



ADDING VALUE TO YOUR BRAND  
BRANDING · DESIGN · PRODUCT DEVELOPMENT · LOGISTICS

NILÖRNGRUPPEN  
Q4-2022

A collage of various clothing tags and labels. In the top left, a black tag with a gold 'adrien foray' logo is visible. Next to it is a white tag with a gold 'adrien foray' logo on a cork background. To the right, a yellow tag with a red 'adrien foray' logo is attached to a white garment. In the bottom left, a brown leather tag with 'foray' is shown. Next to it is a white tag with a gold pineapple logo and 'adrien foray Molokai Collection' text. In the center, a white tag with a diamond logo and 'HOLY HABITS DENIM & SUCH' text is visible. To the right, a cork tag with a gold 'adrien foray' logo and 'DOYLE & DRURY' text is shown. In the bottom right, a black tag with a white pineapple logo and 'adrien foray MOLOKAI' text is visible. The background is a light, textured surface.

# FINANCIAL PERFORMANCE

# Q4-2022

- Order Income -18% to MSEK 228 (277)
- Sales -15% to MSEK 199 (234)
- Sales excl currency effects -24 % to MSEK 178 (234)
- Operating profit MSEK 14,3 (40,1)
- Net Profit MSEK 9,1 (30,3)



# 2022, accumulated

- Order Income +14% to MSEK 983 (864)
- Sales +20% to MSEK 943 (788)
- Sales excl currency effects +8 % to MSEK 853 (788)
- Operating profit MSEK 136,4 (119,6)
- Net Profit MSEK 8,86 (7,67)



# INCOME 2022



Amounts in SEK thousand	3 months				12 months			
	October - December				January - December			
	2022		2021		2022		2021	
Net revenue	199 311		234 458		942 811		788 305	
Raw materials, supplies and goods for resale	-111 678		-127 993		-526 293		-424 174	
<b>Gross profit</b>	<b>87 633</b>	<b>44.0%</b>	<b>106 465</b>	<b>45.4%</b>	<b>416 518</b>	<b>44.2%</b>	<b>364 131</b>	<b>46.2%</b>
Other operating revenue	14 314		4 784		32 447		11 877	
Other external costs	-18 265	9.2%	-19 418	8.3%	-71 173	7.5%	-61 953	7.9%
Personnel costs	-52 746	26.5%	-42 946	18.3%	-194 303	20.6%	-163 876	20.8%
Depreciation, amortisation and impairment charges	-6 876		-6 972		-29 921		-25 941	
Other operating costs	-9 760		-1 793		-17 154		-4 691	
<b>Operating profit</b>	<b>14 300</b>	<b>7.2%</b>	<b>40 120</b>	<b>17.1%</b>	<b>136 414</b>	<b>14.5%</b>	<b>119 547</b>	<b>15.2%</b>
Net finance items	-2 018		-1 153		-3 998		-3 343	
<b>Profit before taxes</b>	<b>12 283</b>		<b>38 967</b>		<b>132 417</b>		<b>116 204</b>	
Taxes	-3 178	-1.6%	-8 617	-3.7%	-31 417	-3.3%	-28 766	-3.6%
<b>Net profit for the period</b>	<b>9 105</b>	<b>4.6%</b>	<b>30 350</b>	<b>12.9%</b>	<b>101 000</b>	<b>10.7%</b>	<b>87 438</b>	<b>11.1%</b>
<b>Earnings per share, SEK</b>	<b>0.80</b>		<b>2.66</b>		<b>8.86</b>		<b>7.67</b>	

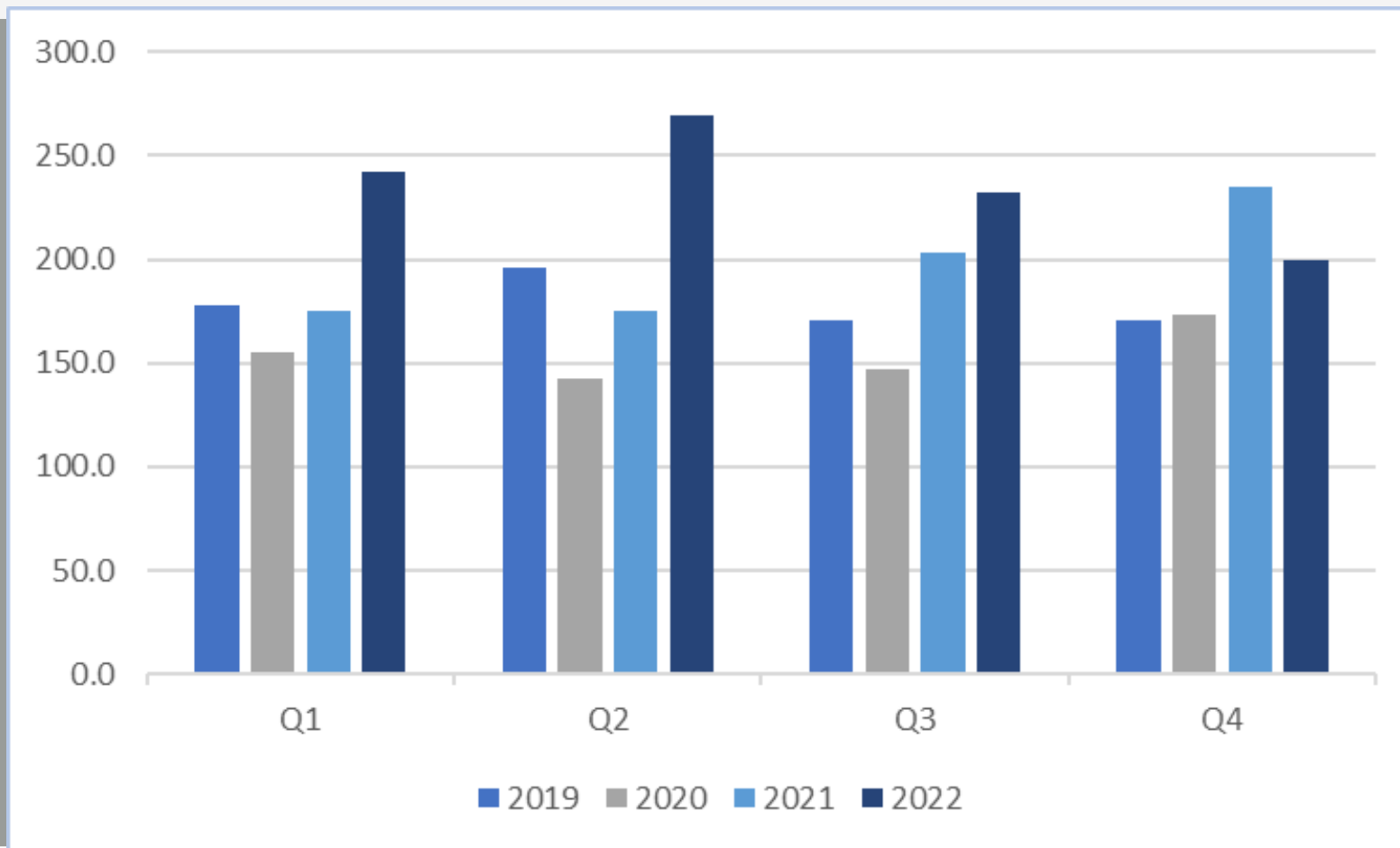
# INCOME 2022



Amount in MSEK)	2022				2021				2020				2019			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net revenue	242.3	269.1	232.0	199.3	175.2	175.2	203.4	234.5	155.5	142.3	147.0	173.4	178.1	195.8	170.8	170.6
Raw materials, supplies and goods for resale	-136.2	-150.8	-127.6	-111.7	-93.9	-91.8	-110.5	-128.0	-82.8	-88.2	-78.2	-97.0	-103.9	-114.0	-94.4	-95.3
Gross profit	106.2	118.3	104.4	87.6	81.3	83.4	92.9	106.5	72.7	54.1	68.8	76.4	74.2	81.8	76.4	75.3
Gross margin	43.8%	44.0%	45.0%	44.0%	46.4%	47.6%	45.7%	45.4%	46.8%	38.0%	46.8%	44.1%	41.7%	41.8%	44.7%	44.1%
Other income	2.7	7.2	8.2	14.3	3.5	1.7	1.8	4.8	1.5	6.9	5.3	5.4	2.5	0.7	1.2	0.7
Operating costs	-61.8	-72.9	-67.2	-80.8	-51.7	-55.8	-58.9	-64.2	-58.5	-54.2	-47.0	-54.8	-55.8	-56.5	-51.8	-58.0
Depreciation, amortisation and impairment losses	-6.9	-7.7	-8.4	-6.9	-6.2	-6.3	-6.5	-7.0	-6.7	-6.7	-6.6	-5.8	-5.8	-5.8	-6.5	-6.4
<b>Operating profit</b>	<b>40.2</b>	<b>44.9</b>	<b>37.0</b>	<b>14.3</b>	<b>26.9</b>	<b>23.0</b>	<b>29.3</b>	<b>40.1</b>	<b>9.0</b>	<b>0.1</b>	<b>20.5</b>	<b>21.2</b>	<b>15.1</b>	<b>20.2</b>	<b>19.3</b>	<b>11.6</b>
<b>Operating margin</b>	<b>16.6%</b>	<b>16.7%</b>	<b>16.0%</b>	<b>7.2%</b>	<b>15.4%</b>	<b>13.1%</b>	<b>14.4%</b>	<b>17.1%</b>	<b>5.8%</b>	<b>0.1%</b>	<b>13.9%</b>	<b>12.2%</b>	<b>8.5%</b>	<b>10.3%</b>	<b>11.3%</b>	<b>6.8%</b>
<b>Operating profit per share</b>	<b>3.5</b>	<b>3.9</b>	<b>3.2</b>	<b>1.3</b>	<b>2.4</b>	<b>2.0</b>	<b>2.6</b>	<b>3.5</b>	<b>0.8</b>	<b>0.0</b>	<b>1.8</b>	<b>1.9</b>	<b>1.3</b>	<b>1.8</b>	<b>1.7</b>	<b>1.0</b>

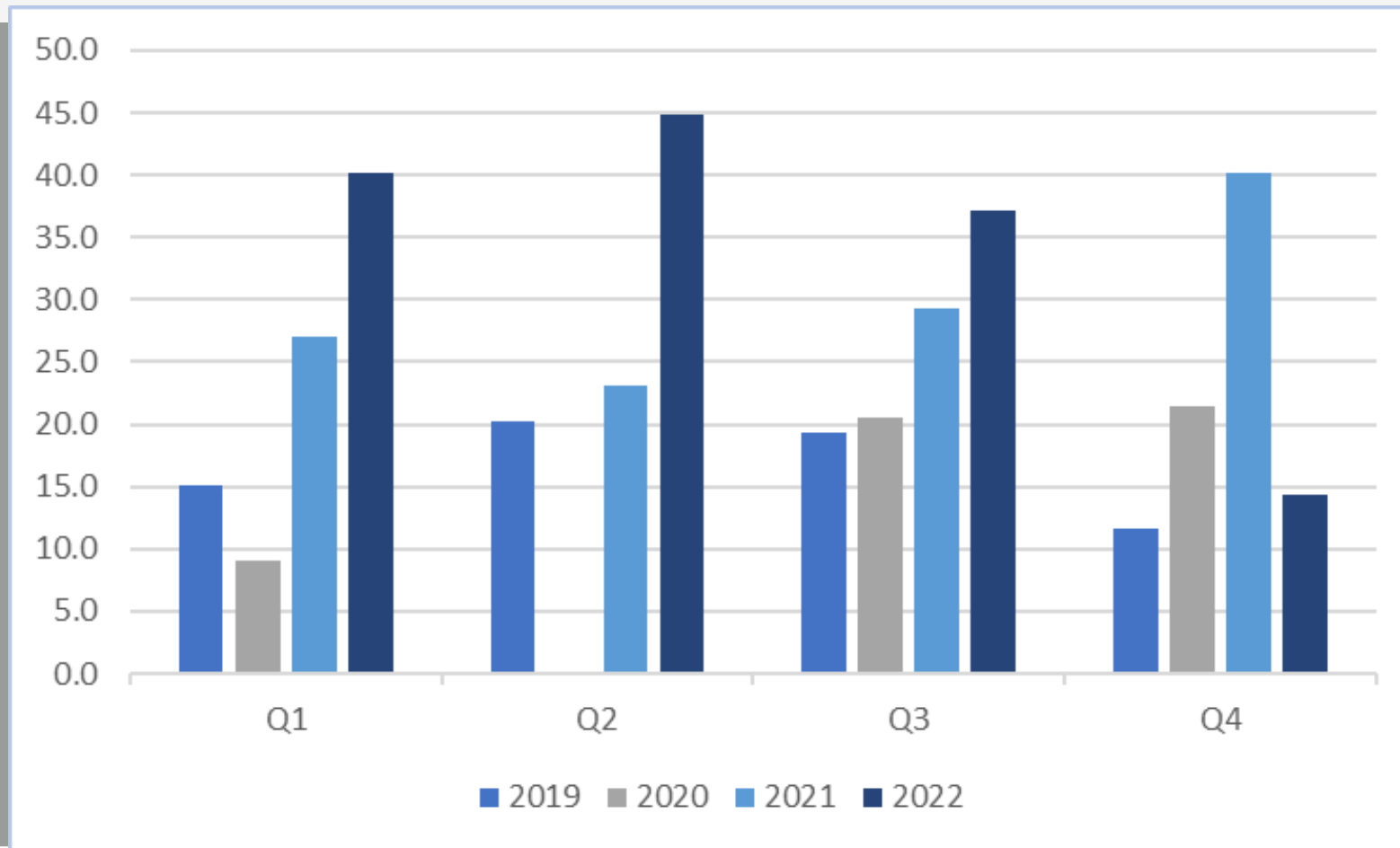
# QUARTERLY COMPARISON - Sales

Q2 and Q4 are historically the strongest revenue quarters



# QUARTERLY COMPARISON - Operating Profit

Q2 and Q4 are historically the strongest revenue quarters





# BALANCE SHEET



## Consolidated Balance Sheet

Amounts in SEK thousand

### Assets

Intangible non-current assets	28 134	25 617	25 617	23 486
Other non-current assets	123 882	133 320	133 320	132 597
Inventories	212 130	145 917	145 917	106 648
Trade receivables	99 009	114 216	114 216	72 012
Other current assets	28 222	20 632	20 632	21 324
Cash and cash equivalents	106 795	116 367	116 367	66 276

<b>Total assets</b>	<b>598 172</b>	<b>556 069</b>	<b>556 069</b>	<b>422 343</b>
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### Equity and liabilities

Equity	333 219	278 259	278 259	209 809
Long-term interest-bearing liabilities	30 748	46 131	-	-
Long-term non-interest-bearing liabilities	7 018	5 713	51 844	55 875
Current interest-bearing liabilities	64 872	29 583	29 583	28 179
Current non-interest-bearing liabilities	162 314	196 383	196 383	128 480

<b>Total equity and liabilities</b>	<b>598 172</b>	<b>556 069</b>	<b>556 069</b>	<b>422 343</b>
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# KEY FINANCIAL INDICATORS



KEY FINANCIAL INDICATORS	1 January – 31 December						
	2022	2021	2020	2019	2018	2017	2016
Revenue growth, %	19.6	27.5	-13.6	0.5	7.5	11.5	15.8
Operating margin, %	14.5	15.2	8.2	9.3	12.0	12.1	12.3
Profit margin, %	14.0	14.7	7.6	8.8	11.8	12.1	12.1
Average equity	305.7	244.0	198.3	183.7	167.3	145.9	125.6
Return on equity, %	33.0	35.8	16.9	25.7	42.3	44.6	44.8
Equity ratio, %	55.7	50.0	51.3	45.3	53.0	49.2	50.8
Interest-bearing net cash (liabilities –), MSEK*	11.2	40.7	-13.2	-89.6	-2.5	9.2	9.7
Earnings per share, SEK	8.86	7.67	2.94	4.14	6.20	5.70	4.93
Equity per share, SEK	29.22	24.40	18.40	16.37	15.85	13.50	12.08
Dividend per share, SEK**	5.00*	5.00	2.00	-	4.00	4.00	3.60
Average number of shares outstanding	11 401 988	11 401 988	11 401 988	11 401 988	11 401 988	11 401 988	11 401 988
Number of shares outstanding at end of period	11 401 988	11 401 988	11 401 988	11 401 988	11 401 988	11 401 988	11 401 988
Average number of employees	587	540	520	502	482	446	358

\* Interest-bearing net cash (liabilities –), has been effected by 22 MSEK by the introduction of IFRS 16

\*\* Proposed dividend for 2022

# CEO'S SUMMARY



- Nilorn acquire Bally Labels AG
- Slow down at end of the year, but best year ever.
- Full year profit:
  - TO MSEK 943 (788), (pre pandemic 718 MSEK Year 2019)
  - OP MSEK 136 (120), (pre pandemic 85 MSEK year 2018)
- Higher stock levels at some clients of finish products
- Positive development in Italy, France , Spain and USA
- Weaker in UK and Nordic area.
- Luxury segment both France and Italy
- Production perform well and looking to expand in Portugal and Bangladesh
- Dividend propose to be 5 (5) SEK

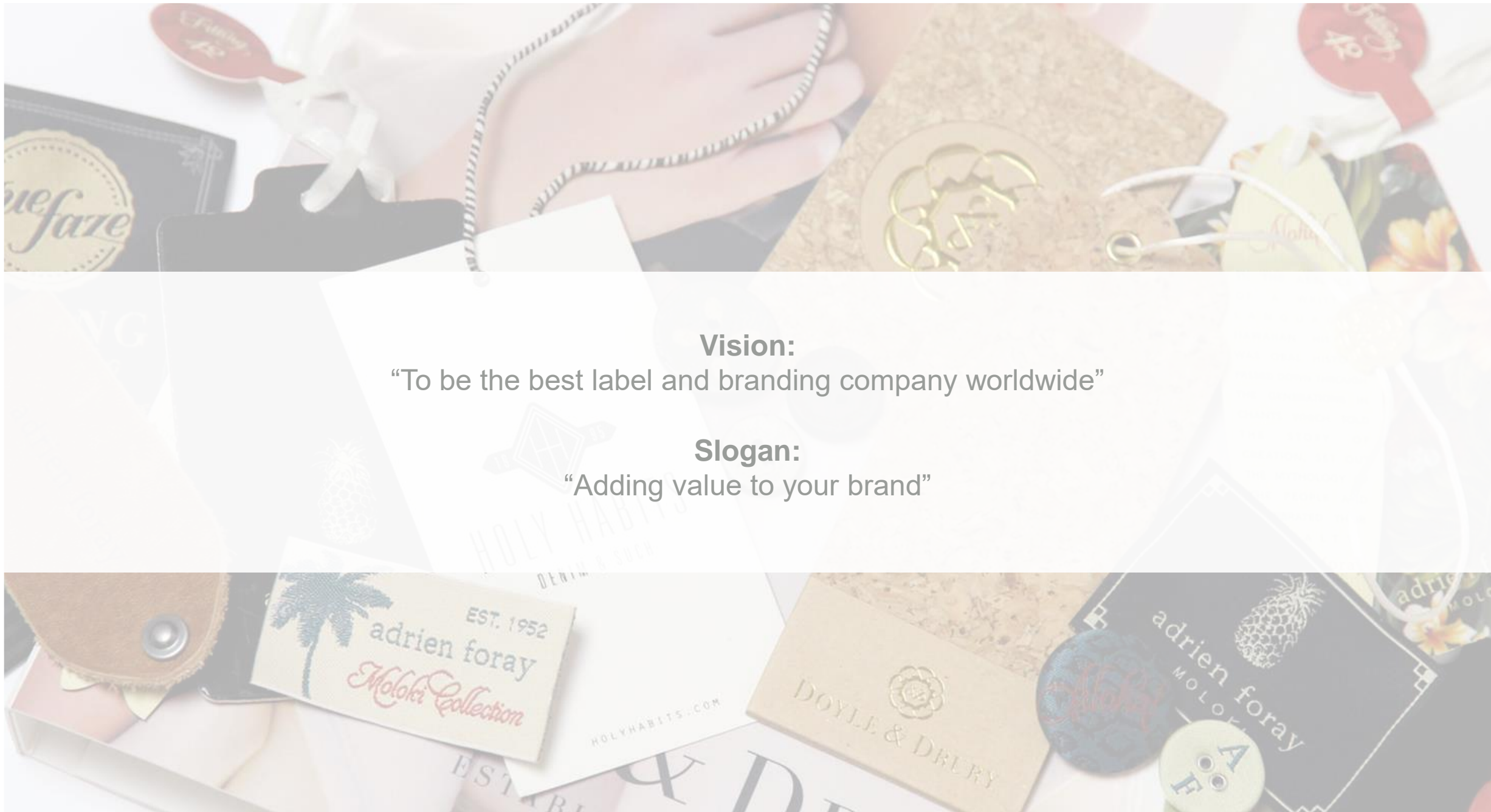


# CEO'S SUMMARY



- Structural improvements within:
  - Sustainability / CSR
  - WOS and Nilorn connect
  - Sourcing
  - Purchase
  - Compliance
  - Material
  - IT
- Our employees continue to do a great job, adopting to a new way of working, introduce new employees, to cope with increased volumes





**Vision:**

“To be the best label and branding company worldwide”

**Slogan:**

“Adding value to your brand”

- Structural
  - Sourcing
  - CSR /Sustainability
  - Compliance
  - Material
  - Packaging
  - System
  - Activity plan
  - RFID
- Organization
- Investments
- New Offices
- Marketing
- Clients

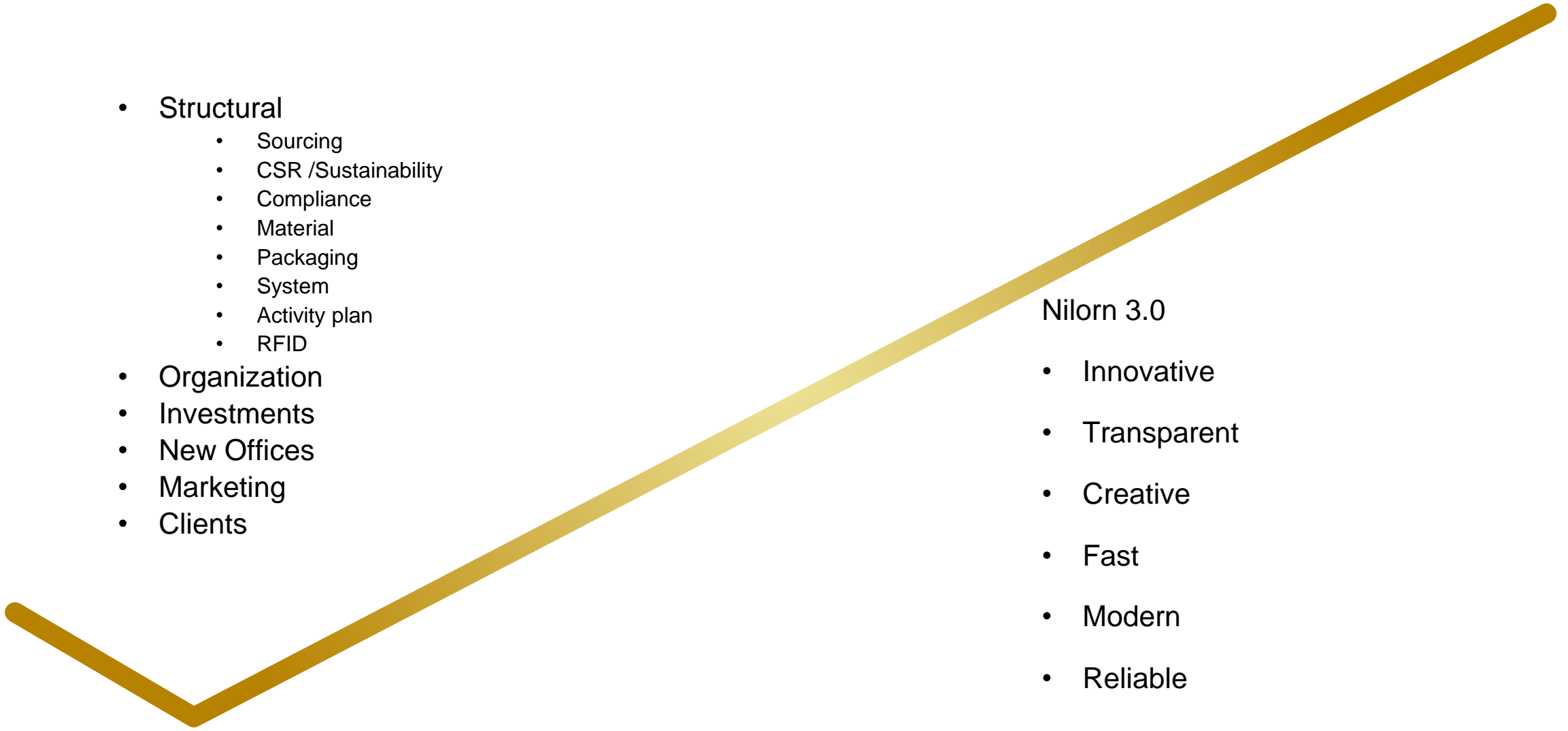
Nilorn 3.0

- Innovative
- Transparent
- Creative
- Fast
- Modern
- Reliable

2020

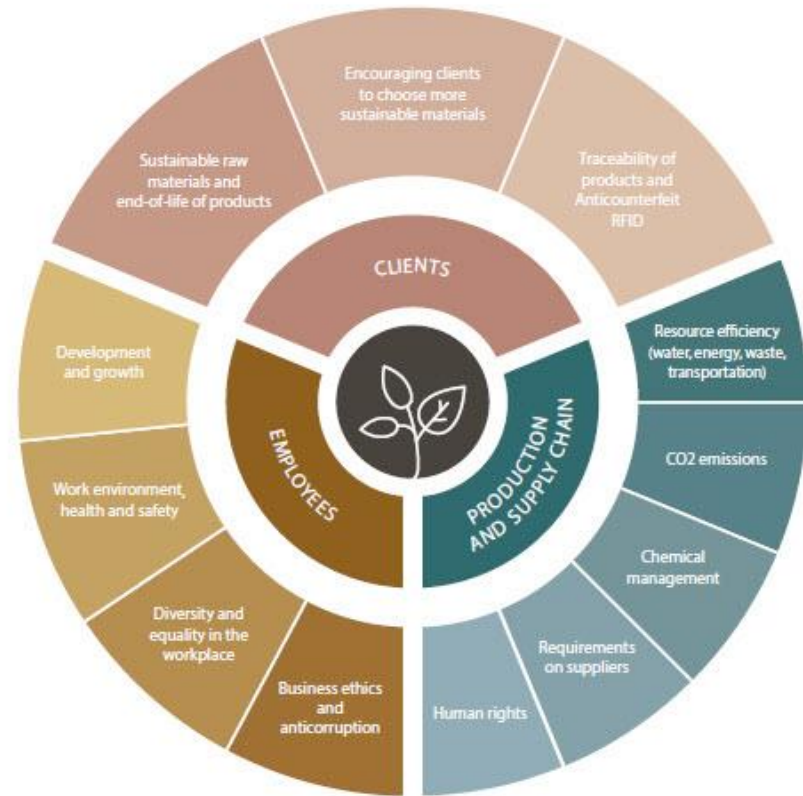
2022

2027



# Our sustainable journey

An important part of our business



# PRODUCT DESCRIPTION

## Labels



Labels are the core business and accounts for the bulk of sales

- Woven labels
- Textile labels
- Hang tags
- Embossed labels
- Barcode labels
- Labels with care instructions



# PRODUCT DESCRIPTION

Packaging and accessories



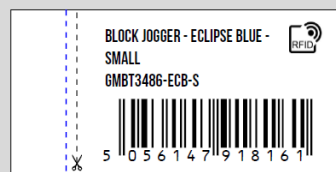
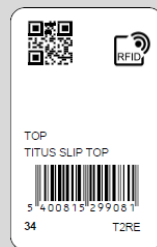
To strengthen the brand and convey a feeling it is important that the product is delivered in a attractive package

- Cartons, paper bags or plastic packaging
- Buttons, zippers, rivets, buckles, eyelets, molded plastic badges, etc...
- An emerging area: RFID

# RFID-SOLUTION



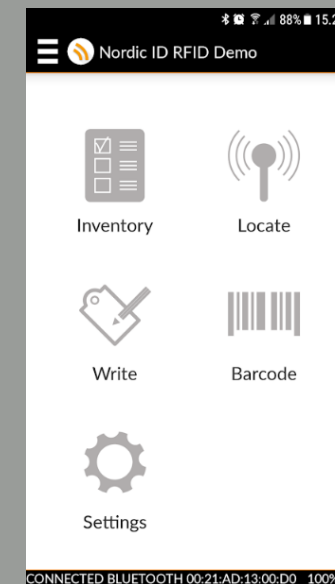
## Labels



## Hardware



## Software

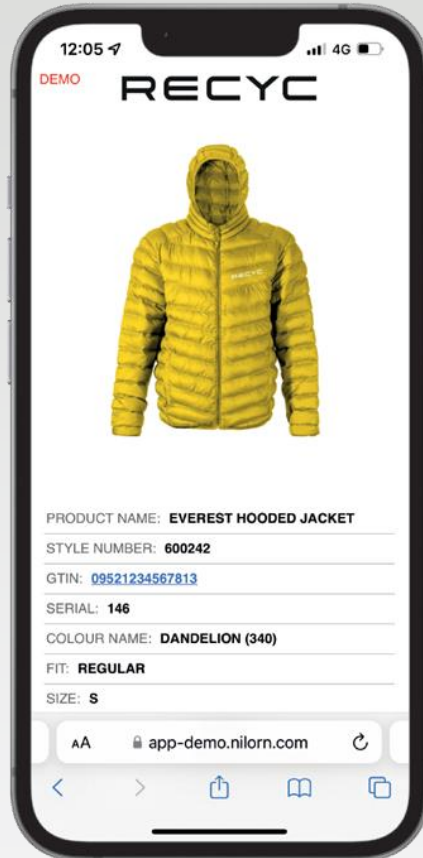


# WHY IS RFID ESSENTIAL?



- Increase stock accuracy
- Consumers want to buy whenever and wherever they are, and have it delivered anywhere
  - This becomes a huge logistical challenge for retailers and brand owners
- Next: Add on intelligent mirrors, security, self-checkout cashiers etc.





<https://app-demo.nilorn.com/01/09521234567813/21/146>

# NILORN:CONNECT

ADDING INFORMATION TO YOUR BRAND

February, 2023



# FINANCIAL TARGETS

Aim to grow faster than the market

**Nilorn strives for sustainable and profitable growth.**

- Revenue growth in excess of 7 percent
- Operating margin of at least 10 percent
- Net debt should not exceed 2 \* EBITDA

**Result 2021-12**

- Revenue increase of 32 percent
- Operating margin 15 percent

**Result 2020-12**

- Revenue decline of 9 percent
- Operating margin 8 percent

**Nilörngruppen's goal is that 60-90 percent of profit after tax to be distributed**





The goal is that all our customers are satisfied with our creativity, products and services.

If you invest in Nilörngruppen we promise to take care of your investment through long-term thinking, growth, stability and hard work!

