

**Hagar hf. - Forecast 2027-2036 and valuation as of 1 Mar 2026**

Amounts are in million ISK / %	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
Consolidated basis	28/02/2022	28/02/2023	28/02/2024	28/02/2025	28/02/2026	28/02/2027	28/02/2028	28/02/2029	28/02/2030	28/02/2031	28/02/2032	28/02/2033	28/02/2034	28/02/2035	28/02/2036	
<b>Statement of Comprehensive Income</b>																
Sales .....	135,758	161,992	173,270	180,342	197,043	210,836	224,540	236,890	249,919	263,665	278,166	293,465	309,606	326,634	344,599	
Cost of goods sold .....	-107,317	-131,005	-137,281	-139,238	-147,919	-160,235	-170,651	-180,036	-189,938	-200,385	-214,188	-225,968	-238,397	-251,508	-265,341	
Other operating revenue .....	874	1,997	682	936	1,291	1,381	1,471	1,552	1,637	1,727	1,823	1,923	2,028	2,140	2,258	
Other operating expenses (Other OpEx) .....	-18,797	-20,943	-23,608	-27,302	-32,286	-33,734	-35,926	-37,902	-39,987	-42,186	-44,507	-46,954	-49,537	-52,261	-55,136	
<b>Operating profit before D&amp;A (EBITDA) .....</b>	<b>10,518</b>	<b>12,041</b>	<b>13,063</b>	<b>14,738</b>	<b>18,129</b>	<b>18,248</b>	<b>19,434</b>	<b>20,503</b>	<b>21,631</b>	<b>22,821</b>	<b>21,294</b>	<b>22,465</b>	<b>23,701</b>	<b>25,004</b>	<b>26,380</b>	
Depreciation and amortisation .....	-4,241	-4,453	-5,028	-5,351	-6,278	-7,010	-6,918	-7,049	-7,292	-7,683	-8,096	-8,532	-8,991	-9,476	-9,988	
Changes in value of investment property .....	0	0	0	1,042	-410	365	379	296	305	314	323	333	343	353	364	
<b>Operating profit (EBIT) .....</b>	<b>6,277</b>	<b>7,588</b>	<b>8,035</b>	<b>10,429</b>	<b>11,441</b>	<b>11,603</b>	<b>12,896</b>	<b>13,750</b>	<b>14,644</b>	<b>15,451</b>	<b>13,521</b>	<b>14,267</b>	<b>15,053</b>	<b>15,882</b>	<b>16,756</b>	
Net finance cost .....	-1,503	-1,887	-2,621	-2,988	-3,597	-3,278	-3,173	-3,311	-3,324	-3,411	-3,606	-3,831	-3,988	-4,149	-4,317	
Share of profit of associates .....	209	392	697	981	1,205	1,262	1,326	1,394	1,465	1,539	1,618	1,700	1,787	1,878	1,974	
<b>Profit before tax and OCI .....</b>	<b>4,983</b>	<b>6,093</b>	<b>6,111</b>	<b>8,422</b>	<b>9,049</b>	<b>9,586</b>	<b>11,049</b>	<b>11,833</b>	<b>12,784</b>	<b>13,579</b>	<b>11,533</b>	<b>12,135</b>	<b>12,851</b>	<b>13,611</b>	<b>14,412</b>	
Income tax .....	-982	-1,144	-1,067	-1,392	-1,655	-1,665	-1,945	-2,088	-2,264	-2,408	-1,983	-2,087	-2,213	-2,346	-2,488	
Other comprehensive income .....	0	0	0	3,669	347	0	0	0	0	0	0	0	0	0	0	
<b>Total comprehensive income .....</b>	<b>4,001</b>	<b>4,949</b>	<b>5,044</b>	<b>10,699</b>	<b>7,741</b>	<b>7,921</b>	<b>9,104</b>	<b>9,745</b>	<b>10,520</b>	<b>11,171</b>	<b>9,550</b>	<b>10,048</b>	<b>10,638</b>	<b>11,264</b>	<b>11,925</b>	
<b>Financial Ratios</b>																
Sales, chg. in % .....	13.5%	19.3%	7.0%	4.1%	9.3%	7.0%	6.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	5.5%	
Gross profit margin in % (GM) □.....	20.9%	19.1%	20.8%	22.8%	24.9%	24.0%	24.0%	24.0%	24.0%	24.0%	23.0%	23.0%	23.0%	23.0%	23.0%	
Other operating expenses / sales .....	13.8%	12.9%	13.6%	15.1%	16.4%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	16.0%	
EBITDA % .....	7.7%	7.4%	7.5%	8.2%	9.2%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	8.7%	
Depreciation and amortisation % .....	13.3%	14.3%	14.9%	12.2%	11.2%	12.0%	12.0%	12.0%	12.0%	12.0%	12.0%	11.9%	11.9%	11.9%	11.9%	
EBIT % .....	4.6%	4.7%	4.6%	5.8%	5.8%	5.5%	5.7%	5.8%	5.9%	5.9%	4.9%	4.9%	4.9%	4.9%	4.9%	
Interest rate on loans 1) .....	7.1%	9.1%	10.6%	9.1%	8.6%	7.8%	7.2%	6.6%	6.6%	6.6%	6.6%	6.6%	6.6%	6.6%	6.6%	
Return on equity (ROE) 2) .....	17.0%	20.4%	19.9%	38.6%	21.4%	19.7%	21.3%	21.8%	22.5%	22.8%	18.6%	19.0%	19.3%	19.6%	20.0%	
<b>Financial Position</b>																
Non-current assets .....	45,064	50,502	57,042	82,372	90,381	88,202	102,832	104,447	108,448	112,660	117,094	121,762	126,676	131,850	137,297	
Current assets .....	20,128	21,505	21,129	23,160	24,865	26,600	28,455	30,295	31,837	33,571	35,632	37,641	39,683	41,848	44,130	
<b>Total assets .....</b>	<b>65,192</b>	<b>72,007</b>	<b>78,171</b>	<b>105,532</b>	<b>115,246</b>	<b>114,801</b>	<b>131,287</b>	<b>134,742</b>	<b>140,285</b>	<b>146,231</b>	<b>152,726</b>	<b>159,403</b>	<b>166,359</b>	<b>173,698</b>	<b>181,427</b>	
Equity .....	26,726	27,931	28,954	38,489	42,779	47,400	50,168	52,629	55,353	58,109	58,721	61,130	63,729	66,483	69,396	
Non-current liabilities .....	20,950	21,101	23,330	37,463	39,291	39,062	50,097	47,548	49,294	50,636	54,883	56,669	58,929	61,228	63,647	
Current liabilities .....	17,516	22,975	25,887	29,580	33,176	28,339	31,022	34,565	35,638	37,487	39,122	41,604	43,700	45,987	48,383	
<b>Total equity and liabilities .....</b>	<b>65,192</b>	<b>72,007</b>	<b>78,171</b>	<b>105,532</b>	<b>115,246</b>	<b>114,801</b>	<b>131,287</b>	<b>134,742</b>	<b>140,285</b>	<b>146,231</b>	<b>152,726</b>	<b>159,403</b>	<b>166,359</b>	<b>173,698</b>	<b>181,427</b>	
<b>Valuation - ISK</b>																
Wtd. avg. shares (m) .....	1,151	1,125	1,098	1,087	1,094	1,089	1,089	1,089	1,089	1,089	1,089	1,089	1,089	1,089	1,089	
Total comp. income (million ISK) .....	4,001	4,949	5,044	10,699	7,741	7,921	9,104	9,745	10,520	11,171	9,550	10,048	10,638	11,264	11,925	
EPS (including OCI) .....	3.5	4.4	4.6	9.8	7.1	7.3	8.4	8.9	9.7	10.3	8.8	9.2	9.8	10.3	11.0	
DPS .....	1.3	2.0	2.3	2.3	2.3	3.0	5.8	6.7	7.2	7.7	8.2	7.0	7.4	7.8	8.3	
BPS .....	23.5	25.0	26.7	35.1	39.3	43.5	46.1	48.3	50.8	53.4	53.9	56.1	58.5	61.0	63.7	
<b>Sensitivity analysis</b>																
		Other OpEx / sales 2027-2036			Residual earnings ...	3.6	3.3	4.0	4.3	4.8	5.2	3.4	3.8	4.2	4.5	4.8
		17.0%	16.0%	15.0%												
GM		22.5%	43.7%	72.2%	Discount rate .....	10.0%	1.1	1.2	1.3	1.5	1.6	1.8	1.9	2.1	2.4	2.6
		23.5%	72.1%	100.5%												
2027-2036		24.5%	100.5%	128.9%	Present value of RE ..	3.0	3.3	3.3	3.3	3.2	3.2	1.9	2.0	1.9	1.9	1.9
		23.5%	72.1%	100.5%												
Key figures		2022-2026	2027-2036	Total PV of RE .....	25.7	PV of CV .....	35.5	Continuing value (CV): RE 2036 x (1 + 4.5%) / (10% - 4.5%) =								92.1
		2022-2026	2027-2036													
Sales, chg.		10.5%	5.7%	BV per share 1.3.2026	39.3	Eilifðarvöxtur								4.5%		
GM		21.7%	23.5%													
Cost ratio		14.4%	16.0%	Outstanding shares ..	1,089 million	Equity value on 1.3.2026 (ISK million)								109,465		
EBIT		5.1%	5.3%													
Avg. ROE		23.5%	20.5%													

1) Interest rate on loans = Finance expenses ÷ [(Interest-bearing liabilities 1 Mar + 28 Feb) / 2]  
 2) ROE = Total comprehensive income ÷ [Equity at 1 Mar - (9/12 × Dividends) ± (6/12 × Other changes)]