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### **HUNTER DOUGLAS RESULTS Q1 2013**

**Rotterdam, May 14, 2013** – Hunter Douglas, the world market leader in window coverings (Luxaflex®) and a major manufacturer of architectural products, results for Q1 2013:

- **Sales:** 2.2% lower to USD 580.9 million compared with USD 594.1 million in Q1 2012.
- **Earnings before interest, tax, depreciation and amortization – EBITDA:** USD 34.5 million, compared with USD 35.2 million in Q1 2012.
- **Income from Operations:** USD 12.1 million compared with USD 11.3 million in Q1 2012. Results were better in North America, Asia and Australia and lower in Europe and Latin America.
- **Net Result Investment Portfolio:** USD 1.1 million compared with USD 12.1 million in Q1 2012.
- **Total Net Result:** USD 10.4 million (per share EUR 0.23), compared with USD 21.5 million in Q1 2012 (per share EUR 0.46).

**Sales:** The 2.2% sales decrease reflects a 2.4% volume decrease, a 1.0% increase from acquisitions and a 0.8% negative currency impact. Volume increased in North and Latin America and Asia, and was lower in Europe and Australia.

North America accounted for 41% of sales, Europe 38%, Latin America 10%, Asia 7% and Australia 4%. Window Coverings were 82% and Architectural and Other Products were 18% of sales.

**Operating cash flow:** USD 54.6 million negative compared with USD 20.6 million negative in Q1 2012.

### **Outlook**

Hunter Douglas expects improving economic conditions in the US, Latin America and Asia, but an ongoing challenging environment in Europe, until consumer confidence and housing markets recover.

Hunter Douglas remains in a strong position in terms of its products, distribution, finances and management.

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## **Profile Hunter Douglas**

Hunter Douglas is the world market leader in window coverings and a major manufacturer of architectural products. The Company has its Head Office in Rotterdam, the Netherlands, and a Management Office in Lucerne, Switzerland. The Group is comprised of 169 companies with 68 manufacturing and 101 assembly operations in more than 100 countries. Hunter Douglas employs about 16,500 people, and had sales in 2012 of USD 2.529 billion.

The common shares of Hunter Douglas N.V. are traded on Amsterdam's Euronext and Deutsche Boerse.

## **For further information:**

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A consolidated Statement of Income for Q1 2013 (Annex 1), Balance Sheet per March 31, 2013 (Annex 2), Cash Flow Statement for Q 1 2013 (Annex 3) and Sales change attribution percentages by geographic region for Q1 2013 (Annex 4) are attached.

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### Annex 1

#### CONSOLIDATED STATEMENT OF INCOME

Q1 ended March 31

(amounts in USD/mlin)

|  | <u>2013</u>   | %           | <u>2012</u> | %    |
|--|---------------|-------------|-------------|------|
| <b>Net sales</b>   | <b>580.9</b>  |             | 594.1       |      |
| Cost of sales  | <b>-340.3</b> |             | -346.3      |      |
| Gross profit   | <b>240.6</b>  | <b>41.4</b> | 247.8       | 41.7 |
| Gross profit Metals Trading                                | <b>4.4</b>    |             | 3.6         |      |
| <b>Total gross profit</b>                                  | <b>245.0</b>  | <b>42.2</b> | 251.4       | 42.3 |
| <b>Expenses:</b>   |               |             |             |      |
| -Selling and marketing                                     | <b>-129.7</b> |             | -136.3      |      |
| -General and administrative                                | <b>-80.8</b>  |             | -79.9       |      |
| Subtotal expenses  | <b>-210.5</b> |             | -216.2      |      |
| <b>EBITDA</b>  | <b>34.5</b>   | <b>6.0</b>  | 35.2        | 5.9  |
| Depreciation and amortization                              | <b>-22.4</b>  |             | -23.9       |      |
| <b>Income from operations</b>                              | <b>12.1</b>   | <b>2.1</b>  | 11.3        | 1.9  |
| Interest received  | <b>0.3</b>    |             | 0.8         |      |
| Interest paid  | <b>-3.3</b>   |             | -3.6        |      |
| Non-operational exchange result                            | <b>0.2</b>    |             | 0.1         |      |
| Net result investment portfolio                            | <b>1.1</b>    |             | 12.1        |      |
| <b>Income before taxes</b>                                 | <b>10.4</b>   |             | 20.7        |      |
| Taxes on income  | <b>0.2</b>    |             | 0.7         |      |
| <b>Profit before non-controlling interest</b>              | <b>10.6</b>   |             | 21.4        |      |
| Non-controlling interest                                   | <b>-0.2</b>   |             | 0.1         |      |
| <b>Net profit</b>  | <b>10.4</b>   | <b>1.8</b>  | 21.5        | 3.6  |
| <b>Net profit per average common share</b>                 | <b>0.30</b>   |             | 0.61        |      |
| <b>Net profit per average common share - fully diluted</b> | <b>0.30</b>   |             | 0.61        |      |

### Annex 2

#### CONSOLIDATED BALANCE SHEET

As per March 31

(amounts in USD/mln)

|   | <u>2013</u>    | <u>2012</u> |
|---|----------------|-------------|
| <b>ASSETS</b>                               |                |             |
| <b>Fixed assets</b>                         |                |             |
| Intangible fixed assets                     | <b>308.1</b>   | 313.1       |
| Property, plant and equipment               | <b>577.3</b>   | 608.1       |
| Other financial non-current assets          | <b>168.5</b>   | 152.5       |
| <b>Total fixed assets</b>                   | <b>1,053.9</b> | 1,073.7     |
| <b>Current assets</b>                       |                |             |
| Inventories                                 | <b>690.9</b>   | 669.6       |
| Accounts receivable                         |                |             |
| -Trade                                      | <b>374.1</b>   | 409.4       |
| -Other                                      | <b>152.4</b>   | 196.0       |
| Investment portfolio                        | <b>14.9</b>    | 196.2       |
| Cash and other short-term deposits          | <b>50.0</b>    | 43.8        |
| <b>Total current assets</b>                 | <b>1,282.3</b> | 1,515.0     |
|   | <b>2,336.2</b> | 2,588.7     |
| <b>SHAREHOLDERS' EQUITY AND LIABILITIES</b> |                |             |
| <b>Shareholders' equity</b>                 |                |             |
| Capital stock                               | <b>10.9</b>    | 11.3        |
| Additional paid-in capital                  | <b>90.4</b>    | 94.3        |
| Retained earnings                           | <b>977.0</b>   | 1,001.8     |
| <b>Total shareholders' equity</b>           | <b>1,078.3</b> | 1,107.4     |
| Non-controlling interest                    | <b>16.2</b>    | 20.7        |
| <b>Total Group equity</b>                   | <b>1,094.5</b> | 1,128.1     |
| <b>Non-current liabilities</b>              |                |             |
| Interest-bearing loans                      | <b>386.6</b>   | 626.3       |
| Preferred shares                            | <b>10.6</b>    | 11.0        |
| Provisions                                  | <b>152.6</b>   | 139.9       |
| Deferred income tax liabilities             | <b>2.4</b>     | 12.4        |
| <b>Total non-current liabilities</b>        | <b>552.2</b>   | 789.6       |
| <b>Current liabilities</b>                  |                |             |
| Trade and other payables                    | <b>512.7</b>   | 577.2       |
| Interest-bearing loans                      | <b>176.8</b>   | 93.8        |
| <b>Total current liabilities</b>            | <b>689.5</b>   | 671.0       |
|   | <b>2,336.2</b> | 2,588.7     |

### Annex 3

#### CONSOLIDATED CASH FLOW STATEMENT Q1 ended March 31 (amounts in USD/mln)

|  | <u>2013</u>  | <u>2012</u> |
|--|--------------|-------------|
| <b>Net profit attributable to equity shareholders</b>            | <b>10.4</b>  | 21.5        |
| <b>Adjustments for:</b>  |              |             |
| Depreciation property, plant & equipment                         | <b>20.6</b>  | 22.3        |
| Amortization patents & trademarks                                | <b>1.8</b>   | 1.6         |
| Decrease provisions  | <b>-0.6</b>  | -11.9       |
| Non-cash items   | <b>-7.6</b>  | 1.2         |
| Unrealized result investment portfolio                           | <b>-1.1</b>  | -13.0       |
| Operating cash flow before working capital changes               | <b>23.5</b>  | 21.7        |
| <b>Changes in working capital:</b>                               |              |             |
| -decrease (increase) trade and other receivables and prepayments | <b>10.7</b>  | -9.3        |
| -increase inventories  | <b>-13.2</b> | -7.2        |
| -decrease trade and other payables                               | <b>-75.6</b> | -25.8       |
| <b>Operating cash flow</b>                                       | <b>-54.6</b> | -20.6       |
| <b>Net cash from operations</b>                                  | <b>-54.6</b> | -20.6       |
| <b>Cash flow from investing activities</b>                       |              |             |
| Investment property, plant and equipment                         | <b>-16.0</b> | -22.1       |
| Divestment property, plant and equipment                         | <b>3.7</b>   | 1.1         |
| Decrease investment portfolio                                    | <b>105.6</b> | 8.8         |
| Increase other financial non-current assets                      | <b>-0.2</b>  | -5.0        |
| <b>Net cash from investing activities</b>                        | <b>93.1</b>  | -17.2       |
| <b>Cash flow from financing activities</b>                       |              |             |
| Treasury shares  | <b>-9.3</b>  | -4.0        |
| (Decrease) increase interest-bearing loans and borrowings        | <b>-28.9</b> | 42.3        |
| <b>Net cash from financing activities</b>                        | <b>-38.2</b> | 38.3        |
| <b>Net increase in cash and cash equivalents</b>                 | <b>0.3</b>   | 0.5         |
| <b>Change in cash and cash equivalents</b>                       |              |             |
| <b>Balance at 1 January</b>                                      | <b>49.7</b>  | 43.0        |
| Net increase in cash and cash equivalents                        | <b>0.3</b>   | 0.5         |
| Exchange difference cash and cash equivalents                    |              | 0.3         |
| <b>Balance at 31 March</b>                                       | <b>50.0</b>  | 43.8        |

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### Annex 4

#### PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area

Q1 2013 vs Q1 2012

| <b>Area</b>   | <b>Volume</b> | <b>Currency</b> | <b>Acquisitions</b> | <b>Total</b> |
|---------------|---------------|-----------------|---------------------|--------------|
| Europe        | -10           | -1              | 1                   | -10          |
| North America | 3             | 0               | 1                   | 4            |
| Latin America | 4             | -4              | -                   | 0            |
| Asia          | 11            | -3              | -                   | 8            |
| Australia     | -4            | 0               | -                   | -4           |
| <b>Total</b>  | <b>-2</b>     | <b>-1</b>       | <b>1</b>            | <b>-2</b>    |