

# Q1 2024

## Financial results



16 May 2024

# Forward-looking statement

The statements on the future in this presentation, including expected sales and earnings, are associated with risks and uncertainties and may be affected by factors influencing the activities of the Group, e.g. the global economic environment, including interest and exchange rate developments, the raw material situation, production and distribution-related issues, breach of contract or unexpected termination of contract, price reductions due to market-driven price reductions, market acceptance of new products, launches of competitive products and other unforeseen factors.

In no event shall ROCKWOOL A/S be liable for any direct, indirect or consequential damages or any other damages whatsoever resulting from loss of use, data or profits, whether in an action of contract, negligence or other action, arising out of or in connection with the use of information in this presentation.





# Q1 highlights

---

Sales

**918 MEUR**

up 6% in reported figures

---

EBIT

**152 MEUR**

up 46%

This includes 6 MEUR donation\*

---

Net profit

**116 MEUR**

up 38 MEUR

---

Sales increase in local currencies

**↑ 6%**

---

EBIT margin

**16.5%**

up 4.5 percentage points

---

Free cash flow

**15 MEUR**

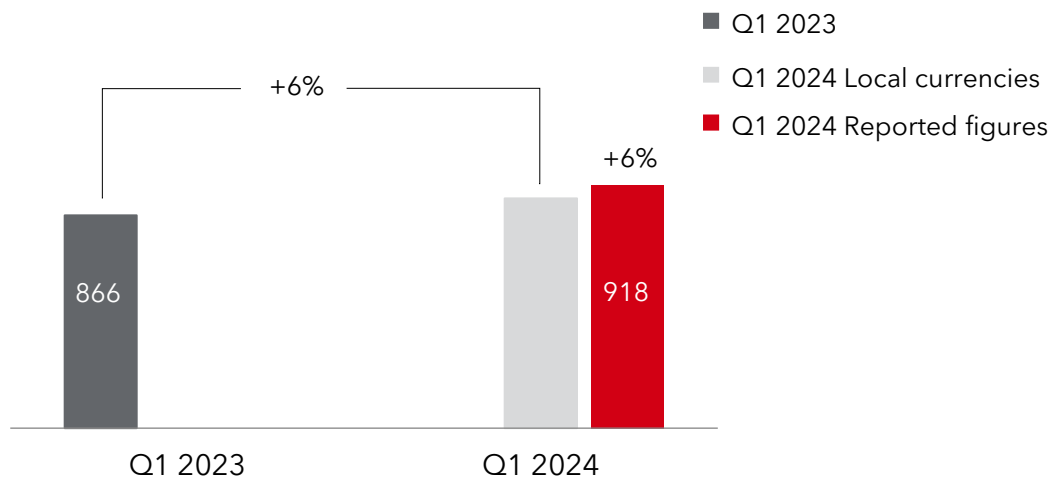
up 27 MEUR



\*) Donation of 6 MEUR to the Foundation for Ukrainian Reconstruction in Q1 2024, compared to 13 MEUR in the same period last year.

# Q1 sales up six percent in local currencies

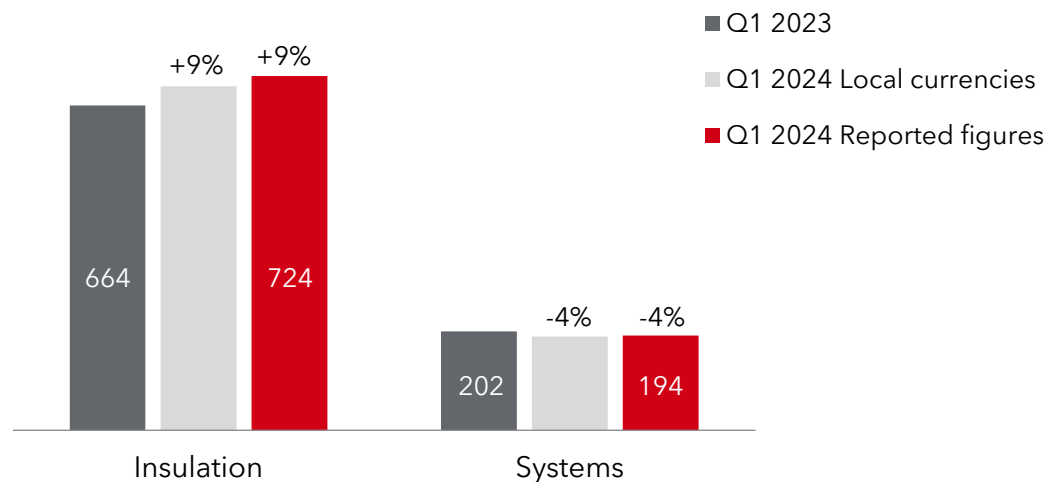
## Net sales MEUR



**Sales** reached 918 MEUR, up six percent in both local currencies and reported figures.

The increase was driven by higher volume and a mix change toward the non-residential sector.

## Net sales per business segment MEUR



**Insulation** segment sales reached 724 MEUR, up nine percent in local currencies mainly related to higher volume in especially Eastern Europe, North America and South Asia.

**Systems** segment sales reached 194 MEUR, down four percent in local currencies, however Grodan performed well in the quarter.

# Q1 regional sales development

## Growth in local currencies

Western Europe

**1% ↓**

one percent down in reported figures

Eastern Europe and Russia

**30% ↑**

28 percent up in reported figures

North America, Asia & others

**11% ↑**

nine percent up in reported figures

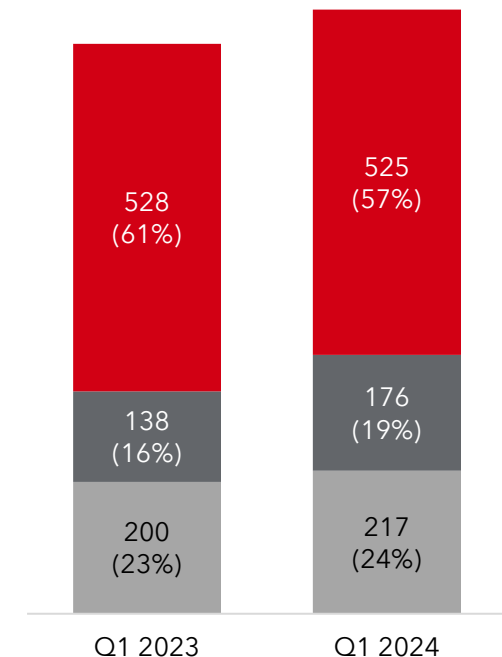
## Key developments

- Sales decreased in important markets such as France, the Netherlands, and Denmark.
- Germany and Italy had a good quarter.
- Sales increased in most countries in the region.
- Many markets experienced double-digit growth in the quarter.
- North America reported good sales growth.
- Key Asian markets such as Malaysia, India, and Japan reported double-digit growth.

## Geographic share of sales

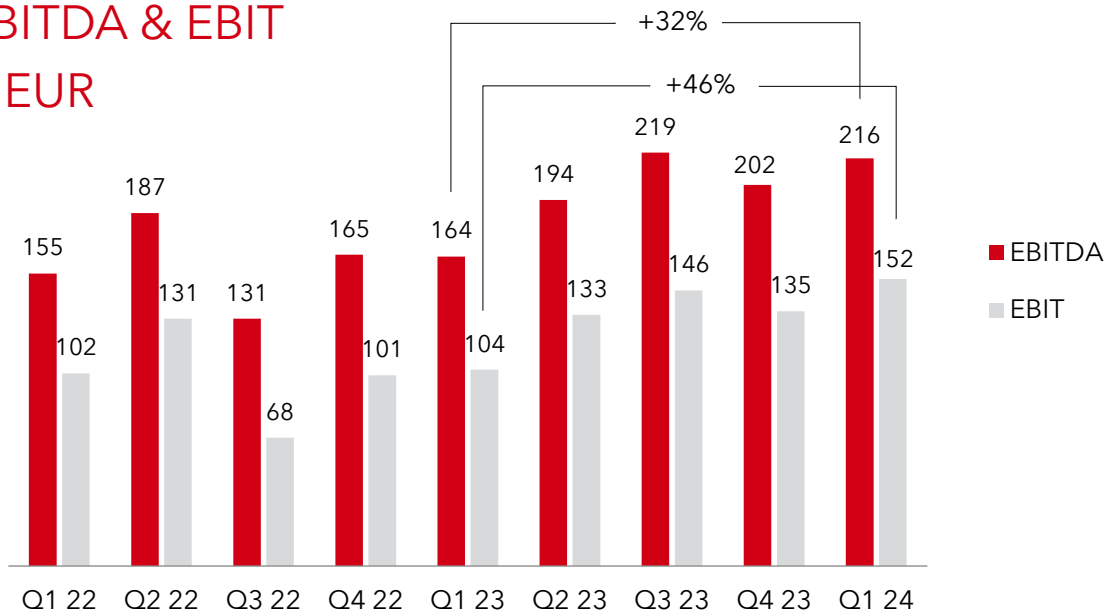
MEUR, reported figures

- Western Europe
- Eastern Europe and Russia
- North America, Asia and others



# Q1 profitability improved

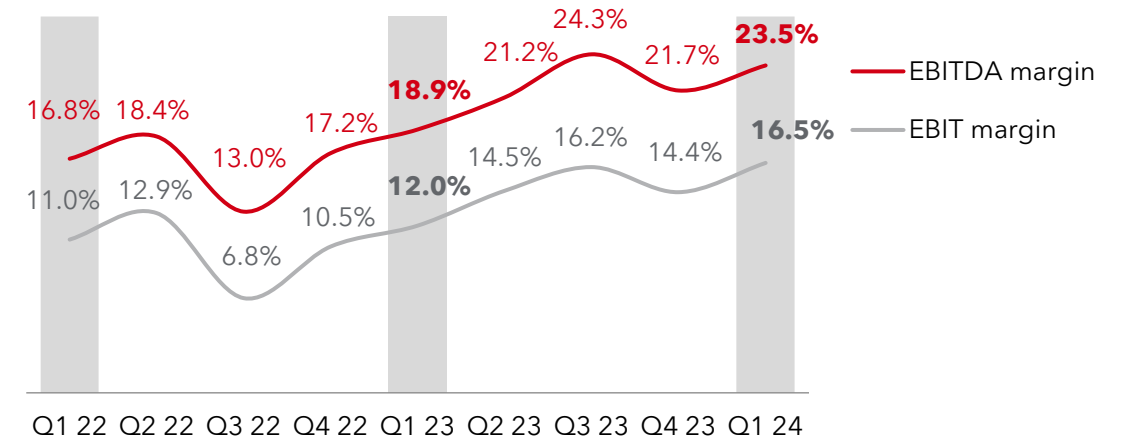
## EBITDA & EBIT MEUR



**EBITDA** reached 216 MEUR, up 32 percent.

- EBITDA margin of 23.5 percent compared to 18.9 percent last year.
- Margin recovery driven by volume growth, stable sales prices, increased production efficiency and lower energy prices.

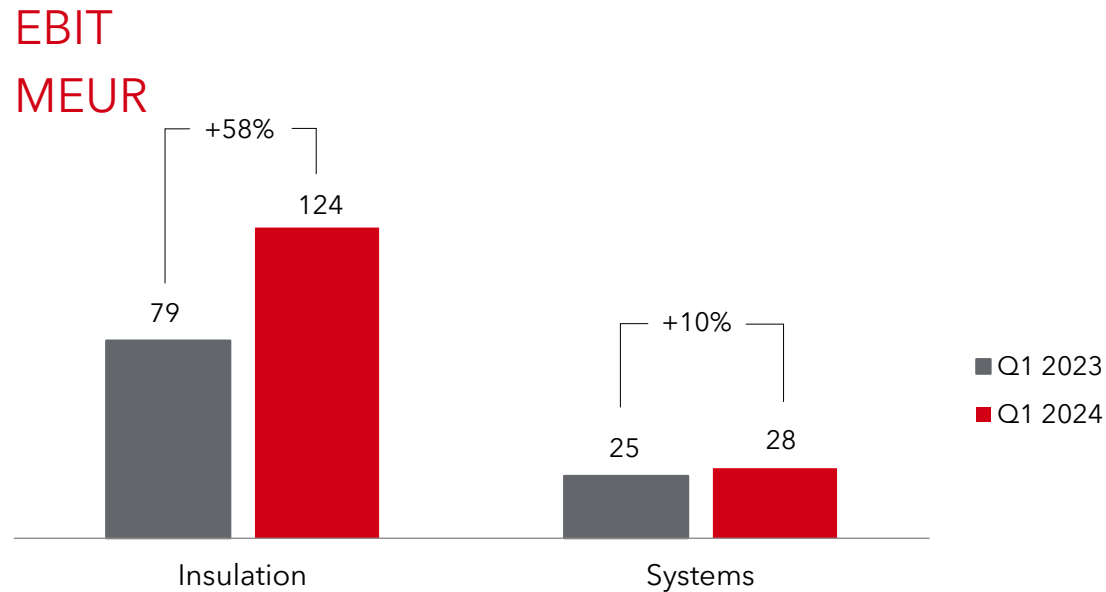
## EBITDA / EBIT margin (%)



**EBIT** amounted to 152 MEUR, up 46 percent.

- EBIT margin of 16.5 percent, up 4.5 percentage points.
- EBIT includes a 6 MEUR provision for donation to the Foundation for Ukrainian Reconstruction compared to 13 MEUR donation in Q1 2023.

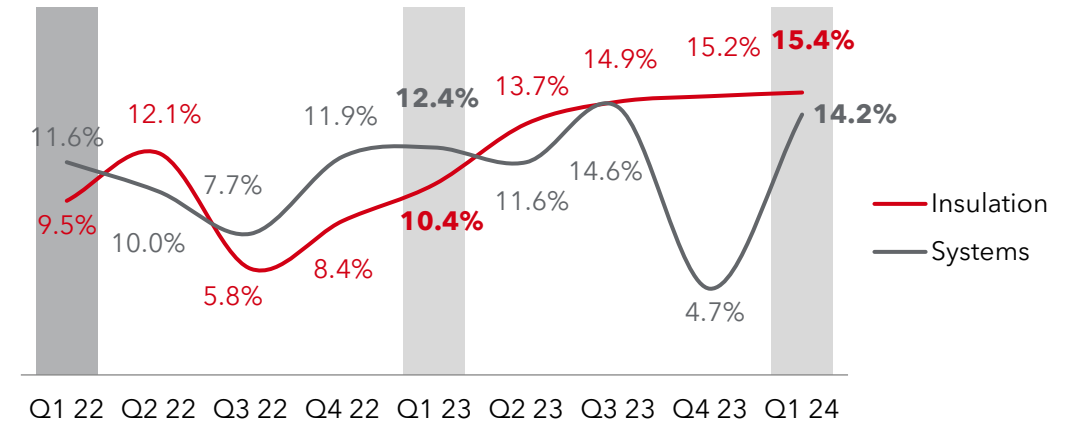
# Q1 profitability by business segment



**Insulation** EBIT amounted to 124 MEUR, up 58 percent from last year.

- EBIT margin was 15.4 percent, up 5.0 percentage points compared to Q1 2023.

## EBIT margin (%)



**Systems** EBIT amounted to 28 MEUR in Q1 2024, up 3 MEUR from last year.

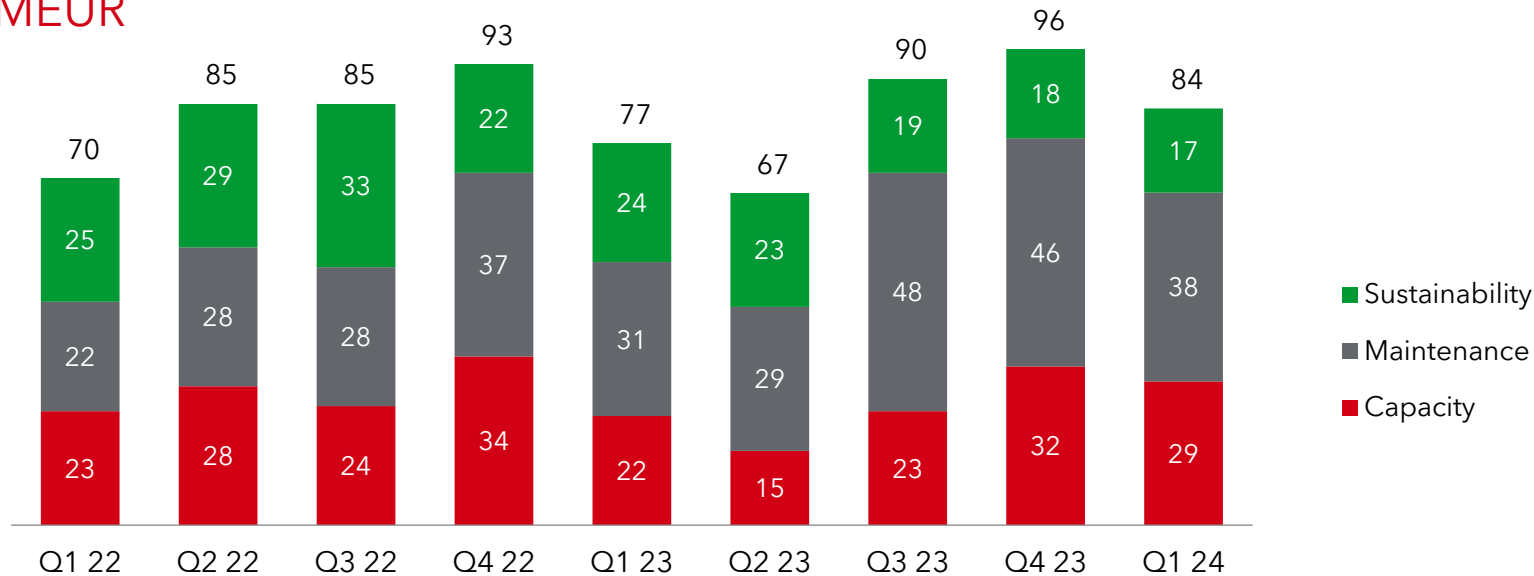
- EBIT margin was 14.2 percent, compared to 12.4 percent in Q1 2023.

# Q1 investment activities

**Investments** excluding acquisitions totalled 84 MEUR in Q1 2024, compared to 77 MEUR in Q1 2023.

- The sustainability investment for conversion to electrical melter in Flumroc (Switzerland), additional production capacity and automation in Bohumín (Czechia), additional Rockpanel capacity in Roermond (Netherlands), and additional Grodan capacity in Toronto (Canada) were the largest individual projects.

## Investments excl. acquisitions MEUR





# Electrical melter in Flumroc

- **World's largest electrical stone wool melter**  
Conversion also includes state-of-the-art spinner and emission abatement technology.
- **Emission reductions**  
Will reduce CO<sub>2</sub> emissions by 25k tonnes or 75 percent compared to pre-conversion.
- **Circularity**  
Will be able to recycle 15k tonnes of wool, up from 2k tonnes pre-conversion.



# Q1 free cash flow

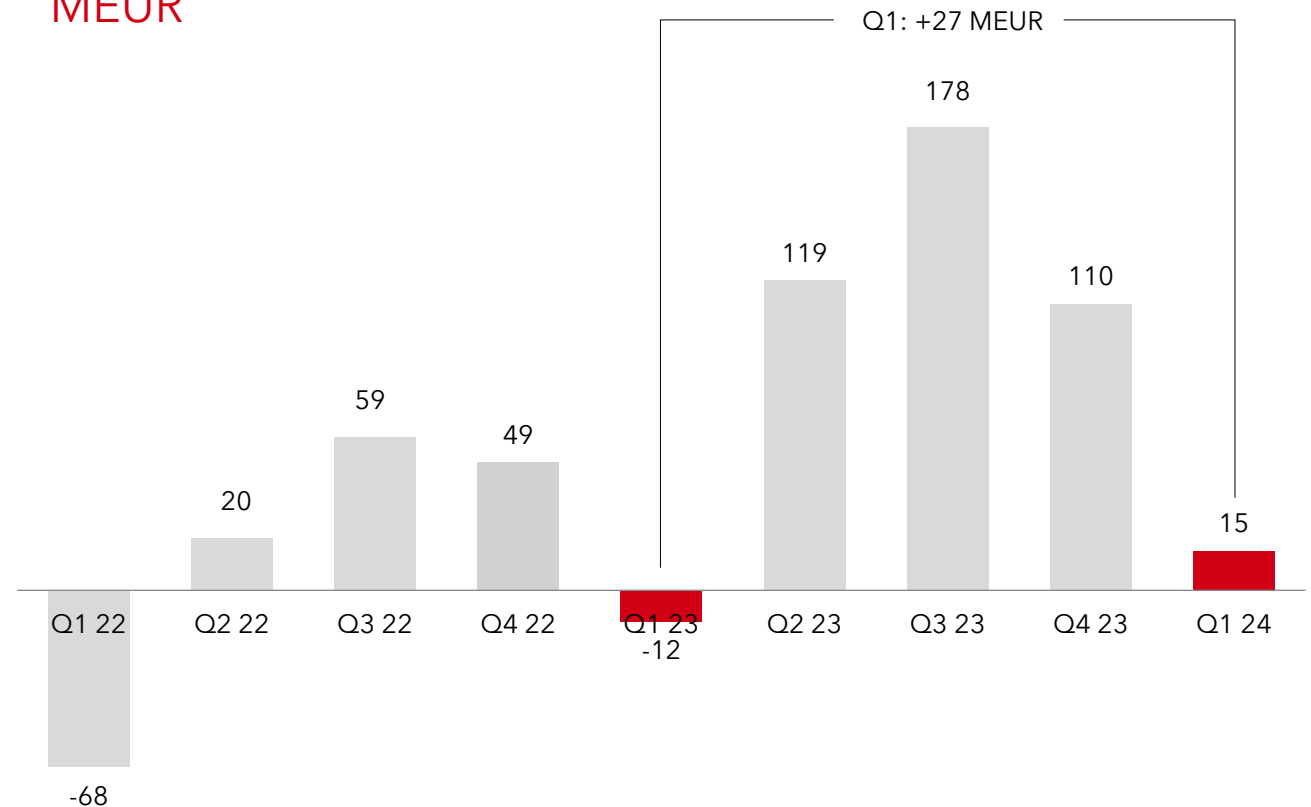
**Q1 free cash flow** was 15 MEUR, compared to -12 MEUR in Q1 2023.

**Net working capital** was 11.9 percent (Q1 2023: 13.3 percent) of net sales and ended at 438 MEUR, a decrease of 72 MEUR compared to Q1 2023.

**Share buy-back programme** purchased 31 MEUR of own shares of the max. 160 MEUR total.

**Net cash position** of 209 MEUR and unused credit facilities of 600 MEUR end of Q1 2024.

## Free cash flow MEUR





# Outlook 2024



# Outlook full year 2024

## 1 Sales

Sales growth of **around mid-single-digit** percent in local currencies.

## 2 EBIT

EBIT margin **around 15 percent**.

## 3 Investment

Investments **around 375 MEUR** excluding acquisitions.



# Key figures for the Group

MEUR	Q1 2024	Q1 2023	YoY (%)	FY 2023
<b>Income statement</b>				
Net sales	918	866	6.0%	3 620
EBITDA	216	164	31.5%	779
EBIT	152	104	46.4%	518
Profit before tax	155	106	47.0%	522
Profit for the period	116	78	47.9%	389
<b>Balance sheet</b>				
Total assets	3 661	3 606	1.5%	3 554
Equity	2 881	2 616	10.1%	2 804
Equity ratio	78.7%	72.6%	6.1pp	78.9%



# Questions?

# Thank you

ROCKWOOL A/S

Hovedgaden 584  
2640 Hedehusene  
Denmark  
CVR No. 54879415  
Tel.: +45 46 56 03 00  
[www.rockwool.com](http://www.rockwool.com)

