

Interim report January-September 2015

30 October 2015



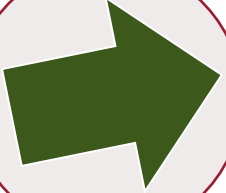


Q3 highlights

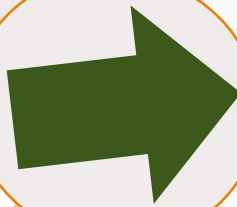
- Net sales SEK 3,204 m (2,695)
- Organic growth 9% (-2)
- Gross margin 40.9% (42.1)
- EBIT margin 10.7% (9.5)
- EBIT SEK 343 m (256)
- Profit after tax* SEK 258 m (-323)
- Operating cash flow SEK 274 m (171)

* Including items affecting comparability of SEK 0 m (-477)

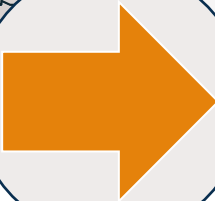
Kitchen market trend



UK market continued to grow. The growth was primarily attributable to the lower priced segment of the market.

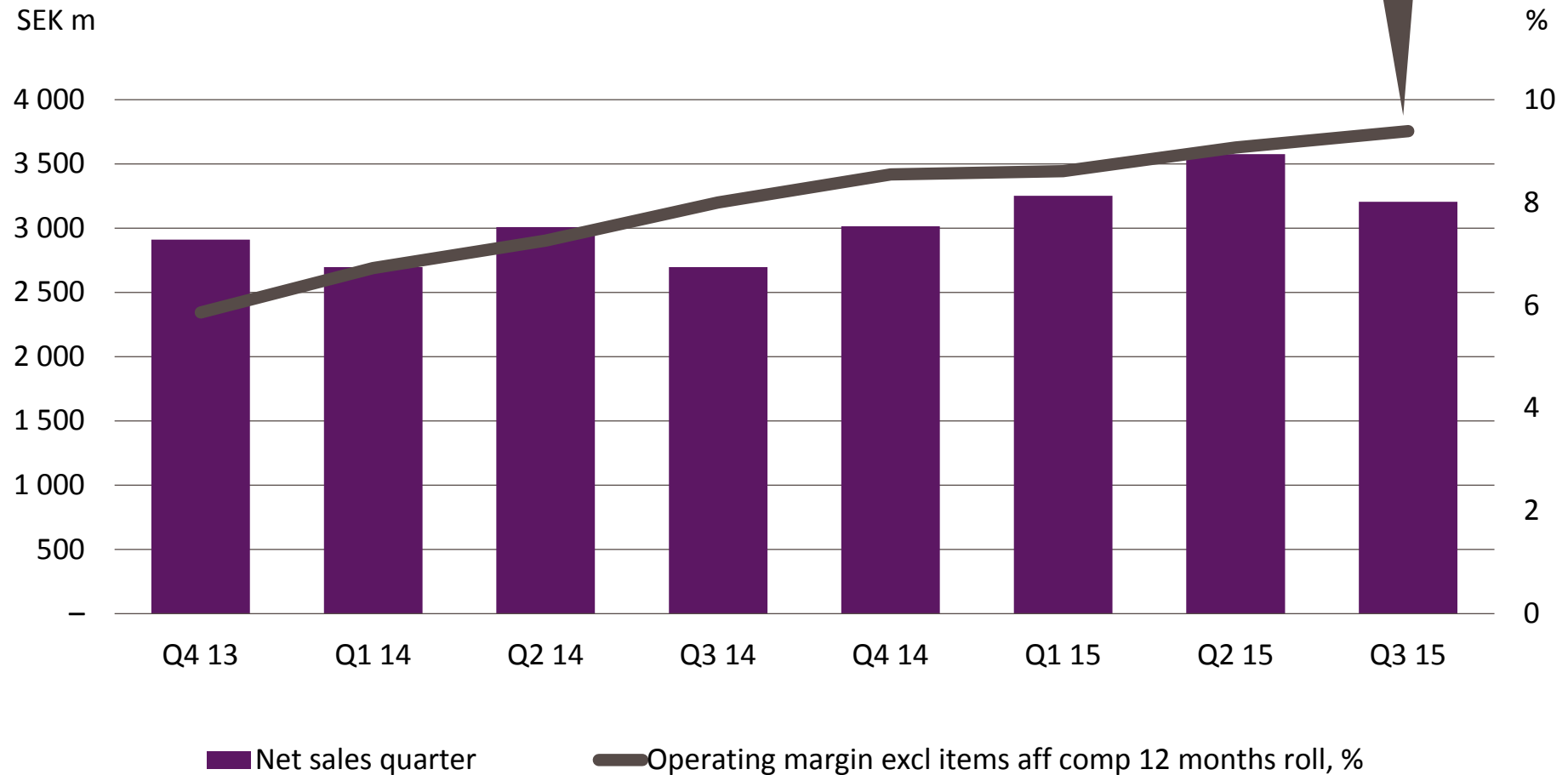


Nordic market estimated to have been up. Sweden remains to be the main engine with growth in the consumer segment as well as in the professional segment.

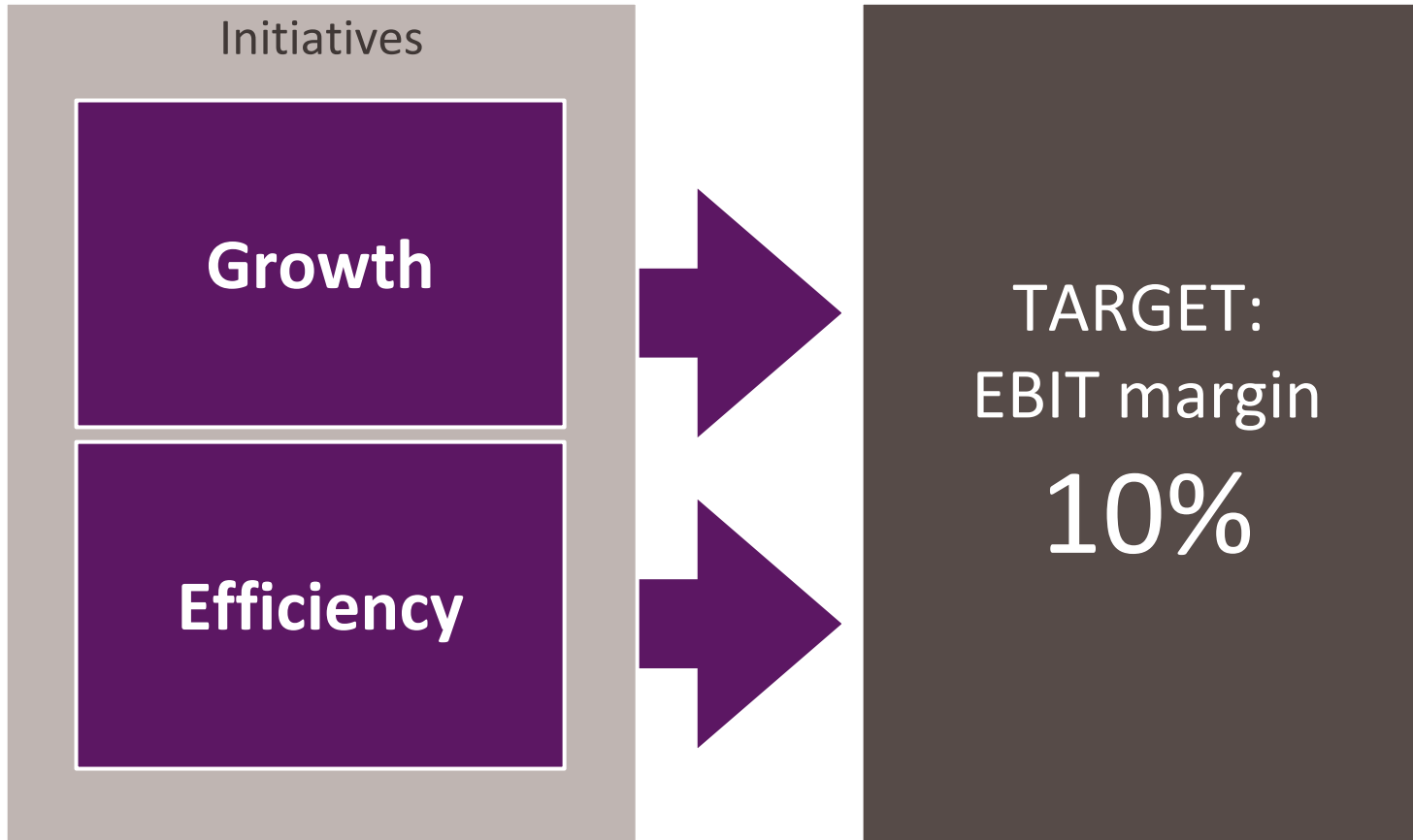


Central Europe market is estimated to have been on par with last year. The Austrian market was however slightly down.

Net sales and operating margin



Strategy based on Growth and Efficiency



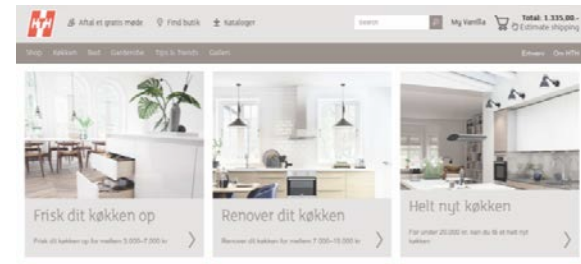
How we will grow

Growth initiatives

- Focus on Innovation to bring small and larger innovations faster to market
- Digital solutions to improve footfall
- Front End Excellence programme
- Acquisitions and partnerships
- New stores in selected markets and areas

Growth opportunities

- Investments in the Economy segment
 - In the UK, 2/3 of the market is below GBP 6,000
 - Similar opportunities in the other regions



Simply MAGNET



Nordic region

39% of net sales in Q3

- Organic growth in both professional and consumer segment
- Gross margin declined due to currency and sales mix
- EBIT improved from higher sales values and increased volumes

	2014 Jul-Sep	2015 Jul-Sep
Net sales (SEK m)	1,123	1,237
Organic growth	-3%	12%
Gross margin	40.7%	39.7%
EBIT (SEK m)	138	172
EBIT margin	12.3%	13.9%



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NOREMA



UK region

- Organic growth in Magnet, while B2B sales declined
- Growth in Magnet primarily in retail
- Rixonway's net sales SEK 111 m
- Gross margin declined on the back of lower sales values and the impact of the Rixonway business model
- EBIT improved mainly due to higher volumes and currency

48% of net sales in Q3

	2014 Jul-Sep	2015 Jul-Sep
Net sales (SEK m)	1,208	1,535
Organic growth	2%	5%
Gross margin	41.8%	41.1%
EBIT (SEK m)	108	163
EBIT margin	8.9%	10.6%

Magnet

Gower



**rixonway
kitchens**

Central Europe region

- Organic growth in Poggenpohl, while sales in Austria declined
- Gross margin fell due to sales mix, higher guarantee commitments and lower productivity
- EBIT declined as a consequence of the lower gross margin

13% of net sales in Q3

	2014 Jul-Sep	2015 Jul-Sep
Net sales (SEK m)	364	432
Organic growth	-9%	9%
Gross margin	46.2%	42.6%
EBIT (SEK m)	43	39
EBIT margin	11.8%	9.0%



Financial position, Q3

Improved operating cash flow

- Higher profit generation
- Positive change in working capital

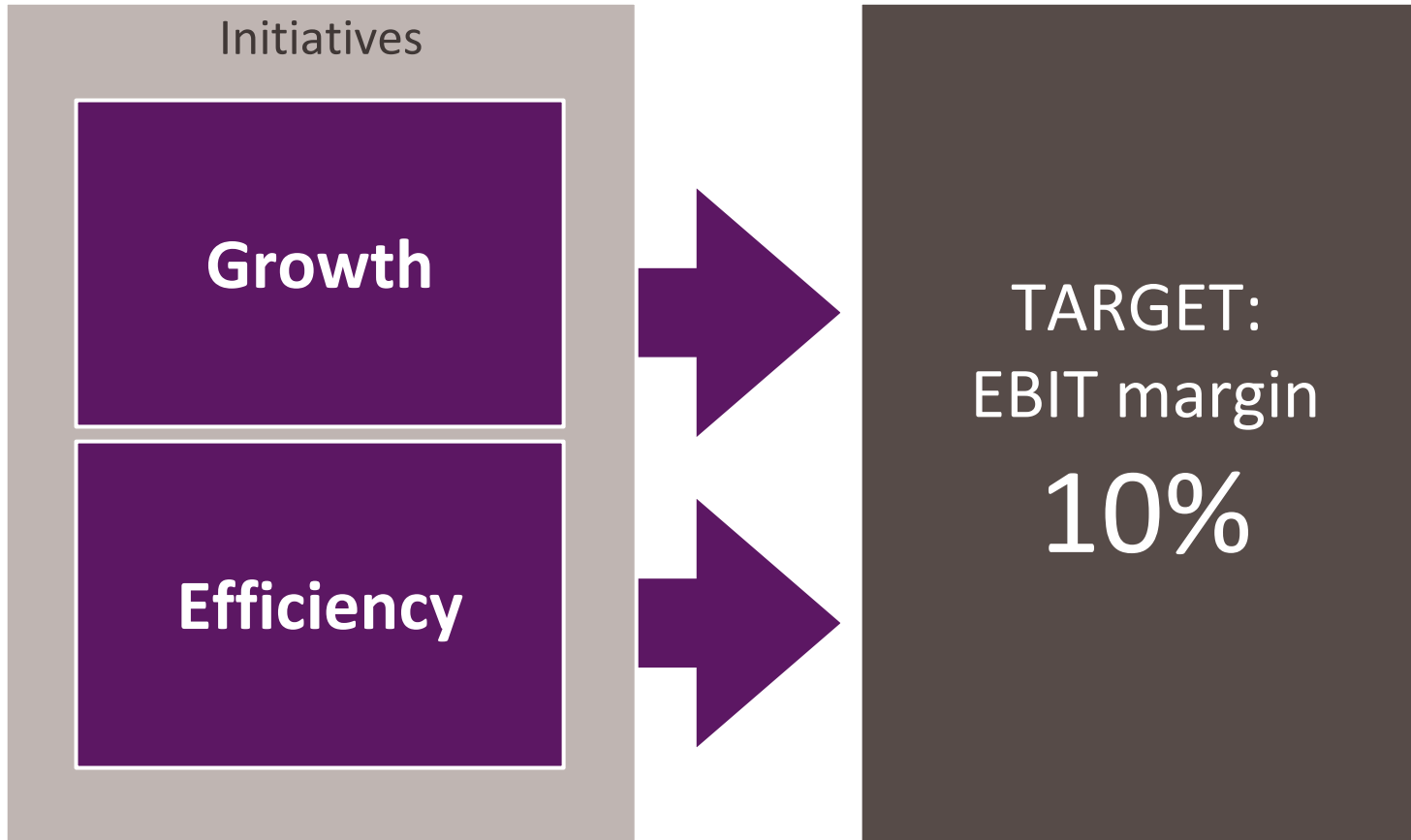
Strong balance sheet

- Lower net debt
- Pension debt increased mainly due to currency
- Net cash position

SEK m	2014 Jul-Sep	2015 Jul-Sep
Operating profit incl. items affecting comparability	256	343
Change in working capital	-76	-44
Investments in fixed assets	-86	-88
Operating cash flow	171	274

SEK m	2014 30 Sep	2015 30 Sep
Net debt	1,099	808
– of which pensions	842	863
– of which net borrowings	257	-55
Net debt/equity	36%	22%

Strategy for a strong Nobia remains



Q&A

