

Magnet

Magnet TRADE

Gower

Alcazar KEITTIÖT

PARMA KEITTIÖT

PETRA KEITTIÖT

netto KEITTIÖT



uno form

GÖR DET SELV H&H

INTUO

Marbodal

myresjökök

NOREMA

Asigdal

ewe

FM DIE KÖCHE ZUM LEBEN

OPTI FIT Die Köche - Das Bad

poggen pohl

hygena

Interior Solutions



nobia

nobia

Interim report Q3, 2012

26 October 2012



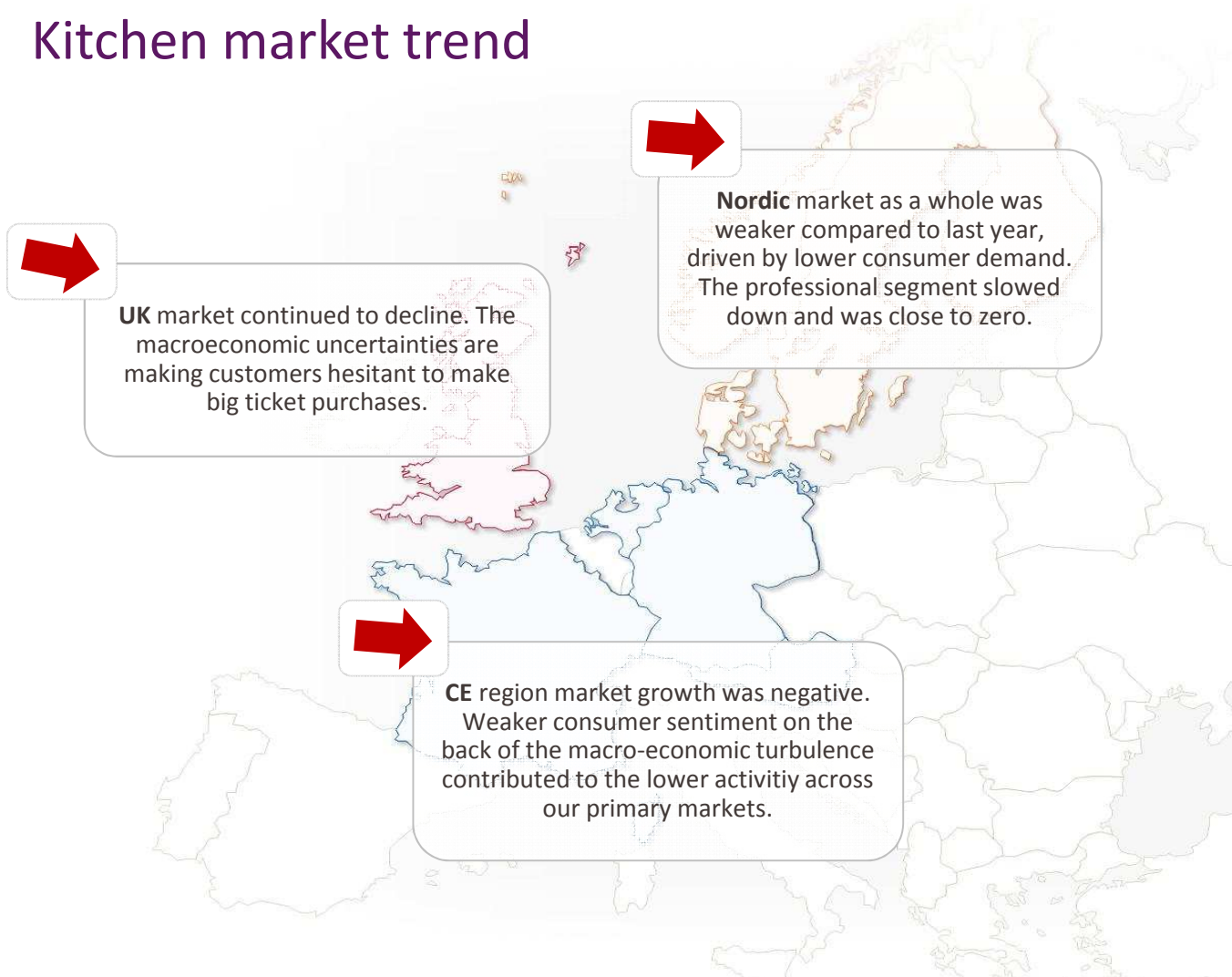
Q3: Improved margins

- Net sales SEK 2,863 m (3,109)
- Organic growth -5% (0)
- EBIT SEK 142 m (126)
- Weaker demand in all regions
- UK sales affected by core supplier leaving the market
- Solid margins in the Nordics
- Organic growth of 6% in CE Region
- Activities to enhance efficiency are taking effect

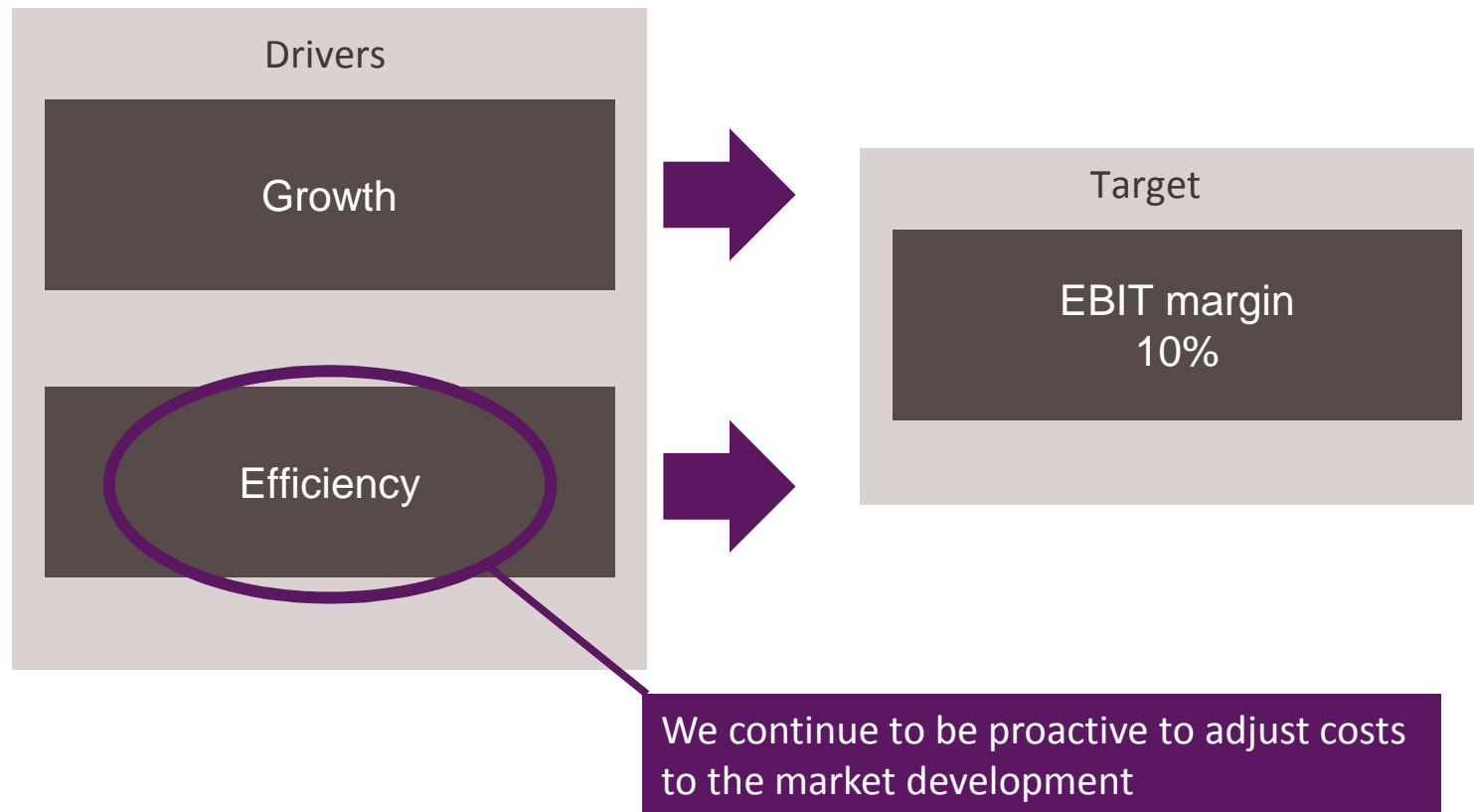
Excluding restructuring costs



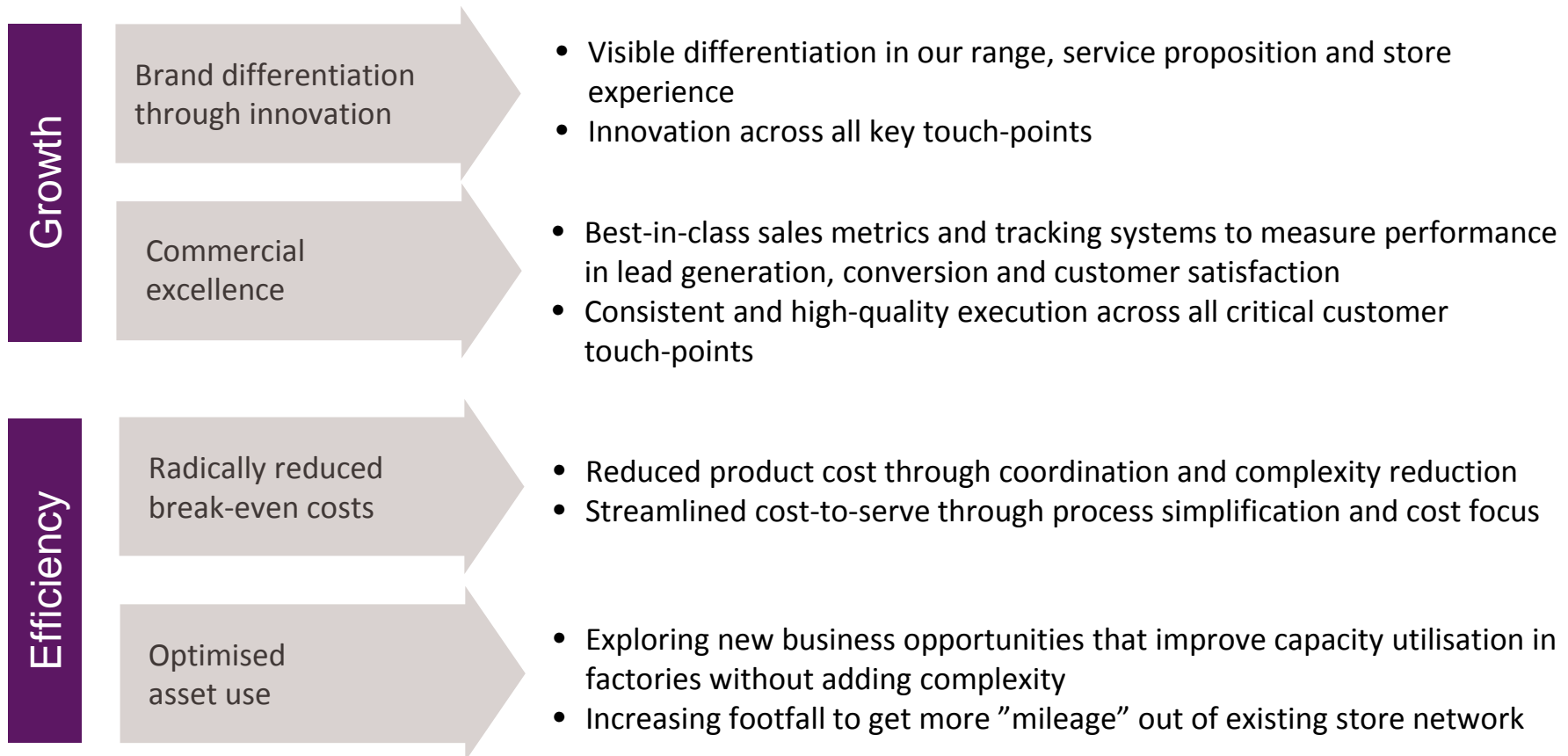
Kitchen market trend



Drivers that will help us reach our financial target



Bringing our strategic themes to life



Nobia Group, Q3 financial highlights

- Sales affected by weaker markets
- Gross margin improved
- Higher operating profit
- EBIT margin improved
- Restructuring costs SEK 26 m (113)
- Profit after tax SEK 62 m (-8)
- Operating cash flow SEK 123 m (124)
- Debt/equity ratio 43% (40)
- Goodwill SEK 2,590 m

	2011 Jul-Sep	2012 Jul-Sep
Net sales SEK m	3,109	2,863
Organic growth	0%	-5%
Gross margin	38.5%	40.1%
EBIT SEK m	126	142
EBIT margin	4.1%	5.0%

Excluding restructuring costs

UK region

- Lower volumes in both channels
- Sales affected by Oakworth Joinery leaving the market
- Gross margin improved
- Earnings reduced due to lower volumes



	2011 Jul-Sep	2012 Jul-Sep
Net sales SEK m	1,108	967
Organic growth	-5%	-14%
Gross margin	38.3%	39.7%
EBIT SEK m	66	37
EBIT margin	6.0%	3.8%

Excluding restructuring costs

Nordic region

- Lower sales attributed to Sweden and Denmark
- Consumer sales declined and professional sales growth turned negative in the end of the period
- Gross margin improved slightly
- Earnings maintained



	2011 Jul-Sep	2012 Jul-Sep
Net sales SEK m	1,192	1,101
Organic growth	10%	-2%
Gross margin	37.9%	38.3%
EBIT SEK m	102	101
EBIT margin	8.6%	9.2%

Excluding restructuring costs

Continental Europe region

- Higher volumes in both Poggenpohl and Hygena
- Increased project deliveries
- Increased sales in comparable Hygena stores
- Gross margin improved
- Higher earnings



	2011 Jul-Sep	2012 Jul-Sep
Net sales SEK m	811	802
Organic growth	-6%	6%
Gross margin	38.2%	41.6%
EBIT SEK m	-18	42
EBIT margin	-2.2%	5.2%

Excluding restructuring costs

Financial position

Operating cash flow

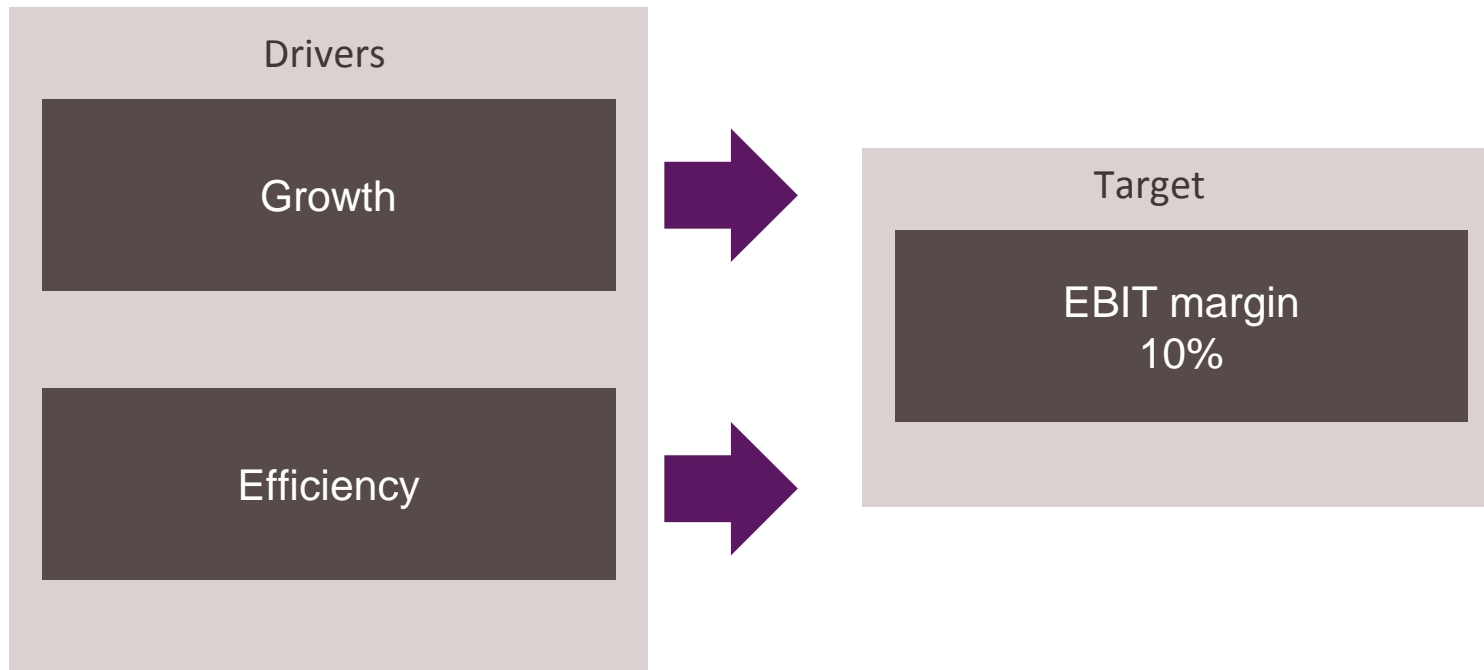
- Higher profit generation
- Lower restructuring payments
- Higher investments

Net debt

- Increase mainly due to investments

SEK m	2011 Jul-Sep	2012 Jul-Sep
Change in working capital	-6	4
Operating cash flow	124	123

SEK m	2011 30 Sep	2012 30 Sep
Net debt	1,466	1,509
- of which pensions	573	543
Net debt/equity	40%	43%



Q & A

