



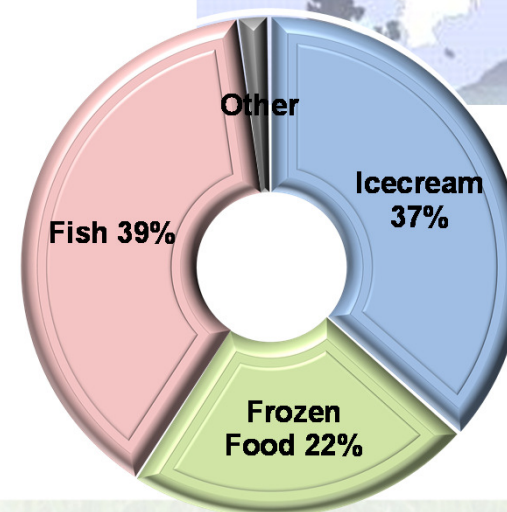
# Premia Foods Q2 & HY1 2011



August 15th, 2011

# Continuous growth in turnover and profitability

- ❖ Consolidated turnover in Q2 was 27.6 mEUR, growth 30%, i.e. 6.3 mEUR
- ❖ Share of export 73%
- ❖ Greatest contribution to the turnover growth was given by fish segment by 46% turnover growth, ice cream segment grew by 33%
- ❖ Gross profit 8.1 mEUR, growth 48%
- ❖ Gross margin 29.5%, growth 3.7 ppt
- ❖ EBITDA from operations grew by 0.9 mEUR, i.e. 53%.



**Sales by segments, 1<sup>st</sup> half-year 2011**

## Main indicators: PROFIT & LOSS

<i>Profit &amp; Loss, EUR mln</i>	Q1	Q2	6m 2011	Q1	Q2	6m 2010
Sales	16,7	27,6	44,2	15,0	21,3	36,3
Gross profit	3,2	8,1	11,4	3,0	5,5	8,5
EBITDA from operations	-0,6	2,7	2,1	0,4	1,8	2,1
EBITDA	-1,3	2,2	0,9	0,0	2,2	2,2
EBIT	-2,3	1,2	-1,1	-0,9	1,3	0,3
Net profit	-2,0	1,1	-0,9	-1,1	0,8	-0,4
Gross margin	19,4%	29,5%	25,7%	20,0%	25,8%	23,4%
EBITDA margin	-7,8%	8,0%	2,0%	0,0%	10,3%	6,1%
EBIT margin	-13,8%	4,4%	-2,5%	-6,1%	5,9%	1,0%
Net margin	-11,9%	4,0%	-2,0%	-7,6%	3,6%	-1,1%
Operating expense ratio	29,6%	23,4%	25,7%	25,1%	24,0%	24,4%

2011 6 months EBITDA includes 0.8 million euros one-off expenses and double rent payments related to the relocation of ice cream operations in Russia

## Main indicators: BALANCE SHEET

<i>Balance Sheet, EUR mln</i>	31.12.10	31.03.11	<b>30.06.11</b>	31.12.09	31.03.10	30.06.10
Net debt	11,2	14,5	<b>13,0</b>	18,5	20,1	10,2
Equity	41,4	39,4	<b>40,1</b>	27,7	26,6	39,6
Working capital	12,8	12,1	<b>12,9</b>	3,3	2,7	8,5
Assets	68,9	68,9	<b>70,6</b>	62,8	62,4	74,6
Liquidity ratio	1,87	1,75	<b>1,73</b>	1,15	1,12	1,36
Equity ratio	60%	57%	<b>57%</b>	44%	43%	53%
Gearing ratio	21%	27%	<b>24%</b>	40%	43%	21%
Net debt-to-EBITDA	1,58	2,50	<b>2,24</b>	2,98	3,15	1,65

Company had dividends payout to its shareholders in amount of 0.4 million euros in Q2 2011

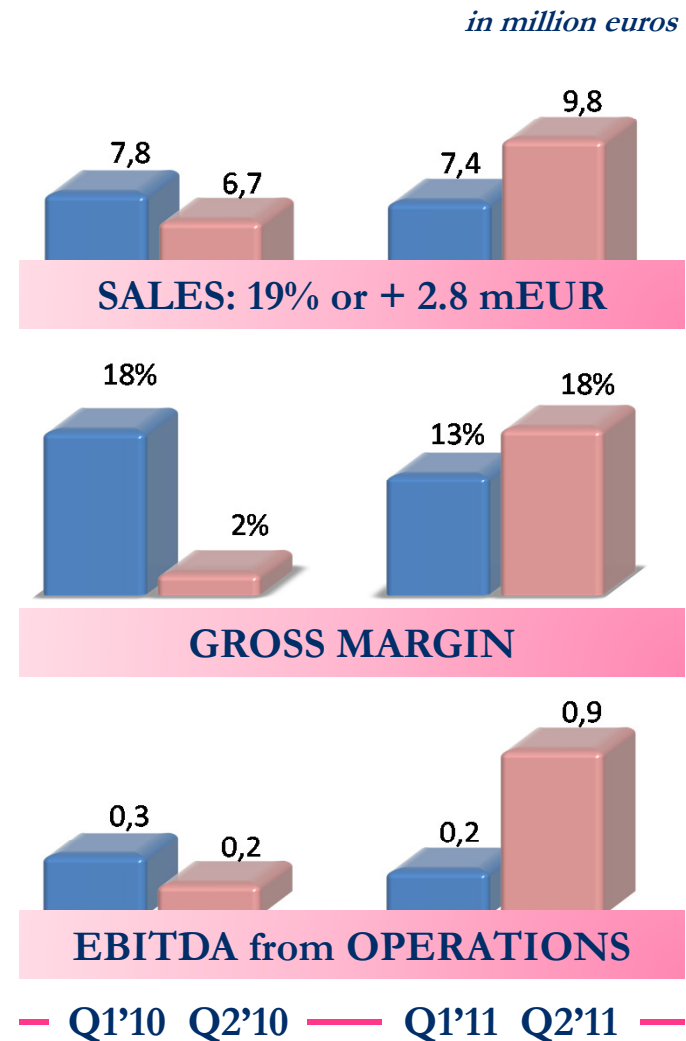
# Well-balanced portfolio

SEGMENT SHARE FROM TOTAL SALES (6m 2011)

Other	0,1%	1,2%	0,0%	0,4%	0,2%
Fish	33,0%	5,4%	0,1%	0,3%	
Frozen Food		10,7%	8,1%	3,7%	0,0%
Icecream	0,5%	10,3%	5,1%	7,0%	13,8%
SEGMENT ----- MARKET	Finland	Estonia	Latvia	Lithuania	Russia

# Fish segment

- ❖ Gross margin in Q2 18%, back at the pre-accident level
- ❖ HY1 sales in the Baltics up by 2.3 times, i.e. 1.4 mEUR
- ❖ HY1 sales in Finland up by 10%, i.e. 1.3 mEUR
- ❖ Strong No 2 in Finnish chilled fish market
- ❖ EBITDA from operations (before livestock fair value adjustment) increased 5 times in Q2, reaching 0.9 mEUR



# Fair value adjustment of biological assets

Norwegian rainbow trout export price

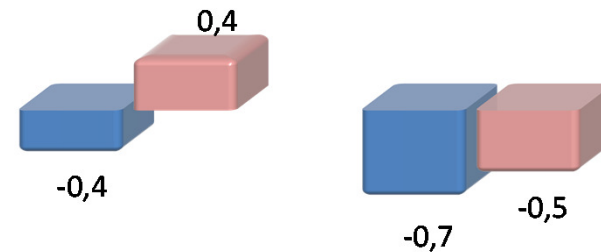


2011 Q1: 4%    2011 Q2: -20%

2010 Q1: 30%    2010 Q2: 28%

Source: [www.akvafakta.no](http://www.akvafakta.no)

in million euros



## BIOMASS REVALUATION

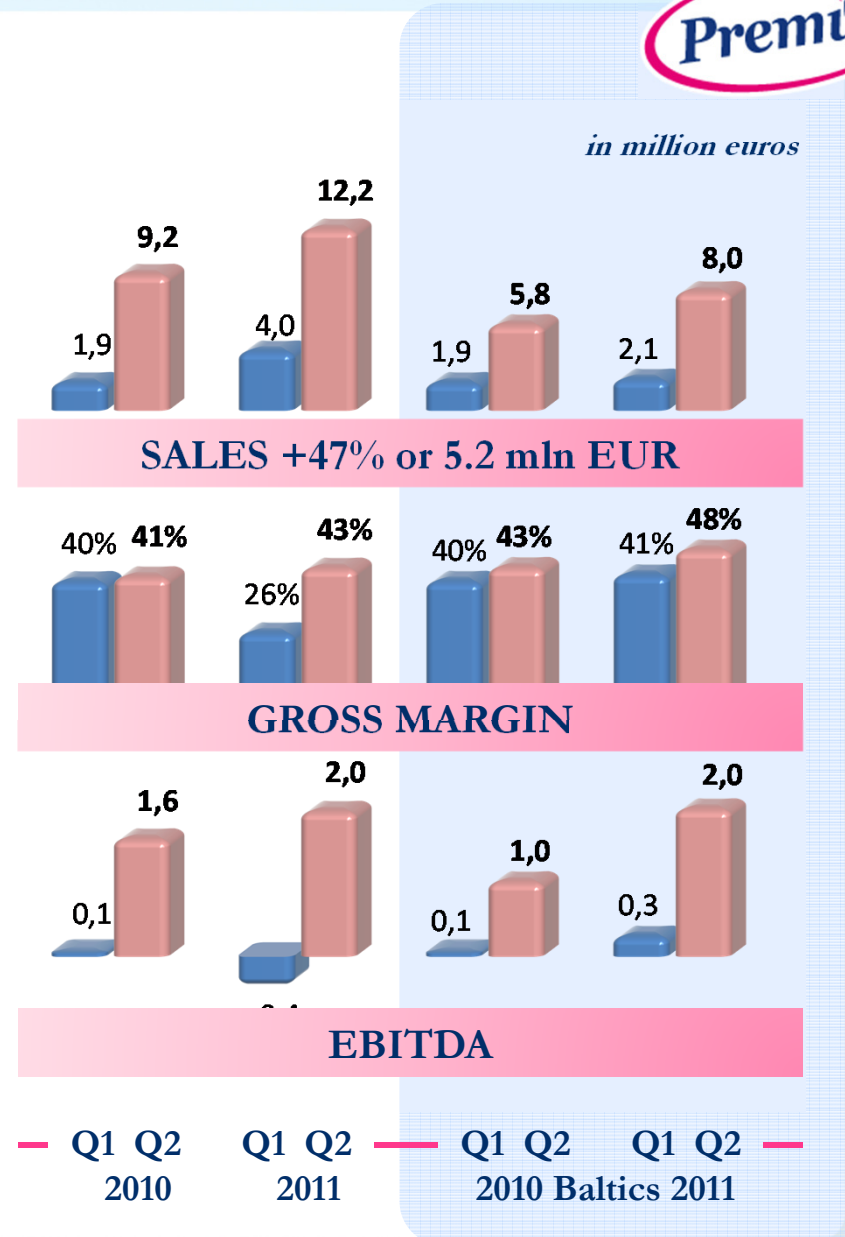
— Q1'10 Q2'10 — Q1'11 Q2'11 —

- ❖ Comparable price declined in Q<sub>2</sub> by 20% ( Q<sub>2</sub> 2010 +28%)
- ❖ Revaluation of biological assets does not imply Premia's cash flow and is not connected with everyday business operations.



# Ice cream segment

- ❖ Half-year turnover: +47% or 5.2 mEUR
- ❖ 2.5 mEUR additional growth from the Baltics, sales up by 34%
- ❖ Gross profit from ice cream segment increased by 1.8 mEUR compared to HY1 2010
- ❖ Q2 gross margin in the Baltics 48% and EBITDA 2.0 mEUR, growing 2 times compared to Q2 2010.
- ❖ Market leader in Estonia (42%), Lithuania (19%), strong No 2 in Latvia (14%) and St Petersburg (22%)
- ❖ 0.81 mEUR expenses related to the relocation of operations in St Petersburg

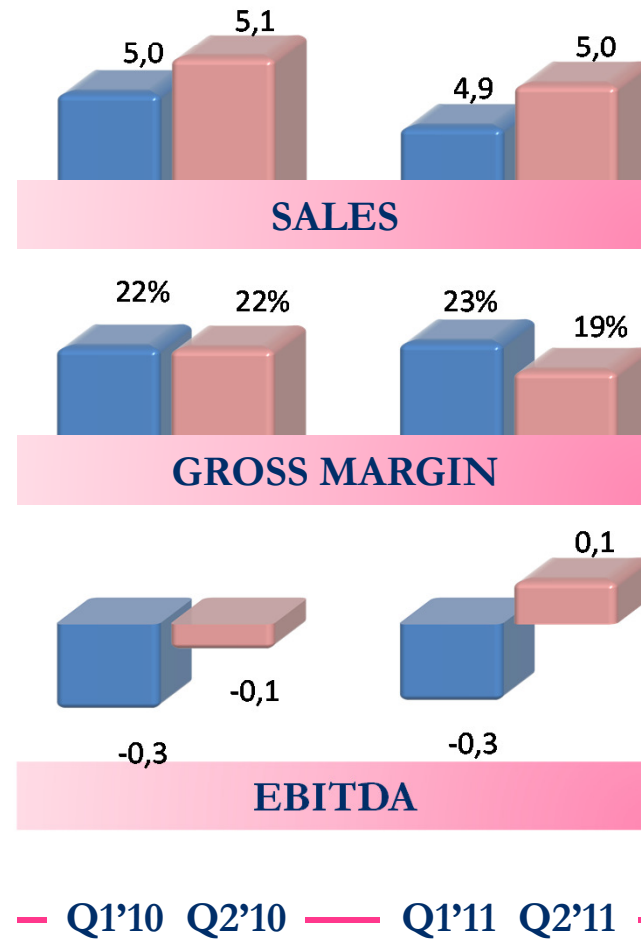




# Frozen foods segment

- ❖ Frozen food segment was the most affected segment during previous crisis time
- ❖ Gross margin of HY1 21%, 1 ppt lower than in HY1 2010
- ❖ EBITDA increased in Q2 by 0.2 mEUR if compared to Q2 2010, reaching 0.1 mEUR
- ❖ Continuous focus on Premia's own brands Maahärä, Bueno! and Natali, etc.

*in million euros*



# Personnel

	6m 2011	6m 2010	yoy
No of employees, at the end of period	909	993	-8%
exd Russia	669	646	+4%
Russia	240	347	-31%
Average number of employees	902	739	+22%
Finland	38	69	-45%
Estonia	345	328	+5%
Latvia	109	114	-4%
Lithuania	93	90	+4%
Russia	294	116	nm
Sweden	23	23	+1%
Payroll expenses (th EUR)	6 590	5 366	+23%
Monthly average payroll exp per employee	1,22	1,21	+1%

Average payroll expense per employee at the same level with previous year

# Balance sheet

EUR million	30.06.11	30.06.10		30.06.11	30.06.10
Cash and bank	2,1	5,2	ST debt	5,0	7,0
Accounts receivable	11,1	12,4	Factoring	0,9	3,0
Biological assets	6,9	6,3	Prepaid insurance compensation		2,2
Other inventory	10,4	8,4	Accounts payable	11,7	11,4
<b>Current assets</b>	<b>30,5</b>	<b>32,2</b>	<b>Current liabilities</b>	<b>17,6</b>	<b>23,7</b>
Financial assets	0,7	0,5	LT Debt	10,0	8,4
Investment property	2,1	2,1	Deferred income tax	1,3	1,1
Tangible & intangible	37,4	39,8			
<b>Non-current assets</b>	<b>40,1</b>	<b>42,3</b>	<b>Non-current liabilities</b>	<b>11,3</b>	<b>9,5</b>
			Target financing	1,6	1,7
			Equity	40,1	39,6
<b>TOTAL ASSETS</b>	<b>70,6</b>	<b>74,5</b>	<b>TOTAL EQUITY &amp; LIAB</b>	<b>70,6</b>	<b>74,5</b>