



BERENTZEN-GRUPPE  
Thirst for life



# FY 2024 results call

March 27, 2025



“

Through **tradition** and **innovation**,  
**Berentzen** delights people with the  
most diverse beverages **from morning**  
**to evening!**



# The Berentzen Group

## Key Facts

**6**

locations

**1,000+**

products

**181.9**

EURm revenues

**260+**

years of history

**10.6**

EURm EBIT

approx. **50.0**

EURm market cap

approx. **430**

employees

**60+**

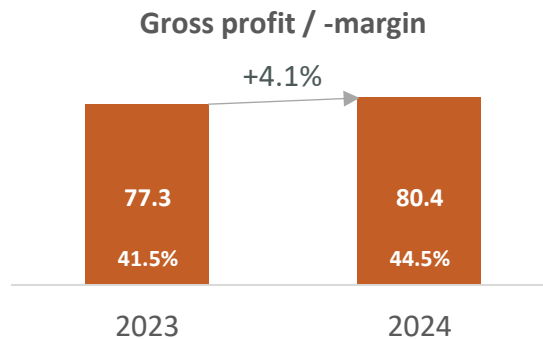
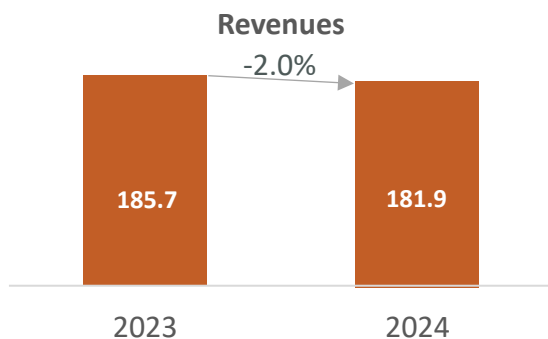
countries



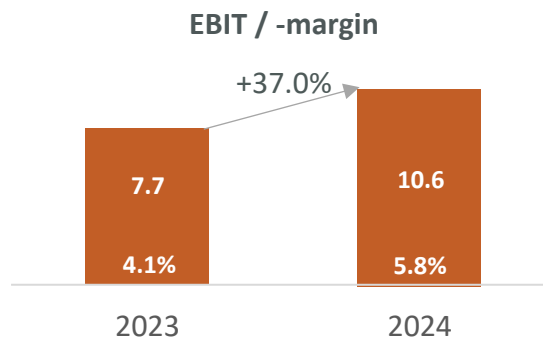
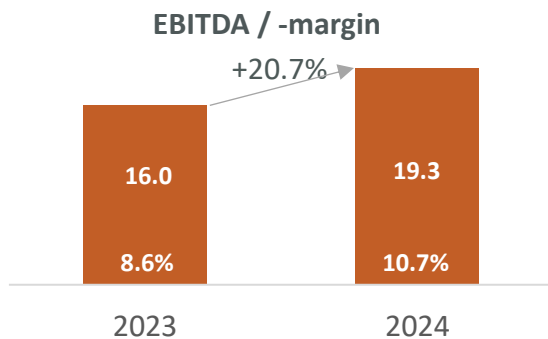


# Financial Highlights FY 2024

## Increased gross profit and -margins



## Strong bottom line development





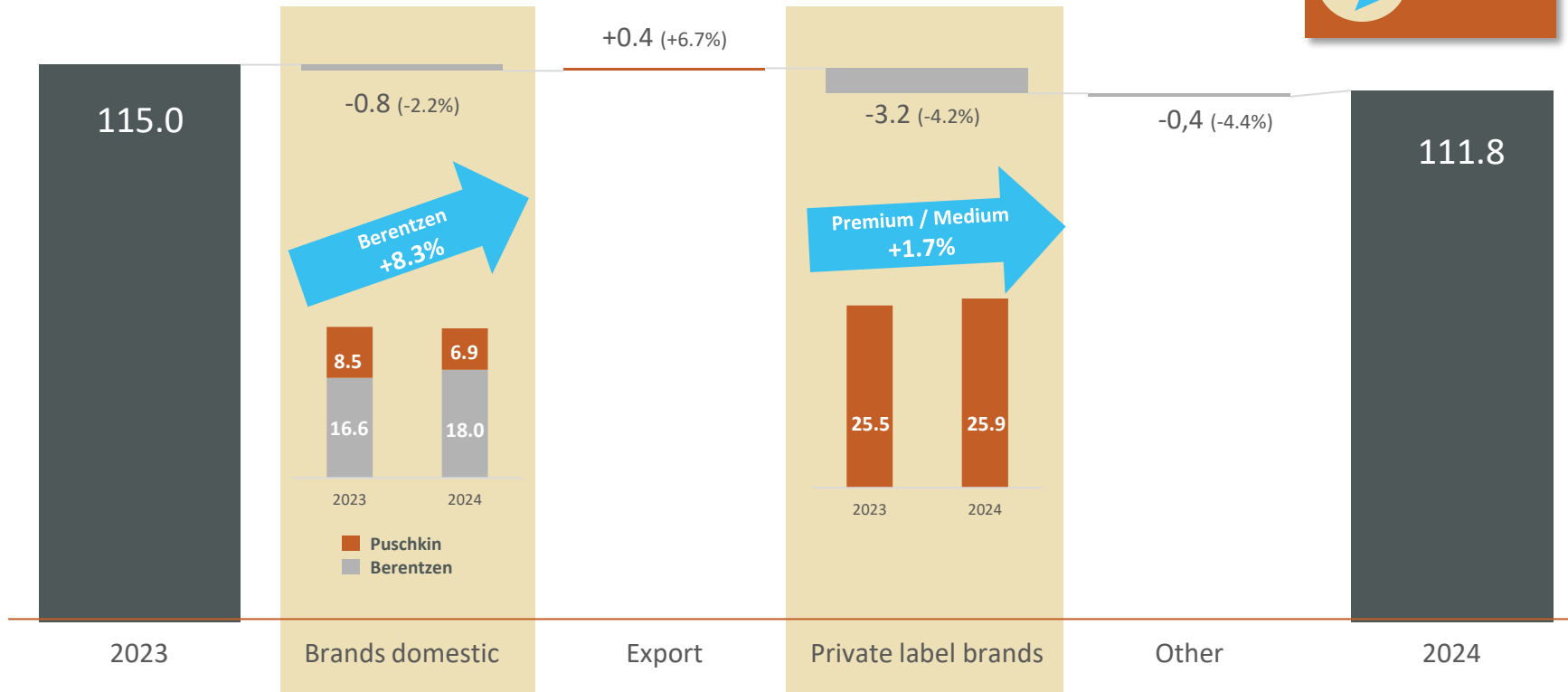
# Spirits<sup>1</sup>

Lower segment revenues, volume driven. Berentzen brand with growth

Development  
2023 > 2024



-2.8%



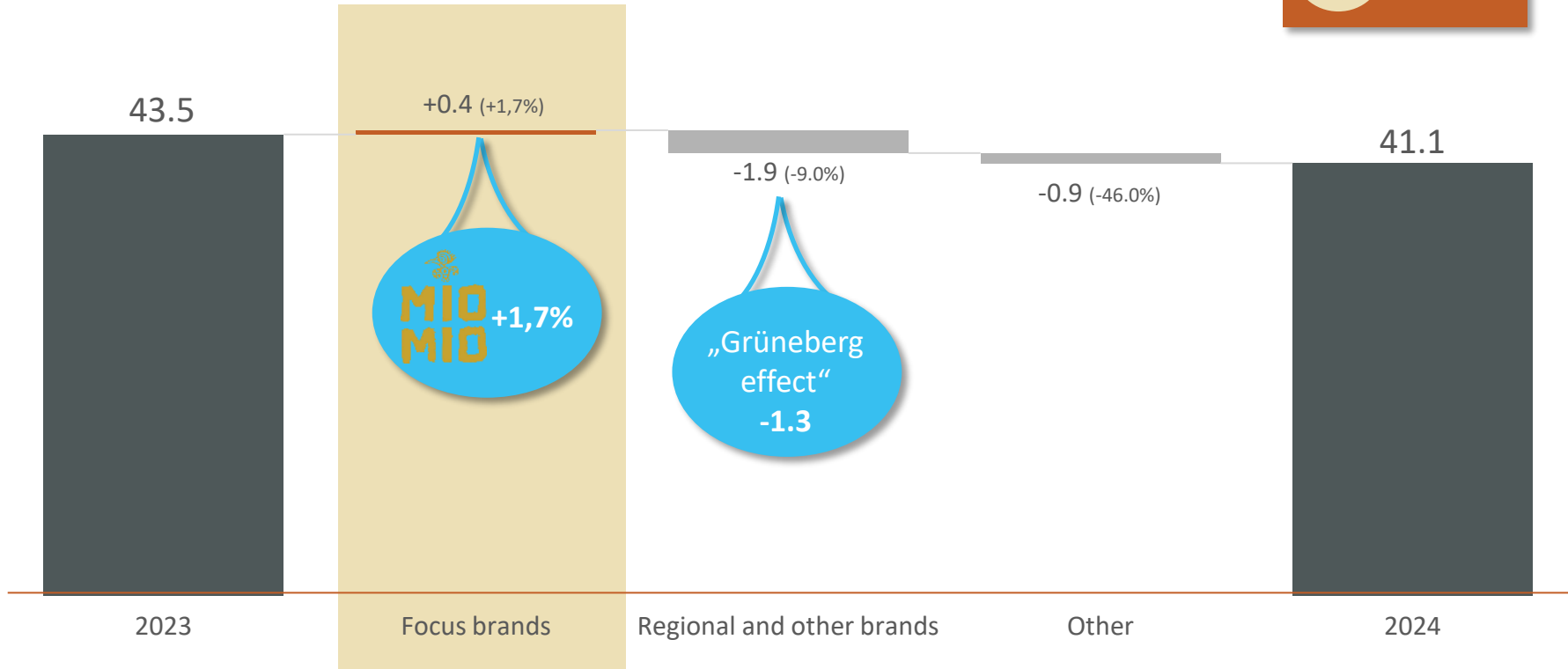


# Non-Alcoholic Beverages<sup>1</sup>

Decreased segment revenues, “Grüneberg effect” among others.  
Mio Mio with slight turnover growth

Development  
2023 > 2024

 -5.5%





# Excursus: Divestment of the Grüneberg production site

## Relief from a burden in terms of earnings and liquidity

### Financial items

Consolidated revenues (2024)	<b>-1.3 EURm</b>
Consolidated revenues (p.a.)	<b>-8 to -10 EURm</b>
Consolidated EBIT from 2026 onwards (p.a.)	<b>Up to +1.0 EURm</b>
CAPEX saved over the next three years	<b>&gt; 12 M€</b>

### Current locations for the production of Mio Mio



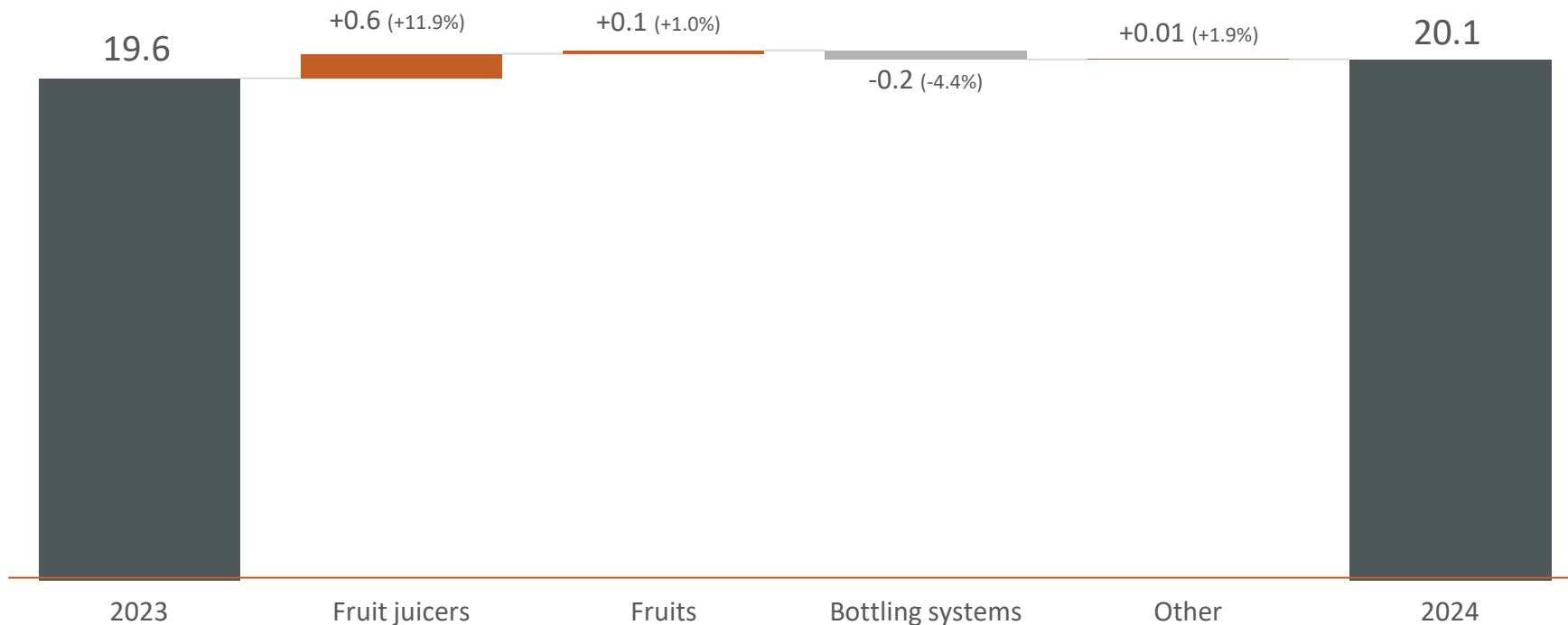




# Fresh Juice Systems<sup>1</sup>

Segment shows slight turnover growth, driven by fruit juicers revenues

Development  
2023 > 2024  
 +2.5%



<sup>1</sup> | Revenue (development) in EURm



# Berentzen Group's P&L 2024 (in EURm)

Exceptional items („Grüneberg“) with huge impacts on consolidated profit

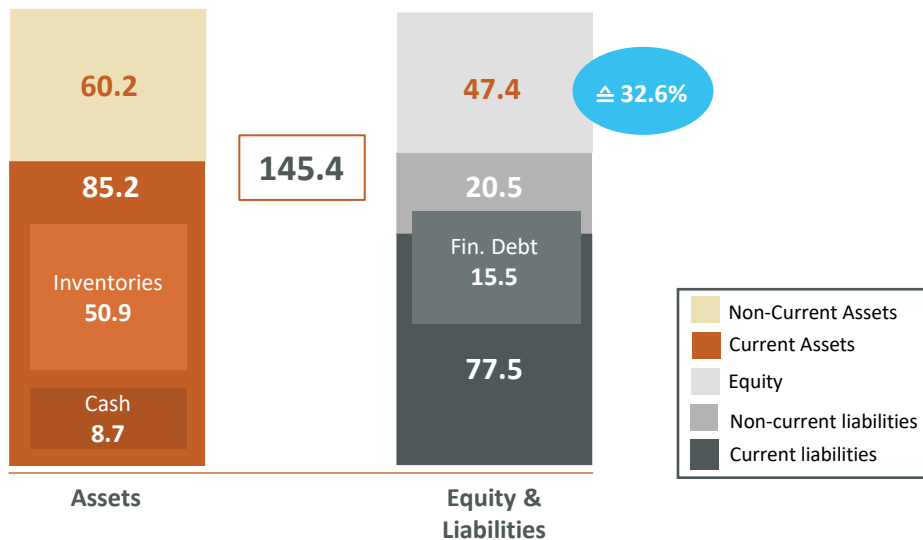
	2024	2023	Change (abs.)	Change (rel.)
<b>Consolidated operating profit (EBIT)</b>	<b>10,553</b>	<b>7,705</b>	<b>+2,848</b>	<b>+37.0%</b>
Gain or loss from the net monetary position in accordance with IAS 29	-1,715	-1,590	-125	-7.9%
Exceptional effects	-4,760	0	-4,760	> -100.0%
Financial result and result from equity interests	-4,622	-4,013	-609	-15.2%
<b>Consolidated profit before taxes</b>	<b>-544</b>	<b>2,102</b>	<b>-1,558</b>	<b>&gt; -100.0%</b>
Income tax expenses	708	1,237	-529	-42.8%
<b>Consolidated profit</b>	<b>- 1,252</b>	<b>865</b>	<b>-2,117</b>	<b>&gt; -100.0%</b>



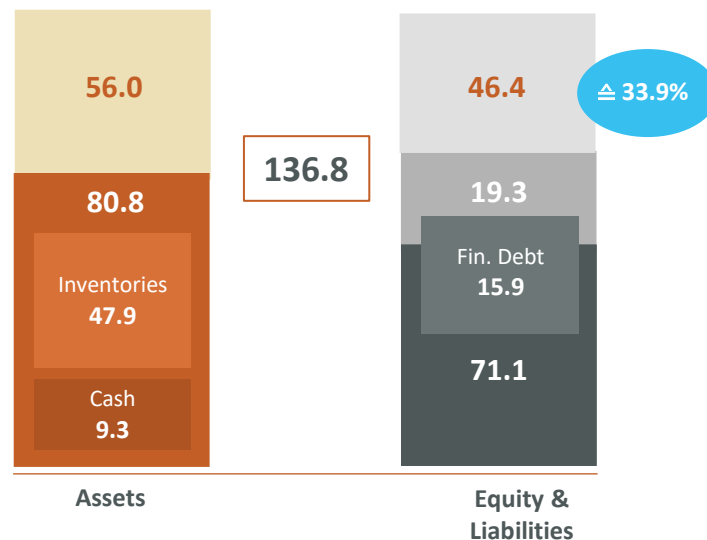
## Balance Sheet (in EURm)

Solid equity- and gearing-ratio. Leaner balance sheet total: effects of “Grüneberg” and of a lower overall working capital level

31.12.2023



31.12.2024



0.43

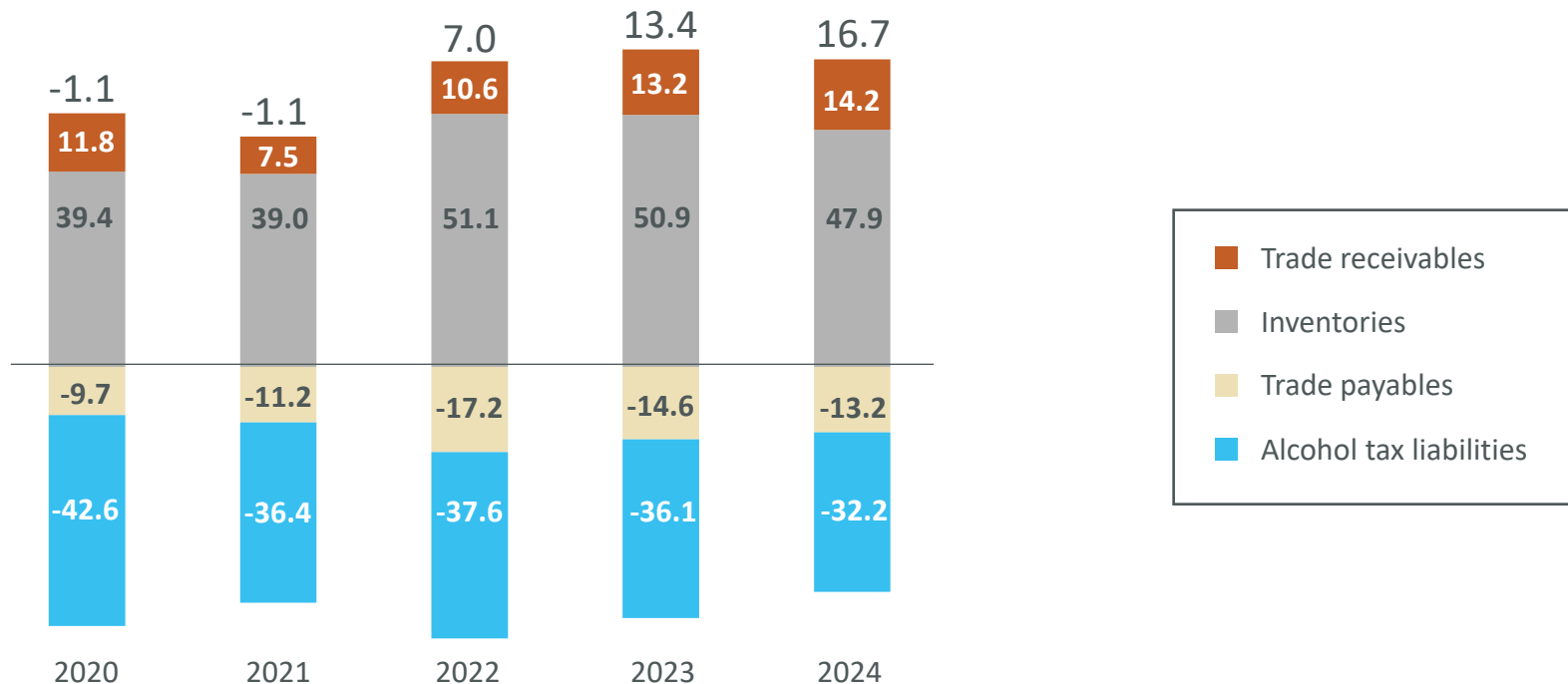
Dynamic gearing ratio

0.34



## Trade Working Capital Development (year end | in EURm)

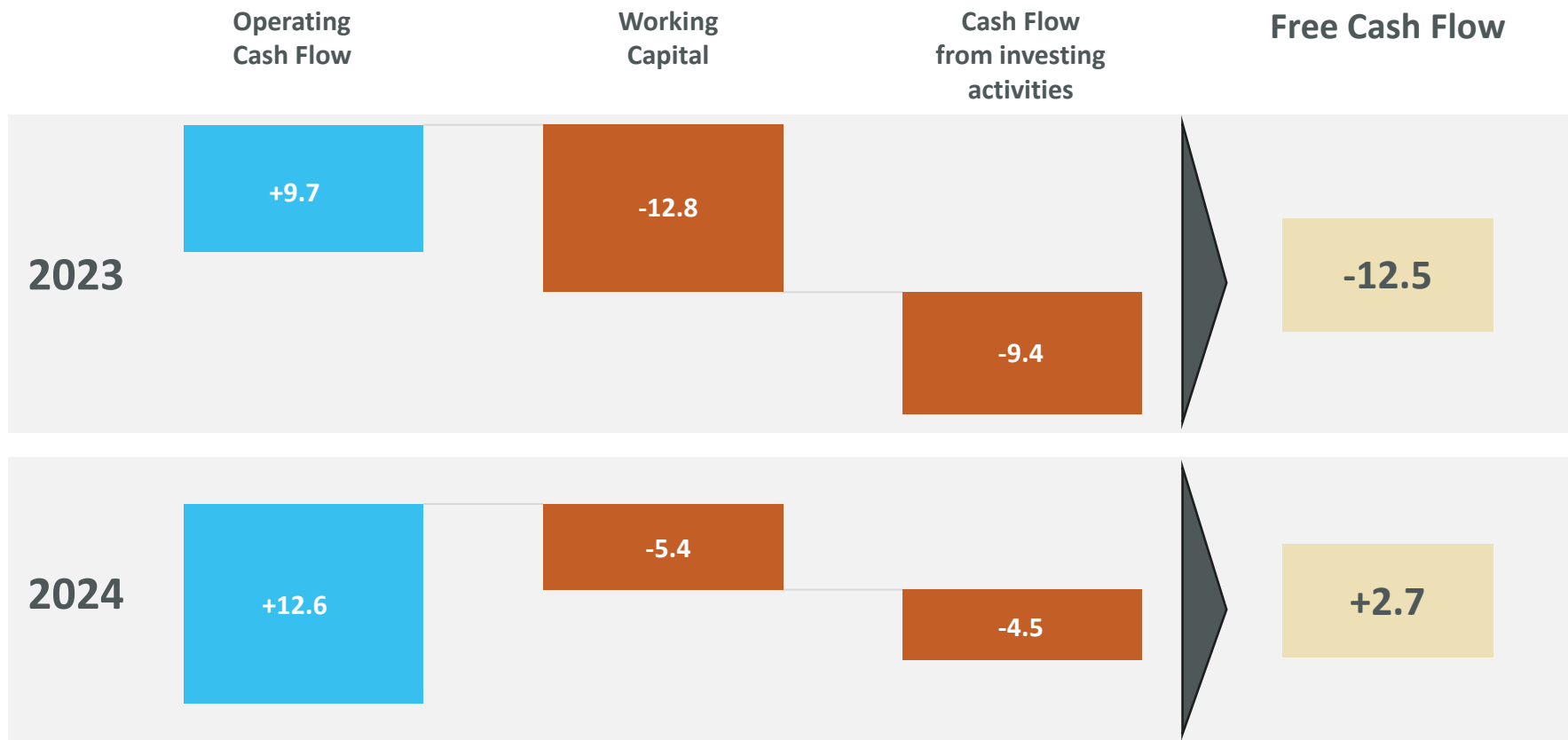
Despite restrictive working capital management, TWC remains at a higher level in comparison to 2021 and before





## Cash Flow (in EURm)

### Positive Free Cash Flow generated in 2024

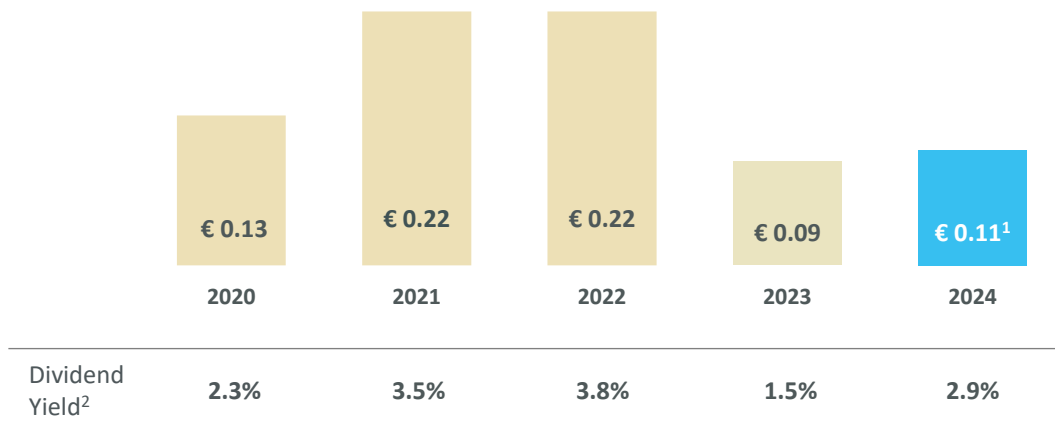




# Dividend

**DPS proposal of 0.11 Euro despite negative consolidated profit due to positive free cash flow and confidence in future development of the Berentzen Group**

## Dividend



1 | Dividend proposal of the Executive Board of Berentzen-Gruppe Aktiengesellschaft

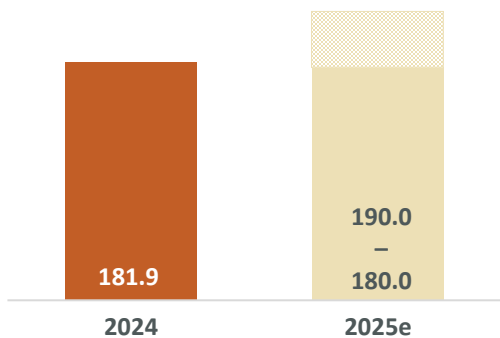
2 | Based on the year end closing price at XETRA



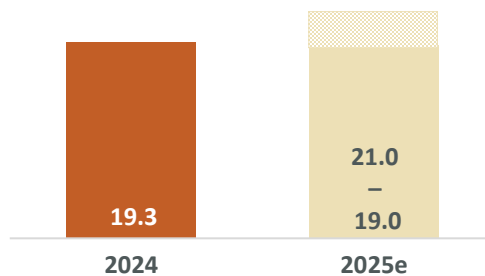
# Estimation 2025 (in EURm)

## Next steps on our way

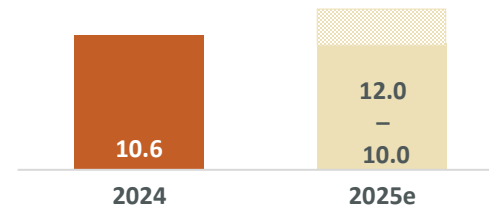
### Revenues



### EBITDA

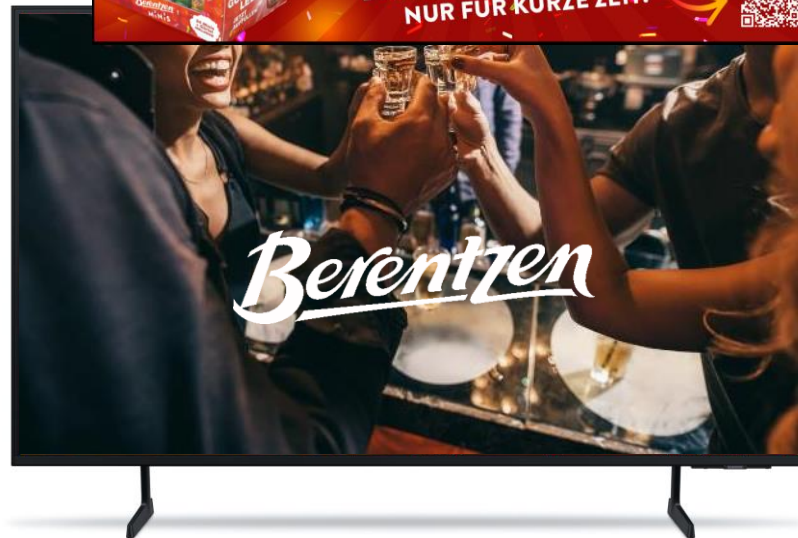


### EBIT





## Major projects 2025







# The Berentzen Group

## Financial calendar 2025<sup>1</sup>

2025	Event
5 February	13. Hamburger Investorentag — HIT
14 February	Preliminary Business Figures for 2024
27 March	Annual Financial Statement and Annual Report 2024
7 May	Interim Report Q1/2025
12 – 14 May	Equity Forum Frühjahrskonferenz 2025
<b>23 May</b>	<b>Virtual Annual General Meeting</b>
13 August	Group Half-Yearly Financial Report
23 October	Interim Report 9M/2024
24 – 26 November	Deutsches Eigenkapitalforum 2025

## Contact

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<sup>1</sup>Conference participations will be regularly added and updated on our corporate website





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