HAGA – Hagar hf.

Q1 2026-27 Result Note – Beat

Analyst: Alexander Jensen Hjálmarsson
Price data as of market close 30/06/2026
Report completed 30/06/2026 at 20:30 GMT
First disseminated 30/06/2026 at 21:00 GMT

WWW.AKKUR.NET

Note date	Assessment	Rating	Last target price	Target price date	Last close	Difference
30/06/2026	Beat	BUY	ISK 165	20/01/2026	ISK 121	+36,4%

Bottom Line

Q1 EBITDA of ISKm 5.136 came 26,2% above AKKUR (ISKm 4.070) and rose 26,9% YoY, but the beat is low quality: Olís contributed ISKm 745 of the ISKm 1.090 YoY EBITDA gain on a temporary industry-fuel margin windfall that management expects to reverse in Q2, and FY26/27 guidance was held at ISKm 18.800–19.300. The durable read is solid - Iceland Stores & Warehouses EBITDA +14,8% YoY, grocery volumes +2,0% and gross margin +200 bps - while operating cash flow fell to ISKm 635 (from 5.401) on a fuel-inventory build that should unwind. **Thesis intact; FY estimates at the upper end of guidance pending the expected Q2 Olís reversal. Rating and target price unchanged.**

AKKUR Estimates – Q1 2026-27E

Key Figures ISKm	Actual Q1 '26-27	AKKUR Q1 '26-27	Variance ISKm	Variance %	Actual Q1 '25-26	YoY %
Sales	**50.785**	**49.272**	+1.513	+3,1%	**48.115**	+5,5%
Gross Profit	**13.281**	**12.318**	+963	+7,8%	**11.619**	+14,3%
Gross Margin %	*26,2%*	*25,0%*		*+115 bps*	*24,1%*	*+200 bps*
EBITDA	**5.136**	**4.070**	+1.066	+26,2%	**4.046**	+26,9%
EBITDA Margin %	*10,1%*	*8,3%*		*+185 bps*	*8,4%*	*+170 bps*
EBIT	**3.272**	**2.364**	+908	+38,4%	**2.415**	+35,5%
EBIT Margin %	*6,4%*	*4,8%*		*+165 bps*	*5,0%*	*+142 bps*
Net Income	**1.917**	**1.198**	+719	+60,0%	**1.165**	+64,5%
Net Margin %	*3,8%*	*2,4%*		*+134 bps*	*2,4%*	*+135 bps*

AKKUR is the only publicly distributed estimate and therefore no consensus is available. Private forecasts may exist.

Valuation Read

Directional implication: Q1 upside is concentrated in a non-recurring Olís margin effect; with guidance unchanged and the windfall set to reverse in Q2, read-through to fair value is limited. Durable Iceland-retail momentum biases FY operational estimates marginally higher, not enough to move the target.

Trigger for TP update: FY EBITDA tracking above the ISKm 19.300 guidance ceiling through H1 on durable, non-fuel drivers, or a material Hagar Miðlar revenue disclosure. Otherwise next scheduled review.

Positives

- Iceland Stores & Warehouses EBITDA +14,8% YoY to ISKm 3.122 - the durable core
- Group gross margin 26,2%, +210 bps YoY (+115 bps vs AKKUR)
- Grocery volumes +2,0% and visits +1,3%; June trading above the Q1 pace
- Buyback to launch imminently, on top of the ISKm 3.300 dividend just paid
- EBIT +35,5% YoY despite D&A +23,3% - operating leverage holding

Negatives

- ~68% of the EBITDA gain is the Olís windfall (+93,4%); guidance held, will reverse at least partly
- Operating cash flow ISKm 635 vs 5.401 on a fuel-inventory build
- ISKm 308 fuel write-down - volatility cuts both ways as oil falls
- SMS (Faroe) EBITDA -10,8% on freight one-offs and higher shrinkage
- Fuel volumes -3,7% (fewer km driven) - structural demand drag

All data from company annual/interim reports, Kodiak Excel and AKKUR estimates unless otherwise stated.

HAGA – Hagar hf.

Q1 2026-27 Result Note – Beat

Analyst: Alexander Jensen Hjálmarsson
Price data as of market close 30/06/2026
Report completed 30/06/2026 at 20:30 GMT
First disseminated 30/06/2026 at 21:00 GMT

WWW.AKKUR.NET

Note date	Assessment	Rating	Last target price	Target price date	Last close	Difference
30/06/2026	Beat	BUY	ISK 165	20/01/2026	ISK 121	+36,4%

Segmental Performance – Q1 2026-27

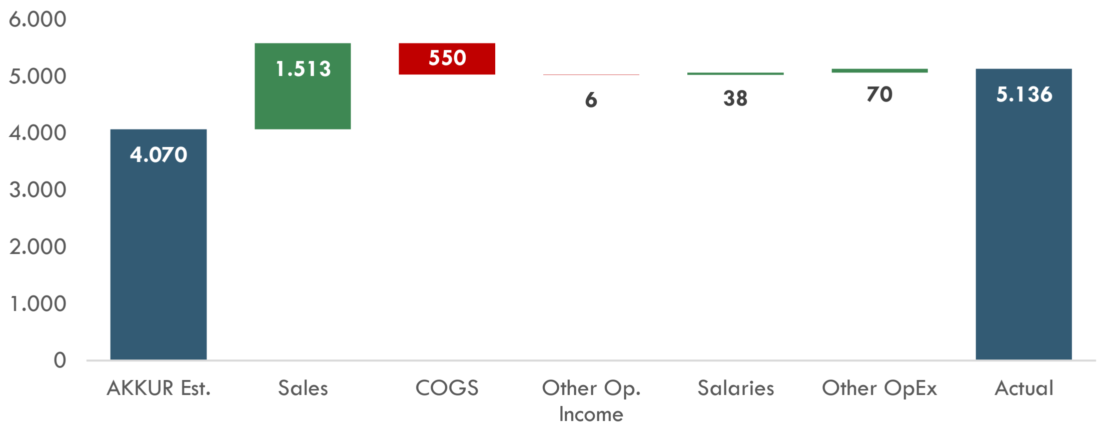
Segments ISKm	Sales Q1 2026-27	Sales Q1 2025-26	YoY %	EBITDA Q1 2026-27	EBITDA margin Q1 2026-27
Stores and Warehouses (Iceland)	35.536	33.405	+6,4%	3.122	8,8%
Olís	11.571	11.328	+2,1%	1.543	13,3%
Stores and Warehouses (Faroe Islands)	3.898	3.614	+7,9%	471	12,1%
Segmental total	**51.005**	**48.347**	**+5,5%**	**5.136**	**10,1%**

Estimates Changes Post Earnings – Preliminary

Key Figures ISKm	AKKUR FY '26-27 Prior	AKKUR FY '26-27 New	Variance %
Sales	**200.293**	**201.805**	**+0,8%**
Gross Profit	**52.128**	**52.336**	**+0,4%**
Gross Margin %	*26,0%*	*25,9%*	*-9 bps*
EBITDA	**18.973**	**19.269**	**+1,6%**
EBITDA Margin %	*9,5%*	*9,5%*	*+8 bps*
EBIT	**12.035**	**12.061**	**+0,2%**
EBIT Margin %	*6,0%*	*6,0%*	*-3 bps*
Net Income	**7.928**	**7.941**	**+0,2%**
Net Margin %	*4,0%*	*3,9%*	*-2 bps*
EV/EBITDA*	8,6x	8,5x	
EV/EBIT*	13,6x	13,6x	
P/E*	17,7x	17,7x	

** Adjusted for non-operating assets*

EBITDA Variance – AKKUR Estimates to Actual (ISKm)



To Watch on the Call

1. **Olís margin reversal** — Q2 reversal quantum, normalized steady-state fuel margin
2. **Gross-margin durability** — Structural Salling/private-label benefit vs transient; SKU run-rate
3. **Working capital & FCF** — Fuel-inventory unwind timing; cash-conversion trajectory
4. **Capital allocation** — Buyback size and pace vs 2,4x leverage
5. **Grocery volume durability** — Share gain vs traffic contraction; fuel volumes -3,7%

All data from company annual/interim reports, Kodiak Excel and AKKUR estimates unless otherwise stated.