

2022 Financial Review

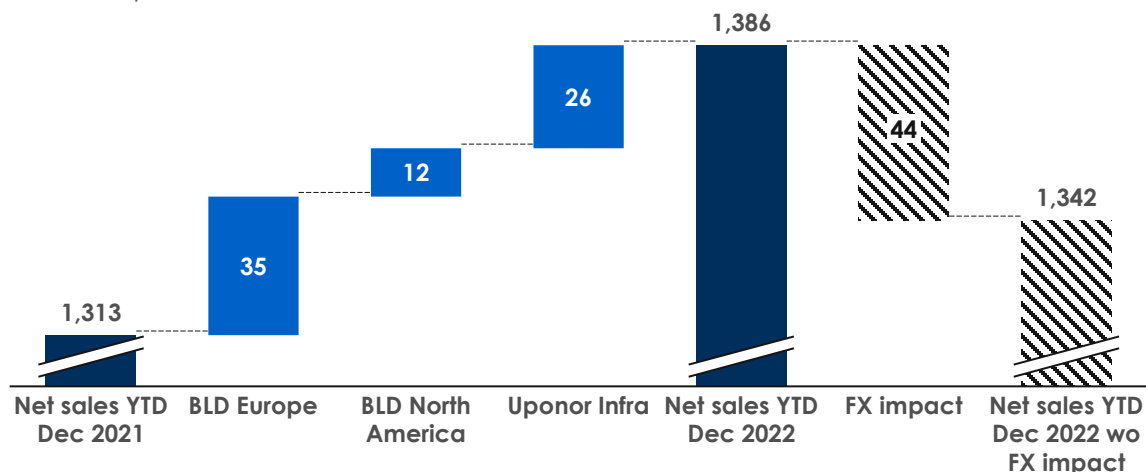
Annual General Meeting 2023

Markus Melkko

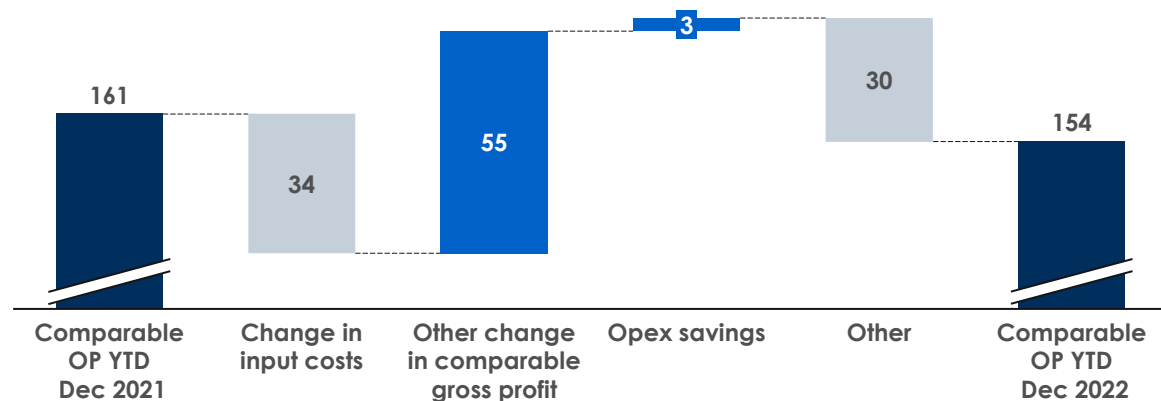
Chief Financial Officer

Solid Net Sales Development Despite Cyberattack Impact

Net sales, M€



Comparable OP, M€



- Jan–Dec 2022 net sales €1,386.2 (1,313.2) million, up by +5.6%
- Net sales grew in all three divisions, in euro terms, mainly driven by successful pricing strategy; volume loss related to the cyber incident impacted negatively on net sales
- Jan–Dec 2022 comparable operating profit €153.7 (160.5) million, -4.3%

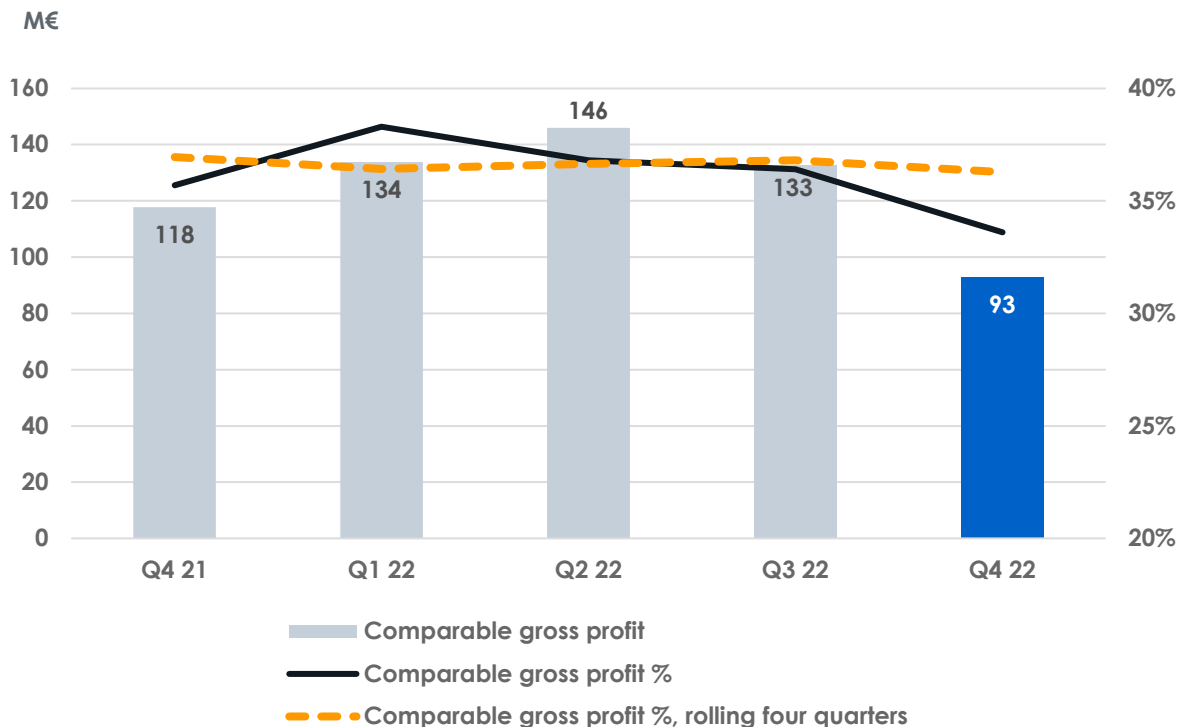
Decline in Gross Profit Margin Mainly due to Impact of Cyberattack

➤ Q4 22 comparable gross profit €93.0 (117.7) million, decline driven by cyber incident related volume loss

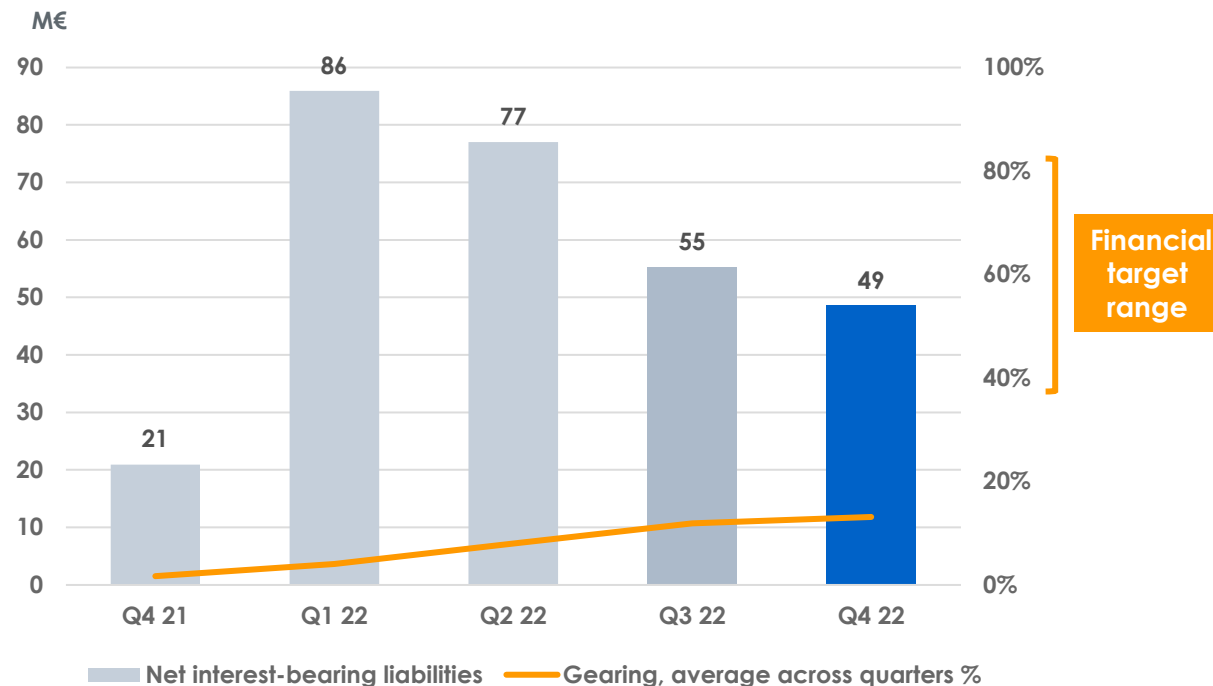
➤ Comparable gross profit margin 33.6% (35.7)

➤ Increased input costs were driven by higher raw material prices and freight costs

➤ Higher input costs during 2022, combined with impact of cyberattack, burdened the rolling four quarters comparable gross profit despite strong price execution



Strong Financial Position, Gearing Well Below Financial Target Levels



- Cash flow from operations decreased mainly driven by higher net working capital due to increased raw material prices.
- Gearing 9.1% (4.3) well below financial target levels, four-quarter rolling gearing 13.1% (1.7)
- Net interest-bearing liabilities increased due higher net working capital decreasing cash flow
- No change in financing position

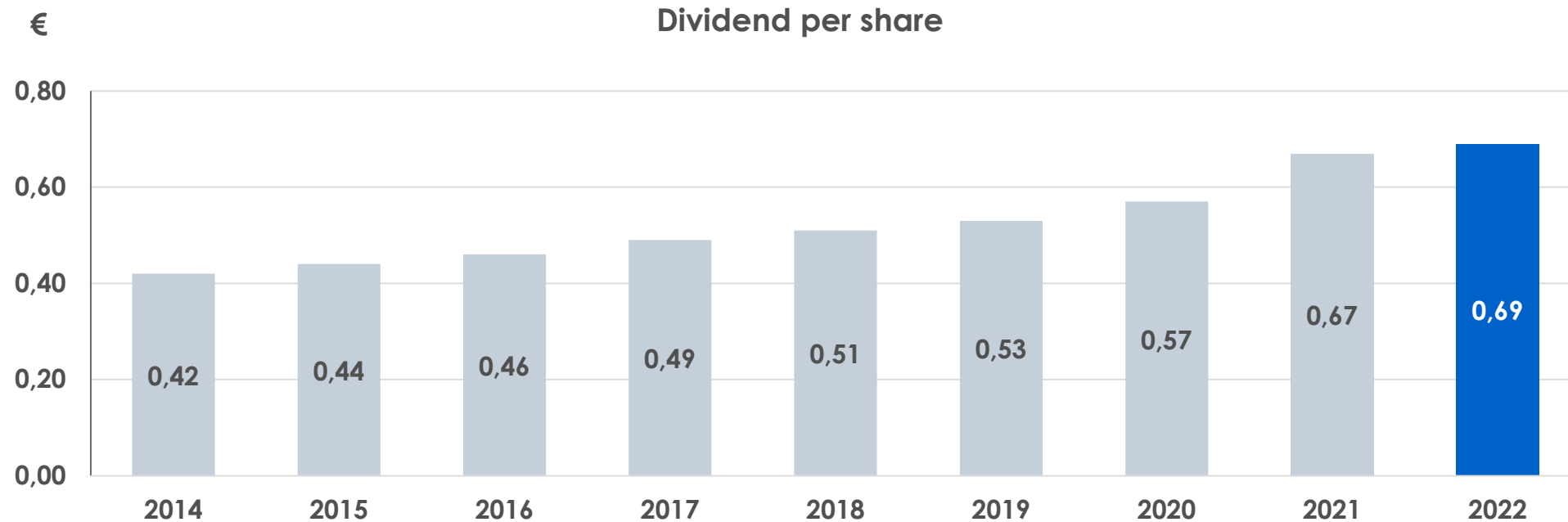
Income Statement

Uponor Group	1-12 2022	1-12 2021	Change Y/Y
Net sales	1,386.2	1,313.2	5.6%
Cost of goods sold	882.3	828.5	6.5%
Gross profit	503.9	484.7	4.0%
Gross profit margin	36.4 %	36.9 %	-0.6% pts
Other operating income	1.5	0.9	66.1%
Expenses	370.0	331.4	
Operating profit	135.5	154.1	-12.1%
Operating profit margin	9.8 %	11.7 %	-2.0% pts
Comparable operating profit	153.7	160.5	-4.3%
Comparable operating profit margin (%)	11.1 %	12.2 %	-1.1% pts
Financial expenses, net	1.0	7.9	-87.7%
Share of result in associated companies	0.4	-6.4	-106.1%
Profit before taxes	134.9	139.8	-3.5%
Profit for the period	97.5	103.4	-5.8%
EBITDA	189.9	203.3	-6.6%

Balance Sheet

Uponor Group, M€	31 Dec 2022	31 Dec 2021	Change, M€ Y/Y
Property, plant and equipment	304.7	295.5	+9.2
Intangible assets	111.1	113.2	-2.1
Securities and long-term investments	4.5	6.9	-2.4
Inventories	220.3	174.4	+45.9
Accounts receivable	176.7	206.8	-30.1
Cash and cash equivalents	65.5	98.1	-32.6
Other current and non-current assets	87.0	72.3	+14.7
Assets total	969.8	967.2	+2.6
Shareholders' equity	534.7	483.4	+51.3
Provisions	51.9	43.2	+8.7
Accounts payable	93.7	117.7	-24.0
Interest-bearing liabilities	114.0	119.1	-5.1
Non-interest-bearing liabilities	175.6	203.9	-28.3
Shareholders' equity and liabilities total	969.8	967.2	+2.6

Dividend Per Share Continues on an Upward Trend



*The Board's dividend proposal for 2022 is €0.69 per share, which will be paid in two installments € 0.34 in March and € 0.35 September 2023

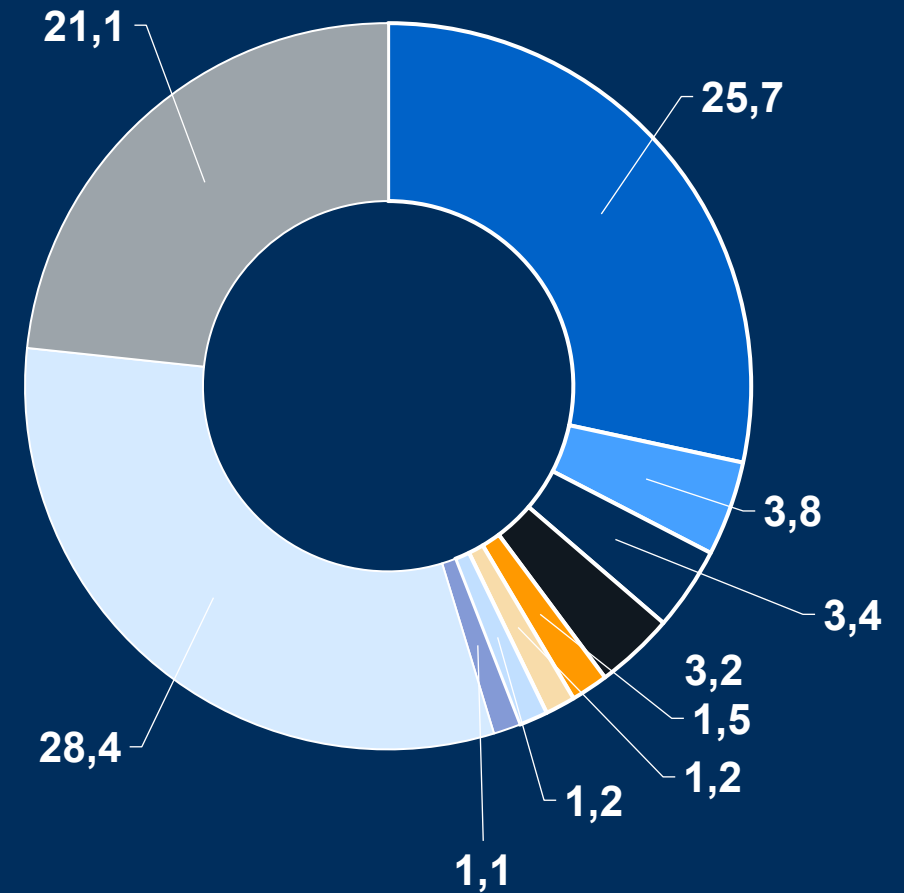
Financial Targets to Drive Profitable Growth

	2022	FINANCIAL TARGETS: 2022-2024	AMBITION: 2025-
ORGANIC GROWTH	+3.6%	Organic growth >4%	Ambition to accelerate growth rate
COMPARABLE OP- %	11.1%	>12 OP- %	Ambition to increase OP- % further
GEARING	9.1%	40-80%	
DIVIDEND	€ 0.69	Growing dividend	

The financial targets were introduced at the CMD 2022

Largest Shareholders as per 28 February 2022

Oras Invest Ltd	25.72
Nordea Nordic Small Cap Fund	3.82
Ilmarinen Mutual Pension Insurance Company	3.36
Varma Mutual Pension Insurance Company	3.18
Mandatum Life Insurance Company Ltd	1.50
Sigrid Jusélius Foundation	1.21
Pekka Paasikivi	1.17
Elo Mutual Pension Insurance Company	1.08
Nominee registrations	28.43
Others	21.12



At the end of 2022, Uponor had 21,518 shareholders



uponor

Moving > Water