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### HUNTER DOUGLAS RESULTS Q1 2016

**Rotterdam, May 4, 2016** – Hunter Douglas, the world market leader in window coverings (Luxaflex®) and a major manufacturer of architectural products, results for Q1 2016:

- **Sales:** 0.7% higher to USD 591.1 million, compared with USD 586.8 million in Q1 2015.

The 0.7% sales increase reflects a 3.8% volume increase, a 4.0% negative currency impact and 0.9% increase from acquisitions. Volume increased in North America, Europe and Australia, was level in Asia and decreased in Latin America.

North America accounted for 49% of sales, Europe 35%, Latin America 5%, Asia 7% and Australia 4%. Window Coverings were 83% and Architectural and Other Products were 17% of sales.

- **Earnings before interest, tax, depreciation and amortization – EBITDA:** USD 52.9 million, 20.8% higher than USD 43.8 million in Q1 2015.
- **Income from Operations:** USD 33.9 million, 47.4% higher than USD 23.0 million in Q1 2015. Results in local currencies were better in all areas, except in Latin America and Australia where results were lower.
- **Profit before Tax (excluding Net Result Investment Portfolio):** USD 31.4 million, 69.7% higher than USD 18.5 million in Q1 2015.
- **Net Result Investment Portfolio:** USD 6.8 million negative (after deduction of imputed interest and expenses) compared with USD 3.6 million positive in Q1 2015. The Portfolio's return in U.S. dollars (before imputed interest and expenses) was 2.9% negative.
- **Profit before Tax:** USD 24.6 million, compared with USD 22.1 million in Q1 2015.
- **Total Net Profit:** USD 18.6 million (per share EUR 0.48), compared with USD 18.1 million in Q1 2015 (per share EUR 0.46).

**Operating cash flow:** USD 59.4 million negative compared with USD 67.9 million negative in Q1 2015.

### Outlook

Hunter Douglas expects continued slow growth in the US, stable economic conditions in Europe and continued difficult conditions in Asia and Latin America.

Hunter Douglas is 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 127 companies with 50 manufacturing and 77 assembly operations in more than 100 countries. Hunter Douglas employs about 16,000 people and had sales in 2015 of USD 2.552 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 2016 (Annex 1), Balance Sheet per March 31, 2016 (Annex 2), Cash Flow Statement for Q 1 2016 (Annex 3) and Sales change attribution percentages by geographic region for Q1 2016 (Annex 4) are attached.

Annex 1

CONSOLIDATED STATEMENT OF INCOME

Q1 ended March 31  
(amounts in USD/mIn)

	<u>2016</u>	%	<u>2015</u>	%
<b>Net sales</b>	<b>591.1</b>		586.8	
Cost of sales	<u>-349.4</u>		<u>-342.1</u>	
Gross profit	<b>241.7</b>	<b>40.9</b>	244.7	41.7
Gross profit Metals Trading	<u>3.0</u>		<u>4.5</u>	
<b>Total gross profit</b>	<b>244.7</b>	<b>41.4</b>	249.2	42.5
<b>Expenses:</b>				
-Marketing, A & P and selling	<u>-122.4</u>		<u>-128.2</u>	
-General and administrative	<u>-69.4</u>		<u>-77.2</u>	
Subtotal expenses	<u>-191.8</u>		<u>-205.4</u>	
<b>EBITDA</b>	<b>52.9</b>	<b>8.9</b>	43.8	7.5
Depreciation and amortization	<u>-19.0</u>		<u>-20.8</u>	
<b>Income from operations</b>	<b>33.9</b>	<b>5.7</b>	23.0	3.9
Interest received	<b>0.2</b>		1.0	
Interest paid	<u>-2.8</u>		<u>-5.8</u>	
Other financial income	<b>0.1</b>		0.3	
Net result investment portfolio	<u>-6.8</u>		<u>3.6</u>	
<b>Income before taxes</b>	<b>24.6</b>		22.1	
Taxes on income	<u>-5.9</u>		<u>-3.7</u>	
<b>Profit before minority interest</b>	<b>18.7</b>		18.4	
Minority interest	<u>-0.1</u>		<u>-0.3</u>	
<b>Total net profit</b>	<b>18.6</b>	<b>3.1</b>	<u>18.1</u>	3.1
<b>Net profit per average common share</b>	<b>0.53</b>		0.52	
<b>Net profit per average common share - fully diluted</b>	<b>0.53</b>		0.52	

### Annex 2

#### CONSOLIDATED BALANCE SHEET

As per March 31

(amounts in USD/mln)

	<u>2016</u>	<u>2015</u>
<b>ASSETS</b>		
<b>Fixed assets</b>		
Intangible fixed assets	306.4	305.2
Tangible fixed assets	440.7	468.8
Other financial non-current assets	<u>176.1</u>	<u>162.8</u>
<b>Total fixed assets</b>	<b>923.2</b>	936.8
<b>Current assets</b>		
Inventories	634.4	636.3
Accounts receivable		
-Trade	352.5	374.6
-Other	129.9	166.7
Investment portfolio	186.5	182.6
Cash and other short-term deposits	<u>30.0</u>	<u>36.5</u>
<b>Total current assets</b>	<u>1,333.3</u>	<u>1,396.7</u>
	<u><b>2,256.5</b></u>	<u><b>2,333.5</b></u>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
<b>Shareholders' equity</b>		
Capital stock	9.7	9.1
Additional paid-in capital	80.5	76.0
Retained earnings	<u>996.1</u>	<u>923.2</u>
<b>Total shareholders' equity</b>	<b>1,086.3</b>	1,008.3
Minority interest	<u>11.2</u>	<u>12.8</u>
<b>Total Group equity</b>	<b>1,097.5</b>	1,021.1
<b>Non-current liabilities</b>		
Interest-bearing loans and borrowings	386.9	496.3
Preferred shares	9.4	8.9
Provisions	137.0	174.6
Deferred income tax liabilities	<u>0.7</u>	<u>1.5</u>
<b>Total non-current liabilities</b>	<b>534.0</b>	681.3
<b>Current liabilities</b>		
Trade and other payables	513.9	562.6
Interest-bearing loans and borrowings	<u>111.1</u>	<u>68.5</u>
<b>Total current liabilities</b>	<u>625.0</u>	<u>631.1</u>
	<u><b>2,256.5</b></u>	<u><b>2,333.5</b></u>

## Annex 3

### CONSOLIDATED CASH FLOW STATEMENT

Q1 ended March 31  
(amounts in USD/mln)

	<u>2016</u>	<u>2015</u>
<b>Net profit attributable to equity shareholders</b>	<b>18.6</b>	18.1
<b>Adjustments for:</b>		
Depreciation property, plant & equipment	17.3	19.3
Amortization patents & trademarks	1.7	1.5
Increase provisions	1.6	1.2
Non-cash items on loans and borrowings		-30.5
Other non-cash items	0.7	8.7
Unrealized result investment portfolio	6.8	-3.6
Operating cash flow before working capital changes	<u>46.7</u>	<u>14.7</u>
<b>Changes in working capital:</b>		
-increase trade and other receivables and prepayments	-6.2	-18.9
-increase inventories	-30.9	-16.8
-decrease trade and other payables	-69.0	-46.9
<b>Net cash from operations</b>	<u>-59.4</u>	<u>-67.9</u>
<b>Cash flow from investing activities</b>		
Investment subsidiaries, net of cash acquired	-5.7	
Investment property, plant and equipment	-17.8	-12.8
Divestment property, plant and equipment	3.2	1.3
Decrease (increase) investment portfolio	8.2	-62.0
Increase other financial non-current assets	-1.4	-2.2
<b>Net cash from investing activities</b>	<u>-13.5</u>	<u>-75.7</u>
<b>Cash flow from financing activities</b>		
Increase interest-bearing loans and borrowings	71.9	150.3
<b>Net cash from financing activities</b>	<u>71.9</u>	<u>150.3</u>
<b>Net (decrease) increase in cash and cash equivalents</b>	<u>-1.0</u>	<u>6.7</u>
<b>Change in cash and cash equivalents</b>		
Balance at 1 January	30.9	32.3
Net (decrease) increase in cash and cash equivalents	-1.0	6.7
Exchange difference cash and cash equivalents	0.1	-2.5
Balance at 31 March	<u>30.0</u>	<u>36.5</u>

Annex 4

### PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area

Q1 2016 vs Q1 2015

<b>Area</b>	<b>Volume</b>	<b>Currency</b>	<b>Acquisitions</b>	<b>Total</b>
Europe	2	-4	2	0
North America	7	-1	0	6
Latin America	-7	-21	0	-28
Asia	0	-2	0	-2
Australia	5	-5	0	0
<b>Total</b>	<b>4</b>	<b>-4</b>	<b>1</b>	<b>1</b>