

Q3 23



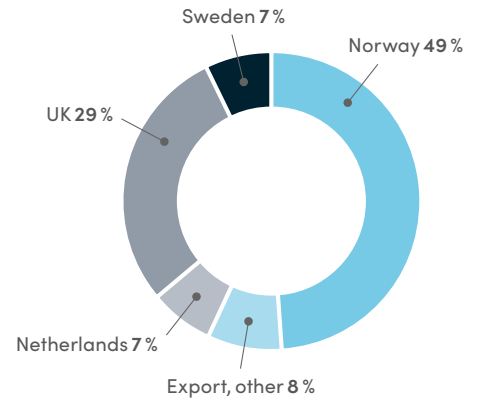
This is Fibo Group

Fibo Group is the global leader offering a waterproof and premium quality solution for wet room walls pioneered through 70 years legacy of continuous development.

The cost-efficient solution is built in a quick and easy installation process and is sold throughout Europe as well as North America and Oceania representing an eco-friendly alternative to other materials. The solution, with its highly attractive assortment of designs, is well-suited across multiple use cases and caters to a versatile range of end markets including renovation and/or construction of residential, commercial and public properties. With basis in an automated and digitalized production facility in Lyngdal, Norway, with ample room to increase production volumes, the Company is ready to meet increasing demand fueled by strong secular trends promoting cost-efficient and eco-friendly solutions.

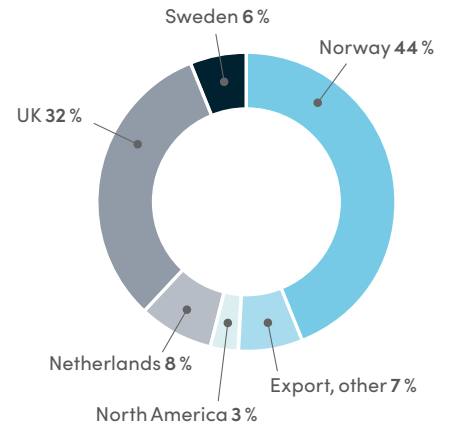
GEOGRAPHICAL REVENUE DISTRIBUTION

Net Sales YTD 30.09.2023



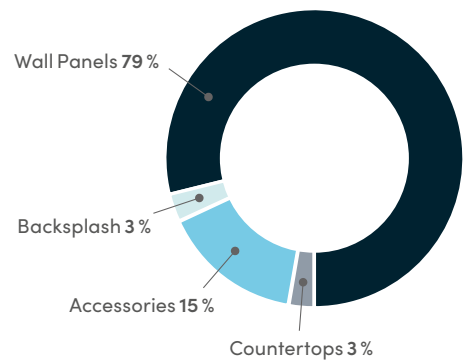
WALL PANELS — GEOGRAPHICAL REVENUE

Net Sales YTD 30.09.2023



REVENUE BY PRODUCT

Net Sales YTD 30.09.2023 (excluding UK)



FIBO GROUP MAIN MARKETS



- 149** Number of employees
- 7** Legal units including parent company
- 4** Number of markets where Fibo is established

COMMITTED TO PRODUCING SUSTAINABLE ECO-FRIENDLY PRODUCTS

Fibo is a leading supplier of high-quality, waterproof solutions. We carefully select suppliers that comply with strict recycling requirements, and our eco-friendly wall systems are made from PEFC/ FSC-certified wood.

Highlights

Executive Summary

Continued sales growth despite challenging markets

Strong growth trajectory in international markets contributed to overall positive development in Net Sales for the quarter and year to date. Net Sales in the domestic market decreased 1% year-on-year in the third quarter of 2023 due to a decrease in the new build market and a slow pick-up of the rehabilitation market not being material enough to compensate for the decline in new build. Sales in the first part of the third quarter of the prior year was affected by delays in supply chain and production due to the plywood crisis triggered by the Russian invasion of the Ukraine. However, towards the end of the prior year's third quarter the backlog started to be delivered.

Revenue growth and an attractive cash conversion is expected to contribute to continued deleveraging. The reported Leverage Ratio as of the end of the quarter is 5.0 (5.6 in Q223 and 5.9 in Q123).

Sales

Net Sales for Q323 reached NOKm 165.3, compared to NOKm 161.9 in Q322, representing a YoY growth of 2%. Norwegian sales were flat YoY in Q323, impacted by the decline in the new build market driven by the macro-economic situation. International sales continued to grow

and reached a 5% YoY growth, spearheaded by the UK, delivering high results for several consecutive periods and growing 53% YoY. In Sweden, Netherlands and some other export markets sales have been affected by the slow down of the construction market driven by the macro economic environment, as we have seen in Norway.

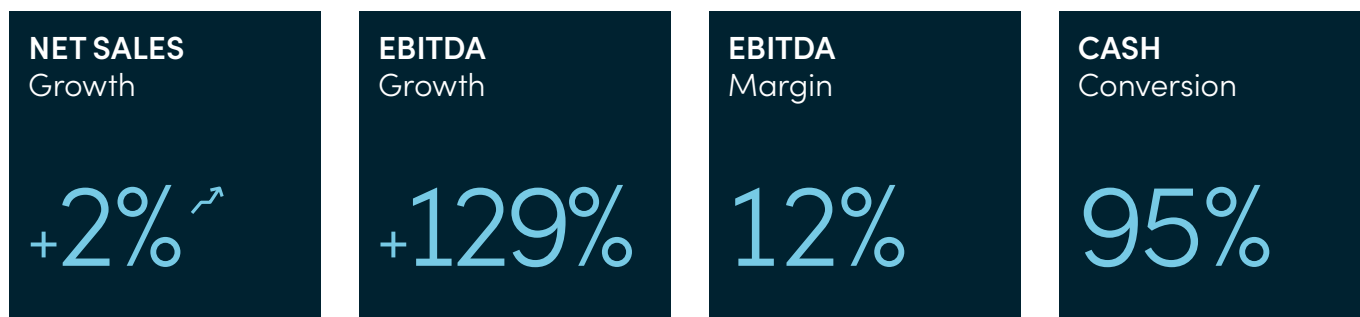
Net Sales in the first nine months reached NOKm 620.8 compared to NOKm 574.8 last year, which corresponds to a growth rate of 8%.

EBITDA

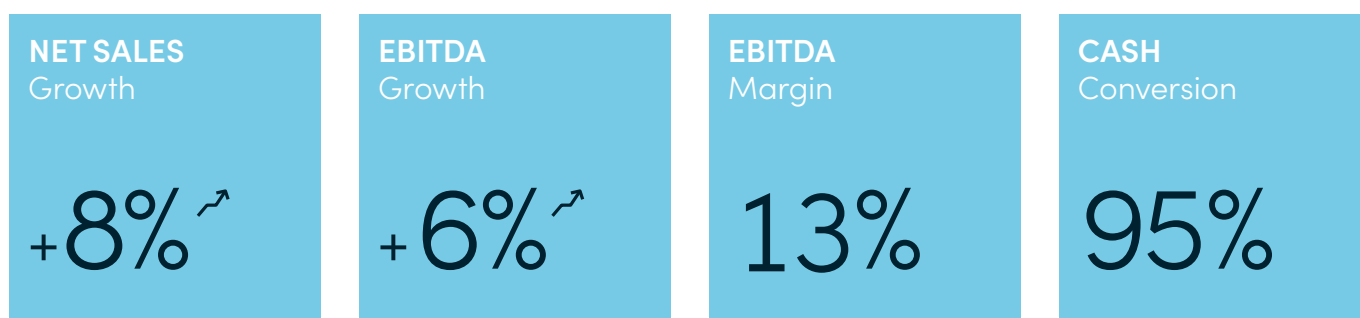
EBITDA¹⁾ in the third quarter of 2023 ended at NOKm 19.5 (11.8%) compared to NOKm 8.5 (5.3%) in Q322, a 129% increase in profitability. Non recurrent adjustment is a year to date adjustment for production inefficiencies related to raw materials from suppliers that have been discontinued. Year-to-date EBITDA reached NOKm 81.5 (13.1%) compared to NOKm 76.5 (13.3%) last year. Higher profitability in the third quarter can be explained by the continuous contribution margin and EBITDA improvement quarter over quarter after the plywood crisis hit in the second quarter of the prior year.

1) EBITDA presented is excluding non-recurring items and including IFRS 16.

Q323



YTD23

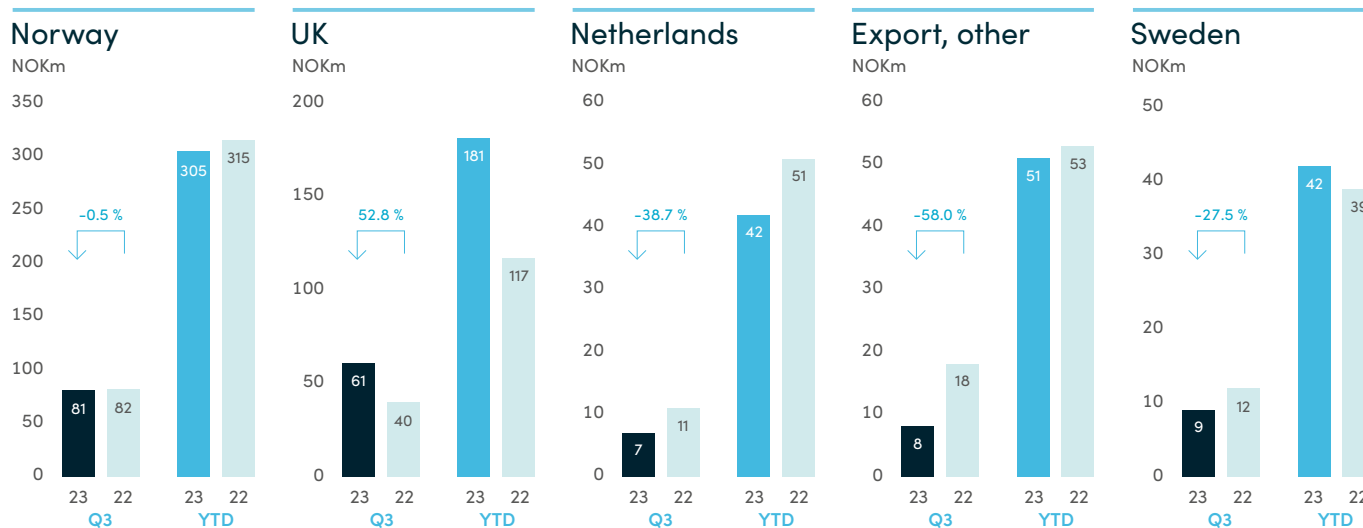
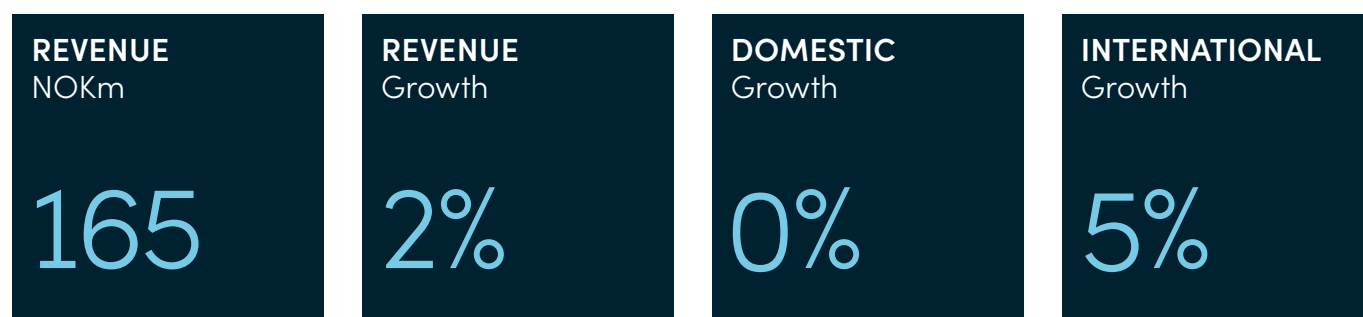


Group key figures

NOKm / %	Q323	Q322	YTD23	YTD22	LTM Q323	2022
CONSOLIDATED INCOME STATEMENT						
Net Sales	165.3	161.9	620.8	574.8	846.2	800.2
Net Sales Growth	2.1%	4.0%	8.0%	5.1%	12.7%	10.7%
Contribution Margin	53.9	45.1	208.1	202.6	274.0	268.5
Contribution Margin %	32.6%	27.8%	33.5%	35.2%	32.4%	33.6%
EBITDA excluding non-recurring Items *)	19.5	8.5	81.5	76.5	96.1	91.0
EBITDA %	11.8%	5.3%	13.1%	13.3%	11.4%	11.4%
Non-recurring items and normalization adjustment	7.6	2.9	14.3	10.2	20.1	15.9
CONSOLIDATED BALANCE SHEET AND FINANCIAL POSITION						
Gross Debt	575.1	584.8	575.1	584.8	575.1	576.3
Cash and cash equivalents	92.7	108.4	92.7	108.4	92.7	100.8
Net Debt	482.3	476.4	482.3	476.4	482.3	475.5
Leverage Ratio	5.0	4.7	5.0	4.7	5.0	5.2

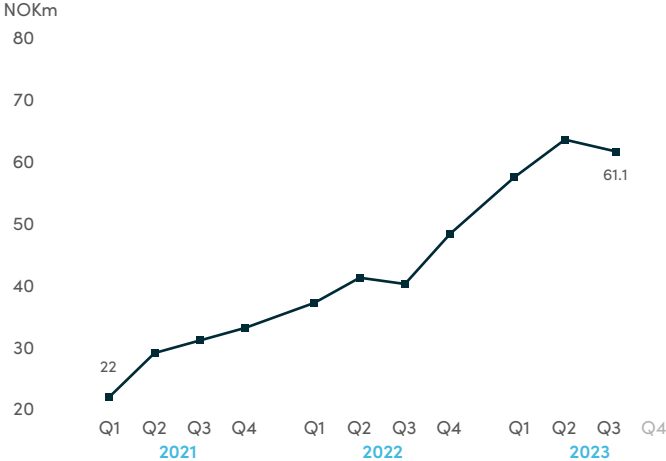
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Q323

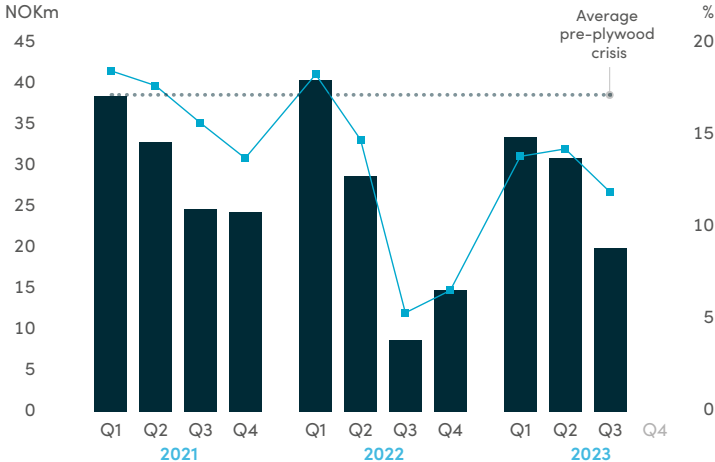


Group key figures

UK Net Sales development per quarter



EBITDA development



Efforts towards bringing profitability back to pre-plywood crisis levels are yielding results, supported by the UK sales growth and various profit protection initiatives.

Accounts

Consolidated income statement

NOK 1000	Q323	Q322	YTD23	YTD22	2022
CONTINUING OPERATIONS					
Revenue	165 308	161 931	620 832	574 769	800 160
Total revenue	165 308	161 931	620 832	574 769	800 160
Raw materials and consumables used	84 712	96 968	326 010	303 337	436 469
Salary and personnel costs	25 411	24 366	96 482	85 164	121 630
Depreciation and amortization	6 701	6 778	20 333	20 302	26 758
Other operating expenses	43 154	35 007	131 098	119 938	166 956
Total operating costs	159 978	163 119	573 923	528 741	751 814
Net profit (loss) before gains and losses and financial items	5 330	-1 188	46 909	46 028	48 346
Other gains and (losses) net	232	-119	-1 834	462	-180
Net profit (loss) before financial items	5 562	-1 306	45 075	46 490	48 166
Finance income	745	133	1 749	302	1 194
Finance expense	-19 384	-14 185	-54 836	-46 956	-63 927
Net finance	-18 639	-14 052	-53 087	-46 654	-62 734
Net profit (loss)	-13 077	-15 358	-8 012	-164	-14 567
Income tax expense	-1 115	-3 379	-1 479	-36	-3 208
Net profit (loss) after tax	-11 962	-11 980	-6 533	-128	-11 359
Attributable to:					
Equity holders of the parent	-11 962	-11 980	-6 533	-128	-11 359

Consolidated statement of comprehensive income

NOK 1000	Q323	Q322	YTD23	YTD22	2022
Net profit (loss) after tax	-11 962	-11 980	-6 533	-128	-11 359
Other comprehensive income					
<i>Other comprehensive income not to be reclassified to profit and loss</i>					
Actuarial gains (losses) on defined benefit pension plans	-	-	-	-	-
Tax related to items which will not be reclassified	-	-	-	-	-
<i>Other comprehensive income to be reclassified to profit and loss in subsequent periods</i>					
Exchange differences	-11	-146	25	471	-254
Net other comprehensive income	-11	-146	25	471	-254
Total comprehensive income/(loss) for the year	-11 973	-12 126	-6 508	343	-11 613
Attributable to:					
Equity holders of the parent	-11 973	-12 126	-6 508	343	-11 613

Consolidated statement of financial position

NOK 1000	30.09.23	30.09.22	31.12.22
ASSETS			
Non-current assets			
Plant, machinery and equipment	67 640	75 667	75 957
Intangible assets	404 367	408 573	407 453
Right-of-use asset	62 559	69 328	67 637
Other non-current assets	385	377	368
Total non-current assets	534 951	553 945	551 415
Current assets			
Inventories	123 139	107 438	128 006
Accounts receivable	58 091	53 496	57 634
Other current assets	17 465	5 487	6 994
Receivable from parent company	–	–	–
Cash and cash equivalents	92 741	108 356	100 774
Total current assets	291 436	274 777	293 409
Total assets	826 387	828 722	844 823
EQUITY AND LIABILITIES			
Equity			
Paid in capital			
Share capital	29 845	29 845	29 845
Share premium account	16 100	16 100	16 100
Total paid in capital	45 945	45 945	45 945
Other equity			
Retained earnings	1 384	21 074	6 155
Total other equity	1 384	21 074	6 155
Total equity	47 329	67 020	52 100
Non-current liabilities			
Pension obligation	9 465	358	–
Deferred tax liabilities	35 648	37 411	35 870
Interest-bearing loans and borrowings, non-current	495 278	491 736	492 622
Leasing liabilities, non-current	67 025	71 908	70 564
Total non-current liabilities	607 416	601 413	599 055
Current liabilities			
Interest-bearing loans and borrowings, current	–	–	–
Leasing liabilities, current	12 779	12 875	13 128
Loans and other current liabilities to parent company	992	–	–
Accounts payable and other current liabilities	160 792	141 141	180 541
Current income taxes payable	-2 922	6 275	–
Total current liabilities	171 641	160 290	193 669
Total liabilities	779 057	761 703	792 724
Total equity and liabilities	826 386	828 722	844 824

Statement of changes in equity

NOK 1000	Attributable to parent company equity holders					Total equity
	Paid in		Other equity			
	Share capital	Share premium	Translation reserves	Actuar gains and losses	Accumulated profits and losses	
2022						
Equity as at 31.12.2021	32 829	271 101	392	-	24 912	329 234
Total comprehensive income						
Net profit for the period					-14 323	-14 323
Other comprehensive income net of tax			-256			-256
Total comprehensive income	-	-	-256	-	-14 323	-14 579
Transactions with owners of the company						
Dividends		-255 000				-255 000
Capital reduction	-2 984					-2 984
Issuance of group contribution					-4 571	-4 571
Total transactions with owners of the company	-2 984	-255 000	-	-	-4 571	-262 555
Equity as at 31.12.2022	29 845	16 101	136	-	6 018	52 100
Q323						
Equity as at 01.01.2023	29 845	16 101	136	-	6 018	52 100
Total comprehensive income						
Net profit for the period					-6 533	-6 533
Other comprehensive income net of tax			25			25
Total comprehensive income 30.09.2023	-	-	25	-	-6 533	-6 508
Transactions with owners of the company						
Capital reduction	-	-				-
Dividends						-
Group contribution to parent entity					1 737	1 737
Total transactions with owners of the company	-	-	-	-	1 737	1 737
Equity as at 30.09.2023	29 845	16 101	161	-	1 222	47 329
Q322						
Equity as at 01.01.2022	32 829	271 101	392	-	23 347	327 669
Total comprehensive income						
Net profit for the period					-130	-130
Other comprehensive income net of tax			471		-	471
Total comprehensive income	-	-	471	-	-130	341
Transactions with owners of the company						
Dividends		-255 000				-255 000
Capital reduction	-	-2 984				-2 984
Issuance of group contribution					-4 571	-4 571
Total transactions with owners of the company	-	-257 984	-	-	-4 571	-262 555
Equity as at 30.9.2022	32 829	13 117	863	-	18 646	65 455

Consolidated cash flow statement

NOK 1000	Q323	Q322	YTD23	YTD22	2022
CASH FLOW FROM OPERATING ACTIVITIES					
Net profit before tax	-13 077	-15 358	-8 012	-165	-14 548
Adjustments for:					
– Income taxes paid	-4 592	-979	-3 707	-2 514	-10 141
– Depreciation and amortization	6 701	6 777	20 333	20 302	26 740
– Net finance and other gains and losses	18 407	14 170	54 921	46 192	62 913
Changes in working capital	10 349	-14 147	-20 965	-1 159	11 093
Net cash flow from operating activities	17 789	-9 537	42 571	62 656	76 057
CASH FLOWS FROM INVESTING ACTIVITIES					
Proceeds from sale of property, plant and equipment					
Purchase of property, plant, equipment and intangibles	-848	-3 994	-3 772	-5 426	-9 242
Interest received	745	133	1 152	302	1 193
Net cash flow used in investing activities	-103	-3 861	-2 620	-5 124	-8 049
CASH FLOWS FROM FINANCING ACTIVITIES					
Proceeds from borrowings	934	-	2 295	500 000	500 000
Repayment of borrowings	-	-	-	-251 250	-250 000
Payments of lease liabilities	-1 303	-3 086	-3 887	-9 258	-12 344
Capital reduction	-	-2 984	-	-2 984	-2 983
Transaction cost related to borrowings	-	-625	-	-10 625	-10 625
Interest and other financial expenses paid	-17 669	-12 655	-49 145	-30 774	-43 721
Group contribution paid to parent company	-	-	-	-	-5 860
Dividends paid to parent company	-	-	-	-255 000	-255 000
Net cash flow from financing activities	-18 038	-19 350	-50 737	-59 891	-80 533
Net currency translation effect on bank accounts	-	-2 582	2 754	-2 253	332
Net increase/(decrease) in cash and cash equivalents	-353	-35 329	-8 033	-4 612	-12 193
Cash and cash equivalents at beginning of period	93 095	143 685	100 774	112 967	112 967
Cash and cash equivalents at end of period	92 742	108 356	92 741	108 355	100 774

NOTE 1 GENERAL INFORMATION AND ACCOUNTING POLICIES

The condensed interim financial statements for the quarter ended 30 September were approved by the Board of Directors on 29 November 2023. The company is a limited liability company, incorporated in Norway, with corporate headquarters in Oslo. The address of its registered office is Karenslyst Alle 53, 0279 Oslo. Fibo Group AS ('the Company') and its subsidiaries (together, 'the Group') is in the business of development, production, marketing and sale of wall panels and other laminated products. The production is carried out in Lyngdal, Norway. The Group has sales offices in UK, Sweden and Finland in addition to Norway. The financial statements have been prepared in accordance with International Financial Reporting Standard (IFRS), IAS 34 "Interim Financial Reporting". The condensed interim financial statements do not include all information and disclosures required in the annual financial statement, and should be read in accordance with the Group's Annual Report for 2022, which has been pre-

pared according to IFRS as adopted by EU. There are no changes in accounting policy effective from 1 January 2023 that have impact on the Group accounts. In the interim financial statements for 2023, judgements, estimates and assumptions have been applied that may affect the use of accounting principles, book values of assets and liabilities, revenues and expenses. Actual values may differ from these estimates. The major assumptions applied in the interim financial statements for 2023 and the major sources of uncertainty in the statements are similar to those found in the Annual accounts for 2022. The Board confirms that these interim financial statements have been prepared on a going concern basis. The carrying amounts of Financial assets and Financial liabilities recognized in the Consolidated statement of financial position approximate their fair values, according to Management's assessment.

NOTE 2 SEASONALITY OF OPERATIONS

Due to the seasonal nature of the Norway segment, higher revenues and operating profits are usually expected in the first quarter of the year. Other export markets segment seasonality is more evenly spread across the year.

NOTE 3 BORROWINGS

Fibo Group AS and its owner successfully completed in January 2022 a NOKm 500 senior secured bond issue with a tenor of 3 years and a coupon rate of 3m NIBOR + 6.00 % p.a. Settlement date was 28 January 2022 and the Bonds are listed on Oslo Børs. Net proceeds from the Bond Issue were partly applied towards the repayment

of the existing NOKm 250 senior secured bond and partly allowing for distribution to the shareholder. The bonds are subject to Incurrence test (ratio of net debt to EBITDA) in case of tap issue or distribution to the shareholders. The carrying amount of the senior secured bond loan as of 30 September 2023 is NOKm 495.

NOTE 4 RELATED PARTY TRANSACTIONS

According to the resolution of the General Assembly meeting held on 4 February 2022 dividends of NOKm 255 were declared and paid, from the 2020 profits on 14 February 2022. Further, a capital reduction of NOKm 3 was adopted.

Definitions and calendar

Alternative performance measures and other definitions

Contribution margin

Net Sales minus logistic cost, raw materials and consumables used and production wages excluding any Non-Recurring items reported separately. Logistic cost and production wages is presented as part of other operating expenses in the income statement.

EBIT

Earnings before interest and tax.

EBITDA

Earnings before interest, tax, depreciations and amortization.

EBITDA margin

EBITDA presented is including IFRS 16

Leverage ratio

Net debts divided on EBITDA excluding non-recurring Items.

Net debt

Interest bearing debt (excluding pension and leasing debts) minus cash and cash equivalents.

Net financial items

Financial income minus financial expenses including exchange rate differences related to financial assets and liabilities.

Net sales

Sales net of VAT, discounts and sales bonuses.

The Group's key figures are presented in million NOK, rounded off to the nearest thousand, unless otherwise stated. All individual figures (including totals and sub-totals) are rounded off to the nearest thousand. From a presentation standpoint, certain individual figures may therefore differ from the computed totals.

Financial calendar

No later than

Q4 2023 28 February 2024

Q323

For more information please contact

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