



midsona

INTERIM REPORT JANUARY–SEPTEMBER 2024

Organic growth, strengthened margins and improved operating profit

July–September 2024 (third quarter)

- Net sales amounted to SEK 919 million (923), corresponding to growth of –0.4 percent (–2.2). The organic change in net sales was 2.6 percent (–8.0).
- Gross profit amounted to SEK 257 million (233), corresponding to a margin of 28.0 percent (25.2), and gross profit, before items affecting comparability, amounted to SEK 257 million (238), corresponding to a margin of 28.0 percent (25.7).
- Operating profit/loss amounted to SEK 32 million (9), corresponding to a margin of 3.5 percent (1.0), and operating profit/loss, before items affecting comparability, amounted to SEK 32 million (18), corresponding to a margin of 3.5 percent (2.0).
- Profit/loss for the period amounted to SEK 9 million (–18), corresponding to earnings per share of SEK 0.07 (–0.12) before and after dilution.
- Cash flow from operating activities amounted to SEK 42 million (87).
- Midsona has introduced a new organisation with central Marketing & Innovation, HR and Purchasing functions, as part of measures to increase coordination within the Group and create the right conditions for profitable growth.

January–September 2024 (nine months)

- Net sales amounted to SEK 2,766 million (2,790), corresponding to growth of –0.9 percent (–2.9). The organic change in net sales was 0.2 percent (–7.5).
- Gross profit amounted to SEK 791 million (711), corresponding to a margin of 28.6 percent (25.5), and gross profit, before items affecting comparability, was SEK 791 million (729), corresponding to a margin of 28.6 percent (26.1).
- Operating profit/loss amounted to SEK 92 million (10), corresponding to a margin of 3.3 percent (0.4), and operating profit/loss, before items affecting comparability, amounted to SEK 92 million (38), corresponding to a margin of 3.3 percent (1.4).
- Profit/loss for the period amounted to SEK 28 million (–56), corresponding to earnings per share of SEK 0.19 (–0.39) before and after dilution.
- Cash flow from operating activities amounted to SEK 44 million (186).

Significant events after the end of the reporting period

- Updated climate targets for Midsona were approved by the Science Based Target initiative (SBTi), which was an important step in the work contributing towards the Paris Agreement’s goal of limiting global warming.

Key figures, Group ¹	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Net sales growth, %	–0.4	–2.2	–0.9	–2.9	–1.3	–2.7
Organic change in net sales, %	2.6	–8.0	0.2	–7.5	–1.0	–6.6
Gross margin, before items affecting comparability, %	28.0	25.7	28.6	26.1	27.8	25.9
Gross margin, %	28.0	25.2	28.6	25.5	27.6	25.3
Operating margin, before items affecting comparability, %	3.5	2.0	3.3	1.4	3.0	1.6
Operating margin, %	3.5	1.0	3.3	0.4	2.9	0.8
Earnings per share, SEK	0.07	–0.12	0.19	–0.39	0.22	–0.36
Net debt/Adjusted EBITDA (R 1.2), x					2.0	2.7
Cash flow from operating activities, SEK million	42	87	44	186	201	343

¹ Midsona presents certain financial measures in the interim report that are not defined under IFRS. For definitions and reconciliations with IFRS, please refer to pages 20–22 of this interim report and to pages 192–195 of the 2023 Annual Report.



Note:

This interim report presents information that Midsona AB (publ) is required to publish under the EU Market Abuse Regulation. The interim report was submitted under the auspices of Peter Åsberg and Max Bokander for publication on 23 October 2024 at 8:00 a.m. CEST.

For further information

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Peter Åsberg, President and CEO

Comment by the CEO

Last quarter can again be summarised as organic sales growth, strengthened margins and improved operating profit for Midsona. That we achieved this, despite challenging market conditions, is largely due to the started implementation of our new strategy which aims to drive growth with increased profitability over time. Over the period, inflation decreased and interest rates were lowered, but consumers remained somewhat cautious, which particularly affected the market for organic products, our largest product category. We believe that the underlying demand for our products is strong and that a gradual recovery take place as consumer confidence increases.

The journey of change has just begun

A lot of work lies ahead of us to reach our financial targets. Although we are at an early stage with the new strategy, we are seeing positive effects – with a new organisation in place, ongoing efficiency improvements and stronger product categories. Our financial targets are to achieve an EBIT margin above 8 percent by 2027, average annual organic growth of 3–5 percent and to keep net debt below 2.5 x adjusted EBITDA.

Strengthened profit and gross margin

The Group's operating profit/loss for the period amounted to SEK 32 million (9), and operating profit/loss, before items affecting comparability, amounted to SEK 32 million (18). The improvement in earnings was mainly driven by a stronger gross margin, before items affecting comparability, of 28.0 percent (25.7), which was achieved despite a continued relatively high raw material price environment and an unfavourable sales mix. Profit/loss before tax improved during the period to SEK 19 million (–10), partly due to reduced interest expenses as a result of lower debt and market interest rates. Work on strengthening the balance sheet and optimising working capital is continuing. Our net debt-to-EBITDA ratio was well below the long-term target of not exceeding 2.5 x adjusted EBITDA.

All three divisions improved their operating profit/loss during the quarter compared with the same period last year.

Our categories performed well

Our strategy is very much about developing and refining the three product categories, for which we can see great growth potential in both existing and new markets.

- The organic products category accounts for just over 50 percent of Midsona's total sales. Organic growth was 2 percent during the quarter, despite continued challenging conditions in some geographical markets. This was due to the strong performance of several brands, such as Helios and Davert, thanks to innovation and marketing. We also achieved a good level of growth in contract manufacturing, through several new profitable contracts. At the same time, we continued to phase out unprofitable products and contracts to arrive at a more profitable product mix.
- In the health food category, which includes brands such as Friggs, Gainomax and Earth Control, sales decreased by 4 percent. Friggs – the largest brand in the category – nevertheless continued to report strong growth. Health food sales decreased in the quarter, largely due to our decision to terminate unprofitable contracts linked to the Christmas season, mainly related to Earth Control and contract manufacturing. These cancelled contracts will also have a certain negative impact on sales in the fourth quarter.
- The consumer health products category, which offers nutritional supplements, performed very well during the period, with organic sales growth of 20 percent. An expanded major distribution contract in the Finnish market contributed to the increase, combined with a strong performance by several of our brands.

Organized for profitable growth

An important step in our strategic work is the implementation of our new organisation. New central Marketing & Innovation, Purchasing and HR functions were introduced during the quarter, to increase coordination within the Group and thereby create better conditions for profitable growth. As part of this process, we also began the recruitment of a Purchasing Director to coordinate strategic purchasing across divisions to achieve economies of scale.

Outlook

We believe that the outlook for 2024 is good overall and that we will achieve a stronger full-year result than last year. In our largest market, Sweden, lower inflation, interest rate cuts and tax cuts in early 2025 are likely to positively affect consumer demand in several of our product categories. The European market for organic products remains hesitant in many places. We continue to work methodically to strengthen our positions.

Peter Åsberg
President and CEO

THIRD QUARTER

SEK 919 million

Net sales

2.6 percent

Organic change in net sales

SEK 32 million

Operating profit (EBIT)

3.5 percent

Operating margin (EBIT margin)

2.0 x

Net debt to Adjusted EBITDA

Financial information – Group

July–September

Net sales

Net sales amounted to SEK 919 million (923), a change of –0.4 percent (–2.2). The organic change in net sales was 2.6 percent (–8.0), while structural changes contributed –0.5 percent (0.0) and exchange rate fluctuations –2.5 percent (5.8). For the Group's own consumer brands, the organic change in net sales was 0.2 percent (–3.4). The overall sales performance for own consumer brands was relatively stable. Several own consumer brands experienced strong sales growth, supported by innovations and successful sales campaigns. This was offset by the continued weak performance of the organic products category in some geographical markets, where consumers continued to be cautious about their consumption of sustainable and healthy products. The sales performance of the health food-category was also negatively impacted, to some extent, by product rationalisation measures implemented to reduce the complexity of the product portfolio. The organic change in net sales of licensed brands was 19.2 percent (–35.1), attributable to newly rolled out business volumes from an expanded distribution agreement and stable product sales for several licensed brands. The organic change in net sales for contract manufacturing was 6.6 percent (–1.7), as new profitable business volumes more than compensated for terminated unprofitable contract manufacturing assignments. Customer delivery capacity was still relatively weak in some geographical markets, which to a certain degree affected sales negatively for both own consumer brands and contract manufacturing.

Gross profit

Gross profit amounted to SEK 257 million (233), corresponding to a margin of 28.0 percent (25.2), and gross profit, before items affecting comparability, amounted to SEK 257 million (238), corresponding to a margin of 28.0 percent (25.7). The solid improvement in the margin was mainly the result of better price management, the termination of unprofitable contract manufacturing assignments and reduced complexity in the product and brand portfolio, which was to some degree offset by an unfavourable sales mix, with a higher share of sales of both contract manufactured and licensed products with generally lower margins. For most key raw materials, other inputs and finished goods, prices were broadly relatively stable, but still at high levels. Efficiency and cost control at the Group's production facilities improved across the board. However, there were still some difficulties in the production and logistics process at some production sites, which led to capacity shortages related to an underlying increase in demand for goods.

Operating profit/loss

Operating profit/loss amounted to SEK 32 million (9), corresponding to a margin of 3.5 percent (1.0), and operating profit/loss, before items affecting comparability, amounted to SEK 32 million (18), corre-

sponding to a margin of 3.5 percent (2.0). The margin essentially improved as a result of the positive gross margin trend. The period was marked by good cost control and cost awareness, while at the same time synergies were realised from the restructuring programmes carried out, which, together, also contributed to the improvement in earnings.

Items affecting comparability

No items affecting comparability were included in operating profit/loss. For the comparison period, items affecting comparability of SEK –9 million were included in operating profit and consisted of restructuring costs related to a reorganisation on the Danish market.

Financial items

Net financial items amounted to SEK –13 million (–20). Interest expenses for external loans payable to credit institutions amounted to SEK –10 million (–15) and interest expenses attributable to leases came to SEK –2 million (–2). Interest expenses to credit institutions decreased, due to lower indebtedness and market interest rates. Net translation differences in respect of financial receivables and liabilities in foreign currency amounted to SEK 0 million (–1). Other financial items amounted to SEK –1 million (–2).

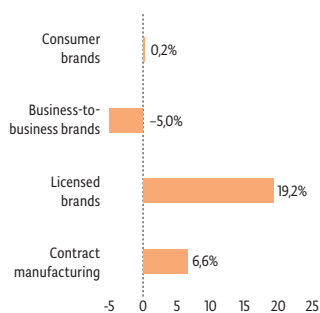
Profit/loss for the period

Profit/loss for the period amounted to SEK 9 million (–18), corresponding to earnings per share of SEK 0.07 (–0.12) before and after dilution. Tax on profit/loss for the period amounted to SEK –10 million (–7), of which SEK –9 million (–7) consisted of current tax, SEK 0 million (1) was tax attributable to previous years and SEK –1 million (–1) was deferred tax.

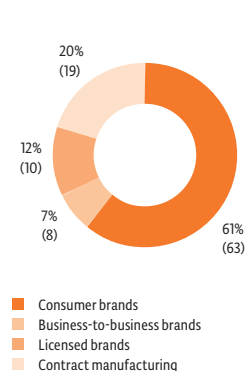
Cash flow

Cash flow from operating activities amounted to SEK 42 million (87) and was lower essentially as a result of a negative cash flow from changes in working capital, primarily due to a decrease in operating liabilities. Capital tied up in inventories decreased, but not by as much as in the comparison period, as improved inventory management procedures and optimised inventory levels had a major impact. Capital tied up in operating receivables decreased thanks to improved accounts receivable procedures, with a lower proportion of overdue trade receivables compared with the same period last year. There was a continued strong focus on working capital efficiency. Cash flow from investing activities amounted to SEK –6 million (–7), consisting of investments in tangible and intangible assets of SEK –6 million (–7), divestments of tangible assets of SEK 0 million (0), and a change in financial assets of SEK 0 million (0). Cash flow from financing activities was SEK –34 million (–33), consisting of the repayment of loans for SEK –19 million (–19) and the repayment of lease liabilities for SEK –15 million (–14). Cash flow for the period amounted to SEK 2 million (47).

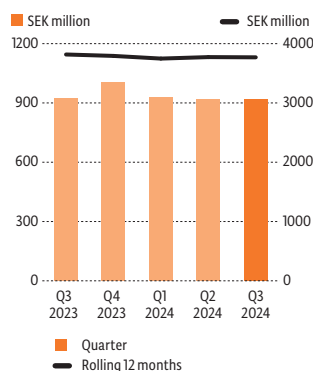
Organic growth of types of brands¹



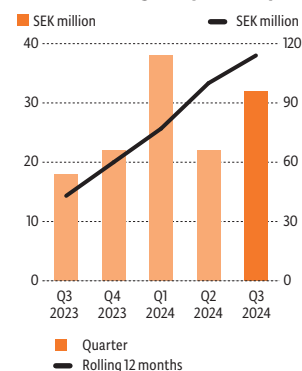
Product sales by type of brand¹



Net sales



Operating profit/loss, before items affecting comparability



January–September

Net sales

Net sales amounted to SEK 2,766 million (2,790), a change of –0.9 percent (–2.9). The organic change in net sales was 0.2 percent (–7.5), while structural changes contributed –0.4 percent (0.0) and exchange rate fluctuations –0.7 percent (4.6). For the Group's own consumer brands, the organic change in net sales was –2.0 percent (–2.2). Sales performance was strong for several own consumer brands, but this could not fully compensate for the weak performance of the organic products category in some geographical markets. The sales performance of the health food category was also negatively impacted by rationalisation measures implemented to reduce the complexity of the product portfolio. The organic change in net sales of licensed brands was 9.2 percent (–35.3), essentially because new business volumes from an expanded distribution agreement more than offset a terminated distribution agreement. For contract manufacturing, the organic change in net sales was 5.5 percent (0.3), as new profitable business volumes more than compensated for terminated unprofitable contract manufacturing assignments.

Gross profit

Gross profit amounted to SEK 791 million (711), corresponding to a margin of 28.6 percent (25.5), and gross profit, before items affecting comparability, amounted to SEK 791 million (729), corresponding to a margin of 28.6 percent (26.1). The price increases implemented, to offset previous rises in costs, better price management, improved prices for contract manufacturing assignments and the reduced complexity of the product and brand portfolio greatly contributed to the positive margin trend. For most key raw materials, packaging materials, finished goods and road transport, prices were broadly stable, but still at relatively high levels. For containerised freight from Asia, the escalation of the geopolitical conflict around the Red Sea led to both delays in deliveries and significantly higher prices for such shipments. Our direct exposure to such shipments was moderate, however. The efficiency of the group's production facilities improved overall, while some difficulties affecting the production and logistics process remained, which led to capacity shortages at some production facilities due to increased demand for goods. Production and inventory overheads were lower and better aligned with actual production and inventory volumes, despite some disruptions caused by a change in packaging materials for some product groups that resulted in temporarily higher production overheads.

Operating profit/loss

Operating profit/loss amounted to SEK 92 million (10), corresponding to a margin of 3.3 percent (0.4), and operating profit/loss, before items affecting comparability, amounted to SEK 92 million (38), corresponding to a margin of 3.3 percent (1.4). The margin improved essentially as a result of the positive gross margin trend. The period was marked by good cost control and cost awareness, while at the same time synergies were realised from the restructuring programmes carried out, which, together, also contributed to the improvement in earnings.

Items affecting comparability

No items affecting comparability were included in operating profit/loss. In the comparison period, operating profit/loss included items affecting comparability of SEK –28 million comprising restructuring costs of SEK –14 million for the phasing out of certain unprofitable brands, restructuring costs of SEK –9 million for a reorganisation on the Danish market, and restructuring costs of SEK –5 million related to an extended restructuring programme to reduce the cost base by a further SEK 20 million on an annual basis.

Financial items

Net financial items amounted to SEK –41 million (–49). Interest expenses for external loans payable to credit institutions amounted to SEK –30 million (–41) and interest expenses attributable to leases came to SEK –5 million (–4). Interest expenses to credit institutions decreased, due to lower indebtedness and market interest rates. Net translation differences in respect of financial receivables and liabilities in foreign currency amounted to SEK 0 million (0). Other financial items amounted to SEK –6 million (–4).

Profit/loss for the period

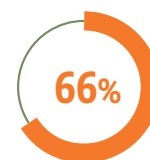
Profit/loss for the period amounted to SEK 28 million (–56), corresponding to earnings per share of SEK 0.19 (–0.39) before and after dilution. Tax on profit/loss for the period amounted to SEK –23 million (–17), of which current tax was SEK –20 million (–15), tax attributable to previous years was SEK 0 million (1) and deferred tax was SEK –3 million (–3). The effective tax rate was 44.6 percent (–45.5) and the high tax rate essentially related to the fact that new loss carry-forwards in some subsidiaries were not capitalised as deferred tax assets.

Cash flow

Cash flow from operating activities amounted to SEK 44 million (186) and the decrease was entirely attributable to a negative trend in working capital, which was driven by an increase in the capital tied up in both inventories and operating receivables. The capital tied up in inventories was related to both new inventory volumes for an expanded distribution agreement, and increased deliveries of raw materials and finished goods following a period of excessively low inventory levels, which were the result of a capital rationalisation project carried out during the previous year. Capital tied up in operating receivables essentially increased as a consequence of better invoiced product sales in September compared with December last year, while capital tied up in trade receivables decreased during the comparison period as a result of terminated sales assignments. Cash flow from investing activities amounted to SEK –13 million (–24), consisting of investments in tangible and intangible assets of SEK –13 million (–24), divestments of tangible assets of SEK 0 million (0), and a change in financial assets of SEK 0 million (0). Cash flow from financing activities amounted to SEK –176 million (–98), consisting of the repayment of loans for SEK –133 million (–55) and the repayment of lease liabilities for SEK –43 million (–42). During the first quarter, a voluntary additional repayment of SEK 79 million was made to credit institutions within existing credit lines. The comparison period also included borrowings of SEK 6 million and issue expenses of SEK –7 million from the rights issue completed in December 2022. Cash flow for the period amounted to SEK –145 million (64).

Liquidity and financial position

Cash and cash equivalents amounted to SEK 84 million (180) and there were unused credit facilities of SEK 491 million (327) at the end of the period. The liquidity reserve in relation to net sales on a rolling 12-month basis was 15.3 percent (13.3). Net debt amounted to SEK 525 million (678) and was SEK 543 million at the end of the previous quarter. The ratio of net debt to adjusted EBITDA on a rolling 12-month basis was 2.0 x (4.0), while it was 2.3 x at the end of the previous quarter. Shareholders' equity amounted to SEK 3,016 million (3,044) and was SEK 3,035 million at the end of the previous quarter. The changes consisted of profit/loss for the period of SEK 9 million and translation differences of SEK –28 million from the translation of foreign operations. The equity/assets ratio was 66.6 percent (62.8) at the end of the period.



Division Nordics	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Net sales	609	618	1,802	1,858	2,489	2,545
Gross profit	209	197	618	591	831	804
Gross margin, %	34.4	31.9	34.3	31.8	33.4	31.6
Operating profit/loss	66	49	160	132	214	187
Operating margin, %	10.8	8.0	8.9	7.1	8.6	7.4

July–September

Net sales

Net sales amounted to SEK 609 million (618), a decrease of 1.5 percent. The organic change in net sales was 1.5 percent. For own consumer brands in external product sales, the organic change was 1.3 percent, with strong growth for Friggs in the health food category, as well as for Helios and Urtekram Beauty in the organic products category. The majority of the own brands in the consumer health products category reported good sales growth. There were still some challenges facing the own brand portfolio, however. The sales performance of the health food category was also negatively impacted, to some extent, by product rationalisation measures implemented to reduce the complexity of the product portfolio. The organic growth for licensed brands was 20.1 percent, above all related to an expanded distribution agreement in the Finnish market. For contract manufacturing, organic growth was –14.4 percent, as a consequence of contracts that previously ran with too low a margin not being extended.

Gross profit

Gross profit amounted to SEK 209 million (197), corresponding to a margin of 34.4 percent (31.9). Better price management, the termination of unprofitable contract manufacturing assignments and a reduction in the complexity of the product and brand portfolio continued to contribute to the strong improvement in the margin. Some production process disruptions caused by changes in packaging materials for some product groups continued, to a degree, to result in temporarily higher production overheads during the period.

Operating profit/loss

Operating profit/loss amounted to SEK 66 million (49), corresponding to a margin of 10.8 percent (8.0). The improvement in earnings was mainly driven by the improved gross margin, lower direct sales and marketing costs and the realisation of synergies from the restructuring programme carried out.

January–September

Net sales

Net sales amounted to SEK 1,802 million (1,858), a decrease of 3.0 percent. The organic change in net sales was –1.6 percent. For own consumer brands in external product sales, the organic change was –1.8 percent, with some challenges in the own brand portfolio. Product rationalisation measures implemented to reduce the complexity of the own product portfolio also had a negative impact on the sales performance in favour of improved profitability. Several own consumer brands recorded good sales growth, however, such as Friggs in the health food category, Biopharma in the consumer health products category and both Helios and Urtekram Beauty in the organic products category. The organic growth for licensed brands was 9.3 percent, as an expanded distribution agreement in the Finnish market more than compensated for a previously terminated distribution agreement. For contract manufacturing, organic growth was –12.2 percent, as a consequence of several contracts not being extended.

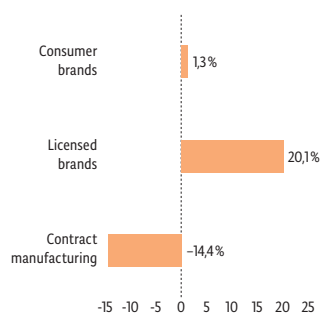
Gross profit

Gross profit amounted to SEK 618 million (591), corresponding to a margin of 34.3 percent (31.8). The strong margin improvement was supported by the implementation of price increases, good price management, the termination of unprofitable contract manufacturing assignments and improved efficiency at the production facilities. Rationalisation measures taken to reduce the complexity of the product and brand portfolio also contributed to the margin trend. Some production process disruptions caused by changes in packaging materials for some product groups resulted, however, in temporarily higher production overheads, in both the second and third quarters.

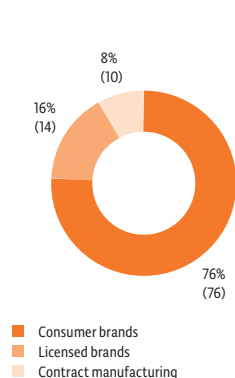
Operating profit/loss

Operating profit/loss amounted to SEK 160 million (132), corresponding to a margin of 8.9 percent (7.1). The improvement in the margin was mostly driven by the improved gross margin, good cost control and synergies realised from restructuring programmes carried out.

Organic growth of types of brands^{2,3}



Product sales by type of brand^{2,3}

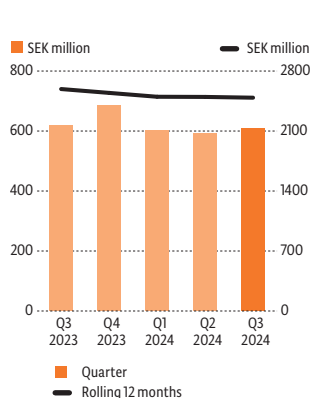


¹ Earnings and margin measurements are before items affecting comparability unless otherwise stated.

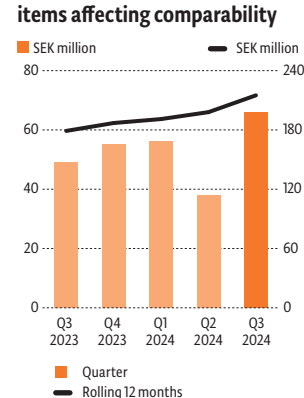
² Q3 2024

³ External product sales

Net sales



Operating profit/loss, before items affecting comparability



Division North Europe¹

Percentage net sales
in the Group²



Division North Europe	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Net sales	220	214	673	640	905	872
Gross profit	35	30	120	95	154	129
Gross margin, %	16.0	13.8	17.9	14.9	17.0	14.8
Operating profit/loss	-3	-7	7	-18	3	-22
Operating margin, %	-1.3	-3.4	1.1	-2.8	0.3	-2.6

July–September

Net sales

Net sales amounted to SEK 220 million (214), an increase of 2.7 percent, with an organic change in net sales of 5.7 percent. The organic change for own consumer brands in external product sales was 0.9 percent, with good sales growth for Davert, as a result, among other things, of new business volumes being shipped to grocery retailers. For own business-to-business brands, organic growth was -5.0 percent, as a consequence of contracts that ran with too low a margin not being extended. Organic growth for contract manufacturing was 21.3 percent, as a result of successful efforts to secure new profitable contract manufacturing assignments. Customer delivery capacity remained weak and caused a certain decline in sales during the period.

Gross profit

Gross profit amounted to SEK 35 million (30), corresponding to a margin of 16.0 percent (13.8). The positive margin trend was attributable to better price management, more profitable contract manufacturing assignments and a more favourable product mix due to a smaller share of own business-to-business brand sales with generally lower margins. The increased demand for goods posed some challenges for the production and logistics process, resulting in capacity shortages at the production facilities.

Operating profit/loss

Operating profit/loss amounted to SEK -3 million (-7), corresponding to a margin of -1.3 percent (-3.4). The margin trend was essentially driven by the improved gross margin.

January–September

Net sales

Net sales amounted to SEK 673 million (640), an increase of 5.1 percent, with an organic change in net sales of 5.7 percent. The organic change for own consumer brands in external product sales was 1.0 percent, with good sales growth for Davert. A weak sales performance during the first quarter, mainly related to lower business volumes during Easter Week, was more than compensated for by a stronger second and third quarter supported by newly rolled-out business volumes. For own business-to-business brands, organic growth was -1.1 percent, with a focus on improving profitability rather than sales growth. Organic growth for contract manufacturing was 16.0 percent, as a result of successful efforts to secure new profitable contract manufacturing assignments.

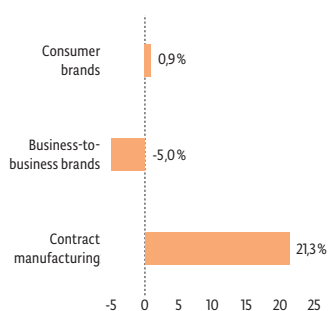
Gross profit

Gross profit amounted to SEK 120 million (95), corresponding to a margin of 17.9 percent (14.9). The positive margin trend was the result of the implementation of price increases, good price management, higher margins on new contract manufacturing agreements and high capacity utilisation at the production facilities. The increased demand for goods posed some challenges during both the second and third quarter for the production and logistics process, however, resulting in capacity shortages. The geopolitical conflict in and around the Red Sea had a certain impact, with increased costs for container shipments and delayed deliveries, mainly in the first quarter.

Operating profit/loss

Operating profit/loss amounted to SEK 7 million (-18), corresponding to a margin of 1.1 percent (-2.8). The improvement in the margin was essentially driven by the improved gross margin.

Organic growth of types of brands^{2,3}

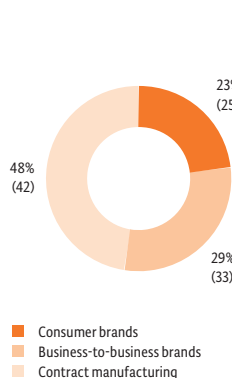


¹ Earnings and margin measurements are before items affecting comparability unless otherwise stated.

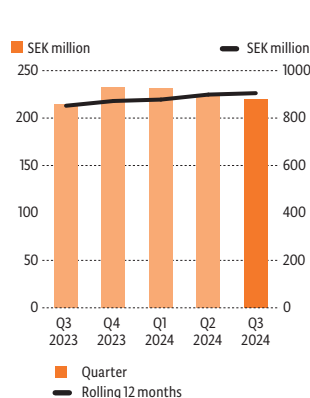
² Q3 2024

³ External product sales

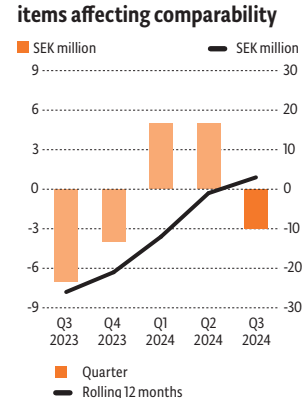
Product sales by type of brand^{2,3}



Net sales



Operating profit/loss, before items affecting comparability



Division South Europe¹

Percentage net sales
in the Group²



Division South Europe	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Net sales	97	102	320	321	413	414
Gross profit	14	12	56	44	66	53
Gross margin, %	14.9	11.8	17.6	13.7	15.9	12.9
Operating profit/loss	-8	-9	-11	-26	-22	-36
Operating margin, %	-8.3	-9.1	-3.5	-8.0	-5.3	-8.8

July–September

Net sales

Net sales amounted to SEK 97 million (102), a decrease of 5.2 percent, with an organic change in net sales of -2.1 percent. The organic change for own consumer brands in external product sales was -8.7 percent, as a consequence of a generally weak French market for organic products. Vegetalia's sales performance included good sales growth in the Spanish organic products market, however. Organic growth was 5.1 percent for contract manufacturing, driven by improved prices for one of the larger contracts in the Spanish grocery trade. For licensed brands, organic growth was 10.4 percent.

Gross profit

Gross profit amounted to SEK 14 million (12), corresponding to a margin of 14.9 percent (11.8). The strong margin trend was supported by good price management, but was partially offset by an unfavourable product mix due to a higher proportion of sales of contract manufactured products, for which margins are generally lower. The production facilities' efficiency improved to some extent compared with the previous year, but the utilisation rate of the production facilities was still low.

Operating profit/loss

Operating profit/loss amounted to SEK -8 million (-9), corresponding to a margin of -8.3 percent (-9.1). The improvement in the margin was essentially driven by the higher gross margin.

January–September

Net sales

Net sales amounted to SEK 320 million (321), a decrease of 0.3 percent, with an organic change in net sales of 0.2 percent. The organic change for own consumer brands in external product sales was -6.1 percent, mainly due to a weak French market for organic products, particularly in health food stores. Consumers also increasingly chose to make their purchases in grocery stores rather than health food stores, which remained the most important sales channel for the business with the Celnat brand. Organic growth for contract manufacturing was 9.7 percent, driven by improved pricing and both new business volumes and strong market growth, particularly for grocery trade customers in the discounted segment. For licensed brands, organic growth was 9.0 percent.

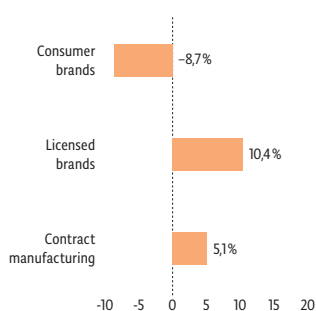
Gross profit

Gross profit amounted to SEK 56 million (44), corresponding to a margin of 17.6 percent (13.7). The positive margin trend was supported by good price management, but was partially offset by an unfavourable product mix due to a higher proportion of sales of contract manufactured products, for which margins are generally lower. The production facilities' efficiency was improved to some extent, while production overheads were significantly lower and better adapted to lower production volumes compared with the previous year.

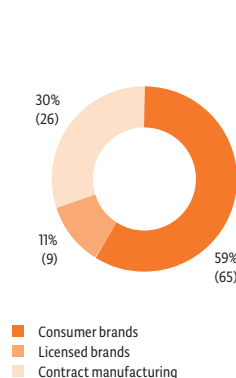
Operating profit/loss

Operating profit/loss amounted to SEK -11 million (-26), corresponding to a margin of -3.5 percent (-8.0). The margin trend was essentially driven by the improved gross margin. Good cost control and cost awareness also contributed to the improved profit.

Organic growth of types of brands^{2,3}



Product sales by type of brand^{2,3}

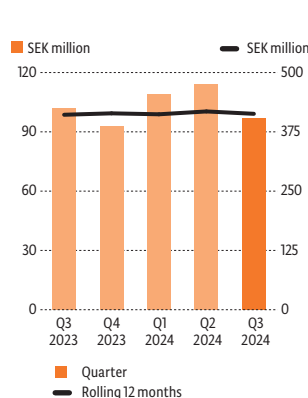


¹ Earnings and margin measurements are before items affecting comparability unless otherwise stated.

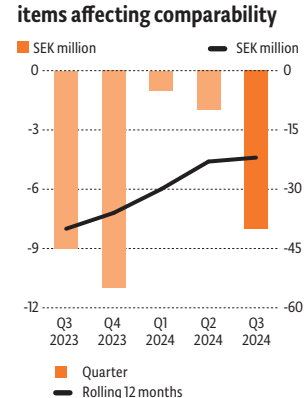
² Q3 2024

³ External product sales

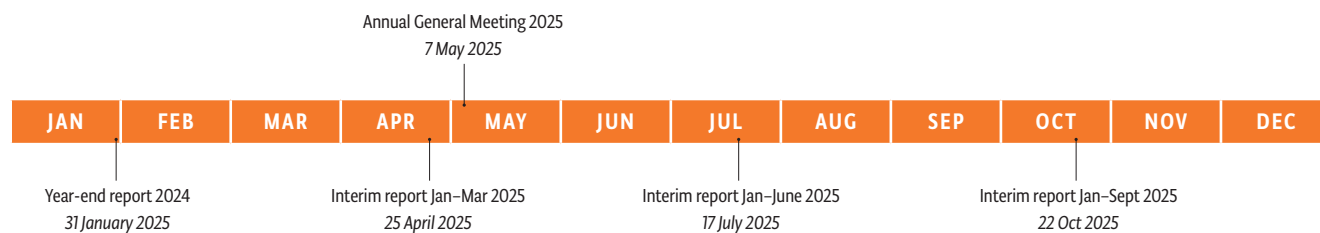
Net sales



Operating profit/loss, before items affecting comparability



Other information



Seasonal variations

Sales and earnings are affected to some extent by seasonal variations. Sales in the first and second quarter are affected by Easter Week, depending on which quarter it occurs in. Easter Week does not benefit sales of the Group's product groups. Warm summer months normally entail lower sales for most product groups as consumers prioritise spending on other things. The second quarter of the year is usually the Group's weakest in terms of sales and profit. Sales are generally higher in the fourth quarter than in the first three quarters, which is mainly due to seasonally high deliveries of dried fruits and nuts for the Christmas holidays.

Parent Company

Net sales amounted to SEK 49 million (47), and related primarily to the invoicing of services provided internally within the Group. Operating profit/loss amounted to SEK –21 million (–14), while profit/loss before tax amounted to SEK –242 million (–80). Result from participations in subsidiaries was SEK –220 million (–71) and consisted of impairments of shares in subsidiaries. Net financial items amounted to SEK –1 million (5) and consisted of interest income from subsidiaries of SEK 33 million (50), interest expenses to credit institutions of SEK –26 million (–35), translation differences on financial receivables and liabilities in foreign currency of SEK 0 million (0), translation differences on net investments in subsidiaries of SEK –5 million (–7) and other financial items of SEK –3 million (–3).

Cash and cash equivalents, including unutilised credit facilities, amounted to SEK 542 million (447). Borrowing from credit institutions was SEK 441 million (667) at the end of the period. A voluntary additional repayment of liabilities to credit institutions of SEK 79 million was made within existing credit lines in March. Shareholders' equity amounted to SEK 2,337 million (2,616) and was SEK 2,578 million at the start of the year. The changes in shareholders' equity consisted of the loss for the period of SEK –242 million.

On the balance sheet date, there were 18 employees (15).

Related parties

There were no significant related-party transactions during the period January–September. Also see Note 31 Related parties on page 171 of the 2023 Annual Report for a description of the Group's and the Parent Company's related-party transactions.

Risks and uncertainties

In its operations, the Group is subject to operational, market, financial and sustainability risks that may affect profits to a greater or lesser extent.

Market dynamics have been significantly affected by a number of external factors in recent years. The series of challenges that followed the pandemic, including shortages of raw materials, the progressively higher prices of inputs and finished goods, energy and transport, and difficulties maintaining a stable supply of goods, together with the escalation of geopolitical conflicts, laid the foundations for the strong inflationary pressures that have marked the global economy over the past two years.

Consumers have changed their purchasing behaviour as a result of a more difficult personal financial climate. Value for money has become more important and it is clear that many consumers are looking more towards low-price and promotional products, which has put organic and sustainable products in the higher price segment at a particular disadvantage. This has brought demand-related challenges for some product groups among the Group's own consumer brands, especially in the organic products category, with

sometimes lower sales volumes as a result. In response to the change in consumer behaviour, we have worked hard to develop the customer offering and enhance the range and buying experience. Long-term societal trends clearly point to a shift in consumption towards more sustainable and healthy products, which is expected to accelerate as consumers' purchasing power improves. Inflationary pressures continued to gradually reduce and both the ECB and Sveriges Riksbank cut key policy rates in the second and third quarters of 2024. The environment is favourable for further rate cuts in the fourth quarter of 2024 and the first quarter of 2025. It is thought that key policy rates will be lowered relatively quickly over the next six months, improving consumers' personal finances and increasing their purchasing power.

The volatility of the prices of raw materials, packaging materials, energy, gas and transport, and of the exchange rate trends for key currencies, including the USD and EUR, will affect the Group. Although the prices of most key raw materials, packaging materials and road transport have stabilised, price levels have remained high, while prices for energy and gas for the Group's production facilities have fallen back to more normal levels from the peaks seen in 2022. An energy crisis like the one that spread across Europe in 2022, with rapidly rising electricity and gas prices, is not expected in the short term as a consequence of coordinated and prioritised activities by the EU. However, the geopolitical turmoil around the Red Sea has caused delays in container shipments from Asia and once more driven up the price of such shipments. Prices of key raw materials, such as dried fruits, nuts, seeds and kernels, oats, rice, quinoa, lentils and maize, are determined in large part by key agronomic performance indicators and crop yields in the summer and autumn. Prevailing climate-related risks, with extreme weather in the shape of drought and floods, are leaving their mark on prices for raw materials. There is currently continued uncertainty about this year's crop yields. Based on the figures for last year's crop yields, the price environment for some raw materials has improved, mainly due to good harvests, while the price environment for other raw materials is unchanged or has deteriorated as a result of poor crop yields and/or changes in import/export restrictions. However, the trend has been for purchase prices for raw materials and other inputs to pass their peak and to some extent slowly fall back, partly due to the recent, more favourable currency trend for the Group. Price increases on raw materials, packaging materials and finished goods due to an unfavourable exchange rate trend cannot be absorbed by the Group, but must be offset at the next stage instead. An overall assessment is that selective price increases to customers in some geographical markets cannot be ruled out, due to crop yields and harvests for certain raw materials as well as currency volatility.

There were certain challenges at times for some own consumer brand product groups in terms of production capacity. These related to both in-house and subcontracted production facilities, due to a combination of high demand and shortages of raw materials, labour and machine capacity. There is a strong focus on improving capacity, securing the right staff and reducing the sick leave taken by existing staff.

Beyond the aforementioned, we believe that no new significant risks or uncertainties have arisen since the submission of the 2023 Annual Report. For a detailed account of risks and uncertainty factors, please see the section Risks and risk management on pages 128–139 and Note 28 *Financial risk management* on pages 168–170 of the 2023 Annual Report.

Significant events January–September

Prestigious awards

Midsona was recognised for its climate strategy and leadership by the global environmental initiative CDP. Midsona achieved the highest grade A for 2023 and is ranked as one of the 400 best listed companies in the world, out of a total of around 21,000 companies taking part. Midsona was also named as the stock exchange's most sustainable company in the groceries category and came second overall in the Sustainable Company rankings for 2023. Lund University, the Swedish business newspaper Dagens Industri and the e-magazine Aktuell Hållbarhet joined forces to review the sustainability efforts of Swedish listed companies, focusing on risk and governance.

New financial targets and strategy

The Board of Directors of Midsona AB (publ) decided to establish new long-term targets for the Group. The three long-term targets are as follows and apply until 2027:

- Organic growth averaging 3–5 percent per year (previous net sales growth >15.0 percent through organic growth and acquisitions),
- EBIT margin (before items affecting comparability) >8 percent (previous EBITDA margin >12.0 percent),
- Net debt/adjusted EBITDA <2.5 x (previous Net debt/adjusted EBITDA 3.0–4.0 x).

A new strategy was adopted in early 2024 following a review of the Group's strategic direction. It consists of three pillars and aims to strengthen profitability and lay the foundations for the future:

- Strengthen the position, drive growth and develop the offering in the organic category through cross-market work on production, sourcing, innovation and communication, to exploit synergies between brands to make it easier for consumers to navigate the offering.
- Continue growth with strong brands in the health food category in both existing and new markets by focusing on profitable organic growth in selected markets supported by three strong own brands – Friggs, Earth Control and Gainomax.
- Streamline the value chain and harmonise the product range to develop an offering that meets market needs while striving for high efficiency from purchasing and brand development to production and logistics.

Changes to the Board of Directors

At the 2024 Annual General Meeting, held on 7 May, Tomas Bergendahl was elected as a new Board member as proposed by the Nomination Committee. He is independent in relation to the Company, its management and major shareholders. Henrik Stenqvist declined re-election. As of the 2024 Annual General Meeting, the Board of Directors of Midsona AB comprises Patrik Andersson (Chairman), Tomas Bergendahl, Anna-Karin Falk, Sandra Kottenauer, Jari Latvanen, Anders Svensson and Johan Wester.

Extending of financing agreement

The financing agreement with Danske Bank and Svensk Exportkredit was extended in June for another year with unchanged terms. Following the extension it will run until September 2026.

Changes to Group Management

Nordics Division Director Ulrika Palm decided to leave Midsona and left her position in August 2024. Markus Wessner was appointed the new Nordics Division Director, replacing Ulrika Palm. He took up the position on 15 August 2024 and has been a Group Management member from that time.

New organisational structure and changes to Group Management

It was decided to introduce central Marketing & Innovation, HR and Purchasing functions, as part of measures to increase coordination between the Group's three divisions and create the right conditions for profitable growth. Anna Törnebrandt has been appointed Chief Marketing Officer with Group-wide responsibility for Marketing & Innovation, and Åsa Gavelstad has been appointed HR Director with Group-wide responsibility for HR. They took up their new positions on 15 August 2024 and have been members of Group Management from that date. The process of recruiting a Purchasing Director has begun. The new position, involving overall responsibility for coordinating the Group's procurement, also entails membership of Group Management.

Significant events after the end of the reporting period

Updated climate targets

Updated climate targets were approved by the Science Based Target initiative (SBTi), which was an important step in the work contributing towards the Paris Agreement's goal of limiting global warming. Midsona is committed to achieving overall net zero greenhouse gas emissions throughout its value chain by 2045, with targets including:

- Reducing emissions from scope 1 and 2, as well as from scope 3 categories such as upstream and downstream transport, waste generated in own operations and the waste management of products sold, by 42 percent by 2030, taking 2022 as the base year.
- 70 percent of suppliers, based on purchased goods and services, must have set science-based targets by 2028.
- Reducing scope 3 emissions from FLAG (Forest, Land and Agriculture) by 30.3 percent by 2030 and 72 percent by 2045.
- No deforestation across primary deforestation-linked commodities by 31 December 2025.

Malmö, 23 October 2024
Midsona AB (publ)
BOARD OF DIRECTORS

Review by auditor

This interim report was subject to review by the company's auditors.

Report of Review of Interim Financial Information

Introduction

We have reviewed the interim report of Midsona AB (publ) for the period 1 January 2024 to 30 September 2024. The Board of Directors and the CEO are responsible for the preparation and presentation of the interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion regarding the interim report based on our review.

Scope and focus of the review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, *Review of Interim Report Performed by the Independent Auditor of the Entity*. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review has a different focus and is

considerably smaller in scope than an audit conducted in accordance with ISA and other generally accepted auditing standards. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Consequently, a conclusion based on a review does not give the same level of assurance as a conclusion based on an audit.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report has not been prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, for the Group, and with the Swedish Annual Accounts Act, for the Parent Company.

Malmö, 23 October 2024
Deloitte AB

Jeanette Roosberg
AUTHORISED PUBLIC ACCOUNTANT

Financial statements

SEK million	Note	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Net sales	3.4	919	923	2,766	2,790	3,769	3,793
Expenses for goods sold		-662	-690	-1,975	-2,079	-2,730	-2,834
Gross profit		257	233	791	711	1,039	959
Selling expenses		-146	-149	-459	-461	-616	-618
Administrative expenses		-78	-80	-240	-243	-324	-327
Other operating income		1	6	4	10	16	22
Other operating expenses		-2	-1	-4	-7	-4	-7
Operating profit/loss	3	32	9	92	10	111	29
Financial income		1	2	4	6	8	10
Financial expenses		-14	-22	-45	-55	-64	-74
Profit/loss before tax		19	-11	51	-39	55	-35
Tax on profit for the period		-10	-7	-23	-17	-24	-18
Profit/loss for the period		9	-18	28	-56	31	-53

Profit/loss for the period is divided between:

Parent Company shareholders (SEK million)	9	-18	28	-56	31	-53
Earnings per share before and after dilution attributable to Parent Company shareholders (SEK)	0.07	-0.12	0.19	-0.39	0.22	-0.36

Summary consolidated statement of comprehensive income

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Profit/loss for the period	9	-18	28	-56	31	-53
<i>Items that have been or may be reclassified to profit/loss for the period</i>						
Translation differences from the translation of foreign operations for the period	-28	-26	1	19	-59	-41
Other comprehensive income for the period	-28	-26	1	19	-59	-41
Comprehensive income for the period	-19	-44	29	-37	-28	-94

Comprehensive income for the period is divided between:

Parent Company shareholders (SEK million)	-19	-44	29	-37	-28	-94
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During the quarter, Gainomax launched a range of soft protein bars in three different flavours.



Summary consolidated balance sheet

SEK million	Note	30 Sept 2024	30 Sept 2023	31 Dec 2023
Assets				
Intangible assets	5	2,893	3,000	2,926
Tangible assets		389	438	404
Non-current receivables		5	5	5
Deferred tax assets		82	107	98
Fixed assets		3,369	3,550	3,433
Inventories		665	678	554
Accounts receivable		370	389	334
Tax receivables		6	11	7
Other receivables		13	21	16
Prepaid expenses and accrued income		24	18	20
Cash and cash equivalents		84	180	235
Current assets		1,162	1,297	1,166
Assets				
	6	4,531	4,847	4,599
Share capital	7	727	727	727
Additional paid-up capital		1,849	1,849	1,849
Reserves		86	145	85
Profit brought forward, including profit/loss for the period		354	323	326
Shareholders' equity		3,016	3,044	2,987
Non-current interest-bearing liabilities		481	729	608
Other non-current liabilities		7	8	7
Deferred tax liabilities		317	343	331
Non-current liabilities		805	1,080	946
Current interest-bearing liabilities		128	129	123
Accounts payable		329	344	312
Tax liabilities		21	6	6
Other current liabilities		53	61	53
Accrued expenses and deferred income		179	183	172
Current liabilities		710	723	666
Liabilities	6	1,515	1,803	1,612
Shareholders' equity and liabilities		4,531	4,847	4,599

Summary consolidated changes in shareholders' equity

SEK million	Share capital	Additional paid-up capital	Reserves	Profit brought forward, incl. profit for the period	Shareholders' equity
Opening shareholders' equity, 1 Jan 2023	727	1,850	126	379	3,082
Profit/loss for the period	-	-	-	-56	-56
Other comprehensive income for the period	-	-	19	-	19
Comprehensive income for the period	-	-	19	-56	-37
Issue expenses	-	-1	-	-	-1
Transactions with the Group's owners	-	-1	-	-	-1
Closing shareholders' equity, 30 Sept 2023	727	1,849	145	323	3,044
Opening shareholders' equity, 1 Oct 2023	727	1,849	145	323	3,044
Profit/loss for the period	-	-	-	3	3
Other comprehensive income for the period	-	-	-60	-	-60
Comprehensive income for the period	-	-	-60	3	-57
Closing shareholders' equity, 31 Dec 2023	727	1,849	85	326	2,987
Opening shareholders' equity, 1 Jan 2024	727	1,849	85	326	2,987
Profit/loss for the period	-	-	-	28	28
Other comprehensive income for the period	-	-	1	-	1
Comprehensive income for the period	-	-	1	28	29
Closing shareholders' equity, 30 Sept 2024	727	1,849	86	354	3,016

Summary consolidated cash flow statement

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Profit/loss before tax	19	-11	51	-39	55	-35
Adjustment for items not included in cash flow	48	53	129	154	179	204
Income tax paid	-2	3	-6	-8	0	-2
Cash flow from operating activities before changes in working capital	65	45	174	107	234	167
Increase (-)/Decrease (+) in inventories	12	39	-122	33	-34	121
Increase (-)/Decrease (+) in operating receivables	-1	-13	-31	28	13	72
Increase (+)/Decrease (-) in operating liabilities	-34	16	23	18	-12	-17
Changes in working capital	-23	42	-130	79	-33	176
Cash flow from operating activities	42	87	44	186	201	343
Divestments of companies or operations	-	-	-	-	0	0
Acquisitions of intangible assets	0	0	-1	0	-2	-1
Divestments of intangible assets	-	-	-	-	12	12
Acquisitions of tangible assets	-6	-7	-12	-24	-18	-30
Divestments of tangible assets	0	0	0	0	1	1
Change in financial assets	0	0	0	0	0	0
Cash flow from investing activities	-6	-7	-13	-24	-7	-18
Cash flow after investing activities	36	80	31	162	194	325
Issue expenses	-	-	-	-7	-	-7
Loans raised	-	-	-	6	-	6
Repayment of loans	-19	-19	-133	-55	-230	-152
Amortisation of lease liabilities	-15	-14	-43	-42	-57	-56
Cash flow from financing activities	-34	-33	-176	-98	-287	-209
Cash flow for the period	2	47	-145	64	-93	116
Cash and cash equivalents at beginning of period	85	128	235	121	180	121
Translation difference in cash and cash equivalents	-3	5	-6	-5	-3	-2
Cash and cash equivalents at end of period	84	180	84	180	84	235

Summary income statement, Parent Company

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Net sales	17	16	49	47	63	61
Administrative expenses	-23	-19	-71	-61	-94	-84
Other operating income	0	2	1	1	1	1
Other operating expenses	0	-2	0	-1	0	-1
Operating profit/loss	-6	-3	-21	-14	-30	-23
Result from participations in subsidiaries	-	-71	-220	-71	-265	-116
Financial income	12	14	54	77	64	87
Financial expenses	-19	-7	-55	-72	-66	-83
Profit/loss after financial items	-13	-67	-242	-80	-297	-135
Allocations	-	-	-	-	17	17
Profit/loss before tax	-13	-67	-242	-80	-280	-118
Tax on profit for the period	0	0	0	0	0	0
Profit/loss for the period¹	-13	-67	-242	-80	-280	-118

¹ Profit/loss for the period and comprehensive income for the period are the same, as the Parent Company has no transactions that are reported in other comprehensive income.

Summary balance sheet, Parent Company

SEK million	Note	30 Sept 2024	30 Sept 2023	31 Dec 2023
Intangible assets		27	35	33
Tangible assets		1	2	2
Participations in subsidiaries		2,410	2,410	2,410
Receivables from subsidiaries		627	983	867
Deferred tax assets		0	0	0
Financial assets		3,037	3,393	3,277
Fixed assets		3,065	3,430	3,312
Receivables from subsidiaries		134	156	87
Other receivables		18	13	11
Cash and bank balances		51	120	205
Current assets		203	289	303
Assets		3,268	3,719	3,615
Share capital	7	727	727	727
Statutory reserve		58	58	58
Profit brought forward, including profit/loss for the period and other reserves		1,552	1,831	1,793
Shareholders' equity		2,337	2,616	2,578
Untaxed reserves		27	20	27
Liabilities to credit institutions		380	608	501
Other non-current liabilities		0	0	0
Non-current liabilities		380	608	501
Liabilities to credit institutions		61	59	59
Liabilities to subsidiaries		445	400	432
Other current liabilities		18	16	18
Current liabilities		524	475	509
Shareholders' equity and liabilities		3,268	3,719	3,615

Notes to the financial statements

Note 1 | Accounting principles

With regard to the Group, this interim report for January–September 2024 has been prepared in accordance with IAS 34 Interim Financial Reporting and the Annual Accounts Act (ÅRL). In addition to being presented in the financial statements and their notes, disclosures in accordance with IAS 34, p. 16A are also presented in other parts of the interim report. The Parent Company's accounts are prepared in accordance with the Annual Accounts Act (ÅRL) and recommendation RFR 2 *Accounting for Legal Entities*, from the Swedish Sustainability and Financial Reporting Board. The statements published by the Swedish Sustainability and Financial Reporting Board concerning listed companies are also applied, meaning that the Parent Company must apply all

EU-approved IFRS and statements as far as possible within the framework of the Annual Accounts Act, the Pension Protection Act and taking the relationship between accounting and taxation into account.

In the interim report for January–September 2024, the same accounting policies and calculation methods were applied as in the last annual report issued for 2023 (Note 1 *Accounting policies*, pages 150–155). The new standards and the amendments and revisions to standards and new interpretations (IFRIC) that came into effect on 1 January 2024 had no significant impact on the Group's accounting for the period January–September 2024.

Note 2 | Significant estimates and assumptions

Preparing the financial statements in accordance with IFRS requires management to make assumptions, estimates and assumptions that affect the application of the accounting policies and the reported amounts of assets, liabilities, income and expenses. The actual outcome may differ from these estimates and assumptions.

In the first, second and third quarters of 2024, estimates and assumptions were made as to whether new tax loss carryforwards in some geographical markets should be capitalised as deferred tax assets to be realised through offsetting against future taxable income. Given short-term earnings capacity forecasts and the levels of capitalised tax loss carryforwards from previous years, Company Management has chosen to hold off on capitalising any new tax loss carryforwards.

In the third quarter of 2024, new estimates and assessments were made in our assumptions regarding future conditions and regarding parameters affecting the future profitability of those cash-generating units within the Group to which goodwill and trademarks, which have indefinite useful lives, are allocated. For the cash-generating unit Nordics and North Europe, in Company Management's opinion, no reasonable changes to the key assump-

tions would lead to the estimated recoverable amount being lower than the carrying amount. For the cash-generating unit South Europe, Company Management's sensitivity analysis indicated that certain shifts in the key assumptions could lead to the estimated recoverable amount becoming slightly lower than the carrying amount. The estimated recoverable amount for South Europe exceeded the carrying amount by SEK 105 million (EUR 9.3 million), or 31 percent. Moving forward, Company Management will be carefully monitoring the development of the cash-generating unit in the event that new estimates and assessments must be made in the assumptions due to altered conditions.

Otherwise, no new significant estimates or assumptions have been made since the publication of the most recent annual report. For a detailed account of the assumptions made by management in the application of IFRS and that have a significant impact on the financial statements, as well as estimates made that could entail significant adjustments to subsequent financial statements, please refer to Note 32 *Important estimates and assumptions* on page 172 of the 2023 Annual Report.

Note 3 | Operating segments, Group

SEK million	Nordics		North Europe		South Europe		Group-wide functions		Eliminations		Group	
	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023
July-September												
Net sales, external	606	614	220	210	93	99	-	-	-	-	919	923
Net sales, intra-Group	3	4	0	4	4	3	11	10	-18	-21	-	-
Net sales	609	618	220	214	97	102	11	10	-18	-21	919	923
Expenses for goods sold	-400	-426	-185	-184	-83	-90	-	-	6	10	-662	-690
Gross profit	209	192	35	30	14	12	11	10	-12	-11	257	233
Other operating expenses	-143	-152	-38	-37	-22	-21	-34	-25	12	11	-225	-224
Operating profit/loss	66	40	-3	-7	-8	-9	-23	-15	0	0	32	9
Financial items											-13	-20
Profit/loss before tax											19	-11

Significant income and expense items reported in the income statement:

Items affecting comparability ¹	-	9	-	-	-	0	-	-	-	-	-	9
Depreciation/amortisation and impairment	12	13	8	10	6	6	13	11	-	-	39	40
Gross profit, before items affecting comparability	209	197	35	30	14	12	11	10	-12	-11	257	238
Operating profit/loss, before items affecting comparability	66	49	-3	-7	-8	-9	-23	-15	0	0	32	18
Average number of employees	386	403	205	200	165	163	16	15	-	-	772	781
Number of employees as of the balance sheet date	385	394	209	195	162	163	18	15	-	-	774	767

¹ For a statement of items affecting comparability, refer to the definitions and reconciliations with IFRS, Group, on pages 20-22.

SEK million	Nordics		North Europe		South Europe		Group-wide functions		Eliminations		Group	
	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023
January-September												
Net sales, external	1,790	1,847	669	631	307	312	-	-	-	-	2,766	2,790
Net sales, intra-Group	12	11	4	9	13	9	34	32	-63	-61	-	-
Net sales	1,802	1,858	673	640	320	321	34	32	-63	-61	2,766	2,790
Expenses for goods sold	-1,184	-1,284	-553	-545	-264	-278	-	-	26	28	-1,975	-2,079
Gross profit	618	574	120	95	56	43	34	32	-37	-33	791	711
Other operating expenses	-458	-469	-113	-113	-67	-70	-98	-83	37	34	-699	-701
Operating profit/loss	160	105	7	-18	-11	-27	-64	-51	0	1	92	10
Financial items											-41	-49
Profit/loss before tax											51	-39

Significant income and expense items reported in the income statement:

Items affecting comparability ¹	-	27	-	-	-	1	-	-	-	-	-	28
Depreciation/amortisation and impairment	36	39	24	28	17	19	37	33	-	-	114	119
Gross profit, before items affecting comparability	618	591	120	95	56	44	34	32	-37	-33	791	729
Operating profit/loss, before items affecting comparability	160	132	7	-18	-11	-26	-64	-51	0	1	92	38
Average number of employees	386	406	202	199	165	160	16	15	-	-	769	780
Number of employees as of the balance sheet date	385	394	209	195	162	163	18	15	-	-	774	767

¹ For a statement of items affecting comparability, refer to the definitions and reconciliations with IFRS, Group, on pages 20-22.

Note 4 | Breakdown of income, Group

SEK million	Nordics		North Europe		South Europe		Group	
July-September	2024	2023	2024	2023	2024	2023	2024	2023
<i>Geographical areas¹</i>								
Sweden	239	242	0	0	-	-	239	242
Denmark	107	128	0	0	0	-	107	128
Finland	124	115	-	-	0	0	124	115
Norway	102	97	0	-	-	-	102	97
France	0	1	3	3	48	55	51	59
Spain	5	3	1	3	41	38	47	44
Germany	0	0	191	182	1	0	192	182
Rest of Europe	28	25	25	22	2	3	55	50
Other countries outside Europe	1	3	-	-	1	3	2	6
Net sales	606	614	220	210	93	99	919	923
<i>Sales channel</i>								
Pharmacies	79	63	-	-	-	-	79	63
Grocery trade	404	420	97	91	38	39	539	550
Food Service	26	28	58	61	3	2	87	91
Health food stores	36	41	61	53	42	46	139	140
Other specialist retailers	23	28	4	5	-	-	27	33
Others	38	34	0	0	10	12	48	46
Net sales	606	614	220	210	93	99	919	923
<i>Product categories</i>								
Organic products	170	178	219	210	93	99	482	487
Health foods	271	287	-	-	-	-	271	287
Consumer health products	164	144	-	-	-	-	164	144
Services linked to product handling	1	5	1	0	0	0	2	5
Net sales	606	614	220	210	93	99	919	923
<i>Types of brands</i>								
Own consumer brands	459	465	51	53	55	64	565	582
Own business-to-business brands	-	-	64	69	-	-	64	69
Licensed	96	83	-	-	10	9	106	92
Contract manufacturing	50	61	104	88	28	26	182	175
Services linked to product handling	1	5	1	0	0	0	2	5
Net sales	606	614	220	210	93	99	919	923

¹ Income from external customers is attributable to individual geographical areas according to the country in which the customer is domiciled.

German brand Davert launched two new flavours of nut butters during the quarter.



SEK million	Nordics		North Europe		South Europe		Group	
January–September	2024	2023	2024	2023	2024	2023	2024	2023
<i>Geographical areas¹</i>								
Sweden	709	762	0	0	–	–	709	762
Denmark	331	368	0	1	0	0	331	369
Finland	341	324	–	–	0	0	341	324
Norway	315	297	0	0	–	–	315	297
France	1	2	7	8	163	173	171	183
Spain	10	10	5	12	128	120	143	142
Germany	0	0	584	544	1	0	585	544
Rest of Europe	80	75	73	66	9	9	162	150
Other countries outside Europe	3	9	–	–	6	10	9	19
Net sales	1,790	1,847	669	631	307	312	2,766	2,790
<i>Sales channel</i>								
Pharmacies	220	218	–	–	–	–	220	218
Grocery trade	1,194	1,236	290	266	125	121	1,609	1,623
Food Service	83	84	179	179	7	6	269	269
Health food stores	113	119	188	172	141	150	442	441
Other specialist retailers	75	87	12	14	–	–	87	101
Others	105	103	0	0	34	35	139	138
Net sales	1,790	1,847	669	631	307	312	2,766	2,790
<i>Product categories</i>								
Organic products	517	534	668	630	307	312	1,492	1,476
Health foods	802	840	–	–	–	–	802	840
Consumer health products	467	461	–	–	–	–	467	461
Services linked to product handling	4	12	1	1	0	0	5	13
Net sales	1,790	1,847	669	631	307	312	2,766	2,790
<i>Types of brands</i>								
Own consumer brands	1,363	1,410	169	168	196	211	1,728	1,789
Own business-to-business brands	–	–	197	200	–	–	197	200
Licensed	272	251	–	–	26	24	298	275
Contract manufacturing	151	174	302	262	85	77	538	513
Services linked to product handling	4	12	1	1	0	0	5	13
Net sales	1,790	1,847	669	631	307	312	2,766	2,790

¹ Income from external customers is attributable to individual geographical areas according to the country in which the customer is domiciled.

During the quarter, Davert also launched spelt pops.



Note 5 | Intangible assets

Intangible assets have essentially arisen in connection with business combinations or the acquisition of individual assets. Other intangible assets consist mainly of capitalised software costs.

SEK million	Goodwill	Brands	Customer relationships	Other intangible assets	Total
Opening balance, 1 Jan 2023	1,606	1,290	80	44	3,020
Reclassifications	-	-	-	0	0
Amortisation for the period	-	-14	-14	-8	-36
Translation differences for the period	-5	19	2	0	16
Closing balance, 30 Sept 2023	1,601	1,295	68	36	3,000
Opening balance, 1 Oct 2023	1,601	1,295	68	36	3,000
Acquisitions/investments	-	-	-	1	1
Sales/scrapping	-	-6	-	-	-6
Reclassifications	-	-	-	0	0
Amortisation for the period	-	-5	-5	-2	-12
Translation differences for the period	-30	-25	-2	0	-57
Closing balance, 31 Dec 2023	1,571	1,259	61	35	2,926
Opening balance, 1 Jan 2024	1,571	1,259	61	35	2,926
Acquisitions/investments	-	-	-	0	0
Amortisation for the period	-	-15	-14	-7	-36
Translation differences for the period	-8	9	2	0	3
Closing balance, 30 Sept 2024	1,563	1,253	49	28	2,893

Note 6 | Measurement of financial assets and liabilities at fair value, Group

Fair value

The carrying amount of non-current receivables, accounts receivable, other receivables, cash and cash equivalents, other non-current receivables, accounts payable and other current liabilities measured at amortised cost constitutes a reasonable approximation of fair value.

SEK million	30 Sept 2024	30 Sept 2023	31 Dec 2023
Assets			
<i>Financial instruments measured at fair value via the income statement</i>			
Other receivables	-	0	-
Total	-	0	-
<i>Financial instruments measured at amortised cost</i>			
Non-current receivables	5	5	5
Accounts receivable	370	389	334
Other receivables	13	21	16
Cash and cash equivalents	84	180	235
Total	472	595	590
Total receivables	472	595	590
Liabilities			
<i>Financial instruments measured at fair value via the income statement</i>			
Other current liabilities	0	0	1
Total	0	0	1
<i>Financial instruments measured at amortised cost</i>			
Non-current interest-bearing liabilities	481	729	608
Other non-current liabilities	7	8	7
Current interest-bearing liabilities	128	129	123
Accounts payable	329	344	312
Other current liabilities	53	61	52
Total	998	1,271	1,102
Total liabilities and provisions	998	1,271	1,103

Disclosures regarding financial instruments measured at fair value through profit or loss for the year

The Group held financial instruments in the form of forward exchange contracts recognised at fair value via the consolidated income statement. The valuation was at level 2, in accordance with IFRS 13 *Fair Value Measurement*. Actual values were based on quotes from brokers. Similar contracts were traded on an active market, and the rates reflected actual trades of comparable instruments.

Offset agreements and similar agreements

For derivative counterparties, there are ISDA agreements, which mean that derivative items can be reported net under certain conditions. The Group had no derivatives reported net in its consolidated balance sheet.

Calculation of fair value

The fair value of interest bearing liabilities is calculated based on future cash flows of principal and interest discounted at the current market rate on the balance sheet date. Non-current interest-bearing liabilities essentially have variable interest rates and their fair value is therefore essentially the same as their carrying amount. For current interest-bearing liabilities, no discount is applied, and their fair value is essentially the same as their carrying amount. For further information on the valuation of financial assets and liabilities, refer to Note 30 *Fair value measurement and categorisation of financial assets and liabilities* and the category breakdown on page 171 of the 2023 Annual Report.

Note 7 | Change in number of shares, Group

Number of shares	Class A shares	Class B shares	Total
Number of shares, 1 Jan 2023	596,640	144,831,440	145,428,080
Reclassification	-172,856	172,856	0
Number of shares, 30 Sept 2023	423,784	145,004,296	145,428,080
Number of shares, 1 Oct 2023	423,784	145,004,296	145,428,080
Number of shares, 31 Dec 2023	423,784	145,004,296	145,428,080
Number of shares, 1 Jan 2024	423,784	145,004,296	145,428,080
Number of shares, 30 Sept 2024	423,784	145,004,296	145,428,080
Quotient value per share, SEK			5.00
Share capital on the balance sheet date, SEK			727,140,400
Votes on the balance sheet date, number			149,242,136

Reclassification of Class A shares as Class B shares

In December 2022, at the request of shareholders, a reclassification of 172,856 Class A shares as Class B shares was initiated. The reclassification was registered in January 2023, changing the number of votes to 149,242,136.

Warrant programmes

Two warrant programmes, reserved for senior executives, remained outstanding at the end of the period. TO2021/2024, which may result in a maximum of 171,000 new Class B shares on full conversion, the exercise period for

the warrants being 1 August 2024 to 20 December 2024, and TO2022/2025, which may result in a maximum of 120,000 new Class B shares on full conversion, the exercise period for the warrants being 1 August 2025 to 20 December 2025.

Earnings per share after dilution were not calculated as the average price during the period for the Class B shares fell short of the subscription price for TO2021/2024 and TO2022/2025 respectively. For more information about the warrant programmes outstanding, see Note 8 *Employees, personnel expenses and remuneration of senior executives* on pages 157–159 of the 2023 Annual Report.

Average number of shares, Group

Number of shares (thousands)	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Average during the period	145,428	145,428	145,428	145,428	145,428	145,428
Average during the period, after full dilution	145,719	145,719	145,719	145,719	145,719	145,719

The Davert brand in Germany launched apple and cinnamon flavoured oatmeal during the quarter.



Definitions

Since 1 January 2024, Midsona has introduced two new concepts – own consumer brands and own business-to-business brands. Own consumer brands refer to brands owned by Midsona that are primarily targeted at consumers through their packaging, while own business-to-business brands refer to brands owned by Midsona that are primarily targeted at other businesses and are usually packaged in large single packs.

Midsona presents certain financial measures in the interim report that are not defined under IFRS. Midsona considers these measures to provide useful supplementary information to investors and the company's management as they facilitate the evaluation of the company's performance. Because not all companies calculate financial measures in the same way, these are not always comparable to the measures used by other companies. Accordingly, these financial measures should not be considered a substitute for measurements defined under IFRS. Four new financial measures were added starting in 2024.

Organic change in net sales of own consumer brands

Change in net sales of own consumer brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure. *Organic change in net sales of own consumer brands is a key performance indicator determining whether the company's growth strategy for its own consumer brands has been fulfilled, adjusted for translation effects on consolidation and acquisitions and divestments of operations.*

Organic change in net sales of own business-to-business brands

Change in net sales of own business-to-business brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure.

Organic change in net sales of own business-to-business brands is a key performance indicator determining whether the company's growth strategy for its own business-to-business brands has been fulfilled, adjusted for translation effects on consolidation and acquisitions and divestments of operations.

Organic change in net sales of licensed brands

Change in net sales of licensed brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure. *Organic change in net sales of licensed brands is a key performance indicator determining whether the company's growth strategy for licensed brands has been fulfilled, adjusted for translation effects on consolidation and acquisitions and divestments of operations.*

Organic change in contract manufacturing net sales

Change in contract manufacturing net sales year on year, adjusted for translation effects on consolidation and for changes in the Group structure. *Organic change in contract manufacturing net sales is a key performance indicator determining whether the Company's growth strategy for contract manufacturing has been fulfilled, adjusted for currency effects on consolidation and acquisitions and divestments of operations.*

For the definition and purpose of other measures that are not defined under IFRS, please see the *Definitions* section on pages 192–195 of the 2023 Annual Report. The following table presents reconciliations with IFRS.

IFRS reconciliations, Group

Operating profit/loss and operating margin. Operating profit/loss and operating margin, before items affecting comparability

SEK million	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Operating profit/loss	32	9	92	10	111	29
Items affecting comparability included in operating profit/loss ^{1,2}	–	9	–	28	3	31
Operating profit/loss, before items affecting comparability	32	18	92	38	114	60
Net sales	919	923	2,766	2,790	3,769	3,793
Operating margin, before items affecting comparability	3.5%	2.0%	3.3%	1.4%	3.0%	1.6%

¹ Statement of items affecting comparability

SEK million	July–Sept 2024	July–Sept 2023	Jan–Sept 2024	Jan–Sept 2023	Rolling 12 months	Full year 2023
Restructuring expenses, net	–	9	–	28	9	37
Capital gains/losses on disposal of brands	–	–	–	–	–6	–6
Items affecting comparability included in operating profit/loss	–	9	–	28	3	31

² Corresponding line in the consolidated income statement

SEK million	July–Sept 2024	July–Sept 2023	Jan–Sept 2024	Jan–Sept 2023	Rolling 12 months	Full year 2023
Expenses for goods sold	–	4	–	18	7	25
Selling expenses	–	1	–	6	0	6
Administrative expenses	–	4	–	4	2	6
Other operating income	–	–	–	–	–6	–6
Other operating expenses	–	0	–	0	0	0
Items affecting comparability included in operating profit/loss	–	9	–	28	3	31

Adjusted EBITDA. EBITDA, pro forma rolling 12 months, excluding acquisition-related restructuring and transaction expenses

SEK million	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Operating profit/loss	32	9	92	10	111	29
Amortisation of intangible assets	12	13	36	37	47	48
Depreciation of tangible assets	27	27	78	82	105	109
EBITDA	71	49	206	129	263	186
Adjusted EBITDA					263	186

Net debt. Interest-bearing provisions and interest-bearing liabilities less cash and cash equivalents, including short-term investments

SEK million	30 Sept 2024	30 Sept 2023	31 Dec 2023
Non-current interest-bearing liabilities	481	729	608
Current interest-bearing liabilities	128	129	123
Cash and cash equivalents ³	–84	–180	–235
Net debt	525	678	496

³ There were no current investments equivalent to cash and cash equivalents at the end of the period concerned.

Average capital employed. Total equity and liabilities less interest-bearing liabilities and deferred tax liabilities at the end of the period plus total shareholders' equity and liabilities less interest-bearing liabilities and deferred tax liabilities at the beginning of the period divided by 2

SEK million	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Shareholders' equity and liabilities	4,531	4,847	4,531	4,847	4,531	4,599
Other non-current liabilities	-7	-8	-7	-8	-7	-7
Deferred tax liabilities	-317	-343	-317	-343	-317	-331
Accounts payable	-329	-344	-329	-344	-329	-312
Other current liabilities	-74	-67	-74	-67	-74	-59
Accrued expenses and deferred income	-179	-183	-179	-183	-179	-172
Capital employed	3,625	3,902	3,625	3,902	3,625	3,718
Capital employed at the beginning of the period	3,689	3,989	3,718	3,977	3,902	3,977
Average capital employed	3,657	3,946	3,672	3,940	3,764	3,848

Return on capital employed. Profit before tax plus financial expenses in relation to average capital employed

SEK million	Rolling 12 months	Full year 2023
Profit/loss before tax	55	-35
Financial expenses	64	74
Profit/loss before tax, excluding financial expenses	119	39
Average capital employed	3,764	3,848
Return on capital employed, %	3.2	1.0

Liquidity reserve/Net sales. Cash and cash equivalents and unutilised credit facilities in relation to net sales

SEK million	Rolling 12 months	Full year 2023
Cash and cash equivalents	84	235
Unutilised credit facilities	491	416
Liquidity reserve	575	651
Net sales	3,769	3,793
Liquidity reserve/Net sales, %	15.3	17.2

Organic change in net sales. Change in net sales year on year, adjusted for translation effects on consolidation and for changes in the Group structure

SEK million	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Net sales	919	923	2,766	2,790	3,769	3,793
Net sales compared with the corresponding period of the previous year	-923	-944	-2,790	-2,872	-3,817	-3,899
Change in net sales	-4	-21	-24	-82	-48	-106
Structural changes	5	0	12	0	15	3
Exchange rate fluctuations	23	-55	19	-132	-5	-156
Organic change	24	-76	7	-214	-38	-259
Organic change	2.6%	-8.0%	0.2%	-7.5%	-1.0%	-6.6%
Structural changes	-0.5%	0.0%	-0.4%	0.0%	-0.4%	-0.1%
Exchange rate fluctuations	-2.5%	5.8%	-0.7%	4.6%	0.1%	4.0%

Organic change in net sales of own brands. Change in net sales of own brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure

SEK million	July–Sept 2024	July–Sept 2023	Jan–sept 2024	Jan–sept 2023	Rolling 12 months	Full year 2023
Net sales of own brands	629	651	1,925	1,989	2,604	2,668
Net sales of own brands compared with the corresponding period of the previous year	-651	-644	-1,989	-1,975	-2,681	-2,667
Change in net sales of own brands	-22	7	-64	14	-77	1
Structural changes	5	0	12	0	15	3
Exchange rate fluctuations	15	-35	13	-84	0	-97
Organic change for own brands	-2	-28	-39	-70	-62	-93
Organic change	-0.4%	-4.3%	-1.9%	-3.5%	-2.3%	-3.5%
Structural changes	-0.7%	0.0%	-0.6%	0.0%	-0.6%	-0.1%
Exchange rate fluctuations	-2.3%	5.4%	-0.6%	4.3%	0.0%	3.6%

Organic change in net sales of own consumer brands. Change in net sales of own consumer brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Net sales of own consumer brands	565	583	1,728	1,789	2,339	2,400
Net sales of own consumer brands compared with the corresponding period of the previous year	-582	-574	-1,789	-1,759	-2,412	-2,382
Change in net sales of own consumer brands	-17	9	-61	30	-73	18
Structural changes	5	0	12	0	15	3
Exchange rate fluctuations	13	-28	12	-68	3	-77
Organic change for own consumer brands	1	-19	-37	-38	-55	-56
Organic change	0.2%	-3.4%	-2.0%	-2.2%	-2.3%	-2.4%
Structural changes	-0.9%	0.0%	-0.7%	0.0%	-0.6%	-0.1%
Exchange rate fluctuations	-2.3%	4.9%	-0.7%	3.9%	-0.1%	3.2%

Organic change in net sales of own business-to-business brands. Change in net sales of own business-to-business brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Net sales of own business-to-business brands	64	69	197	200	265	268
Net sales of own business-to-business brands compared with the corresponding period of the previous year	-69	-70	-200	-216	-269	-285
Change in net sales of own business-to-business brands	-5	-1	-3	-16	-4	-17
Structural changes	0	0	0	0	0	0
Exchange rate fluctuations	2	-7	1	-16	-3	-20
Organic change for own business-to-business brands	-3	-8	-2	-32	-7	-37
Organic change	-5.0%	-11.5%	-1.1%	-15.0%	-2.6%	-13.0%
Structural changes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Exchange rate fluctuations	-2.7%	-9.6%	-0.6%	7.6%	1.1%	7.0%

Organic change in net sales of licensed brands. Change in net sales of licensed brands year on year, adjusted for translation effects on consolidation and for changes in the Group structure

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Net sales of licensed brands	106	91	298	275	399	376
Net sales of licensed brands compared with the corresponding period of the previous year	-91	-135	-275	-417	-410	-552
Change in net sales of licensed brands	15	-44	23	-142	-11	-176
Structural changes	0	0	0	0	0	0
Exchange rate fluctuations	3	-3	3	-5	3	-5
Organic change for licensed brands	18	-47	26	-147	-8	-181
Organic change	19.2%	-35.1%	9.2%	-35.3%	-2.0%	-32.8%
Structural changes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Exchange rate fluctuations	-3.3%	2.2%	-1.1%	1.2%	-0.7%	0.9%

Organic change in contract manufacturing net sales. Change in contract manufacturing net sales year on year, adjusted for translation effects on consolidation and for changes in the Group structure

SEK million	July-Sept 2024	July-Sept 2023	Jan-sept 2024	Jan-sept 2023	Rolling 12 months	Full year 2023
Contract manufacturing net sales	182	175	538	513	756	731
Contract manufacturing net sales compared with the corresponding period of the previous year	-175	-161	-513	-469	-710	-666
Change in contract manufacturing net sales	7	14	25	44	46	65
Structural changes	0	0	0	0	0	0
Exchange rate fluctuations	5	-17	3	-42	-8	-53
Organic change for contract manufacturing	12	-3	28	2	38	12
Organic change	6.6%	-1.7%	5.5%	0.3%	5.4%	1.8%
Structural changes	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Exchange rate fluctuations	-2.9%	10.6%	-0.6%	9.0%	1.1%	8.0%

Consolidated quarterly data

SEK million	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
Net sales	919	918	929	1,003	923	893	974	1,027	944	956	972	1,012
Expenses for goods sold	-662	-653	-660	-755	-690	-671	-718	-797	-775	-731	-718	-770
Gross profit	257	265	269	248	233	222	256	230	169	225	254	242
Selling expenses	-146	-161	-152	-157	-149	-152	-160	-159	-567	-162	-157	-148
Administrative expenses	-78	-82	-80	-84	-80	-83	-80	-76	-72	-76	-74	-76
Other operating income	1	0	4	12	6	2	2	3	3	2	2	3
Other operating expenses	-2	0	-3	0	-1	-4	-2	-4	-1	-2	-3	-4
Operating profit/loss	32	22	38	19	9	-15	16	-6	-468	-13	22	17
Financial income	1	1	2	4	2	2	2	12	20	25	10	5
Financial expenses	-14	-15	-16	-19	-22	-17	-16	-39	-35	-39	-18	-16
Profit/loss before tax	19	8	24	4	-11	-30	2	-33	-483	-27	14	6
Tax on profit for the period	-10	-5	-8	-1	-7	-2	-8	18	5	7	-2	-5
Profit/loss for the period	9	3	16	3	-18	-32	-6	-15	-478	-20	12	1
<i>Items affecting comparability</i>												
Items affecting comparability included in operating profit/loss	-	-	-	3	9	14	5	11	478	6	-	3
Operating profit/loss, before items affecting comparability	32	22	38	22	18	-1	21	5	10	-7	22	20
Cash flow from operating activities	42	-19	21	157	87	17	82	128	29	54	-8	-16
Number of employees as of the balance sheet date	774	766	777	765	767	794	783	780	801	826	859	849

Exchange rates

SEK	Average exchange rate			Closing day rate		
	Jan-Sept 2024	Jan-Sept 2023	Jan-Dec 2023	30 Sept 2024	30 Sept 2023	31 Dec 2023
DKK	1.5299	1.5406	1.5403	1.5117	1.5412	1.4888
EUR	11.4118	11.4758	11.4765	11.2730	11.4923	11.0960
GBP	13.4054	13.1839	13.1979	13.5268	13.2748	12.7680
NOK	0.9850	1.0123	1.0054	0.9588	1.0202	0.9871
USD	10.4975	10.5887	10.6128	10.1031	10.8413	10.0416

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