

Company announcement no. 16/2019

26 November 2019

Interim financial report for 1 January – 30 September 2019 for FirstFarms A/S

Summary

The Board of Directors and Management of FirstFarms A/S have today reviewed and adopted the unaudited interim financial accounts for the period 1 January – 30 September 2019.

FirstFarms increases turnover and result significantly based on growth in the pig production

FirstFarms has in the accounting period realised a turnover of DKK 204.0 million compared to DKK 168.4 in the same period in 2018, an EBITDA of DKK 70.0 million and an EBIT of DKK 32.5 million. EBITDA and EBIT are improved with DKK 27.2 million and DKK 11.4 million, respectively compared to the same period last year.

- The price on piglets and slaughter pigs has been below budget in Q1, 2019 but significantly above in Q2 and Q3, 2019. Together with increased efficiency in production, this has contributed to a satisfactory result for the first 9 months of 2019. Satisfactory pig prices are still expected for the rest of 2019.
- The harvest yields have been marginal below budget, due to a very dry year; especially in Romania.
- The milk price has been lower than budget. A milk price is expected on the current level for rest of the year. The milk production has been on par with the budgeted.
- The take-over of Hospoda Invest A/S, according to company announcement no. 10/2019, is included in the figures from 17 July 2019 and onwards. The company owns and operates 1,500 hectares and has 2,300 sows with production of piglets and slaughter pigs.
- FirstFarms maintains the upward adjusted expectations, as published in company announcement no. 13 of 20 October 2019, of an EBITDA of DKK 90-95 million and an EBIT of DKK 43-48 million. In 2018, there is realised an EBITDA of DKK 57 million and an EBIT of DKK 26 million.

Anders H. Nørgaard from FirstFarms A/S says: "It is going well in FirstFarms. Our purchase of companies the last 3 years has generated the expected growth. We now see the effect of our ambitious and sustainable growth strategy, and we expect a solid result for 2019."

Best regards, FirstFarms A/S



For further information:

Please visit our website www.firstfarms.com or contact CEO Anders H. Nørgaard on telephone +45 75 86 87 87.

About FirstFarms:

FirstFarms is a Danish stock exchange listed company, which purchases and operates agriculture in Eastern Europe. We develop the individual farms to modern and sustainable businesses that deliver milk, meat and grains of the highest quality to the consumer's dinner tables.

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Main and key ratios

		The Group	The Group	The Group	The Group
	Q1-Q3	Q1-Q3	Q3	Q3	
DKK 1,000	2019	2018	2019	2018	2018
Main figures					
Turnover	204,013	168,431	95,533	82,114	248,876
Gross profit/loss	48,221	28,036	16,282	11,459	36,664
Profit/loss before depreciations (EBITDA)	70,030	42,786	22,830	16,850	57,499
Profit/loss of primary operations (EBIT)	32,458	21,025	9,536	7,962	25,863
Net financial items	-12,297	-10,061	-5,200	-3,632	-14,344
Pre-tax result	20,161	10,964	4,336	4,330	11,519
Net profit	15,779	9,868	3,020	3,213	8,131
Non-current assets	826,645	595,818	826,645	595,818	596,488
Current assets	266,647	214,113	266,647	214,113	178,044
Total assets	1,093,292	809,931	1,093,292	809,931	774,532
Share capital	61,594	61,594	61,594	61,594	61,594
Equity	379,102	369,875	379,102	369,875	370,118
Non-current liabilities	460,185	272,096	460,185	272,096	289,870
Current liabilities	254,005	167,960	254,005	167,960	114,544
Cash flow from primary operations	20,285	6,732	11,404	4,923	24,307
Cash flow from operations	7,238	-1,510	8,950	4,923	9,269
Cash flow for investment, net	-38,870	-1,510	-12,044	-12,353	9,209 -40,158
Of which for investment	-30,070	-27,771	-12,044	-12,555	-40,138
in tangible assets	-50,667	-29,807	-25,339	-12,351	-42,458
Cash flow from financing	30,392	28,031	26,703	3,812	28,360
Total cash flow	-1,240	2,216	20,288	-2,980	-2,529
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Key figures					
Gross margin	23.6	16.6	17.0	14.0	14.7
EBITDA margin	34.3	25.4	23.9	20.5	16.6
Operating margin	15.9	12.5	10.0	9.9	10.4
Solvency ratio	35,0	46	35	46	48
Earnings per share, DKK	2.56	0.43	0.49	-0.21	1.32
Diluted earnings per share, DKK	2.39	0.43	0.49	-0.21	1.32
Return on shareholders' equity	4.2	3.8	3.2	3.7	2.4
Average number of employees	299	273	310	275	279

EBITDA = EBIT added depreciations of the period.

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Management report for the period 1 January – 30 September 2019

FirstFarms has in the accounting period realised a turnover of DKK 204.0 million compared to DKK 168.4 in the same period in 2018, an EBITDA of DKK 70.0 million and an EBIT of DKK 32.5 million. EBITDA and EBIT are improved with DKK 27.2 million and DKK 11.4 million, respectively compared to the same period last year.

In the first 9 months, the equity is increased with DKK 9.0 million, in consequence of a result of DKK 15.8 million and an exchange rate adjustment of DKK -3.5 million and payment of dividend of DKK 3.3 million.

The price on piglets and slaughter pigs has been below budget in Q1, 2019 but significantly above in Q2 and Q3, 2019. Together with increased efficiency in production, this has contributed to a satisfactory result for the first 9 months of 2019. Satisfactory pig prices are still expected for the rest of 2019.

The harvest yields have been marginal below budget, due to a very dry year; especially in Romania.

The milk price has been lower than budget. A milk price is expected on the current level for rest of the year. The milk production has been on par with the budgeted.

The take-over of Hospoda Invest A/S, according to company announcement no. 10/2019, is included in the figures from 17 July 2019 and onwards. The company owns and operates 1,500 hectares and has 2,300 sows with production of piglets and slaughter pigs.

Risk assessment

FirstFarms has in the annual report for 2018 described the most essential risks for the company, and it is the management's opinion that this description is still adequate. The annual report and the risk assessment can be found on the company's website <u>www.firstfarms.com</u>.

Accounting policies

The interim financial report is prepared in accordance with IAS 34 "Presentation of interim financial reports" as adopted by the EU and Danish disclosure requirements for listed companies.

Accounting policies are, except for the below mentioned, unchanged compared to the consolidated financial statement and annual report for 2018, to which is referred.

FirstFarms A/S has implemented the standards and interpretations, which become effective for 2019. IFRS 16 has had a significant impact for the interim financial report for 2019. The new regulation entails, that values of rent contracts and operational leasing shall be recognised.

A leasing asset and a leasing liability is recognised in the balance sheet, when the Group according to an entered leasing contract, regarding a specific identified asset, gets the leasing assets available in a leasing period, and when the Group obtains right to almost all the economic advantages from use of the identified asset and the right to decide on the use of the identified asset.

The leasing asset is at initial recognition measured at cost price, which corresponds to the value of the leasing liability.

Subsequently, the asset is measured at cost price deducted accumulated depreciations. The leasing asset is depreciated over the shortest of the leasing period and the leasing life. The depreciations are recognised on a straight-line basis in the income statement.

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FirstFarms A/S



At initial recognition, the lease liability is measured at the present value of the future lease payments discounted by an alternative loan rate. The following lease payments are recognised as part of the lease liability:

- Fixed payments
- Payments covered by an extension option, which the Group most likely expects to utilise

The lease liability is measured at amortised cost price under the effective interest method. The lease liability is recalculated, if the Group changes its assessment of whether an extension or termination option is reasonably expected to be utilised.

The Group presents the leasing asset under the respective types of assets and the lease liability under debt to credit institutions.

Significant accounting estimates, assumptions and assessments

The lease period

The lease period contains the leasing contract's non-terminable period, periods covered by an extension option, which the Group reasonably expects to utilise, and period covered by a termination option, which the Group reasonably expects not to exercise.

A large part of the Group's land contracts in Slovakia can be terminated by both FirstFarms and the lessor once a year. It is the company's assessment, that due to the special circumstances that arise from the landlords' perspective, there are significant financial barriers to terminate the agreements. Based on the company's experience, that a significant part of the leases is prolonged, the management has assessed, that a lease period of 5 years for these lease contracts is more likely.

FirstFarms has chosen the simple model of recognition.

The consequence for assets and liabilities and the income statement are shown in the table below:

DKK 1,000	01.01.2019	30.06.2019
Land	27,536	21,963
Machines	6,896	3,585
Short term debt to credit institutions	11,341	11,098
Long term debt to credit institutions	23,091	14,829
EBITDA (depreciations increased) EBIT Pre-tax result		8,886 609 -378

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DKK 1,000	
Operational leasing liabilities 31 December 2018	30,198
Discounted value incl. assumed prolongation of contracts	4,235
Financial leasing liabilities 31 December 2018	28,437
Leasing liabilities 1 January 2019	62,870
Current liabilities	20,482
Non-current liabilities	42,388

The consolidated financial statement and annual report for 2018 contains, except the abovementioned, the full description of accounting policies.

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Expectations for 2019

FirstFarms maintains the upward adjusted expectations, as published in company announcement no. 13 of 20 October 2019, of an EBITDA of DKK 90-95 million and an EBIT of DKK 43-48 million. In 2018, there is realised an EBITDA of DKK 57 million and an EBIT of DKK 26 million.

Financial calendar for 2020

Annual report 2019
Annual general meeting
Interim financial report 1 January – 31 March 2020
Interim financial report 1 January – 30 June 2020
Interim financial report 1 January – 30 September 2020

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Management statement

The Management and Board of Directors of FirstFarms have today discussed and approved the interim financial report of FirstFarms A/S for the period 1 January – 30 September 2019.

The interim financial accounts, which has not been audited or reviewed by the independent auditors of the Company, has been prepared in accordance with IAS 34 – "Interim Financial Reporting" as adopted by the EU and additional Danish disclosure requirements for interim reports of listed companies.

In our opinion, the interim financial accounts give a true and fair view of the Group's assets, liabilities and financial position at 30 September 2019 and of the results of the Group's operations and cash flows for the period 1 January – 30 September 2019.

Further, in our opinion the Management's review gives a true and fair overview of the development in the Group's operations and financial matters, the results of the Group's operations and the Group's financial position as a whole.

Billund, 26 November 2019

Management

Anders H. Nørgaard CEO

Board of directors

Henrik Hougaard Chairman Asbjørn Børsting Vice Chairman Jens Bolding Jensen

Bent Juul Jensen

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Income statement

	The Group	The Group	The Group	The Group	The Group
DKK 1,000	Q1-Q3 2019	Q1-Q3 2018 *)	Q3 2019	Q3 2018 *)	2018 *)
Turnover	204,013	168,431	95,533	82,114	248,876
Value adjustment of biological assets	17,998	33,507	2,920	7,399	9,676
Production costs	-212,281	-208,173	-98,326	-90,450	-271,345
Grants	38,491	34,271	16,155	12,396	49,457
Gross profit/loss	48,221	28,036	16,282	11,459	36,664
Other operating income	2,095	5,596	31	272	6,502
Administration costs	-17,836	-12,607	-6,755	-3,769	-16,817
Other operating costs	-22	0	-22	0	-486
EBIT result	32,458	21,025	9,536	7,962	25,863
Financial income	2,651	161	940	88	490
Financial costs	-14,948	-10,222	-6,140	-3,720	-14,834
Pre-tax result	20,161	10,964	4,336	4,330	11,519
Tax on net profit	-4,382	-1,096	-1,316	-1,117	-3,388
Net profit	15,779	9,868	3,020	3,213	8,131
Earnings per share, DKK	2.56	1.78	0.49	-0.21	1.32
Diluted earnings per share, DKK	2.39	1.78	0.49	-0.21	1.32

Total income statement

DKK 1,000	The Group Q1-Q3 2019	The Group Q1-Q3 2018 *)	The Group Q3 2019	The Group Q3 2018	The Group 2018*)
Net profit Other total income	15,779	9,868	3	3,213	8,131
Items, which can be re- classified to the income statement:					
- Exchange rate adjustments					
by conversion of foreign units	-3,531	-1,695	-1,655	1,409	0
- Tax of other total income	0	0	0	0	0
Other total income after tax	-3,531	-1,695	-1,655	1,409	0
Total income	12,248	8,173	1,365	4,622	8,131

*) Without correction for IFRS 16.

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Balance

	The Group	The Group	The Group
DKK 1,000	Q3 2019	Q3 2018 *)	2018 *)
400570			
ASSETS			
Non-current assets	40.070	40.055	40.070
Intangible assets	16,076	16,055	16,078
Goodwill	0	1,530	1,245
Land lease contracts	16,076	17,585	17,323
Total intangible assets			
Tangible assets	406,315	239,353	240,971
Land and buildings	221,880	191,507	193,069
Plant and machinery	107,462	85,465	87,897
Fixtures and fittings, tools and equipment	2,650	4,139	3,879
Fixed assets under construction	22,689	16,635	11,108
Total tangible assets	760,996	537,099	536,924
Biological assets			
Basic herd	40,302	31,016	33,053
Total biological assets	<u>40,302</u> 40,302	<u> </u>	<u>33,053</u>
Total biological assets	40,302	51,010	33,033
Other non-current assets			
Deferred tax asset	9,271	10,118	9,188
Total other non-current assets	9,271	10,118	9,188
Total non-currents assets	826,645	595,818	596,488
Current assets			
Inventories	88,183	88,808	60,652
Biological assets - breeding and crops	83,705	55,331	62,093
Receivables	30,609	15,746	22,632
Other receivables	52,254	45,722	23,967
Accruals and deferred expenses	9,507	3,493	5,072
Cash at bank and in hand	2,389	5,013	3,628
Total current assets	266,647	214,113	178,044
TOTAL ASSETS	1,093,292	809,931	774,532
			117,002

*) Without correction for IFRS 16.

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	The Group	The Group	The Group
DKK 1,000	Q3 2019	Q3 2018 *)	2018 *)
EQUITY AND LIABILITIES			
Equity			
Share capital	61,594	61,594	61,594
Reserve for exchange rate adjustment	-29,044	-27,208	-25,513
Transferred result	346,552	335,489	330,773
Proposed dividend	0	0	3,264
Total equity	379,102	369,875	370,118
Liabilities			
Non-current liabilities			
Deferred tax	42,588	17,522	16,645
Credit institutions	235,667	118,097	143,490
Convertible bonds	129,735	129,945	129,735
Other non-current debt	52,195	6,532	0
Total non-current assets	460,185	272,096	289,870
Current liabilities			
Credit institutions	148,043	98,782	68,356
Convertible bonds	0	, 1	0
Trade payables and other payables	89,756	57,041	35,319
Corporation tax	0	379	42
Accruals and deferred income	16,206	11,008	10,827
Total current liabilities	254,005	167,960	114,544
Total liabilities	714,190	440,056	404,414
TOTAL EQUITY AND LIABILITIES	1,093,292	809,931	774,532

*) Without correction for IFRS 16.

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Equity statement (Condensed)

	The Group	The Group
DKK 1,000	Q1+Q3 2018	Q1+Q3 2017
EQUITY STATEMENT		
Equity 1 January	370,118	315,073
Result of the period	15,779	9,866
Other total income	-3,531	-1,695
Issuance of shares	0	46,631
Dividend	-3,264	0
Total development for the period	8,984	54,802
Equity 30 September	379,102	369,875

Cash flow statement (Condensed)

	The Group	The Group
DKK 1,000	Q1-Q3 2018	Q1-Q3 2017
Pre-tax result Cash generated from operations (operating activities) before	20,161	10,964
changes in working capital	40,021	32,662
Cash flow from primary activities	20,285	9,229
Cash flow from operating activities	7,238	-1,572
Cash flow from investing activities	-38,870	-4,648
 hereof purchase of Hospoda Invest and Tjekkiet Invest ¹⁾ 	-21,933	-17,539
Cash flow from financing activities	30,392	8,436
Total cash flow Available, at the beginning	-1,240 3,628	2,216 2,793
Exchange rate adjustment of available	1	4
Available at closing	2,389	5,013

¹⁾ In connection with the purchase of Hospoda Invest in 2019, DKK 21.9 million was paid in Q3, 2019. In connection with the purchase of Tjekkiet Invest A/S, only a net of DKK 17.5 million was paid, as the remaining DKK 2.5 million is paid later on. There has also been issued convertible bonds for DKK 19.9 million and issued share for DKK 20.2 million.

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Segment information

Q1-Q3 2019 DKK 1,000	Romanian activities	Slovakian activities	Hungarian activities	Czech activities	Total report compulsory segments
Total segment turnover	27,410	79,108	34,345	63,151	204,014
Grants	22,857	11,070	2,887	1,678	38,492
Value adjustment of biological assets Financial income	3,500 0	7,426 186	3,872 6	3,200 0	17,998 192
Financial costs	-6,390	-5,158	-945	-1,137	-13,630
Depreciations	-10,534	-21,312	-2,159	-3,567	-37,572
Segment result before tax	-7,444	-21,312	-2,139 10,657	-3,307 10,092	26,100
Segment assets	246,274	606,527	90,925	149,942	1,093,668
Plant investments *)	23,872	21,052	4,020	1,723	50,667
Segment liabilities	204,559	384,132	69,428	67,670	725,789

*) Plant investments are investments in machinery, land and buildings.

Romanian	Slovakian	Hungarian	Czech	Total report compulsory
activities				segments
39,907	71,025	30,652	26,847	168,431
11,203	17,712	3,243	2,112	34,270
8	9,369	15,120	1,518	33,507
128	0	19	14	161
-1,566	-3,149	-1,289	-484	-6,488
-5,773	-11,879	-2,801	-1,281	-21,734
4,709	6,093	-920	11,707	21,589
223,062 15,883 176,034	353,256 11,644 236,702	86,537 3,233 72,680	146,723 425 75,930	809,578 31,185 561,346
	activities 39,907 11,203 8 128 -1,566 -5,773 4,709 223,062 15,883	activitiesactivities39,90771,02511,20317,71289,3691280-1,566-3,149-5,773-11,8794,7096,093223,062353,25615,88311,644	activities activities activities 39,907 71,025 30,652 11,203 17,712 3,243 8 9,369 15,120 128 0 19 -1,566 -3,149 -1,289 -5,773 -11,879 -2,801 4,709 6,093 -920 223,062 353,256 86,537 15,883 11,644 3,233	$\begin{array}{c c c c c c c c c c c c c c c c c c c $

*) Without correction for IFRS 16.

**) Plant investments are investments in machinery, land and buildings.

The result for Czech Republic covers only the period June to September 2018, and negative goodwill of DKK 4.9 million is recognised from the opening balance.



7,833

204,013

3,753

168,431

Reconciliation of report compulsory segments result	Q1-Q3	Q1-Q3
DKK 1,000	2018	2017
Segment result before tax for report compulsory segments	26,100	21,589
Non-allocated result, Group function	-5,939	-10,625
Result of continued operations before tax, cp. income statement	20,161	10,964
Turnover	Q1-Q3	Q1-Q3
DKK 1,000	2019	2018
Sale of milk	44,147	42,791
Sale of cows and calves	3,708	6,270
Sale of piglets and slaughter pigs	104,446	55,249
Sale of corn etc.	43,879	60,368

Purchase of subsidiary

Other turnover

Total

FirstFarms has, cp. company announcement no. 10 of 17 July 2019, purchased Hospoda Invest A/S, who owns 100 percent of the Slovak company JK Gabcikovo s.r.o., which includes crop and pig production in Slovakia.

There are 2,300 sows with a yearly production of 75,000 pigs, of which 40-45,000 are sold as piglets and 30- 35,000 as slaughter pigs. The production plants are of high quality, and the production results have been very satisfactory for a number of years.

The production foundation for the crop production is 1,500 hectares of arable land of high quality. Crop rotation is varied, mostly consisting of wheat, rape and maize.

The purchase price for the shares in Hospoda Invest A/S (now FirstFarms Slovakia A/S) can incl. adjustments be calculated to DKK 191.6 million for the company, and the shares were paid with DKK 95.4 million, added debt.

The allocation of the purchase price of the net assets is shown in the table below:



	Recognised value at
DKK 1,000	take-over date
Land	141,809
Buildings, machines, tools and equipment	37,034
Biological assets	24,564
Inventories	4,314
Receivables	8,263
Cash at bank and in hand	7,842
Credit institutions	-93,336
Deferred tax	-20,448
Trade payables	5,912
Other payables	8,518
Net assets taken over	95,611
Total acquisition price	95,419
Negative goodwill - recognised in other operating income	192

In connection with due diligence or later, there has not been identified need for provision to other conditions, including environmental obligations, which indicates that the negative goodwill can be assigned to unrecognised contingent liabilities.

The allocation of the purchase price is preliminary.

Recognised transaction costs of DKK 1.5 million are incurred in connection with the transaction.

The liquidity effect of the purchase in Q3 2019 entails the following (DKK 1,000):

25,480
3,547
7,842
14,091

The remaining part of the purchase price is financed by loans.

Result before tax for FirstFarms Slovakia for the recognised period is DKK 4.3 million excluding recognition of negative goodwill. If the whole period Q1-Q3 in 2019 had been recognised, the result before tax for FirstFarms Slovakia A/S would be DKK 8.5 million.

The turnover for the recognised period is DKK 18.5 million. If the whole period Q1-Q3 in 2019 had been recognised, the turnover would be DKK 46.0 million.