



ORIOR Group

Provisional, unaudited figures for FY 2024

ORIOR



EXCELLENCE IN FOOD

Overview of non-recurring effects and adjustments

Provisional and unaudited¹

| | Total | of which affecting EBITDA | 2024 | 2023 |
|---|-------------------|------------------------------|-------------------|-----------------|
| Discontinuation of site development project | CHF 20–22 million | approx. CHF 8 million | CHF 4–6 million | CHF 2–4 million |
| Inventory valuation difference at Albert Spiess and impairment charges | CHF 20–22 million | approx. CHF 10 million | CHF 6–8 million | CHF 2–4 million |
| Legal disputes at Casualfood | CHF 4–5 million | CHF 4–5 million | CHF 4–5 million | 0 |
| Termination of bulk order at Vaco's Kitchen | CHF 11–12 million | CHF 10–11 million | CHF 10–11 million | 0 |
| Other | CHF 2 million | CHF 2 million | CHF 2 million | 0 |
| Total | CHF 57–63 million | CHF 34–36 million | CHF 26–32 million | CHF 4–8 million |

¹ Subject to final accounting treatment of non-recurring effects and adjustments

Overview of key figures for 2024

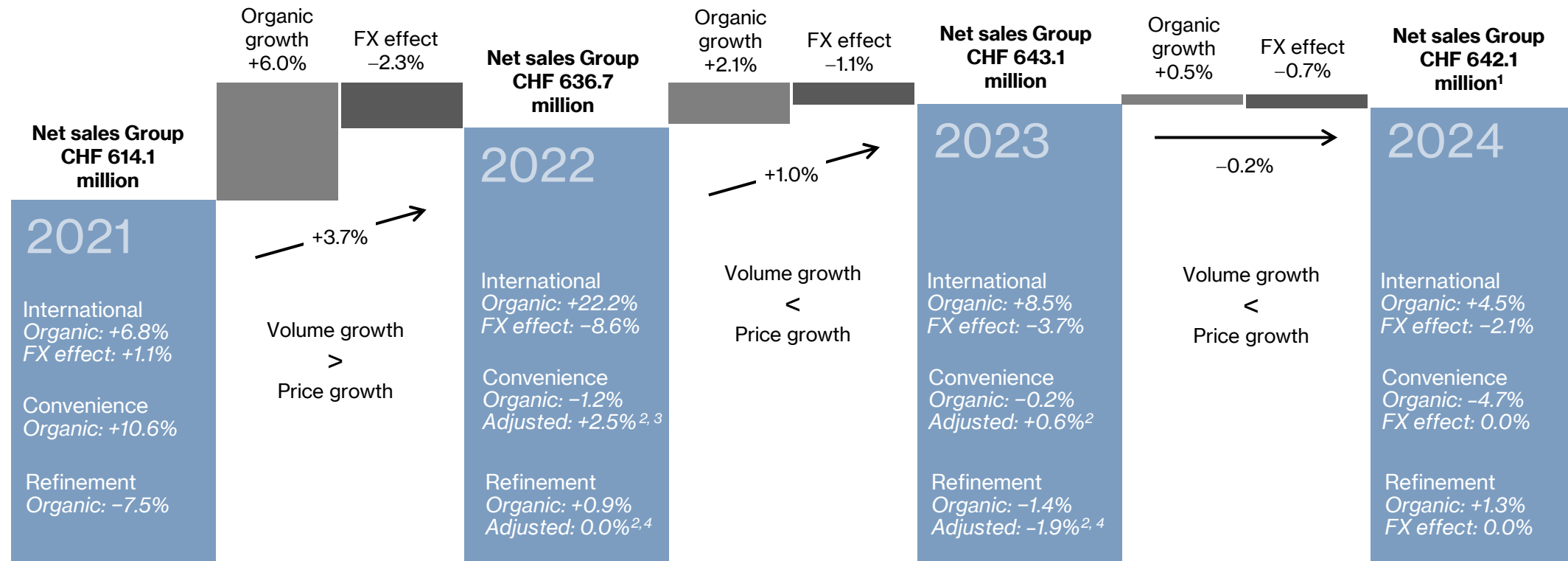
Provisional and unaudited ¹

| | 2024 | 2023 restated |
|------------------------|--|----------------------|
| Net sales | approx. CHF 642 million corresponding to +0.5% organic growth | CHF 643.1 million |
| Adjusted EBITDA | 6.0% to 6.5% | |
| EBITDA | 3.2% to 3.7% | 8.0% to 8.5% |
| CAPEX | CHF 37 to 39 million | CHF 16 to 18 million |
| Net debt | approx. CHF 182 million | CHF 116.9 million |

¹ Subject to final accounting treatment of non-recurring effects and adjustments

Organic growth of 0.5%

Core product group enjoys robust growth, strong Christmas trade



¹ Provisional and unaudited

² Site development: volume transfer of the Convenience segment to the Refinement segment

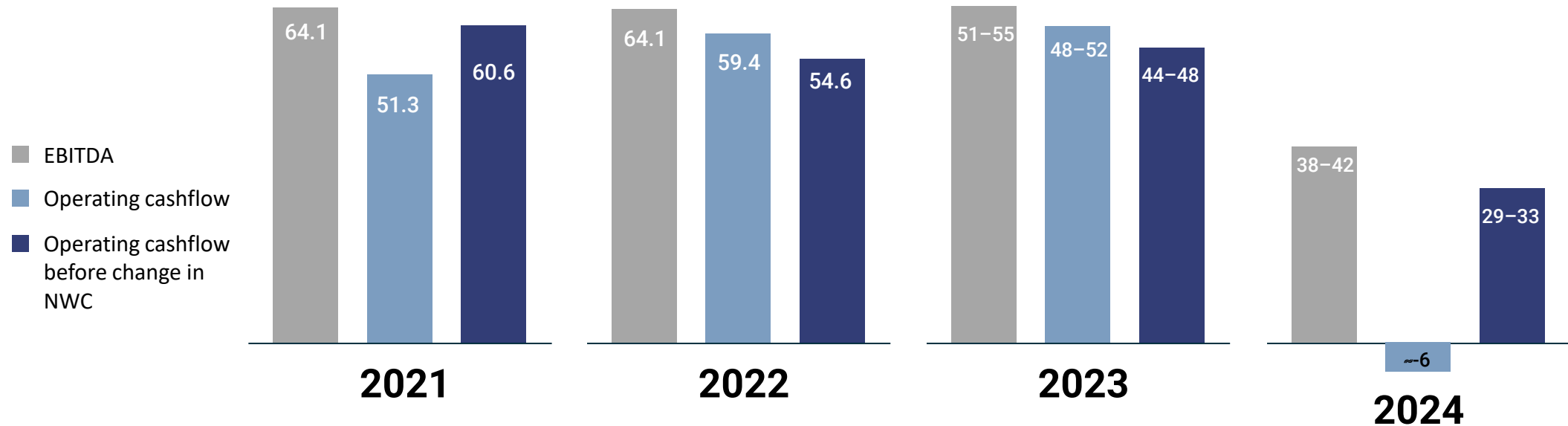
³ Reclassification of sales (intermediary sales) in the Convenience segment of CHF 4.1 million

⁴ Discontinuation of exports to Russia.

Cash conversion strongly driven by NWC measures

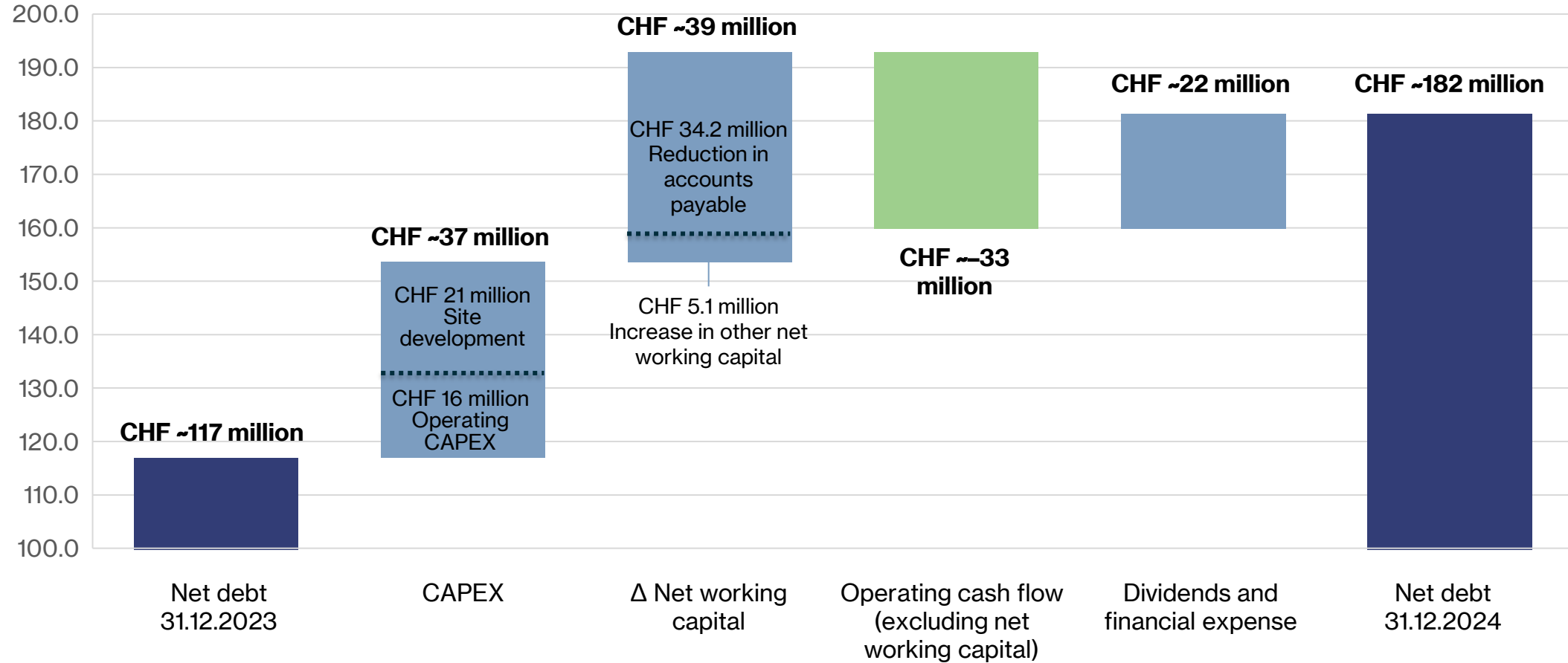
Provisional and unaudited¹

| | | | | |
|--------------------------------------|-------|-------|--------|---------|
| Cash conversion before change in NWC | 94.6% | 85.1% | 85–88% | 76–80% |
| Cash conversion after change in NWC | 80.1% | 92.7% | 93–96% | -14–18% |



¹ Subject to final accounting treatment of non-recurring effects and adjustments

Net debt driven by strategic CAPEX and adjustments



Outlook for 2025

Provisional

| | 2025 |
|--------------------|---|
| Net sales | lower than 2024 (mid-single-digit percentage decrease) Main factors: closure of Olen, sale of gastronomy depots, lost tenders |
| EBITDA in % | stable versus 2024 |
| CAPEX | CHF 18 to 20 million |

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The taste of travelling

Innovative food concepts in flexible formats for travel catering.

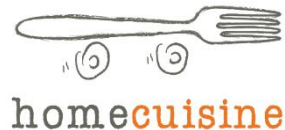




culinor

If you want to be different, let us be delicious

Ready meals, meal components, oven meals, Belgian and Dutch specialities.



A Pinch Of

A Pinch Of

A Pinch Of





cook fine – win time

Poultry and meat convenience foods plus vegetarian and vegan specialities.





Graubünden specialities from the finest

Traditional Bündnerfleisch dry-cured beef, dry-cured ham, dry-cured bacon and Salsiz cured sausage.





Un amore di pasta

Filled and unfilled fresh pasta of all kinds.





Between tradition and innovation

Pâtés and terrines, ready meals, meal components and specialities.





A world of flavour from the Mastri Salumieri

Classic charcuterie of all kinds, flavours of Ticino and specialities.



Biotta®

The Swiss Organic Pioneer

All the goodness of nature in a bottle

All-natural organic vegetable and fruit juices, iced teas and smoothies.



Biotta
SPRIZZ



CICE

GESA® 



Hearty Fürstenländer specialities

Ham and bacon creations, Mostbröckli cured beef and smoked specialities.



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