




Capital Markets Day 2016 Atria Scandinavia

Executive Vice President Tomas Back
Nov 30, 2016

ATRIA
Good food – better mood.



Result Atria Scandinavia Q3

	Q3	Q3	Q1-Q3	Q1-Q3	
EUR million	2016	2015	2016	2015	2015
Net sales	90.6	81.3	255.1	246.7	330.5
EBIT	3.5	5.2	7.7	9.6	12.8
EBIT %	3.9 %	6.4 %	3.0 %	3.9 %	3.9 %
Items affecting comparability					
Sale of real estate company	-	-	1.4	-	-
Adjusted EBIT	3.5	5.2	6.2	9.6	12.8

2

ATRIA
Good food – better mood.

Market trends

- The consumption of white meat and vegetarian alternatives continue to grow, while the demand for red meat decreases slightly.
- Continued high demand for domestic meat in Sweden and Denmark.
- Private label continues to take shares in many meat processing categories.
- Intense debate about climate impact and health effects of meat.
- E-commerce grows rapidly.

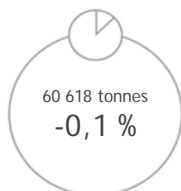
3

ATRIA
Good food - better mood.

Marketshares Sausages Retail Sweden

TOTAL MARKET SWEDEN

VOLUME

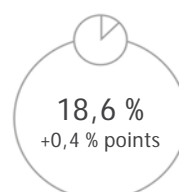


VALUE



ATRIA MARKET SHARE - VALUE

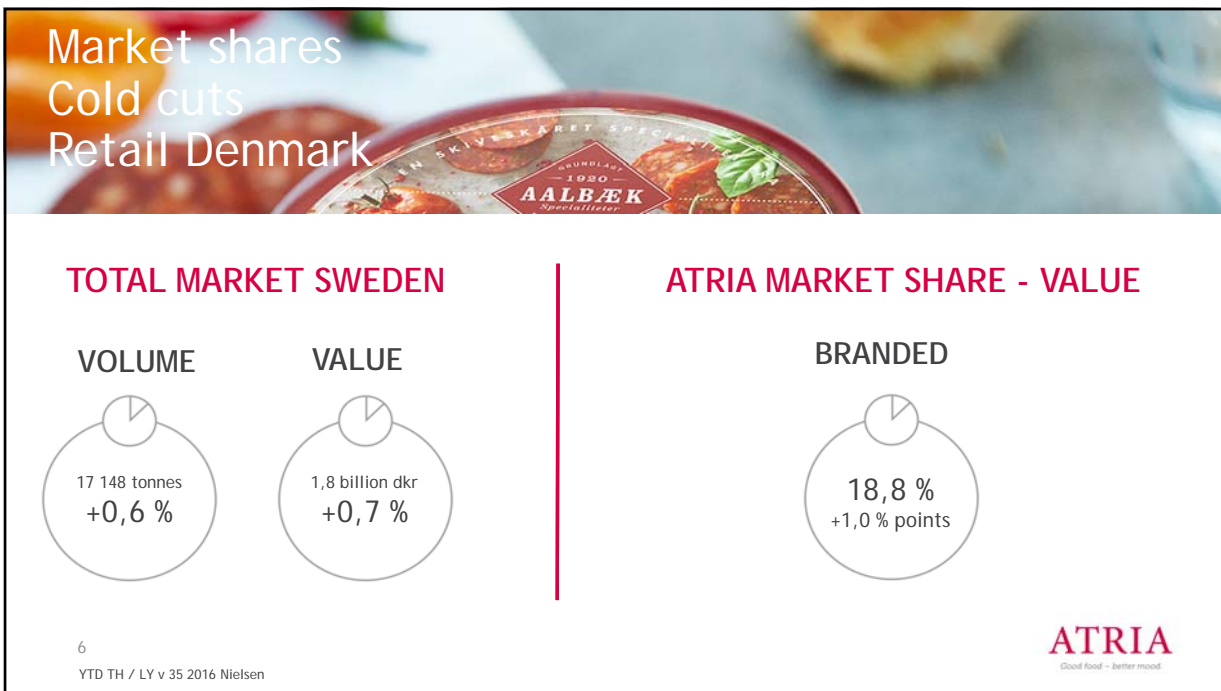
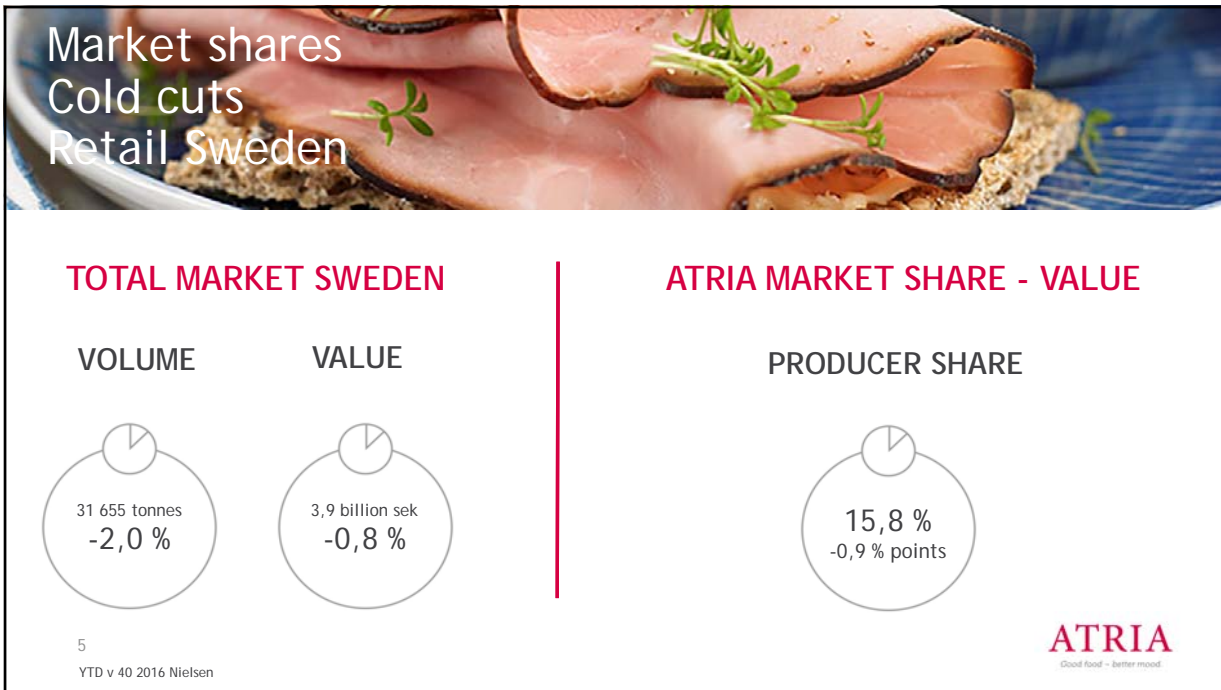
PRODUCER SHARE



4

YTD v 44 2016 Nielsen

ATRIA
Good food - better mood.



Poultry production (Lagerbergs)

- The deal between Atria and Lagerbergs was finalized April 29. Atria purchased the entire share capital of Lagerberg.
- New Management team has been appointed
 - Managing Director
 - Factory Manager
 - Quality Manager

Founded: 1965
 Employees: 120
 Net Sales: 280 MSEK
 EBIT: 12 MSEK
 Annual volume:
 10 million chickens
 Market: No 3



ATRIA
Good food - better mood.

7

Poultry production (Lagerbergs)

- 27 June Atria launched a long-term investment programme to develop Lagerbergs operations. In 2017-2018 the investment will amount to 14 millions.
 - Rearing facilities
 - Slaughtering
 - Production
 - Brand & Business
- Agreement with Blenta AB for supply of day-old chickens. Starting 1 January 2018.



ATRIA
Good food - better mood.

8

Swedish poultry market

Consumption
220 000 tonnes
+4,8% year on year



Swedish production
146 000 tonnes
+5,9% year on year

Import
74 000 tonnes
+2,1% year on year

Self-sufficiency level
66,4 %

9 Source: Jordbruksverkets marknadsrapport 2015

ATRIA
Good food - better mood.

Sibylla - international growth



Today:
> 5 500 international sales units

ATRIA
Good food - better mood.

On-going investments & efficiency actions

- Capacity increasing in Meat snacks, from 500 to 800 tonnes.
- New packaging line for delicacys.
- Investment in pilot plant for innovation.
- Program for streamlining the office and production operations in Sweden and Denmark.
 - Planning to reduce 25 blue and white collar workers.
 - Annual cost savings of EUR 1.4 million
 - Non-recurring cost of approximately EUR 0.7 million.



11

ATRIA
Good food - better mood.

