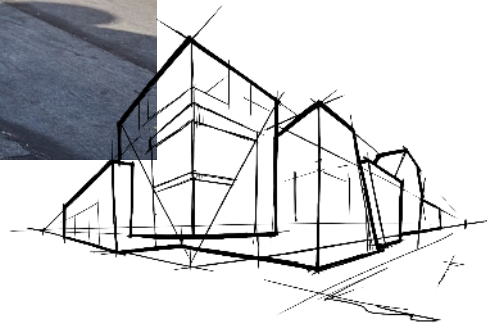




H1/Q2 2022 Financial results



Forward-looking statement

The statements on the future in this presentation, 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.

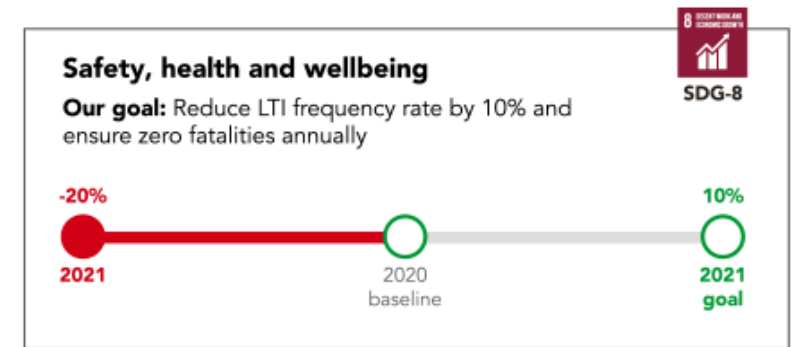
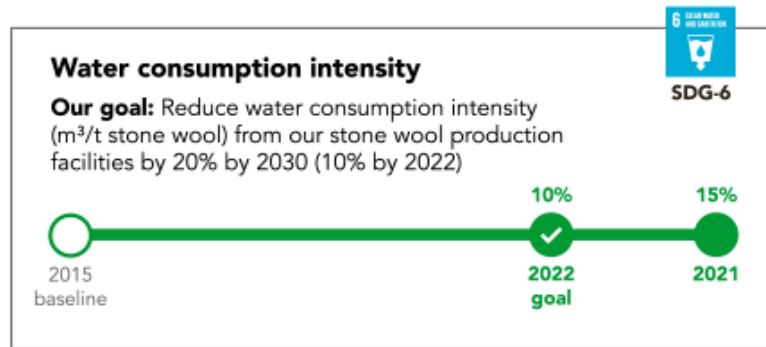
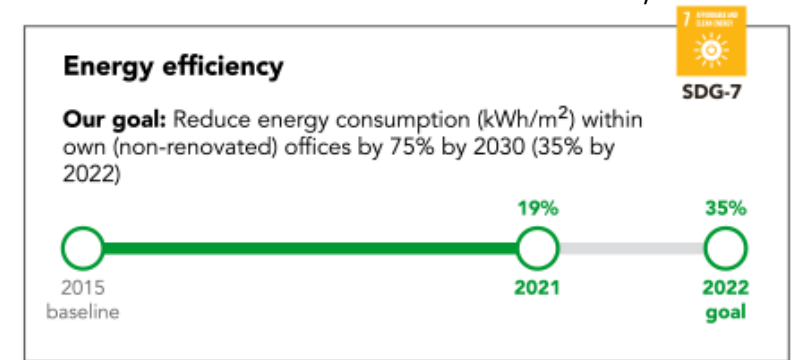
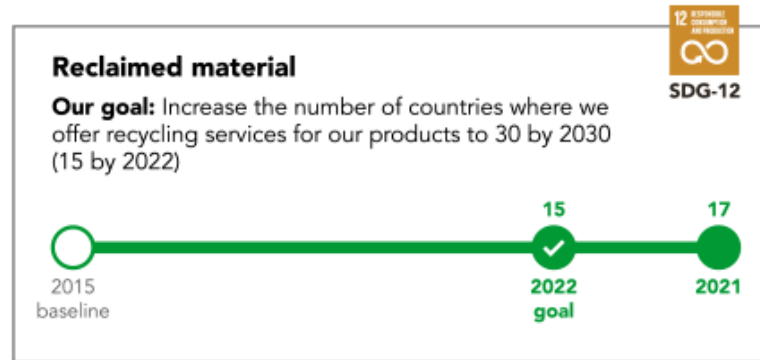
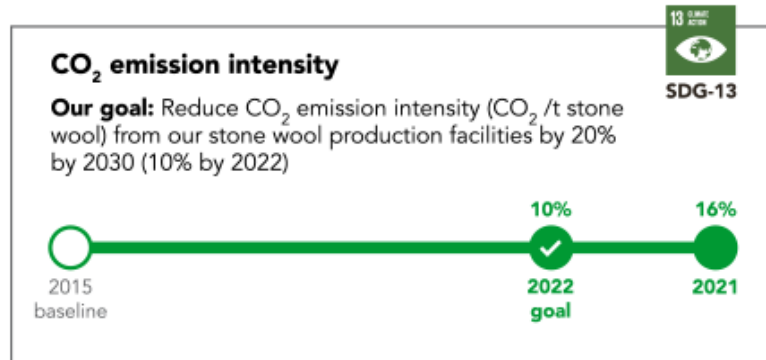
In no event shall ROCKWOOL A/S be liable for any direct, indirect or consequential damages or any other damages whatsoever resulting from loss of use, data or profits, whether in an action of contract, negligence or other action, arising out of or in connection with the use of information in this presentation.



Good progress on sustainability goals

- During H1 2022, we maintained our strong performance within all sustainability goal areas.
- We are currently preparing to launch the Rockcycle® reclaimed waste scheme in two additional countries*, building on the 17 markets where it is already active.
- In the first half of 2022, we have achieved a good improvement in our safety performance measured as Lost Time Incidents rate.

* Romania, Finland



H1 highlights

Sales

1942 MEUR

up 34% in reported figures

EBIT

233 MEUR

up 16% over last year

Free cash flow

-48 MEUR

down 71 MEUR over last year

Sales increase in local currencies

↑31%

EBIT margin

12.0%

down 1.9 percentage points

Net profit

125 MEUR

down 27 MEUR over last year



Q2 highlights

Sales

1018 MEUR

up 31% in reported figures

Sales increase in local currencies

↑ 26%

EBIT

131 MEUR

up 18% over last year

EBIT margin

12.9%

down 1.4 percentage points

Free cash flow

20 MEUR

down 57 MEUR over last year

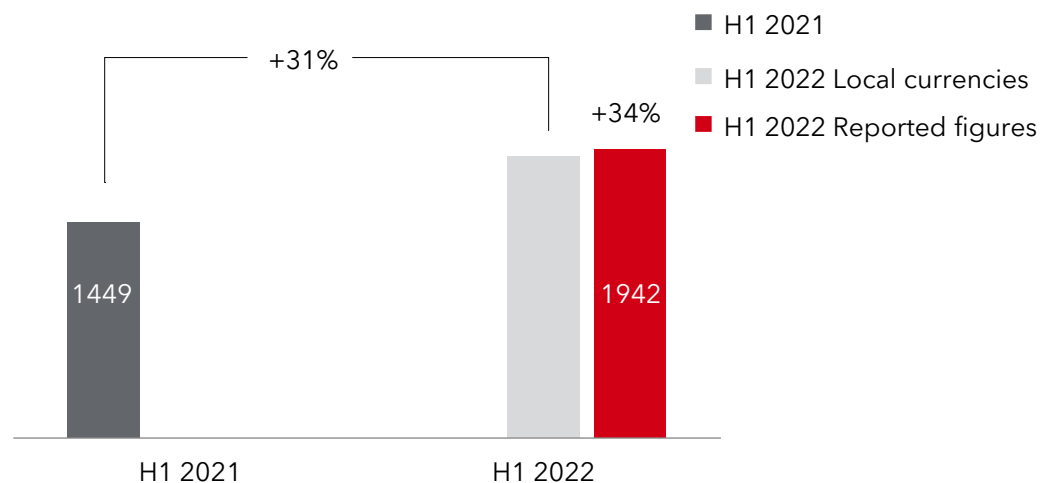
Net profit

62 MEUR

down 22 MEUR over last year

H1 sales up 31 percent in local currencies

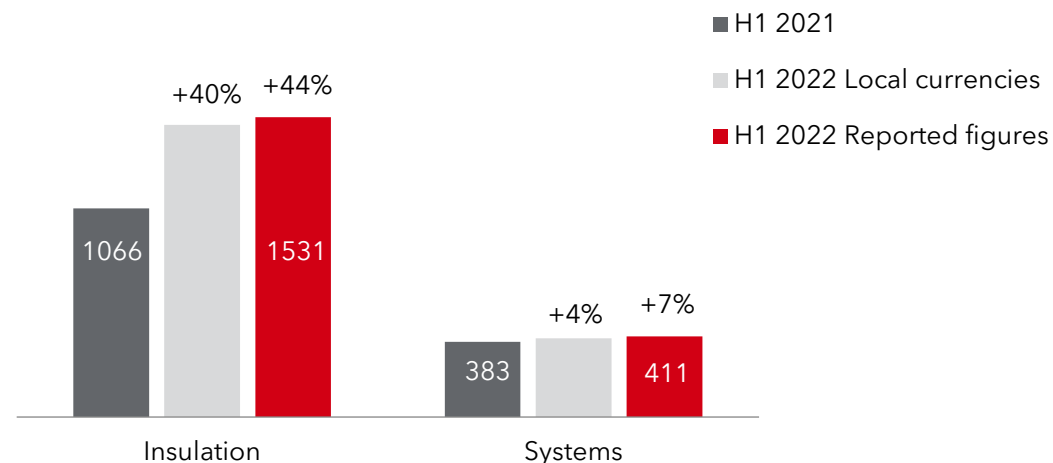
Net sales MEUR



Sales reached 1942 MEUR, up 31 percent in local currencies and 34 percent in reported figures.

Sales growth was driven by both volume and needed price increases in the first half of the year.

Net sales per business segment MEUR

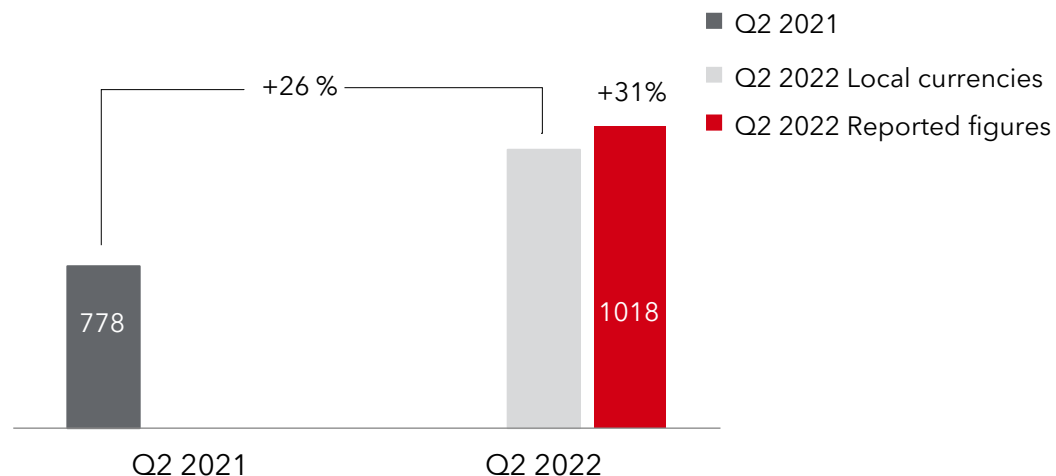


Insulation segment sales reached 1531 MEUR, up 40 percent in local currencies with strong demand in most markets.

Systems segment sales reached 411 MEUR, up four percent in local currencies, with growth in all businesses except Grodan, due to overstocked supply chain in North America.

Q2 sales up 26 percent in local currencies

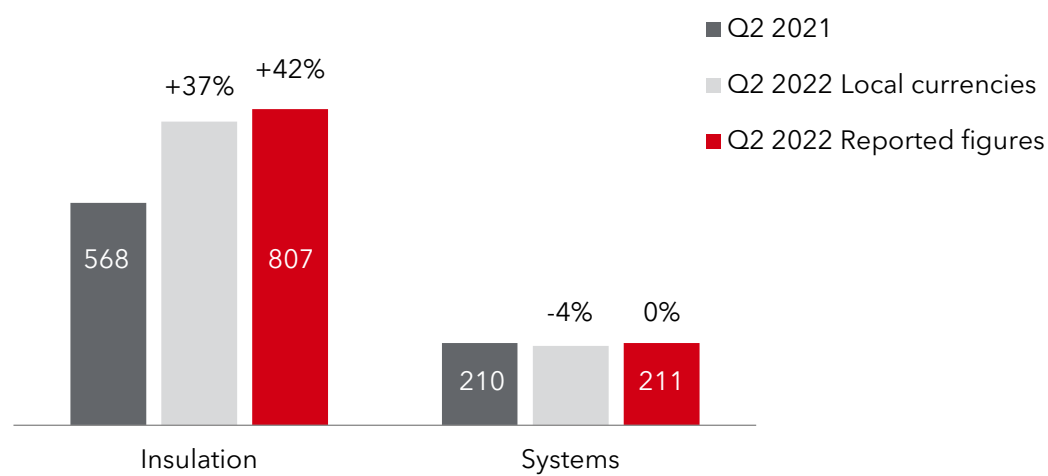
Net sales MEUR



Sales reached 1018 MEUR, up 26 percent in local currencies and 31 percent in reported figures.

Sales growth was driven by price increases needed to offset surging input costs (mainly energy) with high volumes at the level of last year.

Net sales per business segment MEUR



Insulation segment sales reached 807 MEUR, up 37 percent in local currencies with strong demand in most markets.

Systems segment sales reached 211 MEUR, down four percent in local currencies, with growth in all major businesses except for Grodan.

Q2 regional sales development

Growth in local currencies

Western Europe

26% ↑

27 percent in reported figures

Eastern Europe and Russia

57% ↑

69 percent in reported figures

North America, Asia and others

4% ↑

14 percent in reported figures

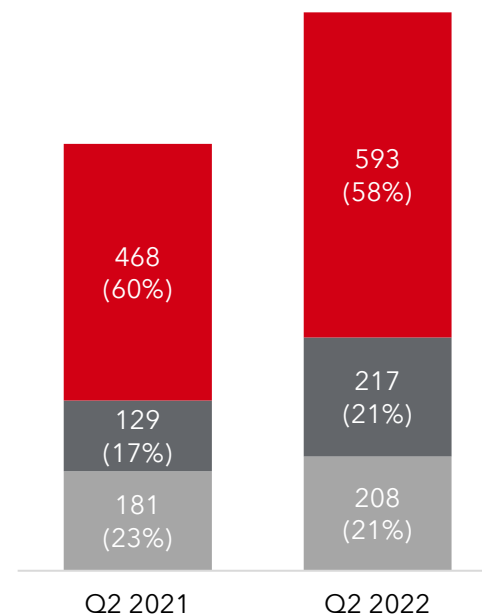
Key developments

- All markets experienced double-digit growth.
- Especially Germany, the United Kingdom, Italy, and Norway contributed to the growth.
- Strong quarter especially in Poland, Romania and Hungary.
- Sales in most markets achieved double-digit growth.
- Canada experienced a strong quarter contrasted by a weak one in the United States.

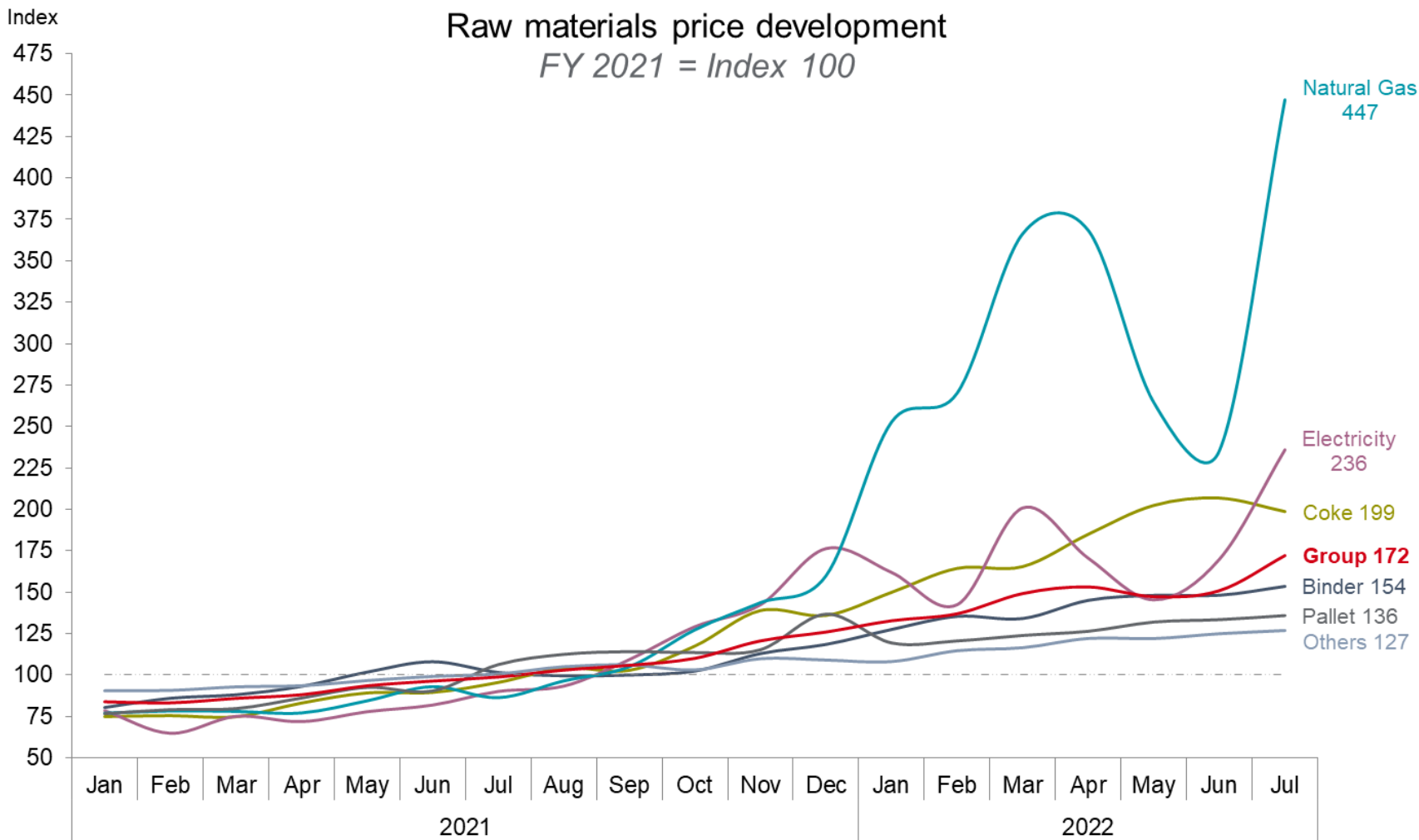
Geographic share of sales

MEUR, reported figures

- Western Europe
- Eastern Europe and Russia
- North America, Asia and others

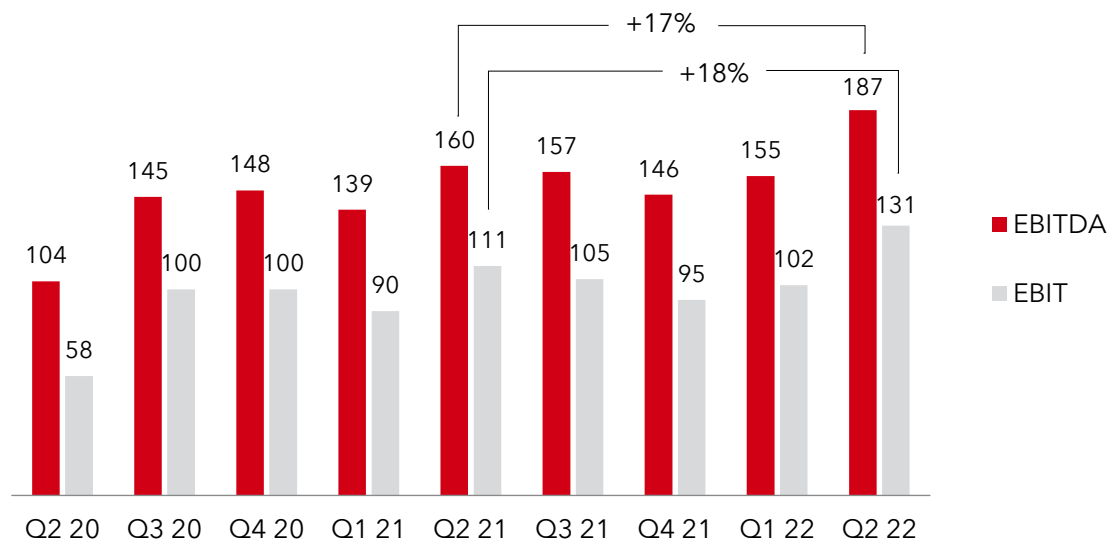


Raw material price index shows continued surge in energy prices



Q2 profitability highly impacted by inflation

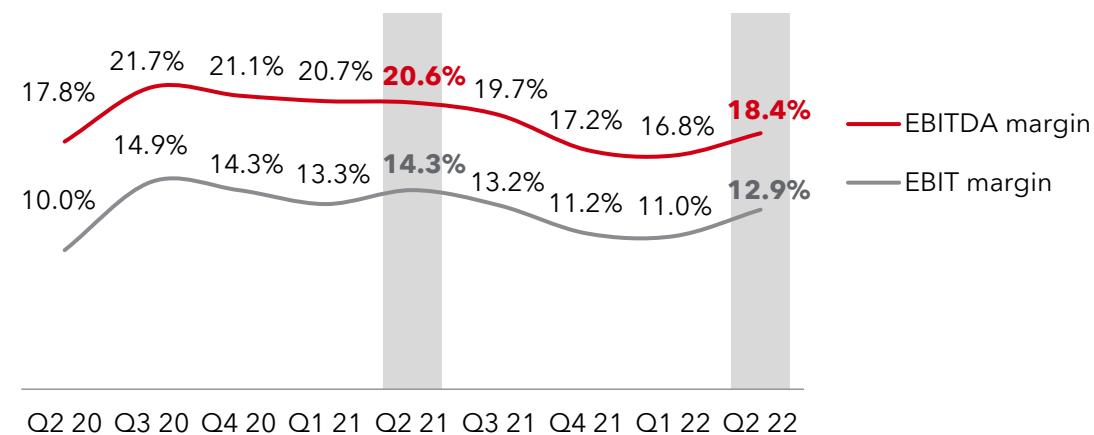
EBITDA & EBIT MEUR



EBITDA reached 187 MEUR, up 17 percent.

- EBITDA margin of 18.4 percent down 2.2 percentage points compared to Q2 2021.
- While the sales price increases in absolute amounts fully offset the increase in input and logistic costs, the EBITDA margin still declined.
- Further price increases have been initiated for the second half of the year.

EBITDA / EBIT margin (%)

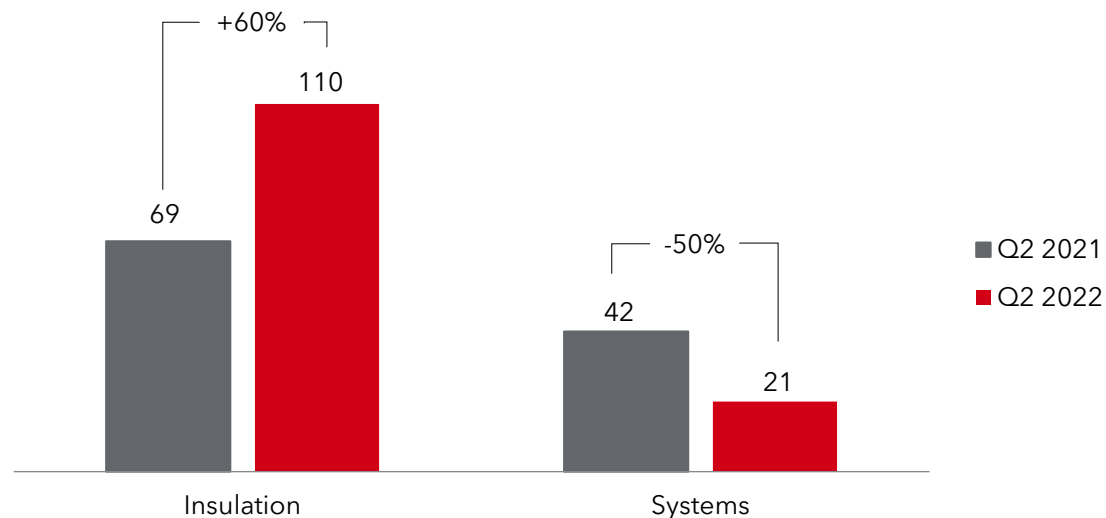


EBIT reached 131 MEUR, up 18 percent.

- EBIT margin was down by 1.4 percentage points to 12.9 percent, impacted by the EBITDA decline and higher depreciation primarily from the new U.S. production facility.
- EBIT margin improved 1.9 percentage points over Q1 2022.

Q2 profitability by business segment

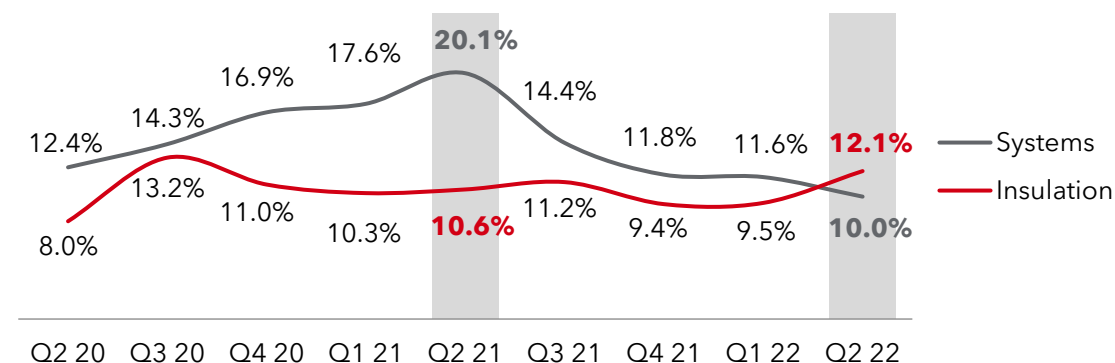
EBIT MEUR



Insulation EBIT at 110 MEUR, up 60 percent compared to last year.

- EBIT margin was 12.1 percent, up 1.5 percentage points compared to Q2 2021.
- In Q2 2022 sales price increases were able to offset the high inflation on energy prices, production materials, and logistics costs.

EBIT margin (%)



Systems EBIT amounted to 21 MEUR in Q2 2022.

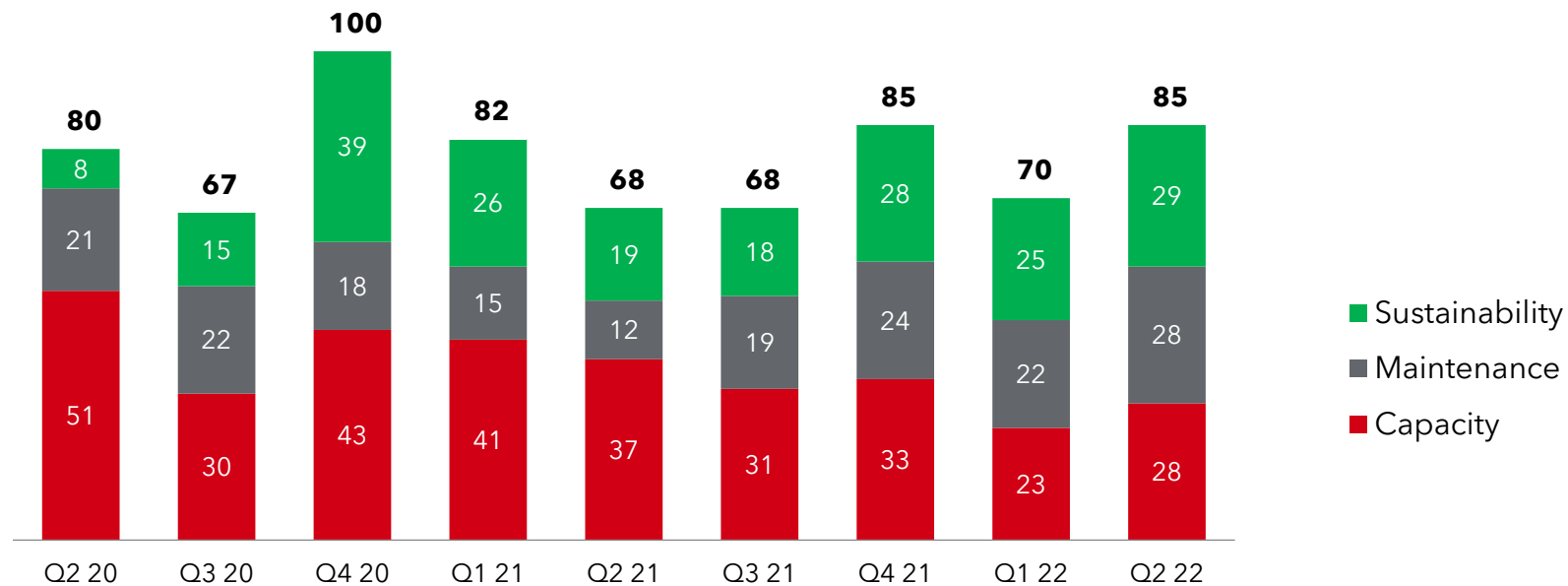
- EBIT margin was 10.0 percent, compared to 20.1 percent in Q2 2021.
- The lower margin mainly relates to impact from a negative product mix and lower cost absorption due to lower volumes and continued investment in business expansions.

Q2 investment activities

Investments excluding acquisitions totalled 85 MEUR in Q2 2022 (Q2 2021: 68 MEUR).

- The largest individual projects were the conversion to electrical melter in Flumroc (Switzerland), the new Rockfon line in Poland, and new Grodan capacity in Canada.

Investments excl. acquisitions (MEUR)



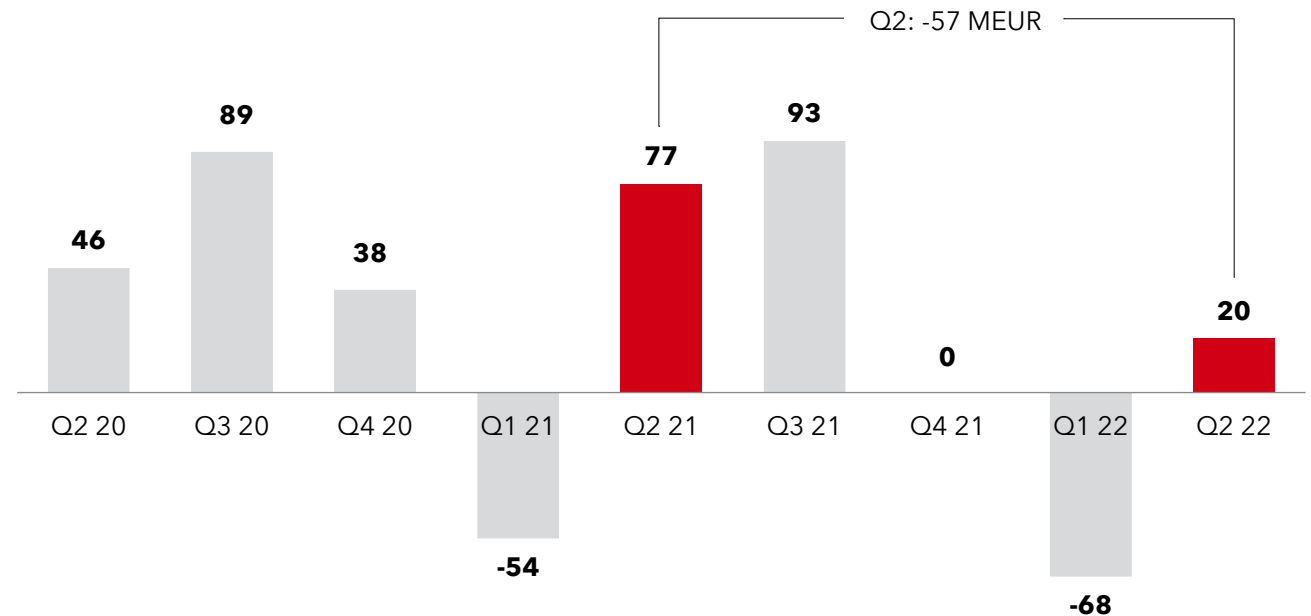
Q2 free cash flow affected by growth-driven working capital

Q2 free cash flow was 20 MEUR, down 57 MEUR compared to Q2 2021, primarily from higher working capital.

Net working capital was 14.1 percent (Q2 2021: 11.4 percent) of net sales and ended at 505 MEUR, an increase of 184 MEUR compared to Q2 2021. This mainly reflects higher inventory values due to higher costs and increased volumes as well as higher trade receivables from higher sales across the Group.

Net debt position of 78 MEUR end of Q2 2022.

Free cash flow MEUR



Outlook 2022



ROCKWOOL®

Outlook full year 2022

1 Sales

Sales growth **20-25 percent** in local currencies.

2 EBIT

EBIT margin **between 10 and 12 percent**.

3 Investment

Investment level **around 375 MEUR** excluding acquisitions.

2022 Outlook overview	9 February 2022	18 May 2022	18 August 2022	24 August 2022
Net sales in local currencies	Sales growth of 15-20 percent	Sales growth of 20-25 percent	Sales growth of 20-25 percent	Sales growth of 20-25 percent
EBIT margin	Around 13 percent	Around 13 percent	10 to 12 percent	10 to 12 percent
Investments excl. acquisitions	Around 500 MEUR	Around 425 MEUR	Around 375 MEUR	Around 375 MEUR

Key figures for the Group

MEUR	Q2 2022	Q2 2021	YoY (%)	H1 2022	H1 2021	YoY (%)	FY 2021
Income statement							
Net Sales	1018	778	30.8%	1942	1449	34.0%	3088
EBITDA	187	160	16.7%	342	299	14.5%	602
EBIT	131	111	18.1%	233	201	16.1%	401
Profit before tax	86	109	-20.1%	169	197	-13.9%	393
Profit for the period	62	84	-25.4%	125	152	-17.5%	303
Balance sheet							
Total Assets				3572	2 904	23.0%	3080
Equity				2573	2 182	17.8%	2394
Equity ratio				72.0%	75.0%	-3.0pp	77.7%

Questions?

Thank you

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