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HUNTER DOUGLAS NINE MONTHS 2011 RESULTS

Rotterdam, November 3, 2011 – Hunter Douglas, the world market leader in window coverings (Luxaflex®) and a major manufacturer of architectural products, nine months 2011 results:

- **Sales:** 7.0% higher to USD 1,929.3 million, compared with USD 1,802.3 million in the first nine months of 2010.
- **Earnings before interest, tax, depreciation and amortization - EBITDA (before non-recurring restructuring expenses)** were USD 169.7 million, 9.1% lower than USD 186.7 million in the first nine months of 2010.
- **Income from Operations (before non-recurring restructuring expenses):** USD 102.7 million compared with USD 119.8 million in the first nine months of 2010. In local currencies all areas had better results than last year, except Europe and Australia where results were lower.
- **Non-recurring restructuring expenses** were USD 7.7 million compared with USD 4.3 million in the first nine months of 2010. The 2011 non-recurring restructuring expenses relate to the European and North American operations.
- **Net Result Investment Portfolio:** USD 20.0 million negative (after deduction of imputed interest and expenses) compared with USD 4.1 million positive in the first nine months of 2010.
- **Total Net Profit:** USD 76.4 million (per share EUR 1.53) compared with USD 114.7 million in the first nine months of 2010 (per share EUR 2.44).

Sales: The 7.0% sales increase reflects a 1.1% volume increase, a 1.2% increase from acquisitions and a 4.7% positive currency impact. Volume increased in all areas except Europe where sales were level and Australia where sales declined.

Europe accounted for 41% of sales, North America 38%, Latin America 9%, Asia 8% and Australia 4%. Window Coverings were 81% and Architectural and Other Products were 19% of sales.

Net Result Investment Portfolio: The Portfolio's return in U.S. dollars (before imputed interest and expenses) was 9.0% negative compared with 6.2% positive in the first nine months of 2010. The Portfolio had a fair value per September 30, 2011 of USD 204 million compared with USD 143 million on December 31, 2010. Management of these assets is delegated to a widely diversified range of independent managers.

Operating cash flow: USD 83.6 million compared with USD 125.2 million in the first nine months of 2010.

Capital expenditures were USD 79 million compared with USD 44 million in the first nine months of 2010, while depreciation was USD 63 million, compared with USD 62 million in the first nine months of 2010. For the full year capital expenditures are expected to be approximately USD 125 million and depreciation USD 90 million .

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Shareholder's equity was USD 1,154 million compared with USD 1,159 million at the end of 2010, reflecting the first nine months results, offset by the payment of the dividend of EUR 1.25, totalling USD 63 million, and negative exchange translation.

Financing: All borrowings are covered by committed long term facilities.

Q3 2011

Q3 Sales were USD 646.0 million, 1.2% higher than USD 638.1 million in the same period of 2010. The increase reflects a 3.2% volume decrease and a positive currency impact of 4.4%. Third quarter local currency sales were higher in Asia and Australia, level in Latin America and lower in Europe and North America.

Q3 Earnings before interest, tax, depreciation and amortization - EBITDA (before non-recurring restructuring expenses) was USD 47.9 million, compared with USD 77.5 million in Q3 2010.

Q3 Income from Operations (before non-recurring restructuring expenses) was USD 26.5 million, compared with USD 55.2 million in Q3 2010. In local currencies all areas had lower results than last year except Asia where results were better.

Q3 Non-recurring restructuring expenses were USD 3.4 million compared with USD 4.3 million in Q3 2010. The 2011 non-recurring restructuring expenses relate to the European and North American operations.

Q3 Net Result Investment portfolio was USD 20.2 million negative (after deduction of imputed interest and expenses) compared with USD 3.7 million positive in Q3 2010. The Portfolio's return in U.S. dollars in Q3 (before imputed interest and expenses) was 10.0% negative compared with 4.6% positive in Q3 of 2010.

Q3 Total Net Profit: USD 0.3 million (per share EUR 0.01), compared with USD 45.6 million in Q3 2010 (per share EUR 0.98).

First nine months 2011 by Region

Europe

European sales were USD 790 million, 10% higher than USD 720 million in the same period last year. This reflects level volume, a 3% contribution from acquisitions and a 7% positive currency impact. In EUR, sales increased to EUR 560 million compared with EUR 543 million in 2010.

North America

North American sales increased by 2% to USD 743 million, reflecting a 1% volume increase and a 1% positive currency impact.

Latin America

Latin American sales were USD 173 million, 16% higher than USD 149 million in the same period last year. The sales increase reflects a 9% volume increase and a 7% positive currency impact.

Asia

Asian sales were USD 146 million, 8% higher than USD 135 million in the same period last year. The sales increase reflects a 4% volume increase and a 4% positive currency impact.

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Australia

Australian sales were USD 77 million compared with USD 71 million in the same period last year reflecting a 7% volume decrease and a 15% positive currency impact.

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 strong 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 168 companies with 68 manufacturing and 100 assembly operations in more than 100 countries. Hunter Douglas employs about 17,000 people, and had sales in 2010 of USD 2.445 billion.

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

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A consolidated Statement of Income for the first nine months and Q3 (Annex 1+2), Balance Sheet (Annex 3), Cash Flow Statement (Annex 4) and Sales change attribution percentages by geographic region for the first nine months and Q3 (Annex 5) are attached.

Annex 1

CONSOLIDATED STATEMENT OF INCOME

Nine months ended September 30

(amounts in USD/mln)

	<u>2011</u>	%	<u>2010</u>	%
Net sales	1,929.3		1,802.3	
Cost of sales	<u>-1,131.9</u>		<u>-1,044.2</u>	
Gross profit	797.4	41.3	758.1	42.1
Gross profit Metals Trading	<u>12.9</u>		<u>12.4</u>	
Total gross profit	810.3	42.0	770.5	42.8
Expenses:				
-Selling and marketing	-397.9		-360.3	
-General and administrative	<u>-242.7</u>		<u>-223.5</u>	
Subtotal expenses	<u>-640.6</u>		<u>-583.8</u>	
EBITDA	169.7	8.8	186.7	10.4
Depreciation and amortization	<u>-67.0</u>		<u>-66.9</u>	
Income from operations before non-recurring restructuring expenses	102.7	5.3	119.8	6.6
Non-recurring restructuring expenses	<u>-7.7</u>		<u>-4.3</u>	
Income from operations after non-recurring restructuring expenses	95.0	4.9	115.5	6.4
Interest received	4.1		5.6	
Interest paid	-11.8		-13.9	
Non-operational exchange result	-2.2		4.6	
Other financial income	0.2		0.6	
Net result investment portfolio	<u>-20.0</u>		<u>4.1</u>	
Income before taxes	65.3		116.5	
Taxes on income	<u>11.0</u>		<u>-1.2</u>	
Profit before minority interest	76.3		115.3	
Minority interest	<u>0.1</u>		<u>-0.6</u>	
Net profit	76.4	4.0	114.7	6.4
Net profit per average common share	2.16		3.24	
Net profit per average common share - fully diluted	2.16		3.24	

Annex 2

CONSOLIDATED STATEMENT OF INCOME

Q3 ended September 30

(amounts in USD/mln)

	<u>2011</u>	%	<u>2010</u>	%
Net sales	646.0		638.1	
Cost of sales	-385.0		-372.2	
Gross profit	261.0	40.4	265.9	41.7
Gross profit Metals Trading	4.9		4.1	
Total gross profit	265.9	41.2	270.0	42.3
Expenses:				
-Selling and marketing	-131.2		-125.0	
-General and administrative	-86.8		-67.5	
Subtotal expenses	-218.0		-192.5	
EBITDA	47.9	7.4	77.5	12.1
Depreciation and amortization	-21.4		-22.3	
Income from operations before non-recurring restructuring expenses	26.5	4.1	55.2	8.7
Non-recurring restructuring expenses	-3.4		-4.3	
Income from operations after non-recurring restructuring expenses	23.1	3.6	50.9	8.0
Interest received	1.1		2.9	
Interest paid	-4.5		-6.4	
Non-operational exchange result	-2.2		-0.5	
Other financial income	0.1			
Net result investment portfolio	-20.2		3.7	
Income before taxes	-2.6		50.6	
Taxes on income	2.5		-4.5	
Profit before minority interest	-0.1		46.1	
Minority interest	0.4		-0.5	
Net profit	0.3	0.0	45.6	7.1
Net profit per average common share	0.01		1.29	
Net profit per average common share - fully diluted	0.01		1.29	

Annex 3

CONSOLIDATED BALANCE SHEET

As per September 30

(amounts in USD/mln)

	<u>2011</u>	<u>2010</u>
ASSETS		
Fixed assets		
Intangible fixed assets	304.0	304.2
Tangible fixed assets	585.6	585.0
Other financial non-current assets	100.9	58.6
Total fixed assets	990.5	947.8
Current assets		
Inventories	676.2	635.1
Accounts receivable		
-Trade	386.6	406.1
-Other	234.0	245.7
Investment portfolio	203.6	134.8
Cash and other short-term deposits	58.5	55.9
Total current assets	1,558.9	1,477.6
	<u>2,549.4</u>	<u>2,425.4</u>
SHAREHOLDERS' EQUITY AND LIABILITIES		
Shareholders' equity		
Capital stock	11.5	11.6
Additional paid-in capital	95.3	96.4
Retained earnings	1,047.1	988.7
Total shareholders' equity	1,153.9	1,096.7
Minority interest	3.4	4.0
Total Group equity	1,157.3	1,100.7
Non-current liabilities		
Interest-bearing loans and borrowings	469.0	524.4
Preferred shares	11.1	11.3
Provisions	35.8	33.2
Deferred income tax liabilities	16.0	27.3
Total provisions	531.9	596.2
Current liabilities		
Trade and other payables	572.4	603.9
Interest-bearing loans and borrowings	287.8	124.6
Total current liabilities	860.2	728.5
	<u>2,549.4</u>	<u>2,425.4</u>

Annex 4

CONSOLIDATED CASH FLOW STATEMENT Nine months ended September 30 (amounts in USD/mln)

	<u>2011</u>	<u>2010</u>
Cash flow from operations		
Net profit attributable to equity shareholders	76.4	114.7
Adjustments for:		
Depreciation property, plant & equipment	62.6	62.4
Amortization patents & trademarks	4.4	4.5
Increase (decrease) provisions	3.0	-10.5
Non-cash tax items	-1.8	
Unrealized result investment portfolio	19.1	-8.1
Operating cash flow before working capital changes	163.7	163.0
Changes in working capital:		
-increase trade and other receivables and prepayments	-8.0	-15.3
-increase inventories	-52.2	-20.7
-decrease trade and other payables	-19.9	-1.8
Operating cash flow	83.6	125.2
Dividend paid	-63.0	-344.6
Net cash from operations	20.6	-219.4
Cash flow from investing activities		
Investments subsidiaries, net of cash acquired	-7.7	-33.8
Investment intangible fixed assets		-0.3
Investment property, plant and equipment	-78.9	-43.5
Divestment property, plant and equipment	7.8	4.3
(Increase) decrease investment portfolio	-79.7	27.5
Decrease (increase) other financial non-current assets	3.9	-6.9
Net cash from investing activities	-154.6	-52.7
Cash flow from financing activities		
Treasury shares	-3.4	
Increase interest-bearing loans and borrowings	135.0	258.5
Net cash from financing activities	131.6	258.5
Net decrease in cash and cash equivalents	-2.4	-13.6
Change in cash and cash equivalents		
Balance at 1 January	60.5	68.6
Net decrease in cash and cash equivalents	-2.4	-13.6
Exchange difference cash and cash equivalents	0.4	0.9
Balance at 30 September	58.5	55.9

Annex 5

PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area

Nine months 2011 vs nine months 2010

Area	Volume	Currency	Acquisitions	Total
Europe	0	7	3	10
North America	1	1	0	2
Latin America	9	7	0	16
Asia	4	4	0	8
Australia	-7	15	0	8
Total	1	5	1	7

PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area

Q3 2011 vs Q3 2010

Area	Volume	Currency	Acquisitions	Total
Europe	-8	7	0	-1
North America	-2	1	0	-1
Latin America	0	5	0	5
Asia	8	3	0	11
Australia	14	13	0	27
Total	-3	4	0	1