

REPORT 1ST QUARTER 2018/2019

30 November 2018

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STRUCTURE OF THE PRFOODS GROUP

AS PRFoods
Group holding company

100%

Saaremere Kala AS Fish group holding company

100%

100%

Heimon Kala Oy Fish farming, production and sales **Trio Trading Ab Oy*** Production and sale of fish products

100%

Vettel OÜ

100%

Överumans Fisk AB Fish farming

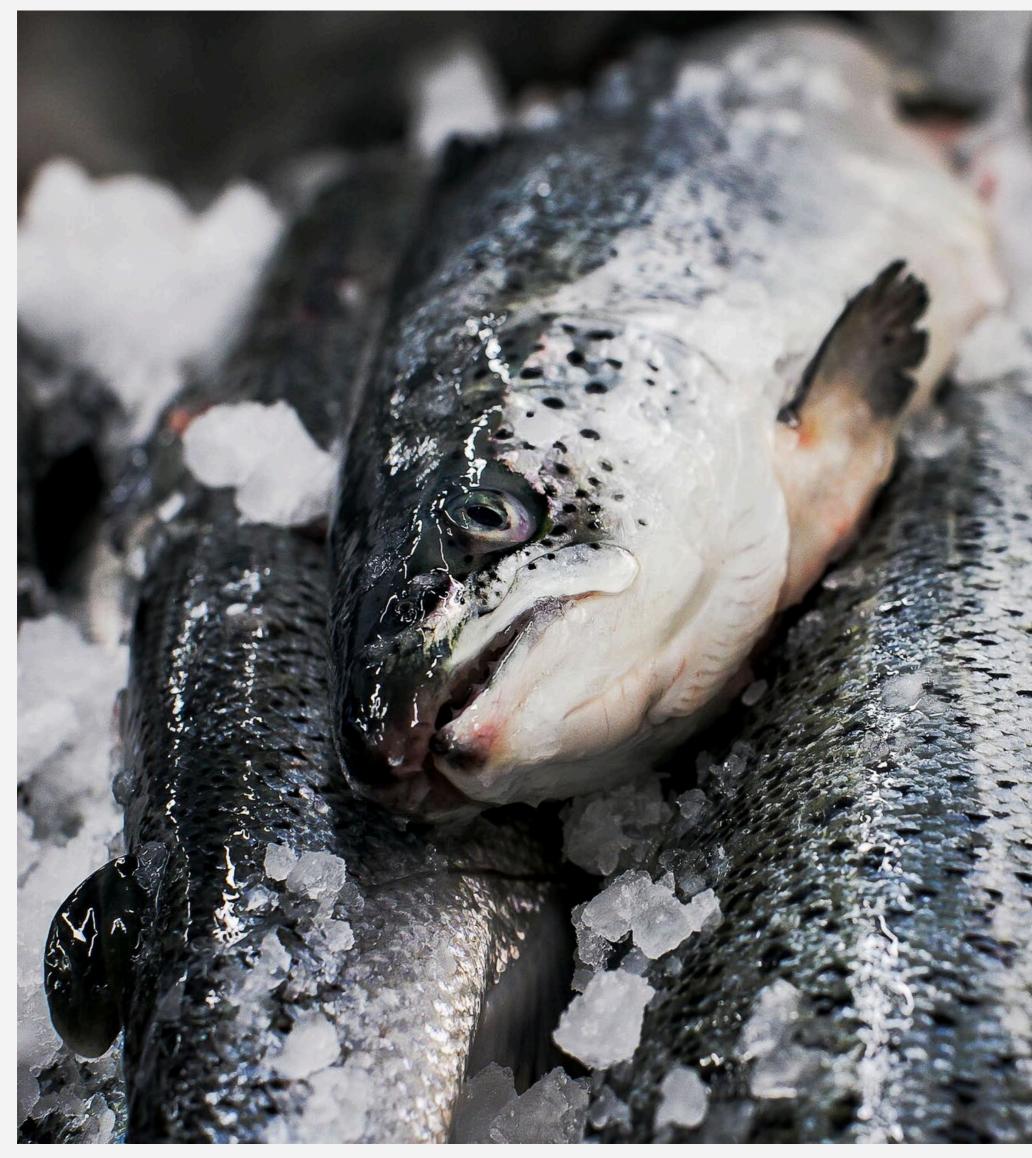
* Consolidated from 01.09.2017, to be merged with Heimon Kala Oy by 31.01.2019 ** Consolidated from 01.07.2018

*** 64% of Coln Valley Smokery owned by JRJ & PRF Ltd, and 36% by John Ross Jr. (Aberdeen) Ltd

2018 Q3







2018 Q3

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AS PRFoods' main activity is fish manufacturing in four contemporary production buildings in Renko and Kokkola (Finland), Saaremaa (Estonia), and Aberdeen (UK). The main products are salmon and rainbow trout products.

The Group's key market is Finland, where the company is amongst the three largest fish production companies. Since the acquisition of John Ross Jr. and Coln Valley Smokery in the summer of 2017, the Group has expanded its sales to 37 countries in Europe, North and South America, and Asia.

Approximately 2/3 of raw fish used in the Group's rainbow trout production is harvested from the company's fish farms in Swedish lakes and in Turku Archipelago area in Finland, assuring the highest quality and reliable deliveries. Salmon is purchased mainly from Scandinavia and Scotland.

European whitefish and Baltic herring are also used in the production. Furthermore, a notable volume of red caviar is made from fish harvested from the Group's own fish farms.

Products of the Group are sold as leading brands in their respective operating market and the primary focus is on higher value-added premium products.

As Group's financial year was changed, 1st quarter of 2018/2019 financial year or 3rd quarter of 2018 calendar year and 3rd quarter of 2017 calendar year are compared.

THE GEOGRAPHY OF PRODUCTION AND SALES

Sweden

Fish farming Purchase of raw fish

Norway

Purchase of raw fish

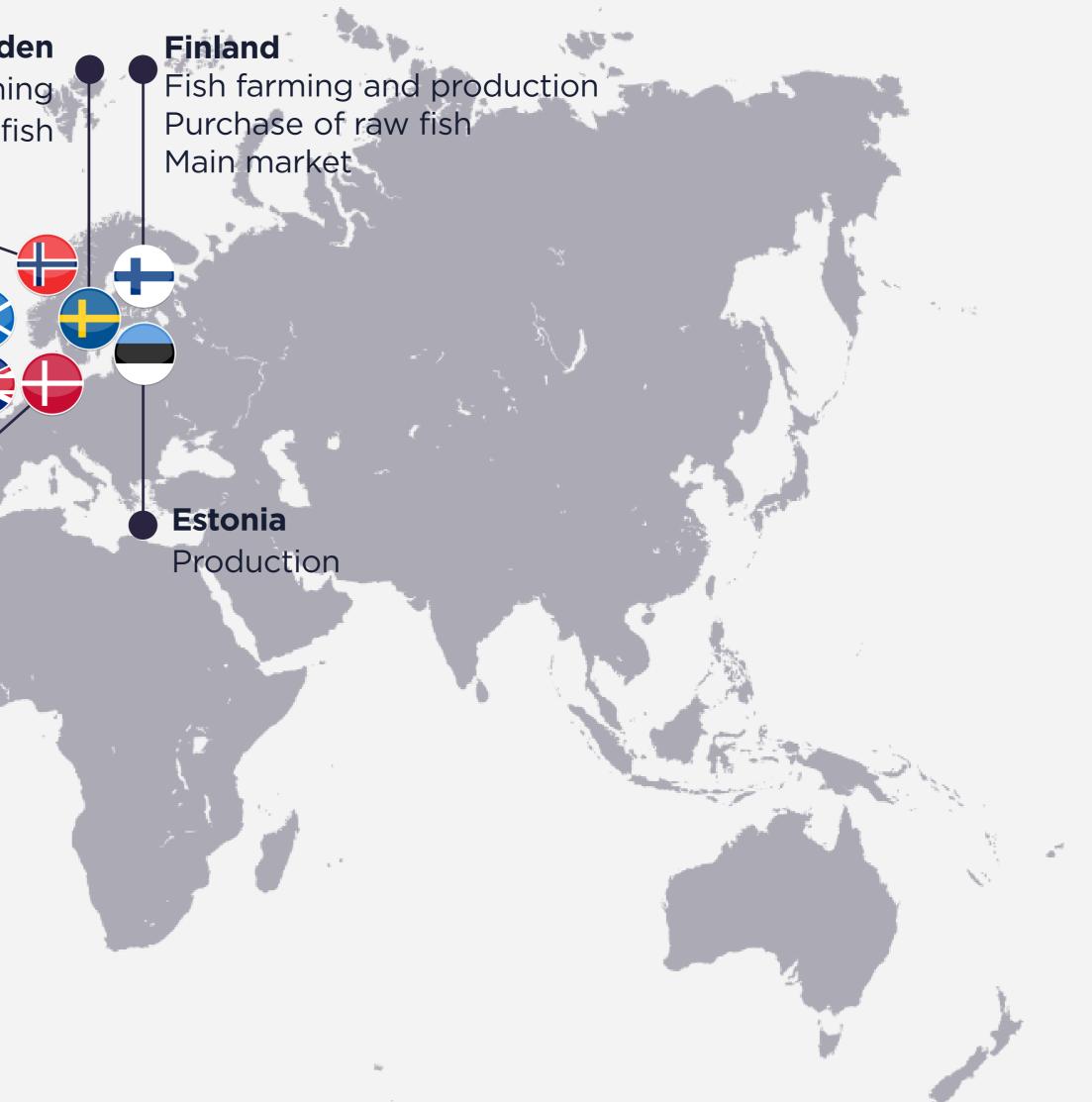
Scotland Sales

England Production and sales

Denmark

Purchase of raw fish

Since the acquisition of John Ross Jr. and Coln Valley Smokery in the summer of 2017, the Group has expanded its sales to 37 countries.



SUMMARY: UNAUDITED FINANCIAL RESULTS FOR THE 3RD QUARTER OF 2018

UNAUDITED CONSOLIDATED REVENUE

19.39 million euros, up by 1.40 million euros i.e. 7.8%

GROSS MARGIN

15.2% (Q3 2017: 13.6%), up by 1.6 percentage points, i.e. 11.9%

EFFECT FROM REVALUATION OF BIOLOGICAL ASSETS

0.07 million euros (Q3 2017: 1.07 million euros)

EFFECT OF ONE-OFFS

-0.01 million euros (Q3 2017: -0.28 million euros)

EBITDA FROM BUSINESS OPERATIONS

1.06 million euros (Q3 2017: 1.20 million euros), down by 0.15 million euros

EBITDA

1.12 million euros (Q3 2017: 2.00 million euros), down by 0.88 million euros*

*without one-off effects EBITDA 1.13 million euros, down by 1.15 million euros

2018 Q3



OPERATING PROFIT

0.57 million euros (Q3 2017: 1.52 million euros), down by 0.95 million euros*

*without one-off effects operating profit 0.58 million euros, down by 1.22 million euros

NET PROFIT

0.14 million euros (Q3 2017: 1.11 million euros), down by 0.97 million euros*

*without one-off effects net profit 0.15 million euros, down by 1.23 million euros

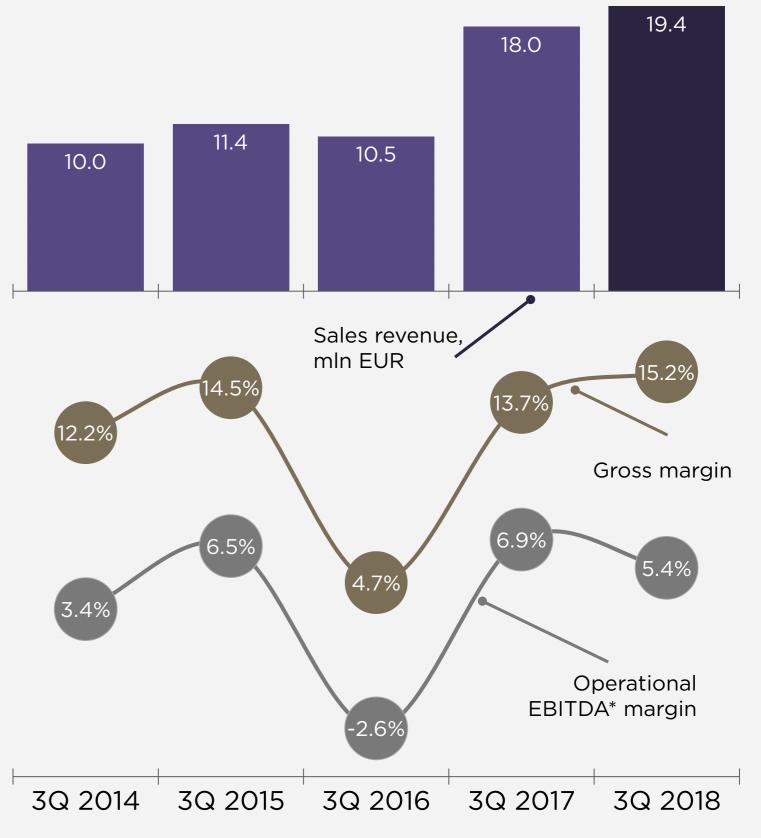
KEY RATIOS: INCOME STATEMENT 3RD QUARTER OF 2014-2018

mln EUR	Q3 2014	Q3 2015	Q3 2016	Q3 2
Sales revenue	10.0	11.4	10.5	
Gross profit	1.2	1.6	0.5	
EBITDA from business operations*	0.3	0.7	-0.3	
EBITDA	0.7	1.1	2.6	
EBIT	0.4	0.8	2.3	
EBT	0.2	0.8	2.2	
Net profit	0.1	0.7	1.6	
Gross margin	12.2%	14.5%	4.7%	13
Operational EBITDA* margin	3.4%	6.5%	-2.6%	6
EBITDA margin	7.1%	9.4%	24.9%	1
EBIT margin	4.3%	6.8%	22.0%	8
EBT margin	2.0%	6.6%	21.3%	7
Net margin	1.2%	6.1%	15.5%	6
Operating expense ratio	13.2%	11.9%	11.2%	1





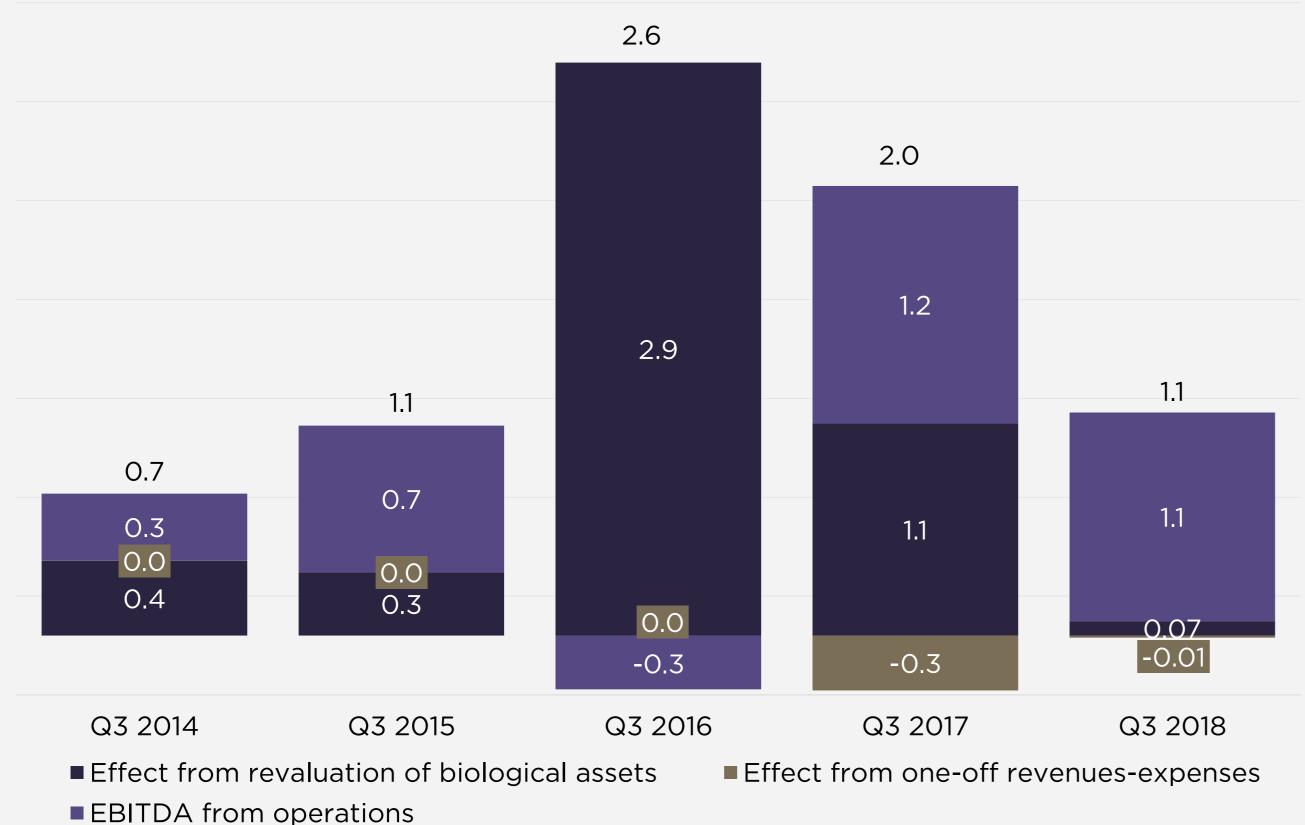
Gross margin and operational EBITDA* margin, % of sales revenue



* before one-offs and fair value adjustment of fish stock

OFFS ON EBITDA: 3RD QUARTER OF 2014-2018

EBITDA Q3 2018, mln EUR



EFFECT OF REVALUATION OF BIOLOGICAL ASSETS AND ONE-

EBITDA in the 3rd quarter of 2018 amounted to 1.1 million euros, down by 0.9 million euros compared to the same period in 2017.

Revaluation of biological assets in the 3rd quarter of 2018 had an effect on EBITDA in the amount of +0.07 million euros compared to the revaluation of biological assets in the amount of +1.1 million euros in the 3rd quarter of 2017.

One-off costs affected the EBITDA in the 3rd guarter of 2018 in the amount of -0.01 million euros. During the same period last year, oneoffs had an effect of -0.3 million euros, mainly related to acquisitions of daughter structures.

KEY RATIOS: BALANCE SHEET

	30.09.2018 mln EUR	30.06.2018 mln EUR	30.09.2017 mln EUR
Net debt	21.9	18.1	16.7
Equity	24.1	23.3	23.7
Working Capital	2.0	2.8	5.1
Assets	64.5	65.5	68.0
Liquidity ratio	1.1x	1.1x	1.2x
Equity ratio	37.4%	35.6%	34.9%
Gearing ratio	47.6%	43.7%	41.3%
Net debt / EBITDA from operations	3.8 x	3.1x	8.0x
ROE	0.1%	0.2%	-1.4%
ROA	0.05%	0.1%	-0.6%



- At the end of the reporting period, the Group's cash and cash equivalents amounted to 2.8 million euros (4.3% of the balance sheet volume). As at 30.09.2017, the balance of cash and cash equivalents was 6.4 million euros (9.4% of the balance sheet volume).
- Working capital was 2.0 million euros (30.09.2017: 5.1 million euros).
- .0 The liquidity ratio showing the Group's ability to meet short-term payments was 1.1 as at 30.09.2018 (30.09.2017: 1.2).
- 2x Net debt amounted to 21.9 million euros as at the end date of the reporting period (30.09.2017: 16.7 million euros).
- The gearing ratio i.e. net debt to gross capital was 47.6% as at 30.09.2018 (30.09.2017: 41.3%).
- Net debt to EBITDA was 3.8 as at 30.09.2018 (30.09.2017: 8.0).
- The Group has been able to retain its good financial position ensuring sustainability and flexibility to adapt to complex market conditions.

BALANCE SHEET ANALYSIS



euros.

CURRENT ASSETS

The Group's current assets were 26.6 million euros as controlling shareholders' buyout in the amount of 2.6 at 30.09.2018 (30.09.2017: 31.7 million euros). The million euros. The management considers realization largest line item of current assets was inventories of the buyout unlikely. amounting to 11.8 million euros (30.09.2017: 8.6 million euros). Biological assets amounted to 7.8 million euros Short-term loans and borrowings totalled 13.2 million (30.09.2017: 10.6 million euros), accounts receivable euros (30.09.2017: 9.5 million euros). The increase was prepayments totalled 4.2 million euros mainly influenced by increase in overdraft usage by and (30.09.2017: 6.1 million euros), and the balance of cash 2.9 million euros and short-term payables for and bank accounts was 2.8 million euros (30.09.2017: investment loans in the amount of 4.3 million euros. 6.4 million euros).

FIXED ASSETS

Fixed assets totalled 37.9 million euros (30.09.2017: 36.3 million euros). Intangible assets amounted to 23.2 million euros (30.09.2017: 22.4 million euros) and tangible assets amounted to 14.5 million euros (30.09.2017: 13.6 million euros).

FOREIGN CAPITAL

Short-term accounts payable and prepayments were 11.2 million euros as at 30.09.2018 (30.09.2017: 16.8

2018 Q3

As at 30.09.2018 consolidated total assets of PRFoods stood at 64.5 million euros. The year before as at the end of the same period, the balance sheet totalled 68.0 million

> million euros). Trade payables decreased by 3.0 million euros. Short-term payables include provision for non-

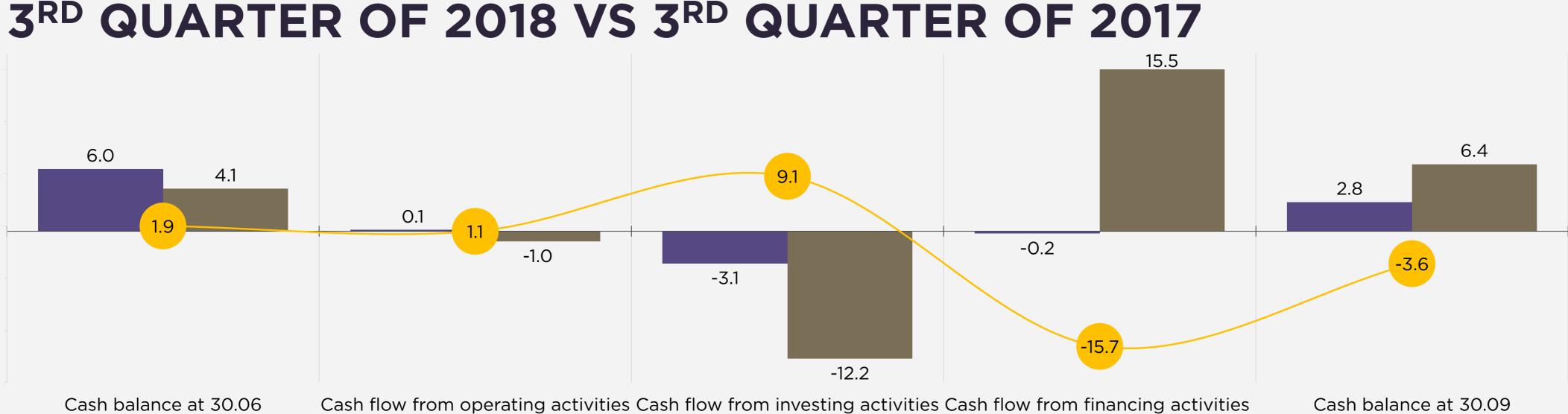
> Non-current liabilities totalled 15.7 million euros. Longterm liability of investment loans totalled 10.3 million euros.

EQUITY

Equity of PRFoods was 24.1 million euros as at 30.09.2018 (37.4% of the balance sheet total). Comparative data as at 30.09.2017 was 23.7 million euros (34.9% of the balance sheet total).

As at 30.09.2018, the Company's registered share capital was 7.7 million euros (30.09.2017: 7.7 million euros).

CASH FLOWS: 3RD QUARTER OF 2018 VS 3RD



PRFoods' cash and cash equivalents totalled 6.0 million euros at the beginning of the reporting period and 2.8 million euros at the end of the period, the period's cash flow amounted to -3.2 million euros.

Cash flow from operations was +0.1 million euros in the 3rd quarter of 2018 and -1.0 million euros in the same period a year ago. The largest effect on operational cash flow stemmed from changes in receivables and prepayments (effect on cash flow: +0.6 million euros), changes in biological assets (-1.3 million euros) and changes in inventories (+0.9 related to acquisitions of subsidiaries (-12.1 million million euros).

Cash flow from investment activities was -3.1 million Cash flow from financing activities totalled -0.2 euros during the reporting period and -12.2 million million euros in the reporting period and +15.5 million euros a year ago. The largest effect on cash flow euros during the same period last year. The largest from investments in the current reporting period was effect on the financing cash flow was the change in purchases of tangible and intangible fixed assets the use of the overdraft facility (+0.6 million euros). The cash flow of the same period last year was most (-0.7 million euros) and payments for subsidiaries, incl deferred payment for shares of John Ross influenced by loans received for acquisitions of Aberdeen (Jr) Ltd (-2.5 million euros). The single subsidiaries (+14.0 million euros) and change in largest effect in the same period last year was overdraft (+1.8 million euros).

■2018 ■2017 →Q3 year-on-year, mln EUR

SALES BY GEOGRAPHIC AREA: 3RD QUARTER OF 2014-2018

In the 3rd quarter of 2018 revenue in Finland increased by 0.8 million euros, i.e. 6.3% and totalled 13.8 million euros. The share of Finnish market accounting for 71.1% of total revenue did not change notably compared to the same quarter previous year (72.1%).

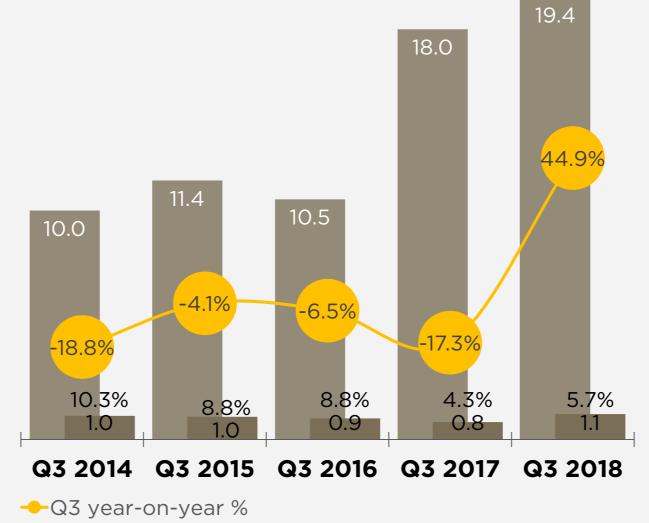
Revenue from the Estonian market totalled 1.1 million euros, up by 0.3 million euros i.e. 44.9% compared to the same quarter previous year. The sales in Estonia accounted for 5.7% of total revenue, an increase from 4.3% a year earlier.

UK revenue decreased from 3.1 million euros in the 3rd quarter of 2017 to 2.9 million euros in the 3rd



Finnish revenue, growth and share

Estonian revenue, growth and share

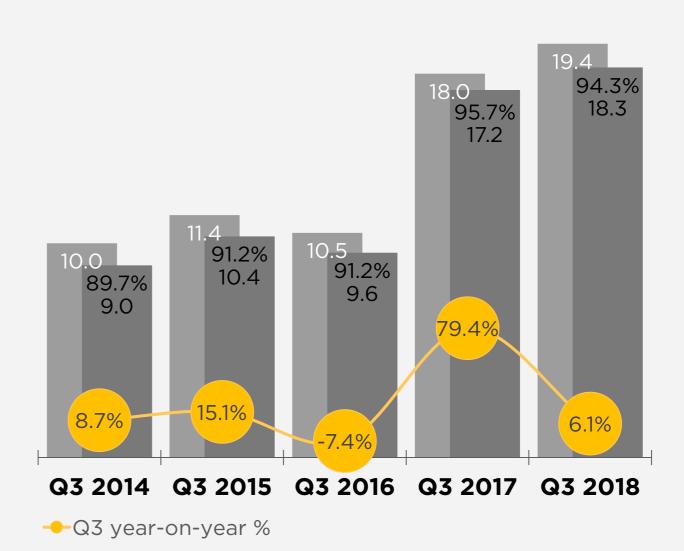


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quarter this year. The share of the UK's market decreased as well, from 17.4% of total revenue in the 3rd quarter of 2017 to 14.8% in the 3rd quarter of 2018.

The company's sales to other countries totalled 1,6 million euros, up by 0.5 million euros or 45.0% compared to the same quarter previous year.

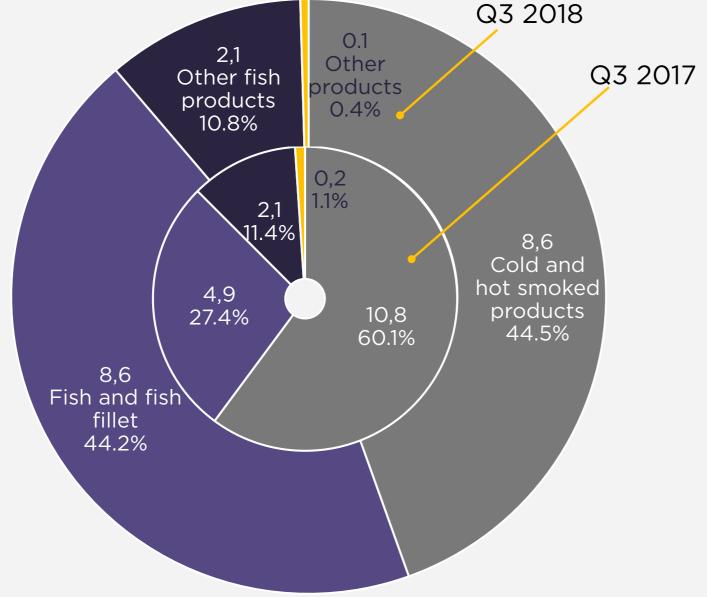
Exports revenue, growth and share



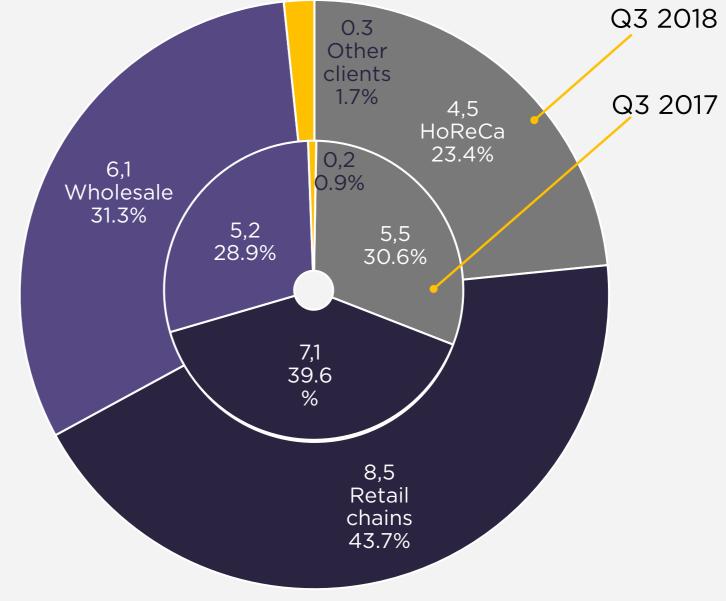
SALES BY PRODUCT AND CLIENT SEGMENTS: 3RD QUARTER OF 2018 AND 2017

Product segments

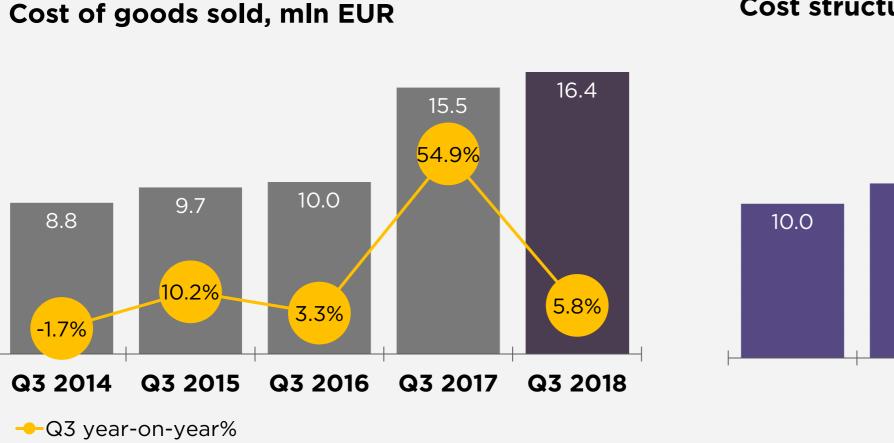
Hot and cold smoked fish product continue to account for the largest share of sales. A total of 8.6 million euros revenue was generated by the product group and it accounted for 44.5% of total revenue. The largest increase in revenue in the 3rd quarter of 2018 came from the raw fish and fillets product group, the sales of which increased by 74.2%. The sales of the same period last year totalled 4.9 million euros, whereas this year the sales totalled 8.6 million euros and accounted for 44.2% of total sales sector with a 31.3% share of total sales increased by 16.5% and amounted to 6.1 million euros compared to 5.2 million euros in the same period previous year.

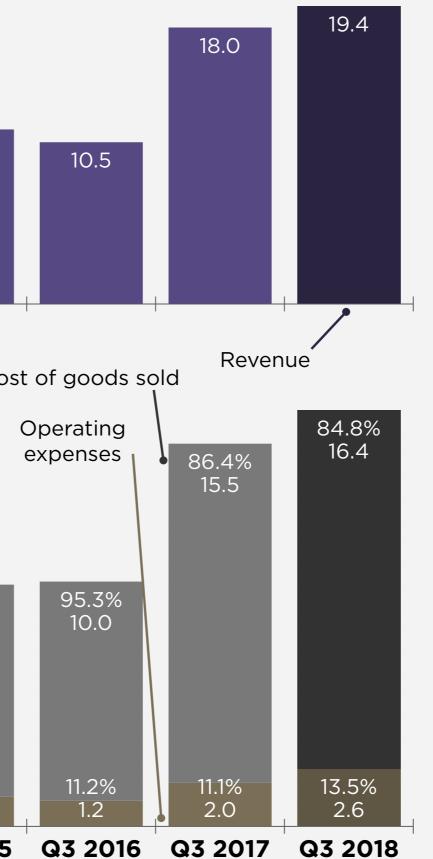


Client segments

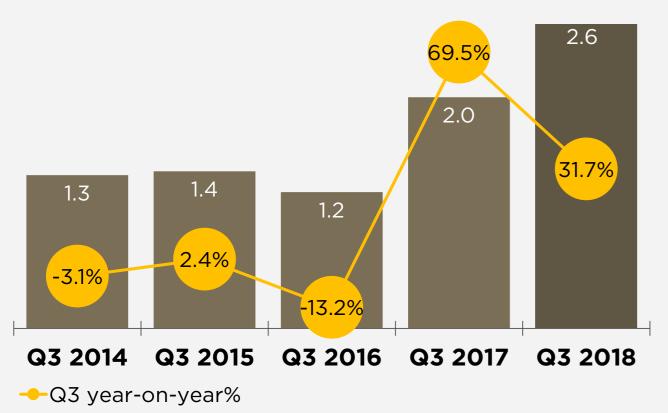


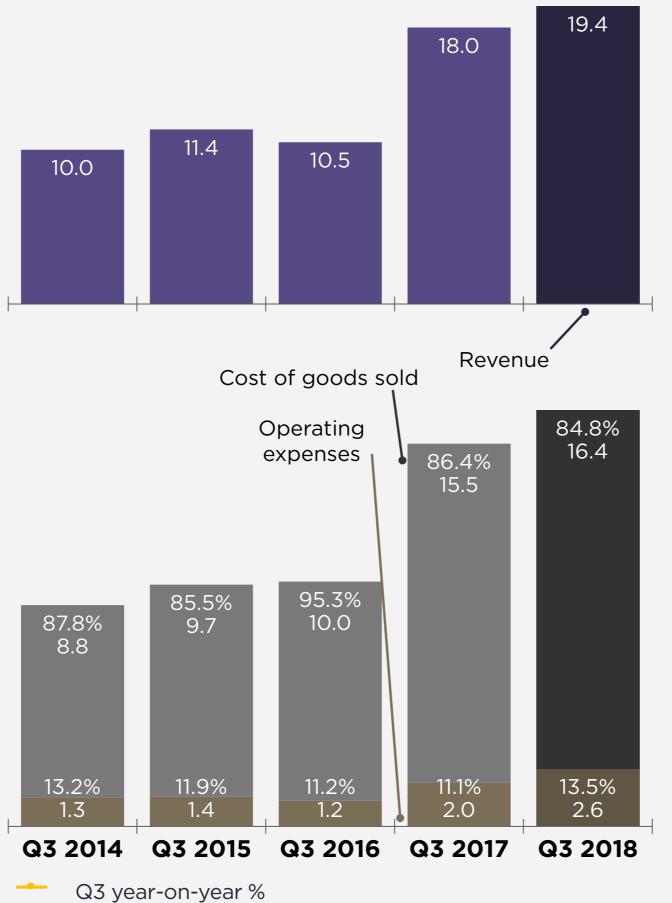
COSTS OF GOODS SOLD AND OPERATING EXPENSES: 3RD QUARTER OF 2014-2018











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Cost structure and as % of sales

Sales revenue increased by 1.4 million euros i.e. 7.8% in the 3rd quarter of 2018 compared to the same period last year. Cost of goods sold (COGS) accounted for 84.8% of total sales and operating expenses for 13,5%.

COGS increased over the period by 0.9 million euros from 15.5 million euros in the 3rd quarter of 2017 to 16.4 million euros in the 3rd quarter of 2018. However, the share of COGS in total sales decreased by 1.6 percentage points and was 84.8% compared to 86.4% a year earlier. Costs on raw fish makes up the majority, ca 80%, of the largest COGS item "materials in production and cost of goods purchase for resale". The majority of costs of goods sold is raw material costs i.e. costs on raw fish.

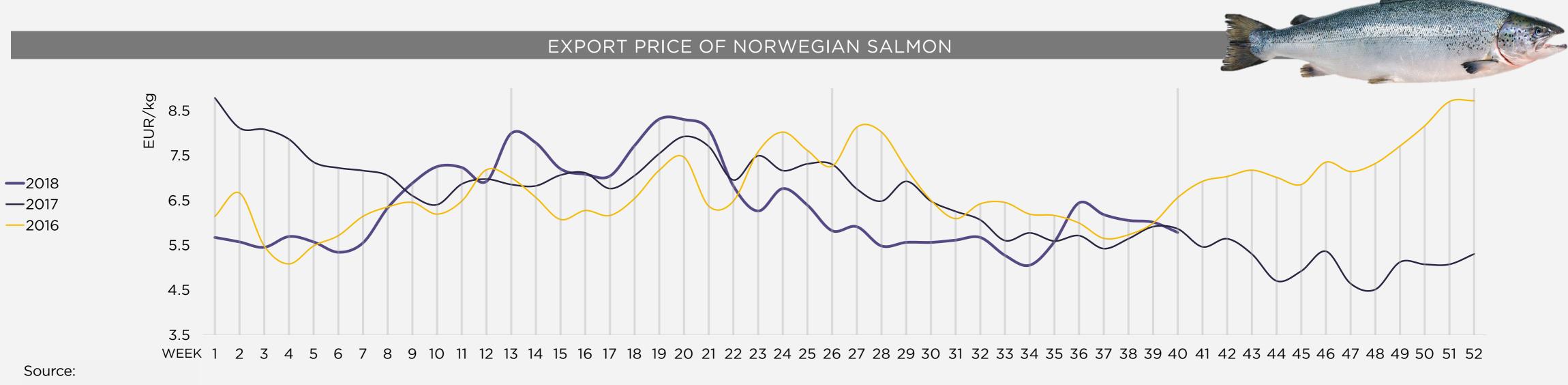
Operating costs of the 3rd quarter of 2018 – 2.6 million euros - increased by 0.6 million euros compared to the same period last year and accounted for 13.5% of total sales.

COST ANALYSIS: 3RD QUARTER OF 2018 COMPA

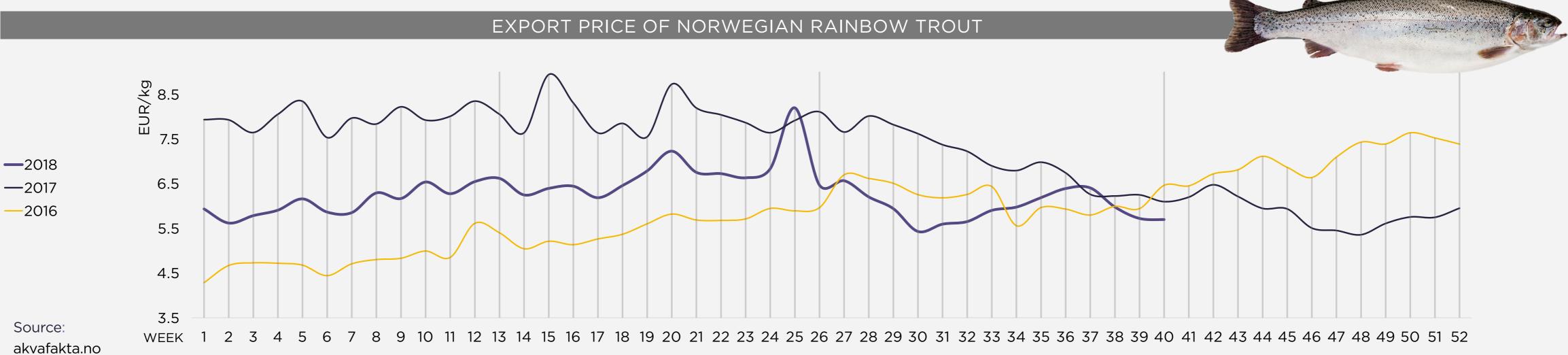
	Q3 2018	Q3 2017	change		Q3 2018	Q3 2017	change	
	mln EUR	mln EUR	mln EUR		% of sales	% of sales	percentage points	
Sales revenue	19.39	17.99	1.40		100.00%	100.00%		
Cost of goods sold	-16.44	-15.54	-0.90	▼	84.76%	86.38%	-1.62%	
materials in production and cost of goods purchased for resale	-12.91	-12.35	-0.56	▼	66.59%	68.63%	-2.04%	
labour costs	-1.74	-1.62	-0.12	▼	8.98%	9.03%	-0.05%	
depreciation	-0.43	-0.33	-0.10	▼	2.24%	1.84%	0.40%	▼
other cost of goods sold	-1.36	-1.24	-0.12	▼	7.01%	6.87%	0.13%	▼
Operating expenses	-2.62	-1.99	-0.63	▼	13.53%	11.07%	2.45%	▼
labour costs	-0.91	-0.66	-0.25	▼	4.68%	3.68%	1.00%	▼
transport and logistics services	-0.84	-0.63	-0.21	▼	4.34%	3.50%	0.84%	▼
depreciation	-0.11	-0.14	0.03		0.57%	0.80%	-0.23%	
advertising. marketing and product development	-0.10	-0.11	0.01		0.54%	0.59%	-0.05%	
other operating expenses	-0.66	-0.45	-0.21	▼	3.40%	2.49%	0.91%	•
Other income/expense	0.17	-0.01	0.18		-0.86%	0.06%	-0.92%	
incl. one-offs	-0.01	-0.28	0.27		0.05%	1.54%	-1.49%	
Financial income/expenses	-0.22	-0.21	-0.01	▼	1.14%	1.16%	-0.02%	▼



PRICE OF FISH: SALMON AND RAINBOW TROUT



NASDAQ Salmon Index



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PRICE OF FISH: SALMON AND RAINBOW TROUT

The fish industry is extremely dependent on availability and the price of raw fish. Large producers make their production plans for three years in advance as it is difficult and expensive in shorter perspective to adapt a fish farms' production cycle to market needs. Therefore, the world market fish supply is relatively rigid in the short term, while demand is somewhat shifting depending on the season. This imbalance in the supply and demand of fish results in constantly fluctuating market price of raw fish. The Group counters the effects of external environment and volatility of salmon price through the changes of the Group's production and sales strategy.

As at 30.06.2018, the price of salmon has increased by 1.7% and the price of rainbow trout decreased by 8.4% compared to the prices of the end of June in

Fish price, EUR/kg

Salmon

Rainbow trout

Change of fish price, %

Salmon

Rainbow trout

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2017. The price of salmon has practically remained unchanged – an increase by 0.3% whereas the price of trout decreased by 3.7% over a two-year period. The notable change in prices has occurred when comparing prices from three years ago: the price of salmon has increased by 47.7% and the price of rainbow trout by 48.8%.

30.09.2018	30.09.2	2017	30.09.201	6 30.09.2015
6.0		5.91	5.9	9 4.07
5.72		6.25	5.9	4 3.85
30.C	9.18 vs 30.09.17	× 30.09.18	vs 30.09.16	30.09.18 vs 30.09.2015
	1.7%		0.3%	47.7%
	-8.4%		-3.7%	48.8%

AVERAGE FISH PRICE: SALMON AND RAINBOW TROUT

same quarter in 2017, and the average price of period. Compared to the average 3rd-quarter prices in 2016 the prices of salmon and trout have

The average market price of salmon in the 3rd decreased by 10.6% and 2.9%, respectively. Similarly quarter of 2018 decreased by 4.7% compared to the to the end-period prices, the average fish prices have increased notably compared to the prices from rainbow trout decreased by 13.7% during the same three years ago: the average price of salmon has gained 28.8% and the price of rainbow trout 39.6%.

Average fish price, EUR/kg

Salmon

Rainbow trout

Change of average fish price, %

Salmon

Rainbow trout



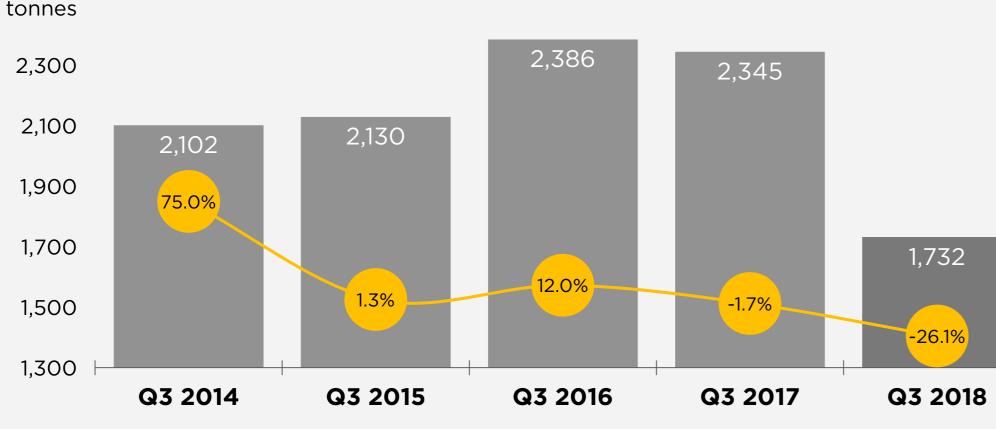
Q3 2015	Q3 2016	Q3 2017	Q3 2018
4.44	6.40	6.00	5.72
4.27	6.15	6.91	5.97

Q3 2018 vs Q3 2017	Q3 2018 vs Q3 2016	Q3 2018 vs Q3 2015
-4.7%	-10.6%	28.8%
-13.7%	-2.9%	39.6%

BIOLOGICAL ASSETS:

	Q3 2014	Q3 2015	Q3 2016	Q3 2017	Q3 2018
Biological assets, mln EUR	7.56	7.25	10.59	10.55	7.83
Biomass volume, tonnes	2 102	2 130	2 386	2 345	1,732
Average price per kg, EUR/kg	3.60	3.40	4.44	4.50	4.52
Fair value adjustment of biological assets, mln EUR	0.38	0.32	2.90	1.07	0.07

Biomass volume, tonnes

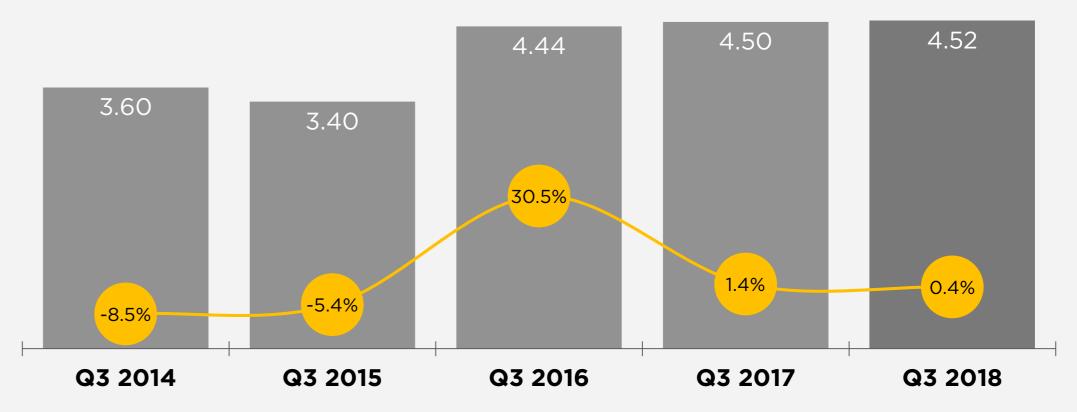


-Q3 year-on-year %

BIOMASS VOLUME AND AVERAGE PRICE 3RD QUARTER OF 2014-2018



Biomass average price per kg, EUR/kg



-Q3 year-on-year %

19

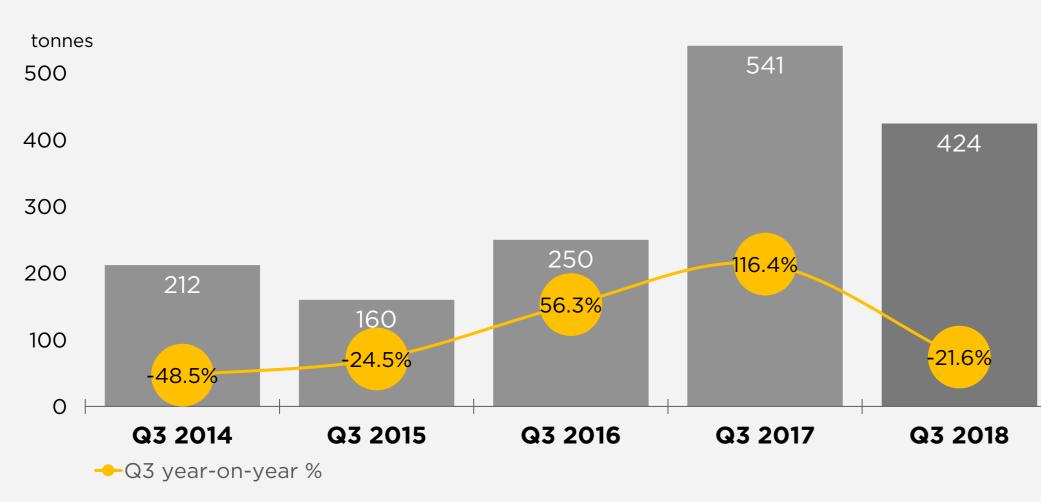


BIOLOGICAL ASSETS: HARVESTED VOLUME 3RD QUARTER OF 2014-2018

Q3 2014	Q3 2015	Q3 2016	Q3 2017	Q3 201
10.0	11.4	10.5	18.0	19.
0.3	0.7	-0.3	1.2	1
212	160	250	541	42
1.60	4.64	-1.09	2.22	2.4
	10.0 0.3 212	10.0 11.4 0.3 0.7 212 160	10.011.410.50.30.7-0.3212160250	0.30.7-0.31.2212160250541

* before one-offs and fair value adjustment of fish stock

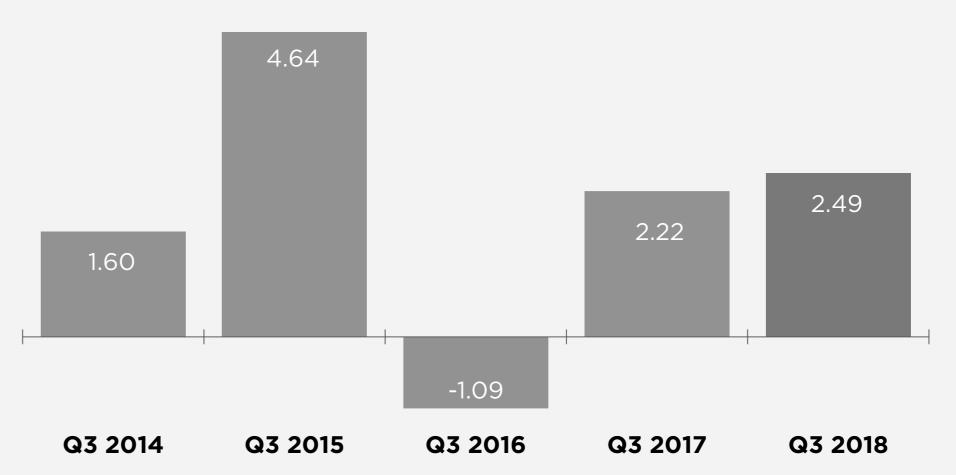
Harvested volume, tonnes





A total of 424 tonnes fish was harvested in the 3rd quarter of 2018, which is 117 tonnes, i.e. 21.6% less compared to the same quarter in 2017.

- When the price of raw fish increases or decreases, so does the value of fish harvested from the fish farms of PRFoods, having a positive or negative effect
 on the Group's results.
- 49



EBITDA from operations* / harvested volume, EUR/kg

* before one-offs and fair value adjustment of fish stock

TEAM

FOR US, EVERY EMPLOYEE IS IMPORTANT

On average, there were 368 employees in PRFoods in the 3rd quarter of 2018.

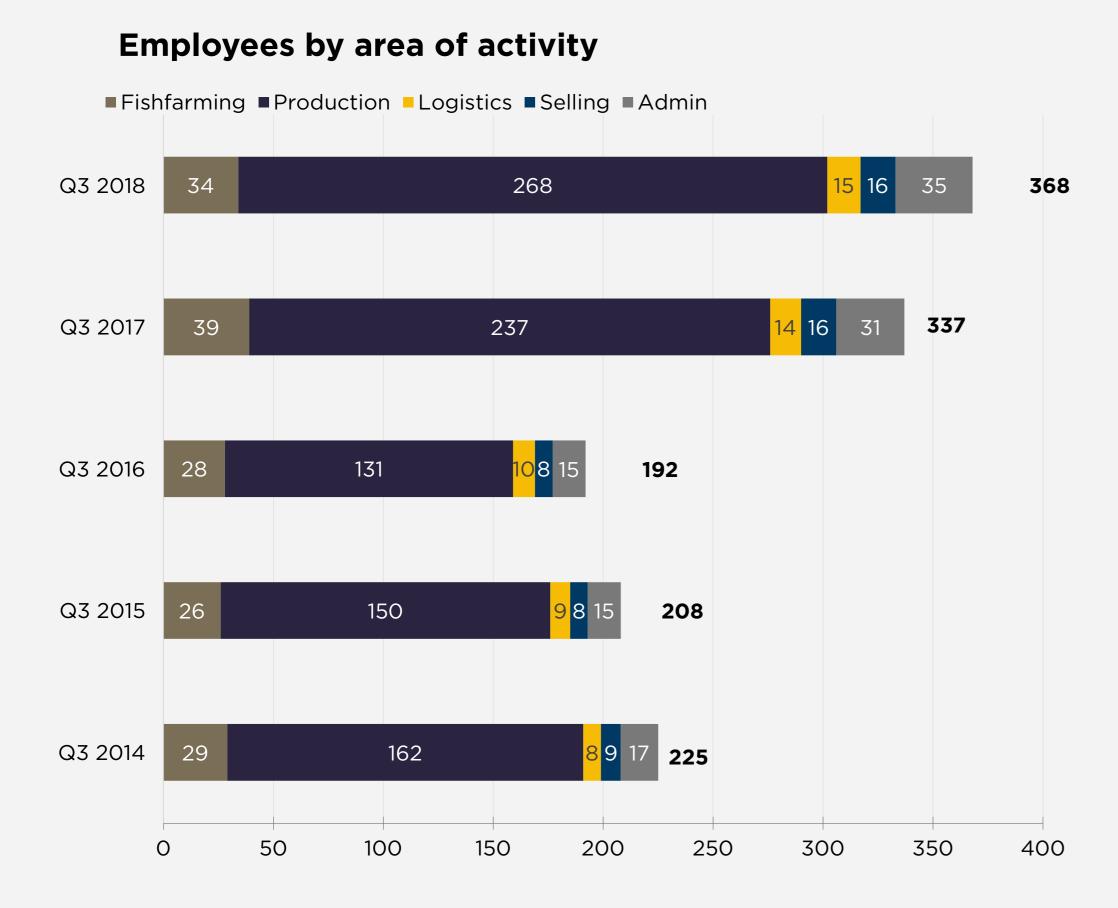
2018 Q3



21



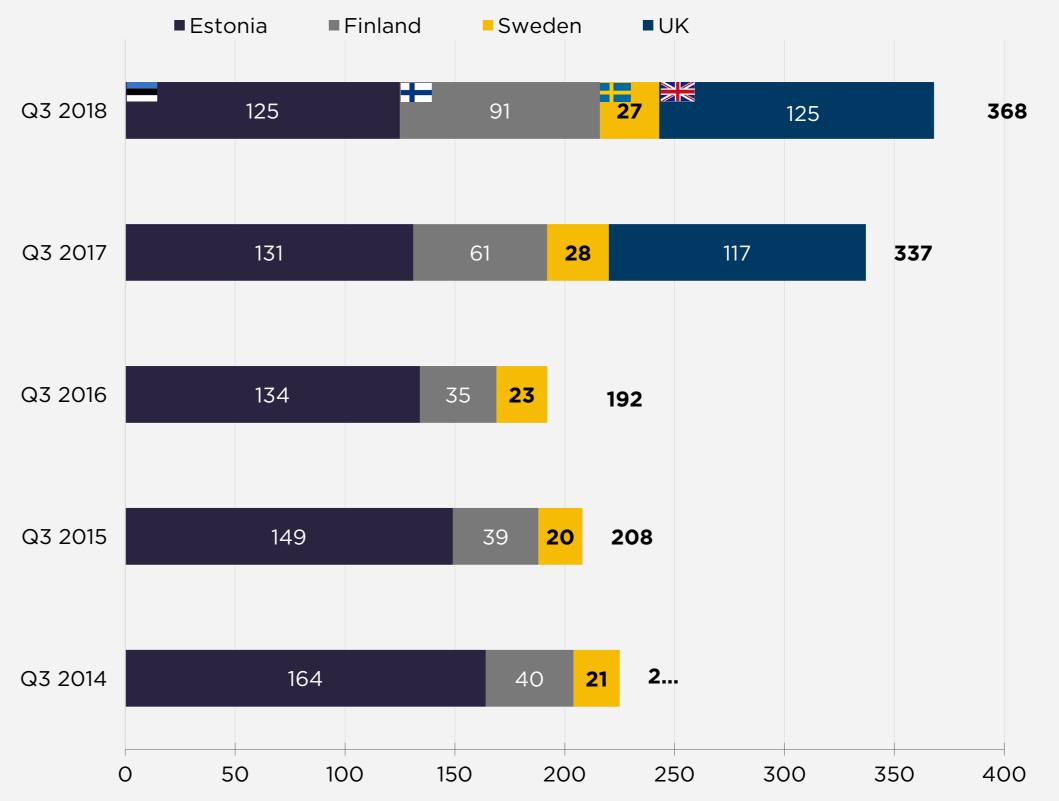
STAFF STRUCTURE: 3RD QUARTER OF 2014-2018



2018 Q3



Employees by country

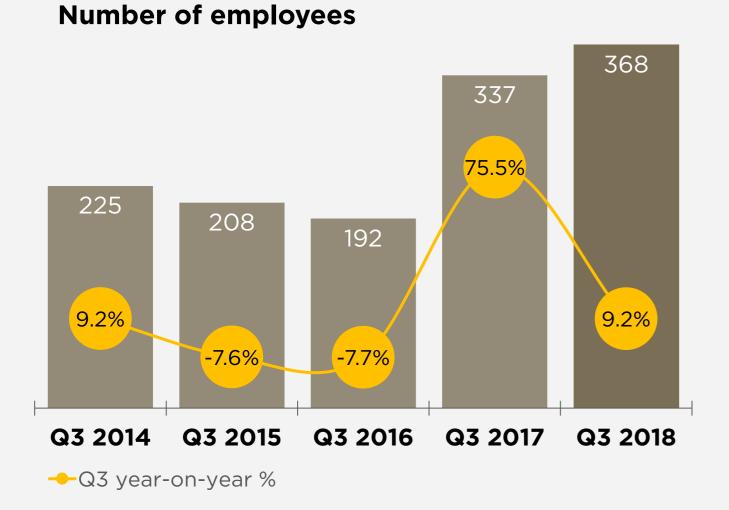


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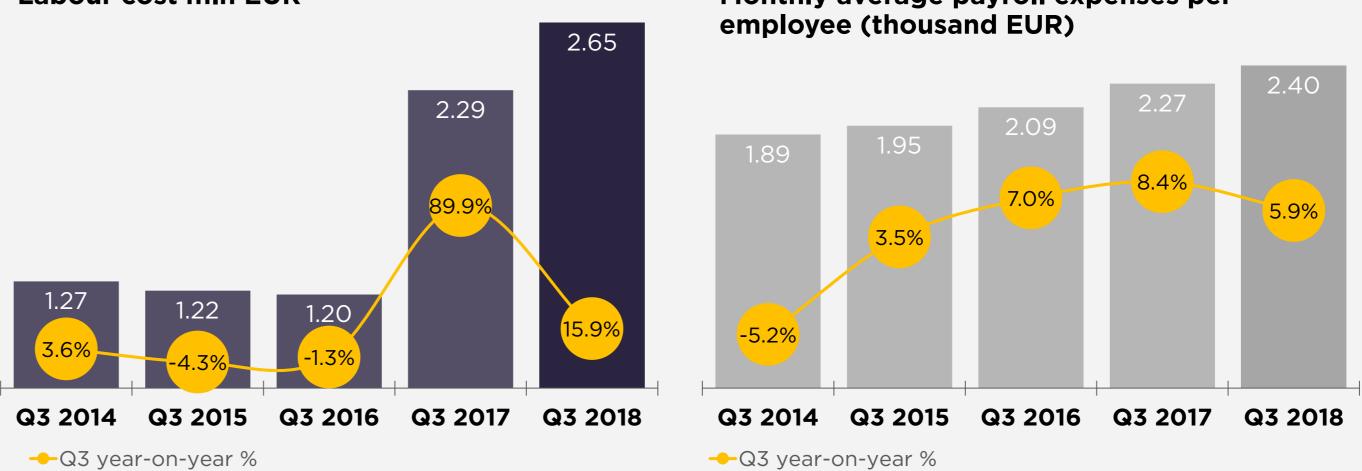
LABOUR COST: 3RD QUARTER OF 2014-2018

Labour costs in production were 1.7 million euros in the 3rd quarter of 2018, up by 0.1 million euros i.e. 7.2% compared to same period previous year.

Labour costs of supportive personnel were 0.9 million euros in the reporting period, increasing by 0.3 million euros i.e. 37.2% compared to the same period previous year.



Labour cost min EUR



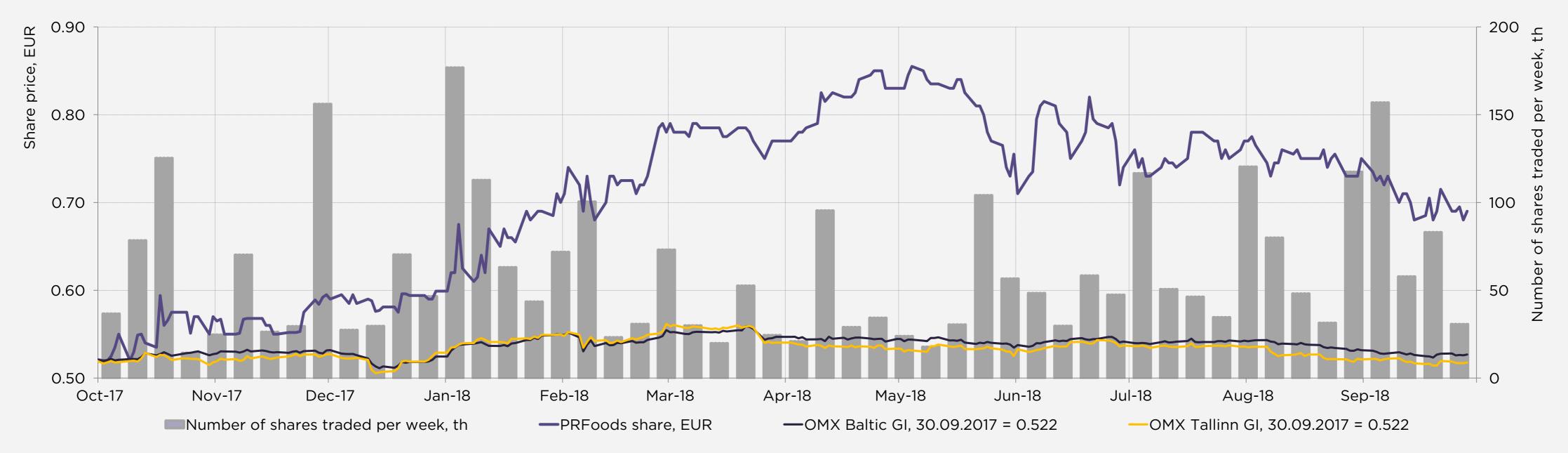
The Group's labour costs totalled 2.6 million euros in the 3rd quarter of 2018, up by 0.4 million euros i.e. 15.9% compared to the same period last year. The labour costs accounted for 13.7% of the Group's total sales in the 3rd quarter of 2018 compared to 12.7% in the same quarter last year.

Monthly average payroll expenses per

 $\sim \land \approx$

SHARE PRICE AND TRADING ACTIVITY: 30 SEPTEMBER 2017 - 30 SEPTEMBER 2018

Index/share	30.09.2017	30.09.2018	Change, %
PRFoods share, EUR	0.522	0.690	32.18
OMX Baltc General Index	939.54	948.29	0.93
OMX Tallinn General Index	1,225.95	1,215.84	-0.82



2018 Q3

38,682,860 shares of PRFoods are of the same kind and are freely tradable on Tallinn ck Exchange main list.

shareholders' meeting held on 26 May 2016 decided to introduce the shares without ninal value and the accountable pasr value of a PRFoods share is, thus, 20 euro cents.

share capital of PRFoods is 7.7 million euros and the market capitalization 26.7 million euros as at 30.09.2018.

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SHAREHOLDERS OF PRFOODS

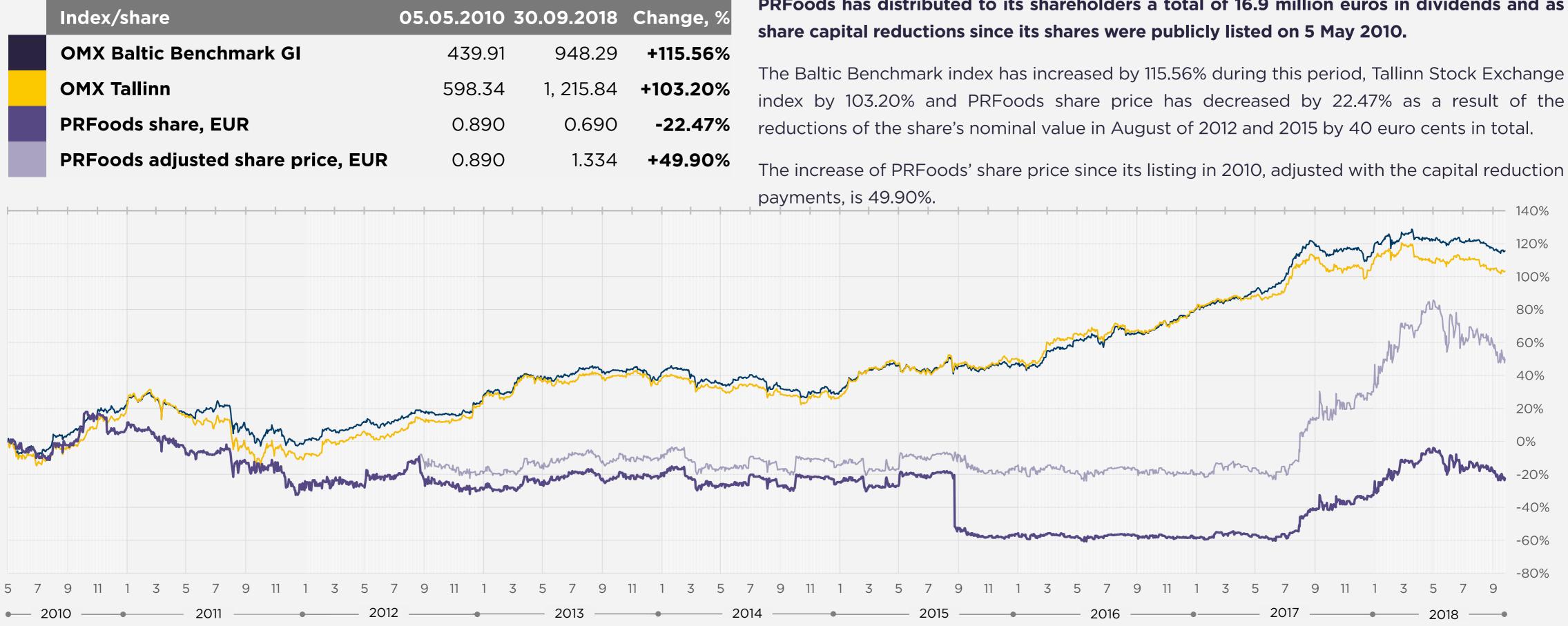
Shareholder	Number of shares 30.09.2018
ING Luxembourg S.A. (Nominee account)	24,258,366
Lindermann, Birnbaum & Kasela OÜ	1,579,153
OÜ Rododendron	1,284,105
Ambient Sound Investments OÜ	1,239,116
Firebird Republics Fund Ltd	1,195,270
Compensa Life Vienna Insurance Group SE	750,470
Firebird Avrora Fund, Ltd.	648,220
OÜ Iskra Investeeringud	386,874
AB SEB Bankas (Nominee account)	166,383
Total largest shareholders	31,507,957
Other minority shareholders	6,174,903
Treasury shares	1,000,000
Total	38,682,860



% of total 30.09.2018	Number of shares 30.06.2018	% of total 30.06.2018	Change, number of shares
62.71%	24,258,366	62.71%	_
4.08%	1,564,553	4.04%	+14,600
3.32%	1,298,705	3.36%	-14,600
3.20%	1,239,116	3.20%	-
3.09%	1,195,270	3.09%	-
1.94%	750,470	1.94%	-
1.68%	648,220	1.68%	-
1.00%	386,874	1.00%	-
0.43%	191,199	0.49%	-24,816
81.71%	31,532,773	81.52%	-24,816
15.70%	6,150,087	15.90%	+24,816
2.59%	1,000,000	2.59%	-
100.00%	38,682,860	100.00%	-

PRFOODS SHARE PRICE AND PROFITABILITY INDICES SINCE LISTING

Index/share	05.05.2010	30.09.2018	Change,
OMX Baltic Benchmark GI	439.91	948.29	+115.56
OMX Tallinn	598.34	1, 215.84	+103.20
PRFoods share, EUR	0.890	0.690	-22.47
PRFoods adjusted share price, EUR	0.890	1.334	+49.90



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PRFoods has distributed to its shareholders a total of 16.9 million euros in dividends and as

140%

00%

-40/0

-60%

PRF00DS

PREMIUM FISH PRODUCTS AND FISH FARMING

prfoods.ee

Fish production buildings in Saaremaa

