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### **HUNTER DOUGLAS RESULTS 2012**

**Rotterdam, March 13, 2013** – Hunter Douglas, the world market leader in window coverings (Luxaflex®) and a major manufacturer of architectural products, results for 2012:

- **Sales:** 1.7% lower to USD 2.529 billion, compared with USD 2.573 billion in 2011.
- **Earnings before interest, tax, depreciation and amortization - EBITDA (before non-recurring restructuring expenses):** USD 254.3 million, 10.6% higher than USD 229.9 million in 2011.
- **Income from Operations (before non-recurring restructuring expenses):** 14.4% higher to USD 163.3 million, compared with USD 142.8 million in 2011; in local currencies higher in North America, Latin America and Australia and lower in Europe and Asia.
- **Non-recurring restructuring expenses:** USD 44.4 million, compared with USD 31.4 million in 2011. The 2012 non-recurring restructuring expenses relate mainly to the European and North American operations.
- **Net Result Investment Portfolio:** USD 14.8 million positive (after deduction of imputed interest and expenses), compared with USD 18.6 million negative in 2011.
- **Total Net Result:** USD 101.1 million (per share EUR 2.24) 30.5% higher than USD 77.5 million in 2011 (per share EUR 1.57).

**Sales:** The 1.7% sales decrease reflects a 1.4% volume increase, a 0.3% increase from acquisitions and a 3.4% negative currency impact. Volume was higher in North and Latin America and lower in Europe, Asia and Australia.

North America accounted for 41% of sales, Europe 38%, Latin America 10%, Asia 7% 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 11.7% positive, compared with 7.8% negative in 2011. The Portfolio had a fair value at year-end 2012 of USD 25 million, compared with USD 192 million on December 31, 2011. The Investment Portfolio has been wound down over the course of the year. Most of the balance will be redeemed in the first half of 2013.

**Operating cash flow:** USD 156 million compared with USD 180 million in 2011.

**Capital expenditures** were USD 76 million compared with USD 111 million in 2011, while depreciation was USD 84 million, compared with USD 81 million in 2011. In 2013 capital expenditures will be about USD 75 million and depreciation USD 85 million.

**Shareholder's equity** was USD 1,093 million compared with USD 1,069 million at the end of 2011. The 2012 earnings were partly offset by a dividend (USD 55 million), a buy back of shares (USD 12 million) and an actuarial loss provision on pension plans (USD 11 million).

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**Accounting for pension schemes**

On 1 January 2012 Hunter Douglas changed its accounting policy with respect to the recognition of actuarial gains and losses arising from defined benefit plans in accordance with revised IAS19. All actuarial gains and losses are recognized in other comprehensive income (OCI). The full year 2011 figures have been restated, resulting in a USD 68 million decline in Total Equity with no impact on the Income Statement.

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

**Return before interest on Net Assets Employed – RONA**

**(before non-recurring restructuring expenses):** 9.8% compared with 8.4% in 2011.

**Employees:** The company had approximately 16,500 employees at the end of 2012 unchanged from last year.

**Dividend:** The Board of Directors proposes a dividend for 2012 of EUR 1.25 per common share, the same as last year.

**Q4 2012**

**Q4 Sales** were USD 642.4 million, 0.2% lower than USD 643.2 million in the same period of 2011. This reflects a 0.8% volume increase, a 0.3% increase from acquisitions and a negative currency impact of 1.3%. Fourth quarter sales in local currencies were higher in North and Latin America and lower elsewhere.

**Q4 Earnings before interest, tax, depreciation and amortization - EBITDA**

**(before non-recurring restructuring expenses)** was USD 82.5 million, compared with USD 60.2 million in Q4 2011.

**Q4 Income from Operations (before non-recurring restructuring expenses)** was USD 55.1 million, compared with USD 40.1 million in Q4 2011. In local currencies North America, Latin America and Australia had higher results, while results in Europe and Asia were lower.

**Q4 Non-recurring restructuring expenses:** USD 37.1 million, compared with USD 23.7 million last year. The 2012 non-recurring restructuring expenses relate mainly to the European and North American operations.

**Q4 Net Result Investment portfolio** was USD 4.2 million (after deduction of imputed interest and expenses) compared with USD 1.4 million in Q4 of 2011. The Portfolio's return in U.S. dollars in Q4 (before imputed interest and expenses) was 3.6% compared with 1.2% in Q4 of 2011.

**Q4 Total Net Result:** USD 12.4 million (per share EUR 0.30), compared with USD 1.1 million in Q4 2011 (per share EUR 0.02).

**Total year 2012 by Region****Europe**

European operations had lower sales and results.

European sales were USD 975 million, 7% lower than USD 1,054 million in the same period last year. This reflects a 2% volume decrease, a 1% increase from acquisitions and a 6% negative currency impact. In EUR sales were EUR 755 million, compared with EUR 756 million in 2011.

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**North America**

North American sales and profits were higher.

North American sales increased by 6% to USD 1,036 million, due to an increase in volume.

**Latin America**

Latin American operations had higher sales and profits.

Latin American sales were USD 248 million, compared with USD 247 million in the same period last year. This reflects an 8% volume increase, offset by an 8% negative currency impact.

**Asia**

Asian operations had lower sales and results.

Asian sales were USD 175 million, 9% lower than USD 192 million in the same period last year, due to a decrease in volume.

**Australia**

Australian sales were USD 95 million, compared with USD 105 million in the same period last year, reflecting a 10% volume decrease.

**Outlook**

Hunter Douglas expects improving economic conditions in the US, Latin America and Asia, but an ongoing challenging environment in Europe, until consumer confidence and housing markets recover.

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. 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 the full year 2012 and Q4 2012 (Annex 1+2), Balance Sheet (Annex 3), Cash Flow Statement (Annex 4) and Sales change attribution percentages by geographic region for the full year 2012 and Q4 2012 (Annex 5) are attached.

### Annex 1

#### CONSOLIDATED STATEMENT OF INCOME

Year ended December 31

(amounts in USD/mln)

	<u>2012</u>	%	<u>2011</u>	%
<b>Net sales</b>	<b>2,528.8</b>		2,572.5	
Cost of sales	<b>-1,455.1</b>		-1,497.5	
Gross profit	<b>1,073.7</b>	<b>42.5</b>	1,075.0	41.8
Gross profit Metals Trading	<b>17.6</b>		19.8	
<b>Total gross profit</b>	<b>1,091.3</b>	<b>43.2</b>	1,094.8	42.6
<b>Expenses:</b>				
-Selling and marketing	<b>-513.5</b>		-533.5	
-General and administrative	<b>-323.5</b>		-331.4	
Subtotal expenses	<b>-837.0</b>		-864.9	
<b>EBITDA</b>	<b>254.3</b>	<b>10.1</b>	229.9	8.9
Depreciation and amortization	<b>-91.0</b>		-87.1	
<b>Income from operations before non-recurring restructuring expenses</b>	<b>163.3</b>	<b>6.5</b>	142.8	5.5
Non-recurring restructuring expenses	<b>-44.4</b>		-31.4	
<b>Income from operations after non-recurring restructuring expenses</b>	<b>118.9</b>	<b>4.7</b>	111.4	4.3
Interest received	<b>3.3</b>		4.4	
Interest paid	<b>-19.7</b>		-18.6	
Non-operational exchange result	<b>2.3</b>		-6.6	
Other financial income	<b>1.0</b>		-0.3	
Net result investment portfolio	<b>14.8</b>		-18.6	
<b>Income before taxes</b>	<b>120.6</b>		71.7	
Taxes on income	<b>-18.7</b>		6.2	
<b>Profit before minority interest</b>	<b>101.9</b>		77.9	
Minority interest	<b>-0.8</b>		-0.4	
<b>Net profit</b>	<b>101.1</b>	<b>4.0</b>	77.5	3.0
<b>Net profit per average common share</b>	<b>2.90</b>		2.19	
<b>Net profit per average common share - fully diluted</b>	<b>2.90</b>		2.19	

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### Annex 2

#### CONSOLIDATED STATEMENT OF INCOME

Q4 ended December 31

(amounts in USD/mln)

	<u>2012</u>	%	<u>2011</u>	%
<b>Net sales</b>	<b>642.4</b>		643.2	
Cost of sales	<b>-363.5</b>		-365.6	
Gross profit	<b>278.9</b>	<b>43.4</b>	277.6	43.2
Gross profit Metals Trading	<b>3.7</b>		6.9	
<b>Total gross profit</b>	<b>282.6</b>	<b>44.0</b>	284.5	44.2
<b>Expenses:</b>				
-Selling and marketing	<b>-114.8</b>		-135.6	
-General and administrative	<b>-85.3</b>		-88.7	
Subtotal expenses	<b>-200.1</b>		-224.3	
<b>EBITDA</b>	<b>82.5</b>	<b>12.8</b>	60.2	9.4
Depreciation and amortization	<b>-27.4</b>		-20.1	
<b>Income from operations before non-recurring restructuring expenses</b>	<b>55.1</b>	<b>8.6</b>	40.1	6.2
Non-recurring restructuring expenses	<b>-37.1</b>		-23.7	
<b>Income from operations after non-recurring restructuring expenses</b>	<b>18.0</b>	<b>2.8</b>	16.4	2.5
Interest received	<b>0.6</b>		0.3	
Interest paid	<b>-4.5</b>		-6.8	
Non-operational exchange result	<b>0.1</b>		-4.4	
Other financial income	<b>0.5</b>		-0.5	
Net result investment portfolio	<b>4.2</b>		1.4	
<b>Income before taxes</b>	<b>18.9</b>		6.4	
Taxes on income	<b>-6.0</b>		-4.8	
<b>Profit before minority interest</b>	<b>12.9</b>		1.6	
Minority interest	<b>-0.5</b>		-0.5	
<b>Net profit</b>	<b>12.4</b>	<b>1.9</b>	1.1	0.2
<b>Net profit per average common share</b>	<b>0.40</b>		0.03	
<b>Net profit per average common share - fully diluted</b>	<b>0.40</b>		0.03	

### Annex 3

#### CONSOLIDATED BALANCE SHEET

As per December 31  
(amounts in USD/mln)

	<u>2012</u>	<u>2011</u> (restated)
<b>ASSETS</b>		
<b>Fixed assets</b>		
Intangible fixed assets	315.8	308.9
Tangible fixed assets	578.3	584.9
Other financial non-current assets	167.4	148.8
<b>Total fixed assets</b>	<b>1,061.5</b>	1,042.6
<b>Current assets</b>		
Inventories	675.7	640.8
Accounts receivable		
-Trade	353.6	369.5
-Other	274.4	205.0
Investment portfolio	25.1	192.1
Cash and other short-term deposits	49.6	41.8
<b>Total current assets</b>	<b>1,378.4</b>	1,449.2
	<b>2,439.9</b>	2,491.8
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
<b>Shareholders' equity</b>		
Capital stock	11.2	11.0
Additional paid-in capital	93.2	91.4
Retained earnings	988.3	967.0
<b>Total shareholders' equity</b>	<b>1,092.7</b>	1,069.4
Minority interest	3.1	2.5
<b>Total Group equity</b>	<b>1,095.8</b>	1,071.9
<b>Non-current liabilities</b>		
Interest-bearing loans and borrowings	392.5	318.5
Preferred shares	10.9	10.7
Provisions	152.9	145.1
Deferred income tax liabilities	2.6	12.6
<b>Total non-current liabilities</b>	<b>558.9</b>	486.9
<b>Current liabilities</b>		
Trade and other payables	583.7	581.5
Interest-bearing loans and borrowings	201.5	351.5
<b>Total current liabilities</b>	<b>785.2</b>	933.0
	<b>2,439.9</b>	2,491.8

### Annex 4

#### CONSOLIDATED CASH FLOW STATEMENT

Year ended December 31

(amounts in USD/mln)

	<u>2012</u>	<u>2011</u>
<b>Net profit attributable to equity shareholders</b>	<b>101.1</b>	77.5
<b>Adjustments for:</b>		
Depreciation property, plant & equipment	<b>83.8</b>	81.2
Amortization patents & trademarks	<b>7.2</b>	5.9
(Decrease) increase provisions	<b>-4.8</b>	7.8
Non-cash items	<b>-20.7</b>	-39.6
Unrealized result investment portfolio	<b>-17.8</b>	15.3
Operating cash flow before working capital changes	<b>148.8</b>	148.1
<b>Changes in working capital:</b>		
-decrease trade and other receivables and prepayments	<b>52.6</b>	57.7
-increase inventories	<b>-21.5</b>	-20.6
-decrease trade and other payables	<b>-23.7</b>	-5.1
<b>Operating cash flow</b>	<b>156.2</b>	180.1
Dividend paid	<b>-55.4</b>	-63.0
<b>Net cash from operations</b>	<b>100.8</b>	117.1
<b>Cash flow from investing activities</b>		
Investments subsidiaries, net of cash acquired	<b>-15.2</b>	-18.5
Investment intangible fixed assets	<b>-1.3</b>	-4.7
Investment property, plant and equipment	<b>-75.7</b>	-111.2
Divestment property, plant and equipment	<b>7.8</b>	18.4
Decrease (increase) investment portfolio	<b>89.4</b>	-64.4
(Increase) decrease other financial non-current assets	<b>-4.6</b>	3.4
<b>Net cash from investing activities</b>	<b>0.4</b>	-177.0
<b>Cash flow from financing activities</b>		
Treasury shares	<b>-11.5</b>	<b>-11.8</b>
(Decrease) increase interest-bearing loans and borrowings	<b>-79.6</b>	52.2
<b>Net cash from financing activities</b>	<b>-91.1</b>	40.4
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>10.1</b>	-19.5
<b>Change in cash and cash equivalents</b>		
<b>Balance at 1 January</b>	<b>41.8</b>	60.5
Net increase (decrease) in cash and cash equivalents	<b>10.1</b>	-19.5
Exchange difference cash and cash equivalents	<b>-2.3</b>	0.8
<b>Balance at 31 December</b>	<b>49.6</b>	41.8

### Annex 5

#### PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area  
2012 vs 2011

Area	Volume	Currency	Acquisitions	Total
Europe	-2	-6	1	-7
North America	6	0	0	6
Latin America	8	-8	0	0
Asia	-9	0	0	-9
Australia	-10	0	0	-10
<b>Total</b>	<b>1</b>	<b>-3</b>	<b>0</b>	<b>-2</b>

#### PERCENTAGE SALES CHANGE ATTRIBUTION

Explanation by geographic area  
Q4 2012 vs Q4 2011

Area	Volume	Currency	Acquisitions	Total
Europe	-1	-2	0	-3
North America	11	0	0	11
Latin America	3	-7	0	-4
Asia	-26	0	0	-26
Australia	-7	0	0	-7
<b>Total</b>	<b>1</b>	<b>-1</b>	<b>0</b>	<b>0</b>