

GREENFOOD INTERIM REPORT Q1 2023

A POWERFUL START TO 2023 – GROUP SALES UP 20.7% AND ADJUSTED EBITDA ALMOST DOUBLED

Interim overview 1 January – 31 March

- Net sales for the period totalled SEK 1,450.1 million (1,201.0) an increase of 20.7%. Out of the increase of SEK 249.1 million, SEK 112.4 million increase is generated at Picadeli, mainly due to a larger established base of buying stores, SEK 43.7 million increase is generated at Food Solutions, evenly distributed between price increases and volume growth, while Fresh Produce grow with SEK 93.1 million, materially related to a higher price level than 2022.
- Adjusted EBITDA was with SEK 42.4 million (22.3) significantly better than the first quarter 2022. The main driver is Picadeli with a SEK 18.2 million increase, caused by increased buying stores, at the same time as 2022 was negatively affected by Covid-19 mobility restrictions. Food Solutions has increased EBITDA with SEK 3.1 million, mainly due to improved earnings in Finland, while Fresh Produce earnings are stable.
- Operating profit/loss amounted to SEK -24.1 million (-37.1) an improvement of SEK 13.0 million. The difference is mainly a result of a ramp up in Picadeli with SEK 18.4 million, despite SEK -3.0 million effect of the US operation. Further, the result in Food Solutions improved with SEK 6.0 million due to stabilized performance in Finland, offset by a Fresh Produce inventory difference discovered in connection with the move to Greenhouse, considered as a non-recurring item.
- Group net result amounted to SEK -61.3 million (-60.1). Out of the negative result in the quarter, SEK -9.9 million came from un-established operations and SEK -15.7 million from NRI.
- Cash flow from operations reached SEK 56.2 million (-45.9), an improvement of SEK 102.1 million. This is mainly due to new deferral of tax payment of SEK 76.1 million as well as a level net working capital compared with a use of cash (-36.0) in Q1 2022.

Significant events during the quarter

- Picadeli announced its continued expansion in the U.S. through the launch of its partnership with Schnuck Markets, Inc., a third and fourth generation, family-owned grocery retailer.
- Greenfood-owned Salico Oy partnered with Valio Aimo. The agreement includes deliveries of pre-cut fruit and vegetables from the SallaCarte brand range.
- During the first quarter of 2023, Food Solutions has completed the reorganization of its Finnish operations.

Macroeconomic developments

- Extreme weather conditions in Spain and other sourcing countries has affected the availability of produce negatively. This is specifically relevant for lettuce and tomatoes. It has affected the Group EBITDA negatively with about SEK 5 million, mainly in Food Solutions and Fresh Produce.
- Interest rate has been raised by central banks to fight inflation. The net impact for Greenfood vs last year for the quarter is 3.1% or SEK 6.2 million. The Group has an interest rate hedge at an underlying STIBOR of 4.0%.
- Electricity costs increased significantly during the last quarter of 2022. In the first quarter of 2023, the rates have stabilized and are at or below the level of 2022 leading to no significant effect year on year, but the rates are still significantly higher than 2021.
- Inflation remains prevalent but is less volatile. The value chain from grower to retailer is under pressure to lower prices to consumers, but increases due to weather related shortages makes this difficult. Greenfood actively adjust pricing, defending its position in the value chain.

Significant events post-closing

- During the second quarter, Food Solutions and Fresh Produce started to move a significant portion of their respective Swedish operations into "Greenfood Greenhouse" (for details on "Greenhouse", see CEO comments on the next page).
- Fresh Produce has also reorganized in both Helsingborg and Stockholm, which is expected to lead to significant cost savings.

MSEK Greenfood Group	Q1 2023	Q1 2022	LTM Mar 2023	FY 2022
Net sales	1,450.1	1,201.0	5,488.0	5,238.8
Operating profit/loss	-24.1	-37.1	-27.5	-40.5
Adjusted EBITDA	42.4	22.3	239.1	219.0
Adjusted EBITDA margin %	2.9%	1.9%	4.4%	4.2%
Cash flow from operations	56.2	-45.9	249.0	146.9
Profit/loss before tax	-72.6	-71.2	-191.9	-190.6
Profit/loss for the period	-61.3	-60.1	-179.9	-178.7

CEO COMMENTS

Entering the first quarter of 2023, Greenfood's three business areas have continued to build upon their long-standing robust operational foundation, effectively supplying the Nordic region and Europe with healthy and sustainable food. The significant consumer movement towards conscious eating, health, and wellness, which has continued into Q1 of 2023, has generated considerable business momentum, resulting in net sales for the first quarter increasing by 20.7 percent over the prior year, totaling SEK 1,450.1 million. Adjusted EBITDA for the first quarter reached SEK 42.4 million, while available liquidity remained strong with SEK 380.0 million, following a quarter that contained significant investments in growth.



Simultaneously, 2022 presented numerous challenges due to significant negative macroeconomic issues, which persisted into the first quarter of 2023. In response to this ongoing headwind and to strengthen our strategy, we have successfully employed various measures, such as consolidating several factories to gain more efficient operations, ensuring sustainability, and generating profitable growth in the long term.

Picadeli continues U.S. expansion

Picadeli, Greenfood's rapidly expanding foodtech company, has been crucial in boosting the Group's global growth. In 2022, Picadeli bounced back after the pandemic by utilizing its plant-based food and advanced salad bar technology expertise. This allows it to provide budget-friendly, healthy meals to customers facing inflation, with salads priced at around 6-7 Euros. This option is quite attractive compared to other meal choices.

In Q1, Picadeli continued its ongoing expansion in the U.S. by launching a new collaboration with Schnuck Markets, Inc., a family-owned grocery retailer. Headquartered in St. Louis, Schnucks will introduce Picadeli's AI-powered smart salad bars in 22 of their locations, offering their customers fresh, health-conscious food that is both easily accessible and reasonably priced. The continued expansion demonstrates our strong commitment to making a significant impact on the U.S. market.

Picadeli records exceptional performance in the first quarter

Picadeli has maintained a steady business growth despite market instability and consistently opened new salad bars. For the first quarter, Picadeli increased the number of active stores by 12.8 percent compared to the same period last year. At the same time average kg/week per store also increased by 18.3 percent, and as a result, Picadeli's Net sales increased by 49.7 percent over the first quarter of the previous year, reaching SEK 342.2 million. Adjusted LTM EBITDA also grew by 117.6 percent, amounting to SEK 122.6 million.

Fresh Produce and Food Solutions gear up for transition to Greenfood Greenhouse

In Sweden, we have been preparing for consolidating numerous factories and warehouses under one roof in Helsingborg, our new 44,000 square meter facility "Greenfood Greenhouse". In Q1, the development of this new state-of-the-art hub for sustainable and healthy food proceeded as planned, with the grand opening expected just before the summer of 2023. The facility will be one of Northern Europe's largest ecosystems for healthy and sustainable food, creating a powerhouse in the food technology sector.

Once operational, the Greenfood Greenhouse will enhance production and storage capabilities while optimizing operations through cutting-edge technology and automation. This strategic investment will boost our growth, increase volumes, and further expand our product offerings, solidifying our position as a healthy and sustainable food industry leader.

Fresh Produce and Fresh Solutions showcase resilience and growth during macroeconomic headwind

Fresh Produce and Food Solutions are stable, largescale and well-established businesses that have demonstrated resilience to external factors that disrupt the macroeconomic environment.

Fresh Produce is one of the leading independent produce provider in Finland and Sweden. The business area continues to show sales increase as Net sales totaled SEK 952.1 million during the quarter, up from SEK 853.0 million in Q1 previous year. The rise can primarily be explained by inflation driven price increases.

Food Solutions operates in Sweden and Finland and holds market leading positions in the areas of Food-to-Go and Fresh Cut. Food-to-Go offers convenience products directly to stores, and Fresh Cut, supplies pre-cut fruits and vegetables to professionals in the HoReCa industry and to grocery retailers.

For the first quarter, Food Solutions Net sales is up 25.6 percent compared to same quarter last year. Adjusted EBITDA is also up, from SEK 7.9 million to SEK 11.0 million, mainly due to improved performance in Finland.

Greenfood approaches KPI target – Q1 2023 shows 50.2% reduction

As we recap the first quarter of 2023, Greenfood continues to make significant strides in reducing its climate emissions, with CO₂e emissions per ton of food sold being 50.2 percent lower than the base year 2020. This substantial reduction brings us closer to achieving our KPI of reducing total Scope 1 and Scope 2 CO₂e emissions by 55.0 percent per ton of food sold by 2025 compared to 2020's figures. The progress results from heightened energy efficiency, driven by a greater awareness of energy-saving practices, consolidation of production facilities, and increased utilization of renewable energy in our production processes.

Continued focus on affordable, sustainable food and tools for healthy choices

Amid ongoing inflation and rising prices, central banks have increased interest rates, reducing disposable income and making consumers more price-conscious. This affects food companies like Greenfood, prompting a focus on ensuring that people of all economic backgrounds can maintain a healthy diet. To address this, we are committed to optimizing operations and offering budget-friendly, healthy, and sustainable food options, such as our Picadeli salad bar.

That said, it is also essential for consumers to have access to accurate information regarding nutrition and climate impact to make informed decisions about their food choices. To address this, in Q1, we introduced Climate Foodprint and Nutriscore for Picadeli's entire product range. By empowering customers to select sustainable and healthy options while enhancing accessibility, taste, and affordability, we can positively impact public health and the environment.

David von Laskowski
Group President and CEO



FIRST QUARTER 2023

Net sales

1,450.1

million SEK (1,201.0)

Net sales

During the first quarter, net sales amounted to 1,450.1 million SEK (1,201.0), an increase of 20.7 percent compared to the same period last year. This is partially caused by an underlying inflation in all markets, ranging from about 7 to 15 percent depending on product. That said, all three business areas generate stable or growing volumes. Picadeli began the first quarter with a focus on retaining the number of salad bars in stores and increasing sales per stores, this led to a sales growth of 49.7 percent. Food Solutions' growth of 25.6 percent vs first quarter 2022, was due to the return to normality in the HoReCa and Retail sector, affected negatively in 2022 by mobility restrictions. Fresh Produce's sales increase of 11.6 percent was materially due to a generally higher price level.

Result

The business area Fresh Produce shows a stable adjusted EBITDA for the first quarter compared with 2022. The business area delivered an adjusted EBITDA of SEK 20.8 million (21.6). Food Solutions' first quarter adjusted EBITDA improves from SEK 7.9 million in 2022 to SEK 11.0 million in 2023. This is mainly due to improved performance in Finland where the change programs have had intended effect. Picadeli has improved significantly with an adjusted EBITDA of SEK 19.9 million (1.7), in line with the increased amounts of active stores and high customer and consumer acceptance. The Group's adjusted EBITDA for the last twelve months amounted to SEK 235.9 million (219.0), an increase in adjusted EBITDA of 9.0 percent. In the quarter, the operating loss amounted to SEK -24.0 million (-37.2).

Adjusted EBITDA

42.4

million (22.3)

CAPEX

CAPEX for the quarter was SEK 79.8 million (13.2), mainly due to growth, increased number of salad-bars and capitalisation of software development costs related to the salad bar. CAPEX in Picadeli is SEK 61.3 million. Fresh Produce and Food Solutions have made CAPEX relate to move into "Greenhouse" in Sweden. These spendings are mainly on equipment or investment in leasehold property.

External net debt

1,544.9

million (1,343.3)

Net debt

The Group's net debt consists mainly of the sustainability linked bond of SEK 1,024.8 million (net of capitalized lending costs) first issued on the Frankfurt Open Market on November 5, 2021, and November 2, 2022 listed on Nasdaq/Stockholm. Net debt also includes leasing liabilities of SEK 365.6 million (317.8), some local loans of SEK 15.1 million (24.1), mainly in France, and a subordinated parent company loan of SEK 440.4 million (409.2) including accrued interest. Other liabilities are comprised of the deferment of tax payments of SEK 324.5 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 March 31, 2023, amounted to SEK 1,544.9 million (1,343.3). Total net debt amounted to SEK 1,985.2 million (1,752.5).

MSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
Borrowing	1,039.9	1,039.4	1,039.7
Lease liability	365.6	317.8	348.4
Other liabilities	324.5	186.0	245.7
Less cash and cash equivalents	-185.2	-199.8	-232.4
External net debt	1,544.9	1,343.3	1,401.4
Liability to parent company	440.4	409.2	432.3
Total net debt	1,985.2	1,752.5	1,833.6
Total equity	472.3	631.9	533.7
Total capital	2,449.4	2,384.4	2,367.3
Debt ratio excluding debt to parent company	62.9%	56.3%	59.2%
Debt ratio including debt to parent company	80.8%	73.5%	77.5%

Financial position and cash flow

Cash flow from operations for the quarter reached SEK 56.2 million (-45.9), whereof SEK 76.1 million (0.0) 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 marginal SEK -0.4 million (-36.0) mainly due to focused actions on working capital management. Cash flow from financing activities is mainly related to lease payments and amortization of local lending, mainly in France. Liquid funds at the end of the year amounted to SEK 184.3 million (199.8). Available liquidity is SEK 380.0 million, taking untapped revolving credit facility of SEK 195.7 million into consideration.

Greenfood has utilized the possibility to defer settlement of certain taxes in Sweden of totally SEK 303.8 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 97.6 million as current liability since deferrals can only be approved as the taxes fall due.

Other

The Group has received Government grants during the first quarter of 2023 of SEK 0.4 million, which is on par with the SEK 0.3 million received during the same period last year.

Non-recurring items (NRI) for the period amounted to SEK -15.2 million (-1.3) and is partially related to restructuring redundancies within Fresh Produce and Food Solutions. The remaining NRI of SEK -9.0 million relates to an inventory difference discovered while preparing to move externally located Fresh Produce operations into Greenhouse. This difference is related to prior years and is under review.

Adjustments for unestablished operations mainly refers to Picadeli's operating loss in USA, which during the first quarter 2023 amounted to SEK -9.9 million (-6.8). 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. The impact in Q1 amounts to SEK 0.0 million. Adjusted EBITDA excludes the effects from both NRI and unestablished operations.

Parent company and ownership

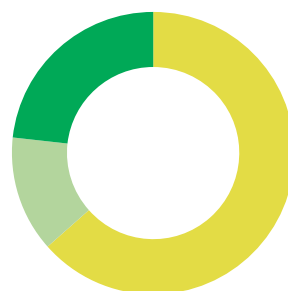
Greenfood AB (publ) offers Management functions for the Group. Net Sales for the first quarter amounted to SEK 3.3 million (3.2). Net Sales only consist of Management fee. Cash at the end of the first quarter amounted to SEK 1.7 million (0.3).

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

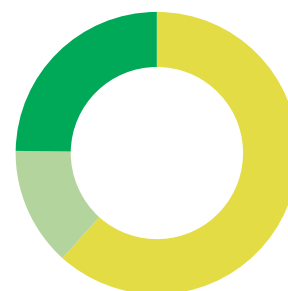
Greenfood operates across three segments. Fresh Produce and Food Solutions are large and well-established businesses that create a solid base for future development. Picadeli is the fast-growing and scalable foodtech company, driving the Group's international growth. The business areas have prominent positions on their respective markets. Picadeli, whose products are offered to consumers in Sweden, Finland, France, Germany, Belgium, Estonia, and USA, has a market-leading position on all these markets except Belgium and USA, which are our newest markets. The operation in USA was introduced 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, Q1 2023



■ Fresh Produce, 64%
■ Food Solutions, 13%
■ Picadeli, 23%

Net sales per segment, LTM 2023



■ Fresh Produce, 62%
■ Food Solutions, 14%
■ Picadeli, 24%



PICADELI

49.7%

sales growth

12x

increase in adjusted EBITDA

12.8%

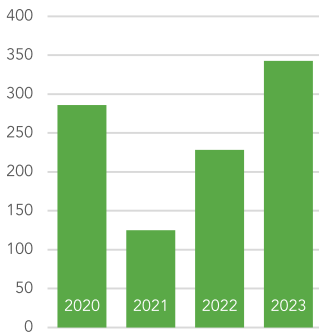
increase in active stores

Net sales in the quarter increased to SEK 342.2 million (228.6). This is an improvement of 49.7 percent compared to same period last year, which is primarily driven by an increased number of active stores and increased sales per active store. During the first quarter 2022, Omnicron related restrictions in mobility affected the business area significantly. Store opening activities, prioritizing quality locations, combined with returning consumer streams, has led to a 40.7 percent increase in sales per store.

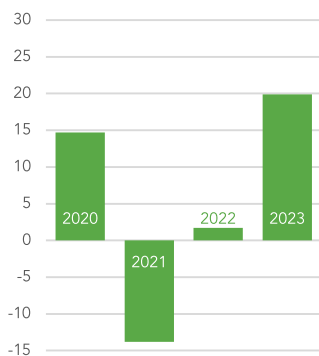
Earnings in Picadeli are seasonal, geared towards spring to fall, though most stores keep salad bars open throughout the year. At the end of the quarter, Picadeli has increased the number of active stores by 12.8 percent in the first quarter of 2023 compared to the same period last year. At the same time average kg per store is at 91.5 percent of the pre-pandemic level for the same period in 2019. The increase for the first quarter versus prior year in average kg per store is 18.3 percent.

In Q1, management of Picadeli renewed its assessment of the economic life of the Picadeli counters, due to more robust historical data and increased experience. This has led to a split into two separate components with different depreciation periods of 5 and 10 years respectively. Before the change in assessment the depreciation was 5 years. The impact in Q1 amounts to SEK 4.3 million in decreased depreciation of tangible assets.

Net sales Q1
2020-2023 (MSEK)



Adj EBITDA Q1
2020-2023 (MSEK)



MSEK	Q1 2023	Q1 2022	LTM Mar 2023	Jan-Dec 2022
Net sales	342.2	228.6	1,378.3	1,264.5
Operating profit/loss	-5.9	-24.3	9.5	-8.9
Recurring EBIT	-6.1	-24.3	15.2	-3.0
Adjusted EBITDA	19.9	1.7	122.6	104.3
Adjusted EBITDA %	5.8%	0.8%	8.9%	8.3%



FOOD SOLUTIONS

25.6%

sales growth

39.2%

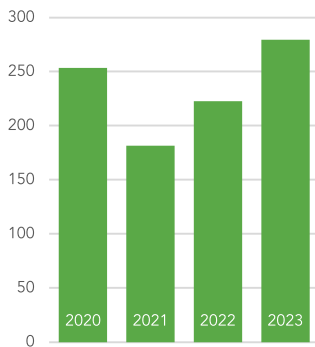
change in adjusted EBITDA

Food Solutions first quarter 2023 was strong, with top-line growth of 25.6 percent and adjusted EBITDA growth of 39.2 percent. 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 SE was also strong, even though we have reduced inhouse produced volume in anticipation of the move to new facilities in Helsingborg. LTM adjusted EBITDA is with SEK 66.8 million 5.0 percent better than financial year 2022.

During the quarter, adjusted EBITDA was negatively impacted by SEK 2.0 million due to the increased produce costs from Spain. Part of this has been compensated by customers, but a large proportion affect the quarterly result. Strong sales to retail has mitigated these effects.

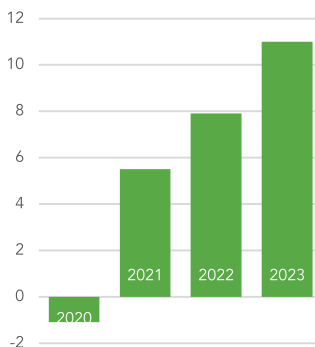
In Q1 2023, the business area took redundancy costs related to the last phase of streamlining the Finnish operations. Manning was reduced by 8 FTE, including the Managing Director.

Net sales Q1
2020-2023 (MSEK)



MSEK	Q1 2023	Q1 2022	LTM Mar 2023	Jan-Dec 2022
Net sales	279.4	222.5	1,138.8	1,081.8
Operating profit /loss	-4.0	-10.0	-8.0	-14.0
Recurring EBIT	-4.0	-10.0	-4.5	-6.4
Adjusted EBITDA	11.0	7.9	66.8	63.6
Adjusted EBITDA %	3.9%	3.5%	5.9%	5.9%

Adj EBITDA Q1
2020-2023 (MSEK)





FRESH PRODUCE

11.6%

sales growth

-3.8%

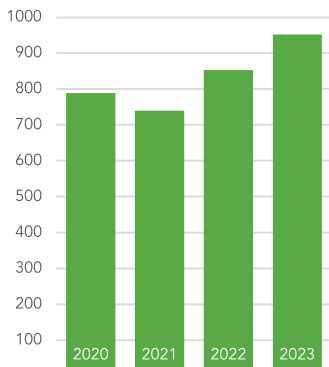
change in adjusted EBITDA

Net sales in the quarter amounted to SEK 952.1 (853.0), a change of 11.6 percent, which is mainly due to price increases, partially due to inflation. Volume was negatively affected by the integration of "Bergendahls Food" into Dagab, a part of the Axfood Group. Adjusted EBITDA was with SEK 20.8 million in line with last year, despite assuming about SEK 2 million costs related to increased produce prices in Spain caused by extreme weather conditions. 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.

The business area is in the process of moving several entities into the new facility in Helsingborg. These 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. In connection with implementing this, the business area has taken costs related to inventory adjustments and severances totaling about SEK 12 million. Redundancies of about 17 FTE has been taken during the first quarter, mainly in Spain and in Stockholm. Planned further redundancies of 8 FTE have been implemented post-closing of Q1.

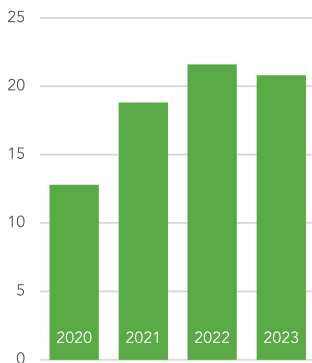
The business area's adjusted EBITDA for last twelve months (LTM) is with SEK 95.6 million in line with full year 2021 (96.4).

Net sales Q1
2020-2023 (MSEK)



MSEK	Q1 2023	Q1 2022	LTM Mar 2023	Jan-Dec 2022
Net sales	952.1	853.0	3,469.1	3,370.1
Operating profit /loss	-3.3	6.4	19.1	28.8
Recurring EBIT	-3.3	6.4	26.1	35.9
Adjusted EBITDA	20.8	21.6	95.6	96.4
Adjusted EBITDA %	2.2%	2.5%	2.8%	2.9%

Adj EBITDA Q1
2020-2023 (MSEK)



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

In 2023, we are fully determined to continue our ambitious sustainability agenda, a journey that in Q1 has been marked by several significant milestones.

In the opening quarter of 2023, Picadeli took a major step by implementing Climate Foodprint and Nutriscore across their product range. This initiative empowers consumers to make more informed, environmentally friendly, and health-conscious choices.

We have also strengthened our partnership with the Ethical Trading Initiative, focusing on social sustainability. During the first quarter, Greenfood contributed to a project in Morocco that seeks to enhance working conditions within the handpicked Moroccan fruit industry.

Furthermore, our progress in achieving the goals associated with our Sustainability Linked Bond is outlined below. For a comprehensive overview of our performance in relation to other sustainability KPIs, please refer to our Sustainability Report.

Greenfood sustainability linked bond

In 2021, Greenfood issued a four-year sustainability-linked bond worth SEK 1,050 million. The bond is listed on the Frankfurt stock exchange and Nasdaq, Stockholm. The financing through the bond is tied to the covenants related to fulfilling the targets stipulated in our sustainability framework. Below we comment on each target.

KPI#1 – Scope 1 and 2 emission reduction

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

During Q1, the CO₂e emissions per ton sold food was 16.4 percent lower than the rate for full year 2022 and 14.7 percent lower compared to Q1 2022. When summarizing the first quarter of 2023, the CO₂e emissions per ton sold food was 50.2 percent lower than the base year 2020. The reduction is an effect of increased energy efficiency due to increased awareness of energy conservation measures, consolidation of production facilities and a higher share of renewable energy used in our production. Additionally, investments in solar panels have also played a significant role in reducing our carbon footprint.

While our Q1 figures demonstrate a positive outcome, we anticipate an increase in our Scope 1 and 2 emissions during Q2 due to the presence of dual facilities associated with the transition to Greenhouse. However, it is important to note that the positive effects of Greenhouse will become evident in the long term, ultimately contributing to our ongoing sustainability efforts.

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 defining a Science-based Target in November 2021. By November 2022, our application had been forwarded to the Science-based Target

Initiative for validation. Given the waiting period associated with the validation process, we expect a response at the earliest by the end of Q2 2023.

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

As the target has not been validated yet, our sub-target is not set. As a part of completing our application to SBTi the calculations of our baseline were completed. Now our focus has shifted to developing action plans and starting the implementation of actions to meet Scope 3 targets, both in the long and short-term.

KPI#3 – Food waste reduction

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

In Q1 2023, food waste per ton of food sold was 20.9 percent lower than the full year 2022 and 11.4 percent lower than the baseline year 2019. This reduction can be attributed in part to our product mix and, in part, to the quality and availability of our products. The high quality of our products has led to less waste, and shortages of certain products have prompted more meticulous cleaning and handling procedures for these items.

However, compared to Q1 2022, the food waste per ton of food sold rose slightly from 2.5 to 2.8 percent due to the warehousing of dry and frozen products acquired for future months of storage. It is important to note that this increase is expected to balance out over the course of the year.

During Q1, several steps have been taken to reduce our food waste. For non-edible food waste, we have an ongoing testing with external parties to use food waste as animal feed. These tests have turned out well, and we expect them to develop during Q2 once our move to Greenhouse is finalized. For edible food waste, the agreements made with an NGO in Sweden during 2022, to make regular donations of surplus food, have turned out well. We expect the effect to continue developing during the coming quarters of 2023.

Although our Q1 results indicate a positive trend, we anticipate an uptick in food waste during Q2 as we transition to our new facility, Greenhouse. This temporary increase can be attributed to some overproduction when moving production, as well as the adjustments and learning curve associated with operating in a new environment. However, we are confident that as we settle into the Greenhouse facility and implement optimized processes, we will effectively address and reduce food waste, ultimately achieving improved sustainability outcomes.



OTHER INFORMATION

Signature page

Stockholm, May 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 first quarter, Q1, corresponds to the period January 1 to March 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

Chief Financial Officer
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FINANCIAL STATEMENTS

GREENFOOD GROUP, CONSOLIDATED

Condensed income statement and other comprehensive income

MSEK	Jan-Mar Q1 2023	Jan-Mar Q1 2022	LTM Mar 2023	Jan-Dec 2022
Net sales	1,450.1	1,201.0	5,488.0	5,238.8
Other operating income	13.4	28.1	42.0	56.7
Total Turnover	1,463.6	1,229.1	5,530.0	5,295.5
Goods for resale	-1,167.2	-973.8	-4,265.3	-4,071.9
Gross profit	296.4	255.3	1,264.7	1,223.6
Operating expenses	-279.0	-241.1	-1,096.2	-1,058.3
Depreciations, amortisations and impairment	-41.4	-51.2	-196.0	-205.8
	-320.5	-292.3	-1,292.2	-1,264.1
Operating profit/loss	-24.1	-37.1	-27.5	-40.5
Finance net	-48.5	-34.1	-164.4	-150.1
Profit/loss before tax	-72.6	-71.2	-191.9	-190.6
Tax on profit/loss for the year	11.3	11.1	12.0	11.9
PROFIT/LOSS FOR THE PERIOD	-61.3	-60.1	-179.9	-178.7
Attributable to:				
Shareholders of the Parent Company	-56.6	-57.5	-167.7	-168.6
Non-controlling interests	-4.7	-2.6	-12.1	-10.1
Profit/loss for the period	-61.3	-60.1	-179.9	-178.7
Fair value change on cash flow hedges	-1.3	-	-7.5	-6.2
Translation differences	2.4	1.9	14.8	14.3
COMPREHENSIVE INCOME FOR THE PERIOD	-60.1	-58.2	-172.5	-170.6
Attributable to:				
Shareholders of the Parent Company	-55.4	-55.8	-160.1	-160.5
Non-controlling interests	-4.7	-2.4	-12.4	-10.1

Condensed statement of Financial position

MSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
ASSETS			
Intangible fixed assets	2,023.8	2,004.8	2,012.6
Tangible fixed assets	694.5	592.2	632.7
Financial fixed assets	21.0	23.1	22.2
Deferred tax assets	56.6	52.6	55.6
Total fixed assets	2,795.9	2,672.8	2,723.1
Inventories	168.3	122.3	160.4
Accounts receivable	387.2	390.7	372.0
Other current assets	142.6	106.0	98.1
Cash and cash equivalents	184.3	199.8	231.6
Total current assets	882.4	818.9	862.0
TOTAL ASSETS	3,678.3	3,491.6	3,585.1
EQUITY AND LIABILITIES			
Share capital attributable to Parent Company	453.8	620.7	509.9
Non-controlling interests	18.5	11.2	23.8
Total equity	472.3	631.9	533.7
Borrowing	1,034.6	1,029.3	1,032.8
Liabilities to parent companies	440.4	409.2	432.3
Other non-current liabilities	97.6	43.6	69.6
Leasing liabilities	295.8	239.4	277.2
Deferred tax liabilities and provisions	77.9	77.9	87.7
Total non-current liabilities	1,946.2	1,799.4	1,899.6
Borrowing	5.3	10.1	6.8
Leasing liabilities	69.9	78.4	71.2
Accounts payable	505.9	417.9	432.4
Other current liabilities	678.8	554.0	641.4
Total current liabilities	1,259.8	1,060.4	1,151.8
TOTAL EQUITY AND LIABILITIES	3,678.3	3,491.6	3,585.1

Condensed statement of Cashflow

MSEK	Jan-Mar 2023	Jan-Mar 2022	Jan-Dec 2022
<i>Operating activities</i>			
Operating profit/loss	-23.7	-37.1	-40.5
Adjustments for non-cash items	38.8	51.1	210.4
Deferment of tax payments (COVID-19)	76.1	-	54.9
Interest net	-31.6	-22.5	-94.7
Income tax paid	-3.1	-1.4	-3.3
Changes in working capital	-0.4	-36.0	20.2
Cash flow from operating activities	56.2	-45.9	146.9
<i>Investing activities</i>			
Acquisitions/divestment of subsidiaries	-	-	-9.5
Acquisitions of intangible and tangible assets	-79.8	-13.2	-130.8
Sale of tangible fixed assets	0.1	-	10.7
Changes in financial fixed assets	1.0	2.5	3.8
Cash flow from investing activities	-78.7	-10.8	-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	-5.8	-3.4	-17.8
Repayments of lease liabilities	-18.6	-19.2	-77.6
Cash flow from financing activities	-25.6	-22.6	-74.6
Cash flow for the period	-48.1	-79.3	-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	0.9	1.7	7.6
Cash and cash equivalents at end of the period	184.3	199.8	231.6

Condensed Statement of Changes in Equity

MSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
Opening Equity for the year	533.7	690.0	690.0
Profit/loss for the period	-61.3	-60.1	-178.7
Fair value change on cash flow hedges	-1.3	-	-6.2
Translation difference for the year, net after tax	2.4	1.9	14.2
Total comprehensive income	-60.1	-58.2	-170.6
Transactions with non-controlling interests	-1.2	-	14.2
Closing Equity	472.3	631.9	533.7

PARENT COMPANY

Condensed Income statement and other comprehensive income

MSEK	Jan-Mar Q1 2023	Jan-Mar Q1 2022	LTM Mar 2023	Jan-Dec 2022
Net sales	3.3	3.2	15.7	15.6
Other external expenses	-2.8	-1.7	-12.7	-11.6
Personnel expenses	-4.8	-4.8	-18.0	-18.1
Operating profit /loss	-4.4	-3.4	-15.1	14.1
Profit/loss from financial items	-22.1	-14.4	-134.2	-126.5
Profit/loss after financial items	-26.4	-17.7	-149.3	-140.6
Appropriations	-	-	59.4	59.4
Profit /loss before tax	-26.4	-17.7	-89.9	-81.2
Tax on profit /loss for the year	5.4	3.7	-5.0	-6.7
PROFIT/LOSS FOR THE PERIOD	-21.0	-14.0	-94.8	87.9
Profit/loss for the period	-21.0	-14.0	-94.8	-87.9
Other comprehensive income	-	-	-	-
COMPREHENSIVE INCOME FOR THE PERIOD	-21.0	-14.0	-94.8	-87.9

Condensed balance sheet

MSEK	31 Mar 2023	31 Mar 2022	31 Dec 2022
ASSETS			
Total fixed assets	2,324.8	2,419.1	2,305.7
Total current receivables	88.8	36.1	114.3
Cash and cash equivalents	1.7	0.3	0.9
TOTAL ASSETS	2,415.2	2,455.5	2,420.9
EQUITY AND LIABILITIES			
Restricted equity	0.5	0.5	0.5
Non-restricted equity	904.6	999.4	925.5
Total equity	905.1	999.9	926.0
Provisions	3.0	2.2	2.9
Borrowing	1,024.8	1,015.3	1,022.4
Liabilities to parent company	440.4	409.2	432.3
Other non-current liabilities	1.4	4.8	9.3
Total non-current liabilities	1,466.5	1,429.4	1,463.9
Accounts payable	0.8	0.5	1.1
Liabilities to group companies	-	0.1	-
Borrowing	-	-	-
Other current liabilities	39.8	23.4	26.9
Total current liabilities	40.6	24.0	28.0
TOTAL EQUITY AND LIABILITIES	2,415.2	2,455.5	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 Knut Påls väg 9, 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	Q1 2023	Q1 2022	Jan-Dec 2022
Sweden	953.6	792.9	3,558.3
Finland	336.0	280.7	1,201.6
Other Nordics	54.3	39.3	152.5
France	40.7	30.1	158.5
Germany	40.6	25.8	111.5
Other Europe	20.5	30.9	46.5
Other markets	4.5	1.2	10.0
Total	1,450.1	1,201.0	5,238.8

Sales and result split per segment – first quarter January to March

Per operating segment	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
	Q1 2023	Q1 2022	Q1 2023	Q1 2022	Q1 2023	Q1 2022	Q1 2023	Q1 2022	Q1 2023	Q1 2022
Net External Sales	920.1	827.0	193.1	149.4	337.0	224.6	-	-	1,450.1	1,201.0
Net Internal Sales	32.0	26.1	86.3	73.1	5.3	3.8	-123.6	-102.8	-	-
Net sales	952.1	853.0	279.4	222.5	342.2	228.4	-123.6	-102.8	1,450.1	1,201.0
Operating profit /loss	-3.3	6.4	-4.0	-10.0	-5.9	-24.3	-10.8	-9.2	-24.1	-37.1
Depreciations, amortisations and impairment	13.3	14.5	14.5	17.6	13.2	18.8	0.4	0.3	41.4	51.2
EBITDA	10.0	20.9	10.5	7.6	7.3	-5.4	-10.4	-8.9	17.4	14.1
Non-recurring items (NRI)	10.8	0.7	0.5	0.3	2.8	0.3	1.1	-	15.2	1.3
Adjustment for unestablished units	-	-	-	-	9.9	6.8	-	-	9.9	6.8
Adjusted EBITDA	20.8	21.6	11.0	7.9	19.9	1.7	-9.3	-8.9	42.4	22.3
Finance net									-48.5	-34.1
Group profit/loss before tax									-72.6	-71.2

Sales and result split per segment – LTM

Per operating segment	Fresh Produce		Food Solutions		Picadeli		Group joint and eliminations		Group	
	LTM Mar 2023	FY 2022	LTM Mar 2023	FY 2022	LTM Mar 2023	FY 2022	LTM Mar 2023	FY 2022	LTM Mar 2023	FY 2022
Net External Sales	3,383.5	3,290.4	746.5	702.7	1,358.1	1,245.7	-	-	5,488.0	5,238.8
Net Internal Sales	85.6	79.7	392.3	379.1	20.2	18.7	-498.2	-477.5	-	-
Net sales	3,469.1	3,370.1	1,138.8	1,081.8	1,378.3	1,264.5	-498.2	-477.5	5,488.0	5,238.8
Operating profit /loss	19.1	28.7	-8.0	-14.0	9.5	-8.9	-48.1	-46.5	-27.5	-40.6
Depreciations, amortisations and impairment	63.7	64.9	57.4	60.5	73.7	79.4	1.2	1.1	196.0	205.9
EBITDA	82.7	93.6	49.4	46.5	83.2	70.5	-46.9	-45.4	168.5	165.3
Non-recurring items (NRI)	12.9	2.8	17.3	17.1	6.9	4.4	1.1	-	38.2	24.3
Adjustment for unestablished units	-	-	-	-	32.5	29.4	-	-	32.5	29.4
Adjusted EBITDA	95.6	96.4	66.8	63.6	122.6	104.3	-45.8	-45.4	239.1	219.0
Finance net									-164.4	-150.1
Group profit/loss before tax									-191.9	-190.6

Sales split per segment and geographic market

MSEK	Fresh Produce			Food Solutions			Picadeli		
	Q1 2023	Q1 2022	FY 2022	Q1 2023	Q1 2022	FY 2022	Q1 2023	Q1 2022	FY 2022
Sweden	656.8	595.3	2,469.8	63.4	40.7	204.2	233.4	156.9	884.2
Finland	197.7	190.6	692.5	111.6	73.4	424.7	26.6	16.7	84.4
Rest of Europe	65.5	41.1	128.1	18.1	35.3	73.8	72.5	49.7	267.1
US	-	-	-	-	-	-	4.5	1.2	10.0
Total	920.1	827.0	3,290.4	193.1	149.4	702.7	337.0	224.6	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% 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% 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.