

clas ohlson

Year-end report 2014/15

Fourth quarter

- Sales increased by 8% to 1,498 MSEK (1,386), 6% in local currencies
- Operating loss amounted to 8 MSEK (loss: 18)
- Loss after tax amounted to 5 MSEK (loss: 12)
- Loss per share was 0.07 SEK (loss: 0.19)
- Two store contracts signed, Svolveær in Norway and Karlstad in Sweden

Financial year

- Sales increased by 8% to 7,330 MSEK (6,808), 6% in local currencies
- Operating profit increased by 12% to 596 MSEK (531)
- Profit after tax increased by 13% to 459 MSEK (405)
- Earnings per share increased by 13% to 7.27 SEK (6.42)
- Cash flow from operating activities amounted to 647 MSEK (689)
- The proposed dividend is 5.25 SEK per share (4.75)

Events after the end of the reporting period

- Sales in May increased by 8% to 554 MSEK (512), 7% in local currencies
- Decision by the Board of Directors to exercise the Annual General Meeting's authorisation to buy back shares to secure LTI 2015
- Contracts have been signed regarding three stores in Hamburg in Germany to be established from summer 2016



The spring range comprising many affordable, new products and sustainable alternatives was well received.

8%

sales increase

+13%

earnings per share

	3 Months			12 Months		
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	Percentage change	May 2014 - Apr 2015	May 2013 - Apr 2014	Percentage change
Sales, MSEK	1,498	1,386	8	7,330	6,808	8
Operating profit, MSEK	-8	-18	-	596	531	12
Result before tax, MSEK	-7	-18	-	597	530	13
Result after tax, MSEK	-5	-12	-	459	405	13
Gross margin, %	41.4	41.1	0.3p.p	42.9	42.6	0.3p.p
Operating margin, %	-0.5	-1.3	0.8p.p	8.1	7.8	0.3p.p
Return on capital employed, %	-	-	-	29.3	28.0	1.3p.p
Return on equity, %	-	-	-	22.5	21.7	0.8p.p
Equity/assets ratio, %	57.3	58.3	-1.0p.p	57.3	58.3	-1.0p.p
Earnings per share before dilution, SEK	-0.07	-0.19	-	7.27	6.42	13

The 2014/15 financial year comprises the period from 1 May 2014 to 30 April 2015.

This interim report has been prepared in Swedish and translated into English. In the event of any discrepancies between the Swedish and the translation, the former shall have precedence.

The information in this interim report is such that Clas Ohlson is obligated to publish according to the Securities Market Act. The information was submitted for publication on 10 June 2015 at 07:00 a.m. (CET).

Contact person: Sara Kraft Westrell
Director of Information and IR
Tel: +46 (0)247-649 13 or ir@clasohlson.se

CEO's comments

We are breaking new records and taking further steps internationally

We round off the financial year at record levels, with higher sales and strengthened fourth-quarter earnings. A strong offering and a clear spring range has given us a good start in the new financial year.

It is gratifying to end Clas Ohlson's 2014/15 financial year with record-breaking results. During the year, we increased sales by 8 per cent to 7,330 MSEK and increased operating profit by 12 per cent to 596 MSEK.

We noted a positive sales trend in all of our sales channels during the spring, particularly in Finland and Norway. In total, sales in the quarter increased by 8 per cent to 1,498 MSEK.

We had a good start to the new fiscal year with sales growth of 8 per cent in May.

Enhanced efficiency in supply chain

Enhanced efficiency in the supply chain, particularly due to the long-term transport agreements for deliveries to and from the company effective as of July last year, benefited Clas Ohlson during the quarter, thus offsetting the effect of the USD. Delays in inventories and a favourable sales mix also help the company withstand such effects.

Exchange-rate fluctuations present a challenge for us going forward. We will continue to work on actions to counteract the effect of the trend in the USD as far as possible.

We are taking the next step in our international expansion

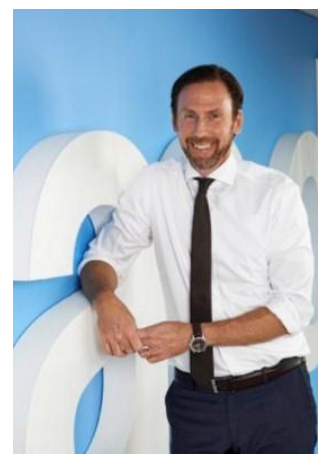
We announced today that as part of our review of the existing store network in the UK we will close our store in Birmingham and open a new, more space-efficient store in St Albans just outside London in September.

As for our expansion into the German market, it is fantastic that we now have finalised three store contracts in Hamburg. The stores will be established beginning in summer 2016 and are located in Hamburg's city center, in the district of Altona and in Hamburg's largest shopping mall in the district Alstertal. With these three store contracts, we have created the very best conditions for a good start in Germany. We indeed have exciting times ahead.



Klas Balkow

President and CEO of Clas Ohlson AB



” We have never before been as strong as we are today, and we are well equipped for our continued international expansion. We face the challenge of the stronger USD, a trend that we are working on offsetting.

Content of financial statements

Financial statements	9
Key ratios	13
Overview of the quarter	14
Accounting policies	16
Definitions	17
The share	18

Financial information

Current financial information is available at about.clasohlson.com under "Shareholders."

Press and analyst conference

Wednesday, 10 June at 08:30 a.m. in Clas Ohlson's store at Drottninggatan 53 in Stockholm. The presentation can also be followed on about.clasohlson.com or www.financialhearings.com

Calendar

July 2015	2014/15 Annual Report
9 Sept 2015	Three-month Report 2015/16
12 Sept 2015	2014/15 AGM
9 Dec 2015	Six-month Report 2015/16
16 March 2016	Nine-month Report 2015/16
8 June 2016	Year-end Report 2015/16

Operations

Clas Ohlson is an international retail company with the business concept of offering a broad and attractively priced product range to solve the practical problems of everyday life. The concept is unique and is highly attractive in established markets and has the potential for expansion into new markets and new customer segments.

Clas Ohlson sells products in the categories of Hardware, Electrical, Multimedia, Home and Leisure. Activities are pursued in Sweden, Norway, Finland and the UK through stores, online shopping, catalogues and by telephone, as well as through a franchise store in Dubai.

Business environment and market¹

Retail in Sweden increased by 4.7 per cent at current prices compared with the same quarter in the preceding year (preceding quarter +3.9). During the quarter, consumer confidence in Sweden amounted to 98.4, a marginal increase compared with the preceding quarter (98.3) and a decline compared with the fourth quarter in the preceding year (100.5).

Retail in Norway increased by 3.9 per cent at current prices compared with the same quarter in the preceding year (preceding quarter +3.3). During the quarter, consumer confidence in Norway amounted to -2.2, an increase compared with the preceding quarter (-3.8) and a decline compared with the fourth quarter in the preceding year (1.9).

Retail in Finland declined by 1.2 per cent at current prices compared with the same quarter in the preceding year (preceding quarter -3.0). During the quarter, consumer confidence in Finland amounted to 11.1, an increase compared with the preceding quarter (4.3) and the fourth quarter in the preceding year (6.8).

Retail in the UK increased by 2.6 per cent at current prices compared with the same quarter in the preceding year (preceding quarter +3.4). During the quarter, consumer confidence in the UK amounted to 3.0, an increase compared with the preceding quarter (-1.7) and the fourth quarter in the preceding year (-5.0).

Sales

Fourth quarter

Sales increased to 1,498 MSEK, up 8 per cent compared with 1,386 MSEK in the preceding year. Measured in local currencies, sales increased by 6 per cent.

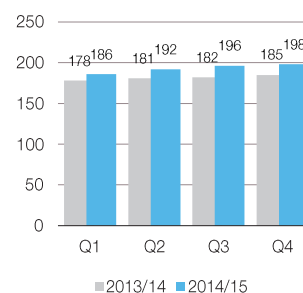
Two new stores (3) were opened during the quarter, both in Norway. At the end of the quarter, the total number of stores was 198, representing an increase of 13 stores compared with the year-earlier period (11).

Financial year

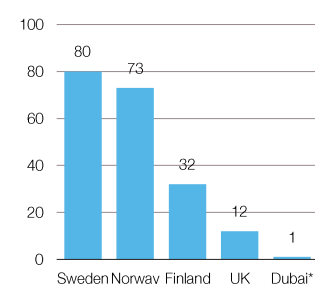
Sales increased to 7,330 MSEK, up 8 per cent compared with 6,808 MSEK in the preceding year. Measured in local currencies, sales increased by 6 per cent.

During the financial year, 13 new stores (11) were opened, two in Sweden, nine in Norway and two in Finland.

Total number of stores

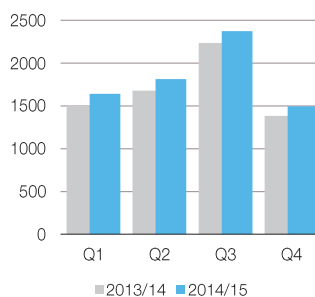


Distribution of numbers of stores

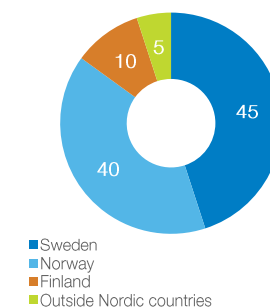


*Franchise store

Sales, MSEK



Distribution of sales, %



¹Source: HUI, National Institute of Economic Research, Office for National Statistics, Opinion, Statistics Finland, Statistics Norway, Trading Economics.

Distribution of sales

MSEK	3 Months				12 Months			
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	Percentage change		May 2014 - Apr 2015	May 2013 - Apr 2014	Percentage change	
			SEK	local currency			SEK	local currency
Sweden	676	651	4	4	3,295	3,167	4	4
Norway	599	538	11	10	2,934	2,697	9	8
Finland	150	128	17	12	747	658	13	8
Outside Nordic countries	74	69	8	-9*	354	285	24	10
Total	1,498	1,386	8	6	7,330	6,808	8	6

* Has been affected by sales to franchisee for stock build-up in the fourth quarter for previous year

Sales in the UK in comparable units were in line with the year-earlier period.

Distribution of sales increase

Per cent	3 Months	12 Months
	Feb 2015 - Apr 2015	May 2014 - Apr 2015
Comparable units in local currency	2	2
New stores	4	4
Exchange-rate effects	2	2
Total	8	8

Results

Fourth quarter

The gross margin increased to 41.4 per cent, up 0.3 percentage points year-on-year (41.1). The gross margin was negatively affected by the considerable strengthening of the USD during the quarter. The effect was primarily offset by enhanced efficiency in the supply chain and a positive sales mix. The stock turnover rate, currency hedges and stronger sales currencies limited the impact of the USD during the quarter.

The share of selling expenses declined by 0.2 percentage points to 39.1 per cent (39.3).

Operating loss amounted to 8 MSEK (loss: 18). The operating margin was a negative 0.5 per cent (neg: 1.3). Loss after financial items amounted to 7 MSEK (loss: 18).

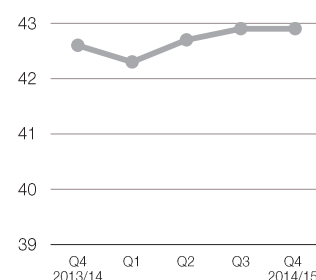
Depreciation for the period amounted to 59 MSEK (51).

Spot exchange rates for key currencies averaged 1.09 for NOK and 8.54 for USD, compared with 1.07 and 6.48, respectively, in the year-earlier period. Currency hedging was undertaken in USD and NOK. The company's policy is to hedge 50 per cent of the expected flow in each currency every month, with six-month maturities.

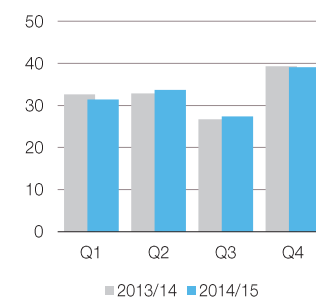
Financial year

The gross margin increased to 42.9 per cent, up 0.3 percentage points year-on-year (42.6). The gross margin was positively impacted mainly by a favourable sales mix and higher efficiency in the supply chain, while negatively impacted by exchange-rate effects.

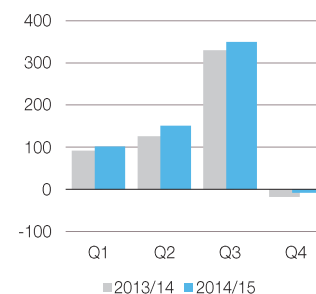
Gross margin rolling 12 months, %



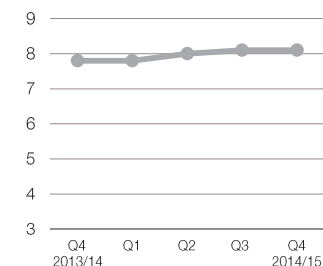
Share of selling expenses, %



Operating profit, MSEK



Operating margin rolling 12 months, %



The share of selling expenses increased by 0.1 percentage points to 32.2 per cent (32.1).

Operating profit increased by 12 per cent to 596 MSEK (531). The operating margin increased by 0.3 percentage points to 8.1 per cent (7.8). Profit after financial items increased by 13 per cent to 597 MSEK (530).

Depreciation for the financial year amounted to 233 MSEK (209).

Spot exchange rates for key currencies averaged 1.09 for NOK and 7.51 for USD, compared with 1.08 and 6.54, respectively, in the year-earlier period. Currency hedging was undertaken in USD and NOK. The company's policy is to hedge 50 per cent of the expected flow in each currency every month, with six-month maturities. Up until February 2015, hedges were made in January/February and June/July for the forthcoming six-month periods.

Investments

During the financial year, investments totalled 192 MSEK (172). Of this amount, investments in new or refurbished stores accounted for 88 MSEK (64). Other investments were primarily IT and replacement investments. During the financial year, investments in IT systems amounted to 69 MSEK (41).

Financing and liquidity

Cash flow from operating activities during the financial year totalled 647 MSEK (689). Cash flow for the year, after investing and financing activities, was 156 MSEK (234). The cash dividend paid to Clas Ohlson's shareholders in September 2014 totalled 300 MSEK (268).

The average 12-month value of inventories was 1,491 MSEK (1,406). Over a rolling 12-month period, the stock turnover rate at the distribution centre was 7.0 times (6.9).

At the end of the period, the value of inventories was 1,569 MSEK (1,348). Compared with the preceding year, 13 own stores were added.

During the period, buy-backs of the company's own shares to secure the LTI 2014 (Long Term Incentive Plan 2014) amounted to 14 MSEK (22).

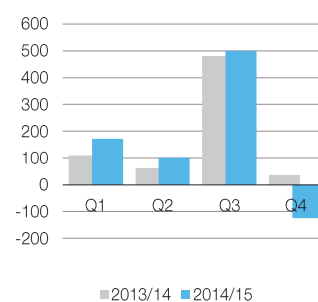
The Group's net cash holdings, meaning cash and cash equivalents less interest-bearing liabilities, amounted to 517 MSEK (358) at the end of the period. The equity/assets ratio was 57 per cent (58).

Sustainable development

Our aim is to have the right products on our shelves – products that our customers want, that are affordable, that strengthen our brand and that support our sustainability agenda. Our customer offering provides our greatest opportunity to make a difference and help customers live a more sustainable lifestyle. We clarified our criteria and defined our targets and key ratios for the development of our sustainable product range during the quarter. In the spring, we also launched an additional number of sustainable products and services as part of our offering.

The majority of our carbon dioxide emissions derive from transportation and we are thus focusing intently on identifying more efficient transportation solutions. The overall strategy is to prioritise sea freight instead of air freight, and use rail transport rather than trucks. The result of further increasing rail transportation in

Cash flow, MSEK*



* from operating activities



We launched a brand new series of eco-labelled cleaning products during the quarter.

Norway means that 41 per cent of total goods transportation by land now takes place by rail.

Update of business system

Clas Ohlson is implementing a new IT platform. sCORE, Systems for Clas Ohlson Retail Efficiency, is a new business system that will change our way of working with, for example, purchasing, supply chain, sales, finance and HR. sCORE will enhance the efficiency of the supply chain, increase the level of service, better meet customer demand and changed purchasing patterns, and support our international expansion by making it easier to open new stores in more countries and working with new customer segments. The investment is estimated at 50 – 70 MSEK per year over a five-year period. We have already completed about two years of the project and implementation is proceeding according to plan.

Transfer pricing

A tax audit concerning transfer pricing was conducted in Norway. A decision was received from the Norwegian tax authority at the beginning of March 2015, under which additional tax of 49 MNOK was charged for the years 2008 to 2010. The assessment is that this tax can be deducted against tax paid in Sweden.

Employees

The average number of employees in the Group was 2,736 (2,629), of whom 1,167 (1,120) were women.

Parent Company

Parent Company sales during the financial year amounted to 5,746 MSEK (5,395) and profit after financial items totalled 562 MSEK (441).

Investments during the period totalled 115 MSEK (135). The Parent Company's contingent liabilities amounted to 326 MSEK (288).

Events after the end of the reporting period

Sales in May

Sales in May increased by 8 per cent to 554 MSEK (512). In local currencies, sales increased by 7 per cent. Compared with the same month in the preceding year, 13 new stores (9) were added and the total number of stores on 31 May 2015 was 198 (185).



Jingfang, Roy and Daniel are participants of Clas Ohlson's trainee program.

Distribution of sales

MSEK	May 2015	May 2014	Percentage change, SEK	Percentage change, local currency
Sweden	250	243	3	3
Norway	223	195	14	14
Finland	54	50	9	6
Outside Nordic countries	28	24	16	1
Total	554	512	8	7

Continued international expansion

Clas Ohlson is reviewing and optimising existing store network in the UK. As a consequence the Birmingham store will close in August 2015, with a closing cost of around 10 MSEK in the first quarter as a result, which is expected to be balanced out during 2015/16. We also announced today that in September 2015 we will open a new store in our new smaller format in St Albans just outside London as a first step in the continued expansion in the UK market.

Clas Ohlson is preparing for establishing operations in the German market with retail stores and online shopping, and will open its first three German stores in Hamburg beginning in the summer of 2016. Contracts have been signed with regard to a store on one of the most popular shopping streets in Hamburg's city center, a shop located in the popular city district of Altona and one store located in Hamburg's largest shopping mall in the district Alstertal.

End of performance period, long-term incentive plan, LTI 2012

The qualification and performance periods for the long-term incentive programme LTI 2012 were valid from 1 May 2012 until 30 April 2015. After the end of the reporting period, a total of 35,217 shares were allotted on 4 May in accordance with the AGM's resolution regarding share matching of one share per share purchased to those participants who remained employed after the three-year qualification period.

Following the end of the qualification period, the Board of Directors resolved to award 9 options per purchased share (5-15 options in cases of target fulfilment), based on established criteria for sales and profit growth. A total of 316,953 options were awarded. The employee stock options are exercisable as of 15 June 2015 but not later than 26 April 2019, and entitle participants to purchase Clas Ohlson shares at the price of SEK 109.10 per share.

Dividend proposal

The Board of Directors proposes that a dividend of SEK 5.25 per share (4.75) be paid for 2014/15. The proposed dividend amounts to a total of 344 MSEK (312), which corresponds to 75 per cent (77) of the financial year's profit after tax.

LTI 2015 and utilisation of authorisation to buy back shares

In May 2015, the long-term incentive plan LTI 2015 was introduced, following mainly the same structure as previously implemented LTI plans. The exercise price for the conditional employee stock options has been set at SEK 144.80 per share, with exercise possible, following the three-year qualification period, between June 2018 and April 2022.

On 13 September 2014, the Annual General Meeting of Clas Ohlson AB authorised the Board of Directors to acquire a maximum of 860,000 shares during the period until the next Annual General Meeting to secure the company's commitment in connection with the introduction of a share-based incentive programme, LTI 2015. The total number of shares required to secure the undertaking for LTI 2015 is estimated at 670,000. Part of the undertaking for LTI 2015 may be secured through the use of shares (340,000) that were bought back to secure LTI 2012, where matching shares and options have been allotted after expiration of the three-year performance period, and shares bought back for LTI

2013 where the need has been recalculated taking into account participants no longer employed (20,000).

The Board of Directors has decided to use the authorisation of the AGM to buy back the remaining 310,000 shares required to secure the company's obligation in respect of LTI 2015. Acquisition will be conducted via Nasdaq OMX Nordic Exchange Stockholm during the period up until the 2015 AGM, at a price within the quoted price span. As per 30 April 2015, the company's holding of Clas Ohlson treasury shares amounted to 2,383,939 shares, corresponding to 4 per cent of the total number of registered shares.

Outlook

Growth will occur in accordance with the Group's long-term financial objectives. In the years ahead, establishment in new markets is expected to have a negative impact of up to 2-3 percentage points on Clas Ohlson's operating margin over a financial year.

The continued development of Clas Ohlson's product range, sales channels and new customer segments will provide additional growth opportunities, in both established and new markets.

Clas Ohlson is also reviewing and optimising the current store network in the UK and in connection with this, the company is preparing to establish a couple of smaller stores close to London in the autumn of 2015.

Clas Ohlson is preparing for entry into the German market with retail stores and online shopping. Initially, three stores will be established in Hamburg from the summer of 2016.

Initial plans are to establish at least one more store in the Gulf region through franchise partnership. Further expansion will be determined following evaluation.

The implementation of the new IT platform to support the company's operations and future growth and development is proceeding according to plan.

Risks and uncertainties

Clas Ohlson's operations entail risks that could negatively impact the Group to varying extents. Work is continuously carried out to update the Group's risk situation through a documented and systematic process in which risks are identified, assessed, monitored and reported. Those risks deemed to have the greatest negative potential based on the probability of occurrence and their possible impact on operations are prioritised. This work contributes to the strategic and operational management of the company.

Operational risks primarily comprise establishments in new markets, purchasing in Asia, IT systems, competition, logistics, strikes, key employees, social responsibility, product range and shrinkage, while financial risks mainly comprise economic conditions, wage inflation, raw-material prices, transport costs and exchange-rate exposure. The considerably stronger USD in recent times will impact our purchase prices in the future.

For a detailed description of the Group's risks and risk management, refer to pages 38-39 of the 2013/14 Annual Report. Apart from the risks described in the Annual Report, no other significant risks have arisen.

The company's auditors have not reviewed this report.

Insjön, 10 June 2015

Klas Balkow
President and CEO of Clas Ohlson AB

Financial statements

Consolidated Income Statement

	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
MSEK				
Sales	1,498.3	1,385.9	7,329.8	6,807.7
Cost of goods sold	-877.5	-815.9	-4,181.9	-3,905.3
Gross profit	620.8	570.0	3,147.9	2,902.4
Selling expenses	-586.1	-545.2	-2,361.6	-2,188.1
Administrative expenses	-44.2	-40.4	-188.6	-178.6
Other operating income/expenses	1.8	-2.4	-1.7	-5.2
Operating profit	-7.7	-18.0	596.0	530.5
Net financial income/expense	0.4	0.0	1.2	-0.3
Profit after financial items	-7.3	-18.0	597.2	530.2
Income tax	2.6	5.8	-138.3	-124.8
Profit for the period	-4.7	-12.2	458.9	405.4

Consolidated Comprehensive Income Statement

	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
MSEK				
Profit for the period	-4.7	-12.2	458.9	405.4
Other comprehensive income, net of tax:				
Items that later can be reversed back to the Consolidated income statement:				
Exchange rate differences	24.5	29.9	25.4	6.8
Cash flow hedging	-28.4	-4.1	-16.6	-8.4
Total	-3.9	25.8	8.8	-1.6
Items that later can not be reversed back to the Consolidated income statement:				
Reevaluation of net pension obligations	-0.1	1.0	-0.1	1.0
Total	-0.1	1.0	-0.1	1.0
Total other comprehensive income, net of tax	-4.0	26.8	8.7	-0.6
Total comprehensive income for the period	-8.7	14.6	467.6	404.8

Data per share

	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
Number of shares before dilution	63,146,318	63,126,755	63,121,729	63,137,148
Number of shares after dilution	63,447,895	63,348,609	63,400,934	63,243,692
Number of shares at end of period	63,216,061	63,140,994	63,216,061	63,140,994
Earnings per share before dilution, SEK	-0.07	-0.19	7.27	6.42
Earnings per share after dilution, SEK	-0.07	-0.19	7.24	6.41
Comprehensive income per share, SEK	-0.14	0.23	7.41	6.41

Consolidated Balance Sheet

MSEK	30 Apr 2015	30 Apr 2014
Assets		
Intangible assets	171.0	133.0
Tangible assets	1,228.9	1,291.2
Non-current receivables	11.6	8.1
Inventories	1,569.3	1,348.2
Other receivables	242.5	229.5
Liquid assets	517.4	358.3
Total assets	3,740.7	3,368.3
Equity and liabilities		
Equity	2,144.5	1,964.9
Long-term liabilities, Non-interest-bearing	213.3	206.5
Current liabilities, Non interest-bearing	1,382.9	1,196.9
Total equity and liabilities	3,740.7	3,368.3

Consolidated Cash Flow

MSEK	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
Operating profit	-7.7	-18.0	596.0	530.5
Adjustment for items not included in cash flow	60.9	57.4	259.0	232.0
Interest received	0.6	0.1	2.3	2.0
Interest paid	-0.1	-0.1	-1.0	-2.4
Tax paid	-54.2	-21.8	-126.6	-90.1
Cash flow from operating activities before changes in working capital	-0.5	17.6	729.7	672.0
Change in working capital	-124.2	19.3	-82.4	17.1
Cash flow from operating activities	-124.7	36.9	647.3	689.1
Investments in intangible assets	-13.0	-14.6	-69.3	-40.9
Investments in tangible assets	-32.7	-37.2	-123.1	-131.2
Change in current investments	0.0	0.1	0.1	0.3
Cash flow from investing activities	-45.7	-51.7	-192.3	-171.8
Borrowings	0.0	0.0	0.0	200.0
Repayment of loans	0.0	0.0	0.0	-200.0
Repurchase of own shares	0.0	0.0	-13.7	-21.7
Sale of own shares	10.2	2.3	14.4	6.2
Dividend to shareholders	0.0	0.0	-299.6	-268.1
Cash flow from financing activities	10.2	2.3	-298.9	-283.6
Cash flow for the period	-160.2	-12.5	156.1	233.7
Liquid assets at the start of the period	674.3	367.1	358.3	124.6
Exchange rate difference for liquid assets	3.3	3.7	3.0	0.0
Liquid assets at the end of the period	517.4	358.3	517.4	358.3

Sales by segment

	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
MSEK				
Sweden	675.9	651.0	3,294.6	3,167.3
Norway	598.8	538.3	2,934.0	2,696.7
Finland	149.9	128.1	746.7	658.3
Outside Nordic countries	73.7	68.5	354.5	285.4
Group functions	493.3	363.2	2,439.5	2,220.0
Sales to other segments	-493.3	-363.2	-2,439.5	-2,220.0
Total	1,498.3	1,385.9	7,329.8	6,807.7

Operating profit by segment

	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
MSEK				
Sweden	29.9	27.2	135.2	122.8
Norway	26.0	22.3	123.6	108.3
Finland	4.8	4.2	22.9	15.6
Outside Nordic countries	2.7	2.4	13.1	9.9
Group functions	-71.1	-74.1	301.2	273.9
Total	-7.7	-18.0	596.0	530.5

Specification of change in profit*

	3 Months	12 Months
	Feb 2015 - Apr 2015	May 2014 - Apr 2015
MSEK		
Profit from sales	16.5	82.7
Increased gross margin	4.4	22.9
Increased administrative expenses	-3.8	-10.0
Increased expansion costs stores	-2.5	-9.9
Increased depreciation	-8.5	-23.7
Change in other operating income/expense	4.2	3.5
Change in financial income/expense	0.4	1.5
Change in profit after financial items	10.7	67.0

*The table shows the change in profit after financial items compared with previous year.

Change in equity

(attributable to the Parent company shareholders)

MSEK	12 Months	
	May 2014 - Apr 2015	May 2013 - Apr 2014
Equity brought forward	1,964.9	1,836.5
Dividend to shareholders	-299.6	-268.1
Repurchase of own shares	-13.7	-21.7
Sale of own shares	14.4	6.2
Paid-in option premiums:		
Value of employee services	10.9	7.2
Total comprehensive income	467.6	404.8
Equity carried forward	2,144.5	1,964.9

Forward contracts

As per balance-sheet date, outstanding cash-flow hedging existed according to the following table per currency pair (carrying amount and fair value)

MSEK	30 Apr 2015	30 Apr 2014
Sell/buy		
NOK/SEK	-4.8	-2.8
NOK/USD	-20.7	-2.5
SEK/USD	-1.1	0.0
Total	-26.6	-5.3

Forward contracts belong to the derivative category, which is used for hedging purposes. All derivatives are measured at fair value, established by using forward contract prices on balance-sheet date, meaning, level 2 in the fair value hierarchy according to IFRS 13. As per 30 April 2015 there are only negative market values in the currency pairs. Forward contracts with negative market value totalled MSEK 26.6 (5.3), which was recognized in the item Current liabilities, non-interest-bearing. The company hedge the expected flow in each currency every month, with six-month maturities. Up until February 2015, hedges were made in January/February and June/July for the forthcoming six-month periods. Deferred tax of MSEK 5.9 MSEK (-1.2) was taken into account and the remaining fair value of MSEK 20.8 (-4.1) was recognized in the hedging reserve within equity.

Key ratios

	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
MSEK				
Sales growth, %	8.1	8.8	7.7	4.4
Gross margin, %	41.4	41.1	42.9	42.6
Operating margin, %	-0.5	-1.3	8.1	7.8
Return on capital employed, %	-	-	29.3	28.0
Return on equity, %	-	-	22.5	21.7
Equity/assets ratio, %	57.3	58.3	57.3	58.3
Sales per sq.m in stores, SEK thousand	-	-	30	30
Number of stores at period end	198	185	198	185
Number of employees at period end	2,736	2,629	2,736	2,629
Data per share				
Number of shares before dilution	63,146,318	63,126,755	63,121,729	63,137,148
Number of shares after dilution	63,447,895	63,348,609	63,400,934	63,243,692
Number of shares at period end	63,216,061	63,140,994	63,216,061	63,140,994
Earnings per share before dilution, SEK	-0.07	-0.19	7.27	6.42
Earnings per share after dilution, SEK	-0.07	-0.19	7.24	6.41
Comprehensive income per share, SEK	-0.14	0.23	7.41	6.41
Cash flow per share*, SEK	-1.97	0.58	10.25	10.91
Equity per share, SEK	33.92	31.12	33.92	31.12
Share price 30 April (SEK)	143	143	143	143
Dividend per share (SEK)	-	-	5.25**	4.75
P/E ratio	-	-	20	22
Yield	-	-	3.7	3.3
Dividend proportion	-	-	72	74

* From the operating activities.

** Proposed dividend

Quarterly overview

MSEK	Q4 12/13	Q1 13/14	Q2 13/14	Q3 13/14	Q4 13/14	Q1 14/15	Q2 14/15	Q3 14/15	Q4 14/15
Sales	1,273.5	1,506.5	1,677.7	2,237.6	1,385.9	1,642.2	1,814.4	2,374.9	1,498.3
Cost of goods sold	-757.6	-878.5	-952.0	-1,258.9	-815.9	-977.5	-1,001.1	-1,325.8	-877.5
Gross profit	515.9	628.0	725.7	978.7	570.0	664.7	813.3	1,049.1	620.8
Selling expenses	-496.5	-491.8	-552.6	-598.5	-545.2	-516.4	-611.0	-648.1	-586.1
Administrative expenses	-37.7	-43.6	-46.5	-48.1	-40.4	-45.9	-49.7	-48.8	-44.2
Other operating income/expenses	-1.0	-0.3	-0.8	-1.7	-2.4	-0.5	-1.2	-1.8	1.8
Operating profit	-19.3	92.3	125.8	330.4	-18.0	101.9	151.4	350.4	-7.7
Net financial income/expense	-0.9	-0.3	-0.4	0.4	0.0	0.2	0.2	0.4	0.4
Profit after financial items	-20.2	92.0	125.4	330.8	-18.0	102.1	151.6	350.8	-7.3
Income tax	2.8	-22.8	-31.1	-76.7	5.8	-24.0	-35.8	-81.1	2.6
Profit for the period	-17.4	69.2	94.3	254.1	-12.2	78.1	115.8	269.7	-4.7
Key ratios for the period									
Gross margin, %	40.5	41.7	43.3	43.7	41.1	40.5	44.8	44.2	41.4
Operating margin, %	-1.5	6.1	7.5	14.8	-1.3	6.2	8.3	14.8	-0.5
Earnings per share before dilution, SEK	-0.27	1.09	1.49	4.03	-0.19	1.24	1.84	4.27	-0.07
Earnings per share after dilution, SEK	-0.27	1.09	1.49	4.02	-0.19	1.23	1.83	4.26	-0.07
Equity per share, SEK	29.02	29.67	26.85	30.81	31.12	32.46	29.71	33.91	33.92

Seasonal fluctuations

Clas Ohlson's market and operations are influenced by consumer purchasing behaviour. The company's product range is particularly well suited to Christmas preparations and Christmas shopping, which means that the third quarter (Nov-Jan) is generally the strongest quarter of the financial year. This is followed by the second and first quarters and, finally, the fourth quarter, which is the weakest in terms of sales and profit.

Parent Company Income Statement

MSEK	Note	3 Months		12 Months	
		Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
Sales		1,171.9	1,021.7	5,745.8	5,394.8
Cost of goods sold	1	-834.6	-769.3	-4,056.5	-3,772.7
Gross profit		337.3	252.4	1,689.3	1,622.1
Selling expenses	1	-265.5	-258.4	-1,093.9	-1,037.5
Administrative expenses	1	-31.4	-32.5	-142.7	-140.6
Other operating income/expenses		0.9	-0.7	0.2	-3.5
Operating profit		41.3	-39.2	452.9	440.5
Dividend from group companies		110.6	0.0	110.6	0.0
Net financial income/expense		0.9	3.7	-1.0	0.3
Profit after financial items		152.8	-35.5	562.5	440.8
Appropriations		-46.3	-139.2	-46.3	-139.2
Profit before tax		106.5	-174.7	516.2	301.6
Income tax		3.1	38.7	-89.7	-68.3
Profit for the period		109.6	-136.0	426.5	233.3

Parent Company Comprehensive Income Statement

MSEK	3 Months		12 Months	
	Feb 2015 - Apr 2015	Feb 2014 - Apr 2014	May 2014 - Apr 2015	May 2013 - Apr 2014
Profit for the period	109.6	-136.0	426.5	233.3
Other comprehensive income, net of tax:				
Items that later can be reversed back to the Consolidated income statement:				
Income from hedge of net investment in foreign operations	2.5	5.2	18.5	14.0
Other comprehensive income, net of tax	2.5	5.2	18.5	14.0
Total comprehensive income	112.1	-130.8	445.0	247.3

Note 1 Depreciation

Depreciation during the twelve months amounts to 156.6 MSEK (139.5)

Depreciation during the fourth quarter amounts to 40.0 MSEK (34.5)

Parent Company Balance Sheet

MSEK	30 Apr 2015	30 Apr 2014
Assets		
Intangible assets	171.0	133.0
Tangible assets	889.0	968.7
Financial assets	211.1	212.4
Inventories	1,067.4	884.0
Other receivables	397.1	293.9
Liquid assets	442.5	281.5
Total assets	3,178.1	2,773.5
Equity and liabilities		
Equity	897.3	740.5
Untaxed reserves	1,009.5	963.2
Provisions	41.1	31.4
Long-term liabilities, Non-interest-bearing	5.0	5.0
Current liabilities, Non interest-bearing	1,225.2	1,033.4
Total equity and liabilities	3,178.1	2,773.5
Pledged assets	0.0	0.0
Contingent liabilities	325.6	287.7

Accounting policies

Clas Ohlson applies the International Financial Reporting Standards (IFRS) adopted by the EU. This interim report has been prepared in accordance with the Swedish Annual Accounts Act, IAS 34 Interim Financial Reporting and RFR 1 Supplementary Accounting Rules for Groups.

The Parent Company's financial statements have been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's Recommendation RFR 2. The same accounting policies are applied as for the Group, except in those cases described under the section headed "Parent Company accounting policies" in the 2013/14 Annual Report on page 56. The same accounting policies and calculation methods are applied as in the latest annual report, except those stated below.

The International Accounting Standards Board (IASB) has issued new and revised IFRSs as well as interpretations that apply from 1 May 2014. However, these had no appreciable impact on the consolidated income statements and balance sheets.

For a more detailed description of the accounting policies applied to the Group and Parent Company in this interim report, refer to the 2013/14 Annual Report, pages 54-56.

Definitions

Capital employed

The balance-sheet total less non-interest-bearing liabilities.

Cash flow from operating activities

Operating profit adjusted for items not included in cash flow, interest, paid tax and change in working capital.

Cash flow from operating activities per share

Cash flow from operating activities in relation to the average number of shares before dilution.

Comparable units

Units that have been in operation during the current period and the entire year-earlier period.

Comprehensive income per share

Comprehensive income in relation to the average number of shares before dilution.

Dividend proportion

Dividend expressed as a percentage of earnings per share before dilution

Earnings per share (before and after dilution)

Profit for the period in relation to number of shares (before and after dilution).

Equity/assets ratio

Equity at the end of the period expressed as a percentage of the balance-sheet total.

Equity per share

Equity in relation to the number of shares outstanding at the end of the period.

Gross margin

Gross profit expressed as a percentage of net sales for the period.

Operating margin

Operating profit expressed as a percentage of net sales for the period.

P/E ratio

Share price at year-end in relation to earnings per share

Return on capital employed

Operating profit plus financial income expressed as a percentage of average capital employed.

Return on equity

Net profit for the period expressed as a percentage of average equity.

Sales growth

Sales in relation to sales during the year-earlier period last year.

Sales per square metre

Store sales in relation to the effective retail space. For new stores, a conversion has been made in relation to how long the store has been open.

Working capital

The total of current assets, excluding cash and cash equivalents, less current non-interest-bearing liabilities.

Yield

Dividend per share divided by the year-end share price.

The share

Clas Ohlson series B shares have been listed on the Nasdaq OMX Nordic since 1999 and are included in the Consumer Services sector index. The price paid on 30 April was 143 SEK per share.

Number of shares

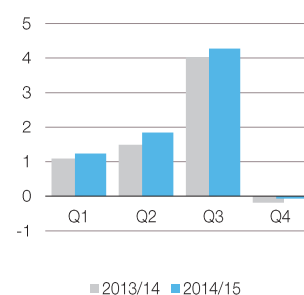
The number of registered shares totalled 65,600,000, unchanged from the preceding year. At 30 April 2015, the company held 2,383,939 shares (2,459,006) corresponding to 4 per cent (4) of the total number of registered shares. At the end of the period, the number of shares outstanding, net after buyback, was 63,216,061 (63,140,994).

Dividend policy

Clas Ohlson's dividend policy is that the dividend is to comprise at least 50 per cent of earnings per share after tax, with consideration for the company's financial position.

Share data	
Listing	NASDAQ Nordic Mid Cap
Ticker	Clas B
Industry	Consumer Services
ISIN code	SE0000584948

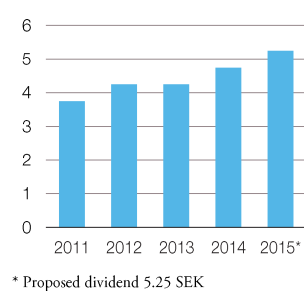
Earnings per share, SEK



The largest shareholders 30 April 2015

Owner	Number of A-shares	Number of B-shares	Equity, %	Votes, %
Helena Ek-Tidstand	1,368,060	6,179,828	12	17
Johan Tidstrand	1,368,060	1,290,000	4	13
Björn Haid	1,007,960	4,732,834	9	13
Claus-Toni Haid	1,007,960	3,793,983	7	12
Peter Haid	1,007,960	3,785,243	7	12
Nordea Investment Funds		3,300,124	5	3
IF Skadeförsäkring		3,114,337	5	3
Swedbank Robur fonder		1,998,000	3	2
AFA Försäkring		1,402,111	2	1
Anders Moberg		1,400,000	2	1
Other shareholders		28,843,540	44	25
Total	5,760,000	59,840,000	100	100

Dividend per share, SEK



clas ohlson in brief

Our business model

A broad offering of smart and simple, practical and affordable solutions.

■ Customer understanding

The key to becoming relevant and succeeding in an increasingly competitive environment is our ability to understand our customers and their needs. We develop our offering and our relationship with customers based on this knowledge.

■ Development of product range and purchasing

Based on our knowledge about the customer and their needs, we continuously develop our product range. An efficient purchasing organisation, with proprietary offices in Asia, a close relationship with suppliers and large volumes enable us to have an affordable and sustainable offering.

■ Inventory and distribution

Our distribution centre in Insjön, Sweden, coordinates efficient distribution and logistics, and ensures the best possible inventory management and service level.

■ Integrated sales channels

Most of our sales currently occur through our stores, but we offer our products and meet customers in several integrated sales channels, such as telephone, catalogue, website and mobile app.

Our vision

To develop Clas Ohlson into a leading international modern hardware retailer, with high profitability that adds value for all stakeholders.

Our mission

To help and inspire people to improve their everyday life by offering smart, simple, practical solutions at attractive prices.

Financial objectives

- Annual sales growth in comparable units of at least 2 per cent
- Establishment of 10–15 new stores during the 2015/16 financial year
- An operating margin of at least 10 per cent

Strategic focus areas

Our customer offering
We will be the natural choice for practical problem solutions

Our customer interaction
We will increase customer loyalty and attract new customers

Our expansion
We will continue to expand the operation

Our supply chain
We will optimise our supply chain

Our ways of working
We will enhance efficiency and simplify our ways of working

Our people
We will ensure a high-performance and customer-oriented organisation



Business concept

To make it easy for people to solve their everyday practical problems. This business concept is based on an original saying by the founder Clas Ohlson: "We will sell dependable products at low prices and with the right quality according to need."

www.clasohlson.se

Clas Ohlson AB | SE-793 85 Insjön, Sweden | Telephone +46 (0)247-444 00 | Corp. Reg. No. 556035-8672