

Q4 2023 Results Presentation

Jon Sintorn, CEO

Henrik Skogsfors, CFO



Nobia Group, highlights Q4

- Break-even operating profit, despite very tough market conditions with 22% net sales decline, organic
- Restructuring cost savings ahead of plan
- Improved gross margins in all three regions
- Continued good progress for new Jönköping factory construction and the UK transformation programme.

After the close of the reporting period; several steps to strengthen the financial position taken:

- Sale and leaseback of Jönköping factory building, sale of Bribus (Netherlands) and ewe (Austria)
- Rights issue proposal, fully guaranteed
- Amendment and extension of credit facilities.

	2022 Q4	2023 Q4
Net sales (SEKm)	3,780	3,050
Organic growth (%)	2	-22
Gross margin* (%)	33.9	37.3
EBIT* (SEKm)	25	3
EBIT-margin* (%)	0.7	0.0
Operating cash flow	-81	-188

* Excl. Items affecting comparability

Kitchen market development

Nordic market: Consumer market decline flattening out.
Project market decline continued as construction housing starts decrease and housing completions taper off.

UK: Retail and trade market in decline due to cautious consumer sentiment.
Project market demand in decline.

Austria and Netherlands:
Softer market in both countries.



Rights issue, asset divestments and debt refinancing

- Fully guaranteed rights issue of SEK 1,250m
- Extended and amended credit agreement
- Divestments of non-core assets
- Sale and leaseback transaction

Nordic region Q4

- Organic net sales declined -25% (-1), impacted primarily by low construction activity / project segment demand
- Gross margin improvement driven by price increases and cost reductions
- EBIT and margin heavily impacted by the volume decline, and unfavorable FX impact
- Items affecting comparability (SEK -78m) related primarily to property write-down

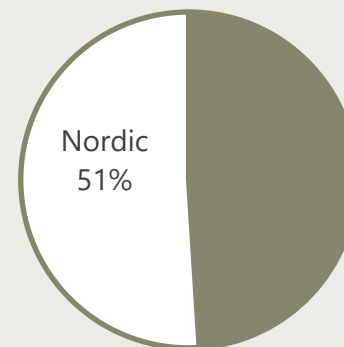


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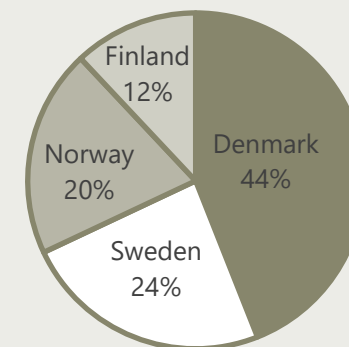
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Share of Group sales, %



Share of R12 sales by country



SEKm	2022 Q4	2023 Q4
Net sales	2,057	1,569
Organic growth (%)	-1	-25
Gross margin* (%)	31.7	33.3
EBIT* (SEK m)	128	45
EBIT-margin* (%)	6.2	2.9

* Excl. Items affecting comparability

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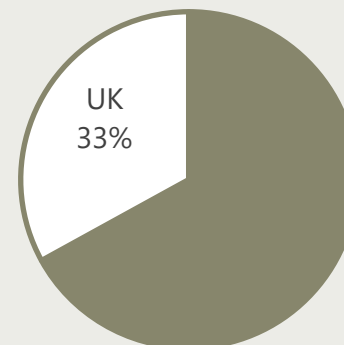
UK region Q4

- Organic net sales decline of -21% (5)
- Transformation program yielding results, offset by the market driven net sales decline
- Operating loss reduced, despite the tough market
- Strong gross margin improvement driven by price increases
- Lower SG&A as a result of cost reductions
- New asset light distribution; shop-in-shop solution in partnership with Selco

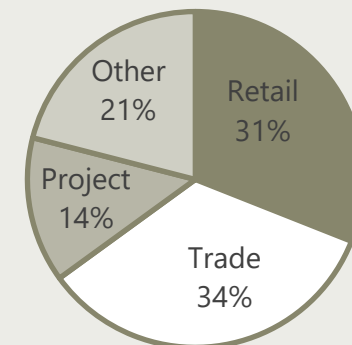
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Share of Group sales, %



Share of R12 sales by segment



SEKm	2022 Q4	2023 Q4
Net sales	1,196	1,001
Organic growth (%)	5	-21
Gross margin* (%)	40.2	45.2
EBIT* (SEK m)	-72	-25
EBIT-margin* (%)	-6.0	-2.5

* Excl. Items affecting comparability

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Portfolio Business Units Q4

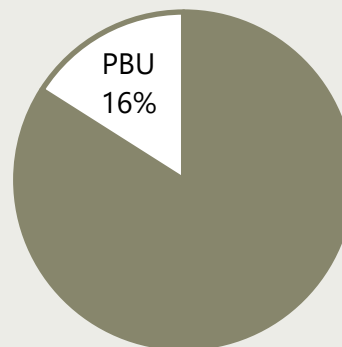
- Organic net sales declined -13% (6), with declines in all markets
- Higher gross margin
- Stable EBIT and margin, with improvements in Bribus and Commodore & CIE

After the close of the reporting period:

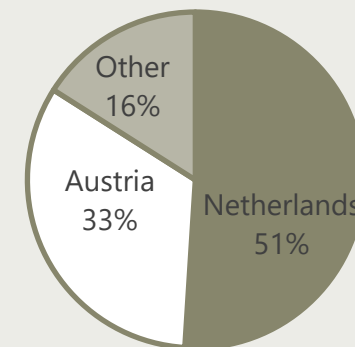
- Sale of Bribus and ewe



Share of Group sales, %



Share of R12 sales by country



SEKm	2022 Q4	2023 Q4
Net sales	527	480
Organic growth (%)	6	-13
Gross margin* (%)	28.1	29.8
EBIT* (SEK m)	27	26
EBIT-margin* (%)	5.1	5.4

* Excl. Items affecting comparability

Financial position

- Cash flow from operating activities SEK 313m (398).
- Investments in fixed assets was SEK -508m (-484), mainly related to Jönköping factory investment.
- Financial net debt of SEK 3.5bn (1.8).
- Leverage (Net debt/EBITDA*) was 7.6 times (2.4)

After the close of the reporting period; several steps to strengthen the financial position taken:

- Sale and leaseback of Jönköping factory building, sale of Bribus (Netherlands) and ewe (Austria).
- Rights issue proposal, fully guaranteed.
- Amendment and extension of credit facilities.

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

Cash flow	2022 Q4	2023 Q4
Cash flow from operating activities	398	313
Operating cash flow	-81	-188
<i>Of w. operating profit*</i>	-131	-75
<i>Of w. change in working capital</i>	389	125
<i>Of w. investments in fixed assets</i>	-484	-508
Net debt	31 Dec, 2022	31 Dec, 2023
Borrowings	2,181	3,879
Interest bearing assets	342	415
<i>Financial Net Debt**</i>	1,839	3,464
Financial Net Debt / Equity, %	39	80
IFRS 16 leasing liabilities	1,757	1,569
Net pension debt	384	350
Net debt	3,980	5,383
Net debt/Equity, %	84	124

**Incl. Items affecting comparability*

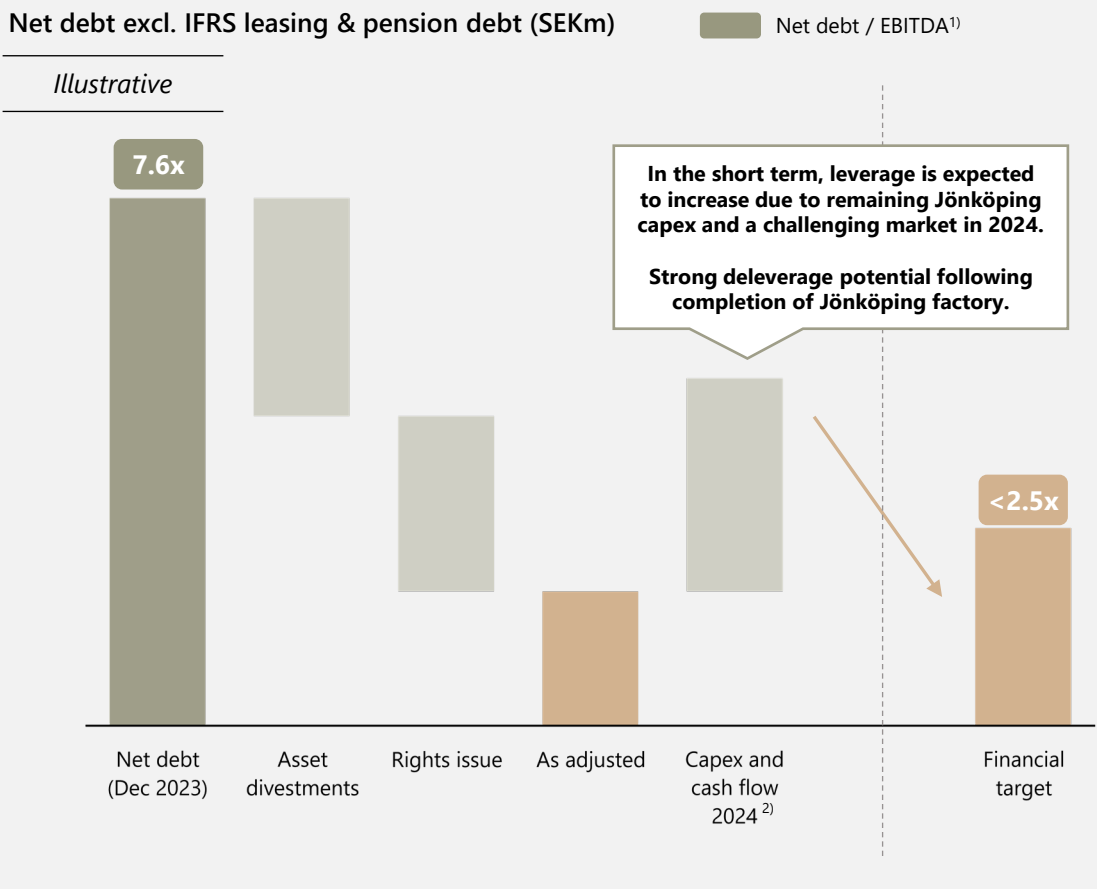
***Net debt excl. IFRS16 leasing and pension debt*

Strengthened financial position allowing completion of Jönköping investment and operational flexibility

Fully guaranteed rights issue and re-financing

Gross proceeds	<ul style="list-style-type: none">Approximately SEK 1,250m
Subscription and guarantee undertakings	<ul style="list-style-type: none">Subscription- and guarantee undertakings covering 100% of the issue from the three largest shareholders (Nordstjernan, If Skadeförsäkringar and the Fourth Swedish National Pension Fund)
Use of proceeds	<ul style="list-style-type: none">Finance remaining investments for the Jönköping factory and to strengthen the balance sheet allowing for operational and financial flexibility
Refinancing of senior facilities	<ul style="list-style-type: none">Amendment and extension of current SEK 5bn revolving credit facilities, which will be partly repaid, and reduced to SEK 3,450mThe remaining facilities will be extended to June 2027
Indicative timeline	<ul style="list-style-type: none">Publication of terms: On or about 20 March 2024EGM: On or about 26 March 2024Publication of prospectus: On or about 2 April 2024Subscription period: 3 April – 17 April 2024

Material debt reduction to provide financial flexibility



Notes: 1) Calculated excluding IFRS 16 Leasing, pension debt and items affecting comparability. 2) Company estimate that is subject to considerable uncertainty and based upon a number of assumptions relating to, among others, the development of the Company's industry, business, results of operations and financial condition. The company's business, results of operations and financial condition, and the development of the industry and the macroeconomic environment in which the Company operates, may differ materially from, and be more negative than, those assumed by the Company's when preparing the estimate. As a result, the Company's estimate is subject to uncertainties and contingencies, some of which are beyond its control, and no assurance can be given that the Company will be able to reach this estimate or that the Company's financial condition or results of operations will not be materially different from this.



Priorities going forward

- Drive sales
- Continue to drive cost efficiency
- Realize full potential of Nordic region, incl. completion of the new factory
- UK transformation
- *Rights issue*



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Designing Kitchens for Life