

GREENFOOD INTERIM REPORT Q2 2023

GREENFOOD STANDS STRONG WITH PICADELI GROWTH AND GREENHOUSE OPENING

Interim overview 1 April - 30 June

- Net sales for the period totaled SEK 1,524.4 million (1,391.6) an increase of 9.5 percent. This is primarily driven by Picadeli's expanded network of purchasing stores. Picadeli's net sales increased by SEK 137.8 million and Food Solutions generated an increase of SEK 37.9 million, split equally between price increases and volume growth. Fresh Produce recorded a change of -4.7 percent, but when adjusting for the Bergendahls' account sales growth is 10.3 percent.
- Adjusted EBITDA with SEK 99.3 million (69.5), was significantly better than the same quarter 2022. The main driver was Picadeli with a SEK 30.6 million increase, driven by increased buying stores and increased purchasing per store. Food Solutions increased EBITDA with SEK 6.9 million, mainly due to improved earnings in Finland, while Fresh Produce recorded a slight decrease in earnings from SEK 27.8 million to SEK 22.4 million, mainly due to lower turnover and cautious operation during the transition to Greenhouse.
- Operating profit/loss amounted to SEK 2.3 million (4.4) materially in line with last year, recording Non-recurring items (NRI) of SEK 43.8 million whereof SEK 24.2 million is related to the move into the Greenhouse facility. Operating profit is generated mainly at Picadeli with SEK 37.7 million, with Food Solutions generated a loss of SEK -6.3 million. Fresh Produce generated a loss of SEK -13.9 million.
- Group net result amounted to SEK -60.8 million (-22.9). Out of the negative result in the quarter, SEK -6.9 million came from un-established operations and SEK -43.8 million from NRI.
- Cash flow from operations reached SEK 134.3 million (-91.1), an improvement of SEK 225.2 million. This is mainly due to a positive shift in net working capital.

Interim overview 1 January - 30 June

- Net sales for the first six months amounted to SEK 2,974.6 million (2,592.5), an increase of 14.7 percent. This increase in sales was mainly driven by a 44.1 percent increase in Picadeli and 18.9 percent increase in Food Solutions and 3.2 percent in Fresh Produce (18.8 percent excluding Bergendahls). Picadeli growth has been generated by more buying stores and higher sales by store. The first quarter 2022 was negatively affected by Covid related mobility restrictions.
- Adjusted EBITDA reached SEK 141.7 million (92.2), an increase of SEK 49.5 million whereof SEK 48.6 million was improvement generated at Picadeli. While both Food Solutions and Fresh Produce were affected by cautious activities during transition into the Greenhouse, Food Solutions' earnings increased due to improved performance in Finland.

Significant events during the quarter

- After two years of planning and construction, Greenfood implemented the integration plan implicit in the move to Greenhouse, the purpose-built facility in Helsingborg housing most of Fresh Produce and Food Solution's Swedish operations. The relevant companies are operating at full capacity with some minor remaining fine-tuning. In connection with the move, the Group recorded SEK 24.2 million NRI during the quarter related to moving, installation and redundancy costs.
- Fresh Produce has streamlined operations in both Helsingborg and Stockholm, leading to significant efficiencies and generating redundancy NRIs of SEK 8.4 million.

Significant events post-closing

- No significant post-closing events.

MSEK Greenfood Group	Q2 2023	Q2 2022	YTD 2023	YTD 2022	LTM	FY 2022
Net sales	1 524,4	1 391,6	2 974,6	2 592,5	5 620,9	5 238,8
Operating profit/loss	2,3	4,4	-21,8	-32,6	-29,6	-40,5
Adjusted EBITDA	99,3	69,5	141,7	92,2	269,9	219,0
Adjusted EBITDA margin %	6,5%	5,0%	4,8%	3,6%	4,8%	4,2%
Cash flow from operations	134,3	91,1	105,2	45,2	206,9	146,9
Profit/loss before tax	-56,9	-27,3	-129,4	-98,5	-221,5	-190,6
Net result for the period	-60,7	-22,9	-122,0	-82,9	-217,8	-178,7

CEO COMMENTS

Greenfood stands strong. Despite challenging market conditions, we have delivered a solid quarter, building on our position and meeting market expectations. This is a testament to our strategy, the quality of our portfolio, and our ability to adapt and execute. Our proven business model is well aligned with global health, wellness, and sustainability trends, allowing us to deliver as anticipated, while positioning Greenfood as a nourishing force in a world striving towards wellness.

In the second quarter, net sales rose to SEK 1,524.4 million from last year's SEK 1,391.6 million, a 9.5 percent increase. Furthermore, the adjusted EBITDA for Q2 showed significant growth, rising to SEK 99.3 million from the previous SEK 69.5 million.



After achieving such significant growth in adjusted EBITDA, it is essential to highlight the broader economic context we are navigating. Many businesses face hurdles due to global economic challenges, with inflationary pressures and shifting consumer behaviors at the forefront. In the recent quarter, inflation eased in our local markets, yet it remains high. Despite these challenges, Greenfood's adaptability and strategic positioning ensure we remain well-placed amidst such challenges. In fact, as rising living costs affect many consumers, we are more dedicated than ever to provide affordable healthy food that fosters positive lifestyle changes and promotes a healthier society.

Successful facility transition and robust sales performance

Each of our three business areas generated stable or increased volumes. Picadeli, at the start of the year, prioritized not only maintaining the number of salad bars in stores, but also driving sales per store. This strategy paid off with significant sales growth, elevating the quarter's net sales to SEK 479.3 million from SEK 341.5 million, compared to the same period last year. This improvement primarily stems from 10.6 percent increased active stores and 35.6 percent boosted sales per active store.

The transition to our new facility, Greenfood Greenhouse, that was planned and built starting two years ago, has influenced both Food Solutions and Fresh Produce. For Food Solutions, in preparation for the move, we strategically reduced in-house production volume to avoid possible disruptions. Even with these changes and anticipated challenges, Food Solutions has surpassed expectations, showing resilience and operational efficiency.

Similarly, the Fresh Produce business area transitioned to our new facility in Helsingborg. This relocation has made our organization more streamlined, forming efficient market hubs in Helsingborg and Helsinki, strengthened by a dedicated sourcing organization and local distribution units.

Picadeli's US expansion gains further momentum

Greenfood's fast-growing and scalable high-tech salad concept Picadeli continues to drive our international growth. Picadeli has been on a transformative journey, consistently focusing on expansion and innovation, and as part of its global growth strategy, the US market has emerged as a crucial frontier. The recent partnership with Schnuck Markets is a testament to this growth trajectory.

In the second quarter, Picadeli deepened its partnership with Schnuck's, rolling out salad bars in an additional 20 of their stores. These innovative salad bars provide Schnucks' customers with fresh, health-conscious food that is both easily accessible and reasonably priced.

Utilizing technology for a superior salad experience

At the heart of Picadeli's success lies a blend of simplicity and innovative technology. While our unique business model taps into existing grocery and convenience retail channels, thus leveraging existing customer footfall, our innovation and technology set us apart.

Each of our salad bars, powered by a network of sensors, feeds real-time data into our central system, providing invaluable insights into consumer preferences and customer performance. This dynamic approach, paired with our Arcorder AI system, ensures our offerings are consistently fresh and aligned with current trends and demands. This technology-oriented approach becomes especially significant when considering Greenfood's broader commitment to sustainability and health. By harnessing data and AI, we are not just offering salads; we are creating a smarter, fresher, and more sustainable customer experience that resonates with the evolving demands of the modern world.

Greenfood nears approval for sustainability targets approval by SBTi

Consumers around the world are focusing more and more on environmental issues and have increasingly higher demands that the food we eat to have the lowest possible impact on our planet. Recognizing the growing consumer emphasis on sustainability, we are taking proactive measures to align with these values, striving to make the entire Group more sustainable. This not only responds to consumer demands but also ensures a healthier planet for future generations.

As a pivotal step in that process, we decided to set reduction targets in line with what the latest climate science deems necessary to meet the goals of the Paris Agreement. And so, in November 2022, we submitted our application to the Science-Based Target initiative (SBTi). As of June, the validation process is underway, and we're now a step closer to our anticipated approval by the end of 2023.

Ready and equipped for the future of sustainable food

The market for sustainable, healthy and accessible food faces several strong trends, all driving underlying structural growth. A greater awareness of the need to care for ourselves, each other, and our planet has made sustainability and health two of the most central values in people's lives.

Understanding and recognizing these market trends and consumer values is crucial, and Greenfood stands at the forefront of this shift. With our firm footing in technological leadership, our ability to gather consumer insights through our digitalized salad bar, and our innovative AI-ordering system, we are well-equipped for the future. Our swift expansion in Europe and the US and our solid performance shows that we're on the right path, driven by wise strategic decisions, cementing our position as an industry leader in the sustainable and healthy food revolution.

David von Laskowski

Group President and CEO

Selection of press releases from Greenfood, second quarter of 2023

28 APRIL

Greenfood publishes annual report for 2022

13 JUNE

Vegetarian nudge gets students to choose plant-based food in large-scale pilot project

SECOND QUARTER 2023

Net sales

1,524.4

SEK (1,391.6) million

Adjusted EBITDA

99.3

SEK (69.5) million

External net debt

2,126.1

SEK (1,306.8) million

Net sales

During the second quarter, net sales amounted to SEK 1,524.4 million (1,391.6), an increase of 9.5 percent compared to the same period last year. This is mainly due to increased activity at Picadeli that generated a growth of 40.4 percent. Food Solutions and Fresh Produce in Sweden entered its new facility Greenhouse during the quarter, which led to some caution. Still, growth in Food Solutions was 13.6 percent as the Finnish business improved its operational execution. Fresh Produce showed stable volume, in light of the loss of sales to Bergendahls following it being acquired by Axfood and integrated into Dagab.

Result

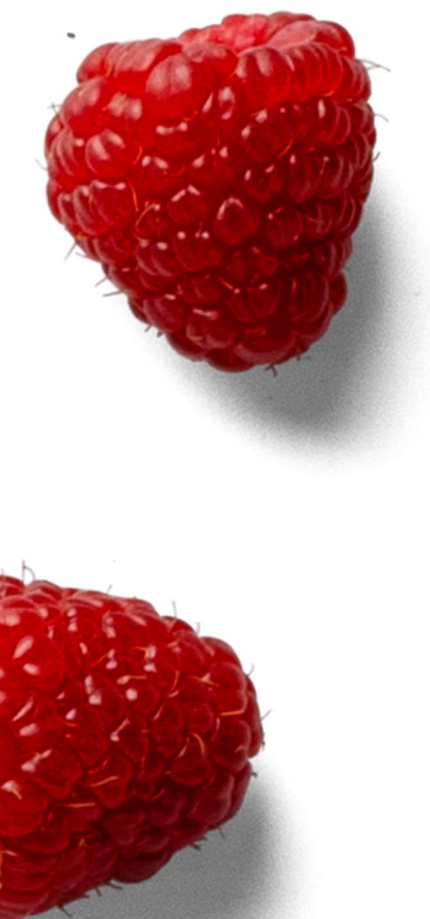
Greenfood's adjusted EBITDA of SEK 99.3 million (69.5) was mainly generated by Picadeli, leveraging a wider base of buying stores and improved sales per store, reaching EBITDA of SEK 63.0 million, almost doubling earnings. Developments in the US were positive with a foothold with three retail chains and all European markets delivering growth. Fresh Produce acted with caution moving operations into new facilities. Adjusted EBITDA of SEK 22.4 million was still in line with an EBITDA above SEK 90.0 million for the LTM. Food Solutions' second quarter adjusted EBITDA improved from SEK 17.6 million in 2022 to SEK 24.5 million in 2023. This was mainly due to improved performance in Finland where the change programs have had intended effect. The Group's adjusted EBITDA for the LTM amounted to SEK 269.9 million, a significant growth from full year 2022 SEK 219.0 million, an increase with 23.2 percent. The operating profit for the quarter was SEK 2.3 million despite taking NRIs of SEK -43.8 million mainly related to move of operations to Greenhouse of SEK -24.2 million.

CAPEX

CAPEX for the first six months was SEK 170.3 million (49.8), whereof SEK 98.7 million is made to take advantage of growth opportunities in Picadeli. The remaining CAPEX are made by Fresh Produce and Food Solutions to facilitate a state-of-the-art and sustainable production and logistics center in Greenhouse. The absolute majority of the CAPEX is expansion oriented.

Net debt

The Group's net debt consists mainly of the sustainability linked bond of SEK 1,027.2 million (net of capitalized lending costs) first issued on the Frankfurt Open Market on November 5, 2021, and, on November 2, 2022, listed on Nasdaq/Stockholm. Net debt also includes leasing liabilities of SEK 893.9 million compared to SEK 348.4 million same time last year, showing an increase of SEK 545.5 million, mainly caused by the capitalization of Greenhouse's rental contract extending for 20 years. This facility is state of the art and purpose-built for Greenfood. The rental expense is in line with prior rent with increased productivity and climate footprint. The Group also has some local loans of SEK 59.9 million (40.5), mainly in France, and a subordinated parent company loan of SEK 448.6 million (416.9) including accrued interest. Other liabilities are comprised of the deferment of tax payments of SEK 315.3 million, according to the rules introduced because of the Covid-19 pandemic. The deferred payment of tax also includes accrued interest and fees of SEK 15.7 million. External net debt on June 30, 2023, amounted to SEK 2,126.1 million (1,306.8). Total net debt amounted to SEK 2,574.7 million (1,723.7).



MSEK	30 Jun 2023	30 Jun 2022	31 Dec 2022
Borrowing	1 087,0	1 039,9	1 039,7
Lease liability	893,9	304,8	348,4
Other liabilities	315,3	193,1	245,7
Less cash and cash equivalents	-170,0	-231,0	-232,4
External net debt	2 126,1	1 306,8	1 401,4
Liability to parent company	448,6	416,9	432,3
Total net debt	2 574,7	1 723,7	1 833,6
Total equity	415,3	602,6	533,7
Total capital	2 990,0	2 326,2	2 367,3
Debt ratio excluding debt to parent company	71,1%	56,2%	59,2%
Debt ratio including debt to parent company	86,1%	74,1%	77,5%

Financial position and cash flow

Cash flow from operations for the first six months reached SEK 105.2 million (45.2), whereof SEK 66.9 million (5.8) was an additional deferral of tax payments approved in net of repayments made according to plan during the quarter. Changes in net working capital was SEK 54.0 million (21.4) mainly due to focused actions on working capital management. Cash flow from financing activities is mainly related to lease payments balanced with new external, local debt raised in France SEK 33.4 million and amortization of local lending, mainly in France. Liquid funds at the end of the period amounted to SEK 169.2 million (231.0). Available liquidity is SEK 364.9 million, taking untapped revolving credit facility of SEK 195.7 million into consideration.

Greenfood has utilized the possibility to defer the settlement of certain taxes in Sweden of totally SEK 299.6 million, excluding accrued interest. These deferrals have been extended for up to 36 months. The Group intends to extend its current liability if approved by the tax authorities, but still record all but SEK 90.0 million as current liability since deferrals can only be approved as the taxes fall due.

Other

The Group has received government grants of a total amount of SEK 11.1 million from an initiative to compensate companies for the extraordinarily high levels of electricity costs.

Non-recurring items (NRI) for the period amounted to SEK -43.8 million (-3.8) mainly related to Greenhouse costs incurred within Fresh Produce of SEK -11.4 million and Food Solutions of SEK -12.8 million. The remaining NRI of SEK -19.6 million materially relating to costs associated with Fresh Produce.

Adjustments for unestablished operations mainly refers to Picadeli's operating loss in the US, which during the second quarter 2023 amounted to SEK -6.9 million (-6.7). Since Q2 2022, when Picadeli decided to close its restaurant operations in France and Sweden and instead focus on its successful franchise system, the operating result of the restaurants are also adjusted for. This had no impact in the quarter. Adjusted EBITDA excludes the effects from both NRI and unestablished operations.

Parent company and ownership

Greenfood AB (publ) offers management functions for the Group. Net sales for the second quarter amounted to SEK 3.3 million (3.2) and Q2 YTD SEK 6.6 million (6.4). Net sales only consist of management fee. Cash at the end of the second quarter amounted to SEK 2.4 million (0.1).

Greenfood AB (publ) is a subsidiary of Greenfood MC AB with corporate identification number 559035-9096 which in turn is a majority owned subsidiary of Greenfood TC AB with corporate identification number 559034-3645 and the majority owner is Greenfood Cidron S.A.R.L. of Luxembourg, indirectly owned by Nordic Capital Fond VIII. Minority owner of the remaining shares is Fidelio Capital I AB (corp. ID no. 556811-0851) through Acetaria Holding AB (corp. ID no. 559051-3221) both with their registered office in Stockholm.

SEGMENTS

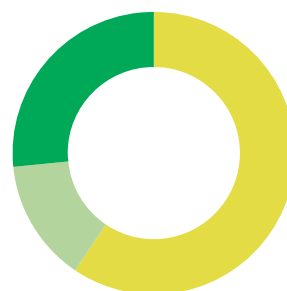
Greenfood operates across three segments. Fresh Produce and Food Solutions are large and well-established businesses that create a solid base for future development. Picadeli is the fast-growing and scalable foodtech company, driving the Group's international growth. The business areas have prominent positions on their respective markets. Picadeli, whose products are offered to consumers in Sweden, Finland, France, Germany, Belgium, Estonia, and the US, has a market-leading position on all these markets except Belgium and the US, which are our newest markets. The operation in the US was introduced in late 2021 and is scaling up. Food Solutions operates in Sweden, Finland and Denmark and is the market leader or runner-up in Food-to-Go and Fresh Cuts in both Sweden and Finland. The Fresh Produce business area operates in Sweden, Finland and Spain and is the leading independent provider in Finland and runner-up in Sweden.

Net sales per segment, Q2 2023



■ Fresh Produce, 55%
■ Food Solutions, 14%
■ Picadeli, 31%

Net sales per segment, LTM Jun 2023



■ Fresh Produce, 59%
■ Food Solutions, 14%
■ Picadeli, 27%



PICADELI

40.4% **94.4%** **10.6%**

sales growth

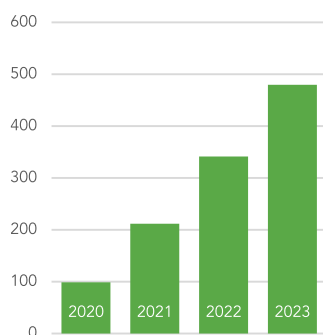
increase in adjusted EBITDA

increase in active stores

Net sales in the quarter increased to SEK 479.3 million (341.5). This is an improvement of 40.4 percent compared to the same period last year, which is primarily driven by an increased number of active stores and increased sales per active store. The second quarter 2022 was basically the first quarter without major mobility restrictions, leading to the first "pandemic-free" 12-month period. Store opening activities, prioritizing quality locations, combined with returning consumer streams, has led to a 35.6 percent increase in sales per store.

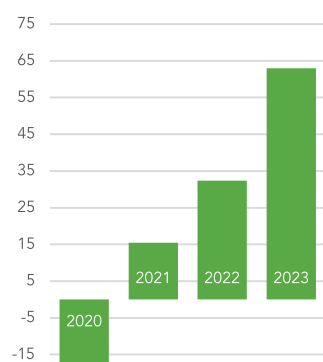
Earnings in Picadeli are seasonal, geared towards spring to fall, though most stores keep salad bars open throughout the year. At the end of the quarter, Picadeli has increased the number of active stores by 10.6 percent in the second quarter of 2023 compared to the same period last year. At the same time average kg per store is at 100.2 percent of the pre-pandemic level for the same period in 2019, partially helped by weather conducive to salad consumption. The increase for the second quarter versus prior year in average kg per store is 22.2 percent.

Net sales Q2
2020-2023 (MSEK)



MSEK	Q2 2023	Q2 2022	YTD 2023	YTD 2022	LTM Jun 2023	Jan-Dec 2022
Net sales	479,3	341,5	821,5	569,9	1 516,1	1 264,5
Operating profit/loss	37,7	-2,1	31,8	-26,4	49,4	-8,9
Recurring EBIT	37,6	5,2	31,5	-19,1	47,6	-3,0
Adjusted EBITDA	63,0	32,4	83,0	34,4	152,9	104,3
Adjusted EBITDA %	13,2%	9,5%	10,1%	6,0%	10,1%	8,3%

Adj EBITDA Q2
2020-2023 (MSEK)





FOOD SOLUTIONS

13.6%

sales growth

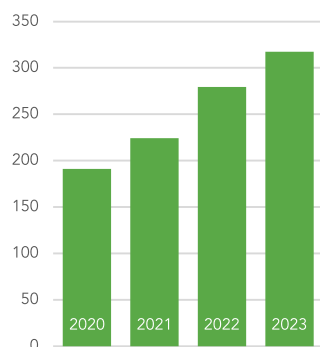
39.2%

change in adjusted EBITDA

Food Solutions second quarter 2023 showed strong top-line growth of 13.6 percent and adjusted EBITDA growth of 39.2 percent, despite the intentional reduction in volume in Sweden in order to ease the move into Greenhouse. Sales grew mainly due to price increases, specifically in Finland. Adjusted EBITDA improved significantly from prior year, mainly due to the effects from consolidation and efficiency activities in Finland. The result in Sweden was also strong, despite the lower volumes. LTM adjusted EBITDA is with SEK 73.7 million, 15.9 percent better than financial year 2022.

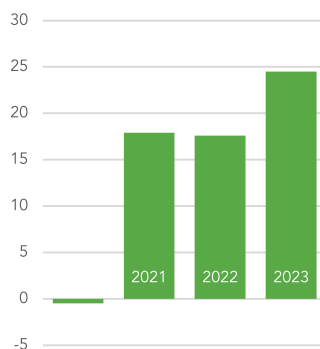
During the quarter, the Swedish operation incurred SEK 13.7 million NRI related to the move and installation of production in Greenhouse. During the period, some volumes were delivered from our Finnish operation and some from external market players.

**Net sales Q2
2020-2023 (MSEK)**



MSEK	Q2 2023	Q2 2022	YTD 2023	YTD 2022	LTM Jun 2023	Jan-Dec 2022
Net sales	317,3	279,4	596,7	501,8	1 176,7	1 081,8
Operating profit/loss	-6,3	2,0	-10,3	-8,1	-16,2	-14,0
Recurring EBIT	-1,8	2,0	-5,8	-3,9	-8,2	-6,4
Adjusted EBITDA	24,5	17,6	35,5	25,4	73,7	63,6
Adjusted EBITDA %	7,7%	6,3%	5,9%	5,1%	6,3%	5,9%

**Adj EBITDA Q2
2020-2023 (MSEK)**





FRESH PRODUCE

-4.7%

sales growth

-19.4%

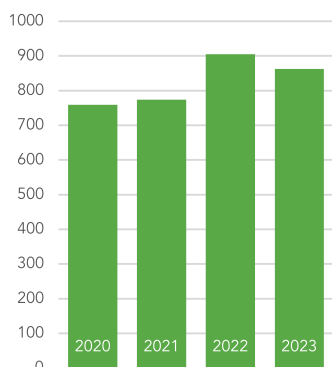
change in adjusted EBITDA

Net sales in the quarter amounted to SEK 862.4 million (905.2), a negative change mainly due to planned lower volumes due to move into Greenhouse and lower volume to retail following Dagab's integration of Bergendahls Food, serviced by Greenfood during 2022. Adjusted EBITDA was SEK 22.4 million compared to last year (27.8), this is according to expectations but lower than last year mainly due to the reduction in net sales. As the cost of food increase, consumers tend to purchase more volume products and reduce the consumption of premium fruit and vegetables, affecting gross margin negatively.

In connection with the move into Greenhouse and related restructuring, the business area has realized NRI of SEK 25.4 million. The activities will lead to a more focused organization with market hubs in Helsingborg and Helsinki, supported by a sourcing organization as well as local distribution entities.

The business area's adjusted EBITDA for LTM is with SEK 90.2 million slightly below full year 2022 (96.4).

**Net sales Q2
2020-2023 (MSEK)**



MSEK	Q2 2023	Q2 2022	YTD 2023	YTD 2022	LTM Jun 2023	Jan-Dec 2022
Net sales	862,4	905,2	1 814,5	1 758,2	3 426,3	3 370,1
Operating profit/loss	-15,8	13,1	-19,2	19,5	-9,8	28,8
Recurring EBIT	-13,9	13,1	-17,2	19,5	-0,8	35,9
Adjusted EBITDA	22,4	27,8	43,2	49,4	90,2	96,4
Adjusted EBITDA %	2,6%	3,1%	2,4%	2,8%	2,6%	2,9%

**Adj EBITDA Q2
2020-2023 (MSEK)**



GREEN CONVENIENCE TODAY FOR A GREENER TOMORROW – SUSTAINABILITY AS A GUIDING PRINCIPLE

We have made up our minds. Our sustainability agenda is ambitious, and it is a natural element of everything we do. Because we want to be part of the solution and create a better future.

In the second quarter of 2023, all focus was on the move to our new Greenhouse, a facility that will enhance our sustainability efforts. Also, during Q2 the validation process of our Science Based Target application started, and we expect our application to be approved during the end of 2023.

Our progress towards our targets connected to our Sustainability Linked Bond is described below.

Greenfood sustainability linked bond

In 2021, Greenfood issued a four-year sustainability-linked bond worth SEK 1,050.0 million. The bond is listed on the Frankfurt stock exchange and Nasdaq, Stockholm. The bond is connected to the targets in our sustainability framework and we comment on each target below.

KPI#1 – Scope 1 and 2 emission reduction

2025 SPT - Reduce total Scope 1 and Scope 2 CO₂e emissions by 55 percent per tons sold food by 2025 compared to 2020's figures.

During the second quarter of 2023, the CO₂e emissions per ton sold food was 83.0 percent higher compared to Q1 due to our move to Greenhouse. Moving operations to a new facility takes time because not only moving production lines, finetuning is needed as well. Therefore we need to have both Greenhouse and old facilities up and running at the same time for some of the companies in order to meet customer demands. When summarizing the first two quarters of 2023, the CO₂e emissions per ton sold food was 29.9 percent lower than the base year 2020.

We expect our CO₂e emissions from Scope 1 and 2 to remain high during Q3. Once the move to Greenhouse is completed and our previous facilities are subleased, we expect a reduction as Greenhouse is much more energy efficient compared to the previously rented facilities.

KPI#2 – Define CO₂e emission reduction targets and get validated by SBTi

2023 SPT - Define science-based climate goals and have them validated by the Science-based Targets initiative by 2023.

Greenfood committed to set a Science-based Target in November 2021. In November 2022, our application was sent to the Science-based Target Initiative for

validation. In June, the validation process started, and we expect our application to be approved in time, the latest at the end of 2023.

KPI#3 – Food waste reduction

2025 SPT Reduce food waste by 20 percent per ton sold food by 2025 from a 2019 baseline year.

Within the Greenfood Group, four companies at three different locations represents 90 percent of the food waste, mainly due to refining vegetables into value added products are generating food waste, such as peel and stems.

In the second quarter of 2023, the food waste per ton sold food was 45.7 percent higher compared to Q1 and was 16.5 percent higher comparing the Last Twelve Month (LTM) to the baseline year of 2019.

The main reason for this increase is that two of the companies that has moved into the new Greenhouse are the largest generators of food waste within the Greenfood Group. The companies moving are showing both an increase in food waste share per ton and an increase in share of food waste for the total Greenfood. Compared to Q2 2022 the increase in food waste percent per ton sold has increased 11.2 percent and 60.0 percent for the companies moving. These companies were prior to the move showing a decreasing LTM trend on the food waste percent during the last 23 consecutive months.

However, we are confident that as we settle into the Greenhouse facility and implement optimized processes, we will continue to efficiently address and reduce food waste, ultimately achieving improved sustainability outcomes. This is based on the fact that the consolidation project done in Finland during 2021 and 2022, where one of the main food waste contributors moved, now shows a decreasing LTM trend on food waste percent. In addition, we also have the fact that prior to the move both companies had a decreasing food waste trend, so both the organization and the awareness are in place.



OTHER INFORMATION

Signature page

Stockholm, August 25, 2023

Stefan Jacobsson
Chairman of the Board

David von Laskowski
Chief Executive Officer

The report has not been subject to review by the Company's Auditors.

Financial reports

Greenfoods' financial reports are available on the company's website. The financial reports are only distributed in digital form via the website. The purpose of Greenfoods' Investor Relations is to continuously inform the capital market about the company's operations and development.

Assumptions

The financial data is presented in SEK million with 1 decimal. The second quarter, Q2, corresponds to the period April 1 to June 30. Comparatives for prior year period are presented in brackets, when relevant. It can occur that the total amount in tables and accounts does not add up due to rounding differences. The aim is for each subline to agree with its original source and rounding differences can therefore arise.

Contact information

Chief Financial Officer
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FINANCIAL STATEMENTS

GREENFOOD GROUP, CONSOLIDATED

Condensed income statement and other comprehensive income

MSEK	Apr-Jun Q2 2023	Apr-Jun Q2 2022	Jan-Jun 2023	Jan-Jun 2022	LTM Jun 2023	Jan-Dec 2022
Net sales	1 524,4	1 391,6	2 974,6	2 592,5	5 620,9	5 238,8
Other operating income	12,5	-2,4	25,9	25,7	56,8	56,7
Total Turnover	1 536,9	1 389,2	3 000,5	2 618,3	5 677,7	5 295,5
Goods for resale	-1 183,5	-1 059,5	-2 350,7	-2 033,4	-4 389,2	-4 071,9
Gross profit	353,4	329,7	649,8	584,9	1 288,5	1 223,6
Operating expenses	-304,8	-270,6	-583,8	511,7	-1 130,4	-1 058,3
Depreciations, amortisations and impairment	-46,3	-54,6	-87,8	-105,8	-187,7	-205,8
	-351,1	-325,2	-671,6	-617,5	-1 318,1	-1 264,1
Operating profit/loss	2,3	4,4	-21,8	-32,6	-29,6	-40,5
Finance net	-59,2	-31,7	-107,7	-65,9	-191,9	-150,1
Profit/loss before tax	-56,9	-27,3	-129,4	-98,5	-221,5	-190,6
Tax on profit/loss for the year	-3,9	4,4	7,4	15,6	3,7	11,9
PROFIT/LOSS FOR THE PERIOD	-60,7	-22,9	-122,0	-82,9	-217,8	-178,7
Attributable to:						
Shareholders of the Parent Company	-58,4	-21,7	-115,0	-79,1	-204,4	-168,6
Non-controlling interests	-2,4	-1,2	-7,1	-3,8	-13,3	-10,1
Profit/loss for the period	-60,7	-22,9	-122,0	-82,9	-217,8	-178,7
Fair value change on cash flow hedges	-0,2	-3,9	-1,5	-3,9	-3,8	-6,2
Translation differences	12,9	4,1	15,3	6,0	23,6	14,3
COMPREHENSIVE INCOME FOR THE PERIOD	-48,1	-22,7	-108,2	-80,8	-198,0	-170,6
Attributable to:						
Shareholders of the Parent Company	-42,7	-22,2	-98,2	-78,0	-180,6	-160,5
Non-controlling interests	-5,4	-0,5	-10,1	-2,8	-17,3	-10,1

Condensed statement of Financial position

MSEK	30 Jun 2023	30 Jun 2022	31 Dec 2022
ASSETS			
Intangible fixed assets	2 030,2	2 008,6	2 012,6
Tangible fixed assets	1 277,2	576,8	632,7
Financial fixed assets	23,7	24,4	22,2
Deferred tax assets	46,9	63,8	55,6
Total fixed assets	3 378,1	2 673,6	2 723,1
Inventories	148,4	146,6	160,4
Accounts receivable	407,3	382,4	372,0
Other current assets	120,8	108,9	98,1
Cash and cash equivalents	169,2	231,0	231,6
Total current assets	845,8	868,9	862,0
TOTAL ASSETS	4 223,8	3 542,5	3 585,1
EQUITY AND LIABILITIES			
Share capital attributable to Parent Company	400,3	591,9	528,3
Non-controlling interests	15,0	10,7	5,3
Total equity	415,3	602,6	533,7
Borrowing	1 079,9	1 030,4	1 032,8
Liabilities to Parent Companies	448,6	416,9	432,3
Other non-current liabilities	94,7	53,2	69,6
Leasing liabilities	796,8	229,0	277,2
Deferred tax liabilities and provisions	52,0	74,2	87,7
Total non-current liabilities	2 471,9	1 803,6	1 899,6
Borrowing	7,1	9,5	6,8
Leasing liabilities	97,1	75,8	71,2
Accounts payable	495,0	476,4	432,4
Other current liabilities	737,4	574,6	641,4
Total current liabilities	1 336,6	1 136,4	1 151,8
TOTAL EQUITY AND LIABILITIES	4 223,8	3 542,5	3 585,1

Condensed statement of Cashflow

MSEK	Jan-Jun 2023	Jan-Jun 2022	Jan-Dec 2022
<i>Operating activities</i>			
Operating profit/loss	-21,8	-32,6	-40,5
Adjustments for non-cash items	87,3	101,1	210,4
Deferment of tax payments (COVID-19)	66,9	5,8	54,9
Interest net	-72,7	-44,9	-94,7
Income tax paid	-8,6	-5,6	-3,3
Changes in working capital	54,0	21,4	20,2
Cash flow from operating activities	105,2	45,2	146,9
<i>Investing activities</i>			
Acquisitions/divestment of subsidiaries	-8,9	-9,5	-9,5
Acquisitions of intangible and tangible assets	-170,3	-49,8	-130,8
Sale of tangible fixed assets	0,2	5,3	10,7
Changes in financial fixed assets	0,2	1,6	3,8
Cash flow from investing activities	-178,8	-52,4	-125,8
<i>Financing activities</i>			
Transactions with non-controlling interests	-1,2	-	20,9
Loans raised including expenses concerning loans raised	-	-	-
Repayment of loans	33,4	-6,1	-17,8
Repayments of lease liabilities	-29,2	-38,8	-77,6
Cash flow from financing activities	2,9	-44,9	-74,6
Cash flow for the period	-70,6	-52,1	-53,4
Cash and cash equivalents at beginning of the period	231,6	277,4	277,4
Exchange rate differences in cash and cash equivalents	8,2	5,7	7,6
Cash and cash equivalents at end of the period	169,2	231,0	231,6

Condensed Statement of Changes in Equity

MSEK	30 Jun 2023	30 Jun 2022	31 Dec 2022
Opening Equity for the year	533,7	690,0	690,0
Profit/loss for the period	-122,0	-82,9	-178,7
Fair value change on cash flow hedges	-1,5	-3,9	-6,2
Translation difference for the year, net after tax	15,3	6,0	14,2
Total comprehensive income	-108,2	-80,8	-170,6
Transactions with non-controlling interests	-10,1	-6,7	14,2
Closing Equity	415,3	602,6	533,7

PARENT COMPANY

Condensed Income statement and other comprehensive income

MSEK	Apr-Jun Q2 2023	Apr-Jun Q2 2022	Jan-Jun 2023	Jan-Jun 2022	LTM Jun 2023	Jan-Dec 2022
Net sales	3,3	3,2	6,6	6,4	15,7	15,6
Other external expenses	-0,7	-3,1	-1,3	-4,9	-8,1	-11,6
Personnel expenses	-3,8	-3,7	-8,6	-8,5	-18,1	-18,1
Operating profit /loss	-1,2	-3,6	-3,3	-6,9	-10,5	-14,1
Profit/loss from financial items	-23,1	-15,0	-45,2	-29,4	-142,3	-126,5
Profit/loss after financial items	-24,3	-18,6	-48,5	-36,3	-152,8	-140,6
Appropriations	-	-	-	-	59,4	59,4
Profit /loss before tax	-24,3	-18,6	-48,5	-36,3	-93,3	-81,2
Tax on profit /loss for the year	5,9	3,8	11,3	7,6	-2,9	-6,7
PROFIT/LOSS FOR THE PERIOD	-18,4	-14,8	-37,2	-28,8	-96,2	-87,9
Profit/loss for the period	-18,4	-14,8	-37,2	-28,8	-96,2	-87,9
Other comprehensive income	-	-	-	-	-	-
COMPREHENSIVE INCOME FOR THE PERIOD	-18,4	-14,8	-37,2	-28,8	-96,2	-87,9

CONDENSED BALANCE SHEET

MSEK	30 Jun 2023	30 Jun 2022	31 Dec 2022
ASSETS			
Total fixed assets	2 333,3	2 396,7	2 305,7
Total current receivables	68,5	53,4	114,3
Cash and cash equivalents	2,4	0,1	0,9
TOTAL ASSETS	2 404,1	2 450,2	2 420,9
EQUITY AND LIABILITIES			
Restricted equity	0,5	0,5	0,5
Non-restricted equity	881,7	984,7	925,5
Total equity	882,2	985,1	926,0
Provisions	5,6	2,3	2,9
Borrowing	1 027,2	1 017,7	1 022,4
Liabilities to parent company	448,6	416,9	432,3
Other non-current liabilities	6,2	4,8	9,3
Total non-current liabilities	1 487,5	1 439,4	1 463,9
Accounts payable	1,1	0,4	1,1
Liabilities to Group companies	0,1	0,2	-
Borrowing	-	-	-
Other current liabilities	33,3	22,8	26,9
Total current liabilities	34,4	23,4	28,0
TOTAL EQUITY AND LIABILITIES	2 404,1	2 450,2	2 420,9

NOTES

NOTE 1 Accounting principles

Greenfood applies International Financial Reporting Standards (IFRS) as approved by the EU. The interim report of the Group has been prepared in accordance with IAS 34 Interim financial reporting. Greenfood AB (publ) with corporate identification number 559035-9104, is a limited company registered in Sweden with its registered office in Stockholm. The address of the Head Office is Långebergavägen 181, Helsingborg, Sweden. The same accounting policies and methods of computations are followed in the interim financial statements as compared to the most recent Annual financial statements. There have been no changes in policies or methods compared to the Greenfood annual report 2022.

NOTE 2 Segments

The Group's top decision-making body has been identified as the Group's Executive Director as well as the management team. The management team evaluates the Group's operations on an ongoing basis and has identified three reportable segments in addition to geographic markets: Fresh Produce business area, Food Solutions business area, and Picadeli business area. The term "Business Area" shall be seen as synonymous with Operating Segment. Group joint functions essentially consist of corporate governance and coordination of IT, sustainability, consolidation, and accounting. The Group has a shared service centre primarily handling the book-keeping of the Swedish companies. For further descriptions of the operating segments see pages 5-8 of this interim report and the Greenfood Annual report 2022.

Net external sales split per geographic market

MSEK	Q2 2023	Q2 2022	YTD 2023	YTD 2022	Jan-Dec 2022
Sweden	1 026,9	962,6	1 980,5	1 755,6	3 558,3
Finland	341,1	288,7	677,1	569,4	1 201,6
Other Nordics	43,9	36,8	98,2	76,0	152,5
France	55,4	41,8	96,1	71,8	158,5
Germany	34,2	26,2	74,8	52,0	111,5
Other Europe	15,7	33,9	33,3	64,9	46,5
Other markets	7,1	1,6	14,5	2,8	10,0
Total	1 524,4	1 391,6	2 974,6	2 592,5	5 238,8

Sales and result split per segment – second quarter April to June

	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022	Q2 2023	Q2 2022
Per operating segment										
Net External Sales	838,5	881,6	213,7	173,4	472,2	336,6	-	-	1 524,4	1 391,6
Net Internal Sales	23,8	23,6	103,6	106,0	7,1	5,0	-134,5	-134,5	-	-
Net sales	862,4	905,2	317,3	279,4	479,3	341,5	-134,5	-134,5	1 524,4	1 391,6
Operating profit/loss	-15,8	13,1	-6,3	2,0	37,7	-2,1	-13,3	-8,5	2,3	4,4
Depreciations, amortisations and impairment	12,8	14,8	17,1	13,2	16,1	26,4	0,4	0,3	46,4	54,6
EBITDA	-3,0	27,8	10,8	15,2	53,8	24,3	-13,0	-8,2	48,6	59,1
Non-recurring items (NRI)	25,4	-	13,7	2,4	2,4	1,4	2,3	-	43,8	3,8
Adjustment for unestablished units	-	-	-	-	6,9	6,7	-	-	6,9	6,7
Adjusted EBITDA	22,4	27,8	24,5	17,6	63,0	32,4	-10,7	-8,2	99,3	69,5
Finance net									-59,2	-31,7
Group profit/loss before tax									-56,9	-27,3

Sales and result split per segment – YTD January to June

	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
Per operating segment	YTD 2023	YTD 2022	YTD 2023	YTD 2022	YTD 2023	YTD 2022	YTD 2023	YTD 2022	YTD 2023	YTD 2022
Net External Sales	1 758,6	1 708,6	406,8	322,8	809,1	561,2	-	-	2 974,6	2 592,5
Net Internal Sales	55,8	49,7	189,8	179,0	12,4	8,7	-258,0	-237,4	-	-
Net sales	1 814,5	1 758,2	596,7	501,8	821,5	569,9	-258,0	-237,4	2 974,6	2 592,5
Operating profit/loss	-19,2	19,5	-10,3	-8,1	31,8	-26,4	-24,1	-17,6	-21,8	-32,6
Depreciations, amortisations and impairment	26,2	29,2	31,6	30,8	29,3	45,2	0,7	0,5	87,8	105,8
EBITDA	7,0	48,7	21,3	22,8	61,1	18,8	-23,4	-17,1	66,0	73,2
Non-recurring items (NRI)	36,2	0,7	14,2	2,7	5,2	1,8	3,4	-	58,9	5,1
Adjustment for unestablished units	-	-	-	-	16,8	13,8	-	-	16,8	13,8
Adjusted EBITDA	43,2	49,4	35,5	25,4	83,0	34,4	-20,0	-17,1	141,7	92,2
Finance net									-107,7	-65,9
Group profit/loss before tax									-129,5	-98,5

Sales and result split per segment – LTM

	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
Per operating segment	LTM Jun 2023	FY 2022	LTM Jun 2023	FY 2022	LTM Jun 2023	FY 2022	LTM Jun 2023	FY 2022	LTM Jun 2023	FY 2022
Net External Sales	3 340,4	3 290,4	786,8	702,7	1 493,7	1 245,7	-	-	5 620,9	5 238,8
Net Internal Sales	85,8	79,7	389,9	379,1	22,4	18,7	-498,1	-477,5	-	-
Net sales	3 426,3	3 370,1	1 176,7	1 081,8	1 516,1	1 264,5	-498,1	-477,5	5 620,9	5 238,8
Operating profit/loss	-9,8	28,8	-16,2	-14,0	49,4	-8,9	-52,9	-46,5	-29,7	-40,5
Depreciations, amortisations and impairment	61,8	64,8	61,3	60,5	63,4	79,4	1,3	1,1	187,8	205,8
EBITDA	51,9	93,6	45,0	46,5	112,7	70,5	-51,6	-45,4	158,1	165,3
Non-recurring items (NRI)	38,3	2,8	28,6	17,1	7,8	4,4	3,4	-	78,1	24,3
Adjustment for unestablished units	-	-	-	-	32,4	29,4	-	-	32,4	29,4
Adjusted EBITDA	90,2	96,4	73,7	63,6	152,9	104,3	-48,2	-45,4	269,9	219,0
Finance net									-191,9	-150,1
Group profit/loss before tax									-221,6	-190,6

Sales split per segment and geographic market

	Fresh Produce					Food Solutions					Picadeli				
MSEK	Q2 2023	Q2 2022	YTD 2023	YTD 2022	FY 2022	Q2 2023	Q2 2022	YTD 2023	YTD 2022	FY 2022	Q2 2023	Q2 2022	YTD 2023	YTD 2022	FY 2022
Sweden	624,8	672,5	1 281,6	1 267,8	2 469,8	69,9	46,4	133,3	87,1	204,2	332,2	243,8	565,6	400,7	884,2
Finland	184,3	181,3	382,0	371,9	692,5	122,9	86,4	234,5	159,8	424,7	33,9	21,1	60,5	37,8	84,4
Rest of Europe	29,5	27,8	95,0	68,9	128,1	20,8	40,7	39,0	76,0	73,8	96,0	70,3	168,5	120,0	267,1
US	-	-	-	-	-	-	-	-	-	-	10,0	1,5	14,5	2,7	10,0
Total	838,5	881,6	1 758,6	1 708,6	3 290,4	213,7	173,4	406,8	322,8	702,7	472,1	336,6	809,1	561,1	1 245,7

NOTE 3 Risks and uncertainties

Significant estimates and assessments are described in Note 2 and financial risk management and financial instruments are described in Note 3 of the Greenfood Annual report 2022.

NOTE 4 Transactions with related parties

During the period no transactions with related parties have occurred.

DEFINITIONS AND KEY RATIOS

Adjusted EBITDA: EBITDA adjusted for non-recurring items and unestablished operations.

Adjusted EBITDA margin: Adjusted EBITDA as a percentage of sales.

Available liquidity: Liquid assets and available revolving credit facility.

CAPEX: Capital expenditures in tangible and intangible assets, during the period.

Debt / equity ratio: Net debt (with or without debt to the parent company) as a percentage of total capital.

Debt ratio: Net debt as a percentage of total capital.

EBITDA: Profit from operations excluding depreciation and write-downs.

EBITDA margin: EBITDA as a percentage of sales.

External net debt: Net debt excluding debt to the parent company (Greenfood MC AB).

KPI#1: 2025 SPT - Reduce emissions from Scope 1 and Scope 2 of the Greenhouse gas protocols, by 55 percent per ton of sold food by 2025 compared to 2020's figures.

KPI#2: 2023 SPT - Define science-based climate goals and have them validated by the Science Based Targets initiative by 2023. The 2025 SPT will be aligned with the SBTi targets (as a sub target) and will be announced when SBTi targets are validated.

KPI#3: 2025 SPT Reduce food waste by 20 percent by 2025 from a 2019 baseline year.

LTM: Last twelve months.

Net debt: Total borrowing (long-term and short-term) and leasing liabilities less cash and cash equivalents.

Non-recurring items (NRI): Non-recurring income or expenses which are not recurring in normal operations.

Operating cash flow: Cash flow from operating activities including changes in working capital.

Operating profit/loss (EBIT): Profit or loss from operations before financial items and tax.

Picadeli active stores: All stores providing a Picadeli salad bar to consumers excluding Picadeli US Inc.

Picadeli sales per store: Total average sale of products / number of active stores excluding Picadeli US Inc.

Recurring EBIT: operating result adjusted for impairment of tangible and intangible assets.

SBTi: Science Based Target initiative, an initiative that supports companies to set climate goals that are in line with scientific models.

Total capital: Total equity and net debt.

Total net debt: Net debt including debt to the parent company (Greenfood MC AB).

Unestablished operations: Newly started, acquired, or discontinued business that is being established, not fully integrated or no longer operational.

YTD: Year to date.

EAT YOUR GREENS

Greenfood is a leading European player in the healthy food sector

Through what we call Green Convenience, we create sustainable and healthy food that is tasty, affordable and easily accessible. The business is divided into three segments: Fresh Produce, Food Solutions and Picadeli. Through these areas, we offer everything from healthy fast food and ready meals to fruits and vegetables sourced directly from farms spread across much of the globe. Our main markets are Sweden, Finland, France, Denmark, Germany, US, and Belgium.

Green food today for a green world tomorrow

As the name would suggest, our job is all about green food. For us, "green" means our food is healthy and nutritious, as well as produced respecting human rights and the environment. Our vision is to democratize healthy, sustainable food and create a world where everyone has the

opportunity to eat "green". We help achieve this by making our products and assortment more accessible, affordable and appetizing. Eating healthy and sustainable food should not be a privilege; it should be every human being's right.

Creating growth through digitalization

Foodtech is on the rise, and IT and tech skills are becoming increasingly important. One of the factors behind Greenfood's success has been recruiting outside of traditional areas of food expertise and hiring programmers, engineers and AI specialists.

This has helped the Group scale up and automate its operations, such as through proprietary digital tools that generate consumer insights, streamline the ordering process, reduce food waste and make life easier for our customers.