

valora

HALF-YEAR  
REPORT

20  
22

## «Handmade with Love»

Modern convenience format at highly frequented locations, for example train or service stations, with an extensive offering of fresh food, other comestibles and regional products.

## Swiss convenience market leader

In the first half of 2022, Valora and Oel-Pool (Moveri) agreed on expanding their cooperation. Valora is taking over 71 additional shops from the service station operator and will be converting them into modern avec stores, subject to the approval of the Swiss Competition Commission. This will not only significantly increase Valora's

presence in the convenience business at service stations, but will also create the largest network of convenience outlets in Switzerland with around 370 avec stores by the end of 2023. Valora is thus approaching a further milestone in its growth-oriented food strategy as the higher-margin share of food in Valora's overall category mix is continuing to grow. ●

**avec**



**frittenwerk**



## «Fresh. Food. Fast.»

Leading fast-casual dining format of the German-speaking world focusing on modern interpretations of Canada's snack bar classic, poutine, with a fully developed self-service concept in a green and healthy environment.

## Entering the booming fast-casual market

On 1 July 2022, Frittenwerk became part of Valora. Through the acquisition, Valora is further developing its food service business, which is currently mainly focused on takeaway offerings, and tapping a new market. Together with the trendy Germany-based format, it aims to profit from the development of the fast-casual segment, which boasts above-

average growth. Frittenwerk for its part should be further strengthened and enjoy accelerated growth. The intention is to double the network of 27 locations by 2025 and to more than triple the 2021 EBITDA of around EUR 2.5 million. Valora also expects a substantial transfer of know-how from the creative Frittenwerk concept to its other formats. ●

## GROUP PERFORMANCE

Valora concluded the first half of 2022 with a year-on-year EBIT increase of +9.8% to CHF 8.1 million. Excluding costs related to M&A and strategic projects, EBIT amounted to CHF 11.1 million. This growth was achieved without the significant COVID-19 related support received in the prior-year period.

At the beginning of the year, Valora's business was still severely impacted by the pandemic. Omicron constraints dominated the retail and food service sector, especially in the first quarter of 2022. The easing of restrictions came later than expected, and in Germany even with an additional time lag. Following the gradual lifting of government restrictions, however, Valora has experienced a strong recovery in the last two months.

In the first half of 2022, Valora generated external sales of CHF 1,213.2 million compared to CHF 1,030.4 million in the prior-year period. This corresponds to an increase of +17.7% or +20.7% in local currency. Net revenue amounted to CHF 943.3 million compared to CHF 814.1 million in the first half of 2021. For the first half of 2022 as a whole, net revenue remained –6.1% below the pre-pandemic level of 2019 while May and June net revenue came in slightly above the corresponding 2019 figures.

Gross profit for the first half of 2022 amounted to CHF 428.2 million compared to CHF 356.5 million, a year-on-year increase of +20.1%. The margin improved by +1.6 percentage points to 45.4% and thus to the pre-pandemic level of 2019. Net operating costs were up by +20.3% due to recovery and growth as well as inflation development. In addition, the absence of the COVID-19 support received in 2021 led to a higher cost base. In the first half of 2022, costs related to M&A and strategic projects of CHF –3.0 million were included.

As a result, Group EBIT came to CHF 8.1 million (HY 2021: CHF 7.4 million). Group net profit amounted to CHF –5.4 million compared to CHF –3.8 million in the first half of 2021. The decline was mostly driven by higher tax expenses and the negative EUR/CHF development. Free cash flow was CHF –11.8 million (HY 2021: CHF –0.1 million) and was adversely impacted by outflows related to investments and increased net working capital to finance growth.

On the balance sheet side, Valora confirmed its strength. The Group's equity ratio before lease liabilities amounted to 50.2% compared to 51.0% as at 31 December 2021. Net debt came to CHF 222.4 million (31 December 2021: CHF 209.3 million) while the leverage ratio was 2.3x EBITDA (FY 2021: 2.2x). This is on a par with the pre-crisis level and well below the covenant ceiling.

The integration of Back-Factory and the new stores from the cooperation with Moveri is well on track. At the same time, the SBB refurbishments have made good progress and are expected to be largely completed by the end of 2022. The B2B capacity expansion at the production facilities of Ditsch USA is expected to be completed by Q1 2023. With the expansion of Valora's cooperation with Oel-Pool and the acquisition of Frittenwerk – both announced in June 2022 and the latter completed in July 2022 - Valora continued the implementation of its foodvenience strategy in the first half of 2022.

With the issuance of a new Schuldscheindarlehen worth EUR 100 million with a five- and seven-year term in April 2022, Valora partially refinanced a maturing EUR Schuldscheindarlehen early and thus improved its long-term financing profile. The transaction was closed in July 2022.

Based on the Group's strong recovery particularly in the second quarter of 2022 and its enduring resilience throughout the pandemic, Valora is confident about the value-creation potential of its foodvenience strategy. Given the latest strong development in sales, Valora estimates

external sales (including recent strategic initiatives) for full-year 2022 to be on a par with pre-COVID-19 levels and reconfirms its EBIT guidance for the full year 2022 of CHF 70 million +/-~10% (excluding costs related to M&A and strategic projects), even though the geopolitical situation has aggravated in recent months.

On 5 July 2022, it was announced that the retail and beverage company Fomento Economico Mexicano S.A.B. de C.V. (FEMSA) has made a tender offer to the shareholders of the Group to acquire Valora at CHF 260 per share, equalling a total value of CHF 1.1 billion. After careful consideration, the Group's Board of Directors has determined that the transaction is in the best interest of the Group and its shareholders, and has therefore unanimously resolved that it will recommend the offer for acceptance.

## A NET REVENUE

<i>Net revenue (NR)</i>	2022	2022 share in %	2021	2021 share in %	Change (abs.)	
in CHF million						in local currency
Retail CH	574.7	60.9%	519.2	63.8%	+10.7%	+10.7%
Retail DE/LU/AT	173.6	18.4%	177.7	21.8%	-2.3%	+3.6%
Retail Division	748.3	79.3%	697.0	85.6%	+7.4%	+9.0%
Food Service Division	183.7	19.5%	106.9	13.1%	+71.8%	+77.5%
Other	11.3	1.2%	10.2	1.3%	+10.7%	+10.7%
<b>Total Group</b>	<b>943.3</b>	<b>100.0%</b>	<b>814.1</b>	<b>100.0%</b>	<b>+15.9%</b>	<b>+17.8%</b>
Switzerland	630.6	66.9%	558.8	68.6%	+12.9%	+12.9%
Elsewhere	312.7	33.1%	255.3	31.4%	+22.5%	+29.3%

In the first half of 2022, Valora generated external sales of CHF 1,213.2 million compared to CHF 1,030.4 million in the prior-year period. This corresponds to an increase of +17.7% or +20.7% in local currency. Net revenue amounted to of CHF 943.3 million compared to CHF 814.1 million in the first half of 2021. For the first half of 2022 as a whole, net revenue remained -6.1% below the pre-pandemic level of 2019 while May and June net revenue came in slightly above the corresponding 2019 figures.

Retail CH earned net revenue of CHF 574.7 million compared to CHF 519.2 million in the first half of 2021, a year-on-year increase of +10.7%. The food category recorded growth of +26.1%, also supported by the integration of the new stores from the cooperation with Moveri. Within the SBB cluster, refurbished stores confirmed stronger growth in food sales compared to those not yet refurbished (+37.0% vs. +13.0%).

Retail DE/LU/AT reported net revenue of CHF 173.6 million for the first half of 2022, compared to CHF 177.7 million in the prior-year period. In local currency, this corresponds to an increase in net revenue of +3.6% while external sales grew by +5.8%. The food category recorded the strongest catch-up effect.

The Food Service division posted net revenue of CHF 183.7 million compared to CHF 106.9 million in the first half of 2021, a year-on-year increase of +77.5% in local currency. Food Service CH recorded growth of +52.1% while Food Service DE more than doubled its net revenue with an increase of +114.1% in local currency – excluding the figures of the acquired unit Back-Factory. Food Service B2B net revenue rose by +42.9% in local currency, also positively impacted by ongoing pricing management in the light of current inflation development.

Net revenue in the Other segment increased thanks to bob Finance.

**B GROSS PROFIT**

<i>Gross profit</i>	2022	2022 share in %	2022 % of NR	2021	2021 share in %	2021 % of NR	Change (abs.)	
in CHF million								in local currency
Retail CH	232.3	54.3%	40.4%	213.5	59.9%	41.1%	+8.8%	+8.8%
Retail DE/LU/AT	63.5	14.8%	36.6%	61.0	17.1%	34.3%	+4.2%	+10.5%
Retail Division	295.8	69.1%	39.5%	274.5	77.0%	39.4%	+7.8%	+9.2%
Food Service Division	128.0	29.9%	69.7%	78.1	21.9%	73.0%	+63.9%	+68.9%
Other	4.3	1.0%	38.4%	4.0	1.1%	38.9%	+9.3%	+9.3%
<b>Total Group</b>	<b>428.2</b>	<b>100.0%</b>	<b>45.4%</b>	<b>356.5</b>	<b>100.0%</b>	<b>43.8%</b>	<b>+20.1%</b>	<b>+22.1%</b>

Gross profit for the first half of 2022 amounted to CHF 428.2 million compared to CHF 356.5 million in the prior-year period, a year-on-year increase of +20.1%. The margin improved by +1.6 percentage points to 45.4% and thus to the pre-pandemic level of 2019.

Retail CH recorded gross profit growth of +8.8% to CHF 232.3 million. The unit's margin came to 40.4% compared to 41.1% in the first half of 2021. The decline was driven by a lower share of services revenue (mainly lottery).

Gross profit for Retail DE/LU/AT increased by +10.5% in local currency to CHF 63.5 million. The margin improvement of +2.3 percentage points to 36.6% was attributable to higher margins in most categories and increased food sales.

Food Service gross profit grew by +68.9% in local currency and came in at CHF 128.0 million. The margin amounted to 69.7% compared to 73.0% in the first half of 2021. This decline was in particular due to a lower gross profit margin of Back-Factory in relation to the existing business and inflation-related higher raw material prices in the B2B unit.

**C OPERATING COSTS, NET**

<i>Net operating costs</i>	2022	2022 share in %	2022 % of NR	2021	2021 share in %	2021 % of NR	Change (abs.)	
in CHF million							in local currency	
Retail CH	-225.9	53.8%	-39.3%	-204.4	58.6%	-39.4%	+10.5%	+10.5%
Retail DE/LU/AT	-61.0	14.5%	-35.1%	-51.1	14.6%	-28.7%	+19.3%	+26.9%
Retail Division	-286.8	68.3%	-38.3%	-255.5	73.2%	-36.7%	+12.3%	+13.6%
Food Service Division	-122.2	29.1%	-66.5%	-84.7	24.2%	-79.2%	+44.3%	+50.2%
Other	-11.1	2.6%	n.m.	-9.0	2.6%	n.m.	+23.0%	+23.1%
<b>Total Group</b>	<b>-420.1</b>	<b>100.0%</b>	<b>-44.5%</b>	<b>-349.2</b>	<b>100.0%</b>	<b>-42.9%</b>	<b>+20.3%</b>	<b>+22.5%</b>

Net operating costs were up by +20.3% due to recovery and growth as well as inflation development. In addition, the absence of the COVID-19 support received in 2021 led to a higher cost base. In the first half of 2022, net operating costs included costs related to M&A and strategic projects of CHF -3.0 million.

Retail CH reported net operating costs of CHF -225.9 million compared to CHF -204.4 million in the prior-year period. The unit managed to keep its cost ratio stable at -39.3% of net revenue, despite the absence of the COVID-19 related support that was included in the 2021 figures.

Retail DE/LU/AT recorded net operating costs of CHF -61.0 million compared to CHF -51.1 million in the first half of 2021. The absence of the COVID-19 support received in 2021 led to a higher cost base. Excluding these effects, the cost ratio remained stable at -35.1% of net revenue.

Food Service net operating costs were up by +50.2% in local currency and amounted to CHF -122.2 million for the first half of 2022. However, the increase remained disproportionate to the division's growth in gross profit. The cost ratio improved by +12.7 percentage points to -66.5% of net revenue owing to the operating leverage effect in connection with ongoing recovery.

Higher costs in the Other segment were particularly induced by M&A and strategic projects as well as the continuous development of digital innovations.

**D OPERATING PROFIT (EBIT)**

<i>Operating profit (EBIT)</i>	2022	2022 share in %	2022 % of NR	2021	2021 share in %	2021 % of NR	Change (abs.)	
in CHF million							in local currency	
Retail CH	6.4	79.5%	1.1%	9.1	123.2%	1.8%	-29.2%	-29.2%
Retail DE/LU/AT	2.6	31.8%	1.5%	9.9	134.0%	5.6%	-74.0%	-72.8%
Retail Division	9.0	111.3%	1.2%	19.0	257.2%	2.7%	-52.5%	-51.4%
Food Service Division	5.8	71.5%	3.2%	-6.6	-89.4%	-6.2%	n.m.	n.m.
Other	-6.7	-82.8%	n.m.	-5.0	-67.9%	n.m.	n.m.	n.m.
<b>Total Group</b>	<b>8.1</b>	<b>100.0%</b>	<b>0.9%</b>	<b>7.4</b>	<b>100.0%</b>	<b>0.9%</b>	<b>+9.8%</b>	<b>+2.0%</b>

Group EBIT came to CHF 8.1 million (HY 2021: CHF 7.4 million), a year-on-year increase of +9.8%. Excluding costs related to M&A and strategic projects, EBIT amounted to CHF 11.1 million. This growth was achieved without the significant COVID-19 related support received in the prior-year period.

Retail CH EBIT for the first half of 2022 amounted to CHF 6.4 million compared to CHF 9.1 million in the prior-year period. The decrease of CHF -2.7 million was due to non-recurring rent concessions and payments for short-time work received in the first half of 2021. The results for the first half of 2022 include the full SBB rent increase, while corresponding POS refurbishments are still ongoing and net revenue growth materialises in refurbished stores only. In addition, the optimisation phase of the new stores from the cooperation with Moveri has just started. The unit's EBIT margin came to 1.1% (HY 2021: 1.8%). In EBITDA, the unit contributed CHF 17.3 million to the Group's results at an EBITDA margin of 3.0% (HY 2021: CHF 19.4 million and 3.7%, respectively).

Retail DE/LU/AT posted EBIT of CHF 2.6 million compared to CHF 9.9 million in the first half of 2021. Due to non-recurring positive effects received in the first half of 2021 arising from "Überbrückungshilfe III", rent concessions and short-time-work, the unit's EBIT remained below the level for the prior-year period. The EBIT margin for the first half of 2022 as a whole was 1.5% (HY 2021: 5.6%); June's EBIT margin, however, came in above the pre-pandemic level of the first half of 2019. The unit's EBITDA contribution was CHF 8.7 million corresponding to an EBITDA margin of 5.0% (HY 2021: CHF 16.8 million and 9.4%, respectively).

Food Service recorded EBIT of CHF 5.8 million compared to CHF -6.6 million, a year-on-year increase of CHF +12.4 million. This growth was achieved without the significant COVID-19 related support received in the prior-year period, comprising "Überbrückungshilfe III", rent concessions and short-time-work. The EBIT margin for the first half of 2022 rose to 3.2% (HY 2021: -6.2%), while June's EBIT margin even reached the pre-pandemic level of the first half of 2019. Food Service EBITDA was CHF 20.4 million and the EBITDA margin came to 11.1% (HY 2021: CHF 7.3 million and 6.8%, respectively).



## E FINANCIAL RESULT, TAXES AND GROUP NET PROFIT

Group net profit amounted to CHF –5.4 million compared to CHF –3.8 million in the first half of 2021.

The net financial result came in at CHF –11.5 million compared to CHF –10.3 million in the first half of 2021. Better financing conditions were offset by the negative effect of the EUR/CHF development and higher IFRS 16 related interest based on the larger lease portfolio.

In the first half of 2022, tax expenses amounted to CHF –2.0 million compared to CHF –0.9 million in the prior-year period, whereby the first half of 2021 included the release of a deferred position.

These effects, added to the EBIT outlined above, led to a Group net profit of CHF –5.4 million for the first half of 2022 compared to CHF –3.8 million in the prior-year period.

## F LIQUIDITY, CASH FLOW AND KEY FINANCIAL DATA

Free cash flow was CHF –11.8 million (HY 2021: CHF –0.1 million) and was adversely impacted by outflows related to investments and increased net working capital to finance growth. On the balance sheet side, Valora confirmed its strength. The Group's equity ratio before lease liabilities amounted to 50.2% compared to 51.0% as at 31. December 2021. Net debt came to CHF 222.4 million (31. December 2021: CHF 209.3 million) while the leverage ratio was 2.3x EBITDA (FY 2021: 2.2x). This is on a par with the pre-crisis level and well below the covenant ceiling.

The Group's EBITDA amounted to CHF 40.9 million compared to CHF 39.3 million in the first half of 2021. NWC increased, also driven by growth and new business. Higher repayments of lease liabilities due to an increased number of lease contracts relating to the acquisition of Back-Factory and the Moveri transaction had an adverse impact on the Group's cash flow. Cash flow from investing activities amounted to CHF –23.9 million compared to CHF –19.3 million in the prior-year period, a year-on-year outflow increase of +24.2%. As a result, free cash flow for the first half of 2022 was CHF –11.8 million (HY 2021: CHF –0.1million).

Net debt as at 30 June 2022 of CHF 222.4 million came in slightly higher compared to its level of 31 December 2021 (CHF 209.3 million). Cash and cash equivalents amounted to CHF 119.5 million as at 30 June 2022 and remained below their levels of 31 December 2021 (CHF 142.5 million) after the payment of the dividend in April 2022 for the 2021 financial year. The leverage ratio was 2.3x EBITDA (FY 2022: 2.2x) and remained well below the covenant ceiling. Including lease liabilities, net debt amounted to CHF 1,296.9 million compared to CHF 1,239.1 million at year-end 2021.

The Group's equity ratio before lease liabilities amounted to 50.2% compared to 51.0% as at 31. December 2021. Including lease liabilities, the equity ratio was 27.8% (29.1% as at 31 December 2021).

**G RETURN ON CAPITAL EMPLOYED**

ROCE <sup>1)</sup>	2022		2021	Percent- age-point change	2022	2021	Change
	in %	without Good- will			Capital em- ployed	Capital em- ployed	
Retail CH	11.5 %	19.2 %	14.3 %	-2.8 %	134.2	126.5	+6.1 %
Retail DE/LU/AT	6.5 %	16.0 %	11.2 %	-4.7 %	142.9	148.1	-3.5 %
Retail Division	8.9 %	17.8 %	12.6 %	-3.7 %	277.1	274.6	+0.9 %
Food Service Division	3.0 %	7.4 %	1.1 %	+1.9 %	654.2	660.4	-0.9 %
<b>Total Group <sup>2)</sup></b>	<b>3.0 %</b>	<b>6.3 %</b>	<b>3.0 %</b>	<b>+0.1 %</b>	<b>1 021.6</b>	<b>1 024.9</b>	<b>-0.3 %</b>

<sup>1)</sup> Capital employed is the average measured over the preceding 13 months. EBIT is the aggregate operating profit for the preceding 12 months.

<sup>2)</sup> Consolidated EBIT includes corporate costs and consolidated capital employed includes operating cash and cash equivalents relating to continuing operations.

**Still impacted by the pandemic and growth initiatives as well as acquisitions not yet being fully exploited, return on capital employed (ROCE) amounted to 3.0% as at 30 June 2022 (2021: 3.0%). Excluding goodwill, the Group's ROCE was 6.3%.**

The return on capital employed (ROCE) is the ratio of the EBIT generated over the past 12 months to the average capital invested (including goodwill). As at 30 June 2022, the Group's ROCE amounted to 3.0%.

ROCE for **Retail CH** came in at 11.5% compared to 14.3% as at 31 December 2021. The decrease was largely driven by lower EBIT due to non-recurring COVID-19 related support that had been granted in the first half of 2021. Excluding goodwill, the unit's ROCE was 19.2%.

**Retail DE/LU/AT** recorded ROCE of 6.5% compared to 11.2% as at 31 December 2021. The decline was attributable to the lower EBIT as a result of the non-recurring COVID-19 related support received in the first half of 2021. Excluding goodwill, ROCE amounted to 16.0%.

For the twelve-month period ended June 30, 2022, **Food Service** ROCE increased by +1.9 percentage points to 3.0%. Excluding goodwill, ROCE came to 7.4%.

Valora Holding AG



**Sascha Zahnd**  
Chairman



**Michael Mueller**  
CEO

## KEY FINANCIAL DATA

		30.06.2022	30.06.2021	Change
<b>External sales</b>	CHF million	<b>1 213.2</b>	<b>1 030.4</b>	+ 17.7 %
<b>Net revenue</b>	CHF million	<b>943.3</b>	<b>814.1</b>	+ 15.9 %
<b>EBITDA</b>	CHF million	<b>40.9</b>	<b>39.3</b>	+ 3.8 %
in % of net revenues		4.3	4.8	
<b>Operating profit (EBIT)</b>	CHF million	<b>8.1</b>	<b>7.4</b>	+ 9.8 %
in % of net revenues		0.9	0.9	
<b>Net loss</b>	CHF million	<b>-5.4</b>	<b>-3.8</b>	n.m.
in % of net revenues		-0.6	-0.5	
in % of equity <sup>1)</sup>		-1.6	-1.1	
<b>Net cash provided by (used in)</b>				
Operating activities	CHF million	95.0	96.2	- 1.3 %
Investment in property, plant, equipment and intangible assets	CHF million	-24.4	-19.5	+ 25.3 %
Proceeds from sales of property, plant, equipment and intangible assets	CHF million	0.4	0.2	n.m.
Repayments of lease liabilities	CHF million	-96.1	-88.5	+ 8.6 %
Lease payments received from finance leases	CHF million	13.3	11.6	+ 15.2 %
<b>Free cash flow</b>	CHF million	<b>- 11.8</b>	<b>- 0.1</b>	n.m.
<b>Earnings per share <sup>1)</sup></b>	CHF	<b>- 1.23</b>	<b>- 0.87</b>	n.m.
<b>Number of outlets operated by Valora</b>		<b>1 805</b>	<b>1 812</b>	- 0.4 %
of which agencies		1 186	1 154	+ 2.8 %
<b>Number of franchise outlets</b>		<b>918</b>	<b>832</b>	+ 10.3 %
		<b>30.06.2022</b>	31.12.2021	
<b>Share price</b>	CHF	<b>165.20</b>	<b>194.60</b>	- 15.1 %
<b>Market capitalisation</b>	CHF million	<b>724</b>	<b>853</b>	- 15.1 %
<b>Cash and cash equivalents</b>	CHF million	<b>119.5</b>	<b>142.5</b>	- 16.1 %
<b>Interest-bearing debt</b>	CHF million	<b>1 416.4</b>	<b>1 381.6</b>	+ 2.5 %
<b>Equity</b>	CHF million	<b>647.0</b>	<b>676.7</b>	- 4.4 %
<b>Total liabilities and equity</b>	CHF million	<b>2 326.0</b>	<b>2 321.9</b>	+ 0.2 %
<b>Number of employees</b>	FTE	<b>3 570</b>	<b>3 618</b>	- 1.3 %

All totals and percentages are based on unrounded figures from the consolidated financial statements.

<sup>1)</sup> Annualised net profit as % of the average equity

## VALORA CONSOLIDATED INTERIM FINANCIAL STATEMENTS 2022 (UNAUDITED)

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## CONSOLIDATED INTERIM INCOME STATEMENT

	Notes	2022 unaudited	%	2021 unaudited	%
<b>1 January to 30 June</b> , in CHF 000 (except per share amounts)					
<b>Net revenue</b>	7	<b>943 311</b>	<b>100.0</b>	<b>814 092</b>	<b>100.0</b>
Cost of goods and materials		-515 151	-54.6	-457 549	-56.2
Personnel expenses		-115 348	-12.2	-102 100	-12.5
Other operating expenses	8	-203 791	-21.6	-171 875	-21.1
Depreciation and impairments right-of-use assets	11	-85 120	-9.0	-79 076	-9.7
Depreciation, amortisation and impairments PPE and intangible assets		-32 758	-3.5	-31 967	-3.9
Other income	9	17 214	1.8	36 299	4.5
Other expenses		-257	-0.0	-448	-0.1
<b>Operating profit (EBIT)</b>	6	<b>8 100</b>	<b>0.9</b>	<b>7 377</b>	<b>0.9</b>
Financial expenses	10	-12 488	-1.3	-11 906	-1.5
Financial income	10	954	0.1	1 590	0.2
<b>Earnings before income taxes</b>		<b>-3 434</b>	<b>-0.4</b>	<b>-2 939</b>	<b>-0.4</b>
Income taxes		-1 957	-0.2	-862	-0.1
<b>Net loss attributable to shareholders of Valora Holding AG</b>		<b>-5 391</b>	<b>-0.6</b>	<b>-3 802</b>	<b>-0.5</b>
<i>Earnings per share</i>					
<b>diluted and undiluted (in CHF)</b>		<b>-1.23</b>		<b>-0.87</b>	

## CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME

	2022 unaudited	2021 unaudited
<b>1 January to 30 June, in CHF 000</b>		
<b>Net loss</b>	<b>- 5 391</b>	<b>- 3 802</b>
Remeasurements of defined benefit liability/asset	- 1 786	613
Income tax effect	357	- 114
<b>Items that will not be reclassified to profit or loss</b>	<b>- 1 429</b>	<b>499</b>
Currency translation adjustments	- 10 365	5 029
<b>Items that may be reclassified to profit or loss</b>	<b>- 10 365</b>	<b>5 029</b>
<b>Other comprehensive income for the period</b>	<b>- 11 794</b>	<b>5 528</b>
<b>Total comprehensive income for the period</b>	<b>- 17 185</b>	<b>1 726</b>

## CONSOLIDATED INTERIM BALANCE SHEET

### ASSETS

	Notes	30.06.2022 unaudited	%	31.12.2021	%
in CHF 000					
<i>Current assets</i>					
Cash and cash equivalents		119 497		142 502	
Trade accounts receivable		56 222		56 180	
Inventories		140 134		133 924	
Current income tax receivable		2 211		3 858	
Current lease receivable	12	26 050		27 397	
Other current receivable		78 821		65 014	
<b>Total current assets</b>		<b>422 935</b>	<b>18.2%</b>	<b>428 875</b>	<b>18.5%</b>
<i>Non-current assets</i>					
Property, plant and equipment		234 173		246 830	
Right-of-use assets	11	948 463		892 341	
Goodwill, software and other intangible assets		631 748		653 195	
Financial assets		4 104		4 787	
Non-current lease receivable	12	62 071		73 935	
Deferred income tax assets		22 478		21 920	
<b>Total non-current assets</b>		<b>1 903 037</b>	<b>81.8%</b>	<b>1 893 008</b>	<b>81.5%</b>
<b>Total assets</b>		<b>2 325 972</b>	<b>100.0%</b>	<b>2 321 883</b>	<b>100.0%</b>

**LIABILITIES AND EQUITY**

	Notes	30.06.2022 unaudited	%	31.12.2021	%
in CHF 000					
<i>Current liabilities</i>					
Current financial liabilities	13	170 248		0	
Current lease liabilities	11	182 288		185 688	
Trade accounts payable		155 096		149 036	
Current income tax liabilities		2 079		2 769	
Other current liabilities		80 761		87 690	
<b>Total current liabilities</b>		<b>590 472</b>	<b>25.4%</b>	<b>425 183</b>	<b>18.3%</b>
<i>Non-current liabilities</i>					
Other non-current liabilities		174 969		355 235	
Non-current lease liabilities	11	892 298		844 125	
Non-current pension obligations		159		162	
Non-current provisions		454		470	
Deferred income tax liabilities		20 649		19 973	
<b>Total non-current liabilities</b>		<b>1 088 529</b>	<b>46.8%</b>	<b>1 219 965</b>	<b>52.5%</b>
<b>Total liabilities</b>		<b>1 679 001</b>	<b>72.2%</b>	<b>1 645 148</b>	<b>70.9%</b>
<i>Equity</i>					
Share capital		4 390		4 390	
Treasury shares		-1 285		-1 912	
Retained earnings		760 635		780 661	
Cumulative translation adjustments		-116 769		-106 404	
<b>Total equity attributable to shareholders of Valora Holding AG</b>		<b>646 971</b>	<b>27.8%</b>	<b>676 735</b>	<b>29.1%</b>
<b>Total liabilities and equity</b>		<b>2 325 972</b>	<b>100.0%</b>	<b>2 321 883</b>	<b>100.0%</b>



## CONSOLIDATED INTERIM CASH FLOW STATEMENT

	2022 unaudited	2021 unaudited
<b>1 January to 30 June, in CHF 000</b>		
<b>Net loss</b>	<b>-5 391</b>	<b>-3 802</b>
<i>Elimination of non-cash transactions in net loss</i>		
Income tax expense	1 957	862
Financial expenses	12 488	11 906
Financial income	-954	-1 590
Depreciation and impairments property, plant, equipment	23 703	23 408
Depreciation and impairments right-of-use assets	85 120	79 076
Amortisation and impairment intangible assets	9 055	8 559
Other non-cash transactions	-644	2 017
<i>Change in net working capital, excluding the effects of the purchase and sale of business units</i>		
Change in net working capital	-15 652	-9 034
<b>Cash flows from operating activities before interest and tax</b>	<b>109 682</b>	<b>111 404</b>
Interest paid on financial liabilities	-5 550	-3 766
Interest paid on lease liabilities	-9 271	-8 907
Income taxes paid	-777	-4 232
Interest received from lease receivables	888	819
Other interest and dividends received	6	891
<b>Cash flows from operating activities</b>	<b>94 978</b>	<b>96 209</b>
<i>Cash flow from investing activities</i>		
Investment in property, plant, equipment and intangible assets	-24 388	-19 458
Proceeds from the sale of property, plant, equipment and intangible assets	449	183
Lease payments received from finance leases	13 310	11 558
(Investment in)/proceeds from sale of financial assets	-129	308
<b>Cash flows used in investing activities</b>	<b>-10 758</b>	<b>-7 410</b>
<i>Cash flow from financing activities</i>		
Proceeds from current financial liabilities	1 353	0
Repayment of current financial liabilities	0	-79 864
Proceeds from non-current financial liabilities	33	209
Repayment of non-current financial liabilities	-216	-480
Repayment of lease liabilities	-96 144	-88 552
Purchase of treasury shares	-87	-7 133
Sale of treasury shares	653	6 404
Dividends paid to shareholders	-13 144	0
<b>Cash flows used in financing activities</b>	<b>-107 552</b>	<b>-169 417</b>
<b>Net decrease in cash and cash equivalents</b>	<b>-23 332</b>	<b>-80 618</b>
Exchange rate effect on cash and cash equivalents	327	778
Cash and cash equivalents at the beginning of year	142 502	229 727
<b>Cash and cash equivalents at 30 June</b>	<b>119 497</b>	<b>149 887</b>

## CONSOLIDATED INTERIM STATEMENT OF CHANGES IN EQUITY

### Equity

in CHF 000	Share capital	Treasury shares	Retained earnings	Cumulative translation differences	Total equity attributable to shareholders of Valora Holding AG
<b>Balance on 1 January 2021</b>	4 390	- 1 002	772 989	-91 332	685 045
Net loss			- 3 802		- 3 802
Other comprehensive income			499	5 029	5 528
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>- 3 303</b>	<b>5 029</b>	<b>1 726</b>
Share-based remuneration			1 264		1 264
Purchase of treasury shares		- 7 133			- 7 133
Sale of treasury shares		6 447	- 1 307		5 140
<b>Balance on 30 June 2021</b>	<b>4 390</b>	<b>- 1 688</b>	<b>769 643</b>	<b>-86 303</b>	<b>686 042</b>
<b>Balance on 1 January 2022</b>	<b>4 390</b>	<b>- 1 912</b>	<b>780 661</b>	<b>- 106 404</b>	<b>676 735</b>
Net loss			- 5 391		- 5 391
Other comprehensive income			- 1 429	- 10 365	- 11 794
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>- 6 820</b>	<b>- 10 365</b>	<b>- 17 185</b>
Share-based remuneration			1 206		1 206
Dividends paid to shareholders			- 13 144		- 13 144
Purchase of treasury shares		- 87			- 87
Sale of treasury shares		714	- 1 268		- 554
<b>Balance on 30 June 2022</b>	<b>4 390</b>	<b>- 1 285</b>	<b>760 635</b>	<b>- 116 769</b>	<b>646 971</b>

## NOTES TO THE CONSOLIDATED INTERIM FINANCIAL STATEMENTS

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## 1 INFORMATION REGARDING THE GROUP

Valora Holding AG (“Valora”) is a publicly listed company on SIX Swiss Exchange with headquarters in 4132 Muttenz, Hofackerstrasse 40, Switzerland. Valora is a leading small-scale retailer in the convenience and food service sector. The Retail business segment of Valora Group operates small-outlet convenience retail units in high-frequency locations. Its Food Service segment maintains an integrated value chain covering all phases from lye bread production to wholesaling (B2B) and the operation of takeaway concepts (B2C).

The Board of Directors of Valora Holding AG approved the issuance of these consolidated interim financial statements on 19 July 2022.

## 2 SIGNIFICANT ACCOUNTING POLICIES

The consolidated interim financial statements for the six months to 30 June 2022 were prepared in accordance with the International Accounting Standard “IAS 34 Interim Financial Reporting” and are presented in Swiss francs (CHF). The consolidated interim financial statements do not include all information and disclosures required for annual financial statements and should be read in conjunction with the consolidated annual financial statements for the financial year ended 31 December 2021.

The consolidated interim financial statements were prepared in accordance with the accounting policies described in Valora’s 2021 consolidated financial statements and the accounting principles adopted on 1 January 2022.

Due to rounding, this report may contain minor discrepancies between totals and percentages and their component elements.

## 3 CHANGES TO ACCOUNTING POLICIES

On 31 March 2021, the International Accounting Standards Board (IASB) has extended by one year up to 30 June 2022 the application period of the practical expedient in IFRS 16 Leases to help lessees accounting for COVID-19-related rent concessions.

The amendment permits lessees, as a practical expedient, not to assess whether rent concessions occurring as a direct consequence of the COVID-19 pandemic are lease modifications. Valora continues to apply the practical expedient as from 1 January 2022. Consequently, the Group presented rent concessions due to COVID-19 in other income (see note 9). The full amount of the rent concession was recognised at the time it was granted.

Other amendments to existing IFRS adopted on 1 January 2022 had no material impact on these financial statements.

#### 4 IMPACT OF COVID-19 ON THESE FINANCIAL STATEMENTS

Valora's business was still severely impacted by the COVID-19 pandemic at the beginning of the year 2022. Omicron constraints dominated the retail and food service sector, especially in the first quarter of 2022. The easing of restrictions came later than expected, and in Germany with an additional time lag. However, the resilience of Valora's business model and the stability of its partner network has been proven even during the prolonged and more severe than expected crisis.

Following the gradual lifting of government restrictions, Valora has experienced a strong recovery in the months May and June 2022. As a result, the Group resumed operating growth for the first half of 2022 in line with the planning assumption. Therefore, no goodwill impairment indicators were identified.

The canton Basel-Landschaft is currently investigating if the criteria regarding the right to receive and restriction to use the COVID-19 hardship measures are fulfilled.

Rent concessions received from various landlords were recognised directly in the income statement at the time the concessions were granted. However, the amount of rent concessions received in the first half of 2022 significantly declined compared to the amounts recognized in the first half of 2021 (see note 9).

#### 5 ACQUISITIONS OF BUSINESS UNITS

*Acquisition of Back-Factory.* Valora acquired 100% of the shares of Back-Factory GmbH, based in Hamburg, Germany, on 1 November 2021. No adjustments have been made to the initial purchase price allocation as disclosed in Note 6 of the consolidated financial statement as per 31 December 2021. The purchase accounting remains provisional at 30 June 2022.

**6 SEGMENT REPORTING**

*Segment information for the six months to 30.06.2022*

	Retail	Food Service	Other	Elimination	Group total
in CHF 000					
<i>External Sales <sup>1)</sup></i>					
<b>Total</b>	<b>925 675</b>	<b>276 174</b>	<b>11 319</b>	<b>0</b>	<b>1 213 168</b>
Sales franchisees and other contractual bounded partners <sup>2)</sup>	177 354	92 503	0	0	269 857
<i>Net revenue</i>					
<b>Total (from third parties)</b>	<b>748 321</b>	<b>183 671</b>	<b>11 319</b>	<b>0</b>	<b>943 311</b>
<i>EBITDA <sup>3)</sup></i>					
<b>Total</b>	<b>26 017</b>	<b>20 408</b>	<b>- 5 567</b>	<b>0</b>	<b>40 858</b>
Depreciation and impairment of property, plant and equipment	14 277	8 975	451	0	23 703
Amortisation and impairment of intangible assets	2 726	5 642	687	0	9 055
<i>Operating profit (EBIT)</i>					
<b>Total</b>	<b>9 014</b>	<b>5 791</b>	<b>- 6 705</b>	<b>0</b>	<b>8 100</b>
<i>Additional Segment Data</i>					
Depreciation, amortisation and impairments thereof right-of-use assets	83 581	31 571	2 726	0	117 878
	66 578	16 954	1 588	0	85 120
<i>Segment assets</i>					
<b>Total</b>	<b>1 446 397</b>	<b>913 011</b>	<b>448 909</b>	<b>-482 345</b>	<b>2 325 972</b>
<i>Segment liabilities</i>					
<b>Total</b>	<b>950 494</b>	<b>513 337</b>	<b>697 515</b>	<b>-482 345</b>	<b>1 679 001</b>

<sup>1)</sup> External Sales are defined as Valora's net revenue plus the sales generated by its contracted sales outlets. External Sales, on the other hand, do not include deliveries to these points of sale, franchise fees and other income from operating agreements. This indicator ensures that sales can be compared despite changing distribution models.

<sup>2)</sup> Net of deliveries from Valora to franchise points of sale, franchise fees and other income from operating agreements.

<sup>3)</sup> EBITDA stands for earnings before interest, taxes, depreciation and impairment of property, plant and equipment, impairment of goodwill, and amortisation and impairment of other intangible assets. EBITDA is EBIT plus the amortisation of intangible assets and the depreciation of property, plant and equipment, plus impairment losses and minus impairment loss reversals, recognised in profit or loss during the reporting period. Valora uses an EBITDA not considering depreciation on right-of-use assets arising from lease agreements.

Depreciation, amortisation and impairments include impairments of CHF 1.0 million in the Retail segment.

*Segment information for the six months to 30.06.2021*

	Retail	Food Service	Other	Elimination	Group total
in CHF 000					
<i>External Sales <sup>1)</sup></i>					
<b>Total</b>	<b>870 263</b>	<b>149 869</b>	<b>10 228</b>	<b>0</b>	<b>1 030 361</b>
Sales franchisees and other contractual bounded partners <sup>2)</sup>	173 292	42 976	0	0	216 269
<i>Net revenue</i>					
<b>Total (from third parties)</b>	<b>696 971</b>	<b>106 893</b>	<b>10 228</b>	<b>0</b>	<b>814 092</b>
<i>EBITDA <sup>3)</sup></i>					
<b>Total</b>	<b>36 178</b>	<b>7 275</b>	<b>-4 109</b>	<b>0</b>	<b>39 344</b>
Depreciation and impairment of property, plant and equipment	14 134	8 798	476	0	23 408
Amortisation and impairment of intangible assets	3 069	5 069	421	0	8 559
<i>Operating profit (EBIT)</i>					
<b>Total</b>	<b>18 974</b>	<b>-6 592</b>	<b>-5 006</b>	<b>0</b>	<b>7 377</b>
<i>Additional Segment Data</i>					
Depreciation, amortisation and impairments	79 126	29 665	2 252	0	111 043
thereof right-of-use assets	61 924	15 797	1 355	0	79 076
<i>Segment assets</i>					
<b>Total</b>	<b>1 439 432</b>	<b>1 003 483</b>	<b>600 954</b>	<b>-715 795</b>	<b>2 328 076</b>
<i>Segment liabilities</i>					
<b>Total</b>	<b>964 338</b>	<b>605 868</b>	<b>787 623</b>	<b>-715 795</b>	<b>1 642 034</b>

<sup>1)</sup> External Sales are defined as Valora's net revenue plus the sales generated by its contracted sales outlets. External Sales, on the other hand, do not include deliveries to these points of sale, franchise fees and other income from operating agreements. This indicator ensures that sales can be compared despite changing distribution models.

<sup>2)</sup> Net of deliveries from Valora to franchise points of sale, franchise fees and other income from operating agreements.

<sup>3)</sup> EBITDA stands for earnings before interest, taxes, depreciation and impairment of property, plant and equipment, impairment of goodwill, and amortisation and impairment of other intangible assets. EBITDA is EBIT plus the amortisation of intangible assets and the depreciation of property, plant and equipment, plus impairment losses and minus impairment loss reversals, recognised in profit or loss during the reporting period. Valora uses an EBITDA not considering depreciation on right-of-use assets arising from lease agreements.

Depreciation, amortisation and impairments include reversal impairments of CHF 0.2 million in the Retail segment.

## 7 REVENUE FROM CONTRACTS WITH CUSTOMERS

### *Disaggregation of sales*

2022

	Retail	Food Service	Others	Group total
1 January to 30 June, in CHF 000				
Revenue from sale of goods <sup>1)</sup>	686 099	168 867	1	854 967
Income from services	47 726	8 245	11 318	67 289
<b>Total revenue from contracts with customers (according to IFRS 15)</b>	<b>733 825</b>	<b>177 112</b>	<b>11 319</b>	<b>922 256</b>
Commission income	14 496	6 559	0	21 055
<b>Total net revenue</b>	<b>748 321</b>	<b>183 671</b>	<b>11 319</b>	<b>943 311</b>

<sup>1)</sup> Includes wholesale revenue of CHF 77.6 million, which can be attributed to the segment Food Service.

2021

	Retail	Food Service	Others	Group total
1 January to 30 June, in CHF 000				
Revenue from sale of goods <sup>1)</sup>	630 622	99 784	11	730 417
Income from services	52 795	3 469	10 217	66 481
<b>Total revenue from contracts with customers (according to IFRS 15)</b>	<b>683 417</b>	<b>103 253</b>	<b>10 228</b>	<b>796 898</b>
Commission income	13 554	3 640	0	17 194
<b>Total net revenue</b>	<b>696 971</b>	<b>106 893</b>	<b>10 228</b>	<b>814 092</b>

<sup>1)</sup> Includes wholesale revenue of CHF 56.6 million, which can be attributed to the segment Food Service.

## 8 OTHER OPERATING EXPENSES

	2022	2021
1 January to 30 June, in CHF 000		
Agency fee expenses	98 847	83 830
Lease expenses	14 458	8 568
Ancillary rental costs and property expenses	20 605	18 093
Shipping	19 698	15 420
Management and administration	16 483	14 637
Communication and IT	11 834	11 722
Energy and maintenance expenses	6 977	5 809
Advertising and sales	5 911	4 431
Impairment losses on accounts receivables	830	1 504
Other	8 148	7 859
<b>Total other operating expenses</b>	<b>203 791</b>	<b>171 875</b>



**9 OTHER INCOME**

	2022	2021
1 January to 30 June, in CHF 000		
Lease income	13 855	8 982
Rent concessions	1 625	11 381
Government support programmes (related to COVID-19)	0	13 133
Gain from disposal of non-current assets	178	51
Other	1 556	2 752
<b>Total other income</b>	<b>17 214</b>	<b>36 299</b>

**10 FINANCIAL INCOME AND EXPENSES**

	2022	2021
1 January to 30 June, in CHF 000		
Interest income from cash and cash equivalents, loans and receivables	36	34
Interest income from lease receivables	888	819
Dividend income from other non-current financial assets	30	276
Foreign exchange gains, net	0	460
<b>Total financial income</b>	<b>954</b>	<b>1 590</b>
Interest expenses on bank loans and liabilities	2 541	2 998
Interest expense on lease liabilities	9 271	8 907
Foreign exchange losses, net	676	0
<b>Total financial expense</b>	<b>12 488</b>	<b>11 906</b>

**11 VALORA AS A LESSEE**

**A) RIGHT-OF-USE ASSETS**

	2022	2021
in CHF 000		
<i>At cost</i>		
<b>Balance on 1 January</b>	<b>1 298 780</b>	<b>1 191 885</b>
Additions	171 295	80 302
Disposals	-41 871	-26 021
Currency translation differences	-13 379	4 834
<b>Balance on 30 June</b>	<b>1 414 825</b>	<b>1 251 000</b>
<i>Accumulated depreciation</i>		
<b>Balance on 1 January</b>	<b>-406 439</b>	<b>-282 083</b>
Additions	-84 143	-79 226
(Impairments)/reversal of impairments	-977	150
Disposals	20 501	9 278
Currency translation differences	4 696	-1 411
<b>Balance on 30 June</b>	<b>-466 362</b>	<b>-353 291</b>
<i>Carrying amount</i>		
<b>Balance on 30 June</b>	<b>948 463</b>	<b>897 709</b>

New contracts and exercised extension options are recognised as additions to the right-of-use assets.

Disposals relate either to the early termination of contracts, exercised termination options or head lease contracts that become part of sublease arrangements (finance leases).

**B) LEASE LIABILITIES**

	2022	2021
in CHF 000		
<b>Balance on 1 January</b>	<b>1 029 813</b>	<b>1 027 716</b>
Additions	166 242	75 403
Interest on lease liabilities	9 271	8 907
Lease payments	-105 414	-97 425
Early termination of contracts	-13 073	-9 114
Currency translation differences	-12 253	4 763
<b>Balance on 30 June</b>	<b>1 074 586</b>	<b>1 010 250</b>
Thereof current portion	182 288	171 966
Thereof non-current portion	892 298	838 284

**12 VALORA AS A LESSOR**

	2022	2021
in CHF 000		
<b>Balance on 1 January</b>	<b>101 332</b>	<b>88 687</b>
Additions	11 586	8 527
Interest on lease receivables	888	819
Repayments	-14 198	-12 377
Early termination of contracts	-8 238	-5 619
Currency translation differences	-3 249	1 259
<b>Balance on 30 June</b>	<b>88 121</b>	<b>81 311</b>
Thereof current portion	26 050	21 275
Thereof non-current portion	62 071	60 036

### 13 FINANCIAL INSTRUMENTS AND FAIR VALUES

The carrying amounts of the financial assets and liabilities in the scope of IFRS 7 and IFRS 13 correspond to their fair values.

Within the consolidated interim financial statements as per 30.06.2022, the promissory note of EUR 170 million (CHF 170.2 million) is classified as current financial liability due to its maturity date on 11 January 2023.

Valora placed a new promissory note worth EUR 100 million with a five- and seven-year term in April 2022 and received the cash inflow on 11 July 2022. Through this transaction, Valora is partially refinancing the maturing promissory note of EUR 170 million early and thus improving its long-term financing structure.

*Hierarchy levels applied to fair values.* Fair values are allocated to three hierarchy levels. Currently all of Valora's financial instruments that are subsequently measured at fair value are allocated to level three and therefore all fair values of financial instruments are determined on the basis of estimates.

*Level 3.* Other non-current financial assets as per 30 June 2022 were CHF 649 thousand (2021: CHF 649 thousand).

### 14 SEASONAL EFFECTS

Typically some 40 – 45% of operating profit (EBIT) is generated in the first half of the year, with the remaining 55 – 60% being generated in the second six months. However, the coronavirus (COVID-19) caused sharp declines in revenue and operating profit (EBIT) and therefore, the pandemic has severely impacted these consolidated interim financial statements of 2022 and 2021.

## 15 MAJOR FOREIGN CURRENCIES

### *Translation rates used for Valora's major foreign currencies*

	Average rate for 6 months to 30.06.2022	Closing rate on 30.06.2022	Average rate for 6 months to 30.06.2021	Closing rate on 30.06.2021	Closing rate on 31.12.2021
Euro, EUR 1	1.032	1.001	1.094	1.097	1.038
US dollar, USD 1	0.944	0.955	0.908	0.925	0.913

## 16 SUBSEQUENT EVENTS

On 1 July 2022, Valora acquired 100% of the shares of Frittenwerk, based in Duesseldorf, Germany, for cash consideration of EUR 25.6 million (CHF 25.6 million). Further, the transaction includes contingent considerations totalling to a maximum of EUR 14.0 million (CHF 14.0 million) payable in 2024 and 2025.

The company, which will be allocated to the Food Service segment, operates a franchise and own outlets network of 27 outlets in Germany. With Frittenwerk being an established brand, Valora aims to continue its expansion in the fast-growing catering segment and profit from the market's development. Given the recent acquisition date, the initial accounting for this business combination has not been prepared at the time the consolidated interim financial statements are authorized for issue.

On 5 July 2022, it was announced that the retail and beverage company Fomento Economico Mexicano S.A.B. de C.V. (FEMSA) has made a tender offer to the shareholders of the Group to acquire Valora at CHF 260 per share equalling to a total value of CHF 1.1 billion.

After careful consideration, the Group's Board of Directors has determined that the transaction is in the best interest of the Group and its shareholders, and has therefore unanimously resolved that it will recommend the offer for acceptance.

## ALTERNATIVE PERFORMANCE MEASURES

Valora's financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS). In addition to the information and figures required by these standards, Valora publishes alternative performance measures (APMs) that are not defined or specified in these standards and for which there are no generally accepted reporting formats. Valora determines the APMs with the aim of making it possible to compare the performance indicators over time and across sectors. This is achieved by making certain adjustments to the balance sheet, income statement and cash flow statement items prepared in accordance with the applicable accounting standards. Such adjustments may result from different calculation and valuation methods as well as special effects that affect the meaningfulness of these items. The APMs determined in this way apply to all periods and are used both internally for business management purposes and externally to assess the company's performance by analysts, investors and rating agencies.

This document has been prepared in conformity with the Directive on the Use of Alternative Performance Measures issued by SIX Exchange Regulation Ltd.

The main alternative performance measures used by the Group are explained in this document.

- External sales
- Change in sales – FX- and POS-adjusted (same store)
- Gross profit (margin)
- EBITDA
- Free Cash Flow
- Net financial debt
- Net debt II
- Leverage Ratio
- Return on Capital Employed (ROCE)
- Equity ratio
- Net Working Capital

### *External sales<sup>1)</sup>*

External sales are defined as Valora's net revenue plus the sales generated by its contracted sales outlets. External sales, on the other hand, do not include deliveries to these points of sale, franchise fees and other income from operating agreements. This indicator ensures that sales can be compared despite changing distribution models.

### *Change in net revenue – FX- and POS-adjusted (same store)*

The currency-adjusted change in net revenue shows the percentage change in net revenue excluding the impact of exchange rate effects. The POS-adjusted change is calculated for the respective business unit on the basis of unchanged POS, i.e. without openings and closings. In the case of exchange rate effects, the functional currency valid in the respective country is used for the calculation.

### *Gross profit (margin)<sup>1)</sup>*

Gross profit is calculated as net revenue less cost of goods and materials. The gross profit margin is the gross profit as a % of net revenue.

<sup>1)</sup> See reconciliations for calculation

**EBITDA** <sup>1)</sup>

EBITDA stands for earnings before interest, taxes, depreciation and impairment of property, plant and equipment, impairment of goodwill, and amortization and impairment of other intangible assets. EBITDA is EBIT plus the amortisation of intangible assets and the depreciation of property, plant and equipment, plus impairment losses and minus impairment loss reversals, recognised in profit or loss during the reporting period. Valora uses an EBITDA not considering depreciation on right-of-use assets arising from lease agreements.

**Free Cash Flow** <sup>1)</sup>

Valora uses cash flow before acquisitions and dividends as a free cash flow measure. Cash flow before acquisitions and dividends is calculated as cash flow from operating activities less net capital expenditure (investments in property, plant, equipment and intangible assets less proceeds from the sale of property, plant, equipment and intangible assets), less repayments of lease liabilities, adding lease payments received from finance leases.

**Net financial debt** <sup>1)</sup>

Net financial debt is used both internally and externally in assessing Valora's liquidity, capital structure and financial flexibility. Cash, cash equivalents and derivative assets, less financial liabilities (current and non-current) and derivative liabilities.

**Net debt II** <sup>1)</sup>

Net debt II additionally takes into account the current and non-current lease liabilities but does not include lease receivables.

**Leverage Ratio** <sup>1)</sup>

The leverage ratio puts EBITDA of the last 12 months in relation to net debt. This ratio indicates how many years the company needs to pay off its current net debt. Valora uses this indicator in connection with financing instruments.

**Return on Capital Employed (ROCE)** <sup>1)</sup>

Valora uses ROCE as a key performance indicator. It combines the view on business profitability and capital efficiency. ROCE is the ratio of the EBIT generated by the Group over the last twelve months to its average capital employed during the same period. Capital employed is defined as non-current assets excluding non-cash effects of right-of-use assets and lease receivables less deferred tax assets plus net working capital plus operating cash.

**Equity Ratio** <sup>1)</sup>

The equity ratio shows the ratio of equity to total assets excluding right-of-use assets and lease receivables.

**Net Working Capital** <sup>1)</sup>

Net working capital is capital invested in the Group's operating activities. Net working capital equals trade accounts receivable, other current receivables and inventories less trade accounts payable and other current liabilities.

<sup>1)</sup> See reconciliations for calculation

## RECONCILIATIONS

### External Sales

	2022	2021
1 January to 30 June, in CHF 000		
Net revenue	943 311	814 092
Sales franchisees and other contractual bounded partners <sup>1)</sup>	269 857	216 269
<b>External sales</b>	<b>1 213 168</b>	<b>1 030 361</b>

<sup>1)</sup> Net of deliveries from Valora to franchise points of sale, franchise fees and other income from operating agreements

### Gross profit (margin)

	2022	2021
1 January to 30 June, in CHF 000		
Net revenue	943 311	814 092
Cost of goods and materials	-515 151	-457 549
<b>Gross Profit</b>	<b>428 160</b>	<b>356 543</b>
<b>Gross Profit Margin</b>	<b>45.4%</b>	<b>43.8%</b>

### EBITDA

	2022	2021
1 January to 30 June, in CHF 000		
<b>EBIT</b>	<b>8 100</b>	<b>7 377</b>
Depreciation and impairment of property, plant and equipment	23 703	23 408
Amortisation and impairment of intangible assets	9 055	8 559
<b>EBITDA</b>	<b>40 858</b>	<b>39 345</b>

### Free Cash Flow

	2022	2021
1 January to 30 June, in CHF 000		
<b>Cash Flow from operating activities</b>	<b>94 978</b>	<b>96 209</b>
Investment in property, plant, equipment and intangible assets	-24 388	-19 458
Proceeds from the sale of property, plant, equipment and intangible assets	449	183
Repayments of lease liabilities <sup>1)</sup>	-96 144	-88 552
Lease payments received from finance leases	13 310	11 558
<b>Free Cash Flow</b>	<b>-11 795</b>	<b>-61</b>

<sup>1)</sup> The increase of repayments of lease liabilities results from the increasing number of lease contracts relating to the acquisition of Back-Factory and the Moveri transaction.



*Net financial debt*

	30.06.2022	31.12.2021
in CHF 000		
Cash and cash equivalents	119 497	142 502
Current financial and derivative liabilities	-170 248	0
Non-current financial liabilities	-171 612	-351 789
<b>Net financial debt</b>	<b>-222 363</b>	<b>-209 286</b>

*Net debt II*

	30.06.2022	31.12.2021
in CHF 000		
<b>Net financial debt</b>	<b>-222 363</b>	<b>-209 286</b>
Current lease liabilities	-182 288	-185 688
Non-current lease liabilities	-892 298	-844 125
<b>Net debt II</b>	<b>-1 296 949</b>	<b>-1 239 099</b>

*Leverage Ratio*

	30.06.2022	31.12.2021
in CHF 000		
<b>Net financial debt</b>	<b>222 363</b>	<b>209 286</b>
<b>Relevant EBITDA for the Group</b>	<b>96 966</b>	<b>95 453</b>
<b>Leverage ratio</b>	<b>2.29x</b>	<b>2.19x</b>

*Return on Capital Employed (ROCE)*

	30.06.2022	31.12.2021	31.12.2020
in CHF 000			
Non-current assets	1 903 037	1 893 008	1 908 327
Right-of-use asset	-947 988	-892 341	-909 802
Non-current lease receivables	-62 071	-73 935	-66 170
Deferred tax assets	-22 478	-21 920	-20 512
Trade accounts receivable	56 222	56 180	58 397
Inventories	140 134	133 925	143 168
Other current receivables	78 821	65 012	81 239
Trade accounts payable	-155 096	-149 036	-186 617
Other current liabilities	-80 761	-87 690	-82 518
Operating cash <sup>1)</sup>	85 000	85 000	85 000
<b>Capital Employed</b>	<b>994 820</b>	<b>1 008 204</b>	<b>1 010 513</b>
<b>Average on a monthly basis <sup>2)</sup></b>	<b>1 021 562</b>	<b>1 024 869</b>	
<b>EBIT</b>	<b>31 005</b>	<b>30 282</b>	
<b>ROCE</b>	<b>3.0%</b>	<b>3.0%</b>	

<sup>1)</sup> Operating cash means the least amount of available cash to maintain in cash planning and is only considered on Group level.

<sup>2)</sup> Capital employed is the average measured over the preceding 13 months.

*Equity Ratio*

	30.06.2022	31.12.2021
in CHF 000		
Total Equity	646 971	676 735
Total assets excluding right-of-use assets and lease receivables	1 289 387	1 328 210
<b>Equity Ratio</b>	<b>50.2%</b>	<b>51.0%</b>

*Net Working Capital*

	30.06.2022	31.12.2021
in CHF 000		
Trade accounts receivables	56 222	56 180
Inventories	140 134	133 925
Other current receivables	78 821	65 014
Trade accounts payable	-155 096	-149 036
Other current liabilities	-80 761	-87 690
<b>Net Working Capital</b>	<b>39 320</b>	<b>18 393</b>



The next Ordinary General Meeting of shareholders of Valora Holding AG will be held on 30 March 2023.

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**VALORA CORPORATE COMMUNICATIONS**

Hofackerstrasse 40  
4132 MuttENZ, Switzerland  
Phone +41 61 467 24 53  
[media@valora.com](mailto:media@valora.com)

**VALORA CORPORATE INVESTOR RELATIONS**

Hofackerstrasse 40  
4132 MuttENZ, Switzerland  
Phone +41 61 467 21 23  
[ir@valora.com](mailto:ir@valora.com)