product portfolio. This was an important step in our efforts to strengthen ITAB's brand as an all-inclusive supplier.

After the close of the period, we signed a strategically important agreement with a chain store in the Benelux area for a pilot installation of EasyFlow, our fully-automatic checkout. The technology and method is groundbreaking because the checkout can identify the item without using the barcode. This is a breakthrough order of major strategic significance. There is a huge interest in self-checkout solutions and we feel there is every chance this will become standard in future. To date, our self-checkout concept has had a negative impact on earnings, but we predict that sales trends in terms of this concept can produce positive results in 2012.

Our assessment is that we have increased our market share. This confirms that the Group's strategy to profile itself as an all-inclusive supplier with a finely developed product portfolio is in line with what the market wants. The market is expected to perform as usual, namely opening with a quiet six-month period that gradually picks up during the autumn months. Given the company's current structure, the acquisition of the retail lighting company Nordic Light and recent achievements in our self-checkout concept, we see sound opportunities for continued growth, despite the economic unrest in Europe.

Our processes and geographical presence combined with greater focus on self-checkouts and lighting, two areas we deem will potentially be our customers' major areas of investment over the next few years, will eventually lead to better business for both ITAB and our customers.

Jönköping 8 February 2012 Ulf Rostedt, CEO ITAB Shop Concept

# THE GROUP

### INCOME STATEMENT

(SEK M)	3 MONTHS OCT-DEC 2011	3 MONTHS OCT-DEC 2010	12 MONTHS JAN-DEC 2011	12 MONTHS JAN-DEC 2010
Net sales	1,096.3	788.1	3,341.3	2,747.5
Cost of goods sold	-805.9	-614.5	-2,477.6	-2,085.7
Gross profit	290.4	173.6	863.7	661.8
Selling expenses	-159.1	-139.7	-537.0	-494.1
Administrative expenses	-48.0	-27.1	-142.5	-126.3
Other operating income/expenses	3.7	6.3	6.4	20.3
Operating profit	87.0	13.1	190.6	61.7
Financial income	3.7	-0.2	5.1	1.8
Financial costs	-12.8	-7.4	-43.6	-34.4
Profit after financial items	77.9	5.5	152.1	29.1
Tax on the period's profit	-12.4	-1.3	-28.7	-6.5
PROFIT FOR THE PERIOD	65.5	4.2	123.4	22.6
Profit for the period attributable to:				
Parent company's shareholders	63.3	4.2	120.0	22.5
Minority shareholders	2.2	0.0	3.4	0.1
Depreciation represents Tax on the periods profit amounts to			79 19 %	73 22 %
Earnings per share				
before dilution, SEK	4.44	0.29	8.40	1.57
after dilution, SEK	3.83	0.29	7.46	1.57
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	16,953

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.

The company has two outstanding incentive schemes for Group employees. There are 233,599 outstanding warrants in the first scheme that give the right to subscribe for one Class B share at a price of SEK 97 by no later than 23 March 2012. In the second scheme, there are 467,250 outstanding warrants that give the right to subscribe for one Class B share at a price of SEK 92.50 by no later than 30 November 2012. The relation between the share price on closing day (31 December 2011) of SEK 73 and the subscription prices of SEK 97 and 92.50 respectively is such that there is reason to assume subscription will not take place and subsequently, the dilution effect of the warrants is not included in the above calculations.

### STATEMENT OF COMPREHENSIVE INCOME

(SEK M)	3 MONTHS OCT-DEC 2011	3 MONTHS OCT-DEC 2010	12 MONTHS JAN-DEC 2011	12 MONTHS JAN-DEC 2010
Net profit for the period	65.5	4.2	123.4	22.6
Exchange rate differences, net after tax	-20.7	-19.9	12.0	-78.5
Currency derivatives, net after tax	-3.9	10.7	-11.8	-4.2
Incentive expenses, net after tax	-	0.2	-	0.2
Actuarial profits and losses for defined benefit pension				
plans, net after tax	-2.0	0.5	-2.0	0.5
RECOGNISED INCOME AND EXPENSES FOR THE PERIOD	38.9	-4.3	121.6	-59.4
Statement of comprehensive income attributable to:				
Shareholders of the Parent Company	36.7	-4.3	118.2	-59.4
Minority interest	2.2	0.0	3.4	0.0

### STATEMENT OF FINANCIAL POSITION

(SEK M)	2011 31-DEC	2010 31-DEC
ASSETS FIXED ASSETS		
Intangible fixed assets	576.2	482.9
Tangible fixed assets	542.3	547.0
Financial fixed assets	25.4	21.2
Total fixed assets	1,143.9	1,051.1
CURRENT ASSETS	(00.0	400.0
Stock	682.2	490.8
Current receivables	643.8	544.9
Cash and bank balance	1.4	0.3
Total current assets	1,327.4	1,036.0
TOTAL ASSETS	2,471.3	2,087.1
EQUITY AND LIABILITIES		
Equity related to the Parent company's shareholder	558.9	458.6
Minority shareholders	38.7	0.7
Long-term liabilities	703.6	446.1
Current liabilities	1,170.1	1,181.7
TOTAL EQUITY AND LIABILITIES	2,471.3	2,087.1
	1,188	1,036
Interest-bearing liabilities amount to:		

# STATEMENT OF CHANGES IN EQUITY

STATEIVIENT OF CHANGES IN EQUIT	2011	2010
(SEK M)	31-DEC	31-DEC
Opening balance	458.6	534.1
Statement of comprehensive income attributable to shareholders	118.2	-59.4
Dividend paid	-17.9	-17.9
Paid warrant premiums	0.0	1.8
Closing balance	558.9	458.6

# STATEMENT OF CASH-FLOW

STATEMENT OF CASH-FLOW	3 MONTHS	3 MONTHS	12 MONTHS	12 MONTHS
(SEK M)	OCT-DEC 2011	OCT-DEC 2010	JAN-DEC 2011	JAN-DEC 2010
Operating profit	87.0	13.1	190.6	61.7
Adjustments for items not included in cash flow	4.6	-9.9	25.6	16.6
Change in working capital	270.0	92.2	-11.5	-58.2
Cash flow from operating activities	361.6	95.4	204.7	20.1
Investments	-65.0	-20.1	-402.5	-75.6
Cash flow after investments	296.6	75.3	-197.8	-55.5
Financing	-296.0	-75.8	198.9	55.5
Change in liquid assets	0.6	-0.5	1.1	0.0

### KEY RATIOS

	3 MONTHS OCT-DEC 2011	3 MONTHS OCT-DEC 2010	12 MONTHS JAN-DEC 2011	12 MONTHS JAN-DEC 2010
Operating margin, %	7.9	1.7	5.7	2.2
Profit margin, %	7.1	0.7	4.6	1.1
Return on equity capital p.a., %	46.9	3.6	24.1	4.6
Return on capital employed p.a., %	19.0	3.4	11.4	4.1
Return on total capital p. a., %	13.4	2.4	8.3	3.0
Interest-coverage ration, mulitple	7.3	1.7	4.5	1.8
Equity, %	24.2	22.0	24.2	22.0
Proportion of risk-bearing capital, %	35,9	34.9	35.9	34.9
Equity related to the Parent company´s shareholders, SEK M	558.9	458.6	558.9	458.6
Equity capital per share	39.12	32.10	39.12	32.10
Quotation on closing day	73.00	62.00	73.00	62.00
Earnings per share before dilution	4.44	0.29	8.40	1.57
Earnings per share after dilution	3.83	0.29	7.46	1.57
Net investments, SEK M	10	20	48	76
Average number of employees	2,182	1,528	1,751	1,512

# QUARTERLY INCOME STATEMENTS

(SEK M)	2011 OCT-DEC	2010 OCT-DEC	2011 JUL-SEP	2010 JUL-SEP	2011 APR-JUN	2010 APR-JUN	2011 JAN-MAR	2010 JAN-MAR
Net sales	1,096.3	788.1	881.5	736.9	657.0	619.5	706.5	603.0
Cost of goods sold	-805.9	-614.5	-656.1	-556.7	-486.6	-462.8	-529.0	-451.7
Gross profit	290.4	173.6	225.4	180.2	170.4	156.7	177.5	151.3
Selling expenses	-159.1	-139.7	-137.0	-126.4	-118.5	-112.6	-122.4	-115.4
Administrative expenses	-48.0	-27.1	-34.5	-37.1	-29.0	-29.5	-31.0	-32.6
Other operating income/expenses	3.7	6.3	0.8	-5.7	-1.0	4.3	2.9	15.4
Operating profit	87.0	13.1	54.7	11.0	21.9	18.9	27.0	18.7
Financial items	-9.1	-7.6	-11.0	-8.1	-8.7	-8.5	-9.7	-8.4
Profit after financial items	77.9	5.5	43.7	2.9	13.2	10.4	17.3	10.3
Tax on the period´s profit	-12.4	-1.3	-9.6	-0.6	-2.9	-2.3	-3.8	-2.3
PROFIT FOR THE PERIOD	65.5	4.2	34.1	2.3	10.3	8.1	13.5	8.0
Profit attributable to:								
Parent company's shareholders	63.3	4.2	32.9	2.2	10.3	8.1	13.5	8.0
Minority shareholders	2.2	0.0	1.2	0.1	0.0	0.0	0.0	0.0

### PARENT COMPANY

### INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME

(SEK M)	3 MONTHS OCT-DEC 2011	3 MONTHS OCT-DEC 2010	12 MONTHS JAN-DEC 2011	12 MONTHS JAN-DEC 2010
Income	20.7	19.6	36.4	30.2
Cost of goods sold	-3.0	-1.7	-8.5	-6.6
Gross profit	17.7	17.9	27.9	23.6
Selling expenses	-6.3	-7.2	-18.0	-17.5
Administrative expenses	-7.4	-4.3	-20.9	-16.2
Other operating income/expences	-0.5	6.0	2.0	20.9
Operating profit	3.5	12.4	-9.0	10.8
Result from participations in Group companies	-2.6	-22.2	10.5	28.2
Financial items	8.1	0.9	-19.2	-6.2
Profit after financial items	9.0	-8.9	-17.7	32.8
Year-end appropriations	8.4	1.4	8.4	1.4
Profit after financial items	17.4	-7.5	-9.3	34.2
Tax on the period's profit	4.5	-1.8	4.5	-1.9
PROFIT FOR THE PERIOD	21.9	-9.3	-4.8	32.3
Group contribution net	10.7	-4.1	10.7	-4.1
RECOGNISED INCOME AND EXPENSES FOR THE PERIOD	32.6	-13.4	5.9	28.2

### STATEMENT OF FINANCIAL POSITION

	2011	2010
(SEK M)	31-DEC	31-DEC
Tangible fixed assets	1.0	1.5
Financial fixed assets	1,171.5	721.4
Total fixed assets	1,172.5	722.9
Current receivables	369.1	399.2
Cash and bank balance	0.1	0.0
Total current assets	369.2	399.2
TOTAL ASSETS	1,541.7	1,122.1
Equity and liabilities		
Equity	346.2	358.2
Untaxed reserves	0.1	8.4
Longterm liabilities	555.4	338.8
Current liabilities	640.0	416.7
TOTAL EQUITY AND LIABILITIES	1,541.7	1,122.1

### STATEMENT OF CHANGES IN EQUITY

STATEIVIEINT OF CHAINGES IN EQUITY		
	2011	2010
(SEK M)	31-DEC	31-DEC
Opening balance	358.2	346.1
Net profit for the period	5.9	28.2
Group contribution net	-17.9	-17.9
Dividend paid	-	1.8
Conversion of convertible debenture Ioan KV 2B	-	0.0
Closing balance	346.2	358.2

STATEMENT OF CASH-FLOW	3 MONTHS	3 MONTHS	12 MONTHS	12 MONTHS
	OCT-DEC	OCT-DEC	JAN-DEC	JAN-DEC
(SEK M)	2011	2010	2011	2010
Operating profit	3.5	12.4	-9.0	10.8
Adjustments for items not included in cash flow	-7.8	-4.7	-11.0	30.3
Change in working capital	15.8	49.0	1.1	-8.4
Cash flow from operating activities	11.5	56.7	-18.9	32.7
Investment	-108.6	-0.2	-452.6	-1.0
Cash flow after investment	-97.1	56.5	-471.5	31.7
Financing	97.1	-56.5	471.6	-31.7
Change in liquid assets	0.0	0.0	0.1	0.0

#### Annual General Meeting 2012

The Annual General Meeting will be held on Wednesday 9 May 2012, at 3 p.m. at ITAB's premises, Instrumentvägen 2 in Jönköping. The annual report for 2011 will be available in mid-April at ITAB Shop Concept's head office and in digital format on the website www.itab.se. The annual report together with the material for the AGM will simultaneously be sent by post to shareholders.

#### Proposal for dividend

The Board proposes to the Annual General Meeting a dividend of 1.50 per share for the financial year 2011. Total dividend amounts to SEK 21.4 million based on the number of shares at the end of the financial year.

#### Repurchase of company shares

The Board will propose the Annual General Meeting to provide the Board with a renewed mandate to decide on share repurchases. Such a mandate would allow the Board to resolve on repurchasing of company shares up until the next Annual General Meeting. Any such repurchase may take place via the stock exchange or through offers to shareholders. The Board's mandate would include the option to transfer repurchased shares within the framework of the law.

#### Nomination Committee

At the 2011 AGM, a Nomination Committee was appointed comprising Anders Rudgård as chairman, Johan Storm and Johan Rapp. The Nomination Committee's task for the 2012 AGM is to propose candidates for Chairman of the Board and Board members, for the post of meeting chairman and auditors, as well as fees and other remuneration for the Board and auditors.

Jönköping 8th of February 2012 ITAB Shop Concept AB (publ) The Board of Directors

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 11.30 a.m. 8th February, 2012.



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