

A scenic view of a lake with a line of trees in the background under a blue sky. The text "CAPITAL MARKETS DAY 2023" is overlaid in the center.

CAPITAL MARKETS DAY 2023



PROGRAMME

Finnish time EET

15.00 – Opening

Olvi Today and Tomorrow Our Refreshed Strategy

Patrik Lundell, Group Chief Executive Officer

Growth Enablers

Marjatta Rissanen, Group Chief Human Resources and Communications Officer

Pia Hortling, Group Chief Sustainability and Sourcing Officer

Tiina-Liisa Liukkonen, Group Chief Financial and Information Officer

Financial Targets

Tiina-Liisa Liukkonen, Group Chief Financial and Information Officer

Case Finland:

Operational Efficiency and Investments

Tomi Vuorinen, Production Director, Olvi

Case Estonia:

Sustainable Business

Peep Akkel, Group Business Development Director

Break 16.15 – 16.25

Q&A

Closing Summary

Patrik Lundell, Group CEO



DISCLAIMER

The following information contains, or may be deemed to contain, “forward-looking statements”. These statements relate to future events or our future financial performance, including, but not limited to, strategic plans, potential growth, planned operational changes, expected capital expenditures, future cash sources and requirements, liquidity and cost savings that involve known and unknown risks, uncertainties and other factors that may cause Olvi Group’s or its businesses’ actual results, levels of activity, performance or achievements to be materially different from those expressed or implied by any forward-looking statements.

In some cases, such forward-looking statements can be identified by terminology such as “may”, “will”, “could”, “would”, “should”, “expect”, “plan”, “anticipate”, “intend”, “believe”, “estimate”, “predict”, “potential”, or “continue”, or the negative of those terms or other comparable terminology. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Future results may vary from the results expressed in, or implied by, the following forward-looking statements, possibly to a material degree.

All forward-looking statements made in this presentation are based on information presently available to management and Olvi Group assumes no obligation to update any forward-looking statements. Nothing in this presentation constitutes investment advice and this presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities or otherwise to engage in any investment activity.



SPEAKERS



**Patrik
Lundell**
Group CEO



**Marjatta
Rissanen**
Group Chief Human
Resources
and Communications
Officer



**Pia
Hortling**
Group Chief
Sustainability and
Sourcing Officer



**Tiina-Liisa
Liukkonen**
Group CFO
and CIO



**Tomi
Vuorinen**
Production Director
Olvi



**Peep
Akkel**
Group Business
Development Director





OLVI TODAY AND TOMORROW

**PATRIK LUNDELL,
GROUP CEO**



OUR MULTI-LOCAL HERITAGE



Olvi plc
Parent company
Established 1878



Part of Olvi Group
since 2018



AS A.Le Coq,
ESTONIA

Established 1807
Part of Olvi Group since 1996



A/S Cēsu Alus,
LATVIA

Established 1590
Part of Olvi Group since 1999



Volfas Engelman,
LITHUANIA

Established 1853
Part of Olvi Group since 1999



A/S Bryggeriet
Vestfyen, DENMARK

Established 1885
Part of Olvi Group since 2021



OAO Lidskoe Pivo,
BELARUS

Established 1876
Part of Olvi Group since 2008

STRONG RESULTS ON KEY METRICS

OLVI GROUP 1-9/2023

+3.6%



SALES VOLUME
773.1 million litres
(FY 2022 956.1)



+10.8%



NET SALES
495.9 million €
(FY 2022 583.7)

+2.1%



ADJUSTED OPERATING RESULT
59.3 million €
(FY 2022 59.8)

GEARING
-7.7%



EQUITY RATIO
57.3%



EXPORTS
69 countries



NUMBER OF PERSONNEL
2,395

CLIMATE ACTION
SBTi
TARGETS



INVESTMENTS
17.3 million €

PRODUCT LAUNCHES
141 products



A WIDE PORTFOLIO OF STRONG BRANDS

PRODUCT CATEGORIES

Estimates of Olvi Group full year 2023 / all sales channel



SALES VOLUME BY PRODUCT CATEGORY

53%	14%	11%	10%	4	2	2	2
Beer	Soft drink	Water	Kvass	Long drink	Cider	Juice	Other

BEER
530
million litres

SOFT DRINKS
140
million litres

WATER
110
million litres

KVASS
100
million litres

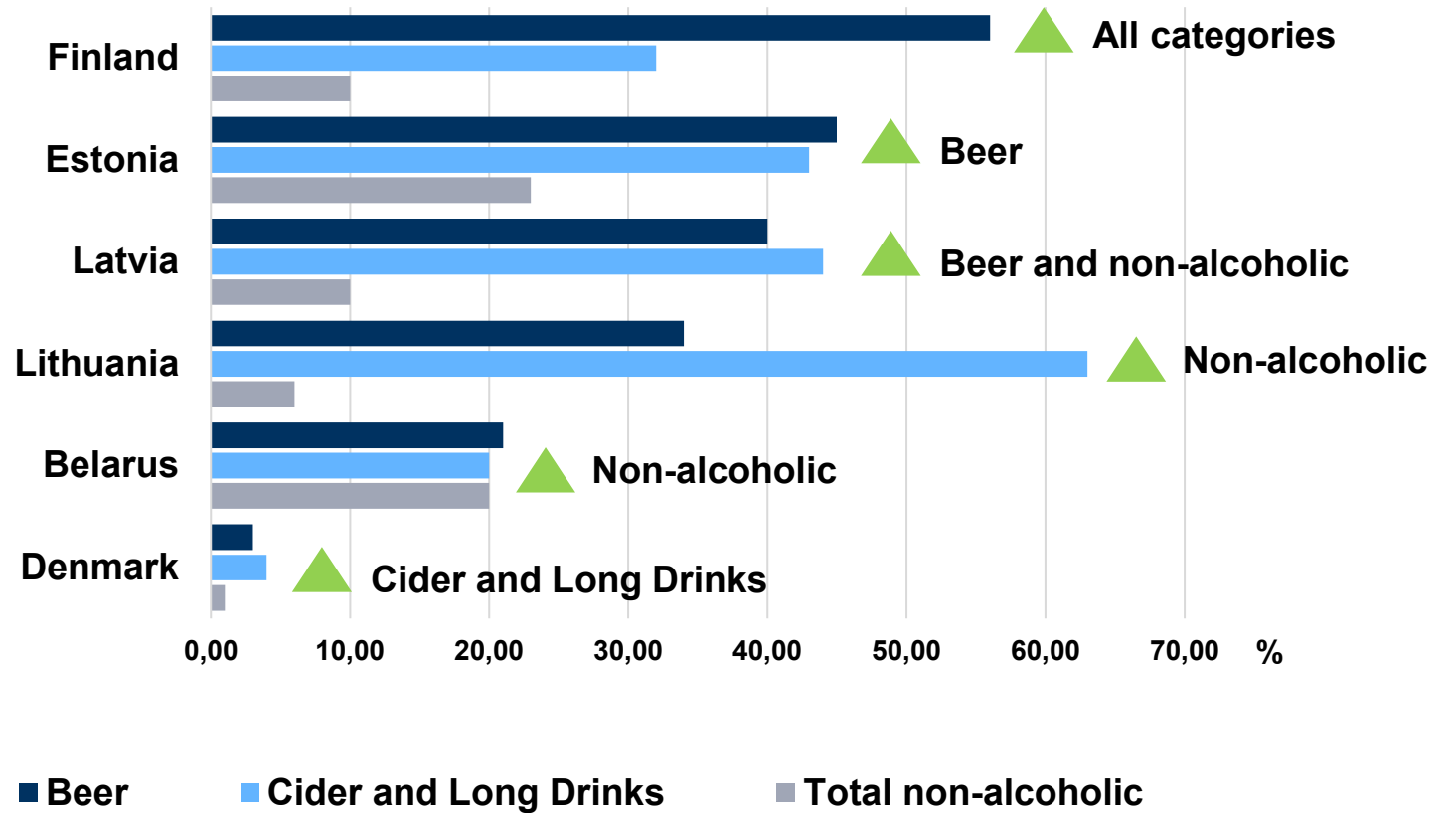
LONG DRINKS / RTD'S
40
million litres

CIDER
30
million litres

JUICE
25
million litres

ENERGY, SPORTS, WELLNESS AND NEW CATEGORIES
25 million litres

STRONG POSITIONS AND GROWTH AHEAD OF MARKET

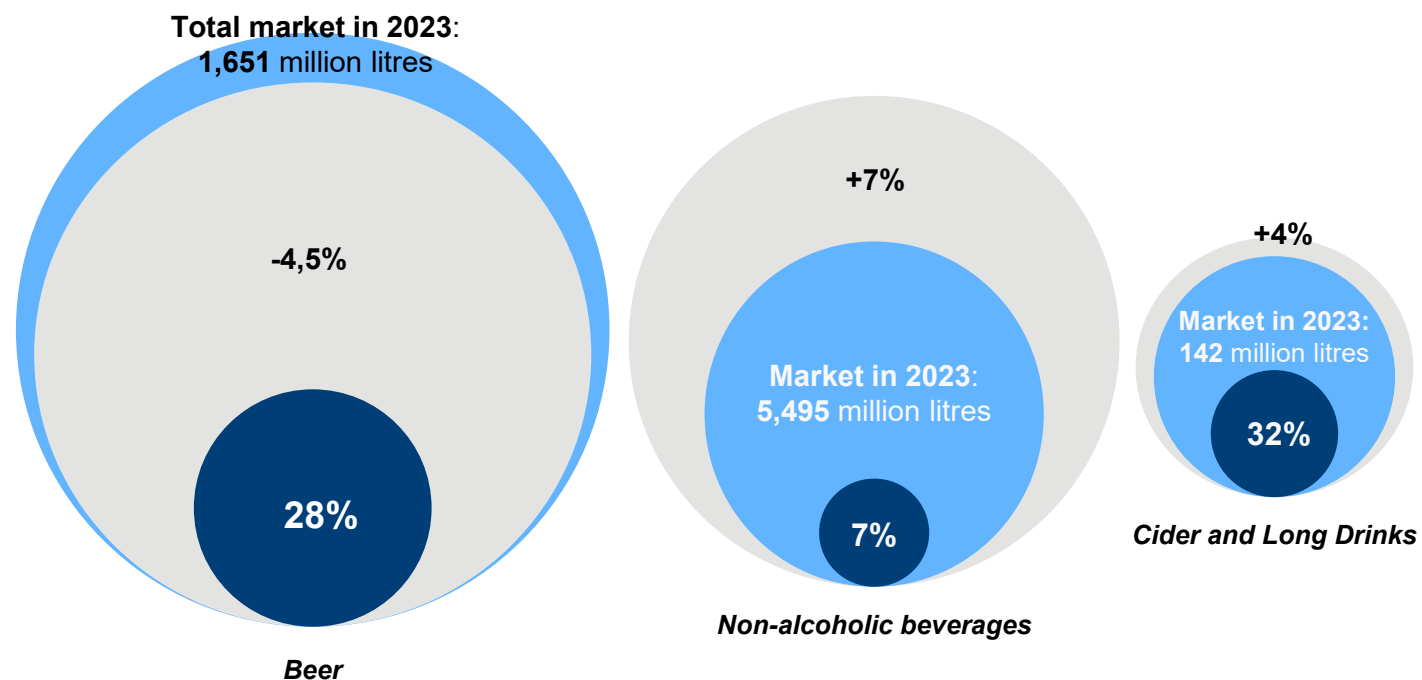


▲ Olvi Group's growing categories / market



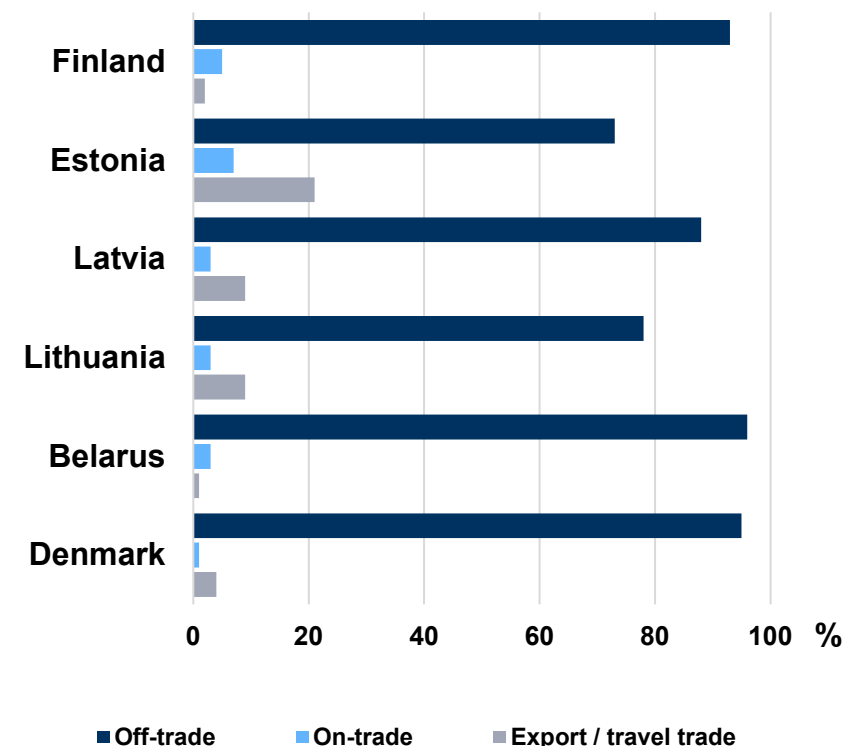
HEADROOM FOR GROWTH

SHARE OF OFF-TRADE MARKET



Olvi Group's estimated share of off-trade market volume 2023
 Total estimated off-trade volume 2023
 Total estimated off-trade volume 2028

CHANNEL SPLIT



Source: Local market data and Olvi Group estimates



BUILDING ON OUR STRENGTHS



Strong local **roots** and **presence**

Creative, skilled and committed **people**

Consumer and customer commitment

Portfolio of leading **brands**

High quality of **operations**

Strong **performance** and
financial position





OUR REFRESHED STRATEGY

**PATRIK LUNDELL,
GROUP CEO**











It all starts with

**LISTENING &
COLLABORATION**



**RESPECTING
OUR HERITAGE
AS WE BUILD
THE FUTURE**

OUR STRATEGY

PURPOSE	<i>To proudly provide moments of enjoyment</i>					
VISION	<i>The most wanted multi-local beverage house</i>					
AMBITION	<i>People Powered Excellence</i>	<i>Towards planet positive impact</i>	<i>10 million moments of enjoyment every day</i>	<i>Profitable growth Revenue growth ahead of market EBIT >12%</i>		
DRIVERS & ENABLERS	 PROFITABLE CORE	 MULTI-BEVERAGE GROWTH	 INTERNATIONAL BRANDED GROWTH	 PASSION FOR PEOPLE	 RESPECT FOR PLANET	 DATA AS AN ACCELERATOR
VALUES AND BEHAVIOURS	Local	Positive		Respectful		Agile

PROFITABLE CORE



Beer represents 50% of our sales,
soft drinks and **water** 25%

Increased analytics for portfolio **optimization**
to meet **consumer** and **customer** needs

Capacity utilization, **efficiency** in operations
and group **synergies**



MULTI-BEVERAGE GROWTH



Non-alco share of group sales 40% and growing

Accelerate growth in select categories
e.g., wine, energy, water

Continue to **build strong brands** and
innovate in new categories

Drive omnichannel presence and **HoReCa** growth



PROFITABLE
CORE



MULTI-BEVERAGE
GROWTH



INTERNATIONAL
BRANDED GROWTH



PASSION FOR
PEOPLE



RESPECT
FOR PLANET



DATA AS AN
ACCELERATOR



INTERNATIONAL BRANDED GROWTH



Further strengthen our **International partnerships**, complementing our local offering

Drive **export growth** via a systematic market entry **playbook** and increased **group co-operation**

Develop **Group brands** in selected categories

Selective use of M&A – Nordics and beyond



PROFITABLE
CORE



MULTI-BEVERAGE
GROWTH



INTERNATIONAL
BRANDED GROWTH



PASSION FOR
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GROWTH ENABLERS

**MARJATTA RISSANEN,
GROUP CHIEF PEOPLE AND COMMUNICATIONS OFFICER**

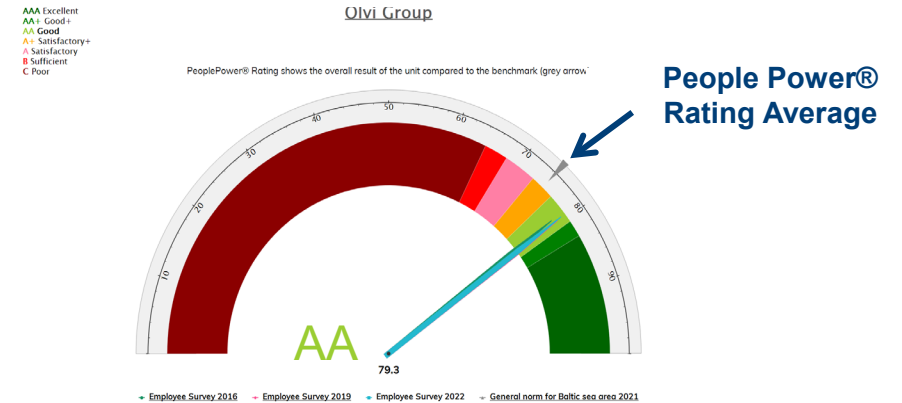
**PIA HORTLING,
GROUP CHIEF SUSTAINABILITY AND SOURCING OFFICER**

**TIINA-LIISA LIUKKONEN,
GROUP CFO AND CIO**



PASSION FOR PEOPLE

- **People-oriented** company
- Passion for continued **personal development and growth**
- Maintaining and developing **working practices and leadership**
- Supporting **people's well-being, learning,** and professional development, and knowledge sharing
- Developing **critical competences, talent management** and knowledge sharing practices



PROFITABLE
CORE



MULTI-BEVERAGE
GROWTH



INTERNATIONAL
BRANDED GROWTH



PASSION FOR
PEOPLE



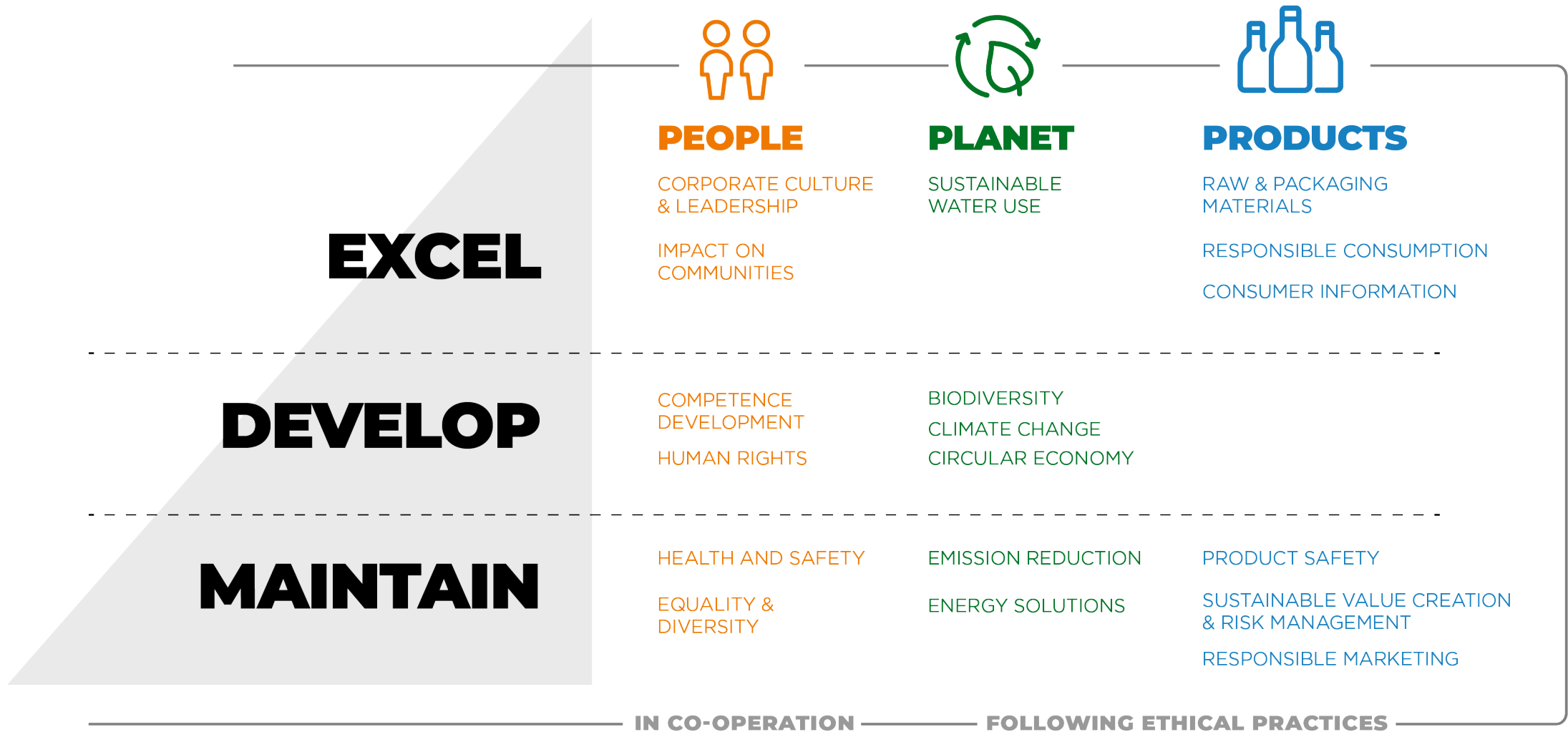
RESPECT
FOR PLANET



DATA AS AN
ACCELERATOR



OLVI SUSTAINABILITY STRATEGY



TOWARDS CARBON NEUTRAL OWN OPERATIONS AND VALUE CHAIN

TARGET

FOR 2030
CARBON-NEUTRAL
BREWERIES



TARGET

FOR 2040
A CARBON-NEUTRAL
VALUE CHAIN



BUSINESS AMBITION FOR 1.5°C

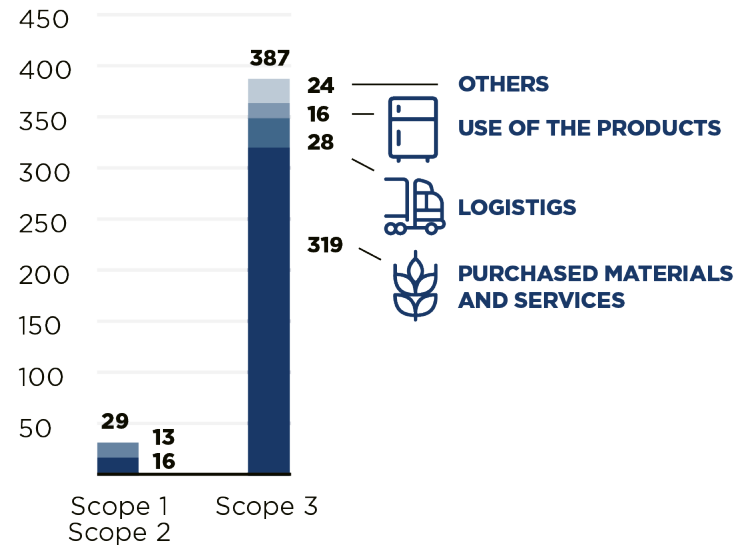


SCIENCE
BASED
TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

TOTAL EMISSIONS

1000 t CO_{2e} Total GHG emissions 416



OWN OPERATION

-2.5% ↓

VALUE CHAIN

+1.0% ↑



PRODUCTS & CIRCULAR ECONOMY

TARGET

FOR 2025

Measures to promote
A CULTURE OF
RESPONSIBLE
DRINKING
in product groups



TARGET

FOR 2030

SUSTAINABILITY
part of all
products



PROFITABLE
CORE



MULTI-BEVERAGE
GROWTH



INTERNATIONAL
BRANDED GROWTH



PASSION FOR
PEOPLE



RESPECT
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DATA AS AN
ACCELERATOR



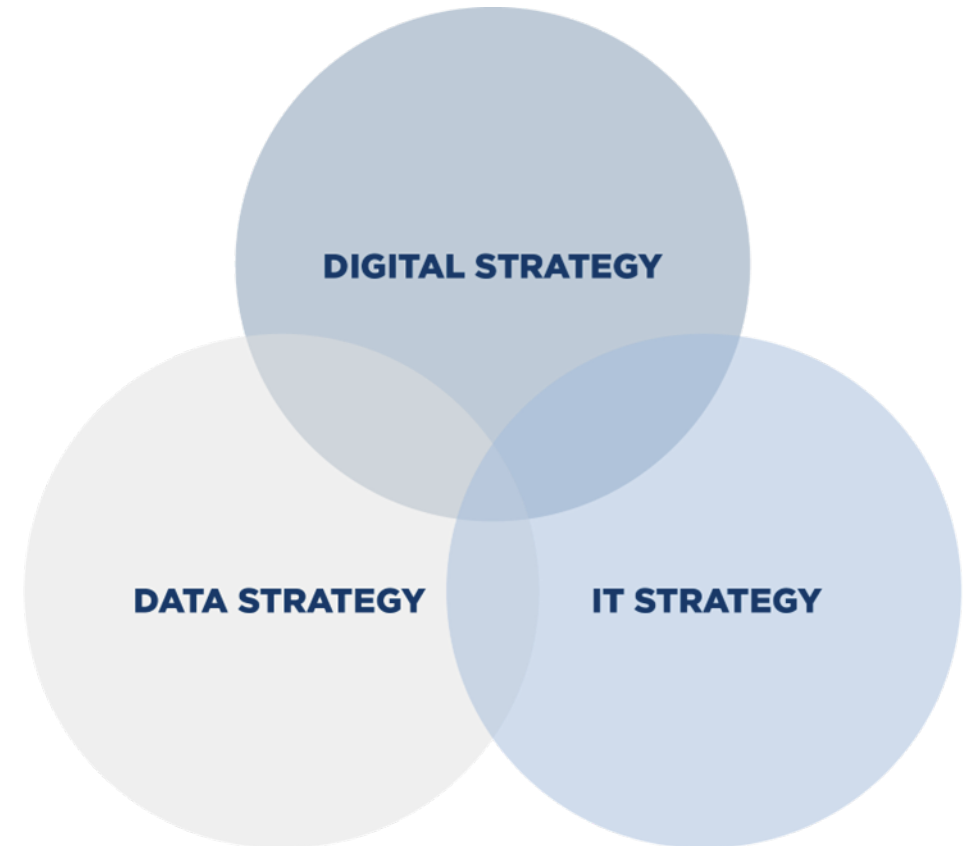
DATA AS AN ACCELERATOR

To be competitive in the future and response to stakeholders' expectations, we must develop our **processes, tools, and culture for data-driven decision-making**

We seek benefits in several areas, including **higher internal efficiency, better consumer engagement and improved customer service**

ACTIONS:

- Update Digital-, data- and IT strategies align to business strategy
- Design and ramp up updated operating model for digital development
- Provide critical data and process
- Develop digital skills and data-orientation



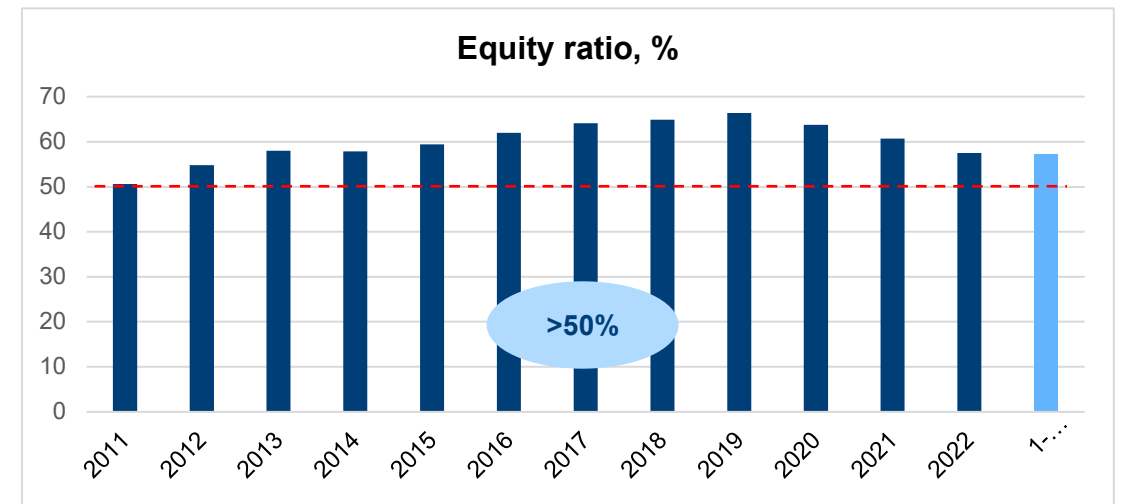
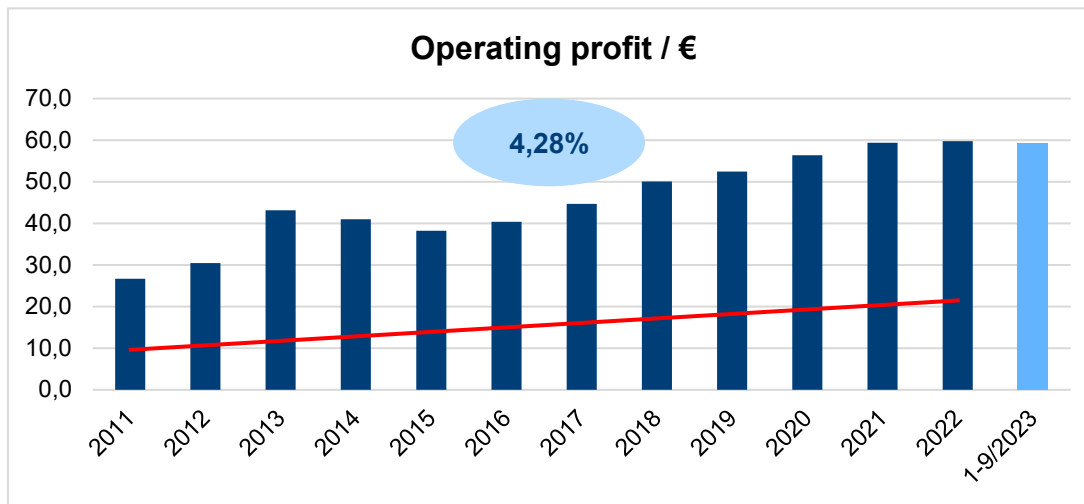
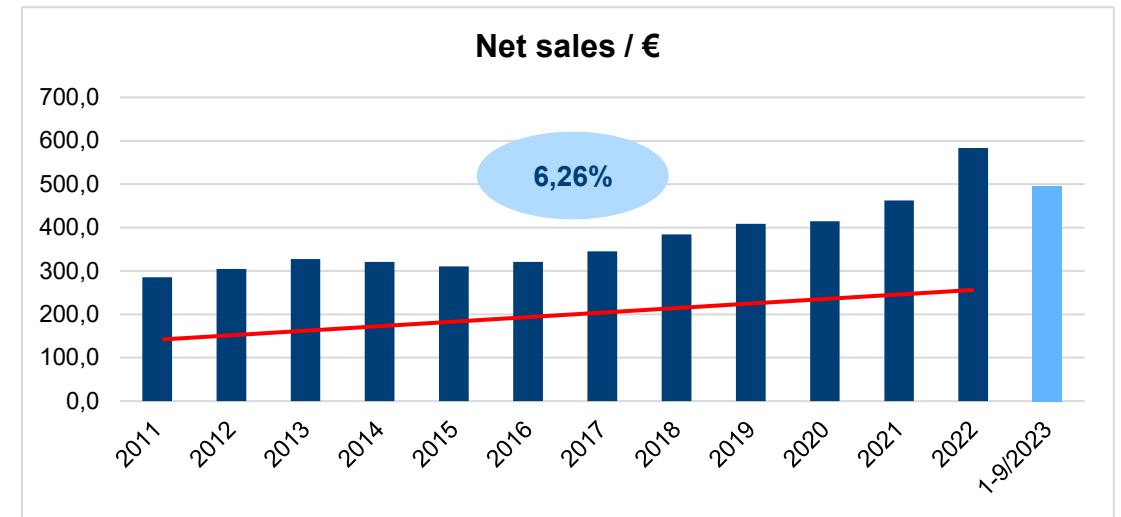
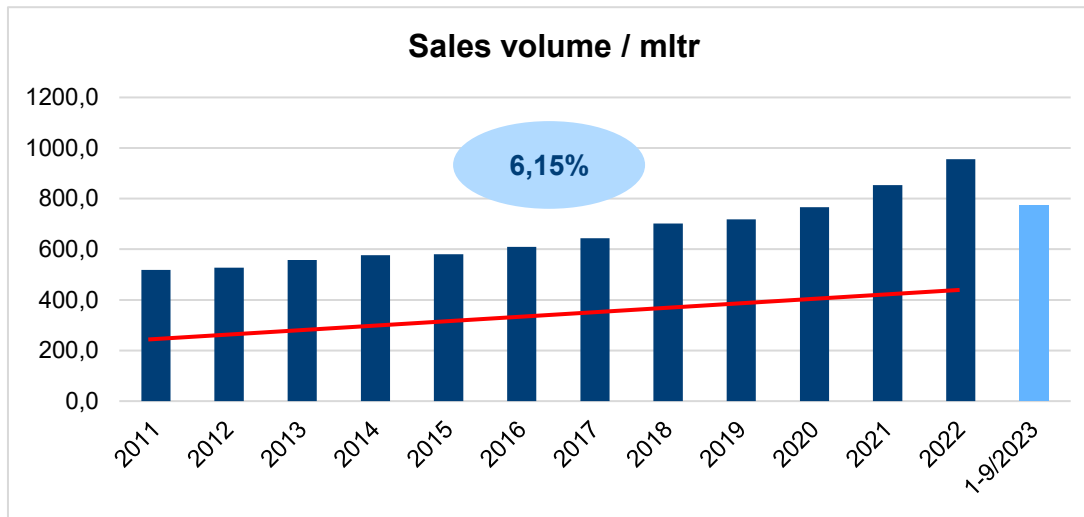


FINANCIAL TARGETS

**TIINA-LIISA LIUKKONEN,
CFO AND CIO**



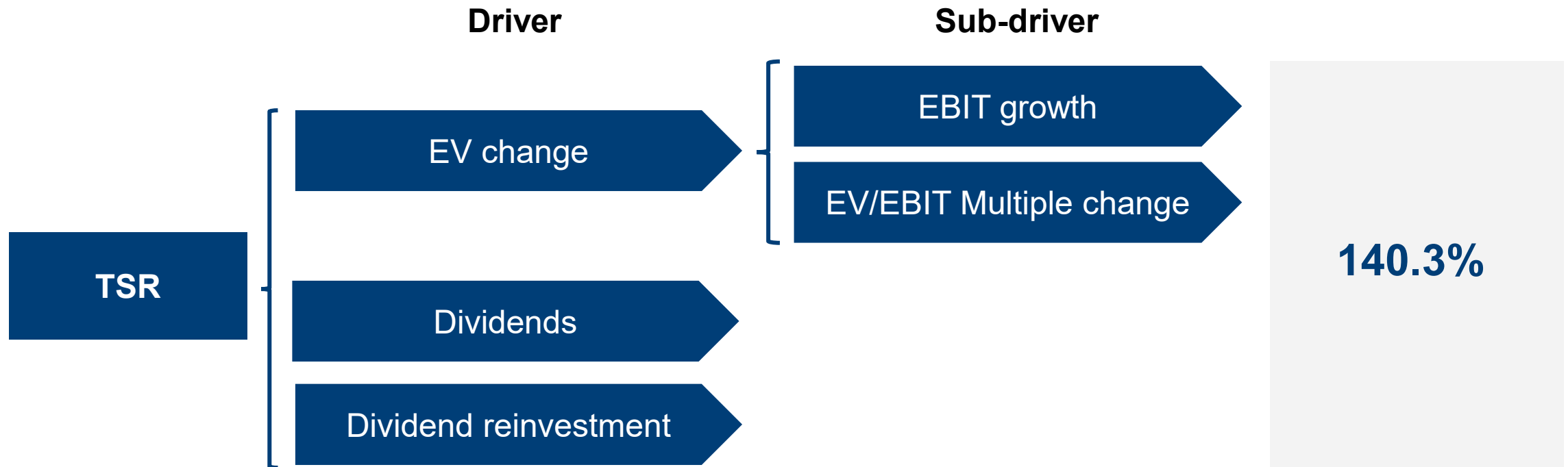
FINANCIAL PERFORMANCE



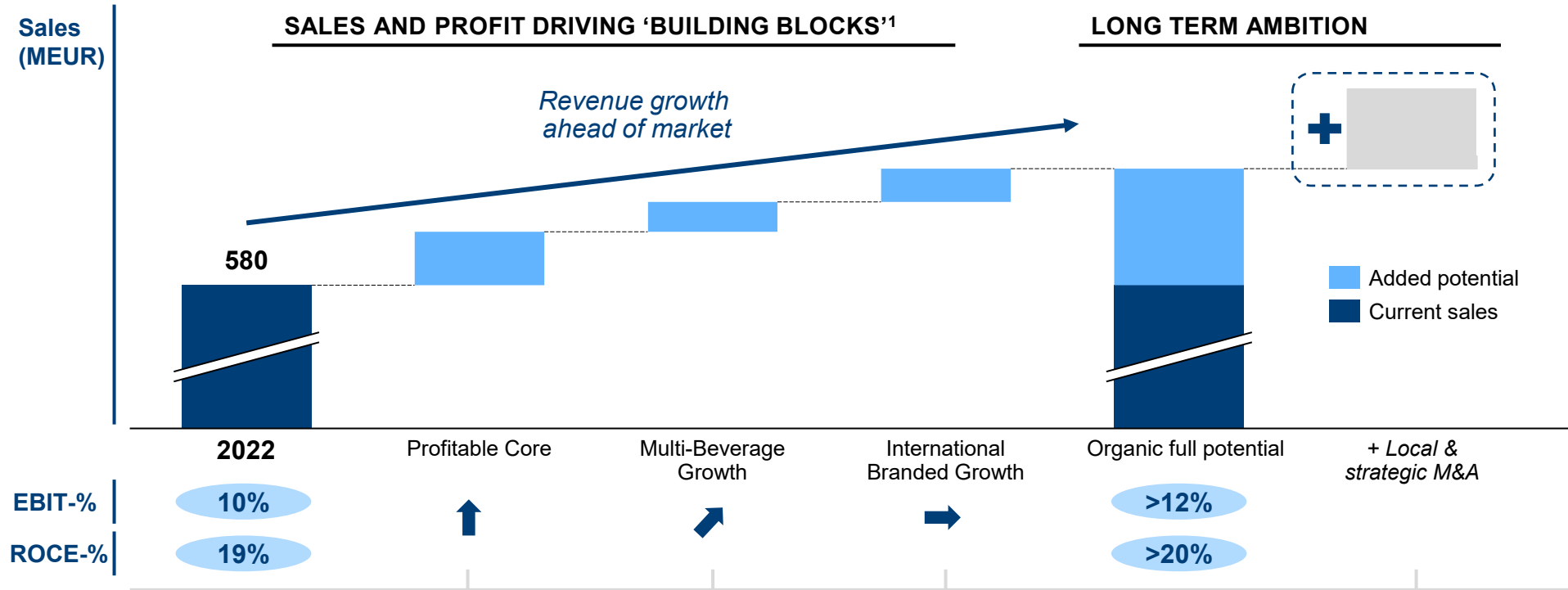
*) Olvi presents the adjusted operating result and the adjusted profit to improve comparability between reporting periods.



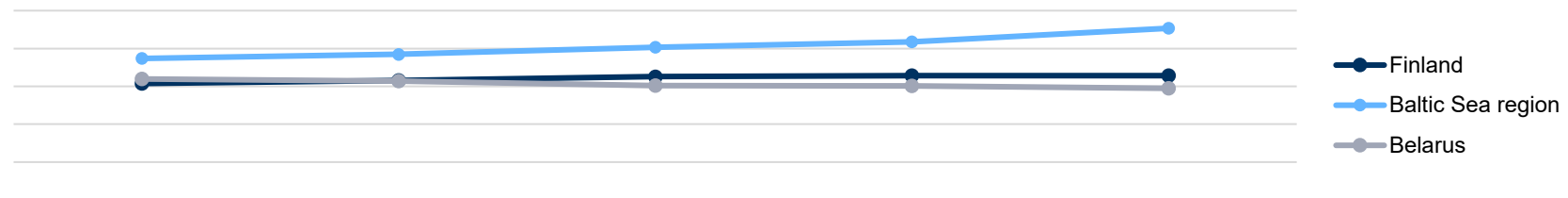
TOTAL SHAREHOLDER RETURN 2011-2022



OUR GROWTH PLAN

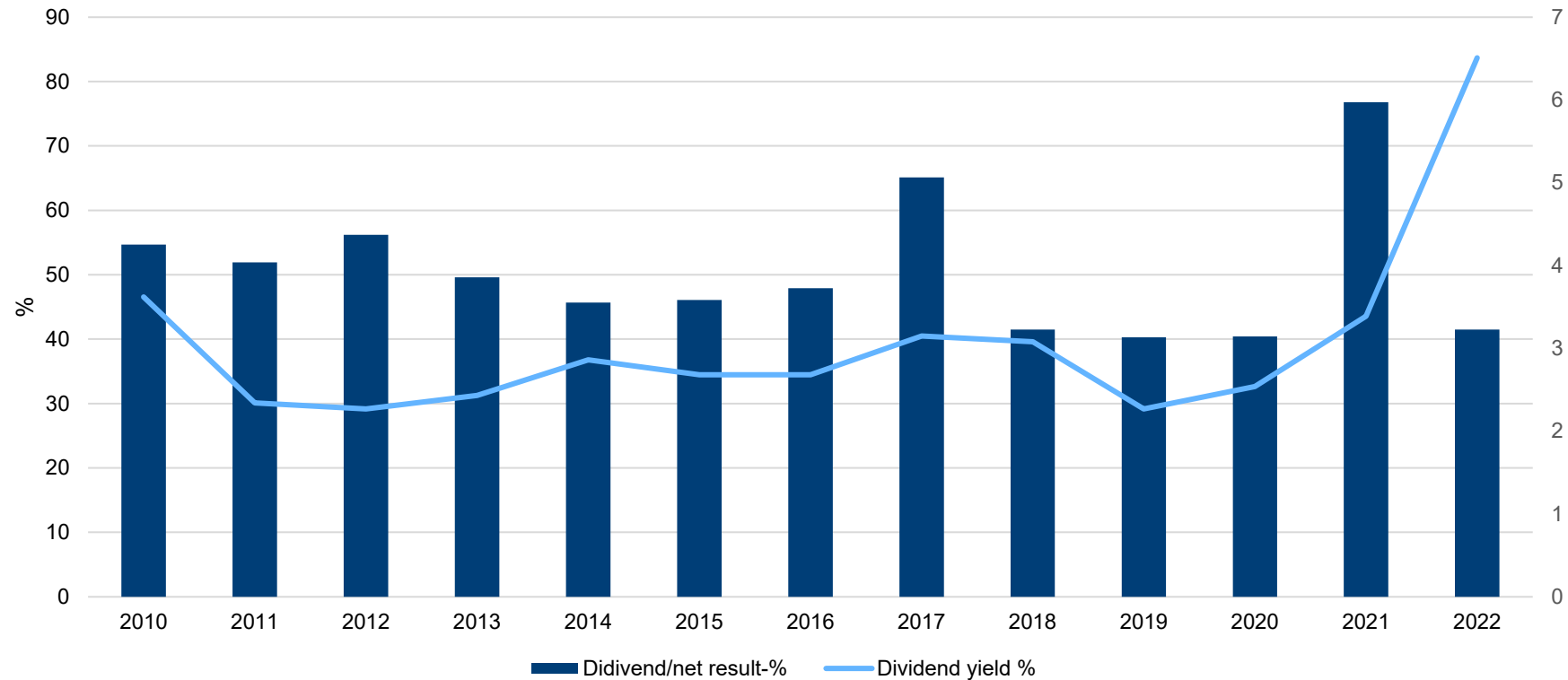


Ebit growth by business segments,

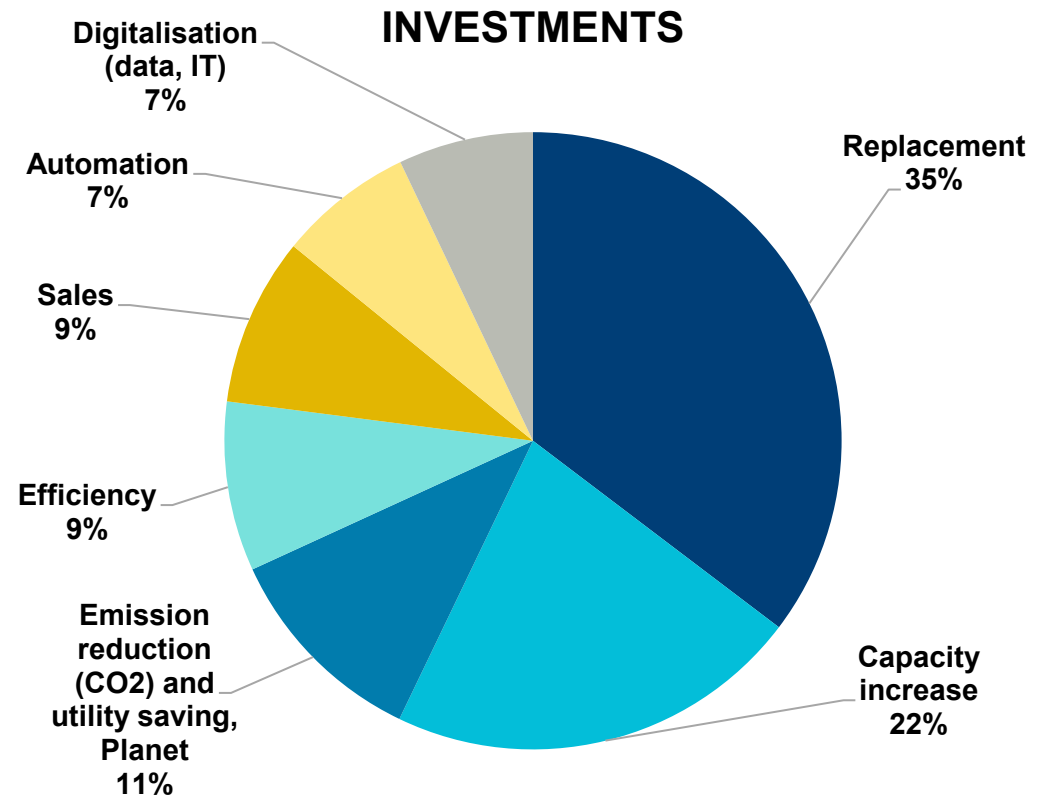
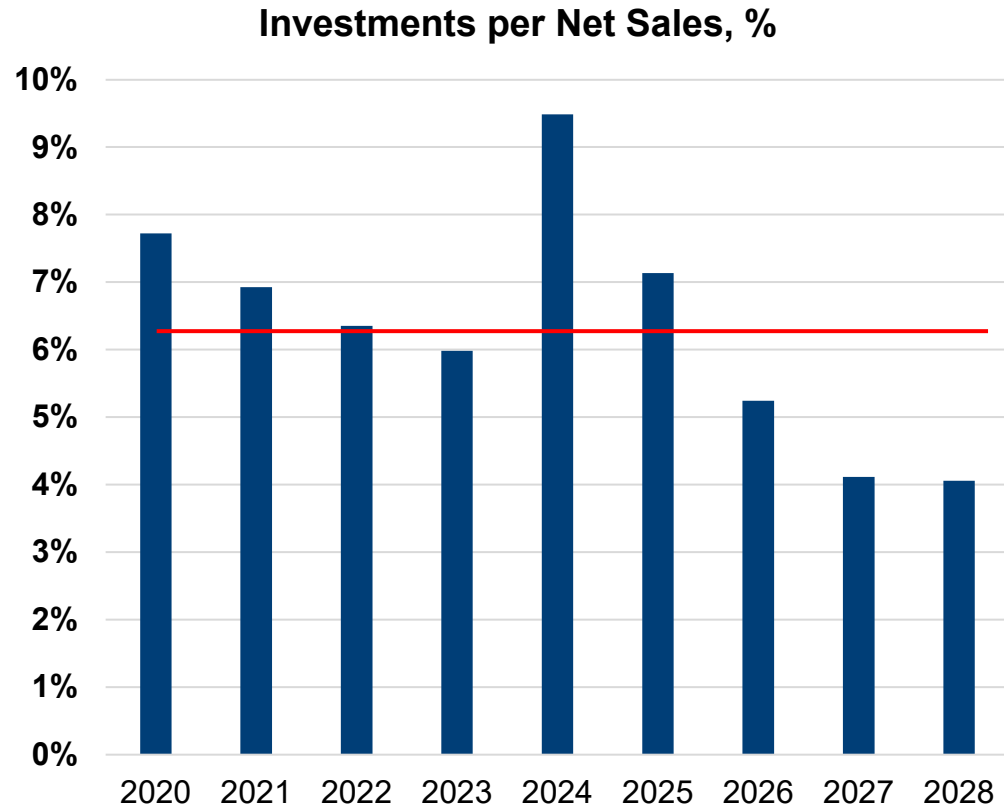


DIVIDEND POLICY

Our dividend policy 40-60% of net result
Stable dividend payer



INVESTMENTS



TOWARDS A GROWING, MORE PROFITABLE AND VALUABLE BUSINESS

OLVI 2022

- Net Sales 583.7 million €
- EBIT 10%
- ROCE 19%
- Strong cash flow
- Stable dividend

THE FUTURE

- Net Sales ahead of market
- EBIT > 12%
- ROCE > 20%
- Strong cash flow
- Stable dividend 40–60% from net result





**CASE FINLAND:
OPERATIONAL EFFICIENCY
AND INVESTMENTS
IN GROWTH**

**TOMI VUORINEN,
PRODUCTION DIRECTOR, OLVI**



CASE OLVI, FINLAND



Focusing on **production efficiency and sustainable technologies** at Iisalmi plant

Strong volume position, need for investments to solve **beer production capacity** challenge

Logistics investment for **securing deliveries**

Keeping **volumes and profitability** at a good level

Investments in other categories
– **non-alcoholic products**



BREWHOUSE INVESTMENT



PROFITABLE
CORE



RESPECT
FOR PLANET



New technical solutions to support vision targets

- New automation solutions
- Control of the brewing process and yeast handling
- New technology makes it possible to meet vision target in loss control and efficiency
- Production capability into new non-alcoholic categories
- Special and seasonal brews

Operational savings

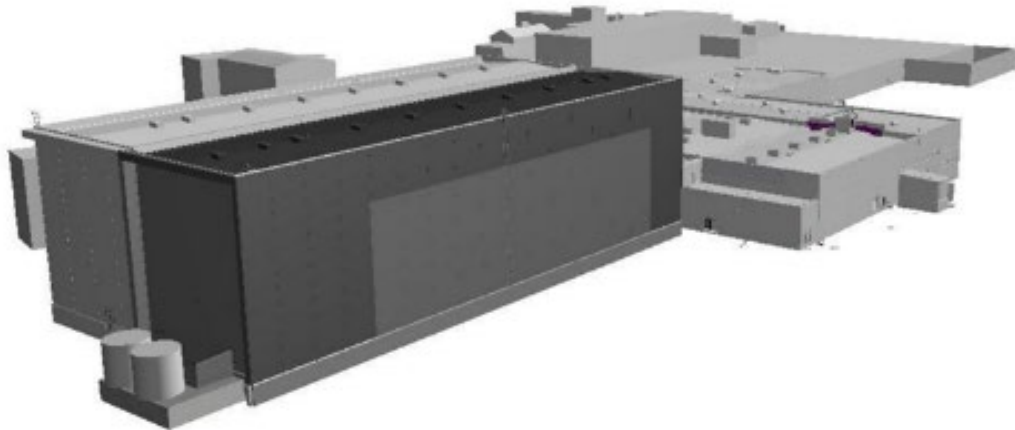
- Extract loss -2,5%
- Brewing capacity +40%
- Energy and time savings -20%
- Water balance improvements -25% water use
- Operation in 5 days with current volumes



LOGISTICS INVESTMENTS



PROFITABLE
CORE



AUTOMATIC HIGH-BAY WAREHOUSE AND CARDBOARD BOX PICKING

Drivers behind logistic investment

- Total automated storage capacity in full use
- Buffering needed to secure service level
- Seasonal restrictions
- Amendments to the alcohol act and utilization of brewery logistics
- Packaging directive and ban on plastic multipacks

Investment benefits

- High-bay warehouse expansion and cardboard box picking
- Effective distribution for on-trade and off-trade customers with one delivery channel





CASE ESTONIA: SUSTAINABLE BUSINESS

**PEEP AKKEL,
GROUP BUSINESS DEVELOPMENT DIRECTOR**



Best Estonian
Companies **2023**

Highest National Recognition
for Businesses!

sustainable enterprise of the year

A. LE COQ



EESTI
KAUBANDUS-
TÖÖSTUSKODA

SUSTAINABILITY IS THE WAY A. LE COQ SEES ITSELF AS A STRONG COMPANY OVER THE NEXT TWO HUNDRED YEARS

- For A. Le Coq sustainability means contributing to **environmentally friendly business activities** while simultaneously **enhancing the well-being of consumers, employees, and other stakeholders.**
- CEO, Jaanus Vihand: “There are not many people in the world who do not care about what comes after them. Most people hope that their children and grandchildren can live in a world that is as good as theirs and preferably even better. In short, this is the reason it is worth practicing sustainability.”



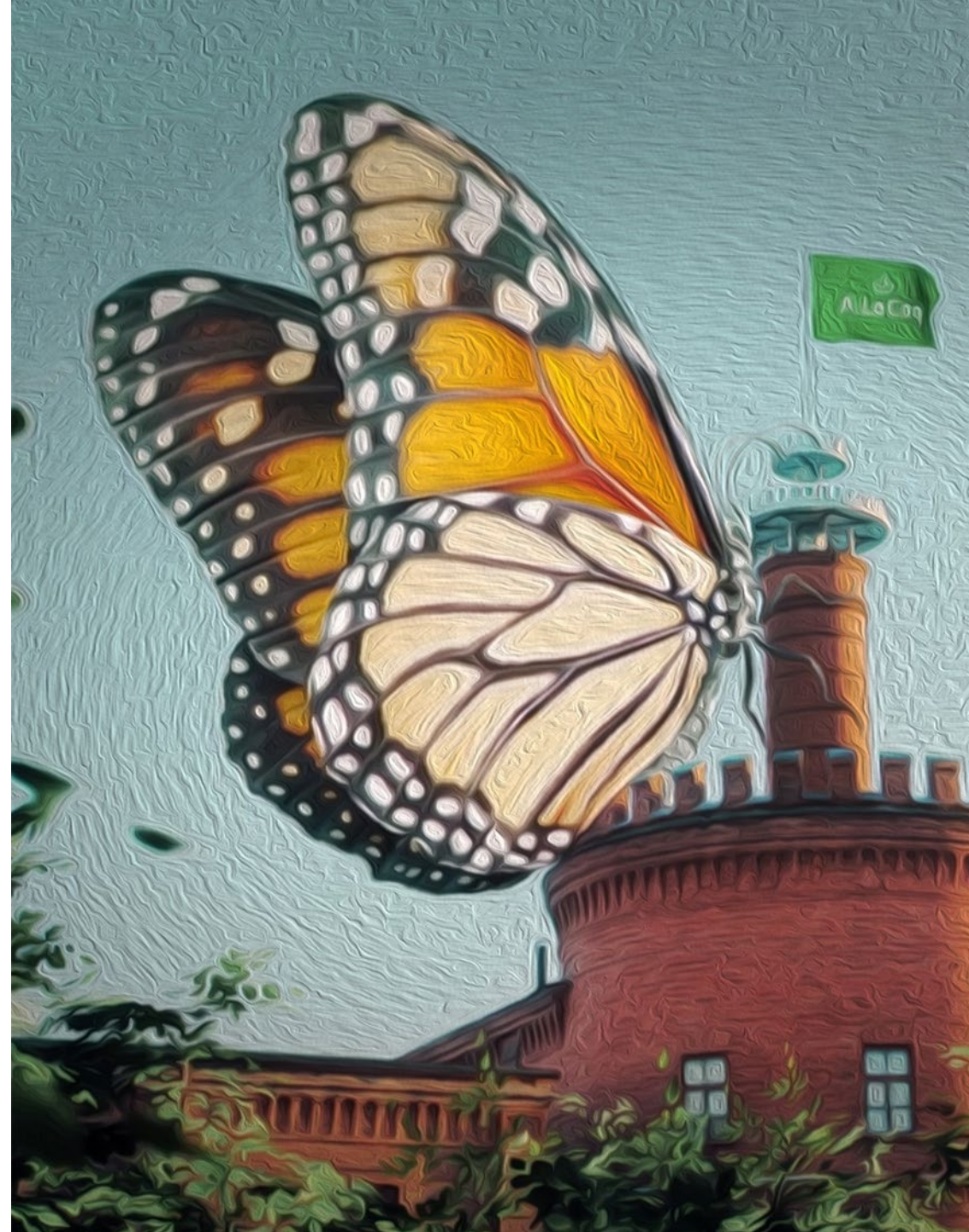
GREEN ENERGY AND RESOURCE EFFICIENCY MADE AS KEY FOCUS AREAS

- **Wastewater treatment** enables the production of biogas from wastewater
- **Electric trucks** for inner-city deliveries
- **Solar parks** established for the logistics center
- **Energy Track** energy management
- **Heat energy collection** for re-use in the production
- **Recycled plastic** used in Aura PET-bottles
- Cardboard multipacks from **recycled fibers**



WELL-BEING OF COMMUNITIES

- **A Brewery museum**, nominated for the Best Permanent Exhibition in 2022
- **Collaboration with the Estonian Football Association** since 2002
- The **best employer in the food industry sector** in 2021
- **Scholarships in the field of technology** every year
- Honoured **supporter of defenders of the state**
- The main supporter of the **European Capital of Culture 2024**

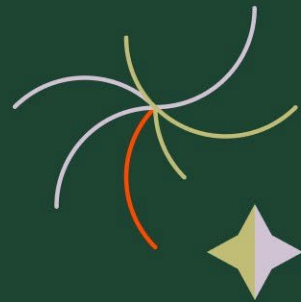


Best Estonian
Companies 2023

Highest National Recognition
for Businesses!

sustainable
enterprise
of the year

A. LE COQ



THE JURY PRAISED OUR DEDICATION TO SUSTAINABILITY AND SOCIAL RESPONSIBILITY:

- well-thought-out actions in promoting sustainable development
- perception of social responsibility
- care for the community

“Thank you for being an example to other companies taking steps towards more sustainable practices!”

*Estonia’s largest business competition, ‘Best Estonian Companies 2023’, by the Estonian Employers’ Confederation, Estonian Chamber of Commerce & Industry and Estonian Business and Innovation Agency.





Q & A



PARTICIPANTS



Nora Hortling
Chair of the Board



Patrik Lundell
Group CEO



Marjatta Rissanen
Group Chief
Human
Resources and
Communications
Officer



Pia Hortling
Group Chief
Sustainability and
Sourcing Officer



Tiina-Liisa Liukkonen
Group CFO
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Tomi Vuorinen
Production
Director
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Peep Akkel
Group Business
Development
Director











CLOSING SUMMARY

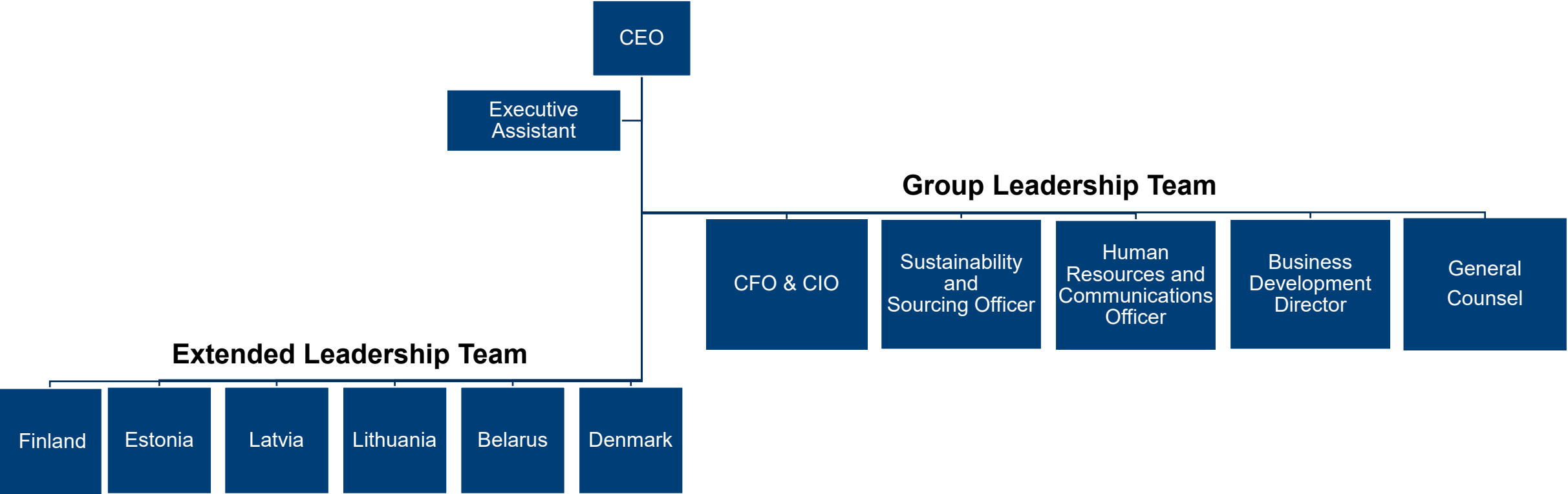
**PATRIK LUNDELL,
GROUP CEO**



OUR STRATEGY

PURPOSE	<i>To proudly provide moments of enjoyment</i>					
VISION	<i>The most wanted multi-local beverage house</i>					
AMBITION	<i>People Powered Excellence</i>	<i>Towards planet positive impact</i>	<i>10 million moments of enjoyment every day</i>	<i>Profitable growth Revenue growth ahead of market EBIT >12%</i>		
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VALUES AND BEHAVIOURS	Local	Positive		Respectful		Agile

OUR MULTI-LOCAL OPERATING MODEL



Starting from 1 January 2024



SEVEN MAJOR STRATEGIC CHANGES



**FOCUS ON
VALUE**



**OMNI-
CHANNEL**



**INTERNATIONAL
GROWTH**



PEOPLE



PLANET



DIGITAL



**GROUP
COOPERATION**



OLVI GROUP IN THE FUTURE

> 10 MILLION
MOMENTS OF
ENJOYMENT
EVERY DAY



MULTI-LOCAL
&
OMNICHANNEL



CARBON NEUTRAL
BREWERIES 2030

REVENUE
GROWTH
AHEAD OF
MARKET

PERSONNEL
SURVEY
AAA



EBIT%
>12%

ROCE%
>20%

BROAD PORTFOLIO
OF STRONG BRANDS



THANK YOU!

