

Company AS PRFoods  
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Currency

Title PRF: Unaudited consolidated turnover of AS PRFoods in April 2019

PRFoods' unaudited consolidated turnover amounted to EUR 7.74 million euros in April 2019. The turnover increased by 0.61 million euros i.e. 8.5% compared to April 2018.

The turnover of the Group's pre-merger companies increased by 0.78 million euros, of the Group's UK companies by 0.12 million euros whereas Trio Trading AB turnover decreased by 0.30 million euros.

The increase in turnover stems from two product groups: smoked fish products and other fish products, turnover of which increased by 0.46 million euros and by 0.31 million euros, respectively. The sales of raw fish and fillets' product group declined by 0.11 million euros.

The share of smoked fish products increased by 2.9 percentage points and the share of other fish products by 3.2 percentage points compared to April 2018. The share of raw fish and fillets' product group decreased by 5.2 percentage points over the year.

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Turnover by product groups, mln EUR 04 2019 Share, % 04 2018 Share, %					
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Raw fish and fillets		3.34	43.22%	3.45	48.42%
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Smoked products		3.30	42.60%	2.83	39.74%
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Other fish products		1.09	14.08%	0.78	10.87%
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Other revenue		0.01	0.10%	0.07	0.97%
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Total		7.74	100.00%	7.13	100.00%
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Compared to April 2018 the shares of the client groups remained practically



unchanged with any single change in the share being less than half of a percentage point.

Turnover by client groups, mln EUR	04 2019	Share, %	04 2018	Share, %
Retail chains	3.18	41.04%	2.92	40.96%
Wholesale	2.77	35.75%	2.53	35.49%
HoReCa	1.69	21.88%	1.58	22.20%
Other revenue	0.10	1.33%	0.10	1.36%
Total	7.74	100.00%	7.13	100.00%

The three largest markets with an aggregated turnover of 6.59 million euros accounted for 85.1% of total sales in April 2019.

Turnover by countries, mln EUR	04 2019	Share, %	04 2018	Share, %
Finland	4.94	63.83%	4.81	67.42%
Great Britain	0.96	12.36%	1.05	14.71%
Estonia	0.69	8.96%	0.48	6.73%
Other countries	1.15	14.85%	0.79	11.13%
Total	7.74	100.00%	7.13	100.00%

Latvia (0.33 million euros), France (0.15 million euros), Belgium (0.13 million euros), Canada (0.12 million euros) and Greece (0.07 million euros) had the largest turnovers among other countries.

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