

Flügger at a glance

Selected 2024/25 numbers

Revenue bnDKK (guidance)

2.2 - 2.4

EBIT mDKK (guidance)

85 - 95

Full-time employees

1.695

Markets

19

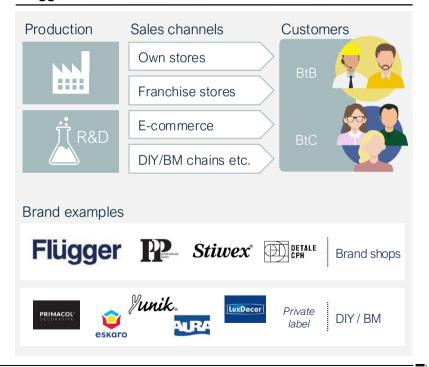
No. factories

7

No. stores

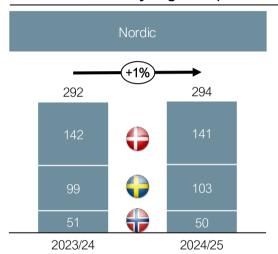
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Flügger's business model



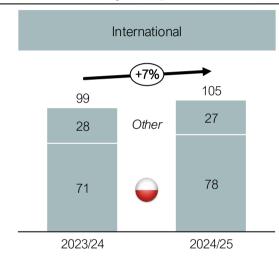
Positive low season quarter with +1% growth and strong performance in consumer sales

Q3 2024/25 sales by segment (November 2024 – January 2025), mDKK



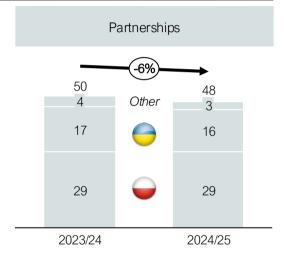
Growth in consumers, challenges in prof

- Growth in consumers across Nordic
- Slight decline in professionals
- Overall flat currency development



7% growth across customer segments

- 10% growth in Poland and 7 new shops YTD
- Unchanged sales in other markets
- Currency positively impacting +3%



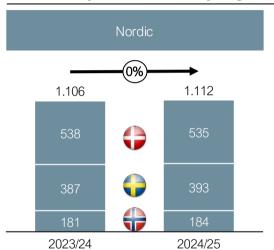
Challenging situation for Eskaro

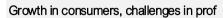
- Ukraine delivers organic growth of 4% offset by negative currency development of -10%
- Flat development in Unicell International



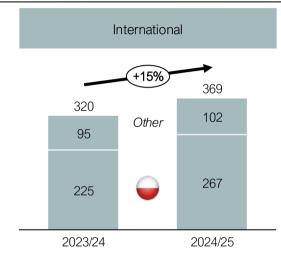
International segment drives YTD growth of +3% while position maintained in Nordic segment

YTD January 2024/25 sales by segment (May 2024 - January 2025), mDKK





- Decline in professional segment in Denmark & Sweden, whereas consumers grow
- Overall flat currency development



15% growth driven by Poland

- Poland grow across consumers and prof
- Increased activity in other markets
- Currency positively impacting +5%



Growth in Poland offset by Ukraine

- 7% growth in Unicell International
- Ukraine increasingly affected by the war
- Currency negatively impacting -1%





New POS system launched

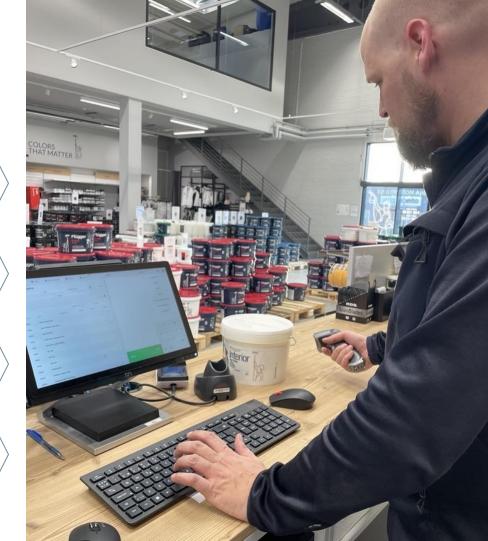
Easier UX and focused on face-to-face sales process

Offline transactions enabled ensuring uninterrupted customer service

Detached from ERP system for easier future system changes

Implemented in Denmark, roll-out in other countries next 6 months

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2024/25 Outlook & financial guidance maintained

2024/25 Outlook and priorities

 The outlook for the future is cautiously optimistic with expectations of continued positive effects from the new strategy, and benefits of more normalized margin levels

2024/25 priorities

- 1 Win small- & medium-sized painter in Nordics
- Increased international growth via new Export initiatives and stores footprint in Poland
- Expand partnerships with builder's merchants in Nordics
- 4 Further reduction of debt level

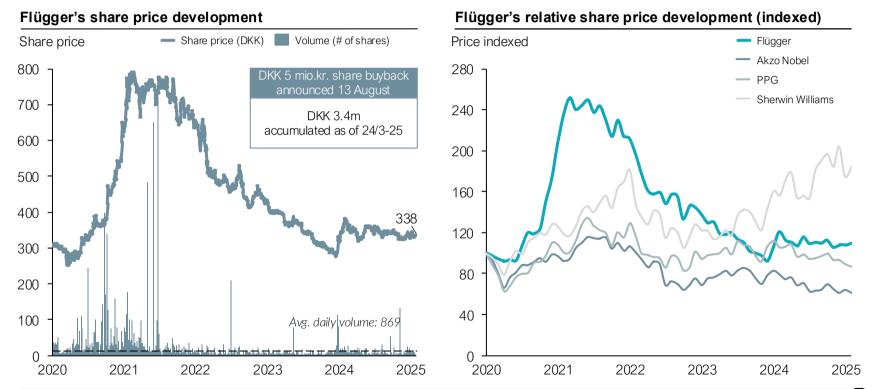
Financial guidance 2024/25







Share price development



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