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HUNTER DOUGLAS RESULTS Q1 2012

Rotterdam, May 10, 2012 – Hunter Douglas, the world market leader in window coverings (Luxaflex®) and a major manufacturer of architectural products, results for Q1 2012:

- **Sales:** 0.2% lower to USD 587.5 million compared with USD 588.8 million in Q1 2011.
- **Earnings before interest, tax, depreciation and amortization - EBITDA (before non-recurring restructuring expenses)** was USD 34.7 million, compared with USD 33.7 million in Q1 2011.
- **Income from Operations (before non-recurring restructuring expenses):** USD 11.2 million compared with USD 11.5 million in Q1 2011. Results were better in North America and lower in all other areas.
- **Non-recurring restructuring expenses in Q1 2012:** nil, compared with USD 1.0 million in 2011.
- **Net Result Investment Portfolio:** USD 12.1 million (after deduction of imputed interest and expenses) compared with USD 2.0 million in Q1 2011.
- **Total Net Profit:** USD 21.5 million (per share EUR 0.46), 38.7% higher than USD 15.5 million in Q1 2011 (per share EUR 0.32).

Sales: The 0.2% sales decrease reflects a 1.4% volume increase, a 0.2% increase from acquisitions and a 1.8% negative currency impact. Volume increased in North and Latin America, was level in Europe and Asia and decreased in Australia.

Europe and North America were each 39% of sales, Latin America 10%, Asia 8% and Australia 4%. Window Coverings were 81% and Architectural and Other Products were 19% of sales.

Operating cash flow: USD 19.8 million negative compared with USD 52.4 million negative in Q1 2011.

Net Result Investment Portfolio: The Portfolio's return in U.S. dollars (before imputed interest and expenses) was 7.0% compared with 1.8% in Q1 2011. The Portfolio had a fair value per March 31, 2012 of USD 196 million compared with USD 192 million in December 31, 2011. Management of these assets is delegated to a widely diversified range of independent managers. The portfolio is being wound down over the course of this year and the proceeds will be used to reduce debt.

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Outlook

The outlook remains cautious for Europe and North America where the business environment is expected to remain challenging until housing markets and consumer confidence recover. Continued growth is expected in Asia and Latin America.

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

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 2011 of USD 2.573 billion.

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

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A consolidated Statement of Income for Q1 2012 (Annex 1), Balance Sheet per March 31, 2012 (Annex 2), Cash Flow Statement for Q 1 2012 (Annex 3) and Sales change attribution percentages by geographic region for Q1 2012 (Annex 4) are attached.

Annex 1

CONSOLIDATED STATEMENT OF INCOME

Q1 ended March 31
(amounts in USD/mln)

	<u>2012</u>	%	<u>2011</u>	%
Net sales	587.5		588.8	
Cost of sales	<u>-344.5</u>		-350.9	
Gross profit	243.0	41.4	237.9	40.4
Gross profit Metals Trading	<u>3.6</u>		3.9	
Total gross profit	246.6	42.0	241.8	41.0
Expenses:				
-Selling and marketing	-133.0		-127.8	
-General and administrative	<u>-78.9</u>		-80.3	
Subtotal expenses	-211.9		-208.1	
EBITDA	34.7	5.9	33.7	5.7
Depreciation and amortization	-23.5		-22.2	
Income from operations before non-recurring restructuring expenses	11.2	1.9	11.5	1.9
Non-recurring restructuring expenses			-1.0	
Income from operations after non-recurring restructuring expenses	11.2	1.9	10.5	1.8
Interest received	0.9		2.2	
Interest paid	-3.5		-3.7	
Non-operational exchange result	0.1			
Other financial income			0.1	
Net result investment portfolio	12.1		2.0	
Income before taxes	20.8		11.1	
Taxes on income	<u>0.8</u>		4.4	
Profit before minority interest	21.6		15.5	
Minority interest	<u>-0.1</u>			
Net profit	21.5	3.7	15.5	2.6
Net profit per average common share	0.61		0.43	
Net profit per average common share - fully diluted	0.61		0.43	

Annex 2

CONSOLIDATED BALANCE SHEET

As per March 31
(amounts in USD/mln)

	<u>2012</u>	<u>2011</u>
ASSETS		
Fixed assets		
Intangible fixed assets	313.1	307.6
Property, plant and equipment	593.7	589.9
Other financial non-current assets	<u>112.2</u>	<u>111.4</u>
Total fixed assets	1,019.0	1,008.9
Current assets		
Inventories	658.1	681.0
Accounts receivable		
-Trade	391.8	415.5
-Other	203.5	241.7
Investment portfolio	196.2	206.5
Cash and other short-term deposits	<u>43.6</u>	<u>53.9</u>
Total current assets	1,493.2	1,598.6
	<u>2,512.2</u>	<u>2,607.5</u>
SHAREHOLDERS' EQUITY AND LIABILITIES		
Shareholders' equity		
Capital stock	11.3	12.1
Additional paid-in capital	94.3	100.6
Retained earnings	<u>1,069.8</u>	<u>1,091.3</u>
Total shareholders' equity	1,175.4	1,204.0
Minority interest	<u>2.7</u>	<u>3.7</u>
Total Group equity	1,178.1	1,207.7
Non-current liabilities		
Interest-bearing loans	626.3	617.9
Preferred shares	11.0	11.8
Provisions	28.6	31.0
Deferred income tax liabilities	<u>12.4</u>	<u>22.3</u>
Total non-current liabilities	678.3	683.0
Current liabilities		
Trade and other payables	564.1	579.8
Interest-bearing loans	<u>91.7</u>	<u>137.0</u>
Total current liabilities	655.8	716.8
	<u>2,512.2</u>	<u>2,607.5</u>

Annex 3

CONSOLIDATED CASH FLOW STATEMENT

Q1 ended March 31
(amounts in USD/mln)

	<u>2012</u>	<u>2011</u>
Net profit attributable to equity shareholders	21.5	15.5
Adjustments for:		
Depreciation property, plant & equipment	21.9	20.7
Amortization patents & trademarks	1.6	1.5
Decrease provisions	-11.9	-5.4
Non-cash items	1.2	
Unrealized result investment portfolio	-13.0	-3.4
Operating cash flow before working capital changes	21.3	28.9
Changes in working capital:		
-increase trade and other receivables and prepayments	-10.2	-29.5
-increase inventories	-5.5	-39.0
-decrease trade and other payables	-25.4	-12.8
Operating cash flow	-19.8	-52.4
Net cash from operations	-19.8	-52.4
Cash flow from investing activities		
Investment property, plant and equipment	-21.3	-21.0
Divestment property, plant and equipment	1.1	2.5
Decrease (increase) investment portfolio	8.8	-60.1
(Increase) decrease other financial non-current assets	-5.0	1.4
Net cash from investing activities	-16.4	-77.2
Cash flow from financing activities		
Treasury shares	-4.0	
Increase interest-bearing loans and borrowings	41.7	122.8
Net cash from financing activities	37.7	122.8
Net increase (decrease) in cash and cash equivalents	1.5	-6.8
Change in cash and cash equivalents		
Balance at 1 January	41.8	60.5
Net increase (decrease) in cash and cash equivalents	1.5	-6.8
Exchange difference cash and cash equivalents	0.3	0.2
Balance at 31 March	43.6	53.9

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Annex 4

PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area

Q1 2012 vs Q1 2011

Area	Volume	Currency	Acquisitions	Total
Europe	0	-3	-	-3
North America	2	0	-	2
Latin America	7	-5	-	2
Asia	0	2	-	2
Australia	-4	4	-	0
Total	1	-1	-	0