

January–December 2021

Financial Statement Release

Good finish to a record-
strong year



Disclaimer

- This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although Fiskars Group believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors.
- Important factors that may cause such a difference for Fiskars Group include, but are not limited to:
 - (u) the macroeconomic development and consumer confidence in the key markets,
 - (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions, (iv) change in interest rate and foreign exchange rate levels, and (v) internal operating factors.
- This presentation does not imply that Fiskars Group has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.



Highlights of the quarter



SEVENTH
CONSECUTIVE
QUARTER OF NET
SALES GROWTH



SPENDING FOR
GROWTH
WEIGHED ON
PROFITABILITY



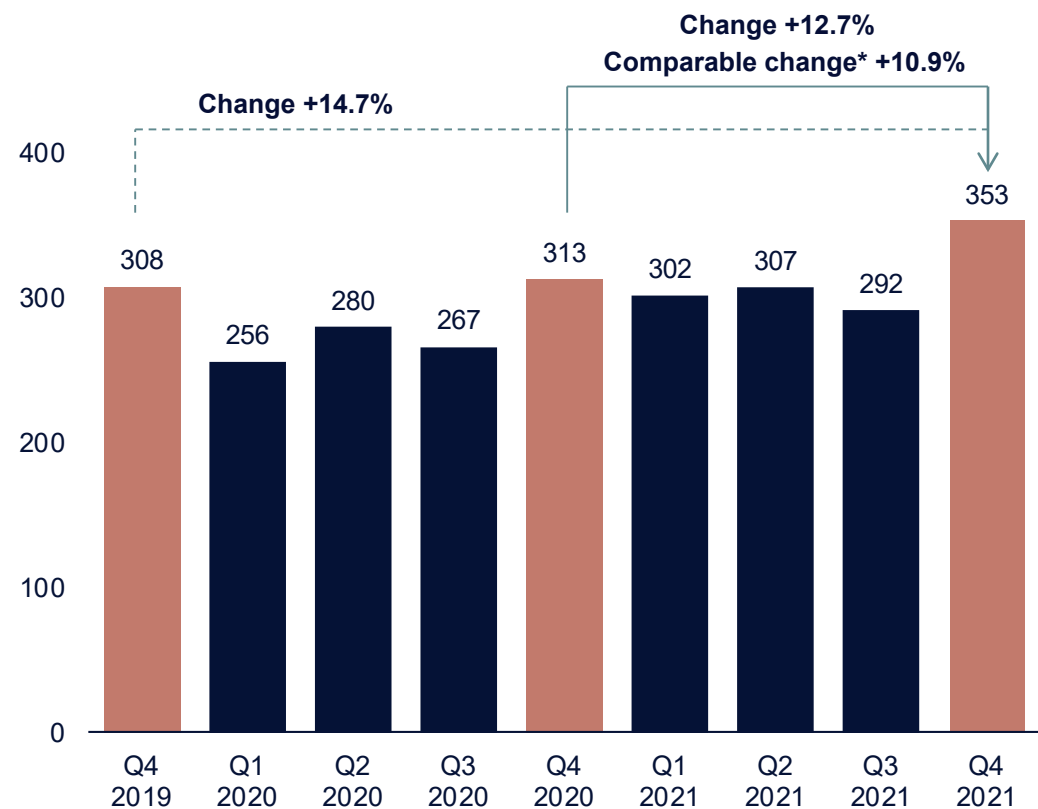
OUTLOOK FOR
2022:
COMPARABLE
EBIT TO
INCREASE FROM
2021



DIVIDEND
PROPOSAL:
EUR 0.76
/ SHARE

Fiskars Group comparable net sales in Q4 2021

NET SALES, EURm



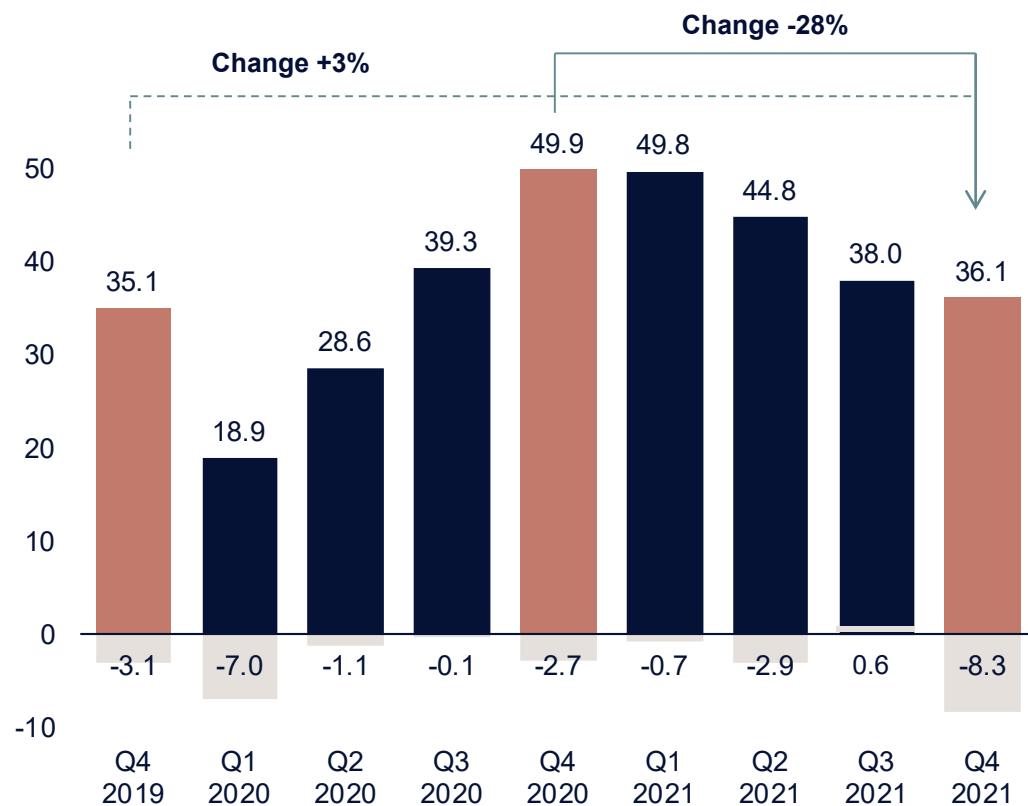
*Comparable change = currency neutral & excl. divestments

NET SALES BRIDGE, EURm



Fiskars Group comparable EBITA in Q4 2021

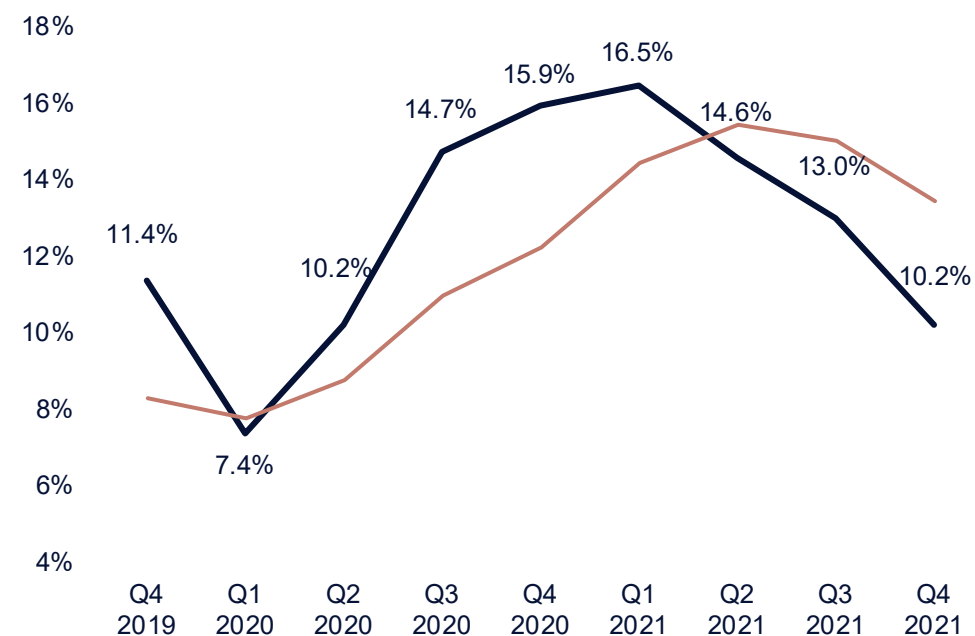
COMPARABLE EBITA, EURm



■ Comparable EBITA ■ Items affecting comparability in EBITA

*Items affecting comparability in EBITA includes items such as restructuring costs, impairment or provisions charges and releases, integration-related costs, and gain and loss from the sale of businesses

COMPARABLE EBITA MARGIN



— Comparable EBITA margin
— Comparable EBITA margin - rolling 12m



The Growth Strategy – clear strategic focus and transformation levers



Progress in Transformation Levers

Commercial excellence

- Power of brands
- Improved Gross Margin, both Q4 (+180bps), and FY 2021 (+240bps)

Direct to consumer

- Direct channel growing above Group average, both Q4 (+14%) and FY 2021 (+20%)

U.S.

- Positive Q4 sales performance in Vita and Terra, double-digit growth vs. LY

China

- Strong sales growth continued in Q4, net sales up 1.5X
- Net sales almost doubled in 2021



North American watering business divested

- Divestment of North American Watering Business completed on February 1, 2022
- Deal included the Gilmour and Nelson brands and related trademarks, patents and assets
- Transaction in line with the new growth strategy
- Watering products remain in our portfolio, sold under the Fiskars brand in Europe



In 2022, Fiskars expects the comparable EBIT to increase from 2021 (2021: EUR 154.2 million)

There are ongoing challenges in global supply chains as well as raw material and energy price inflation. While the company has managed to mitigate these factors, they continue to pose a risk for 2022 performance



Reduced waste to landfill

2030 target: to have all waste from our own manufacturing units and distribution centers recovered or recycled with zero waste going to landfill.

7 out of 21 factories and distribution centers reached the target of zero landfill waste, nine years ahead of the 2030 target.

In 2021, Fiskars Group has reduced **waste to landfill by 28% compared to 2020.**

Products from recycled materials

2030 target: over 50% of our net sales will come from circular products and services.

For example, Fiskars' ReNew series of scissors made of recycled and recyclable materials have been well received.

Sales of the recycled products have grown 78% compared to 2020.



Q4 2021



Financial Targets Tracking I We are well off the good start for our strategic four-year journey

KPI	NEW TARGET	PERFORMANCE	
		2021	2020
NET SALES	Organic, FX neutral Mid-Single-Digit growth	14.2%	3.4%
PROFIT	Mid-teen EBIT margin (excl. IAC) by end of 2025	12.3%	9.8%
CASH FLOW CONVERSION	Free Cash Flow / Net Profit \geq 80%	109%	255%
NET DEBT / EBITDA	Net Debt / LTM EBITDA \leq 2.5X	0.7x	0.8x



Consolidated income statement

EURm	<u>Q4 2021</u>	<u>Q4 2020</u>	<u>Q4 2019</u>
Net sales	353.2	313.3	308.0
Comparable gross profit	156.7	133.5	135.1
Sales and marketing expenses	-83.0	-63.8	-77.8
Other expenses	-46.1	-34.1	-26.8
Comparable EBIT	32.2	36.0	31.6
Comparable EBITA	36.1	49.9	35.1
Profit for the period	18.2	25.2	21.3
Items affecting comparability	-8.3	-2.7	-3.1
Comparable gross margin	44.4%	42.6%	43.9%
Comparable EBIT margin	9.1%	11.5%	10.3%
Comparable EBITA margin	10.2%	15.9%	11.4%

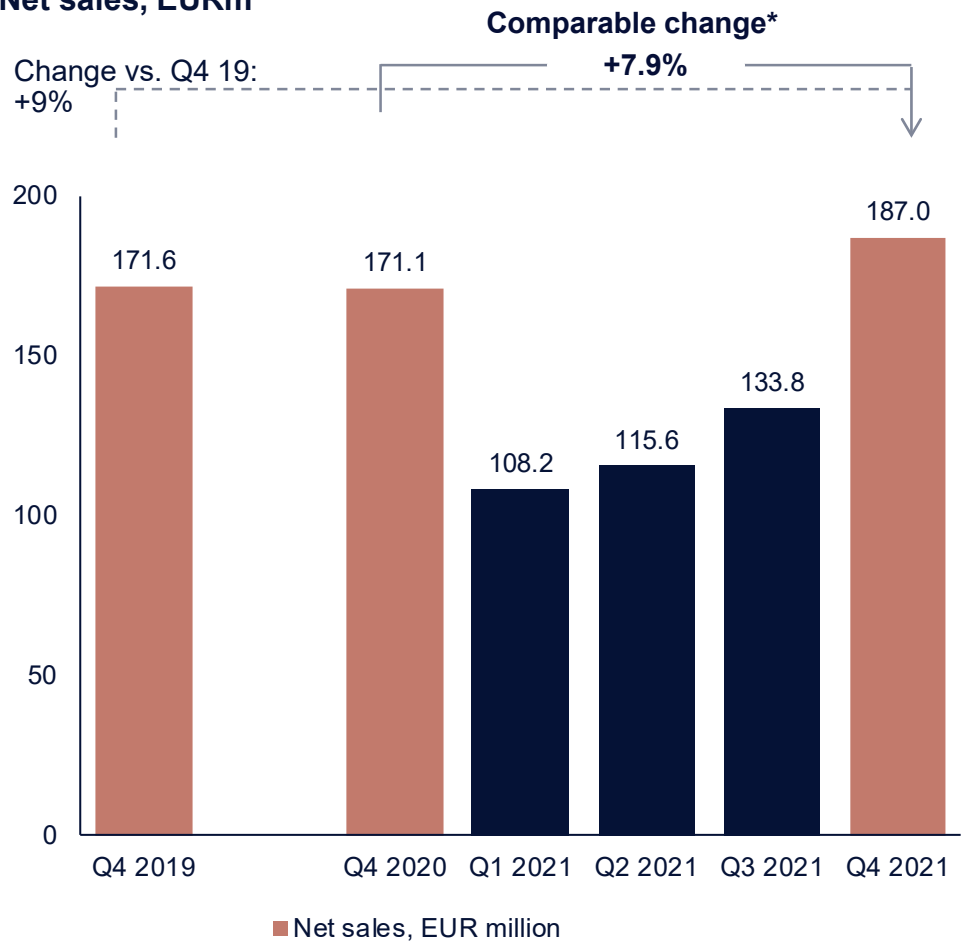
Key takeaways

- **Gross margin up 180bps vs. 2020, 50bps vs. 2019**
 - Increased cost of raw materials, energy and logistics offset by price increases and operational efficiency improvements
- **Sales, marketing and other expenses increased**
 - Significant increase in spending to accelerate growth



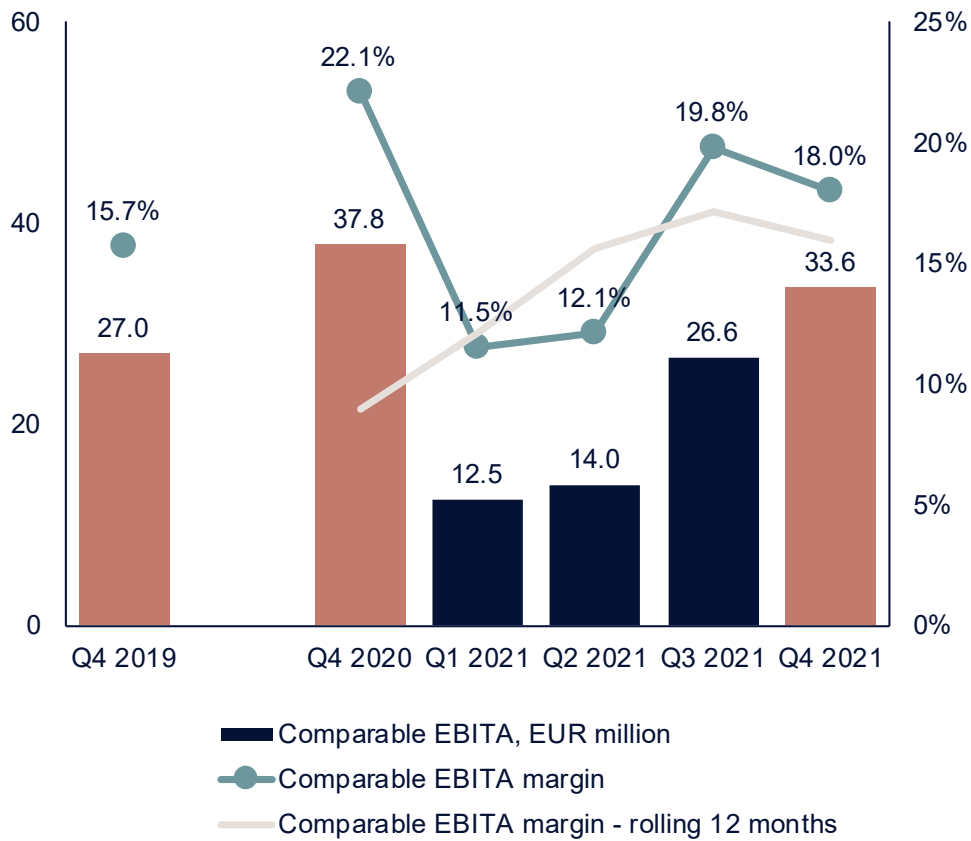
Vita in Q4 2021

Net sales, EURm



*Comparable change = currency neutral & excl. divestments

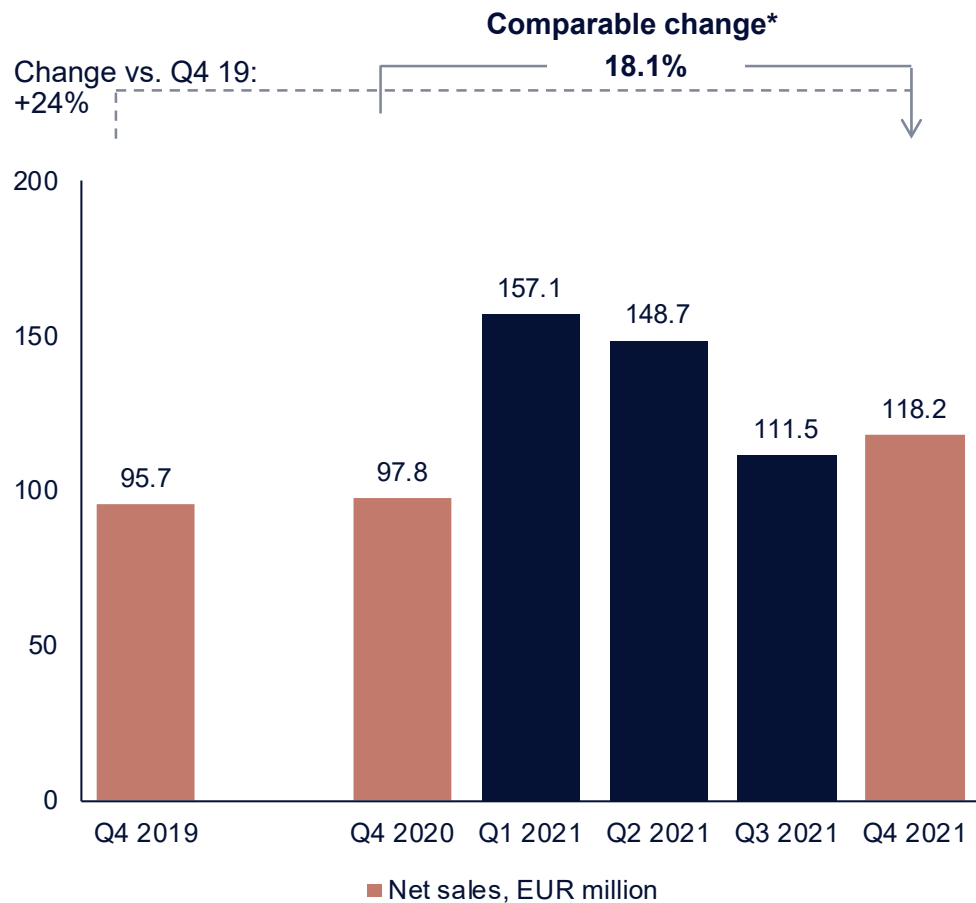
Comparable EBITA, EURm





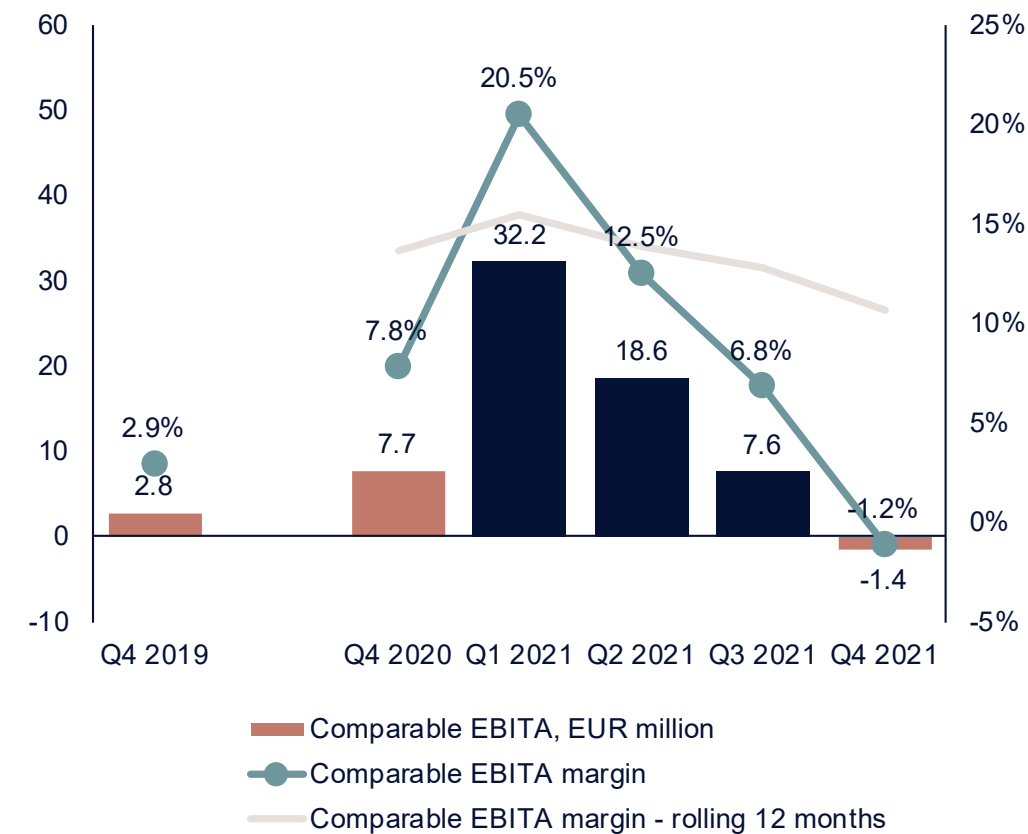
Terra in Q4 2021

Net sales, EURm



*Comparable change = currency neutral & excl. divestments

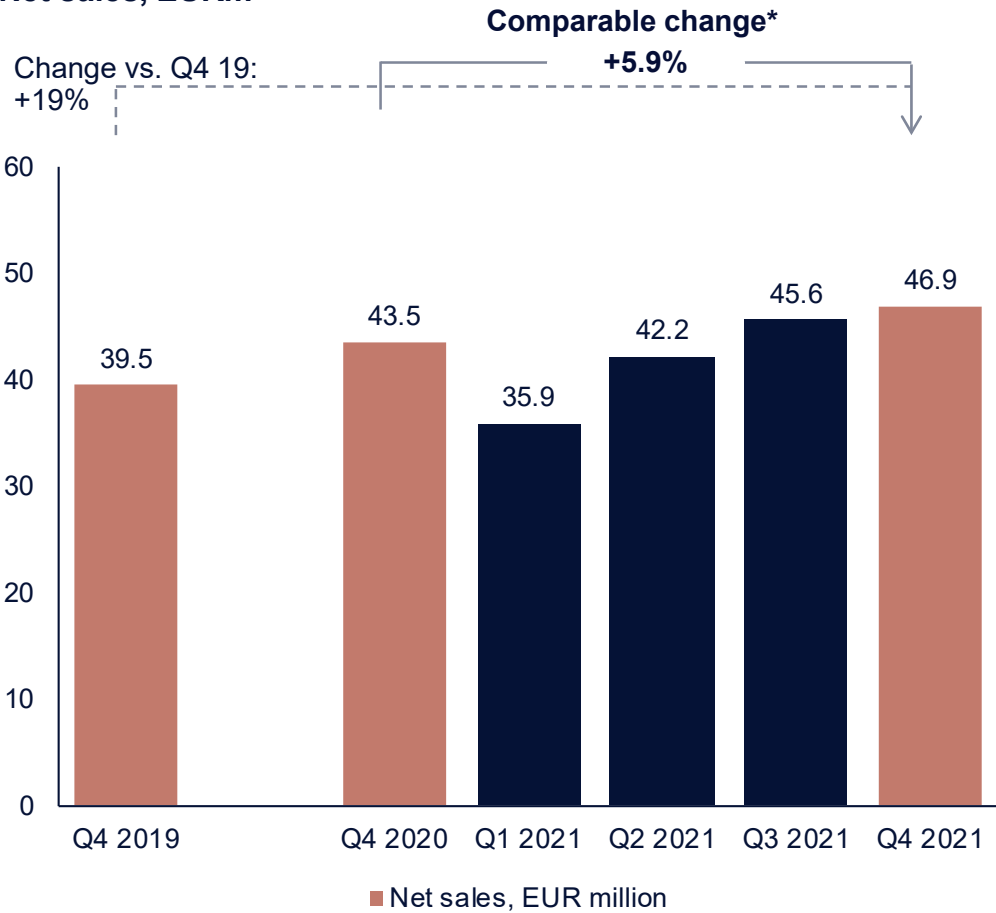
Comparable EBITA, EURm





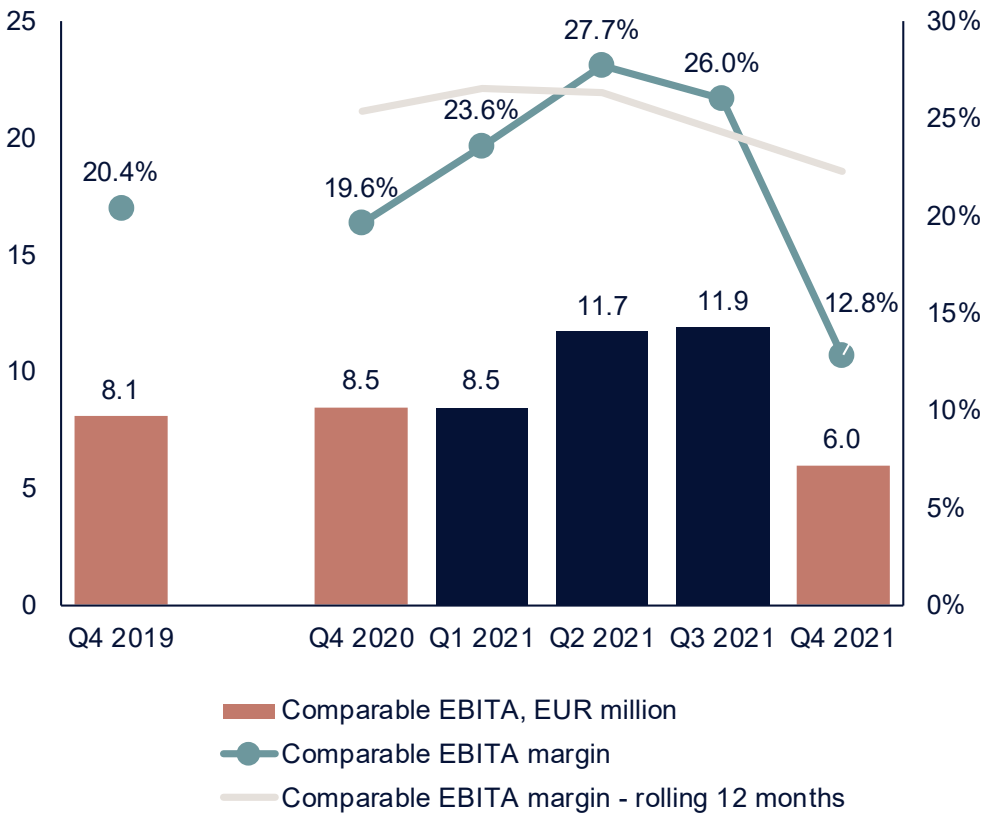
Crea in Q4 2021

Net sales, EURm



*Comparable change = currency neutral & excl. divestments

Comparable EBITA, EURm



Net sales by geography in Q4 2021

EURm	Q4 2021	Q4 2020	Change	Comparable change*
Europe	167.9	151.5	10.8%	9.3%
Americas	121.4	108.3	12.1%	9.3%
Asia-Pacific	62.6	54.6	14.6%	14.1%
Unallocated**	1.3	-1.0		

*Excluding the impact of exchange rates, acquisitions and divestments

**Geographically unallocated exchange rate differences

Comparable net sales in Europe increased

- Overall strong performance in all markets.

Comparable net sales in the Americas increased

- Supported by Vita and Terra, decreased for Crea

Comparable net sales in Asia-Pacific increased

- Driven by most countries, China and Japan in particular



Cash Flow I Whilst we invested significantly in Inventories to ensure 2022 deliveries, we succeeded to maintain strong Cash Conversion of 109%

Distributable Cash Flow, Q4 and FY (EURm)

	Q4			Full Year		
	2021	2020	vs. LY	2021	2020	vs. LY
EBITDA	39	60	-20	204	174	30
Non-cash adjustments	7	-2	9	17	4	13
Cash Flow from operations	47	58	-11	221	178	43
Change in inventories	-25	-4	-21	-96	16	-112
Change in trade rec's	-1	-2	0	-14	-19	5
Change in trade Pbl's	31	37	-5	21	5	16
Change in TWC	5	31	-26	-90	1	-91
Change in other int.free items	3	1	2	33	45	-12
Change in NWC	8	32	-24	-57	46	-103
CAPEX (net)	-12	-9	-3	-33	-29	-4
Operating Cash Flow	43	81	-38	132	195	-63
Taxes paid	-18	-5	-13	-36	-20	-16
Free Cash Flow	24	75	-51	95	175	-79
Paid interests, net	-3	-1	-1	-5	-2	-3
Distributable Cash Flow	22	74	-52	90	173	-82

Change in Liquidity, Q4 and FY (EURm)

	Q4			Full Year		
	2021	2020	vs. LY	2021	2020	vs. LY
Cash Balance period opening	24	165	-141	62	9	53
Translation difference	2	1	2	3	-0	3
Distributable Cash Flow	22	74	-52	90	173	-82
Dividends/ share buy-backs	-	-0	0	-49	-46	-3
Change in L-T debt	-	-80	80	-61	-40	-21
Payments of lease liabilities	-7	-6	-0	-26	-26	0
Change in other S-T debt	-10	-90	80	13	-5	17
Other non-operational changes	-1	-1	1	-1	-2	1
Cash Balance, period closing	32	62	-31	32	62	-31

	31.12.		
	2021	2020	vs. LY
Cash Balance	32	62	-31
Unutilised Credit Facilities	312	345	-33
Total Liquidity, period closing	343.5	407.4	- 64

Free Cash Flow / Net Profit (Cash Conversion) **109%** **255%**



Balance Sheet I Capital efficiency improvement continued despite Trade Working Capital growth – ROCE up 550bps driven both by profitability and asset turnover

Capital Employed (EURm)

	31-Dec		
	2021	2020	Change
GW and other intangible	489	482	7
PPE and biological assets	195	193	2
Capitalised leases (ROU)	107	90	17
Non-Current Assets	791	765	26
Inventories	306	207	99
Trade receivables	206	184	23
Trade payables	-139	-100	-39
Trade Working Capital	373	291	83
Other int-free receivables	30	37	-7
Other int-free payables	-268	-236	-32
Operating Capital	927	858	69
Net tax liabilities	-5	19	-24
Capital Employed	922	877	45

PPE & biological assets and Inventories include US Watering assets of EUR 5.0m and EUR 33.4m, respectively. Assets are held for sale at the closing of the transaction.

Funding (EURm)

	31-Dec		
	2021	2020	Change
Equity	816	762	55
Interest-bearing debt	65	112	-47
Lease liabilities	111	95	17
Cash	-32	-62	31
Net Debt	145	144	1
Financial assets	-39	-29	-10
Financing Total	922	877	45

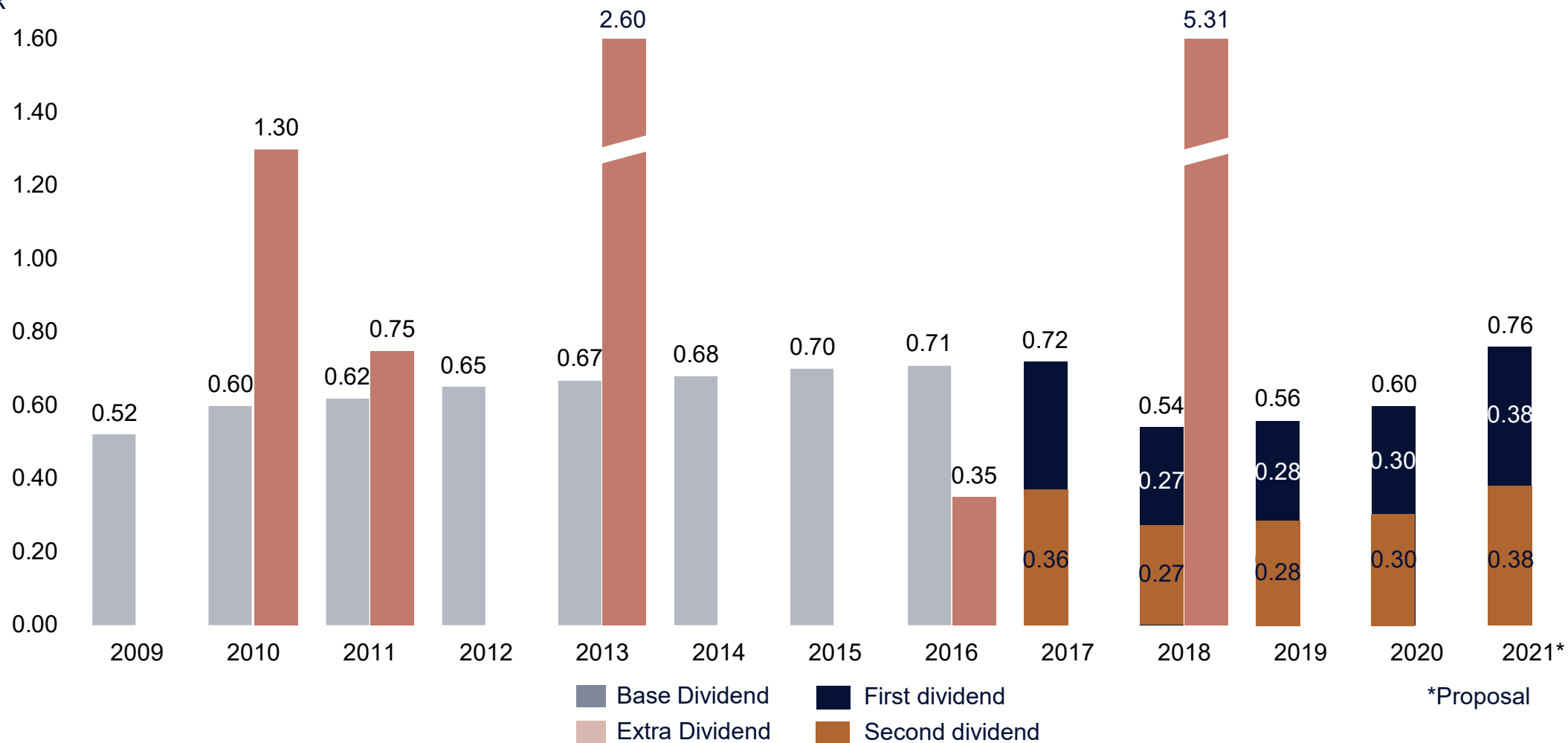
Balance Sheet KPIs

	2021	2020	Change
EBIT Margin	12.3%	9.8%	+ 2.5%
Capital Turnover	1.39	1.19	
ROCE%	17.1%	11.7%	+ 5.5%
Net Debt / EBITDA	70.9%	83.0%	- 12.0%
Net Debt / Equity	17.8%	19.0%	- 1.2%



Dividend proposal I Clear growth in dividend for FY 2021

Dividend per share (DPS) history 2009–2021
EUR





Making
the **everyday**
extraordinary

Net sales / SKU continued to increase

