Enriching people’s way of life

Roadshow presentation January – September 2017
Jyri Luomakoski, President & CEO
Maija Strandberg, CFO
October 2017
Why invest in Uponor

The company: An industry innovator building on a century of tradition

• Established brand with a proven historic growth, organically and through acquisitions
• Stable business with a track record of profitable performance, even during downturns
• An up-to-date production network from the production technology perspective, as well as regional spread
• Committed long-term key ownership with a clear understanding of the industry’s dynamics

The business: Solutions for safe drinking water delivery, energy-efficient heating and cooling and reliable infrastructure

• A leading international supplier of plastic plumbing and hydronic radiant heating systems and a strong position in civil engineering pipe systems in northern Europe
• A proven track record of superior quality supported by product, system and value chain innovation that meets customer expectations
• Total offering committed to: Comfort, Health, Efficiency, Sustainability and Safety

Read more at: http://investors.uponor.com
Uponor at a glance

Uponor is a leading international provider of plastic based piping systems for buildings and infrastructure.

We provide safe drinking water delivery systems, energy-efficient radiant heating and cooling and reliable infrastructure solutions.

**FACTS & FIGURES**

1,1 billion euro
Net sales 2016

30 countries with Uponor operations

14 production sites worldwide

3,900 worldwide staff
Our solutions enrich people’s way of life

Our vision
Throughout the world, our solutions enrich people’s way of life

Our mission
Partnering with professionals to create better plumbing, indoor climate and infrastructure solutions

Our people
We will build an exciting environment for growth and achievement both for the company and our employees
Shared values guide our operations

With 3,900 committed employees in 30 countries, Uponor is at your service all over the world
Uponor milestones

1620
Johan de la Gardie establishes Wirso Bruks

1900

1918
Aukusti Asko-Avonius establishes a carpentry workshop in Lahti, Finland

1964
Plastic division Upo-Muovi starts in Nastola, Finland, and launches its first plastic pipes

1982
Asko Oy and Neste Oy jointly establish Oy Uponor Ab

1988
Uponor enters plastic hot water pipe business, acquires Wirso

Asko Oy is listed on the Helsinki Stock Exchange

1938
Uppo Oy starts to manufacture cast iron products and household appliances

1972
Wirso was first in the world to start manufacturing PEX pipes

1990
Wirso opens a factory in Apple Valley, Minnesota, USA

1999
Oras Invest becomes a major shareholder

2006
The business is consolidated under one brand

1997
Acquisition of Unicor in 1997–1999

2000
Merger with parent company Asko Oyj on 1 Jan 2000

2006 – 2008
Municipal business outside of the Nordic countries divested

2013
Start of Uponor Infra through a merger with KWH Pipe on 1 July 2013

2016
Acquiring competence in hygienic drinking water delivery

2016
Establishes joint venture Phyn with Belkin International Inc.
Uponor’s sustainability statement

Uponor is committed to addressing the key issues of our time through innovations that help reduce environmental impact. Through partnerships, we strive to provide leadership in sustainable solutions for the mutual well-being of both people and the planet, while ensuring the long-term viability of our operations.

Our sustainability pillars

- Strongly integrating sustainability into our corporate mindset.
- Driving down our environmental impact.
- Enriching life through our innovative solutions.
- Engaging external stakeholders in our sustainability journey.
Driving down our environmental impact

Uponor has been reporting through CDP Climate change survey since 2010

Level B - Management = taking coordinated action on climate change issues
Group structure

President and CEO
Jyril Luomakoski

Group functions
Finance and administration
Majala Strandberg
HR and communications
Minna Biomäki
Legal services
Reetta Härkkä

Brand management • Jan Peter Tewes
Green Technology and Corporate Development • Fernando Gosses

Building Solutions – Europe
Jan Peter Tewes

Building Solutions – North America
Bill Gray

Uponor Infra
Sebastian Bondestam

Supply chain management • Sebastian Bondestam
Net sales breakdown
Consolidated net sales for 2016: €1,1 billion

<table>
<thead>
<tr>
<th>BY BUSINESS GROUP</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure solutions</td>
<td>34%</td>
<td>39%</td>
<td>27%</td>
</tr>
<tr>
<td>Plumbing solutions</td>
<td>30%</td>
<td>45%</td>
<td>25%</td>
</tr>
<tr>
<td>Indoor climate solutions</td>
<td>26%</td>
<td>49%</td>
<td>25%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>BY SEGMENT</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uponor Infra</td>
<td>34%</td>
<td>30%</td>
<td>26%</td>
</tr>
<tr>
<td>Building Solutions - North America</td>
<td>19%</td>
<td>26%</td>
<td>28%</td>
</tr>
<tr>
<td>Building Solutions - Europe</td>
<td>47%</td>
<td>44%</td>
<td>46%</td>
</tr>
</tbody>
</table>
Uponor’s plumbing offering
For efficient and hygienic drinking water delivery

Flexible pipe systems
Multilayer pipe systems
Risers
Press fittings
Pre-fabricated units
Quick & Easy fittings
Tools
Intelligent water and hygiene

Coming soon: upon
Uponor’s indoor climate offering

The basis for a comfortable and energy-efficient ambiance

- Radiant heating and cooling
- Thermally active slabs
- Ceiling cooling
- Geothermal energy stations
- Manifold stations
- Controls
- Local heat distribution
- Ventilation
Uponor’s infrastructure offering
Transporting water, air, electricity, telecommunications and data
Investment in R&D and technology

In 2016, Uponor’s R&D expenditure exceeded €20 million for the first time
• New Group Technology function
• Investment in digitalisation initiatives
• New product, application and materials development

Strategic focus on hygiene, safety and sustainability
• UWater online monitoring – Dec 2015
• KaMo/Delta fresh water stations - Jan 2016
• Joint venture Phyn with Belkin to pioneer in intelligent water - July 2016
First renovation project involving radiant ceiling cooling in tropical climate: Seng Choon Office Building, Singapore

Water supply in demanding terrain: Glomfjord, Norway

Restoring old-world charm to an iconic hotel: The Cavalier Hotel, Virginia, USA

Radiant heating & cooling in European Central Bank: Frankfurt, Germany

Water supply in extreme weather conditions: Gabriel de Castilla research station, Antarctica

Securing safe transportation of waste water: Borås, Sweden

Radiant heating & cooling in an underground women’s university: Seoul, South Korea

Ice-free pavement throughout the year: Lahti, Finland

Throughout the world, our solutions enrich people’s way of life
Business gradually picking up after the global financial crisis
Uponor has a strategy to generate sustainable growth in the shorter and longer term

We defend our strong position in the distribution business and the residential markets

We expand in commercial markets with an aim to significantly grow designed solution sales

We build options for future growth, e.g. sustainable hygienic solutions, digitalisation and new production technologies
Long-term financial targets
Since 12 February 2013

Organic net sales growth to exceed annual GDP growth* by 3 ppts

EBIT margin to exceed 10%

ROI to exceed 20%

Gearing to stay within 30 to 70 as an annual average of the quarters

Dividend pay-out to be at least 50% of annual earnings (considering the gearing target)

Achievement in 2016

2.0% (target 4.7%*)

6.5% (comparable EBIT 8.2%)

14.1%

56.7

79.3%

* GDP growth based on a weighted average growth in the top 10 countries
Dividends and payout ratio

Dividend for 2016: €0.46 per share
Major shareholders
30 June 2017

- Oras Invest Ltd 22.6%
- Varma Mutual Pension Insurance Company 5.3%
- Nordea Nordic Small Cap Fund 3.3%
- Ilmarinen Mutual Pension Insurance Company 2.7%
- Mandatum Life Insurance Company Ltd 1.4%
- The Local Government Pensions Institution 1.3%
- Nordea Pro Finland Fund 1.0%
- Nominee registrations 24.5%
- Others 37.9%

Currently valid foreign notifications
20 March 2017: the holdings of Franklin Resources, Inc., went down to below 5.0%

- 17,900 shareholders at the end of June 2017
- Foreign shareholding was 24.8% at the end of June 2017, down from 26.1% in Dec 2016
Q3/2017: Uponor’s good progress in the third quarter offsets the shortfall in the second quarter

<table>
<thead>
<tr>
<th>July - September, M€</th>
<th>7-9/2016</th>
<th>7-9/2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>284.1</td>
<td>317.5</td>
<td>11.8%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>25.1</td>
<td>40.4</td>
<td>60.9%</td>
</tr>
<tr>
<td>Comparable operating profit</td>
<td>29.0</td>
<td>40.4</td>
<td>38.9%</td>
</tr>
</tbody>
</table>

**Net sales**
- Building Solutions – Europe’s sales grew in all key countries but Finland
- Building solutions demand in the U.S. continued to grow, and improvements were made in securing smooth deliveries
- Uponor Infra posted robust growth in North America and Sweden

**Operating profit**
- More efficient supply chain network in Building Solutions – Europe, together with growth in net sales, improved performance
- Building Solutions – North America reported a strong year-over-year increase, offsetting the weaker second quarter
- Uponor Infra benefited from sales price increases, which compensated for the raw material price increases in H1/2017
Developments by segment: Building Solutions – Europe

- Favourable net sales growth across most key European markets
- Increasingly, building growth is curbed by lack of professionals, e.g. Sweden, Germany
  - Uponor’s range of new prefabricated products, such as the Uponor Port family, is helping to solve capacity issues in installation and planning
Developments by segment: Building Solutions – North America

• The business environment continued healthy across North America
• Despite capacity constraints, Uponor is improving its ability to deliver customer orders
  – Some products still on allocation
  – The April production issue solved
• Manufacturing expansions under way to meet expected growth
  – 10th expansion in Apple Valley in progress, operations are planned to start early 2018
  – Acquisition of a Hutchinson, Minn. facility closed in August; operations are planned to start in the second half of 2018
Developments by segment: Uponor Infra

- Net sales grew in a robust way in North America and Sweden
- Improving trend in profitability, year-to-date performance now ahead of last year
  - Supported by price increases implemented due to first half-year resin price increases
  - Production yield not yet on pre-relocation level in Finland
- Tanzania enters as the 12th country to which Uponor has granted manufacturing license for its proprietary Weholite structured-wall pipe
## January – September 2017:
### Key figures

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Net sales M€</td>
<td>830.5</td>
<td>891.0</td>
<td>+7.3%</td>
<td>1,099.4</td>
</tr>
<tr>
<td>Operating profit M€</td>
<td>63.5</td>
<td>77.9</td>
<td>+22.7%</td>
<td>71.0</td>
</tr>
<tr>
<td>Comparable operating profit M€</td>
<td>74.6</td>
<td>79.2</td>
<td>+6.0%</td>
<td>90.7</td>
</tr>
<tr>
<td>Comparable operating profit margin %</td>
<td>9.0%</td>
<td>8.9%</td>
<td>-0.1% pts</td>
<td>8.2%</td>
</tr>
<tr>
<td>Earnings per share (diluted) €</td>
<td>0.47</td>
<td>0.64</td>
<td>+36.2%</td>
<td>0.57</td>
</tr>
<tr>
<td>Return on equity (p.a.) %</td>
<td>15.3%</td>
<td>20.2%</td>
<td>+4.9% pts</td>
<td>13.1%</td>
</tr>
<tr>
<td>Return on investment (p.a.) %</td>
<td>16.9%</td>
<td>19.4%</td>
<td>+2.5% pts</td>
<td>14.1%</td>
</tr>
<tr>
<td>Net interest bearing liabilities M€</td>
<td>177.5</td>
<td>161.8</td>
<td>-8.8%</td>
<td>159.5</td>
</tr>
<tr>
<td>Gearing %</td>
<td>56.6%</td>
<td>48.2%</td>
<td>-8.4% pts</td>
<td>48.8%</td>
</tr>
<tr>
<td>Net working capital of net sales (p.a.)%</td>
<td>12.0%</td>
<td>11.0%</td>
<td>-1.0% pts</td>
<td>10.2%</td>
</tr>
<tr>
<td>Number of employees, end of period FTE</td>
<td>3,873</td>
<td>3,977</td>
<td>+2.7%</td>
<td>3,868</td>
</tr>
</tbody>
</table>
July – September 2017:  
**Income statement**

<table>
<thead>
<tr>
<th>Uponor Group - continuing operations, M€</th>
<th>7-9 2016</th>
<th>7-9 2017</th>
<th>Change Y/Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>284.1</td>
<td>317.5</td>
<td>+11.8%</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>187.3</td>
<td>208.2</td>
<td>+11.1%</td>
</tr>
<tr>
<td>Gross profit</td>
<td>96.8</td>
<td>109.3</td>
<td>+13.0%</td>
</tr>
<tr>
<td>Gross profit margin (%)</td>
<td>34.1%</td>
<td>34.4%</td>
<td>+0.4% pts</td>
</tr>
<tr>
<td>Other operating income</td>
<td>0.4</td>
<td>0.2</td>
<td>-33.4%</td>
</tr>
<tr>
<td>Expenses</td>
<td>72.1</td>
<td>69.1</td>
<td>-3.9%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>25.1</td>
<td>40.4</td>
<td>+60.9%</td>
</tr>
<tr>
<td>Operating profit margin (%)</td>
<td>8.8%</td>
<td>12.7%</td>
<td>+3.9% pts</td>
</tr>
<tr>
<td>Financial expenses, net</td>
<td>1.7</td>
<td>-1.1</td>
<td>-167.7%</td>
</tr>
<tr>
<td>Share of result in associated companies</td>
<td>0.1</td>
<td>-0.5</td>
<td>-922.6%</td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>23.5</td>
<td>41.0</td>
<td>+74.6%</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>14.8</td>
<td>28.6</td>
<td>+93.1%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>37.2</td>
<td>49.8</td>
<td>+34.0%</td>
</tr>
</tbody>
</table>

- **Net sales** in July-September included only a marginal negative net impact from the USD, RUB and SEK.
- **Comparable gross profit** grew slightly more than net sales and ended up at €109.3 (97.6) million, with a gross profit margin of 34.4% (34.3%).
- **Comparable operating profit** reached €40.4m (€29.0m), an increase of 38.9%.
- There were no new items affecting comparability in the third quarter as the final measures related to the European transformation programmes were initiated during the second quarter of 2017.
January – September 2017: Income statement

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>830.5</td>
<td>891.0</td>
<td>+7.3%</td>
<td>1,099.4</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>540.4</td>
<td>591.9</td>
<td>+9.5%</td>
<td>723.4</td>
</tr>
<tr>
<td>Gross profit</td>
<td>290.1</td>
<td>299.1</td>
<td>+3.1%</td>
<td>376.0</td>
</tr>
<tr>
<td>Gross profit margin (%)</td>
<td>34.9%</td>
<td>33.6%</td>
<td>-1.4% pts</td>
<td>34.2%</td>
</tr>
<tr>
<td>Other operating income</td>
<td>2.4</td>
<td>2.8</td>
<td>+17.3%</td>
<td>4.2</td>
</tr>
<tr>
<td>Expenses</td>
<td>229.0</td>
<td>224.0</td>
<td>-2.2%</td>
<td>309.2</td>
</tr>
<tr>
<td>Operating profit</td>
<td>63.5</td>
<td>77.9</td>
<td>+22.7%</td>
<td>71.0</td>
</tr>
<tr>
<td>Operating profit margin (%)</td>
<td>7.6%</td>
<td>8.7%</td>
<td>+1.1% pts</td>
<td>6.5%</td>
</tr>
<tr>
<td>Financial expenses, net</td>
<td>7.2</td>
<td>2.9</td>
<td>-59.8%</td>
<td>10.0</td>
</tr>
<tr>
<td>Share of result in associated companies</td>
<td>0.2</td>
<td>-1.6</td>
<td>-957.0%</td>
<td>-0.6</td>
</tr>
<tr>
<td>Profit before taxes</td>
<td>56.5</td>
<td>73.4</td>
<td>+30.0%</td>
<td>60.4</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>35.6</td>
<td>50.3</td>
<td>+41.3%</td>
<td>41.5</td>
</tr>
<tr>
<td>EBITDA</td>
<td>95.1</td>
<td>107.0</td>
<td>+12.5%</td>
<td>112.6</td>
</tr>
</tbody>
</table>

- **Net sales** growth +7.4% in constant currency terms – A negative net currency impact of €1.3m originating from the RUB, SEK and USD
- **Comparable gross profit margin** 33.7% (35.2%)
- **Comparable operating profit** €79.2m, which is 6.0% more than last year (€74.6m)
- **Financial expenses** include a €3.6m positive impact from the Supreme Administrative Court’s decision concerning Uponor’s 2016 tax appeals in Finland
January – September 2017:
Net sales & comparable operating profit by segment

Currency: M€

Net sales

<table>
<thead>
<tr>
<th>Segment</th>
<th>1-9 2016</th>
<th>1-9 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building Solutions - Europe</td>
<td>385.2</td>
<td>396.2</td>
</tr>
<tr>
<td>Building Solutions - North America</td>
<td>228.4</td>
<td>248.7</td>
</tr>
<tr>
<td>Uponor Infra</td>
<td>220.7</td>
<td>248.0</td>
</tr>
</tbody>
</table>

Comparable operating profit

<table>
<thead>
<tr>
<th>Segment</th>
<th>1-9 2016</th>
<th>1-9 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building Solutions - Europe</td>
<td>30.6</td>
<td>32.6</td>
</tr>
<tr>
<td>Building Solutions - North America</td>
<td>38.1</td>
<td>40.1</td>
</tr>
<tr>
<td>Uponor Infra</td>
<td>8.5</td>
<td>8.7</td>
</tr>
</tbody>
</table>

- **Building Solutions – Europe**: Year-to-date comparable operating profit exceeded last year’s level (+6.3%) driven by solid growth of net sales in several national markets in Q3. Benefits from the transformation programme support the improvement in profitability.

- **Building Solutions – North America**: Strong performance in Q3 and recovery from the temporary production issue experienced in Q2. Year-to-date net sales (+8.9%) as well as operating profit (+5.2%) improved from 2016 even though deliveries to customers are still partly on allocation.

- **Uponor Infra**: Favourable net sales development (+12.4%), and comparable operating profit exceeding last year (+3.0%). Despite a successful execution of price increases, comparable operating improved only slightly due to challenges related to production relocations in Finland.
January – September 2017:
Net sales development by key markets

- YTD net sales grew in key markets, with the exception of Germany and Denmark
  - Growth driven by USA, Sweden and Canada
  - After headwinds experienced in Q1 and flat net sales development in Q2, Germany reported small year-over-year growth in Q3
January – September 2017:
Balance sheet

<table>
<thead>
<tr>
<th>Uponor Group, M€</th>
<th>30 Sep 2016</th>
<th>30 Sep 2017</th>
<th>Change Y/Y</th>
<th>31 Dec 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property, plant and equipment</td>
<td>223.6</td>
<td>239.3</td>
<td>+15.7</td>
<td>240.9</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>120.0</td>
<td>116.0</td>
<td>-4.0</td>
<td>119.0</td>
</tr>
<tr>
<td>Securities and long-term investments</td>
<td>35.0</td>
<td>21.3</td>
<td>-13.7</td>
<td>34.7</td>
</tr>
<tr>
<td>Inventories</td>
<td>140.5</td>
<td>133.4</td>
<td>-7.1</td>
<td>139.3</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>22.4</td>
<td>21.8</td>
<td>-0.6</td>
<td>16.3</td>
</tr>
<tr>
<td>Other current and non-current assets</td>
<td>262.2</td>
<td>288.4</td>
<td>+26.2</td>
<td>217.3</td>
</tr>
<tr>
<td>Assets total</td>
<td>803.7</td>
<td>820.2</td>
<td>+16.5</td>
<td>767.5</td>
</tr>
<tr>
<td>Total equity</td>
<td>313.7</td>
<td>335.6</td>
<td>+21.9</td>
<td>326.9</td>
</tr>
<tr>
<td>Non-current interest-bearing liabilities</td>
<td>159.0</td>
<td>87.4</td>
<td>-71.6</td>
<td>158.2</td>
</tr>
<tr>
<td>Provisions</td>
<td>25.4</td>
<td>27.9</td>
<td>+2.5</td>
<td>28.8</td>
</tr>
<tr>
<td>Non-interest-bearing liabilities</td>
<td>264.7</td>
<td>273.1</td>
<td>+8.4</td>
<td>236.0</td>
</tr>
<tr>
<td>Current interest-bearing liabilities</td>
<td>40.9</td>
<td>96.2</td>
<td>+55.3</td>
<td>17.6</td>
</tr>
<tr>
<td>Shareholders' equity and liabilities total</td>
<td>803.7</td>
<td>820.2</td>
<td>+16.5</td>
<td>767.5</td>
</tr>
</tbody>
</table>

- Property, plant and equipment increased mainly due to investments in capacity expansion and efficiency improvement
- Non-controlling interest represents €66.7m of the equity at €335.6m
- €80 million bond maturing in June 2018 is booked in current liabilities lowering long-term interest-bearing liabilities
- Gearing came to 48.2% (56.6%), with the four-quarter rolling gearing at 59.8% (51.8%)
January – September 2017:
Cash flow

<table>
<thead>
<tr>
<th>Uponor Group, M€</th>
<th>1-9 2016</th>
<th>1-9 2017</th>
<th>Change Y/Y</th>
<th>1-12 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash from operations</td>
<td>+92.5</td>
<td>+113.2</td>
<td>+20.7</td>
<td>+105.3</td>
</tr>
<tr>
<td>Change in NWC</td>
<td>-45.9</td>
<td>-30.3</td>
<td>+15.6</td>
<td>-16.6</td>
</tr>
<tr>
<td>Net payment of income tax and interest</td>
<td>-24.6</td>
<td>-17.5</td>
<td>+7.1</td>
<td>-28.8</td>
</tr>
<tr>
<td><strong>Cash flow from operations</strong></td>
<td><strong>+22.0</strong></td>
<td><strong>+65.4</strong></td>
<td><strong>+43.4</strong></td>
<td><strong>+59.9</strong></td>
</tr>
<tr>
<td>Cash flow from investments</td>
<td>-71.8</td>
<td>-33.8</td>
<td>+38.0</td>
<td>-91.8</td>
</tr>
<tr>
<td><strong>Cash flow before financing</strong></td>
<td><strong>-49.8</strong></td>
<td><strong>+31.6</strong></td>
<td><strong>+81.4</strong></td>
<td><strong>-31.9</strong></td>
</tr>
<tr>
<td>Dividends paid</td>
<td>-32.2</td>
<td>-33.6</td>
<td>-1.4</td>
<td>-32.2</td>
</tr>
<tr>
<td>Other financing</td>
<td>+56.2</td>
<td>+7.8</td>
<td>-48.4</td>
<td>+32.0</td>
</tr>
<tr>
<td><strong>Cash flow from financing</strong></td>
<td><strong>+24.0</strong></td>
<td><strong>-25.8</strong></td>
<td><strong>-49.8</strong></td>
<td><strong>-0.2</strong></td>
</tr>
<tr>
<td>Conversion differences</td>
<td>+0.0</td>
<td>-0.3</td>
<td>-0.3</td>
<td>+0.2</td>
</tr>
<tr>
<td>Change in cash and cash equivalents</td>
<td>-25.8</td>
<td>+5.5</td>
<td>+31.3</td>
<td>-31.9</td>
</tr>
</tbody>
</table>

- Gross investments came to €37.4m (29.7)
- Cash flow from investments in the comparison period includes cash flow effect of -€31.4m from the acquisition of KaMo & Delta Group and -€13.5m from the investment in the joint venture Phyn
Outlook for the future
Abnormal weather patterns may influence the business and operations

• Impacts can be felt both in the building solutions as well as in the infrastructure solutions businesses
• Whether positive or negative, depends on the time span and the nature of the disaster
Leading indicators: Still solid, but growth is slowing

<table>
<thead>
<tr>
<th></th>
<th>Indicator</th>
<th>YTD % Change</th>
<th>Rolling 12-month % Change</th>
<th>Data through</th>
<th>Trend since Q2 update</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>Housing starts</td>
<td>+6%&lt;sup&gt;1&lt;/sup&gt;</td>
<td>N/A</td>
<td>September 2017</td>
<td>←</td>
</tr>
<tr>
<td>Germany</td>
<td>Housing permits</td>
<td>-4%</td>
<td>+3%</td>
<td>July 2017</td>
<td>←</td>
</tr>
<tr>
<td>Finland</td>
<td>Housing permits</td>
<td>+6%</td>
<td>+7%</td>
<td>August 2017</td>
<td>←</td>
</tr>
<tr>
<td>Sweden</td>
<td>Housing starts</td>
<td>+22%</td>
<td>+24%</td>
<td>June 2017</td>
<td>←</td>
</tr>
<tr>
<td>Canada</td>
<td>Housing starts</td>
<td>+0%&lt;sup&gt;1&lt;/sup&gt;</td>
<td>N/A</td>
<td>September 2017</td>
<td>←</td>
</tr>
<tr>
<td>Denmark</td>
<td>Housing starts</td>
<td>-29%</td>
<td>-1%</td>
<td>March 2017</td>
<td>←</td>
</tr>
<tr>
<td>Netherlands</td>
<td>Housing permits</td>
<td>+37%</td>
<td>+39%</td>
<td>August 2017</td>
<td>←</td>
</tr>
<tr>
<td>Spain</td>
<td>Housing permits</td>
<td>+24%</td>
<td>+22%</td>
<td>July 2017</td>
<td>←</td>
</tr>
<tr>
<td>Norway</td>
<td>Housing starts</td>
<td>+5%</td>
<td>+9%</td>
<td>August 2017</td>
<td>←</td>
</tr>
<tr>
<td>Austria</td>
<td>Housing starts</td>
<td>+3%</td>
<td>+3%</td>
<td>June 2017</td>
<td>←</td>
</tr>
</tbody>
</table>

<sup>1</sup> Seasonally adjusted, annualised rate vs. same month in 2016
Residential building permit levels are still below historical average in Europe

Summer ’17 residential building permit levels compared to 17-year average

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sweden</td>
<td>173%</td>
</tr>
<tr>
<td>Norway</td>
<td>121%</td>
</tr>
<tr>
<td>Germany</td>
<td>117%</td>
</tr>
<tr>
<td>France</td>
<td>100%</td>
</tr>
<tr>
<td>Finland</td>
<td>97%</td>
</tr>
<tr>
<td>Euro area</td>
<td>69%</td>
</tr>
<tr>
<td>Spain</td>
<td>42%</td>
</tr>
</tbody>
</table>

114 / 166 = 69% of long-term average

Source: Eurostat
Builder confidence continues to strengthen in most European markets

EU construction confidence index

Change in construction confidence index
(Q3 2017 avg. vs Q3 2016 avg.)

Source: Eurostat
Companies reporting labour shortages is highest in the Nordics, but growing in Germany

“What factors are limiting your ability to increase business activity?”

Germany
Factors limiting building activity - Shortage of labour

Europe
Factors limiting building activity - Shortage of labour

Source: Eurostat
USA: Despite cautionary expectations, market expansion has continued

Consumer spending remains robust, while business investments have grown significantly from last year. However, labour shortages in some industries and rising interest rates are tempering growth.

Within the construction industry:

- Home builder confidence has retreated from the spring highs, but remains in expansionary territory.
- Non-residential construction spending has flattened overall, but has grown in the commercial and office segments.
- Residential construction spending continues to make year-over-year gains, but at a reduced rate from previous years.

Source: US Census, NAHB/Wells Fargo
Germany: A strong labour market is supporting residential investment, but limiting construction activity

With unemployment at a record low and business and consumer confidence near record highs, the economy continues to expand at a moderate pace.

Within the construction industry:
- Building construction activity has grown and construction confidence remains near all-time-highs.
- New, multi-family housing continues to drive industry growth.
- However, labour shortages throughout the industry are limiting activity and order entry has slowed from the same period in 2016.

Source: Destatis and Eurostat
Finland: Fundamentals continue to improve

Broad-based growth is materialising throughout the economy, with consumers remaining optimistic and improved order books accompanied by significant increases in business investments.

Within the construction industry:
- Residential and non-residential building activity has risen year-over-year, while civil engineering has been flat overall.
- Continued growth in the residential multi-family segment, while non-residential permits have slowed in some segments.
- Construction confidence has trended downwards, but remains relatively high.

Source: Statistics Finland & Eurostat
Management agenda for 2017 – the focus remains intact

- Promote the strategic initiatives (new offerings, new sales and marketing setup) in Building Solutions – Europe while fully utilising the renewed operational setup in key growth centres
- Return to acceptable service levels in Building Solutions – North America, while new manufacturing capacity is brought online
- Continue to improve net sales and performance in Uponor Infra and return to high efficiency levels
- Progress on the road towards digital transformation and launch new ground-breaking digital offerings first in America and later in Europe
Guidance 2017

• After reporting good third quarter figures, Uponor expects the January – September trends to continue

• No material changes expected in near term market trends

• The previously announced capex guidance remains valid: capex estimated to exceed €60 million (excluding any investment in shares) in 2017

• Assuming that economic development in Uponor's key geographies continues undisturbed, Uponor reiterates its annual guidance from February 2017:

  **The Group’s net sales and comparable operating profit are expected to improve from 2016**
New & improved version of Uponor’s IR app available!

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Watch our quarterly release webcasts live or recorded via the app

Create a watchlist
Monitor our stock performance against other listed companies globally

Share content with your network
Share content with your connections via social media channels or through email

Be the first to know
Turn on the push notifications to stay posted on our current news and events

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