

Nokian Tyres plc Interim Report January–September 2021, November 2, 2021 at 2:00 p.m.

# Nokian Tyres plc Interim Report January–September 2021: Strong volume and profit growth

# July-September 2021

- Net sales were EUR 443.5 million (349.9 in July–September 2020) and grew by 26.8%. With comparable currencies, net sales increased by 24.6%.
- Segments operating profit was EUR 96.9 million (69.3). Operating profit was EUR 89.1 million (62.3).
- Segments earnings per share were EUR 0.54 (0.44). Earnings per share were EUR 0.50 (0.38).
- Cash flow from operating activities was EUR -81.0 million (7.1) due to increased working capital.
- In September, Nokian Tyres announced its revised mid-term strategy and updated targets. In mid-term, net sales target is EUR 2 billion. Target for segments operating profit and segments ROCE is at the level of 20%.

## January-September 2021

- Net sales were EUR 1,201.5 million (900.4 in January-September 2020) and grew by 33.4%.
   With comparable currencies, net sales increased by 34.9%.
- Segments operating profit was EUR 236.8 million (110.1), with negative currency impact of approximately EUR 14 million. Operating profit was EUR 215.2 million (48.6).
- Segments earnings per share were EUR 1.35 (0.60). Earnings per share were EUR 1.22 (0.22).
- Cash flow from operating activities was EUR -96.1 million (-6.6) due to increased working capital.

# Guidance for 2021 (unchanged)

In 2021, Nokian Tyres' net sales with comparable currencies and segments operating profit are expected to grow significantly.

The global car and tire demand is expected to pick up, but the COVID-19 pandemic continues to cause uncertainties for the development.

#### **Jukka Moisio, President and CEO:**

"In July–September, we achieved a record-high third quarter net sales. Thanks to a great performance by all our business units and business areas, together with early timing of deliveries, net sales with comparable currencies increased by 24.6%. Segments operating profit grew significantly driven by higher sales volume.

As anticipated, increased raw material and logistics costs, including the shortage of container capacity, were visible in the third quarter. We have taken mitigating actions, including price increases, to reduce the impact of cost inflation. These actions led to a higher Average Sales Price in the third quarter. We have announced further prices increases in a wide range of markets and products, and we will continue to carefully control costs, as cost inflation is expected to continue.

We operated the Russian factory and Heavy Tyres' factory at full capacity to ensure the availability of our premium products. In the US, we continued to ramp-up production to reach an output of around one million tires in 2021. In Finland, we are increasing our production capacity for passenger car tires by approximately 30% this year as announced in March.



In September, we announced Nokian Tyres' revised growth strategy and updated financial and non-financial targets. Non-financial targets focus on bringing new environmental and safety innovations to products, reducing CO<sub>2</sub> emissions, further improving workplace safety, and monitoring the sustainability of suppliers. Our financial targets are to reach EUR 2 billion in net sales and keep the profitability on a high level by targeting segments operating profit and segments ROCE to be at the level of 20%. After the third quarter, last 12 month rolling net sales were EUR 1.6 billion, segments operating profit 19.6% and segments ROCE 14.4%. These results confirm that our team is on the right track."



# **Key figures**

				CC*				CC*	
EUR million	7-9/21	7-9/20	Change	Change	1-9/21	1-9/20	Change	Change	2020
Net sales	443.5	349.9	26.8%	24.6%	1,201.5	900.4	33.4%	34.9%	1,313.8
Operating profit	89.1	62.3			215.2	48.6			120.0
Operating profit %	20.1%	17.8%			17.9%	5.4%			9.1%
Profit before tax	85.0	56.2			208.3	35.1			106.0
Profit for the period	69.1	52.5			169.1	30.1			86.0
EPS, EUR	0.50	0.38			1.22	0.22			0.62
Segments operating profit	96.9	69.3			236.8	110.1			190.2
Segments operating profit %	21.8%	19.8%			19.7%	12.2%			14.5%
Segments EPS, EUR	0.54	0.44			1.35	0.60			1.04
Segments ROCE, %**					14.4%	9.5%			9.3%
Equity ratio, %					65.7%	57.5%			65.3%
Cash flow from operating activities	-81.0	7.1			-96.1	-6.6			422.4
Gearing, %					15.9%	18.5%			-1.1%
Interest-bearing net debt					251.0	280.6			-17.2
Capital expenditure	20.3	31.0			59.6	118.5			149.9

<sup>\*</sup> Comparable currencies

The definitions of alternative performance measures (non-IFRS figures) are presented in the report by the Board of Directors in Nokian Tyres Financial Review 2020.

<sup>\*\*</sup> Rolling 12 months



# FINANCIAL RESULTS IN JULY-SEPTEMBER 2021

Net sales in July-September 2021 increased by 26.8% and amounted to EUR 443.5 million (July-September 2020: 349.9). With comparable currencies, net sales increased by 24.6%.

# Net sales by geographical area

				CC*	
EUR million	7-9/2021	7-9/2020	Change	Change	2020
Nordics	159.8	143.5	11.3%	9.1%	604.2
Other Europe	148.2	120.4	23.1%	20.2%	354.1
Russia and Asia	70.0	31.6	121.4%	122.5%	188.7
Americas	65.5	54.3	20.6%	18.7%	166.8
Total	443.5	349.9	26.8%	24.6%	1,313.8

<sup>\*</sup> Comparable currencies

### Net sales by business unit

				CC*	
EUR million	7-9/2021	7-9/2020	Change	Change	2020
Passenger Car Tyres	330.6	254.9	29.7%	27.5%	871.3
Heavy Tyres	69.0	49.8	38.5%	36.3%	194.6
Vianor	70.1	67.4	4.1%	2.3%	318.1
Other operations and eliminations	-26.2	-22.2	-18.2%		-70.1
Total	443.3	349.9	26.8%	24.6%	1,313.8

<sup>\*</sup> Comparable currencies

Raw material unit costs (EUR/kg) in manufacturing, including inbound logistics costs, increased by 25.1% year-over-year, negatively impacted by currencies. Raw material unit costs increased by 11.7% from the second quarter of 2021.

Segments operating profit amounted to EUR 96.9 million (69.3) with positive currency impact of approximately EUR 1 million.

Operating profit was EUR 89.1 million (62.3). The non-IFRS exclusions were EUR -7.8 million (-7.0), including EUR -8.1 million (-6.6) related to the US factory ramp-up.

# Segments operating profit by business unit

EUR million	7-9/2021	7-9/2020	2020
Passenger Car Tyres	97.7	71.8	177.8
Heavy Tyres	11.9	7.8	23.7
Vianor	-4.5	-3.2	4.0
Other operations and eliminations	-8.2	-7.2	-15.3
Segments operating profit total	96.9	69.3	190.2
Non-IFRS exclusions	-7.8	-7.0	-70.2

#### Financial items and taxes

Net financial expenses were EUR 4.2 million (6.1), including net interest expenses of EUR 1.7 million (3.6). Net financial expenses include an expense of EUR 2.5 million (2.4) due to exchange rate differences. Segments profit before tax was EUR 92.7 million (63.2). Profit before tax was EUR 85.0 million (56.2) and taxes were EUR -15.8 million (-3.7). Segments profit for the period amounted to



EUR 75.3 million (60.5). Profit for the period amounted to EUR 69.1 million (52.5). Segments earnings per share were EUR 0.54 (0.44), and earnings per share were EUR 0.50 (0.38).

# **Cash flow**

In July-September 2021, cash flow from operating activities was EUR -81.0 million (7.1). Working capital increased by EUR 202.9 million (increased by 80.2). Inventories increased by EUR 30.2 million (decreased by 4.0) and receivables increased by EUR 206.7 million (increased by 166.8). Payables increased by EUR 30.4 million (increased by 82.6).

# FINANCIAL RESULTS IN JANUARY-SEPTEMBER 2021

Net sales in January–September 2021 increased by 33.4% and amounted to EUR 1,201.5 million (January–September 2020: 900.4). With comparable currencies, net sales increased by 34.9%. Currency exchange rates affected net sales negatively by approximately EUR 13 million.

# Net sales by geographical area

				CC*	
EUR million	1-9/2021	1-9/2020	Change	Change	2020
Nordics	456.6	399.7	14.2%	10.7%	604.2
Other Europe	335.0	253.5	32.2%	30.5%	354.1
Russia and Asia	242.7	127.9	89.7%	112.6%	188.7
Americas	167.2	119.3	40.1%	42.3%	166.8
Total	1,201.5	900.4	33.4%	34.9%	1,313.8

<sup>\*</sup> Comparable currencies

#### Net sales by business unit

				CC*	
EUR million	1-9/2021	1-9/2020	Change	Change	2020
Passenger Car Tyres	856.4	609.2	40.6%	43.7%	871.3
Heavy Tyres	188.7	141.4	33.4%	32.5%	194.6
Vianor	219.7	202.7	8.4%	5.1%	318.1
Other operations and eliminations	-63.3	-53.0	-19.5%		-70.1
Total	1,201.5	900.4	33.4%	34.9%	1,313.8

<sup>\*</sup> Comparable currencies

Raw material unit costs (EUR/kg) in manufacturing, including inbound logistics costs, increased by 6.8% year-over-year, negatively impacted by currencies.

Segments operating profit amounted to EUR 236.8 million (110.1) with negative currency impact of approximately EUR 14 million.

Operating profit was EUR 215.2 million (48.6). The non-IFRS exclusions were EUR -21.6 million (-61.5), including -22.0 million (-19.7) related to the US factory ramp-up.

# Segments operating profit by business unit

EUR million	1-9/2021	1-9/2020	2020
Passenger Car Tyres	221.1	111.3	177.8
Heavy Tyres	36.2	18.7	23.7



Vianor	-4.3	-6.0	4.0
Other operations and eliminations	-16.2	-13.9	-15.3
Segments operating profit total	236.8	110.1	190.2
Non-IFRS exclusions	-21.6	-61.5	-70.2

#### Financial items and taxes

Net financial expenses were EUR 6.9 million (13.5), including net interest expenses of EUR 5.5 million (7.2). Net financial expenses include an expense of EUR 1.4 million (6.3) due to exchange rate differences. Segments profit before tax was EUR 229.9 million (96.6). Profit before tax was EUR 208.3 million (35.1) and taxes were EUR -39.1 million (-5.0). Segments profit for the period amounted to EUR 186.2 million (82.9). Profit for the period amounted to EUR 169.1 million (30.1). Segments earnings per share were EUR 1.35 (0.60), and earnings per share were EUR 1.22 (0.22).

#### Cash flow

In January–September 2021, cash flow from operating activities was EUR -96.1 million (-6.6). Working capital increased by EUR 379.1 million (increased by 153.7). Inventories increased by EUR 77.4 million (increased by 3.2) and receivables increased by EUR 363.9 million (increased by 182.1). Payables increased by EUR 62.2 million (increased by 31.6).

## **Investments**

Investments in January–September 2021 amounted to EUR 59.6 million (118.5). Depreciations and amortizations totaled EUR 104.1 million (100.0).

# Financial position on September 30, 2021

EUR million	Sept 30, 2021	Sept 30, 2020	Dec 31, 2020
Cash and cash equivalents	89.8	517.5	504.2
Interest-bearing liabilities	340.8	798.1	487.0
of which current interest-bearing liabilities	98.5	597.6	229.7
Interest-bearing net debt	251.0	280.6	-17.2
Unused credit limits*	751.2	413.8	507.1
of which committed	305.5	205.4	205.5
Gearing ratio, %	15.9%	18.5%	-1.1%
Equity ratio, %	65.7%	57.5%	65.3%

<sup>\*</sup> The current credit limits including the EUR 500 million commercial paper program are used to finance inventories, trade receivables, and subsidiaries in distribution chains, thereby controlling the typical seasonality in the Group's cash flow. The credit limits were increased by EUR 100 million with two bilateral back-up facilities in June 2021.

#### Personnel

	1-9/2021	1-9/2020	2020
Group employees			
on average	4,862	4,853	4,859
at the end of the review period	5,080	4,785	4,603
in Finland, at the end of the review period	1,904	1,854	1,721
in Russia, at the end of the review period	1,615	1,529	1,528
in North America, at the end of the review period	366	218	229
Vianor (own) employees, at the end of the review period*	1,606	1,592	1,411

<sup>\*</sup> Included in Group employee figures



# **BUSINESS UNIT REVIEWS**

# **Passenger Car Tyres**

				CC*				CC*	
EUR million	7-9/21	7-9/20	Change	Change	1-9/21	1-9/20	Change	Change	2020
Net sales	330.6	254.9	29.7%	27.5%	856.4	609.2	40.6%	43.7%	871.3
Segment operating profit	97.7	71.8			221.1	111.3			177.8
Segment operating profit, %	29.6%	28.2%			25.8%	18.3%			20.4%

<sup>\*</sup> Comparable currencies

## July-September 2021

In July-September 2021, net sales of Passenger Car Tyres totaled EUR 330.6 million (254.9). With comparable currencies, net sales were up by 27.5% partially driven by early timing of deliveries. Net sales grew in all main markets. Average Sales Price with comparable currencies improved, as price increases more than offset the negative impact of higher share of Russian volume. Currencies had a positive impact on Average Sales Price.

Segment operating profit was EUR 97.7 million (71.8) driven by increased sales volume.

## January-September 2021

In January–September 2021, net sales of Passenger Car Tyres totaled EUR 856.4 million (609.2). With comparable currencies, net sales were up by 43.7%. Net sales grew in all main markets. Average Sales Price with comparable currencies was at previous year's level. Price increases offset the negative impact of higher share of Russian volume as well as summer and all-season tires. Currencies had a negative impact on Average Sales Price.

The share of sales volume of winter tires was 61% (67%), the share of summer tires was 24% (20%), and the share of all-season tires was 15% (13%).

Segment operating profit was EUR 221.1 million (111.3) driven by increased sales volume.

Production output (pcs) increased by 46% year-over-year. In January-September 2021, 82% (87%) of passenger car tires (pcs) were manufactured in Russia. In the US and Finnish factories, additional shifts have been added to increase production.

In January 2021, Nokian Tyres launched a new flagship range of studded winter tires, the Nokian Hakkapeliitta 10, for passenger cars, SUVs, hybrids and electric cars. At the same time, the company launched new studded Nokian Nordman 8 and Nokian Nordman 8 SUV winter tires. The first North American specific all-season tire for passenger cars and SUVs, the Nokian Tyres One, was also introduced in January. For professional and heavy-duty use in the Central European market, the company launched the Nokian Snowproof C winter tire and the Nokian Seasonproof C all-season tire in May.



# **Heavy Tyres**

				CC*				CC*	
EUR million	7-9/21	7-9/20	Change	Change	1-9/21	1-9/20	Change	Change	2020
Net sales	69.0	49.8	38.5%	36.3%	188.7	141.4	33.4%	32.5%	194.6
Segment operating profit	11.9	7.8			36.2	18.7			23.7
Segment operating profit, %	17.3%	15.8%			19.2%	13.2%			12.2%

<sup>\*</sup> Comparable currencies

# July-September 2021

In July-September 2021, net sales of Heavy Tyres totaled EUR 69.0 million (49.8). With comparable currencies, net sales grew by 36.3% driven by new product launches, customers' strong production levels and early timing of deliveries. Demand was strong in all product segments.

Segment operating profit was EUR 11.9 million (7.8). The increase was mainly due to higher sales volume.

### January-September 2021

In January–September 2021, net sales of Heavy Tyres totaled EUR 188.7 million (141.4). With comparable currencies, net sales grew by 32.5% driven by new product launches and customers' strong production levels. Demand was strong in all product segments.

Segment operating profit was EUR 36.2 million (18.7). The increase was due to higher sales volume and improved production efficiency supported by investments in capacity and production automation.

In January–September 2021, Nokian Heavy Tyres launched several new sizes for Nokian Hakkapeliitta TRI and Nokian Ground King product families. Also truck tire offering widened with new sizes for Nokian E-truck and Nokian R-truck product families as well as with a new Nokian Hakka Truck Trailer tire. In June, the company launched a special tire, Nokian Ground Kare Semi-Slick, designed for backhoe loaders operating on railroads. In September, a new Nokian TR Forest 2 tractor tire for light and medium-weight tractors in forestry, landscaping and light mulching work was introduced.



# Vianor, own operations

				CC*				CC*	
EUR million	7-9/21	7-9/20	Change	Change	1-9/21	1-9/20	Change	Change	2020
Net sales	70.1	67.4	4.1%	2.3%	219.7	202.7	8.4%	5.1%	318.1
Segment operating profit	-4.5	-3.2			-4.3	-6.0			4.0
Segment operating profit, %	-6.4%	-4.8%			-1.9%	-3.0%			1.3%
Number of own service centers at period end	175	175							174

<sup>\*</sup> Comparable currencies

## July-September 2021

In July–September 2021, net sales of Vianor totaled EUR 70.1 million (67.4). With comparable currencies, net sales increased by 2.3%. The sales performance was good in all Vianor countries. Net sales with comparable currencies grew by 4.4%, when excluding Vianor US, which was divested in August 2020.

Segment operating profit was EUR -4.5 million (-3.2). The third quarter is seasonally low in Vianor, therefore negative in profitability. The winter tire season starts in the fourth quarter.

# January-September 2021

In January–September 2021, net sales of Vianor totaled EUR 219.7 million (202.7). With comparable currencies, net sales increased by 5.1% driven by recovering demand in all operating countries. Net sales with comparable currencies grew by 8.1%, when excluding Vianor US, which was divested in August 2020.

Segment operating profit was EUR -4.3 million (-6.0). The improvement was driven by strong operational management in Vianor service centers.

At the end of the review period, Vianor had 175 (175) own service centers in Finland, Sweden and Norway.



# **Segments Total to Nokian Tyres Total reconciliation**

7–9/2021	Net sales	Cost of sales	SGA	Other operating income/ expenses	Operating profit	g Financial income/ expenses	Taxes	Profit for the period
Segments Total	443.5	-283.1	-66.5	3.0	96.9	-4.2	-17.5	75.3
US factory ramp-up		-7.2	-0.9		-8.1		1.7	-6.4
Impairments and write-downs of tangible and intangible assets, and certain other items								
Non-operative items and others				0.3	0.3			0.3
Total non-IFRS exclusion		-7.2	-0.9	0.3	-7.8		1.7	-6.1
Nokian Tyres Total	443.5	-290.3	-67.4	3.3	89.1	-4.2	-15.8	69.1

<sup>\*</sup> Nokian Tyres reports non-IFRS figures in addition to its IFRS-reported results. The Segments Total figures exclude costs related to the US factory ramp-up, goodwill impairment charges, restructuring and certain other items, which are not indicative of Nokian Tyres' underlying business performance.

1–9/2021	Net sales	Cost of sales	SGA	Other operating income/ expenses	Operating profit	g Financial income/ expenses	Taxes	Profit for the period
Segments Total	1,201.5	-778.5	-188.0	1.8	236.8	-6.9	-43.7	186.2
US factory ramp-up		-19.7	-2.3		-22.0		4.6	-17.4
Impairments and write-downs of tangible and intangible assets, and certain other items		-0.3	-0.1		-0.4		0.1	-0.3
Non-operative items and others			-0.3	1.0	0.8		-0.1	0.7
Total non-IFRS exclusion		-20.0	-2.7	1.0	-21.6		4.6	-17.1
Nokian Tyres Total	1,201.5	-798.5	-190.7	2.8	215.2	-6.9	-39.1	169.1

<sup>\*</sup> Nokian Tyres reports non-IFRS figures in addition to its IFRS-reported results. The Segments Total figures exclude costs related to the US factory ramp-up, goodwill impairment charges, restructuring and certain other items, which are not indicative of Nokian Tyres' underlying business performance.



#### SHARES AND SHAREHOLDERS

At the end of September 2021, the number of shares was 138,921,750.

Number of shares (million units)*	30.9.21	30.9.20
at the end of period	138.22	138.22
in average	138.22	138.53
in average, diluted	138.22	138.53

<sup>\*</sup> Excluding treasury shares

#### **Authorizations**

In March 2021, the Annual General Meeting authorized the Board of Directors to resolve to repurchase a maximum of 13,800,000 shares in the company by using funds in the unrestricted shareholders' equity. The number of shares corresponds to approximately 9.9% of all shares in the company. The authorization will be effective until the next AGM, however at most until June 30, 2022. The authorization canceled the authorization given to the Board of Directors by the Annual General Meeting on April 2, 2020.

In March 2021, the Annual General Meeting authorized the Board of Directors to resolve to offer no more than 13,800,000 shares through a share issue, or by granting special rights under Chapter 10, Section 1 of the Finnish Limited Liability Companies Act that entitle to shares (including convertible bonds), on one or more occasions. The Board may decide to issue new shares or shares held by the company. The maximum number of shares included in the proposed authorization accounts for approximately 9.9% of all shares in the company. The authorization will be effective until the next AGM, however at most until June 30, 2022. The authorization canceled the authorization given to the Board of Directors by the Annual General Meeting on April 2, 2020.

In April 2020, the Annual General Meeting authorized the Board of Directors to resolve to repurchase a maximum of 13,800,000 shares in the company by using funds in the unrestricted shareholders' equity. The proposed number of shares corresponded to approximately 9.9% of all shares in the company at the time of the proposal. The authorization was effective until the Annual General Meeting of 2021.

In April 2020, the Annual General Meeting authorized the Board of Directors to make a decision to offer no more than 13,800,000 shares through a share issue, or by granting special rights under chapter 10, section 1 of the Finnish Limited Liability Companies Act that entitle to shares (including convertible bonds), on one or more occasions. The maximum number of shares included in the proposed authorization accounted for approximately 9.9% of all shares in the company. The authorization was effective until the Annual General Meeting of 2021.

The Board did not utilize the authorizations in January-September 2021.

#### Own shares

No share repurchases were made during the review period, and the company did not possess any own shares on September 30, 2021.

Nokian Tyres has an agreement with a third-party service provider concerning the share-based incentive program for key personnel. The third party owns Nokian Tyres' shares related to the incentive program until the shares are given to the participants of the program. On September 30, 2021, the number of these shares was 697,400, reported as treasury shares (September 30, 2020: 697,400). This number of shares corresponded to 0.50% (0.50%) of the total shares and voting rights in the company.

# **Trading in shares**

A total of 81,951,638 (237,851,491) Nokian Tyres' shares were traded in Nasdaq Helsinki in January–September 2021, representing 59% (171%) of the company's overall share capital. The



average daily volume in January-September 2021 was 433,607 shares (1,258,473). Nokian Tyres' shares are also traded on alternative exchanges.

Nokian Tyres' share price was EUR 31.01 (24.15) at the end of September 2021. The volume weighted average share price in January–September 2021 was EUR 31.70 (21.18), the highest was EUR 36.70 (27.67) and the lowest was EUR 27.98 (16.38). The company's market capitalization at the end of September 2021 was EUR 4.3 billion (3.3 billion).

At the end of September 2021, the company had 56,562 (62,220) registered shareholders. The percentage of Finnish shareholders was 43.7% (44.8%), and 56.3% (55.2%) were non-Finnish holders and foreign shareholders registered in the nominee register. Public sector entities owned 15.2% (13.9%), financial and insurance corporations 7.3% (7.3%), households 14.0% (15.6%), non-profit institutions 3.5% (3.4%), and private companies 3.7% (4.1%).

# Changes in ownership

Transaction date	Shareholder	Threshold	% of shares and voting rights	% of shares and voting rights through financial instruments	Total, %
January 13, 2021	BlackRock, Inc	Above 5%	4.61%	0.43%	5.04%
January 14, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
February 2, 2021	Société Générale SA	Below 5%	0.03%	1.53%	1.56%
February 10, 2021	BlackRock, Inc	Above 5%	4.95%	0.15%	5.10%
February 12, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
February 16, 2021	BlackRock, Inc	Above 5%	4.96%	0.08%	5.04%
February 17, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
February 25, 2021	BlackRock, Inc	Above 5%	4.96%	0.07%	5.03%
March 5, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
March 15, 2021	BlackRock, Inc	Above 5%	4.50%	0.52%	5.02%
March 19, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
April 23, 2021	BlackRock, Inc	Above 5%	5.02%	0.04%	5.07%
April 27, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
June 2, 2021	BlackRock, Inc	Above 5%	4.89%	0.11%	5.01%
June 3, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
June 7, 2021	BlackRock, Inc	Above 5%	4.96%	0.14%	5.11%
June 8, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
June 9, 2021	BlackRock, Inc	Above 5%	4.88%	0.16%	5.04%
June 16, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
June 18, 2021	BlackRock, Inc	5% level	4.92%	0.07%	5.00%
June 21, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
July 26, 2021	BlackRock, Inc	5% level	4.94%	0.06%	5.00%
July 27, 2021	BlackRock, Inc	Below 5%	Below 5%	Below5%	Below 5%
August 6, 2021	BlackRock, Inc	5% level	4.96%	0.04%	5.00%
August 9, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
August 17, 2021	BlackRock, Inc	5% level	4.96%	0.04%	5.00%



August 18, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
August 30, 2021	BlackRock, Inc	Above 5%	4.99%	0.07%	5.06%
August 31, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
September 3, 2021	BlackRock, Inc	Above 5%	5.00%	0.06%	5.06%
September 6, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
September 7, 2021	BlackRock, Inc	Above 5%	5.03%	0.06%	5.10%
September 8, 2021	BlackRock, Inc	Below 5%	4.94%	0.06%	5.01%
September 9, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
September 13, 2021	BlackRock, Inc	Above 5%	5.00%	0.05%	5.05%
September 14, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%
September 22, 2021	BlackRock, Inc	Above 5%	4.92%	0.15%	5.07%
September 23, 2021	BlackRock, Inc	Below 5%	Below 5%	Below 5%	Below 5%

Detailed information on notifications of change in shareholding can be found at <a href="https://www.nokiantyres.com/company/investors/share/flagging-notifications/">www.nokiantyres.com/company/investors/share/flagging-notifications/</a>.

# Managers' transactions

Nokian Tyres announced managers' transactions on February 11 and May 6. Read more at https://www.nokiantyres.com/company/publications/releases/2021/managementTransactions/.

#### **DECISIONS MADE AT THE ANNUAL GENERAL MEETING**

On March 30, 2021, the Annual General Meeting of Nokian Tyres adopted the financial statements for 2020, discharged the members of the Board of Directors and the President and CEO from liability for the financial year 2020 and adopted the company's Renumeration Report for governing bodies.

#### **Dividend**

The AGM decided that a dividend of EUR 1.20 per share shall be paid from the financial year January 1–December 31, 2020 in two instalments. The first instalment of EUR 0.60 per share was paid on April 15, 2021 to shareholders who were registered in the company's shareholders' register maintained by Euroclear Finland Oy on the dividend record date on April 1, 2021. The second instalment of EUR 0.60 per share shall be paid on December 9, 2021 to shareholders who are registered in the company's shareholders' register maintained by Euroclear Finland Oy on the dividend record date on November 4, 2021.

#### Remuneration for members of the Board of Directors

The AGM decided that the members of the Board of Directors be paid the following remuneration: to the Chairman of the Board of Directors EUR 102,500 per year; to the Deputy Chairman and to the Chairman of the Audit Committee EUR 72,500 per year each, and to members EUR 50,000 per year each. 60 per cent of the annual fee will be paid in cash and 40 per cent in Company shares.

Furthermore, the AGM decided on a meeting fee of EUR 700 for each Board and Board Committee meeting. For Board members resident in Europe, the fee for each meeting in Europe outside a member's home country is doubled, and for each meeting outside Europe the fee is tripled. For Board members resident outside Europe, the fee for each meeting outside a member's home country is tripled. If a member participates in a meeting via telephone or video connection, the remuneration is EUR 700. Travel expenses will be compensated in accordance with the company's travel policy.



#### **Members of the Board of Directors and Auditors**

The AGM decided that the number of the members of the Board of Directors shall be nine. Jukka Hienonen, Heikki Allonen, Raimo Lind, Inka Mero, George Rietbergen, Pekka Vauramo and Veronica Lindholm were re-elected as members of the Board of Directors and Christopher Ostrander and Jouko Pölönen were elected as new members of the Board of Directors for a term ending at the closing of the Annual General Meeting 2022. Jukka Hienonen was elected as the Chairman and Pekka Vauramo as Deputy Chairman of the Board of Directors.

Ernst & Young Oy, authorized public accountant firm, was elected as the company's auditor for a term ending at the closing of the Annual General Meeting of 2022.

#### **Authorizations**

The AGM authorized the Board of Directors to resolve to repurchase a maximum of 13,800,000 shares in the company by using funds in the unrestricted shareholders' equity. The proposed number of shares corresponds to approximately 9.9% of all shares in the company. The authorization will be effective until the next AGM, however at most until June 30, 2022. The authorization canceled the authorization given to the Board of Directors by the Annual General Meeting on April 2, 2020.

The AGM authorized the Board of Directors to resolve to offer no more than 13,800,000 shares through a share issue, or by granting special rights under Chapter 10, Section 1 of the Finnish Limited Liability Companies Act that entitle to shares (including convertible bonds), on one or more occasions. The Board may decide to issue new shares or shares held by the company. The maximum number of shares included in the proposed authorization accounts for approximately 9.9% of all shares in the company. The authorization will be effective until the next Annual General Meeting, however at most until June 30, 2022. This authorization canceled the authorization given to the Board of Directors by the Annual General Meeting on April 2, 2020.

#### **BOARD OF DIRECTORS' WORKING ARRANGEMENTS**

In its organizing meeting on March 30, 2021, the Board of Directors elected Veronica Lindholm as the Chairman and Jukka Hienonen and Pekka Vauramo as members of the Personnel and Remuneration Committee. Further, the Board of Directors elected Raimo Lind as the Chairman and Heikki Allonen, Inka Mero and Jouko Pölönen as members of the Audit Committee.

### SHAREHOLDERS' NOMINATION BOARD 2021

In June 2021, the following members were appointed to Nokian Tyres' Shareholders' Nomination Board:

- Mr. Antti Mäkinen (CEO, Solidium Oy), appointed by Solidium Oy
- Mr. Heikki Westerlund (board professional), appointed by Bridgestone Corporation
- Mr. Mikko Mursula (Deputy CEO, Investments, Ilmarinen Mutual Pension Insurance Company), appointed by Ilmarinen Mutual Pension Insurance Company
- Mr. Kalle Karppinen (Head of Research, Nordic Equities, Nordea Investment Management), appointed by Nordea Funds
- Mr. Jukka Hienonen, Chairman of the Board, Nokian Tyres plc

#### **CORPORATE SUSTAINABILITY**

Nokian Tyres published its Corporate Sustainability Report 2020 in March 2021. The report is available on the company's website at www.nokiantyres.com/company/sustainability/.

In January 2021, Nokian Tyres announced that its Finnish factory had earned ISO 45001 certification for occupational health & safety. The certification was also awarded to the premier provider of wheels for heavy OE and aftermarket applications, Levypyörä, which Nokian Tyres acquired in 2019. ISO 45001 certification has been created to further reduce workplace injuries and illnesses.



The solar-powered administration building at Nokian Tyres' US production facility earned LEED v4 Gold certification in March 2021. The accomplishment, coupled with LEED v4 Silver certification of the attached production facility, makes the company's US facilities one of the most eco-friendly in the tire industry.

Nokian Tyres earned ISO 14001 certification for its US production facility in May. Now all Nokian Tyres' manufacturing facilities are certified to the environmental standard.

In June, Nokian Tyres announced that its logistics center in Finland has a solar power plant, consisting of 3,160 solar panels with a combined output of more than 1,100 kilowatts. All of the electricity generated by the solar panels is used by the logistics center, where power is required for lighting and ventilation, for example.

In September, Nokian Tyres signed a 10-year agreement with the Nordic energy company to supply renewable wind energy for the electricity used in the Finnish factory and in Vianor operations in Finland. Nokian Tyres has used electricity from entirely renewable sources in the Finnish factory already since 2019. The agreement ensures the availability of green electricity also in the future.

As a member of the Global Platform for Sustainable Natural Rubber, Nokian Tyres is committed to legal compliance, community livelihoods, healthy, functioning ecosystems (including no deforestation), and respecting all human rights in natural rubber procurement and production. This is reflected in Nokian Tyres' sustainable natural rubber policy that falls in alignment with GPSNR's policy framework. The policy was published in September and can be found at <a href="https://www.nokiantyres.com/company/sustainability/sustainable-natural-rubber-policy/">www.nokiantyres.com/company/sustainability/sustainable-natural-rubber-policy/</a>.

In September, Nokian Tyres introduced new non-financial targets for 2021–2025. The targets focus on bringing new environmental and safety innovations to products, reducing CO<sub>2</sub> emissions in line with the Science Based Targets, further improving workplace safety, and monitoring the sustainability of suppliers. All non-financial targets can be found at

www.nokiantyres.com/company/sustainability/environment/our-targets-and-achievements/.

# **OTHER MATTERS**

# SHARE-BASED LONG-TERM INCENTIVE SCHEME 2021–2023 FOR THE MANAGEMENT AND SELECTED KEY EMPLOYEES OF NOKIAN TYRES PLC

In February 2021, Nokian Tyres announced that the Board of Directors of Nokian Tyres plc has decided on a share-based long-term incentive scheme for the Company's management and selected key employees for years 2021–2023 as a continuation to the earlier plans decided in 2019 and 2020. The decision includes Performance Share Plan 2021 ("PSP 2021") as the main structure and Restricted Share Plan 2021 ("RSP 2021") as a complementary structure.

The purpose of the share-based incentive scheme is to align the goals of the Company's shareholders and key personnel in order to increase the value of the Company in the long term and to commit key personnel to the Company and its strategic targets.

# Performance Share Plan 2021

The Performance Share Plan consists of annually commencing individual three-year Performance Periods, followed by the payment of the potential share reward. The commencement of each individual Performance Period is subject to a separate Board approval.

The Performance Period (PSP 2021–2023) commences effective as of the beginning of 2021 and the potential share reward thereunder will be paid in the first half of 2024 provided that the performance targets set by the Board of Directors are achieved. The potential reward will be paid partly in shares of Nokian Tyres plc and partly in cash. Cash portion of the reward is intended to cover the taxes arising from the paid reward. Eligible to participate in PSP 2021–2023 are approximately 220 individuals, including the members of Nokian Tyres Management Team.



The potential share reward payable under the PSP 2021–2023 are based on the Earnings Per Share (EPS) and Return on Capital Employed (ROCE). The possible rewards paid based on the Performance Period of 2021–2023 will be a maximum of 534,898 gross shares.

If the individual's employment with Nokian Tyres terminates before the payment date of the share reward, the individual is not, as a main rule, entitled to any reward based on the plan.

#### **Restricted Share Plan 2021**

The purpose of the Restricted Share Plan is to serve as a complementary long-term incentive tool, used selectively for retention of Nokian Tyres key employees. It consists of annually commencing individual Restricted Share Plans, each with a three-year retention period after which the share rewards granted within the plan will be paid to the participants in shares of Nokian Tyres plc and partly in cash.

The commencement of each individual plan is subject to a separate Board of Directors approval.

A precondition for the payment of the share reward based on the Restricted Share Plan is that the employment relationship of the individual participant with Nokian Tyres continues until the payment date of the reward. In addition to this precondition, a financial performance criteria is applied to Nokian Tyres Management Team. The criteria is a threshold value for Return on Capital Employed (ROCE), which must be exceeded for a potential payment of a share reward based on the Restricted Share Plan 2021–2023.

The next plan (RSP 2021–2023) within the Restricted Share Plan structure commences effective as of the beginning of 2021 and the potential share reward thereunder will be paid in the first half of 2024. The possible rewards paid based on RSP 2021–2023 correspond approximately to a maximum of 120,000 gross shares.

# Other terms

Nokian Tyres applies a share ownership policy to the members of Nokian Tyres Management Team. According to this policy each member of the Management Team is expected to retain in his/her ownership at least 25% of the shares received under the share-based incentive programs of the Company until the value of his/her share ownership in the Company corresponds to at least his/her annual gross base salary.

The Board of Directors anticipates that no new shares will be issued based on the share-based incentive scheme and that the scheme will, therefore, have no dilutive effect on the registered number of the Company's shares.



#### SIGNIFICANT RISKS AND UNCERTAINTIES AND ONGOING DISPUTES

Nokian Tyres' business and financial performance may be affected by several uncertainties. The Group has adopted a risk management policy, approved by the Board of Directors, which supports the achievement of strategic goals and ensures business continuity. The Group's risk management policy focuses on managing both the risks pertaining to business opportunities and the risks affecting the achievement of the Group's goals in the changing operating environment. The risk management process aims to identify and evaluate the risks and to plan and implement the practical measures for each risk. Nokian Tyres has detailed the overall business risks and risk management in the 2020 Corporate Governance Statement.

For example, the following risks could potentially have an impact on Nokian Tyres' business:

- Nokian Tyres is subject to risks related to consumer confidence and macroeconomic and geopolitical conditions. Political uncertainties may cause serious disruption and additional trade barriers and affect the company's sales and credit risk. Economic downturns may increase trade customers' payment problems and Nokian Tyres may need to recognize impairment of trade receivables.
- The tire wholesale and retail landscape is evolving to meet changing consumer needs. New technologies are fueling this with increasing digitalization. Failure to adapt to the changes in the sales channel could have an adverse effect on Nokian Tyres' financial performance.
- Nokian Tyres' success is dependent on its ability to innovate and develop new products and services that appeal to its customers and consumers. Despite extensive testing of its products, product quality issues and failure to meet demands of performance and safety could harm Nokian Tyres' reputation and have an adverse effect on its financial performance.
- Nokian Tyres' production facilities are located in Finland, Russia and the US. Any unexpected production or delivery breaks at these facilities would have a negative impact on the company's business. Interruptions in logistics could have a significant impact on production and peak season sales.
- Significant fluctuations in raw material prices may impact margins. Nokian Tyres sources natural rubber from producers in countries such as Indonesia and Malaysia. Although Nokian Tyres has policies such as the Supplier Code of Conduct and established processes to monitor the working conditions, it cannot fully control the actions of its suppliers. The violation of laws, regulations or standards by raw material producers, or their divergence from practices generally accepted as ethical in the European Union or the international community, could have a material adverse effect on Nokian Tyres' reputation.
- Tire industry can be subject to risks caused by climate change, such as changes in consumer tire preferences, regulatory changes or impact of extreme weather events on natural rubber producers. Nokian Tyres is committed to reducing GHG emissions from its operations in order to combat climate change. Nokian Tyres calculates the GHG emissions from its operations annually and reduces them systematically. More detailed analysis on Nokian Tyres' climate change related risks and opportunities is provided at <a href="https://www.nokiantyres.com/company/sustainability/environment/climate-change-related-risks-and-opportunities/">https://www.nokiantyres.com/company/sustainability/environment/climate-change-related-risks-and-opportunities/</a>.
- Foreign exchange risk consists of transaction risk and translation risk. The most significant currency risks arise from the Russian ruble, the Swedish and Norwegian krona, and the US and Canadian dollar. Approximately 60% of the Group's sales are generated outside of the euro-zone.
- In May 2017, the Finnish Financial Supervisory Authority filed a request for investigation with the National Bureau of Investigation regarding possible securities market offences. In October 2020, the prosecutor announced the decision to press charges against a total of six persons who acted as Board members and the President & CEO of Nokian Tyres in 2015–2016. The prosecutor also requests a corporate fine of a maximum of EUR 850,000 to be imposed on the company. The prosecutor has also decided to press charges for suspected abuse of insider information against four



persons who were employees of Nokian Tyres in 2015. All persons charged deny their involvement in any criminal activity.

-The COVID-19 pandemic represents a short-term risk to Nokian Tyres' business and operating environment, which has rapidly changed. The company has proactively taken preventive actions to minimize the impacts of the pandemic and to ensure business continuity. Despite these efforts, the uncertainty over the duration of the pandemic, the containment measures and the resulting slowdown in economic activity is expected to have a negative impact on Nokian Tyres' operations and supply chain as well as the demand and pricing for the company's products.

Nokian Tyres' risk analysis also pays special attention on corporate social responsibility risks, the most significant of which are related to the company's brand image and product quality. Analyses and projects related to information security, data protection, and customer information are continuously a special focus area.

#### Tax disputes

In May 2019, Nokian Tyres U.S. Finance Oy, a former subsidiary of Nokian Tyres plc (ownership: 100% of the shares), received a negative ruling from the Hämeenlinna Administrative Court regarding the company's appeal against a reassessment of EUR 18.5 million concerning the years 2007–2013. The company has paid and recorded the amount in full in the financial statements and results for 2013, 2014, and 2017. The company's appeal against the court decision was rejected by Supreme Administrative Court in February 2021.

In April 2021, Nokian Tyres received a decision from the Tax Administration concerning a tax audit for the tax years 2015-2016, according to which the company was obliged to pay a total of EUR 1,9 million additional taxes, punitive tax increase and late payment interest. Taxes have been paid and recognized in receivables. Nokian Tyres considers the tax authority's view unfounded and has appealed against the decision.

Routine tax audits in Nokian Tyres Group entities may possibly lead to a reassessment of taxes.

#### REVISED STRATEGY AND UPDATED FINANCIAL TARGETS

In September 2021, Nokian Tyres announced its revised mid-term strategy and updated financial targets. The company aims for organic growth ahead of the market, and increasing market share in all key markets. In mid-term, target is to reach EUR 2 billion in net sales.

The mid-term growth strategy builds on Nokian Tyres' competitive strengths, including high-quality products and a premium brand, effective supply chain, leadership in sustainability and a strong Nokian Tyres team. The company has launched a record number of new products in 2020–2021 and will continue to accelerate innovation to further strengthen its competitiveness and unique positioning in the premium tire segment. This expanding product offering, together with smarter Go-To-Market strategies and improving commercial capabilities, will drive top-line growth. Reinforcing Nokian Tyres' brand in the regions will be a key element in closer collaboration with customers. Profitability improvement will be driven by increasing volumes and operational efficiency.

Nokian Tyres' updated mid-term financial targets are:

- Growing faster than the market: Net sales EUR 2 billion
- High returns and profitability: Segments operating profit and segments ROCE at the level of 20%\*
- Growing ordinary dividend: Dividend above 50% of net earnings

The growth strategy and the financial targets were presented in more detail at the Capital Markets Day held on September 9, 2021.

<sup>\*</sup>The Segments Total figures exclude costs related to the US factory ramp-up, goodwill impairment charges, restructuring and certain other items, which are not indicative of Nokian Tyres' underlying business performance.



#### **ASSUMPTIONS FOR 2021**

Market situation	The Nordic countries	Russia	Europe (excl. the Nordic countries)	North America
New car sales in 1-9/2021 y-o-y	19%	15%	6%	13%
Car tire sell-in in 1-9/2021 y-o-y	6%	38%	13%	23%
Car tire demand E2021 (management estimate)	increase	increase	increase	increase
Heavy tire segments* E2021 (management estimate)	increase	increase	increase	increase

<sup>\*</sup> Nokian Tyres' core product segments

Nokian Tyres net sales growth in 2021 will be driven by an extensive pipeline of new product launches, together with continuous improvements in go-to-market activities.

The investments comprising the new US factory, the test center in Spain and the Heavy Tyres capacity expansion in Finland are starting to be completed. Capital expenditure is expected to be below 2020 level. Working capital is anticipated to increase as net sales is expected to grow.

In 2021, the demand for replacement car tires is expected to increase, driven by stronger demand and increasing new car sales. However, the COVID-19 pandemic continues to cause uncertainties for the development.

In Russia, the sales of new cars are expected to increase by 5–10% compared to 2020, as a combination of both positive (swift economic recovery, deferred demand and low comparison base) and negative factors (global supply shortage in the automotive industry). The total replacement tire market sell-in in Russia in 2021 is expected to increase by 15–20% compared to 2020, driven by stronger demand and low carry-over stocks.

The unpredictability in the development of the Russian ruble exchange rate causes uncertainty in 2021. The ruble has weakened in recent years and the average EUR/RUB was 72.5 in 2019, 82.7 in 2020, 90.6 in January 2021, and 88.5 in January–September 2021.

Raw material and logistics costs are estimated to increase significantly in Q4 2021 compared to the previous year.

The demand for Nokian Heavy Tyres' core products is estimated to increase in 2021. Aftermarket demand is expected to continue healthy and OEM demand is expected to recover from 2020 level. Nokian Heavy Tyres' production capacity continues to increase, which will improve delivery capability for all key markets.

#### **GUIDANCE FOR 2021**

In 2021, Nokian Tyres' net sales with comparable currencies and segments operating profit are expected to grow significantly.

The global car and tire demand is expected to pick up, but the COVID-19 pandemic continues to cause uncertainties for the development.

Helsinki, November 2, 2021

Nokian Tyres plc Board of Directors



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The information hereinabove contains forward-looking statements relating to future events or future financial performance of the company. In some cases, such forward-looking statements can be identified by terminology such as "may", "will", "could", "expect", "anticipate", "believe", "estimate", "predict" or other comparable terminology. Such statements are based on the current expectations, known factors, decisions, and plans of the management of Nokian Tyres. Forward-looking statements always involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Therefore, future results may even differ significantly from the results expressed in, or implied by, the forward-looking statements.

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# Interim condensed consolidated financial statements

This Interim Report has been prepared in accordance with IFRS compliant recognition and measurement principles and the same accounting policies as in the most recent annual financial statements, but it has not been prepared in compliance with all requirements set out in IAS 34 'Interim Financial Reporting'.

# Accounting implications of the effects of COVID-19

The Group has assessed the potential accounting implications of decreased economic activity as a result of the COVID-19 pandemic. The preparation of interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Based on the analysis, the Group has not identified any further need for goodwill impairment in addition to the ones that were announced in June 2020.

The Group continuously reviews and updates its expected credit loss model for trade receivables to take into account the macro-economic developments. This update did not result in a significant increase of credit loss allowances for trade receivables at the end of September 2021, however the credit risk may increase if the trading conditions deteriorate.

The interim report figures are unaudited.

#### **NOKIAN TYRES CONDENSED**

						Change
CONSOLIDATED INCOME STATEMENT	7-9/21	7-9/20	1-9/21	1-9/20	1-12/20	%
Million euros						
Net sales	443.5	349.9	1,201.5	900.4	1,313.8	26.8
Cost of sales	-290.3	-227.7	-798.5	-636.0	-913.4	-27.5
Gross profit	153.2	122.2	403.0	264.4	400.4	25.4
Other operating income	0.5	2.5	2.1	3.5	4.8	-80.1
Sales, marketing and R&D expenses	-43.9	-45.4	-131.6	-135.1	-177.6	3.3
Administration	-23.4	-12.8	-59.0	-65.6	-84.8	-83.8
Other operating expenses	2.8	-4.3	0.7	-18.6	-22.8	166.4
Operating profit	89.1	62.3	215.2	48.6	120.0	43.1
Net financial items	-4.2	-6.1	-6.9	-13.5	-14.0	31.4
Result before tax	85.0	56.2	208.3	35.1	106.0	51.1
Tax expense	-15.8	-3.7	-39.1	-5.0	-20.0	-327.2
Result for the period	69.1	52.5	169.1	30.1	86.0	31.6
Attributable to: Equity holders of the parent	69.1	52.5	169.1	30.1	86.0	
Earnings per share from the result attributable to the equity holders of the parent:						
basic, euros	0.50	0.38	1.22	0.22	0.62	31.9
diluted, euros	0.50	0.38	1.22	0.22	0.62	31.9

# **CONSOLIDATED OTHER COMPREHENSIVE**

INCOME	7-9/21	7-9/20	1-9/21	1-9/20	1-12/20
Million euros					
Profit for the period	69.1	52.5	169.1	30.1	86.0
Other comprehensive income, items					
that may be reclassified subsequently					
to profit and loss, net of tax:					
Cash flow hedges	1.7	0.0	3.1	-1.0	-1.1
Translation differences					
on foreign operations	21.8	-82.5	51.9	-159.8	-168.7
Total other comprehensive income					
for the period, net of tax	23.5	-82.5	54.9	-160.8	-169.7
Total comprehensive income					
for the period	92.6	-30.0	224.1	-130.7	-83.8
Total comprehensive income					
attributable to:					
Equity holders of the parent	92.6	-30.0	224.1	-130.7	-83.8

# **CONSOLIDATED STATEMENT OF**

CONSOLIDATED STATEMENT OF			
FINANCIAL POSITION	30.9.21	30.9.20	31.12.20
Million euros			
Non-current assets	920.6	933.6	924.0
Property, plant and equipment	839.6	833.6	824.9
Right of use assets	147.4	95.3	152.0
Goodwill	79.6	76.3	79.2
Other intangible assets	24.2	25.0	23.6
Investments in associates	0.1	0.1	0.1
Non-current financial investments	2.8	2.9	2.7
Other receivables	6.8	5.3	5.7
Deferred tax assets	23.7	22.1	21.6
Total non-current assets	1,124.2	1,060.6	1,110.0
Current assets			
Inventories	419.8	354.8	329.4
Trade receivables	693.3	618.5	321.5
Other receivables	87.6	94.2	71.6
Cash and cash equivalents	89.8	517.5	504.2
Total current assets	1,290.5	1,584.9	1,226.7
Total assets	2,414.7	2,645.6	2,336.7
Equity	25.4	25.4	05.4
Share capital	25.4	25.4	25.4
Share premium	181.4	181.4	181.4
Treasury shares	-17.8	-18.2	-18.2
Translation reserve	-395.6	-438.6	-447.5
Fair value and hedging reserves	0.2	-2.7	-2.8
Paid-up unrestricted equity reserve	238.2	238.2	238.2
Retained earnings	1,551.9	1,535.3	1,544.9
Total equity	1,583.7	1,520.7	1,521.3
Non-current liabilities			
Deferred tax liabilities	32.4	30.1	32.6
Interest-bearing liabilities	242.3	200.5	257.3
Other liabilities	0.9	1.1	0.9
Total non-current liabilities	275.6	231.7	290.8
Current liabilities			
Trade payables	141.5	97.8	98.1
Other current payables	308.8	189.9	189.7
Provisions	6.5	7.8	7.1
Interest-bearing liabilities	98.5	597.6	229.7
Total current liabilities	555.4	893.1	524.5
Total equity and liabilities	2,414.7	2,645.6	2,336.7

Changes in working capital arising from operative business are partly covered by EUR 500 million domestic commercial paper programme.

Interest-bearing liabilities include EUR 113.6 million of non-current and EUR 37.7 million of current lease liabilities.

CONSOLIDATED STATEMENT OF CASH FLOWS	1-9/21	1-9/20	1-12/20
Million euros			
Result for the period Adjustments for	169.1	30.1	86.0
Depreciation, amortisation and impairment	104.1	124.2	156.0
Financial income and expenses	7.0	13.5	14.0
Gains and losses on sale of intangible assets, other changes	4.2	-2.0	4.9
Income Taxes	39.1	5.0	20.0
Cash flow before changes in working capital	323.5	170.8	280.8
Changes in working capital			
Current receivables, non-interest-bearing, increase (-) / decrease (+)	-363.9	-182.1	121.9
Inventories, increase (-) / decrease (+)	-77.4	-3.2	25.
Current liabilities, non-interest-bearing, increase (+) / decrease (-)	62.2	31.6	22.
Changes in working capital	-379.1	-153.7	169.
Financial items and taxes			
Interest and other financial items, received	1.0	1.1	1.
Interest and other financial items, paid	-6.0	-5.3	<b>-</b> 7.
Income taxes paid	-35.5	-19.4	-22.
Financial items and taxes	-40.5	-23.7	-28.
Cash flow from operating activities (A)	-96.1	-6.6	422.
Cash flows from investing activities			
Acquisitions of property, plant and equipment and intangible assets	-59.6	-118.3	-149.
Proceeds from sale of property, plant and equipment and intangible assets	1.6	4.6	8.
Acquisitions of other investments	-	-	0.
Other cash flow from investing activities	-0.9	0.9	0.
Cash flows from investing activities (B)	-58.9	-112.8	-140.
Cash flow from financing activities			
Purchase of treasury shares	-	-10.2	-10.
Change in current financial receivables, increase (-) / decrease (+)	0.0	0.0	0.
Change in non-current financial receivables, increase (-) / decrease (+)	-0.1	-1.9	-2.
Change in current financial borrowings, increase (+) / decrease (-)	-143.4	571.8	203.
Change in non-current financial borrowings, increase (+) / decrease (-)	-0.8	-0.8	-0.
Payment of lease liabilities	-29.1	-23.9	-28.
Dividends received	0.0	0.0	0.
Dividends paid	-89.3	-109.7	-151.
Cash flow from financing activities (C)	-262.6	425.2	10.
Change in cash and cash equivalents, increase (+) / decrease (-) (A+B+C)	-417.6	305.8	292.
Cash and each equivalents at the heginning of the period	E0.4.2	210 0	210
Cash and cash equivalents at the beginning of the period	504.2	218.8	218.
Effect of exchange rate fluctuations on cash held	3.2	-7.1	-7.
Cash and cash equivalents at the end of the period	89.8	517.5	504.

# **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

A = Share capital

B = Share premium

C = Treasury shares

D = Translation reserve

E = Fair value and hedging reserves

F = Paid-up unrestricted equity reserve

G = Retained earnings

H = Non-controlling interest

I = Total equity

Millian auras	۸	' '	0	, ,	, L	_	٠ _		
Million euros	A 25.4	B	C	D 070.0	E	F	G 4 C42 2	Н	4 700 7
Equity, 1 Jan 2020	25.4	181.4	-8.0	-278.8	-1.8	238.2	1,613.3	-	1,769.7
Result for the period							30.1		30.1
Other comprehensive income,									
net of tax:									
Cash flow hedges					-1.0				-1.0
Translation differences				-159.8					-159.8
Total comprehensive									
income for the period				-159.8	-1.0		30.1		-130.7
Dividends paid							-109.7		-109.7
Acquisition of treasury shares			-10.2						-10.2
Share-based payments							1.6		1.6
Other changes									-
Total transactions with owners									
for the period			-10.2				-108.1		-118.3
Equity, 30 Sep 2020	25.4	181.4	-18.2	-438.6	-2.7	238.2	1,535.3	-	1,520.7
Equity, 1 Jan 2021	25.4	181.4	-18.2	-447.5	-2.8	238.2	1,544.9	-	1,521.3
Result for the period							169.1		169.1
Other comprehensive income,									
net of tax:									
Cash flow hedges					3.1				3.1
Translation differences				51.9					51.9
Total comprehensive									
income for the period				51.9	3.1		169.1		224.1
Dividends paid							-165.8		-165.8
Acquisition of treasury shares									-
Share-based payments							4.1		4.1
Other changes			0.5				-0.5		0.0
Total transactions with owners									
for the period			0.5				-162.2		-161.7
Equity, 30 Sep 2021	25.4	181.4	-17.8	-395.6	0.2	238.2	1,551.8	-	1,583.7

SEGMENT INFORMATION	7-9/21	7-9/20	1-9/21	1-9/20	1-12/20	Change %
Million euros						
Net sales						
Passenger car tyres	330.6	254.9	856.4	609.2	871.3	29.7
Heavy tyres	69.0	49.8	188.7	141.4	194.6	38.5
Vianor	70.1	67.4	219.7	202.7	318.1	4.1
Other operations and eliminations	-26.2	-22.2	-63.3	-53.0	-70.1	-18.2
Total	443.5	349.9	1201.5	900.4	1313.8	26.8
Operating result						
Passenger car tyres	89.6	64.3	198.8	72.8	132.7	39.5
Heavy tyres	11.9	7.8	36.2	18.7	21.7	51.6
Vianor	-4.2	-1.8	-3.6	-20.2	-6.2	-133.0
Other operations and eliminations	-8.2	-8.0	-16.2	-22.7	-28.2	-2.3
Total	89.1	62.3	215.2	48.6	120.0	43.1
Operating result, % of net sales						
Passenger car tyres	27.1	25.2	23.2	12.0	15.2	
Heavy tyres	17.3	15.8	19.2	13.2	11.1	
Vianor	-6.0	-2.7	-1.6	-10.0	-2.0	
Total	20.1	17.8	17.9	5.4	9.1	
NET SALES BY GEOGRAPHICAL AREA	7-9/21	7-9/20	1-9/21	1-9/20	1-12/20	Change %
Million euros		1 0/20	. 0.21	. 0/20	1 12/20	
Nordics	159.8	143.5	456.6	399.7	604.2	11.3
Other Europe	148.2	120.4	335.0	253.5	354.1	23.1
Russia and Asia	70.0	31.6	242.7	127.9	188.7	121.4
Americas	65.5	54.3	167.2	119.3	166.8	20.6
Total	443.5	349.9	1,201.5	900.4	1,313.8	26.8
i otai	770.0	J-13.3	1,201.0	500.4	1,010.0	20.0

The geographical split of net sales has been adjusted to align with the way in which management monitors the business. International car dealer business is now reported under geographical areas (previously under Other). 2020 figures have been restated accordingly.

CONTINGENT LIABILITIES	30.9.21	30.9.20	31.12.20
Million euros			
For own debt			
Mortgages	-	0.9	-
Enterprise mortgages	3.5	3.5	3.5
Pledged assets	2.2	2.2	2.2
Other own commitments			
Guarantees	3.0	41.8	3.7

# **DERIVATIVE FINANCIAL**

DENIVATIVE I MANUAL			
INSTRUMENTS	30.9.21	30.9.20	31.12.20
Million euros			
INTEREST RATE DERIVATIVES			
Interest rate swaps			
Notional amount	100.0	100.0	100.0
Fair value	-2.5	-3.7	-3.6
FOREIGN CURRENCY DERIVATIVES			
Currency forwards			
Notional amount	347.6	280.0	391.6
Fair value	-1.5	4.2	-2.5
Currency options, purchased			
Notional amount	14.2	19.4	12.9
Fair value	0.0	0.1	0.2
Currency options, written			
Notional amount	30.8	29.8	15.3
Fair value	-0.1	-0.1	-0.1
Interest rate and currency swaps			
Notional amount	75.0	75.0	75.0
Fair value	10.6	16.5	15.9
ELECTRICITY DERIVATIVES			
Electricity forwards			
Notional amount	4.9	4.5	4.9
Fair value	2.7	-0.4	0.0

# IFRS 16 LEASES

Million euros

Balance sheet effects	30.9.21	30.9.20	31.12.20	
Fixed assets				
Right to use	147.4	95.3	152.0	
Total	147.4	95.3	152.0	
Equity & Liability				
Non-current liability	113.6	72.4	129.3	
Current liability	37.7	25.2	25.4	
Total	151.2	97.7	154.7	
P&L effects	1-9/21	1-9/20	1-12/20	Change %
Reversed rents	29.1	23.9	31.3	21.6
Depreciations	-27.6	-22.3	-29.5	-23.5
Finance costs	-2.7	-2.3	-3.0	-18.5
Total	-1.2	-0.7	-1.1	-73.7