

# GREENYARD

Welcome to Greenyard



FACTS & FIGURES

*for a healthier future*



fresh fruit & vegetables



frozen & prepared products

## Diversified product portfolio

Greenyard offers fruit and vegetables in fresh, frozen and prepared forms, catering to the needs of any lifestyle, age group or consumption moment.



employees



production units



turnover



retailers in Europe



countries



### Greenyard's **Fresh** segment

is a worldwide market leader in fresh fruit and vegetables, flowers and plants, and fresh logistic services.



### Greenyard's **Long Fresh** segment

comprises two divisions, **Frozen & Prepared**. They process freshly harvested fruit and vegetables into convenient products.



distribution centres



supply



employees



processing sites



production



employees

## Our Vision



## Our Mission and Strategy

### Building strong relationships with retailers

Many of the world's largest food retailers count on us every day for a steady and high-quality supply of fruit and vegetables to their stores. We build strong relationships with our customers, putting our expertise at their service to jointly develop a product offering that enhances their business.

### Expanding the fruit and vegetables category

Fruit and vegetables offer almost unlimited opportunities for retailers to differentiate from the competition, develop their offering and strengthen their brand. Thanks to its wide range of products and its in-depth expertise, Greenyard can help retailers and food service companies expand and diversify their offering, introduce new concepts and rapidly respond to ever-changing consumer trends.

### A direct connection to the field

Consumers expect to buy fruit and vegetables at the time, place and price that suit their lifestyle, schedule and budget. Greenyard uses its worldwide network of growers and its flexible logistics to match supply with demand, delivering the right quality in the right amount at the right moment.

## Driving our Strategy: our Executive Team



Hein Deprez  
Co-CEO



Marc Zwaaneveld  
Co-CEO



Carl Peeters  
COO



Geert Peeters  
CFO

## Key Financials 2017-2018 and H1 2018-2019

Profit and loss (m EUR) AY 16/17	AY 17/18	HY 17/18	HY 18/19	
Sales	4249,2	4175,9	2056,6	1982,8
REBITDA	145,7	140,2	68,5	41,2
D&A	62,8	68	30,6	32,1
REBIT	81,6	72,4	37,7	8,6
Net Result	0,7	3,4	10,1	-68,1
Average #shares	44,3	44,3	44,3	44,3
Net Financial Debt (NFD)	324,2	419,1	346,5	517,4
NFD/Adj. REBITDA	2,2	2,8	2,4	4,4
EPS (in EUR)	0,02	0,07	0,22	-1,57

Balance Sheet (m EUR)	AY 16/17	AY 17/18	HY 18/19
<b>Assets</b>	<b>1990,7</b>	<b>2063,6</b>	<b>2008,5</b>
PPE	367	419,5	366,5
Goodwill and intangibles	830,5	886,6	748,6
Inventories	296,2	312,4	328,7
Receivables	320,6	337,3	298,1
Cash & Cash equivalents	113,2	57,4	68,6
Other	54,2	50,4	197,9
<b>Liabilities</b>	<b>1990,7</b>	<b>2063,6</b>	<b>2008,5</b>
Equity	706,2	709,2	589,1
Interest-bearing loans	418,9	461	576,2
Payables	757,7	807,6	739,4
Other	107,9	85,8	103,8



H1 Sales: € 1.982,8m (-3,6% vs H1 2017/18)



H1 REBITDA: € 41,2m (-39,9% vs H1 2017/18)



H1 REBITDA Margin: 2,1%

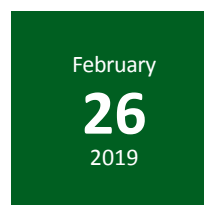


EPS: -1,57

### Note:

- Other than for Net Financial Debt, HY 18/19 and HY 17/18 show only continuing segments Fresh and Long Fresh.
- In AY 16/17 and AY 17/18, discontinued segment Horticulture is included.

## Financial Calendar



(before market)  
Q3 Trading Update



(before market)  
FY 2018/19



(before market)  
Q1 Trading Update



(before market)  
H1 2019/20

### Greenyard NV

Strijbroek 10  
2860 Sint-Katelijne-Waver,  
Belgium

[www.greenyard.group](http://www.greenyard.group)

### FOR INVESTOR RELATIONS RELATED QUERIES:

Dennis Duinslaeger

Investor Relations Manager

T +32 15 32 42 49

[Dennis.Duinslaeger@greenyard.group](mailto:Dennis.Duinslaeger@greenyard.group)

### ABOUT GREENYARD

Greenyard (Euronext Brussels: GREEN) is a global market leader of fresh, frozen and prepared fruit & vegetables, flowers, plants and growing media. Counting Europe's leading retailers amongst its customer base, the group provides efficient and sustainable solutions to customers and suppliers through best-in-class products, market leading innovation, operational excellence and outstanding service.