## Interim Report January–September 2016

November 1, 2016 President and CEO Ari Lehtoranta

Market share, net sales and profitability improved in Q3 year-over-year. Markets in general flat, Russia stabilizing.



#### 1. General overview

- 2. Nokian Tyres financial performance
- 3. Business units
- 4. Nokian Tyres going forward





## Market overview 1–9/2016

Flattish development in the West – Russia's decline continued, but is stabilizing

	Nordics	Russia	Europe (incl. the Nordics)	North America
GDP growth (E2016)	+0.8% to +3.0%	slightly over -1%	+1.5%	+1.5%
New car sales	+8%	-14%	+8%	+0.3%
Car tyre* sell-in	-1%	-10% to -15%	+1%	-2.6%
Heavy tyre segments **	-	-	-	•
Currency impact	•		-	•

\*) premium and mid-segment

\*\*) Nokian Tyres core product segments

## Nokian Tyres' performance 1–9/2016 Sales grew in Europe

Sales & SOM	Nordics	Russia and CIS	Other Europe	North America
Net sales	+2.3%	-23.2%	+12.6%	-13.6%
Car tyre sales pcs	+-	-	+	-
Car tyre SOM	+-	+	+	-

Profitability	
Currency effect to net sales, M€	-34.0
Car tyre ASP ( <del>€</del> pcs)	Ļ
Raw material cost	-7.7%
Fixed costs	
Car tyre production volume (pcs)	+5%
Car tyre productivity (kg/mh)	+3%

Distribution	Units	Increase 1–9 (pcs)
Vianor equity-owned	206	+8
Vianor total	1,494	+19
NAD + N-Tyre	1,585	+244



1. General overview

#### 2. Nokian Tyres financial performance

- Summary
- Net sales by market area
- Raw material cost development
- 3. Business units
- 4. Nokian Tyres going forward



## Summary 1–9/2016

Market share, net sales and profitability improved in Q3 year-over-year. Markets in general flat, Russia stabilizing.

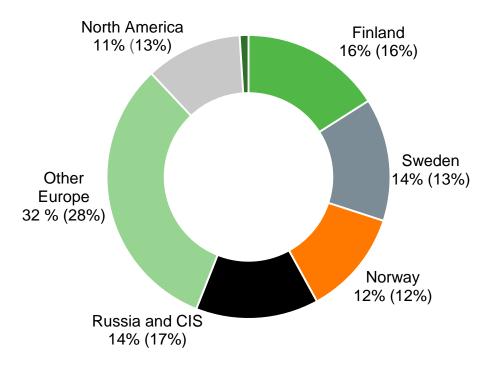
Key figures, M€	7–9 /16	7–9 /15	Change %	1–9 /16	1–9 /15	Change %	2015
Net sales	317.2	311.0	2.0	930.5	937.9	-0.8	1,360.1
Operating profit	74.1	72.4	2.4	202.0	201.2	0.4	296.0
Operating profit %	23.3	23.3		21.7	21.5		21.8
Profit before tax	69.2	64.6	7.1	192.4	201.3	-4.4	274.2
Profit for the period	59.4	57.7	2.9	160.6	257.5	-37.6	240.7
Earnings per share, EUR	0.44	0.43	2.2	1.19	1.93	-38.2	1.80
Equity ratio, %				71.9	71.3		70.8
Cash flow from operating activities	-52.5	-109.8		-92.5	-115.5		283.4
Gearing, %				9.3	14.0		-16.9
Interest-bearing net debt				121.0	182.6		-209.7
Capital expenditure	30.0	24.5	22.6	74.4	72.7	2.4	101.7

- Tyre markets in the third quarter have been quite stable
- Production volumes higher than last year
- Raw material costs started to increase as forecasted
- Still benefitted from lower production costs

- Cash flow clearly better than last year
- Productivity continued to develop positively
- Investments in 1–9/2016 amounted to 74.4 M€, 2016 estimate 110 M€

## Net sales by market area 1–9/2016

Other Europe increased further





## **Raw material cost development**

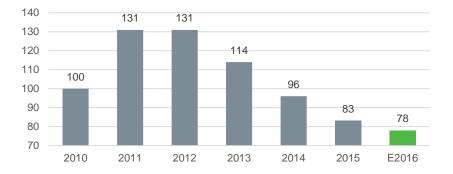
Estimated to increase in the last part of 2016

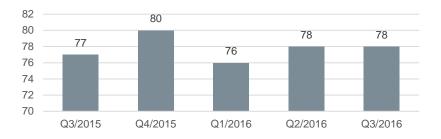
#### Nokian Tyres' raw material cost (€kg)

- decreased by 7.7% in 1–9/2016 vs. 1–9/2015
- increased by 0.6% in Q3/2016 vs. Q2/2016
- is estimated to decrease by approximately 6% in 2016 vs. 2015

→ Estimated tailwind in 2016 vs. 2015: approximately 17 M€

#### Raw material cost development index 2010–E2016







- 1. General overview
- 2. Nokian Tyres financial performance
- 3. Business units
  - General overview
  - Passenger Car Tyres
  - Heavy Tyres
  - Vianor and retail network
- 4. Nokian Tyres going forward





## Business units 1–9/2016

Profitability remained at a good level

Net sales 930.5 M€

3

2

#### **Passenger Car Tyres**

- Net sales: 667.1 M€; -1.2%
- EBIT: 211.4 M€; 3.0%
- EBIT margin: 31.7% (30.4%)

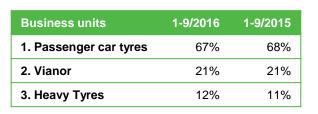
#### Vianor

- Net sales: 209.9 M€; 0.8%
- EBIT: -15.9 M€; -22.4%
- EBIT margin: -7.6% (-6.2%)

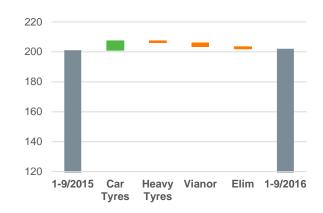
## % 5.2%)

#### Heavy Tyres ■ Net sales: 113.6 M€; 0.1%

- EBIT: 21.0 M€; -4.6%
- EBIT margin: 18.5% (19.4%)



#### EBIT 202.0 M€ EBIT Bridge by Business Units



## **Passenger Car Tyres** Good performance in Europe and in summer tyres

#### Performance in 1–9/2016

- + In Other Europe sales increased
- + Summer tyre sales increased
- + Test success in products continued
- Decreasing raw material cost supported the margins
- + Productivity improved by 3%

- Clearly decreased sales in Russia
- The expected decline in North American sales
- Negative currency impacts on net sales
- ASP decreased slightly



	7–9 /16	7–9 /15	Change %	1–9 /16	1–9 /15	Change %	2015
Net sales, M€	234.6	226.3	3.7	667.1	675.0	-1.2	951.5
Operating profit, M€	84.4	75.6	11.7	211.4	205.3	3.0	285.5
Operating profit, %	36.0	33.4		31.7	30.4		30.0

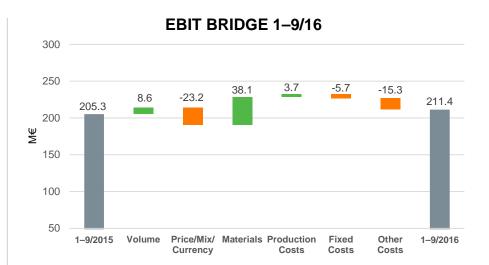


## **Passenger Car Tyres**

The negative impact from currencies was at its smallest in a long time







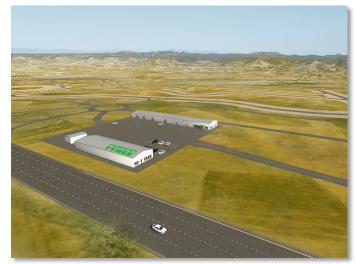


# New technology center for summer and winter tyres in Spain

Santa Cruz de la Zarza, south of Madrid

## Designed especially for testing the tyres under summer conditions

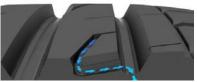
- New technology center allows for year-round product development and testing on demanding and varying tracks
- Center utilizes state-of-the-art technology and will include a 5-kilometre oval track that circles the area
- Especially used for testing summer tyres with high speed ratings as well as the characteristics of winter tyres
- The construction will be finished in late 2019, but the first stage of the centre will be completed during 2017
- The total investment is approximately EUR 16 million



New technology center to be located in Spain

## **Passenger Car Tyres – new products** Nokian Hakka Blue 2 – safe and balanced performer on rain-soaked roads

- Nokian Hakka Blue 2 premium summer tyre for Nordic countries and Russia
- New introduction to the Hakka summer tyre family, designed for highpowered mid-size passenger cars and sporty family cars
- The new-generation Nokian Hakka Blue 2 summer tyre stops firmly and effortlessly prevents aquaplaning due to the unique Dry Touch concept
- The wet grip rating according to the EU tyre label is A, the best possible rating, for most sizes
- Nokian Hakka Blue 2 will be available at retailers in the spring of 2017



The Dry Touch concept prevents aquaplaning effectively





## Passenger Car Tyres – new products Nokian Rockproof – Ultimate durability

- A new, strong special tyre for demanding professionals
- Offers extreme durability for professional driving and off-road enthusiasts globally
- Designed for light trucks, SUVs and off-road use. Fearless performer at quarries, forests and mining areas
- The new cut-resistant Nokian Rockproof Hybrid tread compound and aggressive tread pattern provide the tyre with excellent resistance
- Nokian Rockproof will be available in Europe and North America early 2017



Aramid Sidewall - a bulletproof vest for your tyre



## **Passenger Car Tyres – new products** Nokian zLine A/S All-Season – luxury and performance all year round

- UHP all-season tyre designed for luxury and performance
- Retail sales of the product will begin in North America in late 2016
- Performs safely and precisely under all weather conditions
- New premium all-season tyre providing excellent mileage and fuel saving benefits and responds well to changing road conditions
- Comprehensive product family. Sizes from 16 to 20 inches and the speed category W (270 km/h)
- Nokian zLine A/S is also available for SUVs





## Heavy Tyres Investments for the future continued

#### Performance in 1–9/2016

- + In the Western markets, demand was moderate
- + Sales of forestry tyres were strong
- + Increased sales volumes of own production
- + Continuous investments into production technology improved productivity

- Operating profit decreased slightly due to the decreased ASP and higher level of marketing activities
- ASP decreased due to a challenging pricing environment, a bigger share of OE sales and the product mix



	7–9 /16	7–9 /15	Change %	1–9 /16	1–9 /15	Change %	2015
Net sales, M€	37.3	37.9	-1.6	113.6	113.5	0.1	155.3
Operating profit, M€	6.0	7.8	-22.6	21.0	22.1	-4.6	28.7
Operating profit, %	16.2	20.6		18.5	19.4		18.5



## Vianor Net sales increased slightly

#### Performance in 1–9/2016

- + Car tyres sales increased slightly
- + Service sales increased by 2.8%

 Profitability was impacted negatively by the tough pricing environment



Equity-owned stores (206)	7–9 /16	7–9 /15	Change %	1–9 /16	1–9 /15	Change %	2015
Net sales, M€	66.7	66.4	0.4	209.9	208.2	0.8	327.6
Operating profit, M€	-6.7 *	-6.0	-11.0	-15.9 **	-12.9	-22.4	-1.9
Operating profit, %	-10.0 *	-9.1		-7.6 **	-6.2		-0.6

\* Excluding non-recurring items: Operating profit EUR -5.7 million, operating profit percentage -8.5%.

\*\* Excluding non-recurring items: Operating profit EUR -14.9 million, operating profit percentage -7.1%. Non-recurring items amounting to EUR 1 million include the write-off of an ICT development project.



## **Nokian Tyres' retail network** Vianor, NAD, N-Tyre – +141 outlets in Q3

#### Vianor – 1,494 stores in 26 countries

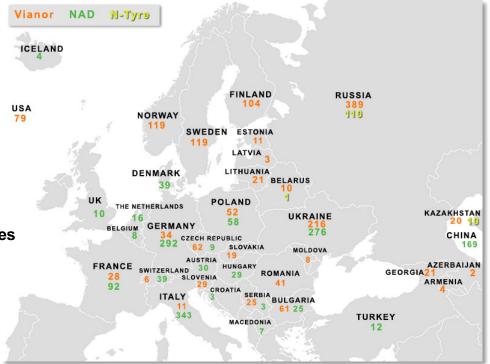
- 206 equity-owned, 1,288 partners
- Total +19 stores in 1-9/2016
- largest tyre chain in Nordic and Baltic countries: 377 stores (+21 in 1-9/2016)
- largest tyre chain in Russia and CIS: 670 stores (-36 in 1-9/2016)
- expansion to Central Europe: 368 stores (+31 in 1-9/2016)
- expansion to USA:
   79 stores (+3 in 1-9/2016)

#### Nokian Tyres Authorized Dealers (NAD) – 1,464 stores

- in 19 European countries and China
- increase of 225 stores in 1-9/2016

#### N-Tyre – 121 stores

- in Russia and the CIS
- increase of 19 stores in 1-9/2016





- 1. General overview
- 2. Nokian Tyres financial performance
- 3. Business units

### 4. Nokian Tyres going forward







## Outlook 2016

Solid year despite the Russian economic challenges and customer winter tyre inventory issues in Russia and North America

#### Nokian Tyres' assumptions

- Markets
  - New car sales growth 6% in Europe
  - New car sales in Russia to decline slightly over 10%
- Passenger car tyre markets
  - Demand in CE, North America, and the Nordic countries to grow
  - Demand in Russia (sell-in) to decline by 10 –15%
- Raw material cost (€/kg) estimated to decrease by approximately 6% in 2016 vs. 2015
- Investments approximately 110 M€
- Heavy tyre market demand stable in Nokian Tyres' core product groups
- Nokian Tyres financial position remains solid

#### Outlook 2016

- Nokian Tyres' position expected to improve in all key markets.
   In Russia leader position in the A + B segment remains.
- Competitive product portfolio
- Challenging pricing environment for all tyre categories
- Profitability supported by efficient cost structure and productivity on the back of high share of Russian production.

#### Year 2016 guidance (reiterated)

• In 2016, with current exchange rates, net sales and operating profit are expected to remain at the same level compared to 2015.



## Instructions to conference call attendees

Please press 0 and 1 to inform the operator that you have a question to the speaker.

## Thank you!

### Financial Statement Bulletin 2016

February 2, 2017

www.nokiantyres.com/investors



## Nokian Tyres' President & CEO to change

## Stock exchange release September 27, 2016

- President & CEO Ari Lehtoranta has resigned his position in order to pursue new opportunities outside of Nokian Tyres
- Ari Lehtoranta continues in his present position until the end of 2016
- Company's Board of Directors has started the recruitment process to select a new President & CEO for the company
- Read more: <u>https://www.nokiantyres.com/company/news-</u> article/nokian-tyres-president-and-ceo-to-change/



President & CEO Ari Lehtoranta

#### **Appendices**

- International Group
- Biggest shareholders
- Share price development
- Competitor comparison
- Magazine tests
- Examples of new products
- Winter tyre regulations

- Personnel
- Raw material consumption
- Group Operating profit
- Financing: Loans and Net Financial Expenses
- Key figures



## **Appendix: International Group**

Own production, test centers, sales companies and network



Nokia, Finland – capacity 2.5M tyres – heavy tyres' own production

## Own production and test centers

- Own production: Nokia, Finland and Vsevolozhsk, Russia
- Own test centers: Ivalo and Nokia

#### Sales companies

 Finland (parent company), Sweden, Norway, Russia, Ukraine, Kazakhstan, Germany, Switzerland, Czech Republic, Belarus, USA, Canada and China.

#### Vianor

- 1,494 stores in 26 countries
- Increase of 19 stores in 1–9/2016.

#### NAD (Nokian Tyres Authorized Dealers)

- 1,464 stores
- 19 European countries and China
- Increase of 225 stores in 1–9/2016.



Vsevolozhsk, Russia – capacity >15M tyres

#### N-Tyre

- 121 stores
- Russia and the CIS
- Increase of 19 stores in 1–9/2016.



## Appendix

Biggest Shareholders registered in Finland as of September 30, 2016

Big	gest Shareholders registered in Finland	Number of shares	Share of capital %	Change from previous month
1	Varma Mutual Pension Insurance Company	3,772,007	2.8	0
2	Ilmarinen Mutual Pension Insurance Company	2,765,947	2.0	0
3	Odin Norden	1,031,217	0.8	0
4	The State Pension Fund	773,000	0.6	0
5	Schweizer Nationalbank	758,639	0.6	-14,224
6	Mandatum Life Insurance Company Limited	600,000	0.4	0
7	Svenska litteratursällskapet i Finland r.f	507,200	0.4	0
8	Barry Staines Linoleum Oy	430,000	0.3	0
9	OP Investment Funds	413,754	0.3	+13,754
10	Nordea	401,039	0.3	-55,444
	Biggest Shareholders total	11,452,803	8.4	
	Foreign Shareholders 1)	104,135,160	76.6	
	Bridgestone Corporation <sup>2)</sup>	20,000,000	14.7	
	ludes also shares registered in the name of a naminae	2) In the new		

1) Includes also shares registered in the name of a nominee

2) In the name of a nominee.

Options, outstanding as of Sept 30, 2016
2013A: 1,149,580 (56,756 in company's possession)
2013B: 1,149,855 (180,321 in company's possession)
2013C: 1,150,000 (130,535 in company's possession)

#### Division by Category as of Sept 30, 2016

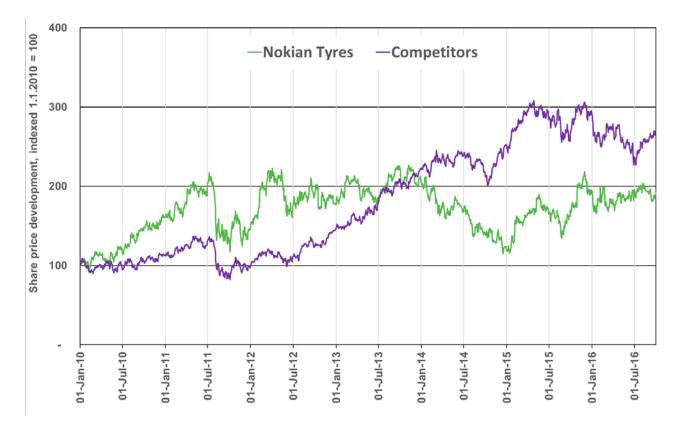


#### See flagging and shareholders:

http://www.nokiantyres.com/company/investors/share/flagging-notifications/ http://www.nokiantyres.com/company/investors/share/major-shareholders/

## Appendix

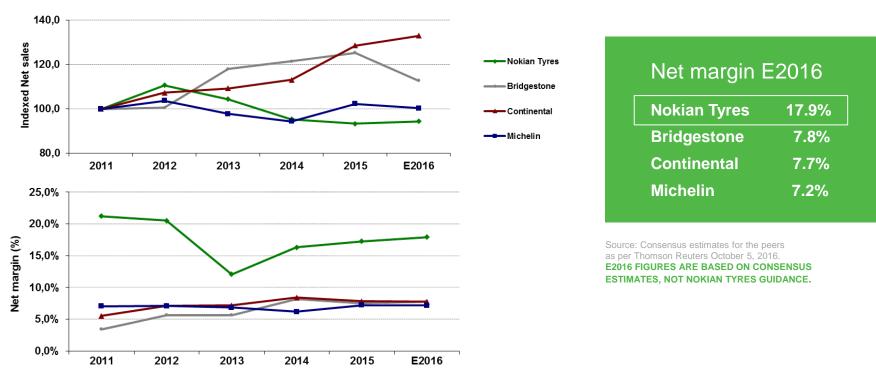
Indexed share price development 2010–9/2016



## **TYRES** Appen Nokian Ty

## **Appendix** Nokian Tyres the most profitable tyre producer

Nokian Tyres' profitability has been clearly better than that of the main peers during the past 5 years. The better profitability protects the company profits during recessions and potential downturns.





## Appendix: Magazine tests autumn 2016

Test success for winter tyres

#### Winter tyres, autumn 2016

#### Nordic and Russia

Nokian Hakkapeliitta 8 studded winter tyre

– Test winner Tekniikan Maailma (shared), Tuulilasi (Finland), Vi Bilägare, Auto, Motor & Sport (Sweden), Za Rulem, Autoreview (Russia) and AutoCentre (Ukraine). Winner also in Sweden (Aftonbladet) and in Norway (Motor) by Test World test.

- Nokian Hakkapeliitta R2 non-studded winter tyre
  - Test winner Auto, Motor & Sport (Sweden)

 - 2<sup>nd</sup> place Tekniikan Maailma, Tuulilasi (Finland), Vi Bilägare, Aftonbladet (Sweden), Motor (Norway), Za Rulem (Russia)

- Nokian Hakkapeliitta 8 SUV. Test winner Tekniikan Maailma (Finland).
- Nokian Hakkapeliitta R2 SUV. Test winner AutoCentre (Ukraine)

#### **Central Europe**

- Nokian Weatherproof all-weather tyre
  - Test winner ACE Lenkrad 9/2016 and ARBÖ "Highly recommendable"
- Nokian WR D4 winter tyre
  - 2nd place Auto Motor und Sport (21/2016) "Recommendable", Auto Zeitung (21/2016)
  - "Highly recommended" and GTÜ "Very recommendable", 2<sup>nd</sup> place Auto Express (UK)
  - ADAC "Satisfactory", ÖAMTC and TCS "Recommendable"





## Appendix: Magazine tests spring 2016

Test success for summer tyres

#### Summer tyres, spring 2016

#### Nordic and Russia

- New Nokian Hakka Green 2
- Test winner in Finland (Tekniikan Maailma, Tuulilasi) and in Russia (Za Rulem). Winner also in Sweden (Aftonbladet) and in Norway (Motor) by Test World test. 2<sup>nd</sup> place Auto Review, 3<sup>rd</sup> place Vi Bilägare.
- Nokian Hakka Black 2<sup>nd</sup> place Tekniikan Maailma
- Nokian Hakka Blue 2<sup>nd</sup> place Za Rulem
- Nokian Hakka Blue SUV 1<sup>st</sup> place Za Rulem

#### **Central Europe**

- Nokian Line (185/65 R15) ADAC 3/2016 "Good", TCS and ÖAMTC "Highly recommended"
- Nokian zLine (225/45 R17) Auto Zeitung 6/2016 and GTÜ 2/2016 "Highly recommended"



Unsurprising and reliable. Driving behavior is logical and safe on wet roads, aquaplaning resistance properties are on the top level. Very low rolling resistance. Nokian Hakka Green 2, Tekniikan Maailma 5/2016 Tuulilasi

AFTONBLADET

motor



**ViBilägare** 



Very balanced, especially good on dry roads, good on the wet roads. Quite low fuel consumption. Nokian Line (185/65 R15 H), ADAC 3/2016





## **Appendix: Heavy Tyres** Examples of new products

## Nokian Logger King LS-2 is the ultimate workhorse for the full-tree forestry work

- The new product comes in two versions: Logger King LS-2 and Logger King LS-2 Extreme
- The standard version is suitable for the majority of the environments and machines starting from small to medium sized skidders

#### Nokian Hakkapeliitta Loader – winter tyre for wheel loaders

- New compound and more rubber in the tread creates better grip and increased lifetime
- Durability around the year



Nokian Logger King LS2



Nokian Hakkapeliitta Loader



## **Appendix** Winter tyre regulations in Europe and Russia

Austria	Bosnia Herzegovina	Croatia	Czech Republic	Estonia	Finland	France	FYR of Macedonia	Germany	Hungary	Iceland	Italy	Latvia	Lithuania	Luxembourg	Monten egro	Norway	Poland	Portugal	Romania	Russian Federation	Serbia	Slovakia	Slovenia	Spain	Sweden	Switzerland	Turkey
		• 1)		•	•		•			•		•	•			• <sub>3)</sub>				•		•	•				•4)
•		<b>e</b> 1)	<b>e</b> <sub>2)</sub>					•						•	•				•						•		
			• <sub>2)</sub>			•			•		•						•	•						•		•	

Within a specified time frame

Within a specified time frame and during specified weather conditions

When indicated by a road sign (winter tyre and/or snow chain)

1) On major roads, regardless of weather conditions, on other roads, in wintry weather conditions

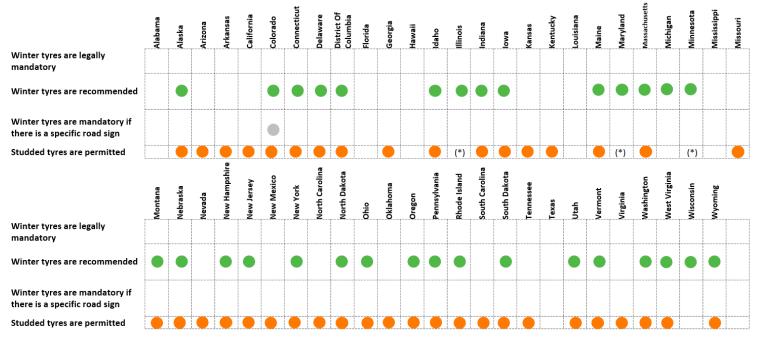
2) Both equally valid

3) Sufficient grip requirement; de facto mandatory winter tyres

4) For taxis and commercial vehicles, not regular passenger vehicles

Source: Nokian Tyres 10/2016

## **Appendix** Winter tyre legislation in USA



Source: Nokian Tyres 10/2016

(\*) The use is restricted on special use / special regions.

## **Appendix** Winter tyre legislation in Canada

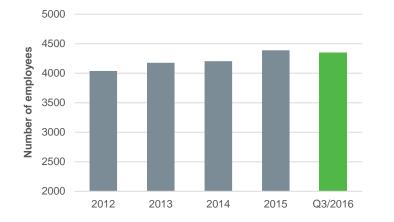


Source: Nokian Tyres 10/2016



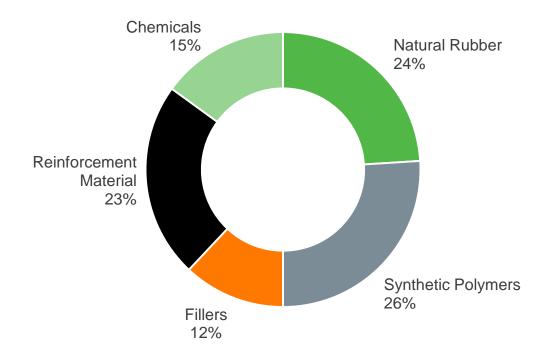
## Appendix Personnel September 30, 2016

- Nokian Tyres Group: 4,354 (4,364)
- Finland: 1,626 (1,795)
- Russia: 1,362 (1,336)
- Equity-owned Vianor: 1,724 (1,614)





## **Appendix** Value of raw material consumption (%)





## **Appendix** Group Operating profit per quarter 2012–Q3/2016

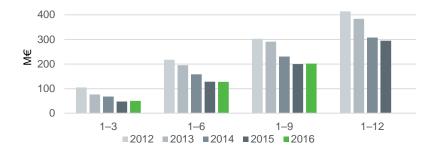
#### 1–9/2016

- Net sales 930.5 M€ (937.9 M€), -0.8%
- EBIT 202.0 M€ (201.2 M€), 0.4%

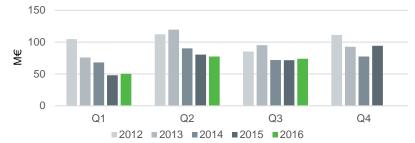
#### 7–9/2016

- Net sales 317.2 M€ (311.0 M€), 2.0%
- BBIT 74.1 M€ (72.4 M€), 2.4%

#### Cumulative Operating profit per review period



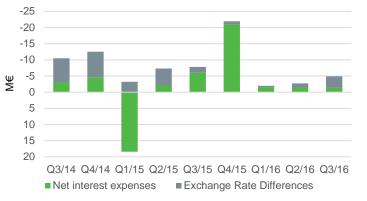
#### Group operating profit per quarter





## Appendix

Financing: Loans on September 30, 2016 Net Financial Expenses and currency effect



- = Expenses, + = Income

Net financial items/exchange rate difference (M€) Sept 30, 2016													
	RUB	NOK	SEK	USD	CAD	Other	Total						
Underlying 1)	3.0	2.5	-2.4	-0.7	0.1	-1.5	1.0						
Hedging	-4.5	-2.0	2.3	0.6	0.0	0.5	-3.1						
Hedging cost	-2.5	-0.2	0.1	-0.1	-0.2	-0.1	-3.1						
Total	-4.0	0.2	0.0	-0.2	-0.1	-1.1	-5.2						

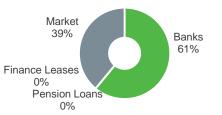
1) AP, AR, Internal loans/deposits

#### Interest-Bearing Debt



Interest-Bearing Net Debt
Cash and Cash Equivalents

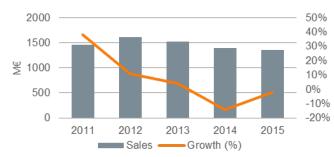
#### Interest-Bearing Debt 224.1 M€(Sept 30, 2016)





## Appendix Key figures 2011–2015

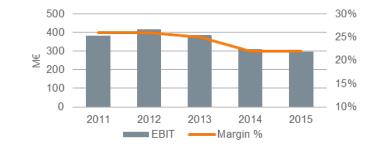
#### Net sales and net sales growth



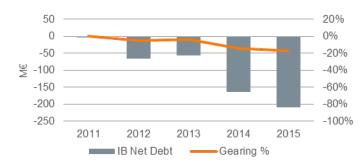
#### Net profit and net margin



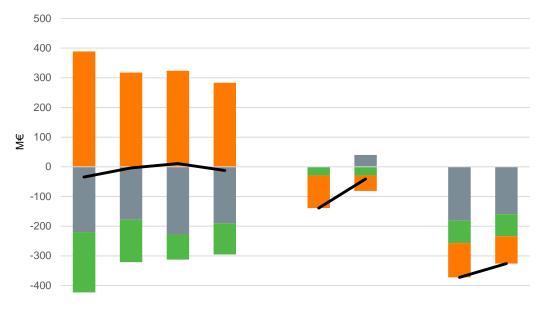
#### EBIT and EBIT margin



#### Interest bearing net debt and gearing



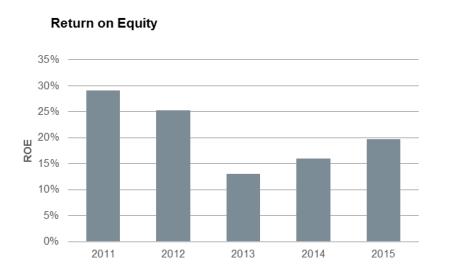
## **Appendix** Cash flow from operating activities 2012–Q3/2016



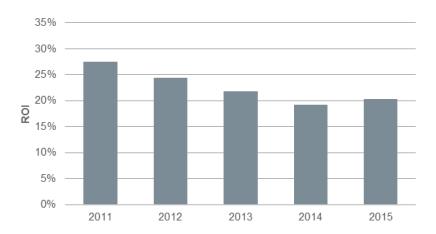
-500								
-500	2012	2013	2014	2015	Q3/2015	Q3/2016	1-9/2015	1-9/2016
Cash flow from operating activities	389	318	323	283	-110	-53	-116	-93
Cash flow from investing activities	-203	-143	-85	-105	-28	-29	-75	-74
Cash flow from financing activities	-220	-178	-228	-190	-1	40	-182	-160
	-35	-4	11	-12	-139	-41	-373	-326



## Appendix ROE and ROI 2011–2015



#### **Return on Capital Employed**



## Thank you!

Financial Statement Bulletin 2016

February 2, 2017

www.nokiantyres.com/investors