

ANORA

Q4 2022

Financial Statements Bulletin

JANUARY–DECEMBER 2022





About this report

Anora Group Plc was formed when the merger of Altia and Arcus was completed on 1 September 2021.

As of 1 January 2022, Anora has three reportable segments: Wine, Spirits and Industrial. To help the comparison, historical pro forma financial information (“Pro forma”) for the new segments was published on 13 May 2022. This is clearly indicated in text, tables or charts when referring to historical pro forma figures. Of note, the pro forma figures do not include any adjustments for Globus Wines.

Arcus has been consolidated to Anora as of 1 September 2021, while Globus Wines has been consolidated to Anora as of 1 July 2022. The Q4 and Jan-Dec official IFRS comparison figures include former Arcus as of 1 September 2021.

The figures in brackets refer to the comparison period, i.e., the same period in the previous year, unless otherwise stated.

This interim report has been prepared in accordance with the International Financial Reporting Standards (IFRS) and IAS 34 Interim Financial Reporting as approved by the EU. The figures in the report are unaudited. A reconciliation of alternative key ratios to IFRS figures is presented in appendix 1 on page 32.

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Anora's Financial Statement Bulletin January–December 2022

Exceptionally high input costs decreased profitability – net sales for 2022 grew 5.7%

Q4 22 in brief

- Net sales were EUR 221.6 million; 7.8% growth compared to the Q4 21 net sales of EUR 205.6 million. Q4 2022 net sales excluding Globus Wine was EUR 200.0 million.
- Comparable EBITDA was EUR 20.9 million, or 9.4% of net sales (Q4 2021: EUR 31.4 million, or 15.3%). Comparable EBITDA was negatively affected by an exceptional EUR 3.2 million correction of Globus Wine inventory values.
- Net cash flow from operating activities was EUR 36.1 (57.6) million.
- Earnings per share EUR 0.05 (0.25).

January–December 2022 in brief

- Net sales were EUR 702.7 million; 5.7% growth compared to the 2021 pro forma net sales of EUR 665.0 million. Full year 2022 net sales excluding Globus Wine were EUR 658.5 million.
- Comparable EBITDA was EUR 76.1 million, or 10.8% of net sales (2021 pro forma EBITDA: EUR 101.0 million or 15.2% of net sales).
- Net cash flow from operating activities was EUR -0.4 (50.8) million.
- Earnings per share EUR 0.26 (0.67).
- Net debt/comparable EBITDA (rolling 12 months) was 4.0 (1.8).
- Globus Wine was consolidated on 1 July 2022.

Dividend proposal

The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.22 per share be paid for the financial year 2022. The dividend is proposed to be paid in two installments.

Guidance

In 2023, Anora's comparable EBITDA is expected to be between EUR 80–90 million.

Key figures

	Q4 22	Q4 21	2022	2021
Net sales, EUR million	221.6	205.6	702.7	478.2
Comparable EBITDA, EUR million	20.9	31.4	76.1	71.7
% of net sales	9.4	15.3	10.8	15.0
EBITDA, EUR million	18.9	31.3	67.9	62.9
Comparable operating result, EUR million	12.2	23.6	42.9	51.2
% of net sales	5.5	11.5	6.1	10.7
Operating result, EUR million	10.2	23.5	34.7	42.4
Result for the period, EUR million	3.7	17.2	18.1	31.2
Earnings per share, EUR	0.05	0.25	0.26	0.67
Net cash flow from operating activities, EUR million	36.1	57.6	-0.4	50.8
Net debt / comparable EBITDA (rolling 12 months)	4.0	1.8	4.0	1.8
Personnel end of period	1 251	1 055	1 251	1 055

Pro forma (PF) figures 2021: net sales EUR 665.0 million; comparable EBITDA EUR 101.0 million or 15.2% of net sales; EPS EUR 0.63. If calculated using pro forma figures, net debt / comparable EBITDA would have been 1.2 for Q4 21 and for 2021.

CEO Pekka Tennilä:

“**The profitability** in Q4 or full year 2022 didn’t meet our expectations. The comparable EBITDA in Q4 was EUR 21 million or 9.4% of net sales. Our full year comparable EBITDA was at EUR 76 million, or 10.8% of net sales.

The decline in profitability was related to the normalisation after Covid-19, as wine and spirits volumes in the monopolies declined significantly. The development of currency exchange rates during 2022 was very unfavourable to us. Our gross margin was lower due to record high input costs including barley price, and with significantly higher sales and marketing costs. In addition, an exceptional EUR 3.2 million inventory correction on the stock value differences in Globus Wine, recognized in Q4, impacted negatively on the results.

We have implemented price increases across all of our businesses and markets throughout the year but due to a time lag, they only partially compensated for the cost increases.

Our net sales in Q4 increased by 7.8% and amounted to EUR 222 million. The main contributor to this growth was the acquisition of Globus Wine. We continued to gain market share in spirits in declining monopoly markets during Q4. In wine, our market shares grew as well in the Nordic region while the total market declined.

For the full year 2022, our sales increased by 5.7%, amounting to EUR 703 million. The acquisition of Globus Wine together with growth of Industrial segment, and spirits sales growth in international markets, duty-free travel retail and exports, contributed positively to sales growth. The market decline in monopoly channels drove our sales down in Sweden, Norway and Finland.

At the end of the year, our **net debt** was EUR 301 million while at the end of 2021 it was EUR 126 million. The main driver for the increase in net debt was the debt-financed acquisition of Globus Wine. In addition, high inventory levels increased our working capital. This is something we will work to reduce in 2023.

In 2022, for wine and spirits we saw **markets returning to normal** after Covid-19 through the year. Volumes in the monopolies declined, as restrictions were lifted in all markets. Consumption has shifted back to on-trade, travel retail and border trade. However, the war in Ukraine, and the after effects of Covid, caused disruptions in the global supply chain and resulted in significant product cost increases and out-of-stock situations.



In November we announced our ambitious **long-term financial targets and growth** strategy with a sustainability roadmap. Our vision is to be the leading Nordic wine and spirits group delivering growth through sustainability. We aim at above-market growth in our home markets and a substantial increase in the share of our international business. Beyond the Nordics, our growth will focus on chosen hero brands and be supported by mergers and acquisitions.

In sustainability, new ambitious targets were set in our Sustainability Roadmap, and in Q4 we joined the United Nations Global Compact. We are committed to being carbon neutral in our own operations by 2030. Another important sustainability topic is our target of zero accidents at work. In 2022 no injuries were reported at the Gjelleråsen plant and the Koskenkorva Distillery was granted the year award in Starch Europe’s safety program for a second consecutive.

2022 was an exceptional year for us in Anora. It was not only the first full year of Anora after the merger of Altia and Arcus, but by acquiring Denmark’s leading wine company Globus Wine, we further strengthened our position as the leading wine and spirits brand house in the Nordic region. I want to thank all our employees for their hard work and dedication on this challenging year!

In 2023 economic growth is expected to remain slow especially during the first half of the year. The wine and spirits market in the Nordics is historically less impacted by the difficult economic climate, and Anora is well positioned for consumer downtrading or moving their consumption from the ontrade to the off-trade channels. In 2023 our main focus will be on improving our profitability. The main tools for this are cost savings, improving efficiency, and the price increases. In addition, we will work on reducing working capital, primarily by optimizing inventory levels.“



Business Review

Anora has three reportable segments: Wine, Spirits, and Industrial.

Wine segment

The Wine segment develops, markets and sells partner wines and Anora's own wine brands to customers in the Nordic monopoly markets. Globus Wine is reported as part of Anora's Wine segment as of 1 July 2022.

Spirits segment

The Spirits segment consists of the business areas Spirits and International. The Spirits business area develops, markets and sells both Anora's own spirits brands and partner brands to customers in the Nordic monopoly markets. The International business area consists of Anora's own operations in Estonia, Latvia, Denmark and Germany, as well as global duty free and travel retail, and exports.

Industrial segment

The Industrial segment comprises Anora's industrial business – industrial products and contract manufacturing, the logistics company Vectura and supply chain operations.

Pro forma financial information

Historical pro forma financial information for the new segments was published on 13 May 2022.

In this Business Review, pro forma information is used as the comparison data both for the Group and the segments. To facilitate the comparability of Anora segment level and Group information, historical pro forma financial information was published on 18 November 2021, 25 November 2021 and 10 March 2022.

Of note, pro forma figures do not include any adjustments for the acquisition of Globus Wines.

Seasonality

There are substantial seasonal fluctuations in the consumption of alcoholic beverages impacting the net sales and cash flow of Anora. The company typically generates large amounts of its revenue and cash flow during the fourth quarter of the year, whereas the first quarter of the year is significantly lower. In addition, excise taxes related to the high season at the end of the year are paid in Q1, resulting in large cash outflows. Also, the timing of Easter fluctuating between Q1 and Q2 impacts quarterly sales and profitability.

Anora Group

	Q4 22	Q4 21 PF	Change, %	2022	2021 PF	Change %
Net sales (external), EUR million	221.6	205.6	7.8	702.7	665.0	5.7
Gross profit, EUR million	89.2	97.9	-8.6	299.3	308.7	-3.0
Gross margin, % of net sales	40.2	47.6		42.6	46.4	
Comparable EBITDA, EUR million	20.9	30.6	-31.7	76.1	101.0	-24.6
Comparable EBITDA margin, % of net sales	9.4	14.9		10.8	15.2	

Group net sales in Q4

In Q4, Anora Group's net sales were EUR 221.6 million, 7.8% higher than the Q4 21 net sales. Net sales in Q4 excluding Globus Wine was EUR 200.0 million. The acquisition of Globus wine as well as strong performance in the Industrial segment and international spirits sales, contributed positively to the net net sales growth. Sales in monopoly markets both for wine and spirits declined.

Net sales January-December 2022

In January-December, Anora Group's net sales were EUR 702.7 million, 5.7% higher than the 2021 pro forma net sales. Net sales excluding Globus Wine was EUR 658.5 million.

Group comparable EBITDA in Q4

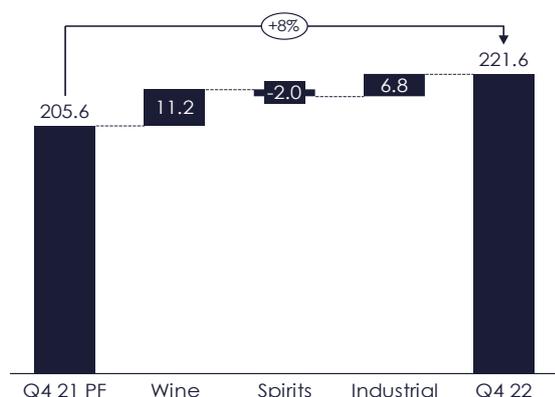
In Q4, Anora Group's comparable EBITDA decreased and was EUR 20.9 million or 9.4% of net sales. EBITDA excluding Globus Wine was EUR 22.7 million. The profitability was negatively impacted by the lower net sales

in the monopolies due to the lifting of Covid-19 restrictions, and high input costs. The implemented price increases in the monopolies have only partly offset the high input costs. An exceptional EUR 3.2 million correction to Globus Wine inventory values due to an accounting error recognized in Q4, led to a negative comparable EBITDA contribution from Globus Wine for the quarter.

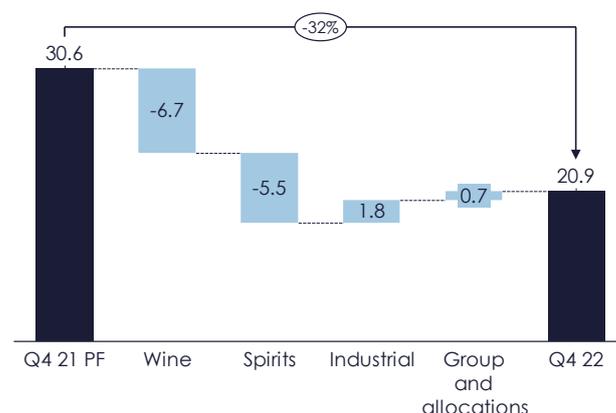
EBITDA in January-December 2022

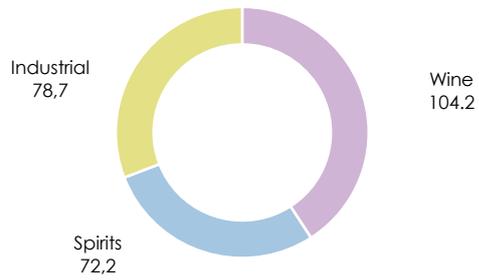
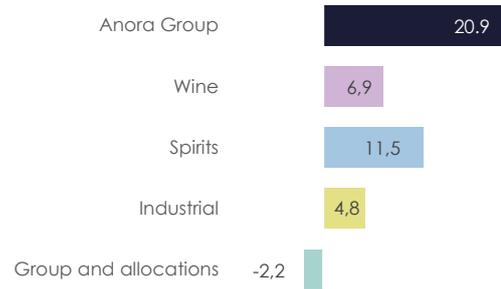
In January-December, Anora Group's comparable EBITDA decreased and was EUR 76.1 million, or 10.8% of net sales. EBITDA excluding Globus Wine was EUR 74.7 million. A lower gross margin as well as investments in brand marketing are the main drivers for the decline in EBITDA. In addition, comparable EBITDA was negatively affected by an exceptional EUR 3.2 million correction of Globus Wine inventory values due to an accounting error, without impact on inventory volumes. The main tools for improving the profitability in 2023 are cost savings, improving efficiency, and the price increases.

Q4 NET SALES (EXTERNAL), EUR MILLION



Q4 COMPARABLE EBITDA, EUR MILLION



Q4 NET SALES (EXTERNAL) BY SEGMENT, EUR MILLION**Q4 COMPARABLE EBITDA, EUR MILLION**

In the table *PF* indicates pro forma. The pro forma figures do not include Globus Wine. *Net sales* including internal sales, see page 27. The *market share* comments are based on value data.

*Additional information regarding Globus Wine inventory correction in note Changes in Group structure.



Wine

	Q4 22	Q4 21 PF	Change, %	2022	2021 PF	Change, %
Net sales (total), EUR million	107.9	93.1	15.9	316.6	302.9	4.5
Gross profit, EUR million	30.7	32.2	-4.7	93.5	97.8	-4.5
Gross margin, % of net sales	27.9	34.5		29.5	32.2	
Comparable EBITDA, EUR million	6.9	13.6	-49.2	23.5	39.5	-40.5
Comparable EBITDA margin, % of net sales	6.4	14.7		7.4	13.1	

Q4 net sales

In Q4, net sales of Wine segment increased by 15.9% to EUR 107.9 (93.1) million compared to the previous year. Growth was driven by the acquisition of Globus Wine, which was consolidated to Anora on 1 July. Net sales excluding Globus was EUR 82.6 million.

General wine sales declined in all four Nordic markets in Q4. The biggest decline was seen in monopoly channels with consumption returning to the on-trade, travel retail and border trade as Covid-19 restrictions were lifted. In Q4, Anora's total market share grew from the previous year. Own wine started to recover and gain market share, while sales and market share declined in partner wines.

In Sweden, own wine brands saw a positive development towards the end of the year both in the out-of-stock situation, caused by global shortage of supply, and in market share development. The total market shares were down compared to last year due to the partner losses and out-of-stocks, with the impact of earlier partner losses having only partly been offset by new partners. Reported net sales were negatively impacted by a weaker SEK.

In Denmark, Globus Wine gained market share and was able to increase sales in a declining market due to many successful launches during the year in different categories and segments. Additionally, it further strengthened its position as the market leader.

In Norway, net sales declined together with the overall decline in markets. However, Anora was able to increase market share.

In Finland, net sales declined driven by the overall market development. Anora lost market share due to decline in some of the company's core wine segments.

Q4 comparable EBITDA

In Q4, the comparable EBITDA of Wine segment was EUR 6.9 (13.6) million, or 6.3% (14.7%) of net sales. The comparable EBITDA of the Anoras wine business in the monopolies was negatively impacted by lower net sales, as

well as a lower gross margin in all markets as the implemented price increases have only partly offset the higher input costs. A decrease in personnel costs partly reduced the impact of the lower gross profit.

An exceptional EUR 3.2 million correction to Globus Wine inventory values due to an accounting error recognized in Q4, led to a negative comparable EBITDA contribution from Globus Wine for the quarter. The correction has no impact on inventory volumes. Actions have been taken to improve the inventory valuation process in order to avoid similar errors in the future.

Events in Q4 22

In Q4, Blossa had a very successful season with growing market shares. In Sweden Il Capolavoro of Globus Wine was launched with positive initial results, as well as the newly developed Italian brand ILO in a bottle or in 2L bag-in-box in Finland. Of own wines the relaunched Chill Out succeeded in increasing sales in all markets in the Nordics. Further, Anora won several tenders in Q4, a Fair trade PET bottle in Sweden, the sparkling wine Fleur de Vignoble Blanc and Chill Out Shiraz Cabernet Australia in a sustainable tetra package, both launched in Finland.

January-December 2022

In January-December, net sales were EUR 316.6 (302.9) million with a positive contribution from Globus Wine. In the monopoly markets, net sales declined due to low net sales in the monopolies, partner portfolio changes and out-of-stock.

In January-December, comparable EBITDA was EUR 23.5 (39.5) million, or 7.4% (13.1%) of net sales. The comparable EBITDA was negatively impacted by the lower net sales and gross margin in the monopolies, as the implemented price increases have only partly offset the high input costs. Even with the higher sales including Globus Wine, comparable EBITDA in 2022 was below 2021 due to cost structure in other operating expenses. In addition, comparable EBITDA was negatively affected by an exceptional EUR 3.2 million correction of Globus Wine inventory values due to an accounting error, without impact on inventory volumes.*

PF indicates pro forma. The pro forma figures do not include Globus Wine. Net sales include internal sales, see page 27. The market share comments are based on value data. *Additional information on Globus Wine inventory correction in note Changes in Group structure.



Spirits

	Q4 22	Q4 21 PF	Change, %	2022	2021 PF	Change, %
Net sales (total), EUR million	72.2	74.0	-2.4	233.8	224.8	4.0
Gross profit, EUR million	31.1	39.5	-21.3	102.4	108.8	-5.8
Gross margin, % of net sales	42.8	53.4		43.8	48.4	
Comparable EBITDA, EUR million	11.5	17.0	-32.4	37.8	47.4	-20.4
Comparable EBITDA margin, % of net sales	15.9	22.9		16.2	21.1	

Q4 net sales

In Q4, net sales of the Spirits segment were at EUR 72.2 (74.0) million, mainly supported by solid growth in international sales, while sales declined in the monopolies.

In Finland, net sales were at last year's level supported by growth in on-trade and grocery trade, while sales in the monopoly declined. In a declining monopoly market, Anora gained market share across most categories. The positive development was driven by Koskenkorva and new listings. The positive development in grocery trade was driven by new listings.

In Norway, net sales declined due to a heavily declining monopoly market. In a declining market, Anora's market share grew with solid development in the large vodka category as well as in gin and bitter.

In Sweden, the reported net sales declined, but net sales in local currencies were at last year's level. Anora gained market share in the monopoly with strong performance in vodka, gin, liqueur and cognac.

The Baltics continued to show strong growth in all channels when, e.g. Tallinn harbour trade recovered from Covid. The main brands driving the growth were Koskenkorva, Saaremaa and Larsen.

Koskenkorva showed continuous growth in several export markets, e.g. Ukraine, Slovakia, the Czech Republic, Switzerland, and Germany (including digital sales channels nordicspirits.com and Amazon). In addition, Larsen sales in Asia is recovering after Covid.

Q4 comparable EBITDA

In Q4, the comparable EBITDA was EUR 11.5 (17.0) million, or 15.8% (22.9%) of net sales. The comparable EBITDA was negatively impacted by a decrease in the gross margin and an increase in operating expenses. The decrease in the gross margin was due to higher input costs and a negative evolution of the sales channel mix with the most profitable monopoly markets declining, while the less profitable Duty

Free Travel Retail channel increased sales. The implemented price increases have only partly offset the high input costs. (In addition, the gross margin for 2021 was boosted by one-time income of EUR 4.5 million, which has been accounted for in comparable EBITDA.) The increase in operating expenses was driven by higher marketing costs outside the monopolies, versus the low levels of last year.

Events in Q4 2022

In Q4, product launches were made of several seasonal aquavit e.g. Aalborg Julekvavit 2022, O.P. Anderson Julaquavit, Prima Julsnaps, Herrgårds Julakvavit, and of Larsen Drakkar Noël cognac in Sweden and Norway. In Finland, Jaloviina celebrated its 90th anniversary, and new Koskenkorva listings were made, such as Koskenkorva Creme Caramel. The Q4 also included Aquavit Festival in Norway, Whiskey fairs in Sweden, and the Alko fair in Finland for seasonal novelties.

January-December 2022

In January-December, net sales increased by 4.0% to EUR to 233.8 (224.8) million. This growth was driven by international sales and was mainly related to the re-opening of duty free and border travel retail after Covid-19 restrictions, as well as by the strong performance in the Baltics.

In January-December, comparable EBITDA was EUR 37.8 (47.5) million, or 16.1% (21.1%) of net sales. The decline in comparable EBITDA was due to higher input costs and operating expenses, which were only partly offset by price increases. In addition, the changes in the sales channel mix impacted the EBITDA negatively. The monopoly market value in 2022 declined close to the 2019 level. The increase in operating expenses was mainly caused by higher advertising and promotion costs relating to the re-opening of the markets and to promoting Anora's presence in new international markets. A decrease in personnel costs, partly due to synergy savings, smoothed the impact of the increase of other expenses.

In the table PF indicates pro forma. DFTR refers to the duty-free travel retail sales channel. Net sales include internal sales, see page 27. The market share comments are based on value data and the divested brands have been excluded.



Industrial

	Q4 22	Q4 21 PF	Change, %	2022	2021 PF	Change %
Net sales (total), EUR million	78.7	67.5	16.5	285.5	254.8	12.0
Gross profit, EUR million	33.7	30.9	9.1	123.5	117.0	5.6
Gross margin, % of net sales	42.8	45.7		43.2	45.7	
Comparable EBITDA, EUR million	4.8	3.0	60.7	17.7	18.0	-1.7
Comparable EBITDA margin, % of net sales	6.1	4.4		5.9	7.1	

Q4 net sales

In Q4, total net sales of the Industrial segment increased by 16.5% to EUR 78.7 (67.5) million compared to the previous year. External net sales increased by 17.4% and amounted to EUR 45.5 (38.7) million.

The growth in net sales was driven by higher sales prices in industrial products and contract manufacturing following the increase in the cost of barley. In contract manufacturing, volumes were stable, while volumes in starch and feed declined following the temporary reduction of the Koskenkorva Distillery's capacity utilisation. In technical, ethanol volumes slightly declined from last year. In Vectura, sales declined as distributed volumes were lower.

Q4 comparable EBITDA

In Q4, the comparable EBITDA was EUR 4.8 (3.0) million, or 5.8% (4.4%) of net sales. The increase in raw material prices and manufacturing and logistic costs was compensated by higher sales prices. EBITDA increased from the previous year due to lower personnel costs, and by the fact that in Q4 2021 EBITDA was impacted negatively by a quality related cost accrual.

Production and key projects Q4

To mitigate the impact of the 2022 record-high cost of barley, the running speed of the Koskenkorva Distillery was lower from 2021. As the price of barley started to decrease towards the end of 2022, the Koskenkorva Distillery running speed

was also increased. During the fourth quarter, 47.9 (49.8) million kilos of grain were consumed.

During Q4, the average barley market price increased by 15% to 320€/tn, compared to 278€/tn in Q4 21. Historically, over a 5-year period, the average barley market price has been 218€/tn.

During the period, capital expenditure was allocated mainly to replacement investments and to improve work safety and energy efficiency. For the second consecutive year, Koskenkorva Distillery received the annual award from the Starch Europe Safety Programme and has together with Rajamäki Industrial Products unit worked close to 1 100 days without lost time accidents.

January-December 2022

In January-December, total net sales increased by 12.0% to EUR 285.5 (254.8) million. External net sales increased by 16.0% and amounted to EUR 160.0 (137.9) million. The growth was mainly driven by higher sales prices following the increase in raw material prices.

In January-December, comparable EBITDA was EUR 17.7 (18.0) million, or 5.9% (7.1%) of net sales. Price increases and proceeds from the sale of CO₂ emission rights have mitigated the pressure from the significantly higher raw material prices and manufacturing costs.

In the table PF indicates pro forma. Net sales include internal sales, see page 27.

Market development in Q4 22

The decline in volumes was related to the normalising of the channel mix with consumption returning to the on-trade, travel retail and border trade as Covid-19 restrictions have been lifted.

DEVELOPMENT OF WINE AND SPIRITS SALES VOLUMES IN THE NORDICS

% Change compared to previous year	Q4 22	Q4 21	2022	2021
Nordics, total sales volumes*	-5.7	-7.7	-8.4	-0.6
Spirits	-6.2	-3.3	-7.3	3.4
Wine	-5.6	-8.4	-8.6	-1.3
Finland, total sales volumes	-8.3	-9.3	-9.9	-4.3
Spirits	-7.0	-6.0	-6.6	-2.8
Wine	-8.8	-10.4	-11.1	-4.9
Sweden, total sales volumes	-3.0	-3.7	-3.6	0.1
Spirits	-4.6	0.2	-4.6	6.1
Wine	-2.7	-4.2	-3.4	-0.6
Norway, total sales volumes	-12.1	-12.7	-18.1	2.2
Spirits	-13.9	-6.1	-15.4	6.6
Wine	-11.8	-13.8	-18.5	1.5
Denmark, total sales volumes	-3.0	-9.5	-8.4	-2.1
Spirits	0.3	-1.7	-4.6	4.7
Wine	-3.6	-10.9	-9.1	-3.1

*J) Nordics in total refers to combined data for Finland, Sweden, Norway and Denmark. **Sources:** Finland, Sweden and Norway, sales volumes by litres, Alko, Systembolaget, Vinmonopolet. Denmark retail-data from Nielsen IQ. Does not include the on-trade sales.

Finland

In Q4, the volumes of both spirits and wines declined. In spirits, most of the subcategories declined. In wines, there was a decline across all sub categories.

In 2022 Alko's volume declined by 9.9% compared to the previous year. The sales volume of wines declined by 11.2% and spirits by 6.8%. The shift in sales was white wines outselling red wines for the first time since 2001. Non-alcoholic beverages volumes were at last year's level. In 2022, volumes in Alko were close to the same level as 2019.

Norway

In Q4, sales decreased by 12% in Norway, and in full year 2022 by 18%.

Red wine is still clearly the largest category and accounts for 44% of sales, but this category is also that with the biggest decrease in literes. Although spirits also witnessed a decline, compared to 2019 they experienced a growth of 19%.

The categories that grow over time are the "light and bright" ones such as white wine, sparkling wine, rosé wine, beer, ciders and alcohol-free. In 2022, sales of alcohol-free increased by 12%.

Sweden

In Sweden, the decline in Q4 as well as full year 2022 was significantly smaller than in Norway and Finland.

In Q4, sales declined in most categories in spirits. In full year, all categories are showing decline.

In wine, volumes declined across all categories, in Q4, most significantly in red and white.

Denmark

In Denmark, sales declined in Q4 but not to the same extent as for the full year. In wines, sales declined 3.6% in volume in Q4.

Full year 2022, sales of wine declined by 9.6%, with red declining more than white. The decline of domestic spirits volumes by 4.6% in 2022 was mainly due to fully open on-trade and border trade sales.

There are some signs that sales have started to slow down due to inflation and consumers seeking to save money. Discount stores are gaining market shares at the expense of supermarkets.

Financial review

Financial items, result for the period and cash flow

In Q4, other operating income amounted to EUR 2.3 (5.9) million, mainly including income from the sales of steam, energy and water of EUR 1.1 (0.9) million, rental income of EUR 0.3 (0.5) million and fixed asset gain EUR 0.4 (3.7) million.

Employee benefit expenses totalled EUR 24.5 (28.0) million, including EUR 19.9 (22.0) million in wages and salaries. Other operating expenses amounted to EUR 45.8 (38.0) million.

Net financial expenses amounted to EUR 4.4 (2.8) million. The share of profit in associates and joint ventures and income from interests in joint operations totalled EUR 0.0 (0.4) million. Income tax expense was EUR 2.2 (3.9). The result for the period amounted to EUR 3.7 (17.2) million, and earnings per share were EUR 0.05 (0.25).

In Q4, net cash flow from operations totalled EUR 36.1 (57.6) million. Cash flow from operations was lower than last year due to the decrease in EBITDA and a less positive contribution from the seasonal reduction in working capital.

In January–December, net cash flow from operations totalled EUR -0.4 (50.8) million. Cash flow from operations was negatively impacted by the lower EBITDA and an increase in working capital, primarily due to a higher inventory level. Inventory levels were higher than a year ago due to generally higher levels of safety stocks to mitigate the consequences of post-Covid global supply chain disruptions, higher stocking of barley and ethanol, as well as higher input costs resulting in higher inventory costs per unit. The receivables sold amounted to EUR 59.4 (81.4) million at the end of the reporting period.

In January–December, gross capital expenditure totalled EUR 10.7 (5.4) million excluding business acquisitions. During the period, the capital expenditure was allocated mainly to replacement investments and to improve work safety and energy efficiency.

Financing and balance sheet

At the end of the reporting period, the Group's net debt amounted to EUR 300.9 (126.0) million. The increase in net debt was due primarily to the acquisition of Globus Wine which was financed with debt. Cash and cash equivalents amounted to EUR 91.4 (168.9) million, while the interest-bearing debt including lease liabilities amounted to EUR 392.3 (295.0) million. The increase in interest-bearing debt was related to funding of the Globus Wine acquisition (EUR 85 million) and increase in IFRS 16 lease liabilities from Globus Wine. The gearing ratio at the end of the reporting period was 62.5% (24.8%), while the equity ratio was 37.0% (41.2%). The reported net debt to comparable EBITDA was 4.0 (1.8) times. Anora Group's liquidity position was strong throughout the period.

In December 2022 Anora refinanced its loan portfolio and all existing loans from financial institutions were repaid early. The company entered into an EUR 410 million term and revolving facilities agreement. It consists of EUR 260 million term loan and EUR 150 million revolving credit facilities. The facilities mature on December 2025 unless those are extended by optional one plus one year. Anora drew down EUR 210 million from the term loan facility.

At the end of the period, the total in the consolidated balance sheet was EUR 1 301.3 (1 233.3) million.

BALANCE SHEET KEY FIGURES

	2022	2021
Reported net debt / comparable EBITDA (rolling 12 months)	4.0	1.8
Borrowings, EUR million	247.5	162.6
Net debt, EUR million	300.9	126.0
Equity ratio, %	37.0	41.2
Gearing, %	62.5	24.8
Capital expenditure, EUR million	10.7	5.4
Total assets, EUR million	1 301.3	1 233.3

If including Globus Wine rolling 12-month figures, net debt/comparable EBITDA (rolling 12 months) would have been approx. 3.7 for Q1–Q4/22. For the full year 2021 the comparison information includes former Arcus for four months as of 1 September 2021.

Sustainability

Anora's new sustainability roadmap was launched on Capital Markets Day on 29 November. The roadmap is called Regenerate the Future – referring to regenerative farming, regenerating the conditions of our planet and regenerating the business of Anora by building sustainable, future-proof operations also in the coming decades. The roadmap is divided into three parts: People, Planet and Product. The roadmap is based on Anora's previous, awarded sustainability work with new, ambitious areas, such as our commitment to setting science-based targets, supporting regenerative farming, and aiming for carbon neutral production without carbon compensations.

KEY KPIS DURING THE PERIOD

	2022	2021
Total water use (m³)		
Gjelleråsen	37 714	42 320
Globus Wine	25 322	27 391
Rajamäki (beverage plant)	119 173	141 073
Koskenkorva	411 354	331 020
Total	593 563	541 804
Total energy MWh		
Gjelleråsen	11 000	11 925
Globus Wine	3 114	1 449
Rajamäki (beverage plant and industrial production)	24 229	25 659
Koskenkorva	124 867	131 020
Total	163 210	170 053

The KPI's above include Anora's four biggest production plants: Gjelleråsen, Globus Wine, Koskenkorva, and Rajamäki.

People

During Q1-Q4, Anora's total sickness absence was 5.3% and LTIF (lost time injury frequency) 7 (both KPIs are for own employees and LTIF excludes commuting). Globus Wine safety data is not yet included in these numbers.

In November, Anora conducted an employee survey, Anora Tasting, with a response rate of 83%. Our Engagement Index score was 78/100 and our Leadership index score was 79/100. These results were above our comparison benchmarks and were very positive in light of the fact that the company is in a post-merger state. Of the respondents, 76% said they had recognised our newly launched values.

In Q4, Anora joined the United Nations Global Compact as part of our commitment to being a responsible company. This commitment is to operate responsibly, in alignment with universal sustainability principles, take actions to support society, and report to the UN Global Compact annually on our ongoing efforts.

Planet

In Q4, Anora officially committed to set science-based targets. SBTi publishes FLAG calculation methods of CO₂ emissions of land-use in H1 2023, after which Anora can calculate exact reduction targets. Preliminarily, we are looking into a 38% reduction in Scopes 1–3 in short-term 2030 and net-zero by 2050.

Product

In Q4 Anora successfully launched non and low alcoholic winebased glöggs, e.g. Blossa Rose and Attitude Karpalo-Kinuski Glögg. During Q4 Anora launched a new fully recyclable 2 liter bag-in-box, O.P. Andersson 70cl was transferred to a new light-weight glass bottle that saves up to 74 800 kg glass every year. The O.P. Andersson 35cl bottle was changed to a PET bottle that contains 25% recycled PET, cutting carbon dioxide emissions by 70% (comparing the same product in the same size glass bottle).

Personnel

Anora Group employed 1251 (1 055) persons at the end of the period and on average 1 159 (799) persons during January–December 2022. The number of personnel increased due to Globus Wine, acquired in July 2022.

PERSONNEL BY COUNTRY AT THE END OF THE PERIOD

	2022	2021
Finland	414	393
Norway	370	365
Sweden	165	159
Denmark	174	21
Estonia	68	58
Latvia	33	32
France	22	24
Germany	5	3
Total	1 251	1 055

Share-based incentive scheme

On 21 December 2022, Anora's Board of Directors approved the commencement of a new plan period within the share-based long-term incentive scheme for the Company's management and selected key employees. The scheme comprises a Performance Share Plan for the top

management, and other key employees and a Restricted Share Plan as a complementary structure for individually selected key employees in specific situations. More details can be found in the complete release on the [Company's website](#). Anora Group originally announced the establishment of the long-term incentive scheme by a stock exchange release issued on 9 June 2022.

Key events in Q4

Long-term financial and sustainable targets presented at Capital Markets Day

In November, Anora's Board of Directors decided on Anora's financial targets and adopted the Company's growth strategy and sustainability roadmap for 2022–2030. The strategy was presented at the Capital Markets Day on 29 November 2022. Anora's vision is to be the leading Nordic wine and spirits group delivering growth through sustainability.

Anora's long-term financial targets are:

- Annual net sales growth of 3–5% including M&As, majority being organic growth.
- Comparable EBITDA at 16% through increased focus on margin accretive business and scale benefits on indirect costs.
- The leverage ratio of net interest-bearing debt / comparable EBITDA to be below 2.5. Debt levels may occasionally exceed in connection with M&As.
- Anora aims to maintain a stable or increasing dividend with a dividend payout ratio of 50–70% of the result for the period.

Anora's growth strategy is founded on core strategic pillars and has sustainability at its centre:

- Lead category growth across consumer occasions and channels to cement the position as the wine and spirits powerhouse in Sweden, Norway and Finland
- Scale our position in Denmark and the Baltics, and beyond the Nordics, build the world's leading sustainable brands from Nordic heroes to international challengers

Anora's long-term sustainability targets are:

- Setting science-based targets: 38% reduction in total emissions by 2030 and net-zero by 2050
- Carbon-neutral Koskenkorva Distillery by 2026 and all production by 2030 without carbon compensations
- Increasing the amount of own grain spirit products made from regeneratively farmed barley to 30%
- By 2030 all our packages are lightweight, 100% recyclable and of materials from certified sources or from recycled origin.

More information on capital markets day on anora.com/en/investors/cmd.

Post-merger integration

The merger integration work has progressed according to plan and is on schedule. The run-rate of annualised net synergies at the end of September was EUR 5.2 million, including the annual impact of EUR 4.6 million from the divestment of brands. The total annual EBITDA net synergy target was EUR 8-10 million, 80% of which was expected to

be realised within two years. In 2021-2022 post-closing integration costs are estimated to be EUR 7-9 million. The remaining synergies will be realized as an integrated part of the new efficiency program announced at the CMD in November and will not be reported on separately.

Anora share and shareholders

Anora's shares are listed on the Nasdaq Helsinki with the trading code "ANORA" and the ISIN code FI4000292438. All shares carry one vote and have equal voting rights.

At the end of the reporting period, Anora Group Plc's share capital amounted to EUR 61 500 000 and the number of issued shares was 67 553 624.

SHARE PERFORMANCE, NASDAQ HELSINKI

Shareholders	2022	2021
Closing price on the last day of trading, EUR	7.36	10.86
Highest price, EUR	11.04	12.00
Lowest price, EUR	6.62	9.62
Volume	13 082 762	13 204 788
Market capitalisation at the end of period, EUR million¹	497.2	733.6

¹The number of shares issued increased by 13 204 788 following the completion of the Altia and Arcus merger 1 September 2021.

LARGEST SHAREHOLDERS REGISTERED IN EUROCLEAR FINLAND 31 DECEMBER 2022

Shareholder	Number of shares	% of shares
1 Solidium Oy	13 097 481	19.4
2 Varma Mutual Pension Insurance Company	2 031 240	3.0
3 Ilmarinen Mutual Pension Insurance Company	1 290 000	1.9
4 WestStar Oy	1 199 705	1.8
5 Elo Mutual Pension Insurance Company	686 000	1.0
6 Veritas Pension Insurance Company Ltd.	368 279	0.5
7 Savolainen Heikki Antero	261 819	0.4
8 Tapiola Trendi Investment fund	215 772	0.3
9 Itikka osuuskunta	178 745	0.3
10 Mandatum Life Insurance Company Limited	177 738	0.3
Total	19 506 779	28.9

OWNERSHIP STRUCTURE BY SECTOR 31 DEC 2022

Sector	Number of shares	% of shares
Public sector	17 522 717	25.9
Financial and insurance corporations	15 580 650	23.1
Households	13 290 300	19.7
Non-financial corporations	3 845 364	5.7
Non-profit institutions	770 782	1.1
Rest of the world	16 543 811	24.5
Total	67 553 624	100.0
Nominee-registered shares	30 789 361	45.6

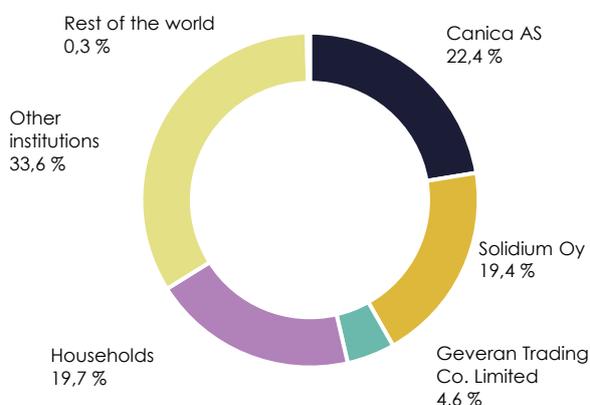
DISTRIBUTION BY SIZE OF HOLDING 31 DEC 2022

Number of shares	Number of shareholders	% of shareholders	Number of shares	% of shares
1-100	10 047	35.8	570 452	0.8
101-500	11 936	42.5	3 114 973	4.6
501-1 000	3 335	11.9	2 546 422	3.8
1 001-5 000	2 376	8.5	4 857 461	7.2
5 001-10 000	220	0.8	1 584 328	2.3
10 001-50 000	119	0.4	2 358 365	3.5
50 001-100 000	16	0.1	1 161 312	1.7
100 001-500 000	17	0.1	3 592 272	5.3
500 001-	8	0.0	47 768 039	70.7
Total	28 074	100.0	67 553 624	100.0

Illustration of Anora's ownership structure

At the end of the reporting period, Anora had 28 074 registered shareholders in Euroclear Finland. The share of nominee-registered shares was 45.6% (45.7%).

The chart provides an illustration of Anora's ownership structure including the largest shareholders based on information provided to the company. In the Euroclear Finland data, the shareholdings of Canica AS and Geveran Trading Co. Limited are included in the nominee-registered shares.



Flagging notifications in Q4

There were no flagging notifications during the period.

>>> Visit our website for updated information about the Anora share and shareholders:
www.anora.com/en/investors

Short-term risks and uncertainties

The most significant uncertainties in the company's operations relate to the overall economic development and its impacts on consumption, to the competitive environment, and to the effects of alcohol taxation and legislation on consumer behaviour. Unexpected and unforeseen disruptions in the supply chain, production and deliveries, and exposures to IT security events form the major short-term risks related to operations, as well as sudden and significant changes in the prices of raw materials, especially those related to barley. In addition, the short-term risks relate to the integration of acquired businesses, as well as related finance processes. Risks can be caused by internal or external events.

Anora Group's risk management policy is based on Altia's ERM risk management policy. Due to the merger of Altia and Arcus on September 1, 2021, Anora has worked on the risk management policies of Altia and Arcus during 2022 to become one common risk management policy of Anora. The

aim of risk management is to support the implementation of the group's strategy, the identification of risks and methods to reduce the probability and effects of risks, and to ensure business continuity.

Comments on the uncertainties and impacts due to the war in Ukraine: The most significant uncertainties due to the war in Ukraine relate to an escalation of the already existing global supply chain disruptions, to the supply of grain, and to further price increases across all input costs. The war in Ukraine may cause volatility in contract manufacturing volumes. Foreign exchange rates may be affected significantly by the volatile situation on the global capital markets. The impact of the suspension of exports to Russia, as announced on 28 February 2022, is not material on the Group level. Furthermore, Anora's Baltic operations have suspended purchases of raw materials from Russia and Belarus.

Events after the period

Anora announced on 27 January 2023 changes in Anora's Executive Management Team: Henrik Bodekær Thomsen, SVP Spirits and member of Anora's Executive Management Team has decided to leave his position to assume other duties within Anora. Kirsi Puntila, SVP International and member of Anora's Executive Management Team was appointed SVP Spirits, and will, in addition to her current responsibilities,

take on the responsibility of Anora's spirits business in the monopoly markets as of 27 January 2023.

On 31 January 2023, the proposals by Anora's Shareholders' Nomination Board to Anora's Annual General Meeting 2022 on the number of members, composition and remuneration of the Board of Directors were announced.

Dividend proposal

According to the financial statements on 31 December 2022, the parent company's distributable funds amount to EUR 126 593 446.11 including profit for the period of EUR 38 929 378.22. There have been no significant changes to the parent company's financial position after the end of the financial year.

The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.22 per share be paid for the financial year 2022. The dividend is proposed to be paid in two installments.

Anora aims to maintain a stable or increasing dividend with a dividend payout ratio of 50–70% of the result for the period, as defined in the long term financial target.

Annual General Meeting

Anora Group Plc's Annual General Meeting 2023 is planned to be held on 19 April 2023. The notice to and instructions for the AGM are published on Anora's website.

Outlook for 2023

Market outlook

In 2023, the volumes in the monopolies are expected to be significantly lower than during the COVID-19 restrictions. Input costs are expected to remain at a high level.

Guidance

Anora's comparable EBITDA in 2023 is expected to be between EUR 80-90 million.

27 February 2023

Anora Group Plc

Board of Directors

Contacts

Petra Gräsbeck, Corporate Communications

tel. +358 40 767 0867

petra.grasbeck@anora.com

Conference call

CEO Pekka Tennilä and CFO Sigmund Toth will present the report on the **same day at 11:00 am EET**.

Link

The presentation will be held as a Microsoft Teams Meeting. We recommend that participants join the event using the online meeting option: **[Join meeting here](#)**.

It is also possible to dial-in to the meeting about 5 minutes earlier at the following numbers:

- FI: +358 9 2310 6678
- DK: +45 32 72 56 80
- NO: +47 21 40 41 04
- SE: +46 8 502 428 54
- UK: +44 20 7660 8309
- US: +1 917-781-4622
- Conference ID: 677 456 92#

Q&A

Questions to the management can be sent through the Teams chat.

Presentation material

The presentation material will be shared in the online meeting and it can be downloaded on Anora's website at:

www.anora.com/investors

On-demand recording

A recording of the presentation will be available on Anora's website.

Financial calendar

Financial reports

Anora will publish financial reports in 2023 as follows:

- 28 February 2023: Financial Statements Bulletin for 2022
- 11 May 2023: Interim Report for January-March 2023
- 25 August 2023: Half-Year Report for January-June 2023
- 9 November 2023: Interim Report for January-September 2023

Financial statements and notes

CONSOLIDATED INCOME STATEMENT

EUR million	Q4 22	Q4 21	2022	2021
Net sales	221.6	205.6	702.7	478.2
Other operating income	2.3	5.9	10.9	10.5
Materials and services	-134.8	-114.2	-414.3	-266.1
Employee benefit expenses	-24.5	-28.0	-93.8	-69.6
Other operating expenses	-45.8	-38.0	-137.6	-90.2
Depreciation, amortisation and impairment	-8.7	-7.8	-33.2	-20.5
Operating result	10.2	23.5	34.7	42.4
Finance income	2.1	0.8	5.6	1.2
Finance expenses	-6.5	-3.6	-17.5	-6.7
Share of profit in associates and joint ventures and income from interests in joint operations	0.0	0.4	0.6	1.7
Result before taxes	5.9	21.1	23.4	38.6
Income tax expense	-2.2	-3.9	-5.3	-7.4
Result for the period	3.7	17.2	18.1	31.2
Result for the period attributable to:				
Owners of the parent	3.6	17.2	17.9	31.0
Non-controlling interests	0.1	0.1	0.2	0.1
Earnings per share for the result attributable to owners of the parent, EUR				
Basic	0.05	0.25	0.26	0.67
Diluted	0.05		0.26	

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

EUR million	Q4 22	Q4 21	2022	2021
Result for the period	3.7	17.2	18.1	31.2
Other comprehensive income				
Items that will not be reclassified to profit or loss				
Remeasurements of post-employment benefit obligations	0.1	-0.2	0.1	-0.2
Related income tax	-0.0	0.0	0.0	0.0
Total	0.1	-0.1	0.1	-0.1
Items that may be reclassified to profit or loss				
Cash flow hedges	-5.4	0.8	3.1	3.2
Financial assets at fair value through other comprehensive income	-	-	-	2.5
Translation differences	1.9	3.5	-16.9	5.6
Income tax related to these items	1.0	-0.2	-0.7	-0.7
Total	-2.5	4.1	-14.5	10.7
Other comprehensive income for the period, net of tax	-2.5	4.0	-14.4	10.6
Total comprehensive income for the period	1.2	21.2	3.7	41.8
Total comprehensive income attributable to:				
Owners of the parent	1.0	21.1	3.5	41.6
Non-controlling interests	0.2	0.1	0.2	0.1

CONSOLIDATED BALANCE SHEET

EUR million	31 Dec 2022	31 Dec 2021
ASSETS		
Non-current assets		
Goodwill	310.5	277.8
Other intangible assets	226.1	196.7
Property, plant and equipment	76.7	71.3
Right-of-use assets	136.8	125.7
Investments in associates and joint ventures and interests in joint operations	20.7	16.3
Financial assets at fair value through other comprehensive income	0.7	0.7
Other receivables	0.0	0.1
Deferred tax assets	0.6	1.8
Total non-current assets	772.1	690.3
Current assets		
Inventories	186.2	139.7
Contract assets	0.2	0.2
Trade and other receivables	247.5	232.8
Current tax assets	3.9	1.3
Cash and cash equivalents	91.4	168.9
Total current assets	529.2	543.0
Total assets	1301.3	1233.3
EQUITY AND LIABILITIES		
Equity attributable to owners of the parent		
Share capital	61.5	61.5
Invested unrestricted equity fund	336.8	336.8
Legal reserve	0.5	0.4
Hedge reserve	4.2	1.7
Translation differences	-33.0	-15.0
Retained earnings	110.7	121.6
Equity attributable to owners of the parent	480.5	507.0
Non-controlling interests	0.9	0.9
Total equity	481.4	507.9
Non-current liabilities		
Deferred tax liabilities	57.3	48.4
Borrowings	216.0	136.1
Non-current liabilities at fair value through profit or loss	0.6	1.3
Lease liabilities	132.4	120.8
Other liabilities	0.0	0.0
Employee benefit obligations	2.7	3.0
Total non-current liabilities	409.1	309.6
Current liabilities		
Borrowings	31.5	26.5
Lease liabilities	12.4	11.6
Trade and other payables	364.1	374.4
Contract liabilities	0.5	0.4
Current tax liabilities	2.3	2.8
Total current liabilities	410.9	415.7
Total liabilities	819.9	725.4
Total equity and liabilities	1301.3	1233.3

CONSOLIDATED STATEMENT OF CASH FLOWS

EUR million	Q4 22	Q4 21	2022	2021
Cash flow from operating activities				
Result before taxes	5.9	21.1	23.4	38.6
Adjustments				
Depreciation, amortisation and impairment	8.7	7.8	33.2	20.5
Share of profit in associates and joint ventures and income from investments in joint operations	-0.0	-0.4	-0.6	-1.7
Net gain on sale of non-current assets	-0.4	-3.8	-0.9	-3.8
Finance income and costs	4.4	2.8	11.9	5.5
Other adjustments	0.1	-0.8	-0.1	0.1
Adjustments total	12.7	5.6	43.5	20.6
Change in working capital				
Change in inventories, increase (-) / decrease (+)	15.4	16.3	-29.2	9.6
Change in contract assets, trade and other receivables, increase (-) / decrease (+)	-65.6	-53.3	0.0	-64.8
Change in contract liabilities, trade and other payables, increase (+) / decrease (-)	72.3	70.5	-15.6	55.9
		33.5	-44.8	0.7
Change in working capital	22.2			
Interest paid	-4.4	-1.8	-11.8	-3.7
Interest received	1.3	0.2	2.7	0.3
Other finance income and expenses paid	-0.7	-0.6	-2.6	-1.6
Income taxes paid	-0.9	-0.4	-10.7	-4.1
Financial items and taxes	-4.7	-2.7	-22.4	-9.1
Net cash flow from operating activities	36.1	57.6	-0.4	50.8
Cash flow from investing activities				
Payments for property, plant and equipment and intangible assets	-4.2	-2.4	-10.7	-5.4
Proceeds from sale of property, plant and equipment and intangible assets	0.5	0.1	1.2	0.2
Proceeds from financial assets at fair value through other comprehensive income		-	-	3.4
Proceeds received from assets held for sale		-1.9	-	16.6
Acquisitions of subsidiaries and business operations	-	-	-85.9	-
Interest received from investments in joint operations	-	-	0.9	0.9
Dividends received	-	-	0.1	0.2
Net cash flow from investing activities	-3.7	-4.2	-94.3	15.9
Cash flow from financing activities				
Changes in commercial paper program	-10.0	-10.0	-10.0	-20.0
Proceeds from borrowings	208.5	-	293.5	-
Repayment of borrowings	-210.5	-0.1	-234.9	-6.6
Repayment of lease liabilities	-3.2	-2.8	-12.0	-6.2
Dividends paid and other distributions of profits	-	-	-30.4	-27.1
Net cash flow from financing activities	-15.2	-12.8	26.2	-59.9
Change in cash and cash equivalents	17.2	40.5	-68.5	6.8
Cash and cash equivalents at the beginning of the period	76.8	129.7	168.9	130.7
Cash and cash equivalents received in merger	-	-	-	33.2
Translation differences on cash and cash equivalents	-2.7	-1.2	-9.0	-1.7
Change in cash and cash equivalents	17.2	40.5	-68.5	6.8
Cash and cash equivalents at the end of the period	91.4	168.9	91.4	168.9

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR million	Share capital	Invested un-restricted equity fund	Fair value reserve	Legal reserve	Hedge reserve	Translation differences	Retained earnings	Equity attributable to owners of the parent company	Non-controlling interests	Total equity
Equity on 1 January 2021	60.5	1.2	0.6	0.1	-0.9	-20.5	115.3	156.3	-	156.3
Total comprehensive income										
Result for the period	-	-	-	-	-	-	31.0	31.0	0.1	31.2
Other comprehensive income (net of tax)										
Cash flow hedges	-	-	-	-	2.6	-	-	2.6	-	2.6
Financial assets at fair value through other comprehensive income	-	-	-0.6	-	-	-	3.2	2.5	-	2.5
Translation differences	-	-	-	-	-	5.5	0.1	5.5	0.0	5.5
Remeasurements of post-employment benefit obligations	-	-	-	-	-	-	-0.1	-0.1	-	-0.1
Total comprehensive income for the period	-	0.0	-0.6	-	2.6	5.5	34.2	41.6	0.1	41.8
Merger										
Merger consideration	1.0	336.4	-	-	-	-	-	337.4	0.8	338.1
Transaction costs on share issue	-	-0.8	-	-	-	-	-	-0.8	-	-0.8
Total merger	1.0	335.5	-	-	-	-	-	336.6	0.8	337.3
Transactions with owners										
Dividend distribution	-	-	-	-	-	-	-27.1	-27.1	-	-27.1
Share based payments	-	-	-	-	-	-	-0.4	-0.4	-	-0.4
Total transactions with owners	-	-	-	-	-	-	-27.5	-27.5	-	-27.5
Transfer to reserve	-	-	-	0.3	-	-	-0.3	0.0	-	0.0
Equity on 31 December 2021	61.5	336.8	0.0	0.4	1.7	-15.0	121.6	507.0	0.9	507.9
Equity on 1 January 2022	61.5	336.8	0.0	0.4	1.7	-15.0	121.6	507.0	0.9	507.9
Total comprehensive income										
Result for the period	-	-	-	-	-	-	17.9	17.9	0.2	18.1
Other comprehensive income (net of tax)										
Cash flow hedges	-	-	-	-	2.4	-	-	2.4	-	2.4
Translation differences	-	-	-	-	-	-18.0	1.1	-17.0	0.0	-16.9
Remeasurements of post-employment benefit obligations	-	-	-	-	-	-	0.1	0.1	-	0.1
Total comprehensive income for the period	-	-	-	-	2.4	-18.0	19.0	3.5	0.2	3.7
Transactions with owners										
Dividend distribution	-	-	-	-	-	-	-30.5	-30.5	-0.2	-30.7
Share-based payments	-	-	-	-	-	-	0.6	0.6	-	0.6
Total transactions with owners	-	-	-	-	-	-	-29.9	-29.9	-0.2	-30.2
Transfer to reserve	-	-	-	0.1	-	-	-0.1	0.0	-	0.0
Equity on 31 December 2022	61.5	336.8	0.0	0.5	4.2	-33.0	110.7	480.5	0.9	481.4

Accounting principles

The financial statement bulletin has been prepared in accordance with the International Financial Reporting Standards (IFRS) and IAS 34 Interim Financial Reporting as approved by the EU. All the figures have been rounded and consequently the sum of individual figures can deviate from the presented aggregate figures.

The Group adopts the guidance on alternative performance measures issued by the European Securities and Market Authority (ESMA). In addition to key ratios, the Group releases other commonly used alternative key ratios mainly derived from the statement of comprehensive income and consolidated balance sheet. In addition to IFRS and alternative key ratios, the adjusted alternative key ratios are used by adding or deducting items affecting comparability.

Altia and Arcus merged on 1st of September 2021 and the consolidated financial statements of the Group include Arcus from that date onwards. Therefore the historical financial information of Anora does not give a comparable base for financial information of the present combined company.

To help the comparison, historical pro forma financial information ("Pro forma") for the new segments was published on 13 May 2022. The pro forma segment figures for 2021 have been used as comparative figures for segments on the following pages' segment tables and the pro forma figures are marked with PF. These pro forma figures are considered non-IFRS measures which should not be viewed as a substitute to the IFRS financial measures.

Critical accounting estimates

The preparation of the financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of current events and actions, actual results may differ from the estimates.

KEY EXCHANGE RATES IN EUROS

		Average rate	31 Dec 2022 End rate	Average rate	31 Dec 2021 End rate
Swedish krona	SEK	10.6571	11.1218	10.1562	10.2503
Norwegian krone	NOK	10.1122	10.5138	10.1639	9.989
Danish krone	DKK	7.4396	7.4365	7.4368	7.4364

Seasonality

There are substantial seasonal fluctuations in the consumption of alcoholic beverages impacting the net sales and cash flow of Anora. The company typically generates large amounts of its revenue and cash flow during the fourth quarter of the year, whereas the first quarter of the year is significantly lower. In addition, excise taxes related to the high season at the end of the year are paid in Q1, resulting in large cash outflows at the beginning of the next year. Also, the timing of Easter fluctuating between Q1 and Q2 impacts quarterly sales and profitability.

Changes in Group structure

Globus Wine acquisition

On July 1, 2022 Anora has completed the acquisition on Globus Wine A/S, the leading wine company in Denmark. 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. With the acquisition, Anora will become the market leader in the Danish wine market in addition to its leading position in the other three Nordic countries. Furthermore, the acquisition will support the expansion of Anora's partner and own wine businesses across the Nordics. The purchase price was DKK 596.4 million (EUR 80 million) which equals an enterprise value of DKK 669.6 million (EUR 90 million). The purchase price was paid in cash and financed with debt. The acquired business is reported as part of Anora's Wine segment as of July 1, 2022. The transaction costs EUR 1.0 million are included in the Group income statement in other operating expenses.

RECOGNISED PRELIMINARY AMOUNTS OF IDENTIFIABLE ASSETS ACQUIRED AND LIABILITIES ASSUMED

EUR million	
Other intangible assets	44.3
Property, plant and equipment	7.7
Right-of-use assets	18.7
Inventory	20.9
Trade and other receivables	15.6
Cash and cash equivalents	0.1
Total assets	107.3
Interest bearing liabilities	36.6
Deferred tax liabilities	10.9
Trade and other liabilities	20.2
Total liabilities	67.7
Net assets total	39.6
Goodwill	40.6
Consideration	80.2
Consideration, paid in cash	80.2

ANALYSIS OF CASH FLOWS OF ACQUISITION

The assets and liabilities assumed related to Globus acquisition have changed from the previously reported to reflect new information obtained about facts and circumstances that existed at the date of acquisition. The value of inventory has decreased due to an accounting error by EUR 3.6 million from EUR 24.6 million to EUR 20.9 million and therefore value of goodwill of acquisition has increased by EUR 3.6 million from EUR 37.0 million to EUR 40.6 million.*

EUR million	
Purchase consideration, cash payment	-80.2
Cash and cash equivalents in acquired companies	0.1
Transaction costs of the acquisitions	-1.0
Net cash flow on acquisition	-81.1

Net sales of the acquired business included in the Group income statement since acquisition date were EUR 44.2 million and result for the period was EUR 0.3 million. If the business combination had taken place at the beginning of the year, the Group net sales would have been approximately 767.2 million and operating profit approximately EUR 34.2 million after additional amortization from the fair value adjustments to intangible assets.

*In addition to this correction, there is another correction EUR 3.2 million regarding accounting of Globus Wine inventory values which is affecting comparable EBITDA. The total inventory correction regarding Globus Wine is EUR 6.7 million. PPA at this point is preliminary.

Von Elk acquisition

Anora and Von Elk Company began their cooperation in 2019 through an agreement that made Anora the exclusive representative of Von Elk's brands in the Nordic and Baltic countries, as well as in travel retail. As part of the cooperation, Anora invested in the Von Elk Company and became a minority shareholder (20%) in the company.

Anora has acquired the remaining shares from the founders of Von Elk Company, known for Glöet, the most popular sparkling glögg in the Nordics. As of 1 September 2022, Anora owns 100% of the shares in the Von Elk Company.

THE VALUES OF ACQUIRED ASSETS AND LIABILITIES AT TIME OF ACQUISITIONS WERE AS FOLLOWS:

EUR million	
Other intangible assets	0.3
Property, plant and equipment	0.0
Trade and other receivables	0.0
Cash and cash equivalents	0.2
Total assets	0.5
Deferred tax liabilities	0.1
Trade and other liabilities	0.0
Total liabilities	0.1
Net assets total	0.5
Goodwill	0.8
Remeasurement	0.3
Consideration	1.0

ANALYSIS OF CASH FLOWS OF ACQUISITION

EUR million	
Purchase consideration, cash payment	-1.0
Cash and cash equivalents in acquired companies	0.2
Transaction costs of the acquisitions	-0.0
Net cash flow on acquisition	-0.8

Segment information

The reportable segments of Anora in these consolidated financial statements consist of Wine, Spirits, and Industrial.

The new operating model took effect on 1 January 2022.

The Board of Directors of Anora has been determined as the group's chief operative decision maker being responsible for allocating resources, deciding on strategy and assessing performance of the operating segments. The reportable segments are based on Anora's operating structure and internal reporting to the CODM used to assess the performance of the segments.

For internal reporting purposes, reporting on the segment profit is based on internal measures of gross profit and comparable EBITDA derived as follows:

- Net sales and direct segment expenses including costs of goods sold reported within the Gross Profit and Comparable EBITDA segment profit measures are measured and reported under the same accounting principles as in the consolidated accounts.
- Expenses allocated to the segments related to shared function costs or business support services expenses comprise costs such as centralized marketing costs, IT infrastructure related costs, shared support services, headquarter costs including finance and treasury, communication, legal and human resource related costs as well as certain warehousing and service fees. For internal reporting purposes these cost allocations are based on budgeted amounts and variances from budgeted amounts are presented under column "Group and allocations" and can result in either incurred overruns or savings compared to budgeted amounts. These variances are not allocated to the segments for internal reporting purposes.
- The group and allocations column represents, in addition to the budget variances, certain unallocated headquarter costs.

The reportable segments comprise the following:

Wine

The Wine segment develops, markets and sells partner wines and Anora's own wine brands to customers in the Nordic monopoly markets. Globus Wine is reported as part of Anora's Wine segment as of 1 July 2022.

Spirits

The Spirits segment consists of the business areas Spirits and International. The Spirits business area develops, markets and sells both Anora's own spirits brands and partner brands to customers in the Nordic monopoly markets. The International business area consists of Anora's own operations in Estonia, Latvia, Denmark and Germany, as well as global duty free and travel retail, and exports.

Industrial

The Industrial segment comprises Anora's industrial business – industrial products and contract manufacturing, the logistics company Vectura and supply chain operations.

EXTERNAL NET SALES BY SEGMENT

EUR million	Q4 22	Q3 22	Q2 22	Q1 22	Q4 21 PF	Q3 21 PF	Q2 21 PF	Q1 21 PF
Wine	104.2	83.3	69.1	53.1	93.0	72.5	74.9	62.2
Spirits	71.9	57.0	59.2	44.9	73.9	57.1	51.7	41.9
Industrial	45.5	41.6	37.4	35.5	38.7	35.5	33.6	30.1
Total	221.6	181.9	165.7	133.4	205.6	165.1	160.1	134.2

In the table PF indicates pro forma.

COMPARABLE EBITDA BY SEGMENT

EUR million	Q4 22	Q3 22	Q2 22	Q1 22	Q4 21 PF	Q3 21 PF	Q2 21 PF	Q1 21 PF
Wine	6.9	9.0	4.6	3.1	13.6	10.3	8.8	6.8
Spirits	11.5	9.2	9.0	8.1	17.0	12.4	10.6	7.5
Industrial	4.8	5.5	4.1	3.3	3.0	7.0	4.7	3.4
Group allocation	-2.2	-0.4	1.2	-1.4	-3.0	0.4	-0.4	-1.0
Total	20.9	23.4	18.9	13.0	30.6	30.1	23.6	16.7

In the table PF indicates pro forma. A reconciliation of alternative key ratios to IFRS figures is presented on page 32.

SEGMENTS Q4 22

EUR million	Wine	Spirits	Industrial	Group and allocations	Elimination	Group
Net sales external	104.2	71.9	45.5	0.0	0.0	221.6
Net sales internal	3.7	0.3	33.2	0.0	-37.1	
Total net sales	107.9	72.2	78.7	0.0	-37.1	221.6
Other operating income external	0.0	0.0	2.3	0.0		2.3
Other operating income internal	1.8	0.5	2.0	4.4	-8.7	0.0
Total other operating income	1.8	0.5	4.3	4.4	-8.7	2.3
Materials and services	-79.0	-41.6	-49.3	1.6	33.5	-134.8
Gross profit	30.7	31.1	33.7	6.0	-12.3	89.2
Other operating expenses	-24.1	-21.5	-29.3	-7.7	12.3	-70.2
EBITDA	6.6	9.6	4.4	-1.7	0.0	18.9
Items affecting comparability	0.4	1.9	0.4	-0.6	0.0	2.0
Comparable EBITDA	6.9	11.5	4.8	-2.2	0.0	20.9
EBITDA						18.9
Depreciation						-8.7
Operating profit						10.2
Gross margin %	27.9 %	42.8 %	40.6 %			40.2 %
Comparable EBITDA margin %	6.4 %	15.9 %	6.1 %			9.4 %

PRO FORMA SEGMENT INFORMATION FOR Q4 21

EUR million	Wine	Spirits	Industrial	Group and allocations	Elimination	Group PF
Net sales external	93.0	73.9	38.7	0.0	0.0	205.6
Net sales internal	0.1	0.1	28.8	0.0	-29.0	
Total net sales	93.1	74.0	67.5	0.0	-29.0	205.6
Other operating income external	0.0	4.5	2.1	-0.7	0.0	5.9
Other operating income internal	0.2	0.0	1.0	10.8	-12.0	
Total other operating income	0.2	4.5	3.1	10.1	-12.0	5.9
Materials and services	-61.0	-39.9	-39.7	0.0	26.1	-113.6
Gross profit	32.2	39.5	30.9	10.2	-14.8	97.9
Other operating expenses	-19.0	-21.4	-28.1	-12.1	14.8	-65.6
EBITDA	13.2	18.2	2.8	-1.9	0.0	32.3
Items affecting comparability	0.4	-1.2	0.2	-1.1	0.0	-1.7
Comparable EBITDA	13.6	17.0	3.0	-3.0	0.0	30.6
EBITDA						32.3
Depreciation, amortisation and impairment						-7.8
Operating profit						24.5
Gross margin %	34.5 %	53.4 %	45.7 %			47.6 %
Comparable EBITDA margin %	14.7 %	22.9 %	4.4 %			14.9 %

SEGMENTS 2022

EUR million	Wine	Spirits	Industrial	Group and allocations	Elimination	Group
Net sales external	309.7	233.0	160.0	0.0	0.0	702.7
Net sales internal	6.9	0.8	125.5	0.0	-133.1	
Total net sales	316.6	233.8	285.5	0.0	-133.2	702.7
Other operating income external	0.7	0.0	10.0	0.2	0.0	10.9
Other operating income internal	2.1	0.4	6.2	37.2	-45.9	
Total other operating income	2.8	0.4	16.2	37.4	-45.9	10.9
Materials and services	-225.9	-131.8	-178.2	-0.3	121.9	-414.3
Gross profit	93.5	102.4	123.5	37.1	-57.1	299.3
Other operating expenses	-70.5	-66.6	-105.6	-45.9	57.1	-231.4
EBITDA	23.0	35.8	17.9	-8.8	0.0	67.9
Items affecting comparability	0.6	2.0	-0.2	5.9	0.0	8.2
Comparable EBITDA	23.5	37.8	17.7	-2.8	0.0	76.1
EBITDA						67.9
Depreciations						33.2
Operating result						34.7
Gross margin %	29.5%	43.2%	40.9%			42.6%
Comparable EBITDA margin %	7.4%	16.2%	6.2%			10.8%

PRO FORMA SEGMENT INFORMATION FOR 2021

EUR million	Wine	Spirits	Industrial	Group and allocations	Elimination	Group PF	Arcus	Merger	Group reported
Net sales external	302.5	224.6	137.9	0.0		665.0	-195.2	8.4	478.2
Net sales internal	0.4	0.3	116.8	0.0	-117.5				
Total net sales	302.9	224.8	254.8	0.0	-117.5	665.0	-195.2	8.4	478.2
Other operating income external	0.0	4.6	6.6	-0.5		10.7	-0.2		10.5
Other operating income internal	0.6	-0.2	3.7	38.7	-42.8				
Total other operating income	0.6	4.4	10.4	38.2	-42.8	10.7	-0.2		10.5
Materials and services	-205.7	-120.5	-148.2	0.0	107.3	-367.0	105.8	-4.9	-266.1
Gross profit	97.8	108.8	117.0	38.2	-53.0	308.7	-89.6	3.5	222.6
Other operating expenses	-59.1	-60.8	-99.2	-47.4	53.0	-213.5	60.8	-7.1	-159.7
EBITDA	38.7	48.0	17.7	-9.2	0.0	95.2	-28.8	-3.6	62.9
Items affecting comparability	0.8	-0.5	0.3	5.2		5.8	-4.8	7.8	8.8
Comparable EBITDA	39.5	47.5	18.0	-4.0	0.0	101.0	-33.6	4.2	71.7
EBITDA						95.2	-28.8	-3.6	62.9
Depreciation, amortisation and impairment						-31.2	9.0	1.7	-20.5
Operating profit						64.0	-19.8	-1.9	42.4
Gross margin %	32.2%	47.4%	44.4%			45.7%			46.6%
Comparable EBITDA margin %	13.1%	21.1%	7.1%			15.2%			15.0%

Notes to the financial statements

PROPERTY, PLANT AND EQUIPMENT, INTANGIBLE ASSETS AND RIGHT-OF-USE ASSETS

EUR million	Intangible assets	Goodwill	Property, plant and equipment	Right-of-use assets	Total
Acquisition cost at 1 January 2022	341.4	327.3	299.3	173.4	1 141.4
Acquisition of subsidiaries	44.6	41.4	7.7	18.7	112.3
Additions	2.1	-	8.6	11.5	22.2
Disposals	-0.4	-	-0.9	-1.2	-2.6
Effect of movement in exchange rates	-13.3	-15.4	-2.9	-8.4	-39.9
Acquisition cost at 31 December 2022	374.4	353.3	311.7	194.0	1 233.4
Accumulated depreciation, amortisation and impairment losses at 1 January 2022	-144.7	-49.5	-228.0	-47.8	-470.0
Depreciation and amortisation	-10.6	-	-9.5	-13.2	-33.2
Accumulated depreciation and amortisation on disposals and transfers	0.4	-	0.6	0.9	2.0
Effect of movement in exchange rates	6.5	6.7	1.8	2.8	17.9
Accumulated depreciation and amortisation and impairment losses at 31 December 2022	-148.3	-42.8	-235.0	-57.2	-483.4
Carrying amount at 1 January 2022	196.7	277.8	71.3	125.7	671.4
Carrying amount at 31 December 2022	226.1	310.5	76.7	136.8	750.1
Acquisition cost at 1 January 2021	151.1	123.0	252.9	17.5	544.4
Acquisition of subsidiaries	201.1	195.4	41.0	147.6	585.1
Additions	1.0	-	4.6	5.1	10.7
Disposals	-15.4	-	-0.2	-0.4	-16.0
Effect of movement in exchange rates	3.5	8.9	1.1	3.7	17.1
Acquisition cost at 31 December 2021	341.3	327.3	299.3	173.4	1 141.4
Accumulated depreciation, amortisation and impairment losses at 1 January 2021	-130.4	-41.6	-194.0	-7.2	-373.2
Acquisition of subsidiaries	-20.1	-2.2	-25.4	-33.5	-81.3
Depreciation and amortisation	-5.9	-	-8.1	-6.5	-20.5
Accumulated depreciation and amortisation on disposals and transfers	11.7	-	0.1	0.3	12.1
Effect of movement in exchange rates	0.1	-5.8	-0.6	-0.8	-7.2
Accumulated depreciation, amortisation and impairment losses at 31 December 2021	-144.7	-49.6	-228.0	-47.8	-470.0
Carrying amount at 1 January 2021	20.7	81.4	58.9	10.2	171.3
Carrying amount at 31 December 2021	196.7	277.8	71.3	125.7	671.4

RELATED PARTY TRANSACTIONS

The following transactions have taken place with related parties:

EUR million	2022	2021
Sales of goods and services		
Associates, joint ventures and joint operations	0.6	0.9
Other companies considered related parties	73.2	78.9
Total sales of goods and services	73.8	79.8
Purchases of goods and services		
Associates, joint ventures and joint operations	6.4	6.5
Other companies considered related parties	4.0	3.8
Total purchases of goods and services	10.5	10.2
Receivables		
Associates, joint ventures and joint operations	0.2	0.1
Other companies considered related parties	5.2	1.1
Total receivables	5.4	1.2
Payables		
Associates, joint ventures and joint operations	1.1	1.7
Other companies considered related parties	0.5	0.5
Total payables	1.7	2.2

The Company's related parties include the subsidiaries, associated companies, joint ventures and joint operations. Related party transactions include such operations that are not eliminated in the Group's consolidated financial statements. Related party also include the Board of Directors, the CEO, the members of the Executive Management Team and their family members as well as entities controlled or jointly controlled by these persons. In addition, entities that are controlled or jointly controlled by, or are associates of the State of Finland, are related parties of Anora. Anora has applied the exemption to report only material transactions with the Finnish government related entities. Transactions with related parties are entered into on market terms. Anora has related party transactions on a continuous basis with its major customer Alko. Transactions with Alko have been presented above under Other companies considered related parties.

ASSOCIATED COMPANIES AND JOINT ARRANGEMENTS

EUR million	31 Dec 2022	31 Dec 2021
Investments in associated companies and joint ventures:		
At the beginning of the reporting period	8.7	1.5
Acquisition of subsidiaries	-	6.5
Additions	5.0	-
Share of result for the period	-0.3	0.7
Transfer to subsidiary shares	-0.3	-
Dividend	-0.1	-
Translation difference	0.1	-0.1
At the end of the reporting period	13.1	8.7
Financial summary of associated companies and joint ventures:		
Assets	45.4	46.6
Liabilities	18.7	20.4
Net assets	26.7	26.2
Net sales	26.2	29.9
Result for the period	-1.9	2.0

COLLATERALS, COMMITMENTS AND CONTINGENT ASSETS AND LIABILITIES

EUR million	31 Dec 2022	31 Dec 2021
Collaterals given on behalf of Group companies		
Mortgages	18.5	18.5
Guarantees	9.3	9.1
Total collaterals	27.8	27.6
Commitments		
Short-term and low value lease obligations		
Less than one year	0.2	0.1
Between one and five years	0.3	0.1
Other commitments	18.1	19.1
Total commitments	18.6	19.3
Assets not recognised in the balance sheet		
Emission allowances, kilotons	31 Dec 2022	31 Dec 2021
Emission allowances received	22.6	22.6
Excess emission allowances from the previous period	13.5	10.9
Sold emission allowances	-13.0	-
Realised emissions	-21.1	-19.9
Total emission allowances	2.0	13.5
Fair value of emission allowances (EUR million)	0.2	1.1

CLASSIFICATION AND FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES

EUR million	Derivative, hedge accounting	Fair value through profit or loss	Amortised cost	Fair value through other comprehensive income	Carrying amounts of items in the balance sheet	Fair value	Level
Non-current financial assets							
Investments in associates and receivables from interests in joint operations	-	-	7.6	-	7.6	7.6	
Unquoted shares	-	-	-	0.7	0.7	0.7	3
Other non-current receivables	-	-	0.0	-	0.0	0.0	
Current financial assets							
Trade and other receivables	-	-	229.7	-	229.7	229.7	
Derivative instruments/Interest rate derivatives	0.0	-	-	-	0.0	0.0	2
Derivative instruments/Forward exchange contracts	0.8	0.1	-	-	0.9	0.9	2
Derivative instruments/Commodity derivatives	5.4	-	-	-	5.4	5.4	2
Cash and cash equivalents	-	-	91.4	-	91.4	91.4	
Financial assets on 31 December 2022	6.2	0.1	328.7	0.7	335.7	335.7	
Financial assets on 31 December 2021	2.7	0.1	396.6	0.7	400.1	400.1	
Non-current financial liabilities							
Borrowings	-	-	216.0	-	216.0	216.0	2
Lease liabilities	-	-	132.4	-	132.4	132.4	2
Non-current at fair value through profit or loss	-	0.6	-	-	0.6	0.6	3
Other liabilities	-	-	0.0	-	0.0	0.0	
Current financial liabilities							
Borrowings	-	-	31.5	-	31.5	31.5	2
Lease liabilities	-	-	12.4	-	12.4	12.4	2
Trade and other payables	-	-	104.5	-	104.5	104.5	
Derivative instruments/Interest rate derivatives	0.0	-	-	-	0.0	0.0	2
Derivative instruments/Forward exchange contracts	0.1	0.1	-	-	0.2	0.2	2
Financial liabilities on 31 December 2022	0.1	0.7	496.9	-	497.7	497.7	
Financial liabilities on 31 December 2021	0.5	1.3	392.2	-	394.1	394.1	

The levels 1-3 of fair value hierarchy reflect the significance of inputs used in determining the fair values. In level one, fair values are based on public quotations of identical financial instruments. In level two, the inputs used in determining the fair values are based on quoted market rates and prices observable for the asset or liability in question directly (i.e. price) or indirectly on discounted future cash flows. Fair values of other financial assets and liabilities in level two reflect their carrying value. In level three, the fair values of assets and liabilities are based on inputs that are not based on observable market data for all significant variables, and instead are, to a significant extent, based on management estimates and their use in generally accepted valuation techniques. The reported fair value level is based on the lowest level of input information that is significant in determining the fair value.

LIABILITIES AT FAIR VALUE THROUGH PROFIT AND LOSS

EUR million	31 Dec 2022	31 Dec 2021
Book value at the beginning of the period	1.3	-
Acquisitions in period	-	1.1
Changes in value during period	-0.6	0.2
Interest during period	0.0	0.0
Translation differences	-0.1	0.0
Book value at the end of the period	0.6	1.3
Non-current liability	0.6	1.3
Current liability	-	-
Total liabilities through profit and loss	0.6	1.3

KEY RATIOS

Appendix 1

		Q4 22	Q4 21	2022	2021
Income statement					
Net sales	EUR million	221.6	205.6	702.7	478.2
Comparable EBITDA	EUR million	20.9	31.4	76.1	71.7
(% of net sales)	%	9.4	15.3	10.8	15.0
EBITDA	EUR million	18.9	31.3	67.9	62.9
Comparable operating result (EBIT)	EUR million	12.2	23.6	42.9	51.2
(% of net sales)	%	5.5	11.5	6.1	10.7
Operating result	EUR million	10.2	23.5	34.7	42.4
Result before taxes	EUR million	5.9	21.1	23.4	38.6
Result for the period	EUR million	3.7	17.2	18.1	31.2
Items affecting comparability	EUR million	-2.0	-0.1	-8.2	-8.8
Balance sheet					
Cash and cash equivalents	EUR million			91.4	168.9
Total equity	EUR million			481.4	507.9
Non-controlling interest	EUR million			0.9	0.9
Borrowings	EUR million			247.5	162.6
Invested capital	EUR million			728.9	670.5
Profitability					
Return on equity (ROE), rolling 12 months	%			3.6	9.3
Return on invested capital (ROI), rolling 12 months	%			4.2	7.4
Financing and financial position					
Net debt	EUR million			300.9	126.0
Gearing	%			62.5	24.8
Equity ratio	%			37.0	41.2
Net cash flow from operating activities	EUR million	36.1	57.6	-0.4	50.8
Net debt/comparable EBITDA, rolling 12 months				4.0	1.8
Share-based key ratios					
Earnings / share (Basic and diluted)	EUR	0.05	0.25	0.26	0.67
Equity / share	EUR			7.13	7.52
Dividend per share				0.22	0.45
Dividend/earnings				83.1	67.6
Effective dividend yield				3.0	4.1
Price/Earnings				27.8	16.3
Closing share price on the last day of trading				7.36	10.86
Highest				11.04	12.00
Lowest				6.62	9.62
Market value of shares at the end of period				497.2	733.6
Number of shares outstanding at the end of period		67 553 624	67 553 624	67 553 624	67 553 624
Personnel					
Personnel end of period		1251	1055	1251	1055
Average number of personnel				1159	799

RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES (APM) TO IFRS FIGURES AND ITEMS AFFECTING COMPARABILITY (IAC)

EUR million	Q4 22	Q4 21	2022	2021
Items affecting comparability				
Net gains or losses from business and assets disposals	0.4	4.1	0.8	3.7
Cost for closure of business operations and restructurings	-0.1	-0.5	-0.1	-0.5
Costs related to the closed voluntary pension scheme	0.3	-	0.3	-
Costs related to the merger of Altia and Arcus	-0.6	-3.1	-4.6	-11.2
Inventory fair valuation	-0.2	-0.6	-2.0	-0.8
Other major corporate projects	-1.8	0.0	-2.6	0.0
Total items affecting comparability	-2.0	-0.1	-8.2	-8.8
Comparable EBITDA				
Operating results	10.2	23.5	34.7	42.4
Less:				
Depreciation, amortisation and impairment	8.7	7.8	33.2	20.5
Total items affecting comparability	2.0	0.1	8.2	8.8
Comparable EBITDA	20.9	31.4	76.1	71.7
% of net sales	9.4	15.3	10.8	15.0
Comparable EBIT				
Operating results	10.2	23.5	34.7	42.4
Less:				
Total items affecting comparability	2.0	0.1	8.2	8.8
Comparable EBIT	12.2	23.6	42.9	51.2
% of net sales	5.5	11.5	6.1	10.7

THE DEFINITIONS AND REASONS FOR THE USE OF FINANCIAL KEY INDICATORS

Key figures	Definition	Reason for the use
Gross profit	Total net sales + total operating income - material and services	Gross profit is the is the indicator to measure the performance
Gross margin, %	Gross profit/ Total net sales	
EBITDA	Operating result before depreciation and amortization	EBITDA is the indicator to measure the performance of the Group.
EBITDA margin, %	EBITDA / Net sales	
Comparable operating result	Operating result excluding items affecting comparability	Comparable EBITDA, comparable EBITDA margin, comparable operating result and comparable operating margin are presented in addition to EBITDA and operating result to reflect the underlying business performance and to enhance comparability from period to period. Anora believes that these comparable performance measures provide meaningful supplemental information by excluding items outside normal business, which reduce comparability between the periods.
Comparable operating margin, %	Comparable operating result / Net sales	
Comparable EBITDA	EBITDA excluding items affecting comparability	Comparable EBITDA is an internal measure to assess performance of Anora and key performance measure at segment level together with Net Sales.
Comparable EBITDA margin, %	Comparable EBITDA / Net sales	
Items affecting comparability	Material items outside normal business, such as net gains or losses from business and assets disposals, impairment losses, cost for closure of business operations and restructurings, major corporate projects including direct transaction costs related to business acquisitions and the merger, merger related integration costs, expenses arising from the fair valuation of inventories in connection with merger combinations, voluntary pension plan change, and costs related to other corporate development.	Comparable EBITDA is commonly used as a base for valuation purposes outside the Company and therefore important measure to report regularly.
Invested capital	Total equity + Borrowings	Base for ROI measure.
Return on equity (ROE), %	Result for the period (rolling 12 months) / Total equity (average of reporting period and comparison period)	This measure can be used to evaluate how efficiently Anora has been able to generate results in relation to the total equity of the Company.
Return on invested capital (ROI), %	(Result for the period + Interest expenses) (rolling 12 months) / (Total equity + Non-current and current borrowings) (average of reporting period and comparison period)	This measure is used to evaluate how efficiently Anora has been able to generate net results in relation to the total investments made to the Company.
Borrowings	Non-current borrowings + Current borrowings	
Net debt	Borrowings + non-current and current lease liabilities – cash and cash equivalents	Net debt is an indicator to measure the total external debt financing of the Group.
Gearing, %	Net debt / Total equity	Gearing ratio helps to show financial risk level and it is a useful measure for management to monitor the level of Group's indebtedness. Important measure for the loan portfolio.
Equity ratio, %	Total equity / (Total assets – Advances received)	Equity / assets ratio helps to show financial risk level and it is a useful measure for management to monitor the level of Group's capital used in the operations.
Net debt / Comparable EBITDA	Net debt / Comparable EBITDA	
Earnings / share	Result for the period attributable to shareholders of the parent company/Average number of shares during the period	
Equity / share	Equity attributable to shareholders of the parent company / Share- issue adjusted number of shares at the end of period	
Dividend / share	Dividend distribution for period / Number of shares (basic) at the end of period	
Dividend / earnings, %	Dividend/share / Earnings/share	
Effective dividend yield, %	Dividend/share / Price of share at the end of the accounting period	
Price / earnings	Price of share at the end of accounting period / Earnings/share	
Market value of outstanding shares	The number of shares at the end of accounting period x the price of the share at the end of accounting period	

ANORA

ANORA GROUP PLC

Kaapeliaukio 1

P.O. Box 350, 00101 Helsinki

tel. +358 207 013 013

www.anora.com

Anora is a leading wine and spirits brand house in the Nordic region and a global industry forerunner in sustainability. Our market-leading portfolio consists of our own iconic Nordic brands and a wide range of prominent international partner wines and spirits. We export to over 30 markets globally. Anora Group also includes Anora Industrial and logistics company Vectura. In 2022, Anora's net sales were EUR 703 million and the company employs about 1 200 professionals. Anora's shares are listed on Nasdaq Helsinki.