



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

NILÖRNGRUPPEN
Q3-2023



FINANCIAL PERFORMANCE

Q3-2023

- Order Income -21% to MSEK 182 (230)
- Sales -7% to MSEK 215 (232)
- Sales excl currency effects -10 % to MSEK 209 (232)
- Operating profit MSEK 20,8 (37,0)



Q3-2023, accumulated

- Order Income -24% to MSEK 572 (755)
- Sales -10% to MSEK 666 (744)
- Sales excl currency effects -14 % to MSEK 639 (744)
- Operating profit MSEK 53,8 (122,1)



INCOME 2023



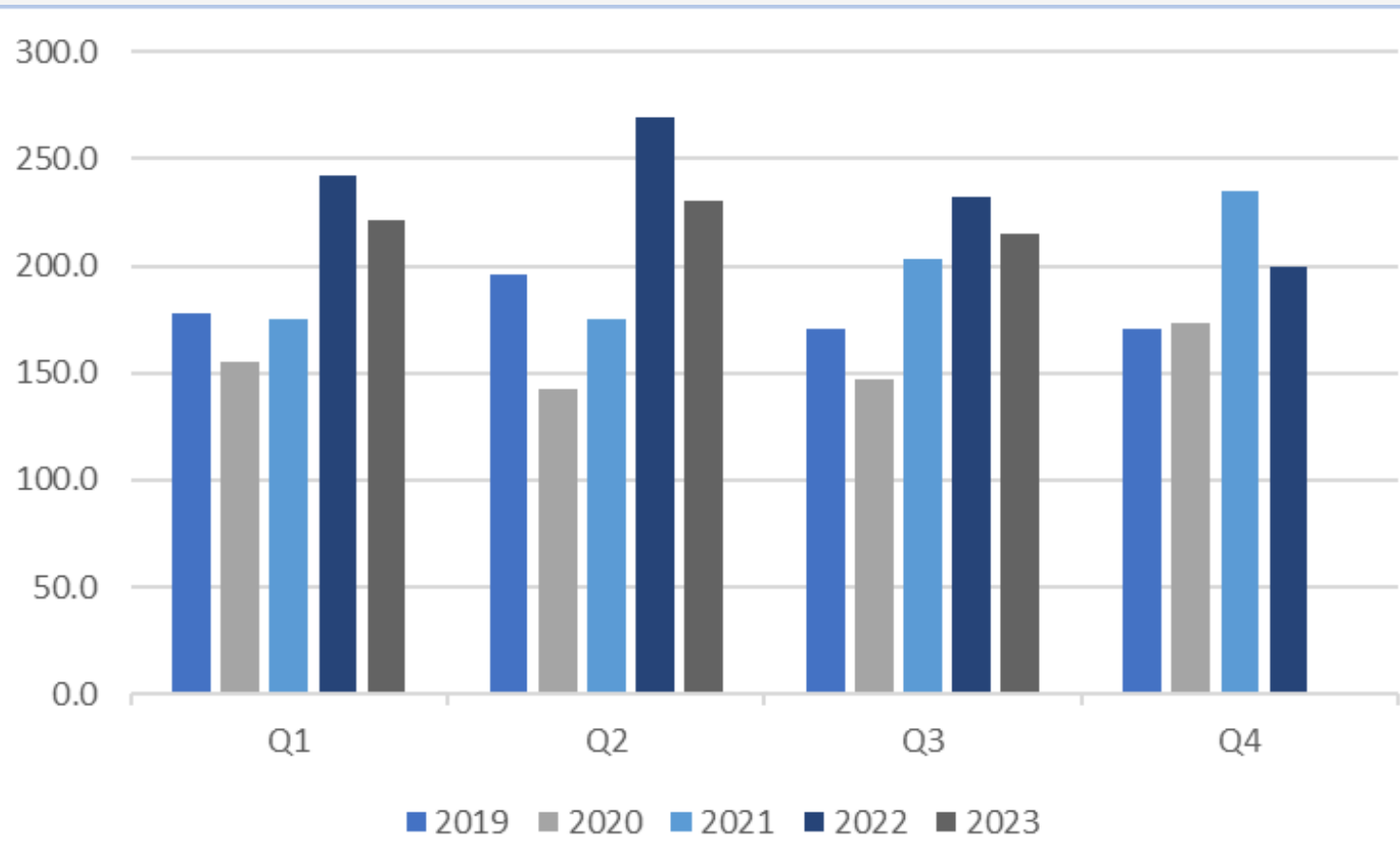
	3 months				9 months			
	2023		2022		2022		2021	
Amounts in SEK thousand	July - September				January - September			
Net revenue	214 651		232 024		666 115		743 500	
Raw materials, supplies and goods for resale	-117 268		-127 583		-377 754		-414 615	
Gross profit	97 383	45.4%	104 441	45.0%	288 361	43.3%	328 885	44.2%
Other operating revenue	5 486		8 192		18 004		18 133	
Other external costs	-19 149	8.9%	-16 006	6.9%	-58 871	8.8%	-52 908	7.1%
Personnel costs	-51 229	23.9%	-47 073	20.3%	-159 267	23.9%	-141 557	19.0%
Depreciation, amortisation and impairment charges	-8 456		-8 384		-23 577		-23 045	
Other operating costs	-3 224		-4 121		-10 850		-7 394	
Operating profit	20 811	9.7%	37 049	16.0%	53 800	8.1%	122 114	16.4%
Net finance items	-2 559		-417		-8 443		-1 980	
Profit before taxes	18 252		36 632		45 357		120 134	
Taxes	-4 880	-2.3%	-8 661	-3.7%	-11 694	-1.8%	-28 239	-3.8%
Net profit for the period	13 372	6.2%	27 972	12.1%	33 663	5.1%	91 895	12.4%
Earnings per share, SEK	1.17		2.45		2.95		8.06	

INCOME 2023



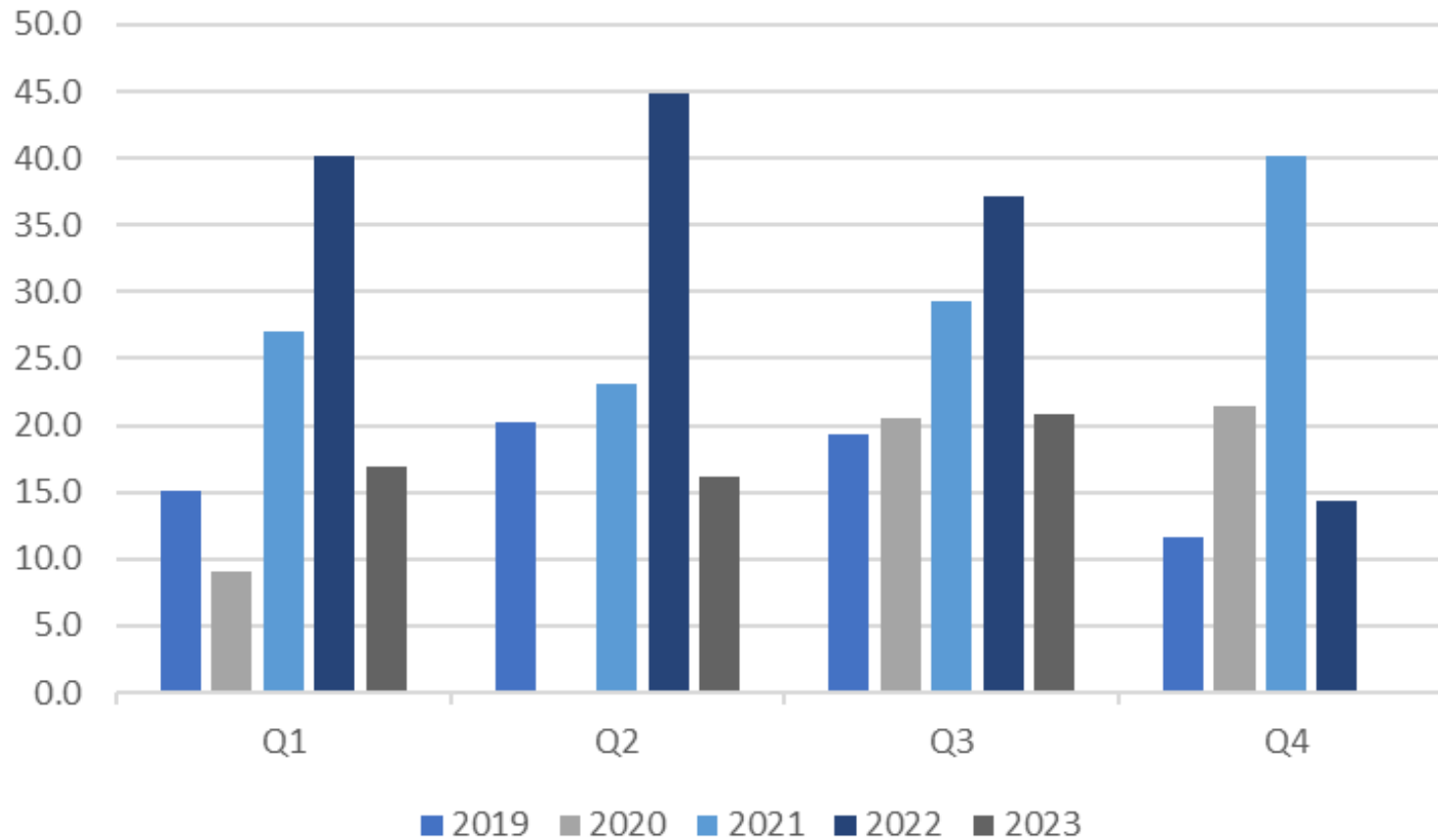
Amount in MSEK)	2023				2022				2021				2020				2019			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net revenue	221.3	230.2	214.7	199.3	242.3	269.1	232.0	199.3	175.2	175.2	203.4	234.5	155.5	142.3	147.0	173.4	178.1	195.8	170.8	170.6
Raw materials, supplies and goods for resale	-126.1	-134.4	-117.3	-111.7	-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	95.2	95.8	97.4	87.6	106.1	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	43.0%	41.6%	45.4%	44.0%	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	4.3	8.2	5.5	14.3	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	-75.2	-80.1	-73.6	-80.8	-61.7	-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 charges	-7.3	-7.8	-8.5	-6.9	-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
Operating profit	16.9	16.1	20.8	14.2	40.2	44.9	37.0	14.2	26.9	23.0	29.3	40.1	9.0	0.1	20.5	21.2	15.1	20.2	19.3	11.6
Operating margin	7.6%	7.0%	9.7%	7.1%	16.6%	16.7%	15.9%	7.1%	15.4%	13.1%	14.4%	17.1%	5.8%	0.1%	13.9%	12.2%	8.5%	10.3%	11.3%	6.8%
Operating profit per share	1.5	1.4	1.8	1.2	3.5	3.9	3.2	1.2	2.4	2.0	2.6	3.5	0.8	0.0	1.8	1.9	1.3	1.8	1.7	1.0

QUARTERLY COMPARISON - Sales



QUARTERLY COMPARISON - Operating Profit

Q2 and Q4 are historically the strongest revenue quarters



BALANCE SHEET



Consolidated Balance Sheet

Amounts in SEK thousand	2023-09	2022-09	2022-12	2021-12
Assets				
Intangible non-current assets	44 750	27 211	38 619	25 617
Other non-current assets	126 788	130 855	122 914	133 320
Inventories	181 104	213 015	212 130	145 917
Trade receivables	124 748	131 806	99 009	114 216
Other current assets	40 192	37 465	28 222	20 748
Cash and cash equivalents	108 645	115 395	113 085	116 367
Total assets	626 227	655 747	613 979	556 185
Equity and liabilities				
Equity	305 618	333 288	333 219	278 258
Long-term interest-bearing liabilities	39 175	43 602	30 748	46 078
Long-term non-interest-bearing liabilities	6 739	5 370	7 018	5 766
Current interest-bearing liabilities	90 965	55 377	64 872	29 583
Current non-interest-bearing liabilities	183 730	218 110	178 122	196 500
Total equity and liabilities	626 227	655 747	613 979	556 185

KEY FINANCIAL INDICATORS



KEY FINANCIAL INDICATORS	1 January – 30 Sept		1 January – 31 December				
	2023	2022	2022	2021	2020	2019	2018
Revenue growth, %	-10.4	34.2	19.6	27.5	-13.6	0.5	7.5
Operating margin, %	8.1	16.4	14.5	15.2	8.2	9.3	12.0
Profit margin, %	6.8	16.2	14.0	14.7	7.6	8.8	11.8
Average equity	319.4	305.8	305.8	354.0	198.3	183.7	167.3
Return on equity, %	10.5	30.1	33.0	35.8	16.9	25.7	42.3
Equity ratio, %	48.8	50.8	55.8	50.0	49.7	45.3	53.0
Interest-bearing net cash (liabilities –), MSEK*	-21.5	16.4	41.9	86.8	38.1	-89.6	-2.5
Earnings per share, SEK	3.0	8.1	8.86	7.67	2.94	4.14	6.20
Equity per share, SEK	26.8	29.2	29.22	24.41	18.40	16.37	15.85
Dividend per share, SEK	5.0	5.0	5.00	5.00	2.00	0.00	4.00
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	582	579	587	553	499	494	482

* Interest-bearing net cash (liabilities –), has been effected by 24 (27) MSEK by the introduction of IFRS 16

CEO'S SUMMARY



- The trend from previous quarters continues with;
 - Large stock of finished goods, Outdoor/Sports
 - Positive development in luxury segment Italy, France
 - Weaker in the Scandinavian market, UK and Germany
- Expect demand in outdoor to normalize during Q2-2024
- Distribution units, volumes out from China/Hong Kong, benefit Bangladesh, Pakistan and Portugal
- Turkey weak market due to very high inflation
- Establishment in Vietnam with local warehouse, sourcing etc according to plan
- Operating profit is on par with 2019 (20,8 (19,3) MSEK and 53,8 (54,6 MSEK))
- Operating profit on 12-months rolling basis is 68 MSEK
- Decrease of stock level BY MSEK31 (increase MSEK67) since yearend



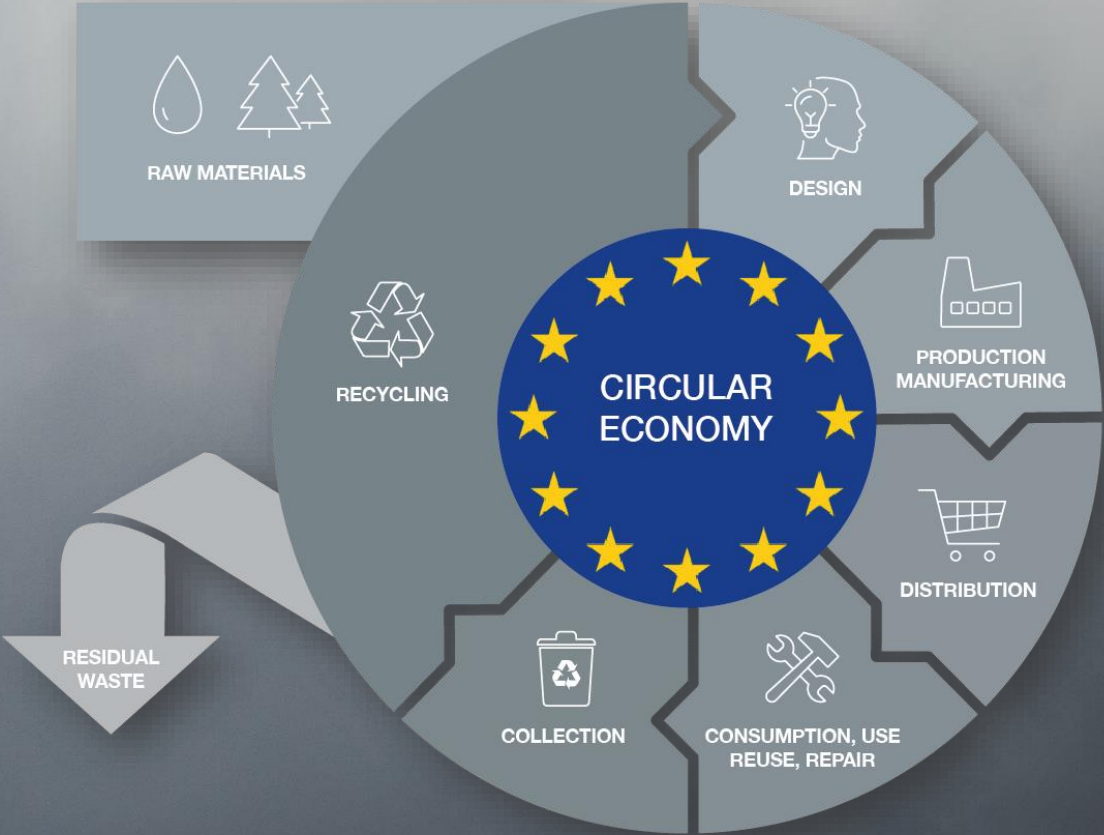
CEO'S SUMMARY



- Continue to build a strong fundament:
 - Sustainability / CSR
 - Packaging
 - Sourcing
 - Purchase
 - Compliance
 - Material
 - IT
 - Nilorn:CONNECT: Solutions to help our customers on their journey towards a Digital Product Passport



The European Commission adopted the new circular economy action plan (CEAP) in March 2020. It is one of the main building blocks of the European Green Deal.



EU Green Deal

No net emissions of greenhouse gases by 2050

Ecodesign for Sustainable Products Regulation (ESPR)

Regulation to improve EU products' circularity, energy performance and other environmental sustainability aspects.

CIRPASS

Collaborated initiative to prepare for the gradual piloting and deployment of a standard-based DPP.

Founded by European Commission.

Digital Product Passport (DPP)

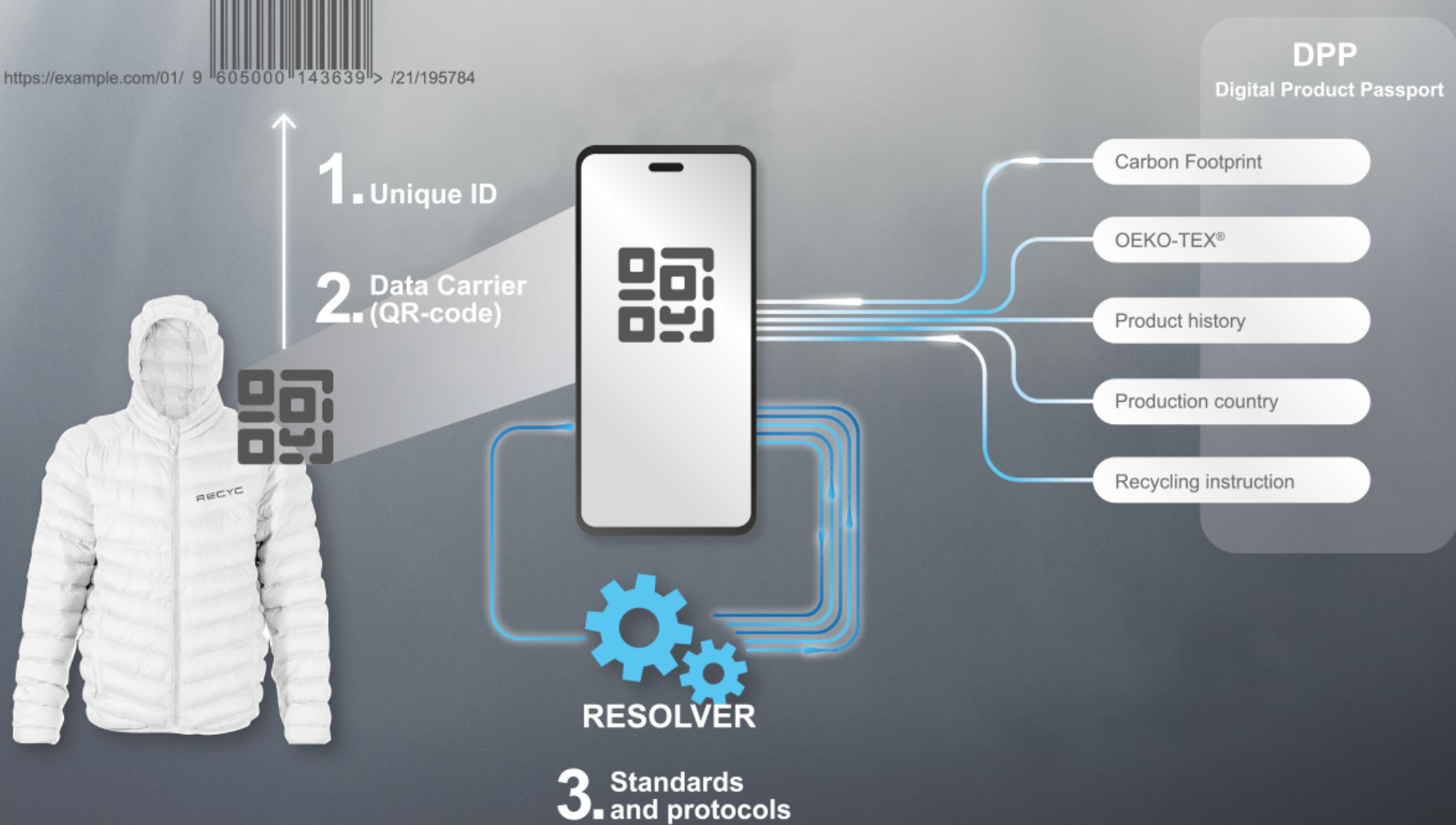
Structured collection of product data related to sustainability, circularity, value retention for re-use, remanufacturing, and recycling.

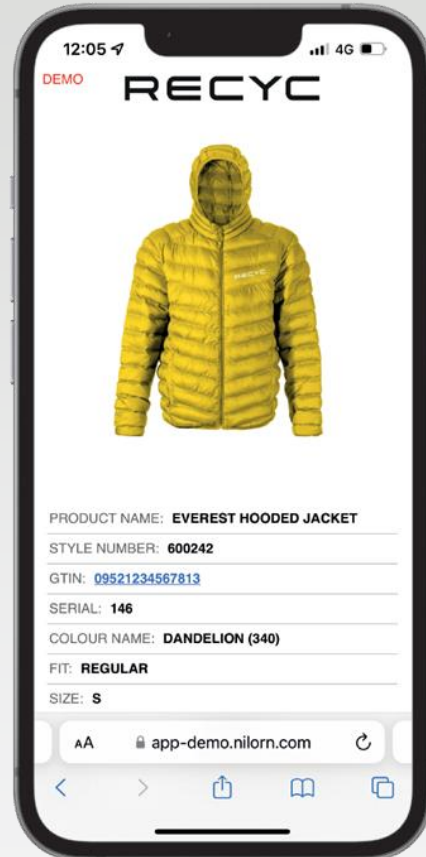
ESPR

CIRPASS

DPP

Nilorn:CONNECT™





<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 2022-12

- Revenue increase of 20 percent
- Operating margin 14,5 percent

Result 2021-12

- Revenue increase of 28 percent
- Operating margin 15,5 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!

