

Q4

YEAR-END REPORT

JANUARY - DECEMBER 2023

Strong momentum in the Nordics with record high market shares

OCTOBER-DECEMBER 2023

- Net sales increased by 4.3% to SEK 1,098 (1,053) million. Organic growth was 4.4% (-0.4).
- EBITA, adjusted, decreased to SEK 70 (99) million. EBITA margin, adjusted, was 6.3% (9.4). The change is mainly explained by negative currency effects.
- Cash flow from operating activities increased to SEK 92 (66) million.
- Operating profit decreased to SEK 35 (62) million. Operating margin was 3.2% (5.9). The change is mainly explained by negative currency effects and non-recurring costs.
- Market share¹⁾ increased to 27.4% (26.0) in Sweden, 21.3% (18.8) in Finland and 6.4% (5.6) in Norway.
- Earnings per share was SEK 0.00 (0.52).

SIGNIFICANT EVENTS DURING THE YEAR

- The Sweden and Nordic operating segments were merged during the year and are now reported as the Nordics.
- Viva eCom started delivering from its new centralised e-commerce warehouse outside Mainz in Germany.
- Viva Wine Group AB appointed ABG Sundal Collier (ABGSC) as liquidity provider for the company's shares.
- Viva Wine Group entered into an agreement to acquire the Norwegian company Target Wines AS, which was finalised in February 2024.

JANUARY - DECEMBER 2023

- Net sales increased by 4.1% to SEK 3,981 (3,825) million. Organic growth was 3.3% (-3.7).
- EBITA, adjusted, decreased to SEK 292 (377) million. EBITA margin, adjusted, was 7.3% (9.8). The change is mainly explained by negative currency effects.
- Cash flow from operating activities decreased to SEK 212 (286) million.
- Operating profit decreased to SEK 165 (310) million. Operating margin was 4.1% (8.1). The change is mainly explained by negative currency effects and positive non-recurring effects in 2022.
- Market share¹⁾ increased to 26.6% (25.5) in Sweden, 19.5% (16.8) in Finland and 5.9% (5.3) in Norway.
- Earnings per share was SEK 1.19 (2.86).

SIGNIFICANT EVENTS AFTER THE END OF THE YEAR

- As of 1 January 2024, Viva Wine Group's Swedish subsidiaries Chris Wine & Spirits AB and Winemarket Nordic AB merged to form Morningstar Brands AB.
- The Board of Directors proposes to the Annual General Meeting an ordinary dividend of SEK 1.55 (1.55) per share.

CONSOLIDATED FINANCIAL SUMMARY

SEK million	Quarter			Period		
	Oct-Dec	Change	%	Jan-Dec	Change	%
Net sales	2023	2022	%	2023	2022	%
	1,098	1,053	4.3	3,981	3,825	4.1
Gross margin (%) ²⁾	19.2	22.3		19.7	23.0	
EBITA ²⁾	62	99	-38.0	271	433	-37.3
EBITA margin (%) ²⁾	5.6	9.4		6.8	11.3	
EBITA, adjusted ²⁾	70	99	-29.5	292	377	-22.6
EBITA margin, adjusted (%) ²⁾	6.3	9.4		7.3	9.8	
Operating profit (EBIT) ²⁾	35	62	-43.4	165	310	-46.9
Operating margin (%) ²⁾	3.2	5.9		4.1	8.1	
Net profit	2	51	-95.6	116	278	-58.3
Net debt ²⁾	519	491				
Equity ratio (%) ²⁾	47.4	47.7				
Basic/diluted earnings per share, SEK	0.00	0.52		1.19	2.86	
Average number of employees				303	333	

¹⁾ Measured in litres.

²⁾ APM, Alternative Performance Measure, see Key Performance Indicator definitions on page 22.



Another year of record high market shares in the Nordics despite soft markets

We ended 2023 with record growth in the Nordics and by becoming the no 1 in the Finnish market. Viva eCom also performed relatively well in a weak European e-commerce market. Our centralised e-commerce platform in Europe is in place, and we are continuing to open new markets.

STRONG PERFORMANCE DESPITE CURRENT MARKET CONDITIONS

In terms of sales, 2023 was our best year ever with sales of SEK 4 billion, corresponding to overall growth of 4.1 percent. In the Nordics, we grew by as much as 6.9 percent despite a weak underlying market in all three countries. Viva eCom was impacted by a weaker e-commerce market, particularly in Germany, and declined by 5.5 percent, which we consider to be a good performance under current market conditions. The gross margin in Viva eCom strengthened during the year thanks to active work on the product mix and reached 41.7 percent in the quarter. In total for Viva Wine Group, adjusted EBITA margin was 7.3 percent for 2023, negatively impacted by the weak Swedish and Norwegian currencies. Besides currency effects, the quarter was also negatively impacted by non-recurring costs related to our acquisition agenda and efficiency improvements. During the year, we made active efforts to offset currency effects, with both balanced price adjustments and good cost control, to gradually strengthen margins going forward. Even though the FX headwind has eased, due to our hedging policy there will be a delay in margin improvement. With the refinancing carried out in the second half of the year, we will also lower our existing financing costs going forward.

WE ARE TAKING THE LEAD IN FINLAND

We ended 2023 in the Nordics in the best way imaginable, with record high market shares, while all three monopoly markets declined in volume. In Finland we became the market leader with a market share of 21.3 percent in the quarter, and in Sweden we surpassed 27 percent in the quarter. Our sales volume in Finland grew strongly during the quarter by 9.3 percent, while the market declined by 3.5 percent. The Norwegian business was the strongest performer in the fourth quarter, with growth in volume of 11.9 percent in a market that declined by 2.1 percent. At the end of the year, we also reached an agreement to acquire Target Wines AS. With its own brands and high profitability, the company will further strengthen our position in the Nordic market.

SETTING THE STAGE FOR GROWTH IN EUROPE

We have had a busy year in Viva eCom, as we have laid the foundation for our European expansion with a new centralised e-commerce warehouse in Germany and continued expansion in Eastern Europe. During the quarter, the e-commerce market in Europe continued to be affected by lower consumer sentiment and purchasing power, also during the Christmas season. We have not yet seen an improvement or turnaround in consumer sentiment. We expect the market to continue to be soft in the beginning of the year, but we are hopeful that the market may return to growth again in 2024.



CONTINUED HIGH AMBITIONS IN SUSTAINABILITY

As an industry leader in sustainability, we have high ambitions. We are committed to reducing our CO2 emissions per litre of wine sold by 2030 and achieving net zero climate impact by 2050. During the year, we improved our measurement and data collection methods and also integrated Finland and Norway into our monitoring of climate emissions. We are now working to prepare for the forthcoming EU Corporate Sustainability Reporting Directive (CSRD).

A CHALLENGING AND EVENTFUL YEAR BEHIND US

Inflation and higher market interest rates have had a significant impact on consumer sentiment and price sensitivity, while we are facing currency headwinds in the Nordic market. I choose to take a positive view. This just means we have to do things smarter and operate even more efficiently.

A lot of things fell into place in 2023. The ambition we had when we acquired Vicampo has become reality, and we can now leverage our European organisation. We are continuing to work actively on the acquisition agenda and to find suitable acquisitions.

We end 2023 with strong momentum in the Nordics, taking market shares in all countries. From the beginning of 2024, alcohol duties will be increased in all the monopoly markets, mostly in Sweden and Finland, and it remains to be seen how this will impact the end-consumer. The strength of our business model is speed to market and meeting consumer preferences.

To conclude, I am extremely proud of all our employees and partners who have contributed to making the strong position we have today possible, and look forward to 2024 with confidence.

Emil Sallnäs, CEO Viva Wine Group
Stockholm, February 2024

Group performance

MARKET

In the fourth quarter of 2023, inflation decreased slightly in Viva Wine Group's markets, while interest rate rises leveled off. However, both the cost situation and interest rate levels remain challenging for consumers in the Nordics and Europe, and the Swedish and Norwegian exchange rates against the EUR had a negative impact on importers during the quarter.

In the Nordic monopoly markets, the total sales volume decreased compared to the same quarter of 2022. At the same time, Viva Wine Group's market share increased – our Norwegian and Finnish operations again showed a sharp increase in sales volume in this quarter.

The European e-commerce markets were affected during the quarter by continued low consumer sentiment and purchasing power, and the market continued to decline. However, Viva Wine Group performed better than the overall market.

FINANCIAL TARGETS

Viva Wine Group has financial targets for growth, profitability and indebtedness. The targets are set for the medium term.

- **Growth:** For the Nordics segment, average annual organic growth is to be at least 4 percent in the medium term. For the Viva eCom segment, average organic growth is to be 10-15 percent over the medium term. In addition, Viva Wine Group intends to grow through acquisitions.
- **Profitability:** Adjusted EBITA margin is to be 10-12 percent in the medium term.
- **Indebtedness:** Net debt in relation to EBITDA is not to exceed a multiple of 2.5. However, net debt in relation to EBITDA may exceed a multiple of 2.5 temporarily, for example in conjunction with acquisitions.
- **Dividend policy:** Taking into account the company's long-term financial stability, opportunities for growth and strategic initiatives, the intention is to distribute 50-70 percent of annual net profit to the Parent Company shareholders.

NET SALES

The quarter

In the fourth quarter, Viva Wine Group's net sales increased by SEK 46 million to SEK 1,098 (1,053) million compared to the same quarter of 2022. The monopoly markets in the Nordics accounted for an increase of 6.8 percent to SEK 892 million, explained by price increases and successful product launches. Sales in the eCom segment decreased by 4.5 percent to SEK 205 million.

Organic sales growth was 4.4 percent in the quarter for the Group, compared to a decrease of 0.4 percent in 2022. The Nordics segment continues to

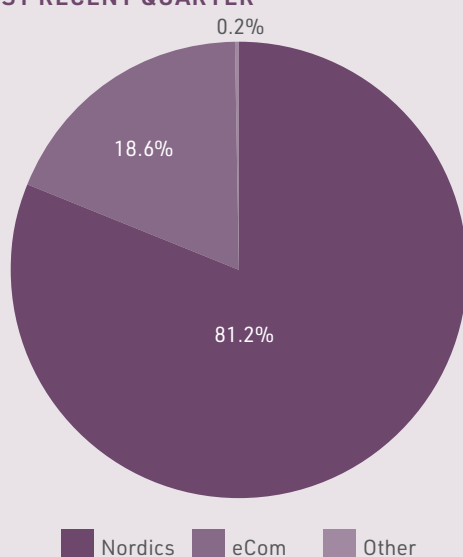
both increase its organic growth and gain market shares, with organic growth for the Nordics being 6.6 percent in the quarter.

Organic sales growth in the eCom segment was -3.3 percent during the quarter, which is an improvement on the previous year's -13.9 percent.

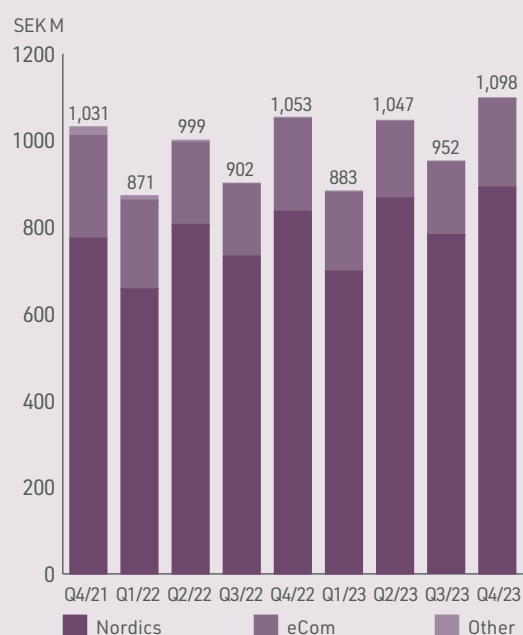
Full-year 2023

For the full year 2023, net sales increased by 4.1 percent to SEK 3,981 (3,825) million. Organic sales growth was 3.3 (-3.7) percent, due to increased net sales in the Nordics.

SHARE OF NET SALES %, MOST RECENT QUARTER



NET SALES PER SEGMENT



NET SALES (SEK MILLION)

	Quarter			Period		
	Oct-Dec	2022	Change %	Jan-Dec	2022	Change %
2023	2023	2022	%	2023	2022	%
Nordics	892	835	6.8	3,238	3,029	6.9
eCom	205	214	-4.5	732	775	-5.5
Other	3	4	-40.4	14	24	-42.9
Eliminations	-1	-1	3.7	-3	-3	4.7
Total	1,098	1,053	4.3	3,981	3,825	4.1

ORGANIC SALES GROWTH (SEK MILLION)

	Oct-Dec		Jan-Dec	
	2023	2022	2023	2022
Net sales	1,098	1,053	3,981	3,825
Acquisitions/disposals net sales	13	-6	44	-575
Currency effect from translation at the exchange rate of the comparison period	-12	-20	-72	-41
Organic net sales	1,099	1,027	3,952	3,208
Sales for the comparison period	1,053	1,031	3,825	3,331
Organic sales growth (%)	4.4	-0.4	3.3	-3.7

OPERATING PROFIT

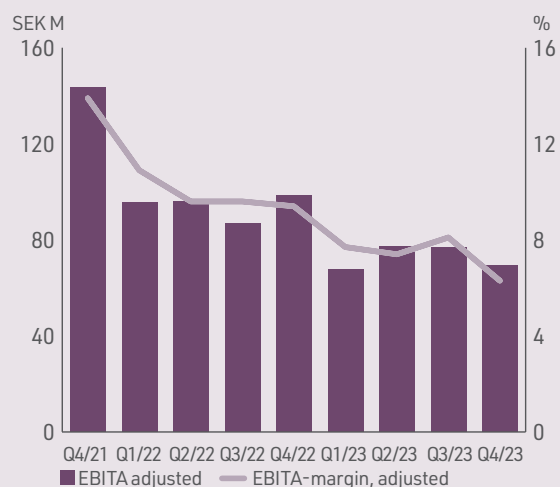
The quarter

Group operating profit for the fourth quarter was SEK 35 (62) million. Items affecting comparability in the fourth quarter of 2023 totalled SEK -8 million and consist of bonuses to the founders of an acquired e-commerce operation and costs for the move to the Group's new centralised e-commerce warehouse. In addition to the items affecting comparability that we adjust for, we also had non-recurring costs in the Nordics segment during the quarter linked to a restructuring of SEK -1 million. Segment Other was also negatively impacted by non-recurring costs related to our acquisition agenda but also minor restructuring costs totalling SEK -5 million. Adjusted EBITA totalled SEK 70 (99) million. The decline compared to the previous year is mainly due to an unfavourable EUR exchange rate in the Swedish and Norwegian operations and the non-recurring costs mentioned above.

Full-year 2023

Group operating profit for the full year 2023 decreased to SEK 165 (310) million, partly explained by the positive non-recurring effects that arose in Q3 2022 as a result of the sale of a warehouse property. Items affecting comparability in the period totalled SEK -20 million and consist of bonuses to the founders of an acquired e-commerce operation and costs for the move to the Group's new centralised e-commerce warehouse. Adjusted EBITA totalled SEK 292 (377) million. The majority of the decrease compared to the previous year, as in the quarter, comes from the unfavourable EUR exchange rate in the Swedish and Norwegian operations.

PROFIT FOR THE PERIOD (SEK MILLION)



NET PROFIT

The quarter

Net profit for the fourth quarter of 2023 was SEK 2 (51) million. Net financial items totalled SEK -35 million compared to SEK 7 million in 2022. 2023 was strongly negatively impacted by FX-revaluation effects of balance sheet items, most of which are non-cash flow items, while the previous year was positively affected by exchange rate effects. In 2023, interest expenses of SEK 8 (6) million were charged to the quarter, which is a decrease compared to the previous quarter.

Full-year 2023

Operating profit for the full year 2023 increased to SEK 116 (278) million. Net financial items totalled SEK -53 million, compared to SEK 49 million in 2022. Deferred tax attributable to surplus values in Germany was adjusted during the third quarter due to a decrease in the local tax rate. This has had a positive impact on the profit and loss line Tax.

OPERATING PROFIT (EBIT)

SEK million	Quarter			Period		
	Oct-Dec	2022	Change %	Jan-Dec	2022	Change %
Nordics	53	74	-28.0	201	276	-27.0
eCom	-6	-3	-88.3	-19	47	-141.3
Other	-12	-9	-36.1	-17	-12	-41.1
Eliminations	-	-	-	-	-	-
Total	35	62	-43.4	165	310	-46.9

EBITA, ADJUSTED

SEK million	Quarter			Period		
	Oct-Dec	2022	Change %	Jan-Dec	2022	Change %
Nordics	60	81	-26.1	229	304	-24.4
eCom	20	25	-18.9	73	78	-7.3
Other	-11	-7	-44.6	-11	-5	-92.3
Eliminations	-	-	-	-	-	-
Total	70	99	-29.5	292	377	-22.6

FINANCIAL POSITION AND LIQUIDITY

Group equity at 31 December 2023 totalled SEK 1,722 (1,865) million. Equity ratio was 47.4 (47.7) percent.

During the third quarter, Viva Wine Group proactively renegotiated its financing, securing a solid financial position to support the strategy for future growth. The previous term loan of EUR 66 million was repaid, and a new term loan of EUR 50 million was established at the end of September. A new EUR 40 million revolving credit facility (RCF) was established at the same time, both via a banking syndicate consisting of SEB and Danske Bank. The SEK 150 million overdraft facility was increased to SEK 200 million. The refinancing will contribute positively to the Group's cash flow going forward. Both the overdraft facility and the RCF were unused at 31 December 2023.

Cash and cash equivalents on 31 December 2023 totalled SEK 94 (339) million, the decrease is mainly due to the year's refinancing. In addition, at the end of the quarter there were unused credit lines of SEK 200 million and unused RCF of EUR 40 million. Group net debt, including lease liabilities under IFRS 16, increased in comparison to the fourth quarter of the previous year by SEK 28 million to SEK 519 million. Net debt/EBITDA, for the last 12-month period, totalled 1.8 (1.1), the increase is mainly explained by the positive non-recurring effects that arose in Q3 2022 as a result of the sale of a warehouse property.

CASH FLOW

The quarter

Cash flow from operating activities before changes in working capital in the fourth quarter was SEK 88 (127) million. Cash flow from change in working capital was SEK 4 (-61) million.

Cash flow from investing activities was SEK -20 (-1) million, during the quarter SEK -20 million was invested in the Group's new centralised e-commerce warehouse. Cash flow from financing activities totalled SEK -20 (-26) million.

The above resulted in cash flow of SEK 52 (39) million for the fourth quarter.

Full-year 2023

Cash flow from operating activities before changes in working capital during the year was SEK 196 (362) million. Cash flow from change in working capital was SEK 15 (-76) million.

Cash flow from investing activities was SEK -35 (-5) million, during the quarter SEK -20 million was invested in the Group's new centralised e-commerce warehouse. Tax on gain from the sale of the warehouse property disposed in Germany in 2022 of SEK -12 million was settled during the year.

Cash flow from financing activities totalled SEK -422 (-281) million. The refinancing done during the year had an impact on cash flow of SEK -187 million. Repayment of loans from credit institutions in addition to refinancing totalled SEK -57 (-105) million. During the period, SEK -160 (-155) million was distributed, of which SEK -138 (-133) million to the Parent Company's shareholders.

The above resulted in cash flow of SEK -245 (1) million for the period.

EQUITY

Viva Wine Group's equity decreased during the quarter by SEK 18 million to SEK 1,722 million. The change consisted mainly of profit for the quarter and currency effects.

SEGMENTS

Nordics

In the fourth quarter, Viva Wine Group further strengthened its positions in all the Nordic monopoly markets. Once again, our sales increased more than the market as a whole and we reported record high market shares in all the Nordic countries.

The total sales volume in the monopoly market decreased by 2.0 percent compared to the same quarter of 2022. At the same time, Viva Wine Group increased sales by 5.3 percent in volume. As a result, our total market share in the Nordic monopoly markets at the end of the quarter was 21.4 percent, an increase of 1.5 percentage points on the fourth quarter of 2022. The increase in Viva Wine Group's sales volume and market share in the Nordics is exclusively due to organic growth driven by brand development, product launches, new partners, new packaging formats and tender wins.

In Sweden, Viva Wine Group's sales volume increased by 4.0 percent, which is substantially better than the Swedish market, which declined by 1.5 percent. Viva Wine Group's market share landed at 27.4 (26.0) percent, an increase of 1.5 percentage points on the previous year. This further strengthens our position as the largest supplier.

In Finland, the sales volume increased by 9.3 percent, despite the Finnish market declining by 3.5 percent. This resulted in an increase in market share of 2.5 percentage points to 21.3 (18.8) percent. This makes Viva Wine Group the largest wine supplier on the Finnish market*.

In Norway, Viva Wine Group's sales volume increased substantially in the quarter, by as much as 11.9 percent, while the Norwegian monopoly market declined by 2.1 percent. This resulted in a rise in market share to 6.4 (5.6) percent.

SALES

Total net sales for the Nordic segment increased during the fourth quarter by 6.8 percent to SEK 892 (835) million, and organic growth was 6.6 (3.6) percent.

The continued increase in sales derives from an effective pricing strategy, offering products in all price ranges while having the ability to quickly adapt to changes in demand.

SEK million	Oct-Dec			Jan-Dec		
	2023	2022	Change %	2023	2022	Change %
Net sales	892	835	6.8	3,238	3,029	6.9
EBITA	60	81	-26.1	229	304	-24.4
EBITA adjusted	60	81	-26.1	229	304	-24.4
EBITA margin, adjusted (%)	6.7	9.7		7.1	10.0	
Operating profit (EBIT)	53	74	-28.0	201	276	-27.0
Operating margin (%)	6.0	8.9		6.2	9.1	

Organic sales growth (SEK million)	Oct-Dec		Jan-Dec	
	2023	2022	2023	2022
Net sales	892	835	3,238	3,029
Acquisitions/disposals net sales	-	-24	-2	-237
Currency effect from translation at the exchange rate of the comparison period	-2	-9	-19	-21
Organic net sales	890	802	3,218	2,771
Sales for the comparison period	835	773	3,029	2,776
Organic sales growth (%)	6.6	3.6	6.2	-0.2

*Wine excluding wine-based drinks.

NORDICS SEGMENT SHARE OF NET SALES IN THE QUARTER

81.2%

VIVA WINE GROUP MARKET SHARE IN SWEDEN IN THE QUARTER

27.4%

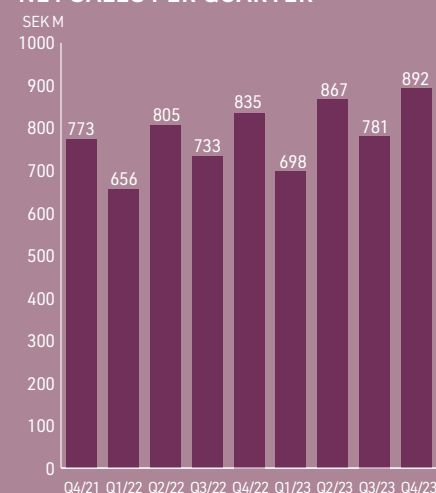
VIVA WINE GROUP MARKET SHARE IN FINLAND IN THE QUARTER

21.3%

VIVA WINE GROUP MARKET SHARE IN NORWAY IN THE QUARTER

6.4%

NET SALES PER QUARTER



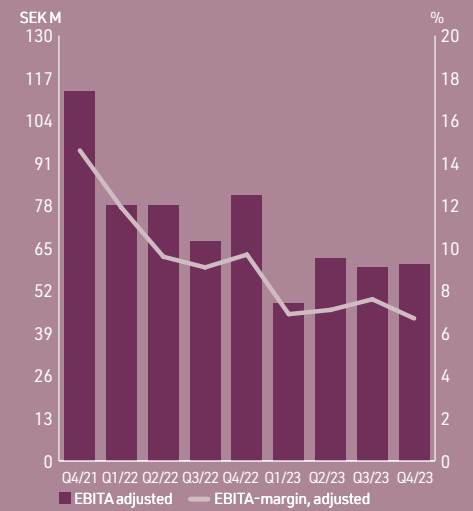
SEGMENTS

Nordics (cont.)

PROFIT

Adjusted EBITA in the fourth quarter was SEK 60 (81) million, and the adjusted EBITA margin was 6.7 (9.7) percent. In both Sweden and Norway, adjusted EBITA decreased during the quarter, by SEK 16 million and SEK 5 million respectively. This is largely explained by the unfavourable exchange rate against the EUR, which has been mitigated to some extent by price adjustments and good cost control. In our Finnish operations, adjusted EBITA also decreased slightly during the quarter, SEK 1 million compared with the previous year. Segment Nordics was to some extent also impacted by non-recurring costs during the quarter linked to a restructuring of SEK -1 million.

ADJUSTED EBITA AND ADJUSTED EBITA MARGIN



SEGMENTS

Viva eCom

During the fourth quarter, the e-commerce market in Europe continued to be impacted by lower consumer sentiment and purchasing power, also during the Christmas season. However, Viva eCom performed better than the overall market and to meet the challenges in an unpredictable market we continue to follow our strategy of balancing growth and profitability. We are hopeful of better market growth in 2024.

SALES

In the quarter, Viva eCom's net sales decreased by 4.5 percent to SEK 205 (214) million. Organic growth was -3.3 (-13.9) percent.

PROFIT

Viva eCom's adjusted EBITA for the fourth quarter was SEK 20 (25) million. The result was negatively impacted by the lower net sales but positively impacted by increased gross margins and balanced cost control. Adjusted EBITA margin for the eCom segment was 9.8 (11.6) percent in the quarter.

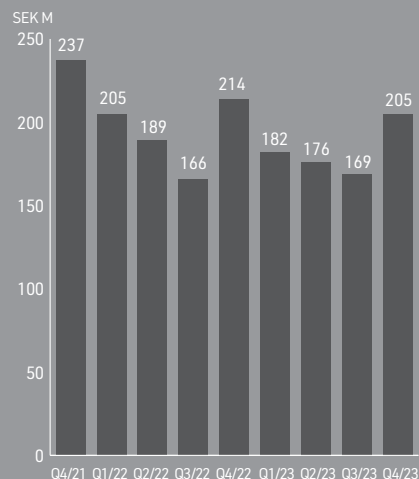
SEK million	Oct-Dec			Jan-Dec		
	2023	2022	Change %	2023	2022	Change %
Net sales	205	214	-4.5	732	775	-5.5
EBITA	12	26	-52.0	53	134	-61.0
EBITA adjusted	20	25	-18.9	73	78	-7.3
EBITA margin, adjusted (%)	9.8	11.6		9.9	10.1	
Operating profit (EBIT)	-6	-3	-88.3	-19	47	-141.3
Operating margin (%)	-2.9	-1.5		-2.6	6.0	

Organic sales growth (SEK million)	Oct-Dec		Jan-Dec	
	2023	2022	2023	2022
Net sales	205	214	732	775
Acquisitions/disposals net sales	13	-	37	-371
Currency effect from translation at the exchange rate of the comparison period	-10	-10	-53	-18
Organic net sales	207	204	716	385
Sales for the comparison period	214	237	775	486
Organic sales growth (%)	-3.3	-13.9	-7.6	-20.7

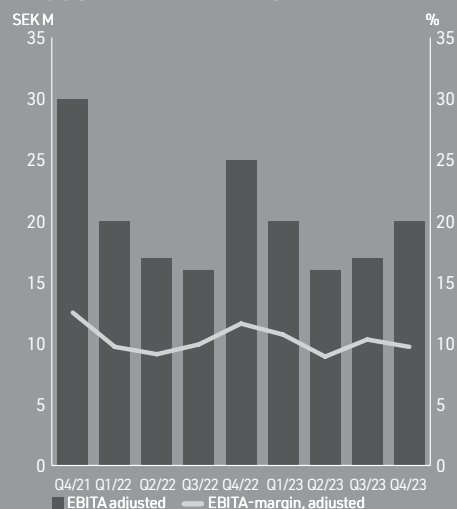
E-COMMERCE SEGMENT SHARE OF NET SALES IN THE QUARTER

18.6%

NET SALES PER QUARTER



ADJUSTED EBITA AND ADJUSTED EBITA MARGIN



SEGMENTS

Viva eCom (cont.)

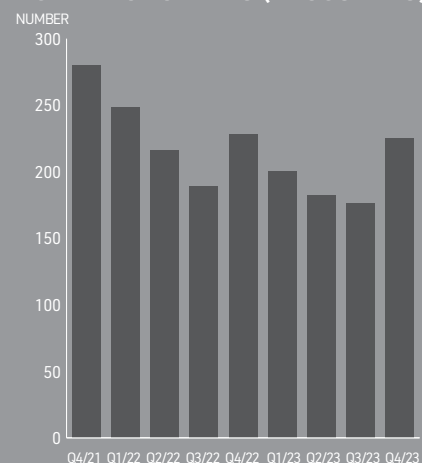
The number of first-time orders, i.e. orders from new customers, increased compared with the corresponding quarter in 2022, while the number of orders from repeat customers decreased. Overall, this led to a slight decrease in the number of orders compared to the previous year. The share of turnover from repeat customers thus decreased slightly.

The number of active customers declined compared to the previous year, while the number of orders per active customer remained stable. Average order value increased in the quarter due to positive currency effects. In local currency, order value decreased slightly as an effect of the sales mix between our platforms and countries and the increased share of new customer orders.

Order summary eCom	Oct-Dec		Change	Jan-Dec		Change
	2023	2022	%	2023	2022	%
Number of orders (thousands)	225	228	-1.5	783	882	-11.2
Number of first-time orders (thousands)	64	60	7.2	175	217	-19.5
Number of active customers* (thousands)	397	451	-12.0	397	451	-12.0
Number of orders per active customer	2.0	2.0	0.9	2.0	2.0	0.9
Share of sales from repeat customers (%)	78.8	80.0		83.2	80.9	
Average order value, SEK	909	891	2.1	921	853	8.0

*Number of customers who have placed at least one order in the last 12 months

NUMBER OF ORDERS (THOUSANDS)



SEASONAL VARIATIONS

There are significant seasonal variations in the consumption of alcoholic beverages that affect the net sales and cash flow of Viva Wine Group. Typically, the highest revenue is generated in the second and fourth quarters, while revenue in the first and third quarters of the year is usually lower. Sales in the summer months are also partly dependent on weather, with fine sunny summer weather driving sales in the Nordic monopoly markets, especially for the rosé product segment. In contrast, European e-commerce is negatively impacted by particularly good summer weather, as consumers turn to outdoor cafés and restaurants.

RISKS AND UNCERTAINTIES

The business is also affected during the year by currency risks, related to exchange rates, and commodity risks, related to harvesting. The Group is also exposed to various types of financial risks through its operations: credit risk, interest-rate risk, liquidity risk and refinancing risk. There are also political and fiscal risks, with occasional rises in excise duties over the years. The effects of rises in excise duties are often temporary, with sales recovering within a few quarters and continuing to grow thereafter. For a full description of risks, see the Viva Wine Group Annual Report and Sustainability Report 2022.

RELATED-PARTY TRANSACTIONS

Related-party transactions included transactions with associated companies and joint ventures and remuneration of senior executives and partners in the form of salary and pension. See more in Note 7.

SIGNIFICANT EVENTS DURING THE FOURTH QUARTER AND AFTER THE END OF THE QUARTER

In the end of the quarter Viva Wine Group signed an agreement to acquire the Norwegian wine supplier Target Wines AS. The transaction was finalised in the beginning of February 2024 and the purchase price of NOK 44 million on a cash and debt free basis, before adjustment of normalised working capital, was paid in cash. PPA will be included in the interim report for the first quarter of 2024.

On 1 January 2024, Viva Wine Group's Swedish subsidiaries Chris Wine & Spirits AB and Winemarket Nordic AB merged to form Morningstar Brands AB.

The Board of Directors proposes to the Annual General Meeting an ordinary dividend of SEK 1.55 (1.55) per share.

SUSTAINABILITY

Sustainability is one of Viva Wine Group's main drivers and success factors. The Group is the Nordic market leader in organically and ethically certified wine and develops carbon-efficient transport and packaging together with its partners.

The roll-out of our Group-wide sustainability platform continued throughout our Nordics business segment in the quarter. As part of this roll-out and preparations for the forthcoming Corporate Sustainability Reporting Directive (CSRD), an upgraded software solution for efficient CO₂ and sustainability data collection is being implemented.

EMPLOYEES

At 31 December, the average number of employees was 303, down from 333 in the previous year. The decrease is mainly due to the divestment of the business in China and the restructuring in the eCom segment.

PARENT COMPANY

Parent Company equity decreased during the year by SEK 67 million to SEK 1,678 million, which is attributable to net profit for the period and dividend paid. Liabilities to credit institutions were amortised in an amount of SEK 14 million during the fourth quarter. Total assets at the end of the quarter were SEK 2,337 (2,599) million.

PUBLICATION AND PRESENTATION

Viva Wine Group's year-end report 2023 will be published on 22 February 2024 at 8:00 am. At 11:00 a.m. on the same day, a video conference will be held with CEO Emil Sallnäs and CFO Linn Gäfvert. The video conference can be accessed at the following link: <https://financialhearings.com/event/48949>
The presentation will also be made available at <https://investors.vivagroup.se/>

2024 FINANCIAL CALENDAR

Year-end report 2023, published 22 February 2024
Annual report 2023, published 25 April 2024
Interim report Q1 2024, published 16 May 2024
Annual General Meeting, held 23 May 2024
Interim report Q2 2024, published 28 August 2024
Interim report Q3 2024, published 20 November 2024

CONTACT

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This information is information that Viva Wine Group AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, on 22 February 2024 at 8:00 A.M. CET.

DECLARATION OF THE BOARD OF DIRECTORS

The Board of Directors and the Chief Executive Officer declare that this interim report gives a true and fair view of the Parent Company's and the Group's operations, financial position and results, and describes the principal risks and uncertainties that the Parent Company and the Group face.

Stockholm, 21 February 2024

Anders Moberg
Chairman of the Board

Mikael Aru
Member of the Board

Lars Ljungälv
Member of the Board

Emil Sallnäs
CEO

Anne Thorstvedt Sjöberg
Member of the Board

John Wistedt
Member of the Board

The year-end report has not been reviewed by the company's auditors.

Condensed consolidated income statement

AMOUNTS IN SEK MILLION	NOTE	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Operating income					
Net sales	3,4,7	1,098	1,053	3,981	3,825
Other operating income		2	4	8	81
Operating income		1,101	1,057	3,989	3,905
Operating expenses					
Goods for resale	7	-888	-818	-3,198	-2,945
Other external expenses		-75	-71	-248	-271
Personnel expenses		-70	-63	-257	-243
Depreciation, amortisation and impairment		-34	-43	-128	-143
Profit from participations in associated companies and joint ventures		2	1	9	8
Other operating expenses		-1	-0	-2	-0
Operating profit	4	35	62	165	310
Financial income		-9	31	43	128
Financial expenses		-26	-25	-96	-79
Profit after financial items	4	0	68	112	359
Tax		2	-17	4	-81
Net profit for the period		2	51	116	278
Profit for the period attributable to					
Parent Company shareholders		0	46	106	254
Non-controlling interests		2	5	10	24
Earnings per share					
Basic/diluted earnings per share (SEK)	6	0.00	0.52	1.19	2.86

Condensed consolidated statement of comprehensive income

AMOUNTS IN SEK MILLION	NOTE	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Net profit for the period		2	51	116	278
<i>Items that will be reclassified to profit or loss</i>					
Translation difference		-19	5	-35	22
Cash flow hedges, net of tax		-11	6	-10	6
Other comprehensive income for the period		-31	11	-45	28
Comprehensive income for the period		-28	62	71	305
Comprehensive income for the period attributable to					
Parent Company shareholders		-21	54	66	264
Non-controlling interests		-8	8	5	41

Condensed consolidated statement of financial position

AMOUNTS IN SEK MILLION	NOTE	31 Dec 2023	31 Dec 2022
ASSETS			
Non-current assets			
Goodwill		934	951
Other intangible assets		1,062	1,186
Tangible assets		24	10
Right-of-use assets		78	53
Financial assets		87	82
Deferred tax assets		11	8
Total non-current assets		2,196	2,290
Current assets			
Inventories		516	535
Trade receivables		739	670
Current tax assets		27	0
Derivative instruments	5	0	8
Other current receivables	7	64	62
Cash and cash equivalents		94	339
Total current assets		1,439	1,616
TOTAL ASSETS		3,635	3,905
EQUITY AND LIABILITIES			
Equity			
Equity attributable to Parent Company shareholders	6	1,645	1,770
Non-controlling interests		77	95
Total equity		1,722	1,865
Non-current liabilities			
Deferred tax liabilities		254	310
Other provisions		–	19
Non-current non-interest-bearing liabilities		54	3
Non-current interest-bearing liabilities	5	484	689
Lease liabilities		54	37
Total non-current liabilities		845	1,057
Current liabilities			
Current interest-bearing liabilities	5	54	89
Trade payables		508	427
Current tax liabilities		15	33
Lease liabilities		25	16
Derivative instruments	5	28	1
Other current liabilities and provisions	7	437	418
Total current liabilities		1,067	984
TOTAL EQUITY AND LIABILITIES		3,635	3,905

Condensed consolidated cash flow statement

AMOUNTS IN SEK MILLION	NOTE	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Operating activities					
Profit after financial items		0	68	112	359
Adjustment for non-cash items		75	65	162	107
Dividends from associated companies		3	2	4	2
Tax paid		10	-9	-81	-106
Cash flow from operational activities before changes in working capital		88	127	196	362
Cash flow from changes in working capital					
Change in inventories		54	40	16	-63
Changes in operating receivables		-247	-188	-75	54
Changes in operating liabilities		197	87	74	-67
Cash flow from operational activities		92	66	212	286
Investing activities					
Business combinations		-	-	-	-119
Divestment of subsidiaries		-	-	-	9
Investments in/divestments of intangible assets		-0	-0	-1	-1
Investments in/divestments of tangible assets		-20	-1	-31	107
Change in other financial assets		-	-	-3	-0
Cash flow from investing activities		-20	-1	-35	-5
Financing activities					
Dividend paid to Parent Company shareholders		-	-	-138	-133
Dividend paid to non-controlling interests		-	-	-23	-21
Transactions with non-controlling interests		-	-	-	-1
Change in overdraft facility		-	-1	-	-1
Borrowings		-	-	572	-
Repayment of debt		-14	-21	-816	-105
Repayment of lease liability		-6	-4	-18	-18
Cash flow from financing activities		-20	-26	-422	-281
Cash flow for the period		52	39	-245	1
Cash and cash equivalents at the beginning of the period		43	302	339	331
Cash flow for the period		52	39	-245	1
Exchange rate differences in cash and cash equivalents		-1	-2	-1	7
Cash and cash equivalents at the end of the year		94	339	94	339
Interest received		5	1	11	2
Interest paid		-9	-6	-38	-19
Non-cash items					
Depreciation, amortisation and impairment		34	43	128	143
Gain/loss on sale of non-current assets		1	-	2	-70
Exchange-rate effects		23	13	4	63
Change in market value of derivatives		12	12	18	1
Change in provisions		3	-3	13	6
Share of profit in associated companies		-2	-1	-9	-8
Other		3	1	6	-29
TOTAL		75	65	162	107

Condensed consolidated statement of changes in equity

AMOUNTS IN SEK MILLION	Share capital	Other contributed capital	Hedging reserve	Translation reserve	Retained earnings incl. net profit for the year	Equity attributable to Parent Company shareholders	Non-controlling interests	Total equity
OPENING EQUITY, 1 JAN 2022	1	1,376	-	4	281	1,662	75	1,736
Net profit for the period	-	-	-	-	254	254	24	278
Other comprehensive income for the period	-	-	6	4	-	10	17	27
Comprehensive income for the period	-	-	6	4	254	264	41	305
Transfer of cash flow hedge reserve to inventories and tax reversed to profit or loss	-	-	-2	-	-	-2	-	-2
Transactions with the Group's owners								
Dividend	-	-	-	-	-133	-133	-22	-155
Transactions with non-controlling interests	-	-0	-	-	-20	-20	0	-19
Total	-	-0	-	-	-153	-153	-21	-174
CLOSING EQUITY, 31 DEC 2022	1	1,376	4	8	382	1,770	95	1,865
OPENING EQUITY, 1 JAN 2023	1	1,376	4	8	382	1,770	95	1,865
Net profit for the period	-	-	-	-	106	106	10	116
Other comprehensive income for the period	-	-	-10	-29	-	-39	-6	-45
Comprehensive income for the period	-	-	-10	-29	106	66	5	71
Transfer of cash flow hedge reserve to inventories and tax reversed to profit or loss	-	-	-3	-	-	-3	-0	-4
Transactions with the Group's owners								
Dividend	-	-	-	-	-138	-138	-33	-171
Transactions with non-controlling interests	-	-0	-	-	-50	-50	11	-40
Total	-	-0	-	-	-188	-188	-22	-210
CLOSING EQUITY, 31 DEC 2023	1	1,376	-10	-21	300	1,645	77	1,722

Condensed Parent Company income statement

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
OPERATING INCOME				
Net sales	-	-	-	-
Other operating income	2	2	10	7
Total income	2	2	10	7
Other external expenses	-10	-5	-24	-18
Personnel expenses	-2	-2	-8	-7
Operating profit	-10	-5	-21	-19
Financial income and expenses	-115	13	98	188
Profit before tax	-125	9	77	170
Appropriations	-4	-6	-6	-6
Tax	5	-0	-0	-4
Net profit for the period	-124	3	71	161

Condensed Parent Company balance sheet

AMOUNTS IN SEK MILLION	31 Dec 2023	31 Dec 2022
ASSETS		
Non-current assets	827	989
Current assets	1,438	1,366
Cash and cash equivalents	73	245
TOTAL ASSETS	2,337	2,599
EQUITY AND LIABILITIES		
Equity	1,678	1,745
Untaxed reserves	5	6
Non-current liabilities	484	689
Current liabilities	171	160
TOTAL EQUITY AND LIABILITIES	2,337	2,599

Notes

Note 1 Significant accounting policies

This interim report encompasses the Swedish parent company Viva Wine Group AB, corporate registration number 559178-4953, and its subsidiaries. The Group's principal activity is to trade in alcoholic beverages. Viva Wine Group develops, imports, markets and sells both own and partner brands in more than ten markets worldwide. The parent company is a limited liability company registered in and with its registered office in Stockholm, Sweden. The address of the head office is Blasieholmsgatan 4A, SE-111 48 Stockholm, Sweden.

Viva Wine Group applies International Financial Reporting Standards (IFRS) as adopted by the EU. The Group's interim report was prepared in accordance with IAS 34 Interim Financial Reporting and applicable parts of the Swedish Annual Accounts Act (1995:1554). The Parent Company applies the Swedish Annual Accounts Act and Recommendation RFR 2 Financial Reporting for Legal Entities. The same accounting policies, basis for calculations and assessments were applied by the Group and the Parent Company as those applied in the most recent annual report. A more detailed description of the Group's accounting policies, as well as new and upcoming standards, can be found in the latest published Annual Report.

Disclosures in accordance with IAS 34.16A are presented in the financial statements and related notes as well as in other parts of the interim report.

All amounts in this report are presented in millions of Swedish kronor (SEK million) unless otherwise stated. Rounding differences may occur.

Note 3 Revenue from customers

The Group's net sales are specified according to the following geographic markets, based on where the customer is located:

NET SALES PER GEOGRAPHIC MARKET;	Oct-Dec		Jan-Dec	
	2023	2022	2023	2022
Sweden	646	612	2,455	2,343
Germany	149	169	562	619
Finland	146	125	457	374
Norway	98	96	320	304
Other	59	51	186	184
Total	1,098	1,053	3,981	3,825

All revenue is recognised at a point in time when the goods have been delivered to the customer.

Note 2 Risks and uncertainties

Viva Wine Group is an international Group with wide geographical spread, which involves exposure to political, regulatory and financial risks of various kinds. The alcohol market, especially in the Nordics, is regulated and taxed. Predictability, equivalence and consistency in regulation and taxation are crucial to an efficient market. As with all international trade, there is also a significant currency risk, where currency effects in our Swedish and Norwegian operations in particular can have a significant impact on Group earnings. The Group regularly hedges purchases in foreign currencies, mainly in EUR, with the aim of minimising volatility in the cost of highly likely purchases of goods.

The Group's risk profile has not changed significantly from the Annual and Sustainability Report for the fiscal year of 2022 published on 25 April 2023.

Note 4 Operating segments

For accounting and monitoring purposes, the Group has divided its operations into three segments. The segments are Nordics, eCom and Other. This division is based on geographic domicile and revenue stream. Segment reporting is based on the structure followed by management. Transactions between segments are carried out on the same terms as for external customers. The Group has three customers that account for more than 10 percent of sales: Systembolaget in Sweden, its counterpart in Finland, Alko, and Vinmonopolet in Norway.

With effect from 1 April 2023, Sweden and Nordics have been merged in segment reporting. Historical figures are recalculated as if the change took place on 1 January 2022. The change has not had any impact on the consolidated comprehensive financial statements.

Oct-Dec 2023	Nordics	eCom	Other	Total segments	Eliminations	Group
Net sales, external	892	205	2	1,098	-	1,098
Net sales, intra-Group	-	-	1	1	-1	-
Net sales	892	205	3	1,099	-1	1,098
<i>Organic growth (%)</i>	6.6	-3.3				4.4
Gross profit	124	85	2	211	-	211
<i>Gross margin (%)</i>	13.9	41.7	57.2	19.2		19.2
Operating profit (EBIT)	53	-6	-12	35	-	35
EBITDA	61	16	-9	69	-	69
EBITA	60	12	-11	62	-	62
Bonus eCom acquisition	-	3	-	3	-	3
New e-commerce warehouse	-	5	-	5	-	5
Adjusted EBITA	60	20	-11	70	-	70
<i>Adjusted EBITA-margin (%)</i>	6.7	9.8	-397.8	6.3		6.3
Profit after financial items	56	-28	-28	0	-	0
Goodwill	302	631	-	934	-	934
Total assets	1,209	1,490	2,445	5,144	-1,510	3,635
Total liabilities	1,107	1,579	736	3,422	-1,510	1,912
Oct-Dec 2022	Nordics	eCom	Other	Total segments	Eliminations	Group
Net sales, external	835	214	4	1,053	-	1,053
Net sales, intra-Group	-	-	1	1	-1	-
Net sales	835	214	4	1,054	-1	1,053
<i>Organic growth (%)</i>	3.6	-13.9				-0.4
Gross profit	144	87	3	235	-	235
<i>Gross margin (%)</i>	17.2	40.8	73.6	22.3		22.3
Operating profit (EBIT)	74	-3	-9	62	-	62
EBITDA	83	28	-5	105	-	105
EBITA	81	26	-7	99	-	99
Bonus eCom acquisition	-	-1	-	-1	-	-1
Adjusted EBITA	81	25	-7	99	-	99
<i>Adjusted EBITA-margin (%)</i>	9.7	11.6	-164.0	9.4		9.4
Profit after financial items	74	-9	4	68	-	68
Goodwill	318	633	-	951	-	951
Total assets	1,116	1,533	2,660	5,309	-1,403	3,905
Total liabilities	978	1,581	885	3,444	-1,403	2,041

Note 4 Operating segments (cont.)

Jan-Dec 2023	Nordics	eCom	Other	Total segments	Eliminations	Group
Net sales, external	3,238	732	11	3,981	-	3,981
Net sales, intra-Group	0	-	3	3	-3	-
Net sales	3,238	732	14	3,984	-3	3,981
<i>Organic growth (%)</i>	6.2	-7.6				3.3
Gross profit	475	298	10	782	-	782
<i>Gross margin (%)</i>	14.7	40.7	73.3	19.6		19.7
Operating profit (EBIT)	201	-19	-17	165	-	165
EBITDA	235	61	-3	293	-	293
EBITA	229	53	-11	271	-	271
Bonus eCom acquisition	-	16	-	16	-	16
New e-commerce warehouse	-	5	-	5	-	5
Adjusted EBITA	229	73	-11	292	-	292
<i>Adjusted EBITA-margin (%)</i>	7.1	9.9	-77.2	7.3		7.3
Profit after financial items	196	-89	4	112	-	112
Jan-Dec 2022	Nordics	eCom	Other	Total segments	Eliminations	Group
Net sales, external	3,029	775	21	3,825	-	3,825
Net sales, intra-Group	-	-	3	3	-3	-
Net sales	3,029	775	24	3,827	-3	3,825
<i>Organic growth (%)</i>	-0.2	-20.7				-3.7
Gross profit	556	309	14	880	-	880
<i>Gross margin (%)</i>	18.4	39.9	58.5	23.0		23.0
Operating profit (EBIT)	276	47	-12	310	-	310
EBITDA	308	144	2	454	-	454
EBITA	304	134	-5	433	-	433
Disposal of warehouse property	-	-65	-	-65	-	-65
Bonus eCom acquisition	-	9	-	9	-	9
Adjusted EBITA	304	78	-5	377	-	377
<i>Adjusted EBITA margin (%)</i>	10.0	10.1	-22.9	9.8		9.8
Profit after financial items	305	25	29	359	-	359

Note 5 Fair value of financial instruments

The valuation principles and classification of the Group's financial instruments, as described in the Annual and Sustainability Report 2022 in Note 16, have been applied consistently during the reporting period. Financial instruments measured at fair value through other comprehensive income consist of currency derivatives where hedge accounting is applied in accordance with IFRS 9. If hedge accounting is not applied, changes in the fair value of derivatives are recognised in financial items in the income statement. Derivative contracts with positive fair values totalled SEK 0 (8) million, and derivative contracts with negative fair values totalled SEK 28 (1) million as of 31 December 2023. Derivative transactions entered into are recognised gross. Financial liabilities measured at amortised cost, recognised as non-current and current liabilities to credit institutions, totalled SEK 538 (778) million in carrying amount, which corresponded to fair value.

Note 6 Number of shares and Earnings per share

	Oct-Dec		Jan-Dec	
	2023	2022	2023	2022
EARNINGS PER SHARE				
Parent Company shareholders				
Basic earnings per share (SEK)	0.00	0.52	1.19	2.86
Diluted earnings per share (SEK)	0.00	0.52	1.19	2.86
Profit/loss for the period (SEK million)	0	46	106	254
Average number of shares, before dilution (thousands)	88,832	88,832	88,832	88,832
Average number of shares, after dilution (thousands)	88,832	88,832	88,832	88,832

Note 7 Related party transactions

The Group's related-party transactions comprise purchases from and sales to associated companies and joint ventures as well as costs of salaries and pensions for senior executives and the Board of Directors.

ASSOCIATED COMPANIES AND JOINT VENTURES	Oct-Dec		Jan-Dec	
	2023	2022	2023	2022
Sale of goods/services	1	0	3	2
Purchase of goods/services	86	72	343	283

ASSOCIATED COMPANIES AND JOINT VENTURES	31 Dec 2023	31 Dec 2022
Receivables on balance-sheet date	5	5
Liabilities on balance-sheet date	53	44

Disposal of other holdings

On 30 November, Viva Wine Group AB completed a transaction in which the remaining 19 percent of the shares in Viva Global AB were sold to Vin och Vind AB, a company owned by Björn Wittmark, a senior executive. The value of the transaction is less than 1 percent of Viva Wine Group's market capitalisation. The transaction takes place in cash at book value.

Key Performance Indicator definitions

In accordance with the ESMA (European Securities and Markets Authority) guidelines regarding the disclosure of alternative performance measures, the definition and reconciliation of alternative performance measures for Viva Wine Group AB are presented here. The guidelines provide enhanced disclosures regarding the financial performance indicators not defined by IFRS. The Key Performance Indicators shown below are presented in the interim report. They are used for internal control and monitoring. As not all companies calculate financial performance indicators in the same way, they are not always comparable with measures used by other companies.

GROSS MARGIN

Net sales less costs of goods for resale, in relation to net sales. This measure is used to illustrate profitability in terms of margin on goods sold in the period.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Net sales	1,098	1,053	3,981	3,825
Goods for resale	-888	-818	-3,198	-2,945
Gross profit	210	235	782	880
Gross margin (%)	19.2	22.3	19.7	23.0

EBITDA

Operating profit before depreciation, amortisation and impairment of tangible and intangible assets. This measure is used to analyse the profitability of the business, independently of depreciation and amortisation.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Operating profit (EBIT)	35	62	165	310
Depreciation, amortisation and impairment	-34	-43	-128	-143
EBITDA	69	105	293	454

EBITDA MARGIN, %

EBITDA as a percentage of net sales. EBITDA margin is used to show the profitability of operational activities.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
EBITDA	69	105	293	454
Net sales	1,098	1,053	3,981	3,825
EBITDA margin (%)	6.3	10.0	7.4	11.9

EBITA

Operating profit before amortisation and impairment of intangible assets. This measure is used to analyse the profitability of the business, independently of the amortisation of intangible assets, which mainly consists of the surplus value of acquisitions made.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Operating profit (EBIT)	35	62	165	310
Amortisation of intangible assets	-27	-38	-107	-122
EBITA	62	99	271	433

EBITA MARGIN, %

EBITA as a percentage of net sales. EBITA margin is used to show the profitability of operational activities.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
EBITA	62	99	271	433
Net sales	1,098	1,053	3,981	3,825
EBITA margin (%)	5.6	9.4	6.8	11.3

ADJUSTED FOR ITEMS AFFECTING COMPARABILITY

Measure or amount adjusted for non-recurring items that are not directly related to planned future operations. This measure is used to analyse the profitability of operational activities, excluding items affecting comparability.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Disposal of warehouse property	-	-	-	-65
Bonus eCom acquisition	3	-1	16	9
New e-commerce warehouse	5	-	5	-
Items affecting comparability	8	-1	20	-56

EBITA, ADJUSTED

EBITA adjusted for non-recurring items that are not directly related to planned future operations. Adjusted EBITA is a measure used to maintain transparency and comparability of profit or loss from operating activities excluding items affecting comparability over time.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
EBITA	62	99	271	433
Items affecting comparability	8	-1	20	-56
EBITA, adjusted	70	99	292	377

EBITA MARGIN, ADJUSTED %

Adjusted EBITA as a percentage of net sales. Adjusted EBITA margin is used to analyse the profitability of operational activities, excluding items affecting comparability.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
EBITA, adjusted	70	99	292	377
Net sales	1,098	1,053	3,981	3,825
EBITA margin, adjusted (%)	6.3	9.4	7.3	9.8

OPERATING MARGIN (EBIT MARGIN), %

EBIT as a percentage of net sales. Operating margin is used to show the percentage of sales that remains after operating costs and that can be used for other purposes.

AMOUNTS IN SEK MILLION	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
Operating profit (EBIT)	35	62	165	310
Net sales	1,098	1,053	3,981	3,825
EBITA margin, adjusted (%)	3.2	5.9	4.1	8.1

EQUITY RATIO, %

Total equity as a percentage of total assets. Equity ratio is used to analyse financial risk and shows the percentage of assets financed by equity. A high equity ratio is a measure of financial strength.

AMOUNTS IN SEK MILLION	31 Dec 2023	31 Dec 2022
Equity	1,722	1,865
Assets	3,635	3,905
Equity ratio (%)	47.4	47.7

NET DEBT

Interest-bearing liabilities (including lease liabilities) minus cash and cash equivalents at the end of the period, excluding call/put options on non-controlling interests. Net debt is a key performance indicator showing the company's total net debt.

AMOUNTS IN SEK MILLION	31 Dec 2023	31 Dec 2022
Non-current interest-bearing liabilities	538	726
Current interest-bearing liabilities	80	105
Current interest-bearing receivables	4	-
Cash and cash equivalents	94	339
Net debt	519	491

NET DEBT/EBITDA, FOR THE LAST TWELVE-MONTH PERIOD

Net debt in relation to EBITDA in the last 12 months. This measure shows how large the net debt is in relation to the company's net profit and is used to assess the company's indebtedness and ability to repay its loans.

AMOUNTS IN SEK MILLION	31 Dec 2023	31 Dec 2022
Net debt	519	492
EBITDA (last 12-month period)	293	454
Net debt/EBITDA	1.8	1.1

EQUITY PER SHARE

Equity attributable to Parent Company shareholders as a percentage of the number of shares at the end of the period. Measures net value per share and shows whether the Company is increasing shareholder wealth over time.

AMOUNTS IN SEK MILLION	31 Dec 2023	31 Dec 2022
Total equity attributable to Parent Company shareholders	1,645	1,770
Average number of shares, before/after dilution	88,831,884	88,831,884
Equity per share	18.5	19.9

QUICK RATIO, %

Cash and cash equivalents in relation to current liabilities. Measured as (Current assets – inventories and work in progress) as a percentage of current liabilities. This measure shows the Company's ability to pay in the short term.

AMOUNTS IN SEK MILLION	31 Dec 2023	31 Dec 2022
Current assets	1,439	1,616
Inventories	516	535
Current liabilities	1,067	984
Quick ratio (%)	86.5	109.8

ORGANIC GROWTH

Changes in net sales excluding currency, acquisition and divestment effects, compared to the same period of the previous year. Acquired companies are included in organic growth when they have been part of the Group throughout the comparison period. Organic growth is used to analyse the underlying net sales growth of the company.



Viva Wine Group in brief

Viva Wine Group is a wine group with a leading position in the Nordics and with a strong position in the European e-commerce market for wine. We develop, market and sell both our own and partner brands in more than ten markets around the world. The Group consists of several entrepreneurial companies that share a platform for economies of scale and value creation.

OUR BUSINESS

Our brands range from acclaimed consumer favourites to recognised prestige brands, and our producers are among the most prominent in the world, representing everything from large wine groups to member-owned cooperatives and small family producers. We care about how our products are made and are particularly proud of our commitment to sustainability.

OUR MARKETS

We develop, market and sell both our own and partner brands in most markets. The company sells affordable quality wines from around the world to consumers in Sweden, Germany, Finland, Norway, the Czech Republic and Switzerland, among other countries.

The Nordic market segment, consisting of Sweden, Finland and Norway, is our largest market segment. The Swedish market is our largest market within the Nordics segment. The Swedish alcohol market is regulated, and sales to consumers are made through the state retail monopoly Systembolaget. In Sweden, our business is conducted through the subsidiaries Giertz Vinimport, Wineteam Global, Morningstar Brands, Iconic Wines and Tryffelsvinet.

The Finnish and Norwegian alcoholic beverage markets, like the Swedish market, are regulated with similar state retail monopolies. Our business in Finland is run by Cisa Group and in Norway by Norwegian Beverage Group.

The Viva eCom market segment is our second-largest segment and handles e-commerce with wine for consumers mainly in Germany, the Czech Republic, Switzerland, Austria, France and the Netherlands. The business consists of the Wine in Black, Vicampo and Weinfürst platforms.

OUR RESPONSIBILITY

Sustainability is one of our main drivers and success factors. We integrate sustainability throughout the value chain, focusing on sustainable cultivation and production, sustainable packaging and transport, sustainable local communities and responsible consumption.

We are pioneers and market leaders in organically and ethically certified wine. We co-distribute and have switched most of our transport in Europe to rail. A significant proportion of our products are offered in climate-smart packaging. We carbon-off-set emissions from transport and heavy packaging, and all our transport to Sweden is carbon-neutral. We cherish not only our producers but also our consumers, and therefore promote responsible marketing and consumption of our products. We want our activities to contribute to a sustainable planet and to people's quality of life.