



Flügger

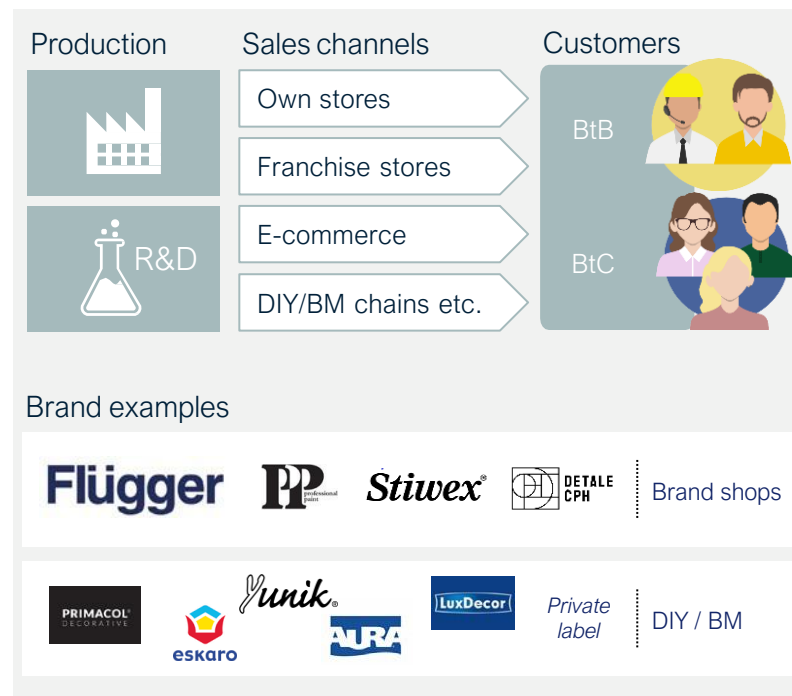
H.C. Andersen Capital | Q3 2024/25

Flügger at a glance

Selected 2024/25 numbers

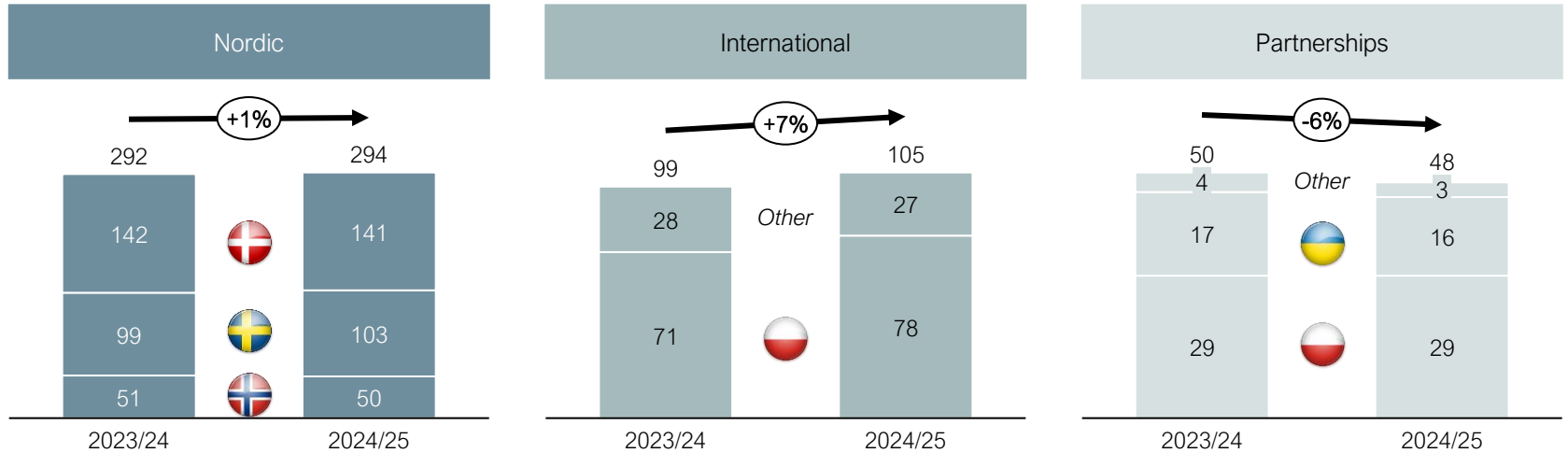
Revenue bnDKK (guidance)	EBIT mDKK (guidance)
2.2 - 2.4	85 - 95
Full-time employees	Markets
1.695	19
No. factories	No. stores
7	313

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

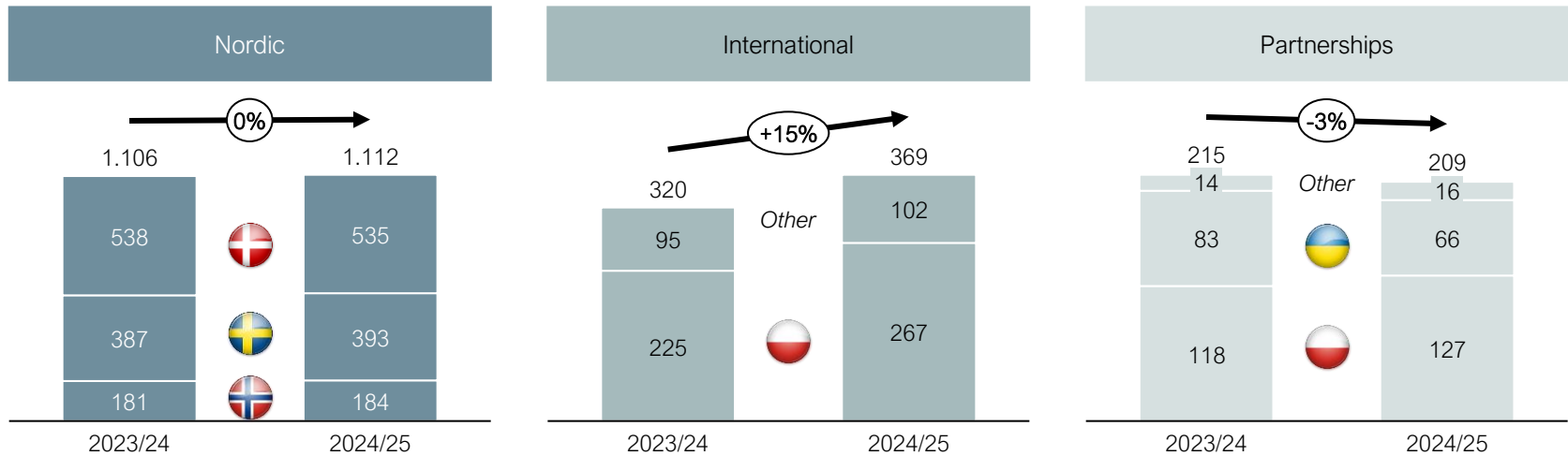
- 10% growth in Poland and 7 new shops YTD
- Unchanged sales in other markets
- Currency positively impacting +3%

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



Growth in consumers, challenges in prof

- 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

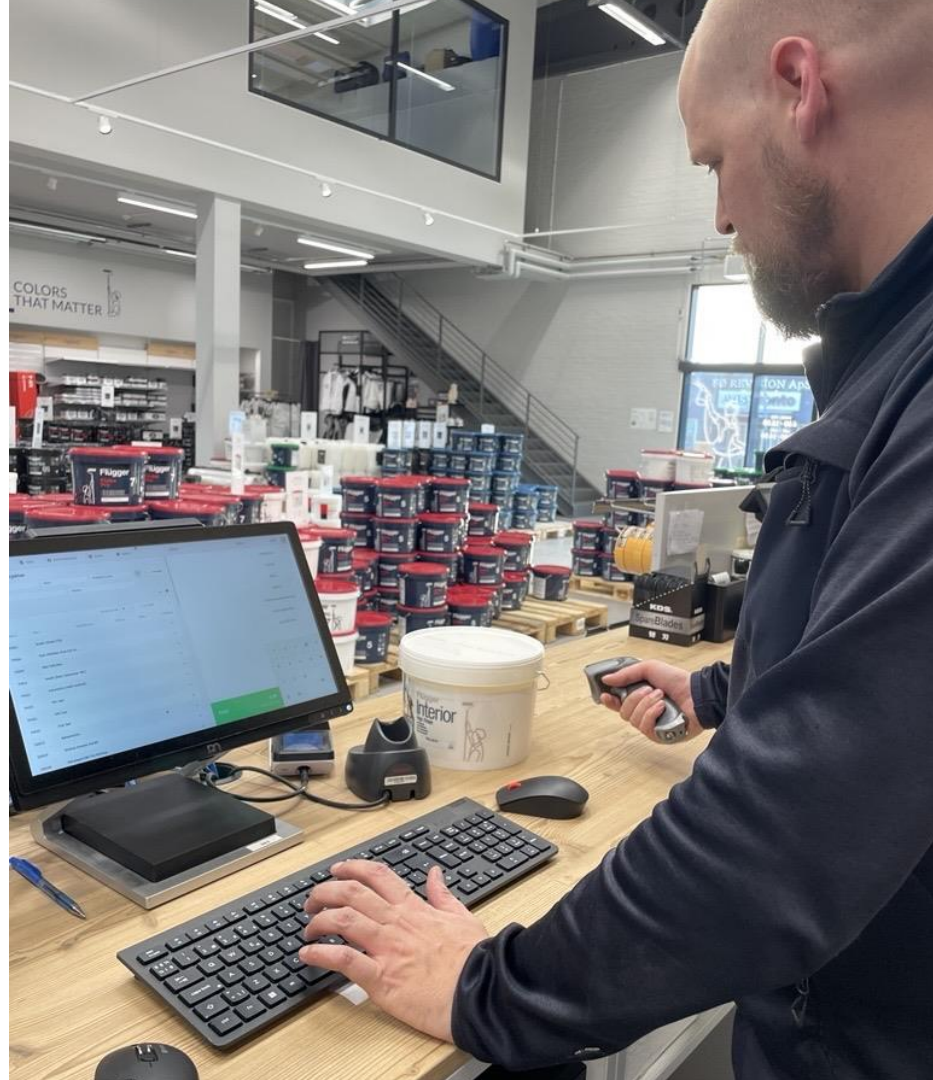
Easier UX and focused on face-to-face sales process

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

Flügger



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
- 2 Increased international growth via new Export initiatives and stores footprint in Poland
- 3 Expand partnerships with builder's merchants in Nordics
- 4 Further reduction of debt level

Financial guidance 2024/25

Updated as per announcement 11 December 2024

Revenue

2,200m – 2,400m

+0-9%
vs. LY

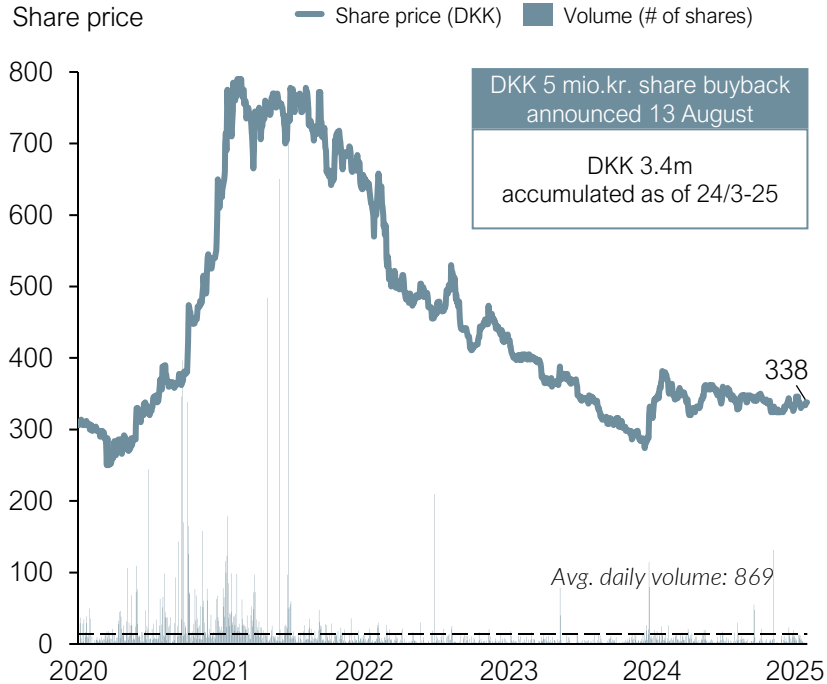
EBIT

85m – 95m
Previous range 75m-95m

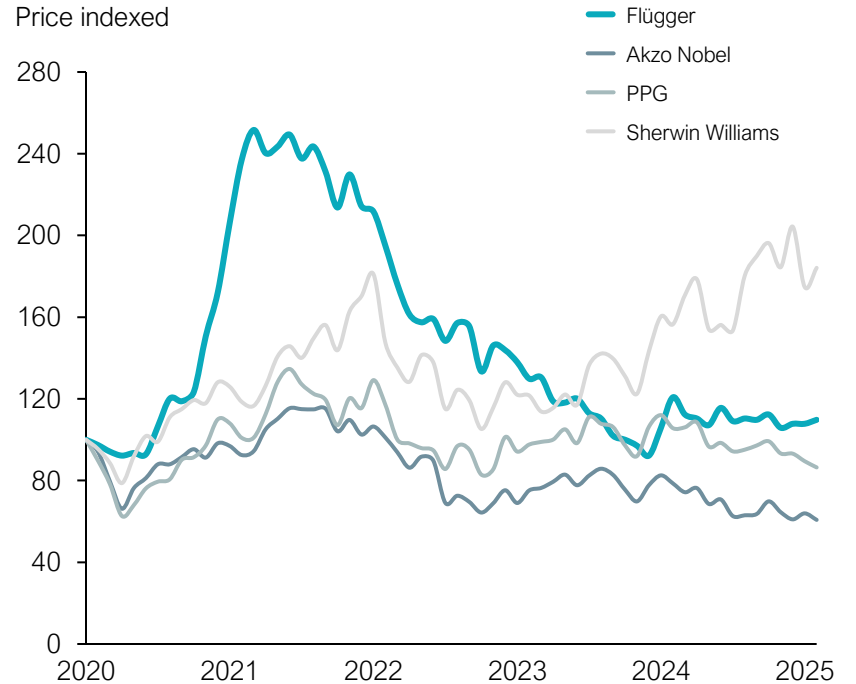
+25-40%
vs. LY

Share price development

Flügger's share price development



Flügger's relative share price development (indexed)



Flügger

*Please contact IR@flugger.com for any further questions
or visit flugger.com/investor*

