



Hunter Douglas Nine Months 4.6% Higher Sales and 15.4% Higher Profits

Rotterdam, 9 November 2004 - Hunter Douglas, the world market leader in window coverings (Luxaflex®), and a major manufacturer of architectural products (Luxalon®) reports results for the first nine months of 2004.

Sales were EUR 1,306.1 million, 4.6% higher than EUR 1,248.4 million in the first nine months of 2003. The sales increase reflects 6.8% volume increase, 4.7% negative currency impact and 2.5% contribution from acquisitions net of divestments. All geographic regions had organic growth.

Europe accounted for 39% of sales, North America 48%, Latin America 4%, Asia 6% and Australia 3%. Window coverings were 89% and architectural and other products 11% of total sales.

Net profit was EUR 96.9 million, 15.4% higher than EUR 84.0 million in the first nine months last year. This increase was achieved despite EUR 7.6 million negative effect from the lower USD. Profits were higher in all regions.

Net profit per average outstanding common share was EUR 2.33, compared with EUR 1.99 for the first nine months of 2003, adjusted for stock dividends.

Capital expenditures in the first nine months were EUR 38 million compared with EUR 40 million during the same period last year, while depreciation was EUR 39 million.

The investment portfolio had a net market value per September 30, 2004 of EUR 461 million. The portfolio's return in USD was 5.9%. Net investment income, after deduction of imputed interest, expenses and provisions was EUR 4.9 million. Management of these assets is delegated to a widely diversified group of independent managers.

Shareholder's equity was EUR 918 million, compared with EUR 871 million at the end of 2003.

Hunter Douglas had approximately 16,300 employees at the end of September 2004.

Third quarter 2004

Third quarter sales were EUR 439.3 million, 0.9% lower than EUR 443.2 million in the same period of 2003. The sales decrease reflects 4.2% higher volume, 3.9% negative currency impact and negative 1.2% contribution from acquisitions net of divestments. All geographic regions had organic growth.

Net profit in the third quarter was EUR 39.8 million, 16.0% higher than EUR 34.3 million in the third quarter of 2003. Profits increased in all regions. The increase was achieved despite EUR 1.6 million negative effect from a lower USD.

Sales by Region first nine months 2004

Europe

Sales in Europe increased by 2.0% to EUR 505 million, reflecting volume growth.

North America

Sales in North America in USD increased by 14% to USD 765 million (5% in Euros to EUR 634 million), of which 9% volume increase and 5% contribution from acquisitions. Currency negatively impacted sales by 9%.

Latin America

Sales in Latin America were EUR 48 million, 14% higher than in the same period last year. The sales increase reflects 19% volume increase and 5% negative currency impact.

Asia

Sales in Asia were EUR 74 million, 10% higher than in the comparable period last year. The sales increase reflects 16% volume growth and 6% negative currency impact.

Australia

Sales in Australia were EUR 45 million, 13% higher than in the same period last year, reflecting 8% volume increase and 5% positive currency impact.

Outlook

Economic conditions improved in most markets, while growth in North America slowed in the third quarter. Hunter Douglas remains optimistic for 2004 in view of the strong position of its products, distribution and finances.

Profile

Hunter Douglas has its head office in Rotterdam, The Netherlands, and a management office in Lucerne, Switzerland. The group is comprised of 158 companies with 64 manufacturing and 94 assembly operations in more than 100 countries.

The common shares of Hunter Douglas N.V. are traded on the Dutch and German Stock exchanges.

For further information:

Werner Oppliger

Executive Vice President and Chief Financial Officer

Tel. +41 41 419 27 72

Website: www.hunterdouglasgroup.com

Consolidated Statements of Income - for the nine months and the third quarter (Annex 1+2), Balance Sheet (Annex 3), and Sales change attribution percentages by geographic region for the nine months 2004 and the third quarter (Annex 4) are attached.

- [Consolidated Statements of Income - for the nine months and the third quarter \(Annex 1\) + \(Annex 2\)](#)
- [Balance Sheet \(Annex 3\)](#)
- [Sales change attribution percentages by geographic region for the nine months 2004 and the third quarter \(Annex 4\)](#)