♦

Investor presentation



UPDATED MAY 2025

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Fiskars Group in brief

Strategy

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Appendices

Fiskars Group – Pioneering design to make the everyday extraordinary

Est. 1649

FISKARS[®]

Est. 1939





Est. 1904



GEORG JENSEN

Arabia est. 1873



MOOMIN Est. 1775



ROYAL COPENHAGEN

Est. 1881







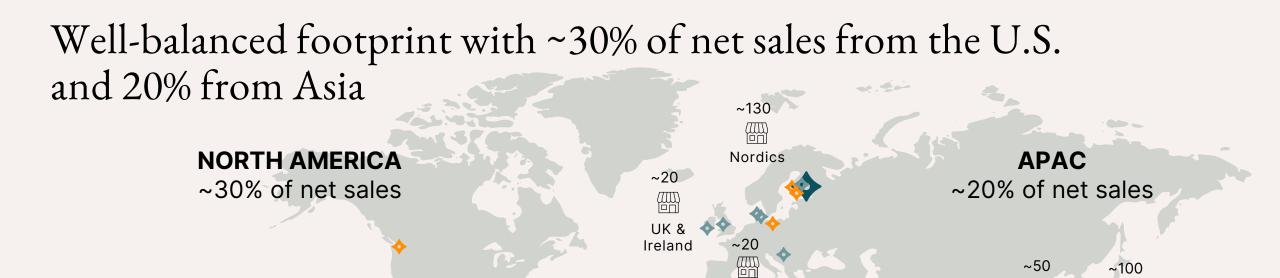
WEDGWOOD MADE IN ENGLAND JW 1759

Est. 1783



WATERFORD IRELAND 1783

3





- ~500 own stores
- +60 own e-commerce stores
- 7,000 employees
- €1.2bn market cap

Continental

Europe

EUROPE

四

Japan

~70

四

China

Fiskars Group key figures 2024

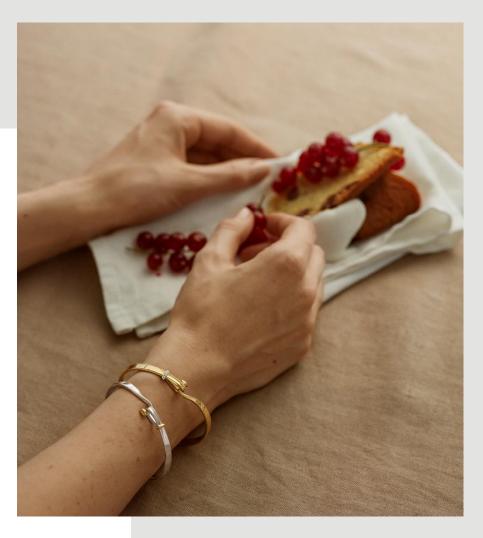
Net sales EUR million 1,157.1 $\frac{\text{Comparable EBIT}}{\text{EUR million}}$

 $\frac{\text{Comparable EPS}}{\text{EUR}}$

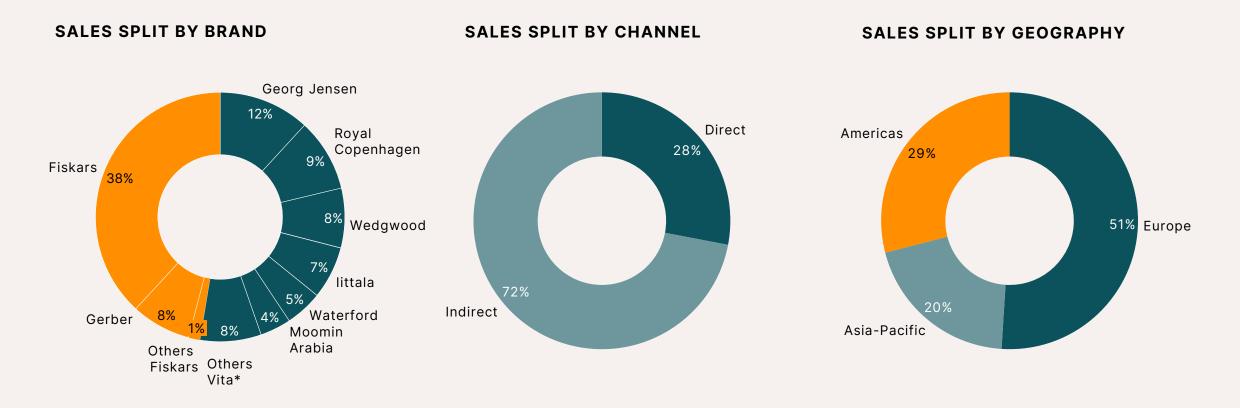
 $\frac{\text{Gross margin}}{48.8}$

 $\frac{\text{Free cash flow}}{\text{EUR million}} \\ 81.7$

 $\begin{array}{c} \begin{array}{c} \text{Personnel} \\ \text{Dec 31, 2024} \\ 6,850 \end{array}$



Fiskars Group-Net sales splits (2024)



*Includes brands such as Rörstrand, Royal Albert, Royal Doulton and Arabia as well as private label Two strong Business Areas (BA) with *design-driven brands* for both indoor and outdoor living



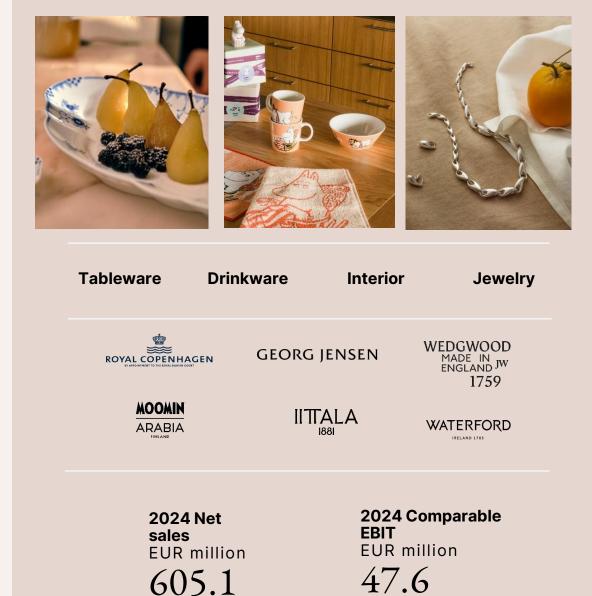
*remaining 1% of net sales from Other segment

Business Area Vita in brief

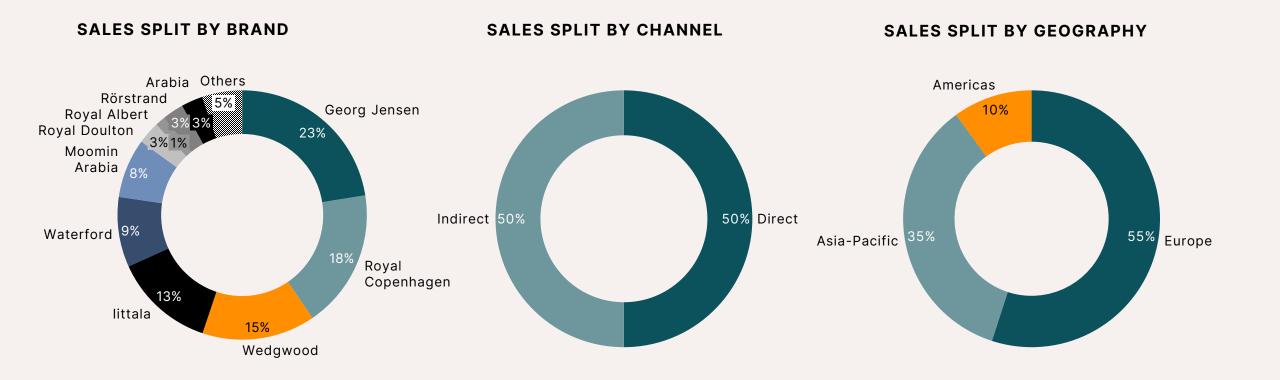
- **Premium and luxury products** for the tableware, drinkware, jewelry and interior categories
- Its well-known brands include Georg Jensen, Royal Copenhagen, Wedgwood, Moomin Arabia, littala and Waterford
- Already 50% of BA Vita's net sales comes from direct-to-consumer sales, comprising approximately 500 stores and approximately 60 e-commerce sites
- Recognized for creative design

8 MAY 2025 ©

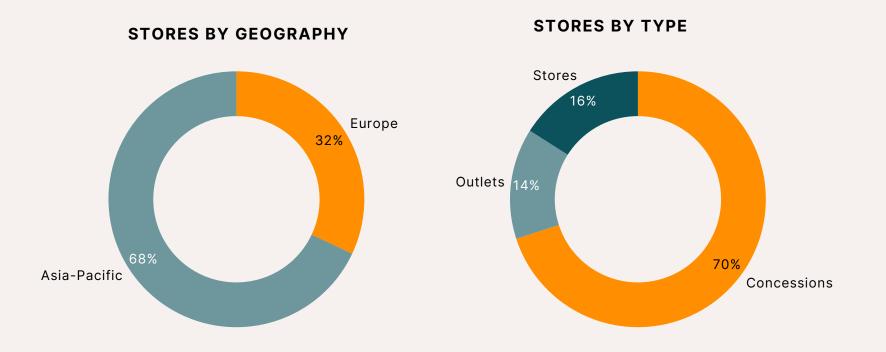
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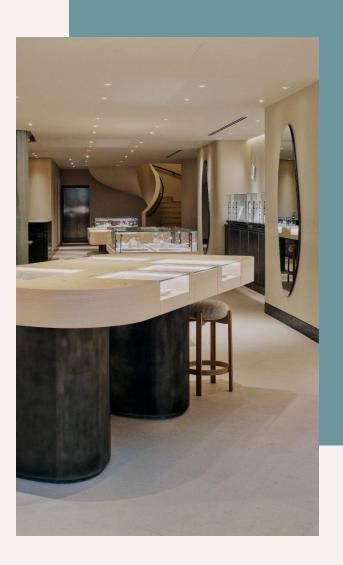


Business Area Vita – Net sales splits (2024)



Direct-to-Consumer is key to Vita – The BA had approx. 500 own stores in 2024





Business Area Vita quarterly figures

NET SALES AND COMPARABLE EBIT MARGIN



Note: Georg Jensen included in Business Area Vita figures from Q4 2023 onwards.

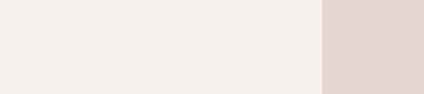
Net sales — Comp. EBIT %

11 MAY 2025 © FISKARS GROUP

%

Business Area Fiskars in brief

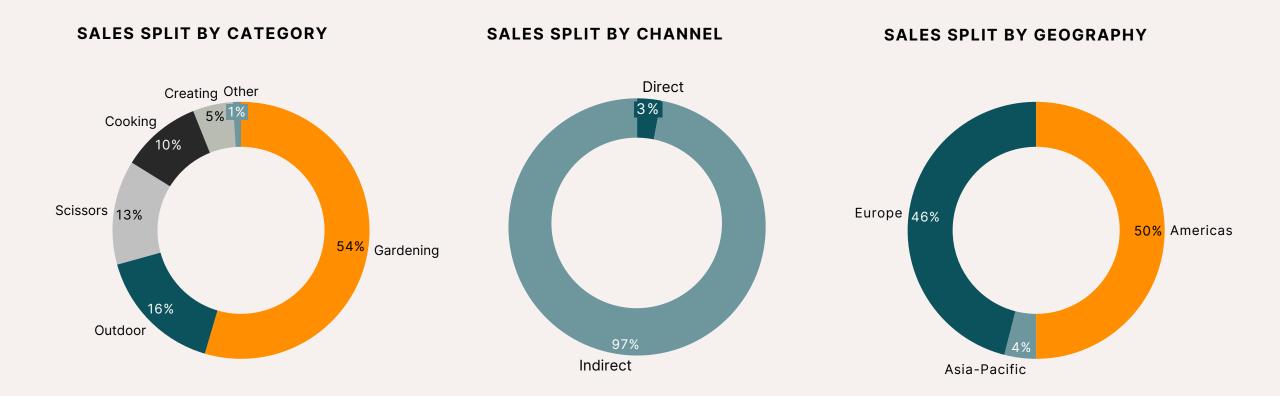
- A market leader in its categories: BA Fiskars consists of the gardening and outdoor categories, in addition to the scissors and creating, as well as cooking categories
- The brands include **Fiskars and Gerber**
- Sales primarily via third party retailers: Key partner to the leading retail players in each country
- Innovation-driven







Business Area Fiskars – net sales splits (2024)



Business Area Fiskars quarterly figures

NET SALES AND COMPARABLE EBIT MARGIN*



*Previous Business Areas Terra and Crea were combined into new Business Area Fiskars in Q4 2023. Figures in the graph are unaudited.

Net sales — Comp. EBIT %

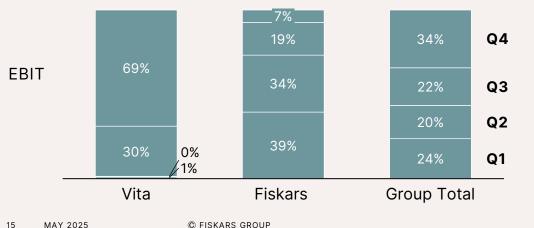
14 MAY 2025

Seasonal volatility: BA Fiskars H1, BA Vita H2 focused – Group net sales and EBIT evenly split between quarters

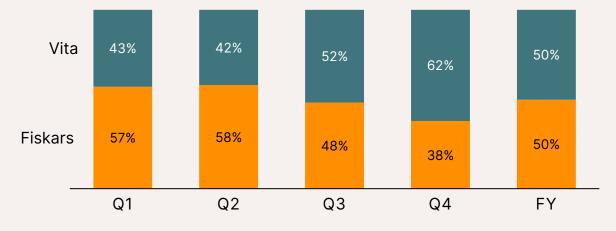


QUARTERLY NET SALES BY BA

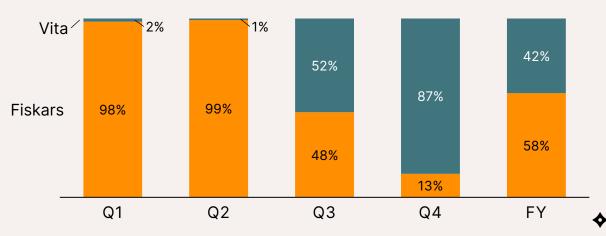
QUARTERLY EBIT BY BA



QUARTERLY NET SALES SPLIT BY BA



QUARTERLY EBIT SPLIT BY BA



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Long-term market dynamics remain attractive

POWERFUL BRANDS THAT SURROUND THE CONSUMER

50% of consumers globally willing to spend extra for brand image¹

STRENGTH OF INNOVATION & DESIGN

Truly innovative consumer product companies create 3x more value than peers²

IMPORTANCE OF DIRECT-TO-CONSUMER

Integral to buyer's journey – storytelling, experience and connection with brand

LUXURY IS ATTRACTIVE LONG-TERM

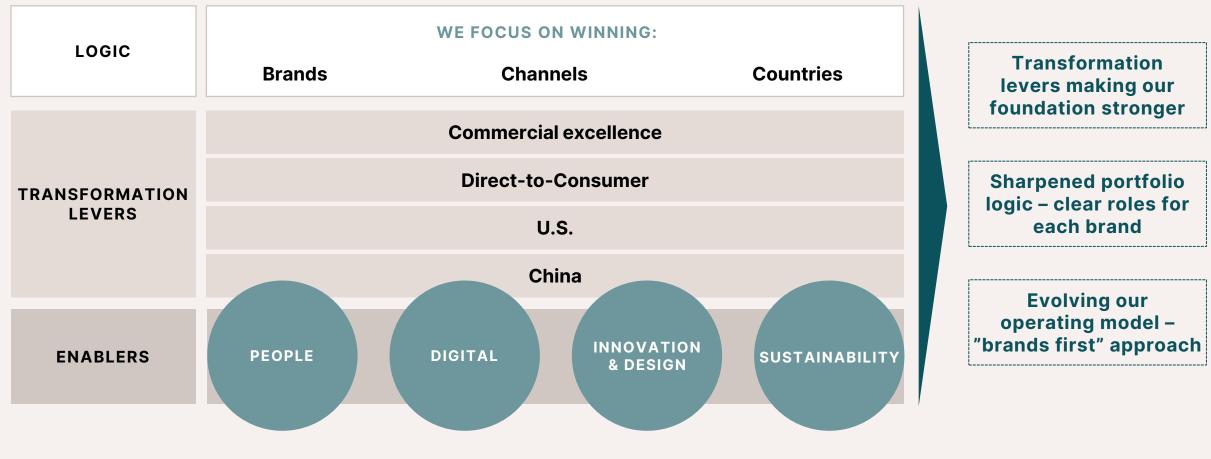
6-8% CAGR forecast for the global personal luxury market²

SUSTAINABILITY IS KEY

58% of consumers feel they can make a difference through their choices³

Sources: 1: Statista, 2023; 2: BCG, 2023; 3: Euromonitor, 2022

Our clear Growth Strategy sets the framework for the choices we make – we are increasingly value-driven



Commercial Excellence: Focused actions to take our brands where they deserve to be

- Executing channel strategy:
 - Prioritize own channels
 - Win with the winning partners
 - Leave unhealthy business behind
 - Utilize our full portfolio
- Pricing in line with brand & product positioning
- Excelling in-store and online



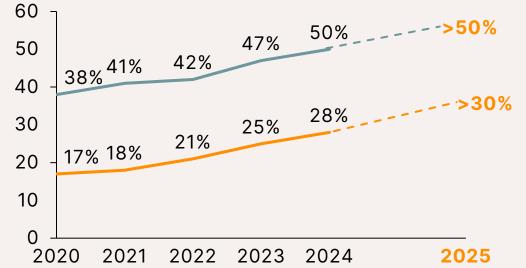


Direct-to-Consumer: We continue to grow in DTC – consumer appetite for our brands is strong

- Leveraging e-commerce capabilities
- Continuing systematic rollout of digital and analytics capabilities
- Fixing variation in retail performance
 then accelerating expansion
- Accelerating China DTC

SHARE OF DTC SALES HAS GROWN STEADILY

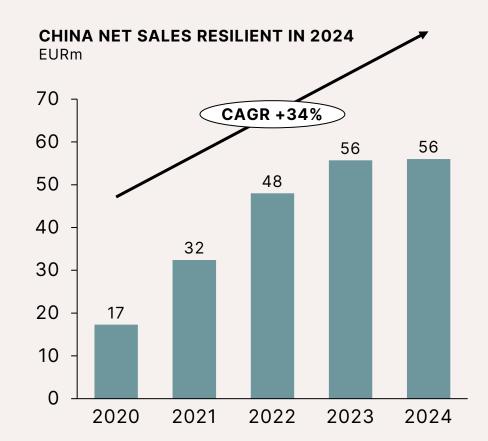
— Share of Group net sales — Share of Vita net sales





China: Strong growth through a repeatable model is strengthening our #1 position

- Benefiting from brand heat Wedgwood clear #1 in its category
- Leveraging our platform: Strong local team with impressive track record and capabilities
- Penetrating the market further (over 50 own and concession stores in 2024)
- Accelerating with broader portfolio: Wedgwood, Royal Copenhagen (only since 2021) and Georg Jensen

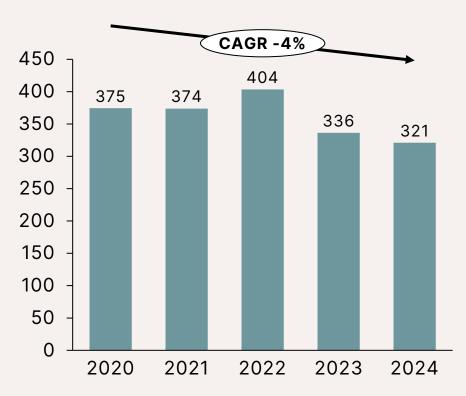




U.S.: Adverse development driven by retailers' focus on inventory management

- Tough market environment retailers' focus on inventory management continues
- Gross margin has improved driven by our channel strategy and price increases
- Our focus:
 - Executing the simplified, U.S.-led structure
 - Deepening relationship with our key accounts
 - Enhancing innovation pipeline
 - Accelerating DTC

U.S. NET SALES DECLINED IN 2024* EURm





*Net sales in 2020-2022 excluding US Watering business, which was divested in February 2022.

Sharpened portfolio logic accelerating Group profile improvement

SHARPENED PORTFOLIO LOGIC

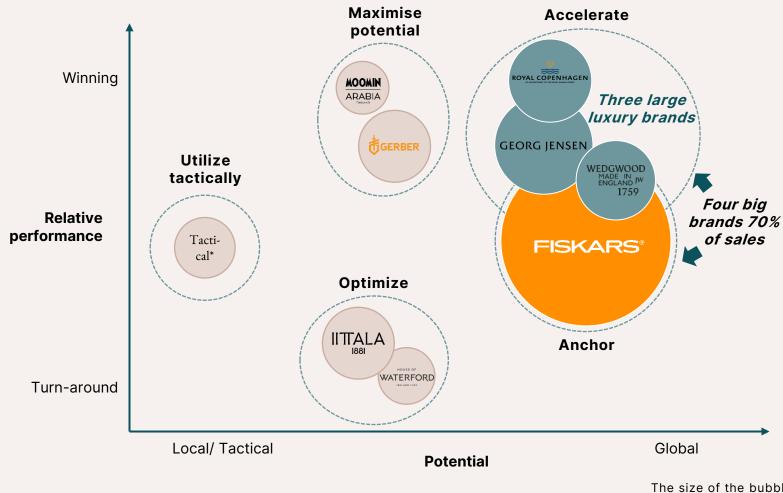
Increase focus on brands which can:

- Move the needle make the big brands bigger and more powerful
- Surround the consumer through category expansion
- Command a high-end positioning and strong GM% – towards luxury
- Expand Direct-to-Consumer
- Demonstrate sustainability leadership

OUTCOME: ACCELERATED GROUP PROFILE IMPROVEMENT

Faster growth Higher profitability Better asset efficiency

Clear portfolio roles for each brand with investments and resources allocated accordingly



MAKE THE BIG BRANDS BIGGER

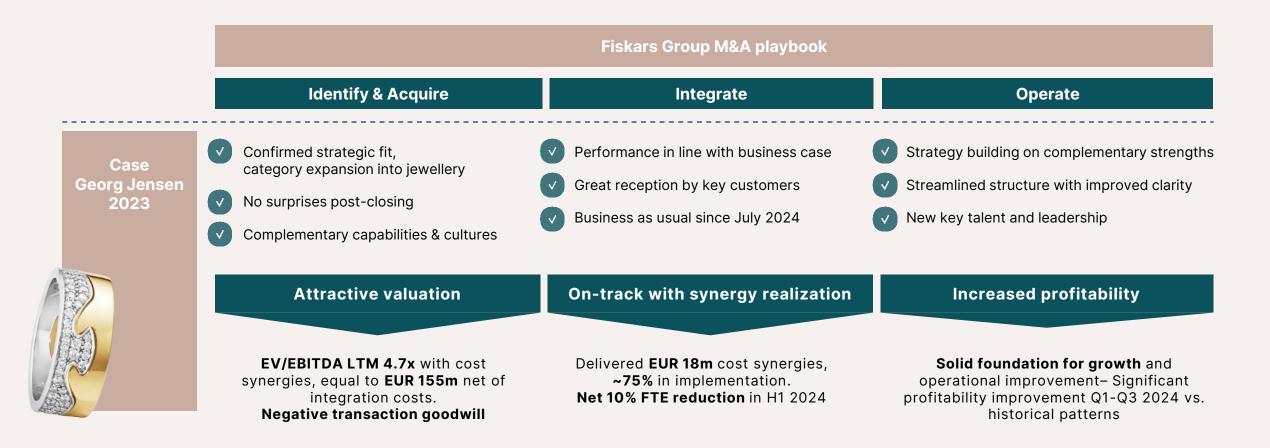
- Accelerate: Over-invest to grow DTC first, across key cities & categories
- Anchor: Unlock Fiskars brand potential, and focus

DRIVE VALUE CREATION AS PER BRAND ROLE

- Maximise potential: Self-funded
 growth
- **Optimize**: Profit first to step up performance
- Utilize tactically: Complement brand portfolio locally

The size of the bubble demonstrates the size of the brand in terms of net sales * Tactical brands: Arabia, Rörstrand, Royal Doulton, Royal Albert

Reshaping our portfolio inorganically: Systematic & disciplined approach to M&A – *case Georg Jensen*



Next step of transformation journey: Completing "brands first" approach by separating Business Areas into independent companies



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Approx. share of headcount

New way of operating enables speed of execution, and is a key enabler for future growth



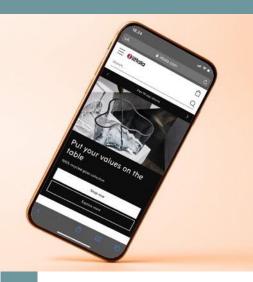


Our enablers for the future



PEOPLE

We are committed to building an inclusive culture. We want to ensure that we have the right people capabilities, the right organization and efficient ways of working to achieve our ambitious goals and create value.



DIGITAL

We want to be data-driven, and are investing significantly in our digital organization and capabilities.



INNOVATION & DESIGN

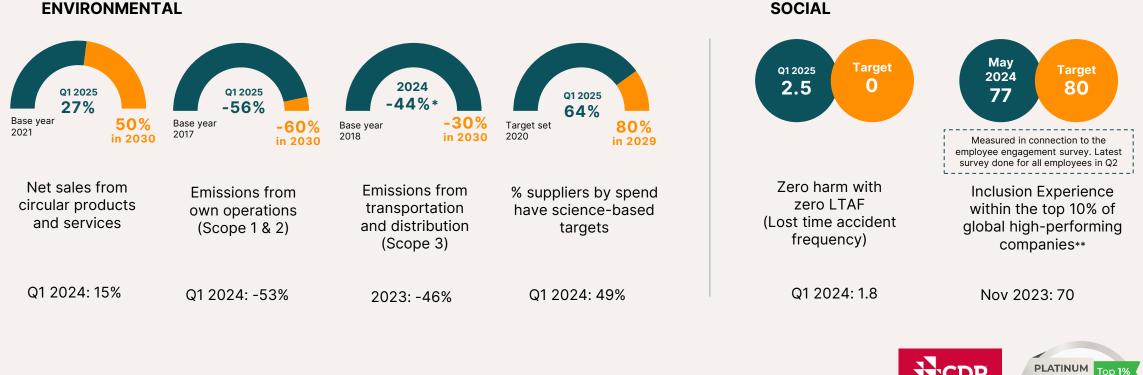
We are known for our design, and want to develop bold new initiatives and growth opportunities that enrich people's lives.



SUSTAINABILITY

We are committed to designing and delivering sustainable growth. ESG factors are linked to all our decision-making.

We remain committed to sustainability – Supplier target ambition raised



*Lower shipment levels partially impacted the decrease

**The target score is updated every six months with the latest data and might change depending on how the global benchmark develops.



Fiskars Group sets a long-term net-zero target

Our plan is to reduce climate emissions to net zero by 2049, which also marks the Group's 400th anniversary year.



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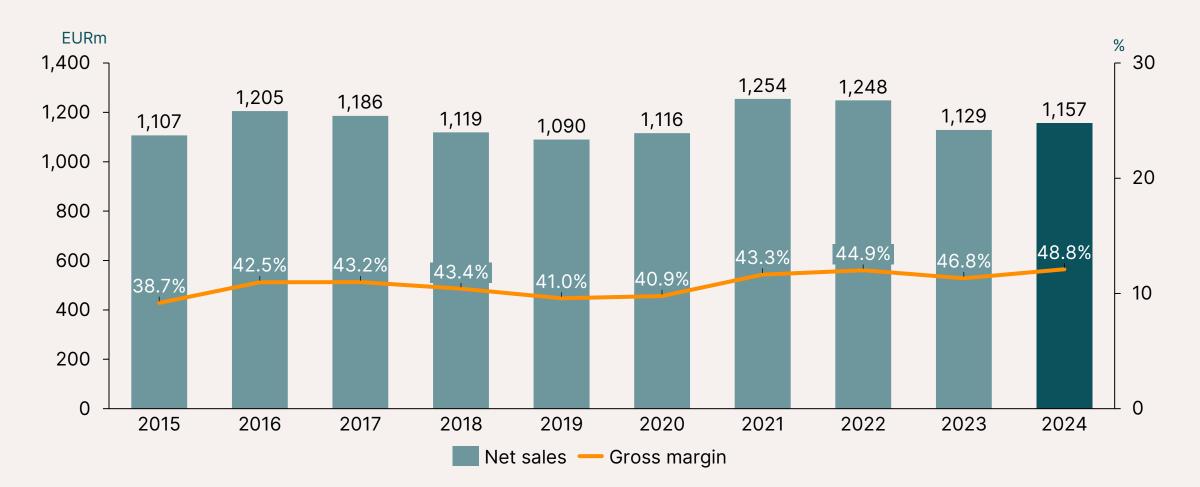
Fiskars Group in brief Strategy

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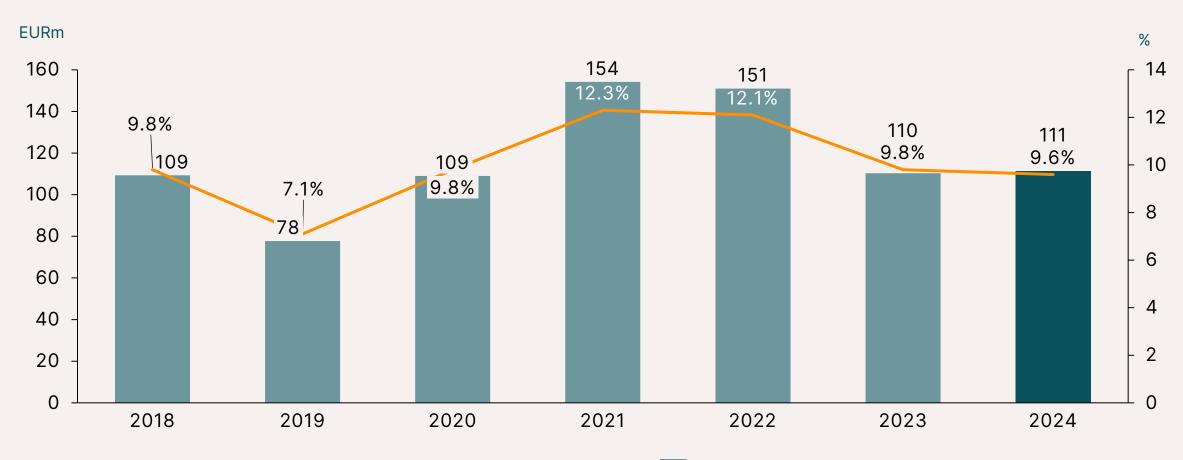
Q1 2025

Appendices

Group net sales and gross margin development



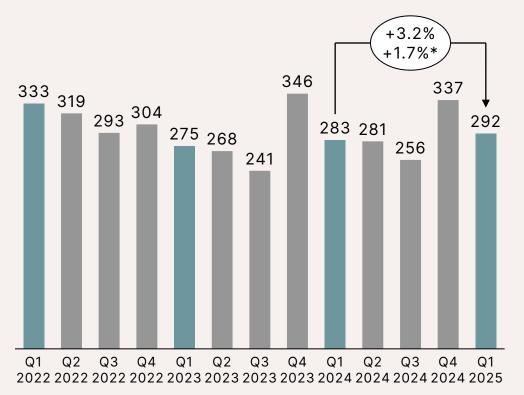
Profitability development



— Comparable EBIT margin 📃 Comparable EBIT

Fiskars Group's quarterly development – last 3 years

NET SALES, EURm



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

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COMPARABLE EBIT (EURm) AND EBIT MARGIN, %



•

Challenging operating environment reflected in progress in sales and EBIT targets

FINANCIAL TARGETS TRACKING

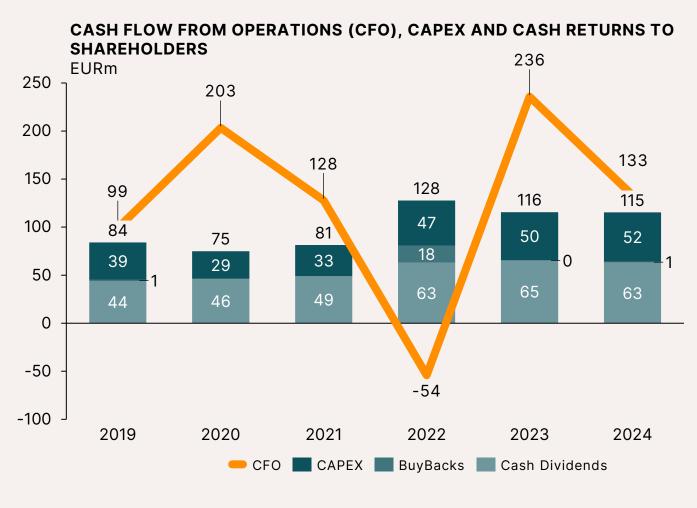
КРІ	TARGET	2021	2022	2023	2024	LAST 12 months	LAST 3 YEARS
NET SALES	Organic, FX neutral Mid-Single-Digit growth	+14.2%	+1.7%	✓ -9.7%	() -5.0%	CAGR. -0.1%	CAGR. -4.4%
ЕВІТ	Mid-teen EBIT margin (excl. IAC) by end of 2025	12.3%	212.1%	9.8%	9.6%	9.7%	8 10.0%
CASH FLOW	Free Cash Flow / Net Profit ≥ 80%	09%	Neg.	231%	103%	05%	89%
BALANCE SHEET	Net Debt / LTM EBITDA (excl. IAC) ≤ 2.5X	☑ 0.67X	✓ 1.55X	✓ 2.54X	✓ 2.55X	×2.90X	✓2.44X

Growth investments' share of CAPEX allocation will increase

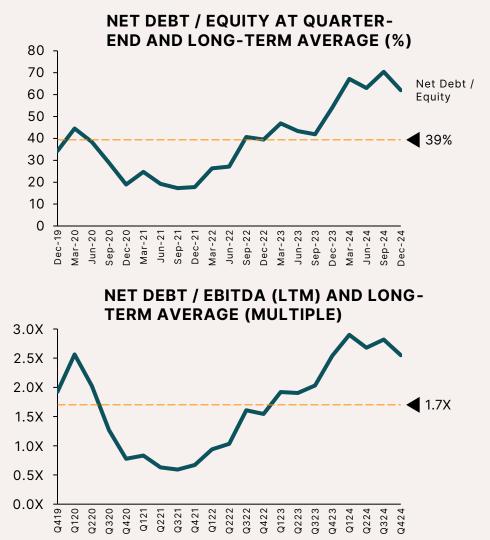
- CAPEX 4-5% of Net Sales (earlier approx. 4%)
- Growth investments' share in Retail, Supply Chain and Digital will increase

		COMMENT	NEXT 2YRS	FISKARS	VITA		
Retail	7%	60% Expansion40% Renovation/maintenance	1	\bullet			
Functions	12%		+				
Product Development	12%		•				
Supply Chain	27%	 55% Replacement 45% Development (Capacity expansion, efficiency improvement) 	1				
Digital & IT	41%	 40% Enabling sales growth and business performance improvement 60% Simplification, continuity and cyber security 	•				
Last 2yrs average: EUR 52m (4.5% of net sales)							

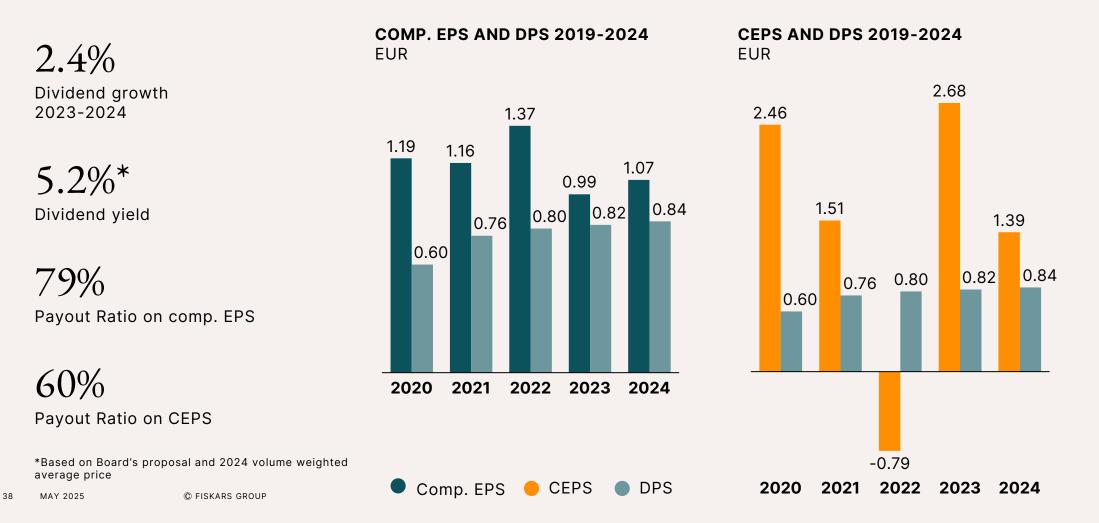
Strong balance sheet has enabled steady investments







Solid cash position enables an increasing dividend: 0.84 per share



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Fiskars Group in brief Strategy Financials



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Highlights

POSITIVE START TO THE YEAR:

COMPARABLE EBIT INCREASED TO EUR 27M

COMPARABLE NET SALES +2% GROWTH ACROSS DIRECT-TO-CONSUMER CHANNELS +9%

HIGHLIGHTING THE STRENGTH OF VITA'S BRANDS SEPARATION OF BUSINESS AREAS:

13

ORGANIZATION OPERATIONALLY IN FORCE TWO MONTHS AHEAD OF TIME GUIDANCE FOR 2025 INTACT:

COMPARABLE EBIT EXPECTED TO IMPROVE FROM THE 2024 LEVEL

Q1 2025 Group key figures – net sales and comparable EBIT increased

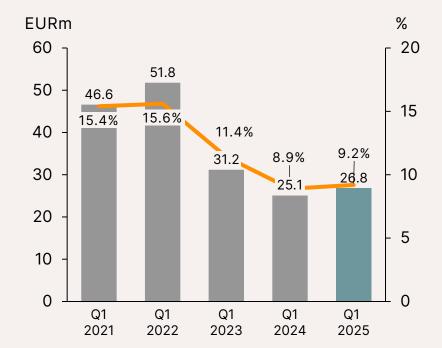
+3.2% +1.7%* 350 333 302 292 300 283 275 250 200 150 100 50 0 Q1 Q1 Q1 Q1 Q1 2021 2022 2023 2024 2025

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

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NET SALES, EURm

COMPARABLE EBIT (EURm) AND COMPARABLE EBIT MARGIN, %



COMPARABLE EBIT, EURm **26.8** Q1/2024: 25.1

GROSS MARGIN, % **47.5** Q1/2024: 48.3 **FREE CASH FLOW**, EURm

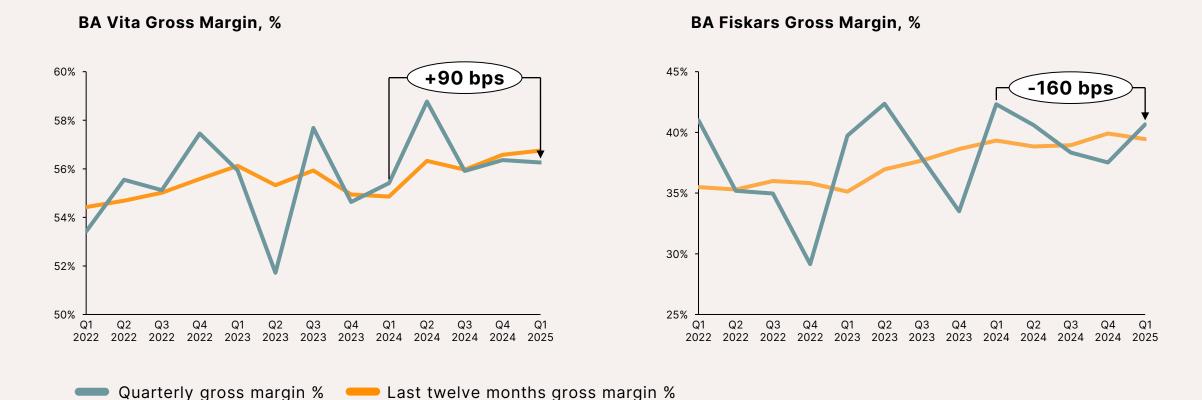
-17.4 Q1/2024: -20.1

COMPARABLE EPS, EUR **0.15** Q1/2024: 0.19

CASH EARNINGS PER SHARE, EUR -0.12 Q1/2024: -0.16

4

First time reporting Business Area specific gross margins: In Q1 2025, BA Vita's GM increased while Fiskars' declined



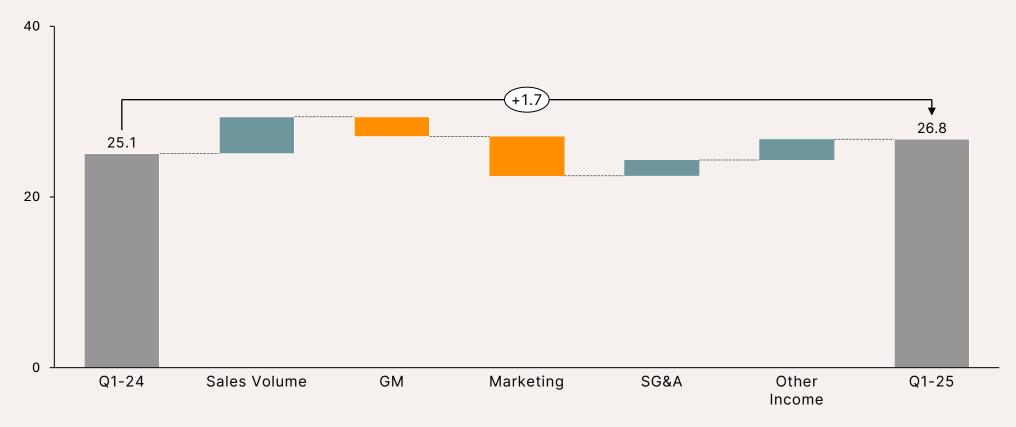
MAY 2025 © FISKARS GROUP

42

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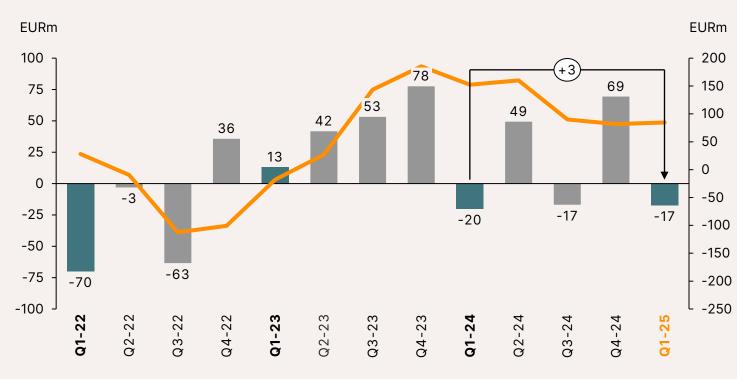
Fiskars Group's comparable EBIT increased supported by net sales growth, even with significant investments into marketing

Q1 2025 EBIT EXCL. IAC BRIDGE, EURm



Q1 2025 free cash flow followed its typical historical pattern

QUARTERLY FREE CASH FLOW, EURm



Q1 FREE CASH FLOW, EURm

Q1-25	Q1 vs. LY
14.3	- 13.0
-3.5	+ 6.6
26.1	+ 27.0
36.9	+ 20.7
-11.2	- 42.6
-8.3	+ 10.9
3.5	+ 17.4
-15.9	- 14.3
-23.1	- 3.1
-39.0	- 17.3
-8.7	+ 2.1
-10.8	+ 5.5
-6.6	- 2.8
-17.4	+ 2.7
	14.3 -3.5 26.1 36.9 -11.2 -8.3 3.5 -15.9 -23.1 -39.0 -8.7 -10.8 -6.6

Quarterly free cash flow EURm (LHS) — Last twelve months free cash flow EURm (RHS)

Net Debt to EBITDA at 2.90x, slightly down from last year, and 0.35x up from the year-end, in line with the seasonal trend.

NET DEBT (EURm) AND NET DEBT / LTM EBITDA (EXCLUDING IAC)



— Net Debt / LTM EBITDA EXCL. IAC (RHS) 📃 Net Debt (LHS)

Business Area performance

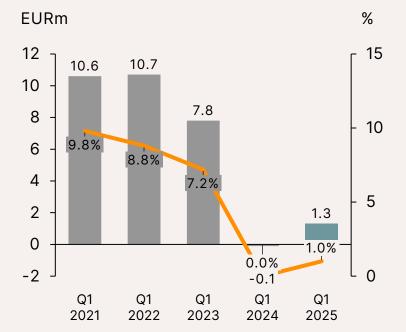


Vita BA Q1: Net sales increased, strong performance by Royal Copenhagen and Moomin Arabia

NET SALES, EURm



COMPARABLE EBIT (EURm) AND MARGIN, %



- Comparable net sales increased slightly by 0.5%
- Strong performances of the Royal Copenhagen and Moomin Arabia brands. Good growth with littala
- Comparable EBIT increased thanks to the solid net sales and cost management
- Comparable gross margin increased by 90 bps to 56.3%

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

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Business Area Vita highlights



Vita organization structure simplified to enable investments into demand creation



Strong growth of DTC +9% highlights the power of Vita's brands



Royal Copenhagen and Moomin Arabia continued their good growth from 2024

 both also celebrating anniversaries



littala delivering good growth one year since its brand renewal

Daniel Lalonde appointed as CEO of Vita

ABOUT DANIEL:

- b. 1963
- Bachelor of Mathematics, MBA
- Canadian and French citizen
- Based in Copenhagen, Denmark

EXPERIENCE:

- Flos B&B Italia Group; Group CEO; 2021-2024
- **SMCP**; Group CEO; 2014-2021
- Ralph Lauren Corporation; President, International; 2012-2013
- LVMH; 2002-2012
 - Global President & CEO, Moët & Chandon/Dom Perignon; 2010- 2012
 - President & CEO, Louis Vuitton, North America; 2006-2010
 - President & CEO, LVMH Watches & Jewelry, North America; 2002-2006
- Nestlé Nespresso SA.; 1994-2002
 - Chief Operating Officer; 1997-2002
 - President & CEO, North America; 1994-1997



BA Fiskars Q1: Net sales increased driven by distribution gains in the U.S., comparable EBIT also improved

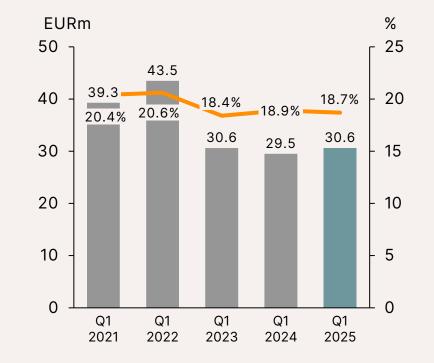
NET SALES, EURm +4.8% 220 211 +2.6%* 200 193 180 167 156 160 140 120 100 80 60

164

Q1

2025





- Comparable net sales increased by 2.6%
- Distribution gains in the U.S. and growth in Finland and Germany
- Comparable EBIT improved driven by the improved net sales
- Gross margin decreased by 160 bps to 40.7%

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

Q1

2022

Q1

2023

Q1

2024

Q1

2021

40 20 0

Business Area Fiskars highlights



Fiskars brand distribution gains in the U.S. boosted growth

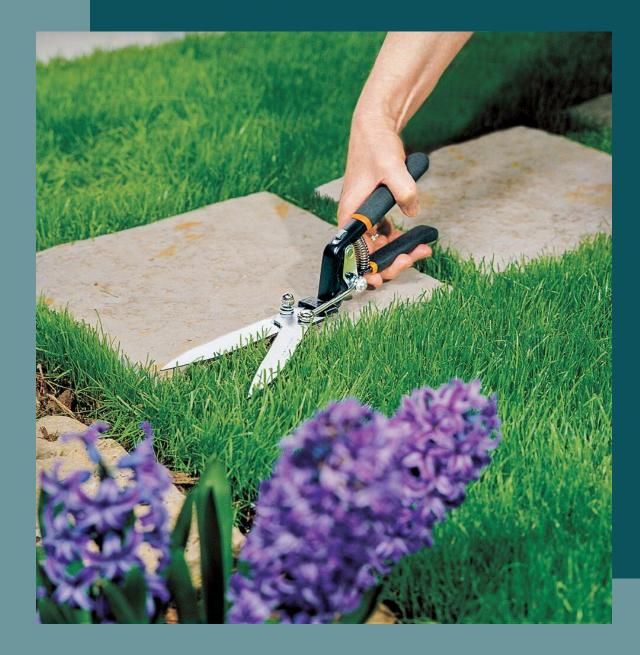
Expansion of indoor gardening range to tap into the consumer segment of urban gardeners

Classic scissors win Red Dot Product Design award, 65th win in Fiskars Group's history



Fiskars orange-handled scissors are the official scissors of NCAA basketball® in the U.S., used in the net cutting ceremonies

Tariffs & guidance



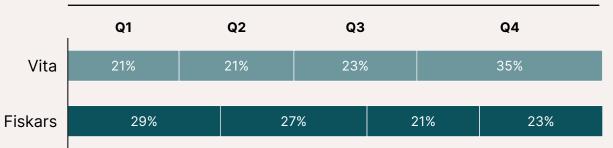
Tariffs are a key factor in current market uncertainty

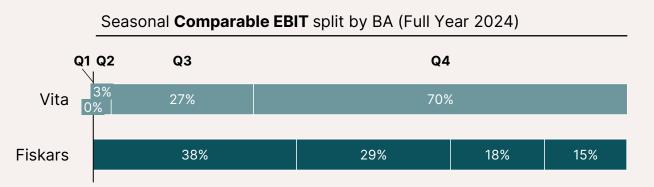
- Visibility in the market is exceptionally limited, and the situation is continuously evolving
- U.S. exposure: ~ 30% of Fiskars Group's net sales, ~ 50% of Business Area Fiskars' net sales
- Expected impacts: <u>Direct impacts</u> on sourcing costs, <u>potential indirect</u> <u>impacts</u> on consumer confidence
- **Mitigating actions:** Fiskars Group continues to take proactive measures to mitigate cost pressures and preserve margin resilience, e.g. through:
- Pricing adjustments
- Ongoing productivity initiatives
- As assessed with the current information, the Group expects that its actions can largely mitigate the adverse direct impacts of tariffs



BA Fiskars is expected to generate most of its FY EBIT in H1 – Vita is Q4-heavy, where tariff impacts remain uncertain

- Net sales distribution has typically been H2 biased in BA Vita and H1 biased in BA Fiskars
- BA Fiskars currently has U.S. customs cleared inventory
- BA Vita's comparable EBIT has historically been delivered in H2, especially in Q4, whilst the majority of BA Fiskars' comparable EBIT has been generated in H1
 - Vita: 3% in H1 and 97% in H2
 - Fiskars: 67% in H1 and 33% in H2





Seasonal **Net Sales** split by BA (Full Year 2024)

Guidance for 2025 (unchanged)

Fiskars Corporation expects comparable EBIT improve from the 2024 level (2024: EUR 111.4 million).

Assumptions and actions behind the guidance

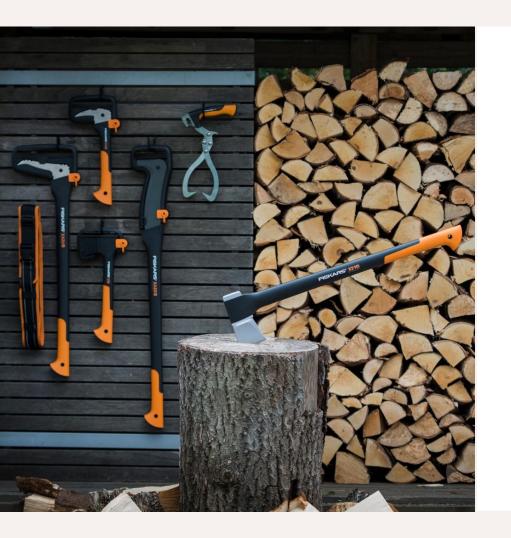
- The operating environment is unpredictable
- Tariffs are expected to increase sourcing costs directly and potentially indirectly impact consumer confidence

- Gross margin resilience is expected to support EBIT
- Pricing adjustments and ongoing productivity initiatives are expected to support comparable EBIT

Visibility in the market is exceptionally limited

The first half of the year is important for Business Area Fiskars. As a whole, the Group's EBIT generation is seasonally tilted towards the end of the year, highlighting the importance of the second half and especially the fourth quarter.

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Fiskars Group in brief Strategy Financials Q1 2025

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Largest shareholders as of March 31, 2025

#	SHAREHOLDER NAME	NUMBER OF SHARES	% OF SHARES AND VOTES
1	Virala Oy Ab	12,777,500	15.77%
2	Turret Oy Ab	11,430,961	14.11%
3	Holdix Oy Ab	10,165,537	12.55%
4	Bergsrådinnan Sophie von Julins Stiftelse	2,556,000	3.16%
5	Oy Julius Tallberg Ab	2,554,350	3.15%
6	Margareta Lindsay Gripenberg Dödsbo	1,991,000	2.46%
7	Ilmarinen Mutual Pension Insurance Company	1,665,881	2.06%
8	Varma Mutual Pension Insurance Company	1,664,486	2.05%
9	The Estate of Greta von Julin	1,560,000	1.93%
10	Elo Mutual Pension Insurance Company	1,236,288	1.53%
11	Nordea Funds	929,095	1.15%
12	Lazard Frères Gestion	894,000	1.10%
13	Albert Ehrnrooth	855,372	1.06%
14	Dimensional Fund Advisors	793,941	0.98%
15	Samfundet Folkhälsan	770,265	0.95%
	10 largest shareholders, total	51,844,676	64.01%
	Other shareholders	29,155,324	35.99%
	Total	81,000,000	100.00



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Leadership Team



Jyri Luomakoski Fiskars Group's President & CEO (interim)



Jussi Siitonen CFO *Employed 2021*



Aamir Shaukat Executive Vice President, Group Operations and Sustainability *Employed 2023*



Daniel Lalonde CEO of Vita *Employed 2025*



Dr. Steffen Hahn CEO of Fiskars *Employed 2024*

Members of the Board of Directors in 2025



Paul Ehrnrooth



Rolf Ladau



Albert Ehrnrooth



Louise Fromond



Julia Goldin



Carl-Martin Lindahl



Jyri Luomakoski



Susan Repo



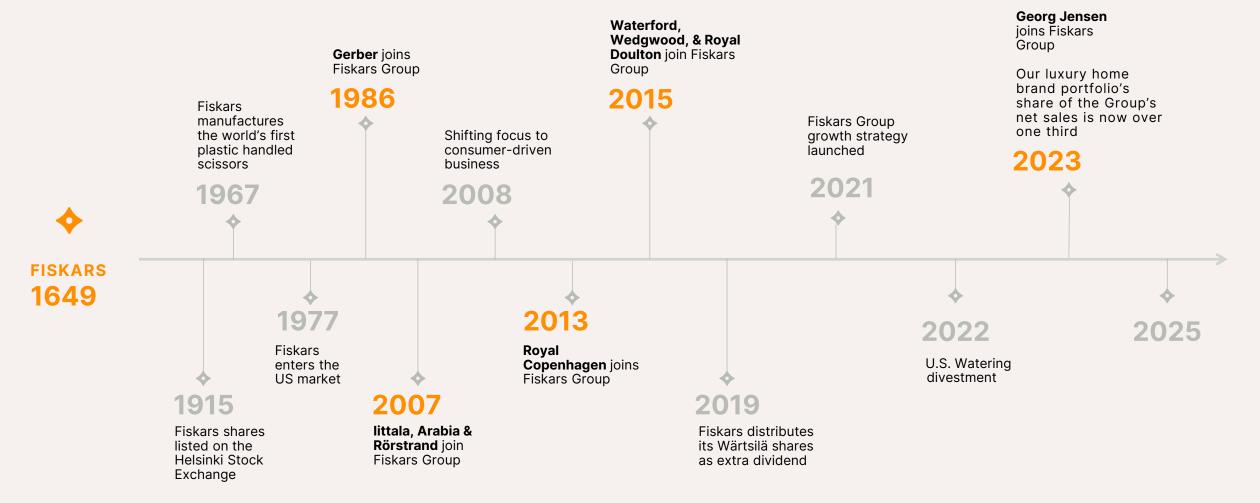
Susanne Skippari

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Cost of Goods Sold

COGS TOTAL OWN PRODUCTION DIRECT MATERIALS 100% -100% 100% Plastics Logistics & Warehousing Steel **Direct materials** Aluminium 75% 75% 75% Packaging Sourcing Direct labour 50% 50% 50% Components Indirect labour 25% 25% 25% Own Energy Production Maintenance material Other Depreciation Other overhead 0% 0% 0%

Fiskars was founded in 1649, Fiskars Group was formed through strategic acquisitions



Calculation of financial indicators

INDICATOR	DEFINITION
EBIT	Operating profit
Comparable EBIT	Operating profit (EBIT) +/- items affecting comparability
Items affecting comparability	Items such as restructuring costs, impairment or provision charges and releases, acquisition related costs, and gains and losses from the sale of businesses
Comparable EBITDA	Operating profit (EBIT) + depreciations + amortizations +/- items affecting comparability
Free Cash Flow	EBITDA +/- non-cash adjustments +/- change in net working capital – capex – taxes paid
Capital employed	Non-current assets + trade working capital + Other interest-free receivables and payables +/- net tax liabilities
Capital turnover	Net sales / Capital employed
ROCE	Capital turnover * EBIT margin

Disclaimer

This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Although Fiskars Group believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors.

Important factors that may cause such a difference for Fiskars Group include, but are not limited to: (u) the macroeconomic development and consumer confidence in the key markets, (ii) change in the competitive climate, (iii) change in the regulatory environment and other government actions, (iv) change in interest rate and foreign exchange rate levels, and (v) internal operating factors.

This presentation does not imply that Fiskars Group has undertaken to revise these forward-looking statements, beyond what is required by applicable law or applicable stock exchange regulations if and when circumstances arise that will lead to changes compared to the date when these statements were provided.

