



Eggert Þór Kristófersson, CEO

Presentation of Q1 2022 results

CONSOLIDATED HIGHLIGHTS

EBITDA Q1 2022

ISK 1,749 m

↑ 16.2% increase YOY

Margin from sales

23.3%

↓ 1.3 bps decrease YOY

NIBD/EBITDA

2.42

↓ 21.8% decrease YOY

Cash and cash equivalents

ISK 2,653 m

↑ 7.7% increase YOY

EBITDA/Margin from sales Q1 2022

30.5%

↑ 1.2 bps increase YOY

Salaries/Margin from sales Q1 2022

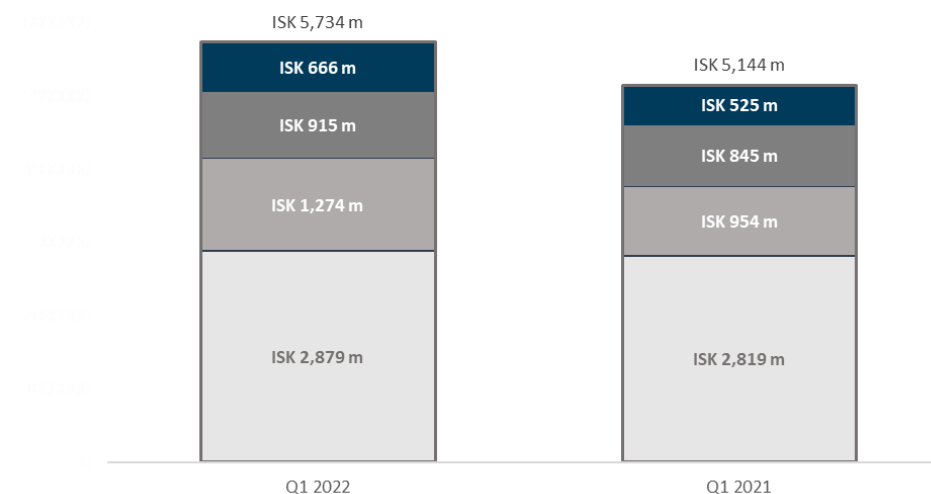
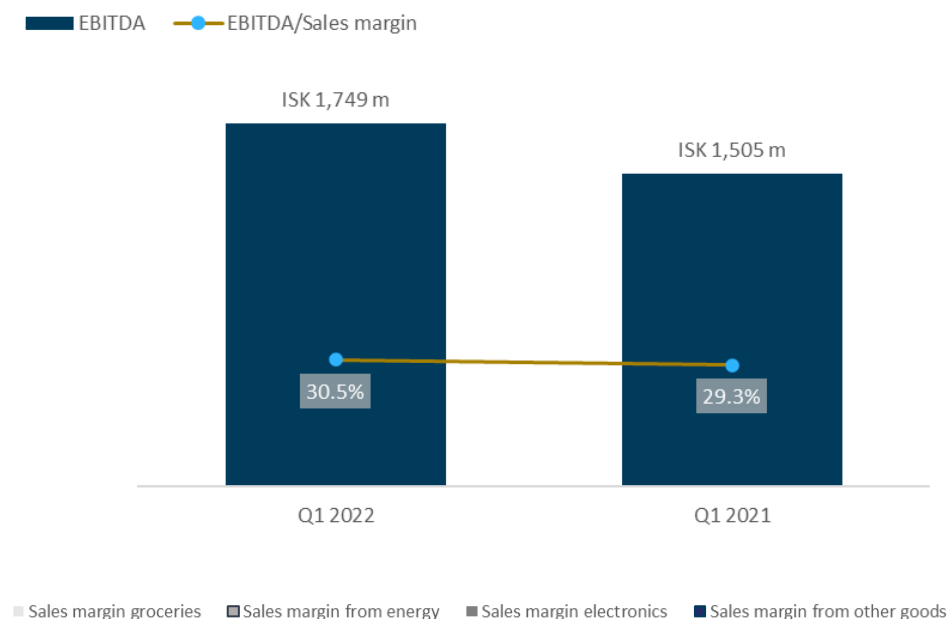
52.4%

↓ 2.4 bps decrease YOY

CONSOLIDATED OPERATIONS Q1 2022

Amounts are in ISK million	Q1 2022	Q1 2021	Change	% Chg.
Sale of goods and services	24,572	20,917	3,654	17.5%
Margin from sale of goods and services	5,734	5,144	590	11.5%
Lease revenue and operating income	431	455	-24	-5.3%
Salaries and personnel expenses	-3,006	-2,818	-189	6.7%
Other operating expenses	-1,409	-1,276	-133	10.4%
EBITDA	1,749	1,505	244	16.2%
Key Figures				
EBITDA/Margin from sales	30.5%	29.3%	1.2%	4.3%
Salaries/Margin from sales	52.4%	54.8%	-2.4%	-4.3%
Earnings per share	1.35	0.90	0.45	50.0%

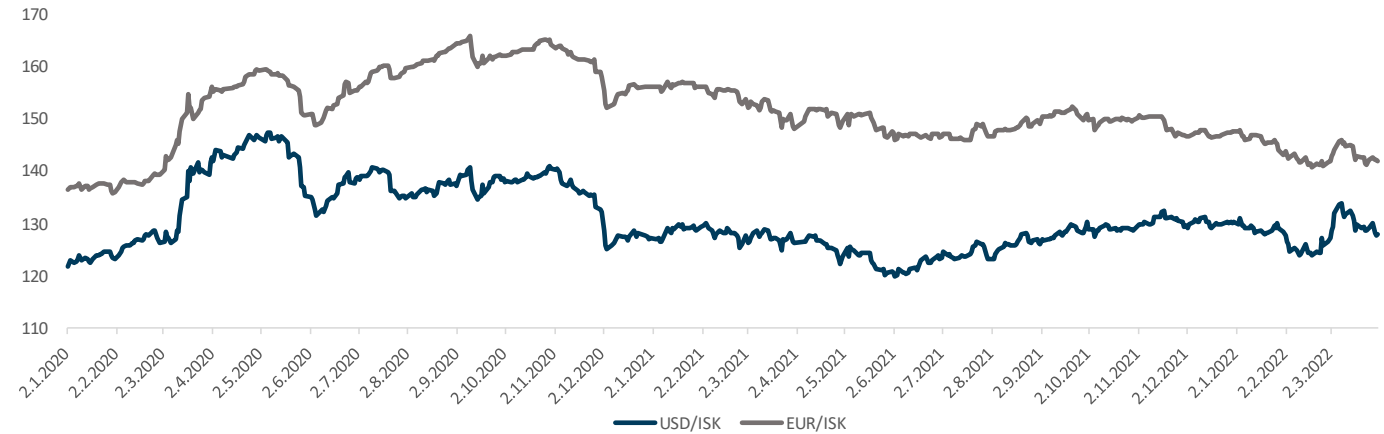
- Sale of goods and services ISK 24,572 million, increase of ISK 3,654 million or 17.5% YoY.
- Margin from sale ISK 5,734 million, increase of ISK 590 million or 11.5% YoY.
- Sharp rises in commodity prices following Russia's invasion of Ukraine increase turnover but lower margins.
- Salaries and personnel expenses ISK 3,006 million, increase of ISK 189 million or 6.7% YoY.
- Number of full-time employees 1,154, increase by 30 or 2.7% YoY.
- EBITDA ISK 1,749 million in Q1 2022, increase by 244 million or 16.2% YoY.



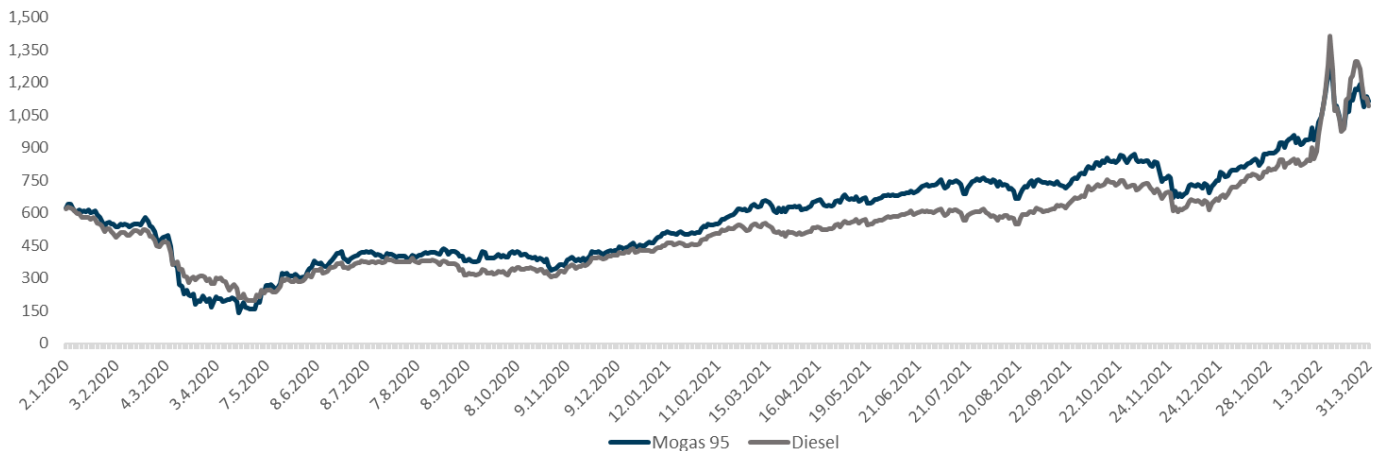
HIGHLIGHTS Q4 2022

- Volatility in USD/ISK and EUR/ISK exchange rates.
- USD/ISK decreased by 1.6% and the difference between highest and lowest exchange rate in Q4 is 7.5%.
- EUR/ISK decreased by 3.8% and the difference between the highest and lowest exchange rate in Q4 is 4.7%.
- The Q1 2022 average price of diesel fuel was 913.8 USD, compared to an average of 496.9 USD in Q1 2021, an increase of 83.9%.
- The Q1 2022 average price of gasoline was 956.7 USD, compared to an average of 568.2 USD in Q1 2021, an increase of 68.4%.
- The Q1 2022 average price of USD/ISK was 128.3 compared to 128.0 in Q1 2021, an increase of 0.2%.

Exchange rate development



Price development of Mogas 95 and Diesel



N1 HIGHLIGHTS Q1



- Revenue was ISK 10,039 million, an increase ISK 3,351 million or 50.1% YoY.
- Sales of fuel and electricity is increased by ISK 2,886 million or 69% YoY. Sales in liters were 43.7% higher, but the price increase in fuel YoY explains the difference.
- Sale of other goods increase by ISK 429 million or 33.5% YoY of which largest increase came from sale of car services, chemical sales and refreshments.
- Margin from fuel and electricity sales was ISK 1,274 million, an increase of ISK 319 million or 33.5% YoY. Gain from fuel hedges was ISK 192 million YoY.
- EBITDA was ISK 633 million, an increase of ISK 200 million or 46.4% YoY.

Amounts are in ISK million	Q1 2022	Q1 2021	Change	%Change
Total segment revenue	10,039	6,688	3,351	50.1%
Total operating expenses of segments	-9,407	-6,256	-3,151	50.4%
Segment EBITDA	633	432	200	46.4%
Segment depreciation and amortisation	-637	-488	-149	30.6%
Operating result of segments	-4	-55	51	-92.1%
Financial expenses	-257	-206	-51	24.7%
Income tax expense	52	51	2	3.1%
Profit (Loss)	-209	-211	2	-0.8%
Segment assets	28,200	28,928	-728	-2.5%
Segment capital expenditure	302	148	154	104.0%
Segment liabilities	18,629	15,576	3,053	19.6%

Highlights from Q1 2022



N1 and Dropp deliver products from Boozt



Community report N1



N1 staff decides to sponsor UNICEF



Started to move grocery purchases for N1 to Krónan



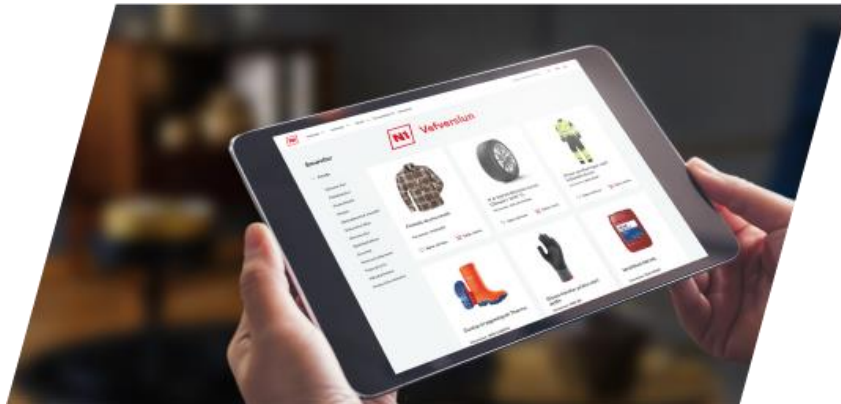
Highlights from Q1 2022



Developments on Reykjavíkurvegur, Ártúns-
höfði, Selfoss, Staðarskáli and Hveragerði



CRM implementation



Online store opened to individuals



Klettagarðar 4 – Complete the purchase
of a workshop for the car service



Highlights from Q1 2022



Einar Sigursteinn appointed director
Of N1's Energy Division



Development of payment app
for Electric car owners



Continued growth in the Energy Division



Highlights from Q1 2022



The number of electric charging stations is increasing



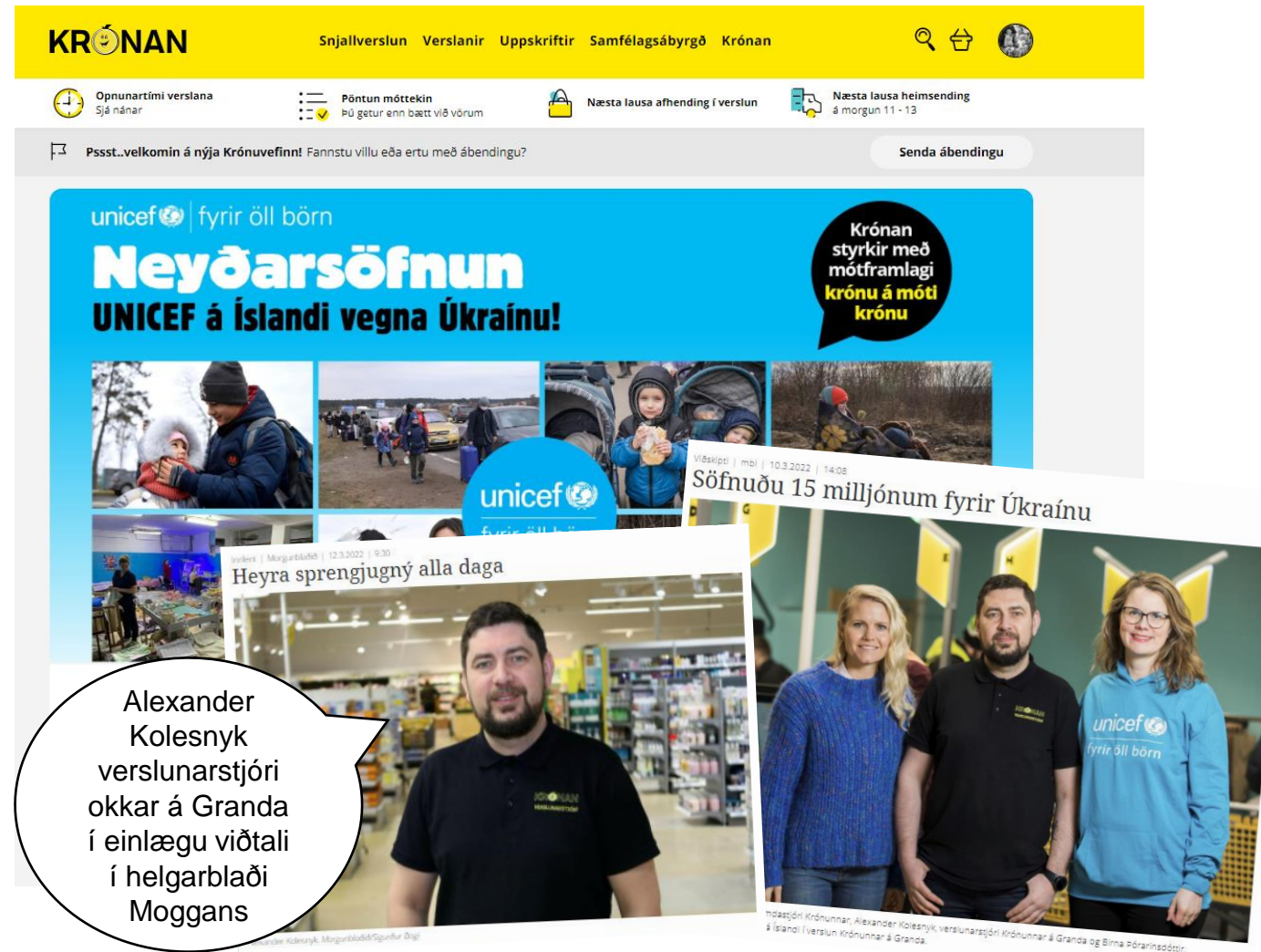
Preparations for the opening at Mývatn



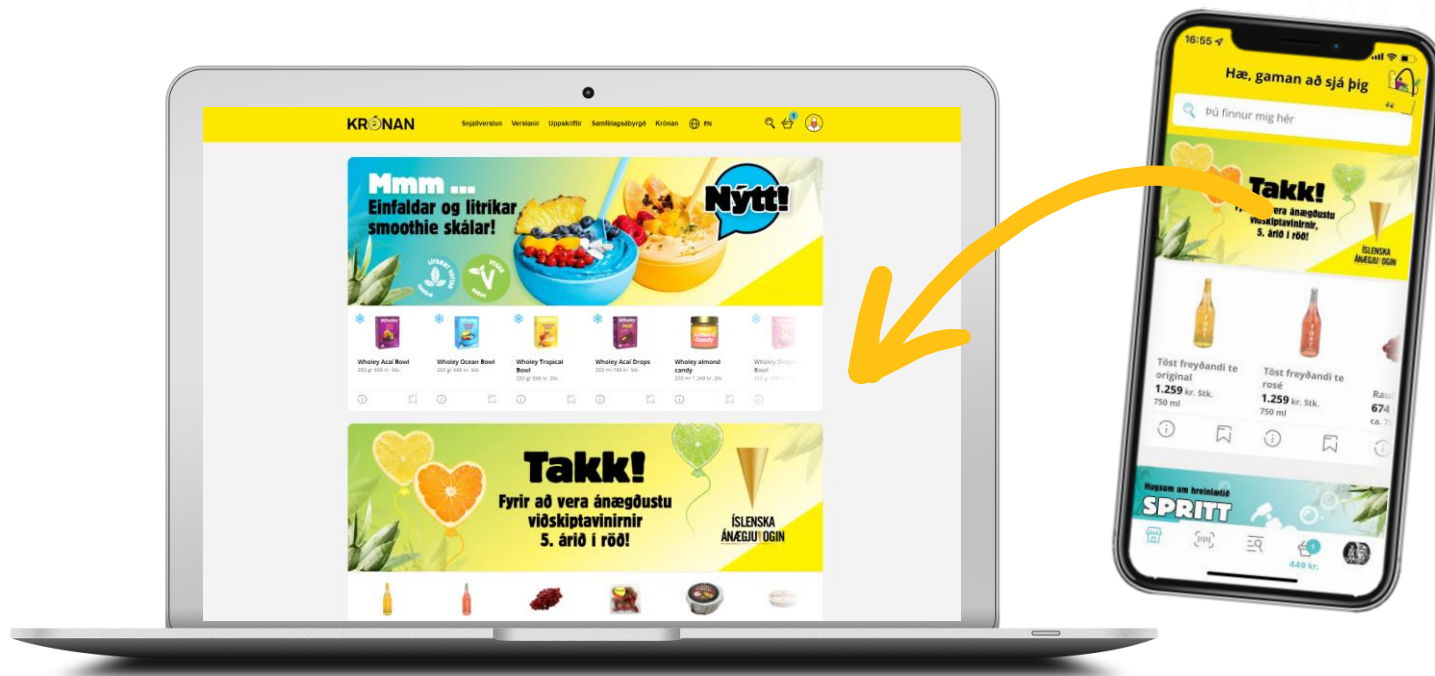
- Revenue was ISK 11,393 million, an increase of 146 million or 1.3% YoY.
- Like for like, revenues are up by 6% YoY, while two stores were sold in the middle of last year.
- EBITDA was ISK 849 million, decrease of 29 million or 3.3% YoY.
- Conditions in the commodity markets difficult due to the war in Ukraine affecting prices and product range.
- We are also seeing large increases in transport costs, packaging costs, etc. which affects global inflation.
- Margin levels are under pressure for this reason.
- Every effort is made to ensure a product range and increase efficiency in order to counteract the current price increases.

Amounts are in ISK million	Q1 2022	Q1 2021	Change	%Change
Total segment revenue	11,393	11,246	146	1.3%
Total operating expenses of segments	-10,544	-10,369	-175	1.7%
Segment EBITDA	849	878	-29	-3.3%
Segment depreciation and amortisation	-412	-386	-25	6.6%
Operating result of segments	437	491	-54	-11.0%
Financial expenses	-99	-105	6	-5.8%
Income tax expense	-68	-77	10	-12.5%
Profit	271	309	-38	-12.5%
Segment assets	18,732	15,673	3,059	19.5%
Segment capital expenditure	317	168	148	88.1%
Segment liabilities	13,394	13,432	-38	-0.3%

15 million support to UNICEF because of war in Ukraine



New webside to do your shopping launched in the beginning of the year...

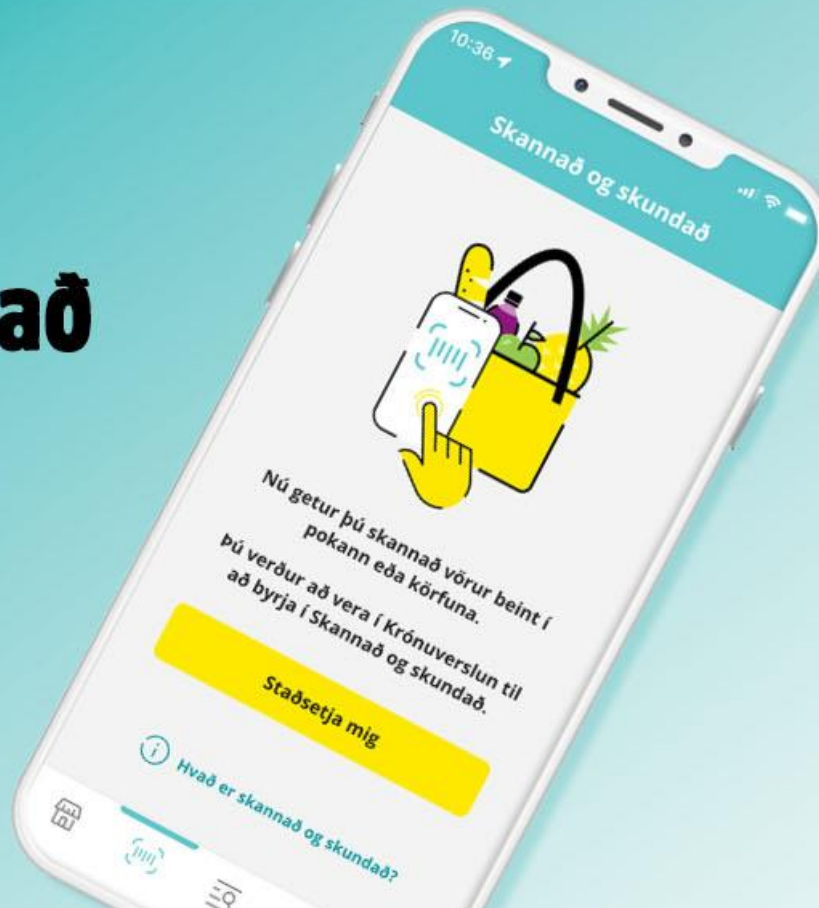


Krónan awarded the Icelandic digital web awards

The solution „Skannað og skundað“ awarded the digital web solution of the year 11th of March.

Takk ...

Skannað og skundað var valin stafræna lausn ársins!



ÍSLENSKU
VEFVERÐLAUNIN



Changes in the organisation – four new Directors



- **Bjarni F. Jóhannesson** Director of Purchasing and Category Management
- **Jón Ingi Einarsson** Director of Supply Chain Management
- **Guðrún Aðalsteinsdóttir** Director of Digital Development and Continuous Improvement
- **Sigurður Gunnar Markússon** Director of Store Development

Viðskipti | mbl | 29.4.2022 | 10:25

Nýir forstöðumenn hjá Krónunni



Í efri röð eru þau Guðrún Aðalsteinsdóttir og Sigurður Gunnar Markússon. Í þeirri neðri þeir Jón Ingi Einarsson og Bjarni Friðrik Jóhannesson. Samsett mynd

Krónan opens new store in Borgartúni on
12th of May ...



...and then a new store in Skeifan will open in June



OLIFA - La Madre Pizza og Tokyo Sushi will have outlets inside the store



- Revenue was ISK 3,424 million, increase of 170 million or 5.2% YoY.
- Continued increase in online sales but decrease in stores in the capital area between years.
- Shops in Keflavík airport are recovering, a huge increase or 766% YoY.
- Margin levels similar between years but under high pressure due to price increases from suppliers.
- The effects of COVID-19 are still felt with a limited supply of goods and uncertainty due to the Russian invasion in the coming months.
- EBITDA was ISK 312 million, increase of 5 million or 1.7% YoY.

Amounts are in ISK million	Q1 2022	Q1 2021	Change	%Change
Total segment revenue	3,424	3,254	170	5.2%
Total operating expenses of segments	-3,112	-2,948	-164	5.6%
Segment EBITDA	312	307	5	1.7%
Segment depreciation and amortisation	-113	-106	-7	6.8%
Operating result of segments	199	201	-2	-0.9%
Financial expenses	-24	-24	1	-2.2%
Income tax expense	-35	-35	0	-0.8%
Profit	140	142	-1	-0.8%
Segment assets	4,896	4,715	180	3.8%
Segment capital expenditure	147	56	90	159.5%
Segment liabilities	3,159	3,343	-183	-5.5%

HIGHLIGHTS FOR Q1 2022



A NEW MANAGING DIRECTOR
TOOK OFFICE ON JANUARY 1ST



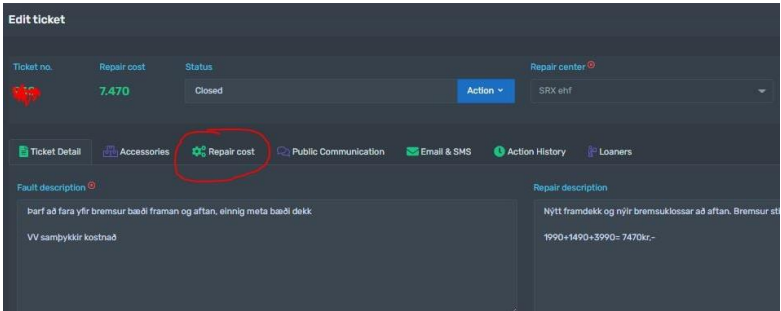
CHANGE OF STORE MANAGER IN THREE OF THE FIVE STORES



ELKO'S INTEGRATION WITH A NEW WAREHOUSE SYSTEM COMPLETED



INSTALLED DELIVERY CABINETS OUTSIDE ELKO LINDIR



ELKO'S SERVICE SYSTEM IS LAUNCHED AFTER 2 YEARS OF
IMPLEMENTATION



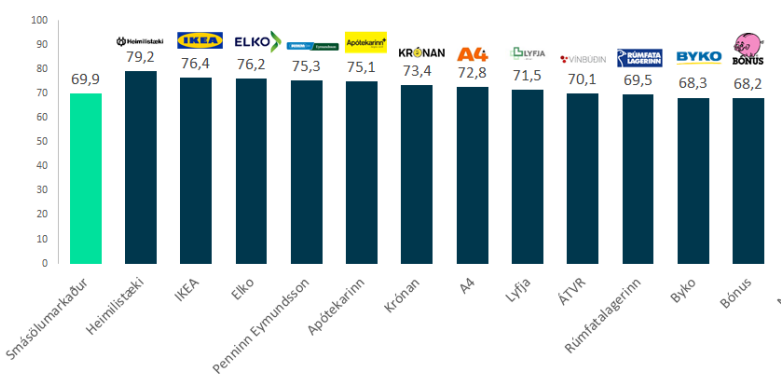
THE RESTRICTION ENDED ON FEBRUARY 25
AFTER ALMOST 2 YEARS



HIGHLIGHTS FOR Q1 2022



ELKO 24 YEARS OLD



THIRD PLACE IN THE ICELANDIC SATISFACTION SCALE IN THE RETAIL MARKET



ELKO SMART CHAT LAUNCHED



37 APARTMENTS SET UP WITH ELECTRONICS FOR REFUGEES THROUGH THE ELKO GRANT FUND



ELKO 2021 COMMUNITY REPORT PUBLISHED



ELKO WON A CASE AGAINST THE ICELANDIC STATE AMOUNTING TO ISK 19 MILLION



NEW STORE IN SKEIFAN OPENS IN JUNE

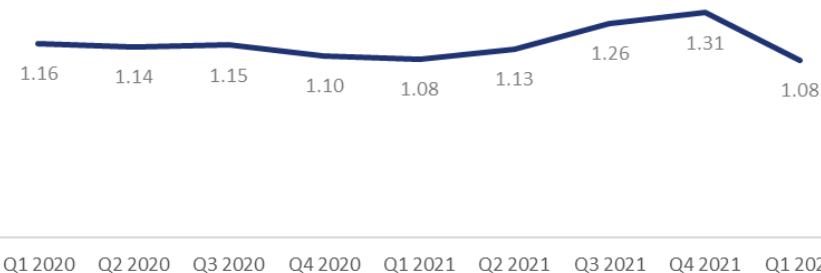


CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Amounts are in ISK million	31.3.2022	31.12.2021	Change	% Chg.
Goodwill	14,668	14,668	0	0.0%
Other Intangible assets	4,715	4,744	-30	-0.6%
Property and equipment	33,237	32,544	693	2.1%
Leased assets	6,108	6,155	-47	-0.8%
Investment properties	6,451	6,100	351	5.8%
Shares in associates	2,372	2,324	48	2.1%
Shares in other companies	13	13	0	0.0%
Long-term receivables	236	228	8	3.5%
Non-current assets	67,801	66,778	1,023	1.5%
Inventories	9,515	9,545	-30	-0.3%
Trade receivables	6,370	4,757	1,613	33.9%
Other short-term receivables	754	889	-135	-15.1%
Cash and cash equivalents	2,653	4,003	-1,350	-33.7%
Current assets	19,292	19,194	98	0.5%
Total assets	87,093	85,972	1,121	1.3%

- Strong Balance Sheet.
- Operational- and investment assets increase due to large investments in the quarter.
- Accounts receivable increase in line with seasonal fluctuations and greater activity.
- Cash was ISK 2,653 million at end of Q1, a decrease of ISK 1,350 million from year end 2021.

Current ratio



Inventory turnover

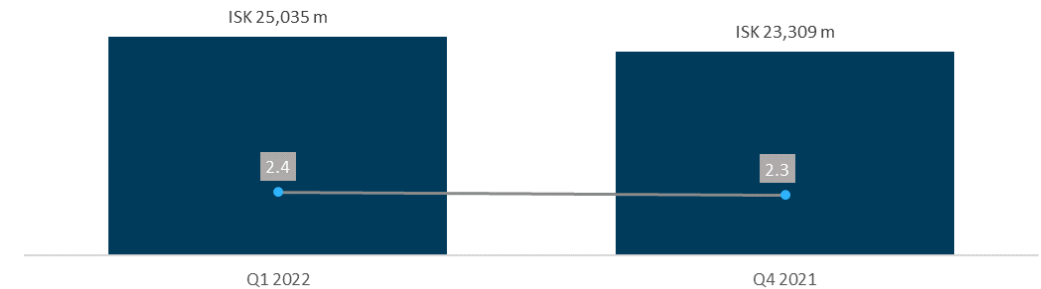
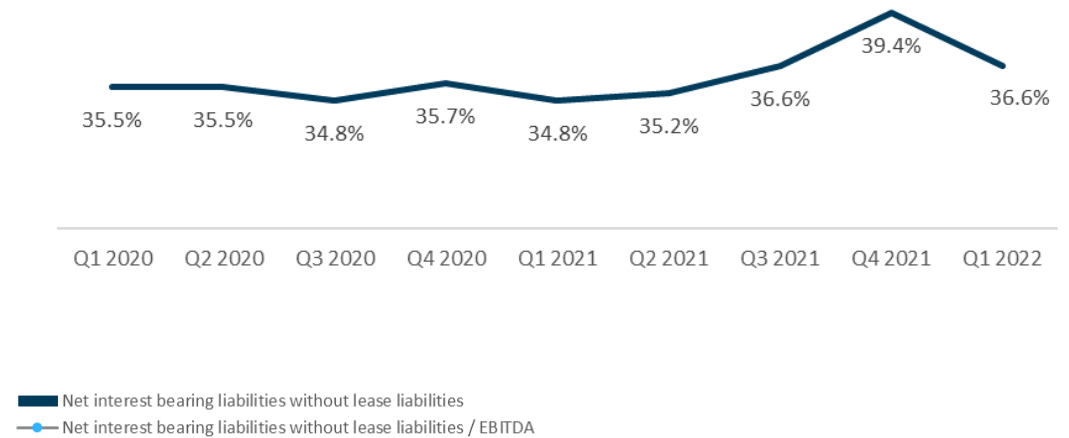


CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Amounts are in ISK million	31.3.2022	31.12.2021	Change	% Chg.
Equity	31,879	33,910	-2,032	-6.0%
Payable to credit institutions	25,813	25,930	-117	-0.4%
Lease liabilities	5,825	5,869	-44	-0.7%
Deferred tax liabilities	5,664	5,590	74	1.3%
Non-current liabilities	37,302	37,388	-86	-0.2%
Payable to credit institutions	1,875	1,382	493	35.7%
Lease liabilities	575	554	21	3.8%
Trade payables	8,257	7,022	1,235	17.6%
Other short-term liabilities	7,205	5,716	1,490	26.1%
Current liabilities	17,912	14,673	3,239	22.1%
Total equity and liabilities	87,093	85,972	1,121	1.3%

- Equity ratio of 36.6% at the end of Q1 2022
- Purchase of own shares ISK 837 million and dividends paid ISK 1,563 in April 2022.
- Repayments of interest-bearing loans amounted to ISK 200 million during the quarter.
- Other short-term liabilities increase mainly due to unpaid dividends.
- Current capital structure is in line with company strategy and well within the covenant agreements with credit institutions.

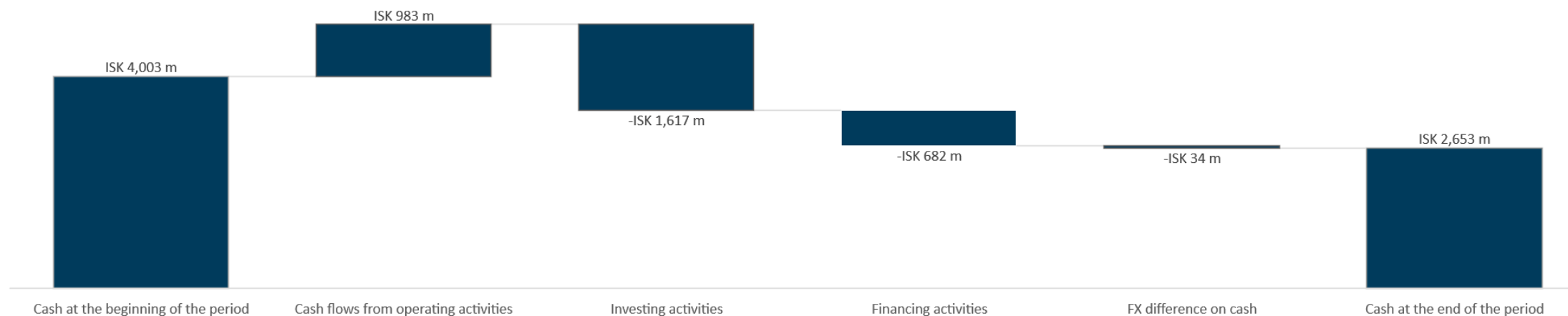
Equity ratio



CONSOLIDATED STATEMENT OF CASH FLOW Q1 2022

Amounts are in ISK million	Q1 2022	Q1 2021	Change	% Chg.
Cash at the beginning of the period	4,003	2,563	1,440	56.2%
Cash flows from operating activities	983	391	592	151.4%
Investing activities	-1,617	-387	-1,231	318.4%
Financing activities	-682	-117	-565	481.2%
FX difference on cash	-34	13	-47	-358.9%
Cash at the end of the period	2,653	2,463	190	7.7%

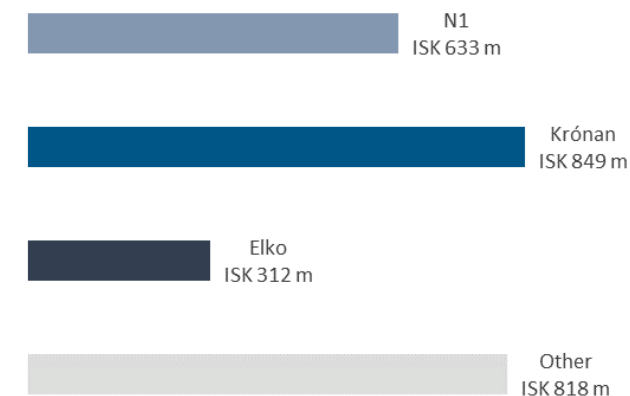
- Cash from operating activities was ISK 983 million, an increase of ISK 592 million YoY.
- Investing activities were ISK 1,617 million in Q1 2022, an increase of ISK 1,231 million YoY.
- Financing activities amount to ISK 1,900 million in Q1 2022, an increase of 1,449 million YoY.
- Decrease in cash position in Q1 2022 amounted to ISK 1,350 million



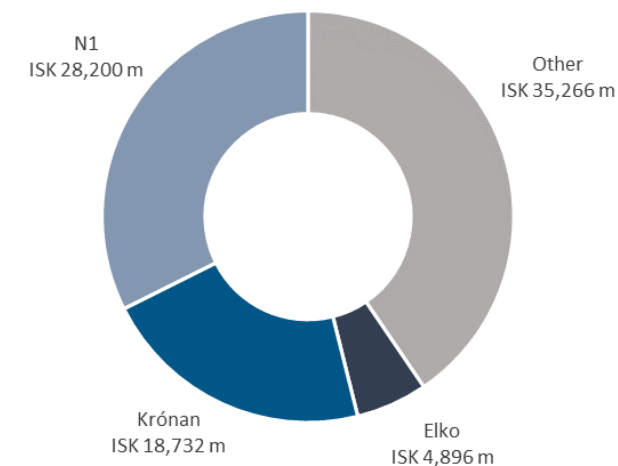
OPERATING SEGMENTS OF THE GROUP – Q1 2022

Amounts are in ISK million	N1	Krónan	Elko	Other	Total
Total segment revenue	10,039	11,393	3,424	1,787	26,644
Total operating expenses of segments	-9,407	-10,544	-3,112	-969	-24,032
Segment EBITDA	633	849	312	818	2,612
Segment depreciation and amortisation	-637	-412	-113	-249	-1,411
Fair value changes of investment properties	0	0	0	10	10
Operating result of segments	-4	437	199	579	1,211
Financial expenses	-257	-99	-24	-425	-804
Share of profit from associates	0	0	0	63	63
Income tax expense	52	-68	-35	-26	-76
Profit	-209	271	140	192	394
Segment assets	28,200	18,732	4,896	35,266	87,093
Segment capital expenditure	302	317	147	1,135	1,900
Segment liabilities	18,629	13,394	3,159	20,032	55,214

Segment EBITDA

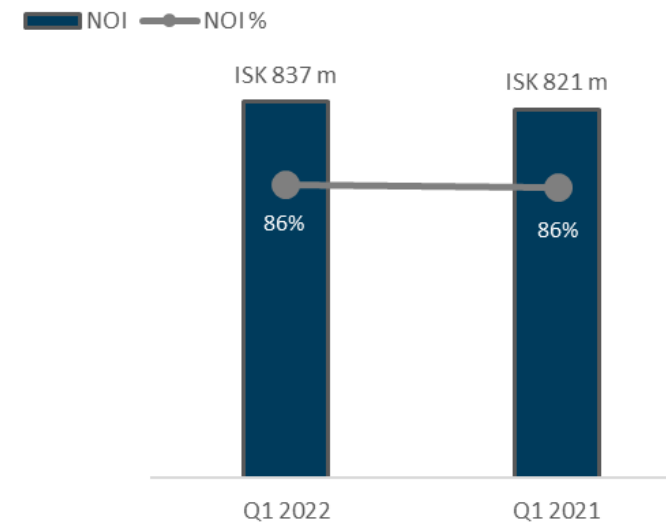


Segment Assets



REAL ESTATE OPERATIONS OF THE GROUP

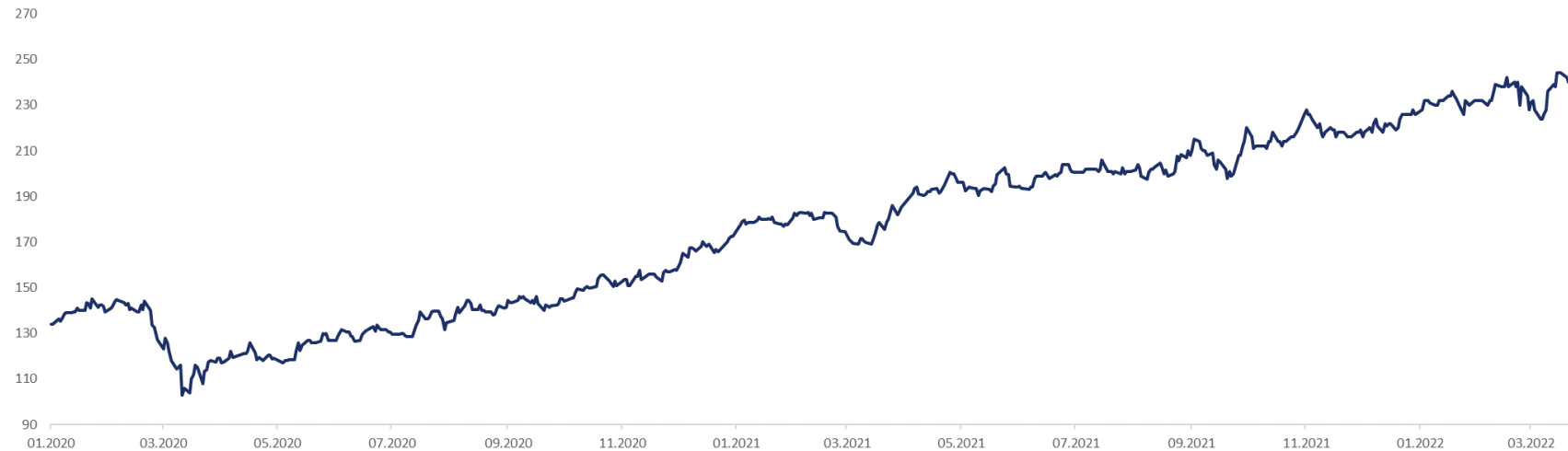
Properties, key figures	Q1 2022	Q1 2021
NOI*	ISK 851 m	ISK 631 m
NOI ratio	86%	86%
Utilization ratio	97%	97%
LTV**	56%	62%
Number of Festi's properties	82	92
Total square meters	90 thousand m ²	106 thousand m ²
Own use	89%	85%
Leased to third parties	11%	15%



* Net operating income

** Loan-to-value ratio

SHARE PRICE DEVELOPMENT



Shareholders (10 largest)

	%
Lífeyrissj.starfsm.rík. A-deild	10.2
Gildi - lífeyrissjóður	9.6
Lífeyrissjóður verzlunarmanna	9.6
Brú Lífeyrissjóður starfs sveit	6.9
Birta lífeyrissjóður	5.9
Stapi lífeyrissjóður	4.6
Almenni lífeyrissjóðurinn	4.5
Frjálsi lífeyrissjóðurinn	3.5
Festa - lífeyrissjóður	2.9
Söfnunarsjóður lífeyrisréttinda	2.9

Market information

Issued shares	313 m.
Market cap at the end of Mar 2022	ISK 78,934 M
Market cap at the end of Dec 2021	ISK 60,669 M
Number of shareholders	1,154



Position and outlook



FESTI

POSITION AND OUTLOOK FOR 2022

Financial forecast 2022

- Festi's EBITDA forecast for 2022 is increased by ISK 400 million and is now estimated between 9,400 - 9,800 m.kr.

Assumptions and risks:

- Impact of Russia's invasion of Ukraine on commodity prices and supply
- Major changes in world commodity prices and the ISK exchange rate
- High inflation in international markets and Iceland
- Number of tourist arrivals to Iceland

Highlights:

- The quarters operations performed better than expected.
- Sharp rises in commodity markets.
- High inflation in international markets and Iceland.
- High pressure on margins.
- Closely working with suppliers to ensure product offerings and seek all means to achieve efficiency to counteract current price increases.

Investments and transactions with shareholders:

- Investments in Q1 2022 amounted to ISK 1,900 million.
- Investments are expected as ISK 5,500 million for 2022.
- Purchase of own shares for ISK 837 million during Q1 2022.
- Dividends in the amount of ISK 1,563 million. kr. paid on April 8, 2022.

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