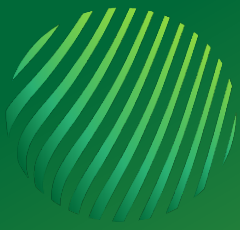




**humble  
group.**<sup>TM</sup>

**INTERIM REPORT  
APRIL – JUNE 2023**



## STABLE DEVELOPMENT WITH A FOCUS ON INTEGRATION AND EFFICIENCY

### Financial information

#### Second quarter

- Net sales amounted to MSEK 1 710 (974).
- EBITDA amounted to MSEK 158 (65).
- Adjusted EBITDA amounted to MSEK 170 (106).
- Adjusted EBITA amounted to MSEK 141 (86).
- Adjusted EBIT amounted to MSEK 95 (48).
- Adjusted EBIT per share amounted to SEK 0.30 (0.17).
- Cash flow from operating activities amounted to MSEK 445 (14). Adjusted for tax deferrals of MSEK 260, the cash flow from operating activities was MSEK 185.
- Earnings per share before and after dilution amounted to SEK 0.00 (-0.18).

#### Six months

- Net sales amounted to MSEK 3 303 (1 847).
- EBITDA amounted to MSEK 313 (130).
- Adjusted EBITDA amounted to MSEK 316 (219).
- Adjusted EBITA amounted to MSEK 262 (182).
- Adjusted EBIT amounted to MSEK 171 (111).
- Adjusted EBIT per share amounted to SEK 0.55 (0.42).
- Cash flow from operating activities amounted to MSEK 627 (23). Adjusted for tax deferrals of MSEK 260, the cash flow from operating activities was MSEK 367.
- Earnings per share before and after dilution amounted to SEK -0.01 (-0.30).

### Significant events

#### During the second quarter

- The annual general meeting elected Pål Bruu and Sara Berger as new board members. Henrik Patek, Ola Cronholm and Dajana Mirborn were re-elected as board members and Dajana was elected as new Chairman of the Board.
- Humble Group intends to take up new bank facilities of MSEK 1 650 to refinance existing bonds and existing credit facility.
- Humble Group has carried out a direct new issue of 131.6 million shares and raised proceeds of MSEK 875.

#### After the quarter

- Humble Group enters into a letter of intent regarding the sale of real estates.

### Financial overview

MSEK	Second quarter		Six months		Last Twelve Months	Full year
	2023	2022	2023	2022	Jul 2022 - Jun 2023	2022
Net sales	1 710	974	3 303	1 847	6 256	4 800
Gross profit	501	342	986	639	1 879	1 532
Gross margin	29%	35%	30%	35%	30%	32%
EBITDA	158	65	313	130	687	504
Adjusted EBITDA	170	106	316	219	648	551
Adjusted EBITA	141	86	262	182	546	466
Adjusted EBIT	95	48	171	111	363	304
Adjusted EBIT per share before dilution (SEK)	0,30	0,17	0,55	0,42	1,17	1,07
Earnings per share before and after dilution (SEK)	0,00	-0,18	-0,01	-0,30	0,13	-0,13
Cash flow from operating activities	445	14	627	23	686	255

See page 23 for definition and calculation of key ratios

## STABLE DEVELOPMENT WITH A FOCUS ON INTEGRATION AND EFFICIENCY

We end an intensive first half of the year with a stable second quarter that is in line with our targets of continued growth, increased profitability and positive cash flow with a high conversion rate. We have strengthened the group's balance sheet with a directed new issue of SEK 875 million and in connection with this secured a new capital structure based on bank loans, which will fundamentally change our opportunities to grow organically and with significantly lower interest costs. It is no news that the consumer market is tough and it is therefore gratifying that we have a good momentum with continued strong demand for Humble's products and reached an all-time high both in terms of sales and profitability in June. Most of the operating companies have now been part of Humble for a longer time and have begun to find their place in the group, with increased collaborations and synergies as a result. During the second half of the year, we will accelerate the work with our platforms Future Snacking, Quality Nutrition, Sustainable Care and Nordic Distribution. It will primarily involve some consolidation and integration around the larger platform companies, where we see that there is an opportunity to speed up the development of smaller businesses and realize synergies in the form of rationalization, efficiency and higher productivity in our manufacturing units. We are facing an exciting autumn and have our two most important quarters ahead of us.

### Financial result

The second quarter accounted for a stable financial result with net sales amounting to SEK 1,710 million (974) and with continued organic growth of 13 percent and 15 percent pro forma. Profitability was strengthened to MSEK 170 adjusted EBITDA (106) and the positive cash flow that we have been working with since the autumn of last year has been maintained, where we, adjusted for non-recurring items from tax deferrals, generated an operational cash flow after change in working capital of MSEK 185 (14). The inventory increased slightly, but relatively we have reduced its size in relation to net sales by approximately 0.7 percentage points during the year, with further potential to improve. Our top priority is to continue to strengthen the gross margin and recover part of the loss since 2021, while streamlining the management of net working capital. It is gratifying that the second quarter is the first in over a year that we have turned to a positive development regarding proforma adjusted EBITDA, with the hope that it is the beginning of a longer recovery to previous levels of profitability. In order to improve the financial result going forward, we have started a group-wide pricing project with several identified improvement areas where we have the opportunity to calibrate our pricing model.

### Operational focus

In addition to the financial activities, the internal work has been characterized by an operational focus towards certain consolidation and integration as well as broadening the group-wide functions within

sales and purchasing. In the work to develop the segments, it is natural to consolidate certain subsidiaries around the operations where we have reached a sufficient size and identified strong teams and leadership, which will form the future building blocks of our growth platform. With a reduced pace of acquisitions, we have also integrated the M&A team under Marcus Stenkil's leadership as part of operations, which feels very good. Already in the first half of the year, we have seen the effects of being able to run group-wide initiatives more quickly and thus strengthen our competitiveness and adaptability. This is a critical function of how we grow the businesses and I firmly believe it is the key to extracting maximum value from our subsidiaries.

### Market

The quarter started somewhat cautiously but that changed quickly and ended with a good month of May followed by an even better month of June with both sales and profitability records. We have recovered the gross margin with 0.36 percent compared to the previous quarter, adjusted for the consolidation effect of Privab. There is a long way to go towards our target of 35 percent, but we are convinced that the initiatives that have been established will get us there in a few years' time. I am often asked how Humble's products stand in an increasingly uncertain consumer market. In response to the question, I can share that the group's range of white label, private label, contract manufacturing and pricefighters in the low-price segment is standing strong and is expected to grow and develop positively even in a recession scenario. In addition, most of our premium brands are doing well, although some have suffered somewhat from customer price sensitivity. For example, brands such as True Gum and Body Science stand out positively, which had significant sales growth of 83 and 37 percent respectively during the first half year. So far, we have no indications of any dropping demand overall, but we are vigilant and follow the market closely. We work continuously to stay well prepared and ensure that Humble has a sustainable position that stands up well even in tougher times.

### Outlook

I am very grateful for the trust we have from our major shareholders and the banks Nordea, SEB and SEK, which has enabled the new capital structure that we can now establish for the group. Together with the ongoing sale of the properties, we have taken the necessary measures to organically continue our growth journey, with a suitable financing structure which gives us the possibility to generate a healthy free cash flow going forward. The preparations for a list change are progressing well and we estimate to be ready for the review during the coming autumn.

It is still a challenging market to operate in and we are far from satisfied. However, I would like to point out that the strength of Humble's companies and the persistence we see, together with a gross profit recovery, will give us the right conditions to be able to deliver more value to all our shareholders over time.

### Simon Petrán

CEO Humble Group  
Stockholm, July 25, 2023.

# HUMBLE GROUP'S FINANCIAL DEVELOPMENT

## SECOND QUARTER

### REVENUES

#### Net sales

Net sales for the quarter amounted to MSEK 1 710 (974), an increase of 76 % compared to the corresponding period last year. The change is attributable to completed business acquisitions of 60 %, organic growth for the wholly owned companies in both periods of 13 % and currency impact was 2 %. Net sales proforma increased with 17 %, where organic growth proforma amounted to 15 % and currency impact was 2 %.

### EXPENSES

#### Other external expenses

Other external expenses for the quarter amounted to MSEK -190 (-154), which corresponded to 11 % (16) of net sales. Other external expenses were positively impacted by *IFRS 16 Leasing* with MSEK 18. Acquisition related costs for the quarter amounted to MSEK 0 (-9).

#### Personnel expenses

Personnel expenses for the quarter amounted to MSEK -199 (-141), which corresponded to 12 % (14) of net sales. Personnel expenses were negatively impacted by consideration linked to employment (stay-on-bonus and lock-in penalties) of MSEK -12 (-10). Remaining increase is mainly explained by additional employees in the Group through the acquired subsidiaries. For more details, please refer to *Note 5 Items affecting comparability*.

#### Depreciation and amortisation

Total depreciation and amortisation for the quarter amounted to MSEK -76 (-57), which corresponded to a change of 33% compared with the corresponding period last year. Depreciation of right-of-use assets amounted to MSEK -17 (-11) for the quarter. Amortisation of intangible assets related from acquisitions, of which a vast majority related to customer relations, amounted to MSEK -37 (-30).

## CHANGE IN NET SALES

MSEK	Second quarter		whereof change attributable to			
	2023	2022	Organic Growth	Currency	Acquisitions	Total change
Consolidated net sales	1 710	974	127	20	589	736
<i>Change in %</i>			13%	2%	60%	76%
Proforma net sales (all companies)	1 900	1 630	245	25	-	270
<i>Change in %</i>			15%	2%	-	17%

### RESULTS

#### EBITA

EBITA for the quarter amounted to MSEK 129 (45), which corresponded to a change of MSEK 84 compared with the corresponding period last year. EBITA was also positively impacted by revaluation of contingent considerations of total MSEK 10 (-9). Adjusted EBITA amounted to MSEK 141 (86). For more details, please refer to *Note 5 Items affecting comparability*.

#### EBIT

EBIT for the quarter amounted to MSEK 83 (8), which corresponded to a change of 938 % compared with the corresponding period last year. Net effect from *IFRS 16 Leasing* to EBIT for the quarter amounted to MSEK 2 (1).

### CASH FLOW

#### Cash flow from operating activities

Cash flow from operating activities amounted to MSEK 445 (14). Cash flow from operations was positively impacted by net working capital release of MSEK 299 (-4). The Group has during the quarter continued the work with several strategic initiatives to optimize the net working capital usage going forward. Tax deferments of total MSEK 260 was recognised as short term liabilities and had a positive impact on the cash flow for the quarter.

### FINANCIAL POSITION

#### Financial expenses

Interest expenses for the period amounted to MSEK -89 (-59). Interest expense related to unwinding of discounting effect of contingent considerations presented at fair value amounted to MSEK -23 (-19). Such interest expense has no cash effect in the quarterly result. For more details, please refer to *Note 6 Financial expenses*.



## | CONSOLIDATED DEVELOPMENT

### SIX MONTHS

#### REVENUES

##### Net sales

Net sales for the first six months amounted to MSEK 3 303 (1 847), an increase of 79 % compared to the corresponding period last year. The change is attributable to completed business acquisitions of 64 %, organic growth for the wholly owned companies in both periods of 13 % and currency impact was 2 %. Net sales proforma increased with 19 %, where organic growth proforma amounted to 17 % and currency impact was 1 %.

#### EXPENSES

##### Other external expenses

Other external expenses for the first six months amounted to MSEK -398 (-268), which corresponded to 12 % (8) of net sales. Other external expenses were positively impacted by *IFRS 16 Leasing* with MSEK 34. Acquisition related costs for the first six months amounted to MSEK -5 (-10).

##### Personnel expenses

Personnel expenses for the first six months amounted to MSEK -382 (-282), which corresponded to 12 % (9) of net sales. Personnel expenses was negatively impacted by consideration linked to employment (stay-on-bonus and lock-in penalties) of MSEK -24 (-48). Remaining increase is mainly explained by additional employees in the Group through the acquired subsidiaries. For more details, please refer to *Note 5 Items affecting comparability*.

##### Depreciation and amortisation

Total depreciation and amortisation for the first six months amounted to MSEK -146 (-108), which corresponded to a change of 35 % compared with the corresponding period last year. Depreciation of right-of-use assets amounted to MSEK -31 (-21) for the first six months. Amortisation of intangible assets related from acquisitions, of which a vast majority related to customer relations, amounted to MSEK -72 (-58).

### CHANGE IN NET SALES

MSEK	Six months		whereof change attributable to			
	2023	2022	Organic Growth	Currency	Acquisitions	Total change
Consolidated net sales	3 303	1 847	245	34	1 177	1 456
<i>Change in %</i>			13%	2%	64%	79%
Proforma net sales (all companies)	3 728	3 138	543	47	-	590
<i>Change in %</i>			17%	1%	-	19%

#### RESULTS

##### EBITA

EBITA for the first six months amounted to MSEK 259 (93), which corresponded to a change of MSEK 166 compared with the corresponding period last year. EBITA was also positively impacted by revaluation of contingent considerations of total MSEK 41 (-9). Adjusted EBITA amounted to MSEK 262 (182). For more details, please refer to *Note 5 Items affecting comparability*.

##### EBIT

EBIT for the first six months amounted to MSEK 168 (22), which corresponded to a change of 651 % compared with the corresponding period last year. Net effect from *IFRS 16 Leasing* to EBIT for the period amounted to MSEK 3 (2).

#### CASH FLOW

##### Cash flow from operating activities

Cash flow from operating activities amounted to MSEK 627 (23). Cash flow from operations was positively impacted by net working capital release of MSEK 382 (-64). The Group has during the first six months continued the work with several strategic initiatives to optimize the net working capital usage going forward. Tax deferrals of total MSEK 260 was recognised as short term liabilities and had a positive impact on the cash flow for the period.

#### FINANCIAL POSITION

##### Financial expenses

Interest expenses for the period amounted to MSEK -173 (-106). Interest expense related to unwinding of discounting effect of contingent considerations presented at fair value amounted to MSEK -36 (-15). Such interest expense has no cash effect in the result of the first six months. For more details, please refer to *Note 6 Financial expenses*.

## SEGMENT REPORT - FUTURE SNACKING

### SEGMENT OVERVIEW

Future Snacking is committed to offering cutting-edge, healthier, and sustainable food and snacking products that challenge conventional options. The companies within the Future Snacking segment are fueled by a passion for innovative concepts and strive to contribute to a more sustainable consumer society. They prioritize health and well-being by reducing sugar and without compromising on taste, quality or experience.

Humble Group's Future Snacking subsidiaries focus on several areas, but in particular on functional food and "Better-for-you" products. Their offerings include sugar- and calorie-reduced options, vegan alternatives, and vitamin-enriched products that provide tangible benefits to consumers. The shift in consumer awareness and behaviors, driven by global megatrends such as changing demographics, evolving lifestyles, environmental concerns within the food industry, political factors, and digitalization, serves as a catalyst for this transformative movement.

Humble Group's mission is clear: to establish the Group as the frontrunner in delivering high-quality food and snacking products that align with the evolving demands of future consumers. By addressing these emerging needs and staying at the forefront of innovation, Humble Group strives to meet the preferences of health-conscious individuals and contribute to shaping a sustainable future.

### SEGMENT UPDATE

We are pleased to report positive progress in the Future Snacking segment during this quarter. The producers within the Future Snacking segment have exceeded our initial predictions, by delivering more products than anticipated. Here are a few notable updates:

Here are a few notable updates:

- Several of our sugar-reduced confectionary brands such as Pändy and Wellibites have seen increased listings in both the grocery- and service trade sectors.
- LEV focused primarily on production and securing new customers during this quarter. They also expanded their reach by opening new franchise locations of LEV Diet stores, strengthening their market presence.
- FCB and Tweek have joined forces in a successful collaboration and ongoing consolidation.

Furthermore, the distributors in this segment are currently experiencing a modestly positive trend. Looking ahead, we expect this trend to strengthen further in the upcoming quarters, bringing even more positive outcomes for the Future Snacking segment.

### SALES AND PROFITABILITY

Net sales for the Future Snacking segment amounted to MSEK 234 (168) during the quarter, a total increase of 39 % compared to the corresponding period last year. Adjusted EBITDA for the quarter amounted to MSEK 30 (24), with an Adjusted EBITDA margin of 13 % (14).

For further financial information of the Group, refer to *Note 4 Segment information and disclosure of revenue*. Companies included in the segment can be found in *Note 31* in the Annual report 2022 and in *Note 9 Business combination* in this interim report.

<i>Amount in MSEK</i>	Second quarter		Six months	
	2023	2022	2023	2022
Net sales	234	168	472	327
Raw material and consumables	-131	-77	-267	-162
<b>Gross profit</b>	<b>103</b>	<b>91</b>	<b>205</b>	<b>165</b>
<i>Gross margin</i>	44%	54%	43%	50%
<b>EBITDA</b>	<b>1</b>	<b>15</b>	<b>24</b>	<b>26</b>
Items affecting comparability	29	9	40	17
<b>Adjusted EBITDA</b>	<b>30</b>	<b>24</b>	<b>64</b>	<b>43</b>
<i>Adjusted EBITDA in relation to net sales</i>	13%	14%	14%	13%
<b>EBIT</b>	<b>-14</b>	<b>4</b>	<b>-8</b>	<b>3</b>
<b>Adjusted EBIT</b>	<b>15</b>	<b>13</b>	<b>32</b>	<b>20</b>
<i>Adjusted EBIT in relation to net sales</i>	6%	8%	7%	6%
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>-19</b>	<b>3</b>	<b>-15</b>	<b>0</b>
<i>Profit and loss after financial items in relation to net sales</i>	-8%	2%	-3%	0%

## SEGMENT REPORT - SUSTAINABLE CARE

### SEGMENT OVERVIEW

Sustainable Care is a comprehensive segment that encompasses a wide array of brands, distributors, and producers specializing in personal care and household products. These products span various categories, including skincare, oral care, hair care, and hygiene, among others.

The companies within the segment share a common goal of meeting the increasing demand for sustainable and eco-friendly products. By prioritizing sustainability, they actively contribute to creating a healthier and environmentally conscious planet. Their commitment to offering sustainable options aligns with the growing consumer preference for environmentally friendly choices. Through their collective efforts, the Sustainable Care segment is dedicated to making a positive impact on both personal well-being and the planet as a whole.

### SEGMENT UPDATE

The Sustainable Care segment has witnessed notable progress and achievements throughout the second quarter. Here are a few notable updates:

- The Humble Co. secured several significant deals with major airlines, expanding their reach and market presence. Moreover, they successfully launched their products in several premium lifestyle stores in China, tapping into a promising market.
- During part of Q1, Fancystage's factory underwent necessary renovations and installed new machines,

resulting in a temporary closure. However, the factory is now fully operational, enabling them to meet production demands effectively.

- The new factory of Naty is still not fully up and running on all products. However, the company has come back to solid profitability during the first 6 months of 2023.
- Solent has exhibited consistent and stable growth, demonstrating positive performance within the segment. Their continued progress signifies their ability to adapt and thrive in the market.

These updates highlight the Sustainable Care segment's dynamic nature with successful business wins, new market entries, improved production capabilities, and steady growth. The Sustainable Care segment remains focused on delivering sustainable solutions and is well positioned for future opportunities.

### SALES AND PROFITABILITY

Net sales for the Sustainable Care segment amounted to MSEK 493 (409) during the quarter, a total increase of 21 % compared to the corresponding period last year. Adjusted EBITDA for the quarter amounted to MSEK 93 (46), with an Adjusted EBITDA margin of 13 % (15).

For further financial information of the Group, refer to *Note 4 Segment information and disclosure of revenue*. Companies included in the segment can be found in *Note 31* in the Annual report 2022 and in *Note 9 Business combination* in this interim report.

Amount in MSEK	Second quarter		Six months	
	2023	2022	2023	2022
Net sales	493	409	977	811
Raw material and consumables	-318	-254	-635	-498
<b>Gross profit</b>	<b>175</b>	<b>155</b>	<b>342</b>	<b>313</b>
<i>Gross margin</i>	35%	38%	35%	39%
<b>EBITDA</b>	<b>93</b>	<b>46</b>	<b>159</b>	<b>79</b>
Items affecting comparability	-29	16	-35	52
<b>Adjusted EBITDA</b>	<b>64</b>	<b>62</b>	<b>123</b>	<b>131</b>
<i>Adjusted EBITDA in relation to net sales</i>	13%	15%	13%	16%
<b>EBIT</b>	<b>60</b>	<b>17</b>	<b>93</b>	<b>21</b>
<b>Adjusted EBIT</b>	<b>31</b>	<b>32</b>	<b>58</b>	<b>73</b>
<i>Adjusted EBIT in relation to net sales</i>	6%	8%	6%	9%
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>58</b>	<b>12</b>	<b>90</b>	<b>4</b>
<i>Profit and loss after financial items in relation to net sales</i>	12%	3%	9%	0%

## SEGMENT REPORT - QUALITY NUTRITION

### SEGMENT OVERVIEW

Quality Nutrition comprises brands and manufacturers devoted to providing top-quality nutritional products and supplements designed to help both athletes and everyday consumers to increase performance and improve their health in daily life. Our subsidiaries within Quality Nutrition continuously improve our product portfolio based on dedicated research and development efforts to maintain a competitive and sustainable offering to our customers. The Quality Nutrition segment is poised to capitalize on the growing demand for healthier and “better-for-you” nutritional products, as well as providing a more sustainable and qualitative range of alternatives for the broader consumer market regardless of demography and age.

### SEGMENT UPDATE

During the second quarter of 2023, we have engaged in the planning and execution of several internal projects that aligns well with our envisioned strategy for the segment. A selection of key internal projects that either have been successfully initiated or are well underway to launch include:

- Export of Vitargo for distribution in the Australian market through a collaboration with Body Science.
- Development of a new Body Science-branded product category within canned sport- and energy drinks that have received great market interest and successful listings at key retail chains in Australia.
- Initiated export project of a selection of Body Science’s product range to the EU.
- Investment in a beverage line, further expanding our manufacturing capabilities for internal and private label-

customers. Details of the investment was communicated in a press release on June 2, 2023. In short, the investment will ensure internal production of canned drinks for Humble Group brands and will improve our margins within the category by owning an additional step in the value chain. Furthermore, the investment will increase our manufacturing product range, offering private label solutions for external beverage brands.

- The commercial entity for our Nordic manufacturing subsidiaries, Arena Nutrition, is actively conducting sales efforts to establish new customer relationships and marketing our full-service offering.

The above initiatives are only a selection of initiated projects but prove the endless number of synergies and collaborative opportunities enabled through the segment.

### SALES AND PROFITABILITY

Net sales for the Quality Nutrition segment amounted to MSEK 354 (198) during the quarter, an increase of 79 % compared to the corresponding period last year. Adjusted EBITDA for the quarter amounted to MSEK 43 (20), with an Adjusted EBITDA margin of 12 % (10%).

For further financial information of the Group, refer to *Note 4 Segment information and disclosure of revenue*. Companies included in the segment can be found in *Note 31* in the Annual report 2022 and in *Note 9 Business combination* in this interim report.

Amount in MSEK	Second quarter		Six months	
	2023	2022	2023	2022
Net sales	354	198	699	336
Raw material and consumables	-256	-154	-509	-257
<b>Gross profit</b>	<b>99</b>	<b>44</b>	<b>190</b>	<b>79</b>
<i>Gross margin</i>	<i>28%</i>	<i>22%</i>	<i>27%</i>	<i>24%</i>
<b>EBITDA</b>	<b>42</b>	<b>5</b>	<b>98</b>	<b>22</b>
Items affecting comparability	1	15	-18	17
<b>Adjusted EBITDA</b>	<b>43</b>	<b>20</b>	<b>79</b>	<b>39</b>
<i>Adjusted EBITDA in relation to net sales</i>	<i>12%</i>	<i>10%</i>	<i>11%</i>	<i>12%</i>
<b>EBIT</b>	<b>30</b>	<b>-1</b>	<b>72</b>	<b>11</b>
<b>Adjusted EBIT</b>	<b>31</b>	<b>14</b>	<b>54</b>	<b>28</b>
<i>Adjusted EBIT in relation to net sales</i>	<i>9%</i>	<i>7%</i>	<i>8%</i>	<i>8%</i>
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>28</b>	<b>-2</b>	<b>69</b>	<b>10</b>
<i>Profit and loss after financial items in relation to net sales</i>	<i>8%</i>	<i>-1%</i>	<i>10%</i>	<i>3%</i>



## SEGMENT REPORT - NORDIC DISTRIBUTION

### SEGMENT OVERVIEW

Ever since its inception, Humble Group has pursued a comprehensive strategy that encompasses the entire value chain, including distribution. Within the Nordic Distribution segment, a network of wholesalers and distributors operates across the Nordic region. These companies possess extensive knowledge of local markets and consumer preferences.

By harnessing the expertise of our Nordic Distributions subsidiaries, Humble Group is able to provide a wide array of FMCG products that cater to the diverse tastes and preferences of the Nordic region. This collaborative approach ensures that Humble Group can effectively meet the demands of the local market and offer a well-rounded product portfolio to its customers.

### SEGMENT UPDATE

The Nordic Distribution segment has experienced an eventful quarter, marked by significant progress in various internal projects. Key developments include:

- Ongoing efforts to evaluate and enhance logistics between Privab entities, as well as the implementation of a more efficient IT system across all Privab entities.
- The consolidation of GSD and Nordfood is proceeding as planned, with the expected completion date at the end of the year 2023. This integration aims to streamline operations and optimize synergies between the two entities.

- Sales within Nordfood have undergone a notable transformation, with a substantial portion now being channelled through GSD rather than Be:Son Gross. This strategic sales streamlining initiative has contributed to increased efficiency and improved sales processes within the segment.

Overall, the Nordic Distribution segment has made significant strides during this quarter, driven by internal projects, consolidation efforts, and sales optimization measures. These initiatives are poised to yield positive outcomes and further strengthen the segment's performance in upcoming quarters.

### SALES AND PROFITABILITY

Net sales for the Nordic Distribution segment amounted to MSEK 629 (168) during the quarter, an increase of 274 % compared to the corresponding period last year. Adjusted EBITDA for the quarter amounted to MSEK 33 (11), with an EBITDA margin of 5 % (7), which was continuously slightly negatively affected by margin pressure due to some delay in the transferring of increased purchase prices to customers.

For further financial information of the Group, refer to *Note 4 Segment information and disclosure of revenue*. Companies included in the segment can be found in *Note 31* in the Annual report 2022 and in *Note 9 Business combination* in this interim report.

Amount in MSEK	Second quarter		Six months	
	2023	2022	2023	2022
Net sales	629	168	1 155	373
Raw material and consumables	-503	-116	-905	-291
<b>Gross profit</b>	<b>126</b>	<b>52</b>	<b>250</b>	<b>82</b>
<i>Gross margin</i>	<i>20%</i>	<i>3%</i>	<i>22%</i>	<i>22%</i>
<b>EBITDA</b>	<b>26</b>	<b>11</b>	<b>48</b>	<b>23</b>
Items affecting comparability	7	0	11	0
<b>Adjusted EBITDA</b>	<b>33</b>	<b>11</b>	<b>59</b>	<b>23</b>
<i>Adjusted EBITDA in relation to net sales</i>	<i>5%</i>	<i>7%</i>	<i>5%</i>	<i>6%</i>
<b>EBIT</b>	<b>13</b>	<b>7</b>	<b>27</b>	<b>15</b>
<b>Adjusted EBIT</b>	<b>20</b>	<b>7</b>	<b>37</b>	<b>15</b>
<i>Adjusted EBIT in relation to net sales</i>	<i>3%</i>	<i>4%</i>	<i>3%</i>	<i>4%</i>
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>9</b>	<b>6</b>	<b>19</b>	<b>14</b>
<i>Profit and loss after financial items in relation to net sales</i>	<i>1%</i>	<i>4%</i>	<i>2%</i>	<i>4%</i>

## OTHER INFORMATION

### ABOUT HUMBLE GROUP

Humble Group is a leading FMCG Group with a focus on health and well-being. The Group comprises 47 operating entities at the day of this report. Humble Group has set financial targets that the Group shall reach SEK 16 billion in net sales proforma and SEK 1.9 billion in Adjusted EBITA proforma by the end of 2025. The company has an organic growth target at minimum 15 % year over year and a NIBD / Adjusted EBITDA proforma below 2.5x.

Read more about the Group and its composition on [www.humblegroup.se](http://www.humblegroup.se)

### STAFF AND NUMBER OF EMPLOYEES

#### On Group level

At the end of the reporting period, the number of employees in the Group was 1 064 (905). The number of full-time positions (FTE) corresponded to 1 043 (778) employees for the second quarter. The proportion of women in the Group for the quarter was 47 % (47).

#### Parent company

The average number of employees in the Parent Company during the second quarter was 19 (23), with 25 % (26) being women.

### RISKS AND UNCERTAINTIES

Humble Group works continuously to identify, evaluate, and manage risks and exposures that the Group companies face. The Group's financial position and earnings are affected by various risk factors that must be considered when assessing the company and its future earnings. A description of significant risks and uncertainties can be found in the Annual Report for 2022. There has been no material change in material risks and uncertainties since the annual report was published.

### PARENT COMPANY

During the second quarter, the parent company has carried out a directed new issue of 131.6 million shares, raising in total MSEK 875 before transaction costs. The proceeds were partially used to amortise the revolving credit facility of MSEK 450 in the parent company. No other significant events have occurred during the second quarter.

### BUSINESS MARKET CONDITION UPDATE

Humble Group does not have any exposures towards neither Russia nor Ukraine, and as such do not note any direct effects from the ongoing war. Even though it is difficult to quantify the exact effects, Humble notices the indirect effects from the war driven by rapidly increased inflation and market interest rates with a following change in consumer consumption patterns. Humble monitor the market development closely to ensure that we position our product mix in best possible way to meet any potential changes in market or consumer behaviour. Further on, the increased market price volatility regarding raw material prices is monitored closely to enable transition of price increases to customers in all material aspects and to a protect stable operating margins.

### RELATED PARTY TRANSACTION

No transactions with related parties have occurred during 2023 that had a significant impact. The minor transactions that have occurred relates to lease agreements of previous owners' properties. Lease agreements between the parties are based on an arms length's perspective and on market terms and conditions.

### FINANCIAL CALENDAR

The interim report for the period July-September 2023 will be published on November 2, 2023.

For financial reports and calendar, see more detailed information on our website [www.humblegroup.se](http://www.humblegroup.se)

### CERTIFIED ADVISOR

FNCA Sweden AB  
Email: [info@fnca.se](mailto:info@fnca.se)

### AUDITORS

BDO Mälardalen  
Auditor in Charge: Carl-Johan Kjellman,  
*Authorised Public Accountant*  
Email: [carl-johan.kjellman@bdo.se](mailto:carl-johan.kjellman@bdo.se)

## THE SHARE

### THE SHARE

The company's share with ticker HUMBLE has been listed on Nasdaq First North Growth Market since 12 November 2014.

### NUMBER OF SHARES

At the end of the reporting period, the total number of shares was 440,920,844 (293,700,856), which entitles to one vote each. All shares are of the same share class. The number of outstanding warrants amounted to 7,420,000. For the period April - June 2023, the average number of shares before dilution and average number of shares after dilution amounted to 310,133,164 and 315,503,164 respectively.

### TRADE IN THE SHARE

#### Second quarter

The total liquidity in the share during the second quarter amounted to MSEK 339 (861). The number of transactions for the same period amounted to 39,427 (85,088). The average volume per transaction amounted to SEK 8,587 (10,117). The average volume per trading day amounted to MSEK 5.7 (14.3).

### LARGEST SHAREHOLDERS

The ten largest shareholders per June 30, 2023, are listed below:

Owner	Shares	Votes
Håkan Roos (RoosGruppen AB)	46 029 975	10,44%
Neudi & Co AB	45 351 248	10,29%
Noel Abdayem (NCPA Holding AB)	27 836 152	6,31%
Alta Fox Capital	26 021 235	5,90%
Nordnet Pensionsförsäkring	22 881 730	5,19%
Capital Group	22 368 627	5,07%
Creates AB	18 136 470	4,11%
Thomas Petré (Seved Invest AB)	12 570 000	2,85%
DNB Asset Management AS	11 963 422	2,71%
Avanza Pension	11 911 314	2,70%
<b>Total top 10</b>	<b>245 070 173</b>	<b>55,58%</b>
Other shareholders	195 850 671	44,42%
<b>Total number of shares</b>	<b>440 920 844</b>	<b>100%</b>

### DATA PER SHARE

An overview of share development, turnover and result per share is presented below.

	Second quarter		Six months		Full year
	2023	2022	2023	2022	2022
Low price (SEK)	6,12	13,52	6,11	13,52	9,01
High price (SEK)	8,75	20,60	11,45	28,85	28,85
Closing price previous period (SEK)	6,71	18,80	9,77	28,00	28,00
Closing price current period (SEK)	6,55	14,48	6,55	14,48	9,77
Share price development during period (%)	-2%	-23%	-33%	-48%	-67%
Trading volume in the share (MSEK)	339	861	907	2 706	4 223
Number of transactions in the share	39 427	85 088	99 540	202 334	347 133
Average volume per trading day (MSEK)	5,7	14,3	7,4	22,0	16,7
Average volume per transaction (SEK)	8 587	10 117	9 113	13 374	12 166
Number of shareholders*	23 121	23 448	23 149	23 448	24 080
Number of shares outstanding*	440 920 844	293 700 856	440 920 844	293 700 856	301 274 580
Average number of shares before dilution	318 149 075	282 513 981	310 224 826	264 964 801	284 151 901
Average number of shares after dilution	323 361 382	284 881 254	314 496 208	266 856 983	286 818 625
Net sales per share**	5,37	3,45	10,65	6,97	17,51
EBITDA per share**	0,50	0,23	1,01	0,49	1,53
Adjusted EBITDA per share**	0,53	0,37	1,02	0,83	1,70
EBIT per share**	0,26	0,03	0,54	0,08	0,94
Adjusted EBIT per share**	0,30	0,17	0,55	0,42	1,07
Earnings per share	0,00	-0,18	-0,01	-0,30	-0,13

\* End of period, \*\* SEK before dilution

## GROUP INCOME STATEMENT

Amount in MSEK	Note	Second quarter		Six months		Last Twelve Months	Full year
		2023	2022	2023	2022	Jul 2022 - Jun 2023	2022
<b>Net sales</b>		<b>1 710</b>	<b>974</b>	<b>3 303</b>	<b>1 847</b>	<b>6 256</b>	<b>4 800</b>
Capitalised work on own account		21	21	41	38	88	85
Other operating income		69	15	150	33	376	259
Raw materials and consumables		-1 209	-632	-2 317	-1 208	-4 377	-3 268
Other external expenses		-190	-154	-398	-268	-774	-644
Personnel expenses		-199	-141	-382	-282	-725	-625
Other operating expenses		-45	-18	-84	-30	-157	-103
<b>EBITDA</b>		<b>158</b>	<b>65</b>	<b>313</b>	<b>130</b>	<b>687</b>	<b>504</b>
Items affecting comparability	5	12	41	3	89	-39	47
<b>ADJUSTED EBITDA</b>		<b>170</b>	<b>106</b>	<b>316</b>	<b>219</b>	<b>648</b>	<b>551</b>
Depreciation of tangible fixed assets		-12	-9	-24	-17	-44	-37
Depreciation of right-of-use assets		-17	-11	-31	-21	-59	-48
<b>EBITA</b>		<b>129</b>	<b>45</b>	<b>259</b>	<b>93</b>	<b>585</b>	<b>419</b>
<b>ADJUSTED EBITA</b>		<b>141</b>	<b>86</b>	<b>262</b>	<b>182</b>	<b>546</b>	<b>466</b>
Amortization of intangible fixed assets		-10	-7	-19	-12	-42	-35
Amortisation of fixed assets related to acquisitions		-37	-30	-72	-58	-141	-128
<b>EBIT</b>		<b>83</b>	<b>8</b>	<b>168</b>	<b>22</b>	<b>402</b>	<b>257</b>
<b>ADJUSTED EBIT</b>		<b>95</b>	<b>48</b>	<b>171</b>	<b>111</b>	<b>363</b>	<b>304</b>
Profit from shares in associated companies		-1	0	-1	-2	-4	-4
Financial income		11	0	13	2	25	14
Financial expenses	6	-89	-59	-173	-106	-332	-265
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>		<b>5</b>	<b>-52</b>	<b>7</b>	<b>-83</b>	<b>91</b>	<b>1</b>
Income tax		-5	2	-11	4	-52	-37
<b>PROFIT AND LOSS AFTER TAX*</b>		<b>0</b>	<b>-50</b>	<b>-4</b>	<b>-79</b>	<b>40</b>	<b>-36</b>
<b>Other comprehensive income</b>							
<i>Items that may be reclassified to profit or loss:</i>							
Exchange differences in translation of foreign operations		193	69	228	75	288	135
<b>COMPREHENSIVE INCOME FOR PERIOD*</b>		<b>193</b>	<b>19</b>	<b>224</b>	<b>-4</b>	<b>327</b>	<b>99</b>
<b>Earnings per share before dilution</b>		<b>0,00</b>	<b>-0,18</b>	<b>-0,01</b>	<b>-0,30</b>	<b>0,13</b>	<b>-0,13</b>
<b>Earnings per share after dilution</b>		<b>0,00</b>	<b>-0,18</b>	<b>-0,01</b>	<b>-0,30</b>	<b>0,13</b>	<b>-0,13</b>

\*Profit and loss after tax and Total Comprehensive Income for the period are attributable in their entirety to the shareholders of the parent company

## GROUP BALANCE SHEET - IN SUMMARY

<i>Amount in MSEK</i>	<i>Note</i>	<b>June, 30</b>		<b>Full year</b>
		<b>2023</b>	<b>2022</b>	<b>2022</b>
<b>ASSETS</b>				
<i>Fixed assets</i>				
Intangible assets		6 243	5 586	5 995
Tangible fixed assets		399	349	372
Financial assets		72	54	75
<b>Total fixed assets</b>		<b>6 714</b>	<b>5 989</b>	<b>6 441</b>
<b>Right-of-use assets</b>		<b>164</b>	<b>138</b>	<b>151</b>
<b>Deferred tax assets</b>		<b>27</b>	<b>53</b>	<b>26</b>
<i>Current assets</i>				
Inventory		1 085	831	982
Accounts receivables		595	560	683
Other short-term receivables		205	193	234
Cash and cash equivalents		905	257	380
<b>Total current assets</b>		<b>2 790</b>	<b>1 841</b>	<b>2 279</b>
<b>TOTAL ASSETS</b>		<b>9 695</b>	<b>8 021</b>	<b>8 897</b>
<b>EQUITY AND LIABILITIES</b>				
<i>Equity</i>				
Share capital		97	65	66
Unregistered share capital		0	0	0
Other equity contributed		5 011	4 127	4 131
Retained earnings		64	-264	-161
<b>Total shareholders equity</b>		<b>5 171</b>	<b>3 928</b>	<b>4 036</b>
<i>Long-term liabilities</i>				
Interest-bearing liabilities	8	1 929	1 780	1 916
Contingent considerations	10	165	512	433
Long-term lease liabilities		113	91	100
Deferred tax liabilities		515	469	502
Other long-term liabilities		43	73	79
<b>Total long-term liabilities</b>		<b>2 765</b>	<b>2 925</b>	<b>3 029</b>
<i>Short-term liabilities</i>				
Interest-bearing liabilities	8	124	293	621
Contingent considerations	10	443	229	347
Current lease liabilities		56	45	49
Accounts payable		618	402	550
Other current liabilities		519	199	265
<b>Total short-term liabilities</b>		<b>1 760</b>	<b>1 168</b>	<b>1 832</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>9 695</b>	<b>8 021</b>	<b>8 897</b>



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY – SECOND QUARTER

<i>Amount in MSEK</i>	Share capital	Unregistered share capital	Other equity contributed	Exchange rate differences	Retained Earnings	Total shareholders equity
<b>Opening balance April 1, 2022</b>	<b>55</b>	<b>0</b>	<b>3 347</b>	<b>49</b>	<b>-332</b>	<b>3 119</b>
Net income for period					-50	-50
Other comprehensive income				69		69
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>69</b>	<b>-50</b>	<b>19</b>
<i>Transaction with owners in their capacity as owners:</i>						
Share issue	9		721			731
Transaction costs			9			9
Share-based benefits			50			50
<b>Total transaction with owners in their capacity as owners</b>	<b>9</b>	<b>0</b>	<b>781</b>	<b>0</b>	<b>0</b>	<b>790</b>
<b>Ending balance June 30, 2022</b>	<b>65</b>	<b>0</b>	<b>4 127</b>	<b>118</b>	<b>-381</b>	<b>3 928</b>
<b>Opening balance April 1, 2023</b>	<b>67</b>	<b>0</b>	<b>4 169</b>	<b>212</b>	<b>-341</b>	<b>4 107</b>
Net income for period					0	0
Other comprehensive income				193		193
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>193</b>	<b>0</b>	<b>193</b>
<i>Transaction with owners in their capacity as owners:</i>						
Share issue	30		846			875
Transaction costs			-2			-2
Share-based benefits			-2			-2
<b>Total transaction with owners in their capacity as owners</b>	<b>30</b>	<b>0</b>	<b>842</b>	<b>0</b>	<b>0</b>	<b>871</b>
<b>Ending balance June 30, 2023</b>	<b>97</b>	<b>0</b>	<b>5 011</b>	<b>405</b>	<b>-341</b>	<b>5 171</b>

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY – SIX MONTHS

<i>Amount in MSEK</i>	Share capital	Unregistered share capital	Other equity contributed	Exchange rate differences	Retained Earnings	Total shareholders equity
<b>Opening balance January 1, 2022</b>	<b>54</b>	<b>1</b>	<b>3 315</b>	<b>43</b>	<b>-302</b>	<b>3 110</b>
Net income for period					-79	-79
Other comprehensive income				75		75
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>75</b>	<b>-79</b>	<b>-4</b>
<i>Transaction with owners in their capacity as owners:</i>						
Share issue	10	-1	752			762
Transaction costs			10			10
Share-based benefits			50			50
<b>Total transaction with owners in their capacity as owners</b>	<b>10</b>	<b>-1</b>	<b>812</b>	<b>0</b>	<b>0</b>	<b>822</b>
<b>Ending balance June 30, 2022</b>	<b>65</b>	<b>0</b>	<b>4 127</b>	<b>118</b>	<b>-381</b>	<b>3 928</b>
<b>Opening balance January 1, 2023</b>	<b>66</b>	<b>0</b>	<b>4 131</b>	<b>177</b>	<b>-338</b>	<b>4 036</b>
Net income for period					-4	-4
Other comprehensive income				228		228
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>228</b>	<b>-4</b>	<b>224</b>
<i>Transaction with owners in their capacity as owners:</i>						
Share issue	31		879			910
Transaction costs			3			3
Share-based benefits			-3			-3
<b>Total transaction with owners in their capacity as owners</b>	<b>31</b>	<b>0</b>	<b>880</b>	<b>0</b>	<b>0</b>	<b>910</b>
<b>Ending balance June 30, 2023</b>	<b>97</b>	<b>0</b>	<b>5 011</b>	<b>405</b>	<b>-341</b>	<b>5 171</b>

## GROUP CASH-FLOW STATEMENT

Amount in MSEK	Second quarter		Six months		Last Twelve Months	Full year
	2023	2022	2023	2022	Jul 2022 - Jun 2023	2022
<b>OPERATING ACTIVITIES</b>						
Profit and loss after financial items	5	-52	7	-83	92	1
<i>Adjustment for non-cash items</i>						
Depreciation and Amortisation	75	58	145	108	285	247
Other items	73	15	107	70	192	155
Paid tax	-7	-3	-14	-8	-39	-33
<b>Cash flow from operating activities before change in net working capital</b>	<b>146</b>	<b>18</b>	<b>246</b>	<b>87</b>	<b>530</b>	<b>371</b>
<b>CHANGE IN WORKING CAPITAL</b>						
Change in inventories (increase - / decrease + )	-24	-56	-35	-130	-6	-101
Change in short term receivables (increase - / decrease + )	59	-5	139	27	185	74
Change in short term liabilities (increase - / decrease + )	264	57	278	39	150	-88
<b>Sum of change in working capital</b>	<b>299</b>	<b>-4</b>	<b>382</b>	<b>-64</b>	<b>329</b>	<b>-116</b>
<b>Cash flow from operating activities</b>	<b>445</b>	<b>14</b>	<b>627</b>	<b>23</b>	<b>859</b>	<b>255</b>
<b>INVESTING ACTIVITIES</b>						
Acquisition of capitalised development costs	-21	-21	-41	-38	-87	-84
Acquisition of intangible assets	0	0	0	0	-6	-6
Acquisition of tangible assets	-10	-11	-23	-21	-59	-57
Acquisition of financial assets	0	4	0	4	-4	0
Consideration paid, net of acquired cash	-173	-519	-236	-641	-496	-901
<b>Cash flow from investing activities</b>	<b>-203</b>	<b>-547</b>	<b>-300</b>	<b>-696</b>	<b>-652</b>	<b>-1048</b>
<b>FINANCING ACTIVITIES</b>						
Share issue funds	875	530	875	530	875	530
Costs related to share and bond issues	-26	-10	-26	-10	-28	-12
Paid premium for share incentive program	0	0	0	0	2	2
Proceeds from bond	0	0	0	0	300	300
Paid interest	-50	-36	-108	-76	-186	-154
New loans	41	168	87	299	557	769
Amortization of loans	-606	-113	-610	-214	-1025	-629
Amortization of lease liability	-14	-11	-28	-21	-59	-52
<b>Cash flow from financing activities</b>	<b>220</b>	<b>528</b>	<b>190</b>	<b>508</b>	<b>436</b>	<b>753</b>
<b>Decrease/ Increase in cash and cash equivalents</b>	<b>462</b>	<b>-5</b>	<b>518</b>	<b>-165</b>	<b>643</b>	<b>-41</b>
Cash and cash equivalents at beginning of period	440	262	380	420	257	420
Exchange rate differences	3	1	7	2	5	-1
<b>Cash and cash equivalents at end of period</b>	<b>905</b>	<b>257</b>	<b>905</b>	<b>257</b>	<b>905</b>	<b>380</b>

Please note that the company received deferred tax support during the second quarter recognised as short-term liabilities. This had a positive one-time effect on the cash flow from operating activities of MSEK 260. Thus, normalised cash flow from operating activities during the second quarter amounted to MSEK 185.

## INCOME STATEMENT - PARENT COMPANY

<i>Amount in MSEK</i>	Second quarter		Six months		Last Twelve Months	Full year
	2023	2022	2023	2022	Jul 2022 - Jun 2023	2022
Net sales	12	1	13	2	33	21
Other operating income	3	0	6	1	4	1
<b>Total revenue</b>	<b>16</b>	<b>1</b>	<b>19</b>	<b>2</b>	<b>37</b>	<b>22</b>
Capitalised work on own account	0	2	0	5	6	9
Other external expenses	-9	-4	-13	-7	-26	-20
Personnel expenses	-11	-12	-21	-21	-47	-48
Other operating expenses	0	0	0	0	0	-1
<b>EBITDA</b>	<b>-4</b>	<b>-13</b>	<b>-15</b>	<b>-21</b>	<b>-29</b>	<b>-38</b>
Depreciation and amortisation of fixed tangible and intangible assets	0	0	0	0	0	0
<b>OPERATING PROFIT (EBIT)</b>	<b>-4</b>	<b>-13</b>	<b>-15</b>	<b>-21</b>	<b>-30</b>	<b>-38</b>
Profit from shares in subsidiaries and associated companies	0	0	0	0	0	0
Interest income	17	0	18	0	29	13
Interest expenses	-81	-53	-156	-83	-259	-230
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>-69</b>	<b>-66</b>	<b>-154</b>	<b>-103</b>	<b>-259</b>	<b>-256</b>
Received dividends from subsidiaries	13	37	13	37	28	52
Year-end appropriations	0	0	0	0	100	100
<b>PROFIT AND LOSS BEFORE TAX</b>	<b>-56</b>	<b>-29</b>	<b>-141</b>	<b>-66</b>	<b>-132</b>	<b>-104</b>
Current taxes	0	0	0	0	-16	-16
<b>PROFIT AND LOSS AFTER TAX</b>	<b>-56</b>	<b>-29</b>	<b>-141</b>	<b>-66</b>	<b>-148</b>	<b>-120</b>

In the parent company, there are no items that are reported as other comprehensive income, which is why total comprehensive income corresponds to the year's result.

## PARENT COMPANY BALANCE SHEET – IN SUMMARY

<i>Amount in MSEK</i>	June, 30		Full year
	2023	2022	2022
<b>ASSETS</b>			
<i>Fixed assets</i>			
Intangible fixed assets	1	1	1
Tangible fixed assets	1	1	1
Financial fixed assets	6 980	6 379	6 920
<b>Total fixed assets</b>	<b>6 982</b>	<b>6 381</b>	<b>6 922</b>
<i>Current assets</i>			
Inventory	0	0	0
Accounts receivables	0	0	0
Receivables with group companies	125	82	287
Other short-term receivables	21	12	13
Cash and cash equivalents	403	6	1
<b>Total current assets</b>	<b>549</b>	<b>100</b>	<b>301</b>
<b>TOTAL ASSETS</b>	<b>7 532</b>	<b>6 481</b>	<b>7 222</b>
<b>EQUITY AND LIABILITIES</b>			
<i>Equity</i>			
Restricted equity	97	65	66
Unrestricted equity	4 618	3 929	3 880
<b>Total shareholders equity</b>	<b>4 715</b>	<b>3 993</b>	<b>3 946</b>
<b>Provisions</b>	<b>7</b>	<b>0</b>	<b>786</b>
<i>Long term liabilities</i>			
Interest-bearing liabilities	1834	1518	1826
Other long-term liabilities	175	542	33
<b>Total long-term liabilities</b>	<b>2 009</b>	<b>2 060</b>	<b>1859</b>
<i>Short-term liabilities</i>			
Interest-bearing liabilities	64	188	571
Accounts payable	9	6	7
Liabilities to group companies	234	0	24
Other liabilities	494	234	29
<b>Total short-term liabilities</b>	<b>800</b>	<b>428</b>	<b>631</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>7 532</b>	<b>6 481</b>	<b>7 222</b>



## NOTES AND PERFORMANCE MEASUREMENTS

### NOTE 1 – ACCOUNTING PRINCIPLES

The consolidated financial statements have been prepared in accordance with the Swedish Annual Accounts Act, RFR 1 Supplementary Accounting Rules for Groups and International Financial Reporting Standards (IFRS) and interpretations issued by the IFRS Interpretations Committee (IFRS IC) as adopted by the EU. The interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The financial statements have been prepared according to cost method except from certain financial assets and liabilities measured at fair value through profit and loss.

The accounting policies adopted are consistent with those of the Annual report for the year ended December 31, 2022. New or amended IFRS standards, effective from January 1, 2023, have no impact on the result and financial position of the Group.

### NOTE 2 – SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGEMENTS

The Group makes estimates and assumptions about the future. The estimates for accounting purposes that result from these will, by definition, rarely correspond to the actual result. The estimates and assumptions that entail a significant risk of significant adjustments in reported values for assets and liabilities in this interim report correspond to those describe in *Note 3* in the Annual report 2022. No significant new assessments and estimates have been made during the reporting period that have entailed any significant changes in reported items.

### NOTE 3 – SUBSEQUENT EVENTS

Humble Group entered into a letter of intent regarding sale of real estates. The intention is to structure the Transaction as a so-called “sale-leaseback” where Humble directly, or indirectly through subsidiaries, enters into new market lease agreements with the Interested Party. The arrangement ensures that Humble’s subsidiaries can continue to run their respective businesses in existing premises without interruption. Through the Transaction, Humble’s subsidiary also gets a long-term landlord who has good knowledge and experience in running and managing properties for commercial use.

Humble has historically acquired the Properties in connection with acquisitions. The Properties have had a good value development and as a natural step in Humble’s strategy to streamline the business, the board and management make the assessment that a sale of the Properties will benefit the Company in the long term. Through the Transaction, Humble will be able to focus to a greater extent on the core business, while the Company frees up capital that can be allocated to other value-driving initiatives and projects.

If the Transaction is carried out at the preliminary property values, it will imply a positive profit effect of approximately MSEK 73, which will be reported in connection with the completion of the Transaction. The Transaction would mean that Humble’s net debt, after deducting Humble’s share of deferred tax, decreases by approximately MSEK 290 and that the net debt in relation to adjusted EBITDA pro forma decreases by 0.3x. After the completion of the Transaction, Humble’s EBITA will decrease by approximately MSEK 14 and the net effect for Humble’s liquidity and after amortization of the property-related loans is expected to amount to approximately MSEK 210.

No other subsequent events have occurred after the end of the reporting period.

## | FINANCIAL INFORMATION

### NOTE 4 – SEGMENT INFORMATION AND DISCLOSURE OF REVENUE

The Group's chief operating decision maker is the chief executive officer (CEO), who primarily uses a measure of earnings before interest, tax, depreciation and amortisation (EBITDA) to assess the performance of the operating segments. The CEO does not follow up the segments' assets or liabilities for allocation of resources or assessment of results.

For further information regarding the segments, please refer to page 5-8. The Group financials consists of below combined segments:

<b>2023, MSEK</b>	<b>Future Snacking</b>	<b>Sustainable Care</b>	<b>Quality Nutrition</b>	<b>Nordic Distribution</b>	<b>*Other</b>	<b>Total</b>
<b>Net sales</b>						
Revenue from sales to external customers	472	977	699	1 155		<b>3 303</b>
Raw material and consumables	-267	-635	-509	-905		<b>-2 317</b>
<b>Gross profit</b>	<b>205</b>	<b>342</b>	<b>190</b>	<b>250</b>		<b>986</b>
Gross margin, %	43%	35%	27%	22%		30%
<b>EBITDA</b>	<b>24</b>	<b>159</b>	<b>98</b>	<b>48</b>	<b>-15</b>	<b>313</b>
Items affecting comparability	40	-35	-18	11	6	3
<b>Adjusted EBITDA</b>	<b>64</b>	<b>123</b>	<b>79</b>	<b>59</b>	<b>-9</b>	<b>316</b>
Adjusted EBITDA in relation to net sales	14%	13%	11%	5%		10%
<b>EBIT</b>	<b>-8</b>	<b>93</b>	<b>72</b>	<b>27</b>	<b>-17</b>	<b>168</b>
<b>Adjusted EBIT</b>	<b>32</b>	<b>58</b>	<b>54</b>	<b>37</b>	<b>-11</b>	<b>171</b>
Adjusted EBIT in relation to net sales	7%	6%	8%	3%		5%
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>-15</b>	<b>90</b>	<b>69</b>	<b>19</b>	<b>-156</b>	<b>7</b>
P&L after financial items in relation to net sales	-3%	9%	10%	2%		0%

\* Other refers to Parent company and minor administrative entities

<b>2022, MSEK</b>	<b>Future Snacking</b>	<b>Sustainable Care</b>	<b>Quality Nutrition</b>	<b>Nordic Distribution</b>	<b>*Other</b>	<b>Total</b>
<b>Net sales</b>						
Revenue from sales to external customers	327	811	336	373		<b>1 847</b>
Raw material and consumables	-162	-498	-257	-291		<b>-1 208</b>
<b>Gross profit</b>	<b>165</b>	<b>313</b>	<b>79</b>	<b>82</b>		<b>639</b>
Gross margin, %	50%	39%	24%	22%		35%
<b>EBITDA</b>	<b>26</b>	<b>79</b>	<b>22</b>	<b>23</b>	<b>-21</b>	<b>130</b>
Items affecting comparability	17	52	17	0	3	89
<b>Adjusted EBITDA</b>	<b>43</b>	<b>131</b>	<b>39</b>	<b>23</b>	<b>-18</b>	<b>219</b>
Adjusted EBITDA in relation to net sales	13%	16%	12%	6%		12%
<b>EBIT</b>	<b>3</b>	<b>21</b>	<b>11</b>	<b>15</b>	<b>-28</b>	<b>22</b>
<b>Adjusted EBIT</b>	<b>20</b>	<b>73</b>	<b>28</b>	<b>15</b>	<b>-25</b>	<b>111</b>
Adjusted EBIT in relation to net sales	6%	9%	8%	4%		6%
<b>PROFIT AND LOSS AFTER FINANCIAL ITEMS</b>	<b>0</b>	<b>4</b>	<b>10</b>	<b>14</b>	<b>-111</b>	<b>-83</b>
P&L after financial items in relation to net sales	0%	0%	3%	4%		-5%

\* Other refers to Parent company and minor administrative entities

## | FINANCIAL INFORMATION

### NOTE 5 – ITEMS AFFECTING COMPARABILITY

Humble Group recognises items affecting comparability to EBITDA to visualise comparable figures that are adjusted for the items that occur in historical numbers for various reasons. Explanation of what the items affecting comparability mainly refer to are presented in *Note 10* in the Annual report 2022. Humble has not adjusted for any items related to extraordinary freight costs during 2023. The main adjustment item during the period was related to revaluation of contingent considerations of MSEK -41 (9) and employee-related compensation and lock-in penalties of MSEK 24 (48).

	Second quarter		Six months	
	2023	2022	2023	2022
<b>MSEK</b>				
Acquisition related cost	0	9	5	10
Revaluation of contingent considerations	-10	9	-41	9
Employee-related compensation and lock-in penalties	12	10	24	48
Surplus value in inventory	0	0	0	3
Donations	0	1	0	3
Restructuring	10	11	15	17
<b>Total adjustment items</b>	<b>12</b>	<b>41</b>	<b>3</b>	<b>89</b>

### NOTE 6 – FINANCIAL EXPENSES

	Second quarter		Six months		Full year
	2023	2022	2023	2022	2022
<b>MSEK</b>					
Interest expense related to financing	-59	-34	-114	-67	-174
Unwinding of discounting effect	-23	-19	-42	-15	-61
Interest expense on lease liabilities	-2	-1	-4	-2	-6
Exchange rate losses and revaluation effects	2	-3	-1	-12	-17
Other interest expenses	-7	-2	-12	-10	-7
<b>Total interest expense</b>	<b>-89</b>	<b>-59</b>	<b>-173</b>	<b>-106</b>	<b>-265</b>

### NOTE 7 – PROFORMA FINANCIALS

Humble Group is a fast-growing FMCG group with an adopted strategy to grow both organically and through acquisitions. To illustrate the Group's scope at the date of publication of this interim report, Humble present a proforma on the key financials from the income statement. The proforma financials have not been adjusted for intercompany sales. Such transactions would theoretically have occurred if the subsidiary would have been part of Humble Group for the presented periods. The purpose is to visualise how the Group's financial position and results would have looked like on June 30 2023, if the companies acquired during the year, or where acquisition agreements have been communicated, would have been consolidated with the existing part of the Group.

Besides the subsidiaries where Humble Group have completed the closing of the acquisitions and where full consolidation of accounts take place, below proforma financials include during the quarter completed acquisitions of Privab Trollhättan, Privab Ystad, Privab Grossisterna and Napame Holding AB. The closing of these four acquisitions took place during March 2023.

	Second quarter			Last Twelve Months
	Proforma 2023	Proforma 2022	Proforma 2021	Proforma Q2 2023
<b>MSEK</b>				
Net sales	1900	1634	1298	7 314
<b>EBITDA</b>	<b>159</b>	<b>142</b>	<b>113</b>	<b>639</b>
Items Affecting Comparability due to IFRS	12	21	26	47
<b>ADJUSTED EBITDA</b>	<b>171</b>	<b>163</b>	<b>139</b>	<b>686</b>

## | FINANCIAL INFORMATION

### NOTE 8 – NET INTEREST-BEARING DEBT

Humble Group's net interest-bearing debt as of June 30, 2023, is presented in table below. Humble Group carried out a directed share issue and raised MSEK 849 in cash net of transactional costs, of which MSEK 450 was used to amortize its revolving credit facility in June 2023. Adjusted EBITDA Proforma amounted to MSEK 686. Net Interest-bearing debt in relation to Adjusted EBITDA proforma amounts to 1,9x at the end of this reporting period.

Humble Group received tax deferments of MSEK 260 during the second quarter. In accordance with IFRS Accounting principles, this has been recognized as other short term liability. The tax deferment is first due in September, 2023 with the possibility for extension for up to 2 years.

<i>MSEK</i>	June, 30		Full year
	2023	2022	2022
<b>Interest-bearing liabilities</b>			
Bond financing debt	1 834	1 518	1 826
Liability to credit institutions	219	554	710
Lease liabilities	168	136	150
<b>Total interest-bearing liabilities</b>	<b>2 221</b>	<b>2 209</b>	<b>2 686</b>
Cash and cash equivalents	-905	-257	-380
<b>Net Interest Bearing Debt (NIBD)</b>	<b>1 316</b>	<b>1 952</b>	<b>2 306</b>

	June 30, 2023	Proforma LTM ADJ. EBITDA	Leverage Multiple
Earnout max cash payment	587		
<b>Net Interest Bearing Debt (NIBD)</b>	<b>1 316</b>	<b>686</b>	<b>1,9</b>
<b>Net Interest Bearing Debt (NIBD+ EO)</b>	<b>1 903</b>	<b>686</b>	<b>2,8</b>
<b>Net Interest Bearing Debt (NIBD-Leasing)</b>	<b>1 148</b>	<b>617</b>	<b>1,9</b>
<b>Net Interest Bearing Debt (NIBD+ EO-Leasing)</b>	<b>1 735</b>	<b>617</b>	<b>2,8</b>
Proforma Properties SLB (Illustrative, not yet finalized)	-290	-23	
<b>Net Interest Bearing Debt (NIBD-Leasing+ SLB)</b>	<b>858</b>	<b>594</b>	<b>1,4</b>
<b>Net Interest Bearing Debt (NIBD+ EO-Leasing+ SLB)</b>	<b>1 445</b>	<b>594</b>	<b>2,4</b>

### NOTE 9 – BUSINESS COMBINATIONS

#### BUSINESS COMBINATIONS 2023

<i>Subsidiary</i>	<i>Acquisition date</i>	<i>Shares and votes</i>	<i>Segment</i>	<i>Vertical</i>	<i>Country</i>
Napame Holding AB	2023-03-01	100%	Future snacking	Distribution	Sweden
Aktiebolaget Cool & Candy AB	2023-03-15	100%	Nordic Distribution	Distribution	Sweden
Skövde Snabbgross AB	2023-03-15	100%	Nordic Distribution	Distribution	Sweden
Privab Grossisterna AB	2023-03-15	100%	Nordic Distribution	Distribution	Sweden

#### Acquisitions during second quarter

No new acquisition has been made during the second quarter of 2023. Please see Interim Report Q1 for the four acquisitions made in the first quarter.

## NOTE 10 – FINANCIAL INSTRUMENTS MEASURED AT FAIR VALUE

The levels in the fair value hierarchy are defined as follows:

### Financial instrument level 1

Quoted market prices (unadjusted) in active markets for identical assets or liabilities.

### Financial instrument level 2

Observable data for the asset or liability other than quoted prices included in level 1, either directly (i.e. as price quotations) or indirectly (i.e. derived from price quotations).

### Financial instrument level 3

When one or more of the significant inputs is not based on observable market data.

The Group's financial assets measured at fair value through profit and loss consists of Other long-term securities, which are classified as level 1 in the fair value hierarchy.

The Group's financial liabilities measured at fair value through profit and loss consists of Contingent consideration, which are classified as level 3 in the fair value hierarchy.

There have been no transfers between fair value hierarchy levels during the reporting period.

### FAIR VALUE DISCLOSURE OF BOND LOANS

The Group also has financial instruments in the form of two senior bond loans with a total credit line of MSEK 2 000 that are not measured at fair value in the balance sheet:

- MSEK 300 was issued on January 5, 2021 (2021-2024), has a fixed interest rate of 9.50 %
- MSEK 1 500 was issued on July 21, 2021 (2021-2025), has a variable interest rate (STIBOR 3m + 8.25 %)

For the bond loan 2021-2025, the measurement at amortised cost corresponds in all essentials to its fair value because the interest rate is variable and as the credit risk has not changed significantly.

The fair value of the bond loan 2021-2024 has been calculated by using cash flows discounted at a current interest rate. The bond loan is classified as level 3 in the fair value hierarchy as unobservable data has been used, including own credit risk. The carrying amount of the bond loan 2021-2024 for 2023 are MSEK

300 (300), whereas the fair value of the loan amount to MSEK 283 (263).

### CONTINGENT CONSIDERATIONS

The total contingent consideration to be paid are generally conditioned by significant financial performance improvements, which usually is measured to certain pre-determined EBITDA-levels by the subsidiary to be reached. The nature of the payments is generally a subject for Humble Group to decide, with a majority to be paid in cash but can also be paid with newly issued shares. This has a potential positive impact of the Groups cash flow and long-term net debt.

The mechanics behind the additional purchase prices differ between the various acquisitions and the Group's commitments also extend over a longer time horizon. The provision in the consolidated balance sheet is presented at a higher level and constitutes a valuation of management's best assessment of the expected future cash flow. This assessment is made on a subsidiary-based level and is revalued regularly. The contingent considerations are recognised at fair value and have been discounted with 11 % discount rate. The duration to maturity is presented below.

<i>Estimated payments per year</i>	Nominal value	Fair value
2023	152	152
2024	320	291
2025	182	149
2026	20	16
<b>Total contingent considerations</b>	<b>675</b>	<b>608</b>

### INPUT USED IN RECURRING LEVEL 3 FAIR VALUE MEASUREMENTS AND VALUATION TECHNIQUES

The contingent considerations in the Group have been calculated based on the nominal value of the best estimate of the expected outcome on the date of the acquisition. The estimate is based on management's assessment of the probable amount to be paid given the terms of the share transfer agreement. The fair value of the contingent considerations has been calculated based on an interest rate corresponding to the remaining term until payment at each reporting date. During 2023, MSEK -36 (-15) in interest income was recognised as finance expenses regarding expenses related to contingent considerations.

<i>Contingent consideration, MSEK</i>	June, 30	
	2023	2022
<b>Opening balance, Jan 1</b>	<b>780</b>	<b>737</b>
New acquisitions	32	140
Payments	-199	-166
Revaluation	-43	9
Interest expenses related to unwinding of discounting effect	36	15
Translation differences	2	7
<b>Closing balance, June 30</b>	<b>608</b>	<b>741</b>



## DEFINITIONS AND CALCULATIONS ON KEY RATIO

This report includes definitions and key figures that are not clearly defined in ÅRL or International Financial Reporting Standards (IFRS) but are what the company management considers to be important measures of the business's development, whereupon they are defined below.

### *Net Sales*

The operation's main income, invoiced costs, side income and income corrections.

### *Gross Profit*

Net sales less raw materials and consumables.

*Gross Profit is calculated as 3 303 – 2 317 = 986 MSEK.*

### *Gross Margin*

Gross Profit in relation to net sales.

*Gross Margin is calculated as 986 / 3 303 = 30 %.*

### *EBITDA*

Earnings before payment of interest and tax as well as operational depreciation and amortisation of tangible and intangible fixed assets and depreciation and amortisation on acquisition-related surplus values.

### *Adjusted EBITDA*

Earnings before payment of interest and tax as well as depreciation of tangible and intangible fixed assets, adjusted for items that are deemed to be of a non-recurring nature and therefore not recurring for operating activities. Adjusted EBITDA margin is Adjusted EBITDA divided by total revenue.

*Adjusted EBITDA is calculated as 313 + 3 = 316 MSEK.*

### *EBITA*

Earnings before payment of interest and tax as well as amortisation of intangible fixed assets and amortisation on acquisition-related surplus values. EBITA-margin is EBITA in relation to net sales.

### *Adjusted EBITA*

Earnings before payment of interest and tax as well as amortisation of intangible fixed assets and amortisation on acquisition-related surplus values, adjusted for items that are deemed to be of a non-recurring nature and therefore not recurring for operating activities. Adjusted EBITA margin is Adjusted EBITA divided by total revenue.

*Adjusted EBITA is calculated as 259 + 3 = 262 MSEK.*

### *EBIT*

Earnings before payment of interest and tax.

### *Adjusted EBIT*

Earnings before payment of interest and tax adjusted for items that are deemed to be of a non-recurring nature and therefore not recurring for operating activities. Adjusted EBIT margin is Adjusted EBIT divided by total revenue.

*Adjusted EBIT is calculated as 168 + 3 = 171 MSEK.*

### *Net interest-bearing debt*

Total interest-bearing liabilities less cash and cash equivalents.

*Net interest-bearing debt is calculated as 2 221 – 905 = 1 316 MSEK.*

### *Organic growth in net sales*

Change in net sales adjusted for exchange rate effect and net sales from acquired companies during the period.

*Organic growth in net sales is calculated as 245 / 1 847 = 13 %.*

### *Contingent consideration*

Deferred purchase price payments that are contingent upon future performance of an acquired subsidiary. The consideration can be paid in both cash and shares and are presented to fair value based on management's best estimate of the occurrence of future payments.

### *Average number of employees (FTE)*

Shows the average number of employees during the period and is calculated as the number of employees multiplied by the employment rate in relation to the standard time for full-time work.

### *FMCG*

FMCG is an industry term and is short for *Fast Moving Consumer Good*.

### *Proforma*

Humble Group is a fast-growing FMCG Group with an adopted strategy to grow both organically and through acquisitions. To illustrate the Group's scope at the date of publication of this interim report, Humble present a proforma on the income statement. The purpose is to visualise how the Group's financial position and results would have looked like on June 30, 2023, if the companies acquired during the year, or where acquisition agreements have been communicated, had been consolidated with the existing part of the Group.

## BOARD OF DIRECTORS' APPROVAL

The Board of Directors and the CEO assure that the interim report gives a true and fair view of the Group's and the Parent Company's operations, position and results and describes significant risks and uncertainties that the Parent Company and the companies included in the Group face.

Stockholm July 25, 2023

Dajana Mirborn  
*Chairman of the Board*

Ola Cronholm

Henrik Patek

Pål Bruu

Sara Berger

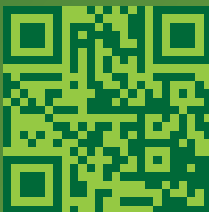
Simon Petré  
*Chief Executive Officer*

*This report has not been subject to review by the company's auditor.*

This information is such that Humble Group AB is obliged to publish in accordance with the EU regulation on market abuse.  
The information was submitted for publication on July 25, 2023, at 08:00 CET.

### Headquarters

Klara Norra Kyrkogata 29  
111 22 Stockholm  
[info@humblegroup.se](mailto:info@humblegroup.se)  
[www.humblegroup.se](http://www.humblegroup.se)  
+4608 613 28 88



**Johan Lennartsson**  
*Chief Financial Officer*  
[johan.lennartsson@humblegroup.se](mailto:johan.lennartsson@humblegroup.se)

**Simon Petrán**  
*Chief Executive Officer*  
[simon.petren@humblegroup.se](mailto:simon.petren@humblegroup.se)

**Noel Abdayem**  
*Vice President & COO Brands*  
[noel.abdayem@humblegroup.se](mailto:noel.abdayem@humblegroup.se)

**Marcus Stenkil**  
*Head of Merger & Acquisitions*  
[marcus.stenkil@humblegroup.se](mailto:marcus.stenkil@humblegroup.se)

**Kristoffer Zinn**  
*Head of analytics*  
[kristoffer.zinn@humblegroup.se](mailto:kristoffer.zinn@humblegroup.se)



humble  
group.™