

Questions from shareholders to the Annual General Meeting of 2021

1. **How has the advantage that Nokian Tyres' products hold in comparison to the competition developed in terms of passenger car winter tires?**

Answer: Nokian Tyres' strength lies in producing safe, high-quality tires for all conditions. At the heart of our competitiveness is a continuously developing and innovative product portfolio that takes into account the special characteristics of different markets. During 2020–2021, we have been and will be introducing a record number of new products, including the flagship products in our winter tire range: the Nokian Hakkapeliitta 10 studded tires. Our ambition is for each new tire generation to be better than its predecessor.

2. **How has Nokian Tyres' price premium in winter tires developed?**

Answer: Our pricing leverage is based on our market position in the Nordic countries and Russia and on our strong brand, the high quality of our products, and our continuously developing product portfolio. Our pricing leverage is strong in those markets where we are a leader in our chosen segments.

3. **How has Nokian Tyres' market share in passenger car tires developed in Northern Europe? In Europe, excluding Northern Europe? In Russia? In North America?**

Answer: Our market share has remained relatively stable in the Nordic countries, Central Europe, and North America. In Russia, we limited the sell-in of passenger car tires in 2020 in order to lower inventory levels in the distribution channel; however, we outperformed the market in tire sell-out, increasing our market share in retail sales. We are the market leader in premium tires in the Nordic countries and Russia, in North America our market share is approximately 1%, and in Central Europe the market share varies between regions.

4. **How was the decision made to nominate Hille Korhonen as the President and CEO in 2017?**

Answer: This question was answered at the Annual General Meeting of 2018. As the Company's President and CEO and the Chairman of the Board have since changed, the question is no longer topical.

5. **Test center in Spain: what is the center's impact on earnings and what are the return requirements?**

Answer: The goal of the test center is to ensure the Company's competitiveness in the short and long term. The test center strongly supports our R&D activities, and its returns are not assessed as a separate investment. Our ambition is to optimize the utilization of the testing capacity in the coming years.

6. **What is the situation regarding the targets set forth on Capital Markets Day 2018?**

Answer: The market environment has changed substantially since these targets were set in 2018, which has affected the achievement of the targets. We will be reviewing our company strategy and financial targets during 2021 and will be announcing any possible changes once the work is complete.