

# Nobilia

## Grows again significantly

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"In 2018, Nobilia grew again on its own and was able to confirm its outstanding position as the market leader," says a delighted Dr. Nobilia. Lars Bopf, chairman of the Nobilia management.

***Nobilia can once again look back on a year with a successful course of business: the company's total revenue increased by € 102 million to € 1.228 billion in 2018. This value corresponds to an increase of 9.1% compared to the previous year's turnover of 1.126 billion euros. "With this result, Nobilia recorded the largest absolute growth in the company's history in the past fiscal year," Dr. Lars Bopf, Chairman of the Nobilia Board of Management, at today's annual press conference in Verl.***

Nobilia's production volume rose in line with sales growth: About 727,000 kitchen commissions left the plants in the past fiscal year. Domestic sales climbed nominally by 6.6% to a value of 642 million euros. In the quantitative analysis, a market share of 30.3% was achieved again. In terms of value, market shares were further expanded to 33.2%. The distribution channel of the furniture stores is still the most important sales channel for the kitchen furniture company. The market share among kitchen specialists rose to 29.3% in 2018. The average Nobilia kitchen including electrical appliances goes for 7.106 euros over the

counter.

Export sales rose by € 62.5 million year-on-year to € 585.5 million. The export quota reached a new peak of 47.7%. The focus of relevant export sales continued to be in neighboring European countries, which are clearly dominated by the French business. 41% of all Nobilia exports went to the country. This is followed by the markets in Belgium (12%), Austria (9%) and the Netherlands (6%).

At the end of the year, a total of 3,596 people worked for Nobilia. For the current year, the management was only "cautiously optimistic" in view of the "increasingly complex business environment". "We want to continue our long-term strategy for continuing profitable organic growth," Dr. Bopf concluding.

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