

# ANORA

## Acquisition of Globus Wine A/S

CEO Pekka Tennilä  
CFO Sigmund Toth  
22 June 2022

## Anora acquires Globus Wine, the leading wine company in Denmark, to further strengthen its position as the leading Nordic wine and spirits group

Anora makes a strong entry to the Danish wine market

As a continuation to the merger last fall, the acquisition of Globus Wine strengthens Anora's position as the leading wine supplier in the Nordics

Globus Wine is a successful company founded in 2006 with consistent above-market growth during the last years

Globus Wine owns the top-selling wine brands in the Danish retail and offers filling services to international wineries and wine importers

Globus Wine net sales in 2021 were DKK 549.6 million and adjusted EBITDA DKK 66.2 million

The purchase price is DKK 596.4 million (EUR 80 million) which equals an enterprise value of DKK 669.6 million (EUR 90 million).

Closing expected in the beginning of July

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**GLOBUS WINE**  
DELICACY REQUIRES MASTERY

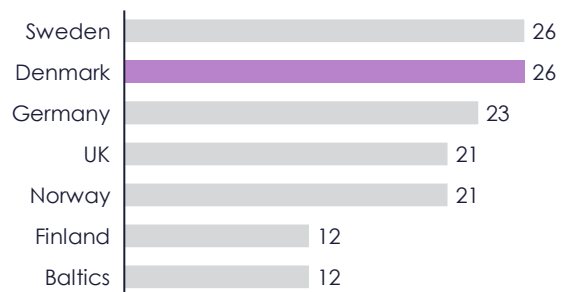


# Danish wine market is the second largest in the Nordics

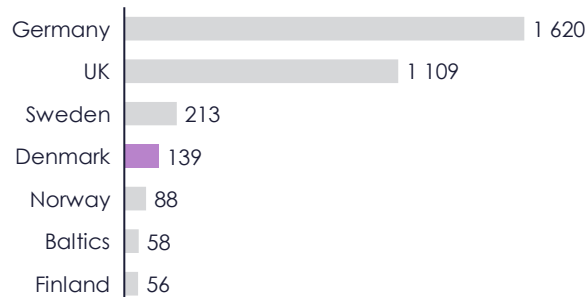
Consumption per capita on par with Sweden

- Wine consumption per capita in Denmark slightly higher than in Germany and UK, and significantly higher compared to Norway, Finland and Baltics
- Though comparable in population, Danish market size larger than Norway and Finland due to higher wine consumption per capita
- Off-trade market volumes remained relatively flat 2012-2019
- Red wine dominant category, while rosé and white growing fastest in value and volume
- The Danish wine market growth for 2021-2025 is estimated at 1-3%

Wine consumption per capita (2021, litres)



Off-trade wine market size (2021, million litres)



Source: Euromonitor

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# Market-leading wine company in Denmark

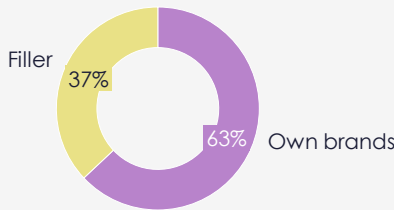
- Founded in 2006
- Sources wine in bulk to be filled in bag-in-boxes or bottles at the production facility in Køge
- Products are sold under own brands or 3rd party brands
- Strong in-house brand building capabilities
- Customers include leading retail chains in Denmark as well as large international wine houses
- Strong capabilities throughout the value chain such as wine sourcing
- The modern and efficient production facility has the largest bag-in-box filling capacity in Northern Europe (built in 2018) and the total production volume exceeded 50 million litres in 2021



## Key figures

Net sales	Adjusted EBITDA	Employees
549.6	66.2	139
DKK million	DKK million	

Net sales split by line of business



## Production capacity

With production facilities located close to Copenhagen, Globus Wine is within optimal reach for wine consumer markets in Scandinavia, the Baltics and Northern Germany.

Simultaneous filling	Bottling capacity	Bag-in-box capacity	Warehouse capacity
5	100 000	90 000	14
Production lines	bottles per day	units per day	million litres

# Leading position in wine across the Nordics

Anora establishes a market-leading position in the Danish wine market

The acquisition further strengthens Anora's position as the leading Nordic wine and spirits group

The acquisition strengthens our wine business area and opens opportunities to grow our own wine brands across all our markets

## Nordic overall market position

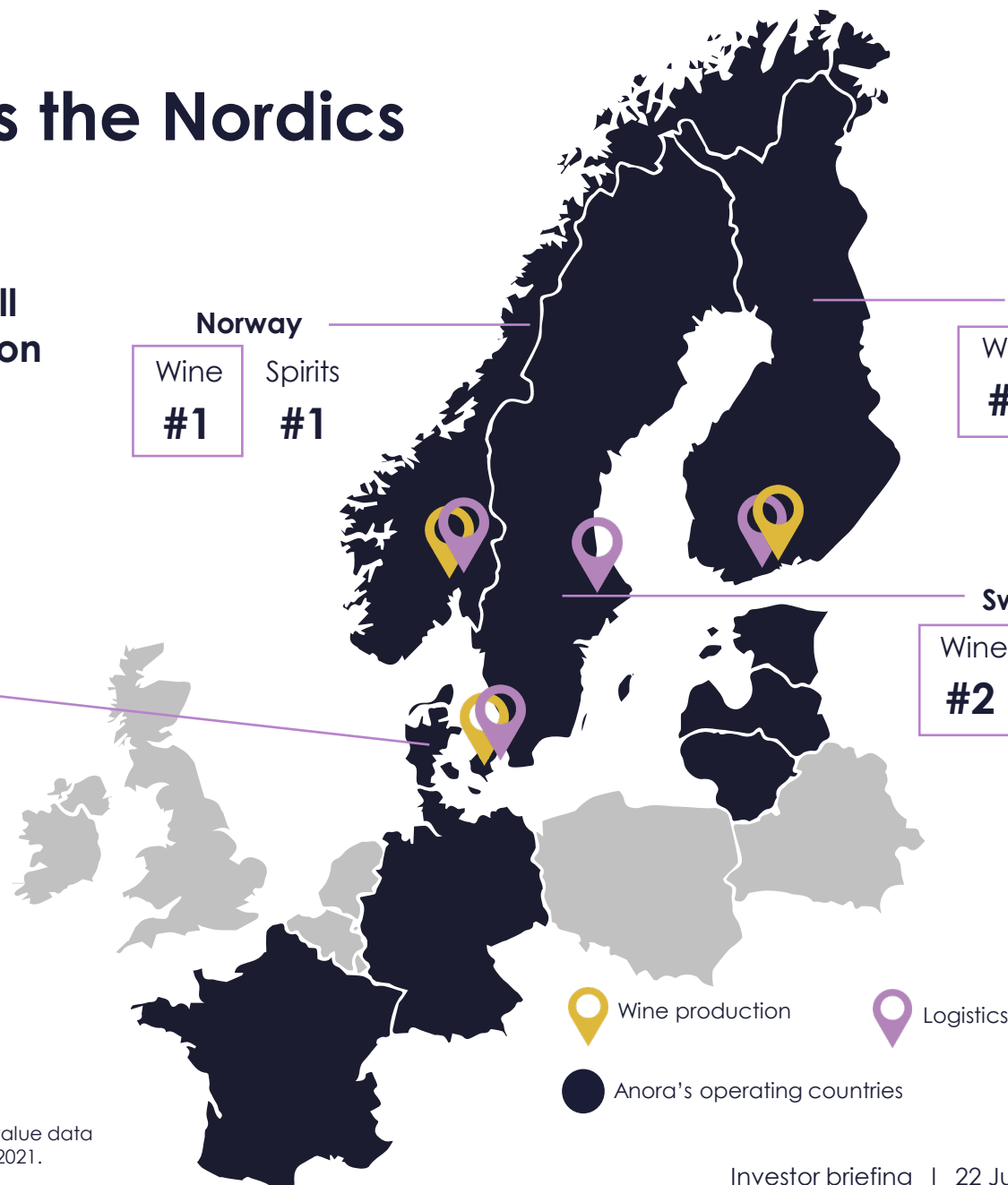
Wine	Spirits
<b>#1</b>	<b>#1</b>

Norway	
Wine	Spirits
<b>#1</b>	<b>#1</b>

Finland	
Wine	Spirits
<b>#1</b>	<b>#1</b>

Denmark	
Wine	Spirits
<b>#1</b>	<b>#2</b>

Sweden	
Wine	Spirits
<b>#2</b>	<b>#1</b>



Note: Market positions in Finland, Sweden, Norway based on market value data last 12 months for Alko, Systembolaget, Vinmonopolet) at December 2021. Denmark AC.Nielsen.



# Valuation, funding and closing

- The purchase price is DKK 596.4 million (EUR 80 million) and will be paid in cash.
- Anora will finance the acquisition with debt.
- The agreement was signed on 22 June 2022 and, with no regulatory approvals needed, the transaction is expected to be closed in the beginning of July.
- Anora will consolidate Globus Wine to Anora Group as of Q3 2022.
- Guidance unchanged: The acquisition is expected to have a positive impact on Anora's comparable EBITDA, however, the guidance for 2022, as issued on 10 March 2022, remains unchanged: "Anora's comparable EBITDA in 2022 is expected to be between EUR 75-85 million. This corresponds to the pre-pandemic level and takes into account the annual impact of EUR 4.6 million of the divestment of Anora brands due to the merger".

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Q&A

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# Thank you!

## Our next scheduled events:

1 Sep  
23 Nov

Half-Year Report  
Q3 Interim Report



More information: [www.anora.com/investors](http://www.anora.com/investors)  
Investor Relations: [tua.stenius-ornhjelm@anora.com](mailto:tua.stenius-ornhjelm@anora.com)

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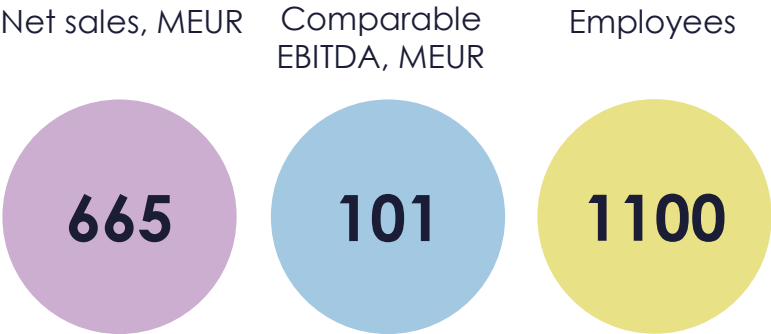
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# The leading wine and spirits brand house in the Nordic region and an industry forerunner in sustainability

## Key figures 2021, pro forma



## The leading player in the Nordic region



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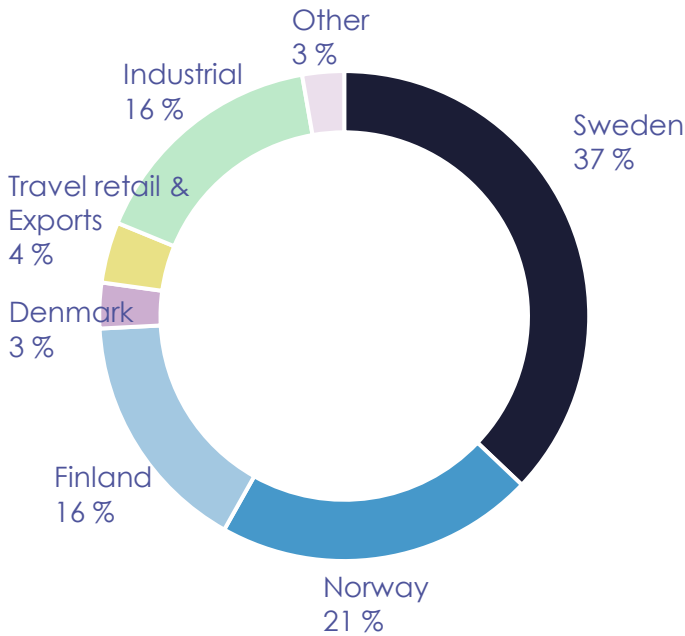




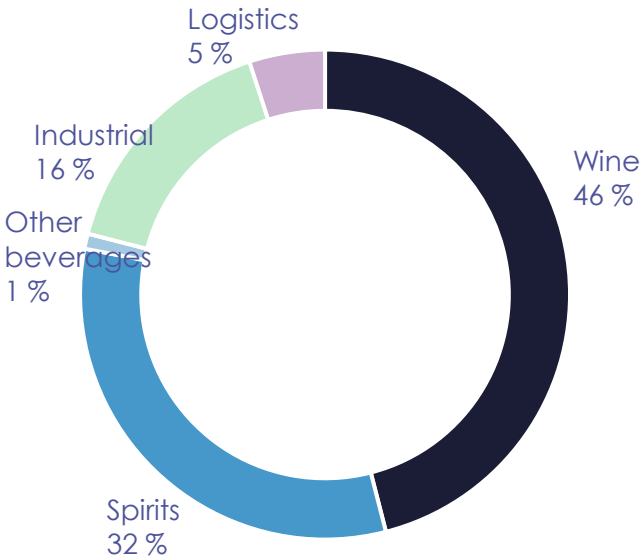
# A well-balanced and stable business

Consumer beverage products account for 79% of Anora net sales

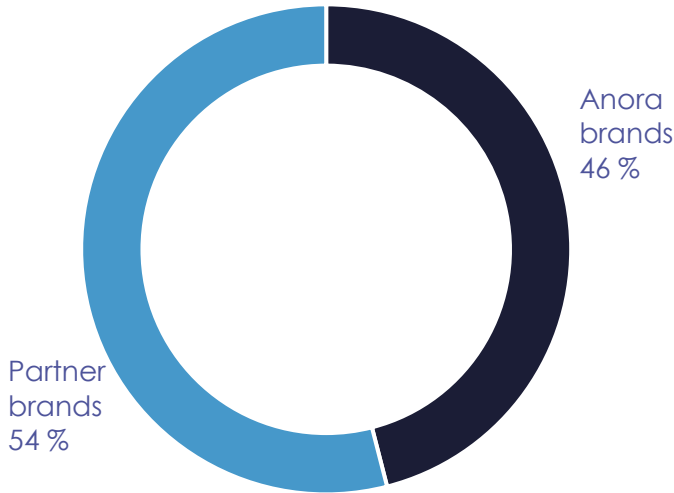
Aggregate net sales by country, MEUR



Aggregate net sales by product category, MEUR



Aggregate beverage net sales by brand category, MEUR



Note: All figures are based on stand-alone, aggregate net sales for 2021: EUR 673 million  
The breakdown of net sales by product category and by brands is based on unaudited internal sales reporting.