PACK & PERFORM

Interim report Q3 2022

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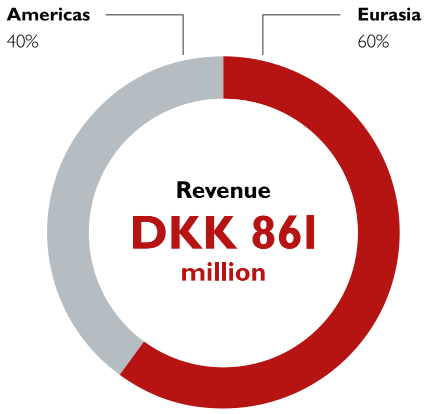
Forward-looking statements

The forward-looking statements in this interim report reflect Hartmann's current expectations for future events and financial results. Such statements are inherently subject to uncertainty, and actual results may therefore differ from expectations. Factors which may cause the actual results to deviate from expectations include general economic developments and developments in the financial markets, changes or amendments to legislation and regulation in Hartmann's markets, changes in demand for products, competition and the prices and supply of raw materials. See the sections on market fluctuations and risk management in this interim report and note 28 of the 2021 annual report.

Q3 2022 highlights

Hartmann lifted revenue and secured positive earnings in Q3 2022 despite all-time high energy prices, continued paper price increases, general inflationary pressure and challenging macroeconomic conditions. Hartmann specifies revenue and profitability expectations to the upper end of the previously announced guidance. Hartmann maintained market share in Q3 2022.



Revenue

DKK 861 million

DKK 609 million in Q3 2021

Revenue increased significantly mainly due to higher average selling prices across Hartmann's markets to offset rising energy prices and cost inflation.

Growth was realised across markets based on stable sales volumes in Eurasia and volume growth in Americas.

Profit margin

2.9%

2.2% in Q3 2021

Earnings and profitability grew as cost inflation and increasing energy and recycled paper prices were countered through increased selling prices in Q3 2022.

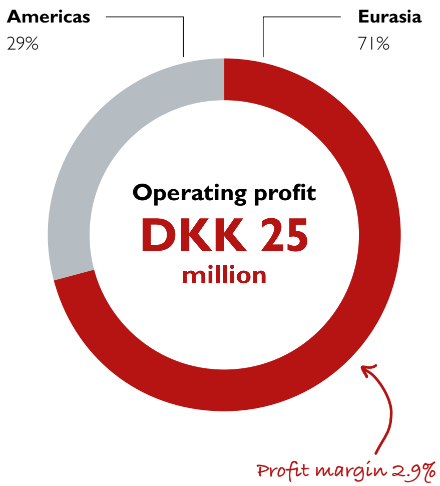
Earnings and profitability improved in Americas, while Eurasia saw a decline due to a more severe impact by energy prices and cost inflation.

Investments

DKK 51 million

DKK 122 million in Q3 2021

Hartmann maintained a reduced investment level in Q3 2022 following higher investments in previous years.



> In the face of historically challenging conditions in Q3 2022, we successfully mitigated rising costs and delivered improved profitability through continued pricing actions across markets. Based on our solid performance year-to-date, we now specify our 2022 revenue outlook to around DKK 3.3 billion and the profit margin to be 5-7%.

Due to the ongoing sales process for Hartmann's Russian factory, the group's Russian activities have been reclassified as discontinuing operations, cf. note 6. Actual and comparative figures have therefore been restated to present continuing operations, unless it is explicitly stated that discontinuing operations are included.

Key figures and financial ratios for the group

DKKm	Q3 2022	Q3 2021	9M 2022	9M 2021
Comprehensive income				
Revenue	861	609	2,407	1,985
Operating profit	11	9	92	253
Operating profit excl. IAS 29	*25*	*13*	*123*	*265*
Special items	44	0	44	0
Operating profit after special items	55	9	135	253
Net financial income and expenses	(10)	(3)	(12)	(2)
Profit before tax	46	6	124	251
Profit for the period	25	1	72	184
Profit for the period incl. discontinuing operations	*29*	*1*	*3*	*182*
Comprehensive income	81	8	185	244
Cash flows				
Operating activities	37	24	93	243
Investing activities	(51)	(121)	(127)	(441)
Financing activities	7	29	102	100
Total	(8)	(68)	69	(98)
Balance sheet				
Assets	-	-	3,078	2,641
Assets incl. discontinuing operations	*-*	*-*	*3,243*	*2,794*
Investments in property, plant and equipment	51	108	131	288
Net working capital	-	-	522	371
Invested capital	-	-	2,206	1,978
Net interest-bearing debt (NIBD)	-	-	1,016	844
NIBD excl. lease liabilities	-	-	945	777
Equity	-	-	1,382	1,270

DKKm	Q3 2022	Q3 2021	9M 2022	9M 2021
Financial ratios, %				
Profit margin	1.3	1.5	3.8	12.7
Profit margin excl. IAS 29	*2.9*	*2.2*	*5.1*	*13.4*
Return on invested capital (ROIC), rolling 12 months	-	-	3.4	19.5
Return on equity, rolling 12 months	-	-	(2.9)	22.0
Equity ratio	-	-	44.9	48.1
Gearing	-	-	73.5	66.4
Share-based financial ratios				
No. of shares (excl. treasury shares)	-	-	6,915,090	6,915,090
Earnings per share, DKK (EPS)	3.7	0.2	10.3	26.5
Cash flows from operating activities per share, DKK	5.4	3.5	13.5	35.2
Book value per share, DKK	-	-	199.8	183.7
Share price, DKK	-	-	216.0	361.5
Share price/book value per share	-	-	1.1	2.0
Share price/earnings (P/E), rolling 12 months	-	-	(39.9)	9.9
Market capitalisation, DKKm	-	-	1,515	2,536

For definitions of financial ratios, see page 89 in the annual report for 2021.

In order to provide a more accurate view of Hartmann's underlying operations and performance, operating profit and profit margin are presented before special items and restatement for hyperinflation (IAS 29) in the management report. Read more on page 25.

Due to the ongoing sales process for Hartmann's Russian factory, the group's Russian activities have been reclassified as discontinuing operations, cf. note 6. Actual and comparative figures have therefore been restated to present continuing operations, unless it is explicitly stated that discontinuing operations are included.

Hartmann Eurasia

Revenue

DKK 519 million

DKK 378 million in Q3 2021

Profit margin

3.8%

5.6% in Q3 2021

Investments

DKK 13 million

DKK 37 million in Q3 2021

Eurasia

Hartmann continued to focus on mitigating all-time high energy prices, increasing recycled paper prices as well as general inflationary pressure in Eurasia in Q3 2022. Continued and successful pricing actions alleviated the impact of the negative external effects.

Revenue

Segment revenue grew 37% to DKK 519 million (2021: DKK 378 million) in Q3 2022 driven by increasing average selling prices in response to significantly higher energy, recycled paper and other raw material costs. The improvement was based on a relatively stable volume development that was impacted by high prices on eggs, which entailed fewer promotions of eggs in the supermarkets. Demand continued to be at a lower level than during COVID-19.

Revenue for the first nine months of 2022 grew to DKK 1,410 million (2021: DKK 1,291 million) driven by solid performance based on successful efforts to increase average selling prices.

Earnings

Q3 2022 operating profit declined to DKK 20 million (2021: DKK 21 million), for a profit margin of 3.8% (2021: 5.6%) before special items of DKK 44 million, cf. page 13. Higher average selling prices partly mitigated the impact of continued high prices of energy and recycled paper as well as general inflation. Hartmann maintained its focus on costs and capacity utilisation through optimisation of production allocation between factories in Q3 2022.

Operating profit for the first nine months of 2022 declined to DKK 79 million (2021: DKK 257 million) corresponding to a profit margin of 5.6% (2021: 19.9%). The comparison period was positively impacted by licence income of DKK 78 million and a higher contribution from machinery sales.

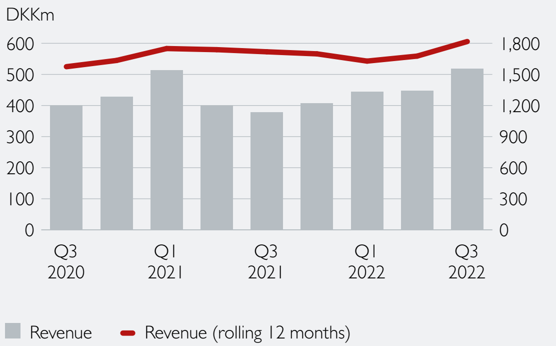
Investments

Hartmann invested DKK 13 million (2021: DKK 37 million) in Eurasia in Q3 2022. For the first nine months of 2022, the investment level amounted to DKK 43 million (2021: DKK 291 million).

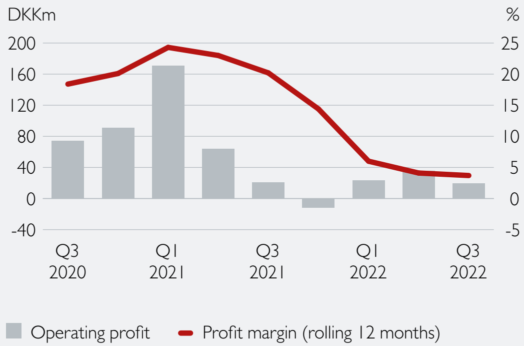
Discontinuing operations

The efforts to divest the Russian factory continued in Q3 2022. The complex sales process is prolonged due to legal changes and challenges, and is not expected to be completed in 2022.

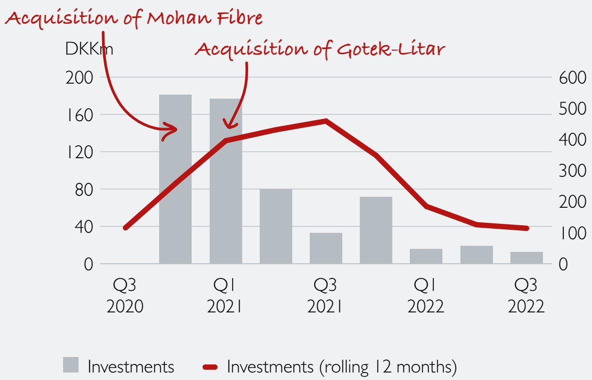
Revenue



Earnings



Investments



Hartmann
Americas

Revenue

DKK 342 million

DKK 231 million in Q3 2021

Profit margin

2.5%

(1.1)% in Q3 2021

Investments

DKK 34 million

DKK 84 million in Q3 2021

Americas

The activities in Americas continued to deliver strong growth as well as improved earnings and profitability in Q3 2022. The main contribution to the progress was higher average selling prices overall and volume growth in North America and Argentina. Overall, this development offset higher energy, recycled paper and distribution costs as well as mounting inflation.

Revenue

Americas reported revenue growth of 48% to DKK 342 million (2021: DKK 231 million) in Q3 2022. The North American business generated higher revenue on the back of increased selling prices and volume growth as customers continued converting from plastic-based packaging to moulded-fibre products. Progress was realised despite an adverse impact on demand due to a continued outbreak of avian flu causing disruptions in the supply chain, leading to higher prices on eggs and fewer promotion activities.

The South American business contributed positively to revenue growth driven by higher selling prices and volume growth in Argentina and despite tough market conditions in Brazil.

For the first nine months of 2022, revenue grew to DKK 997 million (2021: DKK 694 million).

Earnings

The solid revenue growth impacted operating profit positively, which increased to DKK 8 million (2021: DKK -2 million) in Q3 2022, corresponding to a profit margin of 2.5% (2021: -1.1%). The improvement was driven by higher revenue and capacity utilisation, while increases in energy and recycled paper prices and distribution costs, general inflationary pressure and continued macroeconomic challenges had a detrimental effect on performance in the quarter.

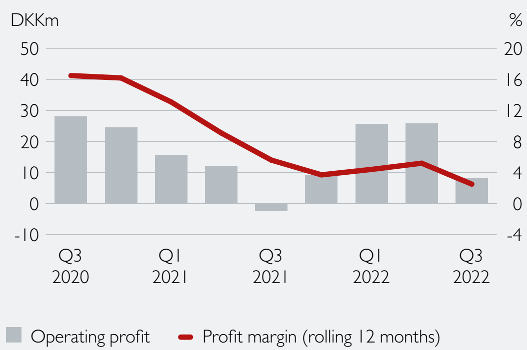
Operating profit for the first nine months of 2022 increased to DKK 60 million (2021: DKK 25 million), for a profit margin of 6.1% (2021: 3.7%).

Investments

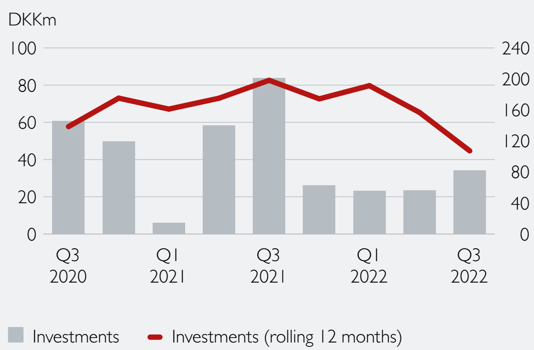
Hartmann invested DKK 34 million (2021: DKK 84 million) in the Americas in Q3 2022 and DKK 81 million (2021: DKK 148 million) during the first nine months of 2022, after substantial investments in capacity expansion in 2021.

Revenue

Earnings



Investments



Outlook

Based on the development in the first nine months of the year with the effect of continuous mitigating pricing actions, and despite soft markets in both Europe and Americas, Hartmann now expects to grow reported revenue to around DKK 3.3 billion (previously DKK 2.9-3.3 billion) and generate a profit margin* of 5-7% (previously 2-7%). While earnings and profit margin are expected to be negatively impacted by continued high prices of recycled paper and energy as well as rising inflation, Hartmann will continue to alleviate these effects through efforts to adjust selling prices, improve the product mix, and increase efficiency. Price adjustments will, however, continue to be implemented with a certain time lag. The historically high volatility of energy and recycled paper prices continues to cause significantly reduced visibility and increased uncertainty about developments in the group's cost levels. Investments** are still expected at around DKK 225 million in 2022. In addition to these ordinary investments, Hartmann will re-establish operations at the group's Indian factory following the fire in Q2 2022 entailing investments expected to be compensated by insurance coverage.

Assumptions
Guidance is based on the exchange rates prevailing at the date of release of the interim report and the assumption that the supply of natural gas to all factories is sustained throughout the year. Due to seasonal fluctuations in Hartmann's packaging sales, revenue and operating profit in the core business are generally higher in QI and Q4 than in Q2 and Q3.

Updated guidance

	2022
Revenue	DKK ~3.3 billion
Profit margin*	5-7%
Investments**	DKK ~225 million

* Before restatement for hyperinflation and special items
** Excluding investments covered by insurance

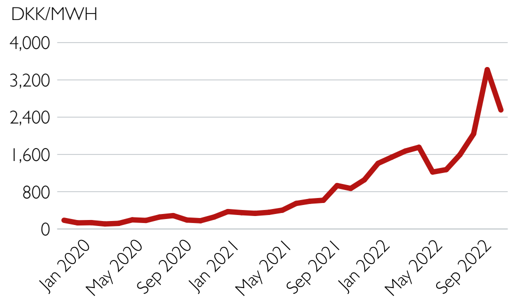
Market fluctuations
Russia's invasion of Ukraine, steep increases in the prices of raw materials, macroeconomic uncertainty in the South American markets, COVID-19 and volatile demand for eggs will continue to impact the egg packaging market and Hartmann's financial performance in 2022.

Geopolitical tension has increased in the wake of the Russian invasion of Ukraine and given rise to extremely volatile and high energy prices as well as accelerating inflationary pressure, currency fluctuations and an upwards trend in interest rates. Hartmann sees continuing risk of energy shortage and rationing, which could severely impact the operational capabilities of the group's factories in Croatia, Denmark and Hungary, and financial performance.

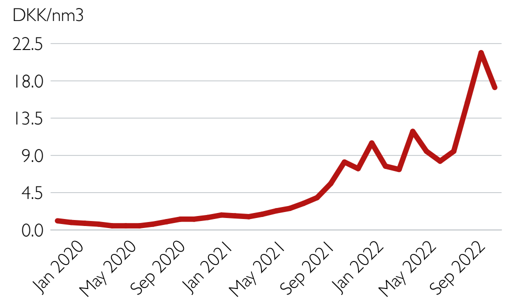
The macroeconomic uncertainty in Hartmann's South American markets continued, and may result in deteriorating market conditions due to currency devaluation, deepening recession or social unrest.

COVID-19 continues to cause limited visibility and a heightened operational risk exposure. The risk of temporary production disruptions at one or more of Hartmann's factories remains at a higher-than-normal level, and supply chain interruption due to lockdown measures in China entails shortage of components in Hartmann Technology and a negative impact on machinery and technology deliveries.

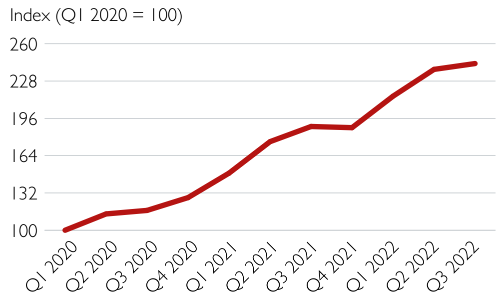
Electricity prices in Europe



Natural gas prices in Europe



Average recycled paper prices



Risk management

	Description	Mitigating action
Fire	The production of egg and fruit packaging is based on paper-based moulded fibre dried at high temperatures, and Hartmann's single most significant risk is the total loss of a factory from fire. Re-establishing the facilities would be very time consuming and involve the risk of both business interruption and loss of market share as the reliability of supply is crucial to Hartmann's customers.	Hartmann continuously monitors and reviews fire conditions at its factories and invests in physical separation of equipment, high-efficiency sprinkler and alarm systems, adequate water supply and other fire protection equipment as well as in the training and education of local fire brigades among our employees. The internal steering committee conducts regular factory visits and organises visits by external experts. In addition, Hartmann has taken out an all risk insurance policy for all production facilities covering fire damage, consequential loss and other incidents. In addition to strengthening the group's supply capacity, the spreading of production across 15 factories also helps to reduce the total financial impact in case of a factory fire.
Raw materials	Fluctuations in procurement prices of recycled paper and energy (electricity and gas) may have a significant impact on the group's financial results as adjustments of selling prices with a view to mitigating increases in raw materials prices must take into account the competitive situation and will be implemented at a certain time lag. Inadequate supplies of raw materials for Hartmann's production may cause business interruption, impede satisfactory deliveries to customers and force the group to purchase raw materials on less attractive terms.	Hartmann seeks to make up increases in purchase prices by adjusting selling prices. In addition, Hartmann works actively to enhance the efficiency of production at individual factories and optimise distribution to the group's customers in an effort to reduce its exposure to fluctuations in the prices of recycled paper and energy. These measures include efforts to reduce the volume of energy consumed during the manufacturing process, reduce waste in production and optimise allocation between the group's factories, taking into account customer demand and locations. Hartmann has contracted with several suppliers of recycled paper, energy and other raw materials with a view to mitigating the risk of non-delivery. Recycled paper systems and supply vary considerably across the group's markets, and long-term fixed-price agreements for recycled paper are generally not obtainable. Hartmann has the option of signing fixed-price agreements, typically for six or 12 months, for part of the group's energy consumption with energy suppliers in areas with well-functioning markets. The group regularly analyses whether entering into such agreements is attractive and explores possibilities for using alternative types of raw materials.
Disease outbreaks among hens	Egg packaging sales are exposed to changes in demand for eggs, which in turn may be influenced by disease outbreaks among laying hens and consumer fears of resulting health hazards. Moreover, the outbreak of diseases such as bird flu will typically entail fluctuations in the population of laying hens and volatility in egg supply and prices.	The geographical scope of Hartmann's production with factories located in Europe, North and South America, India and Russia (discontinuing) helps to mitigate the total negative impact of local or regional disease outbreaks on the group's financial performance. At the same time, thanks to its versatile product portfolio and adaptability, Hartmann is able to vary its product offering according to shifts in demand patterns occurring during and in the wake of such disease outbreaks.
Politics and macroeconomics	While the consumption of eggs and fruit has historically been resilient to slowdowns in economic growth, political and macroeconomic uncertainties may cause significant shifts in Hartmann's sales across product categories. Moreover, trade barriers and significant currency fluctuations may affect the competitive strength of some factories and the group's financial results.	Hartmann monitors its markets carefully in order to be able to respond quickly to negative trends by, for instance, changing the allocation of the group's production between factories and adjusting the product offering in the markets concerned. Any negative trade barrier impacts are mitigated by Hartmann's geographical diversification and sales to local markets.
Environment	Violations of environmental legislation, rules or thresholds in connection with, for instance, wastewater discharge, CO_2 emissions, waste disposal or inadvertent chemical spills may lead to business interruption, fines or other sanctions and harm Hartmann's reputation and internal and external stakeholder relationships.	Hartmann monitors environmental risks at local and central level with a view to preventing, mitigating or minimising the group's environmental footprint. To that end, Hartmann continually invests in new production technology, optimisation of existing equipment and processes and systematic waste reduction. With a view to ensuring a structured and efficient approach to environmentally sound and energy-efficient production, a number of Hartmann's production facilities are certified to the ISO 14001 (environmental management) and ISO 50001 (energy management) standards.

Reference is made to page 9 in this interim report for a description of market fluctuations and to the risk management section and note 28 in the annual report for 2021 for a full description of Hartmann's risk management approach.

Management statement

Today, the board of directors and the executive board have discussed and approved the interim report of Brødrene Hartmann A/S for the three months period 1 July - 30 September 2022 and the nine months period 1 January - 30 September 2022.

The interim report, which has been neither audited nor reviewed by the company's auditors, was prepared in accordance with IAS 34 'Interim financial reporting' as adopted by the EU and Danish disclosure requirements for interim reports of listed companies.

In our opinion, the interim condensed consolidated financial statements give a true and fair view of the group's assets, liabilities and financial position at 30 September 2022 and of the results of the group's operations and cash flows for the three months period 1 July - 30 September 2022 and the nine months period 1 January - 30 September 2022.

We are of the opinion that the management report includes a fair review of the development in the group's operations and financial matters, the results for the period and the financial position of the consolidated entities as a whole as well as a description of the principal risks and uncertainties facing the group.

Gentofte, 15 November 2022

Executive board:

Torben Rosenkrantz-Theil
CEO

Flemming Lorents Steen
CFO

Board of directors:

Jan Klarskov Henriksen
Chairman

Michael Strange Midskov
Vice chairman

Pernille Fabricius

Jan Madsen

Palle Skade Andersen

Klaus Bysted Jensen

Interim condensed consolidated financial statements

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20 Notes

Revenue and earnings

Revenue
Hartmann increased revenue to DKK 861 million (2021: DKK 609 million) in Q3 2022. Revenue for the first nine months of 2022 increased to DKK 2,407 million (2021: DKK 1,985 million). Currency fluctuations lifted revenue by DKK 9 million in Q3 2022 and DKK 43 million in the first nine months of 2022.

Operating profit
The group's operating profit before restatement for hyperinflation came to DKK 25 million (2021: DKK 13 million) in Q3 2022, for a profit margin of 2.9% (2021: 2.2%.) For the first nine months of 2022, operating profit was DKK 123 million (2021: DKK 265 million) corresponding to a profit margin of 5.1% (2021: 13.4%), with the comparison period positively impacted by licence income of DKK 78 million.

After restatement for hyperinflation, Hartmann's operating profit increased to DKK 11 million (2021: DKK 9 million), for a profit margin of 1.3% (2021: 1.5%). For the first nine months of 2022, the operating profit after restatement for hyperinflation declined to DKK 92 million (2021: DKK 253 million), for a profit margin of 3.8% (2021: 12.7%).

Currency fluctuations lifted operating profit by DKK 21 million in Q3 2022 and DKK 29 million for the first nine months of 2022.

Corporate functions
Costs related to corporate functions came to DKK 4 million (2021: DKK 6 million) in Q3 2022 and DKK 19 million (2021: DKK 19 million) in the first nine months of 2022.

Special items
Special items include the effect from write down and disposal of assets related to the fire in the factory in India in May 2022, and the estimated insurance coverage to reestablish building and production capacity. The net effect amounted to an income of DKK 44 million in Q3 2022 and the first nine months of 2022 (2021: no special items). The estimated insurance coverage is recognised in other receivables as of 30 September 2022.

Hartmann expects that the production capacity is reestablished mid-2023. The majority of related investments and refund from the insurance company will take place in the 1st half year of 2023.

Financial income and expenses
Financial income and expenses were a net expense of DKK 10 million in Q3 2022 (2021: net expense of DKK 3 million) and a net expense of DKK 12 million (2021: net expense of DKK 2 million) in the first nine months of 2022.

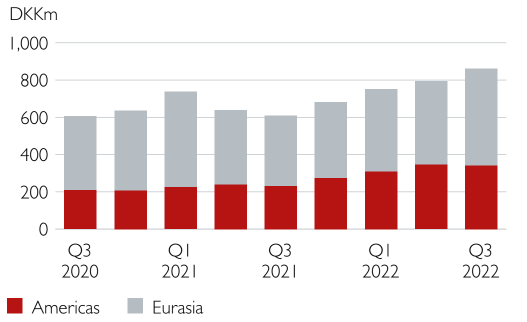
Profit for the period
The net result before tax was DKK 46 million for Q3 2022 (2021: DKK 6 million), and profit for 9M 2022 was DKK 124 million (2021: DKK 251 million) Tax on the profit for the period was an expense of DKK 20 million (2021: expense of DKK 5 million), giving an effective tax rate of 45% (2021: 76%). For 9M 2022, tax on the profit for the period was an expense of DKK 52 million (2021: expense of DKK 67 million), giving an effective tax rate of 42% (2021: 27%). Before restatement for hyperinflation, the effective tax rate was 26% (2021: 23%) for Q3 2022 and 25% (2021: 23%) for 9M 2022. Profit after after tax amounted to DKK 25 million for Q3 2022 (2021: DKK 1 million) and DKK 72 million (2021: DKK 184 million) for 9M 2022.

Comprehensive income
Comprehensive income amounted to DKK 81 million (2021: DKK 8 million) in Q3 2022 and DKK 185 million (2021: DKK 245 million) for 9M 2022. Comprehensive income was favourably affected by positive foreign exchange adjustments of subsidiaries, assets held for sale and hyperinflation.

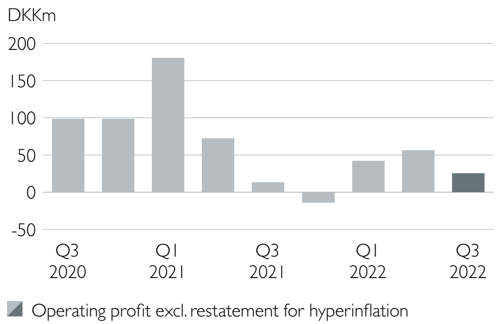
Discontinuing operations
The net result from discontinuing operations amounted to DKK 4 million (2021: a loss of DKK 1 million) in Q3 2022 and a loss of DKK 69 million (2021: a loss of DKK 1 million) for 9M 2022, including an impairment loss of DKK 81 million.

Events after the balance sheet date
No events have occurred in the period from the balance sheet date until the date of release of this interim report that would materially affect an evaluation of the interim report.

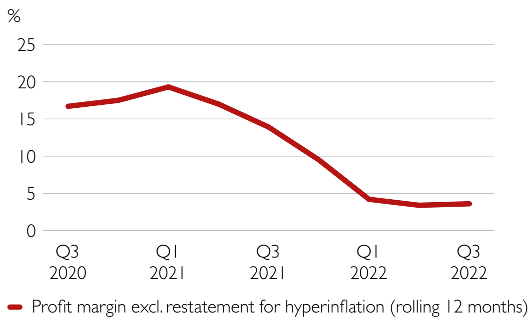
Revenue



Operating profit



Profit margin



Condensed statement of comprehensive income

DKKm **Group**	**Note**	**Q3 2022**	**Q3 2021**	**9M 2022**	**9M 2021**
Revenue		860.7	609.1	2,407.0	1,985.1
Production costs		(712.4)	(485.7)	(1,896.6)	(1,392.9)
Gross profit		**148.3**	**123.4**	**510.4**	**592,2**
Other operating income		5.2	0.0	5.2	0.0
Selling and distribution costs		(110.0)	(86.5)	(319.0)	(258.8)
Administrative expenses		(32.1)	(27.6)	(105.1)	(80.7)
Operating profit before special items		**11.4**	**9.3**	**91.5**	**252.7**
Special items		43.9	0.0	43.9	0.0
Operating profit		**55.3**	**9.3**	**135.4**	**252.7**
Financial income	4	13.2	15.9	37.2	32.7
Financial expenses	4	(22.7)	(19.4)	(48.8)	(34.7)
Profit before tax		**45.8**	**5.8**	**123.8**	**250.7**
Tax on profit for the period		(20.4)	(4.5)	(52.2)	(67.2)
Profit from continuing operations		**25.4**	**1.3**	**71.6**	**183.5**
Result from discontinuing operations	6	4.0	(0.7)	(68.7)	(1.3)
PROFIT FOR THE PERIOD		**29.4**	**0.6**	**2.9**	**182.2**
Earnings per share, continuing operations, DKK		3.7	0.2	10.3	26.5
Diluted earnings per share, cont. operations, DKK		3.7	0.2	10.3	26.5
Earnings per share, DKK		4.3	0.1	0.4	26.3
Diluted earnings per share, DKK		4.3	0.1	0.4	26.3

DKKm **Group**	**Q3 2022**	**Q3 2021**	**9M 2022**	**9M 2021**
Profit for the period	**29.4**	**0.6**	**2.9**	**182.2**
Items that can be reclassified to profit or loss:				
Foreign exchange adjustment of foreign subsidiaries	9.4	0.5	86.6	33.7
Equity-like loans to subsidaries	(0.6)	0.0	10.5	0.0
Hyperinflation restatement of non-monetary balance sheet items, beginning of period	26.4	10.7	66.8	34.6
Value adjustment of hedging instruments:				
Recognised in other comprehensive income	16.9	(4.4)	12.4	(4.7)
Transferred to revenue	2.1	0.8	7.8	(1.3)
Transferred to production costs	1.5	(0.8)	4.0	(1.1)
Transferred to financial income and expenses	(0.5)	(0.3)	(0.9)	(0.5)
Tax	(4.1)	1.2	(4.9)	2.0
Other comprehensive income after tax	**51.1**	**7.7**	**182.3**	**62.7**
COMPREHENSIVE INCOME	**80.5**	**8.3**	**185.2**	**244.9**

Cash flows

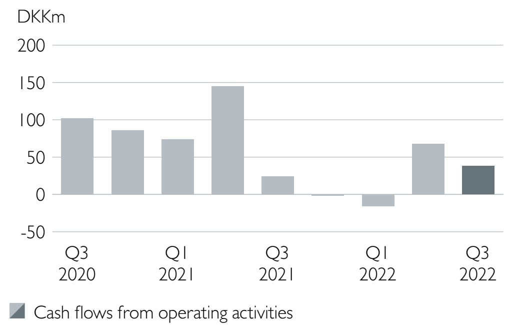
Investments and cash flows
Cash flows from operating activities increased to a net inflow of DKK 37 million in Q3 2022 (2021: net inflow of DKK 24 million). In the first nine months of 2022, cash flows from operating activities amounted to a net inflow of DKK 93 million (2021: net inflow of DKK 243 million).

Cash flows from investing activities declined to a net outflow of DKK 51 million in Q3 2022 (2021: net outflow of DKK 121 million). 9M 2022 cash flows from investing activities declined to a net outflow of DKK 127 million (2021: net outflow of DKK 441 million) reflecting production capacity expansion and the acquisition of the Russian factory in Q1 2021.

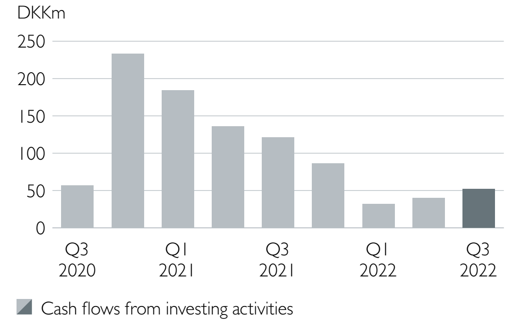
Cash flows from operating and investing activities amounted to a net outflow of DKK 15 million in Q3 2022 (2021: net outflow of DKK 97 million) and a net outflow of DKK 34 million (2021: net outflow of DKK 198 million) for 9M 2022.

Cash flows from financing activities were a net inflow of DKK 7 million in Q3 2022 (2021: net inflow of DKK 29 million). Cash flows from financing activities were a net inflow of DKK 102 million (2021: net inflow of DKK 100 million) for 9M 2022.

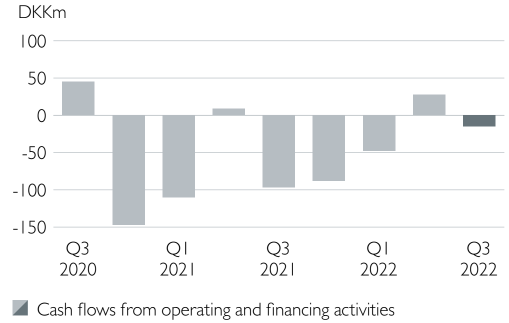
Cash flows from operating activities



Cash flows from investing activities



Free cash flow



Condensed statement of cash flows

DKKm Group	Q3 2022	Q3 2021	9M 2022	9M 2021
Operating profit before special items	11.4	9.3	91.5	252.7
Depreciation and amortisation	45.3	39.2	131.2	110.6
Adjustment for other non-cash items	12.8	1.3	25.3	5.6
Change in working capital etc.	(17.5)	(16.2)	(102.0)	(56.3)
Special items paid	0.0	0.0	0.0	(4.0)
Cash generated from operations	**52.0**	**33.6**	**146.0**	**308.6**
Interest received	2.2	1.0	4.4	2.6
Interest paid	(12.4)	(4.9)	(28.1)	(13.3)
Net income tax paid	(5.1)	(5.4)	(29.1)	(54.7)
Cash flows from operating activities	**36.7**	**24.3**	**93.2**	**243.2**
Acquisition of intangible assets	(0.1)	(1.5)	(0.7)	(27.0)
Acquisition of property, plant and equipment	(51.2)	(106.8)	(131.5)	(287.7)
Disposal of intangible assets	0.0	0.3	0.0	0.3
Disposal of property, plant and equipment	0.1	0.2	5.5	0.3
Acquisition of subsidiaries	0.0	0.4	0.0	(112.9)
Acquisition of other securities and investments	0.0	(14.0)	0.0	(14.0)
Cash flows from investing activities	**(51.2)**	**(121.4)**	**(126.7)**	**(441.0)**
Cash flows from operating and investing activities	**(14.5)**	**(97.1)**	**(33.5)**	**(197.8)**
Raising of non-current debt	440.0	31.8	544.4	182.1
Repayment of non-current debt	(433.0)	(2.5)	(442.0)	(82.2)
Cash flows from financing activities	**7.0**	**29.3**	**102.4**	**99.9**
Net cash flow from continuing operations	**(7.5)**	**(67.8)**	**68.9**	**(97.9)**
Net cash flow from discontinuing operations	(2.4)	(10.2)	1.5	(8.3)
TOTAL CASH FLOWS	**(9.9)**	**(78.0)**	**70.4**	**(106.2)**
Cash and cash equivalents, beginning of period	111.2	45.8	26.9	75.1
Foreign exchange adjustment	3.3	3.7	7.3	2.6
Cash and cash equivalents, end of period	**104.6**	**(28.5)**	**104.6**	**(28.5)**
Of which classified as assets held for sale	(21.7)	0.0	(21.7)	0.0
CASH AND CASH EQUIVALENTS, END OF PERIOD	**82.9**	**(28.5)**	**82.9**	**(28.5)**

DKKm Group	Q3 2022	Q3 2021	9M 2022	9M 2021
Recognition of cash and cash equivalents, end of period:				
Cash	141.1	105.4	141.1	105.4
Overdraft facilities	(58.2)	(133.9)	(58.2)	(133.9)
Cash and cash equivalents, end of period	**82.9**	**(28.5)**	**82.9**	**(28.5)**

The statement of cash flows cannot be derived solely from published financial information.

Balance sheet and equity

Funding
Hartmann's net interest-bearing debt increased to DKK 1,016 million (2021: DKK 844 million) at 30 September 2022. The consolidated balance sheet remains sound.

Financial resources, comprising cash and undrawn loan and overdraft facilities, amounted to DKK 363 million at 30 September 2022 (2021: DKK 518 million). This level is considered satisfactory and sufficient to cover Hartmann's planned investments. The loans are subject to standard financial covenants.

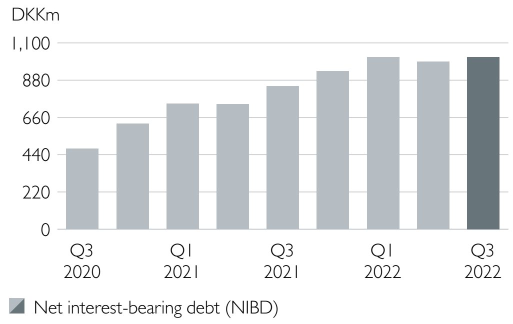
Assets
Total assets increased to DKK 3,243 million (2021: DKK 2,794 million) following investments in production capacity.

ROIC
For the first nine months of 2022, the return on invested capital was 3.4% (2021: 19.5%).

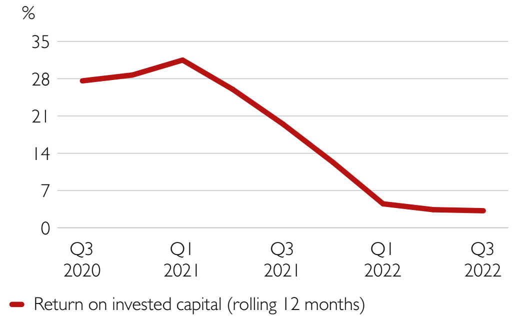
Equity
Equity at 30 September 2022 stood at DKK 1,382 million (2021: DKK 1,270 million), for an equity ratio of 45% (2021: 48%). The financial gearing ratio was 74% (2021: 66%).

Earnings per share were DKK 3.7 (2021: DKK 0.2) for Q3 2022 and DKK 10.3 for 9M 2022 (2021: DKK 26.5).

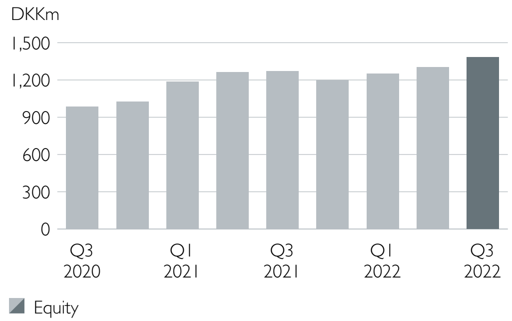
Net interest-bearing debt (NIBD)



ROIC



Equity



Condensed balance sheet

Assets

DKKm **Group**	**30 Sep. 2022**	**30 Sep. 2021**	**31 Dec. 2021**
Goodwill	57.3	168.2	108.4
Other intangible assets	43.1	54.3	61.6
Intangible assets	**100.4**	**222.5**	**170.0**
Land and buildings	413.3	400.2	398.4
Plant and machinery	927.2	763.0	717.8
Other fixtures and fittings, tools and equipment	21.6	23.7	21.4
Plant under construction	163.4	302.0	354.2
Property, plant and equipment	**1,525.5**	**1,488.9**	**1,491.8**
Leased land and buildings	58.4	60.3	62.0
Other leased assets	8.7	3.3	9.4
Lease assets	**67.1**	63.6	**71.4**
Investments in associates	2.6	2.6	2.6
Other securities and investments	14.0	14.0	14.0
Deferred tax	63.7	49.1	62.0
Other receivables	0.9	1.5	0.8
Other non-current assets	**81.2**	**67.2**	**79.4**
Non-current assets	**1,774.2**	**1,842.2**	**1,812.6**
Inventories	381.5	305.5	299.9
Trade receivables	502.4	383.4	396.2
Income tax	35.9	40.4	28.1
Other receivables	227.1	100.5	125.2
Prepayments	15.5	16.9	24.3
Cash	141.1	105.4	117.9
Current assets	**1,303.5**	**952.1**	**991.6**
Assets held for sale	165.4	0.0	0.0
Assets	**3,243.1**	**2,794.3**	**2,804.2**

Equity and liabilities

DKKm **Group**	**30 Sep. 2022**	**30 Sep. 2021**	**31 Dec. 2021**
Share capital	140.3	140.3	140.3
Hedging reserve	10.6	(3.9)	(7.8)
Translation reserve	(42.1)	(225.5)	(206.0)
Retained earnings	1,272.9	1,359.3	1,270.0
Equity	**1,381.7**	**1,270.2**	**1,196.5**
Deferred tax	80.9	48.7	39.7
Pension obligations	8.5	34.1	9.6
Credit institutions	908.7	739.7	782.0
Lease liabilities	58.3	57.5	62.8
Government grants	0.3	0.8	0.5
Other payables	0.8	1.4	2.9
Non-current liabilities	**1,057.5**	**882.2**	**897.5**
Credit institutions	119.3	0.0	98.1
Lease liabilities	12.3	8.9	11.9
Government grants	0.4	0.9	0.9
Overdraft facilities	58.2	133.9	91.0
Prepayments from customers	45.6	7.4	14.2
Trade payables	336.1	242.5	306.7
Payables to associates	12.0	10.5	10.7
Income tax	0.0	63.7	15.3
Provisions	0.2	0.7	0.7
Other payables	188.3	173.4	160.7
Current liabilities	**772.4**	**641.9**	**710.2**
Liabilities	**1,829.9**	**1,524.1**	**1,607.7**
Liabilities related to assets held for sale	31.5	0.0	0.0
Equity and liabilities	**3,243.1**	**2,794.3**	**2,804.2**

Condensed statement of changes in equity

Group	2022						2021					
DKKm	Share capital	Hedging reserve	Translation reserve*	Retained earnings	Proposed dividend	Total equity	Share capital	Hedging reserve	Translation reserve*	Retained earnings	Proposed dividend	Total equity
Equity at 1 January	**140.3**	**(7.8)**	**(206.0)**	**1,270.0**	**0.0**	**1,196.5**	**140.3**	**1.7**	**(293.8)**	**1,177.1**	**0.0**	**1,025.3**
Profit for the period	-	-	-	2.9	-	2.9	-	-	-	182.2	-	182.2
Other comprehensive income												
Items that can be reclassified to profit or loss												
Foreign exchange adjustments of foreign subsidiaries	-	-	86.6	-	-	86.6	-	-	33.7	-	-	33.7
Equity-like loans to subsidaries	-	-	10.5	-	-	10.5	-	-	0.0	-	-	0.0
Hyperinflation restatement of non-monetary balance sheet items, beginning of period	-	-	66.8	-	-	66.8	-	-	34.6	-	-	34.6
Value adjustment of hedging instruments:												
Recognised in other comprehensive income	-	12.4	-	-	-	12.4	-	(4.7)	-	-	-	(4.7)
Transferred to revenue	-	7.8	-	-	-	7.8	-	(1.3)	-	-	-	(1.3)
Transferred to production costs	-	4.0	-	-	-	4.0	-	(1.1)	-	-	-	(1.1)
Transferred to financial income and expenses	-	(0.9)	-	-	-	(0.9)	-	(0.5)	-	-	-	(0.5)
Tax	-	(4.9)	-	-	-	(4.9)	-	2.0	-	-	-	2.0
Other comprehensive income	**0.0**	**18.4**	**163.9**	**0.0**	**0.0**	**182.3**	**0.0**	**(5.6)**	**68.3**	**0.0**	**0.0**	**62.7**
Total comprehensive income	**0.0**	**18.4**	**163.9**	**2.9**	**0.0**	**185.2**	**0.0**	**(5.6)**	**68.3**	**182.2**	**0.0**	**244.9**
Total changes in equity	**0.0**	**18.4**	**163.9**	**2.9**	**0.0**	**185.2**	**0.0**	**(5.6)**	**68.3**	**182.2**	**0.0**	**244.9**
Equity at 30 June	**140.3**	**10.6**	**(42.1)**	**1,272.9**	**0.0**	**1,381.7**	**140.3**	**(3.9)**	**(225.5)**	**1,359.3**	**0.0**	**1,270.2**

* Translation reserve includes reserve for foreign exchange adjustment of foreign subsidiaries and hyperinflation restatement of non-monetary balance sheet items for the Argentinian activities.

Notes

01 Accounting policies

The interim condensed consolidated financial statements have been prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and Danish disclosure requirements for listed companies. Interim financial statements have not been prepared for the parent company. The interim condensed consolidated financial statements are presented in Danish kroner (DKK), which is the presentation currency used for the group's operations and the functional currency of the parent company.

The interim condensed consolidated financial statements contain selected accounting policies and should therefore be read in conjunction with the consolidated financial statements for 2021. The accounting policies applied in the interim condensed consolidated financial statements are consistent with the accounting policies applied in the consolidated financial statements for 2021 as described in note 1. In addition Hartmann has implemented IFRS 5 as described below.

Discontinued operations and assets held for sale
Discontinuing operations represent a separate major geographic area. The results of discontinuing operations are presented separately in the income statement and comparative figures are restated. Assets held for sale and liabilities related to assets held for sale from discontinuing operations are presented as separate items in the balance sheet. Cash flows from discontinuing operations are presented separately in the condensed cash flow statement and comparative figures are restated.

Assets and liabilities from discontinuing operations except for financial assets, are measured at the lower of carrying amount or fair value less costs to sell. Non-current assets held for sales are not depreciated.

New financial reporting standards and interpretations in 2022
Hartmann has implemented all new and revised financial reporting standards and interpretations adopted by the EU that are effective for financial years beginning on 1 January 2022. The implementation of these changes has not resulted in any changes to the accounting policies.

02 Significant accounting estimates and judgments

In applying the group's accounting policies, management is required to make judgments, estimates and assumptions concerning the carrying amount of assets and liabilities which cannot be immediately inferred from other sources.

The judgments, estimates and assumptions made are based on historical experience and other relevant factors which management considers reasonable under the circumstances, but which are inherently uncertain and unpredictable.

Estimates and underlying assumptions are assessed on an ongoing basis. Changes to accounting estimates are recognised in the reference period in which the change occurs and in future reference periods if the change affects both the period in which the change occurs and subsequent reference periods.

Reference is made to note 3 to the financial statements in the annual report for 2021 for a full description of significant accounting estimates, assumptions and uncertainties.

The Russian invasion of Ukraine further augmented the heightened volatility in the global supply chains, which impacted the first 9 months of 2022 after having prevailed since the end of the financial year 2021. Continued increases in energy prices contributed to rising inflation, and fluctuations in foreign exchange rates as well as subdued demand continue to impact Hartmann's financial performance and key estimates.

The decision to sell the Russian entity was made on 1 April 2022, and the sales process has subsequently been initiated. However; the sales process is complex and prolonged due to legal changes and challenges and is not expected to be completed in 2022.

On the balance sheet date, the Russian entity is treated and measured as discontinuing operations. Hartmann will continue to operate the facilities and fulfil obligations within the limits of imposed sanctions and restrictions until a sale is made.

Management has assessed the potential impact from the resulting uncertainties on the estimated values for the liabilities and assets in the group's Russian entity as well as other potentially affected assets and liabilities.

In the second quarter of 2022 an impairment of DKK 81 million was made in relation to the Russian entity, when reclassified to assets held for sale valued at fair value less costs to sell. There has been no significant changes to the valuation methods and management judgements made when estimating the fair value less costs to sell in the second quarter and the estimated value is still reflecting the fair value less costs to sell as of 30 September 2022.

Other than the above-mentioned impairment the change in estimates had no material impact on the financial statements in the first nine months of 2022. By the nature, the updated key accounting estimates contain uncertainties, and it is possible that the outcomes in the next financial period can differ from those on which management's estimates are based.

Other matters
Due to seasonal fluctuations in Hartmann's packaging sales, core business revenue and operating profit are generally higher in Q1 and Q4 compared to Q2 and Q3.

In autumn 2019, the Brazilian tax authorities raised a claim of BRL 56 million, corresponding to DKK 79 million, against Hartmann's Brazilian subsidiary, Sanovo Greenpack Embalagens Do Brasil Ltda., concerning the alleged non-payment of industrial products tax (IPI) on sales of the company's products in 2015 and 2016. Based on judicial practice and statements from its legal and tax advisers, Hartmann is of the opinion that the company's products are not liable to IPI tax and accordingly considers the claim to be unjustified. Hartmann therefore disputes the claim. Hartmann does not expect the claim to materially affect the company's financial position, results of operations or cash flows. If, contrary to expectations, the claim is upheld, similar claims are expected to be raised for the period after 2016. There was no development in the case in Q3 2022.

Notes

03 Segment information

Activities	**2022**						**2021**					
DKKm	**Eurasia**		**Americas**		**Total reporting segments**		**Eurasia**		**Americas**		**Total reporting segments**	
	Q3	**9M**	**Q3**	**9M**	**Q3**	**9M**	**Q3**	**9M**	**Q3**	**9M**	**Q3**	**9M**
External revenue	518.8	1,409.8	328.8	975.7	847.6	2,385.5	378.2	1,290.7	222.7	681.7	600.9	1,972.4
Revenue	**518.8**	**1,409.8**	**328.8**	**975.7**	**847.6**	**2,385.5**	**378.2**	**1,290.7**	**222.7**	**681.7**	**600.9**	**1,972.4**
Hyperinflation restatement of revenue			13.1	21.6	13.1	21.6	-	-	-	-	8.2	12.7
Revenue as per statement of comprehensive income	**518.8**	**1,409.8**	**341.9**	**997.3**	**860.7**	**2,407.1**	**378.2**	**1,290.7**	**230.9**	**694.4**	**609.1**	**1,985.1**
Operating profit before special items	19.7	79.0	8.2	59.8	27.9	138.8	21.0	256.5	(2.4)	25.3	18.6	281.8
Other segment information												
Depreciation and amortisation	22.6	68.1	20.1	56.9			21.1	59.3	15.3	44.0		
Investments in intangible assets and property plant and equipment	-	45.8	-	83.3			-	165.8	-	166.3		
Net working capital	-	496.6	-	145.6			-	362.8	-	105.6		
Invested capital	-	1,289.4	-	997.1			-	1,312.4	-	892.3		
Segment assets	-	1,739.5	-	1,167.0	-	2,906.5	-	1,648.7	-	1,054.3	-	2,703.0
Reconciliation												
Performance targets												
Operating profit before special items for reporting segments					27.9	138.8					18.6	281.8
Hyperinflation restatement of operating profit before special items					(13.5)	(31.0)					(3.7)	(12.0)
Non-allocated corporate functions					(4.0)	(19.4)					(6.3)	(19.1)
Eliminations					1.0	3.1					0.7	2.1
Operating profit before special items as per statement of comprehensive income					**11.4**	**91.5**					**9.3**	**252.8**
Special items					43.9	43.9					0.0	0.0
Operating profit as per statement of comprehensive income					**55.3**	**135.4**					**9.3**	**252.8**
Financial income					13.2	37.2					13.1	32.7
Financial expenses					(22.7)	(48.8)					(6.3)	(34.7)
Profit before tax and discontinuing operations as per statement of comprehensive income					**45.8**	**123.8**					**16.1**	**250.8**
Assets												
Assets for reporting segments					-	2,906.5					-	2,703.0
Hyperinflation restatement of non-monetary balance sheet items					-	87.2					-	59.0
Assets held for sale					-	165.4					-	0.0
Non-allocated assets					-	341.0					-	261.8
Eliminations					-	(257.0)					-	(229.5)
Assets as per balance sheet					**-**	**3,243.1**					**-**	**2,794.3**

Notes

03 Segment information – continued

§ Accounting policies

Segment income and expenses as well as segment assets and liabilities comprise those items that in the internal management reporting are directly attributed to each individual segment and those items that are indirectly allocated to the individual segment on a reliable basis. Profits in associates, financial income and expenses, income taxes, investments in associates, tax assets and tax liabilities and cash and bank debt are not allocated to reporting segments.

The reporting segments are:

- **Eurasia** – comprising production and sales of moulded-fibre packaging. The products are manufactured at factories in Europe, Israel and India and are primarily sold to egg and fruit producers, egg and fruit packing businesses, retail chains and buyers of industrial packaging. The segment also comprises production and sales of machinery and technology to manufacturers of moulded-fibre packaging in selected markets.

- **Americas** – comprising production and sales of moulded-fibre packaging. The products are primarily manufactured at the North and South American factories and sold to egg and fruit producers, egg and fruit packing businesses and retail chains.

Other segment information
External revenue is allocated to geographical areas on the basis of the customer's geographical location. The allocation of intangible assets and property, plant and equipment is based on the geographical location and use of the assets.

No single customer represents more than 10% of external revenue. Revenue from external customers attributable to a single foreign country is immaterial.

04 Financial income and expenses

	Q3 2022	Q3 2021	9M 2022	9M 2021
Interest income, cash and cash equivalents etc.	1.5	0.4	2.7	0.5
Other interest income	0.5	0.5	1.8	2.0
Interest income from financial assets not measured at fair value through profit or loss	**2.0**	**0.9**	**4.5**	**2.5**
Foreign exchange gains	7.4	14.7	19.1	29.1
Gain on net monetary position on hyperinflation restatement	3.3	0.0	12.4	0.0
Derivative financial instruments	0.5	0.4	1.2	1.2
Financial income	**13.2**	**16.0**	**37.2**	**32.8**
Interest expenses, credit institutions	11.5	3.1	26.3	8.7
Interest expenses, lease liabilities	0.7	0.6	1.9	1.7
Other expenses	0.5	1.4	1.7	3.5
Interest expenses from financial liabilities not measured at fair value through profit or loss	**12.7**	**5.1**	**29.9**	**13.9**
Foreign exchange losses	10.0	13.9	18.6	17.2
Loss on net monetary position on hyperinflation restatement	0.0	0.3	0.0	2.9
Derivative financial instruments	0.0	0.1	0.3	0.7
Financial expenses	**22.7**	**19.4**	**48.8**	**34.7**
Financial income and (expenses)	**(9.5)**	**(3.4)**	**(11.6)**	**(1.9)**

§ Accounting policies

Financial income and expenses
Financial income and expenses comprise interest, realised and unrealised foreign exchange adjustments, amortisation and surcharges and allowances under the tax prepayment scheme. Also included are realised and unrealised gains and losses relating to derivative financial instruments not qualifying as effective hedges as well as monetary gains on restatement for hyperinflation.

Notes

05 Financial instrument categories

Financial instrument categories	30 September 2022		30 September 2021		31 December 2021	
DKKm	Carrying amount	Fair value	Carrying amount	Fair value	Carrying amount	Fair value
Derivative financial instruments to hedge future cash flows	27.2	27.2	0.6	0.6	0.9	0.9
Financial assets used as hedging instruments	**27.2**	**27.2**	**0.6**	**0.6**	**0.9**	**0.9**
Trade receivables	502.4	502.4	383.4	383.4	396.2	396.2
Other receivables	235.8	235.8	140.5	140.5	156.5	156.5
Cash	141.1	141.1	105.4	105.4	117.9	117.9
Loans and receivables	**879.3**	**879.3**	**629.3**	**629.3**	**670.6**	**670.6**
Derivative financial instruments to hedge future cash flows	13.9	13.9	5.7	5.7	10.9	10.9
Financial liabilities used as hedging instruments	**13.9**	**13.9**	**5.7**	**5.7**	**10.9**	**10.9**
Credit institutions	1,086.2	1,086.2	873.6	873.9	971.1	971.3
Lease liabilities	70.6	80.3	66.4	67.1	74.7	86.8
Other liabilities	522.4	522.4	485.1	485.1	483.2	483.2
Financial liabilities measured at amortised cost	**1,679.2**	**1,688.9**	**1,425.1**	**1,426.1**	**1,529.0**	**1,541.3**

The fair value of derivative financial instruments to hedge future cash flows is based on observable data (level 2).

Notes

06 Discontinued operations

On 1 April 2022, Hartmann announced that a sales process for Hartmann's Russian factory was initiated. The complex sales process progressed in Q3 focusing on changing legal challenges and practical clarifications. The decision to initiate a sales process has been made with a view to leave Russia where the political and economic climate currently prevents the realisation of Hartmann's business plan in the country.

On 30 June 2022, JSC Hartmann-Rus was reclassified as a disposal group held for sale and discontinuing operations as the operation in Russia, which represents a separate geographical area of operations and is part of a single plan for disposal, fulfils the criteria ref. IFRS 5 as of that date. Hartmann maintains the classification as held for sale on 30 September 2022. The Russian business unit was included in the Eurasia segment, but being classified as discontinuing operations, the Russian entity is no longer represented in the segment note.

Immediately before the classification of JSC Hartmann-Rus as discontinuing operations, the recoverable amount was estimated for the operating net assets, and no impairment loss was identified based on a value in use calculation. Following the classification as asset held for sale and discontinued operation, an impairment of DKK 81 million was recognised on 30 June 2022 to reduce the carrying amount of the assets in the disposal group to their fair value less costs to sell. This was recognised as discontinuing operations in the statement of comprehensive income. Hartmann will continue to operate the facilities and fulfil obligations within the limits of imposed sanctions and restrictions until the entity is sold. The ability to operate the facilities and fulfill obligations are more or less unchanged compared to 30 June 2022 and the applied judgements when estimating the fair value less costs to sell are valid.

The fair value is estimated as a weighted average of various valuation methods including DCF and transaction multiples. The fair value less costs to sell of the Russian business unit is unchanged and no further impairment has been identified.

Including the impairment of DKK 81 million in Q2, profit and loss from JSC Hartmann-Rus is specified below:

Profit and loss	**Q3 2022**	**Q3 2021**	**9M 2022**	**9M 2021**
Revenue	31.2	20.8	85.8	53.7
Expenses	(26.5)	(20.5)	(68.1)	(51.9)
Depreciation/amortization and impairment	0.0	(1.6)	(85.4)	(4.3)
Profit/(loss) before tax	**4.7**	**(1.3)**	**(67.1)**	**(2.5)**
Tax	0.7	0.2	(1.0)	0.5
Profit/(loss) for the period	**4.0**	**(1.1)**	**(68.7)**	**(2.0)**
Earnings per share	0.6	(0.2)	(9.9)	(0.3)

Net cash flows incurred by JSC Hartmann-Rus are, as follows:

Cash flows	**Q3 2022**	**Q3 2021**	**9M 2022**	**9M 2021**
Operating activities	(1.2)	(0.8)	9.6	4.9
Investment activities	1.8	(9.4)	(8.1	(13.3)
Financing activities	0.0	0.0	0.0	0.0
Net cash flow	**0.6**	**(10.2)**	**1.5**	**(8.4)**

The major classes of assets and liabilities of JSC Hartmann-Rus classified as held for sale as of 30 June 2022 are, as follows:

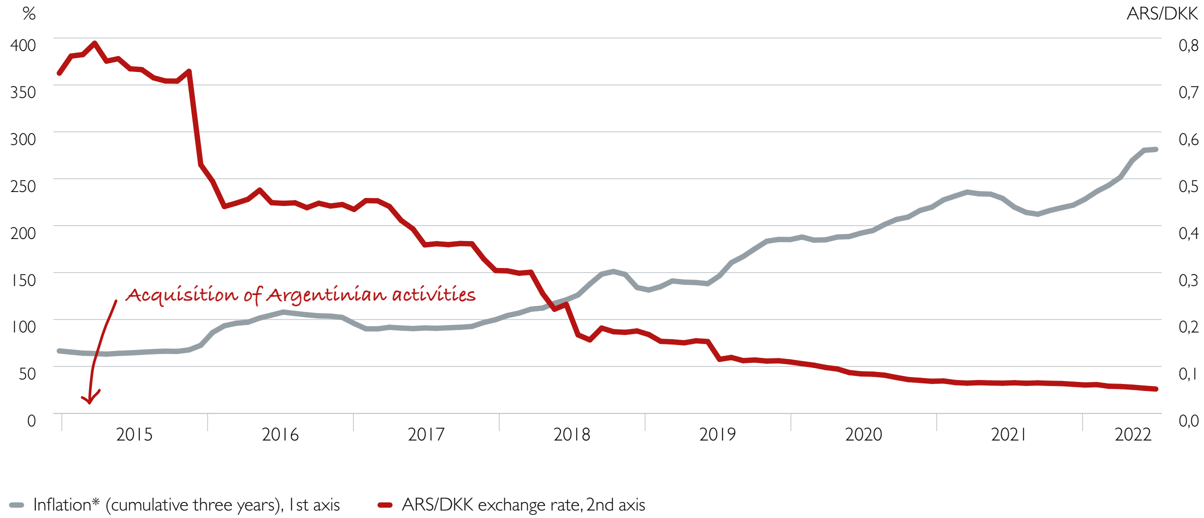
Balance sheet	**30 Sep. 2022**
Assets	
Intangible assets	23.0
Property, plant, and equipment	101.2
Inventory	6.9
Receivables	12.6
Cash	21.7
Assets held for sale	**165.4**
Liabilities	
Deferred tax	10.9
Other liabilities	20.6
Liabilities associated with assets held for sale	**31.5**

07 Events after the balance sheet date

No events have occurred in the period from the balance sheet date until the date of release of this interim report that would materially affect an evaluation of the interim report.

Hyperinflation in Argentina

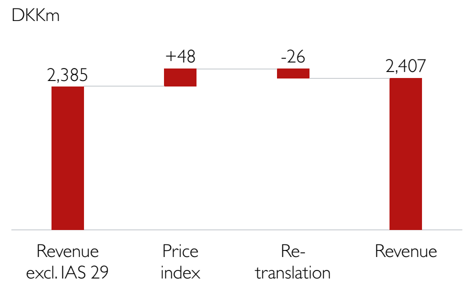
Inflation and exchange rate developments in Argentina



Effects of restating for hyperinflation on selected accounting figures year to date

DKKm	Excl. IAS 29	*Price index*	*Re-translation*	*Total adjustment*	2022 to date
Revenue	2,385	*48*	*(26)*	*22*	2,407
Operating profit before depreciation	248	*(23)*	*(2)*	*(25)*	223
Operating profit	123	*(30)*	*(1)*	*(31)*	92
Net financial items	(23)	*13*	*(2)*	*11*	(12)

Effects of restating year-to-date revenue



The total effect on revenue of restating for hyperinflation under IAS 29 is a combination of restating for price index developments and the effect of using the exchange rate at the balance sheet date for purposes of translating from the Argentine peso into Danish kroner.

The price index rose by 66% during the first nine months of the year, boosting revenue by DKK 48 million. The increase offset a decline in the ARS/DKK cross rate from 0.06385 at the beginning of the year to 0.5179 at 30 September 2022 reducing revenue by DKK 26 million as a result of the practice of using the exchange rate at the balance sheet date for currency translation purposes.

Revenue was DKK 2,407 million after a net positive impact of restating for hyperinflation of DKK 22 million.

For more information about hyperinflation, see page 86 and note 31 in the annual report for 2021

* Restatement for hyperinflation is made based on Argentina's Wholesale Price Index up to 31 December 2016 and on the National Consumer Price Index from 1 January 2017.

Hartmann at a glance

Hartmann is the world's leading manufacturer of moulded-fibre egg packaging, a market-leading manufacturer of fruit packaging in South America and India and the world's largest manufacturer of technology for the production of moulded-fibre packaging. Founded in 1917, Hartmann's market position builds on its strong technology know-how and extensive experience of sustainable moulded-fibre production dating back to 1936.

Sustainability
Sustainability and protection of the environment are integral components of Hartmann's business model and strategy. All Hartmann's products are based on recycled paper, which is a renewable and biodegradable resource. Working closely with customers to accommodate demand for sustainable products in the retail industry, Hartmann was the first manufacturer to offer both FSC-certified and CO_2-neutral retail packaging.

Markets
Hartmann's key markets are Europe, South America and North America, where the group has strong market positions. Hartmann is a market leader in Europe and in South America and India, where its product portfolio also includes fruit packaging. Hartmann claims a growing share of the North American market and also sells machinery and technology in selected markets.

Products and customers
Hartmann sells egg and fruit packaging to manufacturers, distributors and retail chains, which are increasingly demanding sustainable packaging solutions and specialised marketing expertise. Hartmann's versatile product portfolio is customised to accommodate customer and consumer needs in each individual market. Hartmann sells machinery and technology to manufacturers of moulded-fibre packaging in selected markets.

Production
Hartmann's production platform consists of 15 factories in Europe, Israel, North and South America, India and Russia (discontinuing). Hartmann's deep technology know-how and extensive experience in manufacturing moulded-fibre packaging empower the group to develop and maintain its production platform. Each year, the group manufactures billions of moulded-fibre packaging units and machinery and technology for the manufacturing of packaging.

The Hartmann share
Hartmann's shares have been listed on Nasdaq Copenhagen since 1982 and are included in the Mid Cap index. Hartmann has one class of shares, and each share carries one vote. Financial reports and company announcements may be obtained by subscribing to Hartmann's news service at investor.hartmann-packaging.com.

Financial calendar 2023

7 March 2023	Annual report 2022
13 March 2023	Deadline for submission of business to be transacted at the AGM
25 April 2023	Annual general meeting
9 May 2023	Interim report Q1 2023
16 August 2023	Interim report Q2 2023
15 November 2023	Interim report Q3 2023

This interim report was released in English through Nasdaq Copenhagen as company announcement no. 8/2022.

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