

# GREENFOOD INTERIM REPORT Q4 2023

## STRONG 2023 PERFORMANCE FUELED BY PICADELI'S MARKET EXPANSION

### Interim overview 1 October - 31 December

- Net sales for the quarter totaled SEK 1,331.1 million (1,344.1) a slight decrease caused by lower volume at Fresh Produce (-12.8 percent) with Bergendahls included in 2022. Picadeli maintained strong business momentum with a 22.7% net sales increase, while Food Solutions showed a 4.8 percent increase.
- Adjusted EBITDA with SEK 65.0 million (38.3) was significantly better than same quarter 2022. Out of the increase of SEK 26.7 million, Picadeli accounted for SEK 13.0 million and Food Solutions for SEK 11.8 million. The majority of Food Solution' improved performance was generated in Finland, following plant consolidation performed during 2022
- Operating profit/loss amounted to SEK 1.1 million (-29.9), confirming operational turnaround generating profit even though turnover is seasonally low.
- Group net result amounted to SEK -82.2 million (-81.0), negatively affected by non-recurring items (NRI) of SEK -10.9 million mainly related to the final consolidation of Greenhouse operations in Helsingborg and unestablished operations of SEK -5.1 million. In addition, the finance net increased due to higher interest rates. Deferred tax in the quarter was negatively impacted by year end calculation of non-deductible interest expense.
- Cash flow from operations amounted to SEK 28.6 million (57.4), materially lower versus same quarter last year mainly due to increased interest expenses. The Group's available liquidity at the end of the year amounted to SEK 214.3 million, which management considers sufficient considering the CAPEX plan for 2024.

### Significant events during the quarter

- Greenfood Greenhouse has been named Logistics facility of the year by business magazine Intelligent Logistics. Greenhouse was developed to strengthen Greenfood's leading role in the healthy food space and the vision was clear from the outset: establish an advanced food and logistics center focusing on modern technology and sustainability.

### Full year overview 1 January - 31 December

- Net sales YTD amounted to SEK 5,687.2 million (5,238.8), an increase of 8.6 percent. Picadeli's expansion led this growth with an increase of 32.4 percent, Food Solutions grew with 12.3 percent, while Fresh Produce shows stable volumes year-over-year.
- Adjusted EBITDA reached SEK 311.4 million (219.0), an increase of SEK 92.4 million. Picadeli improved adjusted EBITDA with SEK 75.3 million or 72.1 percent, leveraging growth, opening new stores, and achieving higher sales per store. Food Solutions delivered an adjusted EBITDA of SEK 92.5 million (63.6), an improvement materially generated in the newly centralized and consolidated Finnish operation. Fresh Produce generated an adjusted EBITDA of 88.9 MSEK (96.4), negatively affected by merging activities related to the Greenhouse and adjustment to a reduced volume to retail related to the Bergendahls contract.
- Operating loss YTD amounted to SEK -0.2 (-40.5) million, affected negatively by non-recurring items (NRI) of SEK -94.0 million mainly related to the Greenhouse move and unestablished operations of SEK -29.0 million.
- Cash flow from operations YTD ended at SEK 93.7 million (146.9), a negative change of SEK 53.2 million, mainly attributable to paid interest expenses that increased with SEK 72.4 million.

### Significant events post-closing

- Greenfood's new food and logistics facility, Greenhouse, is being recognized as one of the best sustainability achievements of 2023. The award is presented by the magazine Miljö & Utveckling and celebrates innovative and successful sustainability projects, whether they involve climate, biodiversity, social sustainability, or other sustainability work.

MSEK Greenfood Group	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Net sales	1,331.1	1,344.1	5,687.2	5,238.8
Operating profit/loss	1.1	-29.9	-0.2	-40.5
Adjusted EBITDA <sup>1</sup>	65.0	38.3	311.4	219.0
Adjusted EBITDA margin %	4.9%	2.8%	5.5%	4.2%
Cash flow from operations	28.6	57.4	93.7	146.9
Profit/loss before tax	-62.4	-75.2	-250.3	-190.6
Net result for the period	-82.2	-81.0	-251.2	-178.7

<sup>1</sup> See note 2 for calculation of adjusted EBITDA

# CEO COMMENTS

2023 was another strong year for Greenfood. Despite widespread macroeconomic headwinds, Greenfood's business areas have established a robust operational foundation, effectively supplying the Nordic region and Europe with healthy convenience food. This resilience underscores our ability to thrive under challenging conditions.

Bridging our internal strategies with external market dynamics, our firm approach to enhancing operational efficiencies and managing costs has intersected with the growing consumer demand for wellness and sustainable living. This dynamic has propelled our business forward, even as we navigate the complexities of high inflation, rising interest rates, and geopolitical uncertainties. The decrease in purchasing power has also partially benefited us, nudging consumers to seek more affordable food. This shift aligns with our strategic positioning, as we present an array of wallet-friendly, healthy and sustainable options, exemplified by our renowned Picadeli salad bar.



It's worth noting that Picadeli's expansion has played a significant role in the growth of Greenfood Group, evidenced by the notable increase of 32.4 percent in net sales during financial year 2023. Additionally, Food Solutions witnessed a rise of 12.3 percent, which supported the overall growth of the business. Fresh Produce demonstrated resilience and maintained consistent volumes year-over-year. It showed a stable development of -2.0 percent when adjusted for discontinued sales to Bergendahls, a variance that stems from lower volumes to retail following Dagab's integration of Bergendahls Food.

The Group's total net sales financial year 2023 has reached SEK 5,687.2 million, an increase of 8.6 percent compared to previous year, underscoring the balanced and steady progress across our diversified business segments. Adjusted EBITDA soared to SEK 311.4 million, up from SEK 219.0 million, reflecting a substantial increase of SEK 92.4 million. This rise was significantly propelled by Picadeli, which alone boosted its adjusted EBITDA by SEK 75.3 million.

## Closing the year on a high note

During the last quarter of the year, food price inflation experienced a deacceleration, a trend that has persisted over the previous months. Nonetheless, elevated living expenses continue to influence consumer purchasing habits, with price sensitivity increasingly shaping market dynamics.

Ending the year on a high note, Greenfood showcased operational excellence, with Picadeli's net sales increasing by 22.7 percent and Food Solutions achieving a 4.8 percent growth in the fourth quarter. This underscores our effective market strategies and customer-focused initiatives. Our adjusted EBITDA increased significantly to SEK 65.0 million, which is a growth of SEK 26.7 million. This growth was largely due to Picadeli, which expanded its retail presence and increased store-level sales in both volume and value. Picadeli's expansion in the U.S. market, along with the consistent growth in active stores and sales per store, has played a significant role in increasing our global footprint.

## Greenfood accelerates towards sustainability targets

At Greenfood, we have maintained our firm commitment to sustainability throughout the year, advancing further in numerous areas of our ESG efforts. When summarizing the financial year, we have achieved a significant 60.2% reduction in Scope 1 and 2 CO<sub>2</sub>e emissions per ton of sold food from our 2020 baseline, keeping us aligned with our ambitious 2025 targets. This progress is set to accelerate with the upcoming installation of solar panels on our 44,000 square-meter facility in Helsingborg, alongside anticipated reductions in energy consumption for 2024.

During 2023, the Group also received approval for our climate targets from the Science Based Targets initiative (SBTi), a testament to our dedication to global sustainability standards. Having our targets validated by SBTi underscores our commitment to scientifically grounded climate action and aligns us with the global effort to limit warming to below 1.5°C.

With these two key milestones, Greenfood is well ahead of plan with 2 out of 3 sustainability goals related to the Sustainability-Linked Bond issued in 2021.

## Navigating ahead with confidence and innovation

As we look towards 2024, the landscape of high economic uncertainty and rising geopolitical tensions could add complexity to our operations. The potential for escalated inflation and trade disruptions could pose challenges, influencing global economic conditions and possibly impacting our business. Despite these uncertainties, our outlook

for the coming year remains positive, underpinned by strategic investments and our solid commitment to providing affordable, healthy food.

Picadeli's ambitious expansion plans are set to continue, further enhancing Greenfood's footprint on the global stage. Our focus on expanding Picadeli, alongside the operational efficiencies gained from our state-of-the-art Greenfood Greenhouse, positions us strongly against any economic headwinds. The investments made in our modern production facilities during 2023 position Greenfood to benefit from a substantial reduction in CAPEX in 2024. With well-invested facilities in Sweden and Finland for Food Solutions and Fresh Produce, as well as a stock of Picadeli salad-bars ready to be rolled out during 2024, we are strategically positioned to leverage market opportunities. These advancements not only solidify our market presence but also ensure we are well-equipped to meet the evolving needs of our customers with efficiency and agility.

**David von Laskowski**  
Group President and CEO



**Selection of press releases from Greenfood, fourth quarter of 2023**

**25 OCTOBER**  
Greenfood Greenhouse crowned Logistics Facility of the Year 2023

**3 NOVEMBER**  
Fifth solar installation for Greenfood

**18 DECEMBER**  
David von Laskowski again a finalist for Large-Cap CEO of the Year

# FOURTH QUARTER 2023

Net sales  
**1,331.1**  
SEK (1,344.1) million

Adjusted EBITDA  
**65.0**  
SEK (38.3) million

External net debt  
**2,262.9**  
SEK (1,401.4) million

## Net sales

During the fourth quarter, net sales amounted to SEK 1,331.1 million (1,344.1), in total, materially in line with the same period last year. This is mainly due to increased activity at Picadeli that generated a growth of 22.7 percent. The growth comes from an increase in buying stores as well as more sales per store. Food Solutions had stable growth in the quarter of 4.8 percent, mainly due to better performance in Finland while leveraging customer base in Sweden. Fresh Produce showed a reduction in sales of -12.8%. However, adjusting for sales to Bergendahls, the business area showed a stable development of -2.0 percent.

## Result

Greenfood's adjusted EBITDA of SEK 65.0 million (38.3) for the fourth quarter was mainly generated by Picadeli, leveraging a wider base of buying stores and improved sales per store, reaching adjusted EBITDA of SEK 37.3 million, a year-over-year increase with 53.5 percent. Food Solutions increased earnings in the quarter from SEK 8.3 million to SEK 20.1 million, mainly due to effects from consolidation activities in Finland. The Groups adjusted EBITDA for full year 2023 was SEK 311.4 million (219.0), an increase with SEK 92.4 million, out of which Picadeli's increase from 104.3 to SEK 179.6 million accounts for SEK 75.3 million. The increase at Picadeli is a consequence of increased number of buying stores as well as increased volume and profitability per store. Food Solutions profitability increased as a consequence of plant consolidation finalized during the last quarter 2022 and first quarter 2023. Fresh Produce earnings for the year are stable considering the lower volume to Bergendahls.

## CAPEX

CAPEX YTD was SEK 265.2 million (130.8), with SEK 162.3 million allocated specifically for capitalizing on growth opportunities in Picadeli. CAPEX in the quarter was limited to SEK 43.9 million, out of which SEK 33.2 million is expansion-oriented CAPEX at Picadeli, while the rest is related to the final move at Greenhouse, consolidating the food-to-go plant into the facility. During 2024, we expect CAPEX pace to be substantially slower than 2023, with a range of SEK 120-140 million, as earlier communicated in the Q3 interim report.

## Net debt

External net debt on December 31, 2023 amounted to SEK 2,262.9 million (1,401.4). External net debt excluding capitalized rental leases was SEK 1,411.5 million (1,091.5). The Group's net debt consists mainly of the sustainability linked bond of SEK 1,031.9 million (net of capitalized lending costs) first issued on the Frankfurt Open Market on November 5, 2021, and, since November 2, 2022, listed on Nasdaq/Stockholm. The Group has a Revolving credit facility (RCF) of SEK 200 million, whereof SEK 71.5 million is utilized at year end. Net debt includes leasing liabilities of SEK 903.1 million (348.4), showing an increase of SEK 554.7 million, mainly caused by the capitalization of Greenhouse's rental contract extending for 20 years, currently included in net debt with SEK 514.3 million. This facility is cutting-edge and specifically designed for Greenfood. The rental expense is in line with rental cost at prior facility, but with increased productivity and improved climate footprint. At year end 2023 the Group has local loans of SEK 52.7 million (17.2), and a subordinated parent company loan of SEK 465.2 million (432.3) including accrued interest. Other liabilities are comprised of the deferment of tax payments of SEK 293.1 million, according to the rules introduced during the Covid-19 pandemic. The deferred payment of tax also includes accrued interest and fees of SEK 23.8 million.



<b>MSEK</b>	<b>31 Dec 2023</b>	<b>31 Dec 2022</b>
Borrowing	1,156.1	1,039.7
Lease liability	903.1	348.4
Other liabilities	293.1	245.7
Less cash and cash equivalents	-89.3	-232.4
<b>External net debt</b>	<b>2,262.9</b>	<b>1,401.4</b>
Liability to parent company	465.2	432.3
<b>Total net debt</b>	<b>2,728.1</b>	<b>1,833.6</b>
Total equity	281.2	533.7
<b>Total capital</b>	<b>3,009.3</b>	<b>2,367.3</b>
Debt ratio excluding debt to parent company	75.2%	59.2%
Debt ratio including debt to parent company	90.7%	77.5%

### Financial position and cash flow

Cash flow from operations YTD reached SEK 93,7 million (146.9), whereof changes in net working capital was SEK 52.5 million (20.2) mainly due to focused actions on working capital management. Cash flow from investing activities of SEK -253.6 million is mainly consisting of SEK -121.7 million related to Picadeli salad-bars. Due to shortage of key components the Group has preproduced a significant proportion of expected future need of salad bars, reducing CAPEX need going forward. Remaining CAPEX are related to Greenhouse. This project is now closing, and maintenance CAPEX on this modern facility is expected to be low. Financing activities is mainly related to lease payments balanced with new external, local debt of SEK 44.8 million together with use of the RCF with SEK 71.5 million. Liquid funds at the end of the period amounted to SEK 88.6 million (231.6). Available liquidity is SEK 213.9 million at the end of the year, which management considers sufficient considering the CAPEX plan for 2024.

Greenfood has utilized the possibility to defer the settlement of certain taxes in Sweden of totally SEK 269.3 million, excluding accrued interest. These deferrals can be extended for up to 24 months and are then amortized according to approved repayment plans of 36 months. During the financial year 2023 new deferrals of tax payments amount to SEK 79.4 million and repayments amount to SEK -42.8 million. The Group intends to extend its current liability if approved by the tax authorities, but still record all but SEK 60.2 million as current liability, since deferrals can only be approved as the taxes fall due.

### Other

Adjustment for unestablished operations refers to Picadeli's operating loss in the US, which during the fourth quarter 2023 amounted to SEK -5.1 million (-7.6).

Adjusted EBITDA excludes the effects from both NRI and unestablished operations as outlined in Note 2. The NRI's in the quarter of SEK 10.9 million are mainly related to restructuring costs due to the final integration of operations into "the Greenhouse facility". In Food Solutions NRI's amount to SEK 8.0 million in the form of moving expenses and redundancies, and SEK 2.4 million at Fresh Produce both in the form of redundancies and moving costs. The project consolidates seven entities into one large facility with two companies generating a total turnover of about SEK 2.8 billion.

### Parent company and ownership

Greenfood AB (publ) offers management functions for the Group. Net sales for the fourth quarter amounted to SEK 3.2 million (3.4), and YTD SEK 13.1 million (15.6). Net sales only consist of management fee. Cash at the end of the fourth quarter amounted to SEK 0.0 million (0.9).

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. Picadeli is the fast-growing and scalable foodtech company, driving the Group's international growth. Fresh Produce and Food Solutions are large and well-established businesses that create a solid base for future development. The business areas have prominent positions on their respective markets. Picadeli, whose products are offered to consumers in Sweden, Finland, France, Germany, Belgium, Luxembourg, 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 and Finland with significant sales to 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 external sales per segment,  
Q4 2023



■ Fresh Produce, 56%  
■ Food Solutions, 15%  
■ Picadeli, 29%

Net external sales per segment,  
YTD 2023



■ Fresh Produce, 56%  
■ Food Solutions, 15%  
■ Picadeli, 29%



# PICADELI

**22.7%**    **11.3%**    **53.5%**

sales growth

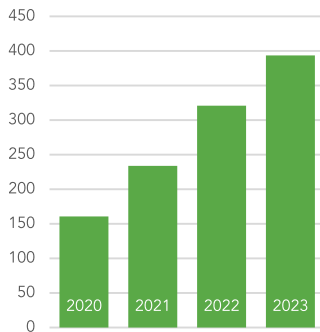
increase in active stores

increase in adjusted EBITDA

Net sales in the quarter increased to SEK 393.5 million (320.7). This is an improvement of 22.7 percent compared to the same period last year. Main driver of this growth is a 20.8% volume increase in our core salad bar products. Growth accelerated vs third quarter, driven by more open stores and 14.0 percent higher average sales per store versus last year (compared to 10.0 percent higher in Q3 vs Q3 2022). Volume growth at like-for-like stores in Q4 was strong, with 10.7 percent in total for the business area, indicating a continued competitive value proposition. Increased focus across all markets on quality of new stores, generated improved overall unit economics.

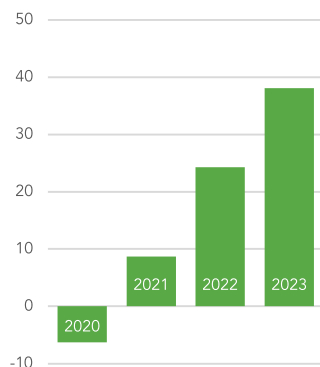
By the end of the quarter, Picadei had 11.3 percent more active stores compared to the fourth quarter last year, while total average kg per store was up 9.5 percent. Overall adjusted EBITDA margin improved, driven by leverage of sales growth on overhead efficiency. Picadei earnings are seasonal, geared towards consumer demand that is highest in late spring to early fall, though most stores keep salad bars open throughout the year.

Net sales Q4  
2020-2023 (MSEK)



MSEK	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Net sales	393.5	320.7	1,674.7	1,264.5
Operating profit/loss	13.0	-2.7	80.9	-8.9
Recurring EBIT	14.3	-2.7	81.8	-3.0
Adjusted EBITDA	37.3	24.3	179.6	104.3
Adjusted EBITDA %	9.5%	7.6%	10.7%	8.3%

Adj EBITDA Q4  
2020-2023 (MSEK)





# FOOD SOLUTIONS

## 4.8%

sales growth

## 142.2%

change in adjusted EBITDA

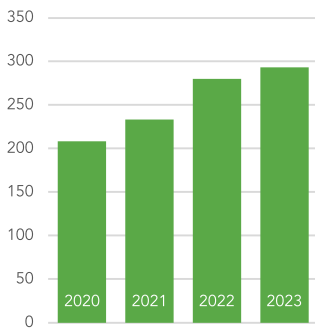
Food Solutions' fourth quarter of 2023 showed strong top-line growth of 4.8 percent and adjusted EBITDA growth of 142.2 percent, an improvement mainly generated in Finland, where the operations centralized during 2022, delivering synergies productivity improvements, and leverage of central resources. YTD adjusted EBITDA is SEK 92.5 million, 45.4 percent better than the financial year 2022.

The last quarter of 2023 has largely met expectations. According to the forecast, sales were strong in both Sweden and Finland. We have established a stable and profitable gross margin in Finland and are seeing improvements in Sweden.

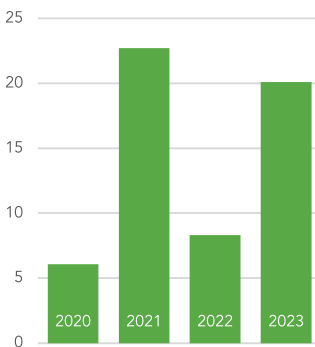
During Q4, the operations in Sweden completed the last step in the consolidation, and all production is now located in Greenhouse. During Q4, Food Solutions still saw a fairly high-cost level in Sweden due to the activities when moving from three locations into one. The Swedish operation incurred SEK 8.0 million in NRI's related to the move and installation of production in Greenhouse during the fourth quarter.

In Finland, the focus has during Q4 switched to sales and customers, as operations now is stable, and costs are at an acceptable level.

Net sales Q4  
2020-2023 (MSEK)



Adj EBITDA Q4  
2020-2023 (MSEK)



MSEK	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Net sales	293.2	279.8	1,215.1	1,081.8
Operating profit/loss	-0.7	-11.5	1.5	-14.0
Recurring EBIT	-0.9	-9.2	6.0	-6.4
Adjusted EBITDA	20.1	8.3	92.5	63.6
Adjusted EBITDA %	6.9%	2.9%	7.6%	5.9%





# FRESH PRODUCE

## -12.8%

sales growth

## 0.0%

change in adjusted EBITDA

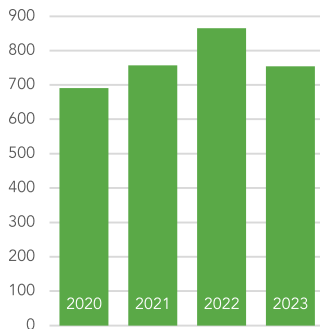
Net sales in the quarter amounted to SEK 754.3 million (865.1), a negative change mainly due to lower volume to retail following Dagab's integration of Bergendahls Food, serviced by Greenfood during 2022. Adjusted EBITDA was SEK 29.0 million (28.8). The deviation is mainly related to a different customer mix and productivity gradually improving. We also see a trend away from premium products as consumers tend to purchase more volume products, affecting gross margin negatively.

In connection with the move into Greenhouse and related restructuring, the business area has during the quarter realized NRI of SEK 2.4 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.

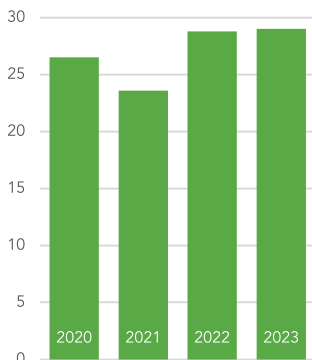
The business area's adjusted EBITDA for YTD is with SEK 88.9 million, slightly below full year 2022 (96.4).

Comparing to financial year 2022, the reduction in turnover via Bergendahls Food affect Q4 with about SEK 95.5 million. During Q3, we have also closed operations in two local distribution centers, affecting turnover with about SEK 33.0 million versus 2022. Adjusting for these events, sales is down 2.0 percent. A stable development in a challenging environment.

Net sales Q4  
2020-2023 (MSEK)



Adj EBITDA Q4  
2020-2023 (MSEK)



MSEK	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Net sales	754.3	865.1	3,283.9	3,370.1
Operating profit/loss	11.1	7.7	-25.9	28.8
Recurring EBIT	18.6	12.5	-14.3	35.9
Adjusted EBITDA	29.0	28.8	88.9	96.4
Adjusted EBITDA %	3.8%	3.3%	2.7%	2.9%

# 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 an integrated element of everything we do. Because we want to be part of the solution and create a better future.

In the fourth quarter of 2023, our largest site got approved for handling animal feed which is a milestone for us in our strive to reduce food waste in own operations. Summing up 2023 we can also see that we are on par with our reduction target for climate impact in own operations – our Scope 1 and 2 emissions have reduced by 60.2 percent compared to 2020, well ahead of plan.

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 CO<sub>2</sub>e emissions by 55 percent per tons sold food by 2025 compared to 2020's figures.*



During the fourth quarter, the CO<sub>2</sub>e emissions per ton sold food was 27.5 percent lower compared to the same quarter 2022. When summarizing the last four quarters, the CO<sub>2</sub>e emissions per ton sold food was 60.2 percent lower than the base year 2020, which means that we are on par with our target level for 2025. The reduction compared to the baseline year is an effect of higher share of renewable energy used in our production, increased energy efficiency due to increased awareness of energy conservation measures and consolidation of production facilities. Additionally, investments in solar panels have also significantly reduced our carbon footprint. With the coming installations of solar panels on Greenhouse and an expected reduction in energy consumption in 2024, we anticipate a continued decrease in our Scope 1 and 2 emissions.

### KPI#2 – Define CO<sub>2</sub>e 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 (SBTi) by 2023.*



In August 2023, the 2023 SPT was achieved since our targets were approved by the SBTi. Greenfood commits to reducing its absolute Scope 1 and 2 Greenhouse gas (GHG) emissions by 42.0 percent by 2030, using 2021 as the base year. Greenfood also commits to reducing Scope 3 GHG emissions from purchased goods and services, as well as upstream transportation and distribution, by 51.6 percent per ton of sold food, within the same timeframe.



2025 SPT – This SPT will be aligned with the SBTi targets (as sub-target) and will be announced when SBTi targets are validated.

The second part of KPI #2 is to set sub-targets and we are working on setting a 2025 SPT target for climate reduction in Scope 3, aligned with our SBTi targets. The 2025 SPT targets for KPI#2 will be published in our Sustainability Linked Bond Framework at Greenfood.se during 2024, as we want to include the updated climate impact data for 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.

Looking at Q4 2023, food waste per ton sold food was reduced by 9.2 percent compared to the previous quarter but increased by 4.2 percent compared to the corresponding period 2022. One of the main reasons is the move of another subsidiary into Greenhouse during the quarter. Intensive work is being performed at the Greenhouse site to optimize flows and processes to reduce losses, and results will be seen during 2024.

Comparing the full year 2023 with the baseline of 2019, we achieved a 6.0 percent reduction in food waste per ton sold food. This indicates that the temporary spike associated with relocating to the new logistic and production facility, "Greenhouse," is now managed.

One highlight from the quarter is that the largest site, Greenhouse our new logistic and production facility in Helsingborg, got approval for handling animal feed. The approval is a milestone to reach the 2025 food reduction target. Now the largest food waste contributing sites has feed handling permits. The project to have regular feed deliveries continues, with the ambition to have test deliveries during Q1 2024.



# OTHER INFORMATION

## **Signature page**

Stockholm, February 22, 2024

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 fourth quarter, Q4, corresponds to the period October 1 to December 31. 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**

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# FINANCIAL STATEMENTS

## GREENFOOD GROUP, CONSOLIDATED

### Condensed income statement and other comprehensive income

MSEK	Oct-Dec Q4 2023	Oct-Dec Q4 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	1,331.1	1,344.1	5,687.2	5,238.8
Other operating income	19.1	15.7	60.1	56.7
<b>Total Turnover</b>	<b>1,350.2</b>	<b>1,359.8</b>	<b>5,747.3</b>	<b>5,295.5</b>
Goods for resale	-998.5	-1,052.0	-4,397.4	-4,071.9
<b>Gross profit</b>	<b>351.7</b>	<b>307.9</b>	<b>1,349.8</b>	<b>1,223.6</b>
Operating expenses	-302.7	-285.3	-1,161.4	-1,058.3
Depreciations, amortisations and impairment	-47.9	-52.5	-188.7	-205.8
	<b>-350.6</b>	<b>-337.8</b>	<b>-1,350.0</b>	<b>-1,264.1</b>
<b>Operating profit/loss</b>	<b>1.1</b>	<b>-29.9</b>	<b>-0.2</b>	<b>-40.5</b>
<b>Finance net</b>	<b>-63.5</b>	<b>-45.3</b>	<b>-250.1</b>	<b>-150.1</b>
<b>Profit/loss before tax</b>	<b>-62.4</b>	<b>-75.2</b>	<b>-250.3</b>	<b>-190.6</b>
Tax on profit/loss for the year	-19.8	-5.8	-0.8	11.9
<b>NET RESULT FOR THE PERIOD</b>	<b>-82.2</b>	<b>-81.0</b>	<b>-251.2</b>	<b>-178.7</b>
<b>Attributable to:</b>				
Shareholders of the Parent Company	-80.1	-77.3	-238.9	-168.6
Non-controlling interests	-2.1	-3.7	-12.2	-10.1
<b>Net result for the period</b>	<b>-82.2</b>	<b>-81.0</b>	<b>-251.2</b>	<b>-178.7</b>
Fair value change on cash flow hedges	-0.5	-4.4	4.0	-6.2
Translation differences	-10.3	3.8	-2.2	14.3
<b>COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-93.0</b>	<b>-81.6</b>	<b>-249.3</b>	<b>-170.6</b>
<b>Attributable to:</b>				
Shareholders of the Parent Company	-90.8	-76.5	-237.1	-160.5
Non-controlling interests	-2.2	-5.1	-12.2	-10.1



## Condensed statement of Financial position

MSEK	31 Dec 2023	31 Dec 2022
<b>ASSETS</b>		
Intangible fixed assets	2,020.6	2,012.6
Tangible fixed assets	1,316.5	632.7
Financial fixed assets	16.6	22.2
Deferred tax assets	48.2	55.6
<b>Total fixed assets</b>	<b>3,401.8</b>	<b>2,723.1</b>
Inventories	148.2	160.4
Accounts receivable	303.0	372.0
Other current assets	125.2	98.1
Cash and cash equivalents	88.6	231.6
<b>Total current assets</b>	<b>664.9</b>	<b>862.0</b>
<b>TOTAL ASSETS</b>	<b>4,066.8</b>	<b>3,585.1</b>
<b>EQUITY AND LIABILITIES</b>		
Share capital attributable to Parent Company	264.0	509.9
Non-controlling interests	17.2	23.8
<b>Total equity</b>	<b>281.2</b>	<b>533.7</b>
Borrowing	1,150.1	1,032.8
Liabilities to Parent Companies	465.2	432.3
Other non-current liabilities	65.5	69.6
Leasing liabilities	804.2	277.2
Deferred tax liabilities and provisions	63.7	87.7
<b>Total non-current liabilities</b>	<b>2,548.7</b>	<b>1,899.6</b>
Borrowing	6.0	6.8
Leasing liabilities	98.9	71.2
Accounts payable	444.6	432.4
Other current liabilities	687.4	641.4
<b>Total current liabilities</b>	<b>1,236.9</b>	<b>1,151.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,066.8</b>	<b>3,585.1</b>

## Condensed statement of Cashflow

MSEK	Jan-Dec 2023	Jan-Dec 2022
<i>Operating activities</i>		
Operating profit/loss	-0.2	-40.5
Adjustments for non-cash items	177.7	210.4
Deferment of tax payments (COVID-19)	36.6	54.9
Interest net	-167.1	-94.7
Income tax paid	-5.7	-3.3
Changes in working capital	52.5	20.2
<b>Cash flow from operating activities</b>	<b>93.7</b>	<b>146.9</b>
<i>Investing activities</i>		
Acquisitions/divestment of subsidiaries	-	-9.5
Acquisitions of intangible and tangible assets	-260.7	-130.8
Sale of tangible fixed assets	1.4	10.7
Changes in financial fixed assets	5.6	3.8
<b>Cash flow from investing activities</b>	<b>-253.6</b>	<b>-125.8</b>
<i>Financing activities</i>		
Transactions with non-controlling interests	-1.9	20.9
Loans raised including expenses concerning loans raised	116.3	-
Repayment of loans	-23.4	-17.8
Repayments of lease liabilities	-72.2	-77.6
<b>Cash flow from financing activities</b>	<b>18.8</b>	<b>-74.6</b>
<b>Cash flow for the period</b>	<b>-141.1</b>	<b>-53.4</b>
Cash and cash equivalents at beginning of the period	231.6	277.4
Exchange rate differences in cash and cash equivalents	-1.9	7.6
<b>Cash and cash equivalents at end of the period</b>	<b>88.6</b>	<b>231.6</b>

## Condensed Statement of Changes in Equity

MSEK	31 Dec 2023	31 Dec 2022
Opening Equity for the year	533.7	690.0
Net result for the period	-251.2	-178.7
Fair value change on cash flow hedges	4.0	-6.2
Translation difference for the year, net after tax	-2.2	14.2
<b>Total comprehensive income</b>	<b>-249.3</b>	<b>-170.6</b>
Transactions with non-controlling interests	-3.2	14.2
<b>Closing Equity</b>	<b>281.2</b>	<b>533.7</b>

# PARENT COMPANY

## Condensed Income statement and other comprehensive income

MSEK	Oct-Dec Q4 2023	Oct-Dec Q4 2022	Jan-Dec 2023	Jan-Dec 2022
Net sales	3.2	3.4	13.1	15.6
Other external expenses	-2.7	-2.4	-12.9	-11.6
Personnel expenses	-4.6	-6.0	-17.3	-18.1
<b>Operating profit /loss</b>	<b>-4.1</b>	<b>-5.0</b>	<b>-17.1</b>	<b>-14.1</b>
Profit/loss from financial items	-25.0	-19.5	-94.2	-126.5
<b>Profit/loss after financial items</b>	<b>-29.1</b>	<b>-24.5</b>	<b>-111.3</b>	<b>-140.6</b>
Appropriations	31.6	59.4	31.6	59.4
<b>Profit /loss before tax</b>	<b>2.5</b>	<b>34.9</b>	<b>-79.7</b>	<b>-81.2</b>
Tax on profit /loss for the year	-16.8	-18.1	-1.0	-6.7
<b>NET RESULT FOR THE PERIOD</b>	<b>-14.3</b>	<b>16.8</b>	<b>-80.7</b>	<b>-87.9</b>
<b>Net result for the period</b>	-14.3	16.8	-80.7	-87.9
Other comprehensive income	-	-	-	-
<b>COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-14.3</b>	<b>16.8</b>	<b>-80.7</b>	<b>-87.9</b>

## CONDENSED BALANCE SHEET

MSEK	31 Dec 2023	31 Dec 2022
<b>ASSETS</b>		
Total fixed assets	2,342.8	2,305.7
Total current receivables	44.8	114.3
Cash and cash equivalents	0.0	0.9
<b>TOTAL ASSETS</b>	<b>2,387.6</b>	<b>2,420.9</b>
<b>EQUITY AND LIABILITIES</b>		
Restricted equity	0.5	0.5
Non-restricted equity	844.8	925.5
<b>Total equity</b>	<b>845.3</b>	<b>926.0</b>
Provisions	0.0	2.9
Borrowing	1,031.9	1,022.4
Liabilities to parent company	465.2	432.3
Other non-current liabilities	2.6	9.3
<b>Total non-current liabilities</b>	<b>1,499.6</b>	<b>1,464.0</b>
Accounts payable	3.4	1.1
Other current liabilities	39.2	26.9
<b>Total current liabilities</b>	<b>42.6</b>	<b>28.0</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,387.6</b>	<b>2,420.9</b>

# 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. For further descriptions of the operating segments see pages 6-9 of this interim report and the Greenfood Annual report 2022.

### Net external sales split per geographic market

MSEK	Q4 2023	Q4 2022	Jan-Dec 2023	Jan-Dec 2022
Sweden	877.7	896.7	3,758.8	3,558.3
Finland	313.8	311.1	1,311.3	1,201.6
Other Nordics	38.7	47.7	176.2	152.5
France	46.6	41.9	200.4	158.5
Germany	31.9	29.2	144.3	111.5
Other Europe	10.0	13.7	53.9	46.5
Other markets	12.5	3.9	42.3	10.0
<b>Total</b>	<b>1,331.1</b>	<b>1,344.1</b>	<b>5,687.2</b>	<b>5,238.8</b>

### Sales and result split per segment – fourth quarter October to December

Per operating segment	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
	Q4 2023	Q4 2022	Q4 2023	Q4 2022	Q4 2023	Q4 2022	Q4 2023	Q4 2022	Q4 2023	Q4 2022
Net External Sales	742.5	840.5	202.8	187.7	385.9	315.9	-	-	1,331.1	1,344.1
Net Internal Sales	11.8	24.6	90.4	92.1	7.7	4.8	-109.8	-121.5	-	-
<b>Net sales</b>	<b>754.3</b>	<b>865.1</b>	<b>293.2</b>	<b>279.8</b>	<b>393.5</b>	<b>320.7</b>	<b>-109.8</b>	<b>-121.5</b>	<b>1,331.1</b>	<b>1,344.1</b>
<b>Operating profit/loss</b>	<b>11.1</b>	<b>7.7</b>	<b>-0.7</b>	<b>-11.5</b>	<b>13.0</b>	<b>-2.7</b>	<b>-22.2</b>	<b>-23.5</b>	<b>1.1</b>	<b>-29.9</b>
Depreciations, amortisations and impairment	15.5	19.0	12.8	15.3	19.1	17.8	0.4	0.3	47.9	52.5
<b>EBITDA</b>	<b>26.6</b>	<b>26.8</b>	<b>12.1</b>	<b>3.9</b>	<b>32.2</b>	<b>15.1</b>	<b>-21.9</b>	<b>-23.1</b>	<b>49.0</b>	<b>22.6</b>
Non-recurring items (NRI)	2.4	2.1	8.0	4.4	0.0	1.7	0.5	-	10.9	8.1
Adjustment for unestablished operations	-	-	-	-	5.1	7.6	-	-	5.1	7.6
<b>Adjusted EBITDA</b>	<b>29.0</b>	<b>28.9</b>	<b>20.1</b>	<b>8.3</b>	<b>37.3</b>	<b>24.3</b>	<b>-21.3</b>	<b>-23.1</b>	<b>65.0</b>	<b>38.3</b>
Finance net									-63.5	-45.3
<b>Group profit/loss before tax</b>									<b>-62.4</b>	<b>-75.2</b>

## Sales and result split per segment – YTD January to December

	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
	YTD 2023	YTD 2022	YTD 2023	YTD 2022	YTD 2023	YTD 2022	YTD 2023	YTD 2022	YTD 2023	YTD 2022
<b>Per operating segment</b>										
Net External Sales	3,209.7	3,290.4	830.9	702.7	1,646.6	1,245.7	-	-	5,687.2	5,238.8
Net Internal Sales	74.2	79.7	384.2	379.1	28.1	18.7	-486.6	-477.5	-	-
<b>Net sales</b>	<b>3,283.9</b>	<b>3,370.1</b>	<b>1,215.1</b>	<b>1,081.8</b>	<b>1,674.7</b>	<b>1,264.5</b>	<b>-486.6</b>	<b>-477.5</b>	<b>5,687.2</b>	<b>5,238.8</b>
<b>Operating profit/loss</b>	<b>-25.9</b>	<b>28.8</b>	<b>1.5</b>	<b>-14.0</b>	<b>80.9</b>	<b>-8.9</b>	<b>-56.8</b>	<b>-46.5</b>	<b>-0.2</b>	<b>-40.5</b>
Depreciations, amortisations and impairment	60.5	64.8	62.5	60.5	64.1	79.4	1.5	1.1	188.7	205.8
<b>EBITDA</b>	<b>34.7</b>	<b>93.6</b>	<b>64.1</b>	<b>46.5</b>	<b>145.0</b>	<b>70.5</b>	<b>-55.3</b>	<b>-45.4</b>	<b>188.5</b>	<b>165.3</b>
Non-recurring items (NRI)	54.3	2.8	28.5	17.1	5.5	4.4	5.7	-	94.0	24.3
Adjustment for unestablished operations	-	-	-	-	29.0	29.4	-	-	29.0	29.4
<b>Adjusted EBITDA</b>	<b>88.9</b>	<b>96.4</b>	<b>92.5</b>	<b>63.6</b>	<b>179.6</b>	<b>104.3</b>	<b>-49.6</b>	<b>-45.4</b>	<b>311.4</b>	<b>219.0</b>
Finance net									-250.1	-150.1
<b>Group profit/loss before tax</b>									<b>-250.3</b>	<b>-190.6</b>

## Sales split per segment and geographic market

MSEK	Fresh Produce				Food Solutions				Picadeli			
	Q4 2023	Q4 2022	YTD 2023	YTD 2022	Q4 2023	Q4 2022	YTD 2023	YTD 2022	Q4 2023	Q4 2022	YTD 2023	YTD 2022
Sweden	554.9	618.6	2,366.1	2,469.8	62.8	56.1	270.3	204.2	260.0	222.0	1,122.4	884.2
Finland	162.7	176.3	704.2	692.5	119.0	112.6	478.8	424.7	32.1	22.3	128.3	84.4
Rest of Europe	24.9	45.7	139.4	128.1	20.9	19.0	81.8	73.8	81.3	67.8	353.6	267.1
US	-	-	-	-	-	-	-	-	12.5	3.9	42.3	10.0
<b>Total</b>	<b>742.5</b>	<b>840.5</b>	<b>3,209.7</b>	<b>3,290.4</b>	<b>202.8</b>	<b>187.7</b>	<b>830.9</b>	<b>702.7</b>	<b>385.9</b>	<b>315.9</b>	<b>1,646.6</b>	<b>1,245.7</b>

### 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.