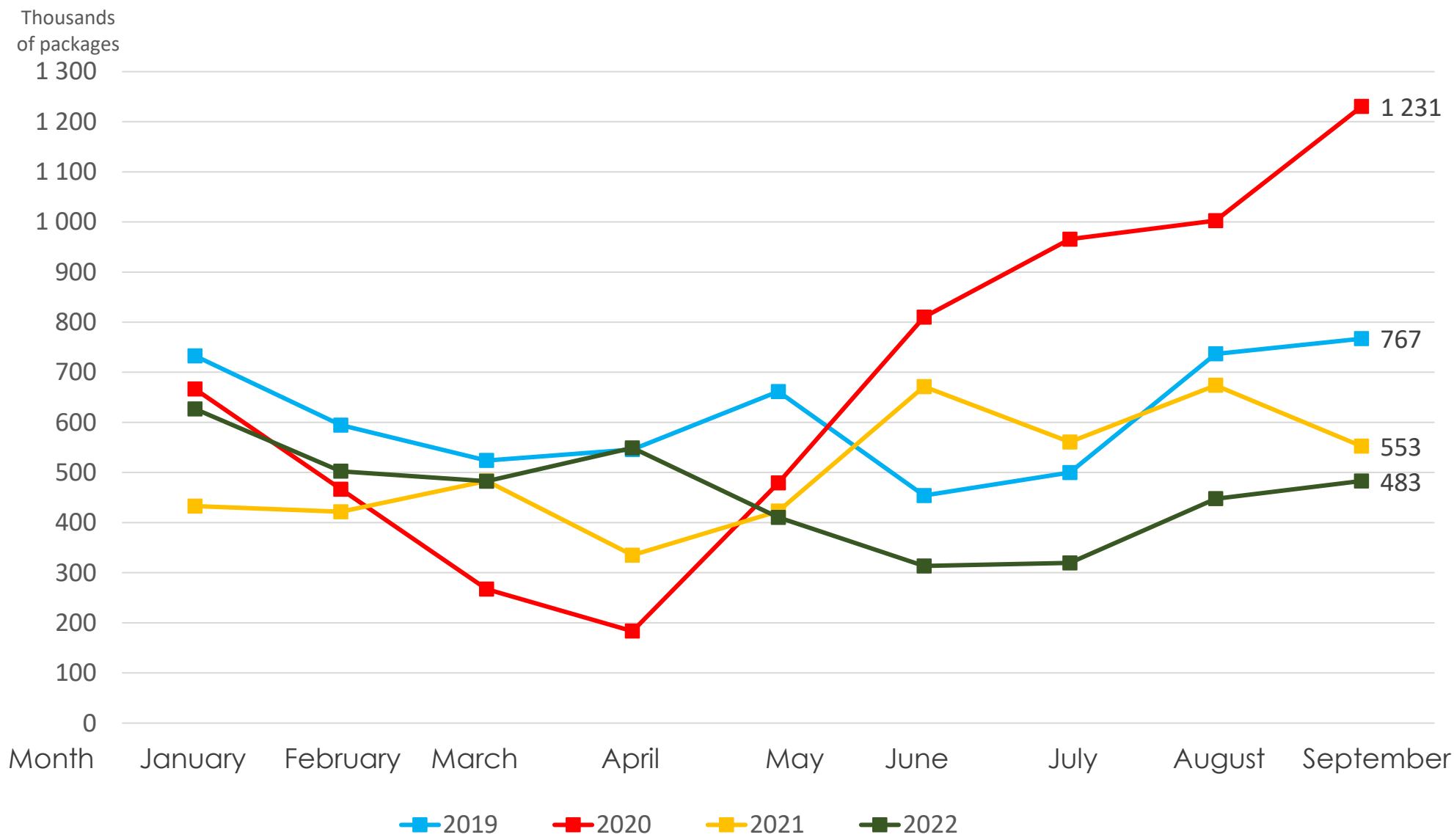




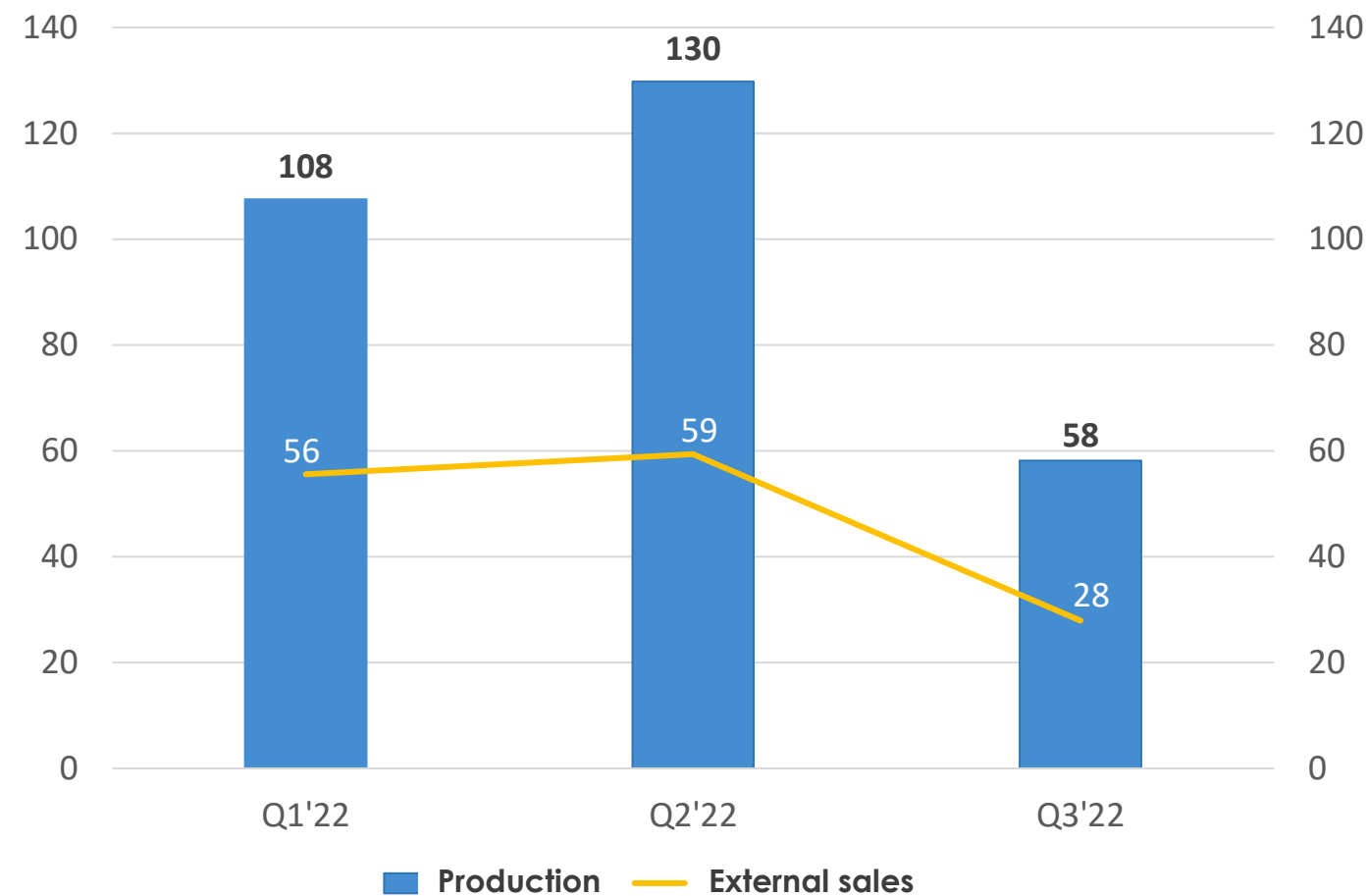
FABRYKI MEBLI FORTE SA

Preliminary results after QIII 2022 | 27.10.2022

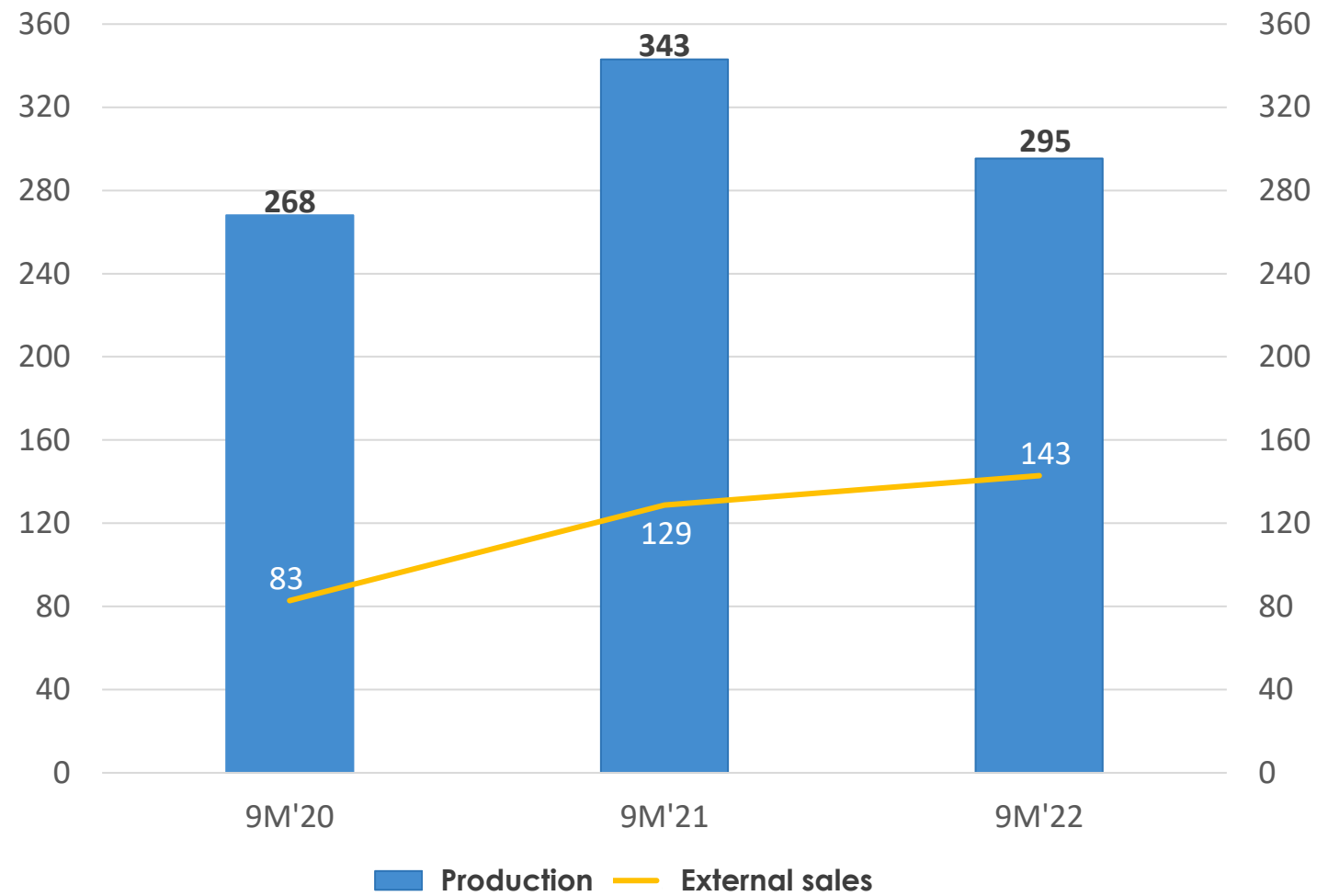
MONTHLY ORDER INFLOW IN THOUSANDS OF PACKAGES



TANNE ['000 M3] Q3



TANNE ['000 M3] 9M



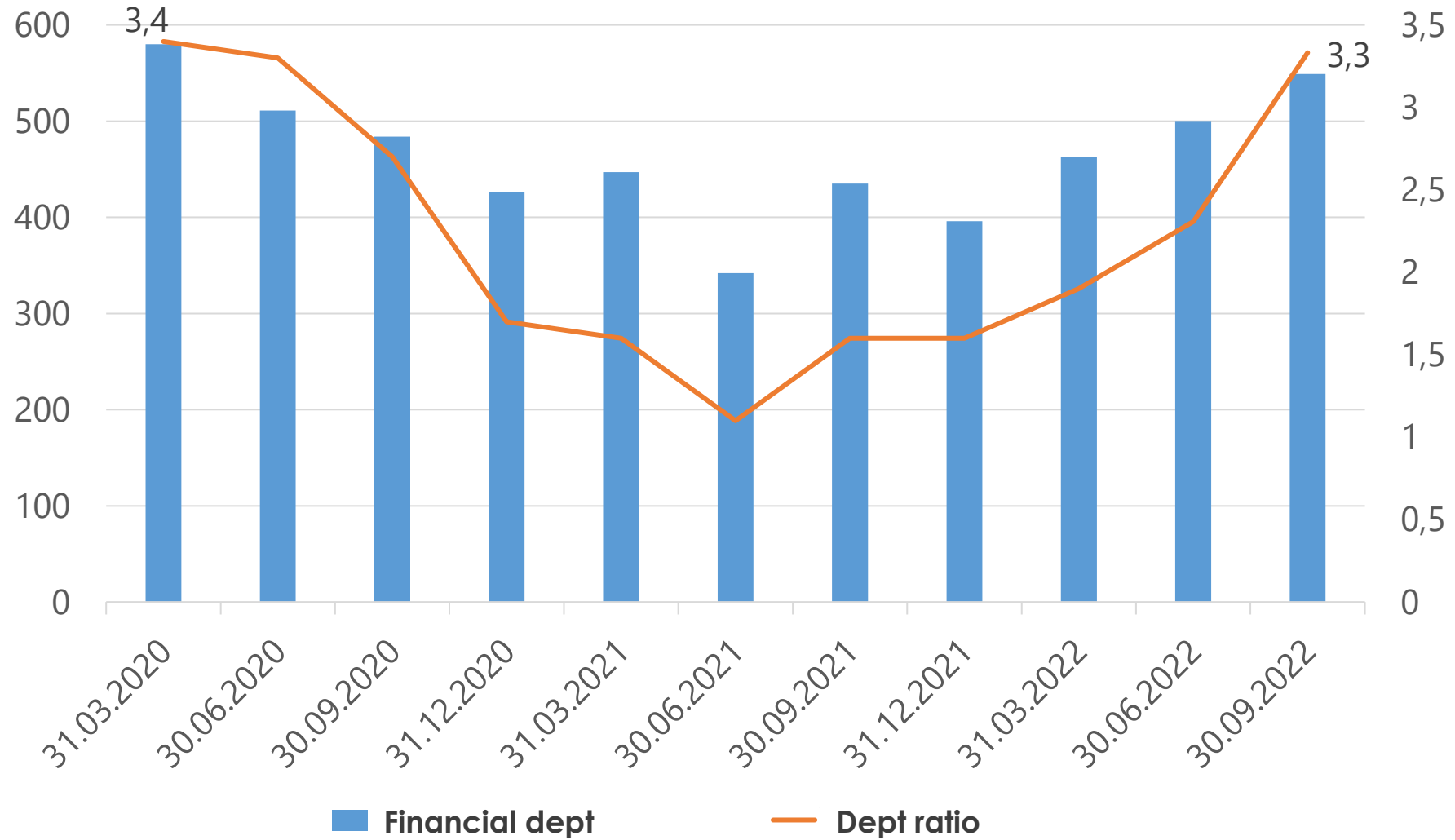
JULY – SEPTEMBER Q3

	ACTUAL 2022	ACTUAL 2021	ACTUAL 2020	CHANGE 21/20
GROSS SALES	250,6 MPLN <i>Tanne ext: 40,9 MPLN</i>	339,8 MPLN <i>Tanne ext: 50,4 MPLN</i>	347,0 MPLN <i>Tanne ext: 17,2 MPLN</i>	-89,2 / -96,4 MPLN
		Thousands of packages: 1.874 (+66% vs '22) Price /collie: - 19,6 % vs '22	Thousands of packages: 2.230 (+97% vs '22) Price /collie: - 26,6 % vs '22	
EBIT	-1,1 MPLN -0,4%	41,4 MPLN 12,2%	50,3 MPLN 14,5%	-42,5 / -51,4 MPLN
EBITDA	12,8 MPLN 5,1%	55,1 MPLN 16,2%	64,3 MPLN 18,5%	-42,3 / -51,5 MPLN

JANUARY – SEPTEMBER 9M

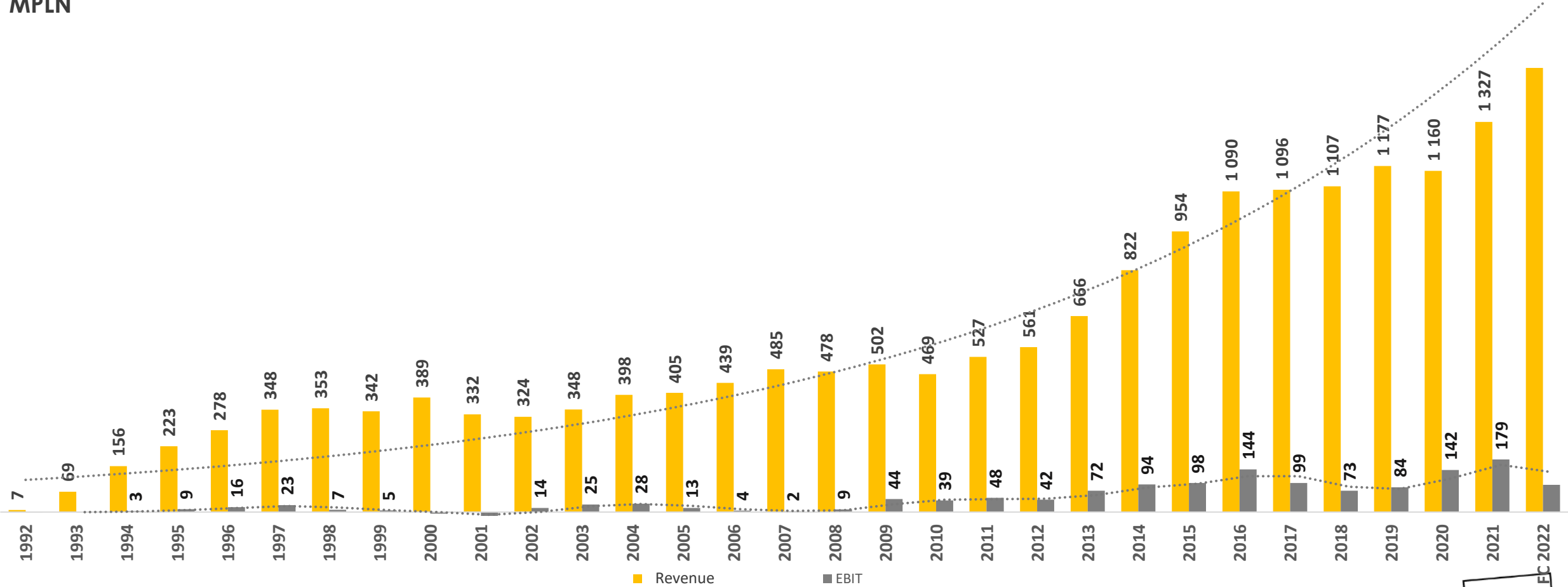
	ACTUAL 2022	ACTUAL 2021	ACTUAL 2020	CHANGE 21/20
GROSS SALES	939,3 MPLN <i>Tanne ext: 194,8 MPLN</i>	948,4 MPLN <i>Tanne ext: 115,0 MPLN</i>	777,8 MPLN <i>Tanne ext: 42,0 MPLN</i>	-9,1 / 161,5 MPLN
		Thousands of packages: 5.492 (+25% vs '22) Price /collie: - 11,7% vs '22	Thousands of packages: 5.044 (+15% vs '22) Price /collie: - 19,4% vs '22	
EBIT	53,7 MPLN 5,7%	127,2 MPLN 13,4%	74,6 MPLN 9,6%	-73,5 / -20,9 MPLN
EBITDA	95,2 MPLN 10,1%	168,3 MPLN 17,7%	116,6 MPLN 15,0%	-73,1 / -21,4 MPLN

DEPT RATIO [MPLN]



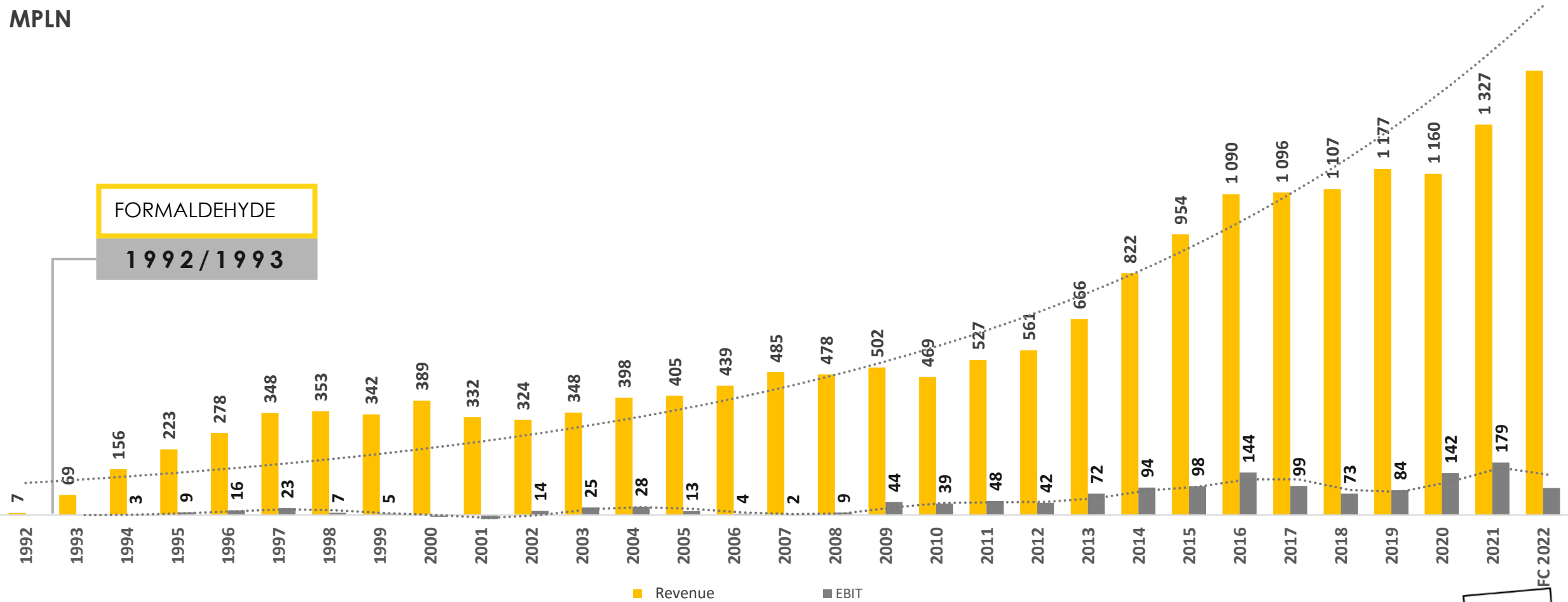
HISTORY

MPLN



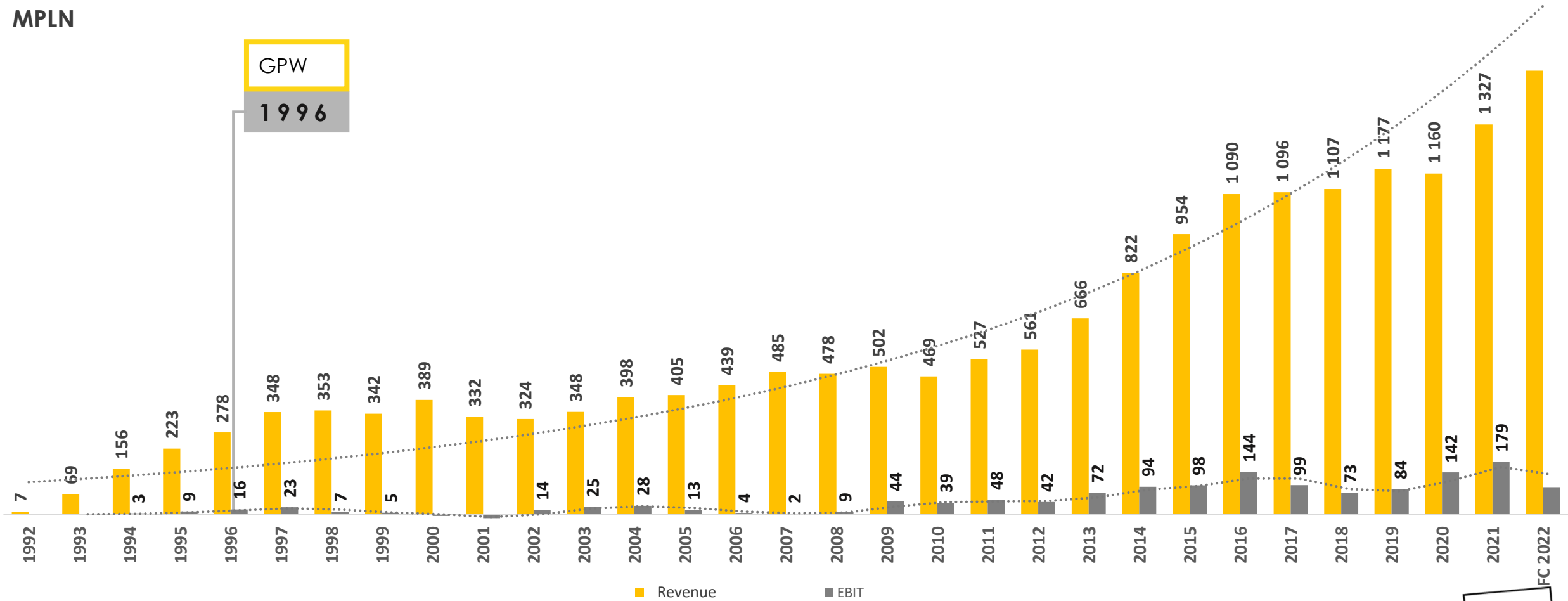
HISTORY

MPLN



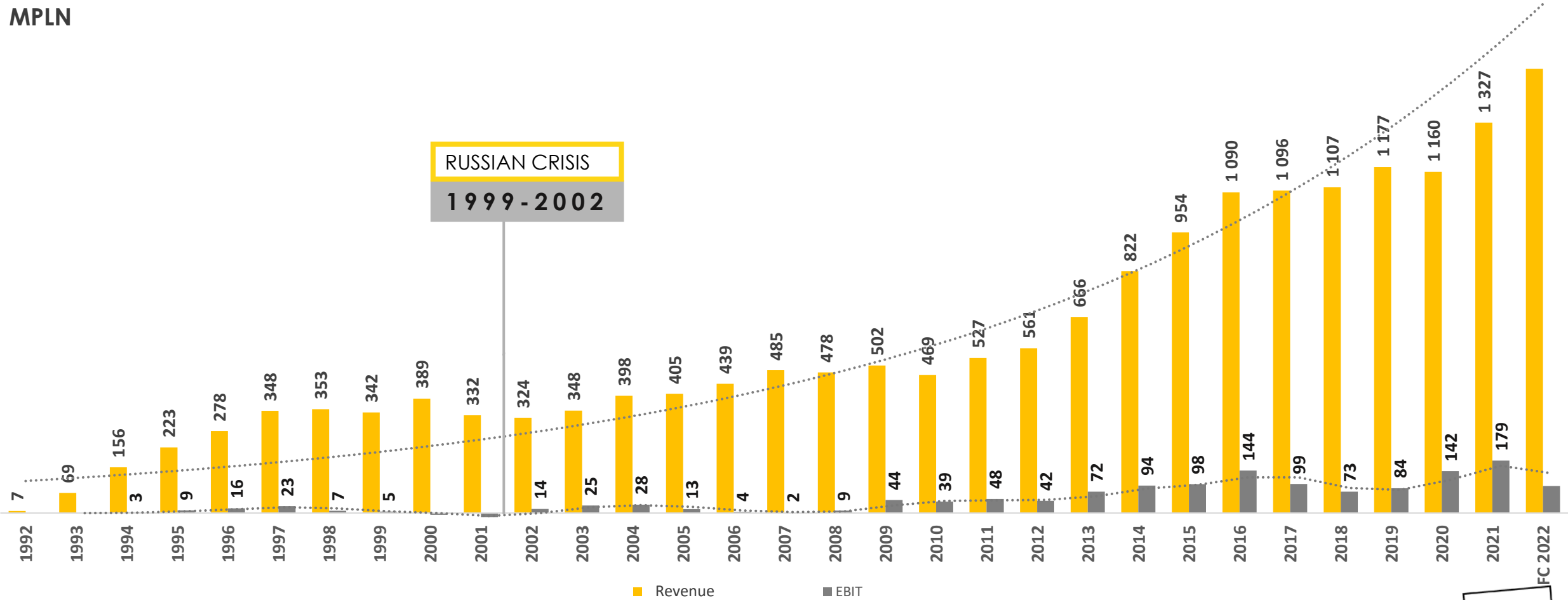
HISTORY

MPLN



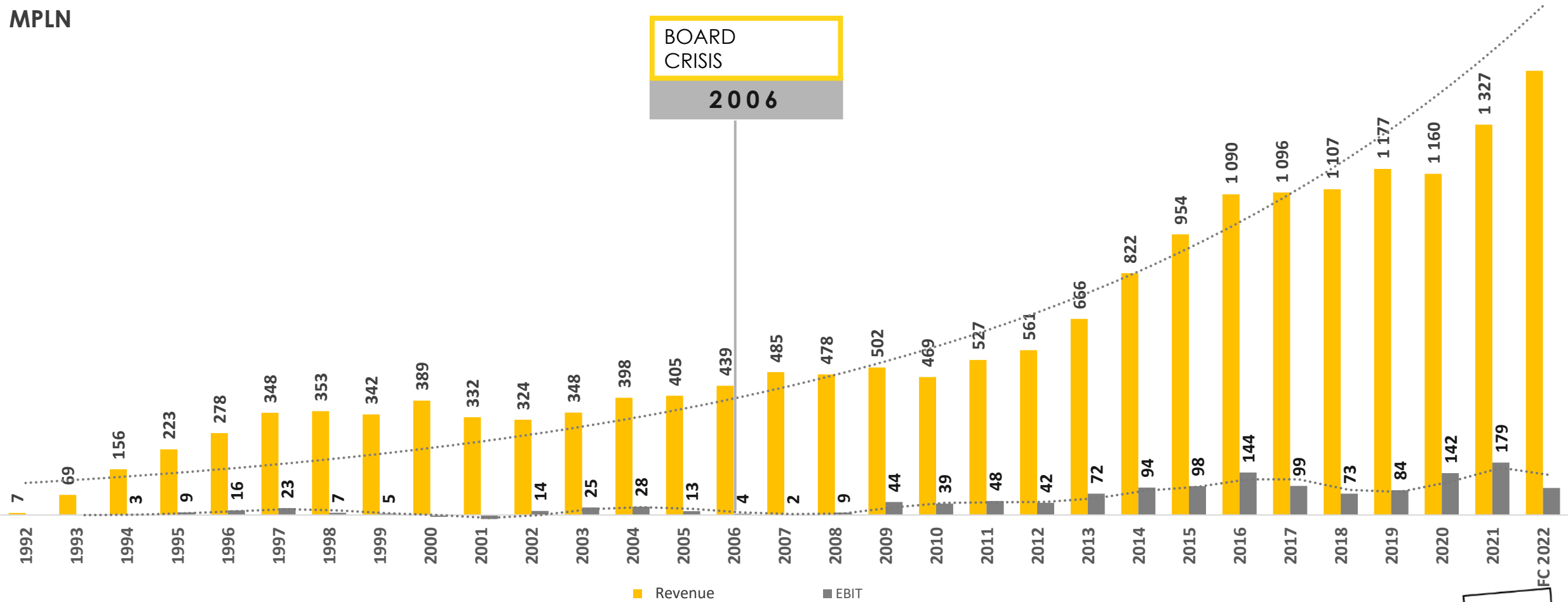
HISTORY

MPLN



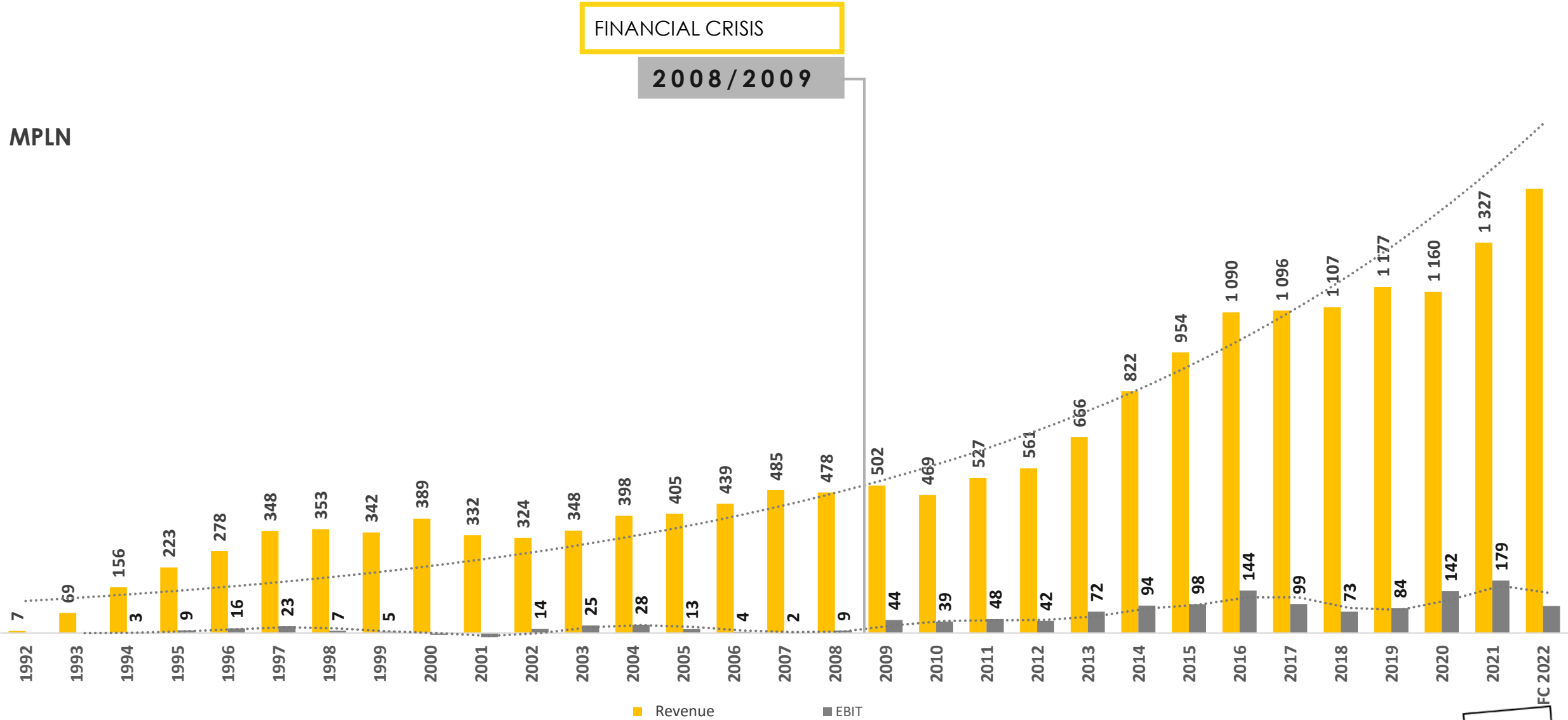
HISTORY

MPLN



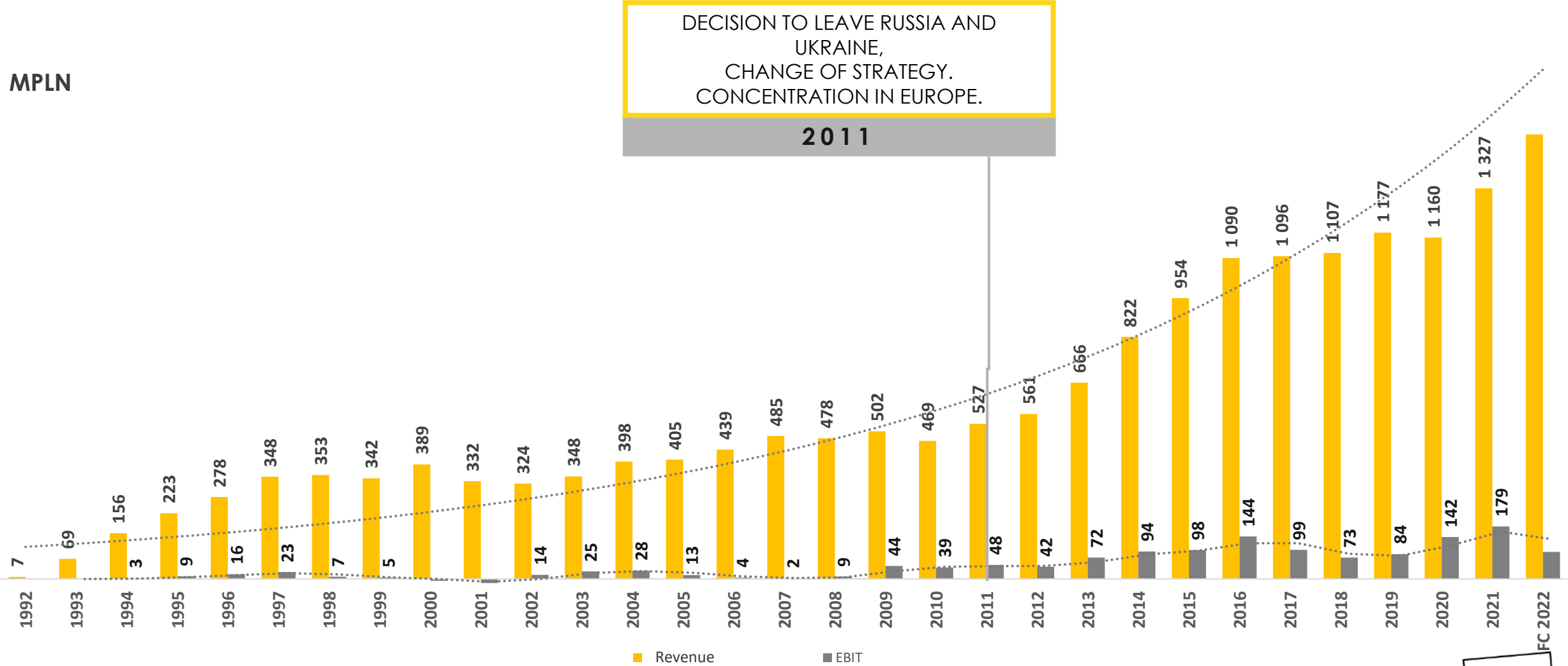
HISTORY

MPLN



HISTORY

MPLN

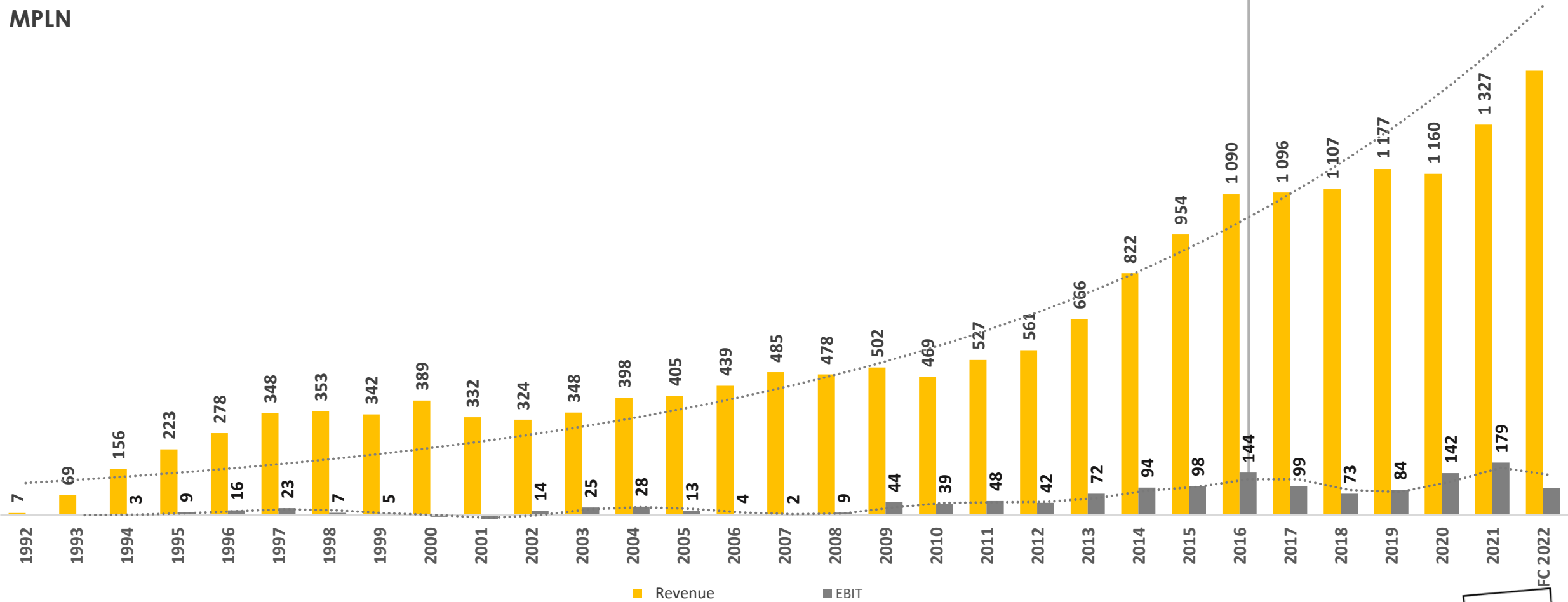


HISTORY

DECISION TO INVEST IN A
PARTICLEBOARD FACTORY

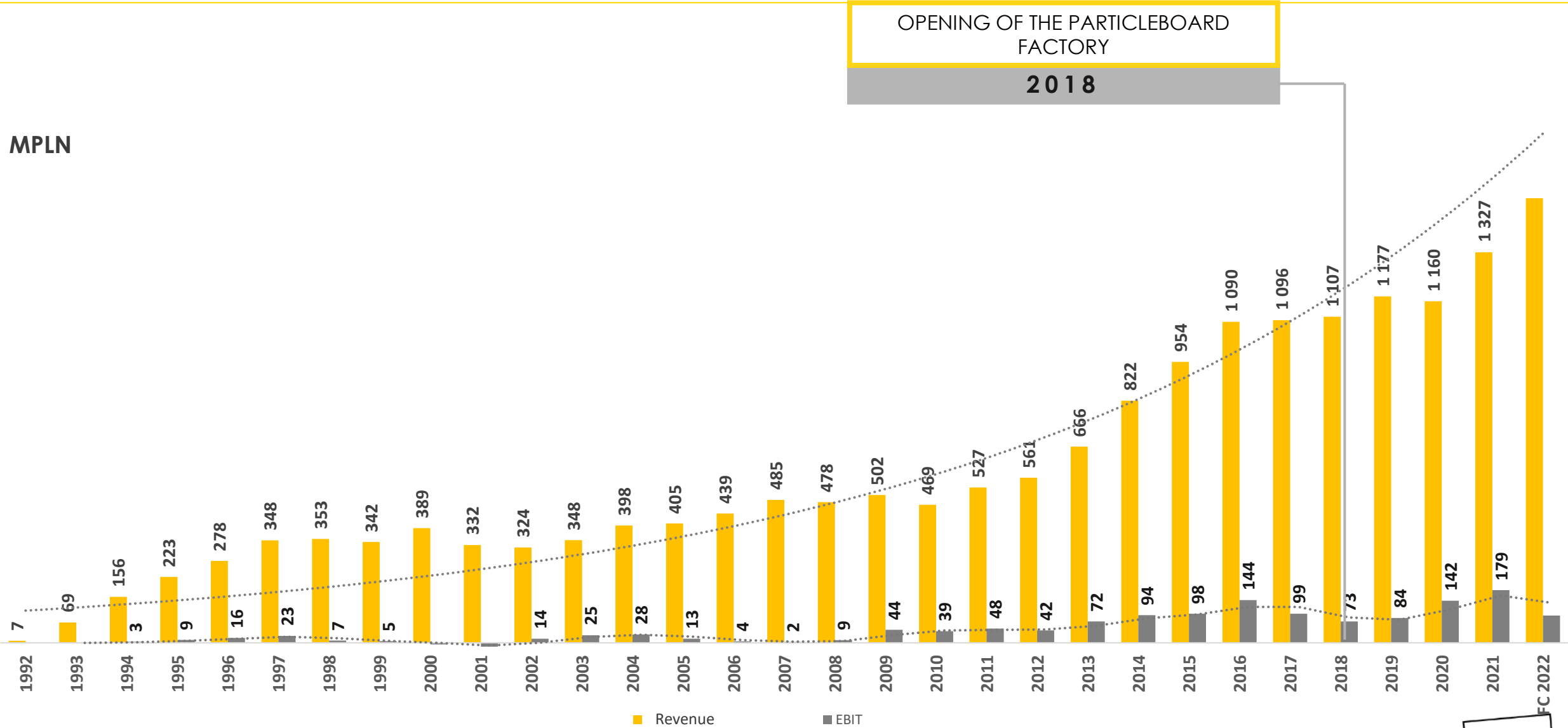
2016

MPLN



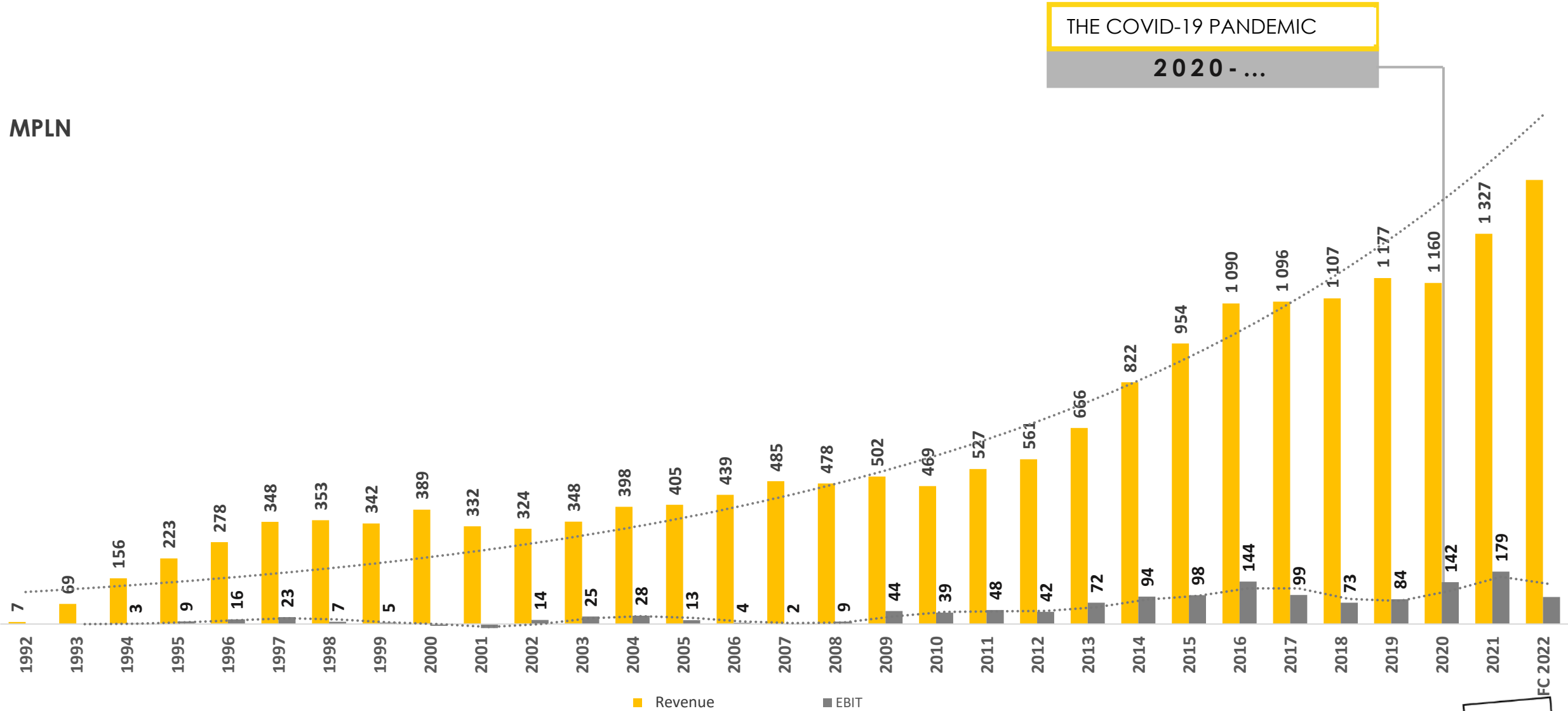
HISTORY

MPLN



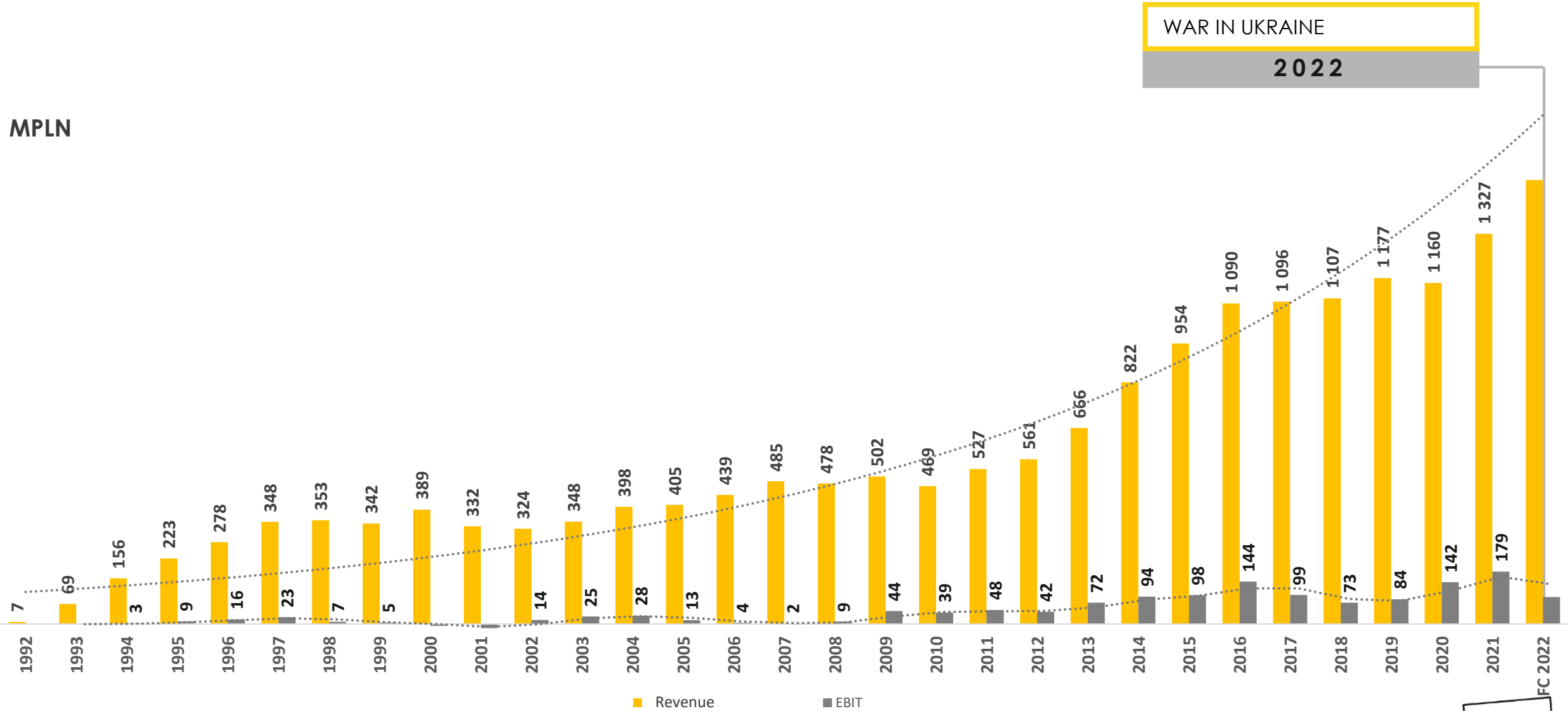
HISTORY

MPLN



HISTORY

MPLN



STRONG FOUNDATION AND EFFECTIVE OPERATION



1

Own board

2

development of
upholstery

3

reduction of costs and
expenses

4

diversification of sales
markets

5

deeper cooperation with
clients





**TOGETHER
we create
furniture history**



30
Years