



## Olvi Group's interim report January–September 2023

### Sales volume decreased as a result of unfavourable weather in late summer – measures to improve profitability continue

#### July–September 2023

- Net sales decreased by 2.2% and were EUR 171.1 (174.9) million. Unfavourable weather in late summer decreased the sales volume by 5.4%
- The operating result was EUR 20.5 (25.0) million.
- The relative gross profit remained at the same level as in the second quarter. However, it decreased year-on-year because of the continued high level of costs.
- A strong balance sheet and a solid financial position, with no net debt, lay a good foundation for the further development of the company.

#### January–September 2023

- Net sales increased by 10.8% and were EUR 495.9 (447.6) million. Sales volume increased by 3.6%.
- The adjusted operating result was EUR 59.3 (58.0) million, and the operating result was EUR 47.1 (58.0) million. The operating result decreased because of a fine paid by the Belarusian subsidiary.

#### Near-term outlook (guidance unchanged)

Olvi Group's adjusted operating result for the 2023 financial year is expected to increase year-on-year.

The growth in the operating result is expected to come from Finland and the Baltic Sea region. Price increases and improved operational productivity are expected to drive profitability towards the end of the year.

#### The Group's key figures

	7–9/ 2023	7–9/ 2022	Change, % / pp	1–9/ 2023	1–9/ 2022	Change, % / pp	1–12/ 2022
Sales volume, Mltr	264.1	279.2	-5.4	773.1	746.4	3.6	956.1
Net sales, MEUR	171.1	174.9	-2.2	495.9	447.6	10.8	583.7
Gross profit, MEUR	64.3	66.8	-3.7	185.0	172.5	7.2	219.9
% of net sales	37.6	38.2		37.3	38.5		37.7
Adjusted operating result, MEUR	20.5	25.0	-17.8	59.3	58.0	2.1	59.8
% of net sales	12.0	14.3		12.0	13.0		10.2
Items affecting the comparability of the operating result, MEUR	0.0	0.0		-12.2	0.0		-37.4
Operating result, MEUR	20.5	25.0	-17.8	47.1	58.0	-18.9	22.4
% of net sales	12.0	14.3		9.5	13.0		3.8
Adjusted profit for the period, MEUR	16.7	21.2	-21.1	44.2	46.1	-4.1	44.9
% of net sales	9.8	12.1		8.9	10.3		7.7
Profit for the period, MEUR	16.7	21.2	-21.1	32.0	46.1	-30.6	7.5
% of net sales	9.8	12.1		6.5	10.3		1.3
Earnings per share, EUR	0.80	1.01	-20.8	1.54	2.19	-29.6	0.39
Investments, MEUR	3.5	9.3	-62.8	17.3	27.0	-35.9	37.1
Equity per share, EUR				13.66	15.89	-14.0	13.49
Equity ratio, %				57.3	60.3	-3.0	57.5
Gearing, %				-7.7	-18.9	-11.2	-20.3

Olvi presents the adjusted operating result and the adjusted profit for the period as alternative performance measures to improve comparability between reporting periods. In January–September 2023, the items affecting comparability not included in the adjusted operating result and the profit for the period totalled EUR 12.2 million and were related to the fine imposed on the Belarusian subsidiary.



## **Business development**

### **CEO Patrik Lundell:**

#### **July–September 2023**

Unfavourable weather in late summer reduced demand in all sales channels, especially in the hotel, restaurant and catering channel (HoReCa). Olvi Group's sales volume decreased by 5.4% in the third quarter, and its net sales decreased by 2.2%. Although sales volumes decreased in nearly all product categories because of a change in demand, we were able to increase sales in soft drinks and energy drinks. Net sales increased year-on-year in Finland and the Baltic Sea region as a result of higher sales prices. A change in consumer behaviour towards cheaper products was observed at the end of the third quarter.

Although the increase in production costs slowed down compared with the first half of the year, production costs are expected to remain high, and purchase prices are not expected to decrease significantly in the near future. In terms of the relative gross profit, profitability remained at the previous quarter's level because price increases were implemented towards the end of the third quarter. The operating result decreased by 17.8% as a result of lower sales volumes and higher business costs.

The Group's strategy work continued with the development of strategic projects in the third quarter. Olvi will publish its updated strategy in December.

#### **January–September 2023**

The sales volume increased by 3.6% and net sales grew by 10.8% in January–September 2023. The net sales growth was supported by price increases and market shares, which remained at a good level. The cost of sales remained high in the third quarter. In January–September, the cost of sales totalled EUR 311.0 million, with an increase of 13.1% year-on-year. Other costs increased by 9.1%.

The adjusted operating result increased by 2.1% year-on-year and was EUR 59.3 million. The company's performance improved as a result of price increases, particularly in the second quarter.

#### **Segment-specific business development: July–September 2023**

##### ***Net sales increased by 6% in Finland as a result of price increases***

The net sales of Finnish business operations increased by 6.0%, while their sales volume fell by 1.6%. However, Olvi's market share grew. The Finnish operations' operating result was EUR 5.7 million, with a decrease of 17.8% year-on-year. The profit margin decreased, as costs of sales increased by 11.7% from the previous year. Price increases will continue to be implemented within the limits of contractual terms and conditions and price periods to restore profitability over the long term.

##### ***Thanks to price increases, the operating result for the Baltic Sea region remained close to the previous year's level***

The sales volume in the Baltic Sea region decreased by 11.8%. Sales volume development was affected especially by unfavourable weather and the decrease in consumers' purchasing power. The impacts were reflected in retail trade and HoReCa, as well as in harbour and cross-border trade. Despite the decrease in the sales volume, net sales increased by 0.8%.

The operating result decreased by 2.3% to EUR 7.7 million. Price increases have largely covered increases in variable costs. General inflation has caused fixed costs to increase with a delay.

##### ***The local currency weakened in Belarus and affected euro-denominated net sales***

Net sales decreased by 18.6%, and the sales volume fell by 0.9%. The weaker exchange rate had a significant impact on euro-denominated net sales, as net sales in the local currency increased by 6.8%. The operating result decreased by 28.6% to EUR 7.4 million. In the local currency, the operating result decreased by 6.5%.



## Investments

Olvi Group's expansion and replacement investments were EUR 17.3 (27.0) million in January–September. Investments decreased because of changes in the schedules of some projects. Of the investments, EUR 8.6 million were related to Finland and EUR 7.9 million to subsidiaries in the Baltic Sea region. Only replacement investments necessary for the continuity of production have been made in Belarus through the subsidiary's income financing, totalling EUR 0.8 million.

Olvi is investing in environmental friendliness and the cost-effectiveness and capacity of production. The new carbon dioxide capture and purification equipment at the Iisalmi plant was introduced during the quarter. The equipment will reduce emissions from the transport of purchased carbon dioxide, use carbon dioxide generated in production, secure the availability of the critical raw material and generate cost savings. In addition, Olvi continued to invest in the production and storage capacity required for business growth and in improving operational efficiency.

## Sustainability

### *Environmental sustainability*

Olvi Group seeks to promote sustainable water use in all its locations. This goal was supported by participating in the CDP water report for the first time. The reporting concerns 2022. The Group has also started preparing a biodiversity report concerning its own operations. The report will later be expanded to cover the value chain.

### *Social sustainability*

Olvi Group promotes sustainability expertise and awareness through internal training at all organisational levels. A two-day sustainability seminar was held for the Group companies' management teams to discuss various sustainability themes extensively. As a special focus, the training covered human rights risks and their assessment in the Group's own operations and the value chain. This supports consistent sustainability work in the companies.

### *Good governance*

Olvi Group is preparing for the requirements of the Corporate Sustainability Reporting Directive (CSRD). The company is currently conducting a double materiality analysis with a third party. Olvi is also preparing for future legislative requirements concerning packaging and packaging waste by gradually switching to plastic caps that remain on bottles and Tetra Pak containers.

## Seasonal nature of operations

The nature of the Group's business operations involves seasonal fluctuation. The net sales and operating result of the geographical reporting segments are not accumulated steadily. Instead, they fluctuate in accordance with the special characteristics of the seasons of the year and product seasons.

## Sales development

Olvi Group's sales volume grew by 3.6% in January–September, totalling 773.1 (746.4) million litres.

Sales volume, Mltr	7–9/ 2023	7–9/ 2022	Change, %	1–9/ 2023	1–9/ 2022	Change, %
Finland	68.9	70.1	-1.6	207.8	200.7	3.5
Baltic Sea region	118.7	134.7	-11.8	342.7	353.0	-2.9
Belarus	89.2	90.0	-0.9	260.9	234.0	11.5
Eliminations	-12.7	-15.6		-38.4	-41.3	
<b>Total</b>	<b>264.1</b>	<b>279.2</b>	<b>-5.4</b>	<b>773.1</b>	<b>746.4</b>	<b>3.6</b>



The Group's net sales in January–September increased by 10.8% and were EUR 495.9 (447.6) million.

Net sales, MEUR	7–9/ 2023	7–9/ 2022	Change, %	1–9/ 2023	1–9/ 2022	Change, %
Finland	59.7	56.3	6.0	175.9	156.8	12.2
Baltic Sea region	83.8	83.2	0.8	236.9	207.9	13.9
Belarus	36.5	44.9	-18.6	109.4	106.0	3.2
Eliminations	-8.9	-9.5		-26.3	-23.1	
<b>Total</b>	<b>171.1</b>	<b>174.9</b>	<b>-2.2</b>	<b>495.9</b>	<b>447.6</b>	<b>10.8</b>

## Financial performance

The Group's operating result in July–September was EUR 20.5 (25.0) million, or 12.0% (14.3%) of net sales. The third-quarter operating result does not include items affecting comparability. The adjusted operating result increased by 2.1% in January–September and was EUR 59.3 million. The operating result in January–September was EUR 47.1 million, down 18.9% from the previous year. A fine of EUR 12.2 million paid in Belarus decreased the operating result for the reporting period.

Adjusted operating result, MEUR	7–9/ 2023	7–9/ 2022	Change, %	1–9/ 2023	1–9/ 2022	Change, %
Finland	5.7	6.8	-17.8	15.4	18.2	-15.6
Baltic Sea region	7.7	7.9	-2.3	20.0	17.5	14.3
Belarus*	7.4	10.4	-28.6	24.9	23.4	6.4
Eliminations	-0.3	-0.2		-1.0	-1.1	
<b>Total</b>	<b>20.5</b>	<b>25.0</b>	<b>-17.8</b>	<b>59.3</b>	<b>58.0</b>	<b>2.1</b>

Operating result, MEUR	7–9/ 2023	7–9/ 2022	Change, %	1–9/ 2023	1–9/ 2022	Change, %
Finland	5.7	6.8	-17.8	15.4	18.2	-15.6
Baltic Sea region	7.7	7.9	-2.3	20.0	17.5	14.3
Belarus*	7.4	10.4	-28.6	12.7	23.4	-45.6
Eliminations	-0.3	-0.2		-1.0	-1.1	
<b>Total</b>	<b>20.5</b>	<b>25.0</b>	<b>-17.8</b>	<b>47.1</b>	<b>58.0</b>	<b>-18.9</b>

\* The Belarusian segment does not include depreciation during 2023 because of an impairment of non-current assets in the 2022 financial statements. Furthermore, the operating result for the comparison period does not include depreciation, which was not recognised when the segment was included in assets held for sale.

The Group's profit after taxes in January–September was EUR 32.0 (46.1) million.

Earnings per share calculated from the profit attributable to the owners of the parent company were EUR 1.54 (2.19) in January–September.

## Financial position and the balance sheet

Olvi Group's balance sheet total at the end of September 2023 was EUR 494.2 (552.6) million. The balance sheet total is reduced by an impairment of EUR 35 million in the Belarusian business segment in connection with the 2022 financial statements. Equity per share was EUR 13.66 (15.89). The equity ratio was 57.3% (60.3%), and gearing was -7.7% (-18.9%). The Group's liquidity indicator, the current ratio, remained at the same good level as before, at 1.3 (1.3). Interest-bearing liabilities amounted to EUR 5.1 (7.2) million at the end of September. Of the interest-bearing liabilities, current liabilities accounted for EUR 2.5 (4.7) million.

Olvi Group's balance sheet and financial position are strong. The company has no net debt. The company's ability to invest has remained good.

Cash assets stood at EUR 26.8 million at the end of the September, with a decrease of EUR 43.4 million year-on-year. Cash flow from operations was EUR 10.6 (55.8) million and improved seasonally from the previous quarters but decreased from the comparison period. Working capital was reduced by the parent company's decision to replace the factoring of accounts receivable with other forms of short-term financing at the beginning of 2023, as well as by higher stock levels and a fine of EUR 12.2 million paid by Lidskoe Pivo. Cash flow from investing activities was EUR -17.5 (-25.5) million, and cash flow from financing activities was EUR -25.1 (-20.9) million.



## Personnel

In January–September, Olvi Group had an average of 2,395 (2,346) employees, with an increase of 2.1%.

Olvi Group's average number of personnel by segment:

	7–9/ 2023	7–9/ 2022	Change, %	1–9/ 2023	1–9/ 2022	Change, %
Finland	482	469	2.8	459	451	1.8
Baltic Sea region	1,087	1,084	0.3	1,075	1,046	2.8
Belarus	870	848	2.6	861	849	1.4
<b>Total</b>	<b>2,439</b>	<b>2,401</b>	<b>1.6</b>	<b>2,395</b>	<b>2,346</b>	<b>2.1</b>

## Board of Directors and management

No changes took place in Olvi plc's Board of Directors and management during the third quarter.

## Other events during the review period

### Changes in the Group structure

No changes took place in Olvi's subsidiary holdings during the third quarter of 2023.

## Business risks and their management

The war in Ukraine has significantly increased business risks. The coronavirus pandemic caused problems in the availability of raw materials and packaging materials, and the war in Ukraine has further complicated the procurement of materials. The increase in the prices of packaging materials, which started during the coronavirus pandemic, has continued after the pandemic. The prices of raw materials, especially barley malt, sugar and carbon dioxide, have risen to high levels. Uncertainty in prices and availability has continued in the market because of the war and weather events caused by climate change. The considerable fluctuations in energy prices continue. Logistics costs remain at a high level because of rising fuel prices. Olvi will respond to the increase in costs by improving operational productivity and continuing price increases as far as possible.

Consumer prices have risen rapidly, especially in Europe. General cost inflation has begun to reduce consumers' purchasing power and affect consumer behaviour. This change is already being reflected in a shift in consumption to more affordable product options, and overall consumption may decrease. Olvi Group is responding to the changes by continuing to develop its product portfolio and operations to ensure profitable growth.

The geopolitical situation has affected Olvi's operating environment. However, recent events related to the offshore gas pipeline between Finland and the Baltic countries have not affected the availability of natural gas at Olvi's plants. Considerable uncertainty is related to the Belarusian business operations in terms of the weakening of the exchange rate, the unpredictability of the operating environment and local legislation, trade sanctions and the functioning of financial transactions with Western countries. Beginning in December 2022, Olvi's subsidiary Lidskoe Pivo was inspected in a special audit carried out by the State Control Committee of the Republic of Belarus. The audit resulted in a significant fine, which was paid from local funds. The fine significantly reduced the subsidiary's cash assets. Olvi's Belarusian subsidiary operates by means of its own cash flow financing. The cash and cash equivalents of the Belarusian subsidiary stood at EUR 11.4 million at the end of the review period. In addition, the company's shares are subject to a sales ban, as a result of which Olvi has stopped the process to sell Lidskoe Pivo. Olvi has stated to the Belarusian authorities that it complies with local and international laws, and has stressed the importance of local operational capability and the maintenance of owners' rights in the current operating environment.

Olvi Group has prepared several scenarios related to the development of the business environment and is prepared to respond to changing situations. The company is prepared for production disruptions and has drawn up continuity plans related to the availability of labour, raw materials and energy, for example. The company has made investments to secure energy supply and has also made efforts to ensure the availability of raw materials



and packaging materials. The separation of the Belarusian operations from the Group has been carried out with determination, and the company has prepared for the uncertainties mentioned above based on various scenarios.

A more detailed description of the normal risks related to business operations is provided in Olvi Group's Board of Directors' report and the notes to the financial statements and on the company website (Investors > Olvi as an investment > Risks and risk management).

### **Events after the review period**

There are no significant events to report after the review period.

OLVI PLC  
Board of Directors

### **Webcast**

Olvi plc and its CEO will hold a press conference, which can be followed at <https://olvi.videosync.fi/q3-2023-suomi> from 10 am onwards on the date of publication of this interim report. The press conference will be held in Finnish.

A recording of the webcast will become available on the company's website at <https://www.olvigroup.fi/en/releases-and-publications/financial-releases/>

More information:

Patrik Lundell, CEO, Olvi plc, tel. +358 290 00 1050  
Tiina-Liisa Liukkonen, CFO, Olvi plc, tel. +358 29 000 1050

### **TABLES:**

- Consolidated statement of comprehensive income, Table 1
- Balance sheet, Table 2
- Statement of changes in equity, Table 3
- Cash flow statement, Table 4
- Notes to the interim report bulletin, Table 5

**DISTRIBUTION:**  
NASDAQ OMX Helsinki Ltd  
Key media outlets  
[www.olvi.fi](http://www.olvi.fi)



**CONSOLIDATED STATEMENT OF  
COMPREHENSIVE INCOME**

EUR 1,000

	7–9/2023	7–9/2022	1–9/2023	1–9/2022	1–12/2022
<b>Gross sales</b>	<b>355,248</b>	<b>365,962</b>	<b>1,036,026</b>	<b>953,837</b>	<b>1,253,782</b>
Excise taxes and other adjustments	-184,194	-191,045	-540,081	-506,256	-670,079
<b>Net sales</b>	<b>171,054</b>	<b>174,917</b>	<b>495,945</b>	<b>447,581</b>	<b>583,703</b>
Cost of sales	-106,762	-108,135	-310,966	-275,060	-363,816
<b>Gross profit</b>	<b>64,292</b>	<b>66,782</b>	<b>184,979</b>	<b>172,521</b>	<b>219,887</b>
Logistics, sales and marketing expenses	-33,378	-34,103	-95,698	-89,815	-120,997
Administrative expenses	-10,562	-8,056	-30,016	-25,427	-42,415
Other operating income and expenses	172	348	-12,165	765	-34,111
<b>Operating result</b>	<b>20,524</b>	<b>24,971</b>	<b>47,100</b>	<b>58,044</b>	<b>22,364</b>
Financial income	93	144	515	387	1,593
Financial expenses	-422	-463	-1,229	-1,648	-5,628
Share of the profit of associated companies and joint ventures	0	0	0	0	45
<b>Profit before tax</b>	<b>20,195</b>	<b>24,652</b>	<b>46,386</b>	<b>56,783</b>	<b>18,374</b>
Income taxes*	-3,478	-3,472	-14,388	-10,708	-10,848
<b>PROFIT FOR THE PERIOD</b>	<b>16,717</b>	<b>21,180</b>	<b>31,998</b>	<b>46,075</b>	<b>7,526</b>
Other items of comprehensive income that may be later reclassified to profit or loss:					
Translation differences related to foreign subsidiaries	-1,184	8,927	-4,576	14,737	1,638
Income taxes related to items	0	-88	0	-154	0
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>15,533</b>	<b>30,019</b>	<b>27,422</b>	<b>60,658</b>	<b>9,164</b>
Distribution of the profit for the period:					
- Owners of the parent company	16,536	20,866	31,924	45,363	7,977
- Non-controlling interest	181	314	74	712	-451
Distribution of comprehensive income for the period:					
- Owners of the parent company	15,445	29,423	27,714	59,485	9,674
- Non-controlling interest	88	596	-292	1,173	-510
<b>Earnings per share calculated from profit attributable to owners of the parent company, EUR</b>					
- Undiluted	0.80	1.01	1.54	2.19	0.39
- Diluted	0.80	1.01	1.54	2.19	0.39

\* 1–9/2023: income taxes include EUR 3.3 million in taxes from previous financial periods related to the Belarusian segment.



<b>BALANCE SHEET</b>			
EUR 1,000	30 Sep 2023	30 Sep 2022	31 Dec 2022
<b>ASSETS</b>			
<b>Non-current assets</b>			
Tangible assets	208,525	247,398	208,165
Goodwill	22,204	26,731	22,204
Other intangible assets	10,794	11,667	10,972
Holdings in associated companies and joint ventures	987	980	1,025
Other investments	1,043	1,037	1,046
Loans receivable and other long-term receivables	3,308	2,672	1,377
Deferred tax assets	2,882	1,801	2,569
<b>Total non-current assets</b>	<b>249,743</b>	<b>292,286</b>	<b>247,358</b>
<b>Current assets</b>			
Inventories	80,610	70,942	70,891
Accounts receivable and other receivables	137,072	119,153	109,712
Income tax receivables	0	56	506
Cash and cash equivalents	26,792	70,195	61,207
<b>Total current assets</b>	<b>244,474</b>	<b>260,346</b>	<b>242,316</b>
<b>TOTAL ASSETS</b>	<b>494,217</b>	<b>552,632</b>	<b>489,674</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity attributable to owners of the parent company</b>			
Share capital	20,759	20,759	20,759
Other reserves	1,092	1,092	1,092
Fair value reserve	295	295	295
Treasury shares	-881	-1,079	-1,079
Translation differences	-56,157	-39,606	-52,030
Retained earnings	317,666	347,331	310,194
	282,774	328,792	279,231
Non-controlling interest	651	4,200	2,514
<b>Total equity</b>	<b>283,425</b>	<b>332,992</b>	<b>281,745</b>
<b>Non-current liabilities</b>			
Financial liabilities	2,565	2,446	1,983
Other liabilities	804	4,003	3,667
Deferred tax liabilities	13,044	13,730	13,466
<b>Current liabilities</b>			
Financial liabilities	2,525	4,724	2,164
Accounts payable and other payables	187,356	190,649	186,362
Income tax liability	4,498	4,088	287
<b>Total liabilities</b>	<b>210,792</b>	<b>219,640</b>	<b>207,929</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>494,217</b>	<b>552,632</b>	<b>489,674</b>





**STATEMENT OF CHANGES IN EQUITY**

EUR 1,000	Share capital	Other reserves	Fair value reserve	Reserve for treasury shares	Translation differences	Earnings	Attributable to non-controlling interest	Total
<b>Equity 1 Jan 2023</b>	<b>20,759</b>	<b>1,092</b>	<b>295</b>	<b>-1,079</b>	<b>-52,030</b>	<b>310,194</b>	<b>2,514</b>	<b>281,745</b>
Comprehensive income:								
Profit for the period						31,924	74	31,998
Other items of comprehensive income:								
Translation differences					-4,210		-366	-4,576
Total comprehensive income for the period					-4,210	31,924	-292	27,422
Business transactions with shareholders:								
Dividend payment						-24,817	-386	-25,203
Share-based incentives, value of work performance						524		524
Acquisition of treasury shares				-604				-604
Issue of treasury shares to personnel				802		-1,376		-574
Adjustment for previous periods					83	54	-22	115
Business transactions with shareholders, total				198	83	-25,615	-408	-25,742
Changes in holdings in subsidiaries:								
Change in non-controlling interest						1,163	-1,163	0
Changes in holdings in subsidiaries, total						1,163	-1,163	0
<b>Equity 30 Sep 2023</b>	<b>20,759</b>	<b>1,092</b>	<b>295</b>	<b>-881</b>	<b>-56,157</b>	<b>317,666</b>	<b>651</b>	<b>283,425</b>

EUR 1,000	Share capital	Other reserves	Fair value reserve	Reserve for treasury shares	Translation differences	Earnings	Attributable to non-controlling interest	Total
<b>Equity 1 Jan 2022</b>	<b>20,759</b>	<b>1,092</b>	<b>295</b>	<b>-438</b>	<b>-53,728</b>	<b>326,016</b>	<b>3,627</b>	<b>297,624</b>
Comprehensive income:								
Profit for the period						45,363	712	46,075
Other items of comprehensive income:								
Translation differences					14,276		461	14,737
Income taxes related to items					-154			-154
Total comprehensive income for the period					14,122	45,363	1,173	60,658
Business transactions with shareholders:								
Dividend payment						-24,855	-368	-25,223
Acquisition of treasury shares				-641				-641
Share-based incentives, value of work performance						840		840
Adjustment for previous periods						-32		-32
Business transactions with shareholders, total				-641		-24,048	-368	-25,058
Changes in holdings in subsidiaries:								
Acquisition of shares from non-controlling interest						-232		-232
Change in non-controlling interest						232	-232	0
Changes in holdings in subsidiaries, total						0	-232	-232
<b>Equity 30 Sep 2022</b>	<b>20,759</b>	<b>1,092</b>	<b>295</b>	<b>-1,079</b>	<b>-39,606</b>	<b>347,331</b>	<b>4,200</b>	<b>332,992</b>



**CASH FLOW STATEMENT**

EUR 1,000

	1–9/2023	1–9/2022	1–12/2022
Profit for the period	31,998	46,075	7,526
Adjustments:			
Depreciation and impairment	18,364	18,303	64,532
Other adjustments	18,039	12,394	14,509
Change in net working capital:			
Change in accounts receivable and other receivables	-32,132	-16,675	-9,578
Change in inventories	-12,428	-9,609	-12,349
Change in accounts payable and other payables	-3,147	14,362	16,536
Interest paid	-262	-793	-449
Interest received	189	207	292
Dividends received	3	5	5
Taxes paid	-10,026	-8,456	-13,861
<b>Cash flow from operating activities (A)</b>	<b>10,598</b>	<b>55,813</b>	<b>67,163</b>
Investments in tangible and intangible assets	-17,832	-25,847	-37,392
Proceeds from the sale of tangible and intangible assets	294	824	976
Acquisition of shares from non-controlling interest	0	-378	-378
Expenditure on other investments	0	-153	-163
Dividends received	41	38	38
<b>Cash flow from investing activities (B)</b>	<b>-17,497</b>	<b>-25,516</b>	<b>-36,919</b>
Loan withdrawals	3,849	6,864	11,351
Repayment of loans	-4,747	-3,883	-11,674
Acquisition of treasury shares	-604	-641	-641
Dividends paid	-23,606	-23,267	-25,268
<b>Cash flow from financing activities (C)</b>	<b>-25,108</b>	<b>-20,927</b>	<b>-26,232</b>
Increase (+) / decrease (-) in cash and cash equivalents (A+B+C)	-32,007	9,370	4,012
Cash and cash equivalents 1 Jan	61,207	58,741	58,741
Impact of exchange rate changes	-2,408	2,084	-1,546
<b>Cash and cash equivalents 30 Sep / 31 Dec</b>	<b>26,792</b>	<b>70,195</b>	<b>61,207</b>



**NOTES TO THE INTERIM REPORT**

The interim report has been prepared in accordance with IAS 34 *Interim Financial Reporting*, applying the same accounting principles that were applied to the 2022 financial statements (31 December 2022).

The information in the interim report is presented in thousands (1,000) of euros. For presentation, individual figures and totals have been rounded up to full thousands, which causes rounding differences in the totals. Exchange rates obtained from the Central Bank of Belarus have been used as the exchange rate for the Belarusian rouble. The key ratios have been calculated by using accurate euro-denominated figures. The information published in the interim report has not been audited.

**1. SEGMENT INFORMATION**

**SEGMENTS' NET SALES AND PROFIT FOR THE PERIOD 1–9/2023**

EUR 1,000	Finland	Baltic Sea region	Belarus	Eliminations	Group
<b>INCOME</b>					
External sales	175,191	211,576	109,178		495,945
Beverage sales	173,566	211,576	109,178		494,320
Equipment services	1,625	0	0		1,625
Internal sales	750	25,292	235	-26,277	0
Total net sales	175,941	236,868	109,413	-26,277	495,945
Total profit for the period	35,289	14,897	1,570	-19,758	31,998

**SEGMENTS' NET SALES AND PROFIT FOR THE PERIOD 1–9/2022**

EUR 1,000	Finland	Baltic Sea region	Belarus	Eliminations	Group
<b>INCOME</b>					
External sales	155,831	186,453	105,297		447,581
Beverage sales	154,490	186,453	105,297		446,240
Equipment services	1,341	0	0		1,341
Internal sales	989	21,436	707	-23,132	0
Total net sales	156,820	207,889	106,004	-23,132	447,581
Total profit for the period	39,646	13,575	19,436	-26,582	46,075

**2. RELATED PARTY TRANSACTIONS**

Management's employee benefits

Board members' and the CEO's salaries and other short-term employee benefits

EUR 1,000	1–9/2023	1–9/2022	1–12/2022
CEO	268	502	594
Chair of the Board	60	52	73
Other Board members	124	120	172
Total	452	674	839



### 3. SHARES AND SHARE CAPITAL

	30 Sep 2023	%
Series A shares, number of shares	16,989,976	82.0
Series K shares, number of shares	3,732,256	18.0
Total	20,722,232	100.0
Total number of votes, Series A shares	16,989,976	18.5
Total number of votes, Series K shares	74,645,120	81.5
Total number of votes	91,635,096	100.0
Votes per Series A share	1	
Votes per Series K share	20	

The registered share capital totalled EUR 20,759 thousand on 30 September 2023.

A dividend of EUR 1.20 per share for 2022 (EUR 1.20 per share for 2021), totalling EUR 24.8 (24.9) million, was paid on shares in Olvi plc. The dividend was paid in two instalments. The first instalment, EUR 0.60 per share, was paid on 20 April 2023. The second instalment, EUR 0.60 per share, was paid on 5 September 2023. Series K shares and Series A shares provide their holders with equal rights to dividends. The Articles of Association include a redemption clause concerning Series K shares.

### 4. SHARE-BASED REWARDS

The costs related to incentive plans totalled EUR 524.4 thousand in the review period.

### 5. TREASURY SHARES

At the end of the review period, Olvi plc held a total of 28,692 of its own Series A shares as treasury shares. The total acquisition price of treasury shares was EUR 880.8 thousand. The treasury shares do not provide the company with voting rights. The Series A shares held by Olvi plc represent 0.14% of all shares in the company and 0.03% of all votes provided by the shares in the company. The treasury shares account for 0.17% of all Series A shares in the company and 0.17% of the votes provided by all Series A shares in the company.

### 6. NUMBER OF SHARES OUTSTANDING

	1–9/2023	1–9/2022	1–12/2022
- Average	20,690,017	20,703,463	20,700,783
- At the end of the period	20,693,540	20,692,828	20,692,828

### 7. TRADING IN SERIES A SHARES ON THE NASDAQ HELSINKI

	1–9/2023	1–9/2022	1–12/2022
Trading in Series A shares in Olvi, number of shares	1,212,484	1,985,713	2,351,044
Total value of trading, EUR 1,000	36,537	71,236	82,916
Proportion of the trading out of the total number of Series A shares, %	7.1	11.7	13.8
Average share price, EUR	30.13	35.92	35.31
Closing price, EUR	30.20	31.50	33.15
Highest price, EUR	34.95	52.00	52.00
Lowest price, EUR	26.80	29.40	29.40



## 8. FOREIGN AND NOMINEE-REGISTERED HOLDINGS 30 Sep 2023

	Book-entry shares		Number of votes		Shareholders	
	number	%	number	%	number	%
Finnish, total	16,702,223	80.60	87,615,087	95.61	22,843	99.61
Foreign, total	67,584	0.33	67,584	0.07	78	0.34
Nominee-registered (foreign), total	445,576	2.15	445,576	0.49	6	0.03
Nominee-registered (Finnish), total	3,506,849	16.92	3,506,849	3.83	4	0.02
Total	20,722,232	100.00	91,635,096	100.00	22,931	100.00

## 9. LARGEST SHAREHOLDERS 30 Sep 2023

	Series K	Series A	Total	%	Number of votes	
					number	%
1 Olvi Foundation	2,363,904	890,613	3,254,517	15.71	48,168,693	52.57
2 The estate of Heikki Hortling*	903,488	103,280	1,006,768	4.86	18,173,040	19.83
3 Timo Einari Hortling	212,888	49,152	262,040	1.26	4,306,912	4.70
4 Marit Hortling-Rinne	149,064	14,234	163,298	0.79	2,995,514	3.27
5 Nordea Bank Abp, nominee-registered		2,003,623	2,003,623	9.67	2,003,623	2.19
6 Skandinaviska Enskilda Banken Ab (publ), Helsinki branch, nominee-registered		1,442,794	1,442,794	6.96	1,442,794	1.57
7 Varma Mutual Pension Insurance Company		828,075	828,075	4.00	828,075	0.90
8 Ilmarinen Mutual Pension Insurance Company		683,000	683,000	3.30	683,000	0.75
9 Pia Johanna Hortling	23,388	26,016	49,404	0.24	493,776	0.54
10 Jens Einari Hortling	23,388	16,216	39,604	0.19	483,976	0.53
Other	56,136	10,932,973	10,989,109	53.02	12,055,693	13.15
Total	3,732,256	16,989,976	20,722,232	100.00	91,635,096	100.00

\* The shareholding includes shares held by the shareholder and the entities controlled by them.

Olvi did not receive any flagging notifications under chapter 2, section 10 of the Securities Markets Act in January–September 2023.

## 10. PROPERTY, PLANT AND EQUIPMENT

EUR 1,000	1–9/2023	1–9/2022	1–12/2022
Opening balance	208,165	229,356	229,356
Additions	17,065	26,781	37,286
Deductions and transfers	28	-136	-152
Depreciation and impairment	-16,482	-15,784	-58,206
Exchange rate differences	-251	7,181	-119
Total	208,525	247,398	208,165



## 11. CONTINGENT LIABILITIES

EUR 1000	30 Sep 2023	30 Sep 2022	31 Dec 2022
Pledged assets and contingent liabilities			
On the company's own behalf	3,225	10,004	2,608
Lease and rental liabilities:			
Maturing in less than a year	1,256	872	1,337
Maturing within 1–5 years	1,374	1,156	1,283
Total lease and rental liabilities	2,630	2,028	2,620
Other liabilities	67	67	67

## 12. VALUATION OF THE BELARUSIAN BUSINESS SEGMENT

For the 2022 financial statements (31 December 2022), the management assessed the book value of the Belarusian business segment in a changed operating environment. An impairment of EUR 35.0 million was recognised based on the assessment. Based on the management's assessment and testing, the balance sheet valuation of the Belarusian business segment on 30 September 2023 is materially at the right level, and there is no need to change the impairment recognised. The Belarusian business segment's balance sheet value was EUR 31.8 million on 30 September 2023.

## 13. CALCULATION PRINCIPLES FOR KEY FIGURES

In its summary of key ratios (page 1), the Group presents key ratios directly derived from the consolidated income statement (net sales, operating result, profit for the period and their proportions of net sales, as well as earnings per share). (Earnings per share = Profit for the period attributable to owners of the parent company / Average number of shares during the period, adjusted for share issues).

In addition to its IFRS-based consolidated financial statements, Olvi plc presents Alternative Performance Measures that describe the financial performance of its business operations and provide a comparable overview of the company's profitability, solvency and liquidity.

The Group has applied the European Securities and Markets Authority's (ESMA) new guidelines (effective since 3 July 2016) on Alternative Performance Measures and has determined such measures as follows:

The Group presents sales volume data in millions of litres as an Alternative Performance Measure that supports net sales. Sales volume is an important and widely used indicator in the industry that describes the scope of operations. To improve comparability between reporting periods, the Group also presents the adjusted operating result and the adjusted profit for the period as Alternative Performance Measures. The adjusted operating result is calculated by deducting significant items affecting comparability from net sales. The corresponding items have been deducted from the profit for the period when calculating the adjusted profit for the period.

Investments consist of increases in fixed assets, excluding increases under IFRS 16.

Earnings per share = Equity attributable to owners of the parent company / Number of shares at the end of the period, adjusted for share issues.

Equity ratio, % =  $100 * (\text{Equity attributable to owners of the parent company} + \text{non-controlling interest}) / (\text{Balance sheet total})$ .

Gearing, % =  $100 * (\text{Interest-bearing liabilities} - \text{Cash in hand and at bank}) / (\text{Equity attributable to owners of the parent company} + \text{Non-controlling interest})$ .