



Press release

Lochem, 2 May 2024

ForFarmers trading update Q1 2024

Like-for-like volume growth and strong increase operational profitability

Pieter Wolleswinkel, CEO ForFarmers: "Our (compound) feed volumes show an increase. This is a great achievement and shows that we have been able to further strengthen our market position with our focused local market approach. The volume development confirms that we are contributing to a good return on the farm/a profitable farming business. Our effective buying and selling strategy where we operate close to the market, combined with our actions to reduce our cost base, significantly improved operating profitability in the first quarter.

The integration of Piast's operations in Poland is progressing well. The reorganisation in the United Kingdom is also on schedule. These developments show that we are on the right track with our strategic initiatives. This strengthens our confidence in achieving our set return target. At the same time, we continue to invest in sustainable solutions so that ForFarmers can play its role in a future-proof food system. I am proud of how our people have worked over the past period to achieve this result."

Highlights Q1 2024

- Total volume, adjusted for Belgian volumes sold in 2023 and acquired Piast volumes, increased by 0.2% compared to Q1 2023; compound feed volume increased by 1.2%
- Gross profit up 2.7% to €124 million, mainly due to more effective buying by operating closer to the market
- Strong increase in operating profitability compared to Q1 2023; underlying EBIT up 178.9% and underlying EBITDA up 55.4%, reflecting higher gross margin and lower operating expenses
- ROACE ratio¹ on underlying EBIT increased from 7.1% at 31 December 2023 to 8.7% at 31 March 2024
- The integration of Piast and the reorganisation in the United Kingdom are proceeding according to plan
- ForFarmers continues to focus on its local approach, growing and attractive markets, and cost control

Consolidated key figures

<i>In millions of euro (unless indicated otherwise)</i>	Q1 2024	Q1 2023	Total change	Like-for-like change(**)
Total volume (incl. co-products & other; x million tonnes)	2.17	2.19	-0.8%	0.2%
Of which compound feed (x million tonnes)	1.52	1.52	0.0%	1.2%
Revenue	690.3	835.2	-17.4%	-16.2%
Gross profit	124.0	120.7	2.7%	2.3%
Underlying (*) operating expenses	-114.6	-117.3	-2.3%	-2.6%
Underlying (*) EBITDA	19.7	12.7	55.4%	53.8%
Underlying (*) EBIT	9.9	3.6	178.9%	177.4%

(*) Underlying means excluding incidental items

(**) Like-for-like is defined as the change excluding currency effects and acquisitions and divestments

General note: the percentages are presented based on the rounded amounts in millions of euro. This may result in slight differences when numbers are added

¹ ROACE means underlying EBIT of the last 12 months divided by average capital employed over the same period



Market developments

- Continued regulatory uncertainty in Western Europe;
- Milk production is declining in western Europe due to lower milk prices and stoppers;
- The swine and poultry markets are stable in all countries.

Operational and financial developments first quarter 2024

Total volume showed an increase of 0.2% like-for-like, i.e. excluding acquisitions and divestments, compared to the first quarter of last year, compound feed volume increased by 1.2%.

Total volumes in the Netherlands, including PAVO and Reudink, were stable. This means that the flattening of the decline that started in the second half of 2023 continued in the first quarter.

Germany/Poland showed strong volume development in the first quarter. In the first quarter, total volumes in poultry grew particularly strongly in Poland, where the first quarter last year was negatively affected by the bird flu. The integration of Piast and Tasomix is going well and in line with expectations.

As a result of further chain integration, total volumes in swine and poultry in the United Kingdom fell in the first quarter. The reorganisation announced in the United Kingdom due to this development, including the divestiture of two factories, is on schedule.

Due to lower sales prices as a result of falling raw material and energy prices, total turnover decreased by 17.4%.

Gross profit increased by 2.7% to €124.0 million. Total operating expenses (underlying), including depreciation and amortisation, decreased compared to the same period last year, due to lower energy costs and the measures to lower the cost base.

The operating result (EBIT) (underlying) in the first quarter of 2024 amounted to €9.9 million (Q1 2023: €3.6 million) and the EBITDA (underlying) to €19.7 million (Q1 2023 €12.7 million). A higher gross margin, combined with lower operating expenses, has led to this strong improvement. The first quarter of 2023 was negatively affected by the sharp drop in raw material and fertilizer prices.

One-off reorganisation and acquisition-related costs of €0.5 million were recognised in the first quarter (Q1 2023: €3.4 million).

The ROACE ratio on the underlying EBIT increased from 7.1% as of December 31, 2023, to 8.7% as of March 31, 2024.

Note to the editor / For further information:

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About ForFarmers

ForFarmers N.V. ('ForFarmers') offers complete feed solutions to the (organic) livestock farming industry. With its mission "For the Future of Farming", ForFarmers is committed to a future-proof farming business and making the agricultural sector more sustainable. Our goal is clear: to contribute to a good return and a robust long-term business model. How? By leading the way with knowledge, advice, support and products on the farm. Close to the farmers, solution-oriented and with an open view of the future. The result: a contribution to affordable and sustainable food, For the Future of Farming.

With sales of approximately 8.4 million tonnes of feed, ForFarmers is a leading player in Europe. The company has production operations in the Netherlands (head office), Germany, Poland and the United Kingdom, and exports to various countries within and outside Europe. ForFarmers has around 2,650 employees and generated revenue of approximately €3 billion in 2023. ForFarmers N.V. is listed on Euronext Amsterdam.

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**Important dates / Financial calendar**

08-08-2024	Publication of 2024 half-year results
01-11-2024	Q3 2024 Trading update

FORWARD-LOOKING STATEMENTS

This press release contains forward-looking statements, for example relating to ForFarmers' legal obligations in terms of capital and liquidity positions in certain specified scenarios. In addition forward-looking statements may, without limitation, contain phrases such as "intends to", "expects", "takes into account", "is aimed at", "plans to", "estimates" and/or words of a similar meaning. These statements pertain to or may affect matters in the future, such as ForFarmers' future financial results, business plans and current strategies. Forward-looking statements are subject to a number of risks and uncertainties which may lead to material differences between the actual results and performance and the expected future results or performance as implicitly or explicitly contained in the forward-looking statements. Factors that may result in, or contribute to, deviations from current expectations include, but are not limited to, developments in legislation, technology, taxation, jurisprudence and regulations, share price fluctuations, legal proceedings, investigations by regulatory bodies, the competitive landscape and general economic conditions. These and other factors, risks and uncertainties that may affect any forward-looking statements or the actual results of ForFarmers are discussed in the most recently published annual report. The forward-looking statements in this press release relate solely to statements as from the date of this document and ForFarmers accepts no obligation or responsibility whatsoever to update the forward-looking statements contained in this release, regardless of whether these pertain to new information, future events or otherwise, unless ForFarmers is legally obliged to do so.