

nobia

Interim report Jan-Dec 2013

13 February 2014



Q4 highlights

- Organic growth -1% (-2)
- Gross margin* 42.0% (42.0)
- EBIT margin* 6.8% (6.3)
- EBIT* SEK 199 m (196)
- Profit after tax SEK 98 m (-677)
- Operating cash flow SEK 210 m (133)

* Excluding restructuring costs



Kitchen market trend



UK market continued to grow although from low levels. Consumer confidence has recovered, but the economy remains fragile.



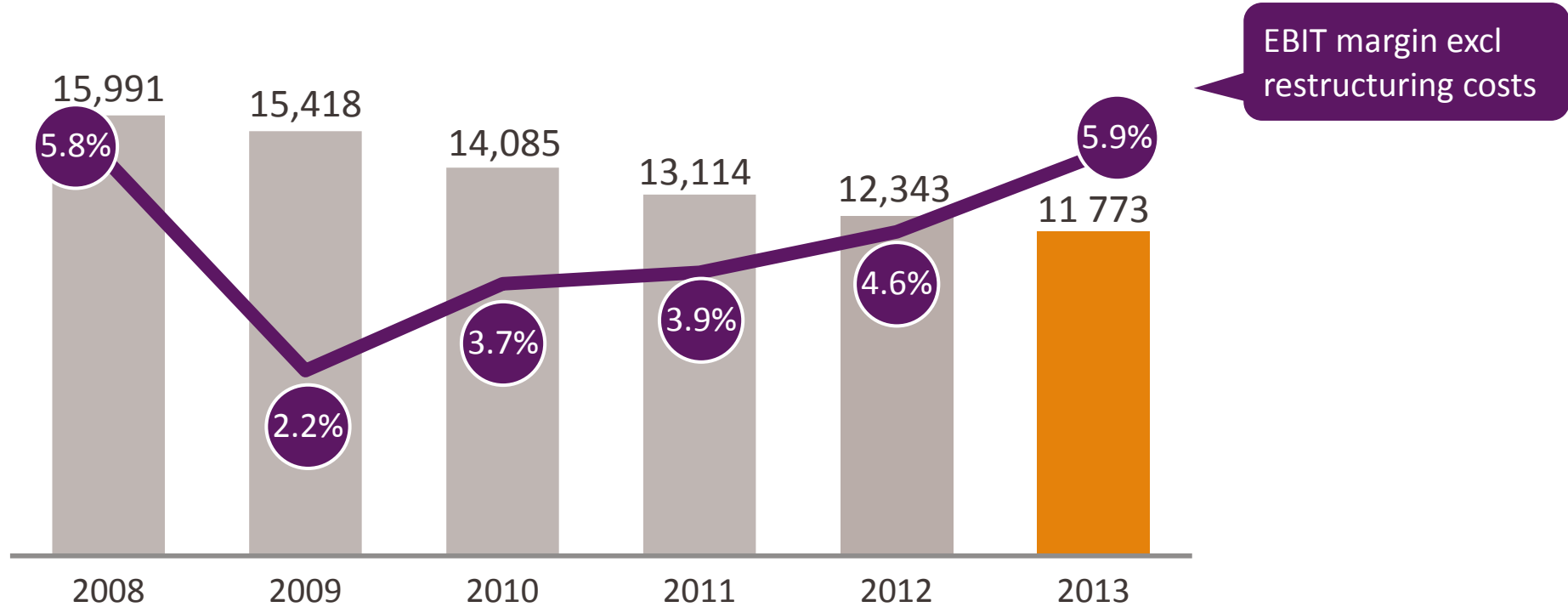
Nordic market is estimated to have been slightly down on last year. Professional segment weakened and also the consumer demand deemed to have soften.



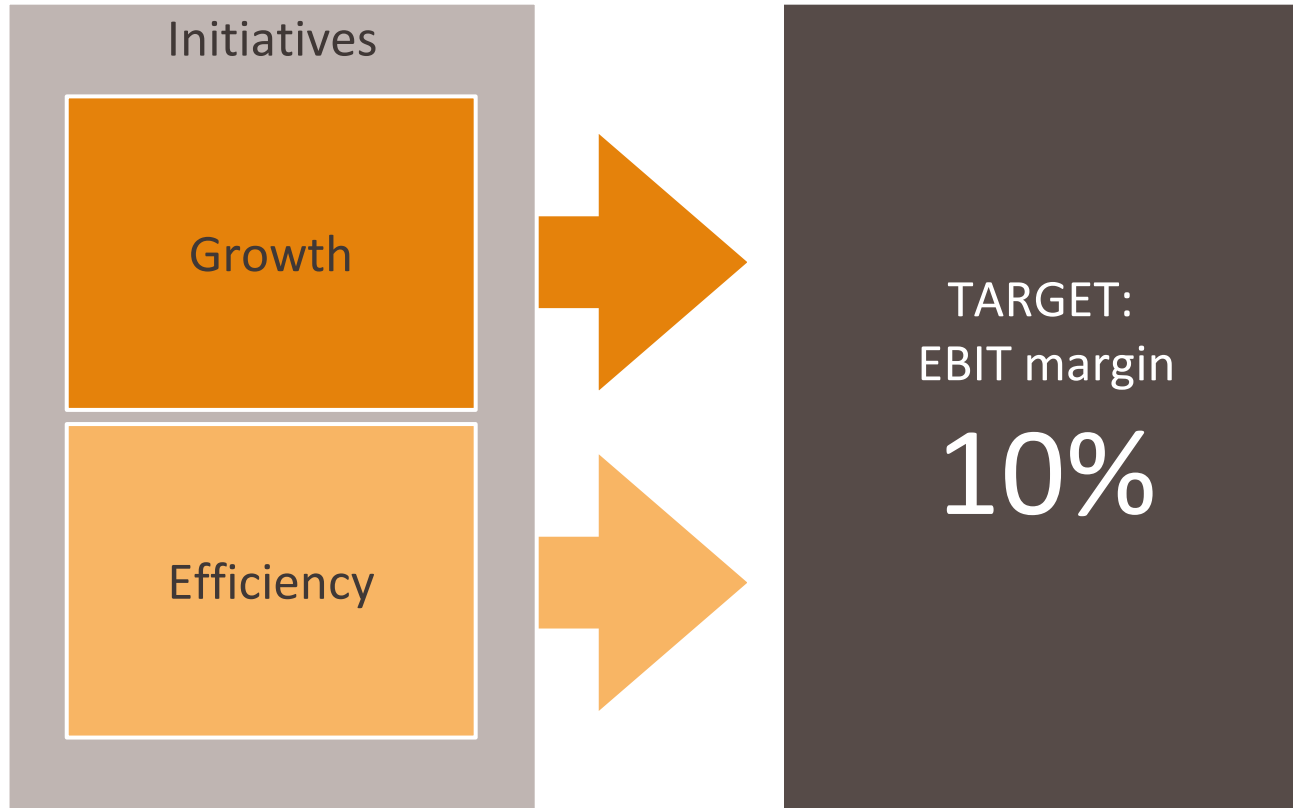
Continental Europe market growth was negative. The lower activity level was attributable to all of Nobia's main markets in Central Europe, but particularly to the French market.

Net sales and EBIT margin from 2008

SEK M



Strategy to increase profitability



Growth initiatives

- Focus on **innovation** to bring both small and larger innovations faster to market
- Investments in **digital** to improve footfall
 - Web site platform with improved functionality to facilitate link to store network
- Nobia-wide **front end excellence** programme
 - Common sales process and KPIs to follow up performance
 - Tools and coaching for store managers
 - World class planning software
- Structure for **acquisitions and partnerships**



UK region

- Organic sales growth in both sales channels
- Earnings improved, mainly as a result of increased sales values
- Negative currency effects

34% of net sales in Q4

	2012 Oct-Dec	2013 Oct-Dec
Net sales (SEK m)	1,018	1,029
Organic growth	-8%	8%
Gross margin*	41.3%	41.0%
EBIT* (SEK m)	66	73
EBIT margin*	6.5%	7.1%

* Excluding restructuring costs

Magnet

Gower



Nordic region

- Organic decline due to both lower deliveries to professional customers and lower consumer sales
- Gross margin decreased due to lower sales volumes and negative currency effects
- Cost savings helped to improve the EBIT margin

44% of net sales in Q4

	2012 Oct-Dec	2013 Oct-Dec
Net sales (SEK m)	1,332	1,275
Organic growth	-1%	-3%
Gross margin*	41.2%	40.9%
EBIT* (SEK m)	165	162
EBIT margin*	12.4%	12.7%

* Excluding restructuring costs



GÖR DET SELV HTH

uno form®



Marbodal®

•myresjökök

sigdal

NOREMA

PETRA
KEITTIÖT

PARMA
KEITTIÖT

netto
KEITTIÖT

AlCasta
KEITTIÖT

Continental Europe region

- Sales declined in all business units, but mainly attributable to Hygena
- Optifit had sales of SEK 77 m in Q4 2012
- Improved gross margin, primarily due to higher sales values and lower material prices
- EBIT was almost flat despite the lower volumes

22% of net sales in Q4

	2012 Oct-Dec	2013 Oct-Dec
Net sales (SEK m)	754	632
Organic growth	3%	-9%
Gross margin*	42.2%	43.8%
EBIT* (SEK m)	3	2
EBIT margin*	0.4%	0.3%

* Excluding restructuring costs

hygena

ewe
... und nicht irgendeine Küche

INTUO

FM
DIE KÜCHE ZUM LEBEN

goldreif
BY THE POGGENPOHL GROUP

**poggen
pohl**

Financial position, Q4

Improved operating cash flow

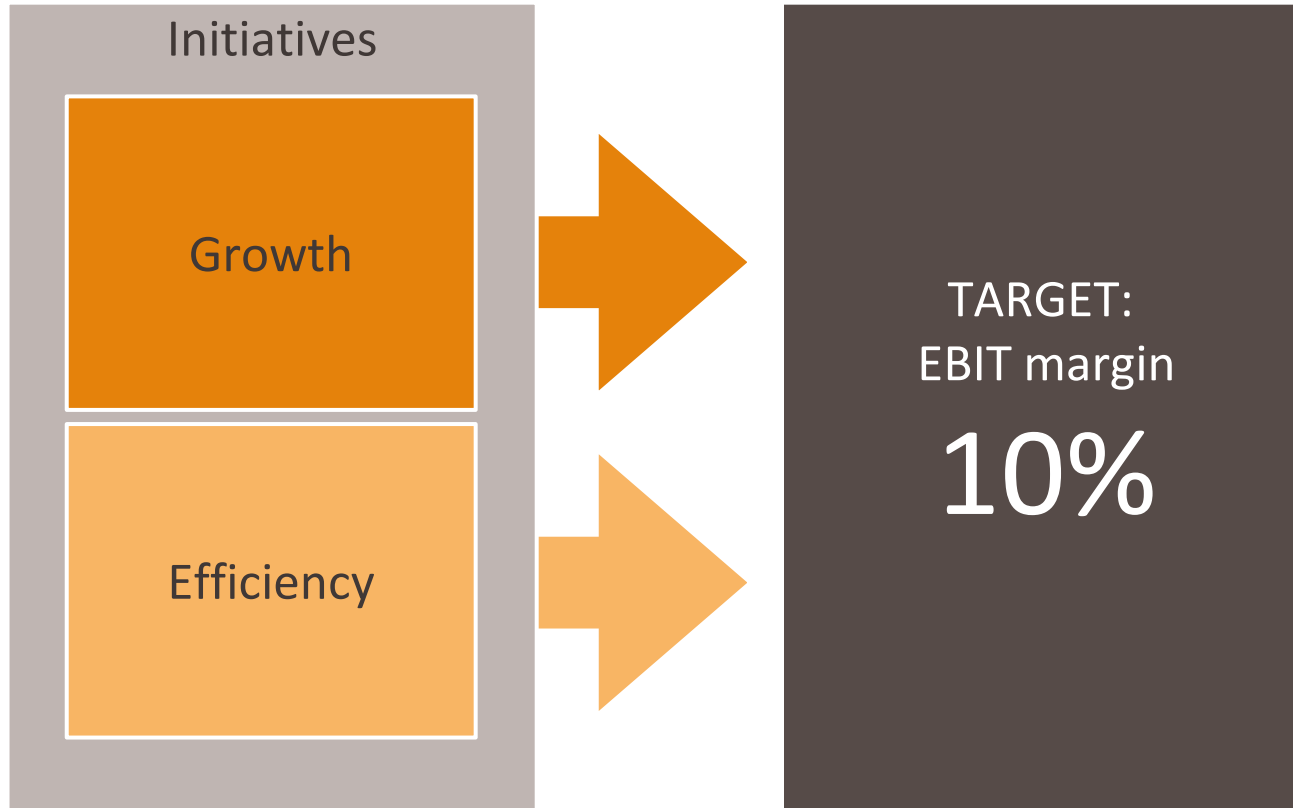
- Lower investments and restructuring payments
- Further reduction of working capital
- Slightly higher profit generation

Lower net debt

- Lower net borrowings
- Lower net debt/equity due to strong cash flow and reduced pension debt

SEK m	Q4 2012	Q4 2013
Operating profit*	196	199
Change in working capital	75	85
Investments in fixed assets	-131	-90
Operating cash flow	133	210
* Excluding restructuring costs		
SEK m	2012 31 Dec	2013 31 Dec
Net debt	1,707	1,176
– of which pensions	819	654
– of which net borrowings	888	522
Net debt/equity	64%	37%

Strategy and target remain



QUESTIONS & ANSWERS



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