

# Disclaimer and Explanatory Note

Faer Isles Distillery P/F (Ltd)

Fjarðarvegur 3

FO-350 Vestmanna

Faroe Islands

VAT No: FO00644986

Company Reg. No: 7321

This presentation contains sections from the business plan of Faer Isles Distillery P/F and is intended as an overview of the company's key figures, status, and plans. The purpose of this presentation is to provide information for stakeholders and to assist investors considering to buy shares in the company. This document is not a prospectus, nor an investment advertisement, financial promotion or offer.

While the content of this presentation is believed to be accurate in all material respects it has been verified to external evidence only to the extent stated in the body of this presentation. Projections are subject to market forces and to force majeure outside the control of management. Consequently, neither the directors nor the company's advisers can accept responsibility for any losses arising to persons acting or refraining from action on the material contained in this presentation.

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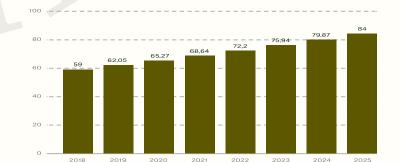


### **Business Idea**

Faer Isles Distillery is a craft distillery based on the Faroe Islands in the North Atlantic Ocean producing high-quality single malt whisky and super-premium spirits. The huge, consistent, and **rapidly growing market demand** for quality whisky makes whisky production a very interesting investment. The market for premium craft spirits has also been persistently growing for several years.

The beautiful Faroe Islands provide the **optimal environment for whisky maturation** (which accounts for 60-80% of the flavor) due to the year-round stable temperature and the salty, windy climate, which penetrates and flavors the whisky casks. This is further enhanced by maturing the whisky in the slatted traditional drying houses that have been used for food fermentation on the islands for centuries.

The surrounding nature provides a variety of **unique botanicals** for producing other spirits – not least the signatory ingredient: seaweed + an abundance of clean mountain surface water.







### **Executive Summary**

After having made extensive investments, approximately 52,5 m. DKK (€7 m.), Faer Isles Distillery is now in **full operation** at the production site in Vestmanna, producing gin, akvavit, vodka, and whisky. Whisky production started in March 2023.

The sales of newly-filled whisky casks is the main source of income, securing the operational costs for the next 2,5 years, until the first bottled whisky can be marketed, but an International Sales & Marketing Plan covering all products will also be implemented during this period.

According to our Revenue & Sales Forecast, dividends are planned to be paid out from 2027, once the Inaugural Release whisky enters the global market (expected November 2026) and profits from this are established in the annual report (see Dividends page).

Investment is needed to **raise funds** to further develop the distillery in four main areas: 1) extend the site in Kvívík (additional warehouses, greenhouse); 2) invest in green tech to reduce carbon footprint and reduce operational cost; 3) cover sales & marketing costs to build and establish the brand in core markets globally.

# Unique Selling Points

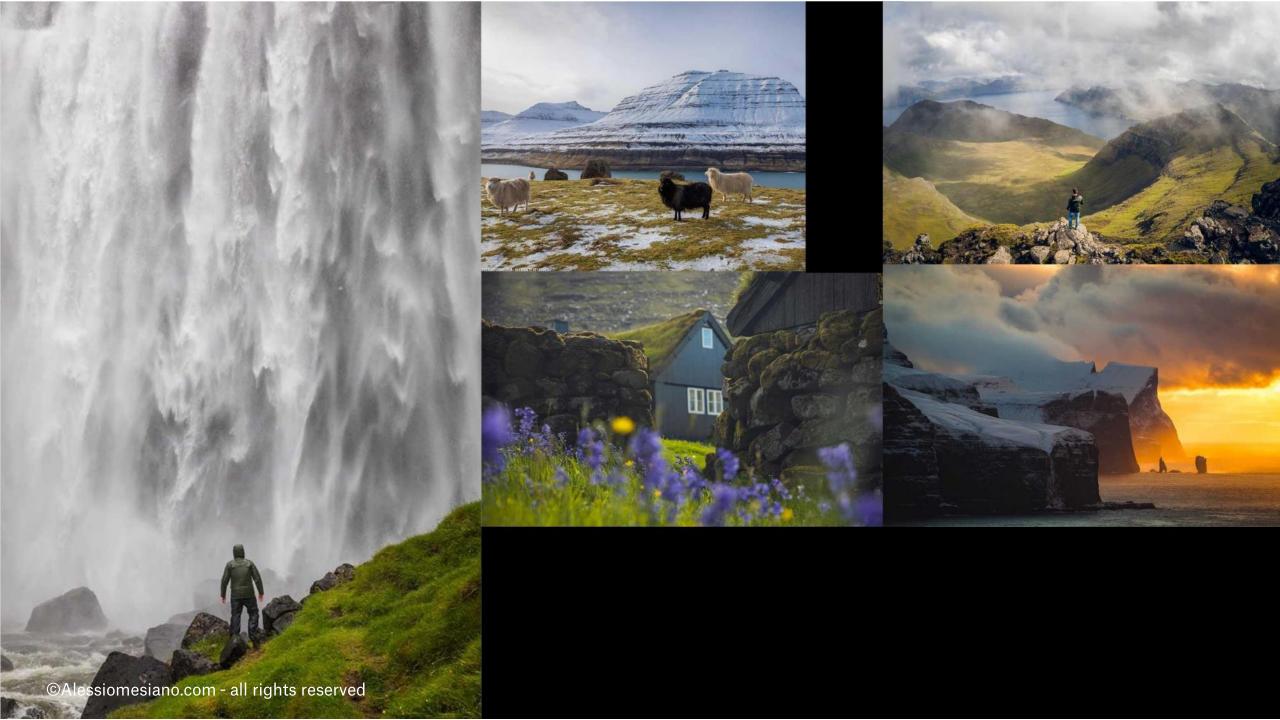




### **Location & Maturation**

- Faroe Islands in a Bottle
- New location for international whisky and spirits.
- Ideal climate for whisky maturation: constant humid, windy and salty atmosphere with stable year-round cool temperatures.
- Unique local natural ingredients for spirits botanicals: The signatory ingredient is the abundant seaweed - a very sustainable product.
- Using traditional Faroese food drying houses (opnahjallar) for whisky maturation, maximizing the exposure to the maritime climate, creating a unique maritime flavor.
- The opnahjallar are combined warehouses for whisky barrels and greenhouses for growing environmentally sustainable local botanicals without disrupting the nature on the islands









#### You Can Buy a Piece of This Whisky Distillery with Crypto

The Faer Isles Distillery is allowing investors to own shares in the company backed by ERC-20 Ethereum tokens.

2 min read • Oct 10, 2020









Fast unbemerkt von Journalisten und Bloggern entwickelt sich im Norden ein neues Whisky-Ursprungsland.

hen und zukünftig gefertigt werden sollen. dürften Whiskyliebhaber aufgrund ihres

Banknoten hat. Hier gelten teils dänische, teils eigene Gesetze, aber nicht die Vor-

eingeführt. In manchen Bereichen galt sie sogar bis 1992. Erst danach konnten die Färinger ohne Nachweise ihrer steuer-

NEWS EXCLUSIVE

#### Faer Isles Distillery begins production

13 APRIL 2023

By Alice Brooker

A new distillery on Faroe Islands has started whisky production, with a target of producing 600 barrels this year.



aboutdrinks





Fan-finanzierter Whisky von den Färöern

Spirited Zine

BREAKING DEVIL'S BOTANY BECOMES LONDON'S FIRST ABSINTHE DISTILLERY

Faer Isles Distillery To Become "First Whisky Distillery" Funded Through Cryptocurrency

▲ spiritedzine 🗀 News 🕲 October 12, 2020 🐵 32



Faer Isles Distillery is offering Whisky fans the opportunity to invest in its construction using cryptocurrency. The new Faroe Islands-based distillery is set to be constructed on a 23,000m2 site near the village of Kvívík on the island of Streymoy and will also includie warehousing facilities and a visitor center.

> FAER ISLES DISTILLERY

Tasting Table. Recipes news exclusives restaurants cook drink

### Why The Faroe Islands May Be One Of The Best Locations For Whiskey Distilling



### **FOOD&WINE**

OOD DRINK RESTAURANTS NEWS TRAVEL WHAT TO BUY ABOUT U

TRAVEL > EUROPE

### This Nation Has More Sheep Than People and Is Home to One of the Most Ambitious Whiskey Distilleries on Earth

The Faroe Islands is ready to make a name for itself in the world of whiskey.

By Daniel Modlin Updated on August 9, 2023



ARTICLES TASTINGS MAGAZINE COMPETITION V EVENTS V AWARDS V Q

Home > Articles > It's a fair time for whisky in the Faroe Isles



### It's a fair time for whisky in the Faroe Isles

From its home in a tiny windswept archipelago in the northern Atlantic, the Faer Isles Distillery is putting a thoroughly Faroese twist on single malt whisky.



FAER ISLES DISTILLERY

### **Status**

Read more https://faer.io/milestones

#### Organization

Full team in place, supported by the Advisory Board, external nosing panel, and external consultants in e.g., flavor development.

#### Crowdfunding

1100 Founder's Club members from 22 countries. 1000+ investors from 31 countries.

#### Land in Kvívík

We own 23,500 m2 of land in the perfect spot with fantastic view over the fjords, yet very good logistics.

**Distillery** in Vestmanna in full production with visitor center and bar.

#### Warehouses in Kvívik

Our 4 buildings storing our maturing whisky cask with capacity of approximately 3,000 barrels.

#### Lease

Long-term lease agreement for production site in Vestmanna.

#### Equipment

400L gin distillery purchased from famous German still producer <u>Müller Brennereianlagen</u>. Main whisky distillery equipment (1-tonne still) purchased from renowned Scottish <u>Speyside Copperworks</u>.

#### Production

Commercial production (white spirits) since mid 2021. Whisky production since Q1 2023.

#### Funding

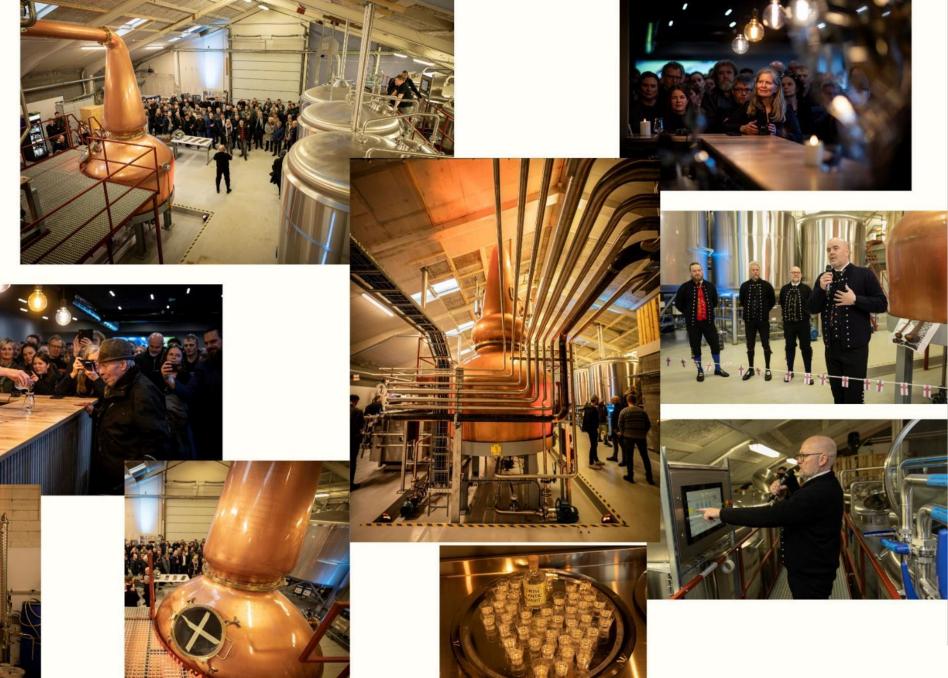
Shares in the company were sold February-July 2021 and again June-August 2023 through crowdfunding. Together with investments of current shareholders and loans, a total of +50 m. DDK (7 m. EUR) is raised.

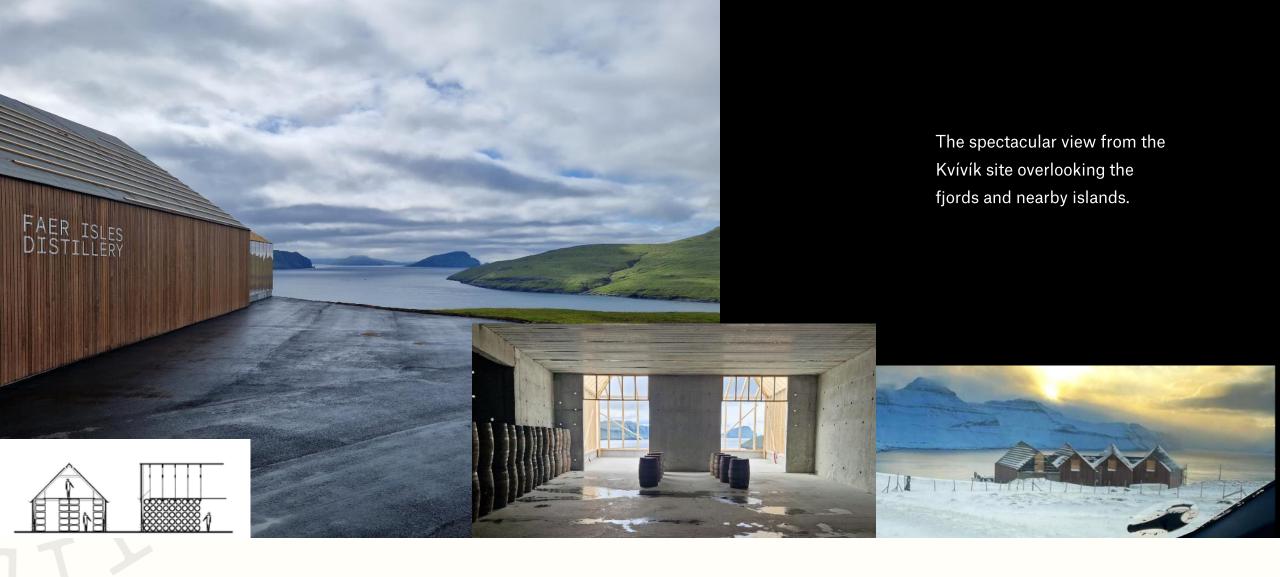




Grand Opening & Whisky Production Start January 2023



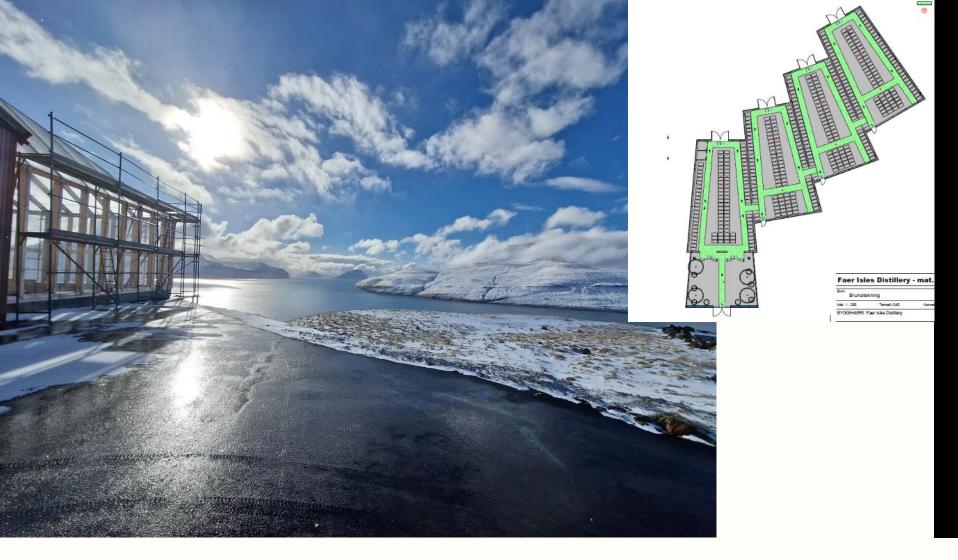




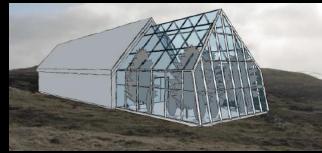
Whisky Warehouses

The warehouses for whisky maturation at the picturesque location close to the old Viking village of Kvívík on the Faroe Islands.





The warehouses are built similar to the "opnahjallur" - the old Faroese traditional food drying houses with wooden slats for maximum exposure to the salty wind. The roofs and outside garden will be used to grow local herbs for gin botanicals. The warehouse gable is constructed as a greenhouse/winter garden.



Whisky Warehouses

Drawings of our new warehouses, situated on the picturesque location next to the abundant stream, Breiðá.

### **Production**

Our distilling equipment consist of 5000/3600L copper stills for whisky production and a 400L still for all other spirits.

Read more <a href="https://faer.io/milestones">https://faer.io/milestones</a>

#### Whisky

We produce 1,825 LPA per week = 72,000 LPA per year. This equals 115,000 l of new make (63,5% ABV), which is approx. 600 barrels a year. This results in 158,000 l of 46% whisky (when vatted down from cask strength), which equals approx. 317,000 (50 cl) bottles a year,

Max annual production capacity with our 1-ton distillery is 400,000 LPA.

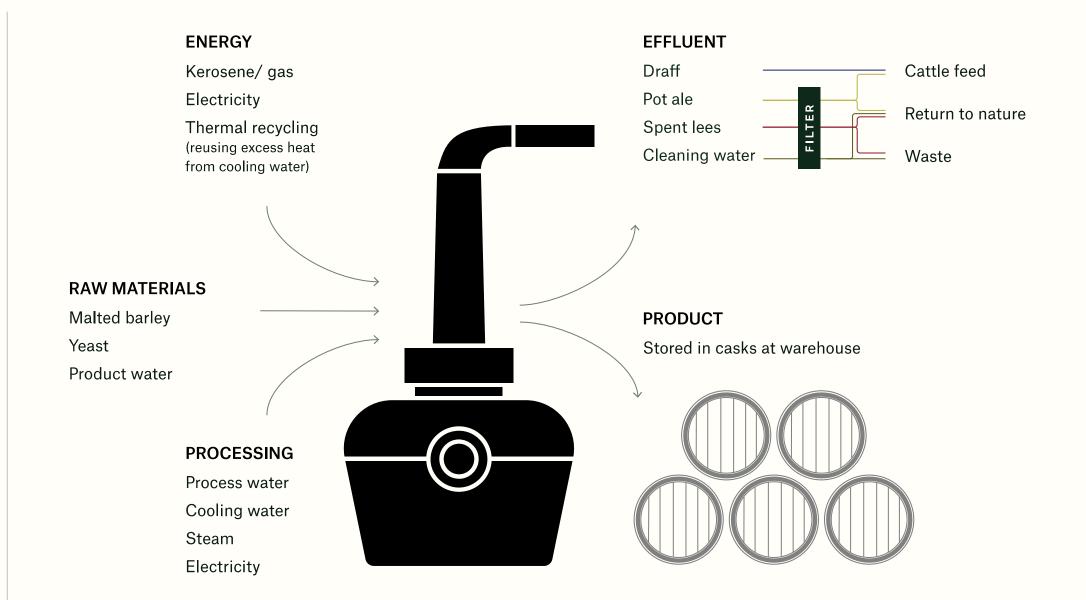


#### Other Spirits

The annual max output capacity of our smaller still is 400,000 I (43%).

The total capacity of the still ensures that we can handle future demand, even if this grows significantly.

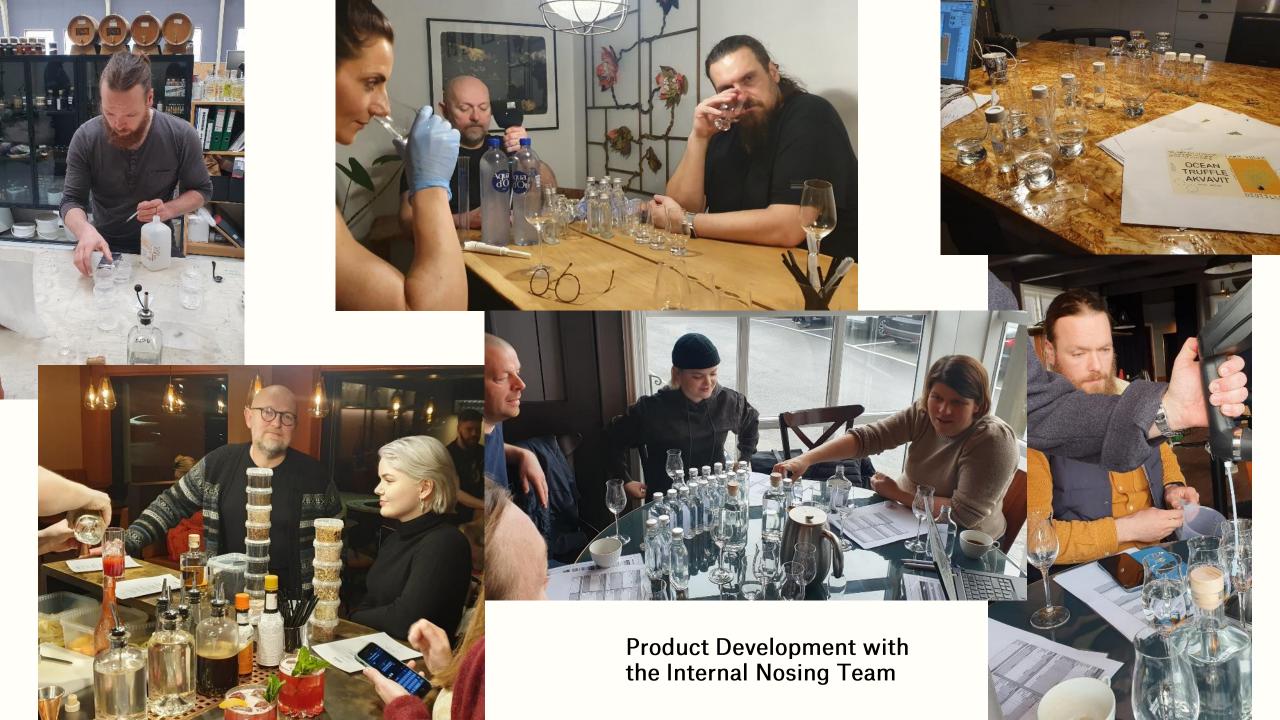




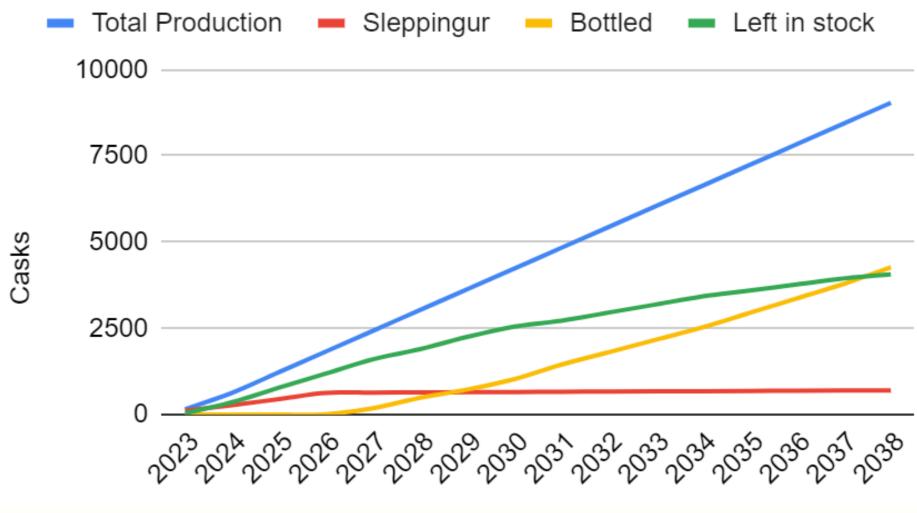








## Whisky Casks



**Production Projections Whisky** 

Forecast of whisky inventory growth in number of casks minus the casks used for sales.











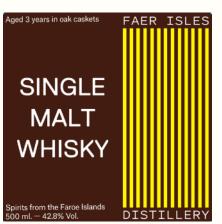








- Wild Faroese nature
- Climate (humidity, salt, wind, stabile year-round temp.)
- Maturation (using the traditional Faroese drying houses "opnahjallur")
- Unique local botanicals particularly seaweed





## Organization Chart - Faer Isles Distillery 2024 **Executive Board Advisory Board Managing Director Distillery Manager Commercial Team** Warehouse Team **Head Distiller** IT **Production Team**

### **Organization Chart**

#### **Executive Board**

Heini Zachariassen, Chairman Christian D. Grahn Bogi K. Mouritsen Dánial Hoydal Bjarni Lamhauge





Bogi Karbech Mouritsen

Serial entrepreneur with +25 years of experience as an IT consultant.

Linkedin



Serial entrepreneur with +20 years of experience within management, marketing, HR, and business development

Linkedin

Dánial Hoydal



Serial entrepreneur with +30 years of experience in management, finance and consultancy. CEO of <u>Keel Solution</u>.

Linkedin

Christian Didriksen Grahn



Bjarni Lamhauge

Experienced engineer and project manager with extensive knowledge about construction, distillation, and brewing.

Linkedin



Bjarni Johansen

Senior IT supporter and infrastructure engineer with 25+ years experience within IT.



### The Core Team

### **Advisory Board**

A team of people with deep knowledge of spirits production, quality assurance, financing, and sales & marketing within the alcoholic beverage industry.



**Julia Nourney** Germany Independent Spirits Consultant with 20+ years of experience.

Linkedin



Business Development Manager at several distilleries and breweries.

Scotland

Linkedin



Heini Zachariassen USA Founder and board member of Vivino, the world's largest online wine marketplace. <u>Linkedin</u>



Alexandre Sakon France Owner/Operator at ASC Barrels. Creator of NEOC® Barrel Management. Linkedin



Julia Nourney

Spirit Flavour Consultant- Head of sensory team

Renowned international whisky and gin expert, spirits consultant, and contract blender with 20+ years of experience in helping distilleries to improve their quality and develop new products.

Linkedin



John Wilcox

Technical Consultant - production

Worked as Head Distiller and consultant at multiple whisky distilleries and breweries in USA and Ireland. Currently Head Distiller at Blackwater Distillery.

<u>Linkedin</u>



#### Sámal Ímundarson

Distillery and warehouse construction

Construction architect with +25 years of experience.

<u>Linkedin</u>



Prof. Scott Allen (CEng FIChemE)

Engineering Design Consultant - distillery build-up and production

Allen Associates are the top consultants for process engineering and distillery design within the spirits industry.

www.allenhpe.co.uk

### **Main Advisors**



Gordon Steele
Whisky Flavour Consultant

Keeper of the Quaich and professor in Brewing and Distilling at Heriot Watt University; a long-time consultant for Scotch whisky companies on flavor and quality.



# Strive to be Sustainable

#### Distilling

- Use the newest technology that has optimal energy consumption, mainly due to the use of stainless steel and insulation.
- Use electricity, heat pumps and hot water recycling as alternative to fossil fuels wherever possible.
- 40% of all electricity production in the Faroe Islands comes from renewable energy sources. It is expected to be 100% renewable by 2030.

#### Reuse of all waste materials

- All the draff (spent grain) and spent lees from our whisky production is delivered to a local dairy farmer to be used as animal feed.
- The biogas plant <u>FÖRKA</u> takes off our pot ale to transform into biofuel and fertilizer.

#### Use of local produce and raw material

- We use Faroese plants for gin botanicals. To protect fragile ecosystems, the plants are not foraged, if they can be cultivation in our green house and garden.
- Local farmers also provide botanicals such as Faroese rhubarbs and Angelica.
- Our signatory gin ingredient, seaweed, has been labelled a super-sustainable ingredient, since it
  doesn't deplete soil, doesn't need fresh water, fertilizers etc. It absorbs CO2 and releases oxygen. It is
  fast growing and nutrient dense. We cooperate with the seaweed Ph.D., Agnes Mols Mortensen, and
  her company <u>Tari</u>.



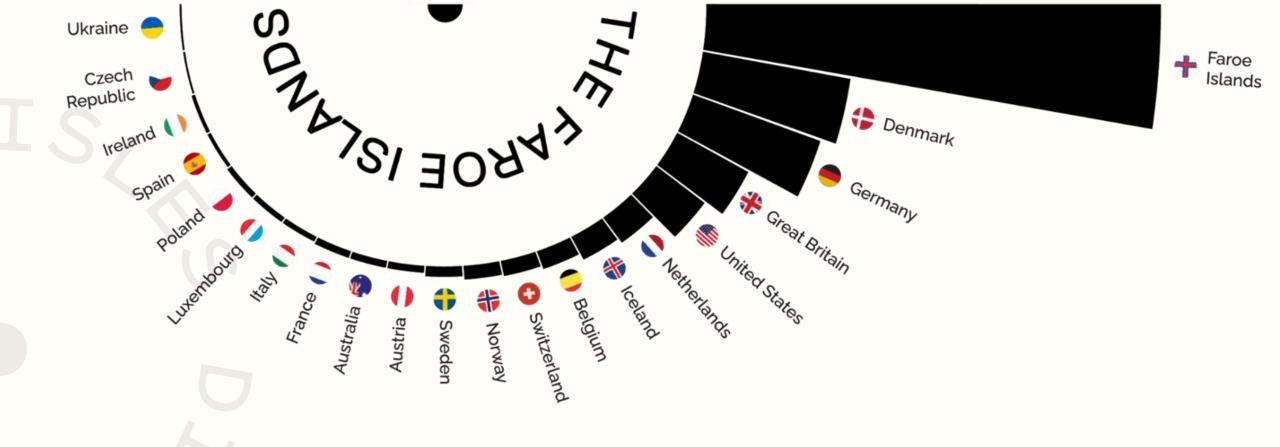
## Planned Green Investments

- Isolation of all steam and hot water piping
- Heat exchangers to reuse hot water from production
- Heat pump for heating visitor center, office and storage in Vestmanna
- Greenhouse and botanical garden in Kvívík to grow our own botanicals
- High Temperature Thermal Energy Storage (HTTES). Develop thermal battery based on local basalt
- Green solution for cleaning production tanks with no polluting waste
- New bottle and packaging design to reduce weight and carbon footprint
- Increase production to maximize the reuse of heat



FAER ISLES DISTILLERY

## Sales & Marketing



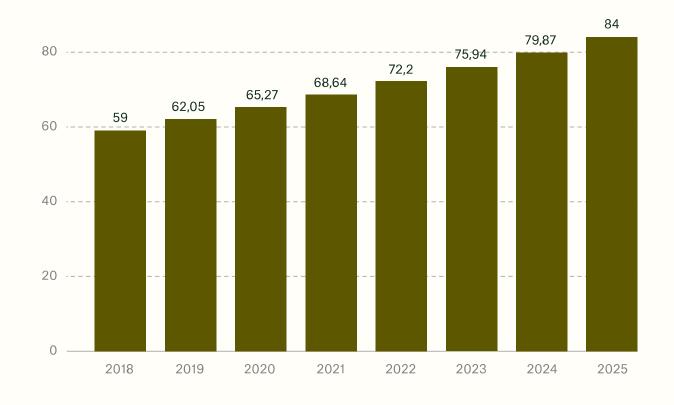
The countries our Founders' Club members are from

# Market Situation (Global Whisky Market)

- The supply of single malt whisky is not keeping pace with growing demand. Premium single malt whisky has been experiencing **steady growth in demand and popularity** over the last many years, with consumers showing a preference for higher-end and more exclusive whiskies.
- According to a report by Allied Market Research, the global premium whisky market was valued at \$3,305.0 million in 2019 and is projected to reach **\$8,135.0 million by 2027**, growing at a CAGR of 11.3% from 2020 to 2027.
- In terms of regional demand, the Asia-Pacific region is expected to be a key driver of growth in the premium single malt whisky market, as consumers in countries such as China, Japan, and India increasingly develop a taste for high-end whisk
- Premium and super-premium spirits are virtually **recession-proof**. In hard times, people drink less but better. During the financial crisis (2008-2015), Britain's overall consumption of spirits fell 3.3%, but sales of expensive single malt whisky went up by 5.5% (Bruning, 2015).
- No craft whisky startups established within the last 15 years have gone out of business yet.
- IPSOS: the global trend to premiumisation means that the **growth in** market value was outstripping volume, with a 10% growth, and that whisky and cognac are the key drivers of growth in the premium category worldwide, growth which shows no signs of abating.

### Size of the Whisky Market Worldwide from 2018 to 2025





(in billion US dollars) Source: <u>Statista</u>

# Market Situation (Global Whisky Market cont.)

In 2019, Scotch whisky export reached record levels both in volume and value. The Scotch Whisky Association, citing the UK HM Revenue & Customs (HMRC) data, announced that Scotch whisky export reached £4.91 billion in 2019, which was an increase of 4.4% over 2018. The market is expected to grow annually by 6.9% (CAGR 2020-2025, Statista.com).

The **global demand for whisky has grown so fast** that the industry is seriously worried about the possibility of failing to meet the demand. This is why you see massive investments in expanding capacity by virtually all the big whisky brands at the same time as new distilleries are created.

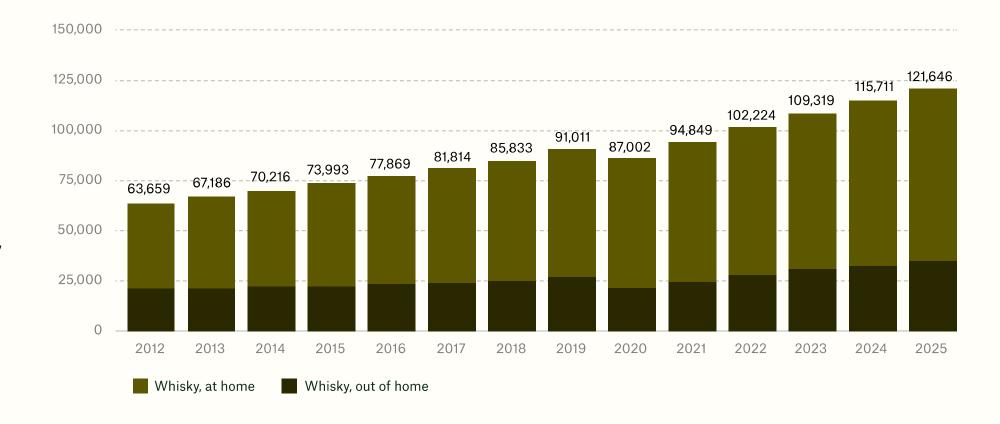
At the same time, the **demand for particularly whisky from startup craft distilleries** is very high, since the market constantly seems to crave new and different products. Craft distillery sales in the USA are at around \$450 million per year.

Whisky is one the most profitable investment class of alternative assets. For many years, rates of return on investment in whisky have been very high, beating other alternative investments, such as rare coins, wine, art and watches.

The uniqueness of investments in whisky (casks and quality single malts) is that they are **independent of financial markets**, so even the possibility of an economic crisis does not affect them. Steadily growing demand, both for blended and single malts, combined with a limited supply has a great impact on market stability (Stillnovisti).



### Revenue of the Whisky Market



(In million US dollars)
Adjusted to impact of COVID-19
Source: <u>Statista</u>



### **Core Product Range**





### We will release 80 casks in 2023 through our Sleppingur programme

No two casks are the same. Even whisky on sister casks of the same type, filled on the same day, and stored next to each other in the same warehouse will develop differently due to the complex chemistry of oak barrel maturation and environmental factors. This is what makes single cask whisky a sought-after treat by connoisseurs.

The first 80 casks were sold quickly in 2023, mainly to our shareholders. We have a waiting list for the 2024 release.

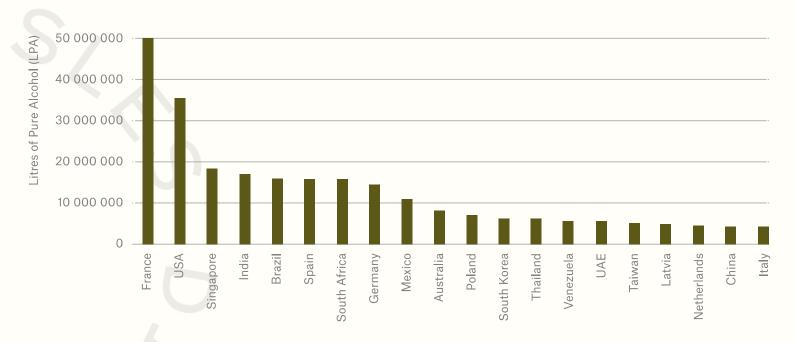
## **Promotion**

In addition to sales of existing products, early sales of newly-filled whisky casks are an important source of cash generation during 2023-2025, while we wait for the first whisky to mature and become ready for bottling. There is a big potential in this, as the established distilleries lately have stopped selling casks, since they want to sell bottled whisky under their own brand. We put 80 casks for sales and without any international marketing, they were soon sold out, after we notified current shareholders and members of our Founders' Club. Selling via our own website increases profitability.

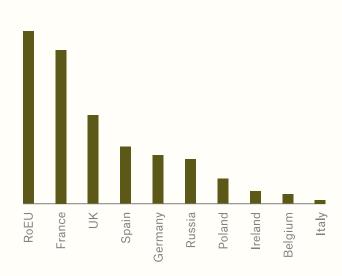
All the first products (gin, akvavit and vodka) have been entered into the top international spirits competitions and have won medals, which help validate the quality of the products. Once young malt and whisky is ready, product samples will be sent to top influencers, whisky experts, and spirits publications for evaluation and coverage.

A **product launch** will be made in cooperation with a PR agency specializing in the drinks industry, once the Inaugural Release is approaching. <u>Isle of Raasay</u> sold out all of their Inaugural Release (almost 9,000 bottles) within weeks, <u>Isle of Harris</u> sold out their 42,000 first edition bottles within the first day, and <u>Dornoch Distillery</u> had to create a ballot for interested buyers, since the interest - even before the release - was overwhelming.





Scotch Whisky: Top twenty export destinations 2013



Source: www.gminsights.com

Europe Whisky Market, by Country, 2025

Import & Export Quantities

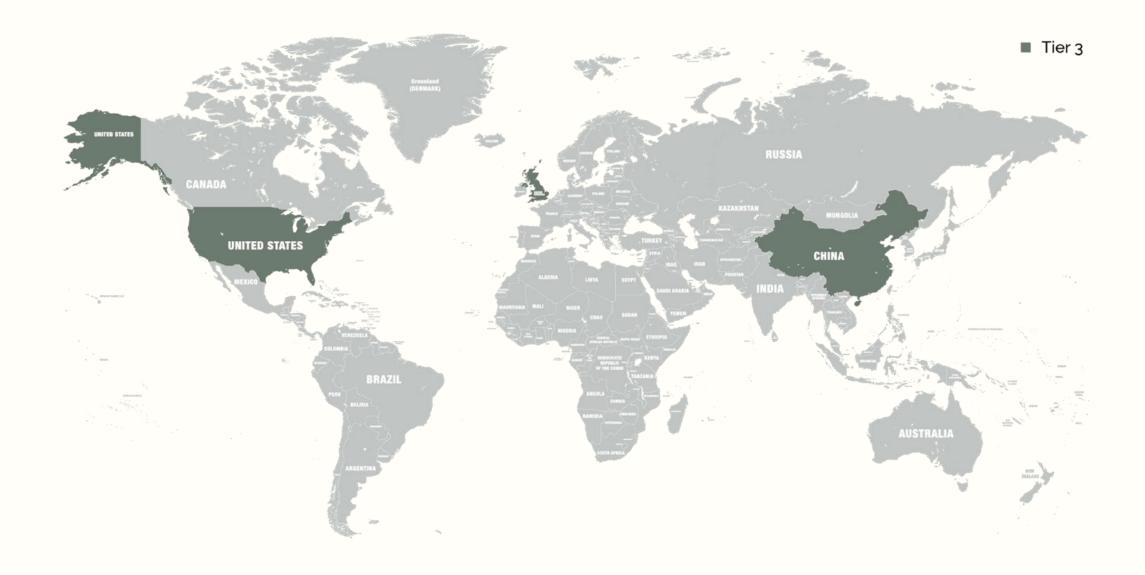
Source: Global Market Insights

TOTAL MARKET SIZE (LITERS)	WHISKY	Expected entry to market	GIN	Expected entry to market	
Germany	20,876,395	2026	14,847,105	2023	
France	12,548,095	2026	7,174,052	2024	
Spain	8,816,945	2026	5,634,517	2024	
Sweden	2,411,769	2026	1,632,834	2023	
Finland	1,096,900	2026	388,055	2023	
Denmark	943,788	2026	206,324	2022	
Norway	94,405	2026	350,633	2023	
Faroe Islands	13,611	2026	23,357	2021	

# Market Volumes in Target Markets

(Western Europe)





## Market Tier 3

When proof of concept in tiers 1 and 2 is obtained Faer will establish a position in tier 3 markets. These markets are huge. Although the UK has a large home production, it is also by far the biggest European importer of whisky and gin.



## Sales Channels

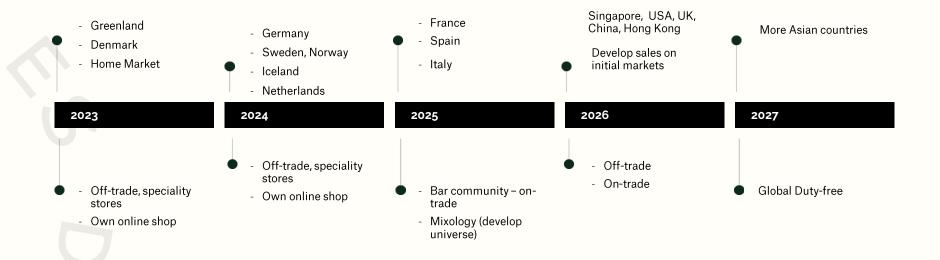
Due to the rapid fall (caused by Corona) of the on-trade market, for the first years of sales and marketing we will focus on off-trade (independent retailers, speciality stores) through selected distributors. Even before Corona, 70% of global whisky sales were off-trade. Our sales channels will be:

- . Off-trade: Independent specialists and outlets
- 2. On-trade: Bars and restaurants
- 3. Online sales via own branded webshop (cooperation with Tipple)

We are in the process of establishing agreements with selected distributors and agents.



#### **MARKETS**



## SALES CHANNELS

## **Timeline**



FAER ISLES DISTILLERY

# Financial Overview & Valuation

Total assets	38,586,342 DKK
Share capital	661,055 DKK
Share premium	19,911,042 DDK
Revaluation reserve	246,000 DKK
Retained earnings	2,329,816 DKK
Shareholders' equity	18.488,281 <b>DKK</b>

Net current assets	4,063,790 DKK
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# ASSETS

Current Assets	
Inventory	2,022,152 DKK
Accounts receivables	316,311 DKK
VAT owed to company	692,307 DKK
Cash at bank	981,820 DKK
TOTAL	4,063,780 DKK

#### Non-current Assets

Tangible assets	34,482,522 DKK
Financial assets / investments	40,000 DDK
TOTAL	34,522,552 <b>DKK</b>

# **ABILITIES**

Liabilities	
Equity	18,488,281 DDK
Debt to financial institutions	18,045.657 DKK
Accounts payables	1,216,604 DKK
Other payables	443,800 DKK
Deferred income	392,000 DKK
Taxes payable	0 DKK
VAT owed to tax authority	0 DKK
TOTAL	38,586,342 DKK

Per 31. December 2023 (end of fiscal year)

## Description of Assets

#### Land and buildings

- 23,500 m2 of land next to the village of Kvívík, Faroe Islands, close main road to capitol, main shipping harbour, and airport. Isolated in picturesque nature with great view but close to village with utilities supply.
- Long-term lease agreement for 7200 m2 production site, including bar and visitor centre in nearby village of Vestmanna, which has been refurbished and customized for 3 mio DKK.
- · Design and technical specifications for buildings in Kvívík.

#### **Production and Processes**

- 400L gin distillery purchased from famous German stills producer Müller Brennereianlagen.
- Fully operational whisky distillery purchased from renowned Scottish <u>Speyside</u> <u>Copperworks</u>, designed and implemented under the project management of <u>Allen</u> Associates
- Operating permits from all relevant regulatory bodies (food production, distilling, utilities, fire).
- Agreement with a local dairy farmer collecting our draff for animal feed and the biogas plant <u>FÖRKA</u> is about waste material (pot ale).

#### Other

Intangible assets: brand, trademark, website and other sales and marketing materials, external market research and analysis, customer/member base, social media pages (including followers and content) lists of whisky clubs and publications, product testing for 3 years, received consulting, architectural simulations, market network, process diagrams and other organizational material, goodwill etc. that has been built up during the last 8 years.



## Obtained Funding (Cost to Build/Replacement Cost)

### Initial Investment (2017-2021)

7,5 mio. DKK Covered by founders

1,8 mio. DKK Reward-based crowdfunding (Founders' Club)

6,9 mio. DKK Equity-based crowdfunding (B-shares)

### 2. Round (2022)

12 mio. DKK EIFO - Danish Growth Fund (loan)

4,2 mio. DKK Betri Bank (loan)

6,2 mio. DKK A-Investors

1,5 mio. DKK Sales of own shares to existing B-shareholders

### 3. Round (2023-24)

1,5 mio. DKK A-Investors

5,9 mio. DKK Equity-based crowdfunding (B-shares)

2,0 mio. DKK Vestnorden Fund (loan)

2,0 mio. DKK EIFO - Danish Growth Fund (loan)

### Total: 52,5 mio. DKK

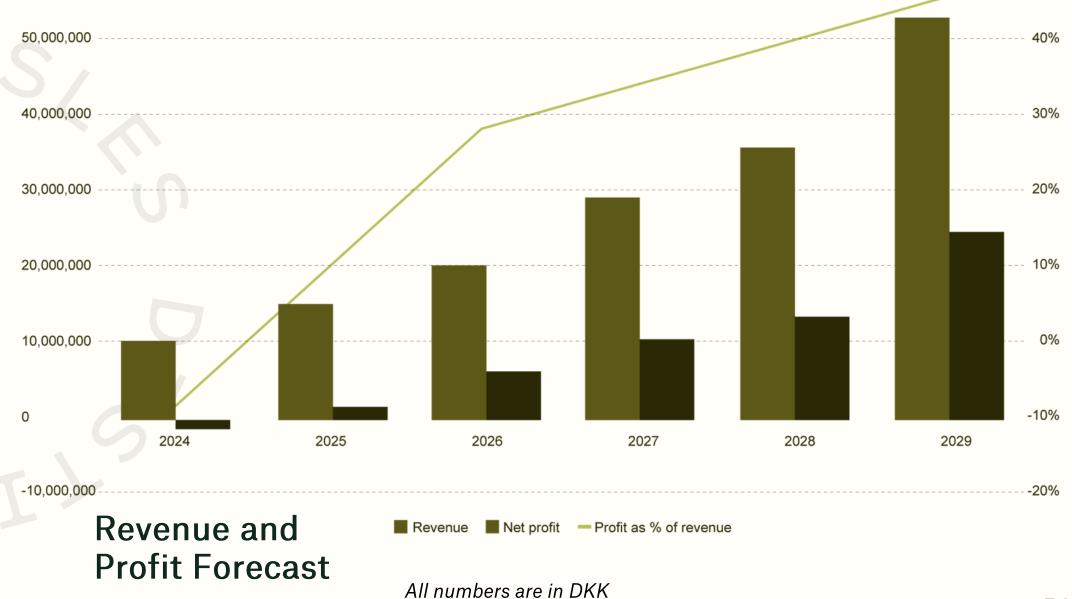
This represents the actual Cost to Build/Replacement Cost of the investment so far.



2025		% of												
2025	Total	rev	January	February	March	April	May	June	July	August	September	October	November	December
Revenue	15.106.654	100,0%	1.673.649	1.476.137	1.118.606	1.156.768	1.167.768	1.245.132	1.236.853	1.237.132	1.203.101	1.173.336	1.206.336	1.211.836
Effects of deferred revenue	-452.000	-3,0%	-43.000	-38.000	-31.000	-31.000	-43.000	-38.000	-38.000	-38.000	-38.000	-38.000	-38.000	-38.000
Net revenue	14.654.654	97,0%	1.630.649	1.438.137	1.087.606	1.125.768	1.124.768	1.207.132	1.198.853	1.199.132	1.165.101	1.135.336	1.168.336	1.173.836
Cogs	2.000.414	13,2%	228.364	205.217	151.320	153.639	153.639	156.202	156.971	157.028	159.231	159.601	159.601	159.601
Gross profit	12.654.240	83,8%	1.402.285	1.232.920	936.286	972.129	971.129	1.050.931	1.041.882	1.042.104	1.005.870	975.734	1.008.734	1.014.234
Staff related expenses	4.832.776	32,0%	402.731	402.731	402.731	402.731	402.731	402.731	402.731	402.731	402.731	402.731	402.731	402.731
Housing expenses	1.262.223	8,4%	100.922	101.622	102.343	103.086	103.851	104.639	105.451	106.287	107.148	108.035	108.949	109.890
Transportation expenses	47.741	0,3%	3.713	3.713	3.713	3.713	3.713	3.713	4.244	4.244	4.244	4.244	4.244	4.244
IT, office equipment and software	63.781	0,4%	4.795	4.795	4.795	4.795	4.795	4.795	5.835	5.835	5.835	5.835	5.835	5.835
Factory machinery	113.126	0,7%	9.427	9.427	9.427	9.427	9.427	9.427	9.427	9.427	9.427	9.427	9.427	9.427
Travel expenses	167.410	1,1%	13.951	13.951	13.951	13.951	13.951	13.951	13.951	13.951	13.951	13.951	13.951	13.951
Marketing expenses	466.600	3,1%	58.883	118.883	18.883	118.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883
Sales & distribution expenses	226.600	1,5%	18.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883	18.883
Professional services	322.000	2,1%	23.500	63.500	23.500	23.500	23.500	23.500	23.500	23.500	23.500	23.500	23.500	23.500
Other operational expenses	269.507	1,8%	22.459	22.459	22.459	22.459	22.459	22.459	22.459	22.459	22.459	22.459	22.459	22.459
Total other operational expenses	7.771.763	51,4%	659.265	759.965	620.686	721.429	622.194	622.982	625.364	626.200	627.062	627.949	628.862	629.803
EBITDA	4.882.477	32,3%	743.020	472.955	315.600	250.700	348.935	427.948	416.518	415.904	378.809	347.786	379.872	384.431
Depreciation	1.509.600	10,0%												
EBIT	3.372.877	22,3%												
Finance costs	-1.875.590	-12,4%												
Taxes	-299.457	-2,0%												
Profit/-loss	1.197.830	7,9%												

Budget 2025

The difference Deferred revenue...



FAER ISLES DISTILLERY

	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029
Cash from operating facilities	3,247,141	6,446,748	11,729,773	18,801,869	24,837,441	40,386,931
Cash from investment activities	-7,080,781	-5,540,076	-4,059,145	-2,000,000	-2,000,000	-2,000,0000
Cash from financing activities	4,308,768	929,418	-3,638,139	-4,113,378	-4,137,200	-16,161,570
Free Cash Flows	475,128	1,836,090	4,032,489	12,688,491	18,700,241	22,225,361
Present value of Free Cash Flows	475,128	1,646,717	3,243,571	9,153,462	12,098,951	228,392,764
Terminal value after FY 2028					132,528,110	
Total present value	475,128	1,646,717	3,243,571	9,153,462	144,627,061	
Net Present Value	159,145,939					

#### **Financial KPIs**

Yield: 11.5%

Perpetual growth after FY 2029: 2%

Our estimation is that a yield of 11,5% gives a reasonable premium for this type of investment. In earlier versions of this presentation, Faer Isles was still an idea, and the presentation an expectaion of what we were hoping to achieve. Today, Faer Isles is an operating company with products, a stock of maturing whisky and a track record.

Using a yield of 11,5%, we estimate that Faer Isles is currently worth 159 million.

Based on these projections, the investment is likely to grow more than 3-fold over the next ten years.

## **Net Present Value**

In the 1<sup>st</sup> round of share emissions in 2021 (equity-based crowdfunding), we calculated the Net Present Value at zero when using a yield of 27,8%. For the 2<sup>nd</sup> round in 2023, using the same yield, we estimated that the company was worth 35 million more than in 2021. Today, again using the same yield, we estimate that the company is worth 40 million more than in 2021, i.e. 5 million more than in May 2023, when the previous version of this presentation was made.

All numbers are in DKK

## **Dividends**

First year of dividend is expected to be from results of the fiscal year 2026.

By 2029, the accumulated profit is expected to be 56m DKK. For the following years, dividends are projected to be 50% of the profit.

The other 50% of the dividends will be used for new investment.



## Formal info about the Company

Faer Isles Distillery P/F (Ltd)

Fjarðarvegur 3

FO-350 Vestmanna

Faroe Islands

VAT No: FO00644986

Company Reg. No: 7321

Faer Isles Distillery P/F is registered as a "Partafelag" (limited liability company) on the Faroe Islands under Faroese law.

The ownership percentage of the current major shareholders (by 1st April 2024), represents their voting rights in the company.

#### Major Shareholders

Cortexco Aps  Danish company registration no. 39105284	29,06%
BKM-Holding ÍVF Faroese company registration no. 6889	21.06%
Kombikk Spf Faroese company registration no. 5395	15.65%
3B Holding Bryggen Aps Danish company registration no. 41539305	5.12%
Z-Holding II Aps Danish company registration no. 41957700	13.66%
FAER ÍVF Faroese company registration no. 7565	5.75%



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