

NIBE

Q1-3 2024

More stable market with adjusted cost structure

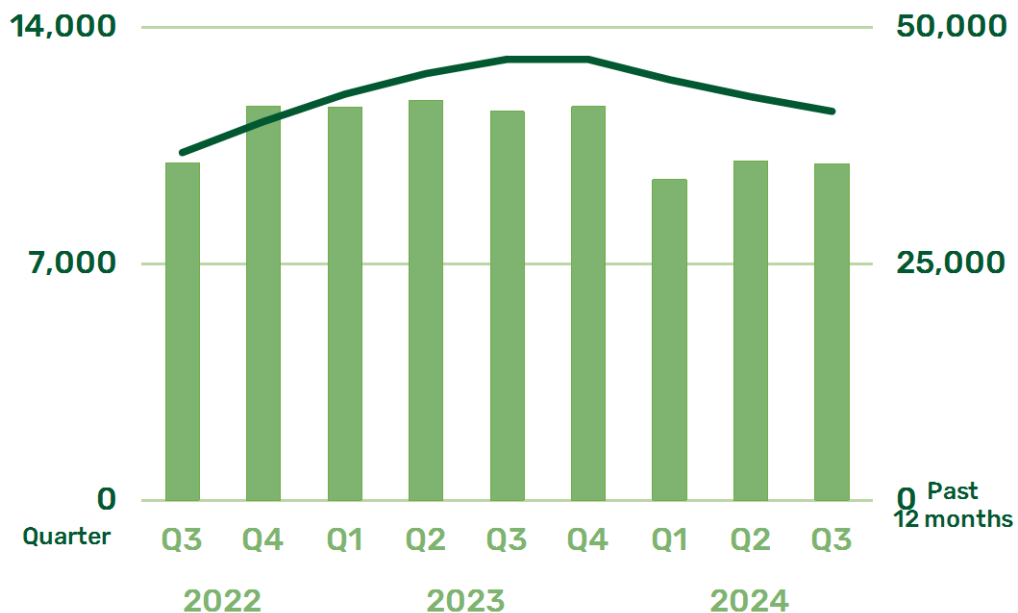
- **A more stable market** in most of Europe and North America
- **Inventory reductions** among distributors for heat pumps create a more normalized purchasing behavior, which generates positive effects for manufacturers
- **The action program** is implemented according to plan and will be completed 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

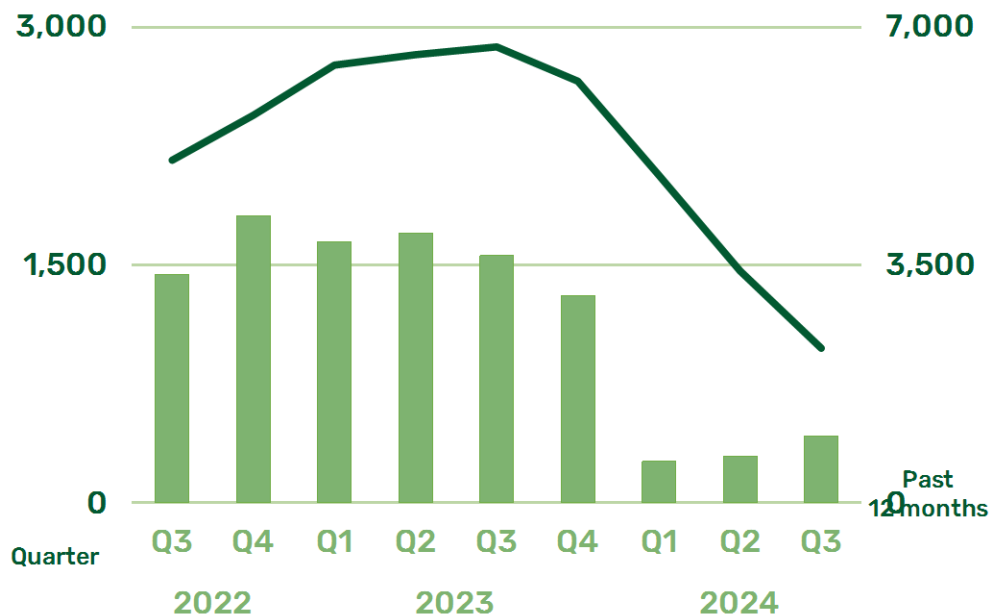
**Profit and key ratios have been calculated excluding items affecting comparability*

		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*

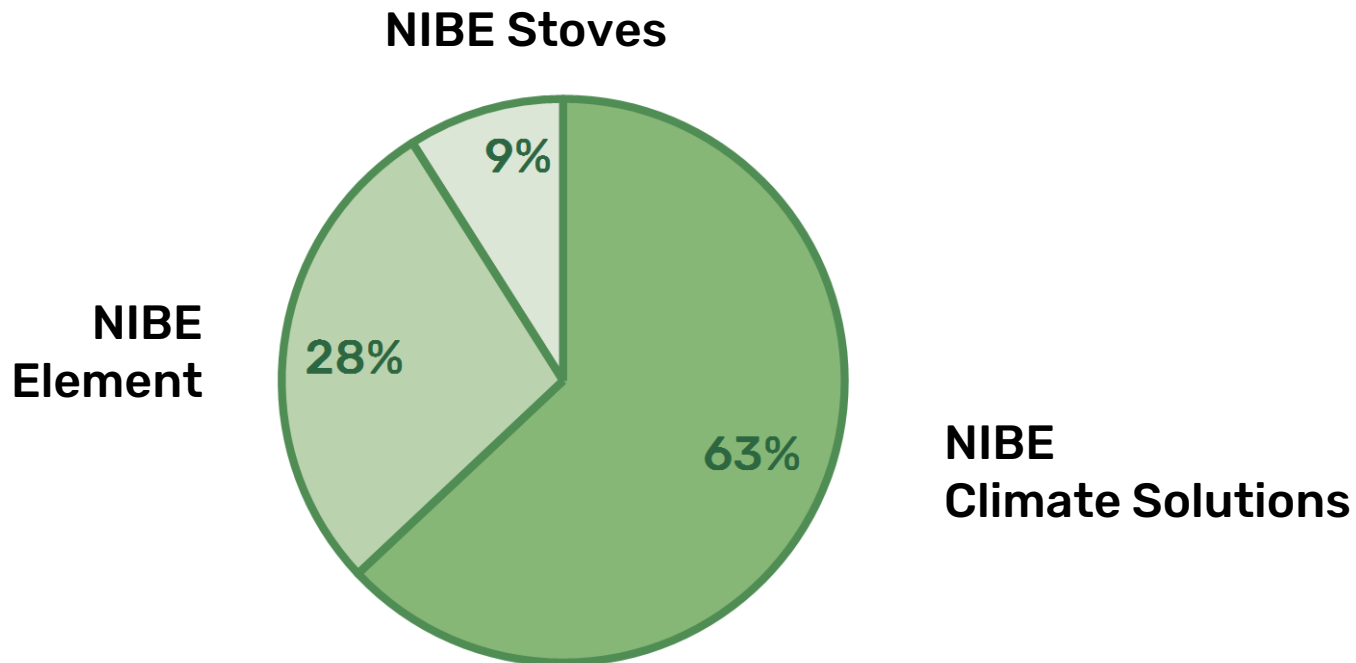
More acceptable inventory levels, and return to a traditional seasonal pattern

- **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

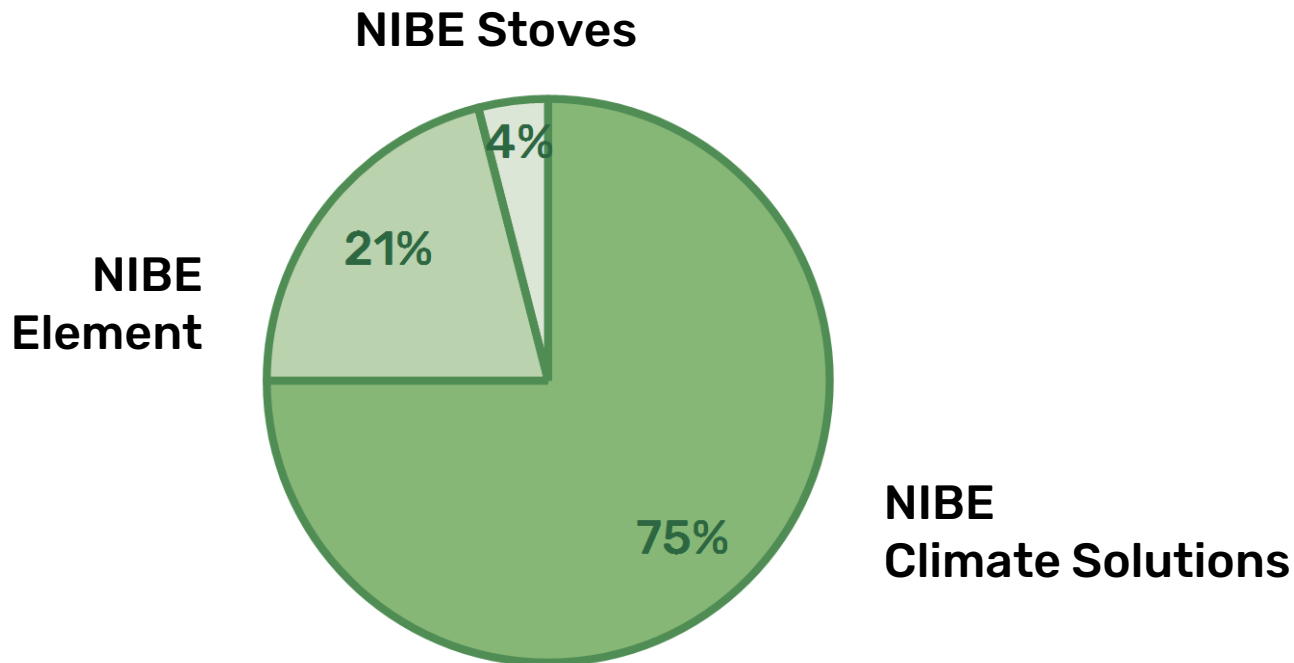
		2024 Q1-Q3	2023 Q1-Q3
Net sales	MSEK	2,701	3,432
Operating profit	MSEK	86*	365
Operating margin	%	3.2*	10.6

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

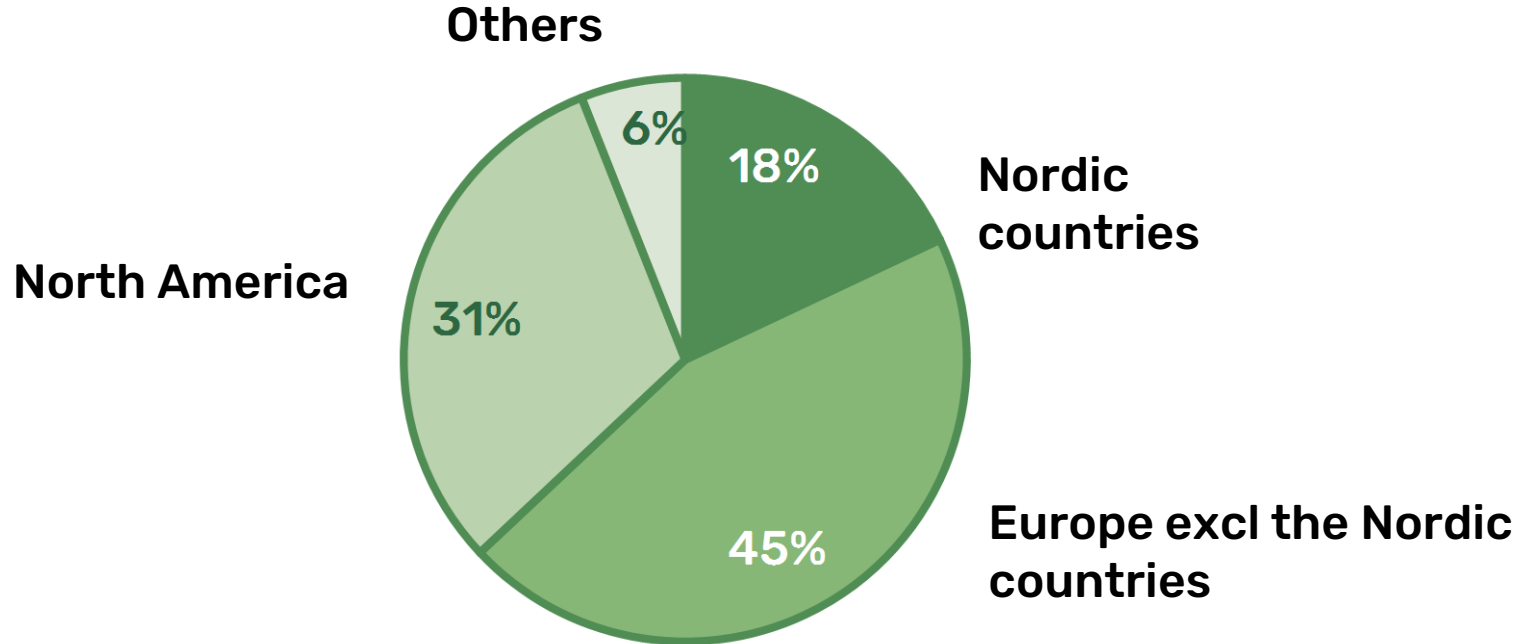
Distribution of net sales



Distribution of adjusted operating profit



Geographical distribution of Group sales

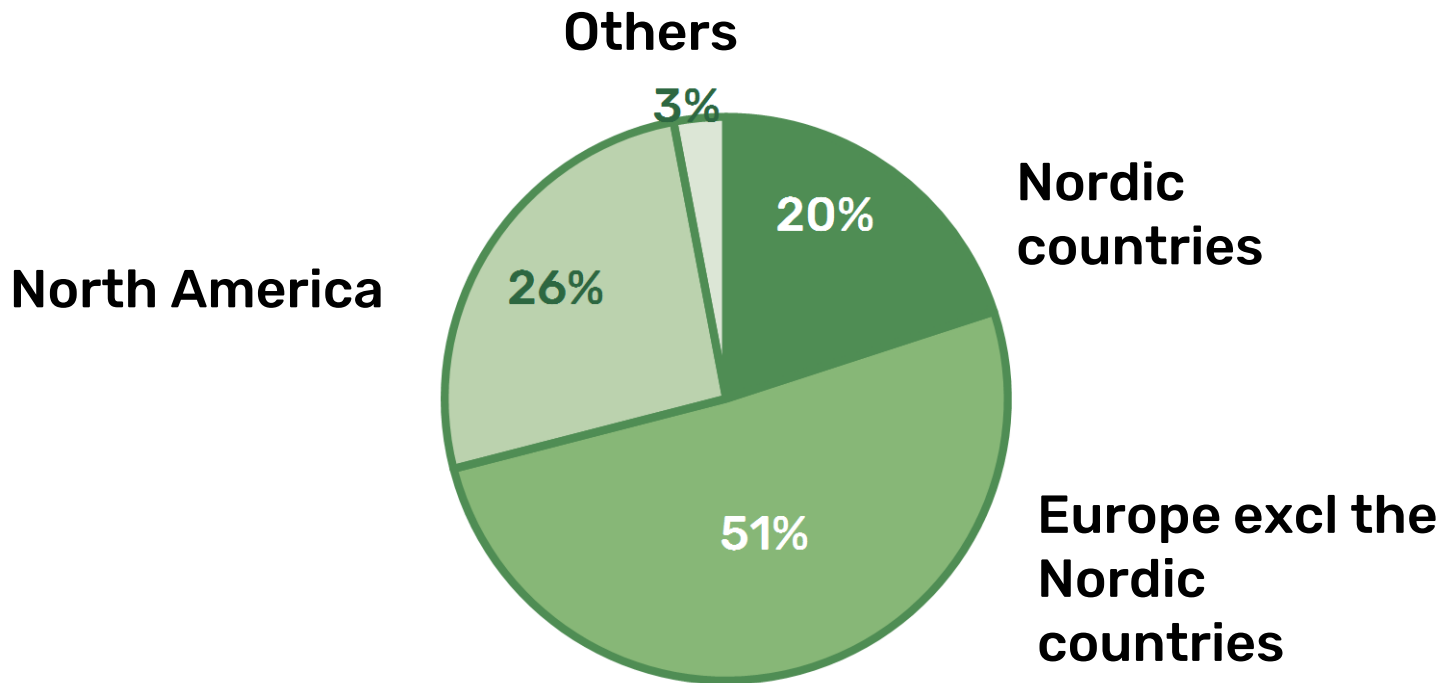


		2024 Q1-Q3	2023 Q1-Q3	Past 12 months	2023 Full year
Net sales	MSEK	18,852	23,697	26,527	31,373
Growth	%	-20.4	+29.5	-15.7	+20.3
of which acquired	%	+5.5	+5.0	+6.1	+5.9
Gross margin	%	31.5*	36.6	33.1*	36.7
Operating profit	MSEK	1,564*	4,375	2,785*	5,596
Growth	%	-64.3	+54.2	-66.1	+29.0
Operating margin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

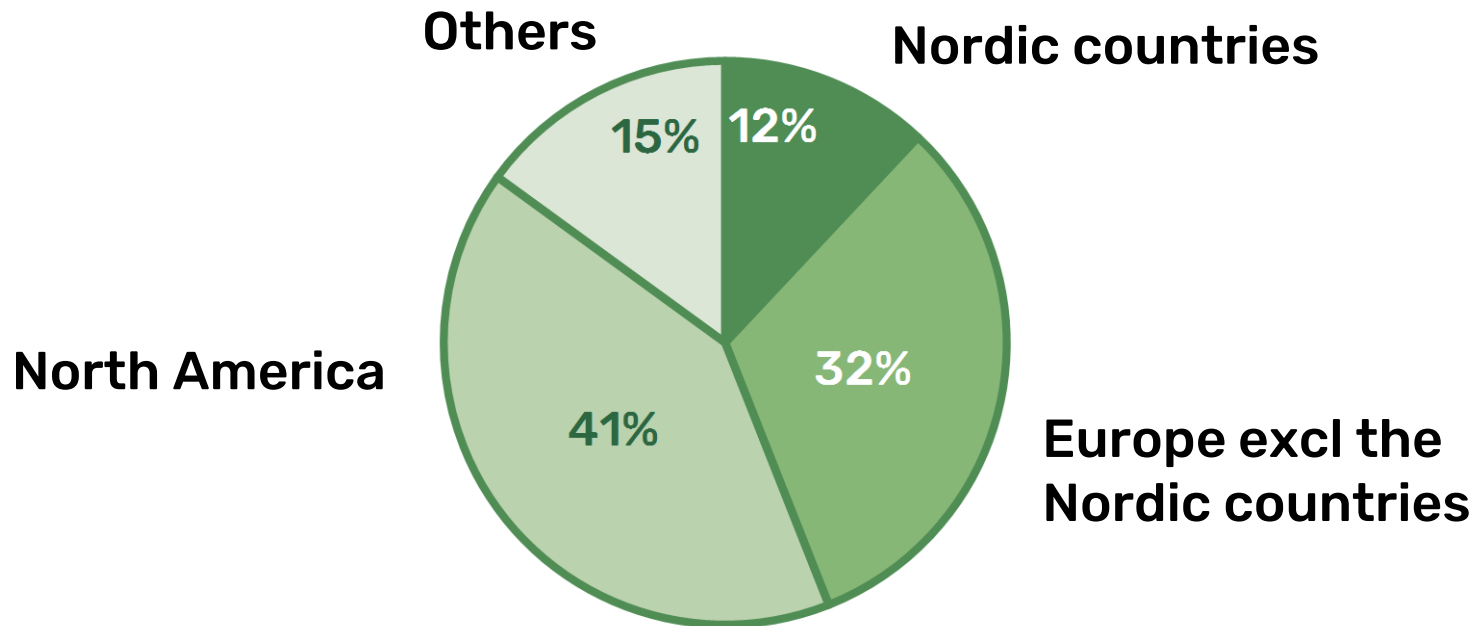


		2024 Q1-Q3	2023 Q1-Q3	Past 12 months	2023 Full year
Net sales	MSEK	8,241	8,915	11,223	11,898
Growth	%	-7.6	+11.6	-5.3	+8.9
of which acquired	%	+1.7	+3.2	+1.6	+2.6
Gross margin	%	19.8*	20.9	19.7*	20.6
Operating profit	MSEK	439*	758	622*	942
Growth	%	-42.1	-13.3	-64.3	-16.1
Operating margin	%	5.3*	8.5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

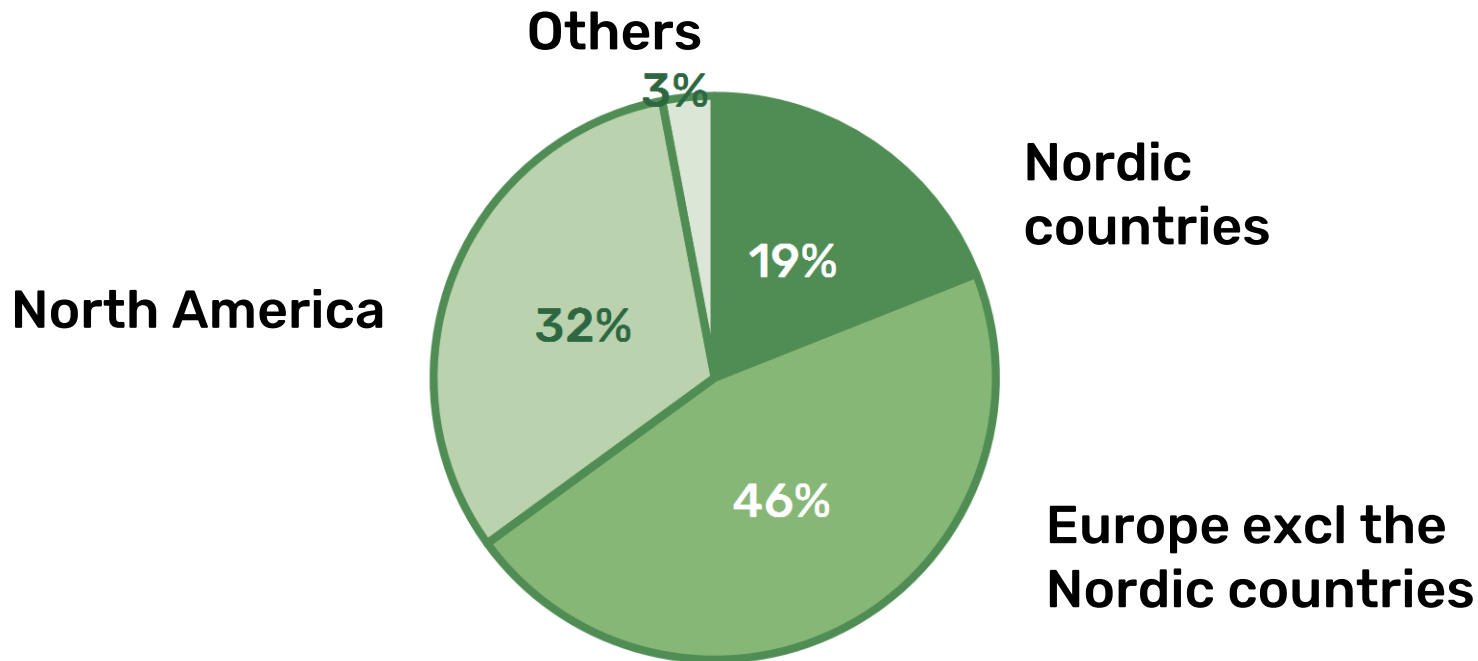


		2024 Q1-Q3	2023 Q1-Q3	Past 12 months	2023 Full year
Net sales	MSEK	2,701	3,432	4,027	4,758
Growth	%	-21.3	+23.8	-13.8	+18.6
of which acquired	%	+1.3	+17.5	+4.6	+16.3
Gross margin	%	33.6*	36.9	34.4*	36.6
Operating profit	MSEK	86*	365	254*	533
Growth	%	-76.4	+9.0	-62.8	-3.3
Operating margin	%	3.2*	10.6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

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