

Press release
8 November 2018

INWIDO
Great Windows & Doors

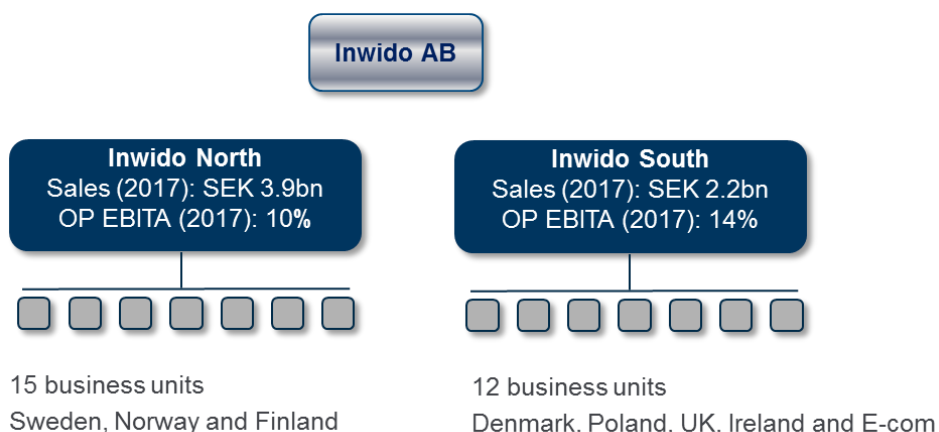
MALMÖ – November 8, 2018

Inwido's Capital Markets Day 2018 – summary of the day's information

As previously announced and as part of a new strategy titled “Simplify” Inwido, has decided to introduce a new governance model. The new model will be presented in greater detail today in connection with the company's Capital Markets Day in Stockholm. In brief, Simplify entails the Group's work being simplified and streamlined across the board, while our customer focus is enhanced. The governance model entails the individual subsidiaries being assigned full responsibility for their operations and profitability. At the same time, the Group will be divided into two reporting business segments rather than four: Inwido North and Inwido South. To illustrate the background to the change, some of the subsidiaries will be presented in greater detail during the Capital Markets Day. The financial section will focus on the return from the acquisitions made over the past five years, and on indebtedness.

“As we communicated on 28 September, the purpose of the new governance model is, above all, to achieve an even greater focus on customers and profit in all parts of the organization,” says Håkan Jeppsson, President and CEO of Inwido. “This change also means that the current country organizations will also disappear. That makes it logical to further simplify and divide the operations into two reporting segments.”






New reporting segments:



With the new, more cost-effective structure, Inwido will have a more close-knit management team and greater flexibility in future acquisitions. At the same time, the company will be able to provide more comprehensive and detailed figures on the segments than it has to date.

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 Romainia and also exports to a large number of countries. The Group markets some 20 strong local brands including Elitfönster, SnickarPer, Hajom, Outline, Tiivi, Pihla, Diplomat, and Sokolka. Inwido has about 4,400 employees and generated sales of approximately SEK 6.4 billion in 2017. The Group's headquarters are located in Malmö, Sweden. For further information, please visit www.inwido.com

To show the variation within the Group's operations and provide further background to the Simplify model, four of the Group's subsidiaries, CWG Choices in England, Outline in Denmark, Lämpölux in Finland and e-Commerce will be presented in greater detail during the day. Among other things, e-Commerce will then describe its ambition to double its sales over the next few years. The Swedish operations will also present how they are addressing market challenges by creating new and improved offerings for customers and consumers while improving efficiency. In connection with these presentations, the following key ratios are presented:

	Revenue		OP EBITA	
	2017 Sep YTD	2018 Sep YTD	2018 vs. 2017 Sep YTD, vs. Group *1	2018 vs. 2017 Sep YTD, trend *2
mLC				
Inwido Sweden (SEK)	1,572.0	1,481.8	Medium	
E-commerce (DKK)	191.8	256.6	High	
CWG (GBP)	19.0	19.3	Medium	
Lämpölux (EUR)	19.8	22.6	High	
Outline (DKK)	331.0	301.3	High	

*1 Profitability vs. Group average. Low, medium or high

*2 Profitability trend. Shown in arrow

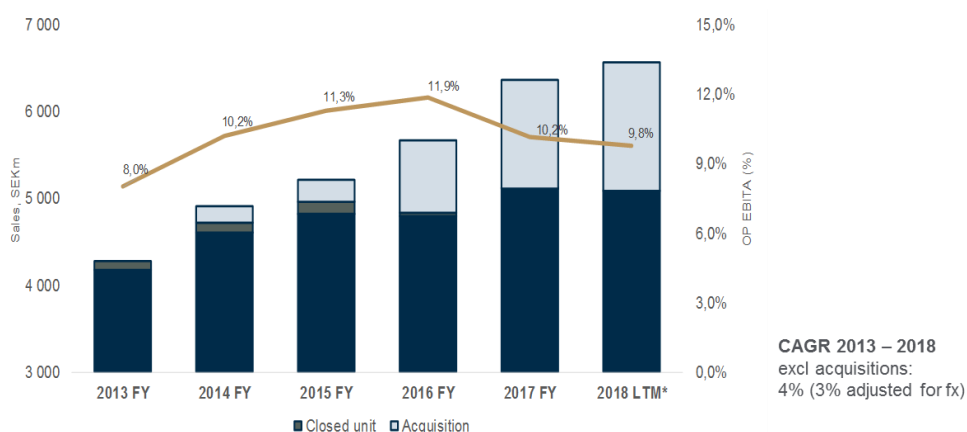
A market that has expanded increasingly in recent years is the UK, and a more detailed account of our units in that country (including the information below) and CWG Choices will be presented.

	Revenue
mLC	2017
Allan Bros (GBP)	9
Jack Brunsdon & Son (GBP)	5
CWG (GBP)	26
Inwido UK (GBP)	40

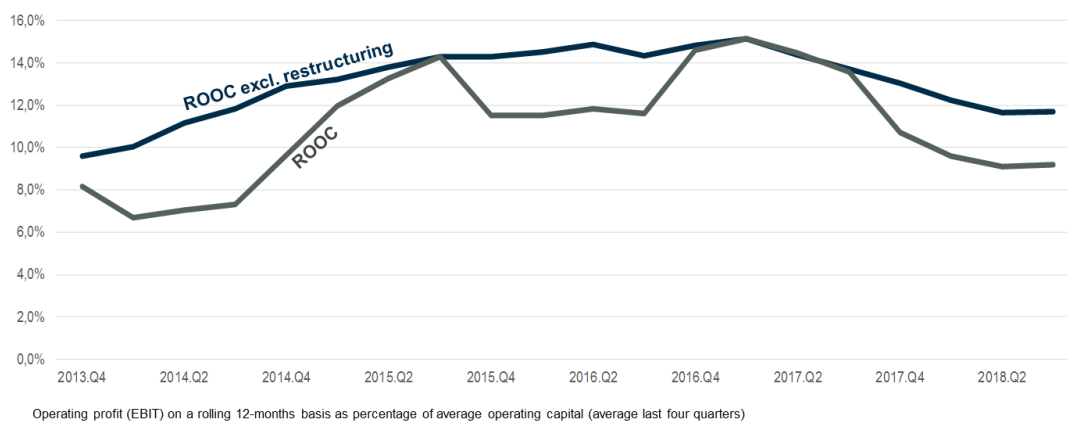
During the day, Håkan Jeppsson will present Inwido's new vision and the updated strategy, focusing on the following five areas:

- Highly decentralized business with accountable people
- Continuous growth via acquisitions of strong companies
- Prioritizing residential consumer driven business
- Tight local cost efficient supply chains
- Synergies from sourcing, IT, finance, development, leadership

The importance of continued acquisition-based growth for Inwido is illustrated below:



Development in return of operating capital, with and without restructuring costs, over the same period:



Towards the end of today's presentations, in the financial section, it will also be concluded that seven companies acquired between 2013 and 2017 accounted for a 23 percent increase in sales from their acquisition and until September 2018, corresponding to SEK 1.4 billion. In September 2018, the acquired companies' rolling 12-month operating EBITA margin was 11 percent.

President and CEO Håkan Jeppsson summarizes:

"In most of our markets, Inwido's subsidiaries are already leading players. With our new governance model, we have generated opportunities for these companies to take advantage of further growth potential, regardless of how the markets develop individually. Consequently, although we expect a slightly weaker growth ahead in Europe, we are confident in the underlying demand for the products we offer; consumer confidence remains stable and our companies have well-developed plans for addressing increasingly fierce competition."

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