

Press release
23 October 2017

INWIDO
Great Windows & Doors

Malmö, 23 October 2017

Continued strong sales, although production disturbances in Sweden affect earnings

Inwido's President and CEO, Håkan Jeppsson, comments the first nine months of 2017:

"Inwido's strong sales trend Inwido continues. In the third quarter, sales rose by 8 percent, and in the first nine months by 16 percent to approximately SEK 4.6 billion (SEK 4,597 million). Order bookings were in line with the third quarter of 2016 and the order backlog was 7 percent higher than at the same point last year."

"Operating profit amounted to SEK 172 million (202), entailing an operating margin of 11.0 percent (14.0) for the quarter and 9.7 percent (11.3) for the first nine months."

"Earnings have been adversely affected by production disturbances in Sweden, primarily due to delays in deliveries of raw materials and problems running in new machines and processes. Order bookings were also affected negatively during the quarter due to lower capacity and long delivery times. An action programme had already been launched in the second quarter, and further efforts have been made to resolve the problems so that we can return to normal production rates as soon as possible."

"Overall, demand in our markets remains good. With our strong market position and ongoing measures, we see good potential to continue improving Inwido's performance as we move into 2018."

<i>SEKm (unless otherwise stated)</i>	Jul-Sep 2017	Jul-Sep 2016	Jan-Sep 2017	Jan-Sep 2016
Net sales	1,559	1,446	4,597	3,964
Net sales increase (%)	7.8	9.0	16.0	5.7
Operating EBITA	172	202	448	446
Operating EBITA margin (%)	11.0	14.0	9.7	11.3
Profit before tax	153	196	386	391
Profit after tax	116	152	290	299

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About Inwido. Inwido is Europe's largest supplier of windows and a leading door supplier. The company has operations in Sweden, Denmark, Finland, Norway, Estonia, Ireland, Lithuania, Poland, the UK and Austria and also exports to a large number of countries. The Group markets some 20 strong local brands including Elitfönster, SnickarPer, Hajom, Hemmafönster, Outline, Tiivi, Pihla, Diplomat, and Sokolka. Inwido has about 4,000 employees and generated sales of approximately SEK 5.7 billion in 2016. The Group's headquarters are located in Malmö, Sweden. For further information, please visit www.inwido.com