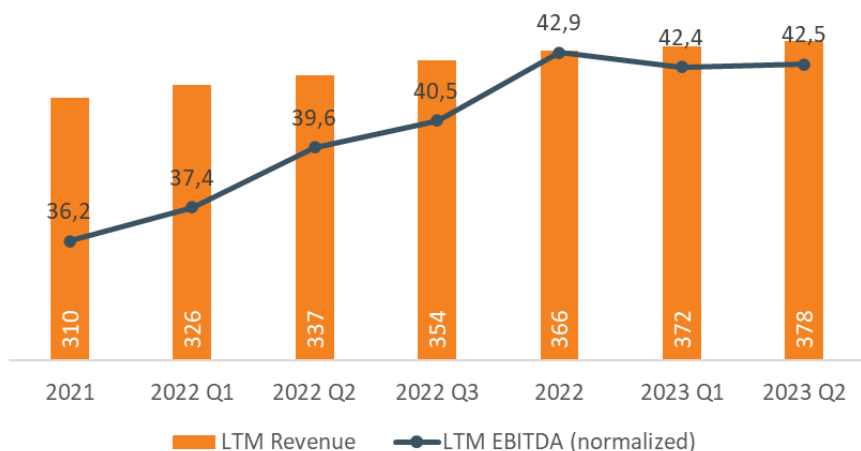
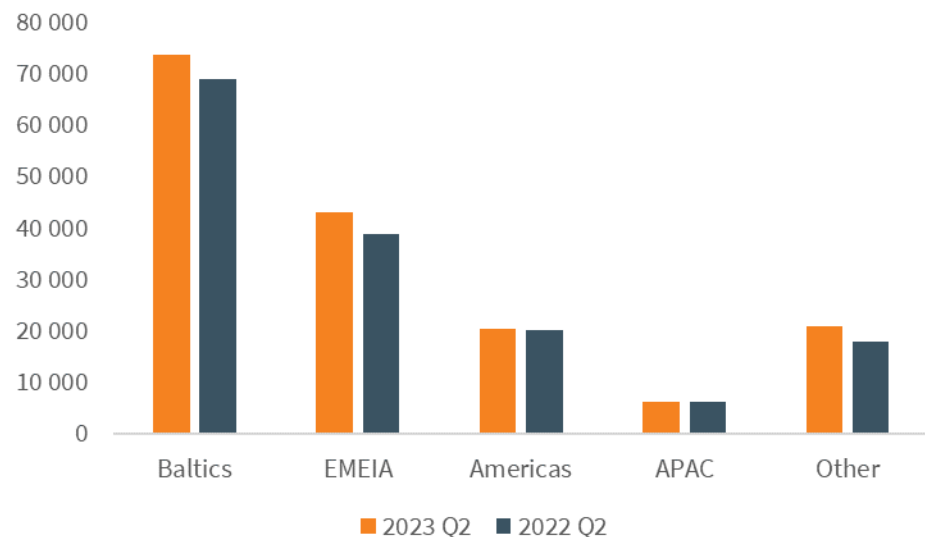




# **Amber Beverage Group 2023 H1 results**

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# Consolidated financial statements 2023 H1



	01/01/2023- 30/06/2023	01/01/2022- 30/06/2022
	EUR 000	EUR 000
Revenue	239 369	225 627
Excise and duties	(75 549)	(74 038)
<b>Net revenue</b>	<b>163 820</b>	<b>151 589</b>
Cost of goods sold	(118 590)	(109 300)
<b>Gross profit</b>	<b>45 230</b>	<b>42 289</b>
Selling expenses	(27 040)	(24 626)
General and administration expenses	(12 091)	(11 365)
Net impairment gain/ (losses) of financial assets	(23)	16
Other operational income	4 353	4 912
Other operational expense	(2 727)	(952)
Merger and acquisition related costs	(69)	(299)
<b>Operating profit</b>	<b>7 633</b>	<b>9 975</b>
Net finance income/ (expense)	(2 560)	129
<b>Profit before tax</b>	<b>5 073</b>	<b>10 104</b>
Corporate income tax	(1 416)	(2 094)
<b>Profit for the period</b>	<b>3 657</b>	<b>8 010</b>

- In H1 the Group has continued the growth at Net Revenue, however the profitability is impacted by additional overheads, not fully incorporated in the pricing models.
- The Net results for H1 2023 is impacted by recognized loss on sale of Amber Permalko (EUR 1.4m) as the result of strategic decision to exit Russia, driven by unfavourable FX rate development, negative impact of EURIBOR rate changes onto the main borrowings and coupon payments for bonds.

# Consolidated financial statements 2023 H1

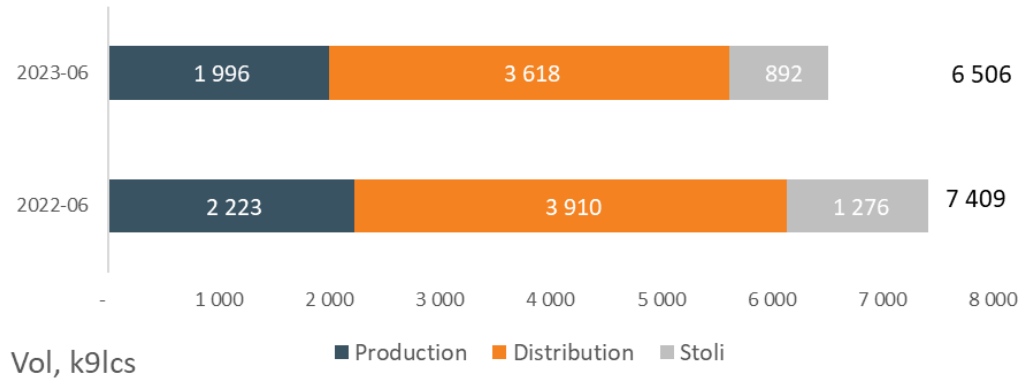
## ASSETS

	Notes	30.06.2023 EUR 000	31.12.2022 EUR 000
<b>Non-current assets</b>			
Intangible assets		82 033	81 166
Property, plant and equipment		53 633	54 462
Rights-to-use assets		7 843	9 029
Investment properties		-	1 059
Biological assets		16 864	14 774
Loans to related parties		29 685	26 617
Other non-current financial assets		2 536	3 182
Non-current financial investments		2 217	2 184
Deferred tax asset		129	-
<b>TOTAL NON-CURRENT ASSETS</b>		<b>194 940</b>	<b>192 473</b>
<b>Current assets</b>			
Inventories	11	93 603	87 785
Trade and other receivables	12	122 559	138 253
Loans to related parties		4 838	3 717
Corporate income tax		399	146
Short term bank deposits		28 666	-
Cash and cash equivalents	13	7 633	7 490
<b>TOTAL</b>		<b>257 698</b>	<b>237 391</b>
Assets held for sale		-	23 327
<b>TOTAL CURRENT ASSETS</b>		<b>257 698</b>	<b>260 718</b>
<b>TOTAL ASSETS</b>		<b>452 638</b>	<b>453 191</b>

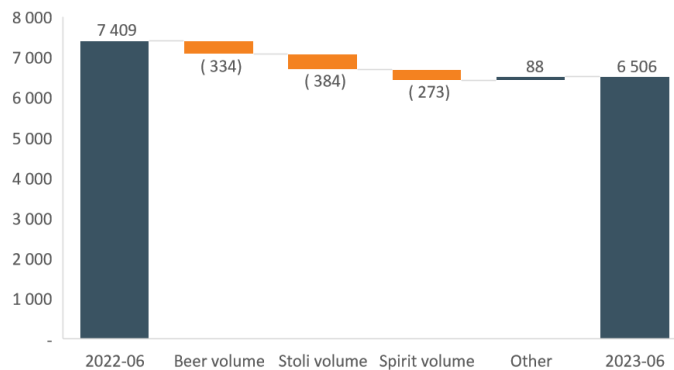
## EQUITY AND LIABILITIES

	Notes	30.06.2023 EUR 000	31.12.2022 EUR 000
<b>Capital and Reserves</b>			
Share capital		13	13
Share premium		132 553	132 553
FX revaluation reserve		(1 053)	(1 044)
Other reserves		1	1
Pooling reserve		(21 268)	(18 041)
Revaluation reserve of derivatives		62	98
Retained earnings		55 253	58 643
<b>TOTAL attributable to majority shareholders</b>		<b>165 561</b>	<b>172 223</b>
Non-controlling interest		14 777	15 445
<b>TOTAL EQUITY</b>		<b>180 338</b>	<b>187 668</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Borrowings	16	58 740	19 224
Trade and other payables	14	1 359	1 377
Deferred tax liability		4 392	3 392
Derivatives		(62)	(98)
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>64 429</b>	<b>23 895</b>
<b>Current liabilities</b>			
Borrowings and bank overdrafts	16	74 271	88 658
Trade and other payables	14	84 203	86 858
Taxes payable	15	49 397	52 146
Corporate income tax liabilities	15	-	264
<b>TOTAL</b>		<b>207 871</b>	<b>227 926</b>
Liabilities directly associated with the assets held for sale		-	13 702
<b>TOTAL LIABILITIES</b>		<b>272 300</b>	<b>265 523</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>452 638</b>	<b>453 191</b>

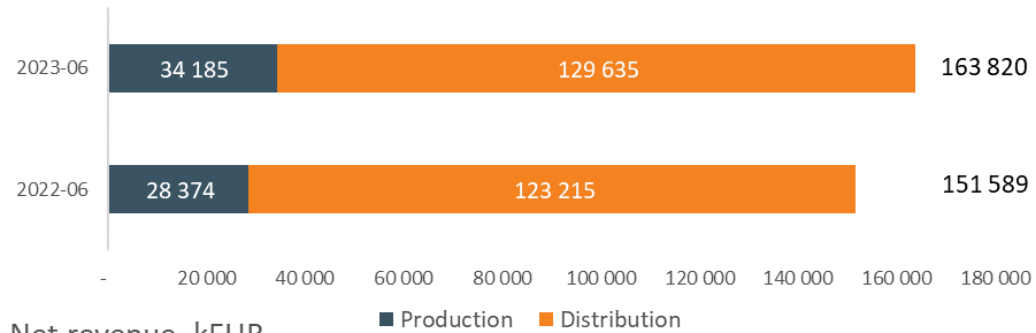
# Financial performance



Vol, k9lcs



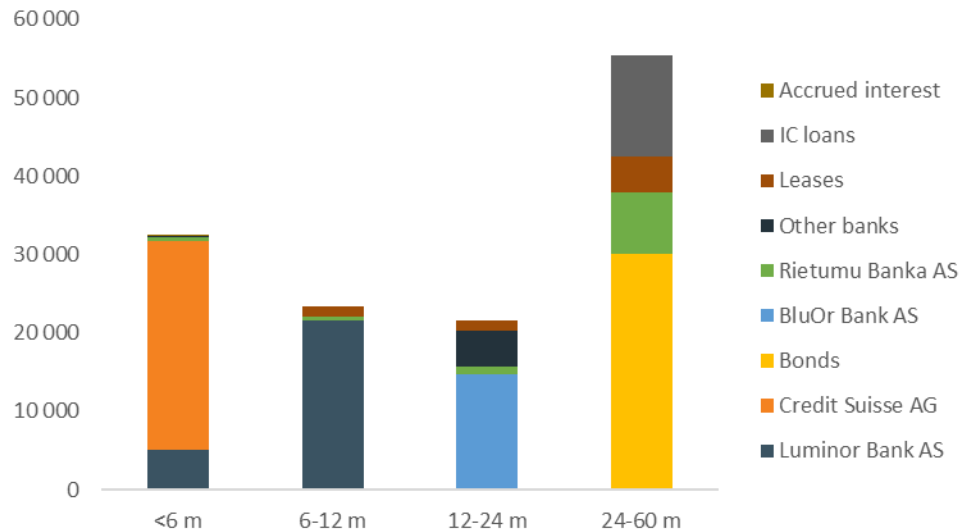
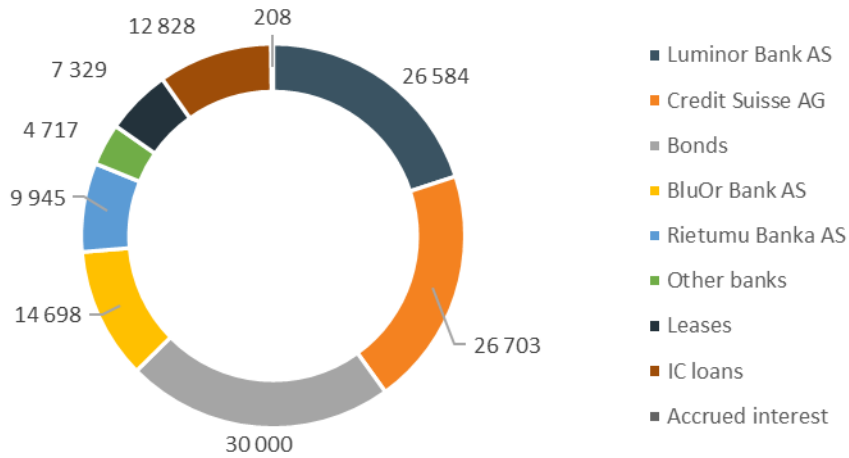
- In H1 2023 the volume has decreased by 12% vs H1 2022, with major contributors being:
  - Excluding of Belarus origin beer from portfolio in Lithuania since March 2022 (impact of 334k 9lcs)
  - Phasing of Stoli orders in H1 2023 due to changes in Stoli strategic market approach (impact of 384k 9lcs)
  - Decrease in spirit volume production due to reorganisation of sales within Russian inner market (impact of 273k 9lcs)
- Net revenue in H1 has increased by 8%, with major contributors being:
  - Premiumisation of portfolio in core markets
  - Extending of Irish whiskey portfolio coverage in ABG core markets
  - Price increase for ABG core brands in all major markets both in 2nd part of 2022 and from beginning of 2023



Net revenue, kEUR

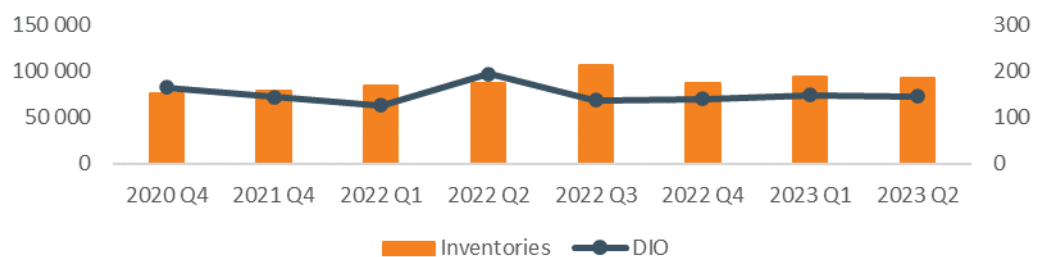
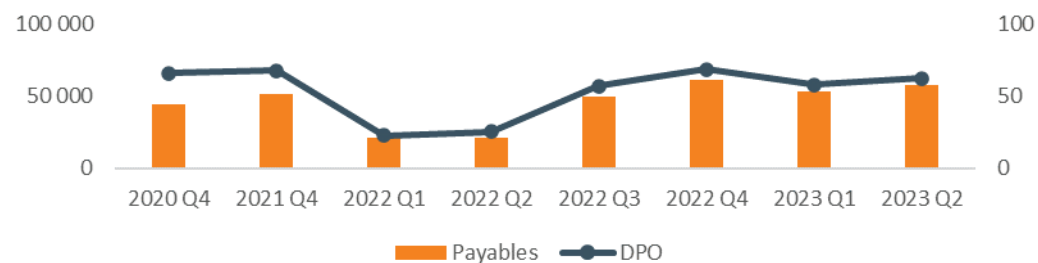
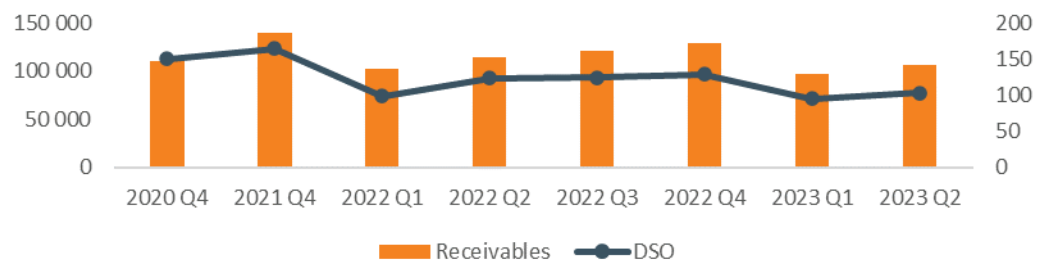
# Debt analysis 30.06.2023

Total debt portfolio by lender



- Total debt portfolio as at 30.06.2023 has been amended by the following:
  - Additional EUR 30m debt arising from bond issue in April 2023. Unused proceeds of bonds issue are placed on several term deposits with Signet bank
  - OD with Luminor (EUR 21m) maturing on 31.01.2024 – extension for +12 months expected in Jan24
  - Loans with Luminor (EUR 5.1m) maturing on 31.12.2023 – agreements to be extended for 2 years
  - OD with BluOr Bank AS (EUR 15m) has been extended until 09.08.2024
  - Rietumu Banka AS has refinanced the EUR 10m short-term bridge loan provided by Signet Bank AS, with new maturity date set on 28.04.2028
  - Invoice discounting facility with Royal Bank of Scotland has been refinanced to Ultimate Finance Ltd. with max limit of GBP 2m (EUR 2.3m)
  - Credit Suisse AG (EUR 27m) maturing on 03.12.2023. Subsequently, the liability towards CS has been reduced by EUR 1.3m. The final decision on refinancing partner expected to be taken on second part of September.

# Other



- Working capital development
  - Working capital has seasonal characteristics with reduction in Q2 and build-up in Q3 (stock build-up in production entities to secure year-end sales) and Q4 (year-end sales activities by distribution entities)
- FTE development
  - H1 2022 FTE = 2 084
  - H1 2023 FTE = 1 694 (reduction vs H1 2022 due to disposal of Amber Permalko)

