

GEORG JENSEN

ESTABLISHED 1904

CONSOLIDATED INTERIM FINANCIAL REPORT DECEMBER 2019

January 1 – December 31, 2019
(12 months)

GEORG JENSEN A/S, SDR. FASANVEJ 7, DK-2000 FREDERIKSBERG

COMPANY REG.NO.: 26573645

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MANAGEMENT'S REVIEW 2019

FINANCIAL HIGHLIGHTS		Q4				
DKK million, except for number of stores	2019	2018	Change	2019	2018	Change
Net Sales	373,2	379,5	-2%	1.013,8	1.040,6	-3%
Closed stores	-0,6	-4,7		-5,3	-22,0	
Net sales continuing operations	372,6	374,8	-1%	1.008,5	1.018,6	-1%
EBITDA	110,2	90,7		149,5	145,3	
EBIT	52,0	51,9		-15,0	-2,0	
Profit before tax	35,4	48,5		-48,6	-35,2	
Profit for the period	35,4	-81,6		-52,6	-148,6	
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Cash flow from operating activities	181,1	151,4		191,4	138,0	
Total cash flow	17,0	13,4		0,8	2,4	
Number of stores	97	97		97	97	

- Revenue was maintained in Q4, but marginally down for the full year adjusted for closed stores. Sales in Q4 2018 was high due to liquidation of excess stock.
- EBITDA is up by 22% in Q4 and 3% for the whole year.
- The largest market, Denmark, grew 2% compared to last year and Japan, the fourth most important market, is up by 11%.
 Furthermore, Norway grew 4%.

- All European markets, except Sweden, grew in the fourth quarter.
- Both Australia and UK suffered macroeconomic challenges early in the year and experienced slowdown in the first half.
 However, both markets picked up in H2. They grew in Q3 and remained stable in Q4.
- Taiwan and Hong Kong were challenged by the Chinese travel pattern and the unstable situation in the region and ended the year down by 14% and 10%, respectively.

- E-commerce delivered 14 % growth driven by a strong performance in the Jewellery category that was up 29%.
- The Jewellery category ended the year unchanged and Silver was up by 26%.
- The development of the Thai Baht exchange rate has negatively affected gross margin and hence EBITDA by DKK 14.3 million this year compared to last year. The impact in Q4 alone is DKK 4.7 million. This has partly been offset by FX hedging recognized in the financial income. Georg Jensen has not adopted hedge accounting under IFRS9. The impact of hedge accounting on the THB would be to offset the cash flow hedge gain of DKK 4 million against the increased cost of goods.
- Operating cost were lowered significantly in 2019. Overall, they came down by 8%, even though investments in marketing increased, mainly through streamlining the organization.

- The reduction in operating cost has more than off-set the lower revenue and EBITDA increased from DKK 145,3 million in 2018 to DKK 149,5 million in 2019.
- 2019 showed a significant improvement in cash-flow from operations that was DKK 53.4m better than last year. This was driven by inventory reductions of DKK 70.6 million through improved supply chain management and the liquidation of some excess inventory.
- Net interest-bearing debt has been reduced to DKK 385.2 million from DKK 450.4 million last year. The main driver is the reduction in lease liabilities. Adjusted EBITDA was DKK 167.9 million with sundry of DKK 18.4 million, hence a leverage of 2.3.

MANAGEMENT'S COMMENTARY

2019 was in many ways a step in the right direction for Georg Jensen. There were satisfactory results in many aspects of the business and especially Q4 showed promising signs. Uncertainty in the UK, macro-economic challenges in Australia and the changed Chinese travel patterns led to a minor decline in revenue.

Denmark, the largest market, grew by 2% full year (FY) driven by an increase in B2B and a stable B2C, where E-commerce makes up for a small reduction in retail.

The early sales decline in Australia and UK was reversed in Q3 and sales remained stable in Q4 leaving the full year with a 3% and 5% decline, respectively. Japan continued to grow in Q4 and ended the year up by 11%. In Europe, Germany and Norway experienced growth in Q4 but only Norway was up for the full year – by 4%. Sweden had a difficult 2019 – ending the year with a decrease of 9%.

Taiwan and Hong Kong were challenged by the Chinese travel pattern and the unstable situation in the region and ended the year down by 14% and 10%, respectively.

Furthermore, US Home grew 8%. Slower sales in Silver Hollowware caused a decline overall.

The E-commerce channel grew by 14 % this year and continued the good development for the Groups omnichannel retail business. Georg Jensen will continue to invest in digital platforms to ensure that the entire B2C-channel shows growth. The growth in the E-commerce channel was mainly based on Jewellery that was up by 29 % full year. In total the B2C channel was down 2% in Q4, slightly better than the full year fall of 3%.

B2B was stable in Q4 and ended the year 4% down. This mainly affected the Home category and is among other things a result of more selective sales in the international market.

The Jewellery category had a stable 2019, Home, Seasonal and Watches declined and, finally, Silverware was up 26%.

The gross margin in 2019 is 61.3% compared to 62.7% in 2018. This is mainly due to an increase in the Thai Baht exchange rate costing DKK 14.3 million compared to last year impacting the EBITDA negatively. Part of the THB exposure has been hedged and the gain from the Group's FX hedging is recognized in the financial items.

Operating costs was significantly lower than in 2018. Other external cost was reduced by 10% or DKK 21.0 million and staff cost was 6% or DKK 16.7 million lower.

The reduction in operating cost has more than off-set the lower revenue and EBITDA increased from DKK 145,3 million in 2018 to DKK 149,5 million in 2019. Ongoing cost adjustment and efficiency measures continues being implemented to improve the operating leverage of the company.

Operating profit was in Q4 on par with 2018, but for the whole year there was a decline of DKK 13.0 million.

Net cash flow from operating activities was DKK 53.4 million better than last year. A lower net profit was offset by better net working capital developments, where inventory levels especially improved being DKK 70.6 million lower than last year.

Net interest-bearing debt was reduced from DKK 450.4 million last year to DKK 385.2 million primarily driven by a reduction in lease obligations, but also from the improved cash flow.

Equity for the period ending December 2019 is DKK 231.4 million compared to DKK 257.0 million for 2018.

New product launches

In 2019, product launches were among the most aspirational in the history of Georg Jensen.

In March, Georg Jensen launched the Frequency collection by California-based designer Kelly Wearstler; a striking sixpiece home collection Inspired by the dramatic beauty of the West Coast's water, wind and light. An undulating, wavelike steel ribbon effect connects the collection, which is intended for both indoor and outdoor use and includes: a statement vase, small and large hurricanes, small and large display bowls and a show-stopping centerpiece.

In April and May, the Jewellery & Silver Hollowware Category was supported by two strong silver launches. One being the silver masterpiece The Bed: Georg Jensen teamed up with acclaimed Berlin based artist duo Elmgreen & Dragset for a thought-provoking installation crafted in sterling silver and first shown at the Wallpaper* Handmade exhibition during The Milan Design Week. The second silver launch was the revival of the lost Georg Jensen design 270 from 1918 that was remade in the Copenhagen smithy demonstrating the heritage of our craftmanship that still flourishes today. Both masterpieces went on a world tour visiting various Georg Jensen stores.

In September, new Fusion jewellery designs were introduced. In its most personal expression yet, Georg Jensen opens the next chapter for its iconic collection - Fusion - with a lighter and more refined expression. The Danish designer Nina Koppel brought a meticulous craft and independent spirit to Georg Jensen when her 'Fusion' design was first presented in 2000. Its flowing wave motif is also the secret behind the interlocking trio of gold bands that makes a complete ring. That original stacking system — where a choice of one to three gold rings could be combined to create as delicate or as bold a look as preferred — proved ahead of its time. The new Fusion pieces, in a host of collectable options, also promise to captivate future generations.

In mid-October, Georg Jensen launched the Helix collection; a five-piece, stainless steel coffee and tea set designed by acclaimed Swedish duo Bernadotte & Kylberg. Featuring elegant silhouettes that clearly prioritize both function and form, the Helix collection represents a sleek continuation of Georg Jensen's longstanding mission to craft minimalist, Scandinavian design of the highest caliber.

Furthermore, the company will introduce the new Curve jewellery collection in the first quarter of 2020 designed by Danish Regitze Overgaard, who has been working closely with Georg Jensen since 1986. The collection consists of 15

pieces with a truly bold and sculptural expression crafted in either silver, gold or a mix of both materials; a meticulous example of Georg Jensen's superior design language that speaks to women across generations.

Other developments

Georg Jensen has expanded its network of stores by using partner operated retail stores and a strong presence in digital sales. This strategy has in 2019 lead to the opening of mono-brand stores in Singapore, Bangkok, Manila and Athens. Furthermore, the ongoing optimization of Georg Jensen's own store network let to closure of 7 locations and opening of 7 other locations.

GEORG JENSEN, CONSOLIDATED INTERIM FINANCIAL REPORT - DECEMBER 2019

MANAGEMENT STATEMENT

The Board of Directors and Executive Management have reviewed and approved the consolidated interim financial report of Georg Jensen A/S for the period January to December 2019. The consolidated interim financial report has not been audited or reviewed by the company's independent auditors.

The consolidated interim financial report for the period January to December of 2019 has been prepared in accordance with IAS 34 'Interim Financial Reporting'. The accounting policies adopted in the preparation are consistent with those applied in the Annual Report 2018 of Georg Jensen A/S.

Furthermore, the consolidated interim financial report for January to December of 2019 and Management's Review are prepared in accordance with additional Danish disclosure requirements for interim reports of listed companies.

Executive Board

Copenhagen, 27th of February 2020

appropriate and the overall presentation of the consolidated interim financial report for the period January to December of 2019 is adequate. Furthermore, in our opinion, Management's Review includes a true and fair account of the development in the operations and financial circumstances, of the results for the period and of the consolidated interim financial position of the Group as well as a description of the most significant risks and elements of uncertainty facing the Group in accordance with Danish disclosure requirements for listed companies.

In our opinion, the accounting policies used are

Besides what has been disclosed in the consolidated interim financial report, no changes in the Group's most significant risks and uncertainties have occurred relative to what was disclosed in the consolidated annual report for 2018.

Francesco Pesci				
CEO				
Board of Directors				
Hazem Ben-Gacem Chairman	David Ching Chi Chu	Andrea Jayne Davis	Francesco Pesci	Duncan Zheng
Karl Sebastian Inger	Annick E. M. Desmecht	Inge Andersen	Ida Heiberg Bøttiger	

DISCLAIMER

This company announcement contains forward looking statements, which include estimates of financial performance and targets. These statements are not guarantees of future performance and involve certain risks and uncertainties. Therefore, actual future results and trends may differ from what is forecast in this report due to a variety of factors.

CONSOLIDATED INCOME AND COMPREHENSIVE INCOME **STATEMENT**

INCOME STATEMENT		Q4	12 MC	12 MONTHS		
DKK million	2019	2018	2019	2018		
Revenue	373,2	379,5	1.013,8	1.040,6		
Cost of sales	-143,5	-135,0	-391,9	-388,3		
Gross profit	229,7	244,5	621,9	652,3		
Other external costs	-49,6	-72,8	-198,9	-219,9		
Staff costs	-68,8	-80,1	-271,6	-288,3		
Other operating income and costs	-1,1	-0,9	-1,9	1,2		
Operating profit before depreciation and amortization	110,2	90,7	149,5	145,3		
Depreciation, amortization and impairment losses	-58,2	-38,8	-164,5	-147,3		
Operating profit	52,0	51,9	-15,0	-2,0		
Financial income	1,4	17,5	19,7	31,3		
Financial costs	-18,0	-20,9	-53,3	-64,5		
Profit before tax	35,4	48,5	-48,6	-35,2		
Tax on profit for the year	0,0	-130,1	-4,0	-113,4		
Profit for the year	35,4	-81,6	-52,6	-148,6		
OTHER COMPREHENSIVE INCOME		Q4	12 MC	ONTHS		
Profit for the year	2019 35,4	-81,6	-52,6	-148,6		
, , , , , , , , , , , , , , , , , , , ,		5-75	52,5	- 10,0		
OTHER COMPREHENSIVE INCOME						
Items that will not be reclassified to profit or loss						
Remeasurements of defined benefit pension plans	0,0	-0,7	0,0	-0,7		
Items that will be reclassified to profit or loss						
Adjustment Cash flow hedges	0,4	-3,0	0,4	0,0		
Exchange differences on foreign operations	5,2	-0,2	26,6	1,5		
Other comprehensive income after tax	5,6	-3,9	27,0	0,8		
Total comprehensive income for the year	41,0	-85,5	-25,6	-147,8		

CONSOLIDATED STATEMENT OF FINANCIAL POSITION, ASSETS

DKK million	31/12 2019	31/12 2018
ASSETS		
NON-CURRENT ASSETS		
Intangible assets	65,2	94,3
Tangible assets	296,3	316,9
Financial Assets	39,1	28,9
Deferred tax	-	
Total non-current assets	400,6	440,1
CURRENT ASSETS		
Inventories	290,1	360,7
Trade receivables	101,9	101,1
Other receivables	2,6	5,9
Receivable from group enterprises	19,2	14,9
Prepayments	19,4	19,6
Cash and cash equivalents	117,2	76,4
Total current assets	550,4	578,7
TOTAL ASSETS	951,0	1.018,8

CONSOLIDATED STATEMENT OF FINANCIAL POSITION, LIABILITIES

DKK million	31/12 2019	31/12 2018
EQUITY AND LIABILITIES		
EQUITY		
Share capital	139,6	139,6
Share premium	488,3	488,3
Hedging reserve	1,1	0,7
Translation reserve	21,7	-4,9
Retained earnings	-419,3	-366,7
Total equity	231,4	257,0
LIABILITIES		
NON-CURRENT LIABILITIES		
Bond	298,0	298,0
Credit institutions	1,4	2,8
Lease liabilities	126,1	151,5
Provisions	12,8	12,9
Deferred tax	2,0	2,6
Retirement benefit obligation	8,1	6,6
Total non-current liabilities	448,4	474,4
CURRENT LIABILITIES		
Credit institutions	6,1	7,6
Trade Payables	64,3	89,8
Other Payables	104,7	99,8
Payable to group enterprises	6,0	7,4
Lease liabilities	85,3	77,2
Tax payables	1,8	2,6
Provisions	3,0	3,0
Total current liabilities	271,2	287,4
Total liabilities	719,6	761,8
TOTAL EQUITY AND LIABILITIES	951,0	1.018,8

CONSOLIDATED CASH FLOW STATEMENT

CASH FLOW STATEMENT	Q	4	Year	
DKK million	2019	2018	2019	2018
Net profit for the period	35,4	-81,6	-52,6	-148,6
Non-cash items	87,1	172,4	217,1	293,9
Change in working capital	64,3	57,4	51,1	16,6
Cash flows from operating activities before financial income and expenses	186,8	148,2	215,6	161,9
Financial cost, paid	-5,7	4,8	-21,2	-18,8
Financial income, received	0,0	0,0	0,0	0,0
Cash flows from ordinary activities	181,1	153,0	194,4	143,1
Income taxes paid	0,0	-1,6	-3,0	-5,1
Net cash flow from operating activities	181,1	151,4	191,4	138,0
Purchase of intangible assets	0,0	-19,9	0,0	-19,9
Purchase of property, plant and equipment	-10,0	1,9	-25,6	-18,7
Sale of fixed asset investments etc.	0,0	0,0	0,0	0,0
Change in other financial assets	0,6	0,2	-12,2	-0,5
Net cash flow from investing activities	-9,4	-17,8	-37,8	-39,1
Issued bond	0,0	0,0	0,0	298,0
Changes in credit institutions	-115,6	-95,5	-42,9	-136,5
Repayment of loans from credit institutions	0,0	0,0	0,0	-157,7
Repayment of lease liabilities	-39,1	-24,0	-107,4	-98,2
Upstream to Group companies	0,0	-0,7	-2,5	-2,2
Cash flow from financing activities	-154,7	-120,2	-152,8	-96,6
Net cash flow for the period	17,0	13,4	0,8	2,4
Cash and cash equivalents, beginning of the period	18,2	19,3	34,4	30,3
Currency adjustment of cash and cash equivalents	0,0	1,7	0,0	1,7
Cash and cash equivalents, end of the period	35,2	34,4	35,2	34,4

STATEMENT OF CHANGES IN EQUITY

December 2019

DKK million	Share capital	Share premium	Reserve for hedging transaction	Translation reserve	Retained earnings	Total Equity
Balance at the beginning of the period	139,6	488,3	0,7	-4,9	-366,7	257,0
Profit for the period	0,0	0,0	0,0	0,0	-52,6	-52,6
Other comprehensive income						
Adjustment cash flow hedges	0,0	0,0	0,4	0,0	0,0	0,4
Exchange adjustment	0,0	0,0	0,0	26,6	0,0	26,6
Balance at the end of the period	139,6	488,3	1,1	21,7	-419,3	231,4

December 2018

DKK million	Share capital	Share premium	Reserve for hedging transaction	Translation reserve	Retained earnings	Total Equity
Balance at the beginning of the period	139,6	488,3	0,7	-6,4	-219,9	402,4
Profit for the period	0,0	0,0	0,0	0,0	-148,6	-148,6
Other adjustments	0,0	0,0	0,0	0,0	2,4	2,4
Other comprehensive income						
Remeasurements of defined						
benefit pension plans	0,0	0,0	0,0	0,0	-0,7	-0,7
Adjustment cash flow hedges	0,0	0,0	0,0	0,0	0,0	0,0
Exchange adjustment	0,0	0,0	0,0	1,5	0,0	1,5
Balance at the end of the period	139,6	488,3	0,7	-4,9	-366,7	257,0

NOTES

1 ACCOUNTING POLICIES

The unaudited consolidated interim financial statements for the period January to December of 2019 have been prepared in accordance with IAS 34 'Interim Financial Reporting'. The accounting policies and significant accounting estimates adopted in the preparation are consistent with those applied in the Annual Report 2018 of Georg Jensen A/S.

Furthermore, the consolidated interim financial report including the consolidated financial statements for the period January to December of 2019 and Management's review have been prepared in accordance with additional Danish disclosure requirements for interim reports of listed companies.

2 SEGMENT INFORMATION

Q4 2019

DKK million	Europe	APAC	North America	Other	Total
Total revenue	199,5	144,6	21,8	7,3	373,2
Gross Profit	74,5	86,4	9,9	58,9	229,7
OPEX	-22,1	-44,9	-1,9	-50,6	-119,5
EBITDA	52,4	41,5	8,0	8,3	110,2
Amortizations & depreciations					-58,2
EBIT					52,0
Financial income					1,4
Financial expenses					-18,0
Profit before tax					35,4

Q4 2018

DKK million	Europe	APAC	North America	Other	Total
Total revenue	203,9	152,4	22,9	0,3	379,5
Gross Profit	68,5	85,4	10,6	80,0	244,5
OPEX	6,6	-60,5	5,2	-105,1	-153,8
EBITDA	75,1	24,9	15,8	-25,1	90,7
Amortizations & depreciations	·	·	ŕ	·	-38,8
EBIT					51,9
Financial income					17,5
Financial expenses					-20,9
Profit before tax					48,5

Full Year 2019

DKK million	Europe	APAC	North America	Other	Total
Total revenue	529,4	411,3	58,5	14,6	1.013,8
Gross Profit	191,9	239,8	25,0	165,2	621,9
OPEX	-94,4	-174,0	-21,0	-183,0	-472,4
EBITDA	97,5	65,8	4,0	-17,8	149,5
Amortizations & depreciations					-164,5
EBIT					-15,0
Financial income					19,7
Financial expenses					-53,3
Profit before tax					-48,6

Full Year 2018

DKK million	Europe	APAC	North America	Other	Total
Total revenue	556,1	422,5	57,1	4,9	1.040,6
Gross Profit	192,7	238,9	25,1	195,6	652,3
OPEX	-70,2	-183,7	-10,3	-242,8	-507,0
EBITDA	122,5	55,2	14,8	-47,2	145,3
Amortizations & depreciations					-147,3
EBIT					-2,0
Financial income					31,3
Financial expenses					-64,5
Profit before tax					-35,2

3 REVENUE

PRIMARY SALES CHANNELS	Q4 2019	Q4 2018
B2B	155,6	159,6
B2C	212,2	216,8
Other	5,4	3,1
Total	373,2	379,5

PRIMARY PRODUCT LINES	Q4 2019	Q4 2018
Jewellery	173,2	172,1
Home	164,8	172,3
Other	35,2	35,1
Total	373,2	379,5

PRIMARY SALES CHANNELS	Full Year 2019	Full Year 2018
B2B	401,9	426,0
B2C	589,8	600,5
Other	22,1	14,1
Total	1.013,8	1.040,6

PRIMARY PRODUCT LINES	Full Year 2019	Full Year 2018
Jewellery	510,2	504,2
Home	398,2	421,3
Other	105,4	115,1
Total	1.013,8	1.040,6

4 NET INTEREST-BEARING DEBT

DKK million	31/12 2019	31/12 2018
Net interest-bearing debt comprises:		
Credit institutions (current)	6,2	7,6
Payable to group enterprises	6,0	7,4
Lease liabilities	211,4	228,7
Issued bond	298,0	298,0
Gross interest-bearing debt	521,6	541,7
Receivable from group enterprises	-19,2	-14,9
Cash and cash equivalents	-117,2	-76,4
Gross interest-bearing receivables	-136,4	-91,3
Net interest-bearing debt	385,2	450,4

5 EVENTS AFTER THE REPORTING PERIOD

Subsequent to the balance sheet date, no other events that could significantly affect the consolidated interim financial statements as of 31 December 2019 have occurred.