



Midsona

Interim Report
Quarter 3, 2024



midsona



midsona



This presentation may contain forward-looking statements. Such statements are based on current expectations and are subject to risks and uncertainties that could negatively affect our business. Please refer to our 2023 annual and sustainability report for a better understanding of these risks and uncertainties.



Q3 2024 summary and financial highlights

Summary

- Organic growth of +3%
- Complexity reduction
- Improved EBIT
- Gross Profit margin strengthened considerably
- Focus on implementation of new strategy

Financial highlights

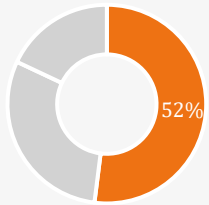
<p>Net sales</p> <p>SEK 919 m (SEK 923 m)</p> <p><i>+2,6% organic change</i></p>	<p>EBIT¹</p> <p>SEK 32 m (SEK 18 m)</p> <p><i>+14 m</i></p>	<p>EBIT¹ margin</p> <p>3,5% (2,0%)</p> <p><i>+1,5 p.p.</i></p>
<p>Gross margin¹</p> <p>28,0% (25,7%)</p> <p><i>+2,3 p.p.</i></p>	<p>Net debt / Adj. EBITDA²</p> <p>2,0x (4,0)</p> <p><i>Improved 2,0x</i></p>	<p>Cash flow³</p> <p>SEK 42 m (SEK 87 m)</p> <p><i>-45m</i></p>

1) Before items affecting comparability. 2) EBITDA rolling 12-months, adjusted for transaction related costs. 3) Cash flow from operating activities



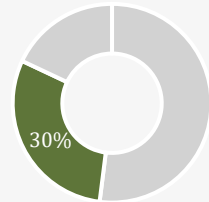
Portfolio highlights

Organic products



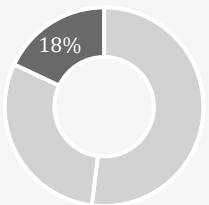
- Organic growth of 2%
- Strong growth for brands Helios and Davert
- Private label continues to grow strongly driven by buoyed customer and consumer demand.

Health foods



- Organic growth of -4%
- Growth for key brand Friggs.
- Private label decline due to exit of low margin contracts

Consumer health products

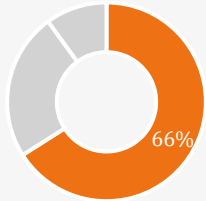


- Organic growth of 20%
- Increase mainly explained by new licensing agreement in Finland



Division highlights

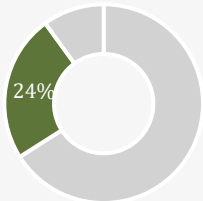
Division Nordics



	<u>24</u>	<u>23</u>	<u>vs PY</u>
Net Sales	609	618	-1,5%
EBIT ¹	66	49	+35%

- Division Nordic – slightly declining sales
- Friggs continued to grow.
- Mixed picture for organic products. Solid growth for Helios
- Improved EBIT and EBIT-margin

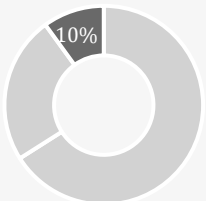
Division North



	<u>24</u>	<u>23</u>	<u>vs PY</u>
Net Sales	220	214	+3%
EBIT ¹	-3	-7	n/a

- Growth for division North. New listings for brand Davert as well as Private Label
- Growth hampered by production bottle necks.
- Improved EBIT

Division South



	<u>24</u>	<u>23</u>	<u>vs PY</u>
Net Sales	97	102	-5%
EBIT ¹	-8	-9	n/a

- Challenges in division South
- Production bottle necks in Spain
- Market still weak in France



Gross margin (GM) management

GM ¹ improvement (vs YA)		Status
Nordics	+2,5p.p.	<ul style="list-style-type: none">• Price management• Improved production efficiency in Mariager and Tilst plants• Discontinuation of low margin Private Label contracts (mainly Denmark)• Discontinuation of low margin licensed brands
North	+2,2p.p.	<ul style="list-style-type: none">• Price management• Improved production efficiency in Ascheberg and Lauterhofen plants• Improved distribution and new listings for brand Davert• Better Private Label agreements• Discontinuation of low margin food service customers
South	+3,1p.p.	<ul style="list-style-type: none">• Price management• Somewhat improved production efficiency in Castellcir plant• Lower sales in France had negative effect on production efficiency

Innovation – new Davert spreads



- Growing segment in Germany
- Expanded production
- New innovative variants
- Organic
- Vegan

Innovation – new Gainomax bars



- Soft context
- No added sugar
- Taste and indulgence
- More appealing new design
- Modernized logotype





Our Financial Targets

Profitable growth		Higher margins	
<p>3-5 % Organic sales growth</p> <p>Brands >5%</p> <ul style="list-style-type: none"> • Midsona consumer brands stands for ~ 60% of company sales (2023) • Private Label and Licenced, selective growth 		<p>>8% Group EBIT¹ margin by year-end 2027</p> <ul style="list-style-type: none"> • Increased sales share of own brands • Strong cost synergies from group-wide sourcing and specialised production • Profitability over volume for Private Label and Licenced brands 	
<p>Achieved</p> <p>Q3 2024: 2,6% Q3 2023: -8,0%</p>		<p>Achieved</p> <p>Q3 2024: 3,5% Q3 2023: 2,0%</p>	
Capital structure			
<p><2,5x Net debt to EBITDA²-ratio</p>			
<p>Achieved</p> <p>Q3 2024: 2,0x Q3 2023: 4,0x</p>			

1) Before items affecting comparability. 2) EBITDA rolling 12-months, adjusted for transaction related costs



Financial review CFO Max Bokander



Financial Summary Q3

MSEK	Q3 2024	Q3 2023	YTD 2024	YTD 2023
Net Sales	919	923	2 766	2 790
GM% ¹	28,0%	25,7%	28,6%	26,1%
EBIT¹	32	18	92	38
EBIT%¹	3,5%	2,0%	3,3%	1,4%
IAC	0	-9	0	-28
Net financing costs	-13	-20	-41	-49
EBT	19	-11	51	-39
Net tax costs	-10	-7	-23	-17
Net result	9	-18	28	-56
Cash Flow from operating activities	42	87	44	186
Net Debt / Adj EBITDA²	2,0	4,0		
Net Debt	525	678		

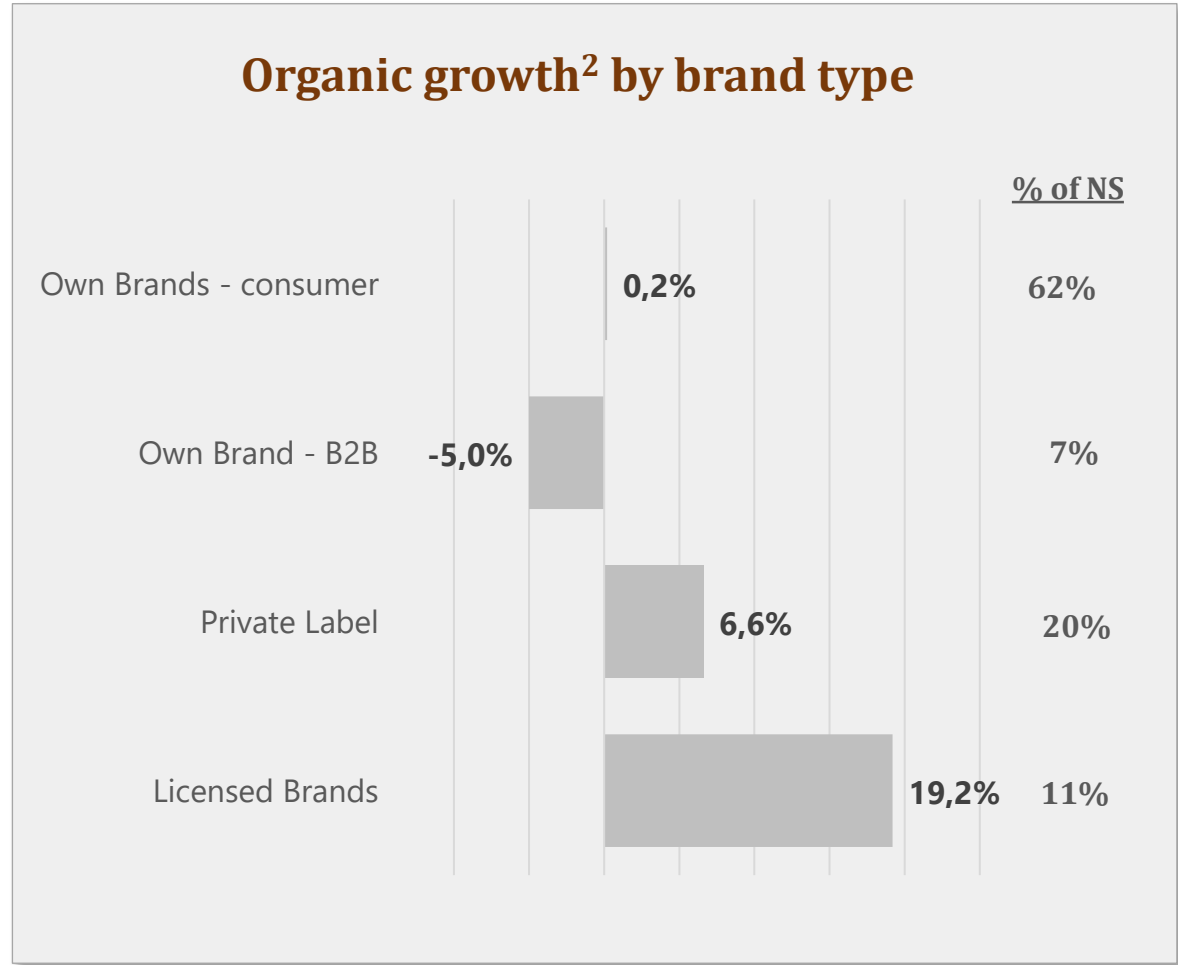
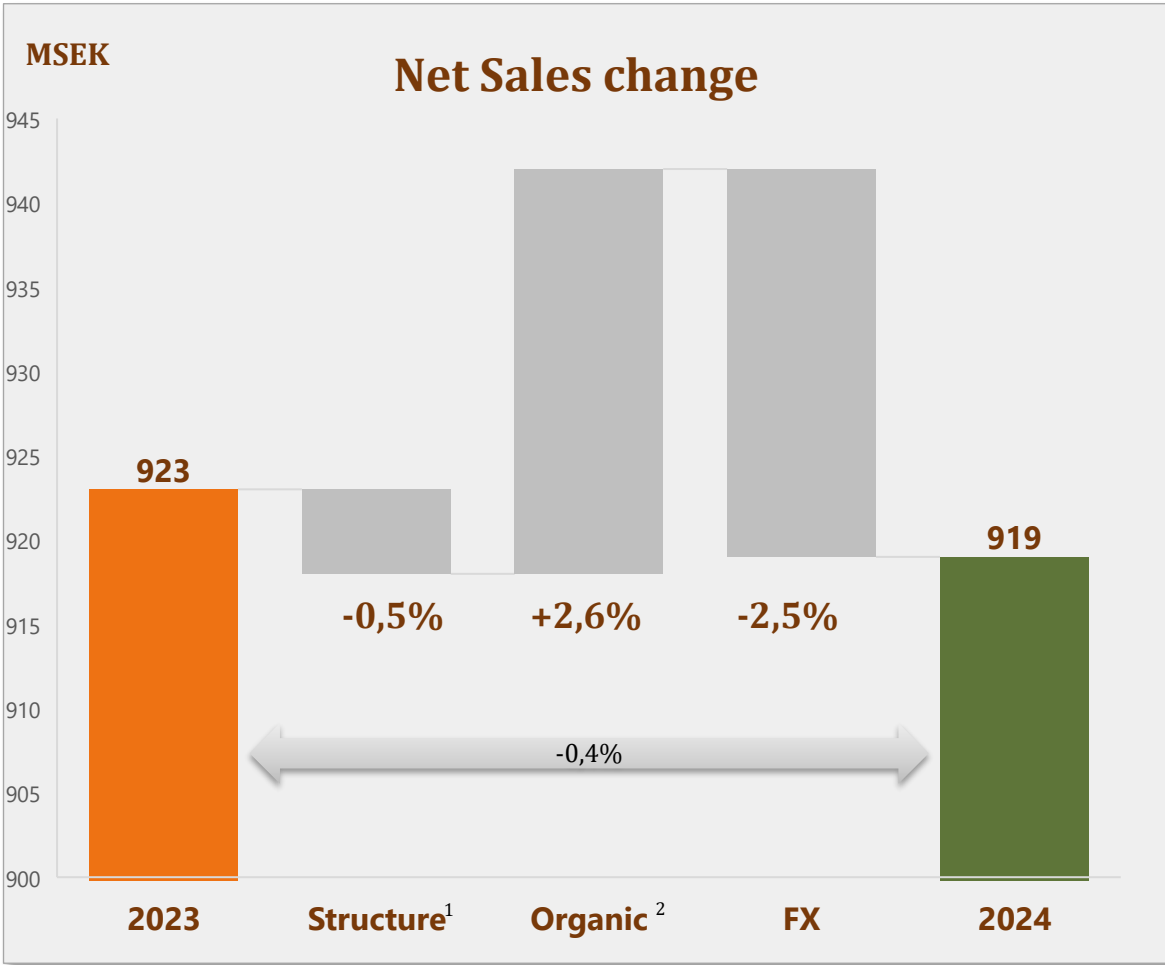
Comments QTD

- **Net Sales -0,4,% vs LY**
- **GM% +2,3 p.p. vs LY**
- **EBIT +14 m vs LY (+77%)**
- **EBIT% +1,5 p.p. vs LY**
- **Net Result +27 m vs LY**
- **Cash flow from operating activates -45 m vs LY**
- **Net Debt / Adj EBITDA ratio improved 2,0x**

1) Before items affecting comparability 2) EBITDA rolling 12-months, adjusted for transaction related costs



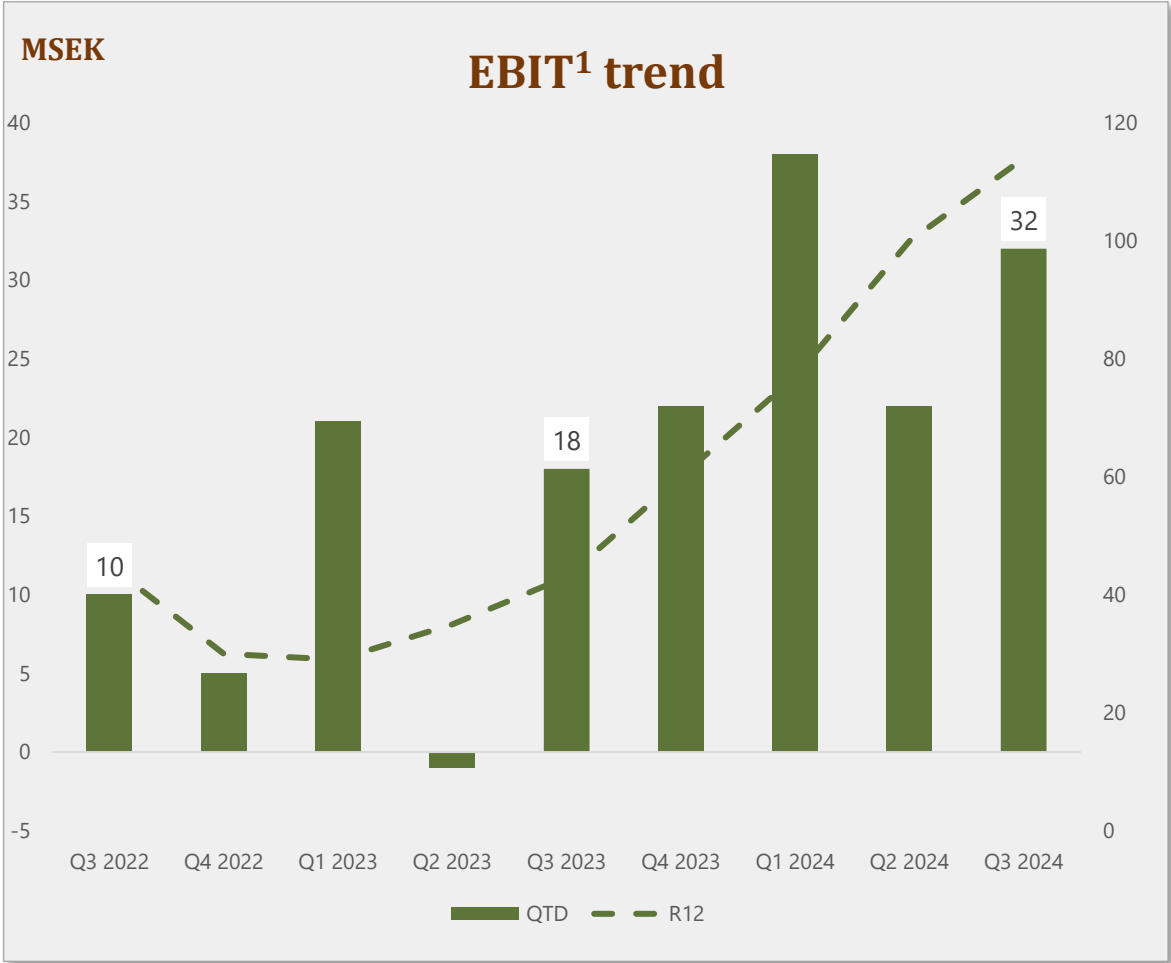
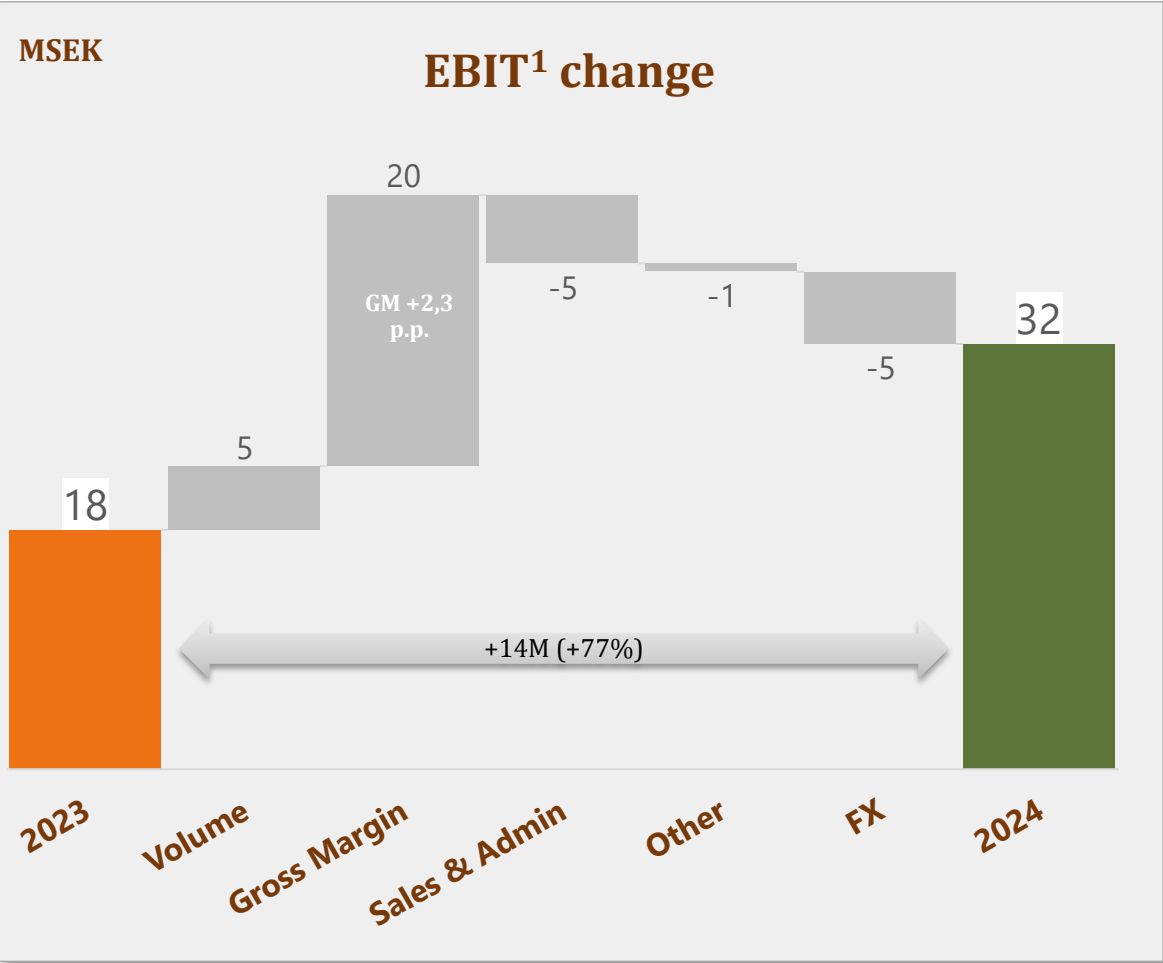
Q3 Net Sales



1) Divested brands Kan Jang and Artic Root
 2) Sales growth adjusted for changes in exchange rate and divestments or acquisitions of business and/or brands



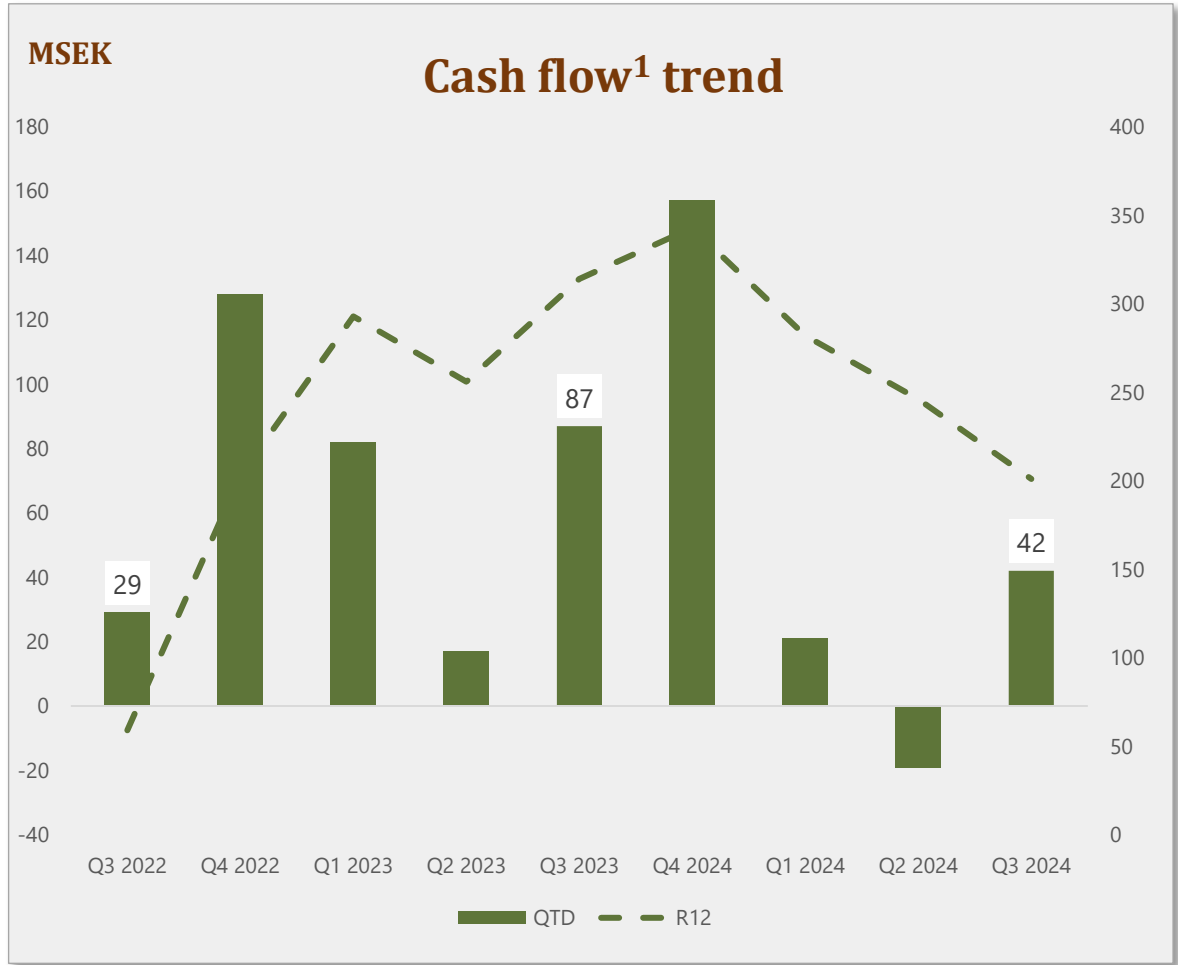
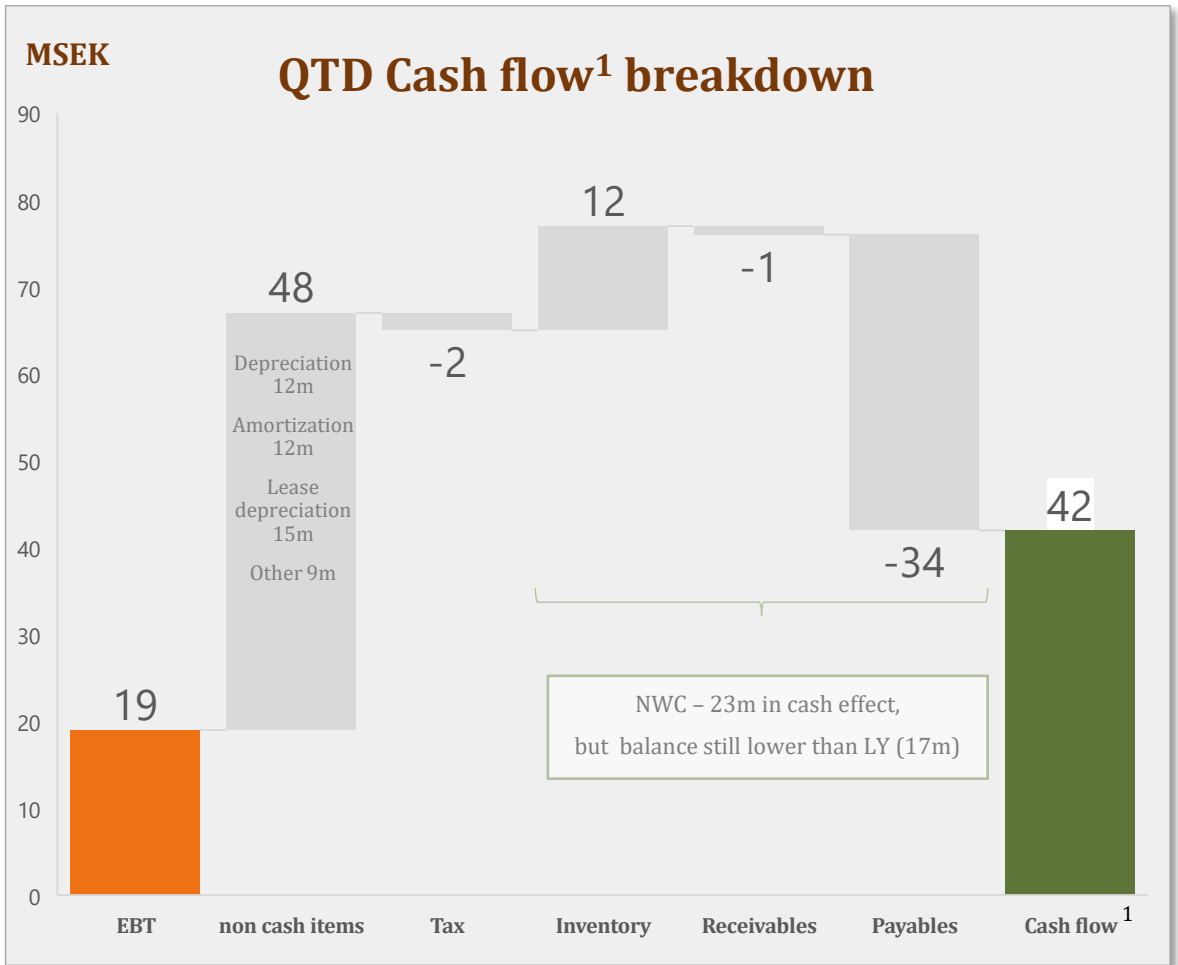
Q3 EBIT¹



1) Before items affecting comparability



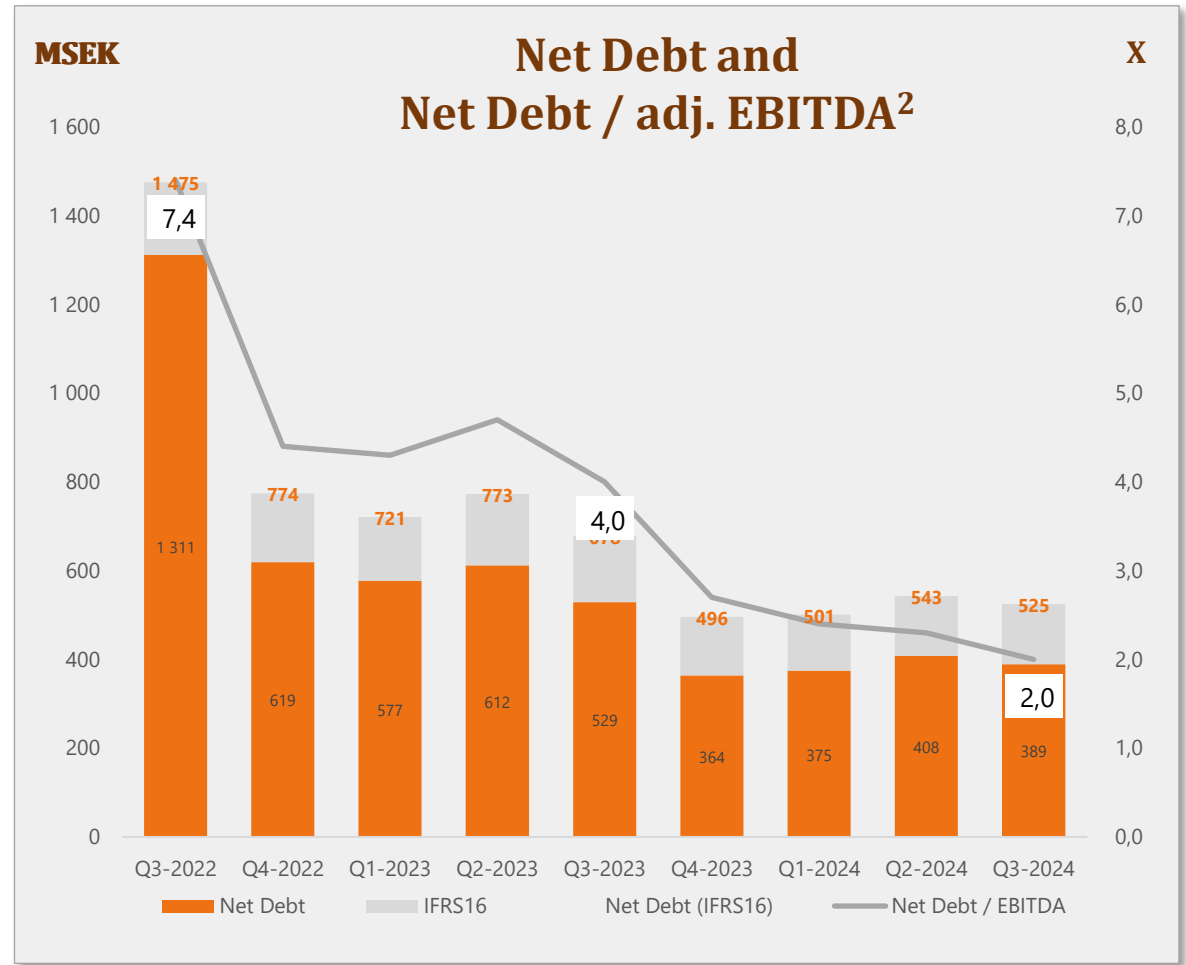
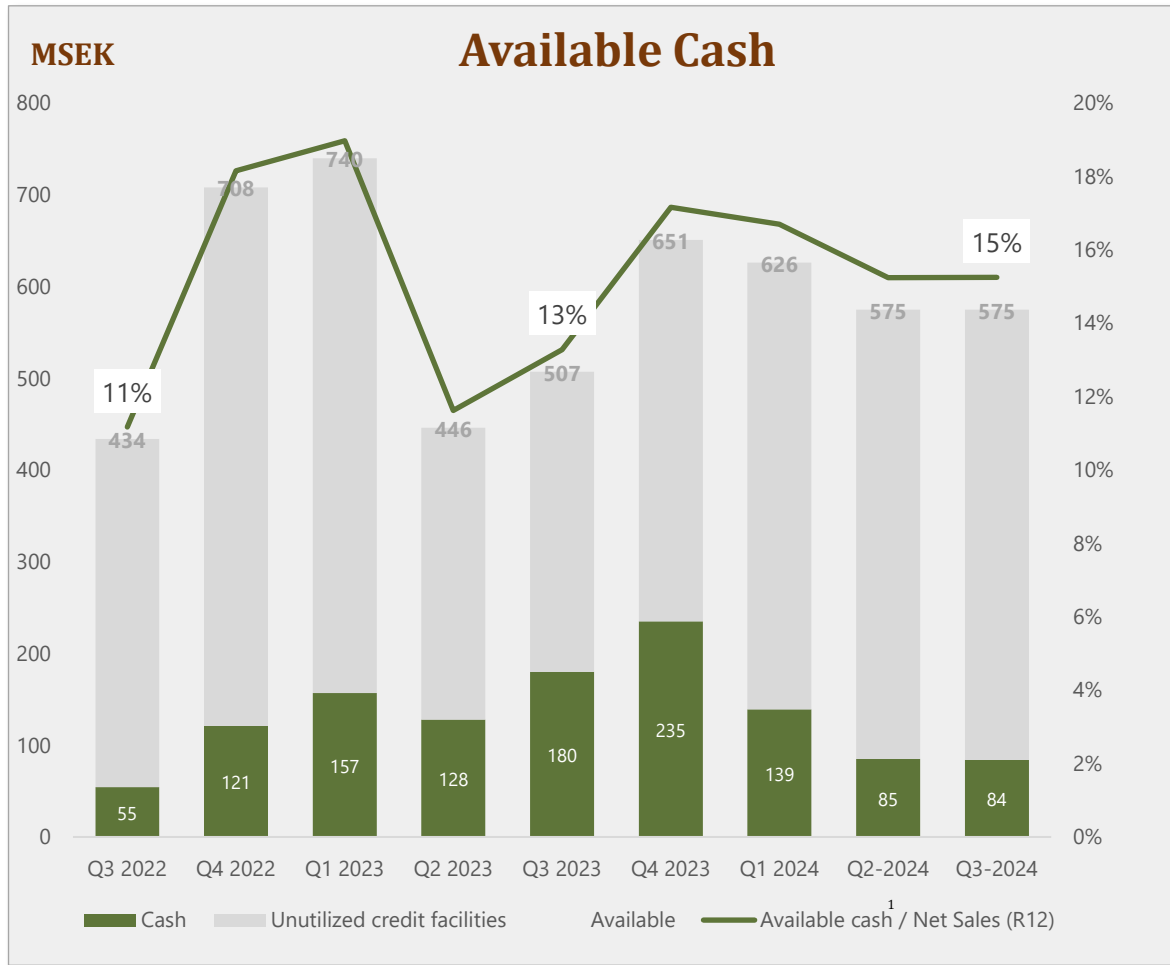
Q3 Cash Flow from operating activities



1) Cash flow from operating activities



Available cash and Net Debt



1) Available Cash = Cash + available overdraft and unutilized contracted bank credit facilities 2) EBITDA rolling 12-months, adjusted for transaction related costs



Q&A