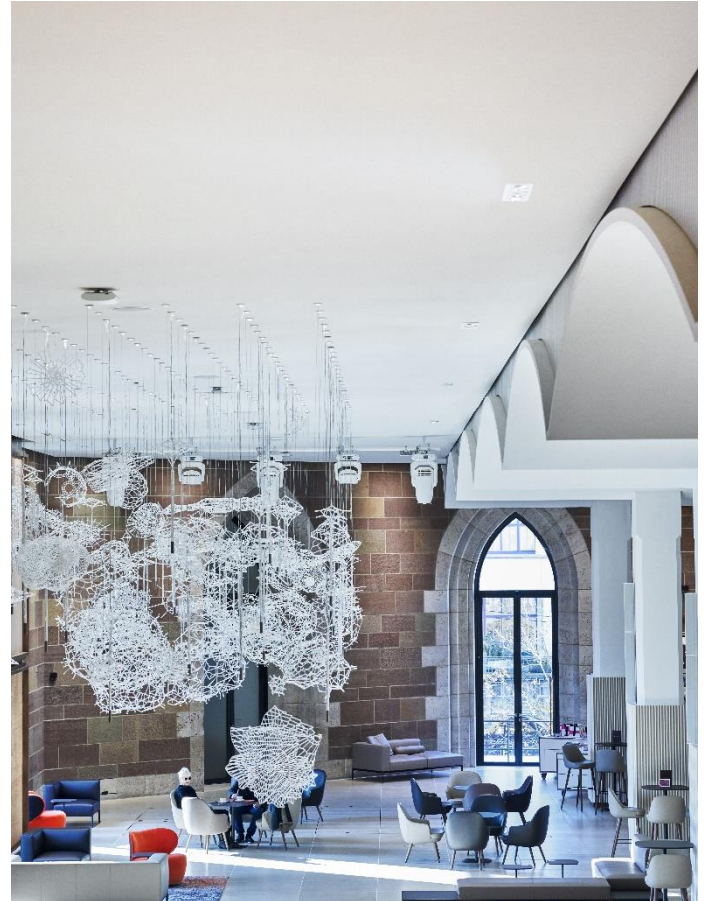


18 May 2022

## Strong sales performance in high inflationary environment

### Highlights

- Sales in Q1 2022 reached 924 MEUR, an increase of 36 percent in local currencies and 38 percent in reported figures compared to last year, driven by high volume demand and necessary sales price increases.
- EBITDA in Q1 2022 reached 155 MEUR, an increase of 16 MEUR or 12 percent compared to Q1 2021. The EBITDA margin was 16.8 percent, down 3.9 percentage points from last year. As expected, high cost increases on production materials and energy were not fully compensated by sales price increases and cost actions in the quarter.
- EBIT increased 14 percent to 102 MEUR in Q1 2022, with an 11.0 percent EBIT margin, down 2.3 percentage points from Q1 2021.
- Investments excluding acquisitions reached 70 MEUR in the first quarter 2022, a decrease of 12 MEUR compared to Q1 2021.
- Annualised return on invested capital reached 18 percent from 17 percent in Q1 2021.
- As a consequence of the terrible war in Ukraine, all investments in Russia have been cancelled. ROCKWOOL in Russia is a stand-alone operation and continues conducting business to avoid nationalisation of our assets and loss of unique intellectual property.



*“High demand and sales price increases drove double-digit revenue growth across almost all business units. While not materially affecting sales performance at this point, the terrible war in Ukraine and the challenging geopolitical situation are contributing to an already stressed global economy. Even with the price increases, the soaring energy, material, and logistics costs diluted margins in the first quarter. This will necessitate further price increases across the businesses. We expect to restore margins in the coming quarters”.*

**CEO Jens Birgersson**

### Outlook 2022

- Growth in net sales of 20-25 percent in local currencies.
- EBIT margin around 13 percent.
- Investment level around 425 MEUR excluding acquisitions.

### Earnings call

ROCKWOOL Group will host an earnings call on 19 May 2022 at 11.00 CEST. The call will be transmitted live on [www.rockwool.com/group/](http://www.rockwool.com/group/).

## Main figures / key figures for the Group

	Unaudited		Audited
	Q1 2022	Q1 2021	FY 2021
<b>Income statement items in MEUR</b>			
Net sales	924	671	3 088
EBITDA	155	139	602
Amortisation, depreciation and write-downs	53	49	201
EBIT	102	90	401
Profit before tax	83	88	393
Profit for the period	63	68	303
<b>Balance sheet items in MEUR</b>			
Non-current assets	2 156	1 994	2 129
Current assets	1 184	872	951
Total assets	3 340	2 866	3 080
Equity	2 455	2 185	2 394
Non-current liabilities	184	172	163
Current liabilities	701	509	523
Net interest-bearing cash / (debt)	-1	26	76
Net working capital	415	319	306
Invested capital	2 435	2 129	2 294
<b>Cash flow items in MEUR</b>			
Cash flow from operating activities	2	29	426
Cash flow from investing activities	70	83	310
Free cash flow	-68	-54	116
<b>Others</b>			
Number of full-time employees (end of period)	12 246	11 470	11 968
<b>Ratios</b>			
EBITDA margin	16.8%	20.7%	19.5%
EBIT margin	11.0%	13.3%	13.0%
ROIC (rolling 4 quarters)	18.1%	16.9%	18.8%
Return on equity (rolling 4 quarters)	12.8%	12.1%	13.5%
Equity ratio	73.5%	76.1%	77.7%
<b>Stock market information (DKK)</b>			
Earnings per share	22	23	104
Cash flow per share	1	10	147
Book value per share	845	738	823
Share capital (million)	216	220	216
Price per A share	2 246	2 385	2 379
Price per B share	2 260	2 685	2 859
Market cap (million)	48 565	54 519	56 295
Number of own shares	61 228	422 542	56 228

For definition of key figures and ratios see pg. 97 in the ROCKWOOL Group Annual Report 2021 available on our website: [www.rockwool.com/group/](http://www.rockwool.com/group/).

## Management report for the period 1 January to 31 March 2022

### Global sales development

Sales in Q1 2022 showed strong growth driven by high demand for non-combustible insulation products and our other stone wool products. Both volume and sales price increases contributed to the growth. Almost all business units continued to see solid demand and combined with necessary sales price increases all delivered double-digit growth. The war in Ukraine has so far not materially impacted the Group's sales performance, but it has placed an additional strain on the economy overall with supply chain disruptions and inflationary pressure on production materials, energy prices and logistics.

In Q1 2022, ROCKWOOL Group generated net sales of 924 MEUR, an increase of 36 percent in local currencies compared to Q1 2021. Currency translation had a positive impact of two percent, which resulted in a sales growth of 38 percent in reported figures. Sales growth was driven by both volume and needed price increases in the first quarter of the year.

The aggregated price increase during Q1 was 17 percent over same period last year. In the same period, we have seen a high inflation of more than 60 percent on input and logistics costs. This amounted to more than 140 MEUR negative impact versus first quarter last year, with majority of inflation impacting us during Q4 2021 and Q1 this year. As sales price increases did not fully offset the soaring inflation on input costs, in particular energy related costs, additional price increases are necessary and have been initiated for Q2 2022.

### Regional sales development

In the first quarter of 2022, sales in Western Europe amounted to 557 MEUR, up 32 percent in local currencies and up 33 percent in reported figures compared to the same period last year. All markets experienced double-digit growth, with especially Germany, the United Kingdom, Italy, France, and the Netherlands contributing to the sales growth.

In Eastern Europe, sales for the first quarter of 2022 amounted to 178 MEUR, an increase of 76 percent in local currencies and 70 percent in reported figures. Most countries experienced double-digit sales growth in the quarter, with especially Poland performing well.

In the rest of the world, first quarter sales amounted to 189 MEUR, an increase of 20 percent in local currencies and 27 percent in reported figures. North America experienced particularly good growth while China was still affected by severe COVID-19 restrictions and lockdowns.

**Group sales**  
**+36%**

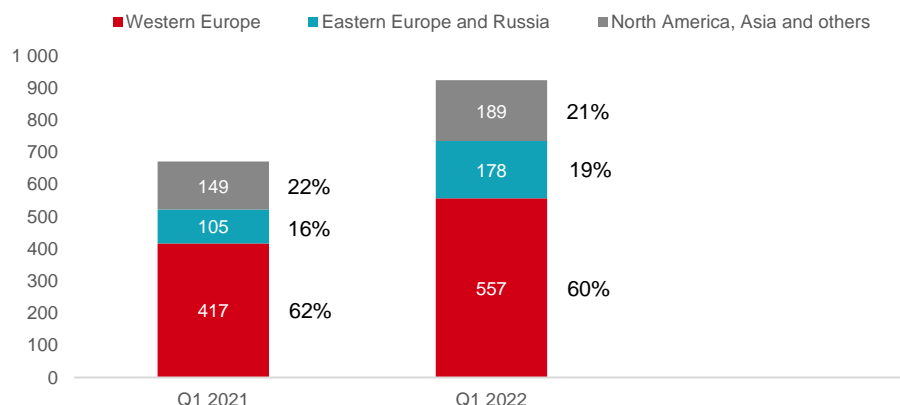
**Sales in Western Europe**  
**+32%**

**Sales in Eastern Europe**  
**+76%**

**Sales in rest of the world**  
**+20%**

## Regional sales

MEUR



## Group profitability

In Q1 2022, EBITDA reached 155 MEUR an increase of 12 percent compared to Q1 2021. The EBITDA margin was 16.8 percent in Q1 2022 compared to 20.7 percent in the same period last year. The EBITDA margin was highly impacted by accelerating inflation on production materials, energy and logistics, which sales price increases, productivity gains, and cost actions did not fully offset.

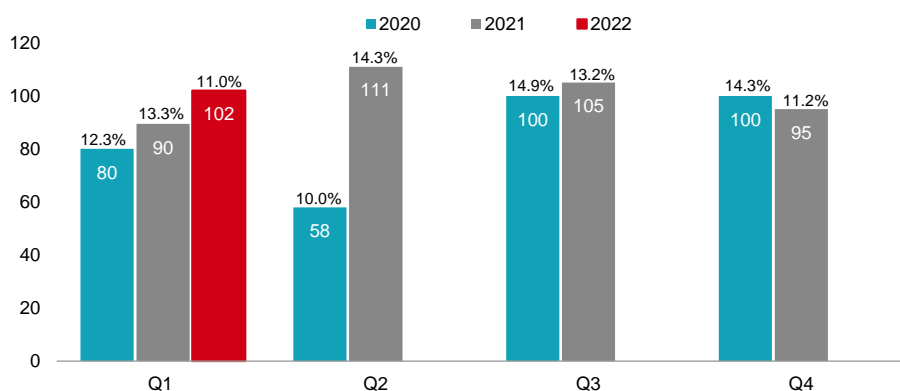
**EBITDA margin**  
-3.9%-points

EBIT for the first quarter of 2022 increased 14 percent, reaching 102 MEUR, corresponding to an EBIT margin of 11.0 percent. EBIT was impacted by higher depreciation primarily from the new production capacity in the United States.

**EBIT margin**  
-2.3%-points

## EBIT & EBIT margin

MEUR



During March, an intercompany balance between ROCKWOOL A/S and our subsidiary in Russia became unhedged and we consequently recorded an unrealised exchange loss of 20 MEUR.

The effective tax rate was 24 percent in Q1 2022, up 1.2 percentage points from the same period last year and up one percentage point from full year 2021.

Net profit for the first quarter of 2022 amounted to 63 MEUR, which is 5 MEUR lower than in the same period last year.

## Balance sheet

Net working capital ended the first quarter of 2022 at 415 MEUR, an increase of 109 MEUR compared to year-end 2021 and 96 MEUR compared to Q1 2021, mainly reflecting the higher inventory values due to higher costs, and higher increased sales prices in trade receivables. The net working capital ratio ended at 12.4 percent, at level with last year.

Despite the higher invested capital, annualised return on invested capital improved to 18.1 percent compared to 16.9 percent for the same period last year.

**ROIC**  
**+1.2%-points**

At the end of Q1 2022, total assets amounted to 3340 MEUR, an increase of 260 MEUR compared to year-end 2021 and 474 MEUR compared to Q1 2021. The increase is mainly related to ongoing investments combined with increased inventories and trade receivables due to sales growth.

As a consequence of the terrible war in Ukraine, all investments in Russia have been cancelled. ROCKWOOL in Russia is a stand-alone operation and continues conducting business to avoid nationalisation of our assets and loss of unique intellectual property. We have established procedures and controls to ensure that we comply with all international sanctions.

As announced on 5<sup>th</sup> May 2022, the Company will call for an extraordinary general meeting in August 2022 to seek shareholder approval for a proposal to utilise between 100-200 MDKK (13-26 MEUR) prior to the 2023 Annual General Meeting to support the reconstruction of Ukraine.

At the end of the period, the equity ratio was still solid at 74 percent.

## Cash Flow

Cash flow from operations before financial items and tax amounted to 38 MEUR in Q1 2022, down 5 MEUR from the same period last year.

**Operational cash flow before  
financial items and tax**  
**38 MEUR**

The change in net working capital had further negative cash flow impact of 17 MEUR compared to same quarter last year, primarily due to higher inventory values and higher trade receivables from the increase in sales.

In Q1 2022, capital expenditure excluding acquisitions was 70 MEUR compared to 82 MEUR in the same period last year. The relocation of the factory in China, the new Rockfon line in Poland, the additional Grodan capacity in Toronto, and the conversion to electrical melter in Flumroc (Switzerland), were the largest individual projects.

Free cash flow was -68 MEUR in Q1 2022 compared to -54 MEUR in the same period last year.

**Free cash flow**  
**-68 MEUR**

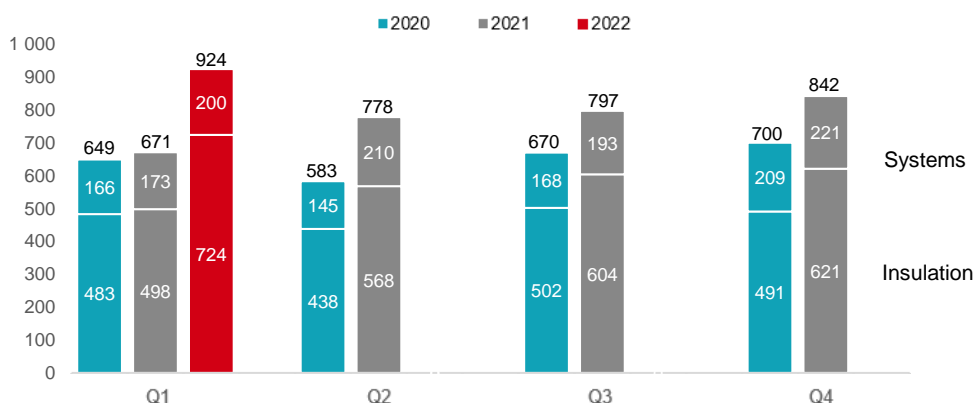
Cash flow from financing was 136 MEUR, an increase of 134 MEUR compared to Q1 2021 mainly due to drawings on our credit facilities.

The Group's financial situation remains solid with net interest-bearing debt of 1 MEUR at the end of Q1 2022 and unused credit facilities of 470 MEUR.

## Business segments

### Sales per business

MEUR



### Key figures Insulation segment

MEUR	Q1 2022	Q1 2021
External net sales	724	498
EBIT	79	59
EBIT margin	9.5%	10.3%

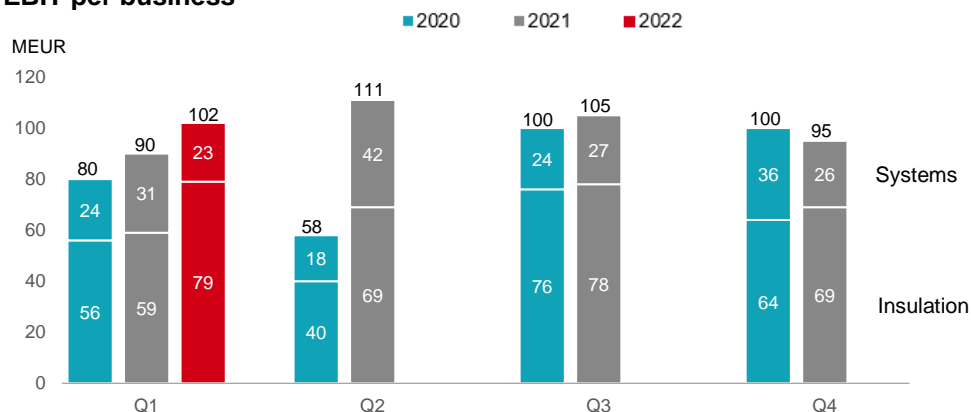
In Q1 2022, Insulation segment sales reached 724 MEUR, which is an increase of 44 percent in local currencies and 45 percent in reported figures compared to first quarter last year. The growth was driven by volume and sales price increases in all main markets.

EBIT in the Insulation segment increased by 20 MEUR to 79 MEUR in Q1 2022. The EBIT margin ended at 9.5 percent, below last year as sales price increases did not fully offset the extremely high inflation on energy, production materials, and logistics costs.

**Insulation sales**  
+44%

**Insulation EBIT margin**  
-0.8%-points

### EBIT per business



### Key figures Systems segment

MEUR	Q1 2022	Q1 2021
External net sales	200	173
EBIT	23	31
EBIT margin	11.6%	17.6%

Systems segment sales amounted to 200 MEUR in Q1 2022, which is an increase of 14 percent in local currencies and 16 percent in reported figures compared to Q1 2021. Especially Rockfon and Rockpanel performed well and contributed with double-digit growth. Grodan sales were negatively impacted by an overstocked supply chain in North America, which we expect will normalise in the second half of the year.

The Systems segment generated an EBIT of 23 MEUR, which is 8 MEUR below last year. The EBIT margin was 11.6 percent compared to the unusually high margin of 17.6 percent in Q1 2021. The lower margin relates to impact from rapidly increasing material and logistics costs and a negative product mix.

**Systems sales**  
+14%

**Systems EBIT margin**  
-6%-points



## Outlook for the full year 2022

Demand for our products is strong and we expect that construction activity levels will remain high throughout 2022 despite the tragic war in Ukraine and the risks of even higher inflation and interest rates. We assume that gas supplies will remain uninterrupted to our factories in Europe.

The soaring input costs will necessitate additional sales price increases, which is reflected in the updated forecast for the full year. We now expect that sales growth in local currencies will be between 20-25 percent compared to previously 15-20 percent.

Margin recovery is important to continue a high level of investments in needed capacity expansion and conversions of our manufacturing technology to greener energy to fulfil our sustainability commitments. We expect that we can restore margins in the coming quarters, and we retain the full year EBIT margin outlook of around 13 percent. This includes costs from the expected contribution to the reconstruction in Ukraine, as announced.

The higher than expected demand results in high capacity utilisation for our factories, which limits possibilities to execute some planned investments. As previously communicated, we have cancelled all investments in Russia. We expect that the full year capital expenditure will be around 425 MEUR compared to previous estimate of around 500 MEUR.

### 2022 outlook overview

	9 February 2022	18 May 2022
Net sales in local currencies	Sales growth of 15-20 percent	Sales growth of 20-25 percent
EBIT margin	Around 13 percent	Around 13 percent
Investments excluding acquisitions	Around 500 MEUR	Around 425 MEUR

#### Further information:

Kim Junge Andersen, Chief Financial Officer  
ROCKWOOL A/S  
+45 46 56 03 00

*At ROCKWOOL Group, we are committed to enriching the lives of everyone who experiences our products. Our expertise is perfectly suited to tackle many of today's biggest sustainability and development challenges, from energy consumption to noise pollution and water scarcity to flooding. Our range of products reflects the diversity of the world's needs, supporting our stakeholders in reducing their own carbon footprint along the way.*

*Stone wool is a versatile material and forms the basis of all our businesses. With more than 12 200 passionate colleagues in 40 countries, we are the world leader in stone wool solutions, from building insulation to acoustic ceilings, external cladding systems to horticultural solutions, engineered fibres for industrial use to insulation for the process industry and marine & offshore.*



## Management statement

The Board of Directors and the Registered Directors have today considered and approved the interim report of ROCKWOOL A/S for the first quarter of 2022.

This interim report, which has not been audited or reviewed by the ROCKWOOL Group auditor, has been prepared in accordance with IAS 34 “Interim Financial Reporting”, as approved by the EU and additional Danish interim reporting requirements for listed companies.

In our opinion, the interim report presents a true and fair view of Group’s financial position at 31 March 2022 and of the result from Group’s operations and cash flow for the period 1 January to 31 March 2022.

Furthermore, we believe that the management report includes a true and fair presentation about the development in the Group’s operations and financial matters, the result for the period and the Group’s financial position overall as well as a description of the most significant risks and uncertainties faced by the Group.

Besides what has been disclosed in this interim report no changes in the Group’s most significant risks and uncertainties have occurred relative to what was disclosed in the consolidated Annual Report for 2021.

18 May 2022

## Registered Directors

Jens Birgersson  
CEO

Kim Junge Andersen  
CFO

## Board of Directors

Thomas Kähler  
Chairman

Carsten Bjerg  
Deputy Chairman

Rebekka Glasser Herlofsen

Carsten Kähler

Ilse Irene Henne

Jørgen Tang-Jensen

Connie Enghus Theisen

Christian Westerberg

Berit Anette Kjerulf

## Income statement

MEUR	Unaudited		Audited
	Q1 2022	Q1 2021	FY 2021
Net sales	924	671	3 088
Other operating income	1	1	6
<b>Operating income</b>	<b>925</b>	<b>672</b>	<b>3 094</b>
Raw material costs and production material costs	392	222	1 116
Delivery costs and indirect costs	128	91	438
Other external costs	55	48	205
Personnel costs	195	172	733
<b>Operating costs</b>	<b>770</b>	<b>533</b>	<b>2 492</b>
<b>EBITDA</b>	<b>155</b>	<b>139</b>	<b>602</b>
Amortisation, depreciation and write-downs	53	49	201
<b>EBIT</b>	<b>102</b>	<b>90</b>	<b>401</b>
Income from investments in associated companies	-	-	1
Financial items	-19	-2	-9
<b>Profit before tax</b>	<b>83</b>	<b>88</b>	<b>393</b>
Tax on profit for the period	20	20	90
<b>Profit for the period</b>	<b>63</b>	<b>68</b>	<b>303</b>
<i>Profit for the period attributable to:</i>			
Non-controlling interests	-	-	-
Shareholders of ROCKWOOL A/S	63	68	303
Earnings per share of 10 DKK (1.3 EUR)	2.9	3.1	14.1
Diluted earnings per share of 10 DKK (1.3 EUR)	2.9	3.1	14.0

## Statement of comprehensive income

MEUR	Unaudited		Audited
	Q1 2022	Q1 2021	FY 2021
<b>Profit for the period</b>	<b>63</b>	<b>68</b>	<b>303</b>
<i>Items that will not be reclassified to income statement:</i>			
Actuarial gains and losses of pension obligations	-	-	28
Tax on other comprehensive income	-	-	-2
<i>Items that may be subsequently reclassified to income statement:</i>			
Currency adjustment from translation of entities	-	32	78
<b>Other comprehensive income</b>	<b>-</b>	<b>32</b>	<b>104</b>
<b>Comprehensive income for the period</b>	<b>63</b>	<b>100</b>	<b>407</b>
<i>Comprehensive income for the period attributable to:</i>			
Non-controlling interests	-	-	-
Shareholders of ROCKWOOL A/S	63	100	407

## Business segments and sales reporting

Q1	Unaudited							
	Insulation segment		Systems segment		Eliminations		ROCKWOOL Group	
MEUR	2022	2021	2022	2021	2022	2021	2022	2021
External net sales	724	498	200	173	-	-	924	671
Internal net sales	101	74	-	-	-101	-74	-	-
<b>EBIT</b>	<b>79</b>	<b>59</b>	<b>23</b>	<b>31</b>	<b>-</b>	<b>-</b>	<b>102</b>	<b>90</b>
<i>EBIT margin</i>	<i>9.5%</i>	<i>10.3%</i>	<i>11.6%</i>	<i>17.6%</i>			<i>11.0%</i>	<i>13.3%</i>
Goods transferred at a point in time	724	498	200	173			924	671

## Geographical split of net sales

MEUR	Unaudited		Audited
	Q1 2022	Q1 2021	FY 2021
Western Europe	557	417	1 834
Eastern Europe and Russia	178	105	562
North America, Asia and others	189	149	692
<b>Total net sales</b>	<b>924</b>	<b>671</b>	<b>3 088</b>

## Balance sheet

(condensed)	Unaudited		Audited
MEUR	Q1 2022	Q1 2021	FY 2021
<b>Assets</b>			
Intangible assets	167	175	176
Tangible assets	1 870	1 698	1 829
Right-of-use assets	56	45	61
Other financial assets	11	17	11
Deferred tax assets	52	59	52
<b>Non-current assets</b>	<b>2 156</b>	<b>1 994</b>	<b>2 129</b>
Inventories	354	224	317
Receivables	600	460	468
Cash	230	188	166
<b>Current assets</b>	<b>1 184</b>	<b>872</b>	<b>951</b>
<b>Total assets</b>	<b>3 340</b>	<b>2 866</b>	<b>3 080</b>
<b>Equity and liabilities</b>			
Share capital	29	29	29
Currency translation adjustments	-134	-180	-134
Proposed dividend	102	94	102
Retained earnings	2 459	2 239	2 398
Hedging	-1	-1	-1
Non-controlling interests	-	4	-
<b>Total equity</b>	<b>2 455</b>	<b>2 185</b>	<b>2 394</b>
Non-current liabilities	184	172	163
Current liabilities	701	509	523
<b>Total liabilities</b>	<b>885</b>	<b>681</b>	<b>686</b>
<b>Total equity and liabilities</b>	<b>3 340</b>	<b>2 866</b>	<b>3 080</b>

## Cash flow statement

(condensed)	Unaudited		Audited
MEUR	Q1 2022	Q1 2021	FY 2021
EBIT	102	90	401
Adjustments for amortisation, depreciation and write-downs	53	49	201
Adjustments of non-cash operating items	-3	1	-5
Changes in net working capital	-114	-97	-82
<b>Cash flow from operations before financial items and tax</b>	<b>38</b>	<b>43</b>	<b>515</b>
<b>Cash flow from operating activities</b>	<b>2</b>	<b>29</b>	<b>426</b>
<b>Cash flow from investing activities</b>	<b>-70</b>	<b>-82</b>	<b>-302</b>
Business acquisitions, net of cash	-	-1	-8
<b>Free cash flow</b>	<b>-68</b>	<b>-54</b>	<b>116</b>
Cash flow from financing activities	136	2	-194
<b>Net cash flow</b>	<b>68</b>	<b>-52</b>	<b>-78</b>
Cash available – beginning of period	165	240	240
Exchange rate adjustments on cash available	-5	-2	3
<b>Cash available – end of period</b>	<b>228</b>	<b>186</b>	<b>165</b>
<b>Unutilised, committed credit facilities</b>	<b>470</b>	<b>525</b>	<b>600</b>

## Statement of changes in the equity

	Unaudited								
	Shareholders of ROCKWOOL A/S								
MEUR	Share capital	Currency translation adjustments	Proposed dividend	Retained earnings	Hedging	Total	Non-controlling interests	Total equity	
<b>Equity 1 January 2022</b>	<b>29</b>	<b>-134</b>	<b>102</b>	<b>2 398</b>	<b>-1</b>	<b>2 394</b>	<b>-</b>	<b>2 394</b>	
Profit for the period				63		63		63	
Other comprehensive income						-		-	
Comprehensive income for the period	-	-	-	63	-	63	-	63	
Purchase of own shares				-2		-2		-2	
<b>Equity 31 March 2022</b>	<b>29</b>	<b>-134</b>	<b>102</b>	<b>2 459</b>	<b>-1</b>	<b>2 455</b>	<b>-</b>	<b>2 455</b>	
<b>Equity 1 January 2021</b>	<b>29</b>	<b>-212</b>	<b>94</b>	<b>2 178</b>	<b>-1</b>	<b>2 088</b>	<b>4</b>	<b>2 092</b>	
Profit for the period				68		68		68	
Other comprehensive income		32				32		32	
Comprehensive income for the period	-	32	-	68	-	100	-	100	
Share buy-back programme				-3		-3		-3	
Purchase of own shares				-4		-4		-4	
<b>Equity 31 March 2021</b>	<b>29</b>	<b>-180</b>	<b>94</b>	<b>2 239</b>	<b>-1</b>	<b>2 181</b>	<b>4</b>	<b>2 185</b>	

## Main figures in DKK million

MDKK	Unaudited		Audited
	Q1 2022	Q1 2021	FY 2021
Net sales	6 873	4 988	22 966
Amortisation, depreciation and write-downs	398	366	1 493
EBIT	757	666	2 979
Profit before tax	613	654	2 923
Profit for the period	466	505	2 251
Total assets	24 841	21 310	22 902
Equity	18 261	16 248	17 803
Cash flow from operating activities	18	216	3 166
Cash flow from investing activities	523	616	2 306
Exchange rate	7.44	7.44	7.44

### Accounting policies

This unaudited interim report has been prepared in accordance with IAS 34 and additional Danish regulations for the presentation of quarterly interim reports by listed companies. The interim report has been prepared in accordance with the accounting policies set out in the Annual Report for 2021 with no significant changes.

### Significant accounting estimates and assumptions

In preparing this interim report Management has made various accounting estimates and assumptions that may significantly influence the amounts recognised in the Consolidated Financial Statement and related information at the reporting date. The accounting estimates and assumptions which Management considers to be material for the preparation and understanding of the interim report are stated in Note 1.1 in the Annual Report 2021 and primarily relates to impairment testing, expected lifetime for tangible assets, deferred tax assets and uncertain tax positions and pension obligations.

### Disclaimer

The statements on the future in this report, including expected sales and earnings, are associated with risks and uncertainties and may be affected by factors influencing the activities of the Group, e.g. the global economic environment, including interest and exchange rate developments, the raw material situation, production and distribution-related issues, breach of contract or unexpected termination of contract, price reductions due to market-driven price reductions, market acceptance of new products, launches of competitive products and other unforeseen factors.