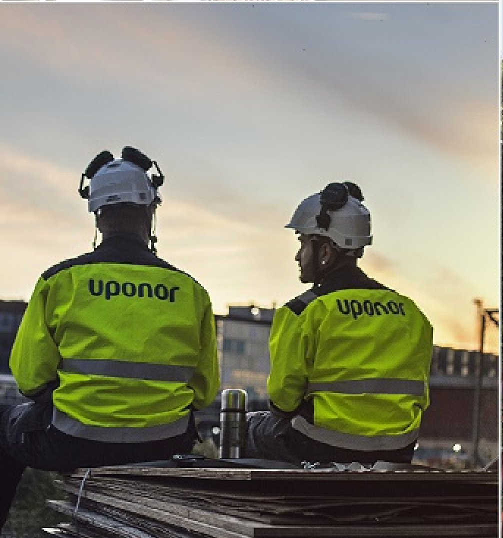

Interim results briefing 1-3/2020

29 April 2020

Jyri Luomakoski – President and CEO
Minna Yrjönmäki – CFO

Highlights of Q1: Strong quarter for all segments

- Net sales were €277.4 (248.9) million, organic growth 11.2% in constant currency terms
- The comparable operating profit was €29.5 (14.3) million, growth 106.2%

- Net sales and operating profit increased in all segments

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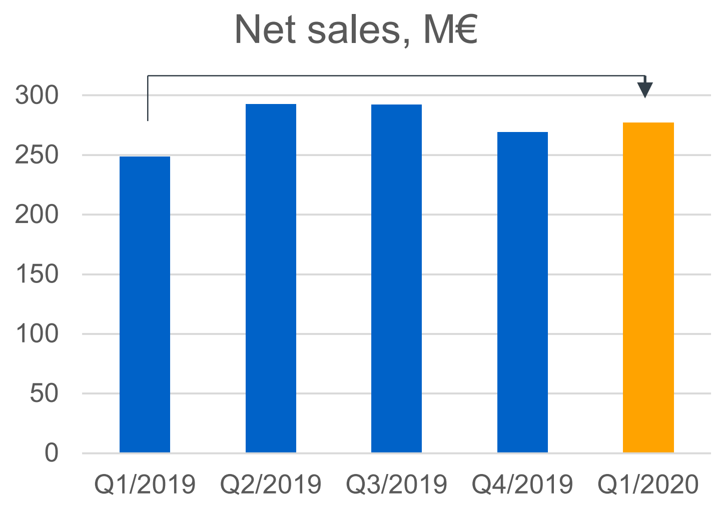
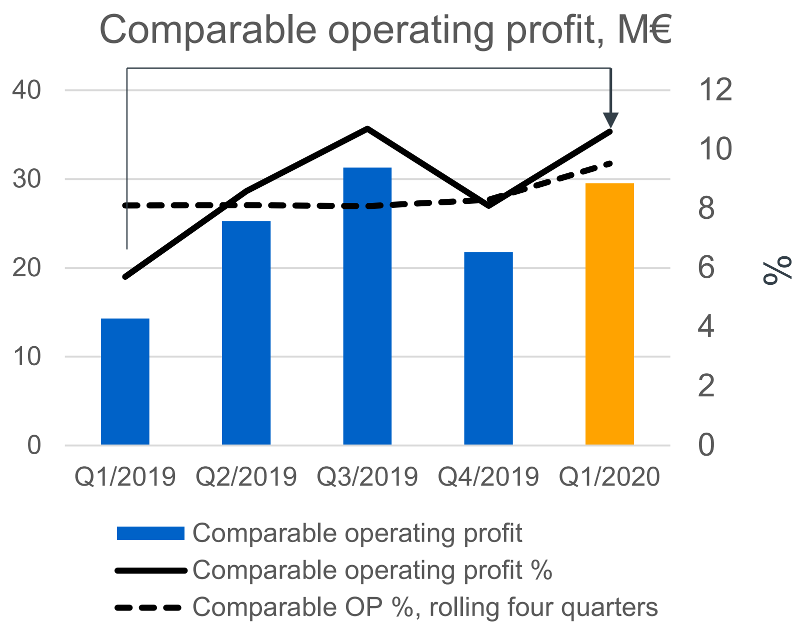
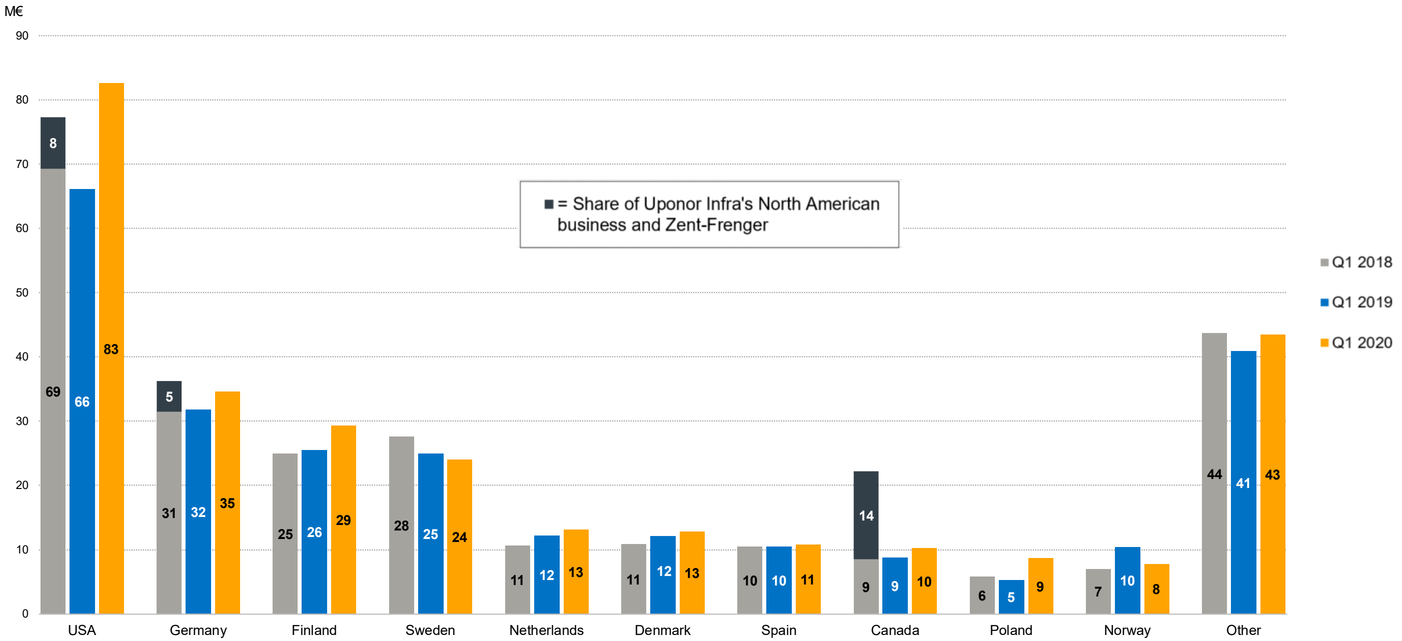
Group net sales and comparable operating profit





Net sales development by key markets

Jan-Mar 2020



Growth	USA	Germany	Finland	Sweden	Netherlands	Denmark	Spain	Canada	Poland	Norway	Other
% in EUR	24.9%	8.7%	14.7%	-4.0%	7.1%	5.9%	3.1%	15.7%	63.3%	-25.5%	6.3%
% in Curr.	20.6%			-0.5%		6.0%		15.3%	67.0%	-17.7%	

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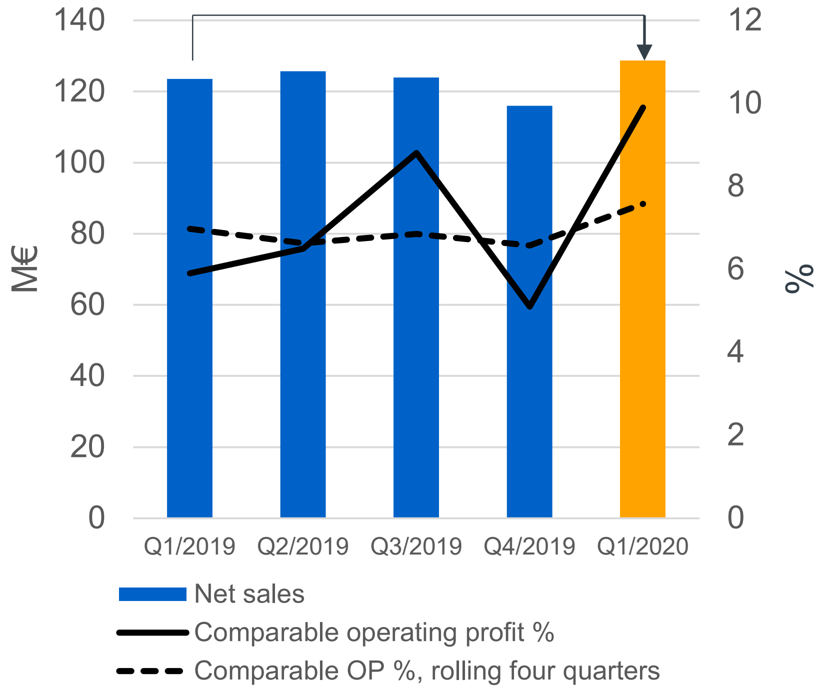
Building Solutions – Europe:
Improvements from a somewhat soft comparison period



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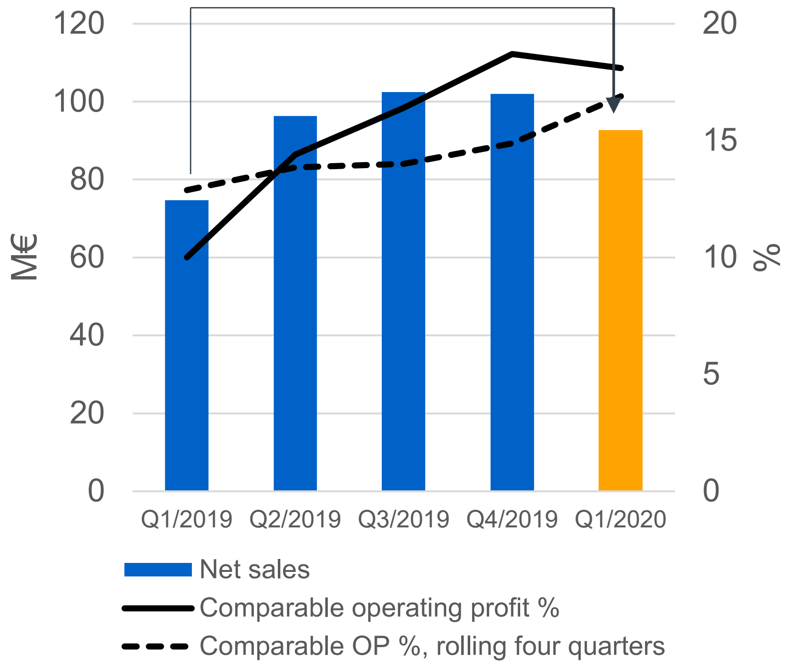
Building Solutions – North America:
Strong quarter, even in light of the weak comparison period



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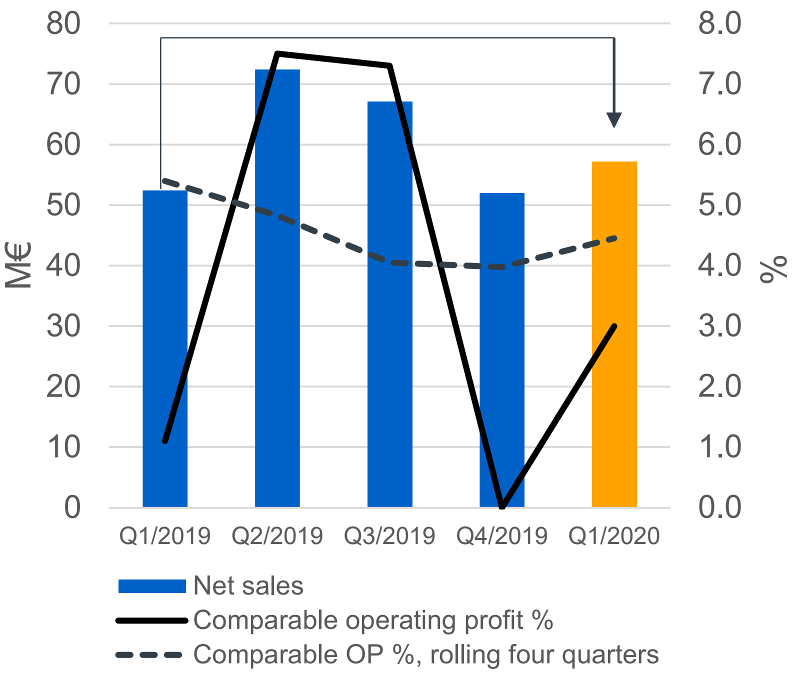
Uponor Infra:
A good start to the year



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Execution of operational excellence programme continues

- Uponor confirms the target of €20 million annual cost savings by the end of 2021
- The programme is expected to reduce approximately 200 FTEs by the end of 2021
- First initiatives were started in April
- One-time costs of the programme are estimated to be around €20 million, the majority of which are expected to be recognised during 2020

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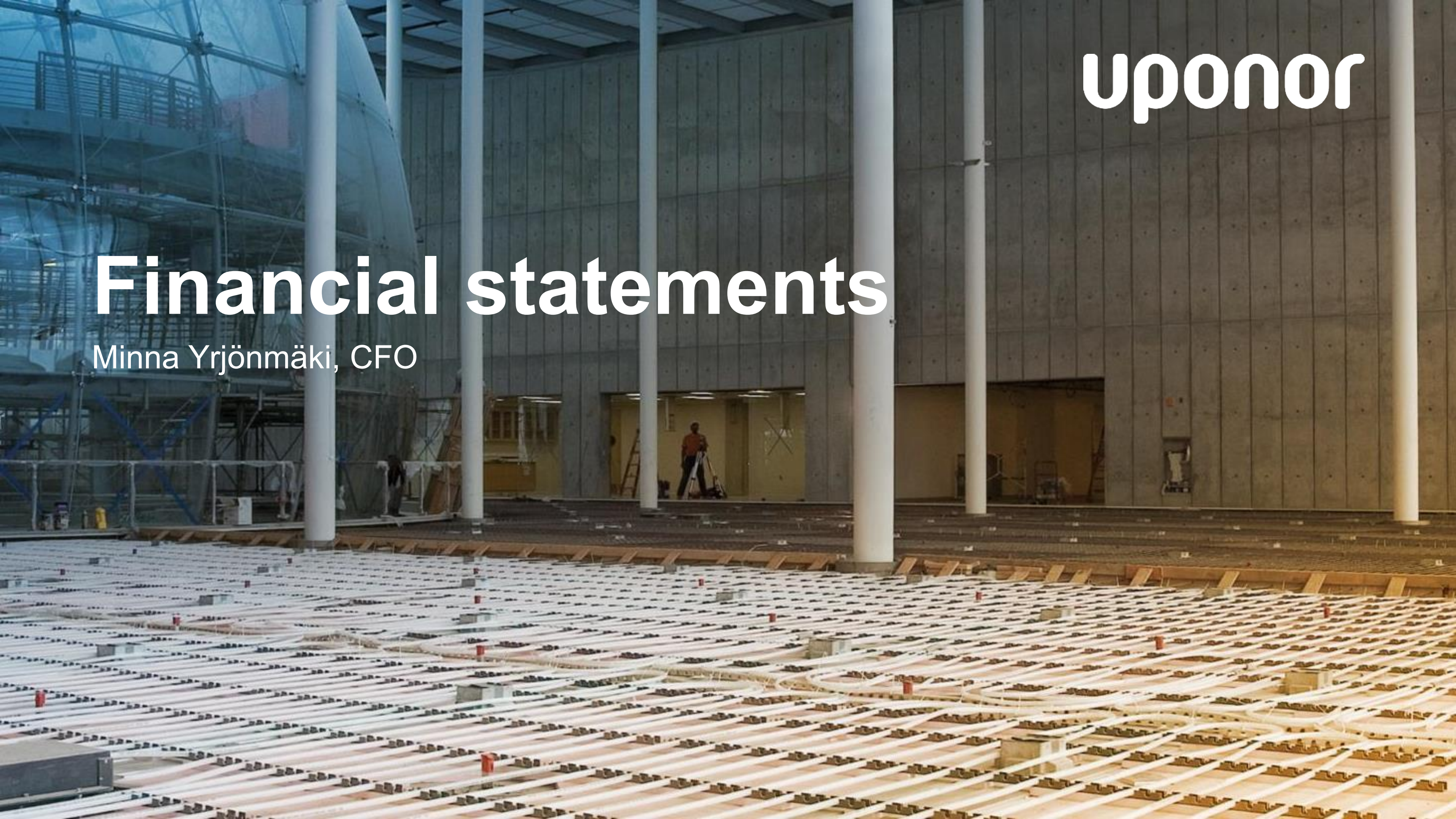
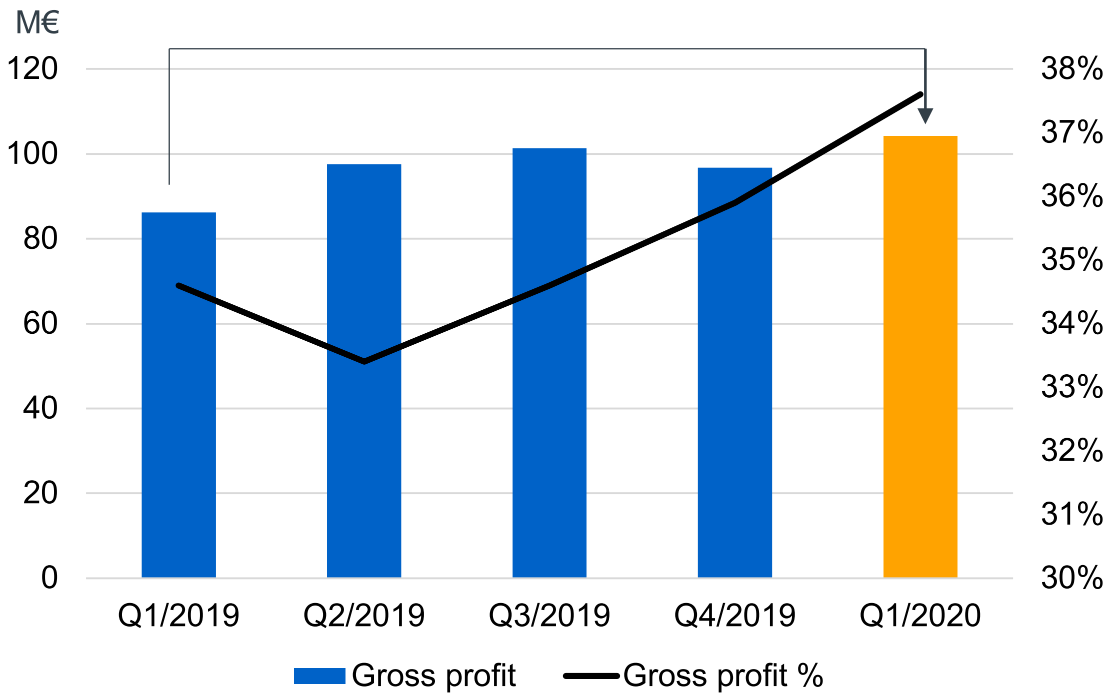


Financial statements

Minna Yrjönmäki, CFO

Good development with gross profit margin



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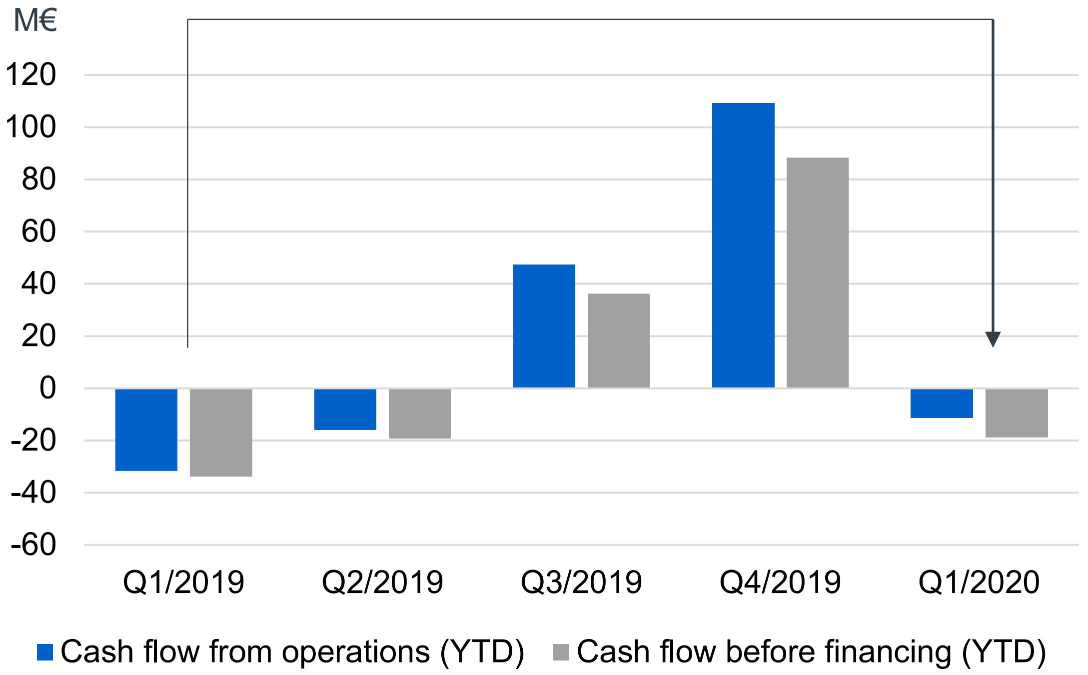
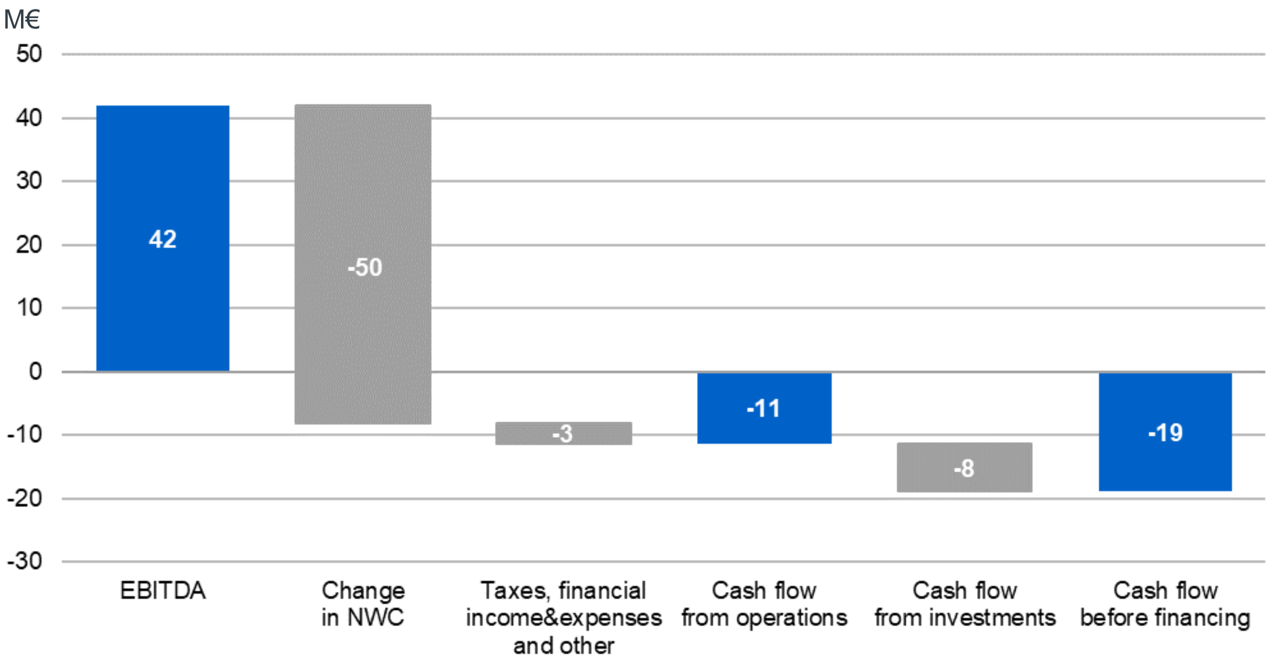
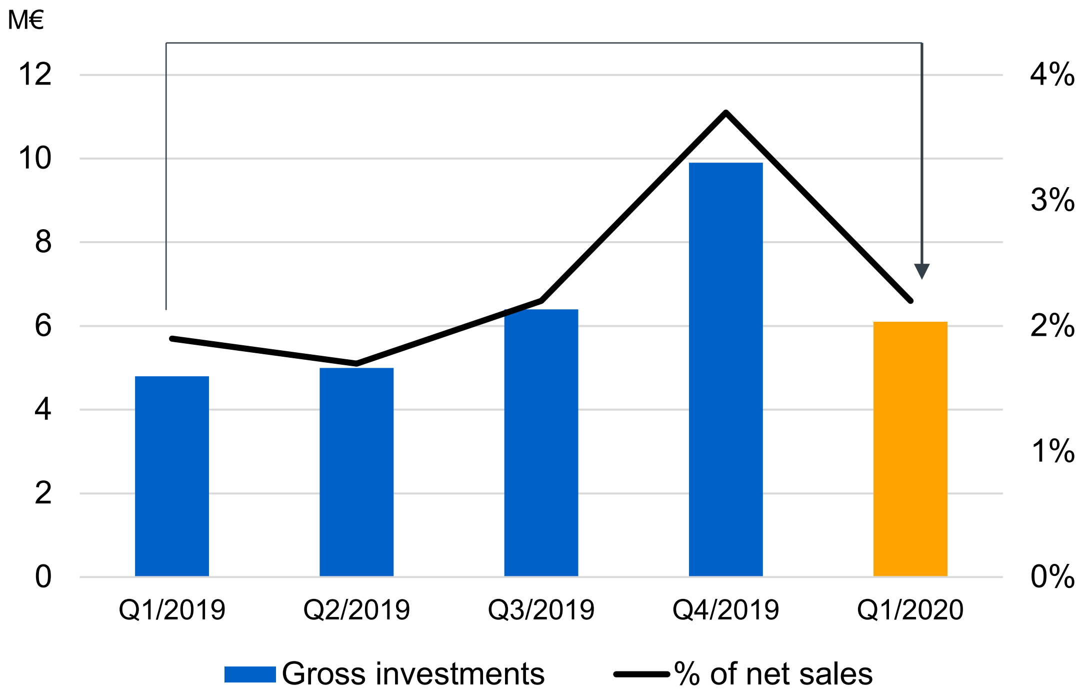
Cash flow from operations as well as cash flow before financing exceeded last year's levels



Cash flow from operations was negative mainly due to increase in operative net working capital



Gross investments were mainly related to maintenance and productivity improvements



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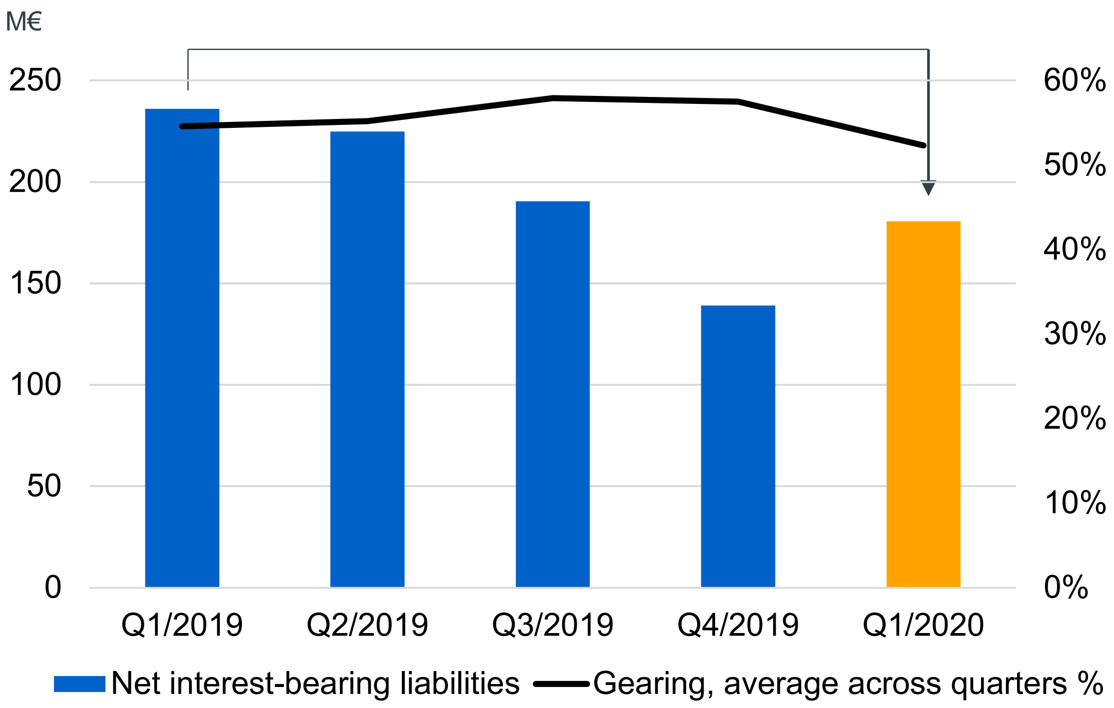
Net interest-bearing liabilities at lower level than year ago driven by strong cash position



Outlook for the future

Jyri Luomakoski, President & CEO

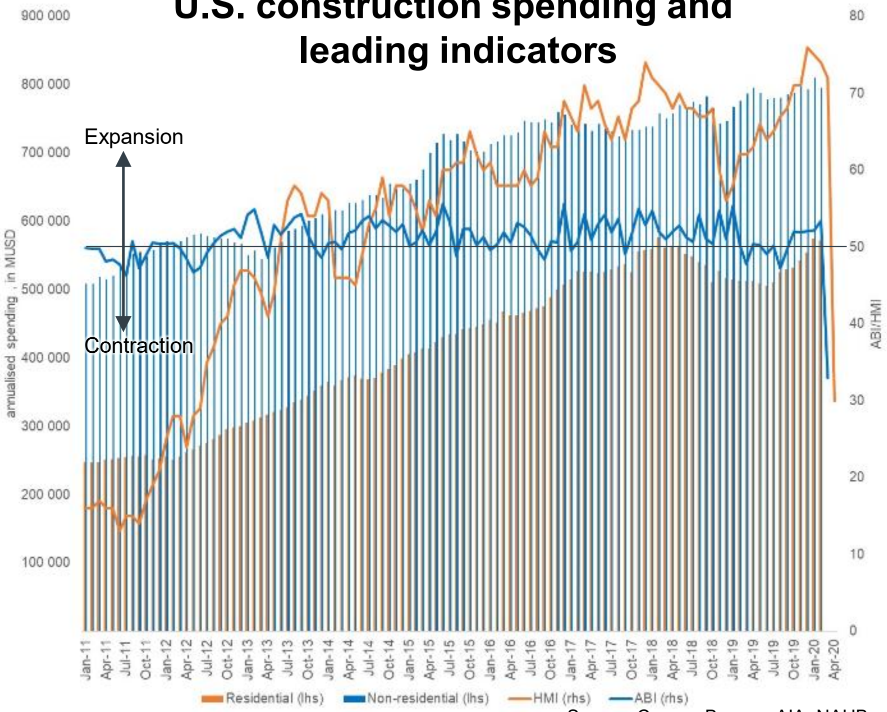
U.S.: Builder confidence started to drop in March

The economy was showing signs of slower, yet moderate, growth in January and early February, but has suffered a record 26 million job losses over 5 weeks

Within the construction industry:

- Construction spending in February was up compared to a year earlier, with residential spending driving growth
- The ABI, a leading non-residential indicator, reached an all-time low of 33 in March
- The March housing starts rate fell 22% from February, but was on par with March 2019
- Homebuilder confidence plunged 42 points to a reading of 30 in April, the lowest point since June 2012
- Government restrictions: Construction exempted from shutdowns in most, but not all, states

U.S. construction spending and leading indicators



Source: Census Bureau, AIA, NAHB

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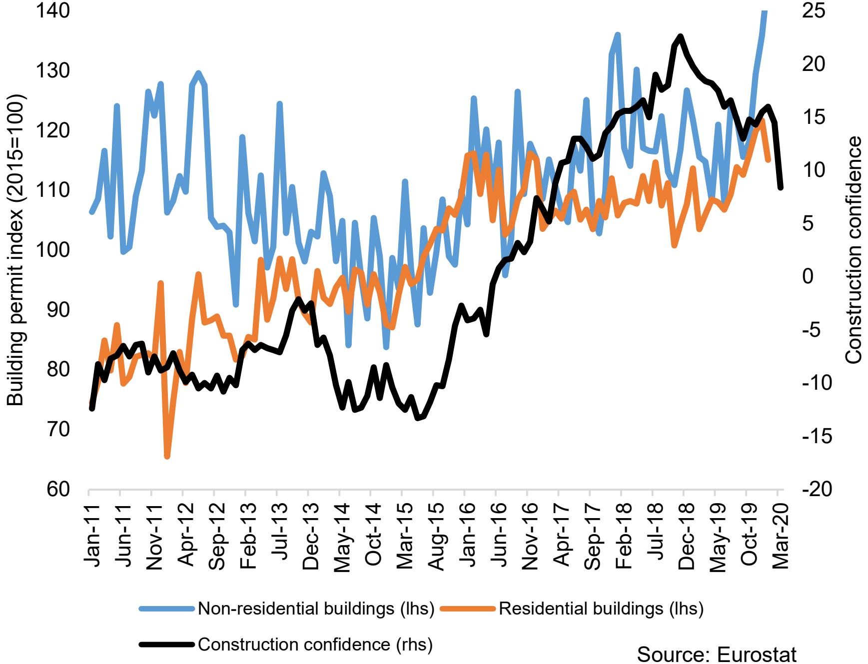
Germany: Construction activity was healthy for most of the quarter

Tentative signs of recovery in the industrial sector faded as the quarter progressed, first because of concerns about supply chain disruptions and thereafter because of concerns about domestic demand and the labour market

In the construction industry:

- Turnover in the construction industry in January was up 13% compared with January 2019
- Residential housing permits through February were up 4% compared to 2019
- New orders in February were down 1.7% compared with February 2019
- Builder confidence weakened notably in March and April, as concerns about the future became prevalent
- Government restrictions: No closures of construction sites

German building permits and builder confidence



Source: Eurostat

Finland: Construction activity was steady early in the quarter

Industrial production and order books weakened from a year earlier, even before March, and the introduction of Covid-19 restrictions led to a severe rise in firms furloughing employees

Within the construction industry:

- Construction turnover grew in January and February compared to a year earlier, driven by civil engineering
- Residential permits through February fell 22% compared to 2019, while non-residential permits fell 23%
- Builder confidence was below last year's levels throughout the quarter, and fell further in March
- Government restrictions: No closures of construction sites

Source: Statistics Finland and Eurostat

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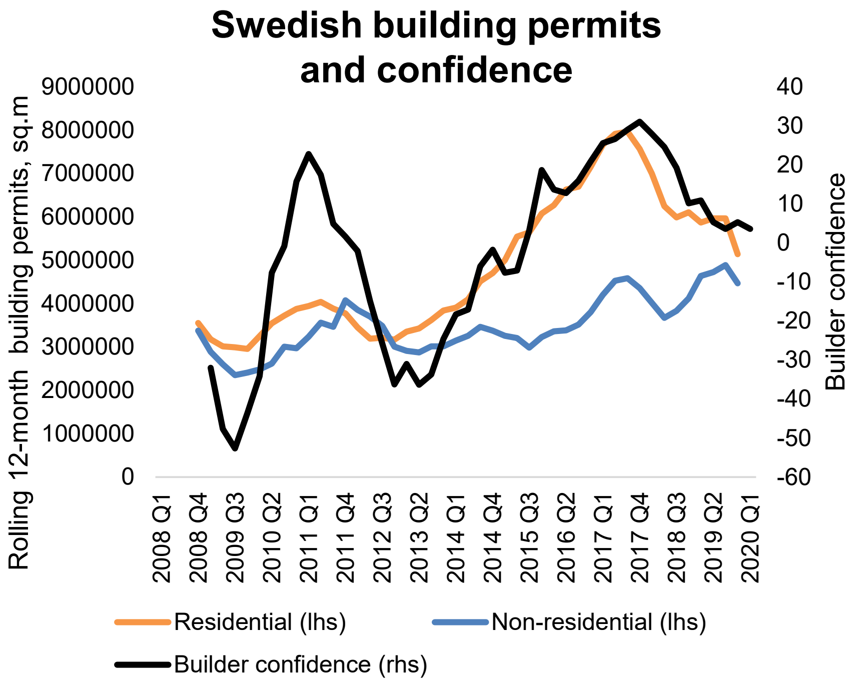
Sweden: Residential continued to slow while non-residential lost some momentum

The economy entered the quarter on weaker footing than in previous years and March brought an unprecedented number of layoffs

Within the construction industry:

- Q4 2019 housing starts rose 4% compared to a year earlier, the first year-on-year gain since 2017
- Both residential and non-residential building permits weakened in Q4, with non-residential permits slowing for the first time since early 2018
- Builder confidence weakened during the quarter, as order books deteriorated
- Government restrictions: No closures of construction sites



Source: Statistics Sweden and Eurostat

Guidance statement and market outlook for Q2/2020

Uponor’s guidance for 2020:

On 19 March 2020, Uponor withdrew its guidance for 2020 due to lack of visibility on the potential impacts of COVID-19 on comparable operating profit. Once visibility improves and the significant uncertainties have cleared, Uponor expects to update its outlook and issue a new guidance.

Due to the impacts of COVID-19 pandemic, Uponor expects that its major markets will be negatively impacted and that construction activity will contract after the first quarter, though to differing extents:

- **In the U.S.**, construction activity has been allowed to continue in most states, but builders’ confidence has dropped significantly.
- **In Germany and the Nordic countries**, the building activity is expected to slow down, even though construction sites have remained open to-date.
- **In southern Europe and the UK**, where construction activity has only recently begun to resume after the easing of restrictions in some countries, the business environment will remain very challenging.

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Thank you!

communications@uponor.com

Uponor IR site: *investors.uponor.com*

Uponor's IR app:

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Appendix

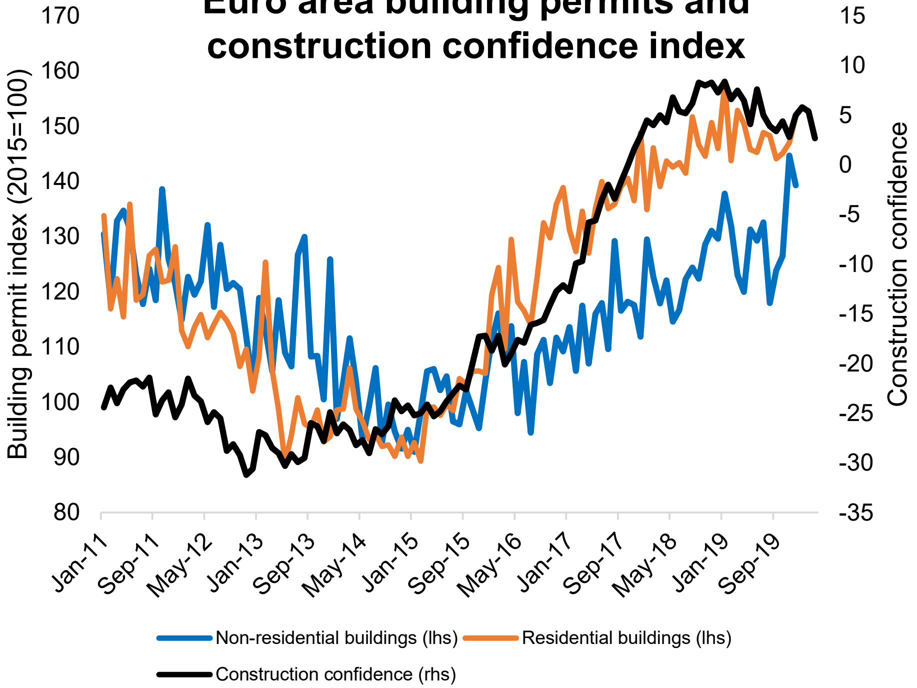
Europe: Standstill in the south, while construction continues in Germany and the Nordics

While the receding threat of a trade war allowed for the first signs of momentum early in the quarter, these were quickly reversed with the onset of the pandemic

Within the construction industry:

- In the months preceding the pandemic, building permits remained elevated in the residential segment and gained significant ground in the non-residential segment
- Construction confidence fell in all major markets covered by the survey
- Government restrictions: Construction was shut down in FR, IT, ES, PT and IE, and partially closed in UK, CH & AT. Few, if any, construction restrictions in Germany or the Nordics

Euro area building permits and construction confidence index



Source: Eurostat

Leading residential indicators: Pre-COVID-19 slowing in the Nordics, steady in Germany, growth in the U.S.

	Indicator	YTD % Change	Rolling 12-month % Change	Data through	Trend since Q4 update
USA	Housing starts	+1%[1)]	N/A	March 2020	↘
Germany	Housing permits	+4%	+2%	February 2020	→
Finland	Housing permits	-22%	-11%	February 2020	↘
Sweden	Housing starts	-7%	-7%	Q4 2019	→
Netherlands	Housing permits	-12%	-19%	January 2020	→
Denmark	Construction index	+2%	N/A	January 2020	→
Spain	Housing permits	+5%	+5%	December 2019	→
Canada	Housing starts	+1%[1)]	N/A	March 2020	→
Poland	Housing completions	+3%	+11%	February 2020	→
Norway	Housing starts	-20%	-3%	February 2020	↘

1) Seasonally adjusted, annualised rate vs. same month in previous year

Source: National Statistics Offices

Income Statement
Jan-Mar 2020

Uponor Group, M€	1-3 2019	1-3 2020	Change Y/Y		1-12 2019
Net sales	248.9	277.4	+11.5%		1,103.1
Cost of goods sold	162.7	173.2	+6.5%		721.2
Gross profit	86.2	104.3	+20.9%		381.9
Gross profit margin (%)	34.6%	37.6%	+2.9%	pts	34.6%
Other operating income	0.5	0.1	-88.9%		1.3
Expenses	72.5	75.8	+4.5%		291.9
Operating profit	14.3	28.6	+99.9%		91.3
Operating profit margin (%)	5.7%	10.3%	+4.6%	pts	8.3%
Financial expenses, net	3.4	-3.1	-189.9%		11.6
Share of result in associated companies	-1.0	-1.3	-28.2%		-4.0
Profit before taxes	9.8	30.4	+208.4%		75.6
Profit for the period	7.1	22.3	+212.7%		55.3
EBITDA	26.7	42.0	+57.1%		143.1

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Balance Sheet
March 2020

Uponor Group, M€	31 Mar 2019	31 Mar 2020	Change Y/Y	31 Dec 2019
Property, plant and equipment	296.4	280.3	-16.1	285.8
Intangible assets	99.9	95.3	-4.6	96.7
Securities and long-term investments	24.8	20.3	-4.5	19.8
Inventories	169.0	153.9	-15.1	144.4
Cash and cash equivalents	10.2	63.0	+52.8	76.1
Other current and non-current assets	248.0	260.0	+12.0	210.5
Assets total	848.3	872.8	+24.5	833.2
Total equity	324.3	346.1	+21.8	370.4
Non-current interest-bearing liabilities	206.8	201.7	-5.1	203.4
Provisions	30.6	30.7	+0.1	30.0
Non-interest-bearing liabilities	247.2	252.4	+5.2	217.7
Current interest-bearing liabilities	39.4	41.8	+2.4	11.8
Shareholders' equity and liabilities total	848.3	872.8	+24.5	833.2