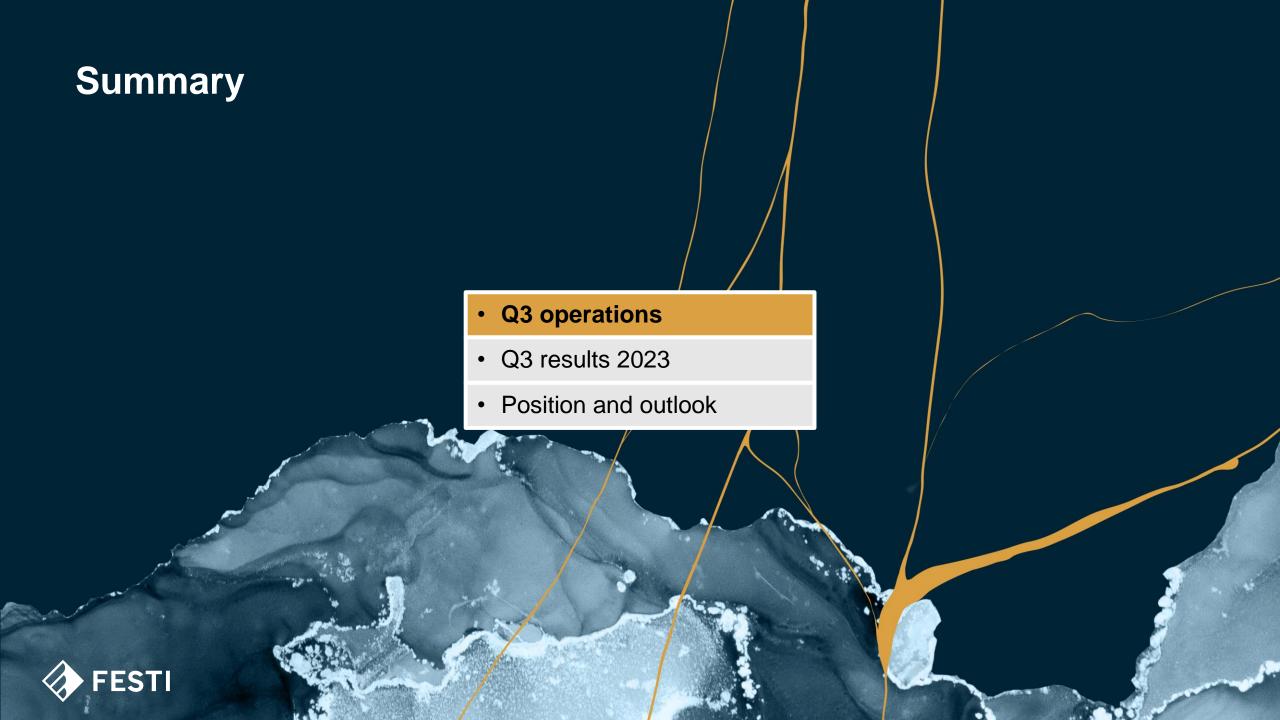
Presentation of Q3 2023 results

26 October 2023

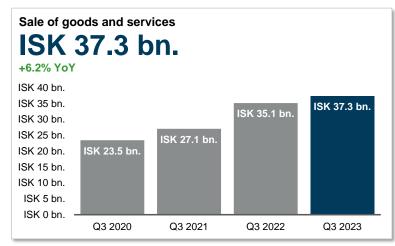
Ásta S. Fjeldsted Magnús Kr. Ingason

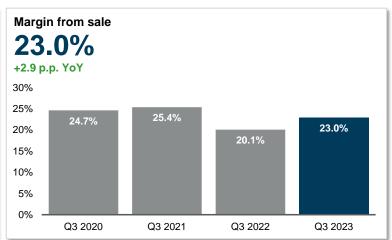


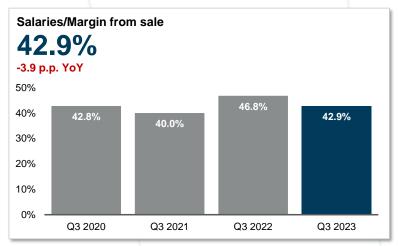


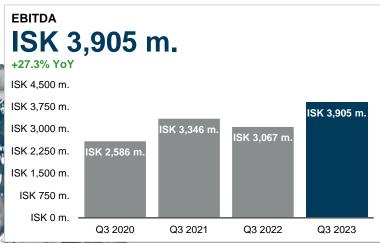


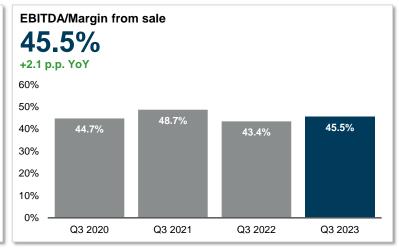
Consolidated highlights Q3 2023

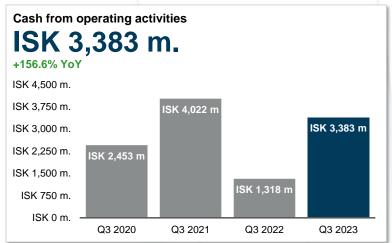














Festi's organizational chart





ELKO Managing Director Óttar Örn Sigurbergsson **FESTI's operational companies**



N1 Managing Director Ýmir Örn Finnbogason



Krónan Managing Director Guðrún Aðalsteinsdóttir

Festi and supporting companies



Bakkinn Managing Director Eva Guðrún Torfadóttir



Chief Finance and Operations Officer Magnús Kr. Ingason



Festi fasteignir ehf. Managing Director Óðinn Árnason

CEO's office

Festi CEO Ásta S. Fjeldsted

Eva Guðrún new managing director of Bakkinn Vöruhótel



Eva Guðrún Torfadóttir new Managing Director of Bakkinn Vöruhótel – joins Festi in Q1 2024

- Improvement and operations consultant with Implement Consulting Group in Copenhagen from 2016-2023 where many of her projects have focus on supply chain improvements, reorganisation of warehouses, development of purchasing processes, as well as design and implementation of automated warehouses.
- Purchasing and Stock Control at Marorka from 2011-2013.

Eva Guðrún Torfadóttir has an M.Sc. degree in Engineering Management from the Danish Technical University DTU and a B.Sc. degree in Industrial Engineering from the University of Iceland.



New fast charging stations and pumps commissioned at N1



- N1 aims at being a leader in energy transition, enabling companies and individuals to make the switch from fossil fuels to more eco-friendly energy sources.
 - A part of that journey entails installing new fast charging stations but N1 currently has 26 such stations at 11 locations and the goal is to reach 33 stations before year-end.
 - N1 and the start-up Alor are cooperating to improve electric charging infrastructure and reduce load peaks in the system.
- Two fuel pumps and six fast charging stations installed at a new station at Flugvellir 27 in Keflavík in October and new tire services to open on December 10th 2023.
- The number of transactions at service stations in Q3 increased by 6% and self-service transactions by 3%.
- Over 61 thousand Dropp parcels delivered in the quarter, resulting in a 29% traffic increase to the stations compared to last year.
- Tire rental to be offered to Icelandic customers for the first time in Q4 – an exciting and environmentally friendly option for those with limited errands needing special tires.



July a record breaking month for Krónan



- Sales in Q3 amounted to 16.376 million ISK, which is an increase of 22% YoY.
- A superb summer July was a record-breaking month, and the sales volume has increased by 11% YoY.
- Sales in our online store and app increased by 64% YoY.
- Number of transactions up by 16% compared to same time period last year.
- A grand reopening of Krónan at Grandi greatly received by customers - the direct impact of changes resulted in a 13.6% increase of in-store sales between months so far.
- New and bigger store to open in Reykjanes / Fitjar in 2025.









Krónan opnar með BYKO við Fittjabraut

Snisgarhe halt ti deld til saka lagggjarnagi í löfnir Tiglica S í Spóði. Þar nar í ka arlandaríðinað þa ein seði í til kar Snisgarhe halt til deld til saka lagggjarnagi í löfnir Tiglica S í Spóði. Þar nar í kar arlandaríðinað þa ein seði í til kar krándaríðina ein ein saka star star star skrándaríðinaðin saka star saka star segur ársteinagir á sakala krynna fallallalgarðina ein kíla segur í til þró á þránni heldinaria. Njengarlindi halta í til All EAS.



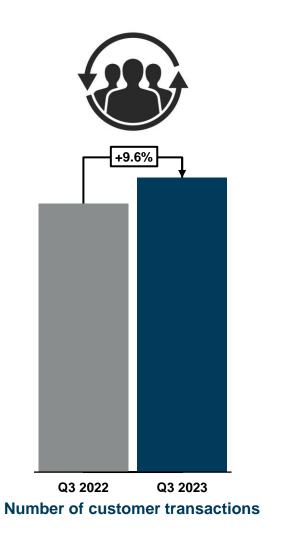


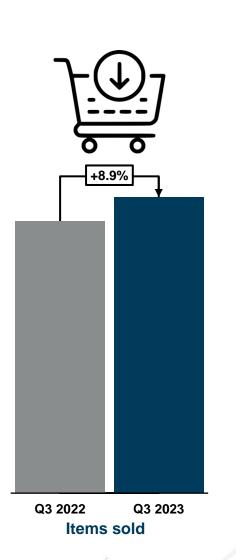
Consumers returning to in-store shopping again

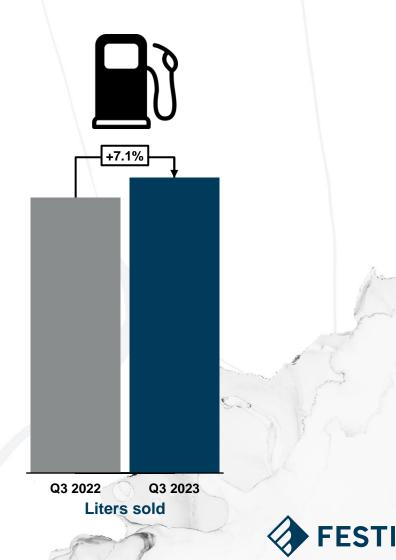
- The consumer electronics market continued growing in Q3, this time by 4% according to card turnover figures
- Number of transactions in line with the same period last year, but consumer behaviour is changing post pandemic as ELKO had a 22% increase in-store visit whilst visits to web shop decreased.
- ELKO strategy updated to showcase an increased focus on service.
- Record sales of iPhone15 in the first 2 weeks in ELKO, with more than 35% additional units sold between years.
- ELKO offices moved from Skógarlind to Festi headquarters in Dalvegur 10-14 in October.
- ELKO will relocate to a 70% larger store in the Keflavik airport arrival hall in November.
- ELKO actively participates in the circular economy by buying old electronics from customers and reselling them to Foxway Group Estonia which recycles even small particles - 84% increase in store credits issued to customers for old electronics.



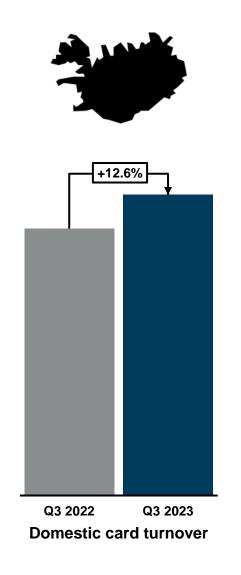
Number of customers and sales in Q3 increases significantly year-over-year

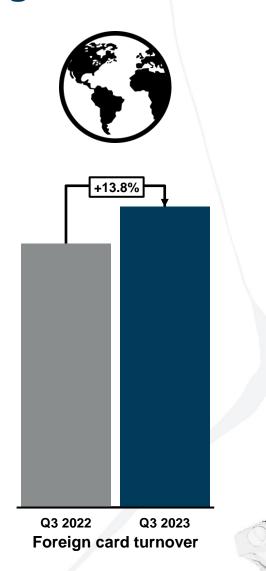






Increase in both domestic and foreign card turnover









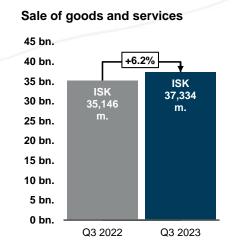


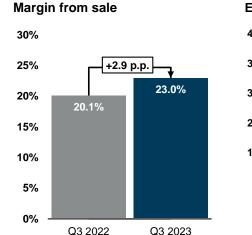
Operations of the group in Q3 2023

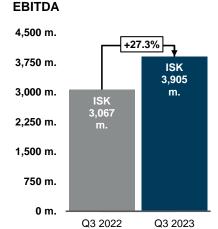


- Sale of goods and services increased by ISK 2.2 billion or 6.2% YoY.
- Margin from sale was ISK 8,575 million, increase of ISK 1,511 million or 21.4% YoY.
- Margin percent is 23.0% increases by 0.3 p.p from last quarter and 2.9 p.p. from previous year.
- Salaries and personnel expenses ISK 3,676 million, increase of ISK 369 million or 11.2% YoY. And 13.8% without non-recurring cost in Q3 2022.
- Number of full-time employees 1,412, increase by 86 or 6.5% YoY.
- Other operating expenses increase by 2.5% YoY.
- **EBITDA** ISK 3,905 million in Q3, increase of ISK 838 million or 27.3% YoY.
- Profit for the period ISK 1,816 million, increase by 16.2% YoY.

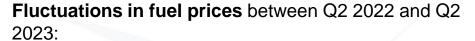
| Amounts are in ISK million | Q3 2023 | Q3 2022 | Change | % Chg. |
|--|---------|---------|-----------|--------|
| Sale of goods and services | 37,334 | 35,146 | 2,187 | 6.2% |
| Margin from sale of goods and services | 8,575 | 7,063 | 1,511 | 21.4% |
| Lease revenue and operating income | 535 | 801 | (266) | -33.3% |
| Salaries and personnel expenses | 3,676 | 3,307 | 369 | 11.2% |
| Other operating expenses | (1,529) | (1,491) | (37) | 2.5% |
| EBITDA | 3,905 | 3,067 | 838 | 27.3% |
| EBIT | 2,825 | 2,218 | 607 | 27.3% |
| Profit for the period | 1,816 | 1,562 | 254 | 16.2% |
| Key Figures | | | | |
| EBITDA/Margin from sales | 45.5% | 43.4% | +2.1 p.p. | 4.9% |
| Salaries/Margin from sales | 42.9% | 46.8% | -3.9 p.p. | -8.4% |
| Earnings per share | 5.96 | 5.10 | 0.86 | 16.9% |







External factors Q3 2023



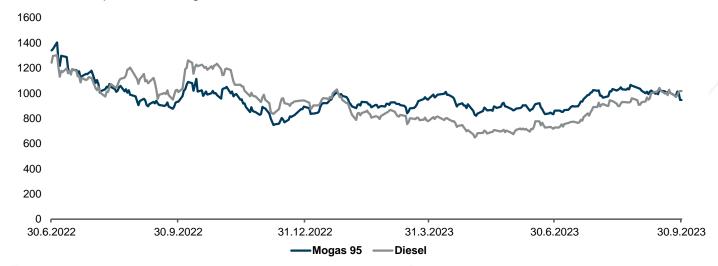
- Disel prices increased by 39.7% within Q3 2023 compared to a decrease of 18.8% in Q3 2022
- Gasoline price increased by 9.9% within Q3 2023 compared to a decrease of 30.4% in Q3 2022
- **Disel average price** was USD 904 compared to USD 1,094 in Q3 2022, decrease by 17.4%.
- Gasoline average price was USD 983 compared to USD 1,053 dollar in Q3 2022, decrease by 6.7%.

Fluctuations in currency USD/ISK and EUR/ISK between Q3 2022 and Q3 2023:

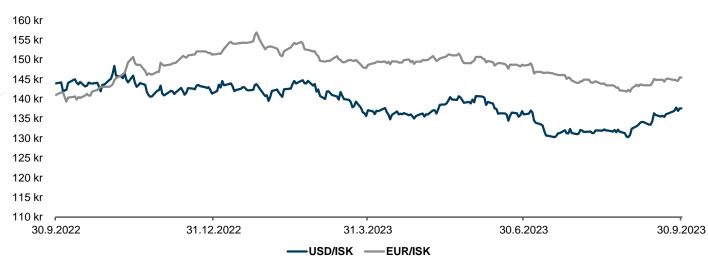
- USD/ISK weakened by 1.1% against ISK and the difference between the highest and lowest exchange rate in Q3 was 6.3%.
- **EUR/ISK weakened** by 2.0% agaisnt ISK and the difference between highest and lowest exchange rate in Q3 was 5.6%.







Fluctuations in currency USD/ISK and EUR/ISK



Margin from sales – Third Quarter

- Turnover increases in Grocery and convinience goods and other goods and services, but decrese in fuel and electicity and electronic equipment.
 Margin from sales increases in every sectors except other goods and services from last quarter.
- Total margin from sales increases by 21.4% YOY and is 8,575 million.
- Margin ratio in Q3 2023 was 23.0% an increase of 2.9 p.p. YoY and increases by 0.3 p.p. from Q2 2023.
- Margin from sales in ISK in grocery and convenience goods increases 17.7% YoY, Fuel and electricity increases 62.5%, electronic equipment decrease 0.6% and other goods and services decrease 3.8% YoY.

Margin from sale of goods and services

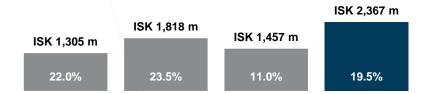




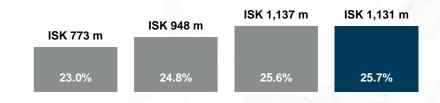
Grocery and convinience goods



Fuel and electricity



Electronic equipment



Other goods and services

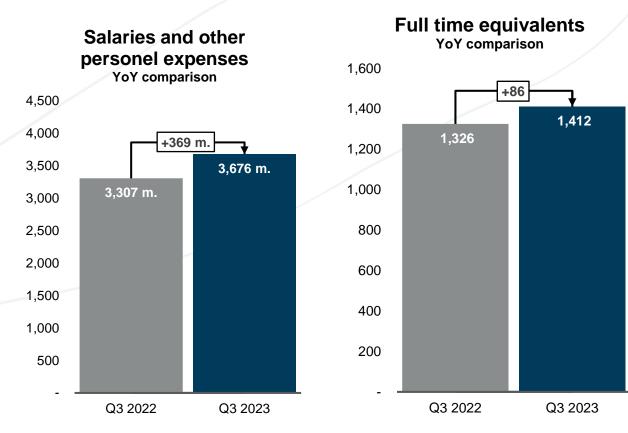


Salaries and other personnel expenses in Q3 2023



- Salaries and other personnel expenses ISK 3,676 increases by ISK 369 million or 11.2% YoY.
- Full-time equivalents increased by 86 YoY and the increase amounts to ISK 207 million.
 - New Krónan store, N1's new car workshop and Icelandic Food Company explain the year-on-year increase.
- Contractual wage increases had an effect of ISK 237 million YoY increase.
- Non-recurring cost due to severence agreements ISK 76 million during last years quarter.
- YoY increase of 6.9% without the effects of increases in fulltime equivalents and non-recurring costs.

| Salaries and other personel expenses Q3 2022 | 3,307 |
|--|-------|
| Change in full-time position equivalents | 207 |
| Contractual wage increases | 237 |
| Accrued vacation, change | -16 |
| Other changes | -59 |
| Salaries and other personel expenses Q3 2023 | 3,676 |

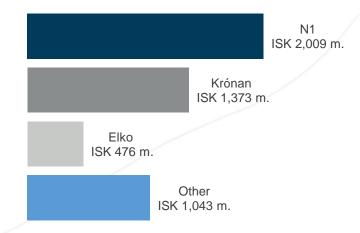


Operating segments of the group – Q3 2023

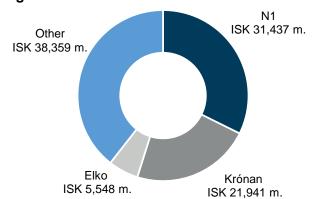


| Amounts are in ISK million | N1 | Krónan | Elko | Other | Total |
|---|----------|----------|---------|---------|----------|
| Operating revenue outside of group | 16,763 | 16,377 | 4,449 | 279 | 37,869 |
| Other revenue within group | 80 | 361 | 3 | 1,781 | 2,225 |
| Total segment revenue | 16,843 | 16,738 | 4,452 | 2,061 | 40,094 |
| Total operating expenses of segments | (14,834) | (15,365) | (3,976) | (1,018) | (35,193) |
| Segment EBITDA | 2,009 | 1,373 | 476 | 1,043 | 4,901 |
| Segment depreciation and amortisation | (744) | (545) | (150) | (268) | (1,707) |
| Fair value changes of investment properties | 0 | 0 | 0 | (89) | (89) |
| Operating result of segments | 1,264 | 828 | 326 | 686 | 3,105 |
| Financial expenses | (292) | (77) | (33) | (816) | (1,217) |
| Share of profit from associates | 0 | 0 | 0 | 259 | 259 |
| Income tax expense | (195) | (165) | (59) | 33 | (385) |
| Profit | 778 | 586 | 234 | 162 | 1,761 |
| Segment assets | 31,437 | 21,941 | 5,548 | 38,359 | 97,286 |
| Segment capital expenditure | 856 | 643 | 183 | 911 | 2,593 |
| Segment liabilities | 21,624 | 17,339 | 3,974 | 19,265 | 62,202 |
| | | | | | |

Segment EBITDA



Segment assets



N1 – Highlights Q3 2023



- Revenue was ISK 16,843 million, an increase of ISK 755 million or 4.3% YoY.
- Sales of fuel and electricity decreased by ISK 1,133 million or 8.5% YoY. Sales in liters were 70,0 million, 6.5% more than last year. Increase in all categories.
- Sale of other goods and services increase by ISK 378 million or 8.8% YoY. Increase from sales of consumables, tires, car service and chemicals.
- Significant margin turnaround in fuel sales between years, increased by ISK 911 million.
- EBITDA was ISK 2,009 million, an increase of ISK 622 million or 44.9% YoY.
- Profit was ISK 778 million, an increase of 63% YoY.





service stations



| | Q3 2023 | Q3 2022 | Change | % |
|------------------------|----------------|---------------|------------------|----------------|
| Total revenue | 16,843 | 17,598 | (755) | -4.3% |
| Total cost | (14,834) | (16,211) | 1,377 | -8.5% |
| EBITDA EBITDA-ratio | 2,009 11.9% | 1,386 7.9% | 622 +4.0 p.p. | 44.9% 51.4% |
| EBIT EBIT-ratio | 1,264 7.5% | 726 4.1% | 538 +3.4 p.p. | 74.1% 81.9% |
| Profit (loss) | 778 | 478 | 301 | 63.0% |

Krónan – Highlights Q3 2023



- Revenue was ISK 16,738 million, an increase of ISK 3,229 million or 23.9% YoY.
- Icelandic Food Company a part of Krónan's group from January 1st, 2023.
- New store opened in Akureyri in December. Like for like, revenues are up by 16.6% YoY.
- Actions underway to improve profit margins and lower costs.
- EBITDA was ISK 1,373 million, an increase of ISK 313 million or 29.5% YoY.
- Profit was ISK 586 million, an increase of ISK 184 million or 45.8% YoY.



Grocery stores



First Swan certified Icelandic grocery school chain



Happiest customers in the grocery market

| | Q3 2023 | Q3 2022 | Change | % |
|------------------------|---------------|---------------|------------------|---------------|
| Total revenue | 16,738 | 13,509 | 3,229 | 23.9% |
| Total cost | (15,365) | (12,449) | (2,916) | 23.4% |
| EBITDA EBITDA-ratio | 1,373 8.2% | 1,060 7.8% | 313 +0.4 p.p. | 29.5% 4.5% |
| EBIT EBIT-ratio | 828 4.9% | 612 4.5% | 217 +0.4 p.p. | 35.5% 9.3% |
| Profit (loss) | 586 | 402 | 184 | 45.8% |

ELKO – Highlights Q3 2023



- Revenue was ISK 4,452 million, decrease of ISK 39 million or 0.9% YoY.
- Sales in stores in Keflavik airport increase due to increasing tourism and Icelander's travels, the increase amounts to 19.4% YoY.
- Increased turnover in Keflavik airport. Akureyri and Lindum but decrease in Web Store, Skeifan and Grandi.
- Margin ISK 476 million, decrease of 2.7% between years. Margin levels increase from last quarter and between years.
- EBITDA was ISK 476 million, decrease of 13 million or 2.7% YoY.
- Profit was ISK 234 million, a decrease of 20 million or 7.7% YoY.







| | Q3 2023 | Q3 2022 | Change | <u>%</u> |
|---------------|---------|---------|-----------|----------|
| Total revenue | 4,452 | 4,491 | (39) | -0.9% |
| Total cost | (3,976) | (4,002) | 26 | -0.7% |
| EBITDA | 476 | 489 | (13) | -2.7% |
| EBITDA-ratio | 10.7% | 10.9% | -0.2 p.p. | -1.8% |
| EBIT | 326 | 345 | (19) | -5.5% |
| EBIT-ratio | 7.3% | 7.7% | -0.4 p.p. | -4.7% |
| Profit (loss) | 234 | 254 | (20) | -7.7% |

Other entities - Highlights Q3 2023



- Revenue was ISK 2,061 million, increase of ISK 18 million or 0.9% YoY.
- Net operating income of properties were ISK 988 million, compared to ISK 868 million Q3 2022.
- Utilization ratio was 98%, compared to 97% in Q3 2022, an increase of 1 p.p.
- Own use of property was 88% and stays the same between years.
- EBITDA ISK 1,043 million, an increase of ISK 23 million between years.
- Profit was ISK 162 million, a decrease of ISK 220 million between years.







| | Q3 2023 | Q3 2022 | Change | % |
|------------------------|----------------|----------------|--------------------|------------------|
| Total revenue | 2,061 | 2,043 | 18 | 0.9% |
| Total cost | (1,018) | (1,023) | 5 | -0.5% |
| EBITDA EBITDA-ratio | 1,043 50.6% | 1,020 49.9% | 23 +0.7 p.p. | 2.3% 1.4% |
| EBIT EBIT-ratio | 686 33.3% | 829 40.6% | (143) -7.3 p.p. | -17.2% -17.9% |
| Profit (loss) | 162 | 382 | (220) | -57.6% |

Statement of Financial Position 30.09.2023



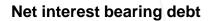
| Amounts are in ISK million | 30.9.2023 | 31.12.2022 | Change | % | Curren | t ratio | | | |
|------------------------------|-----------|------------|--------|--------|---------|--------------|----------|----------|---------|
| Goodwill | 14,842 | 14,862 | (20) | -0.1% | Guiron | t ratio | | | |
| Other Intangible assets | 4,297 | 4,517 | (220) | -4.9% | 1.50 | | | | |
| Property and equipment | 35,358 | 34,815 | 543 | 1.6% | 1.00 | 4.45 | 1.26 | | 1.25 |
| Leased assets | 8,024 | 8,012 | 11 | 0.1% | 1.00 | 1.15 | | 1.12 | |
| Investment properties | 6,512 | 6,479 | 33 | 0.5% | 0.50 | | | | |
| Shares in associates | 2,560 | 2,601 | (41) | -1.6% | | | | | |
| Shares in other companies | 14 | 14 | 0 | 0.0% | | Q3 2020 | Q3 2021 | Q3 2022 | Q3 2023 |
| Long-term receivables | 147 | 150 | (3) | -2.3% | | | | | |
| Non-current assets | 71,754 | 71,450 | 304 | 0.4% | | | | | |
| ~ | | | | | Invento | ory turnover | | | |
| Inventories | 13,968 | 13,086 | 883 | 6.7% | 10.0 | | | | |
| Trade receivables | 6,553 | 5,960 | 592 | 9.9% | 8.0 | | 0.5 | | |
| Other short-term receivables | 779 | 764 | 14 | 1.9% | 6.0 | 8.3 | 8.5 | 7.7 | 7.5 |
| Cash and cash equivalents | 4,232 | 2,112 | 2,120 | 100.4% | 4.0 | | | | |
| Current assets | 25,531 | 21,923 | 3,609 | 16.5% | 2.0 | | | | |
| | | | | | | 214 2222 | 214 2224 | 211 2222 | |
| Total assets | 97,286 | 93,373 | 3,913 | 4.2% | | 9M 2020 | 9M 2021 | 9M 2022 | 9M 2023 |

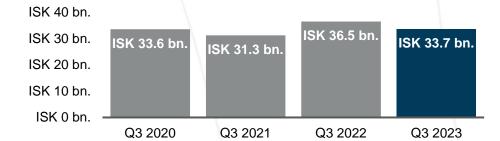
- Total assets ISK 97,286 million and increase by ISK 3,913 million from year-end.
- Operational- and investment assets increase by ISK 576 million from year-end.
- Inventories increased by 883 million from year-end due increased activities and seasonal fluctuations.
- Accounts receivable and other short-term receivables increase by 606 million from year-end.
- Cash and cash equivalents was ISK 4,232 million at year-end, an increase of 2,120 million from year-end 2022.

Statement of Financial Position 30.09.2023



| Amounts are in ISK million | 30.9.2023 | 31.12.2022 | Change | % |
|--------------------------------|-----------|------------|--------|-------|
| Equity | 35,084 | 34,460 | 624 | 1.8% |
| | | | | |
| Payable to credit institutions | 27,542 | 28,224 | (682) | -2.4% |
| Lease liabilities | 7,723 | 7,715 | 8 | 0.1% |
| Deferred tax liabilities | 6,480 | 6,001 | 480 | 8.0% |
| Non-current liabilities | 41,746 | 41,940 | (194) | -0.5% |
| | | | | |
| Payable to credit institutions | 1,804 | 1,790 | 14 | 0.8% |
| Lease liabilites | 816 | 712 | 104 | 14.6% |
| Trade payables | 9,280 | 8,630 | 650 | 7.5% |
| Other short-term liabilities | 8,557 | 5,841 | 2,715 | 46.5% |
| Current liabilities | 20,456 | 16,973 | 3,483 | 20.5% |
| | | | | |
| Total equity and liabilities | 97,286 | 93,373 | 3,913 | 4.2% |





Net interest bearing debt/EBITDA



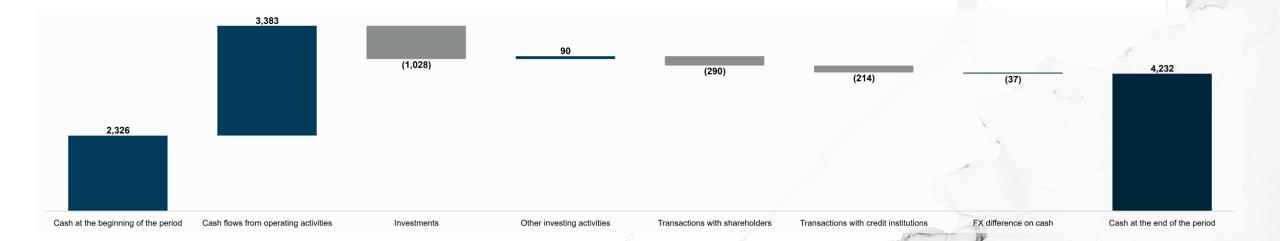
- Equity ratio of 36.1% at the end of Q3 2023.
- Purchase of own shares and dividend paid amounts to ISK 1,736 million during the year.
- Trade payables and other short-term liabilities increased by ISK 3,365 million, of which ISK 1,677 million are due to duties related to inventory.
- Net-interest bearing liabilities amounted ISK 33,653 million and decrease by 2,676 million from year-end.
- · Current capital structure is in line with company strategy and well within the covenant agreements with credit institutions.

Consolidated Statement of Cash Flow Q3 2023



- Cash from operating activities was ISK 3,383 million, an increase of ISK 2,065 million YoY.
- Investments amounted to ISK 1,028 million in Q3 2023, a decrease of ISK 243 million YoY.
- Purchase of own shares amounted ISK 290 million in Q3 2023.
- Repayments of interest-bearing debt and lease liabilities amounted to ISK 214 million.
- Increase in cash position in Q3 2023 amounted to ISK 1,906 million.

| ISK millions | Q3 2023 | Q3 2022 | Change | % |
|---------------------------------------|---------|---------|--------|---------|
| Cash at the beginning of the period | 2,326 | 2,085 | 241 | 11.6% |
| Cash flows from operating activities | 3,383 | 1,318 | 2,065 | 156.6% |
| Investments | (1,028) | (1,270) | 243 | -19.1% |
| Other investing activities | 90 | 444 | (354) | -79.7% |
| Transactions with shareholders | (290) | (901) | 612 | -67.9% |
| Transactions with credit institutions | (214) | (586) | 372 | -63.5% |
| FX difference on cash | (37) | 55 | (92) | -167.4% |
| Cash at the end of the period | 4,232 | 1,144 | 3,087 | 269.8% |



Summary



- Q3 2023 operations
- Q3 results 2023
- Position and outlook

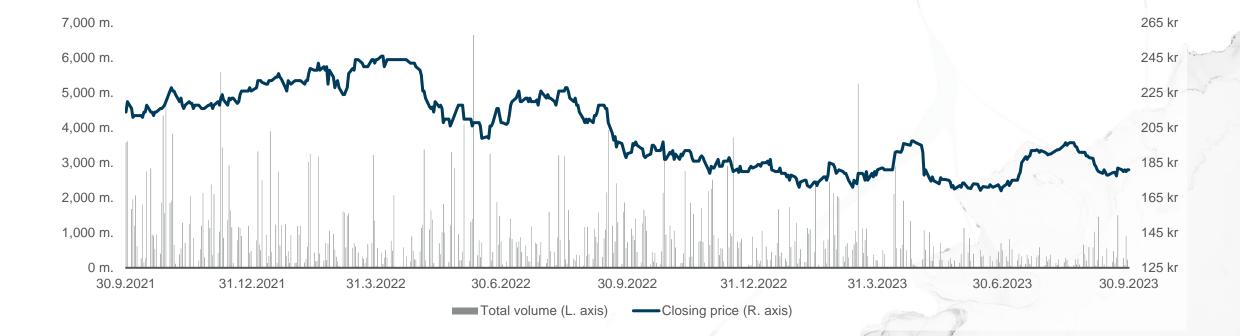


Share price development – Nasdaq OMX



| Shareholders (10 largest) | % |
|---------------------------------|------|
| Lífeyrissj.starfsm.rík. A-deild | 11.4 |
| Lífeyrissjóður verzlunarmanna | 10.6 |
| Gildi - lífeyrissjóður | 9.4 |
| Brú Lífeyrissjóður starfs sveit | 8.4 |
| Birta lífeyrissjóður | 5.9 |
| Almenni lífeyrissjóðurinn | 4.6 |
| Stapi lífeyrissjóður | 3.5 |
| Frjálsi lífeyrissjóðurinn | 3.5 |
| Festa - lífeyrissjóður | 3.2 |
| Söfnunarsjóður lífeyrisréttinda | 3.0 |

| Market information | 30.9.2023 | 31.12.2022 | Change |
|--------------------------------|--------------|--------------|--------|
| Issued shares | 303 m. | 308 m. | -1.5% |
| Price at the end of the period | ISK 181 | ISK 182 | -0.5% |
| Market cap | ISK 54,849 M | ISK 55,965 M | -2.0% |
| Turnover 12m | ISK 27,105 M | ISK 48,808 M | -44.5% |
| Number of shareholders | 1,215 | 1,269 | -4.3% |



Position and outlook for 2023

Financial forecast 2023

- Festi's EBITDA forecast for 2023 is raised by ISK 600 million and is now in the range of ISK 10,400 – 10,800 million.
- Festi's CAPEX forecast for 2023 is decreased by ISK 900 million and is now in range of ISK 3,600 – ISK 4,000 million.

Assumption and risks:

- Icelandic Central Bank's interest rate hikes.
- Impact of armed conflicts on commodity prices and supply variety.
- High inflation and weakening of the Icelandic krona.
- Uncertainty about the number of tourist arrivals in Iceland and Icelanders' travels abroad.

Highlights:



- Operations on the quarter performed well and the results exceeded the company's initial budget.
- Sales of goods and services in the quarter increased by 6.2% but high inflation is still challenging for the margin level and all operation costs.
- Margin level increases in all sectors from last quarter except for the sales of other goods and services.
- Continued focus on operational expenses and finding ways to lower unit costs within the Group.
- Purchase agreement for all of Lyfja's share capital was signed on July 13th. It is expected that the conclusion of the Icelandic Competition Authority will be available before the first half of next year.
- New buyback program amounting to ISK 600 million started on July 21st but purchase of own shares is now 290 million.



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