# Fiskars Group Interim Report Q3 2024

JANUARY–SEPTEMBER 2024

# Interim Report January–September 2024

## ANOTHER SOLID QUARTER – IMPROVED PROFITABILITY DESPITE LOWER VOLUMES

### JULY-SEPTEMBER 2024 IN BRIEF

- Comparable net sales[1] decreased by 7.3% to EUR 223.9 million (Q3 2023: 241.5). Reported net sales increased by 6.1% to EUR 255.9 million (241.3).
- Comparable EBIT[2] increased to EUR 24.3 million (17.9), or 9.5% (7.4%) of net sales. EBIT decreased to EUR -0.5 million (13.7).
- Cash flow from operating activities before financial items and taxes decreased to EUR -2.5 million (67.9).
- Free cash flow decreased to EUR -16.9 million (52.9).
- Comparable earnings per share were EUR 0.16 (0.15). Earnings per share (EPS) were EUR -0.07 (0.11).

### JANUARY–SEPTEMBER 2024 IN BRIEF

- Comparable net sales[1] decreased by 6.1% to EUR 732.3 million (Q1-Q3 2023: 779.8). Reported net sales increased by 4.6% to EUR 819.9 million (784.0).
- Comparable EBIT[2] decreased to EUR 68.5 million (72.6), or 8.4% (9.3%) of net sales. EBIT decreased to EUR 6.2 million (64.9).
- Cash flow from operating activities before financial items and taxes decreased to EUR 56.5 million (146.1).
- Free cash flow decreased to EUR 12.3 million (107.4).
- Comparable earnings per share were EUR 0.47 (0.59). Earnings per share (EPS) were EUR -0.12 (0.52).

### GUIDANCE FOR 2024 (UNCHANGED)

Fiskars Corporation expects comparable EBIT to be slightly above the 2023 level (2023: EUR 110.3 million).

### ASSUMPTIONS BEHIND THE GUIDANCE

The operating environment is expected to remain challenging and impact demand also in the fourth quarter of 2024. Visibility in the market remains limited, as uncertainties in the global economy persist.

As a result of the Georg Jensen acquisition, the Group's EBIT generation will shift even more toward the end of the year, highlighting the importance of the second half, and especially of the fourth quarter. During this period, Business Area Vita's volumes are expected to play a significant role and reflect the seasonal pattern but are not assumed to exceed the previous year's levels.

The savings from the completed efficiency programs are expected to support EBIT, although they will be partially offset by wage inflation. Furthermore, Fiskars Group continues to drive forward a simplified way of operating, which enables further cost efficiency improvements.

1) Comparable net sales exclude the impact of exchange rates, acquisitions and divestments.

2) Items affecting comparability in EBIT include items such as restructuring costs, impairment or provisions charges and releases, acquisition-related costs, and gains and losses from the sale of businesses. Comparable EBIT is not adjusted to exclude the EBIT contribution of acquisitions/divestments/disposals.

# CEO's review

**Nathalie Ahlström**
**President and CEO**

*"We were able to deliver improved profitability despite lower volumes."*

We delivered another solid quarter considering the continued challenging market environment globally. Our comparable net sales decreased by 7%, and our reported net sales, which include Georg Jensen, increased by 6%.

We were able to deliver improved profitability despite lower volumes. In the third quarter, our comparable EBIT increased to EUR 24 million, driven by our ongoing SG&A savings and supply chain efficiency programs. I am happy to share that our gross margin reached 48.1%. This is an all-time high gross margin for a third quarter, increasing by 90 bps from last year.

The third quarter marked the first full year of Georg Jensen as part of Fiskars Group. We now operate on a business-as-usual basis and are well on track with cost synergy realization. The Georg Jensen acquisition is a great example of how we execute our M&A toolbox, and how we drive the brands. In January-September 2024, Georg Jensen already delivered significant profitability improvement compared to historical patterns.

Looking at our guidance for 2024, we are maintaining it intact and expect comparable EBIT to be slightly above last year's EUR 110 million. As a result of the Georg Jensen acquisition, our EBIT generation has shifted even more toward the end of the year, especially the fourth quarter. During this period, Business Area Vita's volumes are expected to play a significant role and reflect the seasonal pattern, but they are not assumed to exceed the previous year's levels. Savings from our completed efficiency enhancing programs are expected to support EBIT throughout 2024.

In line with our strategy, we continue building on growth fundamentals which will elevate us once the market environment improves. Our transformation levers – commercial excellence, Direct-to-Consumer (DTC), the U.S., and China, play an integral role in delivering our ambitions. Looking at the first three quarters of the year, our gross margin, which is our key performance indicator for commercial excellence, increased by 170 bps. Comparable DTC sales decreased by 3%, mainly due to store closures as well as the slowdown of e-commerce in China. Total comparable net sales in China increased by 3%, and we opened five new stores in the country – both good examples of our local teams' dedication in challenging market conditions. In the U.S., comparable net sales decreased by 8%, as retailers' cautiousness in taking inventories continued to affect demand.

As additional growth building blocks, we have launched several category expansion initiatives to surround the consumer. For instance, during the third quarter, Wedgwood introduced fine bone china pet bowls for the first time, Georg Jensen launched new home appliances and Moomin Arabia came out with a new textiles collection. These demonstrate the pioneering design spirit of our teams.

When it comes to sustainability, I am pleased to announce that we have reached our supplier engagement target ahead of schedule. We want to partner with the right suppliers who also have set science-based targets in order to reduce emissions throughout our value chain.

Although we are still not expecting any immediate improvement in the market conditions, our teams are fully focused on executing this upcoming end-of-year holiday season. I am confident that the actions we are taking support us going forward and continue to lay the foundation for stronger growth and performance in the future.

**Nathalie Ahlström**
President & CEO

# Group key figures

| EUR million (unless otherwise noted) | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| Net sales | 255.9 | 241.3 | 6.1% | 819.9 | 784.0 | 4.6% | 1,129.8 |
| Comparable net sales[1)] | 223.9 | 241.5 | -7.3% | 732.3 | 779.8 | -6.1% | 1,071.5 |
| EBIT | -0.5 | 13.7 | | 6.2 | 64.9 | -90.5% | 98.9 |
| Items affecting comparability in EBIT[2)] | 24.8 | 4.2 | | 62.4 | 7.7 | | 11.4 |
| Comparable EBIT[3)] | 24.3 | 17.9 | 35.6% | 68.5 | 72.6 | -5.6% | 110.3 |
| Comparable EBIT margin | 9.5% | 7.4% | | 8.4% | 9.3% | | 9.8% |
| EBITDA | 20.1 | 29.9 | -32.8% | 68.0 | 111.0 | -38.7% | 164.9 |
| Comparable EBITDA[4)] | 44.8 | 34.1 | 31.6% | 130.3 | 118.2 | 10.3% | 175.8 |
| Profit before taxes | -4.3 | 11.8 | | -8.4 | 54.7 | | 79.7 |
| Profit for the period | -5.9 | 8.9 | | -9.4 | 42.1 | | 70.0 |
| Earnings per share, EUR | -0.07 | 0.11 | | -0.12 | 0.52 | | 0.86 |
| Comparable earnings per share, EUR | 0.16 | 0.15 | 6.1% | 0.47 | 0.59 | -20.6% | 0.99 |
| Cash earnings per share (CEPS), EUR | -0.01 | 0.75 | | 0.50 | 1.57 | -68.2% | 2.68 |
| Equity per share, EUR | | | | 9.23 | 9.88 | -6.6% | 10.15 |
| Cash flow from operating activities before financial items and taxes | -2.5 | 67.9 | | 56.5 | 146.1 | -61.3% | 247.5 |
| Free cash flow | -16.9 | 52.9 | | 12.3 | 107.4 | -88.5% | 184.9 |
| Free cash flow/comparable net profit (LTM), % | | | | 130.5% | 152.1% | | 231.0% |
| Net debt | | | | 528.8 | 336.3 | 57.2% | 446.7 |
| Net debt/comparable EBITDA (LTM), ratio | | | | 2.81 | 2.07 | 36.1% | 2.54 |
| Equity ratio, % | | | | 46% | 50% | | 47% |
| Net gearing, % | | | | 70% | 42% | | 54% |
| Capital expenditure | 13.4 | 12.1 | 11.0% | 37.2 | 32.4 | 15.1% | 50.8 |
| Personnel (FTE), average | 6,362 | 5,846 | 8.8% | 6,474 | 5,939 | 9.0% | 6,133 |

1) Comparable net sales exclude the impact of exchange rates, acquisitions and divestments.

2) In Q3 2024, items affecting comparability were mainly related to the acquisition of Georg Jensen and organizational changes.

3) EBIT excluding items affecting comparability. Comparable EBIT is not adjusted to exclude the EBIT contribution of acquisitions/divestments/disposals.

4) EBITDA excluding items affecting comparability. Comparable EBITDA is not adjusted to exclude the EBIT contribution of acquisitions/divestments/disposals.

In addition to the financial performance indicators defined by IFRS, Fiskars Group publishes certain Alternative Performance Measures to better reflect the operational business performance and to facilitate comparisons between financial periods. Calculation of these can be found on Fiskars Group's website, in the Investors section (Investors-> Financials-> Calculation of financial indicators).

# Performance by reporting segments

| EUR million | Q3 2024 | Q3 2023 | Change | Comparable change* | Q1-Q3 2024 | Q1-Q3 2023 | Change | Comparable change* | 2023 |
|---|---|---|---|---|---|---|---|---|---|
| **Net sales** | | | | | | | | | |
| Group | 255.9 | 241.3 | 6.1% | -7.3% | 819.9 | 784.0 | 4.6% | -6.1% | 1,129.8 |
| Vita | 139.2 | 119.4 | 16.5% | -10.1% | 395.0 | 340.8 | 15.9% | -8.3% | 555.3 |
| Fiskars | 115.2 | 120.6 | -4.5% | -4.9% | 421.4 | 440.4 | -4.3% | -4.6% | 570.5 |
| Other | 1.5 | 1.2 | | | 3.5 | 2.8 | | | 4.0 |
| | | | | | | | | | |
| **Comparable EBIT**** | | | | | | | | | |
| Group | 24.3 | 17.9 | 35.6% | | 68.5 | 72.6 | -5.6% | | 110.3 |
| Vita | 12.7 | 16.9 | -24.7% | | 14.3 | 27.6 | -48.3% | | 62.3 |
| Fiskars | 13.6 | 11.1 | 23.3% | | 65.4 | 66.4 | -1.5% | | 73.8 |
| Other | -2.0 | -10.0 | | | -11.1 | -21.4 | | | -25.8 |

* Comparable net sales exclude the impact of exchange rates, acquisitions and divestments.

** EBIT excluding items affecting comparability. Comparable EBIT is not adjusted to exclude the EBIT contribution of acquisitions/divestments/disposals. In Q3 2024, items affecting comparability were mainly related to the acquisition of Georg Jensen and organizational changes.

# Group performance

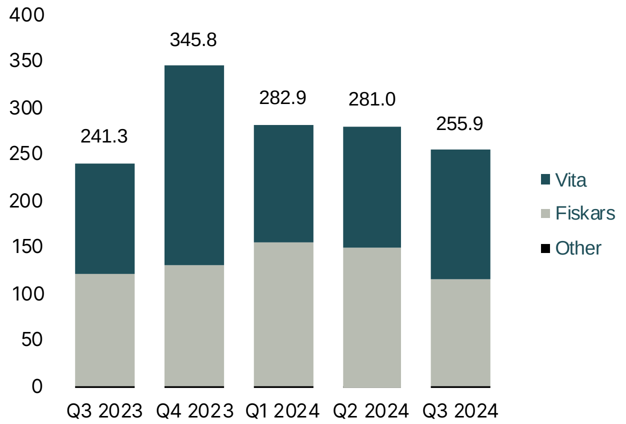
## FISKARS GROUP NET SALES IN JULY-SEPTEMBER 2024

Fiskars Group's comparable consolidated net sales decreased by 7.3% to EUR 223.9 million (Q3 2023: 241.5). Reported net sales increased by 6.1% to EUR 255.9 million.

Comparable net sales decreased in both Business Areas, as well as in the Americas and Asia-Pacific geographical segments, as low consumer confidence and retailer customers' focus on inventory management continued to affect demand. Comparable net sales increased slightly in the European segment, driven by Business Area Fiskars.

Fiskars Group's comparable DTC sales decreased by 3%, with own e-commerce decreasing by 9%. The Group's own retail network was stable. The slowdown of e-commerce in China partially affected the Group's overall DTC sales.

## FISKARS GROUP REPORTED NET SALES, EUR MILLION



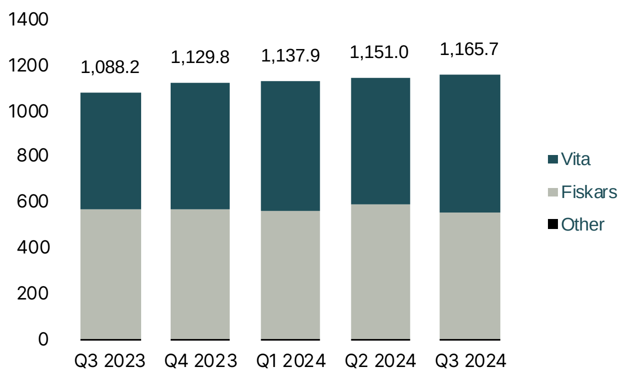

## FISKARS GROUP NET SALES IN JANUARY-SEPTEMBER 2024

Fiskars Group's comparable consolidated net sales decreased by 6.1% to EUR 732.3 million (Q1-Q3 2023: 779.8). Reported net sales increased by 4.6% to EUR 819.9 million.

Comparable net sales decreased in both Business Areas and all geographical segments, as low consumer confidence and retailer customers' focus on inventory management continued to affect demand.

Fiskars Group's comparable DTC sales decreased by 3%, with both e-commerce and the Group's own retail network decreasing by 3%. The decline in DTC sales was mainly due to store closures, as well as a slowdown of e-commerce in China.

## FISKARS GROUP REPORTED NET SALES LAST 12 MONTHS, EUR MILLION

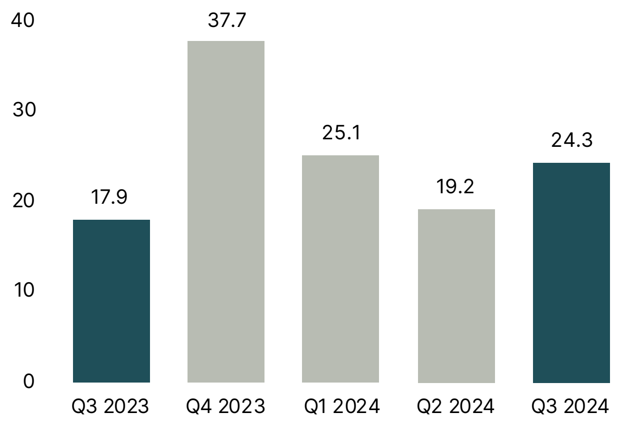


## FISKARS GROUP COMPARABLE EBIT IN JULY-SEPTEMBER 2024

Fiskars Group's comparable EBIT increased to EUR 24.3 million (Q3 2023: 17.9), and was 9.5% (7.4%) of net sales. Comparable EBIT decreased in Business Area Vita and increased in Business Area Fiskars.

Comparable EBIT increased as the all-time high third quarter gross margin and lower SG&A costs were able to mitigate the impact of lower volumes.

## FISKARS GROUP COMPARABLE EBIT, EUR MILLION

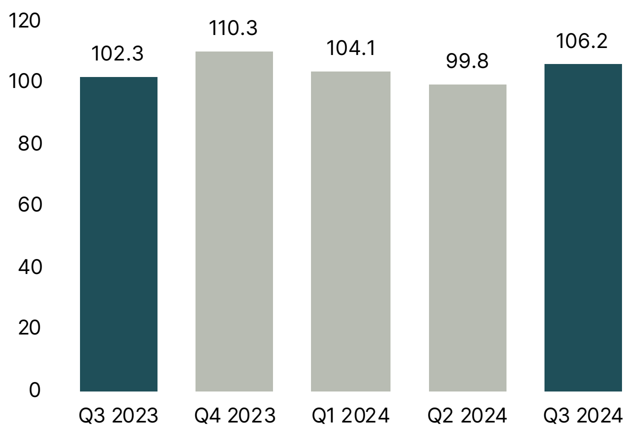



## FISKARS GROUP COMPARABLE EBIT IN JANUARY-SEPTEMBER 2024

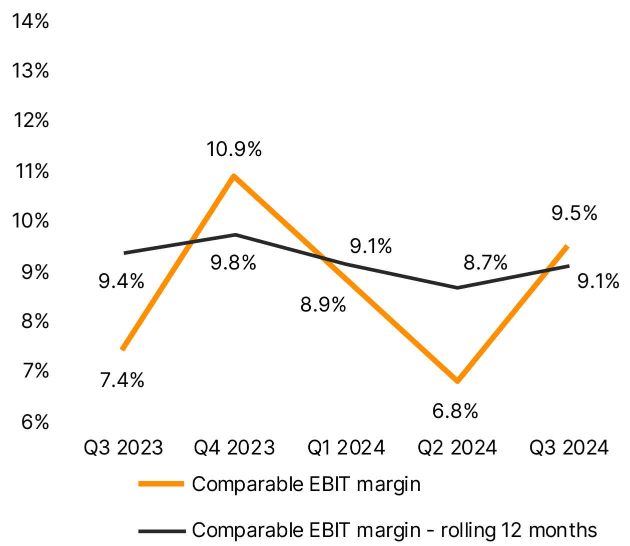
Fiskars Group's comparable EBIT was EUR 68.5 million (Q1-Q3 2023: 72.6), or 8.4% (9.3%) of net sales. Comparable EBIT decreased in both Business Areas.

Comparable EBIT decreased due to lower volumes. The negative impact from volumes was partially mitigated by an improvement in gross margin and savings from the previous year's cost efficiency programs.

## FISKARS GROUP COMPARABLE EBIT LAST 12 MONTHS, EUR MILLION




## FISKARS GROUP COMPARABLE EBIT MARGIN



## FINANCIAL ITEMS, CASH FLOW AND FINANCIAL POSITION

### FINANCIAL ITEMS

| EUR million | Q3 2024 | Q3 2023 | Q1-Q3 2024 | Q1-Q3 2023 | 2023 |
|---|---|---|---|---|---|
| Financial income and expenses | -5.6 | -3.2 | -18.4 | -13.9 | -24.0 |
| Foreign exchange difference | -1.9 | -0.5 | -0.1 | -3.6 | -4.8 |
| Net interest expenses from funding, currency hedging and leasing liabilities | -6.7 | -3.7 | -19.3 | -12.7 | -21.2 |

During the third quarter, financial income and expenses amounted to EUR -5.6 million (Q3 2023: -3.2). Foreign exchange differences accounted for EUR -1.9 million (-0.5) of financial items. Net interest expenses from funding, currency hedging and leasing liabilities amounted to EUR -6.7 million (-3.7) and were impacted by a higher net debt level as a result of the Georg Jensen acquisition.

During the first nine months, financial income and expenses amounted to EUR -18.4 million (Q1-Q3 2023: -13.9). Foreign exchange differences accounted for EUR -0.1 million (-3.6) of financial items. Net interest expenses from funding, currency hedging and leasing liabilities amounted to EUR -19.3 million (-12.7) and were impacted by a higher net debt level as a result of the Georg Jensen acquisition.

### CASH FLOW AND FINANCIAL POSITION

| EUR million (unless otherwise noted) | Q3 2024 | Q3 2023 | Q1-Q3 2024 | Q1-Q3 2023 | 2023 |
|---|---|---|---|---|---|
| Free cash flow | -16.9 | 52.9 | 12.3 | 107.4 | 184.9 |
| Cash flow from operating activities before financial items and taxes | -2.5 | 67.9 | 56.5 | 146.1 | 247.5 |
| Cash flow from investing activities | -12.3 | -11.8 | -34.8 | -31.5 | -169.8 |
| Cash flow from financing activities | -25.3 | 95.9 | -88.4 | -25.7 | -40.0 |
| Change in cash and cash equivalents | -38.0 | 146.1 | -79.8 | 73.2 | 11.1 |
| Net working capital | | | 302.9 | 279.8 | 304.2 |
| Capital expenditure | 13.4 | 12.1 | 37.2 | 32.4 | 50.8 |
| Net debt | | | 528.8 | 336.3 | 446.7 |
| Net debt/comparable EBITDA LTM, ratio | | | 2.81 | 2.07 | 2.54 |
| Net gearing, % | | | 70% | 42% | 54% |
| Equity ratio, % | | | 46% | 50% | 47% |

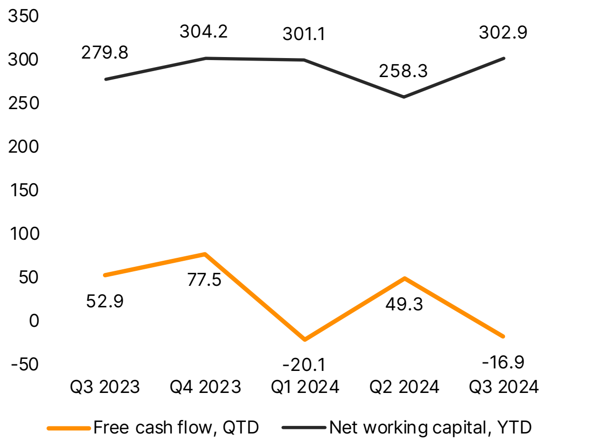
Cash flow from operating activities before financial items and taxes decreased to EUR -2.5 million in Q3 2024 (Q3 2023: 67.9). In Q1-Q3 2024, cash flow from operating activities before financial items and taxes decreased to EUR 56.5 million (146.1).

Capital expenditure totaled EUR 13.4 million (12.1) in Q3 2024 and EUR 37.2 million (32.4) in Q1-Q3 2024. Investments were mainly related to IT and Retail projects.

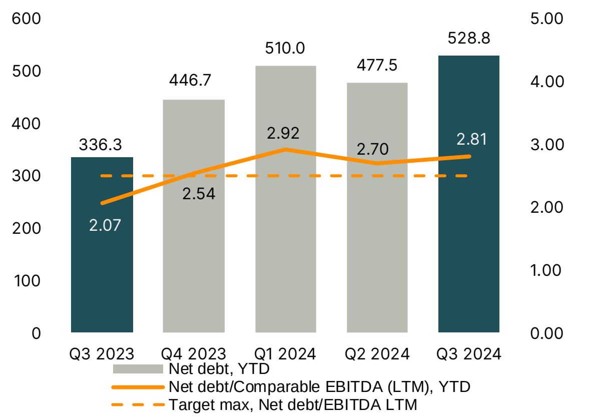
Excluding lease liabilities, short-term borrowing totaled EUR 96.8 million (256.1), and long-term borrowing EUR 332.7 million (130.2). Short-term borrowing consisted of commercial paper maturing in 2024 and 2025. Long-term borrowing included bilateral loans from financial institutions, and an unsecured sustainability-linked bond issued in November 2023 to finance the acquisition of Georg Jensen. Lease liabilities were EUR 146.5 million (138.1), of which long-term lease liabilities were EUR 114.6 million (112.5), and short-term lease liabilities EUR 32.0 million (25.5). Lease liabilities increased due to the inclusion of Georg Jensen lease agreements.

Fiskars Group had EUR 250.0 million (250.0) of long-term committed credit facilities and uncommitted overdraft facilities of EUR 49.9 million (48.4). A commercial paper program of EUR 400.0 million was available with Nordic banks. Long-term committed credit facilities were not in use (0.0). Of the commercial paper program, EUR 96.9 million (126.1) was in use.

### FISKARS GROUP NET WORKING CAPITAL AND FREE CASH FLOW




### FISKARS GROUP NET DEBT AND NET DEBT/COMPARABLE EBITDA (LTM)



### OPERATING ENVIRONMENT IN JANUARY–SEPTEMBER 2024

Low consumer confidence impacted demand negatively in most of the company's key markets during January-September 2024. Retailers continued to be cautious in increasing inventory, which affected demand in this customer segment.

The U.S. economy was resilient, although consumer spending was tilted toward categories other than discretionary goods.

In the first half of the year, the demand environment in China was healthier than in other areas, although it had been stabilizing since late 2023. In the third quarter, the slowdown of the Chinese economy continued to negatively affect consumer confidence in the country.

Continued conflicts in the Red Sea, as well as political strikes in Finland at the start of the year, caused some supply chain disturbances. These events have not had a material impact on Fiskars Group in January-September 2024.

# Reporting segments

This Interim Financial Report reflects Fiskars Group's organizational structure, which features two Business Areas (BA): Vita and Fiskars. Fiskars Group's three primary reporting segments are Vita, Fiskars and Other. In addition, Fiskars Group reports net sales for three geographical areas: Europe, Americas and Asia-Pacific.

BA Vita offers premium and luxury products in the tableware, drinkware, jewelry and interior categories. It consists of brands such as Georg Jensen, Iittala, Moomin Arabia, Royal Copenhagen and Wedgwood.

BA Fiskars consists of the gardening, watering and outdoor categories, as well as the scissors and creating, and cooking categories. The brands include Fiskars and Gerber.

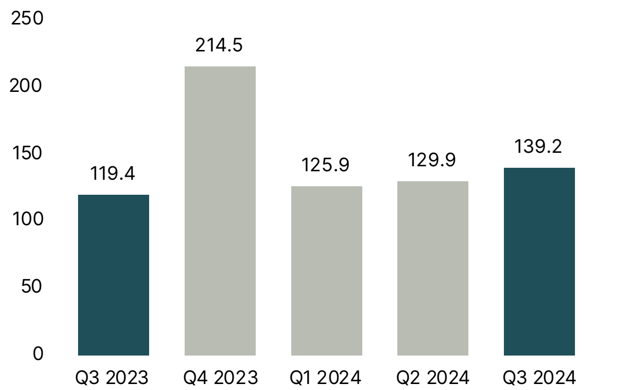
The Other segment contains the Group's investment portfolio, the real estate unit, corporate headquarters and shared services.

# Vita segment

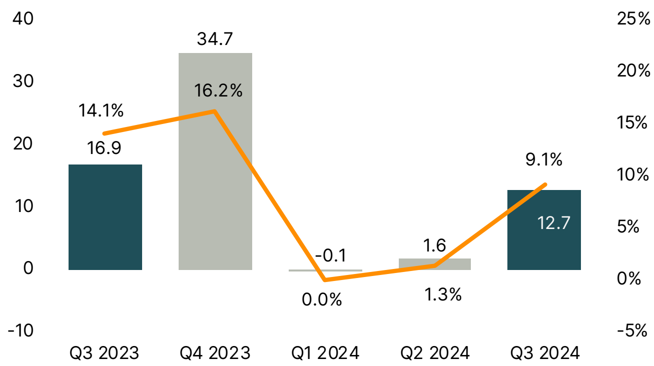
| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| Net sales* | 139.2 | 119.4 | 16.5% | 395.0 | 340.8 | 15.9% | 555.3 |
| Comparable EBIT | 12.7 | 16.9 | -24.7% | 14.3 | 27.6 | -48.3% | 62.3 |
| Capital expenditure | 7.6 | 6.8 | 11.9% | 19.7 | 16.4 | 20.1% | 26.8 |

*Using comparable exchange rates excl. acquisitions and divestments, net sales decreased by 10.1% in Q3 2024 and decreased by 8.3% in Q1-Q3 2024.

**VITA SEGMENT'S REPORTED NET SALES, EUR MILLION**




**VITA SEGMENT'S COMPARABLE EBIT (EUR MILLION) AND COMPARABLE EBIT MARGIN (%)**




## VITA SEGMENT IN JULY-SEPTEMBER 2024

Reported net sales in the Vita segment increased by 16.5% to EUR 139.2 million (Q3 2023: 119.4). Comparable net sales decreased by 10.1%, as low consumer confidence and retailers' cautiousness in increasing inventories affected demand. The Moomin Arabia and Royal Copenhagen brands delivered growth.

Net sales in DTC channels were 50% (45%) of total Vita net sales.

Comparable EBIT in the Vita segment declined to EUR 12.7 million (16.9), or 9.1% of net sales (14.1%) due to lower volumes.

## VITA SEGMENT IN JANUARY-SEPTEMBER 2024

Reported net sales in the Vita segment increased by 15.9% to EUR 395.0 million (Q1-Q3 2023: 340.8). Comparable net sales decreased by 8.3%, as low consumer confidence and retailers' cautiousness in increasing inventories affected demand.

Net sales in DTC channels were 50% (47%) of total Vita net sales, surpassing 50% for the first time in the first quarter of 2024.

Comparable EBIT in the Vita segment declined to EUR 14.3 million (27.6), or 3.6% of net sales (8.1%) due to lower volumes. The impact from lower volumes was partially mitigated by cost savings from the previous year's efficiency programs. During the second quarter, the Group initiated changes in the Iittala and Rogaska glass factories to adjust capacity to lower volumes and to improve their competitiveness.

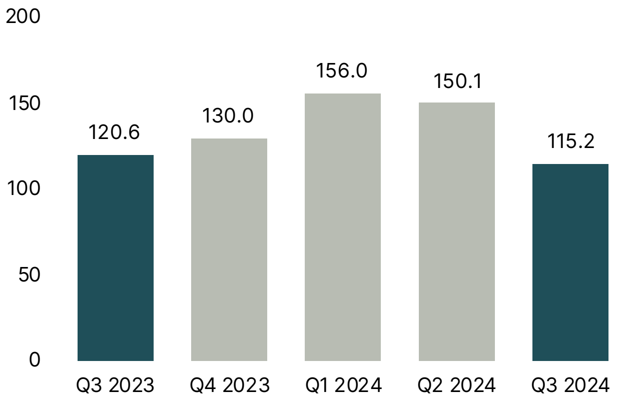
Georg Jensen delivered significant profitability improvement compared to its historical patterns thanks to cost synergy realization.

# Fiskars segment

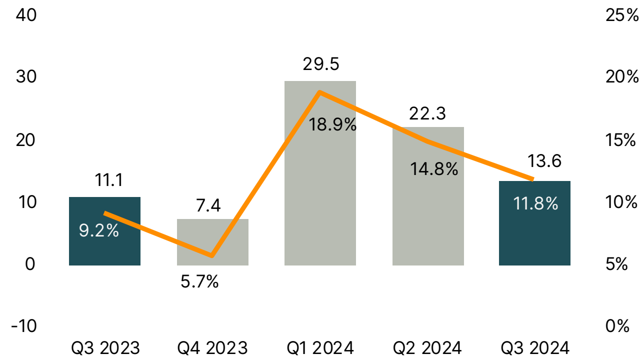
| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| Net sales* | 115.2 | 120.6 | -4.5% | 421.4 | 440.4 | -4.3% | 570.5 |
| Comparable EBIT | 13.6 | 11.1 | 23.3% | 65.4 | 66.4 | -1.5% | 73.8 |
| Capital expenditure | 4.8 | 4.9 | -0.3% | 14.7 | 13.3 | 10.7% | 20.0 |

*Using comparable exchange rates excl. acquisitions and divestments, net sales decreased by 4.9% in Q3 2024 and decreased by 4.6% in Q1-Q3 2024.

### FISKARS SEGMENT'S REPORTED NET SALES,EUR MILLION




### FISKARS SEGMENT'S COMPARABLE EBIT (EUR MILLION) AND COMPARABLE EBIT MARGIN (%)




### FISKARS SEGMENT IN JULY-SEPTEMBER 2024

Reported net sales in the Fiskars segment decreased by 4.5% to EUR 115.2 million (Q3 2023: 120.6). Comparable net sales decreased by 4.9% due to softness in sell-out and retailer customers' cautiousness in increasing inventories. The declines were partially offset by growth in Germany, driven by campaigns; and the Nordics, driven partly by snow tool orders and new listings.

Comparable EBIT in the Fiskars segment increased to EUR 13.6 million (11.1), or 11.8% (9.2%) of net sales. Comparable EBIT increased as the all-time high third quarter gross margin and lower SG&A costs were able to mitigate the impact of lower volumes.

### FISKARS SEGMENT IN JANUARY-SEPTEMBER 2024

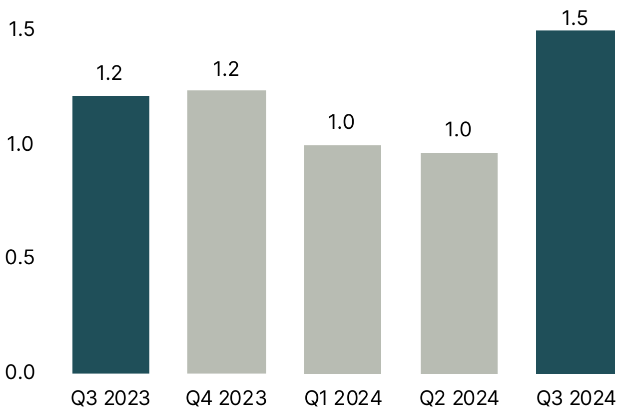
Reported net sales in the Fiskars segment decreased by 4.3% to EUR 421.4 million (Q1-Q3 2023: 440.4). Comparable net sales decreased by 4.6% due to slow sell-out and retailer customers' cautiousness in increasing inventories.

Comparable EBIT in the Fiskars segment decreased to EUR 65.4 million (66.4), or 15.5% (15.1%) of net sales. An improved gross margin and prudent cost management helped mitigate the impact of lower volumes.

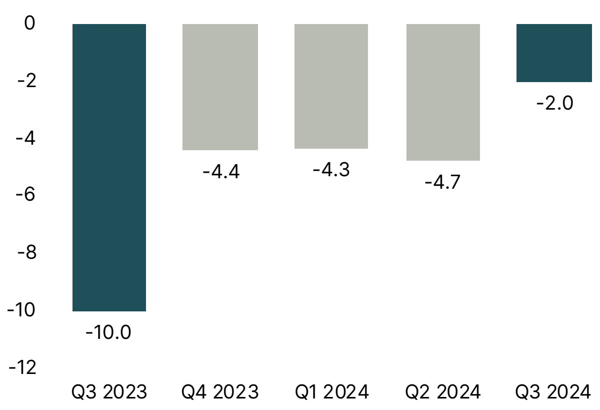
# Other segment

| EUR million | Q3 2024 | Q3 2023 | Q1-Q3 2024 | Q1-Q3 2023 | 2023 |
|---|---|---|---|---|---|
| Net sales | 1.5 | 1.2 | 3.5 | 2.8 | 4.0 |
| Comparable EBIT | -2.0 | -10.0 | -11.1 | -21.4 | -25.8 |
| Capital expenditure | 1.0 | 0.5 | 2.9 | 2.7 | 4.0 |

**OTHER SEGMENT'S REPORTED NET SALES, EUR MILLION**




**OTHER SEGMENT'S COMPARABLE EBIT, EUR MILLION**




## OTHER SEGMENT IN JULY-SEPTEMBER 2024

Reported net sales in the Other segment amounted to EUR 1.5 million (Q3 2023: 1.2), consisting of timber sales and rental income. The comparable EBIT for the Other segment was EUR -2.0 million (-10.0). Comparable EBIT improved partially due to a low base effect compared to the previous year and partially due to phasing.

## OTHER SEGMENT IN JANUARY-SEPTEMBER 2024

Reported net sales in the Other segment amounted to EUR 3.5 million (Q1-Q3 2023: 2.8), consisting of timber sales and rental income. Comparable EBIT for the Other segment was EUR -11.1 million (-21.4). It improved from the comparison period, driven by lower expenditure in external services.

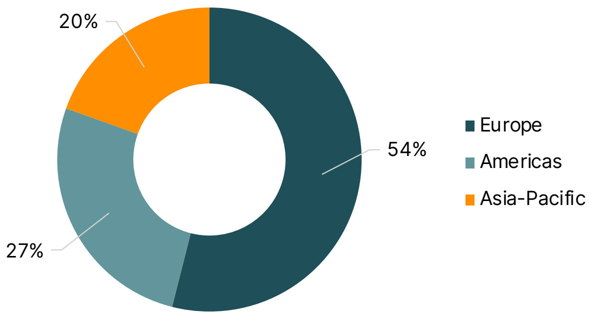
# Net sales by geography

| EUR million | Q3 2024 | Q3 2023 | Change | Comparable change* | Q1-Q3 2024 | Q1-Q3 2023 | Change | Comparable change* | 2023 |
|---|---|---|---|---|---|---|---|---|---|
| Europe | 138.7 | 117.3 | 18.2% | 1.0% | 408.1 | 371.8 | 9.8% | -4.0% | 552.2 |
| Americas | 68.1 | 80.5 | -15.3% | -17.4% | 258.2 | 275.2 | -6.2% | -8.0% | 362.4 |
| Asia-Pacific | 50.2 | 42.2 | 19.0% | -5.6% | 154.8 | 133.5 | 15.9% | -4.7% | 211.3 |
| Unallocated** | -1.1 | 1.2 | | | -1.2 | 3.5 | | | 3.9 |
| **Group total** | **255.9** | **241.3** | **6.1%** | **-7.3%** | **819.9** | **784.0** | **4.6%** | **-6.1%** | **1,129.8** |

*Comparable net sales exclude the impact of exchange rates, acquisitions and divestments.

**Geographically unallocated exchange rate differences.

### FISKARS GROUP'S REPORTED NET SALES SPLIT BY GEOGRAPHY, JANUARY–SEPTEMBER 2024




### NET SALES BY GEOGRAPHY IN JULY-SEPTEMBER 2024

Reported net sales in Europe increased by 18.2%, amounting to EUR 138.7 million (Q3 2023: 117.3). Comparable net sales increased by 1.0%, driven by Germany and the Nordic region. Comparable net sales declined in other parts of Continental Europe and in the UK.

Reported net sales in the Americas decreased by 15.3% to EUR 68.1 million (80.5). Comparable net sales decreased by 17.4%.

Reported net sales in Asia-Pacific increased by 19.0% to EUR 50.2 million (42.2). Comparable net sales decreased by 5.6%, partially driven by declines in China. Comparable net sales in China decreased by 13%.

### NET SALES BY GEOGRAPHY IN JANUARY-SEPTEMBER 2024

Reported net sales in Europe increased by 9.8%, amounting to EUR 408.1 million (Q1-Q3 2023: 371.8). Comparable net sales decreased by 4.0%, with increased sales in the Nordic region and a decline in Continental Europe and the U.K.

Reported net sales in the Americas decreased by 6.2% to EUR 258.2 million (275.2). Comparable net sales decreased by 8.0%.

Reported net sales in Asia-Pacific increased by 15.9% to EUR 154.8 million (133.5). Comparable net sales decreased by 4.7%. In China, comparable net sales increased by 3%, which partially offset declines elsewhere.

# Consumer everyday

**GROWTH INNOVATION**

In the third quarter of 2024, **Georg Jensen** expanded to a new category by launching a kettle and a toaster in its Bernadotte Collection. The new Bernadotte Kitchen Appliances draw from the former Swedish Prince and close Georg Jensen collaborator, Sigvard Bernadotte's works.

**Wedgwood** made an entry to a new customer segment of pet owners by introducing fine bone china pet bowls in the Florentine design in six vibrant colors. Each piece is available in both small and large sizes.

**Moomin Arabia** introduced a new textiles collection with complementary ceramic items.

**DISTRIBUTION AND DTC WINS**

**Moomin Arabia** launched a new distribution initiative by introducing a limited-edition collection, sold exclusively in K-Group grocery stores and K-Citymarket's online store. The retro-inspired collection includes mugs, bowls and a pitcher, as well as kitchenware.

On Moomin's Day in August, Moomin Arabia launched its new annual Moomin's Day mug, called Spring. The limited-edition mugs were sold out in the brand's online store on the day.

The **Wedgwood** and **Georg Jensen** brands expanded DTC reach in China by opening new stores during the quarter. Altogether five new stores have been opened in China this year.

**PIONEERING DESIGN**

**Royal Copenhagen** reintroduced an archived color to its collections: Emerald Green. The Emerald Green collections are painted with an overglaze technique, which requires more time, extra firings and special skills for the painters compared to typically underglaze painted porcelain.

**Iittala** launched its fall-winter 2024 collection, called Kaamos, which features both archival pieces and new designs. The collection includes, for instance, a deep green Aalto vase crafted from Finnish sand and mouth-blown into a traditional wooden mold.

In 2024, the **Fiskars** brand celebrates its 375th anniversary with a limited number of special editions of its most iconic products. During the quarter, Fiskars Lab introduced a special edition of the Norden axe, which showcases a pattern inspired by the shape of the Fiskars River, which runs through the birthplace of the company, Fiskars Village. The axe combines balance, advanced design and a very sharp blade made of high-quality carbon steel.

**ROYAL COPENHAGEN EMERALD**

**GEORG JENSEN APPLIANCES**

**FISKARS 375 ANNIVERSARY AXE**

## STRATEGY AND FINANCIAL TARGETS

Fiskars Group's Growth Strategy, launched in November 2021, outlines the strategic choices that will put Fiskars Group on a healthy path of organic growth and profitability improvement.

Fiskars Group focuses on winning brands, winning channels, and winning countries.

- Winning brands: We concentrate our efforts into driving our winning brands. This is enabled through clear portfolio roles, where each brand occupies a clearly defined position based on current need and potential.
- Winning channels: We continue to build momentum in our direct-to-consumer channel, while also investing in relationships with key wholesale partners.
- Winning countries: We focus on countries with high growth potential and a strong existing presence.

The strategy has four transformation levers: commercial excellence; direct to consumer (DTC); the U.S.; and China. These levers are expected to transform Fiskars Group across brands, channels and countries. The four growth enablers for the strategy are: people; digital; innovation & design; and sustainability. These enablers are at the core of Fiskars Group, and they are all critical for executing the Growth Strategy.

In its Capital Markets Day in November 2023, Fiskars Group announced that it was continuing its transformation journey, while increasing precision in strategy execution. The Group has sharpened its portfolio logic to further accelerate the company profile improvement and has set clear roles for each brand. For example, Fiskars Group wants to accelerate brands such as Royal Copenhagen, Wedgwood and Georg Jensen, which have high-end positioning, as well as a strong presence in direct-to-consumer channels. The Group has also taken several steps to simplify how it operates to enable teams to execute the strategy faster.

Strategy execution is discussed quarterly in Fiskars Group's financial reports through progress in the transformation levers. Looking at January-September 2024, the Group's gross margin, which is the key performance indicator for commercial excellence, increased by 170 bps. Comparable DTC sales decreased by 3%, mainly due to store closures, as well as the slowdown of e-commerce in China. Total comparable net sales in China increased by 3%. In the U.S., comparable net sales decreased by 8%, as retailers' cautiousness in taking inventories continued to affect demand.

Fiskars Group has four financial targets. To ensure comparability, the company reports its cash flow and net debt/EBITDA targets excluding items affecting comparability (IAC), as of the fourth quarter of 2023. The purchase price allocation of the acquisition of Georg Jensen increases IACs until the third quarter of 2024. The targets and the Group's progress in them can be found in the following table.

**Progress in the financial targets:**

| KPI | Target | Last 12 months | Last 3 years |
|---|---|---|---|
| Net sales | Annual organic, FX neutral Mid-Single-Digit Growth | -4.4% | -3.2% |
| EBIT | Mid-Teen EBIT margin (excl. IAC) by the end of 2025 | 9.1% | 10.9% |
| Cash flow | Free Cash Flow / Net Profit (excl. IAC) ≥ 80% | 131% | 55% |
| Balance sheet | Net Debt / LTM EBITDA (excl. IAC) ≤ 2.5X | 2.8X | 2.1X |

## GEORG JENSEN PURCHASE PRICE ALLOCATION FULLY FINALIZED

On October 1, 2023, Fiskars Group announced that it had completed the acquisition of the renowned Danish luxury lifestyle brand Georg Jensen by acquiring 100% of the shares of Georg Jensen Investment ApS. Fiskars Group announced on January 9, 2024, that it had completed the purchase price allocation related to this acquisition and recognized negative goodwill from it.

The purchase price allocation related to this acquisition was adjusted according to IFRS 3 one year after the closing of the acquisition on September 30, 2024. Changes to the original purchase price allocation were mainly related to the tax-related assets and liabilities.

As a result of the updated purchase price allocation the negative goodwill recognized from the acquisition amounted to EUR 19.4 million. The initial negative goodwill recognized, as announced on January 9, 2024, was EUR 25.4 million.

The purchase price allocation related to the acquisition of Georg Jensen is now fully finalized, and the inventory fair value step up release, reported as Items Affecting Comparability, was completed by the end of the third quarter.

## SUSTAINABILITY

Fiskars Group's ESG strategy has two commitments that guide all company actions: Pioneering design against throwaway culture; and Making the everyday extraordinary. These commitments and five key ESG targets, described below, guide the company's path to sustainable growth.

During the third quarter of 2024, Fiskars Group reached its supplier engagement target ahead of schedule as over 60% of suppliers by spend covering purchased goods and services now have science-based targets.

**Sustainability target: the majority of Fiskars Group's net sales comes from circular products and services by 2030.**

Fiskars Group has integrated circularity into its innovation processes, new business development, and material choices, and the company is looking for new opportunities to keep the products and materials in circulation instead of discarding them.

In circular product design, Fiskars Group aims to expand the use of recycled, renewable and recirculated materials, and prioritize longevity, repairability, and recyclability aspects of products. During the third quarter, the Fiskars brand launched a new Functional Form ReNew scissors range, featuring sharp blades made from recycled stainless steel and durable handles made from a recycled plastic and glass fiber mix. In addition, Georg Jensen launched new jewelry pieces, which utilize recycled silver and gold. In January-September 2024, 24% of the Group's net sales were generated from circular products and services (1-9/2023: 8%).

**Sustainability target: greenhouse gas emissions from own operations (Scope 1 and 2) reduced by 60% from a 2017 base year by 2030.**

Fiskars Group aims to reduce its greenhouse gas emissions by enhancing operational efficiency and investing in renewable energy. During January-September, Scope 1 and 2 greenhouse gas emissions (GHG) increased by 3% compared to 1-9/2023 and decreased by 54% compared to the base year 2017. A key contributor to the increase in emissions against the comparison period was that the Group had lower production levels in 2023 compared to this year.

The Group also has a target to reduce greenhouse gas emissions from transportation and distribution (Scope 3) by 30% from a 2018 base year by 2030. Progress in this target is reported once a year. At the end of 2023, the target was surpassed as emissions had decreased by 46% compared to the base year. However, as this decrease was mainly due to lower sales and production volumes, work on reducing transportation emissions continues.

**Sustainability target: 60% of Fiskars Group's suppliers by spend covering purchased goods and services will have science-based targets by 2024.**

Fiskars Group is committed to reducing emissions along its value chain and supporting its suppliers in setting science-based targets. The target is that 60% of the company's suppliers by spend providing purchased goods and services will have science-based targets by 2024. By the end of the third quarter, Fiskars Group reached and exceeded its target ahead of schedule, with approximately 61% (30.6.2024: 58%) of the company's raw material, component and finished goods suppliers by 2023 spend having set science-based targets.

**Sustainability target: Zero Lost Time Accident Frequency (LTAF) by 2030.**

A safe workplace is a key priority for Fiskars Group. The target for 2030 is to have zero harm with a zero Lost Time Accident Frequency (LTAF, the number of accidents causing injury resulting in an absence of at least one workday per million hours worked), including contractors. During January-September 2024, LTAF decreased by 39% to 2.8 (1-9/2023: 4.6). The number of lost time accidents decreased by 13% compared to 1-9/2023. During the quarter, Fiskars Group continued the implementation of its new health and safety strategy launched earlier this year. Fiskars Group also hosted its seventh annual Safety Week, with the theme 'We Care: Building Safety Together.' This event aims to strengthen safety culture across the organization, with every site, retail unit and office launching initiatives that promote a safer workplace.

**Sustainability target: Inclusion Experience within the top 10% of global high-performing companies.**

Fiskars Group's aim is to create an open, inclusive working environment where everyone can grow, make a meaningful contribution and feel that they belong. Fiskars Group's target is to be within the global top 10% of high-performing companies in terms of Inclusion Experience. Currently, the global benchmark score for this is 81 (the score is updated every six months with the latest data and may change, depending on how the global benchmark develops). The Inclusion Experience score, collected during the second quarter for all the Group's employees, was 77.

During the third quarter, Fiskars Group introduced a monthly newsletter called "In The Loop," which combines important updates, resources and growth opportunities for employees. In The Loop promotes diversity within Fiskars Group by highlighting employees from across office, retail and operative functions.

## RESEARCH AND DEVELOPMENT

The Group's research and development expenditure was EUR 4.7 million (Q3 2023: 4.3) in the third quarter of 2024, equivalent to 1.8% (1.8%) of net sales. During the first nine months, research and development expenses totaled EUR 14.4 million (Q1–Q3 2023: 14.8), equivalent to 1.8% (1.9%) of net sales.

## PERSONNEL

The average number of full-time equivalent employees (FTE) was 6,362 (Q3 2023: 5,846) in the third quarter. At the end of the quarter, the Group employed 6,836 (6,191) employees. The increase in employees was driven by the acquisition of Georg Jensen.

## CHANGES IN MANAGEMENT

In January-September 2024, Fiskars Group announced the following change in its Leadership Team.

On January 31, 2024, Fiskars Group announced the termination of the Group-level position of Chief Sales Officer, Europe and APAC (excl. China). As a result of this change, Gennady Jilinski stepped out of the Leadership Team and left the company.

## SAVINGS FROM THE EFFICIENCY PROGRAMS COMPLETED IN 2023

In 2023, Fiskars Group completed efficiency programs in its Business Areas and global supply chain organization in particular. The programs were estimated to result in savings of EUR 55 million in total, of which the majority would realize in 2024. These savings are expected to support EBIT in 2024, although they will be partially offset by wage inflation.

## RESOLUTIONS OF THE ANNUAL GENERAL MEETING 2024

The Annual General Meeting of shareholders of Fiskars Corporation was held at the Helsinki Exhibition & Convention Centre, the Conference Center Siipi (visiting address: Rautatieläisenkatu 3, Helsinki, Finland), on March 13, 2024.

The Annual General Meeting approved the financial statements for 2023 and discharged the members of the Board and the President and CEO from the liability.

**The use of profit shown on the balance sheet and the payment of dividend**

The Annual General Meeting decided in accordance with the proposal of the Board of Directors to pay dividend of EUR 0.82 per share for the financial period that ended on December 31, 2023. The dividend was paid in two instalments. The ex-dividend date for the first instalment of EUR 0.41 per share was on March 14, 2024. The first instalment was paid to a shareholder who was registered in the shareholders' register of the company maintained by Euroclear Finland Ltd. on the dividend record date of March 15, 2024. The payment date for this instalment was March 22, 2024.

The second instalment of EUR 0.41 per share was paid in September 2024. The second instalment was paid to a shareholder who was registered in the shareholders' register of the company maintained by Euroclear Finland Oy on the dividend record date, which, together with the payment date, was decided by the Board of Directors at its meeting on September 12, 2024. The ex-dividend date for the second instalment was September 13, 2024, the dividend record date September 16, 2024, and the dividend payment date September 23, 2024.

**Remuneration report for governing bodies**

The Annual General Meeting decided to adopt the Remuneration Report for the governing bodies.

**Election and remuneration of the Board of Directors**

The Annual General Meeting decided that the Board of Directors shall consist of eight (8) members. Albert Ehrnrooth, Paul Ehrnrooth, Louise Fromond, Julia Goldin, Carl-Martin Lindahl, Volker Lixfeld and Jyri Luomakoski were re-elected to the Board of Directors. Susan Repo was elected as a new member of the Board of Directors. The term of the Board members will expire at the end of the Annual General Meeting in 2025.

The Annual General Meeting decided that the annual fees of the members of the Board of Directors shall be EUR 70,000, the annual fee of the Vice Chair EUR 105,000 and the annual fee of the Chair EUR 140,000.

In addition, for the Board and Committee meetings other than the meetings of the Audit Committee, the Board/Committee members shall be paid EUR 750 for meetings requiring travel within one (1) country and EUR 2,000 for meetings requiring international travel. The Chairs of the Board of Directors and said Committees shall be paid a fee of EUR 1,500 per meeting requiring travel within one (1) country and EUR 2,000 for meetings requiring international travel.

For the meetings of the Audit Committee, the Committee members shall be paid a fee of EUR 1,000 for meetings requiring travel within one (1) country and EUR 2,250 for meetings requiring international travel. The Chair of the Audit Committee shall be paid a fee of EUR 2,500 per meeting.

For Board/Committee meetings held per capsulam or as teleconference, it was decided that the Chairs of the Board of Directors, as well as said Committees, be paid a fee per meeting that does not differ from meeting fees otherwise payable to them and the Board/ Committee members be paid a fee of EUR 750 per meeting.

Further, the members of the Board of Directors are reimbursed for their travel and other expenses incurred due to their activities in the interest of the company.

**Election and remunerations of the auditor**

Ernst & Young, the Authorized Public Accountants firm, was re-elected as auditor for the term, which will expire at the end of the Annual General Meeting in 2025. Ernst& Young has announced that the responsible auditor will be Kristina Sandin, APA. The Annual General Meeting decided that the auditors' fees shall be paid according to a reasonable invoice approved by the Board of Directors.

Ernst & Young Oy, as the Auditor of the company, will also carry out the assurance of the company's sustainability reporting for the financial year 2024 in accordance with the Act 1252/2023 regarding amendments to the Finnish Companies Act. Ernst & Young Oy will be imbursed for this task as per a reasonable invoice approved by the Board of Directors.

**Board authorizations**

***Authorizing the Board of Directors to decide on the repurchase and/or the acceptance as pledge of the company's own shares***

The Annual General Meeting decided to authorize the Board of Directors to decide on the repurchase of the company's own shares and/or the acceptance as pledge of the company's own shares. The maximum number of shares to be repurchased and/or accepted as pledge is 4,000,000. Acquisitions of the company's own shares may be made in one or several instalments and by using the unrestricted shareholders' equity of the company.

The company's own shares may be acquired in public trading on Nasdaq Helsinki Ltd at a price formed in public trading at the time of the acquisition.

The authorization may be used to acquire shares to be used for the development of the capital structure of the company, as consideration in corporate acquisitions or industrial reorganizations and as part of the company's incentive system, as well as otherwise for further transfer, retention or cancellation.

The Board of Directors is authorized to decide on all other terms and conditions regarding the acquisition and/or pledge of the company's own shares. Based on the authorization, the acquisition of the company's own shares may be made otherwise than in proportion to the share ownership of the shareholders (directed acquisition).

The authorization is effective until June 30, 2025, and it canceled the authorization to decide on the repurchase of the company's own shares granted to the Board of Directors by the Annual General Meeting on March 15, 2023.

***Authorizing the Board of Directors to decide on the transfer of the company's own shares held as treasury shares (share issue)***

The Annual General Meeting decided to authorize the Board of Directors to decide on the transfer of a total maximum of 4,000,000 of the company's own shares held as treasury shares (share issue), in one or several instalments, either against or without consideration.

The company's own shares held as treasury shares may be transferred, for example, as consideration in corporate acquisitions or industrial reorganizations or for the development of the capital structure of the company, or as part of its incentive system.

The Board of Directors is authorized to decide on all other terms and conditions regarding the transfer of the company's own shares held as treasury shares. The transfer of the company's own shares may also be carried out in deviation from the shareholders' pre-emptive rights to the company's shares (directed issue).

The authorization is effective until June 30, 2025, and it cancelled the corresponding authorization granted to the Board of Directors by the Annual General Meeting on March 15, 2023.

## CONSTITUTIVE MEETING OF THE BOARD AND BOARD COMMITTEES

Convening after the Annual General Meeting held on March 13, 2024, the Board of Directors elected Paul Ehrnrooth as its Chair and Jyri Luomakoski as the Vice Chair. The Board decided to establish a Nomination Committee and appointed Paul Ehrnrooth (Chair) and Louise Fromond  as members and Alexander Ehrnrooth as an external member to the Nomination Committee and further decided to establish an Audit Committee and appointed Jyri Luomakoski (Chair), Albert Ehrnrooth, Louise Fromond and Susan Repo as members of the Audit Committee and a Human Resources and Compensation Committee and appointed Paul Ehrnrooth (Chair), Jyri Luomakoski, Carl-Martin Lindahl and Volker Lixfeld, as members of the committee.

## SHARES AND SHAREHOLDERS

### Share capital and shares

Fiskars Corporation has one share series (FSKRS). All shares carry one vote and equal rights. The number of shares in the Corporation totals 81,000,000. Fiskars Corporation held 106,780 of its own shares at the end of the quarter. The share capital remained unchanged, at EUR 77,510,200.

### Market capitalization and trading

Fiskars Corporation shares are traded in the Large Cap segment of Nasdaq Helsinki.

**Trading on Nasdaq Helsinki**

| | 1–9/2024 | 1–9/2023 | 1–12/2023 |
|---|---|---|---|
| Trading volume, shares | 2,090,594 | 3,480,278 | 4,920,469 |
| Turnover, EUR | 35,075,366 | 56,982,706 | 80,351,050 |
| Highest price, EUR | 18.46 | 18.52 | 18.52 |
| Lowest price, EUR | 14.76 | 13.62 | 13.62 |
| Closing price, EUR | 15.56 | 17.44 | 17.86 |
| Volume-weighted average price, EUR | 16.78 | 16.37 | 16.33 |

Fiskars Corporation shares are also traded in alternative marketplaces. In January–September 2024, the number of shares traded on Nasdaq Helsinki and in alternative marketplaces together was 2.3 million (4.4), which represents 2.8% (5.4%) of the total number of shares.

At the end of September, Fiskars Corporation had a market capitalization of EUR 1,258.7 million (1,409.4). The total number of shareholders was 32,894 (33,522) at the end of September.

**Flagging notifications**

Fiskars Corporation was not informed of any significant changes among its shareholders during the quarter.

## SHARE-BASED PLANS

The aim of the share-based plans is to support the implementation of the company's strategy and drive profitable growth, and to align the objectives of employees with the shareholders to increase the value of the company. Furthermore, the goal is to increase commitment to the company by offering a competitive incentive program.

**Performance Share Plan and Restricted Share Plan**

On December 10, 2020, the Board of Directors decided on new share-based Long-term Incentive Plans, a Performance Share Plan, and a Restricted Share Plan for the Fiskars Group Leadership Team and other key employees. The Performance Share Plan has performance criteria and targets, whereas the Restricted Share Plan is used as a retention tool. The plans consist of annually commencing share plans, each with a three-year performance or restriction period. The Board of Directors will decide the commencement of each plan separately.

On February 8, 2024, the Board approved the launch of new periods for 2024–2026 within the Performance Share Plan and Restricted Share Plan. For the 2024–2026 period, the Performance Share Plan has a maximum of 70 participants, and the performance targets are related to the company's absolute total shareholder return, cumulative comparable EBIT, and advancing circular products and services. The 2024–2026 Restricted Share Plan has a maximum of 30 participants and no performance targets.

Further information about the ongoing periods in these share-based incentive plans and terms applied to the plans was published in stock exchange releases on December 10, 2020, February 4, 2022, February 7, 2023, and February 8, 2024.

During the first quarter of 2024, the Board of Directors decided on directed share issues without consideration based on both the Restricted Share Plan and Performance Share Plan to pay the share rewards for the plan periods 2021–2023. The decisions on the share issues were based on the authorization granted to the Board of Directors by Fiskars Corporation's Annual General Meeting of Shareholders held on March 15, 2023. A total of 75,584 treasury shares were transferred based on the Restricted Share Plan and the Performance Share Plan during the first quarter. During the second quarter, a further 4,640 treasury shares were transferred for the rewards of the same 2021–2023 plan periods of both the Performance Share Plan and Restricted Share Plan.

During the second quarter, the Board of Directors also decided on a directed share issue without consideration based on the Restricted Share Plan. The decision on the share issue was based on the authorization granted to the Board of Directors by Fiskars Corporation's Annual General Meeting of Shareholders held on March 13, 2024. In the share issue, 3,029 treasury shares were issued without consideration to a key person in accordance with the terms and conditions of the Restricted Share Plan. The shares were delivered as a sign-on compensation and transferred on July 5, 2024.

**Ownership plan for the management**

On February 7, 2023, the Board of Directors decided to launch an Ownership Plan 2023 directed at the company's President and CEO, the Fiskars Group Leadership Team, and certain key employees determined by the Board. In the Plan, the target group is given an opportunity to receive free matching shares for their personal investment in Fiskars shares. The rewards based on the Plan will be paid after the end of the three-year matching period in 2026.

In 2023, a maximum total of 190,000 shares held by the company was offered for subscription by the target group of the Plan in a directed share issue against payment, in deviation from the shareholders' pre-emptive right. The company had a weighty financial reason for the deviation from the shareholders' pre-emptive right, since the purpose of the share issue was to encourage the target group to acquire and own the company's shares as a part of the Plan. In this first directed share issue against payment, a total of 156,401 treasury shares was subscribed for by 12 employees. The total share subscription price was EUR 2,590,000.56. As part of the Plan, the Board resolved to offer to partly finance on an arm's length basis the subscriptions of the company's shares by providing interest-bearing loans to the Plan participants. The aggregate amount of finance provided by the company was EUR 1,206,274.00.

On February 8, 2024, the Board decided to offer the Plan to a few additional participants. The rewards based on the Plan will also be paid after the end of the matching period in 2026 to the new participants. A maximum total of 25,786 treasury shares held by the company was, in deviation from the shareholders pre-emptive right, offered for subscription to the new participants of Fiskars Ownership Plan 2023 in a directed share issue against payment. A total of 12,894 treasury shares was subscribed for by four employees, and the total share subscription price was EUR 225,000.30. The Board resolved to offer to partly finance on an arm's length basis the subscriptions of the company's shares by providing interest-bearing loans to the new Plan participants. The aggregate amount of finance provided by the company was EUR 151,055.

Further information about the Fiskars Ownership Plan has been published in stock exchange releases published on February 7, 2023, March 10, 2023, February 8, 2024, and February 28, 2024.

**"MyFiskars" employee share savings plan**

On March 15, 2023, Fiskars Group announced that the Board of Directors had decided to establish an employee share savings plan, "MyFiskars", for the employees of Fiskars Group. The aim of MyFiskars is to encourage employees to acquire and own Fiskars Corporation's shares, and it is intended to create a culture of ownership, as well as to further strengthen the employees' long-term commitment to the company.

MyFiskars consists of annually commencing plan periods, each comprising a 12-month savings period and a holding period. The employees are offered the opportunity to voluntarily save a proportion of their monthly salary and to invest this in Fiskars shares. The savings will be used to acquire Fiskars shares for the participating employees quarterly after the publication dates of the company's interim reports. As a reward for their commitment, Fiskars Group grants the participating employees a gross reward of one free matching share for every two savings shares acquired. The matching shares will be granted if the participating employee remains employed at Fiskars Group at the end of the plan period, and if they have kept the shares they have acquired with their savings until this date.

At the end of 2023, 13% of all employees globally, 32% of office employees and 48% of office employees in Finland had enrolled in the plan for the first plan period covering 2023-2026.

On March 13, 2024, Fiskars Group announced that the Board of Directors had decided to launch the second plan period of MyFiskars for 2024-2027. The savings period commenced on July 1, 2024, and ends on June 30, 2025. The holding period ends on June 30, 2027. Following the enrolment period, 8% of all employees globally, 19% of office employees and 32% of office employees in Finland had enrolled for the second plan period covering 2024-2027.

## SHORT-TERM RISKS AND BUSINESS UNCERTAINTIES

Fiskars Group's business, net sales and financial performance may be affected by several internal and external uncertainties.

Fiskars Group has presented the overall business risks and risk management more broadly in its Annual Report and on the company's website at www.fiskarsgroup.com/investors. These risks still apply. The most significant updates to risks and business uncertainties since the publication of the Annual Report are related to current global affairs, a cybersecurity incident and a certain legal proceeding.

The operating environment is expected to remain challenging in 2024 and impact demand for the Group's products. If the difficult market conditions persist for longer than anticipated or worsen further, they may impact net sales and financial performance more than currently expected. Additionally, the outcomes of numerous elections globally in 2024 may affect the Group's operations, as political uncertainties and policy changes can further impact market conditions and regulatory environment.

The general industrial relations climate in Finland and parts of the U.S. has been unpredictable this year. For example, strikes causing significant disruptions to the Group's manufacturing operations or to logistics operations may affect the Group's net sales or profit negatively.

The demand for Fiskars Group's products across categories can be influenced by both seasonal variations and weather conditions.

For Business Area Fiskars, the first half of the year is important for the gardening category. The demand for garden tools can be significantly influenced by weather conditions. Unfavorable weather, i.e. a cold and rainy spring, can negatively impact the sales of these products, while favorable conditions can boost their sales. The back-to-school season during the second and third quarters of the year is also important for the scissors category in Business Area Fiskars.

For Business Area Vita, the second half, particularly, the fourth quarter, is the most important time of the year due to the holiday season.

Any negative developments related to product availability, demand, or increased costs in manufacturing or logistics during the important seasons can significantly affect the full-year net sales and profit.

Geopolitical risks such as the continuing war in Ukraine and ongoing conflicts in the Middle East may result in further macroeconomic uncertainty, impact market demand and supply chains, and accelerate inflation. Further, importing goods with China-origin to the U.S. may continue to be subject to increasing tariffs and duty rates. Despite careful sensitivity analysis and mitigation planning through optimizing Supply Chain, e.g. with alternative sourcing in Southeast Asia or own manufacturing in Europe, the company may not be able to fully mitigate the potential adverse impact of geopolitical risks on the net sales and profit of the Group.

As the company continues to invest in key strategic building blocks, especially Direct-to-Consumer and digital, risks related to major system implementations such as business disruptions, conflicting or missing data, budget overspend, and project delays may negatively affect the Group's business.

Fiskars Group has been subject to a cybersecurity incident earlier this year which has impacted a small number of the company's systems in the U.S. The company's operations have not been affected, and its business continues to operate as usual. The investigation of the incident and implementing necessary next steps are in their final phases. There is a reputational risk associated with this incident, as negative findings could affect stakeholder confidence.

Despite a careful due diligence process, all acquisitions and integrations of acquired businesses include risks. Acquired businesses may not perform as expected, key individuals may decide to leave the company, the costs of the integration may exceed expectations, and synergy effects may be lower than expected.

Fiskars Group is involved in a number of legal actions, claims and other proceedings. Due to the nature of these proceedings, the final outcome of these cases cannot be predicted. Taking into account the available information to date, the outcome is not expected to have a material impact on the operations and financial position of the Group nor impact the guidance for 2024. It is possible that based on later information, the view may be reconsidered. In particular, Fiskars Group's well-known and strong brands are exposed to e.g. infringement of intellectual property rights and therefore enforcement actions are part of ordinary business. Fiskars Group considers that investments made in enforcement actions are essential in order to protect and maintain the competitive edge created by our unique designs, innovations and strong brands. Among others, Fiskars Group has initiated legal proceedings in 2022 against a third party and a few former Fiskars Group employees, regarding patent infringements, trade secret misappropriation, false advertising, and tortious interference, and breach of contract, filed in Wisconsin, USA. The counterparty filed a response and counterclaim to Fiskars Group's lawsuit including patent infringement, false advertising and tortious interference. In August, through Summary Judgment the Court dismissed all Fiskars claims and many of the counterparty's claims. A trial regarding the remaining claims is expected to commence in week 43 2024. Fiskars Group (and its advisors) continue to believe in the merits of Fiskars' claims and position. Fiskars will continue to timely assess, defend and enforce its legal rights. Based on Fiskars Group's current understanding there is no reason to believe that the lawsuit would have a material impact on the Group's operations or financial position. It is possible this view may be reconsidered as the litigation proceeds.

**STOCK EXCHANGE RELEASES DURING THE REPORTING PERIOD**

| Date | Release |
|---|---|
| 9.1.2024 | Fiskars Group recognizes negative goodwill from the Georg Jensen acquisition and records a gain of EUR 25.4 million as items affecting comparability – no impact on guidance for 2023 |
| 10.1.2024 | Listing prospectus for Fiskars Corporation's EUR 200 million sustainability-linked notes available; listing application submitted |
| 31.1.2024 | Change in the Fiskars Group Leadership Team – the Group-level position of Chief Sales Officer terminated |
| 2.2.2024 | Proposals of the Nomination Committee of the Board of Directors to Fiskars Corporation's Annual General Meeting 2024 |
| 8.2.2024 | Fiskars Corporation's Financial Statement Release 2023 |
| 8.2.2024 | Notice to Fiskars Corporation Annual General Meeting |
| 8.2.2024 | Fiskars Corporation's directed share issue without consideration based on the Restricted Share Plan |
| 8.2.2024 | New periods to start within the share-based long-term incentive programs of Fiskars Group |
| 8.2.2024 | Fiskars Corporation offers the ownership plan for the company's management to new participants |
| 12.2.2024 | Fiskars Corporation – Notification of management's transactions – Ahlström |
| 12.2.2024 | Fiskars Corporation – Notification of management's transactions – Siitonen |
| 20.2.2024 | Fiskars Corporation's Annual Report 2023 published |
| 28.2.2024 | Directed share issue related to the Fiskars Ownership Plan 2023 for the company's management and transfer of the company's own shares |
| 11.3.2024 | Fiskars Corporation's directed share issue without consideration based on the Performance Share Plan |
| 13.3.2024 | The Board of Directors of Fiskars Corporation launches the second plan period for the employee share savings plan |
| 13.3.2024 | Fiskars Corporation – Transfer of the company's own shares |
| 13.3.2024 | Resolutions of Fiskars Corporation's Annual General Meeting 2024 |
| 14.3.2024 | Fiskars Corporation – Notification of management's transactions – Ahlström |
| 14.3.2024 | Fiskars Corporation – Notification of management's transactions – Siitonen |
| 2.4.2024 | Fiskars Corporation – Transfer of the company's own shares |
| 25.4.2024 | Fiskars Corporation Interim Report for January-March 2024 |
| 3.5.2024 | Fiskars Corporation – Notification of management's transactions – Ahlström |
| 3.5.2024 | Fiskars Corporation – Notification of management's transactions – Siitonen |
| 7.6.2024 | Fiskars Corporation's directed share issue without consideration based on the Restricted Share Plan |
| 18.7.2024 | Fiskars Corporation Half-year Financial Report for January-June 2024 |
| 23.7.2024 | Fiskars Corporation – Notification of management's transactions – Ahlström |
| 23.7.2024 | Fiskars Corporation – Notification of management's transactions – Siitonen |
| 12.9.2024 | Fiskars Corporation: Record date and payment date of the second dividend instalment of EUR 0.41 resolved by the Annual General Meeting 2024 |

## EVENTS AFTER THE REPORTING PERIOD

### October 3, 2024: Change in the Fiskars Group Leadership Team

On October 3, 2024, Fiskars Group announced that Peter Holmberg, Chief Digital Officer and member of the Fiskars Group Leadership Team, had decided to leave Fiskars Group to join a new employer outside the company.

## GUIDANCE FOR 2024 (UNCHANGED)

Fiskars Corporation expects comparable EBIT to be slightly above the 2023 level (2023: EUR 110.3 million).

## ASSUMPTIONS BEHIND THE GUIDANCE

The operating environment is expected to remain challenging and impact demand also in the fourth quarter of 2024. Visibility in the market remains limited, as uncertainties in the global economy persist.

As a result of the Georg Jensen acquisition, the Group's EBIT generation will shift even more toward the end of the year, highlighting the importance of the second half, and especially of the fourth quarter. During this period, Business Area Vita's volumes are expected to play a significant role and reflect the seasonal pattern but are not assumed to exceed the previous year's levels.

The savings from the completed efficiency programs are expected to support EBIT, although they will be partially offset by wage inflation. Furthermore, Fiskars Group continues to drive forward a simplified way of operating, which enables further cost efficiency improvements.

Espoo, Finland, October 23, 2024

**FISKARS CORPORATION**
Board of Directors

# Consolidated income statement

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **Net sales** | **255.9** | **241.3** | **6.1%** | **819.9** | **784.0** | **4.6%** | **1,129.8** |
| Cost of goods sold | -148.0 | -127.6 | 15.9% | -465.5 | -417.5 | 11.5% | -618.5 |
| **Gross profit** | **108.0** | **113.6** | **-5.0%** | **354.4** | **366.6** | **-3.3%** | **511.4** |
| Other operating income | -3.0 | 0.8 | | 0.4 | 2.0 | -80.9% | 28.9 |
| Sales and marketing expenses | -70.9 | -66.5 | 6.6% | -230.2 | -199.3 | 15.5% | -292.6 |
| Administration expenses | -28.8 | -29.7 | -3.1% | -95.6 | -89.0 | 7.4% | -124.5 |
| Research and development expenses | -4.7 | -4.3 | 7.2% | -14.4 | -14.8 | -2.5% | -19.8 |
| Other operating expenses | -1.0 | -0.1 | | -8.4 | -0.6 | | -4.5 |
| **EBIT*** | **-0.5** | **13.7** | | **6.2** | **64.9** | **-90.5%** | **98.9** |
| Change in fair value of biological assets | 1.7 | 1.2 | 39.0% | 3.8 | 3.8 | -0.8% | 4.8 |
| Financial income and expenses | -5.6 | -3.2 | 75.9% | -18.4 | -13.9 | 31.9% | -24.0 |
| **Profit before taxes** | **-4.3** | **11.8** | | **-8.4** | **54.7** | | **79.7** |
| Income taxes | -1.6 | -2.8 | -44.9% | -1.0 | -12.7 | -92.0% | -9.7 |
| **Profit for the period** | **-5.9** | **8.9** | | **-9.4** | **42.1** | | **70.0** |
| Attributable to: | | | | | | | |
| Equity holders of the parent company | -5.8 | 9.0 | | -9.7 | 41.8 | | 69.9 |
| Non-controlling interest | -0.0 | -0.0 | 44.5% | 0.3 | 0.2 | 11.5% | 0.2 |
| Earnings for equity holders of the parent company per share, EUR (basic and diluted) | -0.07 | 0.11 | | -0.12 | 0.52 | | 0.86 |
| Comparable earnings per share, EUR | 0.16 | 0.15 | 6.1% | 0.47 | 0.59 | -20.6% | 0.99 |
| * Comparable EBIT (detailed in notes) | 24.3 | 17.9 | 35.6% | 68.5 | 72.6 | -5.6% | 110.3 |

# Consolidated statement of comprehensive income

| EUR million | Q3 2024 | Q3 2023 | Q1-Q3 2024 | Q1-Q3 2023 | 2023 |
|---|---|---|---|---|---|
| **Profit for the period** | **-5.9** | **8.9** | **-9.4** | **42.1** | **70.0** |
| **Other comprehensive income for the period** | | | | | |
| Items that may be reclassified subsequently to profit or loss: | | | | | |
| Translation differences | -5.8 | 3.9 | -0.9 | -3.4 | -8.3 |
| Cash flow hedges | -1.1 | 0.1 | -0.6 | 0.7 | -0.7 |
| Items that will not be reclassified to profit or loss: | | | | | |
| Defined benefit plans, actuarial gains (losses) net of tax | 0.1 | -0.0 | 0.1 | 0.1 | -0.1 |
| Other comprehensive income for the period, net of tax | -6.8 | 3.9 | -1.3 | -2.6 | -9.1 |
| **Total comprehensive income for the period** | **-12.6** | **12.9** | **-10.8** | **39.4** | **61.0** |
| Attributable to: | | | | | |
| Equity holders of the parent company | -13.0 | 12.9 | -11.3 | 39.4 | 60.9 |
| Non-controlling interest | 0.4 | -0.1 | 0.5 | 0.0 | 0.0 |
| **Total comprehensive income for the period** | **-12.6** | **12.9** | **-10.8** | **39.4** | **61.0** |

# Consolidated balance sheet

| EUR million | Sep 30 2024 | Sep 30 2023 | Change | 2023 |
|---|---|---|---|---|
| **ASSETS** | | | | |
| **Non-current assets** | | | | |
| Goodwill | 221.1 | 222.2 | -0.5% | 220.1 |
| Other intangible assets | 373.1 | 283.7 | 31.5% | 371.7 |
| Property, plant and equipment | 165.1 | 147.9 | 11.6% | 163.2 |
| Right-of-use assets | 138.0 | 131.1 | 5.3% | 143.4 |
| Biological assets | 55.1 | 50.3 | 9.6% | 51.3 |
| Investment property | 6.4 | 5.4 | 18.5% | 5.3 |
| Financial assets at fair value through profit or loss | 29.3 | 32.5 | -9.6% | 30.9 |
| Other investments | 3.5 | 3.5 | 0.3% | 3.5 |
| Deferred tax assets* | 32.4 | 29.4 | 10.1% | 28.4 |
| Other non-current assets | 10.8 | 7.0 | 53.6% | 11.0 |
| **Non-current assets total** | 1,034.7 | 912.9 | 13.3% | 1,028.8 |
| **Current assets** | | | | |
| Inventories | 327.6 | 292.8 | 11.9% | 364.0 |
| Trade receivables | 174.7 | 168.2 | 3.9% | 177.2 |
| Other current receivables | 51.0 | 51.8 | -1.6% | 52.0 |
| Income tax receivables | 2.5 | 3.9 | -36.5% | 4.2 |
| Interest-bearing receivables | 0.0 | 1.3 | -99.9% | 1.4 |
| Cash and cash equivalents | 47.3 | 188.1 | -74.9% | 127.3 |
| **Current assets total** | 603.1 | 706.1 | -14.6% | 726.1 |
| **Assets total** | **1,637.8** | **1,619.0** | **1.2%** | **1,754.9** |
| **EQUITY AND LIABILITIES** | | | | |
| **Equity** | | | | |
| Equity attributable to the equity holders of the parent company* | 746.5 | 798.6 | -6.5% | 819.9 |
| Non-controlling interest | 4.3 | 3.8 | 14.2% | 3.8 |
| **Equity total** | 750.8 | 802.4 | -6.4% | 823.7 |
| **Non-current liabilities** | | | | |
| Interest-bearing liabilities | 332.7 | 130.2 | | 330.7 |
| Lease liabilities | 114.6 | 112.5 | 1.8% | 117.4 |
| Deferred tax liabilities | 34.5 | 32.5 | 5.9% | 38.8 |
| Employee defined benefit obligations | 12.2 | 11.0 | 11.2% | 12.1 |
| Provisions | 3.9 | 2.4 | 63.4% | 3.3 |
| Other non-current liabilities | 4.3 | 3.6 | 21.3% | 4.1 |
| **Non-current liabilities total** | 502.2 | 292.3 | 71.8% | 506.4 |
| **Current liabilities** | | | | |
| Interest-bearing liabilities | 96.8 | 256.1 | -62.2% | 92.5 |
| Lease liabilities | 32.0 | 25.5 | 25.2% | 33.3 |
| Trade payables* | 76.7 | 67.7 | 13.3% | 102.1 |
| Other current payables | 167.1 | 162.6 | 2.7% | 184.5 |
| Income tax liabilities | 9.0 | 6.5 | 38.8% | 6.7 |
| Provisions | 3.1 | 5.8 | -46.4% | 5.8 |
| **Current liabilities total** | 384.7 | 524.3 | -26.6% | 424.9 |
| **Equity and liabilities total** | **1,637.8** | **1,619.0** | **1.2%** | **1,754.9** |

*2023 opening balance restated, details in equity statement.

# Consolidated statement of cash flows

| EUR million | Q3 2024 | Q3 2023 | Q1-Q3 2024 | Q1-Q3 2023 | 2023 |
|---|---|---|---|---|---|
| **Cash flow from operating activities** | | | | | |
| Profit before taxes | -4.3 | 11.8 | -8.4 | 54.7 | 79.7 |
| Adjustments for | | | | | |
| Depreciation, amortization and impairment | 20.5 | 16.1 | 61.8 | 46.1 | 66.0 |
| Gain/loss on sale and loss on scrap of non-current assets | -1.0 | -0.1 | -1.2 | -0.3 | -0.4 |
| Other financial items | 5.6 | 3.2 | 18.4 | 13.9 | 23.9 |
| Change in fair value of biological assets | -1.7 | -1.2 | -3.8 | -3.8 | -4.8 |
| Change in provisions and other non-cash items | 8.6 | 1.3 | -4.1 | 4.9 | -27.9 |
| **Cash flow before changes in working capital** | **27.6** | **31.0** | **62.6** | **115.6** | **136.6** |
| Changes in working capital | | | | | |
| Change in current assets, non-interest-bearing | 0.1 | 8.0 | 2.7 | -13.5 | 1.2 |
| Change in inventories | 12.6 | 23.0 | 45.2 | 79.1 | 114.9 |
| Change in current liabilities, non-interest-bearing | -42.8 | 5.8 | -53.9 | -35.1 | -5.1 |
| **Cash flow from operating activities before financial items and taxes** | **-2.5** | **67.9** | **56.5** | **146.1** | **247.5** |
| Financial income received and costs paid | 4.0 | -3.1 | -5.2 | -9.4 | -14.8 |
| Taxes paid | -1.9 | -2.9 | -7.9 | -6.4 | -11.9 |
| **Cash flow from operating activities (A)** | **-0.5** | **61.9** | **43.4** | **130.4** | **220.8** |
| **Cash flow from investing activities** | | | | | |
| Investments in financial assets | | | | | -0.2 |
| Capital expenditure on fixed assets | -13.4 | -12.1 | -37.2 | -32.4 | -50.8 |
| Proceeds from sale of fixed assets | 1.0 | 0.3 | 1.2 | 0.7 | 0.9 |
| Acquired in business combinations, net of cash acquired | | | | | -121.3 |
| Other dividends received | 0.0 | 0.0 | 0.1 | 0.1 | 0.5 |
| Cash flow from other investments | 0.1 | 0.0 | 1.1 | 0.1 | 1.1 |
| **Cash flow from investing activities (B)** | **-12.3** | **-11.8** | **-34.8** | **-31.5** | **-169.8** |
| **Cash flow from financing activities** | | | | | |
| Purchase of treasury shares | | | | -0.1 | -0.4 |
| Change in current receivables | -0.0 | 0.1 | 1.4 | 0.4 | 2.2 |
| Proceeds from non-current debt | -0.0 | -0.1 | 0.0 | | 198.8 |
| Repayments of non-current debt | 0.0 | 0.0 | -0.2 | -0.3 | -0.4 |
| Change in current debt | 14.6 | 135.8 | 3.7 | 58.8 | -145.6 |
| Payment of lease liabilities | -10.2 | -7.3 | -30.5 | -21.0 | -30.8 |
| Cash flow from other financing items | 0.4 | | 0.5 | 1.4 | 1.4 |
| Dividends paid | -30.1 | -32.6 | -63.3 | -64.9 | -65.1 |
| **Cash flow from financing activities (C)** | **-25.3** | **95.9** | **-88.4** | **-25.7** | **-40.0** |
| **Change in cash and cash equivalents (A+B+C)** | **-38.0** | **146.1** | **-79.8** | **73.2** | **11.1** |
| Cash and cash equivalents at beginning of period | 86.3 | 42.0 | 127.3 | 115.8 | 115.8 |
| Translation difference | -1.0 | 0.0 | -0.2 | -0.9 | 0.4 |
| Cash and cash equivalents at end of period | 47.3 | 188.1 | 47.3 | 188.1 | 127.3 |

# Condensed consolidated statement of changes in equity

| EUR million | Share capital | Treasury shares | Cumul. transl. diff. | Fair value reserve | Actuarial gains and losses | Retained earnings | Non-controlling interest | Total |
|---|---|---|---|---|---|---|---|---|
| **Opening Balance Jan 1, 2023** | **77.5** | **-6.7** | **18.1** | **0.1** | **-0.1** | **742.7** | **4.1** | **835.6** |
| Correction relating to prior periods* | | | | | | -11.8 | | -11.8 |
| **Opening Balance Jan 1, 2023** | **77.5** | **-6.7** | **18.1** | **0.1** | **-0.1** | **730.9** | **4.1** | **823.9** |
| Total comprehensive income for the period | | | -3.2 | 0.7 | 0.1 | 41.8 | 0.0 | 39.4 |
| Purchase and issue of treasury shares | | 2.5 | | | | 0.1 | | 2.6 |
| Share-based payments | | 1.6 | | | | -0.3 | | 1.3 |
| Dividends | | | | | | -64.6 | -0.3 | -65.0 |
| Other changes | | | | | | 0.2 | | 0.2 |
| **Balance at Sep 30, 2023** | **77.5** | **-2.7** | **14.9** | **0.8** | **0.1** | **708.1** | **3.8** | **802.4** |
| | | | | | | | | |
| **Opening Balance Jan 1, 2024** | **77.5** | **-3.0** | **9.9** | **-0.6** | **-0.1** | **736.2** | **3.8** | **823.7** |
| Total comprehensive income for the period | | | -1.1 | -0.6 | 0.1 | -9.7 | 0.5 | -10.8 |
| Purchase and issue of treasury shares | | 0.2 | | | | 0.0 | | 0.2 |
| Share-based payments | | 1.3 | | | | -0.7 | | 0.5 |
| Dividends | | | | | | -66.3 | 0.0 | -66.3 |
| Other changes | | | | | | 3.5 | | 3.5 |
| **Balance at Sep 30, 2024** | **77.5** | **-1.6** | **8.8** | **-1.2** | **0.0** | **663.0** | **4.3** | **750.8** |

*Correction to previous years according to IAS 8.43 and 8.44, adjustment related to inventory purchases in the US market. Additionally, 1.1.2023 Trade payables balance has been adjusted by an increase of 14.7 MEUR and Deferred tax assets by 2.9 MEUR.

# Notes to the Interim Report

## ACCOUNTING PRINCIPLES

This unaudited Interim report is prepared in accordance with IAS 34 *Interim Financial Reporting* using the same accounting policies and methods of computation as in the annual financial statements.

Figures presented have been rounded and the sum of individual figures may therefore differ from the presented total figure.

# Reporting segments

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **Net sales** | | | | | | | |
| Vita | 139.2 | 119.4 | 16.5% | 395.0 | 340.8 | 15.9% | 555.3 |
| Fiskars | 115.2 | 120.6 | -4.5% | 421.4 | 440.4 | -4.3% | 570.5 |
| Other | 1.5 | 1.2 | | 3.5 | 2.8 | | 4.0 |
| **Group total** | **255.9** | **241.3** | **6.1%** | **819.9** | **784.0** | **4.6%** | **1,129.8** |

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **EBIT** | | | | | | | |
| Vita | -10.3 | 14.6 | | -40.2 | 23.6 | | 61.8 |
| Fiskars | 11.9 | 9.2 | 29.1% | 57.7 | 62.9 | -8.3% | 63.3 |
| Other | -2.0 | -10.1 | | -11.3 | -21.6 | | -26.2 |
| **Group total** | **-0.5** | **13.7** | | **6.2** | **64.9** | **-90.5%** | **98.9** |

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **Items affecting comparability in EBIT** | | | | | | | |
| Vita | 23.0 | 2.3 | | 54.4 | 4.0 | | 0.5 |
| Fiskars | 1.8 | 1.9 | -5.0% | 7.7 | 3.5 | | 10.5 |
| Other | 0.0 | 0.1 | | 0.2 | 0.2 | | 0.4 |
| **Group total** | **24.8** | **4.2** | | **62.4** | **7.7** | | **11.4** |

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **Depreciation, amortization and impairment** | | | | | | | |
| Vita | 13.4 | 8.8 | 52.9% | 40.3 | 25.3 | 59.6% | 37.6 |
| Fiskars | 6.1 | 6.3 | -2.4% | 18.5 | 17.7 | 4.6% | 24.0 |
| Other | 1.0 | 1.1 | | 2.9 | 3.1 | | 4.5 |
| **Group total** | **20.5** | **16.1** | **27.1%** | **61.8** | **46.1** | **34.0%** | **66.0** |

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **Capital expenditure** | | | | | | | |
| Vita | 7.6 | 6.8 | 11.9% | 19.7 | 16.4 | 20.1% | 26.8 |
| Fiskars | 4.8 | 4.9 | -0.3% | 14.7 | 13.3 | 10.7% | 20.0 |
| Other | 1.0 | 0.5 | | 2.9 | 2.7 | | 4.0 |
| **Group total** | **13.4** | **12.1** | **11.0%** | **37.2** | **32.4** | **15.1%** | **50.8** |

# Net sales by geography

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **Net sales** | | | | | | | |
| Europe | 138.7 | 117.3 | 18.2% | 408.1 | 371.8 | 9.8% | 552.2 |
| Americas | 68.1 | 80.5 | -15.3% | 258.2 | 275.2 | -6.2% | 362.4 |
| Asia-Pacific | 50.2 | 42.2 | 19.0% | 154.8 | 133.5 | 15.9% | 211.3 |
| Unallocated* | -1.1 | 1.2 | | -1.2 | 3.5 | | 3.9 |
| **Group total** | **255.9** | **241.3** | **6.1%** | **819.9** | **784.0** | **4.6%** | **1,129.8** |

*Geographically unallocated exchange rate differences.

# EBIT and Comparable EBIT

| EUR million | Q3 2024 | Q3 2023 | Change | Q1-Q3 2024 | Q1-Q3 2023 | Change | 2023 |
|---|---|---|---|---|---|---|---|
| **EBIT** | **-0.5** | **13.7** | | **6.2** | **64.9** | **-90.5%** | **98.9** |
| Depreciation and amortization | 20.5 | 16.1 | 27.1% | 61.8 | 46.1 | 34.0% | 66.0 |
| **EBITDA** | **20.1** | **29.9** | **-32.8%** | **68.0** | **111.0** | **-38.7%** | **164.9** |
| **Items affecting comparability in EBIT** | | | | | | | |
| Organizational changes | 3.7 | 4.2 | -11.5% | 7.4 | 7.6 | -2.8% | 12.3 |
| Georg Jensen acquisition / Inventory fair value step-up release | 13.7 | | | 41.1 | | | 13.7 |
| Georg Jensen acquisition / PPA change | 6.0 | | | 6.0 | | | -25.4 |
| Georg Jensen acquisition / Transaction costs | 0.1 | | | 0.2 | | | 5.6 |
| Georg Jensen acquisition / Integration costs | 1.3 | | | 2.8 | | | 1.6 |
| Sale of Watering business | 0.0 | 0.0 | | 4.8 | 0.1 | | 3.6 |
| **Total items affecting comparability in EBIT** | **24.8** | **4.2** | | **62.4** | **7.7** | | **11.4** |
| **Comparable EBIT** | **24.3** | **17.9** | **35.6%** | **68.5** | **72.6** | **-5.6%** | **110.3** |
| Depreciation and amortization, excl. IAC | 20.5 | 16.1 | 27.1% | 61.8 | 45.6 | 35.5% | 65.5 |
| **Comparable EBITDA** | **44.8** | **34.1** | **31.6%** | **130.3** | **118.2** | **10.3%** | **175.8** |

# EBIT and Comparable EBIT by income statement line item

**EBIT and Comparable EBIT by income statement line item**

| EUR million | Q3 2024 | | | Q3 2023 | | |
|---|---|---|---|---|---|---|
| | **Total** | **Items affecting comparability** | **Excl. Items affecting comparability** | **Total** | **Items affecting comparability** | **Excl. Items affecting comparability** |
| Net sales | 255.9 | | 255.9 | 241.3 | | 241.3 |
| Cost of goods sold | -148.0 | 15.1 | -132.8 | -127.6 | 0.2 | -127.4 |
| Sales and marketing expenses | -70.9 | 2.2 | -68.7 | -66.5 | 3.7 | -62.8 |
| Administration expenses | -28.8 | 1.5 | -27.3 | -29.7 | 0.3 | -29.4 |
| Research and development expenses | -4.7 | | -4.7 | -4.3 | 0.0 | -4.3 |
| Other operating income and expenses | -4.1 | 6.0 | 1.9 | 0.6 | 0.0 | 0.7 |
| **EBIT** | **-0.5** | **24.8** | **24.3** | **13.7** | **4.2** | **17.9** |

| EUR million | Q1-Q3 2024 | | | Q1-Q3 2023 | | |
|---|---|---|---|---|---|---|
| | **Total** | **Items affecting comparability*** | **Excl. Items affecting comparability** | **Total** | **Items affecting comparability*** | **Excl. Items affecting comparability** |
| Net sales | 819.9 | | 819.9 | 784.0 | | 784.0 |
| Cost of goods sold | -465.5 | 43.3 | -422.2 | -417.5 | 0.3 | -417.2 |
| Sales and marketing expenses | -230.2 | 5.6 | -224.5 | -199.3 | 6.5 | -192.8 |
| Administration expenses | -95.6 | 2.5 | -93.1 | -89.0 | 0.7 | -88.4 |
| Research and development expenses | -14.4 | 0.1 | -14.3 | -14.8 | 0.1 | -14.7 |
| Other operating income and expenses | -8.0 | 10.8 | 2.8 | 1.4 | 0.2 | 1.6 |
| **EBIT** | **6.2** | **62.4** | **68.5** | **64.9** | **7.7** | **72.6** |

In Q3 2024, items affecting comparability related to depreciation and amortization amounted to EUR 0.0 million (Q3 2023: 0.0). In Q1-Q3 2024, items affecting comparability related to depreciation and amortization amounted to EUR 0.0 million (Q1-Q3 2023: 0.5).

| EUR million | 2023 | | |
|---|---|---|---|
| | **Total** | **Items affecting comparability** | **Excl. Items affecting comparability** |
| Net sales | 1 129,8 | | 1 129,8 |
| Cost of goods sold | -618,5 | 17,3 | -601,2 |
| Sales and marketing expenses | -292,6 | 13,9 | -278,7 |
| Administration expenses | -124,5 | 1,8 | -122,7 |
| Research and development expenses | -19,8 | 0,1 | -19,7 |
| Other operating income and expenses | 24,5 | -21,7 | 2,8 |
| **EBIT** | **98,9** | **11,4** | **110,3** |

Total items affecting comparability included EUR 0.5 million depreciation and amortization related items in 2023.

# Intangible and tangible assets

| EUR million | Sep 30 2024 | Sep 30 2023 | Dec 31 2023 |
|---|---|---|---|
| **Intangible assets and goodwill** | | | |
| Book value, Jan 1 | 591.8 | 499.8 | 499.8 |
| Translation differences | -0.7 | 1.1 | -2.4 |
| Additions | 17.8 | 15.2 | 24.5 |
| Acquired in business combinations | | | 85.7 |
| Amortization and impairment | -14.7 | -10.3 | -15.1 |
| Decreases and transfers | 0.0 | -0.2 | -0.7 |
| **Book value at end of period** | **594.2** | **505.9** | **591.8** |
| | | | |
| **Tangible assets and investment property** | | | |
| Book value, Jan 1 | 168.5 | 152.0 | 152.0 |
| Translation differences | 2.4 | -0.5 | -0.2 |
| Additions | 19.5 | 16.9 | 26.0 |
| Acquired in business combinations | | | 11.4 |
| Depreciation and impairment | -17.9 | -15.5 | -21.6 |
| Decreases and transfers | -0.9 | 0.3 | 0.9 |
| **Book value at end of period** | **171.5** | **153.3** | **168.5** |
| | | | |
| **Right-of-use assets** | | | |
| Book value, Jan 1 | 143.4 | 110.6 | 110.6 |
| Translation differences | -0.6 | -0.5 | -1.7 |
| Additions | 23.7 | 47.5 | 49.1 |
| Acquired in business combinations | | | 21.4 |
| Depreciations | -27.9 | -20.3 | -29.3 |
| Decreases | -0.6 | -6.1 | -6.7 |
| **Book value at end of period** | **138.0** | **131.1** | **143.4** |

# Contingencies and pledged assets

| EUR million | Sep 30 2024 | Sep 30 2023 | Dec 31 2023 |
|---|---|---|---|
| **As security for own commitments** | | | |
| Guarantees | 9.6 | 5.1 | 4.7 |
| Other contingencies | 1.9 | 1.9 | 1.8 |
| **Contingencies and pledged assets total** | **11.5** | **7.0** | **6.5** |

Other contingencies include a commitment of USD 1.7 million to invest in private equity funds.

# Derivatives

| EUR million | Sep 30 2024 | Sep 30 2023 | Dec 31 2023 |
|---|---|---|---|
| **Nominal amounts of derivatives** | | | |
| Derivatives, hedge accounting not applied: | | | |
| Foreign exchange forwards and swaps | 368.9 | 269.3 | 338.8 |
| Commodity derivatives | 5.7 | | 4.3 |
| Cross currency swaps | 18.6 | | |
| Derivatives, hedge accounting applied: | | | |
| Interest rate swaps | 165.0 | 105.0 | 165.0 |
| | | | |
| **Fair value of derivatives** | | | |
| Derivatives, hedge accounting not applied: | | | |
| Foreign exchange forwards and swaps | 1.0 | -2.3 | 1.3 |
| Commodity derivatives | 0.3 | | 0.1 |
| Cross currency swaps | 0.6 | | |
| Derivatives, hedge accounting applied: | | | |
| Interest rate swaps | 2.3 | 0.8 | 1.2 |

Derivatives have been valued at market value on the reporting date.

Fiskars Group applies hedge accounting to interest rate swaps. Fair value change is recognized in equity through other comprehensive income (cash flow hedges) or in financial items in profit and loss (fair value hedges). Hedge accounting is not applied on commodity derivatives. Fair value changes are recognized in financial items.

# Net debt reconciliation

| EUR million | Sep 30 2024 | Sep 30 2023 | Dec 31 2023 |
|---|---|---|---|
| Loans from credit institutions | 226.9 | 386.4 | 222.6 |
| Issued bonds | 202.7 | | 200.5 |
| Lease liabilities | 146.5 | 138.1 | 150.8 |
| Cash and cash equivalents | -47.3 | -188.1 | -127.3 |
| **Net debt** | **528.8** | **336.3** | **446.7** |

# Exchange rate sensitivity of the operations

The most significant transaction risks are related to the appreciation of DKK, USD, THB and the depreciation of SEK, AUD and JPY. The following table presents the estimated annual net commercial cash flows in the most significant currencies:

| EUR million | DKK | SEK | USD | AUD | JPY | THB | NOK | CAD | IDR |
|---|---|---|---|---|---|---|---|---|---|
| Operational currency position | -35.5 | 31.9 | -29.0 | 24.9 | 24.8 | -22.1 | 18.9 | 13.9 | -12.8 |
| Exchange rate sensitivity of the operations* | 3.5 | -3.2 | 2.9 | -2.5 | -2.5 | 2.2 | -1.9 | -1.4 | 1.3 |

*Illustrates the impact of 10% depreciation of the currency on the Group's annual profit before taxes had the cash flows not been hedged.

Most of the foreign exchange transaction risks related to the commercial cash flows are hedged primarily using currency forwards and swaps. As Fiskars does not apply hedge accounting to these currency derivatives, both the realized and unrealized gains and losses on the derivatives are included in the income statement.

# Fair value of financial instruments

Hierarchy level 1 includes financial assets and liabilities that are publicly quoted in an active market. Level 2 includes financial assets and liabilities measured using directly observable market inputs. Other than publicly quoted interest-bearing debts and derivatives fall within this category. Level 3 includes financial assets and liabilities measured using non-market observable inputs. The asset classes in this category are unlisted equity investments and funds.

**Sep 30, 2024**

| EUR million | Level 1 | Level 2 | Level 3 | Total |
|---|---|---|---|---|
| Financial assets at fair value through profit and loss | | | 29.4 | 29.4 |
| Other investments | | | 3.5 | 3.5 |
| Derivative assets | | 7.7 | | 7.7 |
| **Total assets** | | **7.7** | **32.9** | **40.6** |
| | | | | |
| Derivative liabilities | | 3.6 | | 3.6 |
| Interest-bearing liabilities | 202.7 | | | 202.7 |
| **Total liabilities** | **202.7** | **3.6** | | **206.2** |

**Sep 30, 2023**

| EUR million | Level 1 | Level 2 | Level 3 | Total |
|---|---|---|---|---|
| Financial assets at fair value through profit and loss | | | 32.5 | 32.5 |
| Other investments | | | 3.5 | 3.5 |
| Derivative assets | | 1.3 | | 1.3 |
| **Total assets** | | **1.3** | **35.9** | **37.2** |
| | | | | |
| Derivative liabilities | | 2.7 | | 2.7 |
| **Total liabilities** | | **2.7** | | **2.7** |

**Dec 31, 2023**

| EUR million | Level 1 | Level 2 | Level 3 | Total |
|---|---|---|---|---|
| Financial assets at fair value through profit and loss | | | 30.9 | 30.9 |
| Other investments | | | 3.5 | 3.5 |
| Derivative assets | | 4.9 | | 4.9 |
| **Total assets** | | **4.9** | **34.3** | **39.2** |
| | | | | |
| Derivative liabilities | | 2.3 | | 2.3 |
| Interest-bearing liabilities | 200.5 | | | 200.5 |
| **Total liabilities** | **200.5** | **2.3** | | **202.8** |

Financial assets at fair value through profit or loss consist of unlisted funds. The fair value of unlisted funds is based on the market value reported by the fund (level 3) and changes are recognized in the income statement. Other investments include unlisted shares as well as non-current receivables. Unlisted shares and other investments are measured at fair value (level 3). Fair value of unlisted shares equals acquisition value. Interest-bearing liabilities (level 1) consist of a listed bond.

# Acquisitions and divestments

**Acquisitions and divestments in 2024**

There were no acquisitions or divestments during January-September 2024.

**Acquisitions and divestments in 2023**

Acquisition of Georg Jensen

On October 1, 2023, Fiskars Group announced that it has completed the acquisition of renowned Danish luxury lifestyle brand Georg Jensen by acquiring 100% of the shares of Georg Jensen Investment ApS. Georg Jensen is headquartered in Copenhagen, Denmark and is present in over 10 countries. In 2022, Georg Jensen employed 1,205 employees (FTEs), net sales were EUR 158.1 million and EBIT was EUR 14.9 million.
Purchase price allocation was adjusted according to IFRS 3 a year after the closing of the acquisition on September 30, 2024. Changes to the original purchase price allocation were mainly related to the tax related assets and liabilities. As a result of updated purchase price allocation Fiskars Group has on September 30, 2024 recognized a negative goodwill of EUR 19.4 million, when initial negative goodwill recognized was EUR 25.4 million.

Main items driving fair value of net assets being higher than purchase consideration were valuation of trademark and customer lists, and inventory fair value step-up for finished goods. Fiskars Group was able to acquire Georg Jensen for less than the fair value of its assets because the private equity seller wanted to exit from the Georg Jensen business.

The acquisition supports Fiskars Group's Growth Strategy by expanding the company's luxury home brand portfolio, which already includes the iconic brands of Royal Copenhagen, Waterford and Wedgwood. Furthermore, reuniting the beloved Danish design brands Georg Jensen and Royal Copenhagen offers attractive commercial excellence opportunities. Georg Jensen's position in direct-to-consumer (DTC) channels is strong with over 50% of sales from own retail and e-commerce. In terms of markets, Fiskars Group sees potential to expand the brand's presence in China in particular. Commercial excellence, DTC and China are three of the four transformation levers in Fiskars Group's Growth strategy.

The transaction is expected to create significant cost synergies related to, for example, support functions and sourcing. The annual synergies are expected to amount approximately EUR 18 million, majority of which is expected to be realized by the end of 2025.

The purchase price allocation in Annual report 2023 was provisional* and has been updated on September 30, 2024. The following table summarizes the consideration paid, provisional amounts for the fair value of assets acquired and liabilities assumed as well as cash flow impact at the date of acquisition. The net assets acquired are denominated in DKK. EUR values have been translated using foreign exchange rate prevailing at the date of acquisition.

| **EUR million** | **Oct 1, 2023** |
|---|---|
| **Non-current assets** | |
| Intangible assets | 85.9 |
| Property, plant & equipment | 11.3 |
| Right-of-use assets | 21.7 |
| Deferred tax assets | 20.0 |
| Other non-current assets | 3.8 |
| **Non-current assets total** | **142.7** |
| | |
| **Current assets** | |
| Inventories | 108.3 |
| Trade and other receivables | 24.9 |
| Cash and cash equivalents | 3.3 |
| **Current assets total** | **136.5** |
| | |
| **Assets total** | **279.2** |
| | |
| **Non-current liabilities** | |
| Interest-bearing liabilities | 41.5 |
| Lease liabilities | 13.2 |
| Deferred tax liabilities | 33.0 |
| Other non-current liabilities | 1.5 |
| **Non-current liabilities total** | **89.1** |
| | |
| **Current liabilities** | |
| Interest-bearing liabilities | 2.6 |
| Lease liabilities | 8.2 |
| Trade payables | 11.2 |
| Other current liabilities | 23.8 |
| **Current liablities total** | **46.0** |
| | |
| **Liabilities total** | **135.1** |
| | |
| **Net assets** | **144.1** |
| Consideration transferred | 124.7 |
| **Bargain purchase** | **-19.4** |

| **Cash flows related to acquisition:** | **Oct 1, 2023** |
|---|---|
| Consideration paid | 124.7 |
| Cash and cash equivalents acquired | -3.3 |
| **Acquired in business combinations** | **121.3** |

* According to IFRS 3, adjustments to purchase price allocation are possible for a year after the closing of the acquisition, that being until September 30, 2024.

The acquired business have been consolidated into the Group financials as of October 1, 2023 onwards. From the date of acquisition, the acquired business contributed EUR 53.8 million of revenue and EUR 22.3 million of EBIT to the Group in 2023, including EUR -13.7 million release of inventory fair value step-up as well as EUR -0.3 million of depreciation and amortization of tangible and intangible assets recognized at acquisition. In October-December, the acquired business contributed comparable EBIT of EUR 12.2 million.

If the acquisition had occurred on January 1, 2023, management estimates that the combined statement of income would show net sales of EUR 1,225.2 million and EBIT of EUR 43.5 million. These pro forma amounts include the fair value adjustments determined as at December 31, 2022 for the period of January-September 2023. Comparable EBIT for the period of January-December would have been EUR 100.6 million.

Acquisition related costs of EUR 5.6 million have been charged to Selling, general and administrative costs in the Consolidated statement of income in 2023 and presented as Items Affecting Comparability.

FISKARS
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FISKARS

GEORG JENSEN

ROYAL COPENHAGEN
BY APPOINTMENT TO THE ROYAL DANISH COURT

WEDGWOOD
EST. IN ENGLAND JW
1759

GERBER

MOOMIN
ARABIA
FINLAND

IITTALA
1881

WATERFORD
IRELAND 1783