

# Q3 2023 Results Presentation

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# Nobia Group, highlights Q3

- Positive EBIT despite a substantial volume decline
- Decline in sales reflecting the market development and macro situation
- Restructuring cost savings ahead of plan
- Price increases continue to be effective
- Direct material cost approaching a decline
- Jönköping factory construction remains on plan. Flat-pack kitchen cabinet deliveries to customers has started
- Reviewing strategic options for strengthening the balance sheet including, but not limited to, sale and leaseback transactions.

	2022 Q3	2023 Q3
Net sales (SEKm)	3,480	<b>3,101</b>
Organic growth (%)	4	<b>-18</b>
Gross margin* (%)	35.8	<b>35.8</b>
EBIT* (SEKm)	78	<b>51</b>
EBIT-margin* (%)	2.2	<b>1.6</b>
Operating cash flow	-530	<b>-305</b>

\* Excl. Items affecting comparability

# Kitchen market development

**Nordic market:** Softer consumer/retail market. Project market decline as housing starts decrease and housing completions taper off.

**UK:** Retail and trade market softer. Project market remains weak.

**Austria and Netherlands:**  
Stable project market in Netherlands. Austria retail market softer.



# Nordic region Q3

- Organic net sales declined -21% (7). Estimated to be in line with the market.
- Improved gross and EBIT margin despite -21% organic decline and unfavourable currency impact
- Cost reductions, pricing impact and lower direct material cost supported margins
- Items affecting comparability (SEK -27m) related to factory transition cost

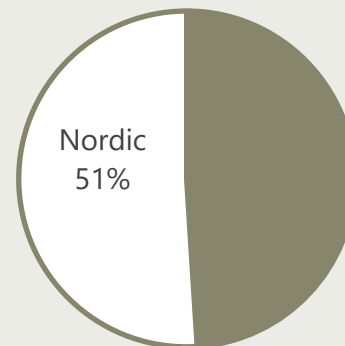


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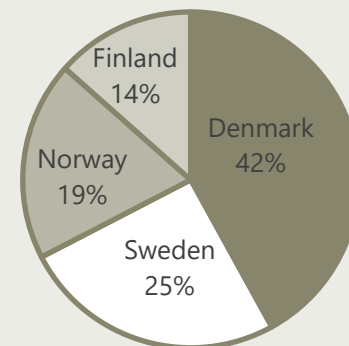
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Share of Group sales, %



Share of R12 sales by country



SEKm	2022 Q3	2023 Q3
Net sales	1,778	<b>1,480</b>
Organic growth (%)	7	<b>-21</b>
Gross margin* (%)	31.6	<b>32.8</b>
EBIT* (SEK m)	97	<b>93</b>
EBIT-margin* (%)	5.5	<b>6.3</b>

\* Excl. Items affecting comparability

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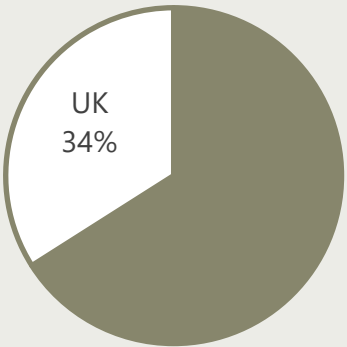
# UK region Q3

- Organic net sales decline of -18% (1)
- Restructuring progressing on track, but its effects currently offset by the market volume decline
  - Significant headcount and cost reductions
  - Exit of unprofitable volumes in project business
  - Higher share of sales in the prioritized mass premium segment
- Sale of Dewsbury factory completed. Capital gain of SEK 112m recorded as items affecting comparability

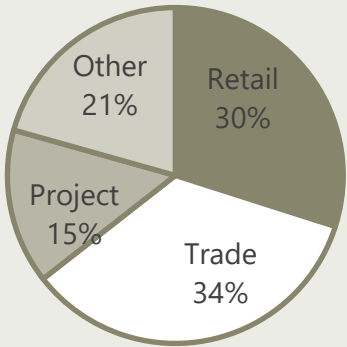
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Share of Group sales, %



Share of R12 sales by segment



SEKm	2022 Q3	2023 Q3
Net sales	1,240	1,126
Organic growth (%)	1	-18
Gross margin* (%)	43.1	42.0
EBIT* (SEK m)	-11	-28
EBIT-margin* (%)	-0.9	-2.5

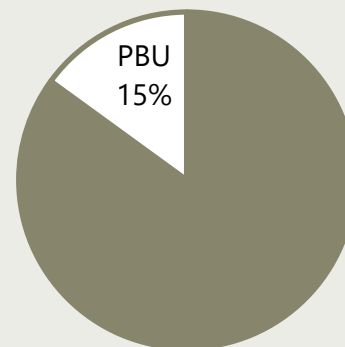
\* Excl. Items affecting comparability



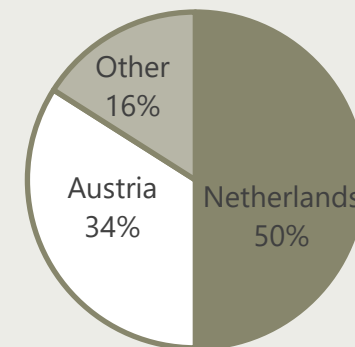
# Portfolio Business Units Q3

- Organic net sales declined -3% (1)
- Sales increased in Netherlands and Commodore & CIE
- Stable EBIT and margin, driven by positive development in Netherlands
- Solid pricing effect, offset by unfavourable volume impact and higher direct material cost

Share of Group sales, %



Share of R12 sales by country



SEKm	2022 Q3	2023 Q3
Net sales	462	<b>496</b>
Organic growth (%)	1	<b>-3</b>
Gross margin* (%)	28.1	<b>27.2</b>
EBIT* (SEK m)	20	<b>20</b>
EBIT-margin* (%)	4.3	<b>4.0</b>

\* Excl. Items affecting comparability

# Financial position

- Improved cash flow from operating activities, driven by working capital improvements
- Investments in fixed assets of SEK -484m (-405), mainly related to Jönköping factory investment
- Financial net debt of SEK 3bn (1.6)
- Leverage (Net debt/EBITDA\*) amounted to 6.2 times (1.6)

\*Financial net debt, rolling 12 months, excl. items affecting comparability and IFRS 16

Cash flow	2022 Q3	2023 Q3
Cash flow from operating activities	-131	177
Operating cash flow	-530	-305
<i>Of w. operating profit*</i>	78	131
<i>Of w. change in working capital</i>	-409	-143
<i>Of w. investments in fixed assets</i>	-405	-484
Net debt	30 Sep, 2022	30 Sep, 2023
Borrowings	1,982	3,377
Interest bearing assets	388	338
<i>Financial Net Debt**</i>	1,594	3,039
Financial Net Debt / Equity, %	33	65
IFRS 16 leasing liabilities	1,676	1,688
Net pension debt	405	410
Net debt	3,675	5,137
Net debt/Equity, %	77	110

\*Incl. Items affecting comparability

\*\*Net debt excl. IFRS16 leasing and pension debt



## Priorities going forward

- Drive sales
- Continue to deliver on cost-out program
- Direct material price reductions
- Jönköping factory completion
- Strategic options for balance sheet strengthening





# nobia

Designing Kitchens for Life