



Flügger

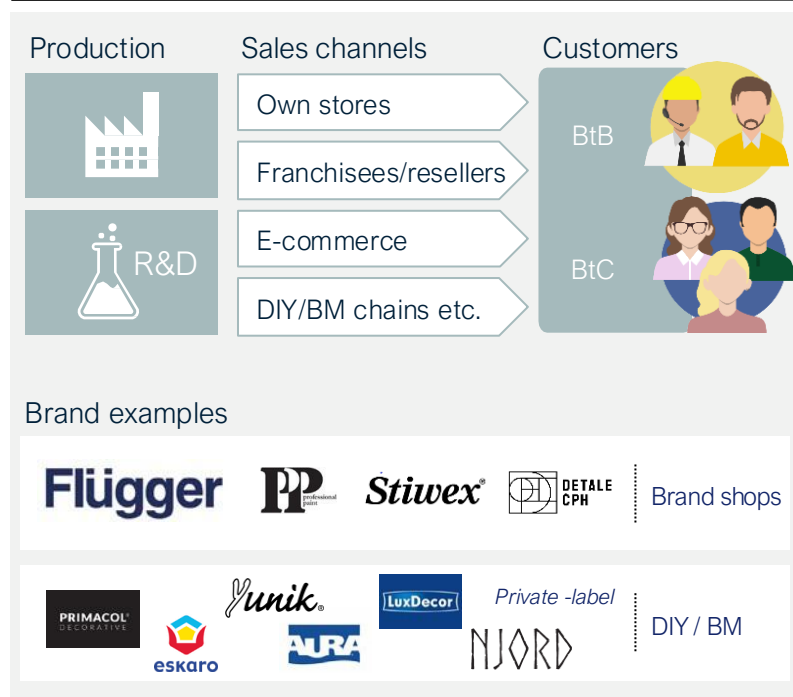
Investor presentation | Q1 2025/26

Flügger at a glance

Selected 2025/26 numbers

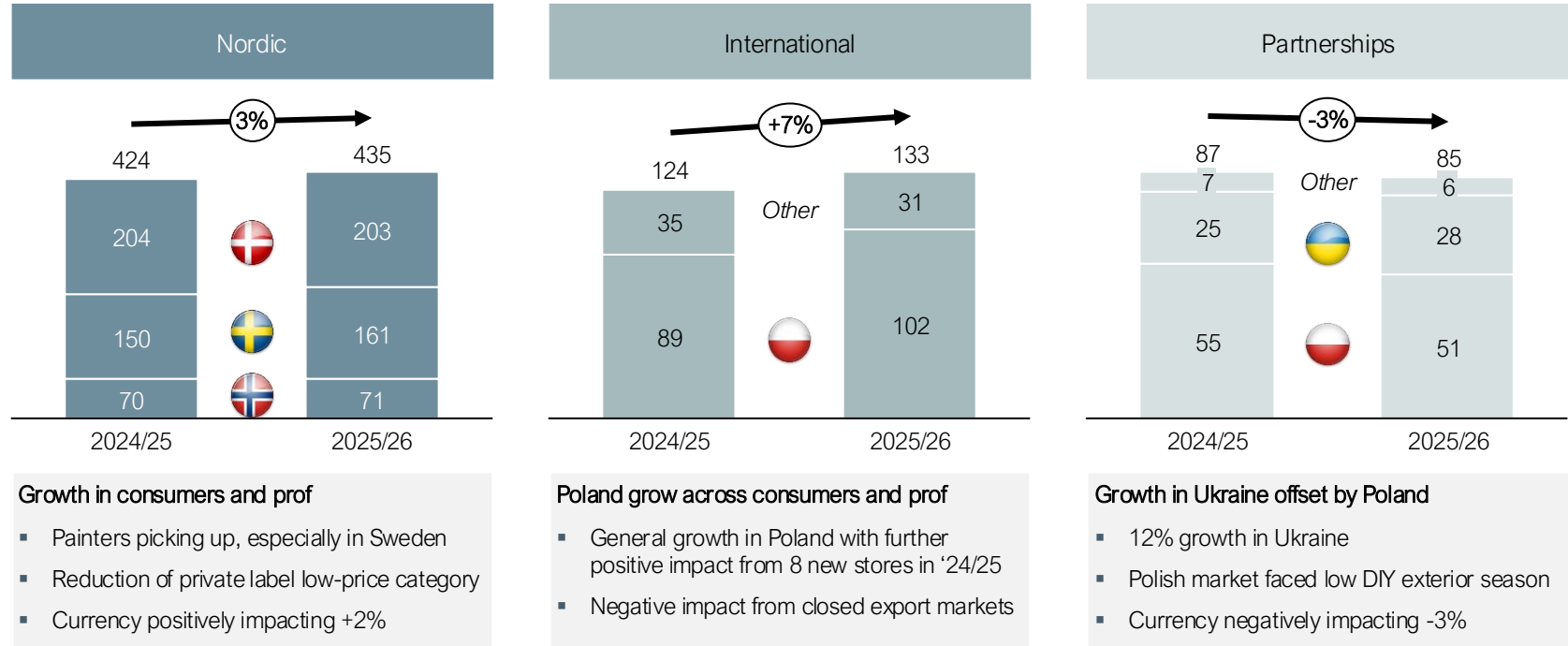
| | |
|---|---|
| Revenue bnDKK (Guidance) 2.2 - 2.4 | EBIT mDKK (Guidance) 100 - 120 |
| Full-time employees 1.761 | Own store markets 8 |
| No. factories 7 | No. stores 315* |

Flügger's business model



Progress in consumers & prof in Nordic. Growth in International driven by Poland aided by newly opened stores

Q1 2025/26 sales by segment (May 2025 – July 2025), mDKK



Boring is good - we delivered according to plan

Good momentum in core business and high OTIF in busiest quarter

New POS system now also in Norway (plan described in Q3 '24/25)

Reduction of private-label DIY as part of Flügger Organic strategy

Record low claims and stable qualities

Flügger



2025/26 financial guidance maintained

2025/26 headlines

- Flat to minor increase for professional painters in the Nordics
- Focus on the Flügger-brand, not low quality
- Establishment of a digital B2B platform for core customers
- Expansion to other craftsmen / builders' merchants
- Store openings in International segment

Financial ambitions

- 🎯 *Stable organic growth of earnings*
- 🎯 *Cash flow for attractive dividend payout*

2025/26 guidance

Revenue

2,200m – 2,400m

*Unchanged
vs. LY*

EBIT

100m – 120m

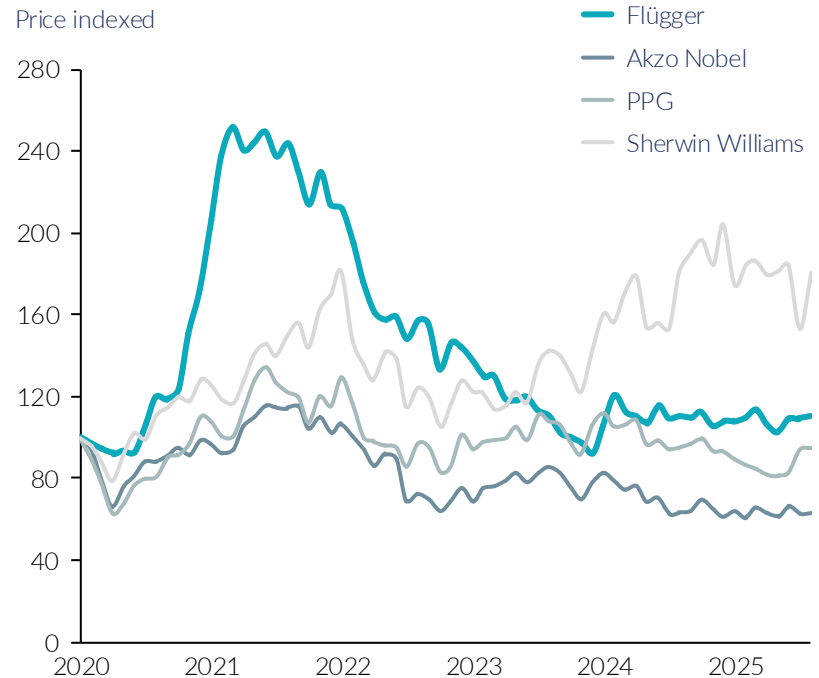
*+6-28%
vs. LY*

Share price development

Flügger's share price development



Flügger's relative share price development (indexed)



Thank you for listening

Flügger

Questions can also be sent to IR@flugger.com

