Interim report for New Wave Group AB (publ)

## "The result increased by $34 \%$ the first half-year"

$\checkmark$ During January - June 2003 New Wave's sales increased by 20 percent to SEK 884.0 (738.8) million.The result after net financial items increased by SEK 17.4 million to SEK 69.2 (51.8) million, where acquired units (which mainly have their earning ability during the fourth quarter) reduced the result by SEK 4.7 million.
$\checkmark$ During the second quarter, sales increased by 14 percent to SEK 468.8 (411.2) million. The result after net financial items for the same period increased by SEK 2.0 million to SEK 56.7 (54.7) million.The Corporate Profiling business area increased its sales by 22 percent to SEK 573.6 (469.8) million. The result after financial items increased by SEK 13.0 million to SEK 57.7 (44.7) million.
$\checkmark$ The Retailing business area increased its sales by 15 percent to SEK 310.4 (269) million. The result after financial items increased by SEK 4.4 million to SEK 11.5 (7.1) million.

In May, New Wave started focusing on investments in working clothes, which will reduce the result for the coming half-year by approximately SEK 5.0 million. Extensive market synergies with current profiling operations are expected for the coming years.


## SALES

During January - June 2003, New Wave's sales increased by 20 percent to SEK 884.0 (738.8) million. Translation of currencies has reduced the turnover by SEK 3.1 million. For the second quarter, sales increased by 14 percent to SEK 468.8 (411.2) million. For the Corporate Profiling business area, sales increased by 22 percent. The Retailing business area increased its sales by 15 percent.


RESULT
During January - June 2003, the result after financial items increased by SEK 17.4 million to SEK 69.2 (51.8) million. The result after financial items has been negatively affected by SEK 4.7 million by acquired units, which mainly have their earning ability during the fourth quarter. The corresponding result for the second quarter increased by SEK 2.0 million and amounted to SEK 56.7 (54.7) million.

The gross profit margin increased, compared to the preceding year, and amounted to 43.6 (41.2) percent. This improvement from the preceding year is mainly due to higher gross profits for New Wave through generally better purchase prices and improved logistics. The improvement is also due to that a large part of Craft's and Texet's sales outside of Sweden is made via retailers, who mainly contribute with royalty income and no sales turnover.

The Group's external costs as part of the turnover increased and amounted to 17.5 (16.9) percent of the Group's total turnover. The personnel costs increased and amounted to 14.7 (13.2) percent of the Group's total turnover. The in-
crease of personnel costs and external costs is an effect of New Wave's growth strategy.

Depreciations have increased by SEK 2.2 million to SEK 18.4 (16.2) million. Acquired units account for SEK 2.5 million in depreciations.

## THE CORPORATE PROFILING BUSINESS AREA

During January - June 2003, the business area's sales increased by 22 percent to SEK 573.6 (469.8) million. The profit after financial items increased by SEK 13.0 million to SEK 57.7 (44.7) million. Acquired units reduced the result by SEK 2.1 million.

## THE RETAILING BUSINESS AREA

During January - June 2003, the business area's sales increased by 15 percent to SEK 310.4 (269.0) million. The profit after financial items increased by SEK 4.4 million to SEK 11.5 (7.1) million. Acquired units reduced the result by SEK 2.6 million.

## GEOGRAPHICAL DISTRIBUTION

Sweden
In Sweden, sales have increased by 6 percent to SEK 493.4 (465.1) million. Sweden is the country in which New Wave sells under the most trademarks, has the widest range as well as the best development of concepts. New Wave is the market leader of the Corporate Profiling business area in Sweden.

## Germany

New Wave GmbH increased by 23 percent in a weak market. Toppoint, which was acquired in July 2002, sells via its own subsidiary in Germany.

## Denmark

In Denmark, the total sales have increased by 15 percent. New Wave Danmark A/S has increased its sales by 3 percent compared to the preceding year. A new General Manager for New Wave Danmark A/S will join the company on August 1st. He has worked with Corporate Profiling as well as Retailing at New Wave Sportswear A/S in Norway for six years.

## Norway

In Norway, sales have increased by 2 percent compared to the preceding year, to SEK 72.6 million, with increasing margins.

## Finland

OY Trexet Finland AB has increased its sales by 3 percent compared to the preceding year, to SEK 47.2 million, with increasing margins.

## Italy

New Wave Italia S.r.I. has increased its sales by 23 percent compared to the preceding year, to SEK
53.3 million, which is good since only New Wave, Clique and Craft have been launched there so far.

## Spain

New Wave Sportswear S.A. has increased its sales by 18 percent compared to the preceding year, to SEK 35.8 million and has a positive outlook on the rest of 2003.

## Benelux

Benelux is New Wave's second largest market after the acquisition of Toppoint on July 1st and X-Tend B.V. on August 1st 2002. Sales for New Wave Sportswear B.V. have increased by 4 percent compared to the preceding year, to SEK 14.2 million.

## Great Britain

The development following the reconstruction of New Wave Sportswear Ltd is going according to plan. On July 1st, Torsten Jansson - the CEO and President of New Wave - handed over the leadership of New Wave Sportswear Ltd to Peter Koski. Peter has been the Deputy General Manager for the company since December 2002. New Wave expects profitability during the fourth quarter of 2003, at the latest, as well as a considerable result improvement compared to 2002.

## France

Sales in France have increased by 65 percent. The Dutch company Toppoint, which was acquired on July 1st, 2002, accounts for a large part of the increased sales.

## Other

A large part of the export of Craft to the Retailing business area and of James Harvest Sportswear as well as Printer Active Wear to the Corporate Profiling business area takes place via distributors. These distributors are charged with royalties on a product's cost price. The total sales value of these products is in the resale stage judged to be SEK 250.0 million. This is not a part of New Wave's income statement. Only the royalties are accounted for as a net income, which means lower turnover and a slightly higher gross margin.

## NEW ESTABLISHMENTS

During 2003, New Wave will establish a subsidiary for trading operations for European large-scale customers as well as a subsidiary in Shanghai for sales of the Group's promo products in the Chinese market.

In May, New Wave established itself in the working clothes market via the acquisition of Projob - a small working clothes company. New Wave is currently concentrating on investments in the working clothes market. This will charge the com-
ing half-year by approximately SEK 5.0 million in costs for product development, marketing and stock construction. New Wave's Corporate Profiling customers operates within promo wear and/or give-aways and/or working clothes. New Wave is already established in the promo wear market and, since 2001, also in the give-aways market. The establishment in the working clothes market will make New Wave a complete supplier within Corporate Profiling. The investments in give-aways have lead to extensive synergies and such synergies are also expected to follow the establishment of working clothes.

## LOGISTICS

The construction of the new warehouse in Dingle is now completed. Goods are being transferred from external warehouses to the new one. The warehouse will come into full use at the end of 2003. The new warehouse will reduce the need for external warehouses and also improve the service offered to subsidiaries in Europe. This will lead to lower capital binding in single warehouses as well as better service for the end-users. The Group is also introducing a new business system to support decisions and lower data costs. The cost for implementing the new warehouse and the business system has charged the Group's result for the second quarter by SEK 2.0 million and will charge the coming half-year by SEK 5.0-6.0 million.

## CAPITAL TIED UP

During the period in question, capital tied up in goods has increased by SEK 74.2 million to SEK 666.3 (592.1) million. The acquired companies tie SEK 48.8 million in stocks and other companies SEK 25.4 million. Accounts receivable have increased by SEK 49.3 million to SEK 332.2 (282.9) million. Acquired units accounted for SEK 31.1 million and other companies by SEK 18.2 million.

## TAX

The result of the Group's tax expense during 2003 has been affected by earlier, non-accounted for, tax claims that are assignable to the acquisition of Dressmart.

## INVESTMENTS, FINANCING AND LIQUIDITY

The Group's cash-effecting net investments in fixed assets for January - June amounted to SEK 16.1 (36.2) million. Cash flow amounted to SEK 7.9 (51.8) million before investments and acquisitions and SEK -8.8 (15.6) million after investments and acquisitions. Net borrowings amounted to SEK 663.8 (584.2) million on June 30, 2003. The Group had approximately SEK 1,100.0 million in confirmed credit limits on June 30, 2003.

## PERSONNEL AND ORGANISATION

The number of employees as at June 30, 2003, amounted to 747 , compared to 528 employees on June 30, 2002. The increase is mainly due to the acquisitions of $X$-Tend and the Lensen Group.

## SUBSCRIPTION OPTIONS IN NEW WAVE GROUP AB

The Annual General Meeting has decided that the personnel of New Wave Group should be offered to acquire subscription options in New Wave Group AB as per June 27, 2003. A total of 352,500 options were subscribed for. The maturity is three years and the buying price will be SEK 120.10. A price of SEK 11.50 per option was established.

## EVENTS AFTER JUNE 30

On July 11, the remaining 49.9 percent of the shares in Sagaform were acquired. The purchase price was based on Sagaformkoncernen's result for 2002-2004.

## VIEWS ON THE FISCAL YEAR 2003

The expected turnover for 2003 is SEK $2,000.0$ million and the result is expected to exceed the preceding year.

## THE PARENT COMPANY

Sales amounted to SEK 48.9 (49.4) million. The result after financial items amounted to SEK 22.5 (27.6) million. During January - June 2003, net borrowings increased by SEK 64.4 million and net investments amounted to SEK 1.3 (18.1) million.

## ACCOUNTING PRINCIPLES

The accounting principles that were used during the preceding year has been practised now as well. Other accounting recommendations that have come into force during the year have not affected the company's accounting.

## PRODUCTION COSTS

All of the Group's production costs are part of the item goods for resale. It means that Toppoint's and the Seger group's production costs concerning external costs, personnel costs, depreciations and financial costs are ranged under costs of goods for resale. Historical numbers have also been corrected.

## COMING INFORMATION

- October 24

Interim report for the third quarter, Q3

- February 18, 2004

Balance sheet communiqué for 2003

- April 27, 2004

Interim report for the first quarter, Q1

Borås on August 12, 2003
New Wave Group AB (publ)
Torsten Jansson
Vice President

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Income statements


Operating expenses

| Goods for resale* | -260.5 | -238.8 | -499.9 | -434.8 | -1,045.8 | -980.7 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other external expenses | -71.8 | -55.1 | -154.9 | -124.5 | -308.4 | -278.0 |
| Personnel costs | -66.5 | -48.6 | -129.9 | -97.6 | -248.6 | -216.3 |
| Depreciation of tangible and intangible fixed assets | -8.4 | -7.5 | -18.5 | -16.2 | -35.0 | -32.7 |
| Other expenses | -1.5 | -0.6 | -3.9 | -1.0 | -5.7 | -2.8 |
| Operating profit | 61.5 | 61.0 | 78.7 | 65.4 | 192.3 | 179.0 |
| Net financial items | -4.8 | -6.3 | -9.5 | -13.6 | -29.8 | -33.9 |


| Result after finacial items | $\mathbf{5 6 . 7}$ | $\mathbf{5 4 . 7}$ | $\mathbf{6 9 . 2}$ | $\mathbf{5 1 . 8}$ | $\mathbf{1 6 2 . 5}$ | $\mathbf{1 4 5 . 1}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Tax on the profit for the period | -14.8 | -8.1 | -17.9 | -8.7 | -40.0 | -30.8 |
| Minority share of the profit | -1.8 | -0.4 | -1.0 | 0.1 | -11.1 | -10.0 |
| Net result |  |  |  |  |  |  |

## Profit per share

Result per share in SEK before dilution
Result per share in SEK after dilution
Number of shares before dilution
Number of shares after dilution

| 2.77 | 3.19 | 3.47 | 2.99 | 7.68 | 7.20 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2.76 | 3.15 | 3.46 | 2.97 | 7.66 | 7.12 |
| $14,500,208$ | $14,500,208$ | $14,500,208$ | $14,450,208$ | $14,500,208$ | $14,500,208$ |
| $14,534,211$ | $14,752,910$ | $14,534,211$ | $14,752,910$ | $14,534,211$ | $14,802,910$ |

* All of the Group's production costs are part of the item goods for resale.


## Quarterly income statements (SEK m)

| Quarter | 2003 |  | 2002 |  |  |  | 2001 |  | Q3 | Q4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 |  |  |
| Invoiced sales | 415.2 | 468.8 | 327.6 | 411.2 | 370.0 | 578.5 | 267.8 | 329.6 | 314.2 | 358.0 |
| Other income | 0.4 | 1.4 | 0.3 | 0.4 | 0.7 | 0.8 | 1.2 | 0.8 | 0.0 | 8.6 |
| Goods for resale | -239.4 | -260.5 | -196.0 | -238.8 | -219.4 | -326.5 | -166.4 | -187.3 | -208.6 | -197.8 |
| Gross profit | 176.2 | 209.7 | 131.9 | 172.8 | 151.3 | 252.8 | 102.6 | 143.1 | 105.6 | 168.8 |
| Gross profit in \% | 42.40 | 44.60 | 40.20 | 42.00 | 40.80 | 43.60 | 38.10 | 43.30 | 33.60 | 46.00 |
| External costs | -83.1 | -71.8 | -69.4 | -55.1 | -68.9 | -84.6 | -48.2 | -48.7 | -51.6 | -60.9 |
| Personnel costs | -63.4 | -66.5 | -49.0 | -48.6 | -52.5 | -66.2 | -34.5 | -35.9 | -40.0 | -47.8 |
| Depreciation | -10.1 | -8.4 | -8.7 | -7.5 | -9.6 | -6.9 | -5.2 | -5.5 | -6.5 | -7.7 |
| Other costs | -2.4 | -1.5 | -0.4 | -0.6 | -1.6 | -0.2 | - | - | - | - |
| Operating profit | 17.2 | 61.5 | 4.4 | 61.0 | 18.7 | 94.9 | 14.7 | 53.0 | 7.5 | 52.4 |
| Interest income | 1.2 | 2.1 | 0.7 | 1.4 | 0.5 | 0.5 | 0.6 | 1.0 | 0.9 | 2.4 |
| Interest expenses | -5.9 | -6.9 | -8.0 | -7.7 | -11.9 | -9.4 | -6.5 | -9.0 | -7.7 | -9.2 |
| Result after financial items | 12.5 | 56.7 | -2.9 | 54.7 | 7.3 | 86.0 | 8.8 | 45.0 | 0.7 | 45.6 |
| Tax | -3.1 | -14.8 | -0.6 | -8.1 | -3.1 | -19.0 | -0.9 | -4.5 | - | -11.3 |
| Minority share | 0.8 | -1.8 | 0.5 | -0.4 | -1.0 | -9.1 | - | 0.2 | 1.2 | -3.0 |
| Net result | 10.2 | 40.1 | -3.0 | 46.2 | 3.2 | 57.9 | 7.9 | 40.7 | 1.9 | 31.3 |

Balance sheets

|  | 30 JUN | 30 JUN | 31 DEC | 31 DEC |
| :---: | :---: | :---: | :---: | :---: |
| SEK M | 2003 | 2002 | 2002 | 2001 |
| Assets |  |  |  |  |
| Intangible assets | 16.5 | 18.1 | 19.3 | 16.5 |
| Goodwill | 191.2 | 150.8 | 199.1 | 131.8 |
| Other fixed assets | 181.7 | 114.6 | 174.0 | 93.5 |
| Stock | 666.3 | 592.1 | 605.2 | 563.1 |
| Accounts receivable | 332.2 | 282.9 | 358.3 | 261.3 |
| Other short term receivables | 60.8 | 52.3 | 61.4 | 50.7 |
| Liquid funds | 15.1 | 22.4 | 14.2 | 12.1 |
| Total assets | 1,463.8 | 1,233.2 | 1,431.5 | 1,129.0 |
| Total liabilities and shareholders' equity |  |  |  |  |
| Shareholders' equity | 528.1 | 448.3 | 511.2 | 434.8 |
| Minority interest | 32.1 | 21.6 | 31.9 | 22.5 |
| Interest-bearing liabilities | 678.9 | 606.6 | 643.2 | 531.8 |
| Interest-free liabilities | 224.7 | 156.7 | 245.2 | 139.9 |
| Total liabilities and shareholders' equity | 1,463.8 | 1,233.2 | 1,431.5 | 1,129.0 |
| Change in shareholders' equity |  |  |  |  |
| Shareholders' equity | 511.2 | 434.8 | 434.8 | 346.8 |
| Effects of changed accounting principle | - | -8.5 | -8.6 | - |
| Shareholders' equity after changed accounting principle | 511.2 | 426.3 | 426.2 | 346.8 |
| Option premium (personnel option) | - | - | 0.6 | - |
| Conversion difference | -8.1 | 0.5 | 1.8 | - |
| New issue | - | - | - | 24.0 |
| Result for the period | 50.3 | 43.2 | 104.3 | 81.7 |
| Dividend | -25.3 | -21.7 | -21.7 | -17.7 |
| Shareholders' equity | 528.1 | 448.3 | 511.2 | 434.8 |

## Sales by country (SEK m)

|  | JAN - JUN | JAN - JUN |  | CHANGE |
| :--- | ---: | ---: | ---: | ---: |
| COUNTRY | $\mathbf{2 0 0 3}$ | $\mathbf{2 0 0 2}$ | SEK M | \% |
| Denmark | 13.0 | 11.3 | 1.7 | 15.0 |
| England | 26.2 | 25.0 | 1.2 | 4.8 |
| Finland | 47.2 | 46.0 | 1.2 | 2.6 |
| France | 12.2 | 7.4 | 4.8 | 65.1 |
| Benelux | 82.6 | 13.7 | 68.9 | 503.1 |
| Italy | 53.3 | 43.3 | 10.0 | 23.2 |
| Norway | 72.6 | 71.4 | 1.2 | 1.7 |
| Spain | 35.8 | 30.3 | 5.5 | 18.2 |
| Sweden | 493.4 | 465.1 | 28.3 | 8.1 |
| Germany | 43.8 | 24.2 | 19.6 | 240.2 |
| Other | 3.7 | 1.1 | 2.6 | 19.7 |

Cash flow analysis

| SEK M | 2003 | 2002 | 2002 | 2001 | 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Current operation |  |  |  |  |  |
| Result after financial items | 70.4 | 51.2 | 145.1 | 98.7 | 94.9 |
| Items not included in cash flow |  |  |  |  |  |
| Depreciation | 18.4 | 17.2 | 36.7 | 25.5 | 19.8 |
| Capital gain | -1.0 | - | - | -2.0 | - |
| Tax paid | -22.1 | -14.5 | -41.0 | -28.8 | -17.7 |
| Cash flow before changes in working capital | 65.7 | 53.9 | 140.8 | 93.4 | 97.0 |
| Changes in working capital | -57.8 | -2.1 | 19.9 | 1.1 | -205.3 |
| Cash flow after changes in working capital | 7.9 | 51.8 | 160.7 | 94.5 | -108.3 |
| Subsidiary acquisitions* | - | -21.9 | -111.4 | -78.0 | - |
| Investments in fixed assets | -17.6 | -14.8 | -41.6 | -15.4 | -40.0 |
| Net sales of fixed assets | 1.5 | 0.5 | -0.6 | 8.3 | 2.2 |
| Cash flow from investments | -16.1 | -36.2 | -153.6 | -85.1 | -37.8 |
| Amortization long-term receivable | 0.8 | - | 0.4 | 1.1 | - |
| Loans raised | 34.9 | 15.9 | 16.3 | -24.4 | 158.4 |
| Dividend paid | -25.4 | -21.8 | -21.8 | -17.7 | -12.0 |
| Cash flow from financial business | 10.3 | -5.9 | -5.1 | -41.0 | 146.4 |
| Cash flow for the year | 2.1 | 9.7 | 2.0 | -31.6 | 0.3 |
| Liquid funds at the beginning of the year | 14.2 | 12.1 | 12.1 | 42.3 | 41.8 |
| Rate difference in liquid funds | -1.2 | -0.6 | 0.1 | 1.4 | 0.2 |
| Liquid funds at the end of the year | 15.1 | 22.4 | 14.2 | 12.1 | 42.3 |
| *The item includes: |  |  |  |  |  |
| Goodwill | - | -24.8 | -79.5 | -39.0 | - |
| Working capital | - | -15.6 | -77.0 | -102.2 | - |
| Fixed assets | - | -38.6 | -50.1 | -49.2 | - |
| Transferred loans | - | 57.1 | 95.2 | 88.4 | - |
| Paid with non-cash issue | - | 0.0 | 0.0 | 24.0 | - |
| Effect on the cash flow | 0.0 | -21.9 | -111.4 | -78.0 | 0.0 |


| Financial highlights | $\begin{array}{r} \text { JAN - JUN } \\ 2003 \end{array}$ | $\begin{array}{r} \text { JAN - JUN } \\ 2002 \end{array}$ | $\begin{array}{r} \text { JAN - DEC } \\ 2002 \end{array}$ | $\begin{array}{r} \text { JAN - DEC } \\ 2001 \end{array}$ | $\begin{array}{r} \text { JAN - DEC } \\ 2000 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales growth in \% | 19.7 | 23.7 | 32.0 | 20.2 | 33.1 |
| Number of employees | 747.0 | 528.0 | 729.0 | 422.0 | 338.0 |
| Gross profit margin in \% | 43.6 | 41.2 | 42.0 | 40.6 | 38.8 |
| Operating margin in \% | 8.9 | 8.9 | 10.6 | 10.0 | 10.6 |
| Profit margin in \% | 5.6 | 5.9 | 6.2 | 6.4 | 6.1 |
| Return on shareholders' equity in \% | 19.4 | 19.6 | 22.0 | 20.9 | 23.7 |
| Return on capital employed in \% | 13.6 | 13.0 | 16.9 | 14.7 | 17.7 |
| Equity ratio in \% | 38.3 | 38.1 | 37.9 | 40.5 | 36.7 |
| Debt/equity ratio in \% | 125.7 | 129.4 | 123.0 | 119.5 | 123.3 |
| Net liabilities in SEK m | 663.8 | 584.2 | 629.0 | 519.7 | 427.8 |
| Interest cover ratio - times | 6.4 | 4.3 | 4.8 | 4.1 | 5.5 |
| Rate of capital turnover - times | 1.2 | 1.3 | 1.3 | 1.4 | 1.4 |
| Rate of stock turnover - times | 1.6 | 1.5 | 1.6 | 1.5 | 1.6 |
| Net investments in SEK m | 16.1 | -36.2 | 147.3 | 85.1 | 37.8 |
| Cash flow before investments in SEK m | 7.9 | 51.8 | 156.9 | 94.5 | -108.3 |
| Cash flow after investments in SEK m | -8.2 | 15.6 | 3.3 | 9.4 | -146.1 |
| Shareholders' equity per share in SEK | 36.42 | 30.92 | 35.26 | 29.99 | 24.42 |
| Shareholders' equity per share after dilution in SEK | - 36.33 | 30.39 | 34.53 | 29.83 | 23.91 |
| Share price on 31 December in SEK | - | - | 75.00 | 75.00 | 70.00 |
| Dividend per share in SEK | - | - | 1.75 | 1.50 | 1.25 |
| P/E-ratio | - | - | 10.45 | 13.30 | 15.40 |
| P/S-ratio | - | - | 0.65 | 0.85 | 0.94 |
| Rate/Shareholders' equity | - | - | 2.13 | 2.50 | 3.05 |

## Definitions

SHARE OF RISK BEARING CAPITAL
Total of shareholders' equity and deferred tax liabilities (including minority) divided by the second balancing up.

## RETURN ON SHAREHOLDERS' EQUITY

Profit loss after full tax as a percentage of the average shareholders' equity.

## GROSS MARGIN

Sales for the period, less product costs, as a percentage of sales.

## RATE OF CAPITAL TURNOVER

Sales divided by the average Balance Sheet total.

## NET DEBT/EQUITY RATIO

Interest-bearing liabilities, less interest bearing assets, as a percentage of shareholders' equity.

INTEREST COVER RATIO
Profit/loss after net financial items plus financial expenses divided by financial expenses.

## OPERATING MARGIN

Operating profit/loss after depreciation as a percentage of sales.

## EQUITY/ASSETS RATIO

Shareholders' equity divided by the Balance Sheet total.

## CAPITAL EMPLOYED

Balance Sheet total reduced by interest-free liabilities and interest-free provisions.

## PROFIT MARGIN

Profit/loss before tax as a percentage of sales.

## New Wave's share

The share capital in New Wave amounts to SEK 7250 104, fördelat distributed among a total of 14500208 shares, each with a par value of SEK 0.50. The shares carry identical rights to the Company's assets and profits. Each Series A share is entitled to ten votes, and each Series B share is entitled to one vote. New Wave's Series B shares have since December 11, 1997, been listed at the Stockholm Stock Exchange and are now listed on Attract 40. A trading lot amounts to 100 shares.

## DIVIDEND

The Board's aim is that the dividend will account for at least 30 percent of the Group's result after taxes, over a trade cycle.

## SHAREHOLDERS

On Juni 30, 2003, the total number of shareholders amounted to 3378 ( 3140 ). Institutional investors accounted for 40.5 percent of the capital and 8.8 percent of the votes. The ten largest shareholders at the same time held 70 percent of the capital and 87.2 percent of the votes. Non-Swedish shareholders accounted for 10.6 percent of the capital and 3.7 percent of the votes.

NEW WAVE'S TEN MAJOR SHAREHOLDERS AS AT JUNE 30, 2003

| SHAREHOLDER | NUMBER OF SHARES | NUMBER OF VOTES | CAPITAL \% | VOTES \% |
| :--- | ---: | ---: | ---: | ---: |
| Torsten Jansson | $5,316,920$ | $53,271,100$ | 36.7 | 80.0 |
| AMF Pension | 960,000 | 960,000 | 6.6 | 1.4 |
| Robur | 813,315 | 813,315 | 5.6 | 1.2 |
| F Lux-Non-Resident/domestic rates | 775,600 | 775,600 | 5.3 | 1.2 |
| SEBs fonder | 590,176 | 590,176 | 0.9 |  |
| Handelsbankens småbolagsfond | 380,500 | 380,500 | 2.6 | 0.6 |
| SIS Segaintersettle AG | 372,400 | 372,400 | 0.6 |  |
| Livförsäkrings AB Skandia | 330,300 | 330,300 | 0.6 | 0.5 |
| Domani AB | 279,528 | 279,528 | 2.3 | 0.4 |
| Lannebo Småbolag | 234,800 | 234,800 | 1.9 | $\mathbf{1 . 6}$ |
|  | $\mathbf{1 0 , 1 5 5 , 4 3 9}$ | $\mathbf{5 8 , 0 0 7 , 7 1 9}$ | $\mathbf{7 0 . 0}$ | $\mathbf{8 7 . 2}$ |

## SHAREHOLDER DISTRIBUTION IN NEW WAVE AS AT 30 JUNE, 2003

|  | NUMBER OF SHARES | NUMBER OF VOTES | CAPITAL \% | VOTES \% |
| :--- | ---: | ---: | ---: | ---: |
| Sweden | $12,952,796$ | $64,045,076$ | 89.3 | 96,3 |
| Shareholders outside of Sweden. the USA excluded | $1,486,156$ | $2,386,156$ | 10.2 | 3,6 |
| USA | 61,256 | 61,256 | 0.4 | 0,1 |
| Total | $\mathbf{1 4 , 5 0 0 , 2 0 8}$ | $\mathbf{6 6 , 4 9 2 , 4 8 8}$ | $\mathbf{1 0 0 . 0}$ | $\mathbf{1 0 0 , 0}$ |

## THE SHARE'S DEVELOPMENT AGAINST CARNEGIE SMALL CAPS INDEX (CSX) AND SX ALL-SHARE INDEX <br> - New Wave Group's Share <br> - Carnegie Smair Caps Index (CSX)




## New Wave in brief

New Wave is a clothing company that focuses on delivering promowear and gifts to companies, as well as clothes, shoes, gifts and textiles to consumers through retailers. This is done through the establishment, acquisition and development of brands within the areas mentioned above.

New Wave serves two separate business areas, firstly the market for corporate identity products through independent retailers, secondly the consumer market through gifts, sports and shoe retailers. By operating in both these market segments, New Wave can spread its risks favourably. Economies of scale are also achieved since large parts of the product range are common for both business areas.

The competitiveness of New Wave lies mainly within design, purchasing and marketing of our
own brands. The products are manufactured mainly in Asia and to a lesser degree in Europe. The Group's most well known brands are Craft, Sagaform, Seger, Grizzly, New Wave, Clique, James Harvest Sportswear, Printer Active Wear, Toppoint, M-Pen, Mac One, Jingham and Pax, as well as Umbro, Nordica, Rollerblade and Exel under licence.

New Wave has from the start shown substantial growth with good margins. Sales during the last twelve years have increased by more than 40 percent annually.

New Wave
Dressing people, marketing companies.

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