



Sligro Food Group N.V.

PRESS RELEASE

SLIGRO FOOD GROUP POSTS €2,346 MILLION SALES IN 2018^{1) 2)}

Sligro Food Group 's sales in 2018 amounted to €2,346 million, an increase of 9,6% compared with sales of €2,142 million in 2017. Organic growth was influenced by a number of technical items, as explained below. Adjusted for this, 'other' organic growth was 3.1%.

Total sales were as follows:

| x € million | Q1 | Q2 | Q3 | Q4 | Total |
|--|-----------|-----------|-----------|-----------|------------|
| Sales 2018 | 525 | 606 | 591 | 624 | 2,346 |
| Sales 2017 | 466 | 553 | 531 | 592 | 2,142 |
| Total increase | 59 | 53 | 60 | 32 | 204 |
| Growth | 12.7% | 9.5% | 11.4% | 5.5% | 9.6% |
| Volumes to export parties | -7 | -7 | -5 | -2 | -21 |
| Fee Fresh Partners (impact of IFRS 15) | -4 | -5 | -5 | -5 | -19 |
| Signing fees (impact of IFRS 15) ³⁾ | - | - | - | -6 | -6 |
| Easter (timing) | 7 | -7 | - | - | - |
| Other organic | 6 | 16 | 27 | 18 | 67 |
| Organic increase in sales | 2 | -3 | 17 | 5 | 21 |
| Organic growth | 0.3% | -0.6% | 3.3% | 1.0% | 1.0% |
| Heineken | 36 | 50 | 43 | 27 | 156 |
| ISPC | 19 | 6 | - | - | 25 |
| Tinteligen | 2 | 0 | - | - | 2 |
| Non-organic increase in sales | 57 | 56 | 43 | 27 | 183 |
| Non-organic growth | 12.4% | 10.1% | 8.1% | 4.5% | 8.5% |

At Foodservice Netherlands, the total increase in sales was 8.9% (Q4: 5.9%). Organic growth was 0.7%.

At Foodservice Belgium, the total increase in sales was 14.3% (Q4: 2.5%). Organic growth was 3.4%.

The Foodservice figures include the provisional net sales effect in December from the partnership agreement with Heineken and the acquisition of Heineken's wholesale operations.

The financial years 2018 and 2017 both comprised 52 weeks.

Sligro Food Group will publish its complete full-year figures on 24 January 2019 before the opening of trading on the stock market.

Veghel, 2 January 2019

On behalf of Sligro Food Group

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1) Unaudited.

2) This relates to continuing operations.

3) This is a presentation change as a result of the implementation of IFRS 15, under which signing fees to customers are deducted from revenue and are no longer presented under amortisation charges. The amount included in Q4 relates to the impact for the whole of 2018.