

nobia



July-September 2007

25 October 2007

Agenda

- Financial summary
- The UK region
- The Nordic region
- The Continental European region
- Financial position
- Store development plans
- Main priorities



Continued favourable organic growth

July-September 2007

- Net sales up by 6% to SEK 3,861 m (3,631)
- Organic growth was 6%
- Operating profit (EBIT) down slightly to SEK 272 m (280)
- Net profit was SEK 189 m (189)
- EPS after dilution was up 2% to SEK 1.09 (1.07)
- Operating margin was 7% (7.7)
- Operating cash flow was SEK 205 m (142)

Net sales analysis

	Jul-Sep SEK m	Change	Jan-Sep SEK m	Change
2006	3,631		11,534	
Organic growth	205	6%	701	7%
- UK region*	155	12%	393	10%
- Nordic region*	66	6%	292	7%
- Continental Europe region*	-32	-5%	20	1%
Currency effects	14	0%	-54	-1%
Acquisitions	27	1%	217	2%
Discontinued operations	-16	-0	-74	-1
2007	3,861	6%	12,324	7%

* Organic growth within each region.

Market situation in UK region July-September

- Stable development
- No visible subprime effect to date



UK region July-September

	2007 Jul-Sep	2006 Jul-Sep	Change
Net sales, SEK m	1,514	1,357	12%
Operating profit, SEK m	125	94	34%
Operating margin	8.3%	6.9%	

Number of stores 200

Magnet

Gower



UK region in Q3

- Favourable sales development in all segments, especially Magnet Trade
- 34% increase in operating profit to SEK 125 m
- 12% organic growth
- Stronger margin of 8.3% (6.9)
- Initial costs incurred for roll-out of Magnet Trade concept
 - Essentially completed in all Trade stores
- Expansion of Retail store network in progress
 - 10 more stores planned this year



New Magnet Retail store in Basingstoke

Market situation in the Nordic region July-September

- Continued stable development
- Slowdown in the new-build segments in Denmark and Finland

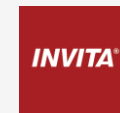


Nordic region July-September

	2007 Jul-Sep	2006 Jul-Sep	Change
Net sales, SEK m	1,235	1,155	7%
Operating profit, SEK m	120	149	-20%
Operating margin	9.7%	12.9%	



Number of stores 291



Nordic region in Q3

- Operating profit and margin negatively affected by HTH
 - Production and delivery disturbances
 - Measures taken showed results towards end of quarter
- Highest growth in the Finnish and Norwegian markets
- Organic growth mainly attributable to new-build sales and higher order values
- Operating profit negatively affected by raw material prices



Marbodal introduced a new eco-labelled kitchen in white high-gloss

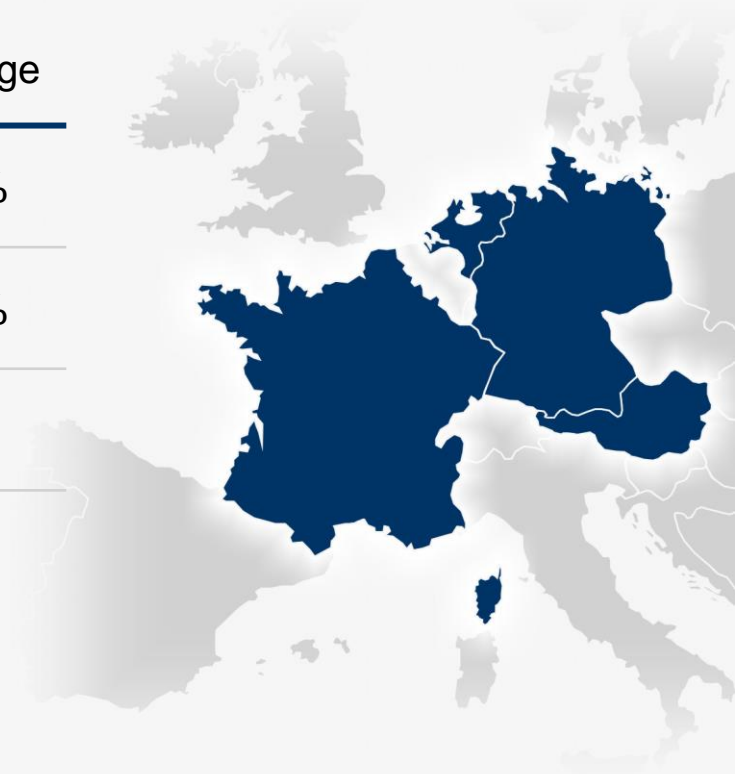
Market situation in the CE region July-September

- Negative development in Germany and the Netherlands
- Positive development in France



Continental Europe region July-September

	2007 Jul-Sep	2006 Jul-Sep	Change
Net sales, SEK m	1,121	1,143	-2%
Operating profit, SEK m	64	67	-5%
Operating margin	5.7%	5.9%	



Number of stores 170



Continental Europe in Q3

- Sales growth in France, Austria and in exports to the UK
- Sales decline in Germany, the Netherlands and exports outside Europe
- Operating profit negatively affected by raw material prices and currency effects
- Continued development of retail network
 - Culinoma
 - Hygena
 - Poggenpohl
- Changes in distribution and sourcing structure incurred initial costs
 - Flatpack bath discontinued
 - Fewer and larger customers in economy and middle segments
 - Transition of Hygena sourcing



Poggenpohl launched a new kitchen with Porsche Design in September

Performance by region January-September

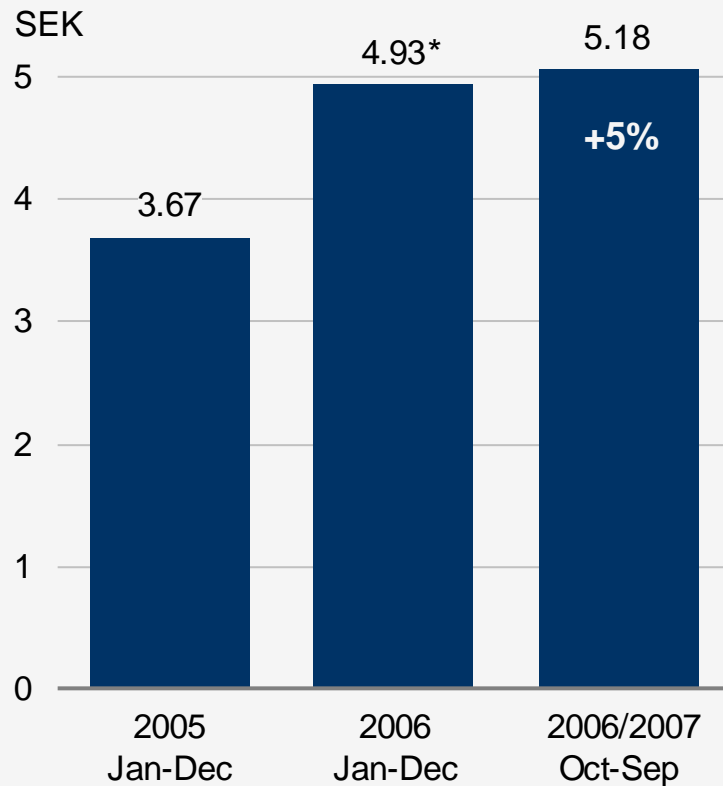
SEK m	Net sales Jan-Sep		Operating profit Jan-Sep		Operating margin Jan-Sep	
	2007	Change	2007	Change	2007	2006
UK	4,541	9%	387	27%	8.5%	7.3%
Nordic	4,289	7%	528	-7%	12.3%	14.1%
Continental Europe	3,580	4%	188	-10%	5.3%	6.1%
Other Group adjustments	-86		-99			
Group	12,324	7%	1,004	2%	8.1%	8.5%

Profit development

SEK m	2007 Jul-Sep	Change
Operating profit before depreciation, (EBITDA)	383	-1%
Operating profit, (EBIT)	272	-3%
Pre-tax profit	244	-2%
Net profit	189	0%

- UK region improved
- Problems at HTH
- Lower tax rate

Earnings per share



■ Earnings per share after dilution and split 3:1

*) Earnings per share were SEK 4.72 in 2006 for comparable units.

Nobia's goal for profit growth:

Earnings per share shall increase over a business cycle by an average of 12 per cent annually.

Average increase 2001-2007 is 15%

Financial position

SEK m	2007 Jan-Sep	2006 Jan-Sep
Investments	446	342
Operating cash flow	853	737

SEK m	2007 30 Sep	2006 30 Sep
Net debt	2,261	2,635
Net debt/equity, %	59	73

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Store development plans

Increased pace of store establishment

Objective: better market coverage

- Expansion of Magnet network in UK
 - Plan to open 100 new stores over 3-year period, of which 17 in 2007

- Expansion of Hygena network in France
 - Plan to open 50-75 stores when integration into Nobia's product supply system is completed
 - 4 stores planned in Spain during 2008



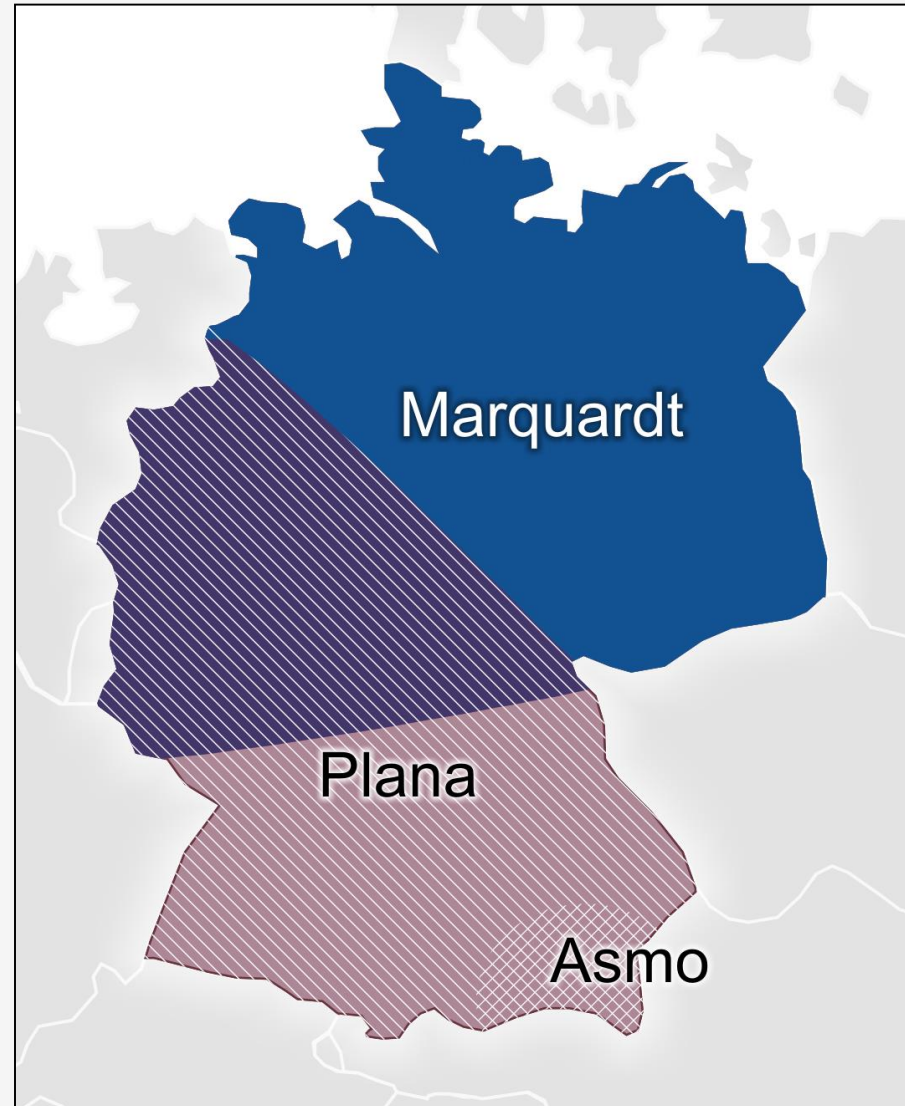
Acquisition of Asmo in October

- Kitchen retail chain
- Based in Munich
- 12 stores in the greater Munich area
- Seller is TAC Holding GmbH
- Conditional upon approval from the competition authorities



Culinoma in Germany

Culinoma currently has 77 kitchen stores in three areas of Germany with retail sales of approximately EUR 180 million.



Main priorities

- Strengthen the retail base
- More efficient supply chain
- Further growth
 - Organic and acquired

**Capital Markets Day
Stockholm 28 November**

**Next report
8 February**

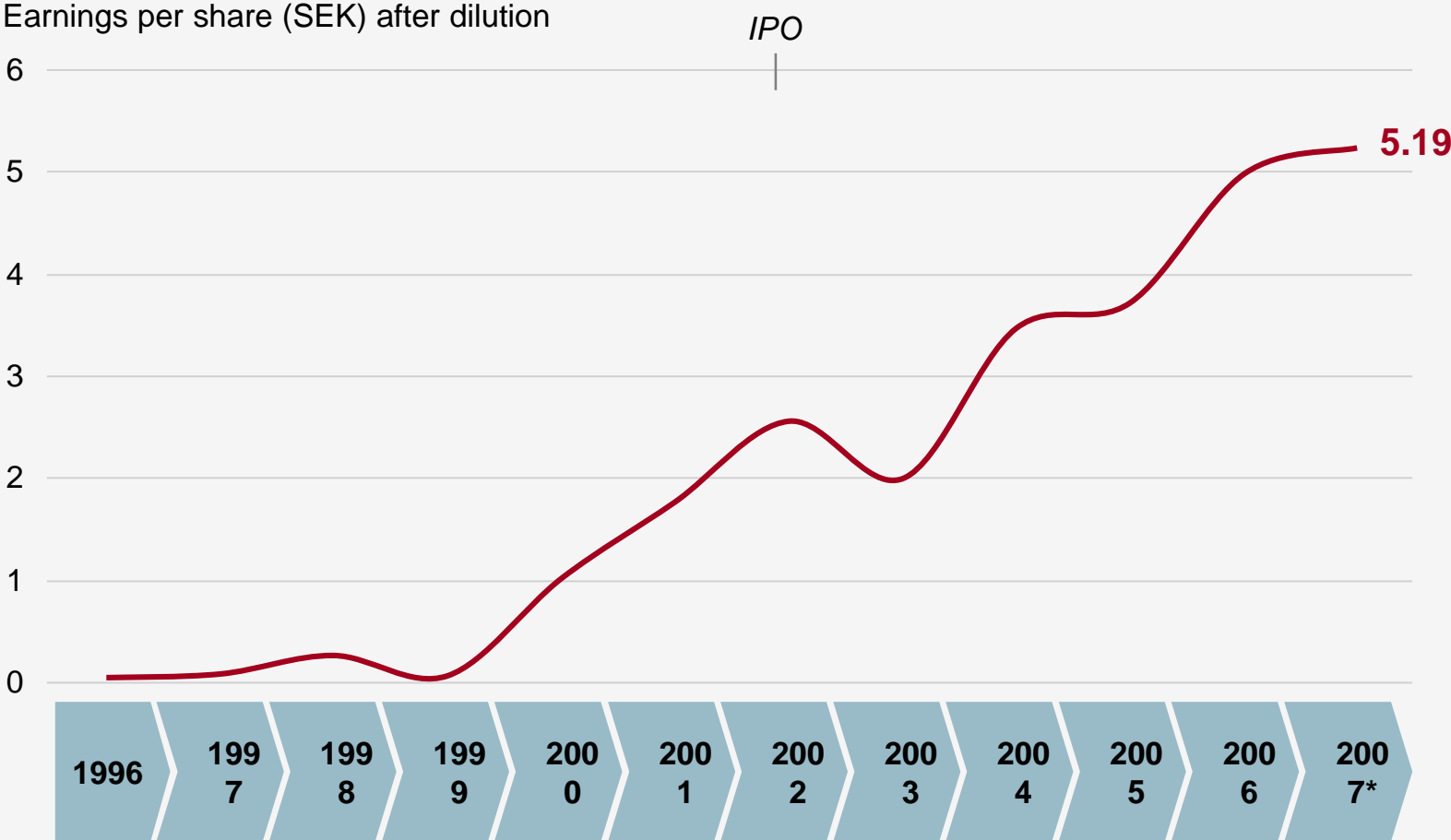




Thank you for your attention

Time for questions

Earnings per share



*) R12 Oct 2006-Sep 2007

2005 restated

2001-2006 an average of 19%