# PRFOODS

AS PRFoods

Consolidated Unaudited Interim Report 3<sup>rd</sup> quarter and 9 months of 2018/2019 (translation from the Estonian original)

19.05.2019

# 2018/2019 3<sup>RD</sup> QUARTER & 9 MONTHS

# PRFOODS

Business name	AS PRFoods
Commercial register number	1150713
Address	Pärnu mnt 141, Tallinn, Estonia
Phone	+372 452 1470
Website	prfoods.ee
Main activities	Production and sale of fish products Fish farming
Reporting period	1 July 2018 – 31 March 2019
Auditor	AS PricewaterhouseCoopers

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## CORPORATE PROFILE

AS PRFoods (hereinafter "Group") is a company engaged in fish farming, processing and sales, and it is listed on the main list of NASDAQ Tallinn Stock Exchange since 5 May 2010.

AS PRFoods' key market is Finland, where we are 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 sales experience to 37 countries in Europe, North and South America, and Asia.

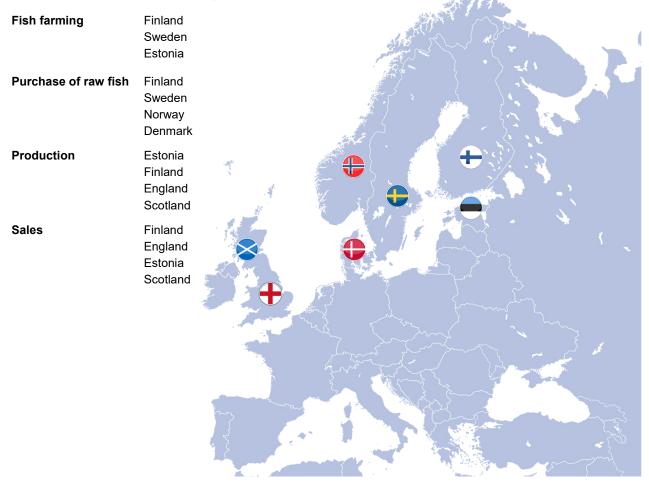
Main activity of the Group is fish manufacturing in four contemporary production buildings in Renko and Kokkola (Finland), in Saaremaa (Estonia), and in Aberdeen (Great Britain). The objective of PRFoods is to increase production capacity and to boost sales volumes of fish products.

Our main products are salmon and rainbow trout products. Approximately 2/3 of the raw fish used in the Group's rainbow trout production comes from the Group's own fish farms in Swedish lakes and Turku Archipelago area in Finland, assuring the highest quality and reliable deliveries.

Salmon is purchased mainly from Norway, Denmark, Sweden and Scotland. On a smaller scale, European whitefish and Baltic herring are used in production. In addition, a notable volume of red caviar is made from fish harvested in the Group's own fish farms.

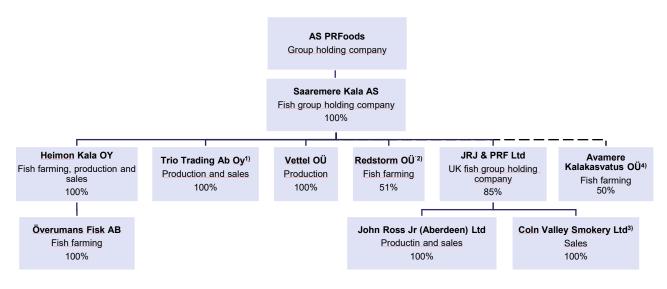
Products of the Group are sold as leading brands in their respective operating market and the primary focus is on higher value-added premium products, which in turn would increase the profitability of the company.

The Group is actively involved in developing new products for expanding to new export markets. As introducing the Group's own brands is in its early stage in Scandinavia and elsewhere in the world, the management expects the Group's growth period is yet to come.



### THE GEOGRAPHY OF PRODUCTION AND SALES

### GROUP STRUCTURE AS AT 31.03.2019



<sup>1)</sup> Consolidated from 01.09.2017; the merger with Heimon Kala Oy planned by 31.01.2019 postponed due to technical reasons. The companies operate as subsidiaries with overlapping management.

<sup>2)</sup> Consolidated from 01.07.2018

<sup>3)</sup> 64% of Coln Valley Smokery Ltd shares owned by JRJ & PRF Ltd and 36% by John Ross Jr (Aberdeen) Ltd

<sup>4)</sup> The Group does not consolidate Avamere Kalakasvatus OÜ as it holds neither dominant nor significant control over the company

The most significant trademarks of PRFoods are "Heimon Gourmet" and "Saaristomeren". The Group's other trademarks include "Gurmé" and "Polar Fish", which are marketed in the Baltic States. Other notable brands of the recently acquired companies are "John Ross Aberdeen", "Coln Valley Smokery" and "Fishk".

COLN VALLEY

John Ross Jr (Aberdeen) Ltd.

TRULY TRADITIONAL SCOTTISH SMOKED SALMON







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# MANAGEMENT REPORT

Consolidated Unaudited Interim Report 3rd quarter and 9 months of 2018/2019 financial year

# MANAGEMENT REPORT

### OVERVIEW OF ECONOMIC ACTIVITIES

### MANAGEMENT COMMENTARY

We remind you that since we changed our financial year, the previous financial year was 18 months long. The current financial year that began on 01.07.2018 is of standard length and ends on 30.06.2019. The comparable data presented in the report stems from comparable periods: the 3<sup>rd</sup> quarter of the current financial year i.e. the 1<sup>st</sup> quarter of 2019 is compared to the 1<sup>st</sup> quarter of 2018, and 9 months of the financial year i.e. the period from 01.07.2018 till 31.03.2019 is compared to the period from 01.07.2017 till 31.03.2018.

PRFoods' sales in Q3 of the financial year 2018/2019 were 18.1 million euros (same period previous year 22.7 million euros) and 9-months' sales were 64.2 million euros (72.7 million euros). Decrease of sales is largely attributable to slower sales from Estonia to Finland and a decrease of trading revenue i.e. sales of raw fish in Finland.

At the same time the decrease of gross profit was substantially less. In Q3 of 2018/2019 gross profit was 2.1 million euros compared to 2.4 million euros last year. Hence, we managed to increase gross profit margin in Q3, but not yet achieve the required sales levels. 9-months gross profit was 9.8 million euros compared to 11.4 million euros last year.

The Group's EBITDA in Q3 was -0.5 million euros (last year 0.6 million euros). 9-months' EBITDA was 1.4 million euros compared to 4.1 million euros last year. EBITDA was negatively affected mainly by extraordinarily weak result from the Estonian unit, which continued to some extent into Q3.

The Group's consolidation unit's, Saaremere Kala's EBITDA forecast for 2018/2019 full financial year is 4.3 million euros (this does not include expenses related to the Group's holding company PRFoods).

2018/2019 financial year's primary activities are mainly focussed on changing the product portfolio, and to exit lower margin products, which has caused significant decrease in comparable sales. Higher gross margins do not yet compensate for lost sales in overall profit. Only in April we managed to increase sales year-on-year basis. Also, a decrease in fish prices had a negative effect on biomass valuation (compared to last year, in Q3 the difference was -0.3 million euros, on 9-months basis -0.2 million euros).

When analysing the Group's activities on country basis, we are happy to declare that our main Finnish unit, Heimon Kala, achieved 82% higher EBITDA in Q3 than last year. Trio Trading is still making loss both in Q3 and 9-months basis, and we have since launched a radical cost cutting programme there.

The biggest decrease in the performance comes from Estonia. The loss is mainly attributable to two causes: higher personnel costs and ca 1.5 million euros lower sales to Finland. We cannot be happy with the performance of Estonian unit. At the same time, the Estonian unit has managed to increase domestic sales by 700,000 euros, mainly to retail segment and bigger ship handlers.

In the UK, we finished the transfer of production from Coln Valley to Aberdeen in April, which will cause ca 200,000 euros extra costs for termination of Coln Valley factory rental agreement in Q4. At the same time, long-term savings amount to 500,000 euro over the next 7 years.

The Group' balance sheet continues to be good, we have 6,2 million euros cash balance (last year same time 7.1 million euros).

In Q3 we launched a significant synergy and cost cutting programme. According to plans already realized, we have reduced thanks to the group synergies, costs in Trio Trading on annual basis by 480,000 euros. In Estonia similar measures amount presumably to 360,000 euros in annual savings. The Group's target is to reduce costs in the next financial year by at least 1 million euros.

While we cannot be content with the speed of restructurings in our production and sales units, we have achieved positive developments in our fish farming unit. We expect additional farming licences from Sweden already this year. In Estonia, the authorities have started the official process for environmental impact analysis, which we hope to complete in 2019, so we could start preparing for new fish farms in Estonia already in 2020. In case of positive developments, we can increase our farming capacity by at least 5000 tons in coming years. We have also launched a project to study the feasibility of fish farms in Paldiski, Estonia.

By the end of 2018/2019 financial year, we have started synergy and cost optimisation programmes in all of the Group companies and in the next year we aspire to achieve significantly bigger sales compared to the current year.

Sincerely,

Indrek Kasela

### UNAUDITED FINANCIAL RESULTS OF AS PRFOODS, THE 3<sup>RD</sup> QUARTER OF THE FINANCIAL YEAR 2018/2019 (I.E., HEREINAFTER 1<sup>ST</sup> QUARTER OF 2019) COMPARED TO THE 1<sup>ST</sup> QUARTER OF 2018

- Unaudited consolidated revenue 18.12 million euros, a decrease by 4.62 million euros, i.e. 20.3%.
- Gross margin 11.7% (1Q 2018: 10.6%).
- Negative impact from revaluation of biological assets 0.46 million euros (1Q 2018: negative impact 0.12 million euros).
- Negative effect of one-offs on the result 0.20 million euros (1Q 2018: negative impact 0.004 million euros).
- EBITDA from operations 0.21 million euros, a decrease by 0.49 million euros.
- EBITDA -0.45 million euros, a decrease by 1.03 million euros (without one-off effects EBITDA -0.25 million euros, a decrease by 0.83 million euros).
- Operating loss 1.01 million euros, a decrease by 1.07 million euros (without one-off effects operating loss 0.81 million euros, a decrease by 0.87 million euros).
- Net loss 1.20 million euros, an increase by 0.98 million euros. (without one-off effects net loss 0.99 million euros, an increase by 0.78 million euros).

### SUMMARY OF FINANCIAL RESULTS: THE 1<sup>ST</sup> QUARTER OF 2019 COMPARED TO THE 1<sup>ST</sup> QUARTER OF 2018

mln EUR	1Q 2019	1Q 2018	Change, mln EUR	1Q 19 vs 1Q 18	
Sales	18.12	22.74	-4.62	-20.3%	▼
Gross profit	2.12	2.41	-0.29	-11.9%	▼
EBITDA from operations*	0.21	0.70	-0.49	-70.3%	▼
EBITDA	-0.45	0.58	-1.03	**	▼
EBIT	-1.01	0.06	-1.07	**	▼
Net profit (-loss)	-1.20	-0.22	-0.98	**	•

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

\*\* not meaningful



### UNAUDITED FINANCIAL RESULTS OF AS PRFOODS, THE 9 MONTHS OF THE FINANCIAL YEAR 2018/2019 COMPARED TO 9 MONTHS OF 2017/2018

- Unaudited consolidated revenue 64.24 million euros, a decrease by 8.48 million euros, i.e. -11.7%.
- Gross margin 15.2% (9m 2017/2018: 15.7%).
- Negative impact from revaluation of biological assets 2.01 million euros (9m 2017/2018: negative impact 1.77 million euros).
- Negative effect of one-offs on the result 0.23 million euros (9m 2017/2018: negative impact 0.29 million euros).
- EBITDA from operations 3.69 million euros, a decrease by 2.51 million euros.
- EBITDA 1.45 million euros, a decrease by 2.70 million euros (without one-off effects EBITDA 1.68 million euros, a decrease by 2.75 million euros).
- Operating loss 0.21 million euros, a decrease by 2.78 million euros (without one-off effects operating profit 0.03 million euros, a decrease by 2.83 million euros).
- Net loss 0.83 million euros, a decrease by 2.96 million euros (without one-off effects net loss 0.60 million euros, a
  decrease by 3.01 million euros).

#### SUMMARY OF FINANCIAL RESULTS: 9 MONTHS OF 2017/2018 VS 9 MONTHS 2018/2019

mln EUR	9m 2018/2019	9m 2017/2018	Change, mln EUR	9m 18/19 vs 9m 17/18	
Sales	64.24	72.72	-8.48	-11.7%	▼
Gross profit	9.80	11.42	-1.63	-14.3%	•
EBITDA from operations*	3.69	6.20	-2.51	-40.5%	•
EBITDA	1.45	4.14	-2.70	-65.1%	•
EBIT	-0.21	2.57	-2.78	**	•
Net profit (-loss)	-0.83	2.12	-2.96	**	▼

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

\*\* not meaningful



### **KEY RATIOS – INCOME STATEMENT**

mln EUR, unless indicated otherwise	1Q 2019	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017
Sales	18.1	26.7	19.4	22.1	22.7	32.0	18.0
Gross profit	2.1	4.7	3.0	1.8	2.4	6.6	2.5
EBITDA from operations	0.2	2.4	1.1	-0.2	0.7	4.3	1.2
EBITDA	-0.5	0.8	1.1	0.3	0.6	1.6	2.0
EBIT	-1.0	0.2	0.6	-0.2	0.1	1.0	1.5
EBT	-1.2	0.0	0.4	-0.5	-0.2	0.8	1.3
Net profit (-loss)	-1.2	0.2	0.1	-1.1	-0.2	1.2	1.1
Gross margin	11.7%	17.7%	15.2%	7.9%	10.6%	20.5%	13.6%
Operational EBITDA margin	1.1%	9.1%	5.4%	-1.1%	3.1%	13.4%	6.7%
EBITDA margin	-2.5%	2.9%	5.8%	1.2%	2.5%	4.9%	11.1%
EBIT margin	-5.6%	0.9%	3.0%	-1.1%	0.2%	3.1%	8.5%
EBT margin	-6.5%	0.1%	1.8%	-2.3%	-0.9%	2.5%	7.3%
Net margin	-6.6%	0.8%	0.7%	-5.1%	-1.0%	3.9%	6.2%
Operating expense ratio	14.1%	11.2%	13.5%	12.0%	10.5%	9.3%	11.1%

EBITDA from operations = Profit (Loss) before one-offs and fair value adjustment of fish stock

EBITDA = Profit (Loss) before interest, tax, depreciation and amortisation

EBIT = Operating profit (loss)

EBT = Profit (Loss) before tax

Gross margin = Gross profit / Net sales

Operational EBITDA margin = EBITDA from operations / Net sales

EBITDA margin = EBITDA / Net sales

EBIT margin = EBIT / Net sales

EBT margin = EBT / Net sales

Net margin = Net earnings / Net sales

Operating expense ratio = Operating expenses / Net sales

### KEY RATIOS - BALANCE SHEET

mIn EUR, unless indicated otherwise	31.03.2019	31.12.2018	30.09.2018	30.06.2018	31.03.2018	31.12.2017
Net debt	18.7	20.0	21.9	18.1	16.7	16.6
Equity	23.3	24.2	24.1	23.3	24.3	24.7
Working capital	-1.6	1.0	2.0	2.8	4.6	5.3
Assets	63.5	65.5	64.5	65.5	66.4	68.6
Liquidity ratio	0.9x	1.0x	1.1x	1.1x	1.2x	1.2x
Equity ratio	36.7%	37.0%	37.4%	35.6%	36.6%	36.0%
Gearing ratio	44.5%	45.2%	47.6%	43.7%	40.7%	40.1%
Debt to total assets	0.6x	0.6x	0.6x	0.6x	0.6x	0.6x
Net debt to EBITDA	5.4x	5.1x	3.8x	3.1x	2.6x	3.1x
ROE	-8.2%	-4.0%	0.1%	0.2%	8.6%	5.8%
ROA	-3.0%	-1.5%	0.0%	0.1%	4.1%	2.7%

Net debt = Short- and long-term loans and borrowings - Cash

Working capital = Current assets - Current liabilities

Liquidity ratio = Current assets / Current liabilities

Equity ratio = Equity / Total assets

Gearing ratio = Net debt / (Equity + Net debt)

Debt to total assets = Debt / Total assets

Net debt to EBITDA = Net debt / EBITDA from operations for the trailing 12 months

ROE = Net earnings for the trailing 12 months / Average equity

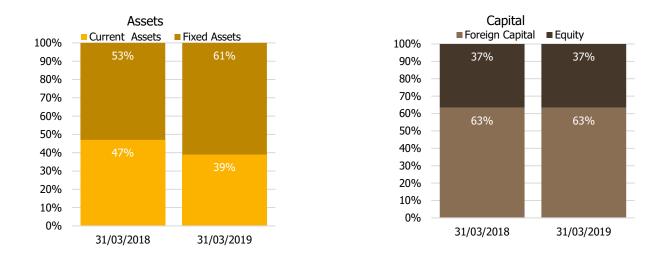
ROA = Net earnings for the trailing 12 months / Average assets

### BALANCE SHEET

As of 31.03.2019 consolidated total assets of PRFoods stood at 63.5 million euros. The year before as at the end of the same period, the balance sheet totalled 66.4 million euros.

Assets: The Group's current assets stood at 24.8 million euros as at 31.03.2019 (31.03.2018: 31.0 million euros). Non-current assets totalled 38.7 million euros (31.03.2018: 35.4 million euros).

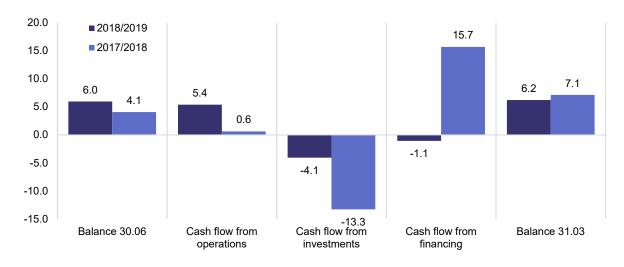
Capital: Current liabilities totalled 26.4 million euros as at 31.12.2019 (31.03.2018: 26.4 million euros). Non-current liabilities totalled 13.8 million euros (31.03.2018: 15.7 million euros). Equity of PRFoods was 23.3 million euros (31.12.2018: 24.3 million euros.



### CASH FLOWS

PRFoods' cash and cash equivalents totalled 6.0 million euros at the beginning of the reporting period and 6.2 million euros at the end of the period, the period's cash flow amounted to 0.3 million euros.

Cash flow from operations was +5.4 million euros and +0.6 million euros in the same period a year ago. Cash flow from investment activities was -4.1 million euros during the reporting period and -13.3 million euros a year ago. Cash flow from financing activities totalled -1.1 million euros in the reporting period and +15.7 million euros during the same period last year.

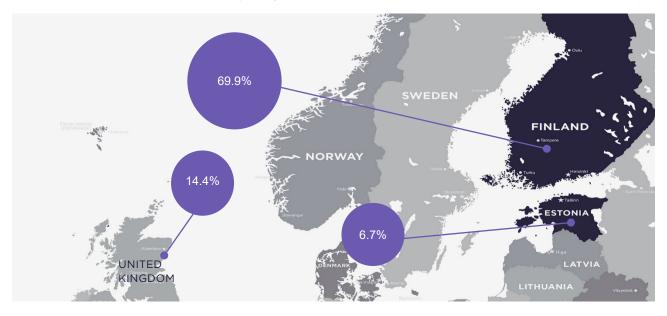


#### CHANGE IN CASH FLOWS 9 MONTHS OF 2018/2019 VS 9 MONTHS 2017/2018

### REVENUE

The main products of the Group are salmon and rainbow trout goods. The Group is mainly known as a seller of fresh fish and fish products in Finland, a seller of quality smoked fish products in the UK and a seller of raw fish in Estonia as well as the biggest supplier of caviar to Estonian stores. Acquiring new subsidiaries has opened new markets and the Group has sales experience to 37 countries.

The Group's revenue in the 9 months of the financial year 2018/2019 totalled 64.2 million euros, down by 8.5 million euros, i.e. 11.7% compared to the same period a year ago.



### GEOGRAPHIC SEGMENTS

mln EUR	9m 18/19	Share, %	9m 17/18	Share, %	Change, mln EUR	9m 18/19 vs 9m 17/18	
Finland	44.9	69.9%	51.0	70.1%	-6.1	-12.0%	▼
United Kingdom	9.3	14.4%	10.4	14.4%	-1.2	-11.3%	▼
Estonia	4.3	6.7%	3.8	5.2%	0.6	14.8%	
Other	5.8	9.0%	7.5	10.3%	-1.8	-23.4%	▼
Total	64.2	100.0%	72.7	100.0%	-8.5	-11.7%	▼

Finland with sales revenue of 44.9 million euros and ca 70% of total sales maintained its leading position as the largest market of the Group. Revenue of the second largest market, UK, amounted to 9.3 million euros, i.e. 14.4% of total sales. Revenue of the Estonian market totalled 4.3 million euros, i.e. 6.7% of the total.

Sales revenue of Finland and Great Britain decreased by 12.0% and 11.3%, respectively, whereas sales in Estonia increased by 14.8%.

#### PRODUCT SEGMENTS

mln EUR	9m 18/19	Share, %	9m 17/18	Share, %	Change, mln EUR	9m 18/19 vs 9m 17/18	
Hot & cold smoked fish	27.8	43.2%	30.1	41.4%	-2.4	-7.8%	•
Raw fish and fillets	26,7	41,5%	33.0	45.3%	-6.3	-19.2%	<b>V</b>
Other fish products	9,6	15,0%	8.8	12.1%	0.8	9.4%	
Other	0.2	0.3%	0.8	1.1%	-0.6	-77.1%	•
Total	64.2	100.0%	72.7	100.0%	-8.5	-11.7%	V

Hot and cold smoked fish product continue to account for the largest share of sales. A total of 27.8 million euros was generated by the product group and it accounted for 43.2% of total revenue during the accounting period. In the same period last year, the sales of the product group totalled 30.1 million euros accounting for 41.4% of the total. Raw fish and fillets product group generated sales of 26.7 million euros and accounted for 41.5% of total. During the same period last year, the sales of the product group amounted to 33.0 million euros accounting for 45.3% of the total. Sales of other fish products amounted to 9.6 million euros and accounted for 15.0% of total. The sales of the product group have increased by 0.8 million euros compared to the period a year ago.

### CLIENT SEGMENTS

mln EUR	9m 18/19	Share, %	9m 17/18	Share, %	Change, mln EUR	9m 18/19 vs 9m 17/18	
Retail chains	27.7	43.1%	29.4	40.4%	-1.7	-5.9%	▼
Wholesale	20.9	32.5%	27.5	37.8%	-6.6	-23.9%	▼
HoReCa	14.8	23.0%	15.4	21.2%	-0.6	-4.1%	▼
Other retail	0.9	1.4%	0.5	0.7%	0.4	92.1%	
Total	64.2	100.0%	72.7	100.0%	-8.5	-11.7%	▼

The largest client group is the retail chains' group, sales of which amounted to 27.7 million euros and accounted for 43.1% of the total sales during the accounting period. About a third of sales i.e. 20.9 million euros was generated by wholesale sector. HoReCa sales amounted to 14.8 million euros and it accounted for 23.0% of the total.

### COSTS

Cost of goods sold accounted for 84.8% of total sales and operating expenses for 12.7%.

	9m 18/19	9m 17/18	Change		9m 18/19 as % of	9m 17/18 as % of	Change	
	mln EUR	mIn EUR	mln EUR		sales	sales	%-point	
Sales	64.24	72.72	-8.48	▼	100.00%	100.00%		
Cost of goods sold	-54.45	-61.30	6.85		84.75%	84.29%	0.46%	▼
materials in production & cost of goods purchased for resale	-43.44	-50.13	6.69		67.61%	68.94%	-1.33%	
labour costs	-5.41	-5.44	0.03		8.43%	7.48%	0.95%	•
depreciation	-1.30	-1.13	-0.17	▼	2.02%	1.56%	0.46%	▼
other cost of goods sold	-4.30	-4.60	0.30		6.69%	6.31%	0.38%	•
Operating expenses	-8.18	-7.35	-0.83	▼	12.73%	10.11%	2.62%	•
labour costs	-2.86	-2.31	-0.55	▼	4.45%	3.18%	1.27%	•
transport & logistics services	-2.62	-2.57	-0.05	▼	4.08%	3.54%	0.54%	•
depreciation	-0.36	-0.44	0.08		0.55%	0.61%	-0.06%	
advertising, marketing and product development	-0.31	-0.34	0.03		0.48%	0.47%	0.01%	▼
other operating expenses	-2.03	-1.69	-0.34	▼	3.17%	2.31%	0.86%	▼
Other income/expenses	0.19	0.27	-0.08	▼	0.29%	0.37%	-0.08%	•
incl. one-offs	-0.23	-0.29	0.06		-0.36%	-0.39%	0.03%	
Financial income/expense	-0.61	-0.67	0.06		-0.94%	-0.92%	-0.02%	

### COST OF GOODS SOLD (COGS)

COGS increased over the period by 6.9 million euros and its share increased 0.5 percentage points compared to the previous comparable period. Purchase cost of raw fish accounts for the majority, ca 80%, of the largest COGS item "materials in production and cost of goods purchase for resale". The remaining share of the cost are attributable to packaging materials and fish feed.

Labour cost of personnel employed in production and fish farms totalled 5.4 million euros and formed 8.4% of total sales.

Other cost of goods sold formed 6.7% of sales, up by 0.4 percentage points. The cost item includes costs on heating, electricity, rent and utilities, and costs incurred in relation to fish farming and auxiliary activities in production.

### **OPERATING EXPENSES**

Operating costs of the second half of 2018 – 8.2 million euros – increased by 0.8 million euros compared to the same period last year and accounted for 12.7% of total sales. The majority of operating costs are costs on labour and transport & logistics services, amounting to 2.9 million euros and 2.6 million euros, respectively, up by 0.6 million euros and 0.05 million euros, respectively, from the same period previous year. The share of both cost items of total sales has increased: labour costs increased from 3.2% to 4.5%, and transport and logistics services increased from 3.5% to 4.1%.

### TEAM

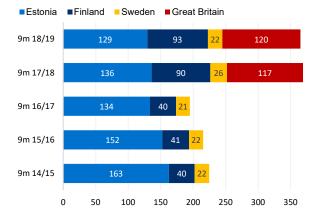
The average number of employees in PRFoods in the 1<sup>st</sup> quarter of 2019 was 348. The Group's labour costs totalled 2.5 million euros in the 1<sup>st</sup> quarter of 2019 and 8.3 million euros over the 9 months of the financial year.

	1Q 2019	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017
Average number of employees	348	379	368	367	362	408	337
Finland	86	103	91	96	96	114	61
Estonia	131	132	125	130	136	141	131
UK	112	123	125	117	107	127	117
Sweden	19	21	27	24	23	26	28
Payroll expense, th EUR	2,536	2,949	2,649	2,613	2,517	2,949	2,286
Monthly average payroll expense per employee, th EUR	2.43	2.59	2.40	2.37	2.32	2.41	2.26

#### Employees per area of activity



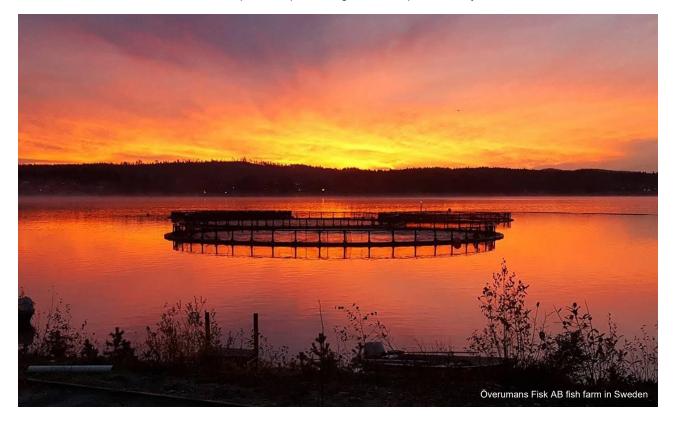
Employees per country



### **FISH FARMING**

The competitive advantage of the Group is its vertical integration – fish farming, production and sales. About two thirds of the raw trout used in the Group's production is harvested from the Group's own fish farms in the lakes in Sweden and in the archipelago in Turku area in Finland, ensuring that customers receive fast and high-quality deliveries. The Group mainly harvests rainbow trout and to a lesser extent also European whitefish.

Vertical integration i.e. integration up- and downwards in the technological chain enables the Group to reduce costs in certain phases of fish farming. Also, the integration in the value chain allows the Group to benefit from enhanced control foremost over fish processing and marketing functions. In the fish business, as fish are livestock, the quality assurance in the technological process has keenly to be maintained throughout the entire product lifecycle. In addition to improved cost control, the vertical integration enables to reduce risks in fish farming, for instance due to poor quality of feed or base materials, and to secure the volume of required for processing as well as price stability of raw material.



### PRICE OF FISH

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 farm's 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 fish supply and demand results in constantly fluctuating price of raw fish. The Group compensates the impact of external environment and volatility of fish price through the changes of the Group's production and sales strategy.

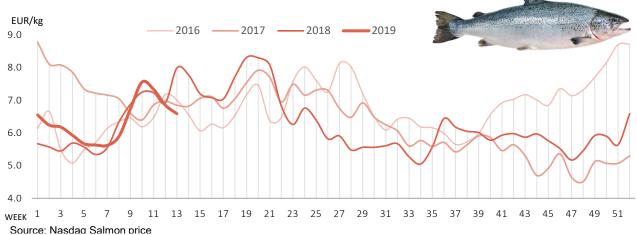
### FISH PRICE

EUR/kg	31.03.2019	31.03.2018	31.03.19 vs 31.03.18	31.03.2017	31.03.19 vs 31.03.17	31.03.2016	31.03.19 vs 31.03.16
Salmon	6.59	7.99	-17.5%	6.85	-3.8%	7.00	-5.9%
Rainbow trout	6.65	6.62	0.4%	8.06	-17.5%	5.40	23.0%

As at the end of the reporting period the price of salmon has decreased by 17.5% and the price of rainbow trout increased by 0.4% compared to the prices a year ago. Over the two-year period, the price of salmon has decreased by 3.8% and the

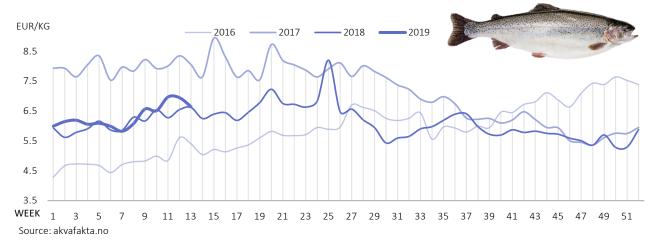
trout by 17.5%. When comparing prices from three years ago: the price of salmon has decreased by 5.9% while the price of rainbow trout has increased by 23.0%.

The graphs below illustrate weekly average prices of salmon and rainbow trout since 2016.



### EXPORT PRICE OF NORWGIAN SALMON

### EXPORT PRICE OF NORWGIAN RAINBOW TROUT



### AVERAGE FISH PRICE

EUR/kg	9m 18/19	9m 17/18	9m 18/19 vs 9m 17/18	9m 16/17	9m 18/19 vs 9m 16/17	9m 15/16	9m 18/19 vs 9m 15/16
Salmon	5.91	5.72	3.2%	6.98	-15.3%	5.01	17.9%
Rainbow trout	5.90	6.20	-4.9%	6.80	-13.3%	4.47	31.9%

The average market price of salmon during the reporting period has increased by 3.2% compared to the price a year ago, and the price of rainbow trout has decreased by 4.9% during the same period. Compared to the average prices of a comparable period two years ago the average prices of salmon and trout have decreased by 15.3% and 13.3%, respectively. The average fish prices have increased compared to the prices three years ago: salmon by 17.9% and rainbow trout by 31.9%.

### **BIOLOGICAL ASSETS**

Biological assets are fish stock accounted for in PRFoods' fish farms in live weight, including rainbow trout (*Oncorhynchus mykiss*) and European whitefish (*Coregonus lavaretus*).

The Group uses the Norwegian export statistics (source: akvafakta.no) to assess the value of rainbow trout's stock. For assessing the value of whitefish stock, the monthly market price survey of the Finnish Fish Farmers' Association is used. When the price of raw fish increases or decreases, so does the value of fish harvested in fish farms of PRFoods, having either a positive or a negative impact on the Group's financial results.

### CHANGE IN BIOLOGICAL ASSETS, TONNES

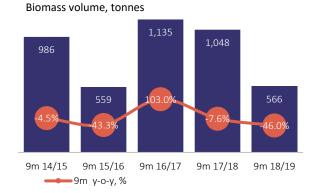
	9m 18/19	9m 17/18	Change, tonnes 9m 18/19 vs 9m 17/18	Change, % 9m 18/19 vs 9m 17/18
Biomass at the beginning of the period	1,184	1,414	-230	-16.3%
Biomass at the end of the period	566	1,048	-482	-46.0%
Harvested fish (in live weight)	1,774	2,116	-342	-16.2%

Biological assets totalled 566 tonnes as at 31.03.2019, a decrease by 482 tonnes, i.e. 46.0% compared to the same period last year. As at 31.03.2019, the fair value of biological assets was 2.9 million euros compared to 4.6 million euros a year ago. The decrease in monetary terms amounted to 1.7 million euros i.e. 36.5%. A total of 1,774 tonnes fish was harvested during the first 9 months of the financial year, which is 342 tonnes or 16.2% less compared to the same period a year ago.

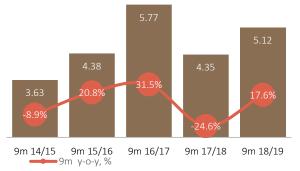
Average price of biomass was 5.12 euros per kg during the 9-months period of 2018/2019 compared to 4.35 euros per kg during the comparable period a year ago.

### BIOMASS VOLUME AND AVERAGE PRICE, EUR/KG

	9m 18/19	9m 17/18	Change, mln EUR 9m 18/19 vs 9m 17/18	Change, % 9m 18/19 vs 9m 17/18
Biological assets, mln EUR	2.89	4.56	-1.67	-36.5%
Biomass volume, tonnes	566	1 048	-482	-46.0%
Average price, EUR/kg	5.12	4.35	0.76	17.6%
Fair value adjustment of biological assets, mln EUR	-2.01	-1.77	-0.24	13.4%



Biomass average price, EUR/kg

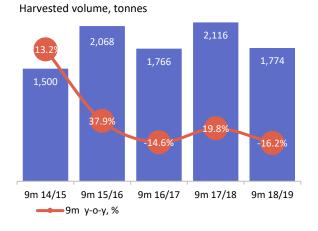


Fish is processed in production buildings of Heimon Kala Oy, Finland and Vettel OÜ, Estonia.

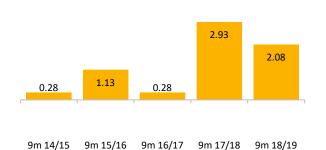
### HARVESTED VOLUME

	9m 18/19	9m 17/18	Change, mln EUR 9m 18/19 vs 9m 17/18	Change, % 9m 18/19 vs 9m 17/18
Revenue, mln EUR	64.2	72.7	-8.5	-11.7%
EBITDA from operations*, mIn EUR	3.7	6.2	-2.5	-40.5%
Harvested volume, tonnes	1,774	2,116	-342	-16.2%
EBITDA from operations* / harvested volume, EUR/kg	2.08	2.93	-0.85	-29.0%

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







### MANAGEMENT AND SUPERVISORY BOARDS

The Management Board of AS PRFoods is comprised of one member – Indrek Kasela – who as per the supervisory board's decision serves as the sole member of the management board since 02.02.2015. The management board is independent in its day-to-day management of the business, protects the best interests of all shareholders and thereby ensures the company's sustainable development in accordance with the set objectives and strategy. It is also responsible for the internal control and risk management processes in the company.

The Supervisory Board of AS PRFoods appoints management board members for a three-year term. The articles of association prescribe the management board to consist of one to four members. On the meeting held on 15<sup>th</sup> November 2017 the supervisory board decided to extend the current management board member Indrek Kasela's term of office by 3 years, until 15<sup>th</sup> November 2020.

Indrek Kasela (born 1971), holds LL.M (Master of Laws) degree from New York University (1996), BA degree in law from the University of Tartu (1994) and serves as a member of management board of several Group entities, such as Saaremere Kala AS, Avamere Kalakasvatus OÜ and Vettel OÜ. He serves also as supervisory board member of AS Toode, ELKE Grupi AS, ELKO Grupa AS, Salva Kindlustuse AS, AS Ridge Capital, AS Ekspress Grupp, Elering AS, Tulundusühistu Tuleva and a management board member of OÜ Transtech Service, Lindermann, Birnbaum & Kasela OÜ, ManageTrade OÜ, Noblessneri Jahtklubi OÜ, KellyBar OÜ, Gridio OÜ and Fine, Wood and Company OÜ, as well as board member of several companies and NPOs domiciled in the Baltic States and Russian Federation.

The Supervisory Board of AS PRFoods is currently comprised of six members. The board is chaired by Lauri Kustaa Äimä, members of the supervisory board are Aavo Kokk, Harvey Sawikin, Vesa Jaakko Karo, Arko Kadajane and Kuldar Leis.

The highest governing body of a public limited company is a general meeting of shareholders. According to law, the general meetings of shareholders are either ordinary or extraordinary.

Pursuant to law, a supervisory board of a public limited company is a supervisory body responsible for planning the activities of a company, organising its management and supervising the activities of its management board. According to the Articles of Association of AS PRFoods, the supervisory board has three to seven members elected by the general meeting of shareholders for the term of three years.

Information on the education and careers of the members of the supervisory board as well as their management positions in other companies is available on PRFoods' website www.prfoods.ee.

### PRFOODS' SHARES HELD BY THE MEMBERS OF THE MANAGEMENT AND SUPERVISORY BOARDS AND THE PERSONS/COMPANIES RELATED TO THEM AS AT 31.03.2019:

Shareholder	number of shares	ownership interest
Member of the management board from 02.02.2015 – Indrek Kasela	1,579,153	4.08%
Member of the supervisory board – Kuldar Leis	1,223,050	3.16%
Member of the supervisory board, Chairman of the supervisory board from 02.02.2015 – Lauri Kustaa Äimä	125,000	0.32%
Member of the supervisory board – Vesa Jaakko Karo	90,000	0.23%
Member of the supervisory board – Arko Kadajane	8,928	0.02%
Member of the supervisory board – Harvey Sawikin	no shares	-
Member of the supervisory board – Aavo Kokk	no shares	-
Total number of shares owned by the members of the supervisory and management boards	3,026,131	7.82%

### SHARE AND SHAREHOLDERS

The registered share capital of the company is 7,736,572 euros which is divided to 38,682,860 ordinary shares without nominal value. All shares are freely transferable and of the same kind, i.e. have equal voting and dividend rights.

PRFoods shares are listed in the main list of Nasdaq Tallinn Stock Exchange since 5 May 2010. PRFoods shares do not have an official market maker. PRFoods share is a component in OMX Tallinn General Index and in OMX Baltic General Index.

PRFoods has twice reduced the nominal value of shares with making payments to shareholders: in 2012 by 10 euro cents and in 2015 by 30 euro cents. The general meeting of shareholders from 26 May 2016 resolved to adopt shares without nominal value and on 30 June 2016 the commercial registry registered the shares without nominal value. The accountable nominal value of a share is 0.20 euro (nominal value of a share was 10.0 Estonian kroons until 13 April 2011, 0.60 euro till 3 September 2012, and 0.50 euro till 2 October 2015).

### PRFOODS SHARE PRICE, INDICES AND TRADING ACTIVITY

Baltic comparison index decreased 2.42% over one year, Tallinn Stock Exchange All-Share index decreased by 4.95% and PRFoods share price decreased by 28.57%.

	Index / Share	Ticker	31.03.2019	31.03.2018	change %
	PRF1T	PRF1T	0.550	0.770	-28.57%
•	OMX Baltic Benchmark GI	OMXBBGI	935.79	984.48	-4.95%
	OMX Tallinn GI	OMXTGI	1,238.48	1,269.2	-2.42%
	2018 May 2018 Jun 2018 Jul 2018 No of shares traded		ct 2018 Nov 2018 Dec 2 XTGI, 31.03.2018 = 0,77	2018 Jan 2019 Feb 2019 OMXBBGI, 31.	200 180 160 140 120 100 80 60 40 20 0 9 Mar 2019 03.2018 = 0,77

### TRADING HISTORY

Price (EUR)	1Q 2019	4Q 2018	3Q 2018	2Q 2018	1Q 2018	4Q 2017	3Q 2017
Open	0.610	0.695	0.740	0.770	0.600	0.530	0.390
High	0.670	0.695	0.780	0.855	0.795	0.600	0.600
Low	0.550	0.530	0.675	0.710	0.600	0.520	0.366
Last	0.550	0.610	0.690	0.740	0.770	0.599	0.522
Traded volume, thousand	294	798	973	595	821	734	1.766
Turnover, mln	0.18	0.47	0.71	0.47	0.57	0.42	0.84
Market capitalisation, mln	21.28	23.60	26.69	28.63	29.79	23.17	20.19

A total of 279 trades were conducted with PRFoods' shares during the first quarter of 2019. During the quarter a total of 294,295 shares changed hands forming 0.8% of the company's shares. The average trade volume was 1,055 shares.

Turnover of share trading amounted to 0.18 million euros in 1Q 2019 compared to 0.47 million euros in the previous quarter. The highest share price in 1Q 2019 was 0.670 euros and the lowest was 0.550 euros. In the previous quarter the prices were 0.695 euros and 0.550 euros, respectively.

The closing price of the share was 0.550 euro as at 31.03.2019 and the company's market capitalisation was 21.28 million euros.

### MARKET RATIOS

Ratios	Formula	31.03.2019	31.12.2018	30.06.2018
EV/Sales	(Market Cap + Net Debt) / Sales	0.46	0.50	0.49
EV/EBITDA from operations	(Market Cap + Net Debt) / EBITDA from operations	11.58	11.09	7.84
EV/EBITDA	(Market Cap + Net Debt) / EBITDA	23.28	15.90	10.59
Price/EBITDA from operations	Market Cap / EBITDA from operations	6.17	6.00	4.80
Price/EBITDA	Market Cap / EBITDA	12.40	8.60	6.49
Price-to-Earnings	Market Cap / Net Earnings	neg	neg	28,65
Price-to-Book	Market Cap / Equity	0.91	0.97	1.23

Market Capitalisation (Market Cap), Net Debt and Equity as at 31.03.2019

Sales, EBITDA and Net Profit/Loss for the trailing 12 months



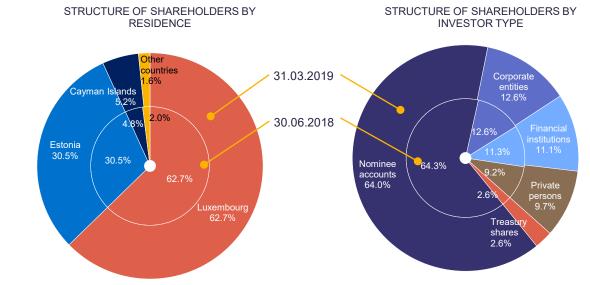
### THE DYNAMICS OF THE SHARE PRICE AND INDICES FROM 5<sup>TH</sup> MAY 2010 TO 31<sup>ST</sup> MARCH 2019:

The increase of PRFoods' share price since its listing in 2010, adjusted with the capital reduction payments, is 19.48%. The Baltic Benchmark index has increased by 112.72% during this period, Tallinn Stock Exchange index by 106.99% and PRFoods' share price unadjusted with the reductions of the share's nominal value in August of 2012 and 2015 by 40 euro cents in total has decreased by 38.20%. PRFoods has since the listing of its shares on the stock exchange paid to shareholders a total of 16.9 million euros in the form of dividends and in connection with share capital reductions.

### SHAREHOLDER STRUCTURE

### SHAREHOLDERS OF AS PRFOODS

	Number of shares 31.03.2019	% of total 31.03.2019	Number of shares 30.06.2018	% of total 30.06.2018	Change
ING Luxembourg S.A. (Nominee account)	24,258,366	62.71%	24,258,366	62.71%	-
Lindermann, Birnbaum & Kasela OÜ	1,579,153	4.08%	1,564,553	4.04%	14,600
Ambient Sound Investments OÜ	1,385,267	3.58%	1,239,116	3.20%	146,151
Firebird Republics Fund Ltd	1,277,729	3.30%	1,298,705	3.36%	82,459
OÜ Rododendron	1,219,589	3.15%	1,195,270	3.09%	-79,116
Compensa Life Vienna Insurance Group SE	750,470	1.94%	750,470	1.94%	-
Firebird Avrora Fund, Ltd.	730,678	1.89%	648,220	1.68%	82,458
OÜ Iskra Investeeringud	387,874	1.00%	386,874	1.00%	1,000
Total largest shareholders	31,589,126	81.65%	31,341,574	81.02%	247,552
Other minority shareholders	6 093 734	15,76%	6,341,286	16.39%	-247,552
Treasury shares	1,000,000	2.59%	1,000,000	2.59%	-
Total	38,682,860	100.00%	38,682,860	100.00%	-



### STRUCTURE OF SHAREHOLDERS ACCORDING TO NUMBER OF SHARES, 31.03.2019

Number of shares	Number of shareholders	% of shareholders	Number of shares	% of shares
1 1 000	757	48.6%	354,956	0.9%
1 001 10 000	680	43.6%	2,202,181	5.7%
10 001 50 000	98	6.3%	2,058,632	5.3%
50 001 100 000	8	0.5%	579,819	1.5%
> 100 000	16	1.0%	33,487,272	86.6%
Total	1,559	100.0%	38,682,860	100.0%

# INTERIM ACCOUNTING REPORT

Consolidated Unaudited Interim Report 3rd quarter and 9 months of 2018/2019 financial year

# INTERIM ACCOUNTING REPORT

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

EUR '000	Note	31.03.2019	31.03.2018	30.06.2018
ASSETS				
Cash and cash equivalents	(Note 2)	6,219	7,128	5,960
Receivables and prepayments	(Note 3)	4,252	5,773	4,706
Inventories	(Note 4)	11,409	13,495	12,678
Biological assets	(Note 5)	2,894	4,560	6,498
Total current assets		24,774	30,956	29,842
Deferred income tax		17	214	153
Long-term financial investments		135	102	134
Tangible fixed assets	(Note 6)	14,842	12,896	12,764
Intangible assets	(Note 7)	23,714	22,233	22,604
Total non-current assets		38,708	35,445	35,655
TOTAL ASSETS		63,482	66,401	65,497
EQUITY AND LIABILITIES				
Loans and borrowings	(Note 8, 9)	14,598	11,615	12,562
Payables	(Note 10)	11,563	14,521	14,254
Government grants	(Note 11)	245	265	216
Total current liabilities		26,406	26,401	27,032
Loans and borrowings	(Note 8, 9)	10,296	12,229	11,487
Payables	(Note 10)	388	0	0
Deferred tax liabilities		1,918	2,233	2,441
Government grants	(Note 11)	1,198	1,216	1,226
Total non-current liabilities		13,800	15,678	15,154
TOTAL LIABILITIES		40,206	42,079	42,186
Share capital		7,737	7,737	7,737
Share premium		14,007	14,007	14,007
Treasury shares		-390	-390	-390
Statutory capital reserve		51	48	48
Currency translation reserve		556	112	7
Retained profit (-loss)		576	2,736	1,904
Equity attributable to parent		22,537	24,250	23,313
Non-controlling interest		739	72	-2
TOTAL EQUITY	(Note 12)	23,276	24,322	23,311
TOTAL EQUITY AND LIABILITIES		63,482	66,401	65,497

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

EUR '000	Note	1Q 2019	1Q 2018	9m 2018/2019	9m 2017/2018	18m 2017/2018
Sales	(Note 13)	18,120	22,740	64,242	72,722	118,499
Cost of goods sold	(Note 14)	-15,999	-20,332	-54,447	-61,299	-103,811
Gross profit		2,121	2,408	9,795	11,423	14,688
		0.504	0.007	0.400	7.040	40,400
Operating expenses		-2,561	-2,387	-8,180	-7,349	-12,423
Selling and distribution expenses		-1,775	-1,695	-5,702	-5,201	-8,841
Administrative expenses		-786	-692	-2,478	-2,148	-3,582
Other income / expense		-114	152	189	266	-250
Fair value adjustment on biological assets	(Note 5)	-457	-118	-2,012	-1,773	-524
Operating profit (loss)		-1,011	55	-208	2,567	1,491
Financial income		17	2	36	5	10
Financial expenses		-189	-258	-643	-671	-1,034
Profit (loss) before tax		-1,183	-201	-815	1,901	467
Income tax		-13	-18	-17	223	-410
Net profit (loss) for the period		-1,196	-219	-832	2,124	57
Net profit (loss) attributable to:						
Owners of the company		-1,177	-227	-948	2,052	59
Non-controlling interests		-19	8	116	72	-2
Total net profit (loss)		-1,196	-219	-832	2,124	57
Other comprehensive income (loss) that may subsequently be classified to profit or loss:						
Foreign currency translation differences		626	-61	549	-305	-421
Total comprehensive income (expense)		-570	-280	-283	1,819	-364
Total comprehensive income (expense) attributable to:						
Owners of the Company		-551	-288	-399	1,747	-362
Non-controlling interests		-19	8	116	72	-2
Total comprehensive income (expense) for the period		-570	-280	-283	1,819	-364
Profit (loss) per share (EUR)	(Note 12)	-0.01	-0.01	-0.01	0.05	-0.01
Diluted profit (loss) per share (EUR)	(Note 12)	-0.01	-0.01	-0.01	0.05	-0.01

### CONSOLIDATED CASH FLOW STATEMENT

EUR '000	Note	9m 2018/2019	9m 2017/2018
Total cash flow from operations			
Net profit (loss)		-832	2,124
Adjustments:			
Depreciation	(Note 6, 7)	1,653	1,538
Profit from sale and write off of fixed assets		-8	-2
Other non-cash items		-1,529	-5,549
Changes in receivables and prepayments		590	-3,067
Changes in inventories	(Note 4)	1,269	-8,390
Changes in biological assets	(Note 5)	3,604	3,691
incl fair value adjustment on biological assets	(Note 5)	-2,012	-1,773
Changes in payables and prepayments		756	10,354
Corporate income tax paid		-105	-70
Total cash flow from / (used in) operating activities		5,398	629
Total cash flow from investments			
Sale of tangible and intangible fixed assets	(Note 6, 7)	44	225
Purchase of tangible and intangible fixed assets	(Note 6, 7)	-1,534	-889
Government grants for acquisition of assets	(Note 7)	42	293
Purchase and sale of other financial instruments	(Note 17)	-1	0
Acquisition of subsidiaries, net cash received	(Note 16)	-2,631	-12,964
Interest received		15	5
Total cash flow used in investing activities		-4,065	-13,279
Total cash flow from financing			
Change in overdraft		1,793	3,128
Repayments of loans		-2,530	-626
Loans raised	(Note 9)	907	14,000
Change in factored receivables	(Note 9)	8	99
Capital lease repayments	(Note 8)	-464	-305
Dividends paid	, , ,	-170	-135
Interest paid		-618	-471
Total cash flow (used in)/from financing activities		-1,074	15,690
Total cash flow		259	3,040
Cash and cash equivalents at beginning of year	(Note 2)	5,960	4,088
Change in cash and cash equivalents		259	3,040
Cash and cash equivalents at the end of the period	(Note 2)	6,219	7,128

### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

EUR '000	Share capital	Share premium	Own shares	Statutory capital reserve	Translation reserve	Retained earnings (-loss)	Total	Non- controlling interests	Total equity
Balance at 31.12.2016	7,737	14,007	-256	12	428	1,881	23,809	0	23,809
Covering the loss from previous year	0	0	0	36	0	-36	0	0	0
The own shares repurchase program	0	0	-134	0	0	0	-134	0	-134
Transactions with equity holders of the company	0	0	-134	36	0	-36	-134	0	-134
Net loss for the year	0	0	0	0	0	59	59	-2	57
Other comprehensive expense	0	0	0	0	-421	0	-421	0	-421
Total comprehensive expense for the period	0	0	0	0	-421	59	-362	-2	-364
Balance at 30.06.2018	7,737	14,007	-390	48	7	1,904	23,313	-2	23,311
					_		~~ ~ / ~		
Balance at 30.06.2018	7,737	14,007	-390	48	7	1,904	23,313	-2	23,311
Formation of statutory reserve capital	0	0	0	3	0	-3	0	0	0
Dividends	0	0	0	0	0	-377	-377	0	-377
Transactions with equity holders of the company	0	0	0	3	0	-3	0	0	0
Net loss for the year	0	0	0	3	0	-380	-377	0	-377
Non-controlling interests on acquisition of subsidiary	0	0	0	0	0	-948	-948	116	-832
Other comprehensive expense	0	0	0	0	0	0	0	625	625
Total comprehensive expense for the period	0	0	0	0	549	0	549	0	549
Balance at 31.03.2019	7,737	14,007	-390	51	556	576	22,537	739	23,276

Additional information in Note 12.

### NOTES TO THE INTERIM REPORT

### NOTE 1. SUMMARY OF MATERIAL ACCOUNTING POLICIES

AS PRFoods is a company incorporated in Estonia. The interim financial statements dated 31.03.2019 incorporate results of AS PRFoods (hereinafter Parent Company) and companies directly and indirectly held by it: Saaremere Kala AS, Redstorm OÜ and Vettel OÜ in Estonia, Heimon Kala Oy and Trio Trading Ab Oy in Finland, Överumans Fisk AB in Sweden, and JRJ & PRF Ltd, John Ross Jr (Aberdeen) Ltd, Coln Valley Smokery Ltd in the United Kingdom (hereinafter also referred to as the Group). The Group has a stake in an associate company, the Competence Center of Food and Fermentation Technologies AS (CCFFT) and Avamere Kalakasvatus OÜ. JRJ & PRF Ltd, John Ross Jr (Aberdeen) Ltd, Coln Valley Smokery Ltd are consolidated from 01.07.2017, Trio Trading Ab Oy from 01.09.2017 ja Redstorm OÜ from 01.07.2018. AS PRFoods' shares are listed on Nasdaq Tallinn Stock Exchange since 5 May 2010.

The Group's consolidated audited annual report for the financial year that ended on 30.06.2018 is available on PRFoods' website www.prfoods.ee.

On the general meeting of shareholders held on 11 December 2017 the financial year of the Group was amended. The current financial year began on 01.07.2018 and ends on 30.06.2019.

### CONFIRMATION OF COMPLIANCE

The current unaudited consolidated interim report complies with the requirements of international accounting standards IAS 34 "Interim Financial Reporting" on condensed interim financial statements.

While preparing the interim report at hand, the same accounting principles as in the annual report for the financial year ended on 30.06.2018 were applied. The report does not hold all the information that must be presented in a complete annual report, so it should be read together with the Group's audited consolidated annual report for the financial year that ended on 30 June 2018, which is in compliance with international finance reporting standards (IFRS) as adopted by the European Union.

The Management Board approved the publication of this condensed unaudited consolidated interim report on May 19<sup>th</sup>, 2019.

In the opinion of the management, this interim report for the 9 months of the financial year 2018/2019 of AS PRFoods presents correctly and fairly the financial results of the Group as a going concern. The current interim report is neither audited nor reviewed by auditors in any other way and contains only the consolidated reports of the Group.

### BASIS OF PREPARATION

The functional currency is euro. The consolidated interim report is presented in thousands of euros and all numerical indicators have been rounded to the nearest thousand, if not indicated otherwise. In the report, thousand euros is indicated as EUR '000.

### NOTE 2. CASH AND CASH EQUIVALENTS

EUR '000	31.03.2019	31.03.2018	30.06.2018
Cash on hand	5	9	16
Short-term deposits	0	0	2,296
Bank accounts	6,214	7,119	3,648
Total cash and cash equivalents	6,219	7,128	5,960

### NOTE 3. RECEIVABLES AND PREPAYMENTS

EUR '000	31.03.2019	31.03.2018	30.06.2018
Trade receivables	3,496	4,500	3,465
Allowance for doubtful receivables	-19	-30	-38
Other receivables	6	200	579
Prepaid expenses	390	578	282
Prepaid taxes	376	525	418
Other prepayments	3	0	0
Total receivables and prepayments	4,252	5,773	4,706

Write-down on receivables was not recognised.

A commercial pledge set as collateral for loans also covers receivables (see Note 9).

### NOTE 4. INVENTORIES

EUR '000	31.03.2019	31.03.2018	30.06.2018
Raw materials and materials	6,177	7,661	6,239
Work-in-progress	1,241	1,178	1,072
Finished goods	3,586	3,499	4,138
Goods purchased for sale	395	1,074	1,183
Prepayments for inventories and goods in transit	10	83	46
Total inventories	11,409	13,495	12,678

During the accounting period inventories were written off by 39 thousand euros. Inventories were written off by 128 thousand euros during the previous comparable period.

A commercial pledge set as collateral for loans covers also inventories (see Note 9).

### NOTE 5. BIOLOGICAL ASSETS

EUR '000	31.03.2019	31.03.2018	30.06.2018
Fry	406	458	817
Juveniles	1,787	1,646	802
Fish suitable for harvesting	701	2,456	4,879
Total biological assets	2,894	4,560	6,498

The Group produces in its fish farms located in Finland and Sweden mainly rainbow trout (*Oncorhynchus mykiss*), and, in a lesser degree, also whitefish (*Coregonus lavaretus*).

### CHANGE IN BIOLOGICAL ASSETS

EUR '000	9m 2018/2019	9m 2017/2018	18m 2017/2018
Biological assets at beginning of the period	6,498	8,251	7,584
Purchased	359	42	1,206
Additions	3,604	4,113	7,251
Harvested	-5,522	-5,799	-8,596
Written off	-33	-81	-124
Fry and live fish sold	-15	0	0
Total	4,891	6,526	7,321
Adjustments:			
Fair value adjustments	-2,012	-1,773	-524
Exchange rate differences	15	-193	-299
Total adjustments	-1,997	-1,966	-823
Biological assets at end of the period	2,894	4,560	6,498

The aggregate gain attributable to the growth of biological assets and the changes in fair value less costs to sell of biological assets in 9 months of 2018/2019 amounted to 1.6 million euros. During the previous comparable period the aggregate gain was 2.3 million euros.

In "Additions" the Group has capitalised subsequent expenditures incurred on development of immature biological assets, therefore in the income statement, only the gain/loss from "Fair value adjustments" is presented as a separate line.

Group measures biological assets in fair value or acquisition cost.

The Group classifies such assets measured at fair value as Level 3.

### NOTE 6. PROPERTY, PLANT AND EQUIPMENT

EUR '000	31.03.2019	31.03.2018	30.06.2018
Land and buildings			
Cost	13,133	11,387	11,430
Accumulated depreciation	-5,295	-4,543	-4,668
Land and buildings at carrying amount	7,838	6,844	6,762
Machinery and equipment			
Cost	16,938	15,005	15,132
Accumulated depreciation	-10,697	-9,477	-9,502
Machinery and equipment at carrying amount	6,241	5,528	5,630
Other tangible assets			
Cost	1,003	1,110	1,100
Accumulated depreciation	-729	-739	-754
Other tangible assets at carrying amount	274	371	346
Construction in progress, prepayments	489	153	26
Total property, plant and equipment	14,842	12,896	12,764

Property, plant and equipment acquired under the finance lease terms are disclosed in Note 8. Additional information about collateral for loans is disclosed in Note 9. Additional information about assets recognised in purchase analysis is disclosed in Note 16.

### NOTE 7. INTANGIBLE ASSETS

EUR '000	31.03.2019	31.03.2018	30.06.2018
Goodwill	14,716	13,782	13,817
Trademarks and patents			
Cost	9,025	8,700	8,784
Accumulated amortisation	-1,167	-948	-998
Trademarks and patents at carrying amount	7,858	7,752	7,786
Immaterial rights			
Cost	996	901	973
Accumulated amortisation	-405	-371	-378
Immaterial rights at carrying amount	591	530	595
Software licenses			
Cost	642	523	546
Accumulated amortisation	-522	-480	-488
Software licenses at carrying amount	120	43	58
Prepayments for intangible assets	429	126	348
Total intangible assets	23,714	22,233	22,604

Additional information about assets recognised in purchase analysis is disclosed in Note 16.

### NOTE 8. FINANCE LEASE

### FIXED ASSETS ACQUIRED UNDER FINANCE LEASE

EUR '000	31.03.2019	31.03.2018	30.06.2018
Machinery and equipment			
Cost	1,767	1,902	1,928
Accumulated depreciation	-547	-542	-591
Machinery and equipment at carrying amount	1,220	1,360	1,337
Means of transport			
Cost	279	620	617
Accumulated depreciation	-151	-250	-264
Means of transport at carrying amount	128	370	353
Total property, plant and equipment	1,348	1,730	1,690

The Group is leasing under financial lease terms fish industry production equipment, fish harvesting equipment, a workboat, a tractor, passenger cars and computers. During the reporting period a passenger car, a workboat, a telehandler and production equipment were leased.

### FINANCE LEASE PAYABLES

EUR '000	31.03.2019	31.03.2018	30.06.2018
Present value of finance lease liability			
Due in less than 1 year	335	368	358
Due between 1-5 years	880	763	708
Present value of lease payments	1,215	1,131	1,066
Principal payments in the financial year	464	472	565
Interest expenses in the financial year	14	37	46
Average interest rate	1.30%	2.12%	1.79%

See also Notes 6 and 9.

### NOTE 9. BORROWINGS

EUR '000	31.03.2019	31.03.2018	30.06.2018
Finance lease liabilities (Note 8)	335	368	358
Overdraft	9,867	7,081	8,074
Factoring	8	70	0
Investment loans	4,388	4,096	4,130
Total short-term loans	14,598	11,615	12,562
Finance lease liabilities (Note 8)	880	763	708
Loan notes to shareholders	461	453	447
Investment loans	8,955	11,013	10,332
Total long-term loans	10,296	12,229	11,487
incl. payable within 1-5 years	10,296	12,229	11,487

Investment loans as of 31.03.2019 carry term dates until 19.07.2022. Investment loans are in euros and pounds with interest rates tied to 6-months' EURIBOR or to the Bank Base rate of UK.

### NOTE 10. PAYABLES AND PREPAYMENTS

EUR '000	31.03.2019	31.03.2018	30.06.2018
Trade payables	5,210	7,009	6,225
Payables to employees	1,066	942	977
Liabilities from business combinations	2,951	4,851	4,806
Interest payables	76	86	91
Prepayments from clients	1	0	29
Dividends payable	377	0	0
Other payables	164	265	174
Tax liabilities, incl.:	1,718	1,368	1,952
Social security tax	224	137	167
VAT	841	844	1,182
Personal income tax	176	139	122
Corporate income tax	360	179	438
Other taxes	117	69	43
Total short-term payables and prepayments	11,563	14,521	14,254
Payables from acquisitions	388	0	0
Total long-term payables	388	0	0

Payables to shareholders include contingent provisions to non-controlling interests' buyout in the amount of 2,706 thousand euros.

### NOTE 11. GOVERNMENT GRANTS

EUR '000	9k 2018/2019	9k 2017/2018	18m 2017/2018
Deferred income from government grants at the beginning of period	1,442	714	713
Government grants received during the period	42	206	310
Change in value due to the exchange rates	9	-7	-12
Acquired through business combination	144	768	768
Recognition as income during the period	-194	-200	-337
Deferred income from government grants at the end of period	1,443	1,481	1,442
incl. income within 1 year	245	265	216
incl. income within 2-17 years	1,198	1,216	1,226

### NOTE 12. EQUITY

EUR '000	31.03.2019	31.03.2018	30.06.2018
Share capital	7,737	7,737	7,737
Share premium	14,007	14,007	14,007
Treasury shares	-390	-390	-390
Statutory capital reserve	51	48	48
Currency translation reserve	556	112	7
Retained profit (-loss)	576	2,736	1,904
Equity attributable to parent	22,537	24,250	23,313
Non-controlling interest	739	72	-2
TOTAL EQUITY	23,276	24,322	23,311

### SHARE CAPITAL

As at 31.03.2019, the Company's registered share capital was 7,736,572 euros.

In accordance with the resolution adopted by the Company's general meeting of shareholders on 26 May 2016, the shares of AS PRFoods were registered in the Commercial Register as shares without a nominal value on 30 June 2016. The registered share capital of the Company is 7,736,572 euros, divided into 38,682,860 ordinary shares without nominal value with an accountable value of 0.20 euro per share. A new version of the Company's Articles of Association also came into force, stating that the minimal share capital is 7,000,000 euros and the maximum share capital is 28,000,000 euros. The Articles of Association are available on AS PRFoods website at www.prfoods.ee.

### SHARE PREMIUM

The Company's share premium comprises mainly of the amount received above the nominal value upon an issue of shares less costs associated with the issue. According to the Commercial Code, a premium may be used to cover a loss of a company if such loss cannot be covered from retained profit of previous periods or from the capital reserve prescribed in the Articles of Association or from other reserves prescribed by the Articles of Association. The premium may also be used to increase share capital via a bonus issue. The share premium may not be distributed to shareholders.

### **OWN SHARES**

As at 31.03.2019 AS PRFoods has 1,000,000 own shares, acquired with an average price of 0.4915 euro per share.

### CAPITAL RESERVE

The shareholders adopted a resolution at the general meeting held on 30<sup>th</sup> of November to transfer 2,850 euros from the net profit of the financial year of 2017/2018 to the capital reserve, to pay dividends in the amount of 386,829 euros from the retained earnings i.e. 0.01 euros per share, and not to distribute the remaining profit. Dividends were paid out on April 5<sup>th</sup>, 2019

### EARNINGS PER SHARE

Earnings per share have been calculated by dividing the net profit attributable to the shareholders by the average number of shares for the period.

	9m 2018/2019	9m 2017/2018	18m 2017/2018
Net profit (loss) attributable to equity holders of the company EUR '000	-948	2 052	59
Average number of shares (in thousands)	38,683	38,683	38,683
Earnings (-loss) per share (EUR)	-0,02	0.05	0.00
Earnings (-loss) per share (EUR)	-0.02	0.05	0.00
Diluted earnings (-loss) per share (EUR)	-0.02	0.05	0.00

### NOTE 13. SEGMENT REPORTING

The Group's segments are determined based on the reports monitored and analysed by the management board of the Parent Company. The management board of the Parent Company monitors financial performance by business areas and geographical areas.

### SALES BY GEOGRAPHIC REGIONS

EUR '000	9m 2018/2019	9m 2017/2018	18m 2017/2018
Finland	44,892	50,989	86,440
United Kingdom	9,258	10,449	13,298
Estonia	4,328	3,769	7,492
Other	5,764	7,515	11,269
Total	64,242	72,722	118,499

The Group's two business segments – the fish segment and the other segments - are presented together since the proportion of other segments in business operations is marginal. The proportion of other segments was 0.29% (18m 2017/2018: 0.73%).

Starting from the previous financial year the Group monitors also two geographical segments – the Finland, Sweden and Estonia segment, and the Great Britain segment.

		9m 2018/2019			18m 2017/2018	
EUR '000	Finland, Sweden, Estonia	Great Britain	Total	Finland, Sweden, Estonia	Great Britain	Total
External revenue	51,123	13,125	64,248	100,336	18,513	118,849
Inter-segment revenue	0	-6	-6	-350	0	-350
Total revenue	51,123	13,119	64,242	99,986	18,513	118,499
Fair value adjustment on biological assets	-2,012	0	-2,012	-524	0	-524
EBITDA	140	1,305	1,445	3,534	657	4,191
EBITDA from business operations before fair value adjustment on biological assets and one-offs	194	1,485	1,679	4,635	1,163	5,798
Depreciation and amortisation	-1,314	-339	-1,653	-2,257	-443	-2,700
Operating profit	-1,174	966	-208	1,277	214	1,491
Financial income and expenses	-510	-97	-607	-932	-92	-1,024
Income tax	192	-209	-17	-277	-133	-410
Net profit (-loss)	-1,492	660	-832	68	-11	57
Segment assets	42,389	21,093	63,482	44,588	20,909	65,497
incl. current assets	21,173	3,601	24,774	26,123	3,719	29,842
incl. non-current assets	21,216	17,492	38,708	18,465	17,190	35,655
Segment liabilities	35,527	4,679	40,206	35,187	6,999	42,186
Segment investments in tangible and intangible assets	1,879	132	2,011	1,501	113	1,614
Assets acquired through business combinations*	1,650	0	1,650	5,406	17,728	23,134

\* The amount does not include financial instruments, deferred tax assets.

### NOTE 14.COST OF GOODS SOLD

EUR '000	9m 2018/2019	9m 2017/2018	18m 2017/2018
Cost of goods purchased for sale	-1,038	-4,292	-7,109
Materials used in production	-42,397	-45,841	-78,016
Staff costs	-5,414	-5,442	-8,773
Depreciation and amortisation	-1,297	-1,134	-2,032
Other costs of goods sold <sup>1</sup>	-4,301	-4,590	-7,881
Total cost of goods sold	-54,447	-61,299	-103,811

<sup>1</sup> Other costs of goods sold includes expenses related to production and fish farming assets (rent, maintenance, insurance, utilities, etc.), staff-related costs and other expenses and subcontracted services.

### NOTE 15. RELATED PARTY TRANSACTIONS

The Company considers parties to be related when one party has control over the other party or has significant influence over the business decision of the other party.

Related parties include:

- shareholders with significant influence (the largest shareholder of PRFoods is the international investment fund Amber Trust II S.C.A.),
- members of the Supervisory Board and members of all management boards of group entities,
- close family members of the persons mentioned above and the companies related to them.

Cubaidian	Domicile	Owners	hip and voting	rights %	Area of activity	Owner
Subsidiary	Domicile	31.03.2019	31.03.2018	30.06.2018		
Saaremere Kala AS	Estonia	100%	100%	100%	Fish group holding company	PRFoods AS
Vettel OÜ	Estonia	100%	100%	100%	Production of fish products	Saaremere Kala AS
GourmetHouse OÜ*	Estonia	-	100%	100%	Sale of fish products	Saaremere Kala AS
Redstorm OÜ	Estonia	51%	0%	0%	Fish farming	Saaremere Kala AS
Avamere Kalakasvatus OÜ**	Estonia	50%	0%	0%	Fish farming	Saaremere Kala AS
Heimon Kala Oy	Finland	100%	100%	100%	Fish farming, production and sales	Saaremere Kala AS
Överumans Fisk AB	Sweden	100%	100%	100%	Fish farming	Heimon Kala Oy
Trio Trading Ab Oy**	Finland	100%	100%	100%	Production and sale of fish products	Saaremere Kala AS
JRJ & PRF Ltd	Scotland	85%	85%	85%	Fish group holding company	Saaremere Kala AS
John Ross Jr. (Aberdeen) Ltd	Scotland	100%	100%	100%	Production and sale of fish products	JRJ & PRF Ltd
Coln Valley Smokery Ltd	UK	100%	100%	100%	Sale of fish products	JRJ & PRF Ltd

### **GROUP COMPANIES**

\* The merger of GourmetHouse OÜ and Vettel OÜ was completed on 10.09.2018.

\*\* Associate company

\*\*\* A merger plan with Heimon Kala Oy signed on 01.10.2018 with the intention to improve the internal efficiency of the group.

The ownership percentage of subsidiaries' equity represents their voting rights. The shares of subsidiaries are not listed on a stock exchange.

The group has also a 20% shareholding in AS Toidu- ja Fermentatsioonitehnoloogia Arenduskeskus (Competence Center of Food and Fermentation Technology).

Party	Creditor	Payables and prepayments	Payables as at 31.03.2019 EUR '000	Payables as at 31.03.2018 EUR '000	Payables as at 30.06.2018 EUR '000
Kuljetus Heikki Sammallahti OY	Companies related to members of the Supervisory Boards	Trade payables	0	0	53
Fodiator OÜ	Shareholder Redstorm OÜ	Payable for shares	131	0	0
Amber Trust II S.C.A.	Shareholder AS PRFoods	Short term loan and interest	1,544	1,554	1,573
Christopher Leigh	Shareholder of JRJ & PRF Ltd	Loan note	296	290	287
Victoria Leigh- Pearson	Shareholder of JRJ & PRF Ltd	Loan note	165	162	160
Jennifer Leigh	Shareholder of John Ross Jr. (Aberdeen) Ltd	Payable for shares	0	2,154	2,126
Christopher Leigh	Contingent consideration	Payable for non- controlling interests	1,732	1,699	1,678
Victoria Leigh- Pearson	Contingent consideration	Payable for non- controlling interests	974	956	944
	Total		4,842	6,815	6,821

During the reporting period group entities have performed purchase and sales transactions with related parties as follows:

Party	Type of	9m 2018/2019	9m 2017/2018	18m 2017/2018
EUR '000	transaction	Sale	Sale	Sale
Companies related to members of the Management and Supervisory Boards	Services	4	0	1
	Total	4	0	1

Party	Type of	9m 2018/2019	9m 2017/2018	18m 2017/2018
EUR '000	transaction	Purchase	Purchase	Purchase
Companies related to members of the Management and Supervisory Boards	Services	109	822	1,078
	Total	109	822	1,078

The largest transactions with related parties are: i) purchases of transport services from Norway to Kokkola in the amount of 0.05 million euros by a company related to the management team of Trio Trading Ab Oy (18 months 2018/2018: 1.1 million euros), and ii) purchases of various accessories and services from a company related to Redstorm OÜ management member in the amount of 0.05 million euros. Management estimates that all related party transactions have been concluded at market prices and at market condition.

Benefits including employment taxes to members of the Management Boards and Supervisory Boards of AS PRFoods and its subsidiaries and other key members of management were as follows:

EUR '000	9m 2018/2019	9m 2017/2018	18m 2017/2018
Short-term benefits	921	788	1,363
Total	921	788	1,363

Management benefits increased by 133 thousand euros in the 9 months of 2018/2019 compared to same period a year ago.

The members of the management and supervisory boards are not entitled to any pension-related rights from the company. The members of the management boards are entitled to termination benefits. The maximum expense related to payment of termination benefits including taxes totals 221 thousand euros (30.06.2018: 205 thousand euros).

### NOTE 16. BUSINESS COMBINATION

### BUSINESS COMBINATION IN THE FIRST HALF-YEAR OF THE 2018/2019 FINANCIAL YEAR - REDSTORM OÜ

On 3 July 2018 Saaremere Kala AS concluded a contract for the acquisition of 51% of shares in OÜ Redstorm, a company operating in Saaremaa, Estonia in fish farming, processing and storage. Pursuant to the conclusion of the transaction Saaremere Kala AS, a subsidiary of PRFoods, owns 51% (the share of 2,040 euros) and OÜ Fodiator 49% (the share of 1,960 euros) of the share capital of OÜ Redstorm (share capital is 4,000 euros). The date of conclusion of the transaction was 6 July 2018. Purchase price of the acquired company was 0.65 million euros which is to be paid in 3 instalments. Saaremere Kala AS acquired the control over the target company on the date of concluding the transaction. Net assets of the acquired company were 0.56 million euros as at the date of transaction. The aim of the acquisition by Saaremere Kala AS is to establish a fish farm in Estonia to be expanded in the future and by doing so ensuring the availability of quality raw material for the group. OÜ Redstorm has earlier provided fish freezing and storage services to Vettel OÜ, a group company of AS PRFoods.

The acquisition of the offshore fish farming right is an important step in the development of AS PRFoods. The Group will be able to offer especially fresh local fish to its customers in Estonia and Finland, as the Saaremaa fish processing factory is located only one hour away from the new fish farm. In addition to improved quality, considerable savings on transport are also anticipated. Also, AS PRFoods plans to expand significantly its fish farming potential in Estonia, in addition to its current fish farms in Finland and Sweden. Fish farming is an environmentally efficient and a very high value-added food industry sector. AS PRFoods sees a great development potential both in regard to domestic consumption and export capacity.

Control and risks were fully transferred to Group upon completion of the transaction. Shareholding 49% by OÜ Fodiatior is registered as a non-controlling interest.

### Purchase consideration - cash outflow

EUR '000	Redstorm OÜ
Cash consideration	388
Less: cash acquired	0
Net outflow of cash	388

The assets and liabilities recognised in purchase analysis are as follows as at transaction date:

EUR '000	Redstorm OÜ		
	Book value	Estimated fair value	Difference
Tangible assets	1,650	1,650	0
Total non-current assets	1,650	1,650	0
Receivables and prepayments	6	6	0
Total non-current assets	6	6	0
TOTAL ASSETS	1,656	1,656	0
Loans and borrowings	492	492	0
Payables and prepayments	3	3	0
Accrued payables	144	144	0
Other liabilities	388	388	0
TOTAL LIABILITIES	1,027	1,027	0
Share capital	314	314	0
Retained earnings	315	315	0
TOTAL EQUITY	629	629	0
TOTAL EQUITY AND LIABILITIES	1,656	1,656	0
Net assets	629	629	0

Purchase analysis will be finalized during the financial year. In the preliminary purchase analysis significant differences in the balance sheet value and fair value were not recognised.

Synergy created from the acquisition complements the Group's business cycle from fish farming and procuring raw material to production and sales to end customer. As fish farm and factory are located geographically closely, it enables fish to be processed very quickly and it improves the quality of products.

EUR '000	Redstorm OÜ
Purchase price	1,275
Book value of net assets on transaction date	629
Total	629
Goodwill	646

#### BUSINESS COMBINATION IN 2018/2019 FINANCIAL YEAR

On 19.07.2017 the extraordinary general meeting of AS PRFoods shareholders was held, where shareholders approved acquisition of a majority shareholding of John Ross Jr (Aberdeen) Limited (JRJ) and Coln Valley Smokery Limited (CVS). Additional information about the transaction on www.prfoods.ee. The acquisition date was 21.07.2017.

On 29.08.2017 an extraordinary general meeting of AS PRFoods shareholders was held, where shareholders approved the acquisition of Trio Trading Ab Oy (Trio). The acquisition date was 30.08.2017. Additional information about the transaction can be found on PRFoods web site www.prfoods.ee.

### NOTE 17. ASSOCIATE COMPANIES

### ASSOCIATE COMPANY IN 2018/2019 FINANCIAL YEAR - AVAMERE KALAKASVATUS OÜ (50% holding)

On 18.01.2019 Avamere Kalakasvatus OÜ was registered in the Estonian Commercial Registry. The company is an associate of AS PRFoods, and it submitted an application to the Technical Regulatory Authority for the building right of the establishment of an offshore fish farming complex in the Estonian waters off the coast of Paldiski. The building right is to allow establishing a rainbow trout farming complex in the offshore cages.

#### ASSOCIATE COMPANY - AS TFTAK (20% holding)

Since 2010 the Group holds 20% in AS Toidu- ja Fermentatsioonitehnoloogia Arenduskeskus (Competence Center of Food and Fermentation Technology, TFTAK).

### NOTE 18. CONTINGENT LIABILITIES

Contingent liabilities in connection with setting a mortgage for the benefit of the Customs Board of Finland

A mortgage in the amount of 234 thousand euros is set in favour of the Finnish Customs Board. The purpose of the transaction is more streamlined daily operations by reducing persistent prepayments to the Customs Board.

The management estimates the execution of the mortgage collateral in favour of the Finnish Customs Board unlikely.

### NOTE 19. EVENTS AFTER THE BALANCE SHEET DATE

### Merger of Heimon Kala Oy and Trio Trading Ab Oy

On 01.10.2018, the Management Boards of Heimon Kala Oy and Trio Trading Ab Oy (100% subsidiaries of Saaremere Kala AS, an AS PRFoods group company) signed a merger plan with the intention to improve the internal efficiency of the group. According to the plan, the acquiring company is Heimon Kala Oy. At the moment of the execution of the merger, Trio Trading Ab Oy will be dissolved without liquidation proceedings. The estimated time of the merger was 31.01.2019. It was postponed due to technical reasons. The companies operate today as subsidiaries with overlapping management representatives.

This transaction does not have any effect on AS PRFoods group consolidated profit, assets or liabilities.

# MANAGEMENT BOARD'S CONFIRMATION TO THE CONSOLIDATED INTERIM REPORT FOR THE 3<sup>RD</sup> QUARTER AND 9 MONTHS OF THE FINANCIAL YEAR 2018/2019

The Management Board confirms the correctness and completeness of the consolidated interim report for the 3<sup>rd</sup> quarter and 9 months of the financial year 2018/2019 of AS PRFoods and its subsidiaries (together the Group) presented in the pages 7 – 40 hereof and confirms to the best of its knowledge that:

- the activities report of the consolidated interim report presents adequate and fair overview of the development and results of business activities of the Group and the financial position thereof and includes the description of the main risk factors and uncertainties;
- the accounting principles applied in the preparation of the consolidated interim report are in compliance with the International Financial Reporting Standard (IFRS) IAS 34 Interim Financial Reporting as adopted by the European Union. Interim report does not reflect new and amended IFRS standards (incl. IFRS 9 "Financial instruments", IFRS 15 "Revenue from Contracts with Customers" and IFRS 16 "Leases";
- the consolidated interim report provides a true and fair overview of the assets, liabilities and financial position of the Group and of the results of its operations and its cash flows.

Member of the Management Board

Indrek Kasela

digitally signed

May 19th, 2019