

A photograph of three women sitting on a dark green corduroy sofa in a modern lounge. The woman on the left has dark hair and is wearing a white knit top and light-colored trousers. The woman in the middle has blonde hair in a bun, is wearing a black leather jacket over a white shirt and light-colored trousers, and is holding a glass of whisky. The woman on the right has blonde hair and is wearing a bright green silk blouse and grey trousers. They are all smiling and laughing. The background features indoor plants and striped lampshades.

Scandic

Your friend in town

Q4 REPORT FEBRUARY 14, 2024

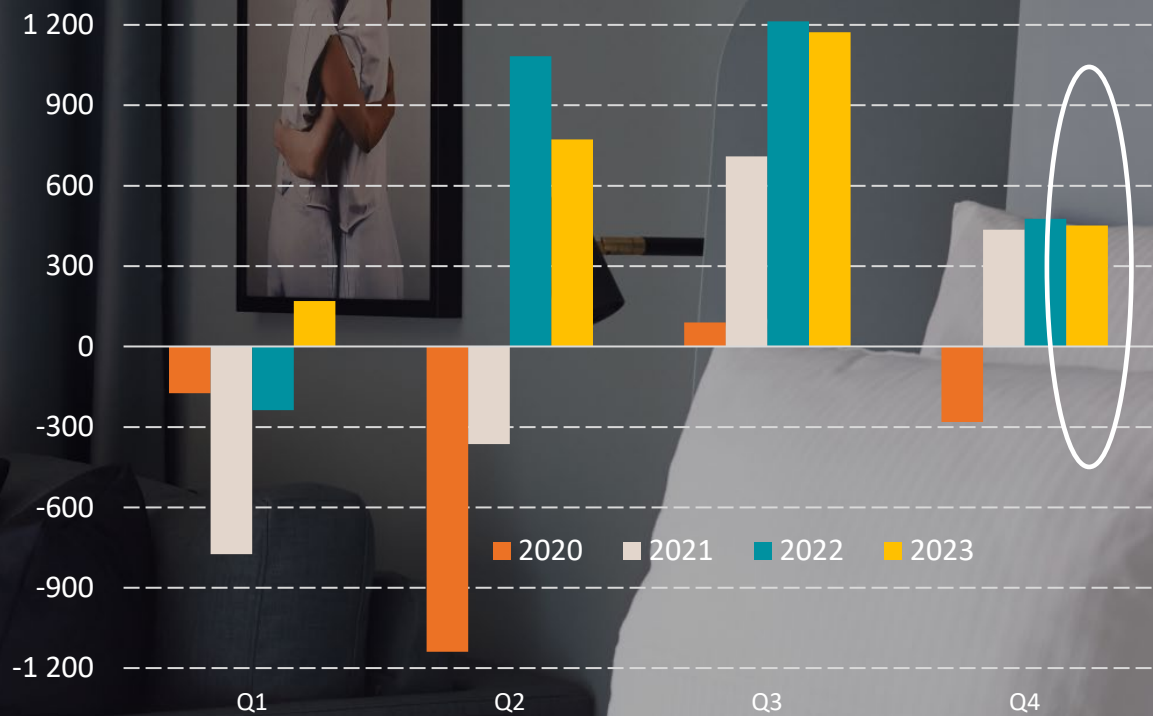


Scandic Park, Sweden

GOOD FOURTH QUARTER

- Improved net sales and solid results
- Good demand from corporate and leisure
- Increased occupancy and prices on all markets
- Accelerated pace to enhance guest journey and efficiency
- Continued expansion in Germany
- Buyback of convertible bond – reduced potential dilution

QUARTERLY ADJUSTED EBITDA



SOLID RESULTS

- Adjusted EBITDA of 451 (476) MSEK
- Excl. one-offs, results in line with the fourth quarter last year
- Commercial performance and high efficiency



Scandic Grand Central, Stockholm

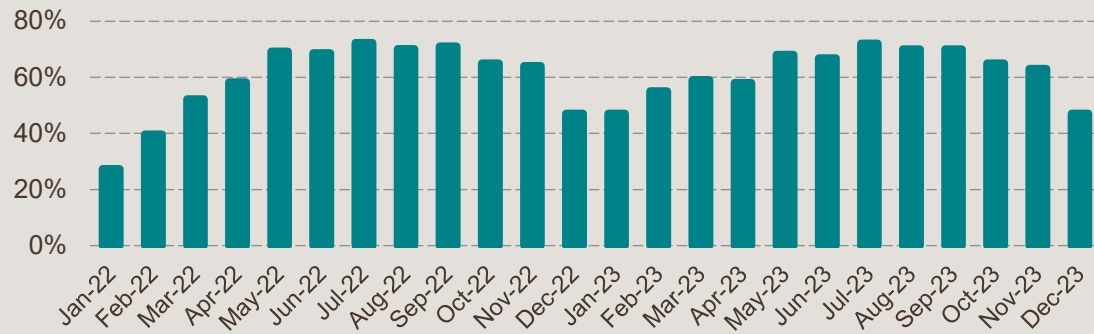
NEW RECORD YEAR

- Net sales and adjusted EBITDA on all-time high
- Resilient market with high demand and increasing prices
- Key steps taken to further improve guest experiences
- Ramped-up activity level within portfolio development
- Strong cash flow generation and financial position
- The board proposes that no dividend is to be paid

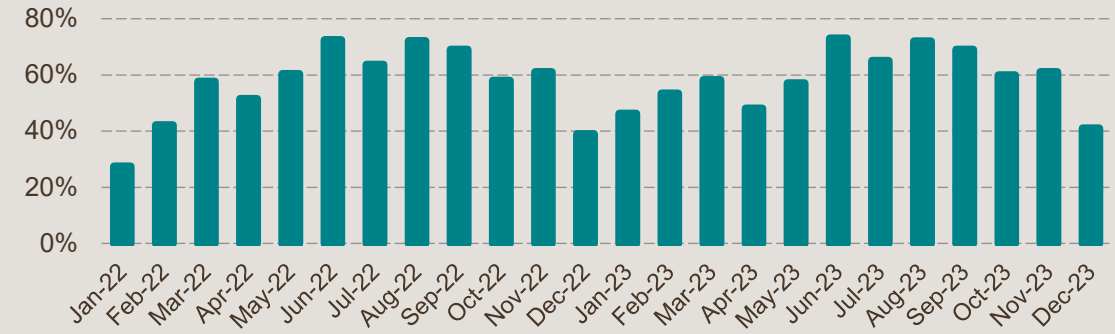
GOOD DEMAND IN ALL OUR MARKETS

MARKET OCCUPANCY

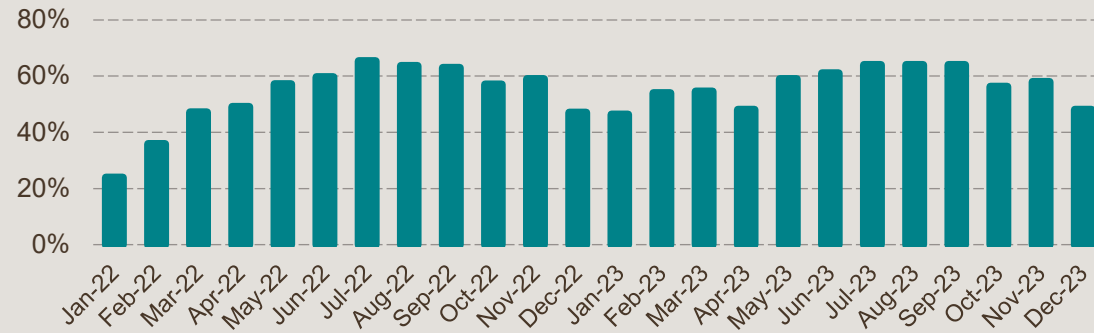
SWEDEN



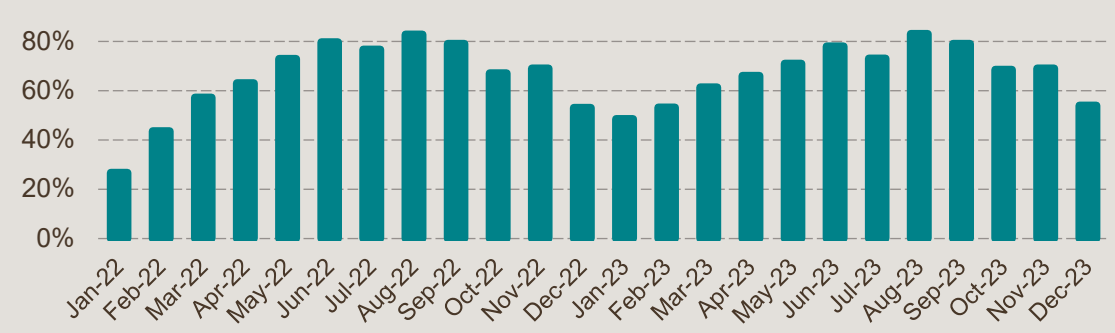
NORWAY



FINLAND

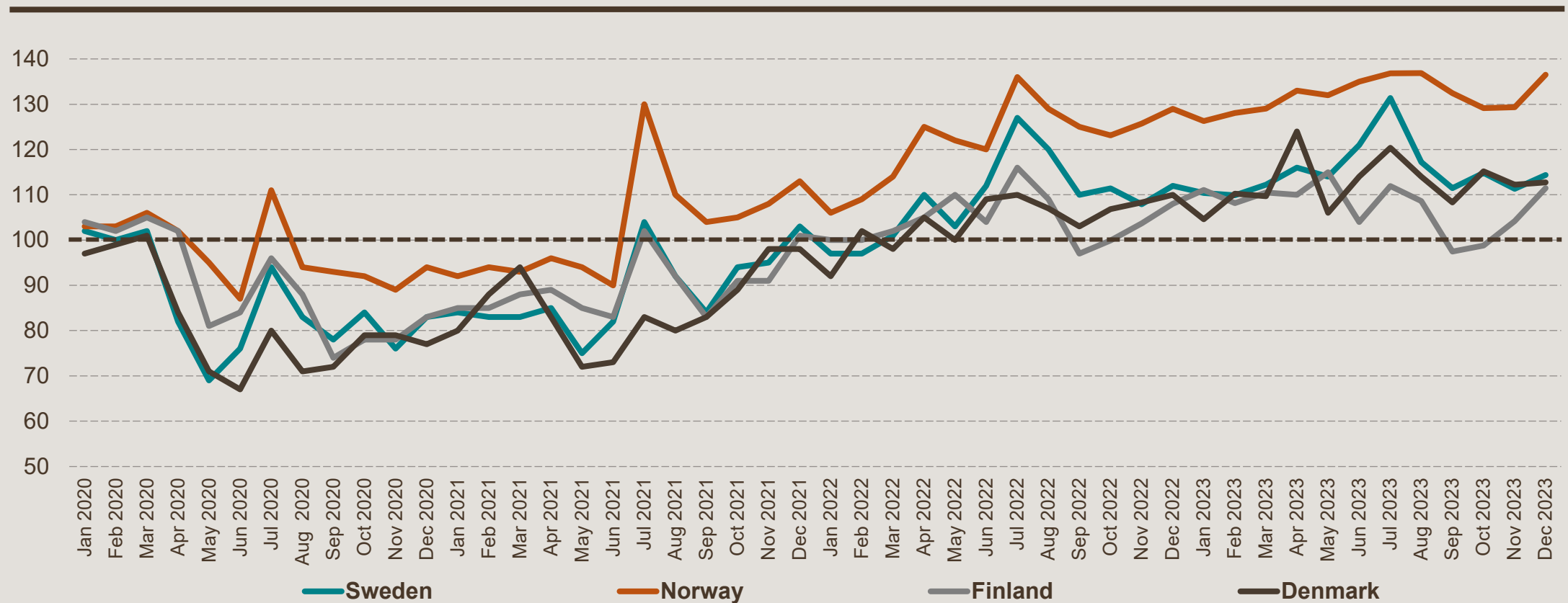


DENMARK



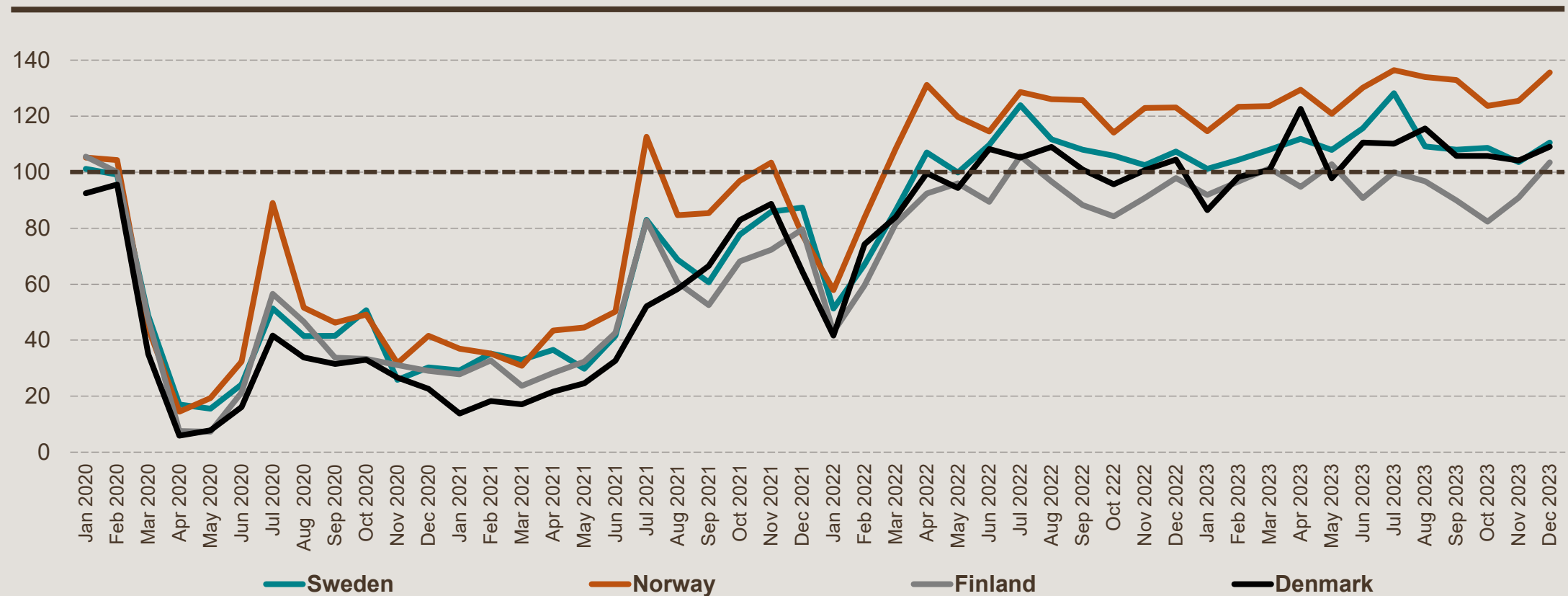
POSITIVE PRICE DEVELOPMENT

MARKET AVERAGE ROOM RATE DEVELOPMENT
INDEXED TO CORRESPONDING MONTH 2019



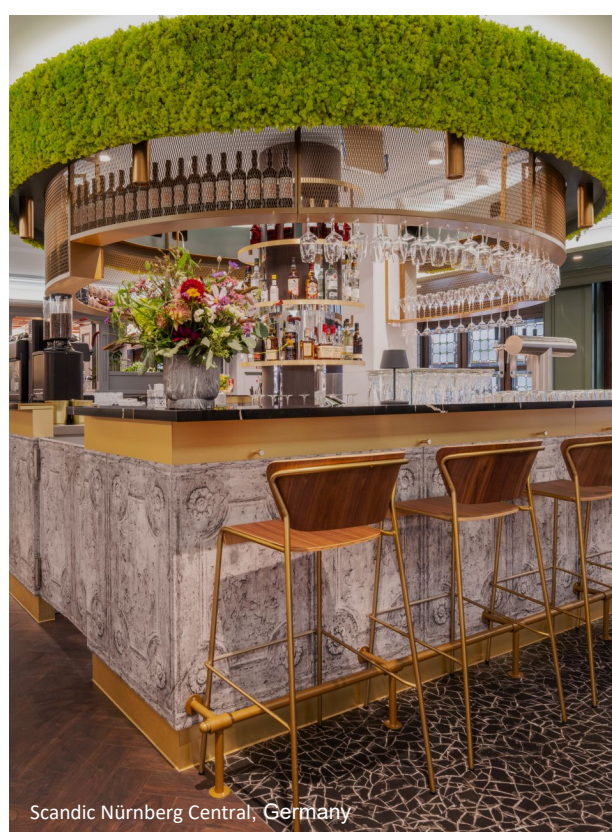
REVPAR ON CONTINUED HIGH LEVELS

MARKET REVPAR INDEXED TO CORRESPONDING MONTH 2019





Scandic Nürnberg Central, Germany



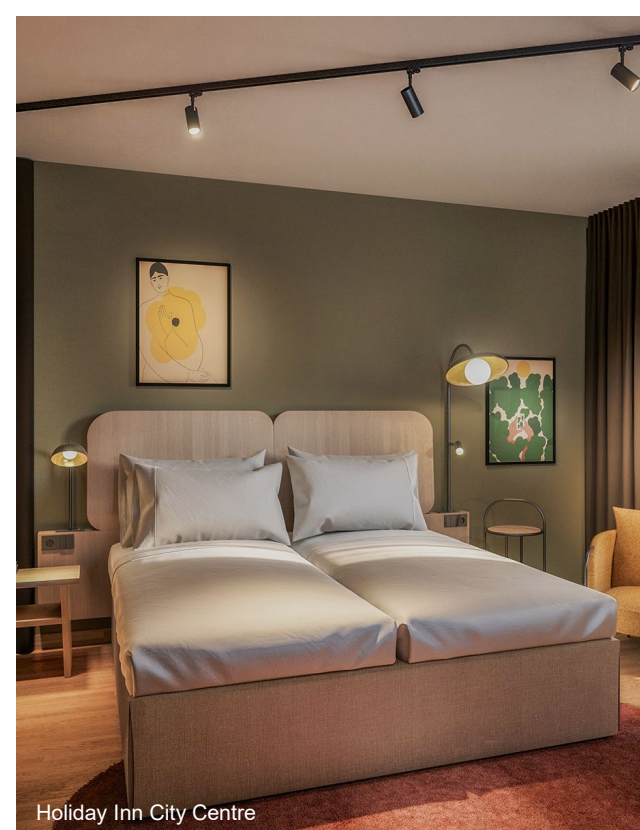
Scandic Nürnberg Central, Germany

NEW SIGNING IN Q4

- 311-room hotel in Nürnberg, Germany
- Scandic to open the hotel on March 1, 2024
- Recently fully renovated and reopened in the fall of 2023
- Top location near the historic district and central station
- The hotel will be certified by the Nordic Swan Ecolabel



Scandic Nürnberg Central, Germany



Holiday Inn City Centre



Holiday Inn City Centre

SCANDIC TO REBRAND HOTEL IN HELSINKI

- New long-term agreement with landlord Exilion
- 174-room Holiday Inn Hotel to be converted and rebranded to Scandic in 2025
- Located in downtown Helsinki, perfectly situated for leisure and corporate travelers
- To be completely renovated and recertified by the Nordic Swan Ecolabel



Holiday Inn City Centre

RAMPING UP THE PORTFOLIO ACTIVITY

Pipeline as of December 31, 2023

Year	Hotel	Destination		No. of rooms
Q1 2024	Scandic Nürnberg Central	Nürnberg, Germany	New	311
Q3 2024	Scandic Go Sankt Eriksgatan	Stockholm, Sweden	New	221
Q3 2025	Signature Collection, Tromsø	Tromsø, Norway	New	305
Q2 2026	Scandic, Ski	Oslo, Norway	New	220
Q4 2026	Signature Collection, Aarhus	Aarhus, Denmark	New	342
Q1 2028	Scandic, Garden Helsinki	Helsinki, Finland	New	227
Q1 2028	Scandic Go Garden Helsinki	Helsinki, Finland	New	232
				1,858
	Ongoing extensions			192
	Closed for renovation ¹			513
	Exits			-425
	Total net pipeline			2,138



Scandic Svolvær, Norway

1) Refers to the existing hotels Scandic Södra Kajen and Scandic Norra Bantorget that are closed for renovation.

FINANCIAL UPDATE

MSEK	Net sales		Adjusted EBITDA		Adjusted EBITDA margin	
	Q4 2023	Q4 2022	Q4 2023	Q4 2022	Q4 2023	Q4 2022
Sweden	1,641	1,658	225	221	13.7%	13.3%
Norway	1,469	1,503	170	194	11.6%	12.9%
Finland	1,283	1,196	130	124	10.1%	10.4%
Other Europe	1,017	871	72	55	7.1%	6.3%
Central costs and group adj.	-	-	-146	-118	-	-
Group	5,410	5,228	451	476	8.3%	9.1%
Adjusted for one-offs			468	476	8.7%	9.2%

IMPROVED NET SALES AND SOLID RESULTS

- Net sales increased 3.5 % to 5,410 MSEK (5,228)
- Adj. EBITDA of 451 MSEK (476)
- Excl. one-offs, adj. EBITDA reached 468 MSEK (476)
- Increased central costs related to an overall higher development pace within commercial and digitalization

MSEK	Net sales		Adjusted EBITDA		Adjusted EBITDA margin	
	2023	2022	2023	2022	2023	2022
Sweden	6,644	6,053	995	876	15,0%	14.4%
Norway	6,180	6,039	1,011	1,171	16.4%	19.4%
Finland	4,998	4,089	540	383	10.8%	9.4%
Other Europe	4,113	3,049	494	442	12.0%	14.5%
Central costs and group adj.	-	-	-474	-335	-	-
Group	21,935	19,230	2,566	2,536	11.7%	13.2%
Adjusted for one-offs			2,492	2,103	11.4%	11.1%

NEW RECORD YEAR

- Net sales increased 14.1% to 21,935 MSEK (19,230)
- Adj. EBITDA of 2,566 MSEK (2,536)
- Excl. one-offs, adj. EBITDA increased to 2,492 MSEK (2,103)
- Excl. one-offs, margin improved to 11.4% (11.1)

MSEK	Q4 2023	Jan-Dec 2023
Adjusted EBITDA	451	2,566
Change in working capital	315	-192
Paid tax	-15	-109
Interest paid	-32	-57
Pre-opening costs & other items	41	67
Cash flow from operations	760	2,275
Investments in existing operations	-208	-493
Free cash flow before expansion capex	552	1,782
Expansion capex	-3	-28
Free cash flow	549	1,754

STRONG CASH FLOW

- Free cash flow of 549 MSEK in Q4 and 1,754 MSEK in 2023
- Change in working capital impacted by repayment of variable rent debts for 2022 of 715 MSEK

FINANCING ITEMS

DEBT

- Net debt of 1,503 MSEK¹
- Net debt/adjusted EBITDA of 0.6x (0.2x excluding the convertible bond)
- Total credit facility of 3,450 MSEK

WORKING CAPITAL

- Liabilities related to variable rent of approximately 430 MSEK to be settled in first half of 2024

CONVERTIBLE BOND

- Completed buyback of convertible bonds for a nominal amount of 590 MSEK
- Potential dilution decreased from 17.8% to 12.7% of total share capital
- Maturity in October 2024, conversion price = 43.36 SEK

1) Includes the convertible bond of 1,109 MSEK and 758 MSEK in other interest-bearing liabilities related to deferred VAT payments and social security contributions in Sweden.

CONCLUDING REMARKS



Scandic Group Head Office, Sweden

OUTLOOK

- Positive view on 2024 with bookings in line with last year
- Based on current booking situation, we expect a first quarter with slightly lower occupancy than last year (due to earlier easter) at higher price levels
- With strong financials, we continue to increase pace and investments for the future
- Sharp focus on efficiency and cost-control



Scandic

A woman with long, light brown hair is sitting on a white windowsill. She is wearing a white, long-sleeved, button-down shirt and blue denim jeans. She is smiling and looking out the window to her right. The window is open, and she is holding a small white object in her hands. Outside the window, a multi-story building with many windows is visible. The scene is brightly lit, suggesting daytime. The word "APPENDIX" is overlaid in large, white, bold, sans-serif capital letters across the center of the image.

APPENDIX

NET FINANCIAL ITEMS, REPORTED VS. CASH FLOW

MSEK	Q4 2023	Jan-Dec 2023
Total financial net, reported	-528	-2,064
of which interest expenses, IFRS 16	-428	-1,734
Financial net excl. IFRS 16	-100	-330
Adjustments to paid financial items		
Interest expenses, convertible bond (non-cash)	37	163
Timing difference, interest on bank loans	-23	6
Other	31	39
Total adjustments	45	208
Cash financial items, net	-55	-122

- Reported financial net of -528 MSEK incl. IFRS 16 and -100 MSEK excl. IFRS 16
- Non-cash convertible interest amounted to 37 MSEK
- Interest on bank loans -23 MSEK
- Cash financial items totaled -55 MSEK