Q3 2021 Results Presentation

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Highlights Q3

- Good performance in the Nordics and Central Europe
- Mixed performance in the UK
  - Continued growth in the trade segment whilst retail and project sales below pre-covid levels
- Challenging supply chain in kitchen industry: direct material cost inflation and availability challenges
- Price increases to compensate for direct material price increases
- Solid balance sheet for investments in future growth and efficiency improvements

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Kitchen market development

Nordic market: Stay-at-home trend, solid housing markets and consumer confidence continues to support retail sales. Stable B2B demand driven by housing construction activity.

UK: Slower than anticipated recovery in the retail/consumer segment. London project market and social housing remain weak.

Central Europe: strong consumer demand supported by the stay-at-home trend. Housing shortage in Netherlands supports new construction and B2B sales.

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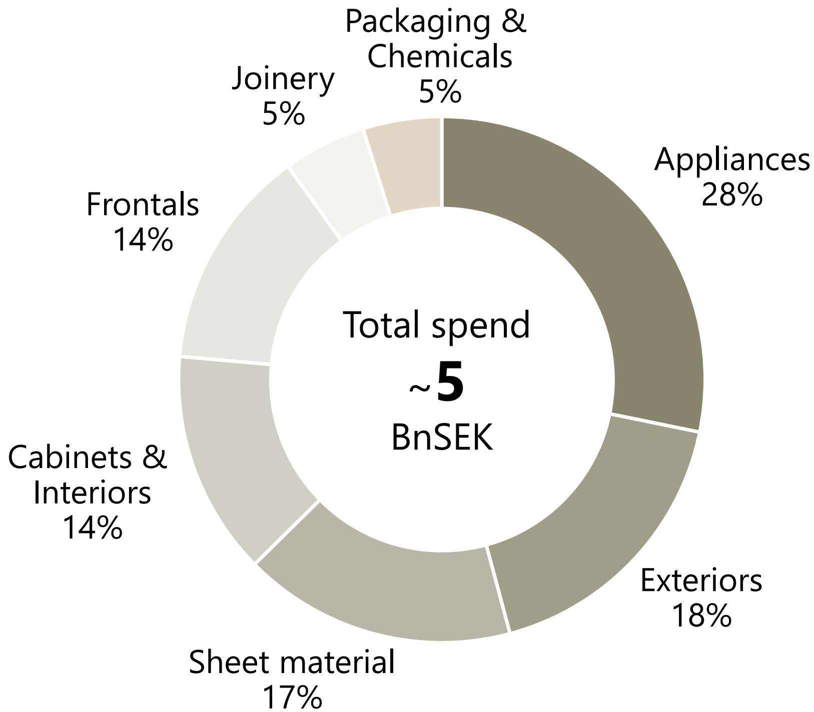
Direct material pricing impact update

- Significant upward pressure on direct material cost and components
- Supply chain disruptions resulting in low availability for certain components and longer lead times
- Pricing to customers adjusted, expected effect from Q4 2021



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Nobia Group, Q3

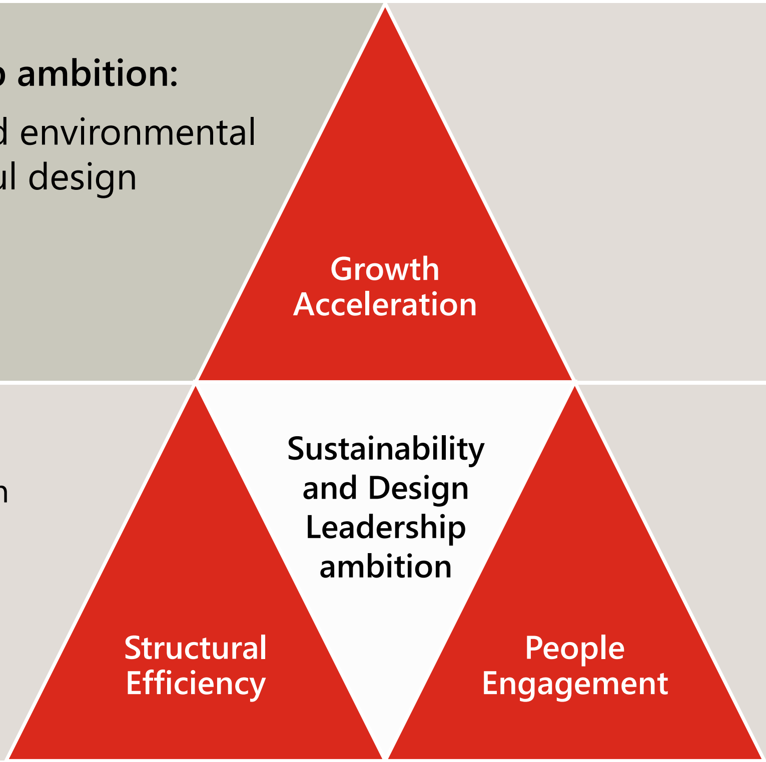
- Organic net sales increased 3%
  - High single-digit growth in Nordics and Central Europe
  - Decline in Region UK
  - Price increases
- EBIT improved to SEK 228m (195)
- EBIT margin increased to 7.1% (6.3)

	2020 Q3	**2021 Q3**
Net sales (SEKm)	3,105	**3,215**
Organic growth, (%)	-2	**3**
Gross margin, (%)	35.7	**39.5**
EBIT (SEKm)	195	**228**
EBIT margin (%)	6.3	**7.1**

Tomorrow Together Strategy - priorities

Sustainability and Design Leadership ambition:

Leading the industry through reduced environmental footprint and beautiful and purposeful design



Growth Acceleration initiatives:

- Catapult trade growth
- Revitalise consumer retail
- Reinforce project leadership
- Selective geographical expansion
- Digital and data excellence

Structural Efficiency initiatives:

- Manufacturing footprint transformation
- Product platform alignment (K2020)
- Business process harmonisation

People Engagement initiatives:

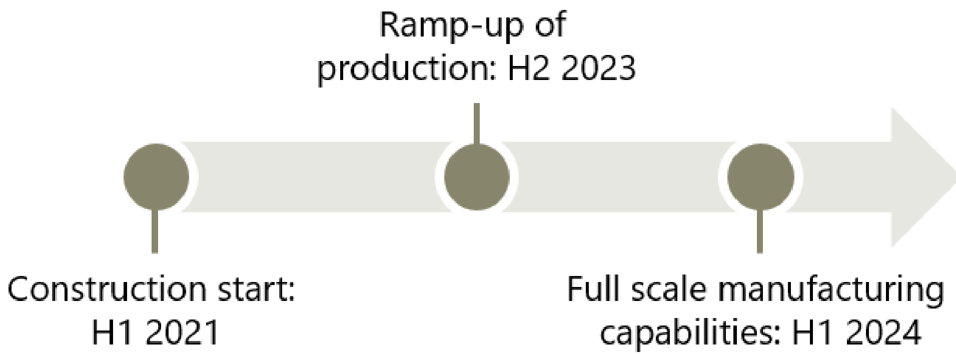
- Engage and empower our people
- A collaborative culture with shared purpose & direction
- Ensure winning capabilities
- Organised for strategy execution

Construction of our new factory in Jönköping progressing according to plan

- **Machine park investment**: 2.0 BnSEK
- **Project cost:** 0.2 BnSEK (CAPEX, cash)
- **Building:** 1.5 BnSEK (develop, sell & lease back)
- **Write down, non-cash:** 0.1 BnSEK

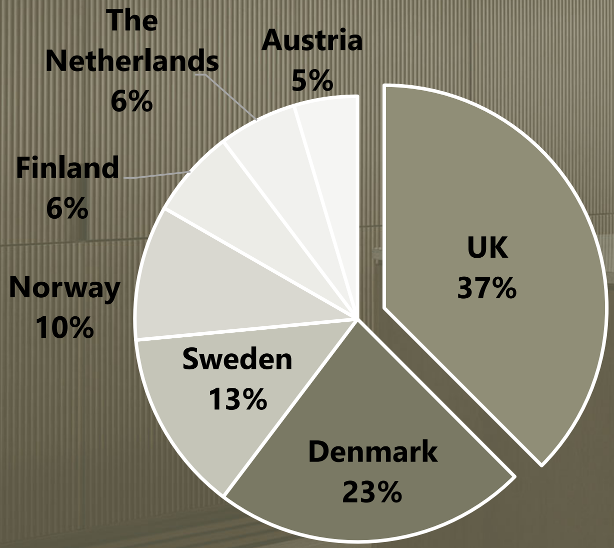
0.3 BnSEK
run rate savings

>0.5 BnSEK
value of capacity increase

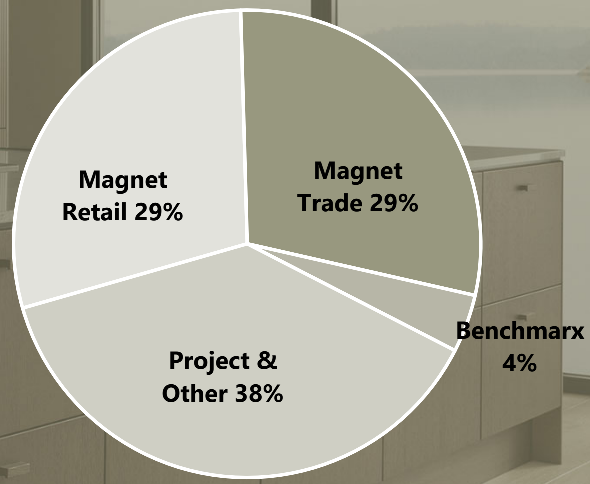


Net sales, rolling 12 months

Group by country



UK Region by segment



Nordic region, Q3

- Organic net sales increased 8%
  - Denmark & Sweden driving growth
  - Strong demand for painted kitchens
  - Improved project market in Finland
- Higher average order values and favorable mix due to strong retail development
- Cost for direct materials increased

50% of Q3 Group sales

	2020 Q3	**2021 Q3**
Net sales (SEKm)	1,491	**1,607**
Organic growth (%)	3	**8%**
Gross margin (%)	36.1	**36.7**
EBIT (SEKm)	183	**196**
EBIT margin (%)	12.3	**12.2**

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UK region, Q3

- Organic net sales down 4% (vs 2020)
  - Continued growth in Magnet trade
  - Retail sales below last year and 2019
  - Construction in London and social housing have not recovered
  - Benchmarx account discontinued. Adjusted for this, organic sales increased by 1%
- Investments in Magnet retail for 2022 season
- Price increases and segment mix behind gross margin improvement

Magnet Gower ck commodore kitchens

40% of Q3 Group sales

	2020 Q3	**2021 Q3**
Net sales (SEKm)	1,295	**1,274**
Organic growth, (%)	-9	**-4**
Gross margin, (%)	34.1	**42.5**
EBIT (SEKm)	13	**41**
EBIT margin (%)	1.0	**3.2**

Central Europe region, Q3

- Organic net sales growth 7%
  - Strong consumer demand in Austria
  - Good demand in social housing and new housing needs drives sales in Netherlands
- EBIT and margin lower due to direct material cost increases

10% of Q3 Group sales

	2020 Q3	**2021 Q3**
Net sales (SEKm)	319	**334**
Organic growth, (%)	10	**7**
Gross margin, (%)	33.9	**32.3**
EBIT (SEKm)	38	**34**
EBIT margin (%)	11.9	**10.2**

Financial position

- Operating cash flow of SEK 123m (484)
  - Investments related to the new factory in Jönköping
  - PY impacted by governmental support
- Strong balance sheet
  - Financial net debt of SEK 153m (483)
  - Leverage* amounted to 0.11 times (0.58)

Cash flow	2020 Q3	2021 Q3
Operating cash flow	484	**123**
Of w. operating profit	*195*	*228*
Of w. change in working capital	*99*	*-72*
Of w. investments in fixed assets	*-50*	*-230*

Net debt	2020 30 Sep	2021 30 Sep
Borrowings	796	211
Net pension debt	580	303
Interest bearing assets	893	361
Financial Net Debt	**483**	**153**
Financial Net Debt / Equity, %	12	3
IFRS 16 leasing liabilities	2,360	1,887
Net debt	**2,843**	**2,040**
Net debt/Equity, %	68	44

*Net debt/EBITDA on rolling 12 months, excl. IFRS 16 Leases and items affecting comparability

Summary

- Good performance in the Nordics and Central Europe
- Mixed performance in the UK
  - Continued growth in the trade segment whilst retail and project sales below pre-covid levels
- Challenging supply chain in kitchen industry: direct material cost inflation and availability challenges
- Price increases to compensate for direct material price increases
- Solid balance sheet for investments in future growth and efficiency improvements

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Designing Kitchens for Life