First quarter results 2021

Sigmund Toth, Interim Group CEO

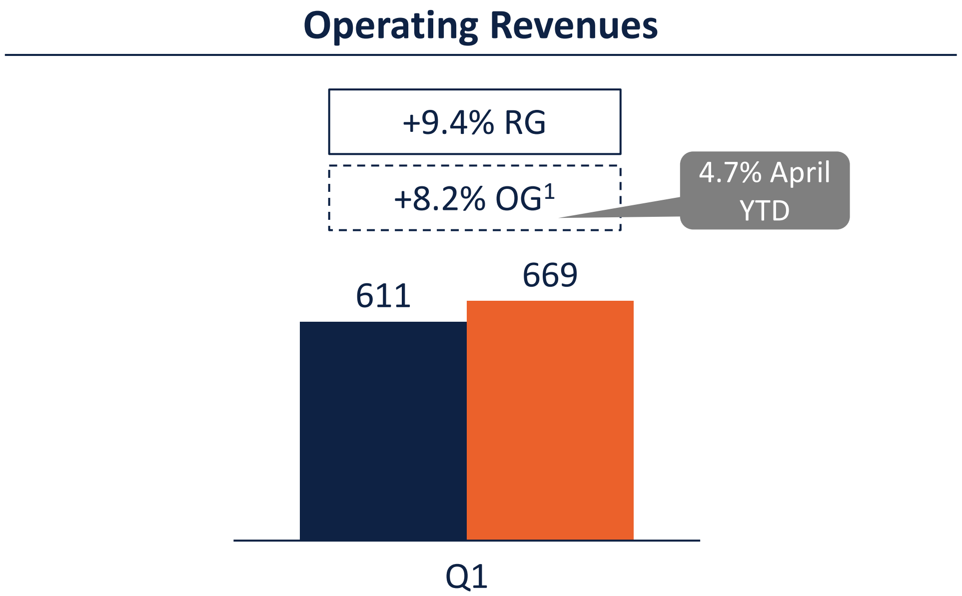
Kristoffer Loftesnes, Head of Business Controlling & Treasury

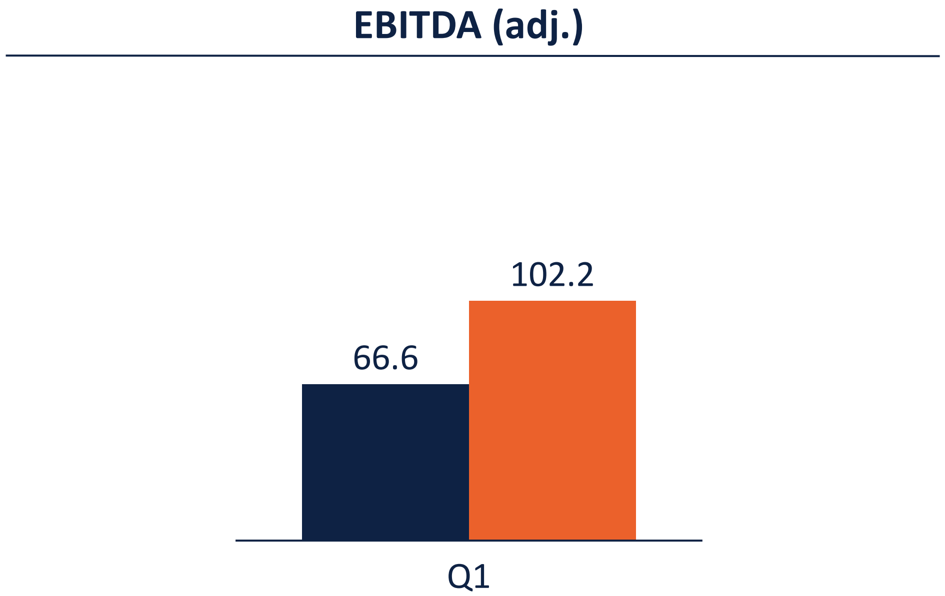
20 May 2021

Arcus

Q1: Strong start of 2021

Amounts in NOK million





- **Wine**: Continued growth, strong margins
- **Spirits**: Solid growth across the Nordics
- **Logistics**: Increased volume at higher costs

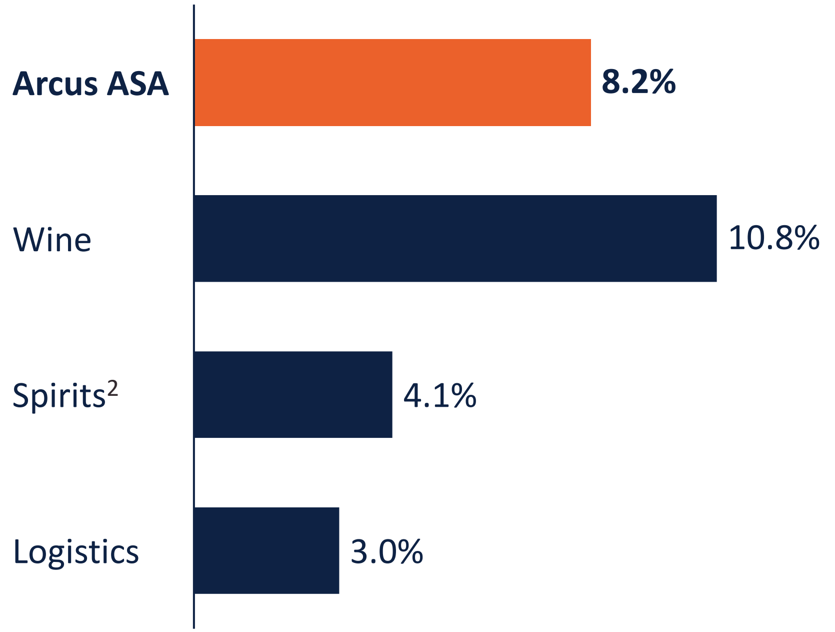
[1]Reported growth adjusted for currency translation effects and structural changes

Q1: Organic growth significantly impacted by Covid-19

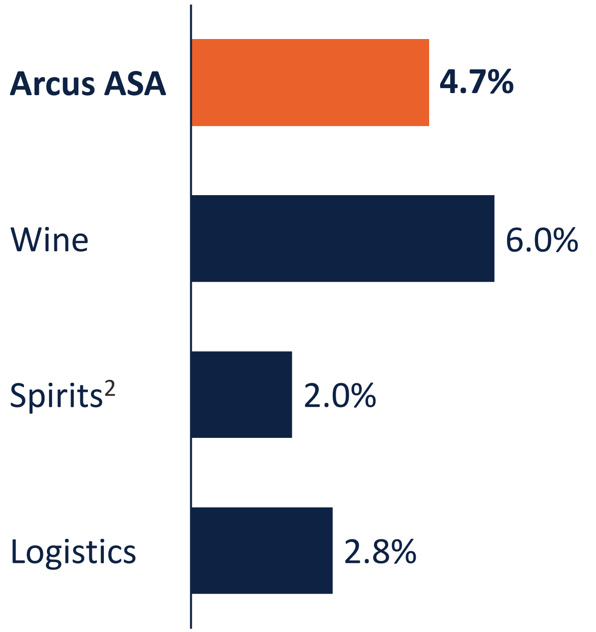
Organic growth[1] overall and by reporting segment

Percent

Q1



April YTD



[1]Reported growth adjusted for currency translation effects and structural changes

[2]Reported growth adjusted for currency translation effects and structural changes calculated on external spirits sales only

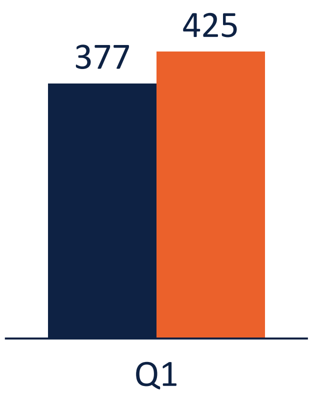
Q1 Wine: Continued growth and improved margins

Amounts in NOK million

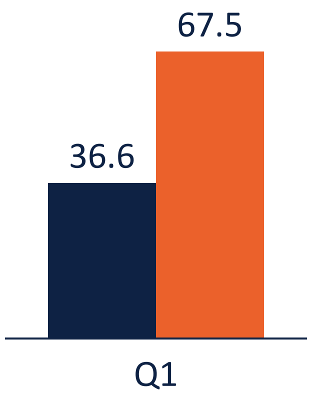
2020 2021

Operating revenues

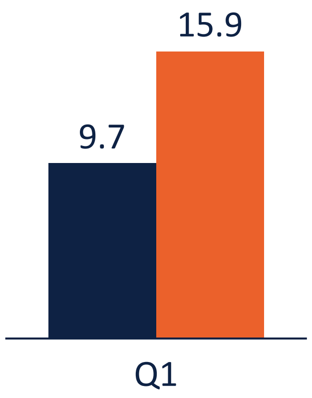
10.8% OG[1]



EBITDA (adj.)



EBITDA (adj.) margin (%)



- **Sweden:** Strong revenue increase and increased market shares
- **Norway:** Strong revenue increase driven by Covid-19 and early Easter, share slightly down vs. strong comparables
- **Finland:** Growth in sales to Alko were below the market growth mainly due to lost producers in early 2020

[1]Reported growth adjusted for currency translation effects and structural changes

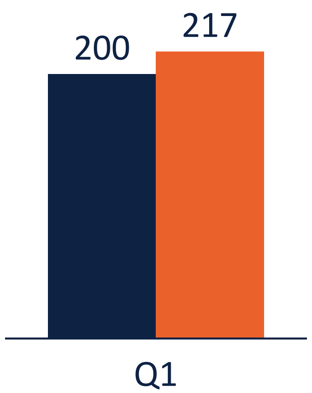
Q1 Spirits: Solid growth across the Nordics

Amounts in NOK million

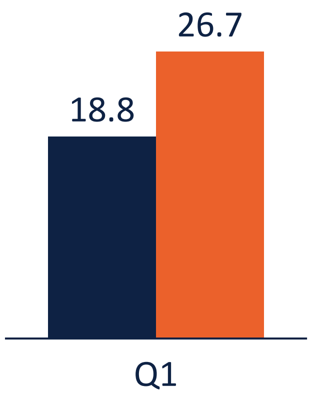
2020 2021

Operating revenues[1]

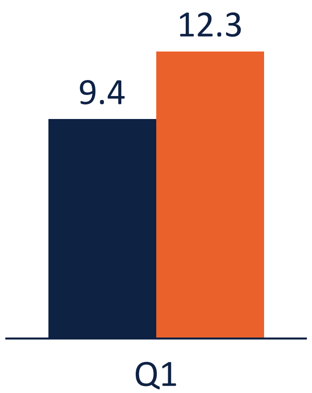
4.1% OG[2]



EBITDA (adj.)



EBITDA (adj.) margin (%)



- **Norway, Sweden, Finland:** Significant revenue growth driven by Covid-19 restrictions and early Easter
- **Norway:** High sales of aquavit, as well as bitter and vodka
- **DFTR and HORECA:** Very limited sale due to Covid-19 travel restrictions and limited offers at restaurants

[1]Operating revenues includes both external spirits sales and other revenue (internal and external bottling)
[2]Reported growth adjusted for currency translation effects and structural changes calculated on external spirits sales only

Q1 Logistics: Extraordinarily high volumes, smooth deliveries

Amounts in NOK million

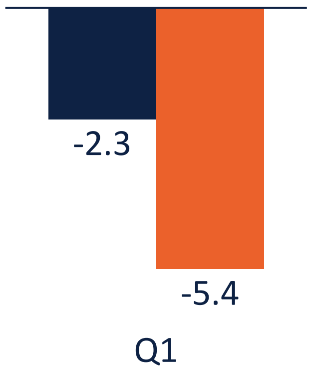
2020 2021

Operating revenues

+3.0% OG[1]

EBITDA (adj.)

EBITDA (adj.) margin (%)



- Distributed volume in Q1 was 14.5 million liters, an increase of 1.6 million liters from Q1 last year
- Volumes to Vinmonopolet increased by 22.9 %, timely deliveries
- Negative EBITDA due to extra costs for personnel at nights and weekends to meet demand, and product-mix

[1]Reported growth adjusted for currency translation effects and structural changes

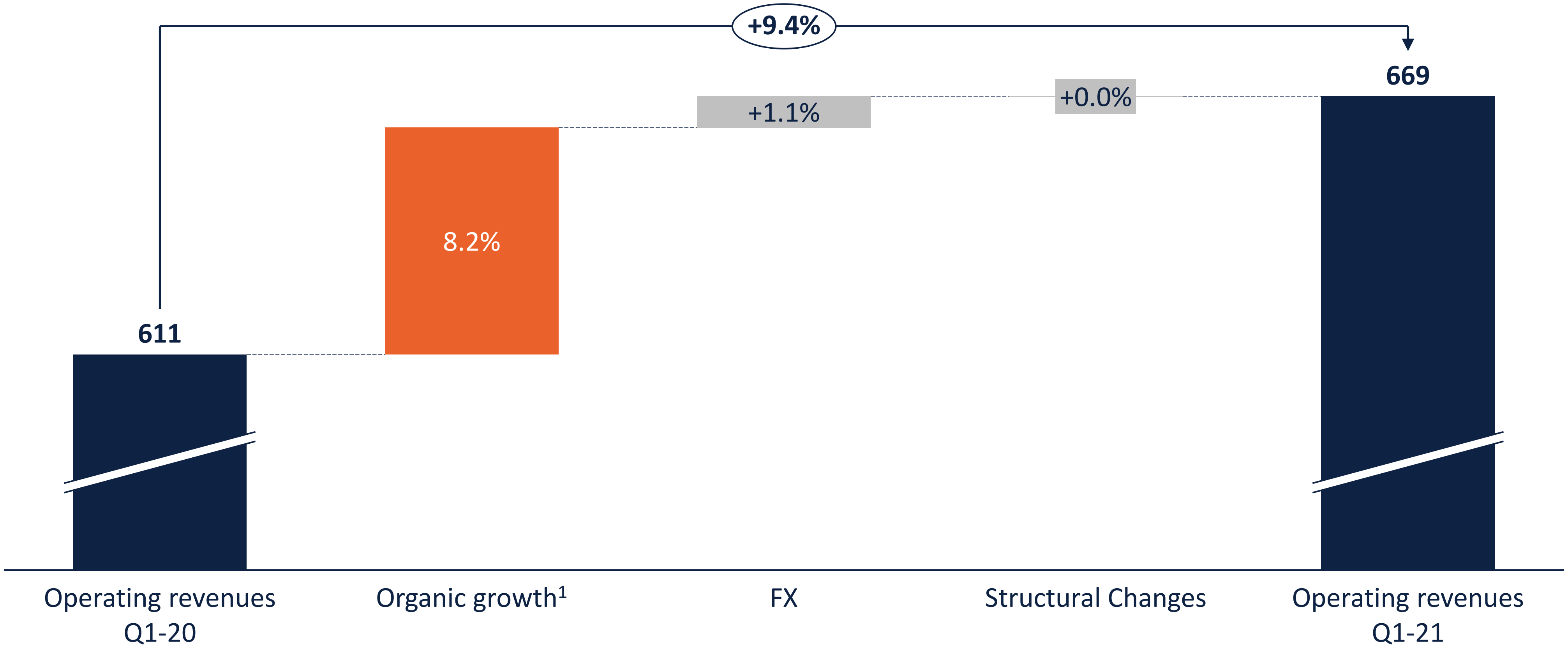
Financial performance

Kristoffer Loftesnes,
Head of Business Controlling & Treasury

Organic growth and positive FX-effect contributed to increased operating revenues

Q1-21 Operating revenue growth

Percent; NOK million



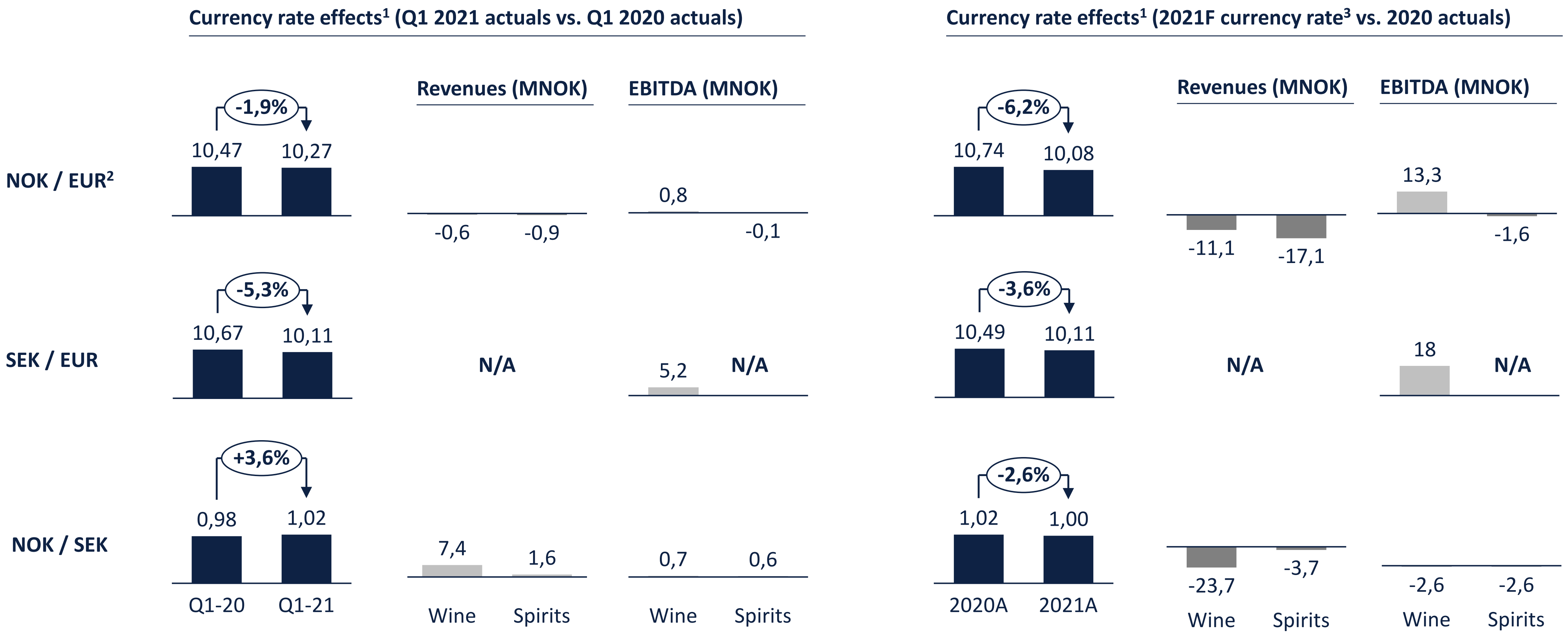
[1]Reported growth adjusted for currency translation effects and structural changes (such as acquisitions or divestitures)

Q1 Group P&L: Revenues and Adjusted EBITDA well above last year

Amounts in NOK million

Profit and Loss	This quarter	
	2021	2020
Operating revenues	**668.8**	**611.2**
EBITDA (adj.)	**102.2**	**66.6**
Depreciation. Amortization and Write-downs	-31.8	-31.4
EBIT (adj.)	**70.4**	**35.3**
Other income and expenses	-21.7	0.1
EBIT	**48.7**	**35.4**
Net financials and other	-22.0	18.9
Pre-tax profit	**26.7**	**54.3**
Tax	-9.5	-8.6
Profit/loss for the year	**17.3**	**45.7**
EPS (NOK)	**0.25**	**0.67**

Weaker EUR vs SEK and NOK give net positive effect on EBITDA for the quarter, current rates indicate negative full year effects on revenues and positive on EBITDA

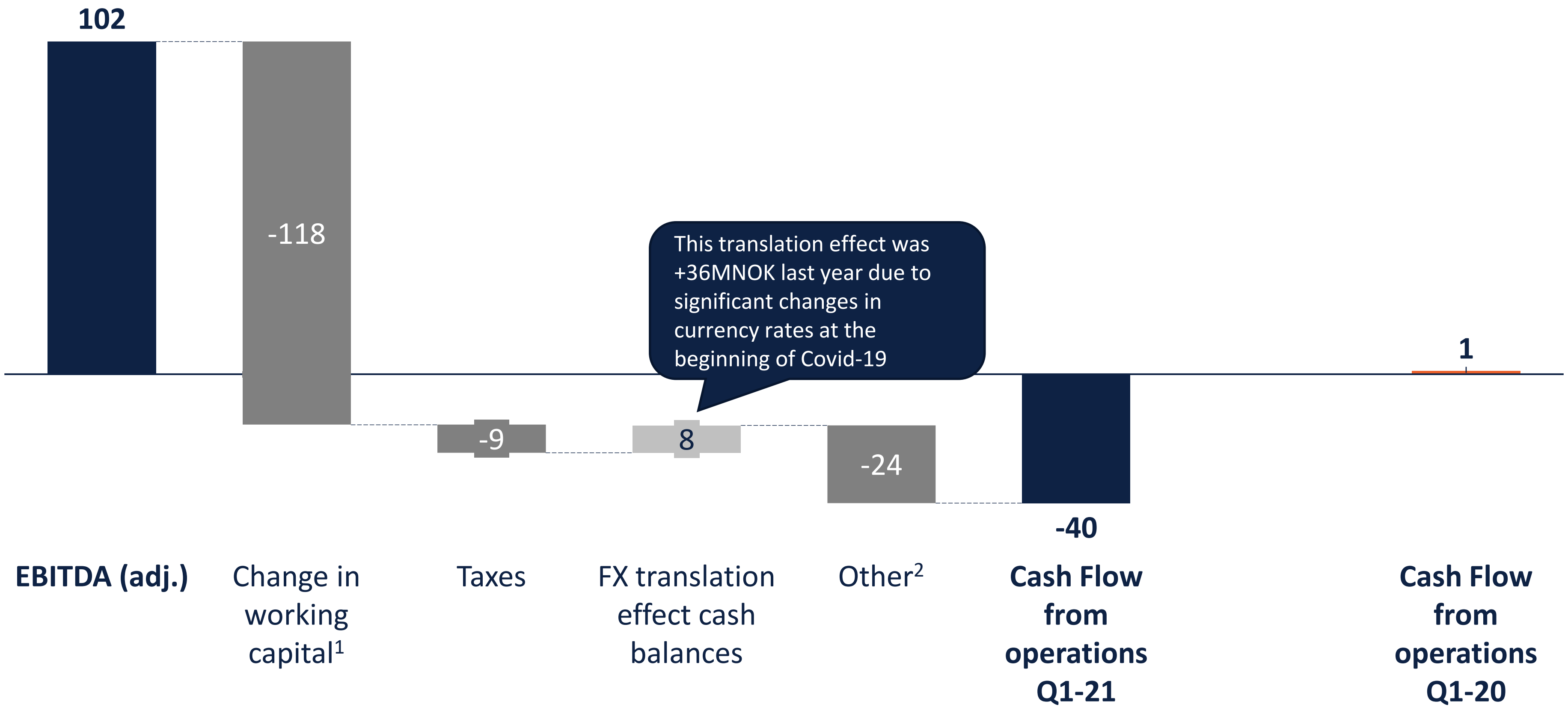


1) Effects are estimates and will vary based on actual business levels. Effects include both translation and transaction effects. Other important currency pairs (not shown) include (N)SEK / USD (Revenues & COGS) and (N)SEK/ GBP (COGS on traded goods/agency products). On the Wine business. the general pricing strategy is to off-set adverse foreign exchange movements through increased prices. though this adjustment might take time. Here effects are shown before any corrective pricing. 2) NOK / EUR includes costs and revenues in DKK as DKK moves within narrow band to the EUR. 3) 2021F currency rate is estimated as weighted average of accumulated YTD average rate and current rate as of Apr 20th 2021

Cash flow below Q1 2020 due to larger increase in working capital, positive FX translation effects last year and non-recurring costs

Q1-21 Cash Flow from Operations

Amounts in NOK million

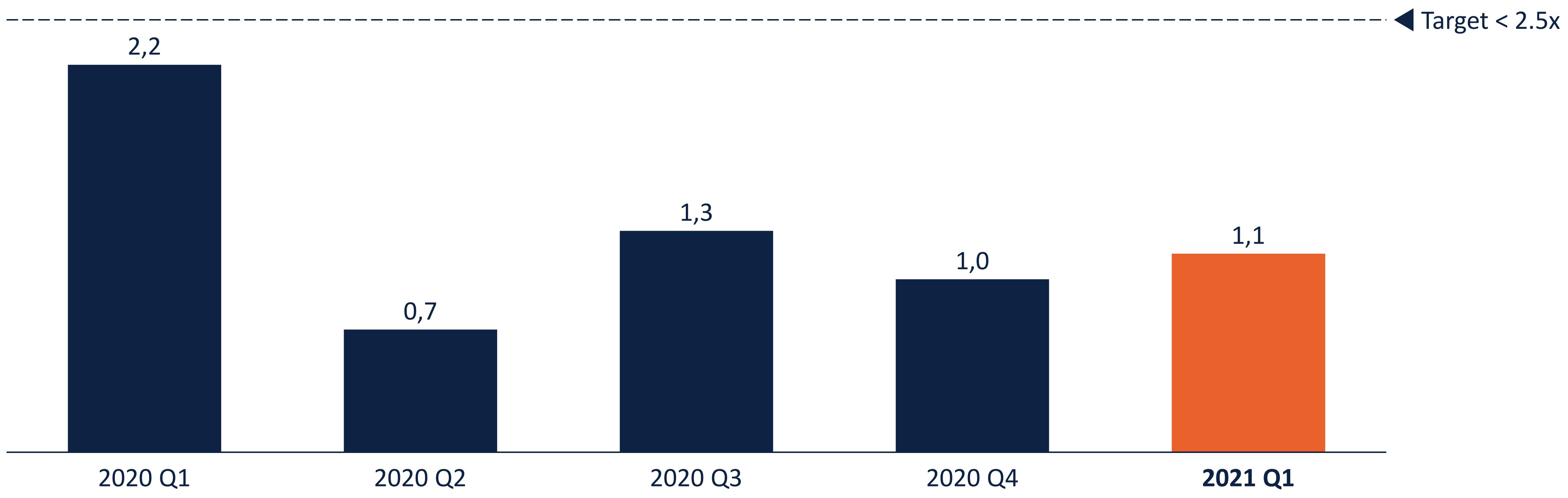


[1]Adjusted for 20.8 MNOK net FX translation effect on working capital

[2]Other; mainly explained by "other income and expenses" excluded in EBITDA (adj.)

Gearing well below target at the end of Q1

Net Interest Bearing Debt (NIBD) / R12M Adjusted EBITDA by quarter
(Excluding IFRS16 effects)



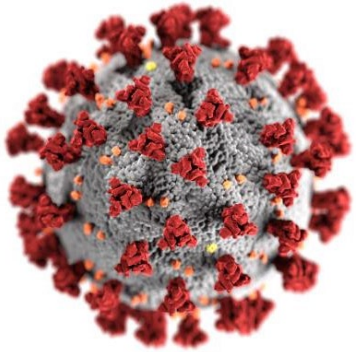
Sigmund Toth
Interim Group CEO

Anora: The merger work is on-track

- Arcus and Altia continue to be fully committed to the merger
- In April, Altia received conditional approval for the merger between Arcus and Altia from the Finnish Competition and Consumer Authority (FCCA) and from the Swedish Competition Authority (SCA), and in May from The Norwegian Competition Authority (NCA)
- The completion of the Merger may be delayed to the fall of 2021, since a binding agreement on the divestments required by the NCA and FCCA must be entered into prior to the completion of the Merger. The divestment processes have been initiated, and negotiations with several potential buyers are ongoing.

Covid-19: Arcus works hard to keep our employees safe

- Throughout he pandemic, Arcus has had a series of proactive measures to reduce risk of infection
- Operations at the Gjelleråsen facility is running smooth, despite Covid-19 measures making some of the processes more cumbersome
- All employees are regularly tested. No new infections in operations since November 2020



Q&A

Arcus

Financial calendar, 2021

18 August	Quarterly report Q2
10 November	Quarterly report Q3

Will be adjusted/aligned after merger

Condensed statement of income

MNOK		First quarter		Year to date		Full Year
	Note	**2021**	**2020**	**2021**	**2020**	**2020**
Sales	2,9	659.5	595.1	659.5	595.1	3 156.4
Other revenue	2	9.3	16.1	9.3	16.1	47.3
Total operating revenue	2,9	**668.8**	**611.2**	**668.8**	**611.2**	**3 203.7**
Cost of goods		-363.0	-349.6	-363.0	-349.6	-1 815.7
Gross Profit		**305.8**	**261.5**	**305.8**	**261.5**	**1 388.0**
Gain on sale of fixed assets		0.4	0.1	0.4	0.1	0.9
Salaries and personnel cost		-127.1	-118.5	-127.1	-118.5	-521.6
Advertising & Promotion expenses (A&P)		-21.2	-20.3	-21.2	-20.3	-111.1
Other operating expenses		-55.8	-57.4	-55.8	-57.4	-215.7
Share of profit from AC[1)] and JCE[2)]		0.1	1.3	0.1	1.3	2.9
Other income and expenses	3	-21.7	0.1	-21.7	0.1	-98.0
EBITDA		**80.5**	**66.7**	**80.5**	**66.7**	**445.5**
Depreciation	5,6	-29.7	-28.7	-29.7	-28.7	-115.3
Amortisations	5,6	-2.1	-2.7	-2.1	-2.7	-8.4
Operating profit (EBIT)		**48.7**	**35.4**	**48.7**	**35.4**	**321.8**
Financial income	12	7.3	79.0	7.3	79.0	114.8
Financial expenses	7,10,12	-29.3	-60.1	-29.3	-60.1	-162.3
Pre-tax profit		**26.7**	**54.3**	**26.7**	**54.3**	**274.3**
Tax		-9.5	-8.6	-9.5	-8.6	-74.4
Profit/loss for the year		**17.3**	**45.7**	**17.3**	**45.7**	**199.9**
Profit/loss for the year attributable to parent company shareholders		16.7	45.4	16.7	45.4	196.8
Profit/loss for the year attributable to non-controlling interests		0.6	0.3	0.6	0.3	3.1
Earnings per share, continued operations		0.25	0.67	0.25	0.67	2.89
Diluted earnings per share, continued operations		0.25	0.64	0.25	0.64	2.80

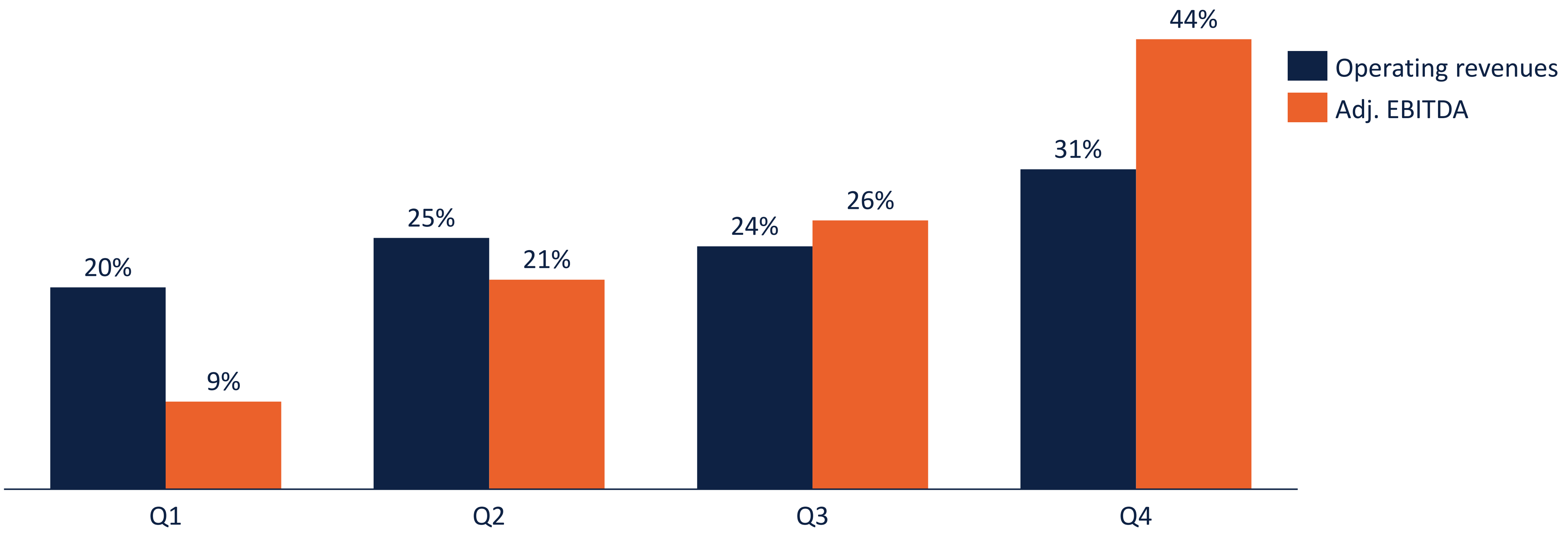
[1)]Associated Companies, [2)]Jointly Controlled Entities

Condensed statement of financial position

MNOK		First quarter		Full Year
	Note	31.03.2021	31.03.2020	31.12.2020
Intangible assets	6	1 930.5	2 080.1	1 984.5
Tangible assets	5	1 368.8	1 427.0	1 391.9
Deferred tax asset		43.3	79.4	49.0
Financial assets		67.8	69.8	71.2
Total fixed assets		**3 410.4**	**3 656.4**	**3 496.7**
Inventories		552.9	532.7	559.7
Accounts receivables and other receivables		1 515.3	1 404.5	1 730.9
Cash and cash equivalents		324.8	206.0	481.6
Total current assets		**2 393.1**	**2 143.3**	**2 772.3**
Total assets		**5 803.5**	**5 799.6**	**6 269.0**
Paid-in equity		772.1	772.1	772.1
Retained earnings		868.4	1 094.4	1 024.3
Non-controlling interests		5.5	4.9	6.7
Total equity		**1 646.0**	**1 871.4**	**1 803.1**
Non-current liabilities to financial institutions	8	731.2	774.3	777.6
Non-current liabilities at fair value through profit or loss	7,10	7.7	59.6	6.5
Non-current lease liabilities	8	1 180.1	1 140.0	1 200.5
Pension obligations		17.7	18.5	19.7
Deferred tax liability		107.6	118.3	112.7
Other non-current liabilities		0.1	0.3	0.2
Total non-current liabilities		**2 044.5**	**2 111.0**	**2 117.1**
Current liabilities at fair value through profit or loss	7,10	46.9	0.0	70.7
Current finance lease liabilities	8	75.6	155.1	75.7
Tax payable		4.3	4.9	6.9
Dividend payable		112.9	0.0	0.0
Accounts payable and other payables		1 873.3	1 657.3	2 195.5
Total current liabilities		**2 113.0**	**1 817.3**	**2 348.8**
Total equity and liabilities		**5 803.5**	**5 799.6**	**6 269.0**

Historic quarterly distribution of top-/bottom-line last five years

2016-2020 average



Average 2016 – 2020 Arcus ASA. rounded numbers

Important information

The securities referred to in this document in relation to the merger have not been, and will not be, registered under the United States Securities Act of 1933, as amended (the “U.S. Securities Act”), or the securities laws of any state of the United States (as such term is defined in Regulation S under the U.S. Securities Act) and may not be offered, sold or delivered, directly or indirectly, in or into the United States absent registration, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and in compliance with any applicable state and other securities laws of the United States. This document does not constitute an offer to sell or solicitation of an offer to buy any of the shares in the United States. Any offer or sale of new Altia shares made in the United States in connection with the merger may be made pursuant to the exemption from the registration requirements of the U.S. Securities Act provided by Rule 802 thereunder.

Altia is a Finnish company and Arcus is a Norwegian company. The transaction, including the information distributed in connection with the merger and the related shareholder votes, is subject to disclosure, timing and procedural requirements of a non-U.S. country, which are different from those of the United States. The financial information included or referred to in this document has been prepared in accordance with IFRS, which may not be comparable to the accounting standards, financial statements or financial information of U.S. companies or applicable in the United States.

It may be difficult for U.S. shareholders of Arcus to enforce their rights and any claim they may have arising under U.S. federal or state securities laws, since Altia and Arcus are not located in the United States, and all or some of their officers and directors are residents of non-U.S. jurisdictions. It may be difficult to compel a foreign company and its affiliates to subject themselves to a U.S. court’s judgment. U.S. shareholders of Arcus may not be able to sue Altia or Arcus or their respective officers and directors in a non-U.S. court for violations of U.S. laws, including federal securities laws, or at the least it may prove to be difficult to evidence such claims. Further, it may be difficult to compel Altia or Arcus and their affiliates to subject themselves to the jurisdiction of a U.S. court. In addition, there is substantial doubt as to the enforceability in a foreign country in original actions, or in actions for the enforcement of judgments of U.S. courts, based on the civil liability provisions of the U.S. federal securities laws.

Arcus’ shareholders should be aware that Altia is prohibited from purchasing Arcus’ shares otherwise than under the merger, such as in open market or privately negotiated purchases, at any time during the pendency of the merger under the Merger Plan.

THINK BEFORE
YOU DRINK. MAKE
GREAT MOMENTS
EVEN BETTER.

Arcus