

Orthex Corporation

INTERIM REPORT

January–September 2025



orthex
GROUP

Novelty SmartStore™ Flip

ORTHEX CORPORATION: INTERIM REPORT 1 JANUARY-30 SEPTEMBER 2025

Q3: Slight net sales growth and strengthened profitability

JULY–SEPTEMBER 2025

- Invoiced sales amounted to EUR 23.6 million (23.3)
- Net sales increased by 2.5% to EUR 23.4 million (22.8)
- Adjusted EBITDA was EUR 4.5 million (4.0)
- Adjusted EBITA was EUR 3.3 million (2.9), representing 14.3% of net sales (12.6)
- Operating profit was EUR 3.3 million (2.8)
- Net cash flows from operating activities were EUR 5.9 million (5.7)
- Earnings per share, basic was EUR 0.14 (0.10)

JANUARY–SEPTEMBER 2025

- Invoiced sales amounted to EUR 66.7 million (67.9)
- Net sales decreased by 1.4% to EUR 64.9 million (65.9)
- Adjusted EBITDA was EUR 10.4 million (10.5)
- Adjusted EBITA was EUR 6.8 million (7.2), representing 10.4% of net sales (10.9)
- Operating profit was EUR 6.8 million (7.1)
- Net cash flows from operating activities were EUR 9.8 million (9.4)
- Net debt / Adjusted EBITDA was 1.0 (1.3)
- Earnings per share, basic was EUR 0.26 (0.24)

The figures in brackets refer to the corresponding period in the previous year unless stated otherwise. The figures are unaudited.



Novelty SmartStore™ Comfort

ALEXANDER ROSENLEW, CEO:

In the third quarter, Orthex's net sales increased by 2.5% to 23.4 million euros (22.8) compared to the third quarter of the previous year. Constant currency net sales increased by 0.7% to 23.4 million euros (23.2). Despite the Q3 net sales growth, year-to-date net sales were still 1.4% behind last year and amounted to 64.9 million euros (65.9). The year-to-date sales decline is particularly attributed to lower sales in the first quarter of the year. It was a time when we had to limit shipments to some customers facing financial challenges.

In terms of sales, it is the best Q3 of all times for Orthex, delivered during demanding market conditions. I am pleased to see improved sales performance in Q3 both compared to the previous two quarters but also compared to the same period in the previous year. The sales increase was supported by earlier phasing of seasonal deliveries. Invoiced sales in the Nordics increased by 2.5% to 18.3 million euros (17.9) and in the Rest of Europe by 3.3% to 5.3 million euros (5.1). Rest of the world sales dropped 0.3 million euros due to trade uncertainty in the United States.

Our commercial strategy adapted to the prevailing market conditions and our pipeline of new products performed well despite headwind from careful consumer and customer behaviour.

Storage is our biggest product category both in the Nordics and in the Rest of Europe. The positive sales development in the Rest of Europe supported the Storage category invoiced sales which increased by 3.8% to 16.6 million euros (16.0) compared to Q3 last year. The main part of the Kitchen category sales comes from the Nordic countries, but in the third quarter, the Kitchen category sales declined by 8.2% to 5.0 million euros (5.4), since the campaign outcome was weaker compared to last year. The smaller Home & Garden category sales increased by 7.0% to 2.1 million euros (2.0). Especially our flowerpots made of recycled material showed growth in the period.

Orthex's profitability showed a strong increase in Q3, the adjusted EBITA margin at 14.3% (12.6) and the adjusted EBITA at 3.3 million euros (2.9) compared to the same period in the previous year. The positive EBITA development can be attributed to tight cost control and steady raw-material prices.

Cash flows in the third quarter increased by 4.1% and amounted to 5.9 million euros (5.7). The net debt to adjusted EBITDA ratio (leverage) was down at a healthy 1.0 (1.3) at the end of the period. This keeps us well positioned for possible strategic investments.



We aim to be the industry forerunner in sustainability, and our sustainability performance was recognised with a silver medal rating in the EcoVadis ESG assessment in September. This result places Orthex among the top 10 percent of more than 90,000 companies globally and annually assessed by EcoVadis.

We are refining our commercial strategy to strengthen our offering and ensure efficient targeting of key channels, key customers and key markets, with a focus on becoming a truly European company adding value to the categories we operate in, to our customers and to our consumers. Our strong ambition is to further accelerate growth especially in the market area Rest of Europe, while ensuring that our operations are structured to serve all our key markets efficiently.

I wish to express my gratitude to all our stakeholders, partners, and our exceptional employees for their commitment and positive collaboration. In a time shaped by geopolitical turbulence and heightened consumer caution, collaboration and a shared purpose have been important in recognizing and driving the excellent opportunities we have in front of us.



Orthex™ Paulina Recycled pot olive

KEY FIGURES

EUR million	7-9/2025	7-9/2024	Change	1-9/2025	1-9/2024	Change	1-12/2024
Invoiced sales	23.6	23.3	1.3 %	66.7	67.9	-1.8 %	92.3
Net sales	23.4	22.8	2.5 %	64.9	65.9	-1.4 %	89.7
Gross margin	6.7	6.5	2.1 %	18.3	18.9	-3.3 %	25.7
Gross margin, %	28.5%	28.6%		28.1%	28.7%		28.6%
EBITDA	4.5	3.9	15.9 %	10.4	10.4	0.1 %	14.3
EBITDA margin, %	19.4%	17.2 %		16.0%	15.8%		15.9%
Adjusted EBITDA	4.5	4.0	13.6 %	10.4	10.5	-0.6 %	14.6
Adjusted EBITDA margin, %	19.4%	17.5%		16.0%	15.9%		16.3%
EBITA	3.3	2.8	19.4 %	6.8	7.1	-4.7 %	9.8
EBITA margin, %	14.3%	12.3 %		10.4%	10.8 %		11.0%
Adjusted EBITA	3.3	2.9	16.1 %	6.8	7.2	-5.8 %	10.2
Adjusted EBITA margin, %	14.3%	12.6%		10.4%	10.9%		11.4%
Operating profit	3.3	2.8	19.5 %	6.8	7.1	-4.6 %	9.8
Operating profit margin, %	14.3%	12.3%		10.4%	10.8%		11.0%
Net cash flows from operating activities	5.9	5.7	4.1 %	9.8	9.4	4.3 %	11.8
Net debt / Adjusted EBITDA	1.0x	1.3x		1.0x	1.3x		1.4x
Adjusted return on capital employed (ROCE), %	10.7%	8.8%		21.2%	21.8%		29.7%
Equity ratio, %	44.3%	40.0%		44.3%	40.0%		41.9%
Earnings per share, basic (EUR)	0.14	0.10	34.6 %	0.26	0.24	7.6 %	0.34
FTEs	289	294	-1.7 %	289	292	-0.9 %	288

LONG-TERM FINANCIAL TARGETS

As long-term financial targets the company has adopted to an average annual organic Net sales growth to exceed 5 per cent at the Group level and to exceed 10 per cent outside the Nordics (growth in local currencies), adjusted EBITA margin (adjusted for items affecting comparability) to exceed 18 per cent over time and net debt to adjusted EBITDA ratio to stay below 2.5x. Leverage may temporarily exceed the target range (for example, in conjunction with acquisitions).

The company aims to distribute a stable and over time increasing dividend with a pay-out of at least 50 per cent of net profit, in total, on a biannual basis.

Orthex does not publish a short-term outlook.

MARKET OVERVIEW

Orthex operates in the storage, kitchenware, and home and garden products market, which has historically been stable and resilient throughout different economic cycles. The market for household products in Europe is fragmented. Although the market is competitive, fragmentation lowers the threshold to increase market share and find attractive niches.

The major megatrends supporting Orthex's business include urbanisation and the related increase in the number of households and decrease in living space per household. More people live in single-person households and family sizes are decreasing. According to Eurostat¹⁾, the number of single-person households in the EU increased by 16.9% between 2015 and 2024 while the total overall number of households in the EU increased by 5.8%. Small spaces drive demand for functional storage solutions and household products that allow efficient use of the living space. Despite households being inhabited by fewer people, the need for necessities, such as home storage, food storage and kitchen utensils, remains nearly the same per household.

Consumption patterns supporting Orthex's business are mainly related to how people spend their time at home. One of these is the interest in cooking at home, which continues trending as a healthy, and less expensive way of eating. As per 6Wresearch²⁾, European kitchenware market is projected to grow at a CAGR of 5% between 2025 and 2031.

Consumers are increasingly concerned about climate change and biodiversity loss and want to do their part in the fight against them by buying sustainable products, avoiding food waste, and sorting and recycling their waste. Tightening legislation also supports this development. However, only a few households have enough pre-installed waste recycling and sorting solutions, which creates a demand for these and for sorting and recycling solutions that can also function as interior design elements. According to Mordor Intelligence³⁾, European home organisers and storage market is expected to grow at a CAGR of over 4% between 2025 and 2030.

Another consumption pattern supporting Orthex's business is the demand for houseplants and interest in gardening. Houseplants bring fresh air, colour, and cosiness into homes. Their use as design elements is becoming commonplace, particularly in dense urban areas that have limited green spaces. In addition, there is increasing popularity for gardening herbs, plants, and vegetables indoors and outdoors. These trends are driving demand for plant care products.

The uncertainties related to the general development of the global economy and geopolitical tensions influence consumer confidence, purchasing power and behaviour and, as a result, can have an impact on Orthex's business. As a result of the prevailing consumption uncertainty, many retailers are carefully monitoring their inventory levels. Orthex product price points are relatively low, and the products are bought to solve real needs. Therefore, Orthex believes that its product categories will be less affected by careful consumer purchasing behaviour than other, more expensive consumer goods categories. Orthex will follow the market trends and will strive to navigate through changing conditions as efficiently as possible.

¹⁾ [Household composition statistics - Statistics Explained - Eurostat](#)

²⁾ [Prominent companies in Europe Kitchenware Market with Size](#)

³⁾ [Europe Home Organizers & Storage Market Size & Share Analysis - Industry Research Report - Growth Trends](#)

NET SALES AND PROFITABILITY

Net sales and invoiced sales

Invoiced sales by geography

EUR million	7-9/2025	7-9/2024	Change	1-9/2025	1-9/2024	Change	1-12/2024
Nordics	18.3	17.9	2.5%	51.6	52.6	-2.0%	71.1
Rest of Europe	5.3	5.1	3.3%	14.7	14.6	0.7%	20.3
Rest of the world	0.1	0.4	-84.8%	0.4	0.7	-37.0%	0.9
Total	23.6	23.3	1.3%	66.7	67.9	-1.8%	92.3

Invoiced sales by product category

EUR million	7-9/2025	7-9/2024	Change	1-9/2025	1-9/2024	Change	1-12/2024
Storage	16.6	16.0	3.8%	44.6	45.0	-0.8%	63.6
Kitchen	5.0	5.4	-8.2%	13.5	14.9	-9.7%	19.3
Home & Garden	2.1	2.0	7.0%	8.6	8.0	7.5%	9.4
Total	23.6	23.3	1.3%	66.7	67.9	-1.8%	92.3

July–September 2025

The Group's net sales increased in the third quarter by 2.5% and were 23.4 million EUR (22.8). The Group's invoiced sales were 23.6 million EUR (23.3). The increase in constant currency net sales was 0.7% compared to July–September 2024.

January–September 2025

In January–September, the Group's net sales decreased by 1.4% to EUR 64.9 million (65.9). Invoiced sales amounted to EUR 66.7 million (67.9). The decrease in constant currency net sales was 3.0% compared to January–September 2024.

The decline in net sales is particularly attributed to lower sales in the first quarter of the year. At that time, we had to limit shipments to some customers facing financial challenges.

Development by geography

July–September 2025

Orthex's core market area by geography is the Nordics, where the Group's invoiced sales in July–September increased to EUR 18.3 million (17.9). Invoiced sales in the Rest of Europe increased to EUR 5.3 million (5.1). In the Rest of the world, invoiced sales amounted to EUR 0.1 million (0.4).

Our commercial strategy adapted to the prevailing market conditions and our pipeline of new products performed well despite headwind from careful consumer and customer behaviour.

Rest of the world sales decreased EUR 0.3 million due to trade uncertainty in the United States.

January–September 2025

In the Nordics, the Group's invoiced sales in January–September decreased to EUR 51.6 million (52.6). Invoiced sales in the Rest of Europe amounted to EUR 14.7 million (14.6). In the Rest of the world, invoiced sales decreased to EUR 0.4 million (0.7).

In the Nordics, the sales were affected by some key customers buying smaller campaign volumes compared to the previous year. Rest of the world sales decreased EUR 0.3 million due to trade uncertainty in the United States.

Orthex's products are sold in more than 40 countries, and export to non-Nordic countries accounted for 22.7% (22.5) of the Group's invoiced sales during the period.

Development by product category

July–September 2025

Orthex's largest category is Storage with invoiced sales totalling EUR 16.6 million (16.0) during July–September. Products in the Storage category play a key role in Orthex's expansion in Europe.

The Group's invoiced sales in the Kitchen category decreased in July–September to EUR 5.0 million (5.4), since the campaign outcome was weaker compared to last year.

Invoiced sales in the Home & Garden category increased to EUR 2.1 million (2.0).

January–September 2025

Invoiced sales in the Storage category totalled EUR 44.6 million (45.0) during January–September. The decline in the Storage category sales is due to cautious buying patterns and slower campaign sell-out in a few Nordic customers. The Storage category's overall sales decreased by 0.8% compared to the same period in the previous year.

The Group's invoiced sales in the Kitchen category decreased in January–September to EUR 13.5 million (14.9). Sales of Kitchen category decreased by 9.7% due to cautious buying patterns of the Nordic customers.

Invoiced sales in the Home & Garden category increased to EUR 8.6 million (8.0), mainly due to increased sales of flowerpots made of recycled material.

Profitability

July–September 2025

EBITA for July–September was EUR 3.3 million (2.8). Adjusted EBITA increased to EUR 3.3 million (2.9), and the adjusted EBITA margin increased to 14.3% (12.6). Orthex's operating profit was EUR 3.3 million (2.8). The operating profit did not include items affecting comparability in the quarter (0.1).

The positive EBITA development can be attributed to cost control and steady raw-material prices.

Orthex's financial income and expenses during the quarter consisted of EUR 0.2 million net financial expenses (0.5). The decrease in net financial expenses is due to lower interest payments related to loans from financial institutions and exchange rate changes of internal loans.

January–September 2025

EBITA in January–September was EUR 6.8 million (7.1). Adjusted EBITA was EUR 6.8 million (7.2). The adjusted EBITA margin weakened to 10.4% (10.9). Orthex's operating profit was EUR 6.8 million (7.1). The operating profit did not include items affecting comparability (0.1).

Orthex's financial income and expenses during the review period consisted of EUR 0.9 million net financial expenses (1.5). The decrease in net financial expenses is due to lower interest payments related to loans from financial institutions and exchange rate changes of internal loans.

Profit before taxes was EUR 5.9 million (5.6) and profit for the period was EUR 4.6 million (4.3).

FINANCIAL POSITION AND CASH FLOW

At the end of September, the balance sheet totalled EUR 84.8 million (86.1) of which equity accounted for EUR 37.6 million (34.4).

The Group's net debt was EUR 14.5 million (18.9) at the end of September. Non-current interest-bearing liabilities were EUR 24.5 million (27.7) and Orthex's total interest-bearing liabilities were EUR 29.0 million (32.0). Interest-bearing liabilities include loans from credit institutions, pension liabilities, and lease liabilities.

During the period January–September 2025, the Group's net cash flows from operating activities were EUR 9.8 million (9.4) and cash conversion was 87.9% (70.7). Interest paid during the period totalled EUR 0.8 million (1.1). Cash and cash equivalents amounted to EUR 14.5 million (13.1) at the end September.

At the end of September, net debt to adjusted EBITDA ratio was 1.0x (1.3x). Orthex's long-term target is to keep the Net debt to Adjusted EBITDA ratio below 2.5x.

At the end of the period, the Group's Equity ratio was 44.3% (40.0). Adjusted return on capital employed (ROCE) was 21.2% (21.8) and return on equity (ROE) 12.6% (12.5).

INVESTMENTS, RESEARCH, AND PRODUCT DEVELOPMENT

Orthex's investments in January–September 2025 amounted to EUR 1.3 million (3.1) and were related to moulds for new products and capacity increases. The low investment level compared to the previous year is due to the timing of investments and their transfer to upcoming months.

Orthex is involved in three large research projects focusing on the development of recycled and renewable plastics and promoting circular economy. Orthex is researching in collaboration with Fortum and other partners whether recycled plastic could be used in products suitable for food contact. Since 2023, Orthex is participating in a large cooperation project of seven years to promote the circular economy of plastics. Orthex's goal is to find new potential, environmentally friendly plastic raw materials, test raw materials in production and as finished products, and then bring new products to the market. Orthex is also involved in the Reusify project that started in 2024 and aims to reduce single-use packaging.

These investments in research support Orthex's target to increase the use of recycled and renewable raw materials. Research and product development expenses have not been capitalized.

SHARES AND SHAREHOLDERS

Orthex's shares are listed on Nasdaq Helsinki.

The company's registered share capital is EUR 80,000.00 and at the end of the review period, the company held 17,758,854 fully paid shares. Orthex has one series of shares, and each share entitles to one vote in the company's general meeting. There are no voting restrictions associated with the shares. Trading volume during the period was EUR 10.4 million (8.6) and 2,112,076 shares (1,354,360). The highest price of the share was EUR 5.44 (7.30) and the lowest was EUR 4.40 (5.39). The closing price of the share at the end of September was EUR 4.60 (6.42). On 30 September 2025, the market value of the share capital stood at EUR 81.7 (114.0) million. The company did not have any treasury shares at the end of the review period.

The number of registered shareholders at the end of the review period was 14,028 (14,899) including nominee registers. At the end of the period, the ten largest registered shareholders possessed a total of 52.8% (51.5) of Orthex's shares and votes.

On 18 August 2025, Orthex announced that the combined holdings of the investment funds managed by Aktia Fund Management Company Ltd – namely Investment Fund Aktia Capital and Special Investment Fund Aktia Micro Markka ("Aktia Funds") – had exceeded the five (5) percent threshold on 15 August 2025 and stood at 5.38%. The stock exchange releases on notifications of

changes in holdings (flaggings) are available on the corporate website at [Media - Orthex Group](#). Orthex has not received any other flagging notifications in 2025.

The Board of Directors has authorisation to issue a total maximum of 1,600,000 shares and special rights entitling to shares. The Board of Directors also has an authorisation to decide on the acquisition of a maximum of 175,000 of the company's own shares. The Board of Directors has not exercised these authorisations. The authorisations will be valid until 30 June 2026.

GROUP STRUCTURE

There were no changes in the Group structure during the review period.

GOVERNANCE

Change in the Management Team

Aurélien Chabannier was appointed Sales Director, Europe and International Markets, and member of Orthex's Management Team as of 1 September 2025. Mr Chabannier reports to CEO Alexander Rosenlew.

Annual General Meeting 2025

Orthex Corporation's Annual General Meeting was held in Espoo on 29 April 2025. The general meeting adopted the financial statements and discharged the members of the Board of Directors and the CEO from liability for the financial year 2024. The general meeting also approved the 2024 remuneration report for governing bodies.

The general meeting approved the Board of Directors' proposal to pay a dividend of EUR 0.22 per share. The dividend was paid in two instalments. The first instalment of EUR 0.11 per share was paid on 9 May 2025. The second instalment of EUR 0.11 per share was paid on 8 October 2025.

The general meeting resolved to elect five members to the Board. **Sanna Suvanto-Harsaae**, **Markus Hellström**, **Jyrki Mäki-Kala** and **Anette Rosengren** were re-elected to the Board and **Tuomas Yrjölä** elected as a new member to the Board for a term of office ending at the end of the next Annual General Meeting. **Sanna Suvanto-Harsaae** continues to chair the Board. The general meeting resolved that the monthly remuneration of the members of the Board of Directors remains the same and that the Chair of the Board of Directors be paid a monthly fee of EUR 4,000 and other members of the Board of Directors a monthly fee of EUR 2,000. The general meeting further resolved that the members of the Board of Directors be paid meeting fees.

Ernst & Young Oy, a firm of Authorised Public Accountants, was re-elected the company's auditor with Authorised Public Accountant **Mikko Ryttilähti** continuing as the signing audit partner. Ernst & Young Oy, Authorised Sustainability Audit Firm, was elected the company's sustainability reporting assurer.

The general meeting authorised the Board of Directors to issue or convey a total maximum of 1,600,000 shares or special rights entitling to shares in one or several issues. The Board of Directors was also authorised to decide on the acquisition of a maximum of 175,000 company shares. The authorisations will be valid until 30 June 2026.

More detailed information about the decisions of the general meeting can be found in the AGM documents, which are available on the corporate website at [Annual General Meeting 2025 - Orthex Group](#).

Composition of the Shareholders' Nomination Board

The Extraordinary General Meeting on 5 March 2021 decided to establish a Shareholders' Nomination Board for the company and the Nomination Board's charter was approved. The Nomination Board consists of the four largest registered shareholders of the company as of 31 August. According to the shareholders' register, the company's four largest shareholders on 31 August 2025 were Conficap Oy, Alexander Rosenlew, Ilmarinen Mutual Pension Insurance Company, and Aktia Fund Management Company Ltd.

On 15 September 2025, the company announced that these shareholders had appointed their representatives to the Shareholders' Nomination Board, the composition of which is as follows:

- **Erik Toivanen**, CEO of Conficap Oy
- **Alexander Rosenlew**
- **Annika Ekman**, Executive Vice President, Investments, of Ilmarinen Mutual Pension Insurance Company
- **Niina Arkko**, ESG Director of Aktia Fund Management Company Ltd

The Nomination Board has elected **Erik Toivanen** as its chair. The Chair of Orthex's Board of Directors, **Sanna Suvanto-Harsaae**, acts as an expert member of the Nomination Board.

More information on the Nomination Board is available on the corporate website at [Nomination Board - Orthex Group](#).

SUSTAINABILITY

Sustainability is a core element in implementing Orthex's growth strategy and key objectives as we strive to be the number one brand in storage products in Europe, and to strengthen our position as a leading houseware company in the Nordics. Sustainability is a key factor in all decision making at Orthex and a significant driver of our development and investment agenda. For example, a prerequisite for all new product investments is that the material should be either recycled or renewable. Orthex does not make single-use products. On the contrary, Orthex's products are made for long-term use and are fully recyclable in all our markets at the end of their life cycle.

Orthex aims to be the industry forerunner in sustainability by offering timelessly designed, high-quality, safe, and long-lasting products and reducing its carbon footprint by increasing the share of recycled and renewable raw materials.

Orthex has identified priority sustainability topics in environmental, social and governance (ESG) areas. For each topic, the company has set key performance indicators and targets. Further information on Orthex's sustainability agenda is available on the corporate website at [Sustainability - Orthex Group](#) and in the Annual and Sustainability Report 2024 which is available at [Reports & presentations - Orthex Group](#).

Sustainability actions in January–September 2025

During the year, Orthex has continued its active sustainability work.

Materiality assessment

Orthex conducted a sustainability materiality assessment with key stakeholders (customers, employees, shareholders, suppliers and consumers) during the spring. The assessment was conducted in accordance with the Corporate Sustainability Reporting Directive (CSRD) following the principles of double materiality assessment and the ESG structure. The materiality survey received over 300 responses and the results were supplemented with interviews with selected customers, investors and suppliers. The assessment results are used to ensure that our sustainability strategy focuses on material sustainability topics. The previous materiality assessment was conducted in 2022.

Recognitions

In January, Orthex was ranked in 7th place among the Nasdaq Helsinki small-cap companies in the Nordic Business Diversity Index examining the diversity of senior leadership in Nordic listed companies.

In July, Orthex was awarded the Nasdaq ESG Transparency Partner badge for the 2024 ESG reporting for the fourth year in a row.

Orthex participated for a third time in the EcoVadis ESG assessment and achieved a silver medal rating for its sustainability performance in September. The result places Orthex among the top 10 percent of companies globally assessed by EcoVadis.

Audits

In March, the Lohja factory underwent an annual ISCC audit and its ISCC PLUS certificate was renewed. A similar audit was conducted in May at the Gnosjö factory and its ISCC PLUS certificate was also renewed. Usage of ISCC PLUS certified renewable raw materials produced by applying the mass balance approach support Orthex's target to increase the share of sustainable raw materials in production.

Reporting requirements

Orthex continued its preparations for the entry into force of the CSRD during the period as explained above. The new reporting requirements were expected to apply to the company starting from the beginning of 2025. However, changes to these reporting requirements have been

proposed within the EU, which may result in the company being exempt from these requirements due to its size. We are closely monitoring the progress of the regulatory changes and their potential impacts on the company's reporting obligations. At the end of September, the regulation change process was still pending.

Investments in novelties

Orthex invests in product development on a continuous basis and strives to launch new products twice a year. During 2025, we have launched several novelties that help, for example, organise refrigerator and food cabinets, thereby reducing food waste. These products include storage containers SmartStore™ Compact Access and SmartStore™ Compact Square, organisers SmartStore™ Compact Sort, and dry food storage containers SmartStore™ Flip. Another novelty is the storage solution SmartStore™ Module which is made of recycled plastic and offers a perfect solution for storing shoes or organising a playroom. All these products are durable and made for long-term use.

Research investments

Orthex is involved in three research projects focusing on the development of recycled and renewable plastics and promoting circular economy, because the supply of high-quality recycled materials suitable for different purposes is still weak.

Together with Fortum and other partners in the Borealis SPIRIT program, Orthex is investigating whether recycled plastic can be used in products suitable for food contact, expanding possibilities to use recycled plastic.

As a part of the seven-year PlastLIFE SIP-EU collaborative project, Orthex is working to identify and test new environmentally friendly plastic raw materials, aiming to bring pioneering products to market.

Focusing on reducing single-use packaging, Reusify project explores how packaging reuse systems could function. Orthex goal in this project is to find solutions for replacing the single-use products with reusable food storage and delivery boxes in professional kitchens.

These significant investments in research support Orthex's target to increase the use of recycled and renewable raw materials.

Commitments

Global Compact

In May 2025, Orthex joined UN Global Compact. The UN Global Compact is a voluntary United Nations initiative launched in 2000 to encourage businesses worldwide to adopt sustainable and socially responsible practices. It is based on Ten Principles in the areas of human rights, labour, environment, and anti-corruption. By joining, companies commit to aligning their strategies and operations with these principles and reporting annually on their progress.

Circular Economy Green Deal

Orthex announced in December 2024 that it has joined the Circular Economy Green Deal. The objectives of this deal include curbing the consumption of non-renewable natural resources and doubling the circular economy rate of resources and materials in Finland by 2035. Orthex's commitment relates to action areas "Increasing the value of recycled materials and bio-based raw materials in production" and "Expanding the availability of circular economy products in the market". Orthex aims to replace in its production virgin and fossil raw materials with recycled and renewable raw materials and to introduce new plastic products made from recycled or renewable materials to the market.

SBTi

The Science-Based Targets initiative (SBTi) has approved Orthex's near-term science-based emissions reduction target in 2022. This means that Orthex's climate targets are aligned with the target to keep global warming below 1.5°C in accordance with the Paris Agreement.

SHORT-TERM RISKS AND UNCERTAINTIES

Plastic polymers are the largest group of raw materials purchased by Orthex, and the prices are typically negotiated annually. Fluctuations in raw material prices and supply disruptions may have a negative effect on profitability. The Group is not hedged against fluctuations in raw material prices but can better manage risks by tying prices to the plastic polymer supply chain. There is less volatility in the prices of recycled and renewable materials and merchandise. However, there may be shortage on the market because of higher demand, and this can lead to higher prices also in recycled and renewable materials.

Cost inflation, interest rate levels, and geopolitical tensions impact the global economic trend as well as the development of consumers' purchasing behaviour and, as a result, can have an impact on Orthex's business. Russia's war against Ukraine or the crisis in the Middle East do not directly affect Orthex's business as Orthex does not sell products to Russia, Belarus, Ukraine, or Israel or source raw materials from these countries. However, geopolitical tensions cause disturbances in global supply chains and contribute to the general economic situation and consumers' purchasing power and behaviour. These factors may affect the company's sales and profitability as well as operational reliability and efficiency. The Group has hedged part of its interest-bearing liabilities against rising interest rates with interest derivatives. In addition, some of the electricity contracts have been purchased at fixed prices due to the strong volatility of market electricity.

Thanks to its own production, Orthex can control the quality of its products and the health and environmental aspects of production and products. Although Orthex has several quality control measures in place, there can be no assurances that such measures will always be adequate to detect potential product quality defects. Any significant quality issue may require a considerable amount of management resources. Responding to detected or suspected quality issues, for example, by proactively adjusting production processes or by switching the materials or components used, usually gives rise to costs that may be significant. Product quality issues or product recalls may also harm Orthex's reputation and lead to loss of customers. Materialisation

of the aforementioned risks may have a material adverse effect on Orthex's business, results of operations, financial position, and reputation.

As Orthex's production largely relies on its own production facilities, events that would cause significant disruptions in or the suspension of Orthex's production facilities could materially affect Orthex's ability to deliver its products to its customers in a timely manner. Significant disruptions or interruptions in production and operations would adversely affect Orthex business and operating profit.

Orthex has operations in several countries, so the company is exposed to transaction and translation risk. The Group is typically not hedged against currency risk, except for certain large purchases under the Kökskungen™ brand. Fluctuations in exchange rates have had and may continue to have a material adverse effect on Orthex's results of operations.

Further information on the company's risk management principles and on the main strategic, operative, and financial risks is included in the Board of Directors' report for the year 2024. The main principles of Orthex's financial risk management are described in the notes to the consolidated financial statements. The company's Annual and Sustainability Report, which includes the Board of Directors' report and the consolidated financial statements with notes for the year 2024, is available on the corporate website at [Reports & presentations - Orthex Group](#).

EVENTS AFTER THE REVIEW PERIOD

In accordance with the decision made at the Annual General Meeting on 29 April 2025, the second instalment of the dividend, EUR 0.11 per share, totalling EUR 2.0 million, was paid on 8 October 2025.

FINANCIAL RELEASES IN 2026

Orthex will publish its financial statements release for 2025 and financial reports in 2026 as follows:

5 March 2026: Financial statements release for 2025

7 May 2026: Interim report January–March 2026

18 August 2026: Half-year financial report January–June 2026

5 November 2026: Interim report January–September 2026

The Annual and Sustainability Report 2025 will be published during the week starting 16 March 2026. The Annual General Meeting is planned to take place on 14 April 2026.

Espoo, 12 November 2025

ORTHEX CORPORATION
Board of Directors

Additional information:

Alexander Rosenlew, CEO, +358 (0)40 500 3826

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The results presentation will be held on 13 November 2025 at 11.00 a.m. EET as a webcast meeting.

Webcast meeting

Access meeting online [here](#).

Q&A

Questions to the management can be sent through the meeting chat.

Presentation material and webcast recording

The presentation material will be shared in the online meeting, and it can be downloaded on Orthex's website at [Reports & presentations - Orthex Group](#). A recording of the event will be available later at the same address.

Distribution:

Nasdaq Helsinki Ltd

Main media

<https://investors.orthexgroup.com/>

ORTHEX INTERIM REPORT JANUARY–SEPTEMBER 2025

Consolidated statement of comprehensive income

EUR thousand	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net sales	23,390	22,823	64,910	65,851	89,734
Cost of sales	-16,716	-16,289	-46,643	-46,956	-64,030
Gross Margin	6,674	6,534	18,268	18,895	25,704
Other operating income	16	2	33	15	19
Selling and marketing expenses	-2,161	-2,375	-7,432	-7,518	-9,982
Administrative expenses	-1,182	-1,360	-4,087	-4,283	-5,907
Operating profit	3,347	2,801	6,782	7,109	9,833
Financial income and expenses	-246	-494	-892	-1,541	-2,066
Profit before taxes	3,101	2,307	5,890	5,568	7,768
Income taxes	-675	-504	-1,267	-1,272	-1,658
Profit for the period	2,426	1,803	4,623	4,296	6,110
Profit for the period attributable to:					
Equity holders of the parent	2,426	1,803	4,623	4,296	6,110
Earnings per share, basic (and diluted), EUR	0.14	0.10	0.26	0.24	0.34
Other comprehensive income, net of tax					
Items that may be reclassified subsequently to profit or loss:					
Translation differences	176	95	1,020	-554	-948
Items that will not be reclassified to profit or loss:					
Remeasurement gains/(losses) on defined benefit plans	-	-	-	-	-40
Other comprehensive income for the period, net of tax	176	95	1,020	-554	-988
Total comprehensive income for the period	2,602	1,898	5,643	3,742	5,121
Total comprehensive income attributable to:					
Equity holders of the parent	2,602	1,898	5,643	3,742	5,121

Consolidated statement of financial position

EUR thousand	30 Sep 2025	30 Sep 2024	31 Dec 2024
Assets			
Non-current assets			
Intangible assets	22,352	21,990	21,758
Property, plant, and equipment	14,435	15,135	15,125
Right-of-use assets	6,334	6,585	6,746
Other non-current assets	105	104	104
Deferred tax assets	717	672	701
Total non-current assets	43,942	44,486	44,435
Current assets			
Inventories	11,241	12,100	12,491
Trade and other receivables	15,120	16,339	17,960
Derivative financial instruments	-	-	6
Income tax receivables	-	-	202
Cash and cash equivalents	14,540	13,133	10,463
Total current assets	40,901	41,572	41,123
Total assets	84,843	86,059	85,557
Equity and liabilities			
Equity attributable to the equity holders of the parent company			
Share capital	80	80	80
Invested unrestricted equity fund	7,851	7,851	7,851
Retained earnings	29,997	27,508	29,281
Translation differences	-364	-989	-1,384
Total equity	37,564	34,449	35,828
Non-current liabilities			
Loans from credit institutions	14,916	17,911	16,391
Lease liabilities	5,763	6,187	6,242
Pension liabilities	3,777	3,555	3,644
Deferred tax liabilities	769	792	782
Total non-current liabilities	25,225	28,445	27,058
Current liabilities			
Loans from credit institutions	3,000	3,000	3,000
Lease liabilities	1,573	1,355	1,473
Trade and other payables	16,841	18,163	17,362
Derivative financial instruments	56	42	52
Income tax liabilities	582	604	783
Total current liabilities	22,053	23,165	22,670
Total liabilities	47,278	51,610	49,729
Total equity and liabilities	84,843	86,059	85,557

Consolidated statement of changes in equity

Equity attributable to the equity holders of the parent company					
EUR thousand	Share capital	Invested unrestricted equity fund	Retained earnings	Translation differences	Total equity
As at 1 Jan 2025	80	7,851	29,281	-1,384	35,828
Profit for the period			4,623		4,623
Translation differences				1,020	1,020
Total comprehensive income			4,623	1,020	5,643
Dividends			-3,907		-3,907
At 30 Sep 2025	80	7,851	29,997	-364	37,564
As at 1 Jan 2024	80	7,851	26,941	-436	34,436
Profit for the period			4,296		4,296
Translation differences				-554	-554
Total comprehensive income			4,296	-554	3,742
Dividends			-3,729		-3,729
At 30 Sep 2024	80	7,851	27,508	-989	34,449
As at 1 Jan 2024	80	7,851	26,941	-436	34,436
Profit for the period			6,110		6,110
Translation differences				-948	-948
Remeasurement gains/(losses) on defined benefit plan			-40		-40
Total comprehensive income			6,069	-948	5,121
Dividends			-3,729		-3,729
At 31 Dec 2024	80	7,851	29,281	-1,384	35,828

Consolidated statement of cash flows

EUR thousand	1-9/2025	1-9/2024	1-12/2024
Cash flows from operating activities			
Profit before taxes	5,890	5,568	7,768
Adjustments:			
Depreciation, amortisation, and impairment	3,611	3,271	4,423
Financial income and expenses	892	1,541	2,066
Other adjustments	244	-253	-269
Cash flows before changes in working capital	10,637	10,129	13,988
Changes in working capital			
Decrease (+) / increase (-) in trade and other receivables	2,845	1,530	-97
Decrease (+) / increase (-) in inventories	1,250	-12	-404
Decrease (-) / increase (+) in trade and other payables	-2,891	184	1,915
Cash flows from operating activities before financial items and taxes	11,841	11,830	15,402
Interests paid	-759	-1,065	-1,781
Income taxes paid	-1,288	-1,376	-1,815
Net cash flows from operating activities	9,795	9,390	11,805
Cash flows from investing activities			
Investments in tangible and intangible assets	-1,258	-3,064	-4,255
Net cash flows from investing activities	-1,258	-3,064	-4,255
Cash flows from financing activities			
Dividends paid	-1,953	-1,953	-3,729
Repayment of lease liabilities	-1,212	-1,186	-1,601
Repayment of short-term borrowings	-1,500	-1,500	-3,000
Net cash flows from financing activities	-4,666	-4,640	-8,330
Net change in cash and cash equivalents	3,872	1,685	-779
Net foreign exchange differences	205	-120	-326
Cash and cash equivalents at the beginning of the period	10,463	11,568	11,568
Cash and cash equivalents at the end of the period	14,539	13,133	10,463

NOTES TO THE GROUP'S INTERIM REPORT

Basis of preparation

Orthex's interim report has been prepared in accordance with the IAS 34 Interim Reports standard. In the interim report, the same preparation principles have been applied as in the consolidated financial statements.

Orthex's Board of Directors has approved this interim report at its meeting on 12 November 2025. The figures in the interim report are rounded, so the total sum of the individual figures may differ from the total figure presented. The figures are unaudited.

Accounting estimates and management judgements made in preparation of the interim report

The preparation of the interim information requires management to make accounting estimates and judgements as well as assumptions that affect the application of the preparation principles and the accounting estimates on assets, liabilities, income, and expenses. Actual results may differ from previously made estimates and judgements. Estimates and judgements are reviewed regularly. Changes in estimates are presented in the period during which the change occurs if the change only affects one period. If it affects both the period under review and following periods, the changes are presented in the period under review and following periods.

The significant management judgements and accounting estimates concerning key uncertainty factors in connection with the preparation of this interim information are identical to those applied to the consolidated financial statements for 2024.

Related party transactions

Transactions with related parties are made on an arm's length basis.

Orthex did not have any related party transactions during the reporting period.

Property, plant and equipment, Intangible assets, and Right-of-use assets

EUR thousand	Intangible asset	Goodwill	Property, plant, and equipment	Right-of-use assets	Total
Acquisition cost at 1 Jan 2025	1,218	21,758	75,854	14,172	113,003
Additions			6,277	654	6,930
Disposals			-943	-	-943
Transfers			-3,894	-	-3,894
Translation differences		593	233	206	1,032
Acquisition cost at 30 Sep 2025	1,218	22,352	77,527	15,031	116,128
Accumulated depreciation, amortisation, and impairment at 1 Jan 2025	1,218	-	60,729	7,426	69,373
Depreciation and amortisation	-		2,362	1,272	3,634
Accumulated depreciation, amortisation and impairment at 30 Sep 2025	1,218	-	63,091	8,698	73,007
Carrying amount at 1 Jan 2025	0	21,758	15,125	6,746	43,628
Carrying amount at 30 Sep 2025	0	22,352	14,436	6,334	43,121
Acquisition cost at 1 Jan 2024	1,218	22,292	71,949	12,737	108,197
Additions			3,321	968	4,289
Transfers			-23	-	-23
Translation differences		-304	-104	-121	-530
Acquisition cost at 30 Sep 2024	1,218	21,988	75,142	13,585	111,933
Accumulated depreciation, amortisation, and impairment at 1 Jan 2024	1,207	-	58,006	5,739	64,952
Depreciation and amortisation	9		2,000	1,261	3,270
Accumulated depreciation, amortisation, and impairment at 30 Sep 2024	1,216	-	60,007	6,999	68,222
Carrying amount at 1 Jan 2024	12	22,292	13,942	6,999	43,244
Carrying amount at 30 Sep 2024	2	21,988	15,135	6,585	43,711

Fair value of financial assets and liabilities

Financial assets

EUR thousand	30 Sep 2025	30 Sep 2024	31 Dec 2024
Level 2			
Assets measured at fair value			
Derivative financial instruments:			
Foreign exchange forward contracts and interest hedging	-	-	6
Total	-	-	6

Financial liabilities

EUR thousand	30 Sep 2025	30 Sep 2024	31 Dec 2024
Level 2			
Liabilities measured at fair value			
Derivative financial instruments:			
Foreign exchange forward contracts and interest hedging	56	42	52
Total	56	42	52

The derivatives have been presented in the table above. The carrying amounts of other financial assets and liabilities in the balance sheet equal their fair value.

Commitments

EUR thousand	30 Sep 2025	30 Sep 2024	31 Dec 2024
Guarantees and mortgages given on own behalf:			
Enterprise mortgages	49,077	50,029	49,042
Property mortgages	10,192	10,192	10,192
Other guarantees	109	101	105
Total	59,378	60,322	59,340

APPENDIX:

Key Performance Indicators

EUR thousand	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net sales	23,390	22,823	64,910	65,851	89,734
Net sales growth, %	2.5%	4.2%	-1.4%	5.3%	4.4%
Constant currency net sales growth, %	0.7%	2.8%	-3.0%	5.1%	4.3%
Invoiced sales	23,640	23,345	66,693	67,897	92,291
Invoiced sales growth, %	1.3%	5.0%	-1.8%	6.0%	4.9%
Gross Margin	6,674	6,534	18,268	18,895	25,704
Gross Margin, %	28.5%	28.6%	28.1%	28.7%	28.6%
EBITDA	4,545	3,921	10,393	10,381	14,257
EBITDA margin, %	19.4%	17.2%	16.0%	15.8%	15.9%
EBITA	3,347	2,803	6,782	7,118	9,845
EBITA margin, %	14.3%	12.3%	10.4%	10.8%	11.0%
Operating profit	3,347	2,801	6,782	7,109	9,833
Operating profit margin, %	14.3%	12.3%	10.4%	10.8%	11.0%
Items affecting comparability	-	79	-	79	389
Adjusted Gross Margin	6,674	6,534	18,268	18,895	25,704
Adjusted Gross Margin, %	28.5%	28.6%	28.1%	28.7%	28.6%
Adjusted EBITDA	4,545	4,000	10,393	10,460	14,645
Adjusted EBITDA margin, %	19.4%	17.5%	16.0%	15.9%	16.3%
Adjusted EBITA	3,347	2,882	6,782	7,198	10,234
Adjusted EBITA margin, %	14.3%	12.6%	10.4%	10.9%	11.4%
Adjusted operating profit	3,347	2,880	6,782	7,188	10,222
Adjusted operating profit margin, %	14.3%	12.6%	10.4%	10.9%	11.4%
Earnings per share, basic (and diluted), EUR	0.14	0.10	0.26	0.24	0.34
FTEs	289	294	289	292	288
Personnel expenses	4,294	4,425	14,299	14,331	19,017
Key cash flows indicators					
Net cash flows from operating activities	5,936	5,704	9,795	9,389	11,805
Operating free cash flows	4,394	2,886	9,136	7,396	10,391
Cash conversion, %	96.7%	72.2%	87.9%	70.7%	70.9%
Investments in tangible and intangible assets	-150	-1,114	-1,258	-3,064	-4,255
Financial position key figures					
Net debt	14,490	18,875	14,490	18,875	20,286
Net debt / adjusted EBITDA last 12 months	1.0x	1.3x	1.0x	1.3x	1.4x
Net working capital	9,520	10,276	9,520	10,276	13,090
Capital employed excluding goodwill	29,703	31,336	29,703	31,336	34,356
Return on capital employed (ROCE), %	10.7%	8.6%	21.2%	21.6%	28.6%
Adjusted return on capital employed (ROCE), %	10.7%	8.8%	21.2%	21.8%	29.7%
Equity ratio, %	44.3%	40.0%	44.3%	40.0%	41.9%
Return on equity, %	6.7%	5.4%	12.6%	12.5%	17.4%

Reconciliation of APMs

EUR thousand	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net sales growth, %					
Net sales	23,390	22,823	64,910	65,851	89,734
Net sales growth, %	2.5%	4.2%	-1.4%	5.3%	4.4%
Constant currency Net sales growth, %					
Net sales	23,390	22,823	64,910	65,851	89,734
FX rate adjustment	-	399	-	1,052	-
Constant currency Net sales	23,390	23,222	64,910	66,903	89,734
Constant currency Net sales growth, %	0.7%	2.8%	-3.0%	5.1%	4.3%
Invoiced sales					
Net sales	23,390	22,823	64,910	65,851	89,734
Discounts and bonuses	1,123	1,058	3,149	2,996	4,004
Other sales and refunds	-872	-535	-1,367	-950	-1,447
Invoiced sales	23,640	23,345	66,693	67,897	92,291
Invoiced sales growth, %	1.3%	5.0%	-1.8%	6.0%	4.9%
Gross Margin					
Net sales	23,390	22,823	64,910	65,851	89,734
Cost of sales	-16,716	-16,289	-46,643	-46,956	-64,030
Gross Margin	6,674	6,534	18,268	18,895	25,704
Gross Margin, %	28.5%	28.6%	28.1%	28.7%	28.6%
EBITDA					
Operating profit	3,347	2,801	6,782	7,109	9,833
Depreciation, amortisation, and impairment	1,198	1,120	3,611	3,271	4,423
EBITDA	4,545	3,921	10,393	10,381	14,257
EBITDA margin, %	19.4%	17.2%	16.0%	15.8%	15.9%
EBITA					
Operating profit	3,347	2,801	6,782	7,109	9,833
Amortisation and impairment	-	3	-	9	12
EBITA	3,347	2,803	6,782	7,118	9,845
EBITA margin, %	14.3%	12.3%	10.4%	10.8%	11.0%
Operating profit					
Operating profit	3,347	2,801	6,782	7,109	9,833
Operating profit margin, %	14.3%	12.3%	10.4%	10.8%	11.0%
Items affecting comparability / adjustments (EBITDA)					
Restructuring related expenses	-	79	-	79	182
Tax audit 2022	-	-	-	-	207
Items affecting comparability / adjustments (EBITDA)	-	79	-	79	389

EUR thousand	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Adjusted Gross Margin					
Gross Margin	6,674	6,534	18,268	18,895	25,704
Adjusted Gross Margin	6,674	6,534	18,268	18,895	25,704
Adjusted Gross Margin, %	28.5%	28.6%	28.1%	28.7%	28.6%
Adjusted EBITDA					
Operating profit	3,347	2,801	6,782	7,109	9,833
Depreciation, amortisation, and impairment	1,198	1,120	3,611	3,271	4,423
Adjustments (EBITDA)	-	79	-	79	389
Adj. EBITDA	4,545	4,000	10,393	10,460	14,645
Adj. EBITDA margin, %	19.4%	17.5%	16.0%	15.9%	16.3%
Adjusted EBITA					
Operating profit	3,347	2,801	6,782	7,109	9,833
Amortisation and impairment	-	3	-	9	12
Adjustments (EBITA)	-	79	-	79	389
Adj. EBITA	3,347	2,882	6,782	7,198	10,234
Adj. EBITA margin, %	14.3%	12.6%	10.4%	10.9%	11.4%
Adjusted operating profit					
Operating profit	3,347	2,801	6,782	7,109	9,833
Adjustments	-	79	-	79	389
Adj. operating profit	3,347	2,880	6,782	7,188	10,222
Adj. operating profit margin, %	14.3%	12.6%	10.4%	10.9%	11.4%
Earnings per share, basic (and diluted), EUR					
Profit for the period	2,426	1,803	4,623	4,296	6,110
Average number of shares	17,759	17,759	17,759	17,759	17,759
Earnings per share, basic (and diluted), EUR	0.14	0.10	0.26	0.24	0.34
Operating free cash flows					
Adj. EBITDA	4,545	4,000	10,393	10,460	14,645
Investments in tangible and intangible assets	-150	-1,114	-1,258	-3,064	-4,255
Operating free cash flows	4,394	2,886	9,136	7,396	10,391
Cash conversion, %					
Operating free cash flows	4,394	2,886	9,136	7,396	10,391
Adj. EBITDA	4,545	4,000	10,393	10,460	14,645
Cash conversion, %	96.7%	72.2%	87.9%	70.7%	70.9%
Net debt					
Total interest-bearing liabilities	29,030	32,009	29,030	32,009	30,749
Cash and cash equivalents	-14,540	-13,133	-14,540	-13,133	-10,463
Net debt	14,490	18,875	14,490	18,875	20,286
Net debt/ Adj. EBITDA					
Net debt	14,490	18,875	14,490	18,875	20,286
Adj. EBITDA, 12 months	14,579	14,375	14,579	14,375	14,645
Net debt/ Adj. EBITDA	1.0x	1.3x	1.0x	1.3x	1.4x

EUR thousand	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net working capital					
Inventories	11,241	12,100	11,241	12,100	12,491
Trade and other receivables	15,120	16,339	15,120	16,339	17,960
Trade and other payables	-16,841	-18,163	-16,841	-18,163	-17,362
Net working capital	9,520	10,276	9,520	10,276	13,090
Capital employed excluding goodwill					
Total Equity	37,564	34,449	37,564	34,449	35,828
Net debt	14,490	18,875	14,490	18,875	20,286
Goodwill	-22,352	-21,988	-22,352	-21,988	-21,758
Capital employed excluding goodwill	29,703	31,336	29,703	31,336	34,356
Return on capital employed (ROCE), %					
Operating profit	3,347	2,801	6,782	7,109	9,833
Average capital employed excluding goodwill	31,221	32,565	32,029	32,899	34,409
Return on capital employed (ROCE), %	10.7%	8.6%	21.2%	21.6%	28.6%
Adjusted return on capital employed (ROCE), %					
Adjusted operating profit	3,347	2,880	6,782	7,188	10,222
Average capital employed excluding goodwill	31,221	32,565	32,029	32,899	34,409
Adjusted return on capital employed (ROCE), %	10.7%	8.8%	21.2%	21.8%	29.7%
Equity ratio, %					
Total Equity	37,564	34,449	37,564	34,449	35,828
Total assets	84,843	86,059	84,843	86,059	85,557
Equity ratio, %	44.3%	40.0%	44.3%	40.0%	41.9%
Return on equity, %					
Profit for the period	2,426	1,803	4,623	4,296	6,110
Total equity (average for the first and last day of the period)	36,263	33,500	36,696	34,443	35,132
Return on equity, %	6.7%	5.4%	12.6%	12.5%	17.4%

Orthex presents alternative performance measures as additional information to financial measures presented in the consolidated income statement, consolidated balance sheet and consolidated statement of cash flows prepared in accordance with IFRS. In Orthex's view, alternative performance measures provide significant additional information on Orthex's results of operations, financial position and cash flows to management, investors, analysts, and other stakeholders.

Alternative performance measures should not be viewed in isolation or as a substitute to the financial measures defined in the IFRS, nor are they defined or named in the IFRS. All companies do not calculate alternative performance measures in a uniform way, and therefore Orthex's alternative performance measures may not be comparable with similarly named measures presented by other companies.

Calculation of key figures

Key Performance Indicators	Formula
Constant currency net sales growth, %	Net sales growth calculated by using previous year's revenue translated at average foreign exchange rates for the current year
Invoiced sales	Product sales to resale customers excluding off invoice discounts, customer bonuses, and cash discounts
Invoiced sales growth, %	Increase in invoiced sales
Gross margin	Net sales less Cost of sales
Gross margin, %	Gross margin / Net sales
EBITDA	Operating profit before depreciation, amortisation, and impairment
EBITDA margin, %	EBITDA / Net sales
EBITA	Operating profit before amortisation and impairment
EBITA margin, %	EBITA / Net sales
Operating profit	Operating profit
Operating profit margin, %	Operating profit / Net sales
Items affecting comparability	Material items outside ordinary course of business including restructuring costs, net gains or losses from sale of business operations or other non-current assets, strategic development projects, external advisory costs related to capital reorganisation, impairment charges on non-current assets incurred in connection with restructurings, compensation for damages, and transaction costs related to business acquisitions
Adjusted gross margin	Gross margin excluding items affecting comparability
Adjusted gross margin, %	Adjusted gross margin / Net sales
Adjusted EBITDA	EBITDA excluding items affecting comparability
Adjusted EBITDA margin, %	Adjusted EBITDA / Net sales
Adjusted EBITA	EBITA excluding items affecting comparability
Adjusted EBITA margin, %	Adjusted EBITA / Net sales
Adjusted operating profit	Operating profit excluding items affecting comparability
Adjusted operating profit margin, %	Adjusted operating profit / Net sales
Earnings per share, basic (and diluted), EUR	Profit for the period attributable to the owners of the parent divided by weighted average number of shares outstanding
FTEs	Full-Time Equivalents
Personnel expenses	Total personnel expenses during the period

Key cash flows indicators	Formula
Net cash flows from operating activities	Net cash from operating activities as presented in the consolidated statement of cash flows
Operating free cash flows	Adjusted EBITDA less investments in tangible and intangible assets
Cash conversion, %	Operating free cash flows / Adjusted EBITDA
Investments in tangible and intangible assets	Investments in tangible and intangible assets as presented in the consolidated statement of cash flows

Financial position key figures	Formula
Net debt	Current and non-current interest-bearing liabilities less cash and cash equivalents
Net debt / adjusted EBITDA last 12 months	Net debt / Adjusted EBITDA
Net working capital	Inventories, trade, and other receivables less trade and other payables
Capital employed excluding goodwill	Total equity and net debt and less goodwill
Return on capital employed (ROCE), %	Operating profit / Average capital employed excluding goodwill
Adjusted return on capital employed (ROCE), %	Adjusted operating profit / Average capital employed excluding goodwill
Equity ratio, %	Total equity / Total assets
Return on equity, %	Result for the period / Total equity (average for the first and last day of the period)



SmartStore™ Classic storage boxes

ORTHEX IN BRIEF

Orthex is a leading Nordic houseware company. Orthex designs, produces, markets, and sells household products with a mission to make consumers' everyday life easier: Orthex strives to create functional, long-lasting, and sustainable high-quality household products. Orthex's products cover multifunctional assortment of storage boxes, kitchen products, and products for home and garden. Orthex markets and sells its products under three main consumer brands: SmartStore™, GastroMax™, and Orthex™. In addition, it sells kitchen products under the Kökskungen™ brand.

Orthex has more than 100 years of experience in the design, production, and marketing of household products, and it has approximately 800 customers in more than 40 countries. Orthex's geographic markets include the Nordics, the Rest of Europe, and the Rest of the world. Orthex is headquartered in Espoo, Finland, and it currently has eight local sales organisations located in the Nordics, Germany, France, the United Kingdom, and the Benelux. Orthex's production facilities are located in Tingsryd and Gnosjö, Sweden, and in Lohja, Finland. In addition, Orthex has centralised warehousing in Sweden and Finland in connection with its Tingsryd and Lohja production facilities as well as an outsourced warehouse in Überherrn, Germany.

Orthex aims to be the industry forerunner in sustainability by offering safe and long-lasting products and reducing its carbon footprint by increasing the share of recycled and renewable raw materials.



SmartStore™ Compact Square storage boxes



Novelty SmartStore™ Module storage box

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