

Active Life, Simplified.











Thule Group)











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We are today a branded consumer goods lifestyle Company with global reach

Sales: SEK 5,872m (+10.7% vs. 2016)

EBIT: SEK 1,067m (+14.3% vs. 2016)

EBIT-marginal: 18.2% (+0.6% vs. 2016)



Our investment case remains strong

Attractive Market



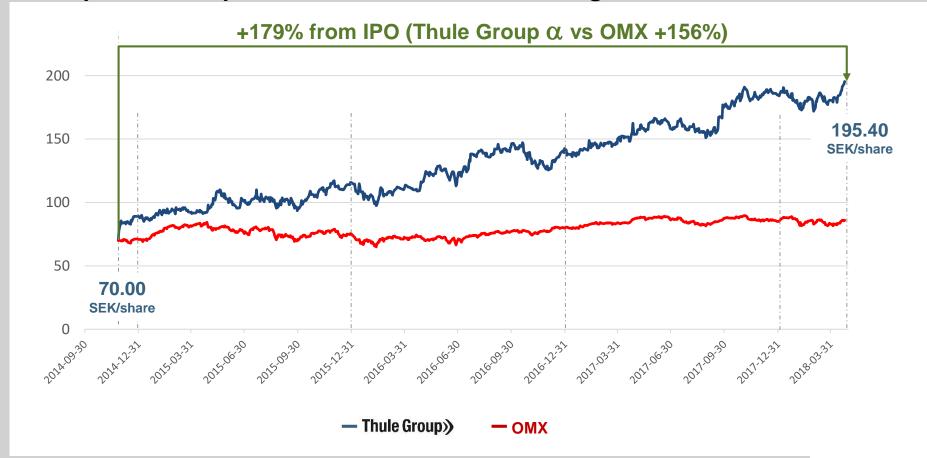
Favorable mega-trends driving market growth

Attractive Company



- Strong user-influenced Innovation and Product Development
- Differentiated Premium Brand
- Global Route-to-Market Strategy and Implementation
- Strong Position in the Value Chain
- Sustainable business approach

Share price development since IPO has been strong





Sustainability - Focus in all aspects of what we do



Products that inspire a healthy and active lifestyle



Sustainable and reliable manufacturing



Climate smart logistics



Responsible business practices



Genuine social engagement

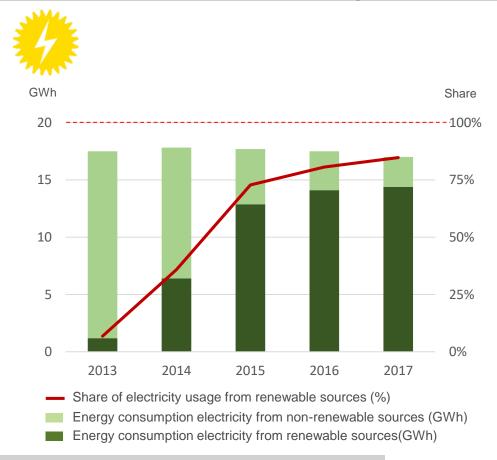
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Environmental Focus is moving us closer to our ambitious 2020 targets

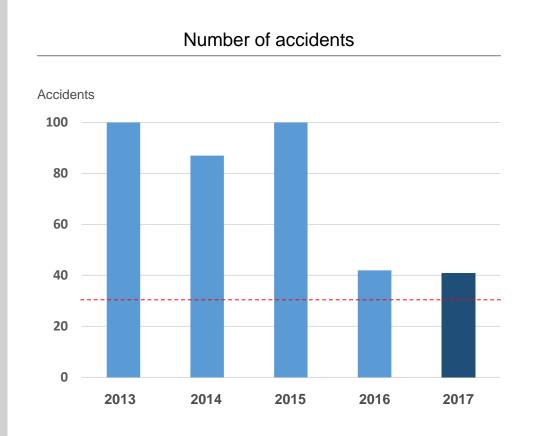


- 55%

Reduction CO₂ emissions at Thule Group sites (as compared with Base Year 2014)



Health&Safety and equal opportunities are high on our agenda



Share female employees

42% (41% in 2016)

CSR activities together with our Thule Crew members







"Product is King" mindset is our biggest strength



Sport&Cargo Carriers: Thule EasyFold XT and Thule Motion XT



RV Products: Van concept for the modern younger RV buyer



Active with Kids: New Thule Chariot collection a hit in the market



Packs, Bags & Luggage: Thule Subterra collection puts us on the map





The Thule brand stands for 79% of sales



> Bring your board. Bring your bike. Bring your skis. Bring your gear. Bring your kids. Bring your love. Bring your passion. Bring your dreams. Bring your life.

79%

Share of sales Thule brand

Share of Sales Thule Group brands

Brand building in all channels









788 inlägg 75,5t följare 17 följer

Thule Regram? Tag #thule Bring your board. Bring your bike. Bring your skis. Bring your love. Bring your passion. Bring your dreams, #BRINGYOURLIFE

Följs av maratonpetra, Ililjeqvist, danielahlgren och 59 till















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In 2017 we opened our new assembly plant in Pila, Poland

- A top-modern assembly plant
 - Flexible set-up for future assembly lines
 - In line with Thule Group environmental focus
 - Health&Safety focused concept
- Focus at plant will be
 - Selected bike carrier models
 - Child Bike Seats
 - Thule Sleek stroller
 - Thule Revolve hard-sided luggage
- Currently employing 120 people at plant





Focus on cost efficient Supply Chain that meets increased customer demands

- Retail customers expecting more from brands
 - Less and less inventory in retail
 - Later cut-off times for orders
 - Simplified ordering processes
 - More flexible pick&pack approach
- Economies of scale as majority of product portfolio has become global
- Flexible own plants and supplier structure
- Efficiency gains via improved and modernized structure in Distribution Centres



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Focus on tools to drive sales in Brick&Mortar and On-line retail

*la*Rinascente



amazon.com



ADVENTURE AWAITS

As the days get longer, enjoy the great outdoors with gear designed to help you live an active life. From bike racks to hiking packs, luggage to strollers, Thule has you covered.







Thule Subterra Collection -Stylish, versatile and built to last, the Thule Subterra collection offers luggage, duffels, backpacks, laptop bags and sleeves that help you put together a great look for your travels.









2017 Full Year – Performance vs. Financial Targets

Organic Growth	≥ 5%	Constant Currency Ne +8.7%	et Sales Growth (excl. Acquisitions)	
Underlying EBIT Margin	≥ 20%	18.2%	2016 at 17.6%	
Net Debt / EBITDA	1.5-2.5x	1.5x	1.6x (YE 2016)	
Dividend Policy	≥ 50%	87%*	* Ordinary dividend of SEK 6.00 per share (3.40) proposed by the Board	

2017 Full Year – Sales Development by Product Category

Sport&Cargo Carriers







Share of **Thule Group Sales 2017**

65%

14%

13%

8%

Sales Growth 2017 vs 2016 (Constant Currency)

+6%

-3%

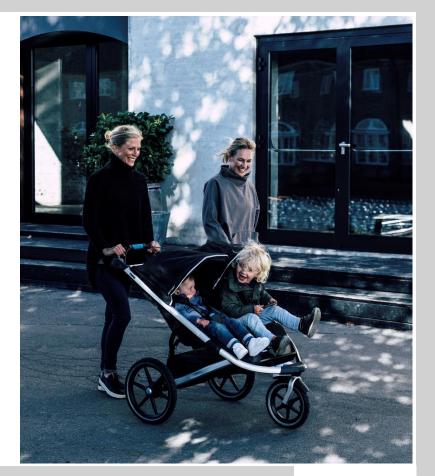
+28%

+40%



Q1/2018 – Solid start to the year

- Net sales of SEK 1,611m (1,526)
 - +5.6% (+5.5% excluding currency effects)
- Underlying EBIT of SEK 309m (271) and Underlying EBIT margin of 19.2% (17.8)
- Net income, continuing operations of SEK 220m (197)
- Earnings per share, continuing operations of SEK 2.15 (1.94)
- Cash flow¹ from operating activities SEK -214m (-172)



¹ Based on total operations meaning both continuing and discontinued operations.

We continue to focus on profitable growth in four product categories









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