## Factsheet Q1 2020/21

| CHR_HANSEN       |        |
|------------------|--------|
| Improving food & | health |

|  | Q1<br>19/20 | Q1<br>20/21 |   | Q1<br>19/20 | Q1<br>20/21 |
|--|-------------|-------------|---|-------------|-------------|
| Income statement, continuing operations          |             |             | Growth drivers, continuing operations           |             |             |
| Revenue  | 220.0       | 243.5       | Organic growth                                  | 2%          | 10%         |
| Gross profit                                     | 132.5       | 136.0       | Volume/mix                                      | na          | 5%          |
| EBITDA b.s.i.                                    | 80.1        | 87.8        | Price   | na          | 5%          |
| EBIT b.s.i.                                      | 63.8        | 61.4        | Currencies                                      | 0%          | -8%         |
| Underlying EBIT b.s.i. <sup>1</sup>              | 63.8        | 63.4        | M&A   | 0%          | 9%          |
| EBIT   | 63.0        | 55.0        | EUR growth                                      | 2%          | 11%         |
| Net financial items                              | (2.6)       | (6.6)       | Organic growth by region, continuing operations |             |             |
| Profit for the period                            | 49.9        | 41.4        | EMEA  | -3%         | 7%          |
| Cash flow and investments, continuing operations |             | NA          | 8%  | 9%          |             |
| Operating cash flow                              | 29.9        | 38.8        | LATAM   | 9%          | 40%         |
| Investing cash flow                              | (28.7)      | (376.2)     | APAC  | -2%         | -4%         |
| Free cash flow b.s.i.a.d                         | 7.5         | (6.9)       | Food Cultures & Enzymes                         |             |             |
| M&A  | -           | (319.0)     | Revenue   | 166.1       | 165.3       |
| Balance sheet, Group                             |             |             | Organic growth                                  | 4%          | 8%          |
| Total assets                                     | 2,096.8     | 3,228.7     | Volume/mix                                      | 3%          | 2%          |
| Invested capital                                 | 1,816.3     | 2,910.2     | Currencies                                      | -1%         | -8%         |
| Net working capital                              | 244.1       | 250.4       | M&A   | -           | -           |
| Equity   | 727.2       | 930.7       | EUR growth                                      | 3%          | 0%          |
| Net interest-bearing debt                        | 792.8       | 1,706.1     | EBITDA  | 64.5        | 65.2        |
| Key ratios                                       |             |             | EBITDA margin                                   | 38.9%       | 39.4%       |
| Continuing operations                            |             |             | EBIT  | 53.2        | 50.8        |
| Gross margin                                     | 60.2%       | 55.9%       | EBIT margin, %                                  | 32.1%       | 30.7%       |
| EBITDA margin b.s.i.                             | 36.4%       | 36.1%       | ROIC excl. goodwill                             | 36.7%       | 33.4%       |
| EBIT margin b.s.i                                | 29.0%       | 25.2%       | Health & Nutrition                              |             |             |
| Underlying EBIT b.s.i. margin <sup>1</sup>       | 29.0%       | 28.5%       | Revenue   | 53.9        | 78.2        |
| EBIT margin                                      | 28.6%       | 22.6%       | Organic growth                                  | -4%         | 15%         |
| R&D  | 9.3%        | 8.6%        | Volume/mix                                      | -4%         | 13%         |
| Сарех  | 10.5%       | 22.4%       | Currencies                                      | 1%          | -8%         |
| Group  |             |             | M&A   | -           | 38%         |
| ROIC excl. goodwill                              | 27.8%       | 20.9%       | EUR growth                                      | -3%         | 45%         |
| ROIC   | 15.7%       | 10.4%       | EBITDA  | 15.6        | 22.6        |
| Net debt to EBITDA b.s.i.                        | 1.9x        | 3.8x        | EBITDA margin                                   | 28.9%       | 28.9%       |

EMEA 37%

Revenue split by business, YTD



