

## **Strong development at Louis Poulsen in 2015**

*Louis Poulsen grew group revenue by 10% to DKK 716 million and increased EBITDA by 43% to DKK 89 million in 2015. Progress was driven by positive developments across Scandinavian markets and a strengthening of the sales organisation supported by significant investments in product development and establishing of new design collaborations as well as increased presence in attractive markets. The positive development in revenue and EBITDA is expected to continue in 2016.*

In 2015, Louis Poulsen grew total revenue to DKK 716 million (2014: DKK 653 million) following positive developments across Scandinavian markets and significant progress in sales to retail customers as well as currency gains.

EBITDA increased to DKK 89 million (2014: DKK 62 million) driven by revenue growth and completed efficiency measures in manufacturing as well as organisational adjustments. Simultaneously, the group reduced net interest-bearing debt by DKK 86 million to DKK 189 million (2014: DKK 274 million).

*"We grew sales in 2015 and continued our investments in product development, sales organisation and presence across markets, customer groups and channels. The development of new products has accelerated and we improved profitability significantly in a year with focus on efficiency measures and a series of internal changes. Together, we have challenged conventions and re-thought our way of working, and that is generating results,"* said CEO Christian Engsted.

By means of process optimisation within product development and manufacturing, Louis Poulsen has improved internal planning and reduced lead time and time consumption from the idea phase over development to marketing of new products. The new NJP and Patera lamps are great examples of successes in both design and sales terms with short time-to-market. Concurrently, the sales force has been strengthened and new showrooms have opened in Oslo, Los Angeles and London along with investments in creating a stronger online presence to ensure that Louis Poulsen is available on more platforms to an increasing number of customers. Louis Poulsen thus also strengthened sales efforts in the Commercial segment, which includes customers such as restaurants and retail chains with higher growth rates than the group's traditional Professional and Residential segments (professionals such as architects and retail consumers, respectively).

*"With our strong brand, Danish craftsmanship and unique portfolio of associated designers, the potential market is large, and there are still great opportunities and large assignments ahead of us. In 2015, we expanded our market space by strengthening the efforts towards new customer groups and investing in boosting activities in attractive markets where we are already present. As early as 2016, we expect the targeted efforts to generate further progress in the US and increase sales to the commercial market, which includes retail chains, hotels, restaurants and cafés,"* said CEO Christian Engsted.

Based on the positive development in 2015 and the initiatives set in motion within product development, manufacturing and sales, management expects to increase revenue and EBITDA in 2016.

### **Contact information**

Christian Engsted, CEO, tel. +45 2877 1101

**Selected key figures and financial ratios**

<b>DKK million</b>	<b>2015</b>	<b>2014<sup>*)</sup></b>
Revenue	715.5	652.8
EBITDA	88.7	62.0
EBITDA margin, %	12.4	9.5
Total equity	247.1	215.8
Net interest-bearing debt	188.8	274.4
Employees, end-2015	420	441

<sup>\*)</sup>: Non-audited pro forma figures for 2014 are presented for the sake of comparison.