

NIBE

Q1-3 2024

More stable market with adjusted cost structure



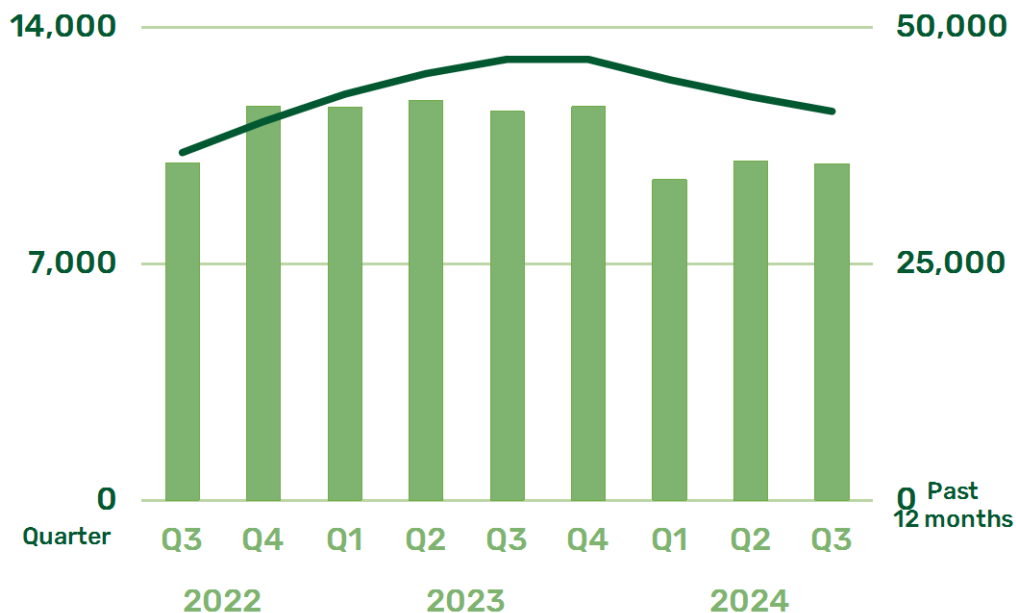
- **A more stable market** in most of Europe and North America
- **Inventory reductions** among distributors for heat pumps create a more normalized purchasing behavior, which generates positive effects for manufacturers
- **The action program** is implemented according to plan and will be completed in quarter 4, with full effect in 2025
- **We expect** a gradual improvement going forward in, all three business areas
- **Our ambition** is to be back at an operating margin level, within the historical range for each business area, in 2025

| | | 2024 Q1-Q3 | 2023 Q1-Q3 | Past 12 months | 2023 Full year |
|----------------------------------|------|-----------------------|-----------------------|---------------------------|---------------------------|
| Invoiced sales | MSEK | 29,496 | 34,993 | 41,152 | 46,649 |
| Growth | % | -15.7 | +23.2 | -11.8 | +16.4 |
| of which acquired | % | +4.3 | +5.8 | +5.0 | +6.2 |
| Gross margin | % | 28.8* | 33.7 | 30.1* | 33.6 |
| Operating profit | MSEK | 2,097* | 5,381 | 3,690* | 6,973 |
| Growth | % | -61.0 | +35.4 | -64.3 | +18.9 |
| Operating margin | % | 7.1* | 15.4 | 9.0* | 14.9 |
| Profit after net financial items | MSEK | 1,206* | 4,953 | 2,583* | 6,331 |
| Growth | % | -75.7 | +26.9 | -77.9 | +11.6 |
| Net profit margin | % | 4.1* | 14.2 | 6.8* | 13.6 |

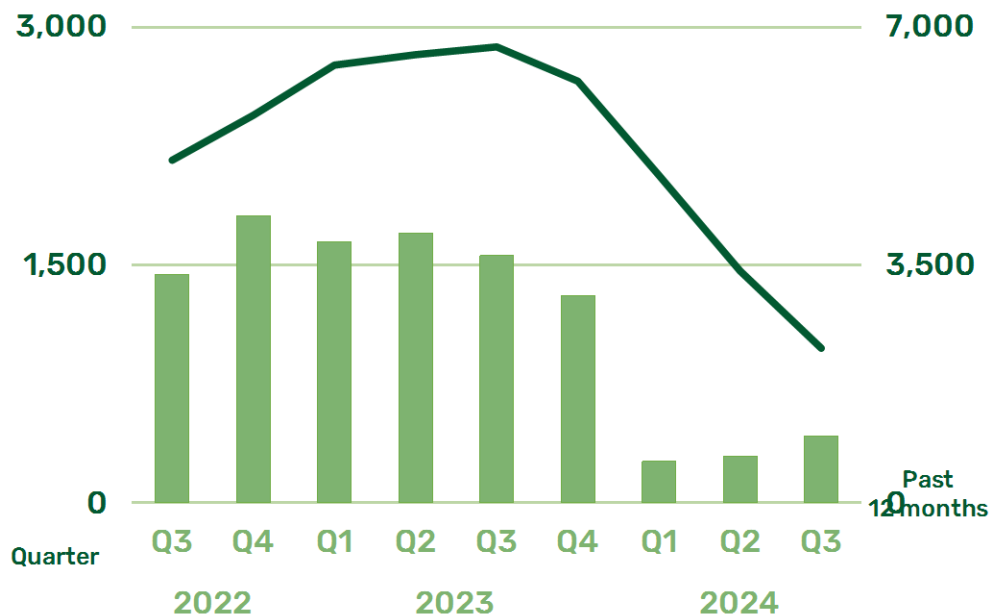
**Profit and key ratios have been calculated excluding items affecting comparability*

| | | 2024 Q3 | 2023 Q3 |
|----------------------------------|------|--------------------|--------------------|
| Invoiced sales | MSEK | 9,967 | 11,514 |
| Growth | % | -13.4 | 15.1 |
| of which acquired | % | +1.8 | +6.3 |
| Gross margin | % | 29.8 | 33.8 |
| Operating profit | MSEK | 912 | 1,779 |
| Growth | % | -48.7 | +21.4 |
| Operating margin | % | 9.2 | 15.4 |
| Profit after net financial items | MSEK | 626 | 1,598 |
| Growth | % | -60.8 | +10.1 |
| Net profit margin | % | 6.3 | 13.9 |

Net sales Past nine quarters (in millions of SEK)



Profit after financial items Past nine quarters (in millions of SEK)*



**Profit and key ratios have been calculated excluding items affecting comparability*

More stable market, but still challenging

- **More stable market**, but still challenging environment in both Europe and North America
- **More acceptable inventory** in the distribution chains, with a growing volume being accommodated from production going forward
- **Germany** is still an exception with higher inventory levels in the distribution chains
- **The total European** heat pump production still at low levels
- **The action program** is implemented according to plan and will be completed in quarter 4, with full impact in 2025
- **We expect** a gradual improvement going forward
- **Our ambition** is to be back at an operating margin level, within the historical range, in 2025

| | | 2024 Q1-Q3 | 2023 Q1-Q3 |
|------------------|------|---------------|---------------|
| Net sales | MSEK | 18,852 | 23,697 |
| Operating profit | MSEK | 1,564* | 4,375 |
| Operating margin | % | 8.3* | 18.5 |

**Profit and key ratios have been calculated excluding items affecting comparability*

More acceptable inventory levels, but big variations

- **Continued significant variations** between different segments in the business area
- **A movement towards** more acceptable inventory levels with customers, but still challenging business climate, especially for white goods and the heat pump industry
- **Positive indications** from the commercial vehicle sector, rail and the semiconductor industry
- **Continued low** new construction and low investments in wind power have a negative impact
- **The action program** is implemented and will be completed in quarter 4, with full impact in 2025
- **We expect** a continuous improvement going forward
- **Our ambition** is to be back at an operating margin level, within the historical range, in 2025

| | | 2024 Q1-Q3 | 2023 Q1-Q3 |
|------------------|------|---------------|---------------|
| Net sales | MSEK | 8,241 | 8,915 |
| Operating profit | MSEK | 439* | 758 |
| Operating margin | % | 5.3* | 8.5 |

**Profit and key ratios have been calculated excluding items affecting comparability*

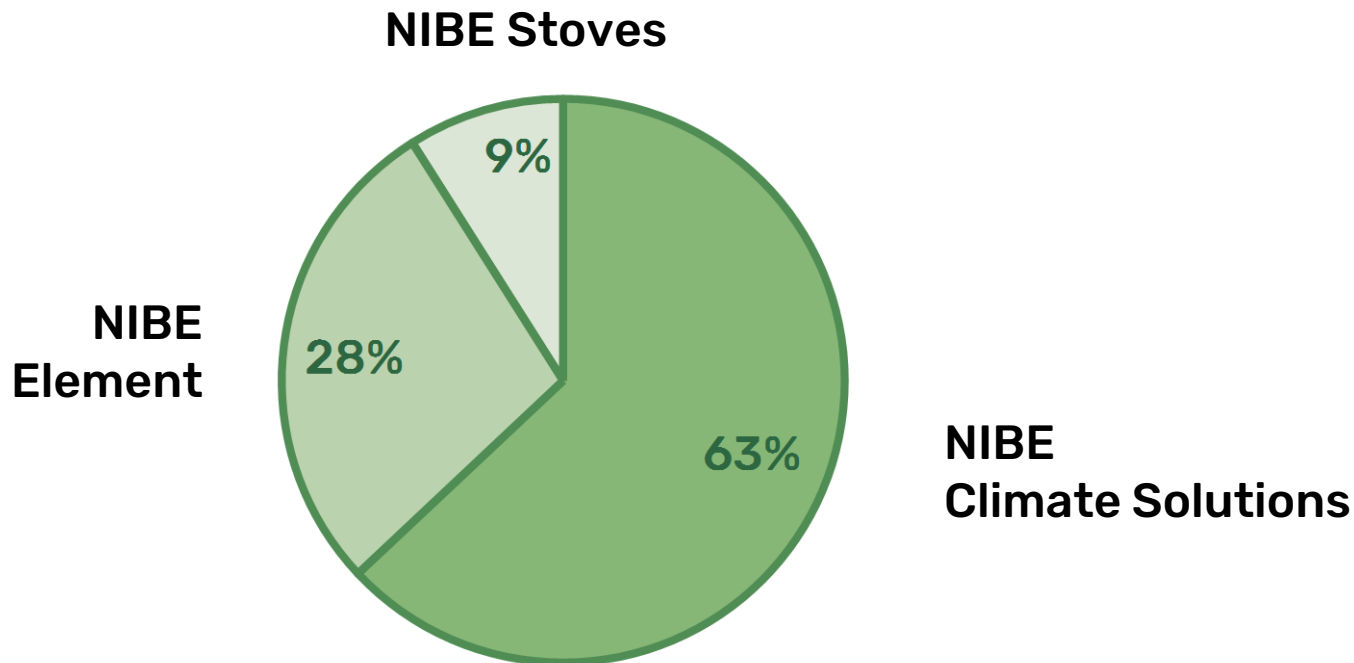
More acceptable inventory levels, and return to a traditional seasonal pattern

- **Large regional variations** in sales, but distribution chains overall heading towards more acceptable inventory levels
- **Clear return to a traditional seasonal pattern** where autumn and winter represent stronger sales
- **Low level of new construction and renovation**, as well as hesitant consumers, continue to create a challenging market in both Europe and North America
- **The action program** is implemented and will be completed in quarter 4, with full impact in 2025
- **We expect** a gradual improvement going forward
- **Our ambition** is to be back at an operating margin level, within the historical range, in 2025

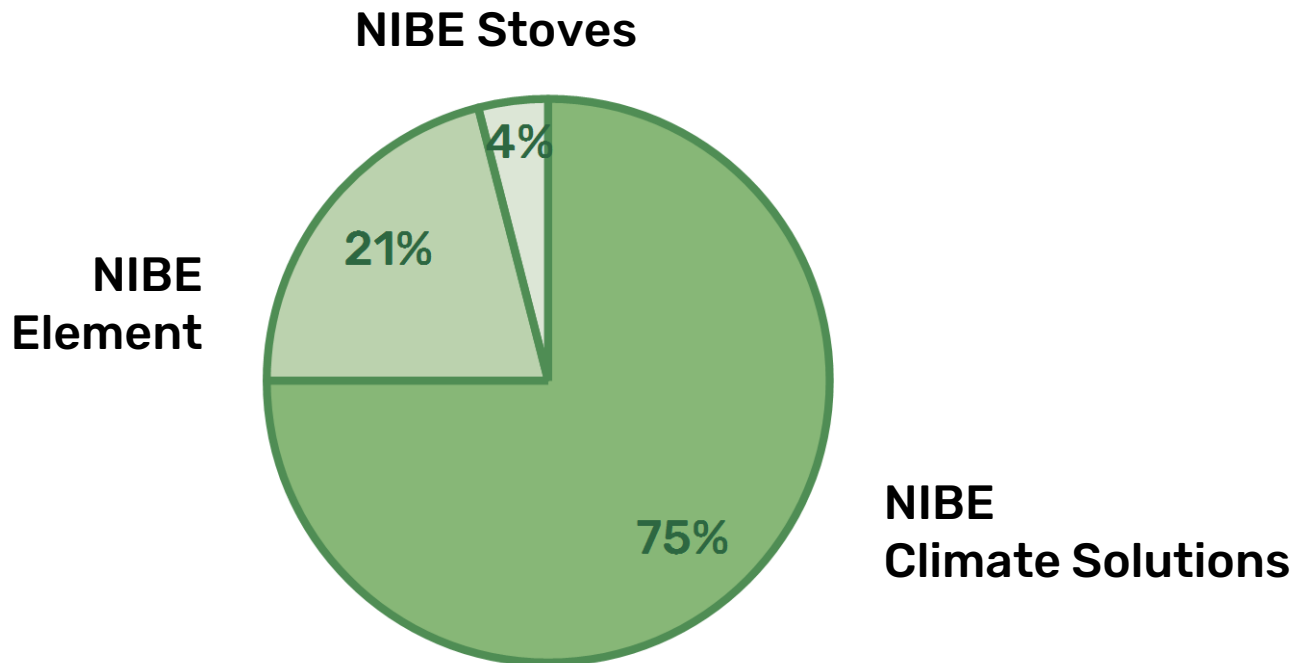
| | | 2024 Q1-Q3 | 2023 Q1-Q3 |
|------------------|------|---------------|---------------|
| Net sales | MSEK | 2,701 | 3,432 |
| Operating profit | MSEK | 86* | 365 |
| Operating margin | % | 3.2* | 10.6 |

**Profit and key ratios have been calculated excluding items affecting comparability*

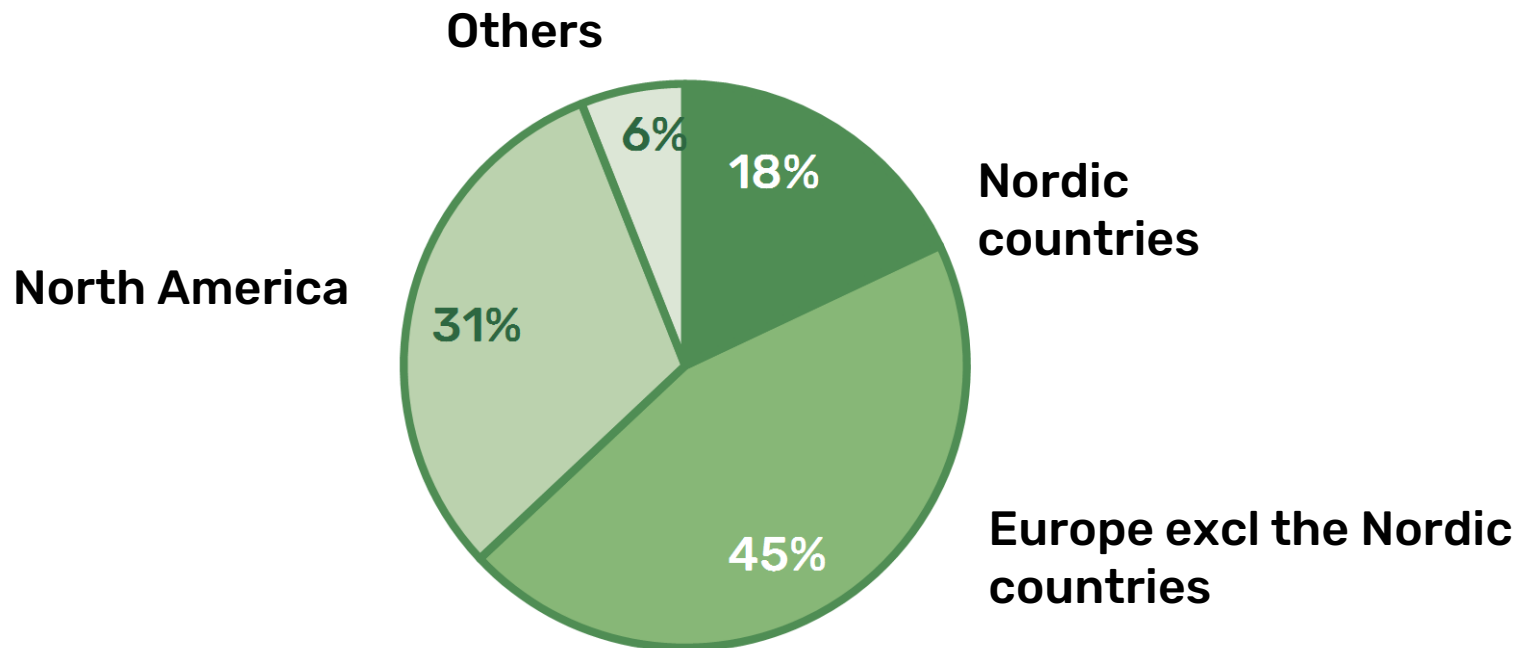
Distribution of net sales



Distribution of adjusted operating profit



Geographical distribution of Group sales

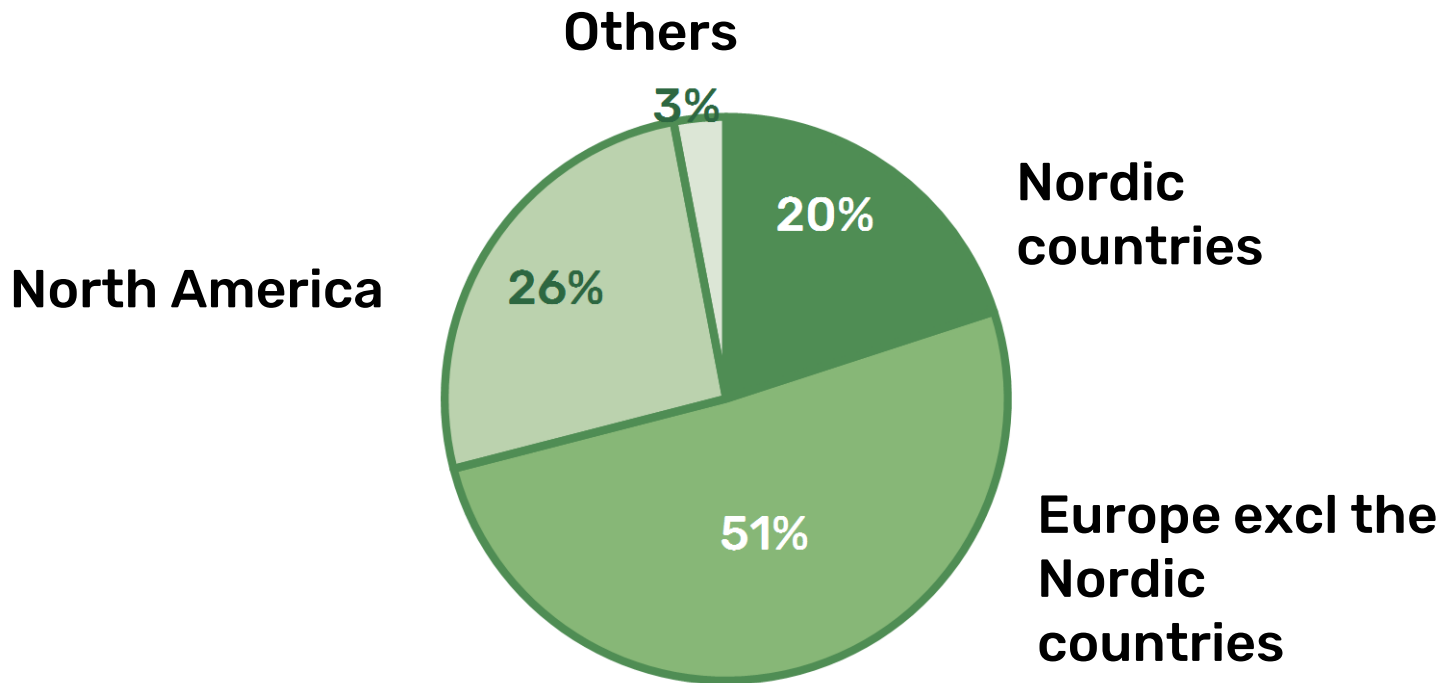


| | | 2024 Q1-Q3 | 2023 Q1-Q3 | Past 12 months | 2023 Full year |
|-------------------|------|---------------|---------------|-------------------|-------------------|
| Net sales | MSEK | 18,852 | 23,697 | 26,527 | 31,373 |
| Growth | % | -20.4 | +29.5 | -15.7 | +20.3 |
| of which acquired | % | +5.5 | +5.0 | +6.1 | +5.9 |
| Gross margin | % | 31.5* | 36.6 | 33.1* | 36.7 |
| Operating profit | MSEK | 1,564* | 4,375 | 2,785* | 5,596 |
| Growth | % | -64.3 | +54.2 | -66.1 | +29.0 |
| Operating margin | % | 8.3* | 18.5 | 10.5* | 17.8 |

**Profit and key ratios have been calculated excluding items affecting comparability*

| | | 2024 Q3 | 2023 Q3 |
|-------------------|------|------------|------------|
| Net sales | MSEK | 6,502 | 7,839 |
| Growth | % | -17.1 | +23.6 |
| of which acquired | % | 2.0 | 6.4 |
| Gross margin | % | 32.5 | 37.1 |
| Operating profit | MSEK | 726 | 1,484 |
| Growth | % | -51.1 | +45.3 |
| Operating margin | % | 11.2 | 18.9 |

Geographical distribution of Group sales

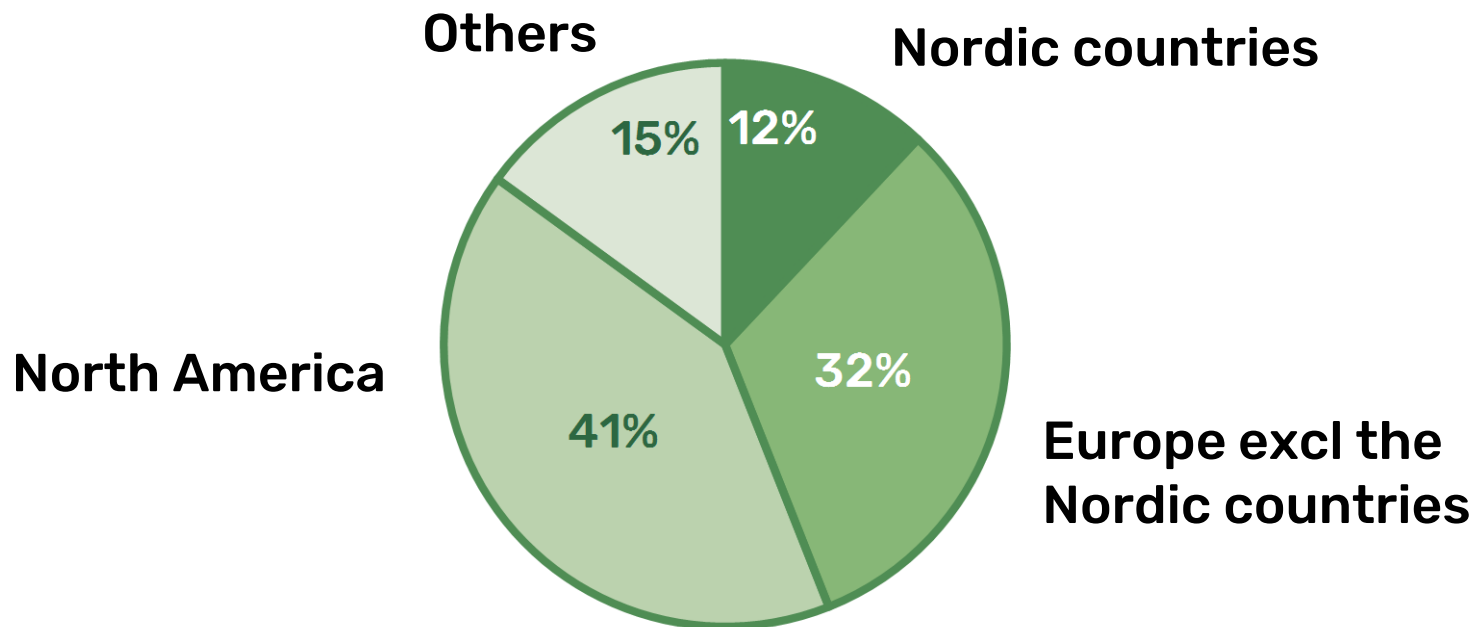


| | | 2024 Q1-Q3 | 2023 Q1-Q3 | Past 12 months | 2023 Full year |
|-------------------|------|---------------|---------------|-------------------|-------------------|
| Net sales | MSEK | 8,241 | 8,915 | 11,223 | 11,898 |
| Growth | % | -7.6 | +11.6 | -5.3 | +8.9 |
| of which acquired | % | +1.7 | +3.2 | +1.6 | +2.6 |
| Gross margin | % | 19.8* | 20.9 | 19.7* | 20.6 |
| Operating profit | MSEK | 439* | 758 | 622* | 942 |
| Growth | % | -42.1 | -13.3 | -64.3 | -16.1 |
| Operating margin | % | 5.3* | 8.5 | 5.5* | 7.9 |

**Profit and key ratios have been calculated excluding items affecting comparability*

| | | 2024 Q3 | 2023 Q3 |
|-------------------|------|------------|------------|
| Net sales | MSEK | 2,711 | 2,945 |
| Growth | % | -8.0 | +3.7 |
| of which acquired | % | +1.5 | +3.7 |
| Gross margin | % | 20.9 | 20.5 |
| Operating profit | MSEK | 160 | 235 |
| Growth | % | -31.9 | -27.5 |
| Operating margin | % | 5.9 | 8.0 |

Geographical distribution of Group sales

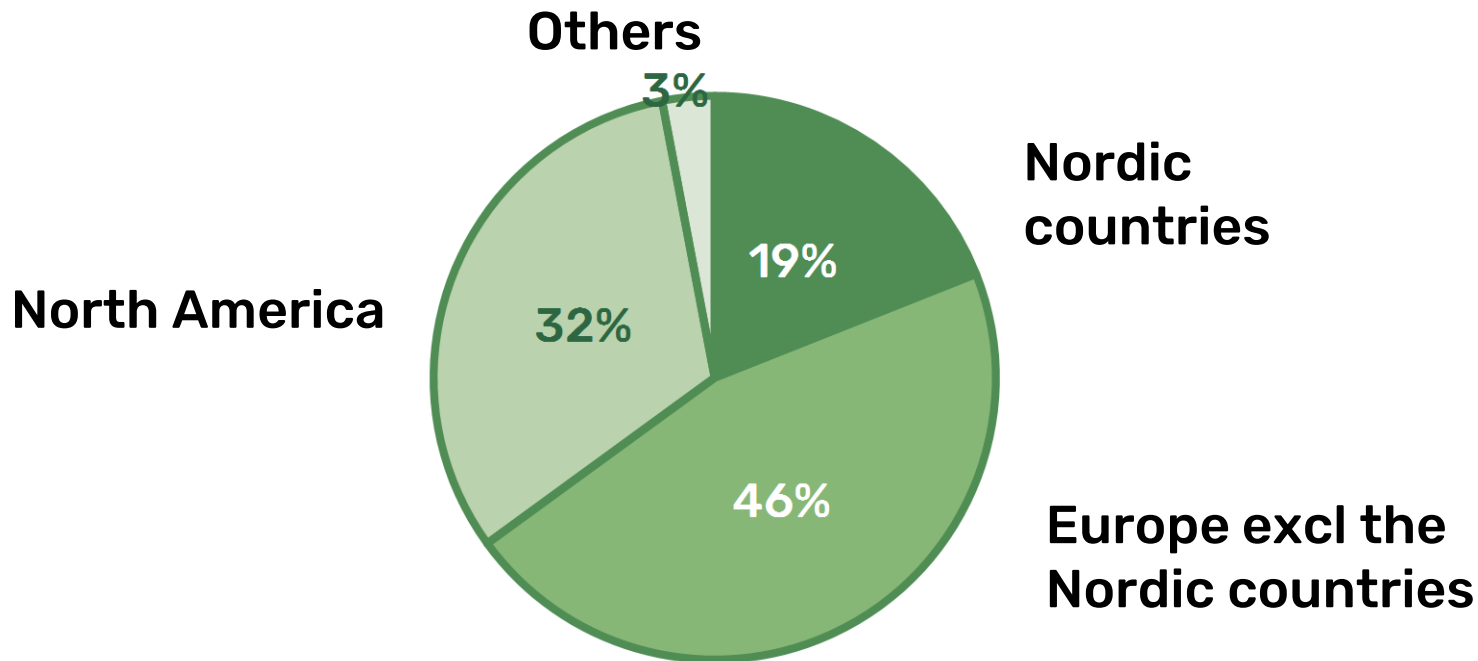


| | | 2024 Q1-Q3 | 2023 Q1-Q3 | Past 12 months | 2023 Full year |
|-------------------|------|---------------|---------------|-------------------|-------------------|
| Net sales | MSEK | 2,701 | 3,432 | 4,027 | 4,758 |
| Growth | % | -21.3 | +23.8 | -13.8 | +18.6 |
| of which acquired | % | +1.3 | +17.5 | +4.6 | +16.3 |
| Gross margin | % | 33.6* | 36.9 | 34.4* | 36.6 |
| Operating profit | MSEK | 86* | 365 | 254* | 533 |
| Growth | % | -76.4 | +9.0 | -62.8 | -3.3 |
| Operating margin | % | 3.2* | 10.6 | 6.3* | 11.2 |

**Profit and key ratios have been calculated excluding items affecting comparability*

| | | 2024 Q3 | 2023 Q3 |
|-------------------|------|------------|------------|
| Net sales | MSEK | 847 | 1,096 |
| Growth | % | -22.7 | +5.2 |
| of which acquired | % | +0.5 | +11.7 |
| Gross margin | % | 34.0 | 34.9 |
| Operating profit | MSEK | 24 | 99 |
| Growth | % | -75.8 | -28.5 |
| Operating margin | % | 2.8 | 9.0 |

Geographical distribution of Group sales



Balance sheet

| | | 2024 30 Sep | 2023 30 Sep | 2023 31 Dec |
|------------------------------|------|----------------|----------------|----------------|
| Intangible assets | MSEK | 30,922 | 32,031 | 31,014 |
| Tangible assets | MSEK | 12,758 | 10,798 | 11,568 |
| Financial assets | MSEK | 1,443 | 1,237 | 1,324 |
| Non-financial current assets | MSEK | 18,948 | 23,153 | 19,915 |
| Financial current assets | MSEK | 4,486 | 4,161 | 4,283 |
| Total assets | MSEK | 68,557 | 71,380 | 68,104 |

Balance sheet

| | | 2024 30 Sep | 2023 30 Sep | 2023 31 Dec |
|---|------|----------------|----------------|----------------|
| Equity | MSEK | 29,320 | 31,688 | 30,207 |
| Long term liabilities– Non interest-bearing | MSEK | 5,107 | 5,836 | 5,410 |
| Long term liabilities– Interest-bearing | MSEK | 17,815 | 18,044 | 16,922 |
| Current liabilities– Non interest-bearing | MSEK | 8,549 | 11,504 | 9,716 |
| Current liabilities– Interest-bearing | MSEK | 7,766 | 4,308 | 5,849 |
| Total equity and liabilities | MSEK | 68,557 | 71,380 | 68,104 |

Cash flow analysis

| | | 2024 Jan-Sep | 2023 Jan-Sep | 2023 Jan-Dec |
|--|------|-------------------------|-------------------------|-------------------------|
| Cash flow – operating activities | MSEK | 1,788 | 5,096 | 6,473 |
| Change in working capital | MSEK | -251 | -3,510 | -3,893 |
| Investments – current operations | MSEK | -1,989 | -2,276 | -3,852 |
| Operating cash flow | MSEK | -452 | -690 | -1,272 |
| Acquisitions | MSEK | -595 | -8,474 | -8,752 |
| Financing activities | MSEK | 1,236 | 8,407 | 9,602 |
| Exchange rate difference in liquid assets | MSEK | 14 | 101 | -112 |
| Change in liquid assets | MSEK | 203 | -656 | -534 |

Key financial figures

| | | 2024 Jan-Sep | 2023 Jan-Sep | 2023 Jan-Dec |
|-------------------------------------|-------|-----------------|-----------------|-----------------|
| Investments | MSEK | 2,018 | 10,908 | 13,038 |
| of which in current operations | MSEK | 1,989 | 2,276 | 3,852 |
| Unappropriated liq, assets | MSEK | 5,119 | 4,750 | 4,979 |
| Interest bearing liabilities/Equity | % | 87.2 | 70.5 | 75.4 |
| Net debt/EBITDA | times | 3.5* | 2.0 | 2.1 |
| Equity/assets ratio | % | 42.8 | 44.4 | 44.4 |

**Key ratios have been calculated excluding items affecting comparability*

Key financial figures

| | | 2024 Jan-Sep | 2023 Jan-Sep | 2023 Jan-Dec |
|---------------------------------------|------|-----------------|-----------------|-----------------|
| Working capital incl cash and bank | MSEK | 14,885 | 15,810 | 14,482 |
| Working capital incl cash and bank | % | 36.2 | 33.9 | 31.0 |
| Working capital excl cash and bank | MSEK | 10,399 | 11,649 | 10,199 |
| Working capital excl cash and bank | % | 25.3 | 25.0 | 21.9 |

Key financial figures

| | | 2024 Jan-Sep | 2023 Jan-Sep | 2023 Jan-Dec |
|----------------------------|-----|-----------------|-----------------|-----------------|
| Return on capital employed | % | 7.6* | 16.4 | 16.1 |
| Return on equity | % | 6.9* | 17.9 | 17.3 |
| Net profit/share | SEK | 0.34* | 1.89 | 2.37 |
| Equity/share | SEK | 14.52 | 15.69 | 14.96 |
| Closing day share price | SEK | 55.66 | 71.80 | 70.80 |

**Key ratios have been calculated excluding items affecting comparability*

Q & A

Thank your for your attention.

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