

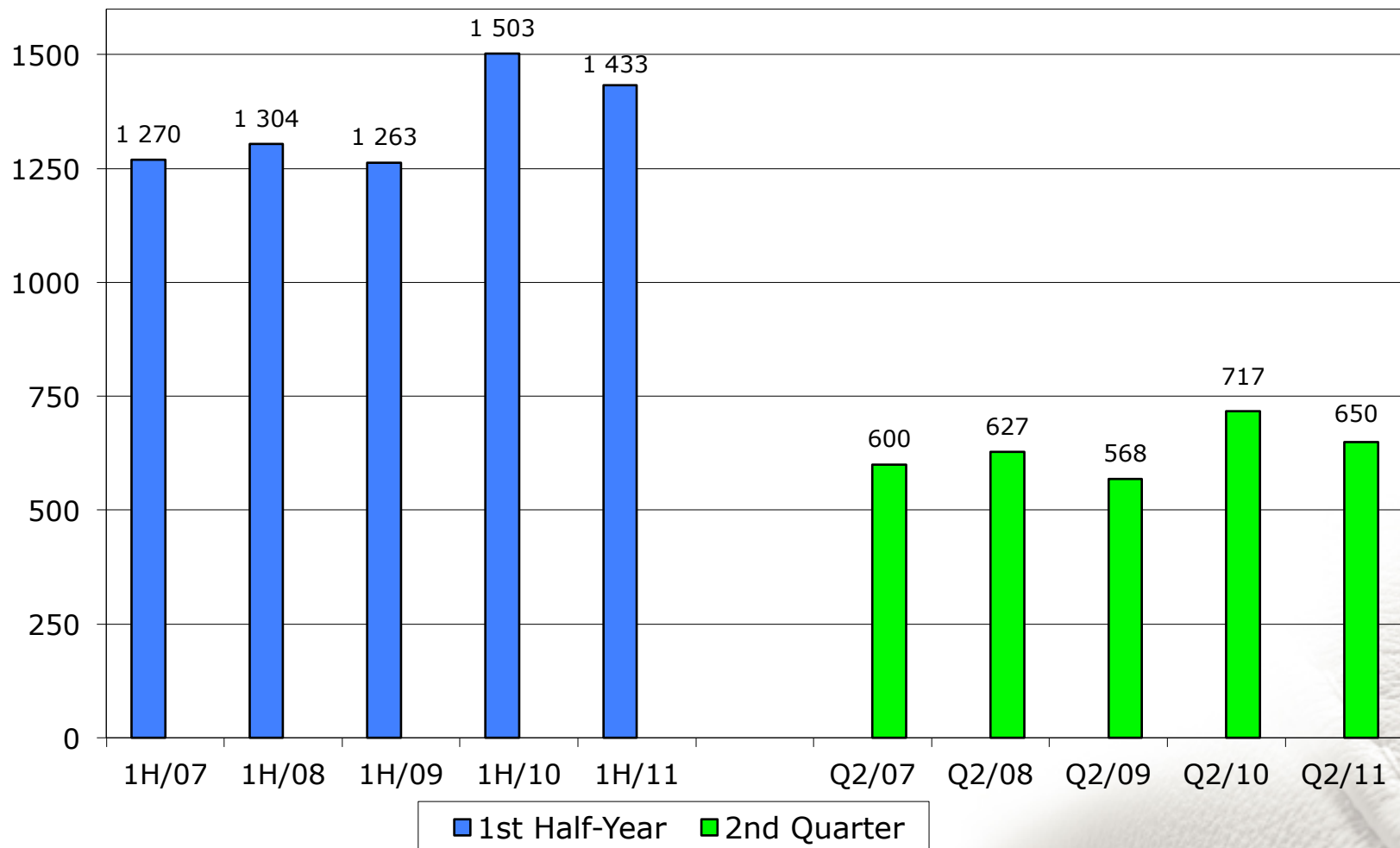
EKORNES ASA

1st HALF-YEAR 2011

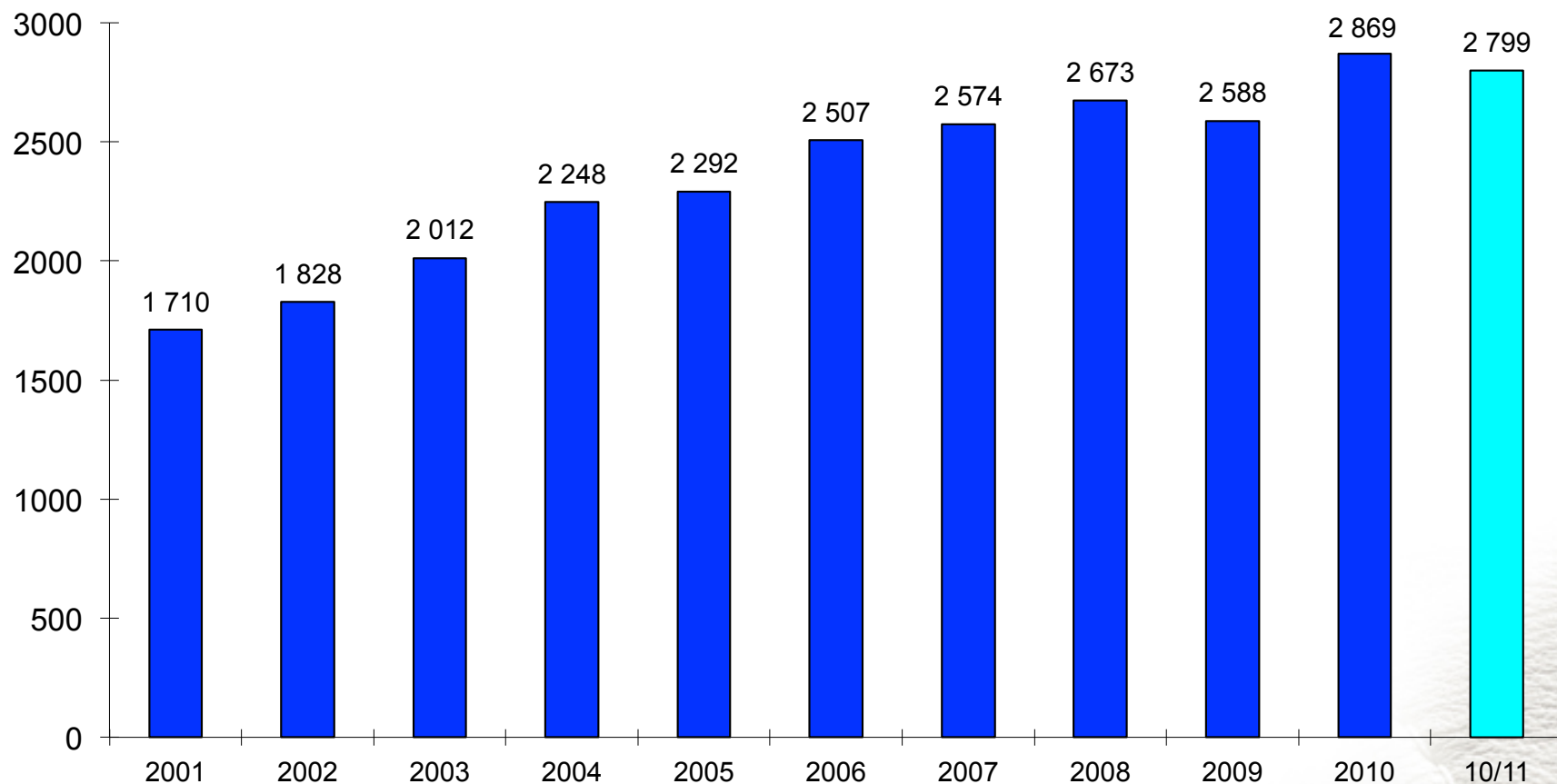
Ekornes H1-2011 - Headlines:

- Revenues and profit in Q2 heavily down due to lower order income, production disturbances and raw material cost.
- H1 revenues slightly down, but H1 profit heavily down due to weak Q2
- EBIT MNOK 204.0 (H1/10: MNOK 282.8)
- EBT MNOK 190.6 (H1/10: MNOK 287.5).
- H1 operating revenue down 4,6%; Stressless® chairs slightly up. Sofas and mattresses down. Lower capacity utilisation.
- In general, macro environment uneasy and furniture markets challenging and uncertain. Very difficult to predict the development for the coming months.
- Order income down in most markets in Q2, exceptions are Norway, North America and Asia
- Production of Stressless® seats per day in H1 down (1,718 seats/1,807 seats). Downturn came in Q2 (1,598 seats compared to 1,870 in Q2 2010).
- Stressless® production level planned for Q3 at 1,650-1,700 seats. Production disturbances are mostly solved.
- Svane® – Norway, Sweden and Denmark down. Finland still improving.
- Strong order income July, +11% compared to July last year. Order book close to H1 2010 level with NOK 298 mill.
- Foreign exchange position good. Raw material prices stabilising, but still at high level.

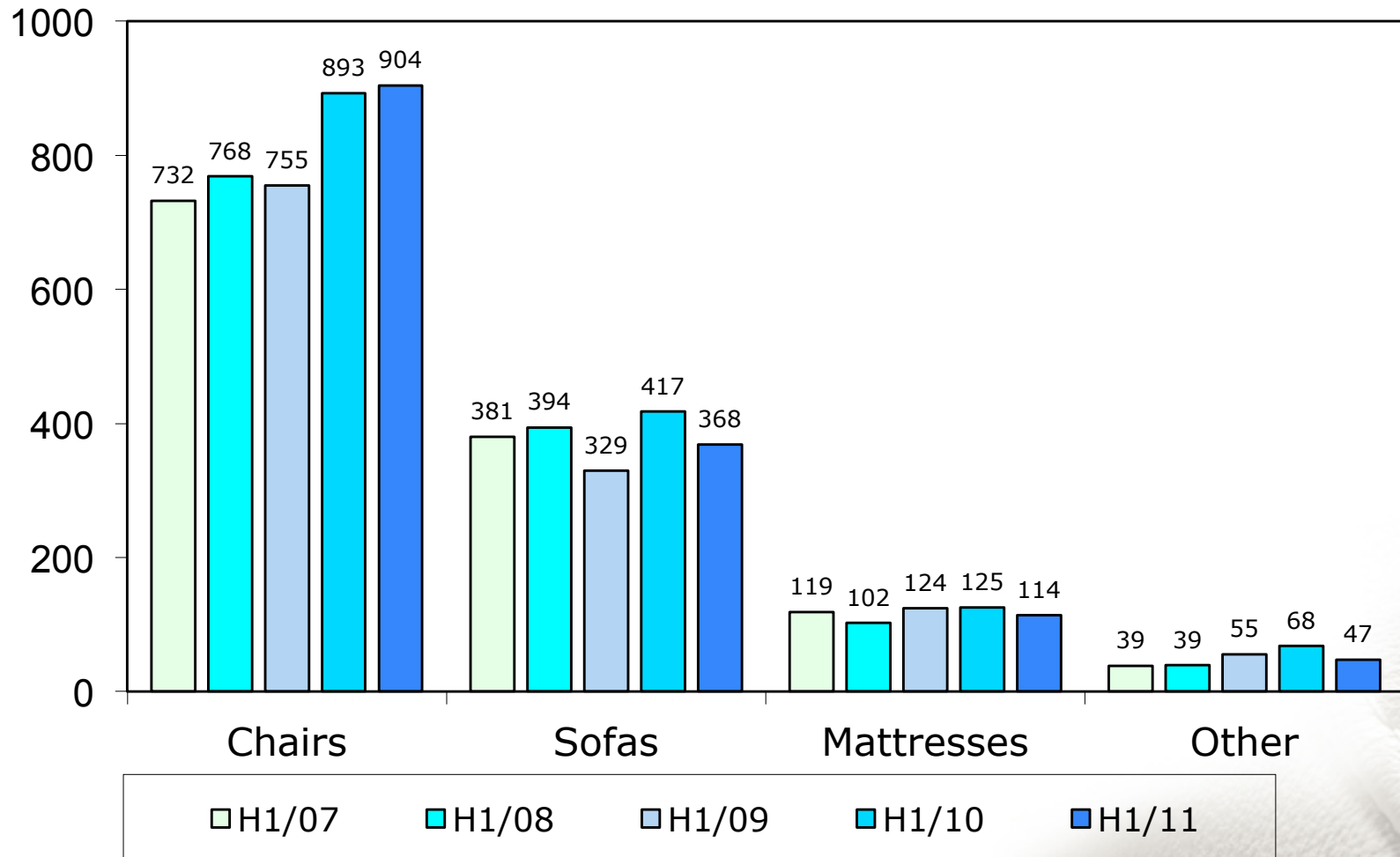
Development in Operating Revenue:



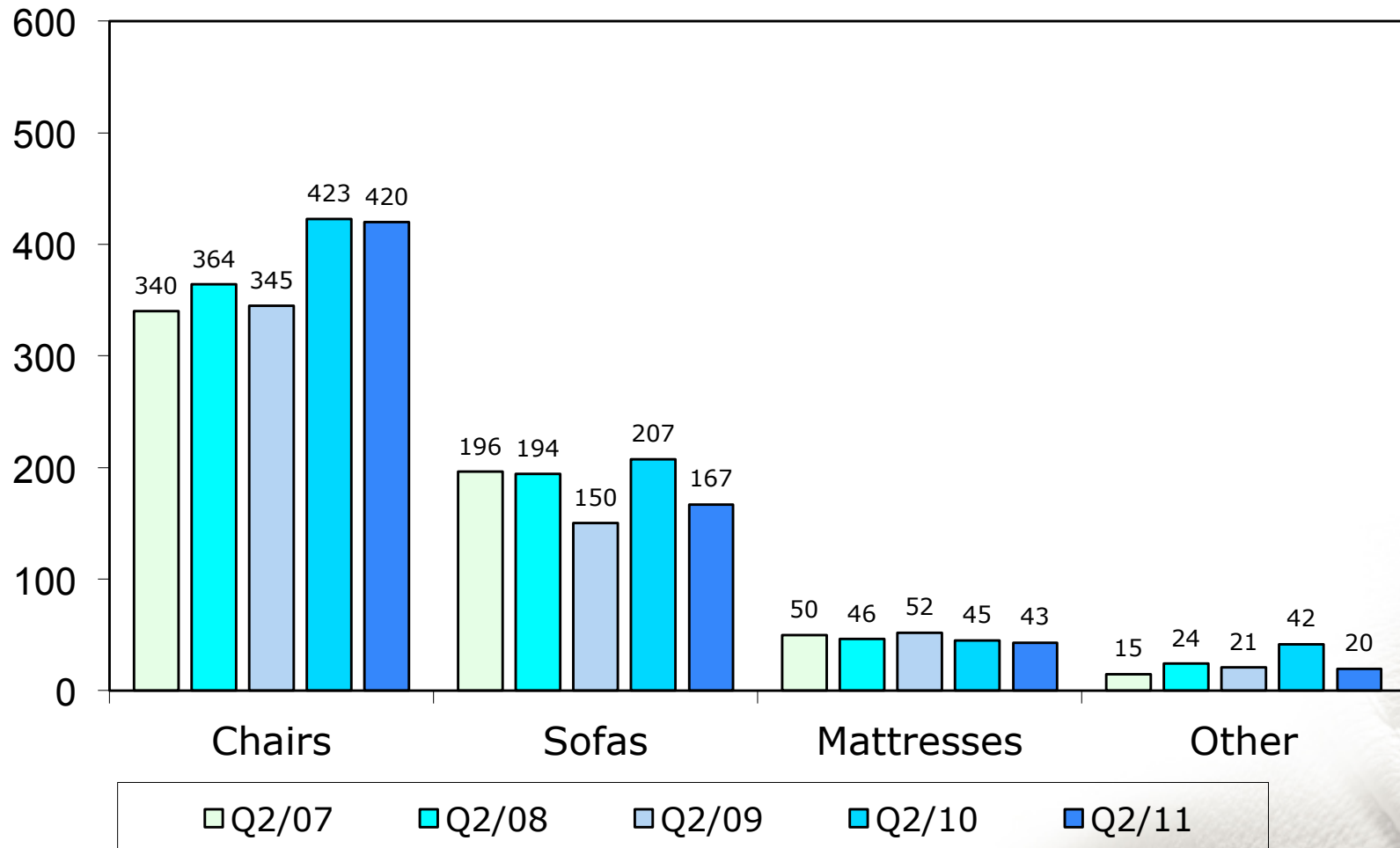
Development in Operating Revenue



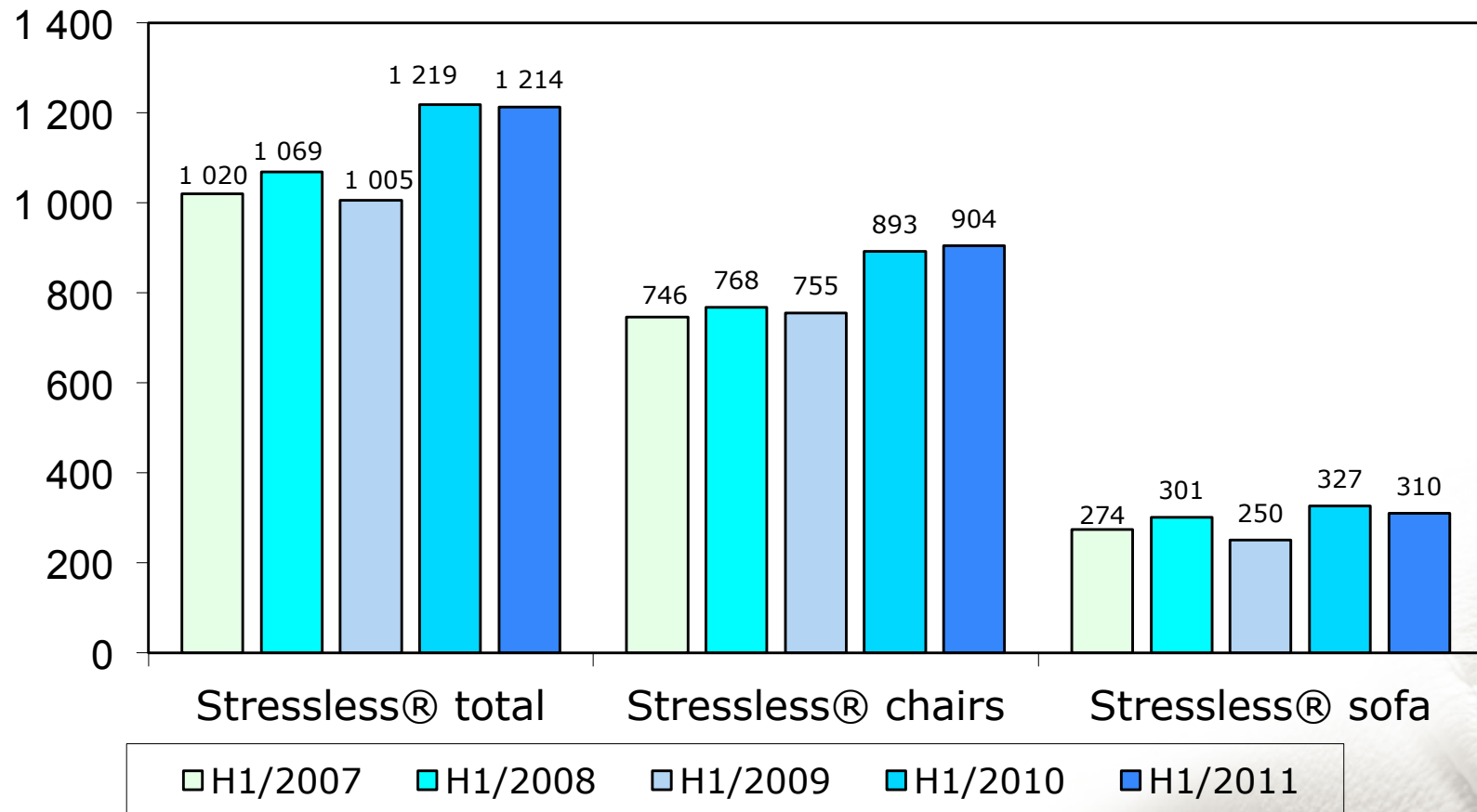
Operating revenues by product area – Half Year (Mill.NOK)



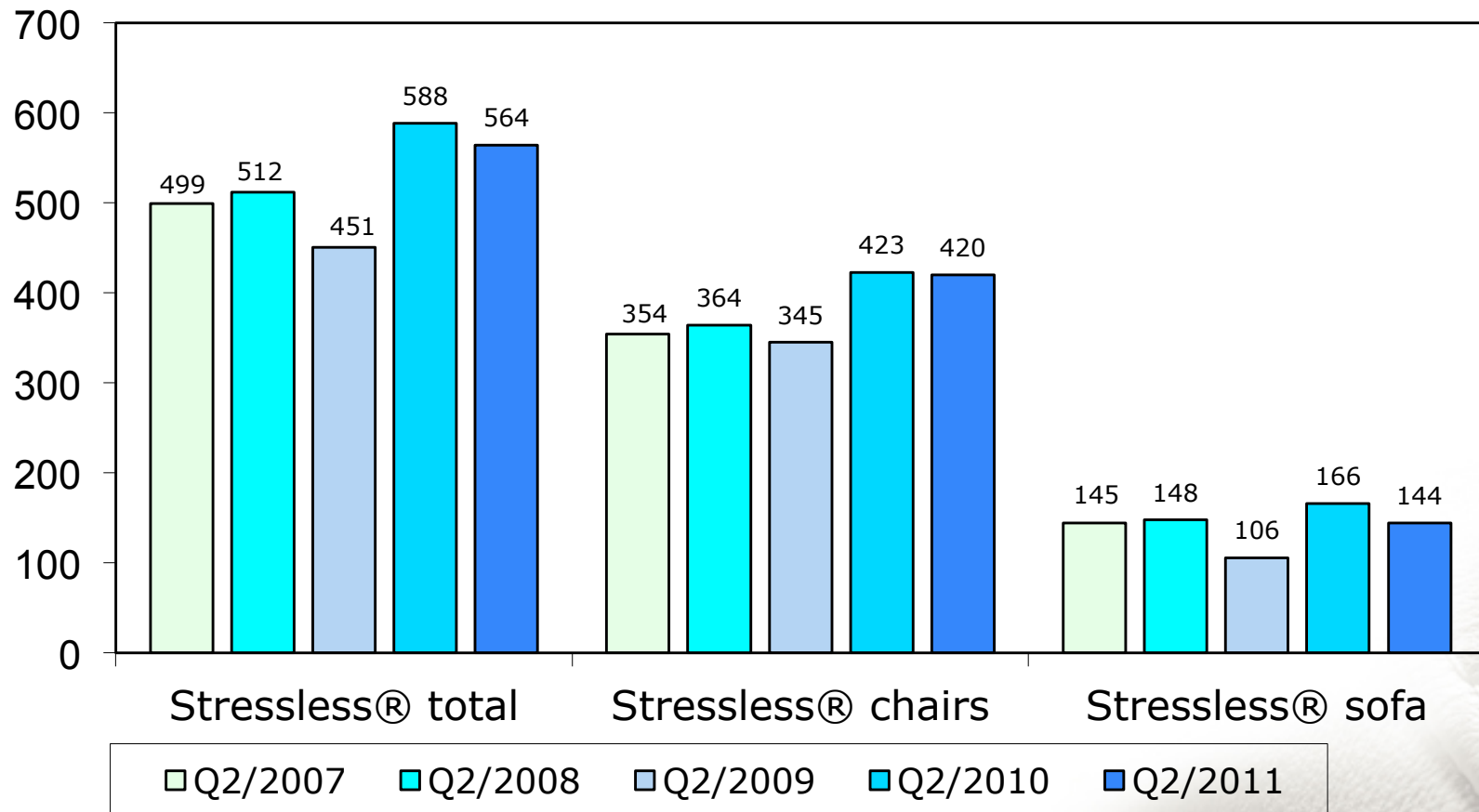
Operating revenues by product area – Q2 (Mill.NOK)



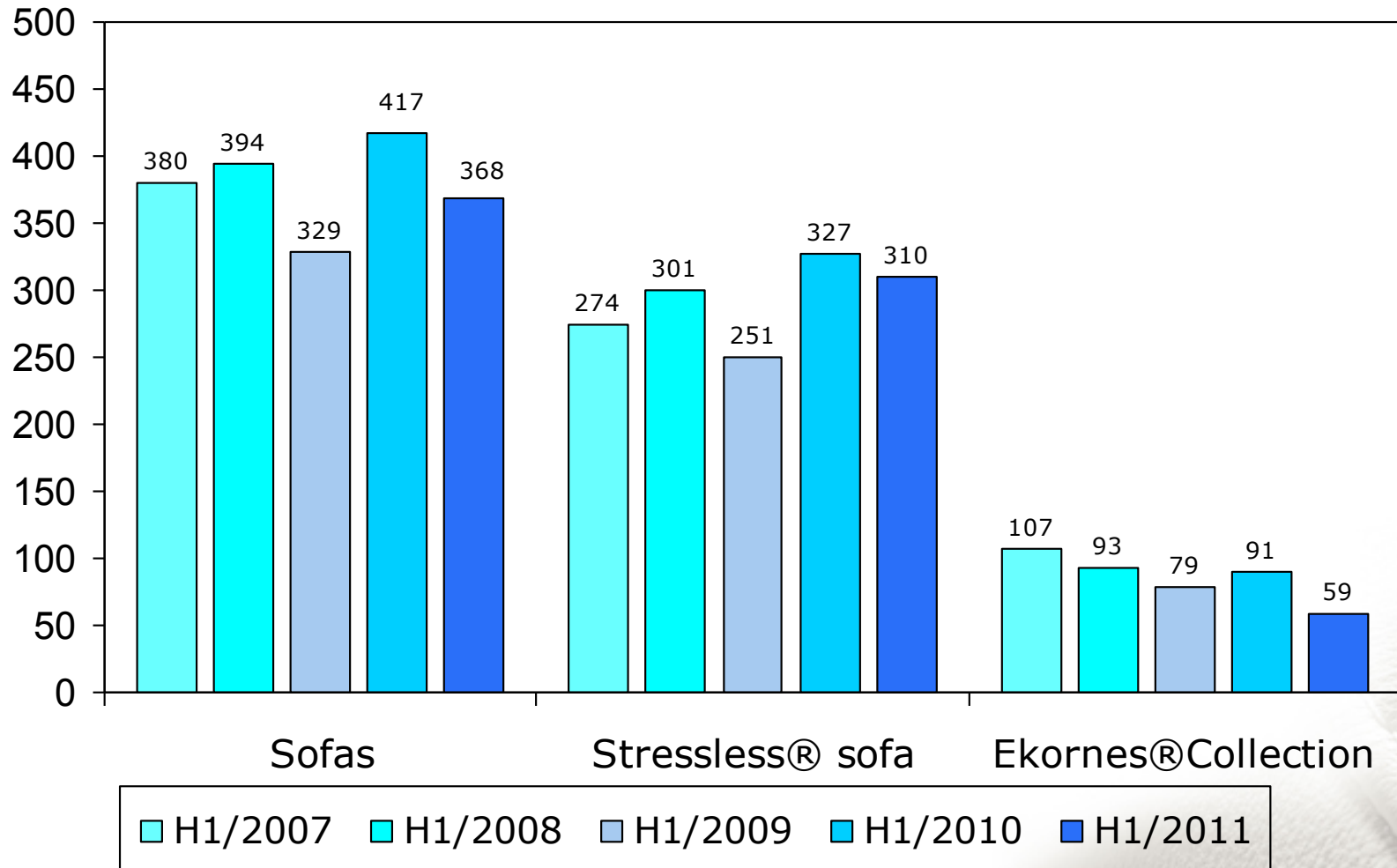
Operating revenues: Stressless® - Half Year (Mill. NOK)



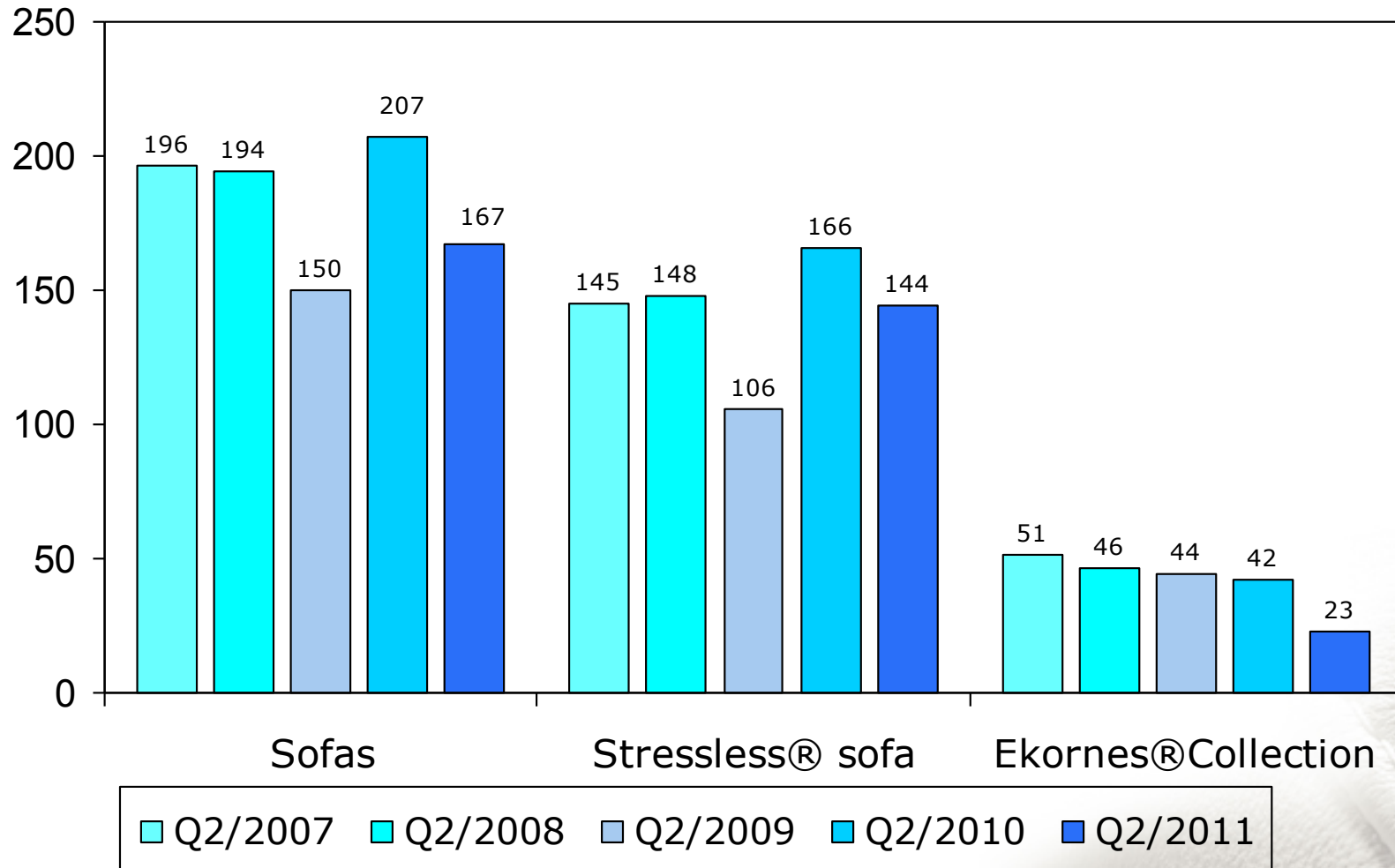
Operating revenues: Stressless® - Q2 (Mill. NOK)



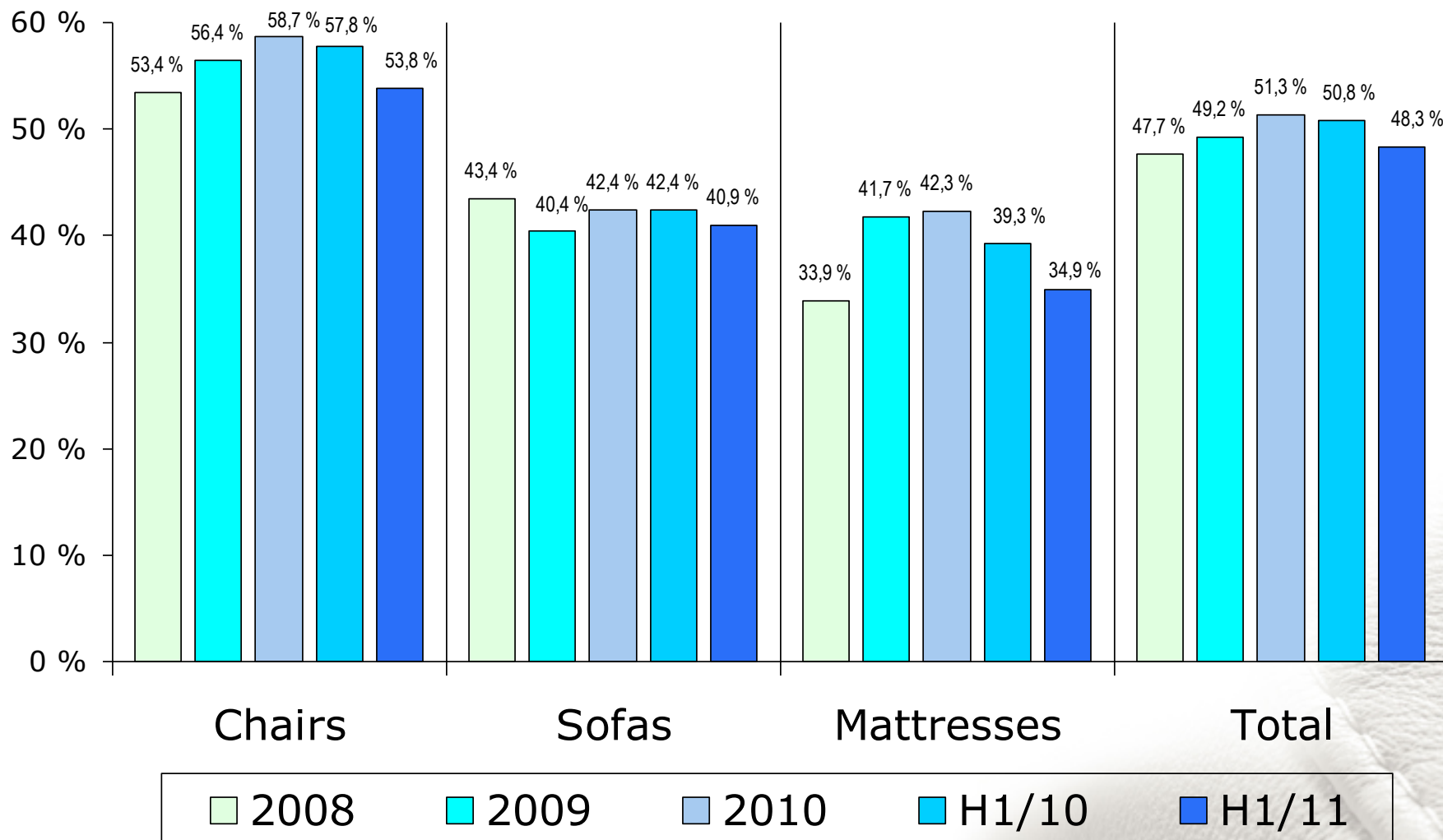
Operating revenues: Product area Sofas – Half year (NOK mill.)



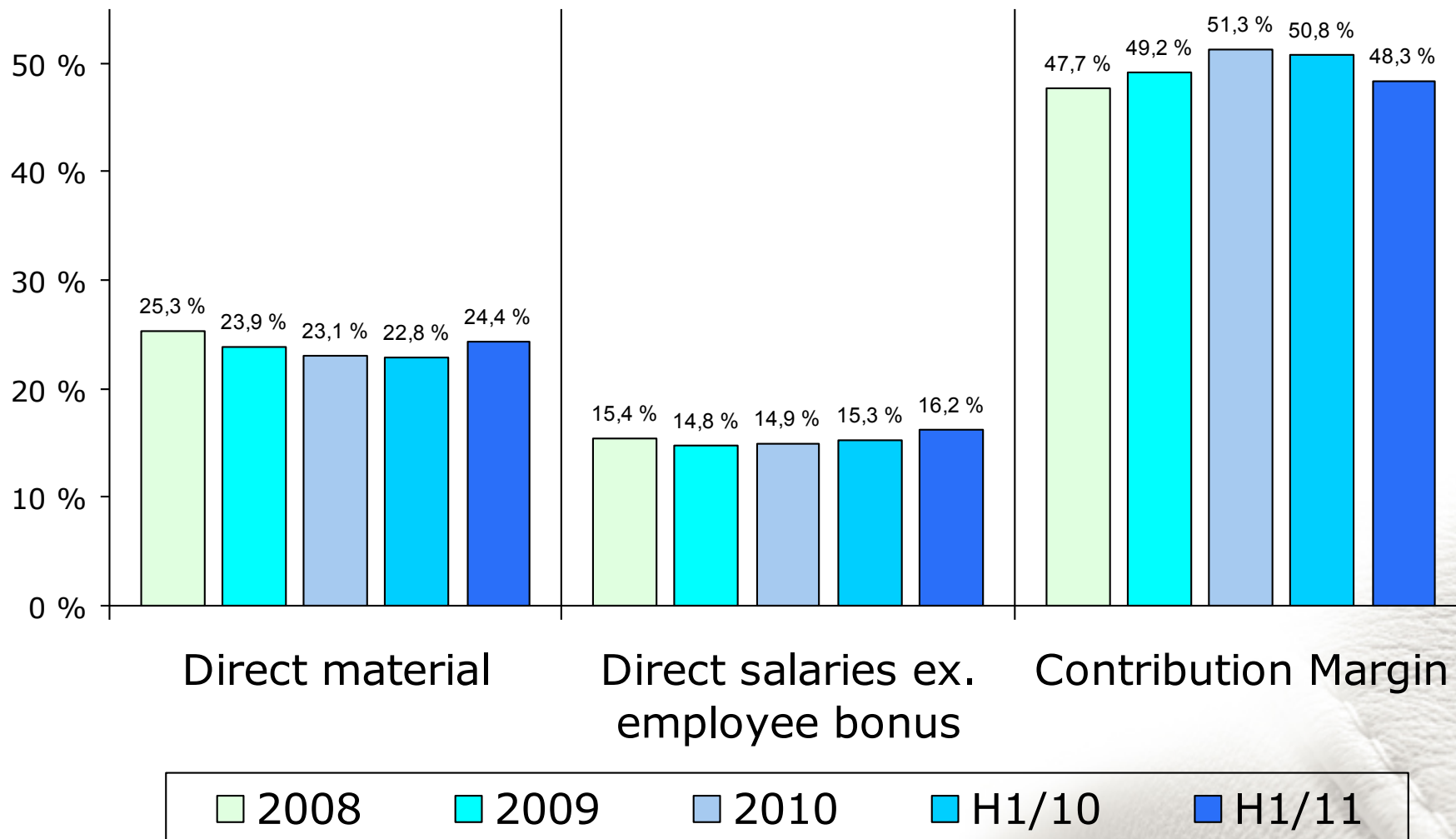
Operating revenues: Product area Sofas – Q2 (NOK mill.)



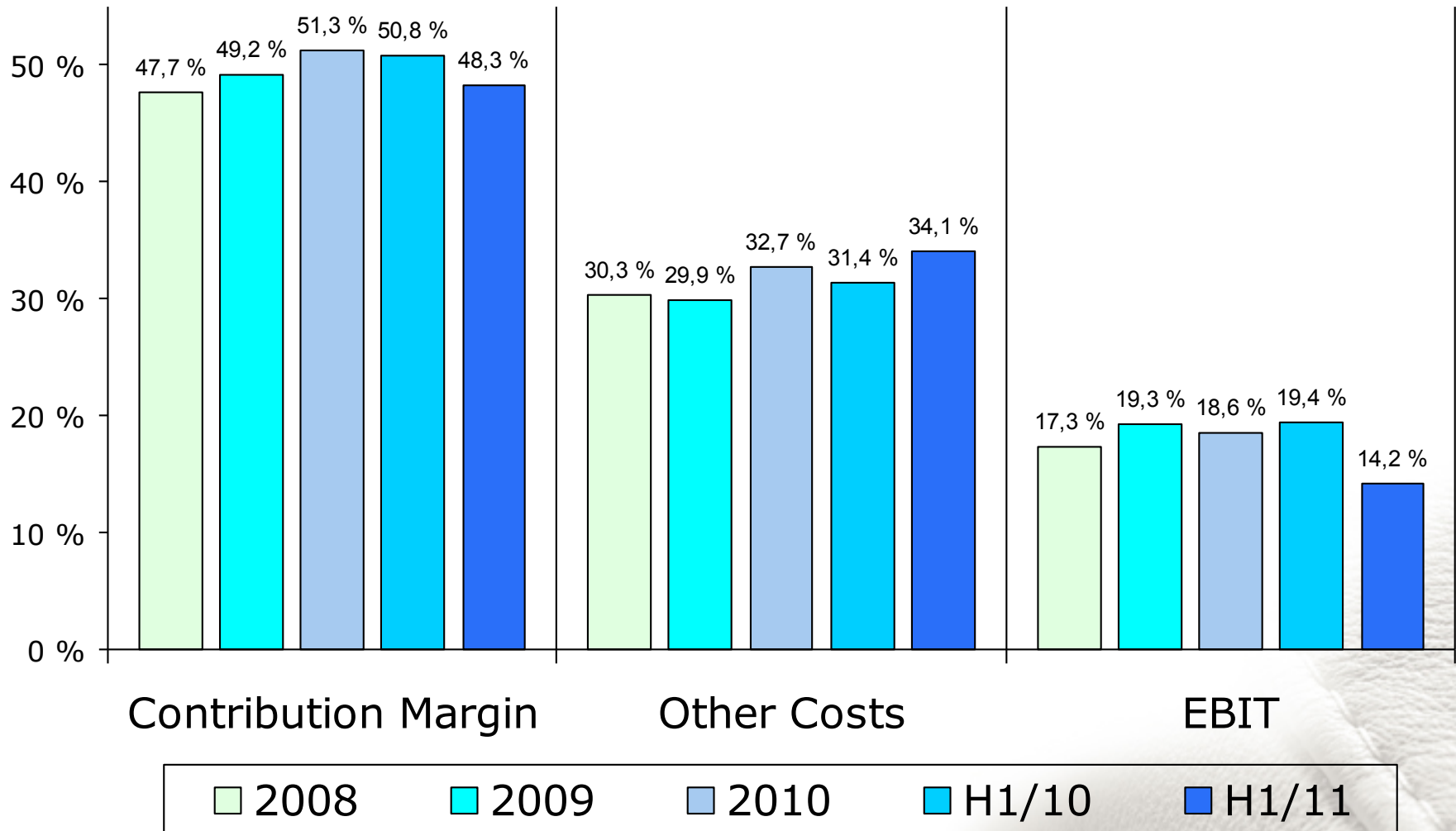
Contribution margin by product area



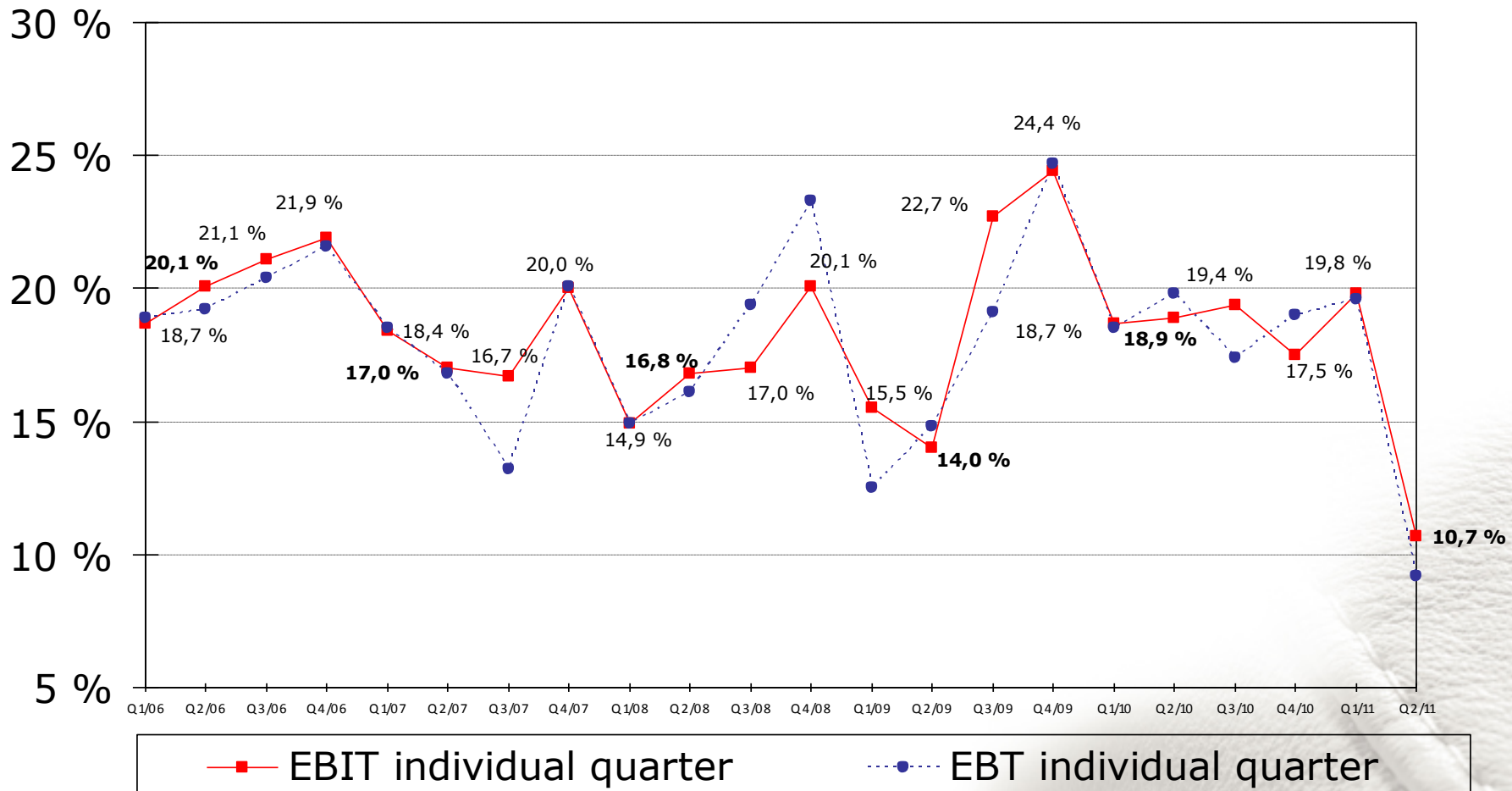
Development in direct costs



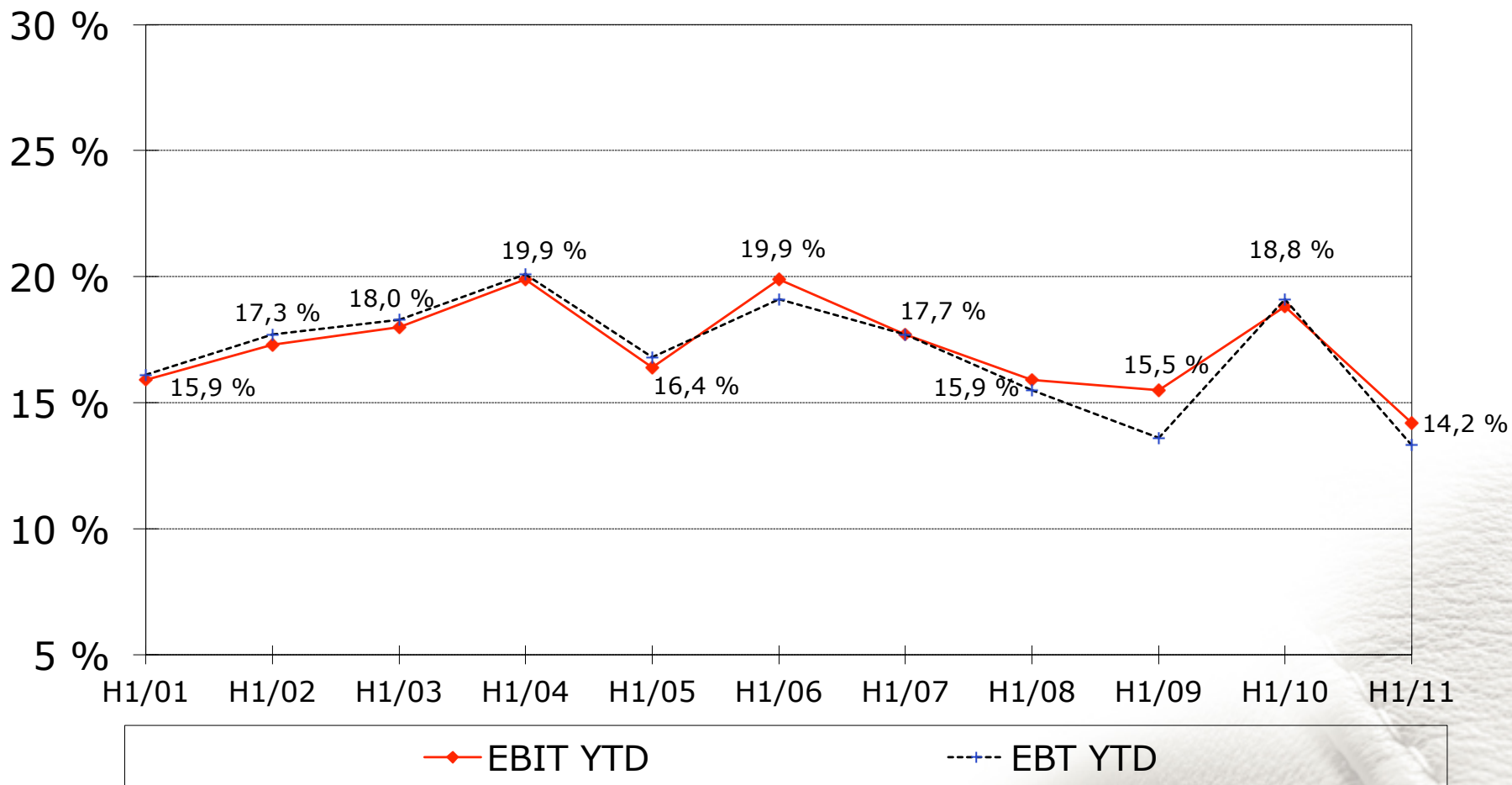
Contribution and operating margin (EBIT)



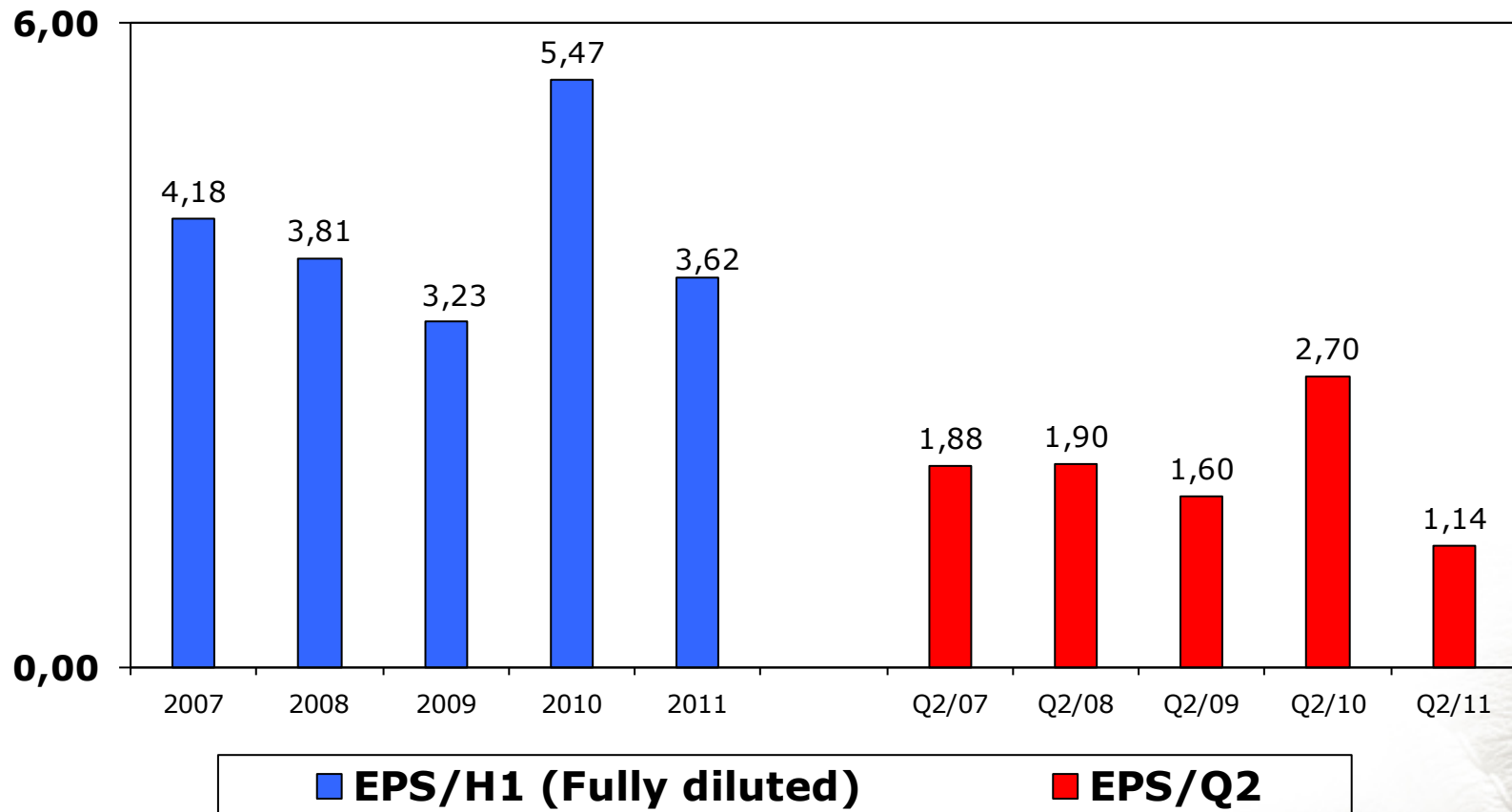
Development in Operating result (EBIT) and Pre-tax margin (EBT):



Development in Operating result (EBIT) and Pre-tax margin (EBT):



Development EPS fully diluted (Figures in NOK)



Income Statement (mill. NOK)

	H1/11		H1/10	
Operating revenues	1,433.2	100.0%	1,502.6	100.0%
Materials	349.0	24.4%	342.5	22.8%
Salaries and social costs	420.0	29.3%	408.4	27.2%
Other operating expenses	399.0	27.8%	412.1	27.4%
Depreciation	61.2	4.3%	56.8	3.8%
Total operating costs	1,229.2	85.8%	1,202.8	81.2%
Operating result	204.0	14.2%	282.8	18.8%
Net financial income/expenses	1.5	0.1%	0.9	0.0%
Profit/loss currency exchange	-14.9	-1.0%	3.8	0.3%
Ordinary result before taxes	190.6	13.3%	287.5	19.1%
Calculated taxes ordinary result	-57.2	-4.0%	-86.3	-5.7%
Ordinary result after taxes	133.4	9.3%	201.2	13.4%
EPS	3.62		5.47	

Income Statement (mill. NOK)

	Q2/11		Q2/10	
Operating revenues	649.7	100.0%	716.8	100.0%
Materials	155.7	24.0%	153.7	21.4%
Salaries and social costs	210.3	32.4%	208.2	29.0%
Other operating expenses	182.3	28.1%	190.4	26.6%
Depreciation	31.6	4.9%	28.7	4.0%
Total operating costs	579.9	89.3%	581.0	81.1%
Operating result	69.8	10.7%	135.8	18.9%
Net financial income/expenses	0.1	0.0%	0.3	0.1%
Profit/loss currency exchange	-10.2	-1.5%	5.7	0.8%
Ordinary result before taxes	59.7	9.2%	141.8	19.8%
Calculated taxes ordinary result	-17.9	-2.8%	-42.6	-6.0%
Ordinary result after taxes	41.8	6.4%	99.2	13.8%
EPS	1.14		2.70	

Income Statement 1 July- 30 June(mill. NOK)

	2011		2010	
Operating revenues	2,799.4	100.0%	2,827.4	100.0%
Materials	669.6	23.9%	652.3	23.1%
Salaries and social costs	786.5	28.1%	741.3	26.2%
Other operating expenses	767.3	27.4%	727.2	25.7%
Depreciation	120.8	4.3%	111.9	4.0%
Total operating costs	2,344.2	83.7%	2,232.7	79.0%
Operating result	455.3	16.3%	594.7	21.0%
Net financial income/expenses	3.0	0.1%	1.3	0.0%
Profit/loss currency exchange	-18.7	-0.7%	-17.9	-0.6%
Ordinary result before taxes	439.6	15.7%	578.1	20.4%
Calculated taxes ordinary result	-126.5	4.5%	-171.2	6.0%
Ordinary result after taxes	313.1	11.2%	406.9	14.4%
EPS	8.50		11.05	

Balance Sheet (mill. NOK)

	H1/11	H1/10
Total Long Term Assets	984.1	960.8
Inventories	318.7	291.9
Trade Debtors	408.3	452.1
Other Current Assets	48.9	55.1
Value of forward contracts	225.3	98.2
Cash and Bank Deposits	46.9	166.2
Total Current Assets	1,048.1	1,063.6
TOTAL ASSETS	2,032.2	2,024.3
Total Equity	1,560.1	1,506.3
Provisions, commitments, deferred tax	75.6	54.8
Trade Creditors	108.1	133.0
Taxes, VAT and national insurance	99.8	136.5
Value of forward contracts	0.0	0.0
Short Term Liabilities – bank	0.0	0.0
Other current liabilities	188.6	193.7
Total Liabilities	472.1	463.2
TOTAL EQUITY AND LIABILITIES	2,032.2	2,024.3

Balance Sheet (mill. NOK)

2. kvartal
2nd Quarter **2011**

	H1/11	Q4/10
Total Long Term Assets	984.1	961.8
Inventories	318.7	297.5
Trade Debtors	408.3	338.0
Other Current Assets	48.9	35.9
Value of forward contracts	225.3	190.8
Cash and Bank Deposits	46.9	441.3
Total Current Assets	1,048.1	1,303.5
TOTAL ASSETS	2,032.2	2,265.3
Total Equity	1,560.1	1,744.6
Provisions and Commitments	75.6	75.1
Bank Liabilities (interest)	0.0	0.0
Trade Creditors	108.1	88.0
Taxes, VAT and national insurance	99.8	145.1
Value of forward contracts	0.0	0.0
Other current liabilities	188.6	212.5
Total Liabilities	472.1	520.7
TOTAL EQUITY AND LIABILITIES	2,032.2	2,265.3

Development in cash-flow and bank deposits (Mill.NOK)

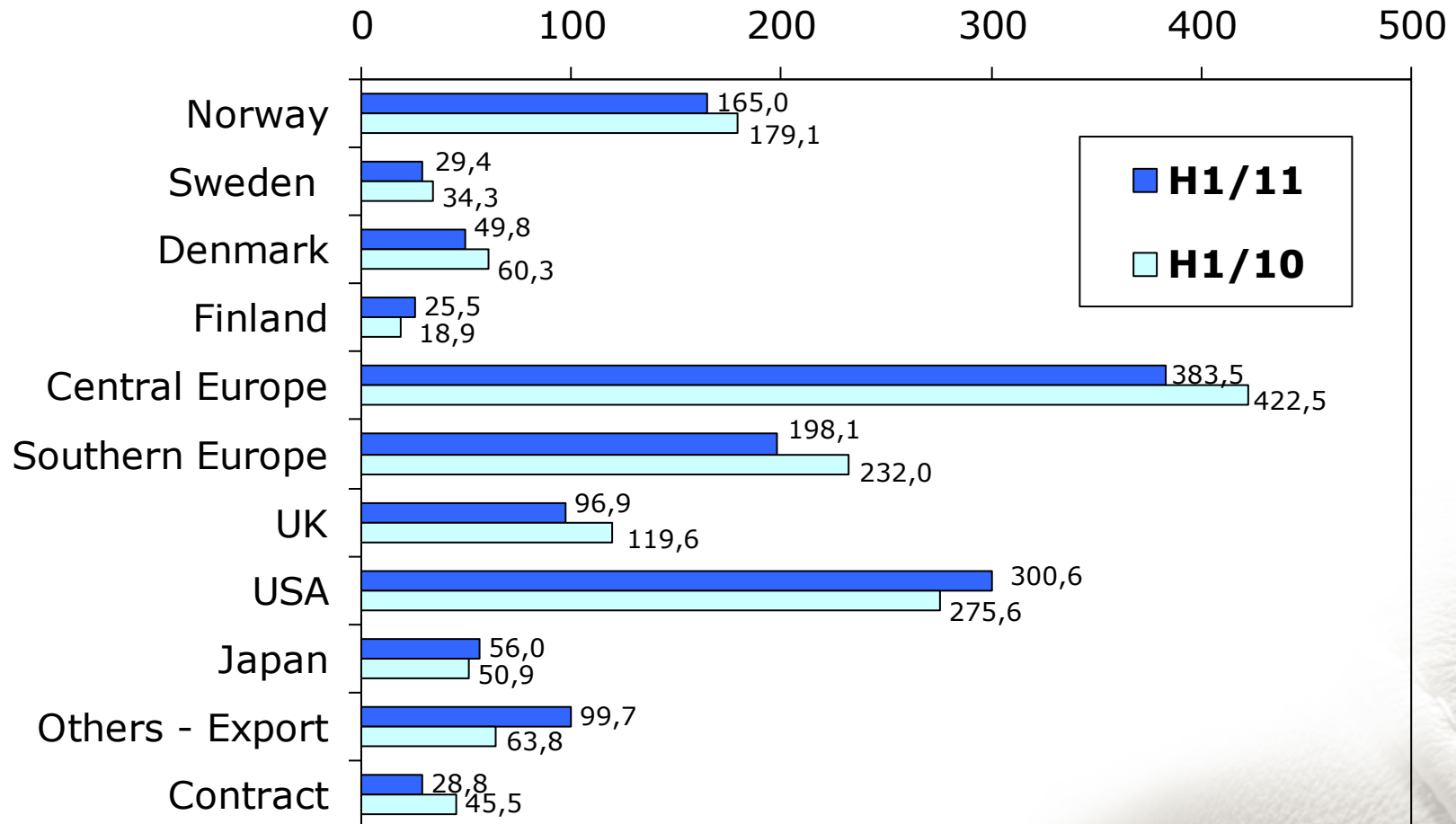
	H1/11	H1/10	2010	2009
Net cash flow from:				
Operating activities	24.9	107.4	435.8	506.8
Investing activities	-87.9	-59.0	-112.4	-99.3
Financing activities	-331.4	-257.6	-257.5	-181.2
Net change in cash and cash equivalents	-394.4	-209.2	65.9	226.3
Cash and cash equivalents at the beginning of period	441.3	375.4	375.5	149.2
Cash and cash equivalents at the end of period	46.9	166.2	441.3	375.4

Development in Total Capital, Net-working Capital and Equity (mill. NOK)

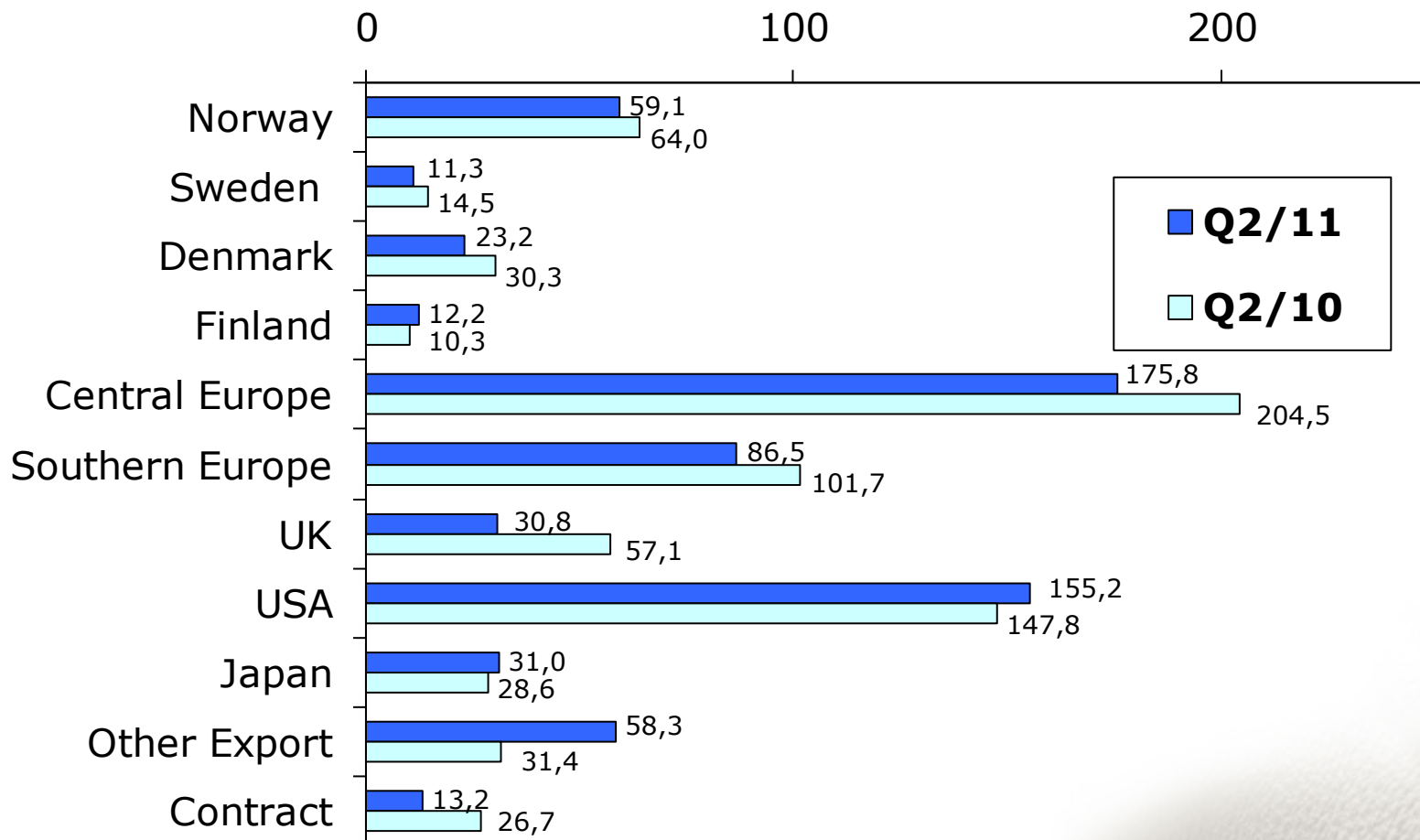
	H1/11	H1/10	2010	2009
Total capital	2,032.2	2,024.3	2,265.3	2,047.0
Net-working capital*	426.3	508.2	667.1	556.7
Equity	1,560.1	1,506.3	1,744.6	1,570.0
Equity ratio	76.8%	74.7%	77.0%	76.7%
Equity ratio adjusted for Dividend and FX	77.4%	74.8%	61.5%	63.7%

*Not included the market value of forward contracts.

Development in Operating Revenue per market (Mill.NOK)



Operating revenue per market (Mill. NOK)



Order Influx – % Change 2010 to 2011

(in local currency)

	Changes H1	Changes Q2	Changes July
Norway	0 %	+9 %	-1%
Sweden	-19 %	-6 %	-2%
Denmark	-7 %	-29 %	+31%
Finland	+40 %	-11 %	+8%
Central - Europe	-8 %	-23 %	+23%
Southern - Europe	-7 %	-15 %	0%
UK/Ireland	-21 %	-29 %	+15%
USA/Canada	-3 %	+3 %	+6%
Japan	+4 %	-3 %	+25%
Asia and Pacific	+84%	+64%	+5%
Total	-3.5 %	-8.5 %	+11%

Operating revenue per market (Mill. NOK)

	Changes 10 - 11	H1/11	H1/10	H1/09	H1/08
Norway	-7.9%	165.0	179,1	167.3	150.6
Sweden	-14.4%	29.4	34.3	22.1	26.9
Denmark	-17.3%	49.8	60.3	53.9	70.3
Finland	+34.5%	25.5	18.9	13.6	12.9
Central - Europe	-9.2%	383.5	422.5	369.5	349.9
Southern - Europe	-14.6%	198.1	232.0	183.2	207.0
UK	-19.0%	96.9	119.6	97.7	123.6
USA	+9.1%	300.6	275.6	222.4	255.0
Japan	+10.0%	56.0	50.9	47.4	35.4
Others - Export	+17.6%	128.5	109.3	86.0	72.3
Total	-4.6%	1433.2	1502.6	1,263.1	1,303.9

Coming events:

- 15 November 2011: Announcement of Q3/11 figures
- 16 November 2011: Presentation of Q3/11 figures

Questions?

Largest shareholders (08.08.2010)

1.	Nordstjernan AB	SWE	15.45%
2.	Folketrygdfondet	NOR	10.58%
3.	Orkla ASA	NOR	5.82%
4.	JP Morgan Chase Bank, <small>Nordea</small>	GBR	5.43%
5.	State Street Bank	USA	5.07%
6.	Pareto Aksje Norge	NOR	4.59%
7.	JP Morgan Chase Bank, <small>Special</small>	GBR	4.12%
8.	Berit Ekornes Unhjem	NOR	2.91%
9.	JP Morgan Chase Bank, <small>Treaty</small>	GBR	2.77%
10.	Pareto Aktiv	NOR	2.04%

Other shareholders approx. 2,404 41.22%

Proportion: Norwegian shareholders 51.7%
Foreign shareholders 48.3%

Board of Directors

Group Management IR-Contacts

- Olav Kjell Holtan - Chairman
- Kjersti Kleven – Vice Chairman
- Gry Hege Søsnes
- Stian Ekornes
- Nora Förisdal Larssen

Employee Representatives:

- Arnstein Johannesen
- Tone Helen Hanken
- Atle Berntzen

- CEO: Øyvind Tørlen
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- CFO: Robert Svendsen
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