



Sligro Food Group N.V.

Half-year figures 2020

Amsterdam, 23 July 2020

Agenda



- Welcome Koen Slippens
- Half-year figures 2020 Rob van der Sluijs
- Developments Netherlands Koen Slippens
- Developments Belgium Koen Slippens
- Outlook Koen Slippens

Abridged statement of profit or loss¹



Sligro Food Group N.V.

| x € million | H1-2020 | | H1-2019 | |
|---|-------------|--------------|------------|--------------|
| Net sales | 943 | 100.0% | 1,135 | 100.0% |
| Cost of net sales | (722) | -76.6% | (863) | -76.0% |
| Gross margin | 221 | 23.4% | 272 | 24.0% |
| Other operating income | 3 | 0.3% | 9 | 0.9% |
| Total operating costs excluding depreciation, amortisation and impairments | (197) | -20.9% | (225) | -19.9% |
| Gross operating result (EBITDA) | 27 | 2.9% | 56 | 5.0% |
| Depreciation and impairments of tangible fixed assets and right-of-use assets | (34) | -3.6% | (28) | -2.5% |
| Operating result before amortisation (EBITA) | (7) | -0.7% | 28 | 2.5% |
| Amortisation and impairments of intangible fixed assets | (72) | -7.6% | (10) | -1.0% |
| Operating profit (EBIT) | (79) | -8.4% | 18 | 1.5% |
| Financial income and expenses | (3) | -0.3% | (2) | -0.1% |
| Pre-tax profit | (82) | -8.7% | 16 | 1.4% |
| Income taxes | 10 | 1.1% | (3) | -0.3% |
| Net profit | (72) | -7.6% | 13 | 1.1% |

| x € million | Netherlands | Belgium | Group |
|----------------------------|---------------|---------------|---------------|
| 2020 net sales | 858 | 85 | 943 |
| 2019 net sales | 1,022 | 113 | 1,135 |
| Total decrease | (164) | (28) | (192) |
| <i>Decline</i> | <i>-16.0%</i> | <i>-24.8%</i> | <i>-16.9%</i> |
| Organic | (206) | (28) | (234) |
| Acquisition of 'De Kweker' | 42 | | 42 |
| Total decrease | (164) | (28) | (192) |

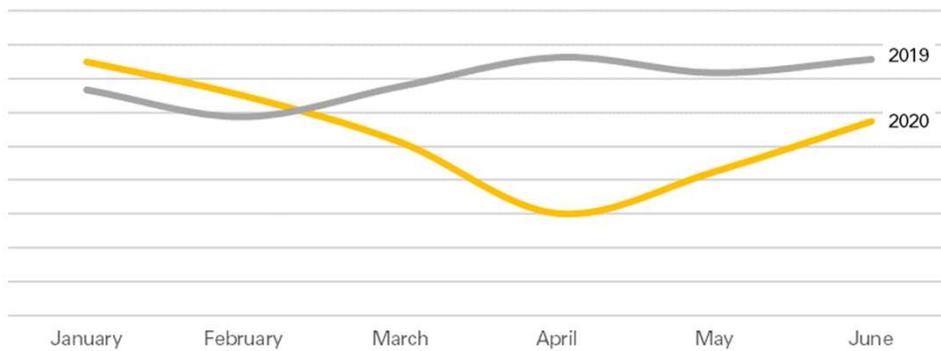
Net sales

- Quarterly trend: from -55% to -35%.
- Relatively limited decline in petrol and healthcare, growth in tobacco products.
- Hospitality: 90% decline, gradual recovery.
- Catering and events 90%-100% decline, limited recovery.
- Ratio of DS/C&C changed from 68/32 to 59/41.
- De Kweker has also been hit.

¹ Unaudited.

COVID-19: impact on net sales

Net sales development



- Major impact of COVID-19 outbreak and subsequent government measures.
- Group net sales, excluding tobacco products and De Kweker has fallen by almost 55% since mid-March compared with 2019.
- Slow recovery in second quarter with gradual relaxation of government measures led to a decrease of approximately 35% towards the end of June.

COVID-19: measures

First half of 2020

- Temporary opening of C&C for retail customers (to 1 July), except for De Kweker.
- Cost reduction:
 - Reduction in temporary staff;
 - Reduction in third-party transport;
 - Various small initiatives and minimum vacancy-filling;
 - Maximum internal flexibility and mobility in relation to permanent jobs
- Careful investment choices.
- Working capital management, considering position of customers and suppliers (doing business fairly).
- No 2019 final dividend.
- Use of NOW scheme¹ in the Netherlands and TWO² scheme in Belgium.
- Sale & Leaseback DS Drachten, Maastricht and Breda.

¹ temporary emergency bridging measure to preserve employment
² temporary unemployment owing to force majeure.

Second half of 2020

- Recovery phase not expected until second half of 2021.
- Further adaptation of organisation with a view to the recovery phase.
- Set up amended medium-term and long-term financing structure.

Gross margin¹



Sligro Food Group N.V.

| x € million | Netherlands | Belgium | Group |
|---------------------------------------|-------------|-------------|-------------|
| H1-2020 | | | |
| Net sales | 858 | 85 | 943 |
| Cost of net sales | 657 | 65 | 722 |
| Gross margin | 201 | 20 | 221 |
| <i>Gross margin as % of net sales</i> | <i>23.4</i> | <i>23.1</i> | <i>23.4</i> |
| H1-2019 | | | |
| Net sales | 1,022 | 113 | 1,135 |
| Cost of net sales | (775) | (88) | (863) |
| Gross margin | 247 | 25 | 272 |
| <i>Gross margin as % of net sales</i> | <i>24.2</i> | <i>22.1</i> | <i>24.0</i> |

- Extra shrinkage as a result of Covid-19 is approximately €3 million.
- Impact of mix on gross margin %:
 - C&C/DS → positive impact.
 - Segments/Tobacco products → negative impact.
 - Less beer & cider = less fee → negative impact.

¹ Unaudited.

Other operating income¹

| x € million | H1-2020 | H1-2019 |
|---|----------|----------|
| Rental income | 0 | 1 |
| Gain on the sale of tangible fixed assets | 3 | 1 |
| Other non-recurring results | 0 | 7 |
| Total | 3 | 9 |

- Drachten location sold for €8 million above carrying amount. In accordance with IFRS, €1 million has been recognised in profit or loss. €7 million will be recognised in profit or loss during the life of the lease agreement.
- Sale and leaseback transactions in Breda and Maastricht with no book profit.
- Book profit of €1 million for the sale of the shared premises in Amersfoort.
- EMTÉ service fee (TSA) of €5 million in H1-2019.

¹ Unaudited.

Operating costs¹

| × € million | H1-2020 | H1-2019 |
|------------------------|------------|------------|
| Operating costs | | |
| Employee expenses | 114 | 130 |
| Accommodation costs | 16 | 14 |
| Costs to sell | 9 | 9 |
| Logistics costs | 41 | 55 |
| General costs | 17 | 17 |
| Total | 197 | 225 |

- Additional costs De Kweker €11 million (mainly salaries and social security costs).
- Reduction of staff and transport.
- Use of NOW scheme² in the Netherlands: €13 million.
- Use of TWO scheme³ in Belgium: €2 million.
- Extra provisions formed for receivables and loans provided of €3 million under costs to sell.
- Lots of small savings (e.g. training and maintenance costs).
- Temporary reduction in rent.
- Increase in energy tax.

¹ Unaudited.

² temporary emergency bridging measure to preserve employment

³ temporary unemployment owing to force majeure.

Depreciation, amortisation and impairments¹



Sligro Food Group N.V.

| × € million | H1-2020 | H1-2019 |
|--|-----------|-----------|
| Depreciation and impairments of tangible fixed assets | | |
| Land and buildings | 9 | 7 |
| Machinery and equipment | 3 | 3 |
| Right-of-use assets | 9 | 8 |
| Other fixed assets | 13 | 10 |
| Impairments | | |
| Total | 34 | 28 |
| Amortisation and impairments of intangible fixed assets | | |
| Site locations, customer relationships, brand names and other | 6 | 5 |
| Software | 4 | 5 |
| Impairment of software | 2 | |
| Impairment of goodwill and other intangible fixed assets | 60 | |
| Total | 72 | 10 |

- Impairment of €2 million for software in Belgium and SO 3.0 (SO 4.0 taken into use in July).
- Lease costs increase with €2 million per year as a result of sale and leaseback transactions in 2020 (depreciation and interest).
- Impairment Belgium see next slide.

¹ Unaudited.

Goodwill and intangible fixed assets¹

| x € million | 30 June 2020 | 28 December 2019 |
|---|-----------------|---------------------|
| Assets | | |
| Goodwill | 125 | 168 |
| Intangible fixed assets relating to acquisitions¹ | | |
| Customer relationships | 80 | 102 |
| Site locations | 15 | 15 |
| Brand names | 10 | 11 |
| | <u>105</u> | <u>128</u> |

Impairments Belgium

- Full confidence in Belgium.
- Recovery to profit due to COVID-19 taking longer than expected.
- End of 2019, limited headroom of €21 million.
- WACC assumptions and net sales growth modified due to COVID-19.
- Non-cash impairment investments JAVA and ISPC:
 - Goodwill €43 million.
 - Customer relationships €17 million

Assumptions used impairments Belgium

| as % | Mid-2020 | At year-end 2019 | |
|------------------|---------------|------------------|--------------------------|
| | Base scenario | Applied | Nil headroom scenario |
| Net sales growth | 5.4 | 5.1 | 3.8 |
| WACC | 6.7 | 5.8 | 6.6 |

¹ The breakdown of the acquisition-related intangible fixed assets of the comparative figures at the end of the 2019 financial year has been adjusted relative to the 2019 financial statements.

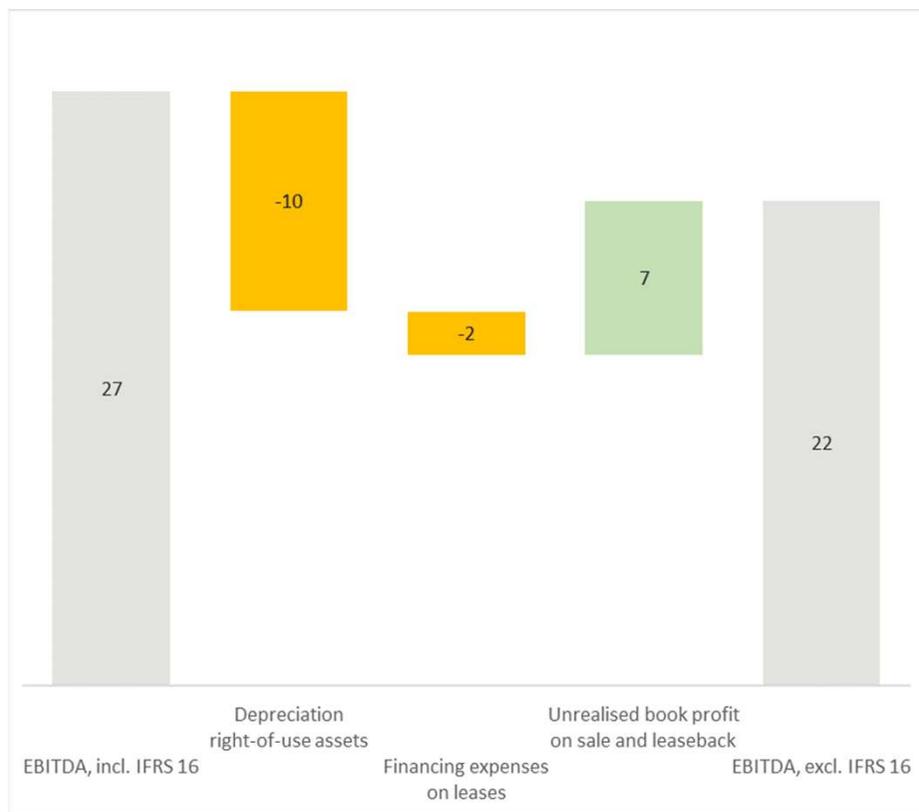
Financial income and expenses and income taxes¹

| × € million | H1-2020 | H1-2019 |
|---|-------------|----------|
| Financial income and expenses | | |
| Financing expenses on leases | 2 | 1 |
| Financing expenses on financial liabilities | 2 | 2 |
| Other financing income and expenses | 0 | 0 |
| Share in the result of associates | (1) | (1) |
| Total | 3 | 2 |
| Income taxes | | |
| Liability for financial year | (10) | 4 |
| Change in and release from deferred tax liabilities | 0 | (1) |
| Total | (10) | 3 |

- Financing expenses on leases higher as a result of sale and leaseback transactions 2019/2020.
- Negative income tax expenses due to negative taxable profit, available for future tax offset.
- Release of €4 million of deferred tax liability in relation to impairment Belgium.

¹ Unaudited.

EBITDA for ratio calculation



- Reported EBITDA since 2019 including IFRS 16.
- Financing based on Net Debt/EBITDA ratio excluding IFRS 16.
- Excluding IFRS 16 provides better understanding of cash position.

Net profit and earnings per share¹

| x € million | H1-2020 | H1-2019 |
|---|---------------|-------------|
| Net profit | | |
| From continuing operations | (72) | 13 |
| From discontinued operations | | |
| Total | (72) | 13 |
| Earnings per share | | |
| Earnings per share from continuing operations | (1.63) | 0.29 |
| Earnings per share from discontinued operations | | |
| Total | (1.63) | 0.29 |

- No final dividend for 2019.
- No basis for paying dividend over 2020.
- Priority is to recover financial position.

¹Unaudited.

Abridged statement of cash flows¹



Sligro Food Group N.V.

| x € million | H1-2020 | H1-2019 |
|--|------------|--------------|
| Net cash flow from business operations | 19 | 48 |
| Interest received and paid | (3) | (2) |
| Dividends received from associates | 0 | 5 |
| Income tax paid | 2 | (7) |
| Net cash flow from operating activities | 18 | 44 |
| Investments/divestments in business operations | 1 | (54) |
| Investments/divestments in fixed assets | 18 | (57) |
| Net divestment receipts from associates | | 0 |
| Net cash flow from investing activities | 19 | (111) |
| Long-term borrowings drawn | 0 | 42 |
| Change in own shares | 1 | 1 |
| Lease liabilities paid | (9) | (9) |
| Dividend paid | | (37) |
| Net cash flow from financing activities | (8) | (3) |
| Change in cash, cash equivalents and short-term borrowings from credit institutions | 29 | (70) |
| Opening balance | (7) | 33 |
| Closing balance | <u>22</u> | <u>(37)</u> |

| x € million | H1-2020 | H1-2019 |
|--|-----------|-------------|
| Investments intangible fixed assets | (11) | (5) |
| Investments tangible fixed assets | (32) | (58) |
| Divestments tangible fixed assets | 61 | 6 |
| Net disinvestment (investment) fixed assets | 18 | (57) |

- Lower cash flow from business operations owing to lower EBITDA.
- Position of deferred tax payments as a result of COVID-19, €24 million.
- Limited dividends from associates in H1 2020 owing to COVID-19.
- Acquisition of Wheere (De Kweker) in 2019, for which loans have been entered into.
- Investments in DS network (€ 20 million), conversion C&C and SAP implementation.
- Divestments as a result of sale and leaseback transactions. Also assets for sale were sold (Bruges, Vleescentrale and Amersfoort).

¹ Unaudited.

Segmented cash flow¹



Sligro Food Group N.V.

| × € million | Netherlands | | Belgium | | Group | |
|--|-------------|--------------|------------|------------|------------|--------------|
| | H1-2020 | H1-2019 | H1-2020 | H1-2019 | H1-2020 | H1-2019 |
| Net cash flow from business operations | 16 | 42 | 3 | 6 | 19 | 48 |
| Interest received and paid | (3) | (2) | 0 | 0 | (3) | (2) |
| Dividends received from associates | 0 | 5 | | | 0 | 5 |
| Income tax paid | 2 | (7) | 0 | 0 | 2 | (7) |
| Net cash flow from operating activities | 15 | 38 | 3 | 6 | 18 | 44 |
| Investments/divestments in business operations | 1 | (54) | | | 1 | (54) |
| Investments/divestments in fixed assets | 18 | (52) | 0 | (5) | 18 | (57) |
| Net divestment receipts from associates | | 0 | | | | 0 |
| Net cash flow from investing activities | 19 | (106) | 0 | (5) | 19 | (111) |
| Long-term borrowings drawn | 0 | 46 | 0 | (4) | 0 | 42 |
| Change in own shares | 1 | 1 | | | 1 | 1 |
| Lease liabilities paid | (8) | (9) | (1) | 0 | (9) | (9) |
| Dividend paid | | (37) | | | | (37) |
| Net cash flow from financing activities | (7) | 1 | (1) | (4) | (8) | (3) |
| Change in cash, cash equivalents and short-term borrowings from credit institutions | 27 | (67) | 2 | (3) | 29 | (70) |
| Opening balance | (17) | 24 | 10 | 9 | (7) | 33 |
| Closing balance | 10 | (43) | 12 | 6 | 22 | (37) |

¹ Unaudited.

Financing¹

| × € million | Jun-2020 | Dec-2019 | Jun-2019 |
|--|------------|------------|------------|
| Borrowings from credit institutions | | | |
| Long-term | 160 | 160 | 236 |
| Repayment obligations | 77 | 77 | 10 |
| Short-term | | 26 | 60 |
| Derivatives | (10) | (9) | (6) |
| Total | 227 | 254 | 300 |
| Cash and cash equivalents | | | |
| Cash and cash equivalents | 22 | 19 | 23 |
| Net interest-bearing debt/EBITDA as %² | | | |
| Net interest-bearing debt (excl. IFRS 16) | 205 | 235 | 277 |
| EBITDA past 12 months (excl. IFRS 16) | 82 | 107 | 129 |
| Actual | 2.5 | 2.2 | 2.2 |
| Convenant | < 3.0 | < 3.0 | < 3.0 |

- Based on expectations at end of Q1, talks were started with financiers.
- Relaxation of short-term overdraft facility to €167 million, in particular, also more committed.
- Temporary relaxation of covenant Net interest-bearing debt/ EBITDA (excluding IFRS 16) to get through measurement date of 30 June.
- Solved in the short term, also with a view to repayment obligations (approximately €70 million) at the end of 2020.
- Talks in H2 to update medium-term and long-term financing (was already planned for this year pre COVID-19).
- As a result of intervention and measures SFG in response to COVID-19, ultimately remained within original funding conditions.

¹ Unaudited.

² Based on adjusted figures, not including application of IFRS 16. The facilities' documentation states that, in the event of changes to the accounting rules that exceed the boundaries of the covenants, the report may be based on rules that were applicable before the change.

Segment figures¹



Sligro Food Group N.V.

| × € million | Netherlands | | Belgium | | Group | |
|--|-------------|------------------|---------|------------------|---------|------------------|
| | H1-2020 | H1-2019 | H1-2020 | H1-2019 | H1-2020 | H1-2019 |
| Net sales | 858 | 1,022 | 85 | 113 | 943 | 1,135 |
| Gross margin as % of net sales | 23.4 | 24.2 | 23.1 | 22.1 | 23.4 | 24.0 |
| Gross operating result (EBITDA) | 30 | 59 | (3) | (3) | 27 | 56 |
| Operating result before amortisation (EBITA) | 0 | 34 | (7) | (6) | (7) | 28 |
| Operating profit (EBIT) | (11) | 25 | (68) | (7) | (79) | 18 |
| Net profit | (10) | 18 | (62) | (5) | (72) | 13 |
| Average net invested capital | 803 | n/a ² | 83 | n/a ² | 886 | n/a ² |
| EBITDA as % of net sales | 3.5 | 5.8 | (3.0) | (1.8) | 2.9 | 5.0 |
| EBIT as % of net sales | (1.3) | 2.4 | (79.4) | (6.2) | (8.4) | 1.5 |
| EBITDA as % of average net invested capital | 12.5 | n/a ² | (4.2) | n/a ² | 10.9 | n/a ² |
| EBIT as % of average net invested capital | 2.7 | n/a ² | (88.4) | n/a ² | (5.9) | n/a ² |
| Free cash flow ³ | 26 | (26) | 2 | 1 | 28 | (25) |
| Net investments | (18) | 53 | (0) | 4 | (18) | 57 |

¹ Unaudited.

² No comparative figures are available due to IFRS 16 adjustments.

³ The free cash flow has been adjusted for the impact of lease liabilities paid.

Jumbo Coop Claim



- On 13 March 2020, Sligro learnt of a writ of summons issued by the Jumbo & Coop consortium, resulting from the transaction concerning the sale of EMTÉ in 2018.
- The consortium alleges that in the context of this transaction, an incorrect picture had been painted of EMTÉ's historic profitability, as a result of which the performance following the acquisition fell short of the consortium's expectations.
- Sligro dismisses all accusations out of hand. The positions of the consortium do not have a factual or legal basis.
 - The witness hearing at the request of J&C last month further confirmed Sligro's stance.
- There is no reason whatsoever to compensate the consortium.
 - No provision has been formed for the claim.
- Sligro is therefore very confident about any legal actions.
 - Preparations are underway for substantive proceedings (session is likely to be in the winter of 2020/21).



Developments in the Netherlands

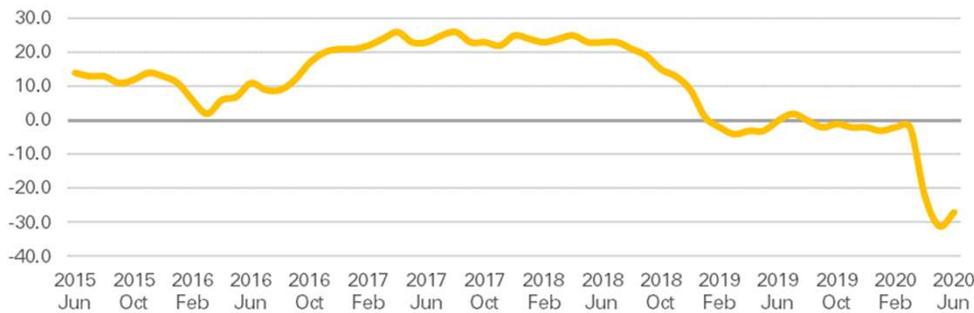
General economic development in the Netherlands



Sligro Food Group N.V.

Consumer confidence

(Source: CBS)



- Sharp decline in consumer confidence as a result of COVID-19.
- After COVID-19 there will still be an impact on consumer confidence and the unemployment rate.

Unemployment rate

(Source: CBS)



Developments in the Netherlands



- Impact of COVID-19 on Dutch sales markets:
 - Shift from foodservice to retail;
 - Decline in net sales primarily in delivery owing to decline in segments such as restaurants, catering, events, sport and recreation;
 - Cash-and-carry net sales growing, partly as a result of opening up to retail customers.
- COVID-19 measures previously mentioned.
- Continued investment in important programmes for strong starting position in future:
 - Acceleration of integration of De Kweker and Heineken premises integration;
 - SAP online environment to go live for the first customers in early July. Heineken later this year;
 - In spite of steady progress in construction of ERP landscape, go-live postponed as a result of economic and physical restrictions of COVID-19.

De Kweker acquisition

Progress of integration

- Further implementation of planned organisational change, phasing out of head office.
- Integration of procurement contracts, benefit better than expected.
- Technical integration of Cash-and-carry and Delivery service accelerated to October.
- De Kweker also to leave its premises earlier.
- Development of De Kweker C&C new build, start of construction expected in H2 2021.
- Sale of VRC transport.



Heineken partnership

Looking back on first half of 2020

- Integration of premises nearing completion.
- Sligro Online 4.0 live is condition of one order invoice.

Looking ahead to second half of 2020

- Completion of integration of premises (18 July closure HDC Oss).
- Start of full-service for customer, as intended at start of partnership: from early November also one order and one invoice to the customer.
- Start of sales drive targeted at “filling” the customers (interesting for customer, Sligro, Heineken and the environment).



Heineken partnership: premises integration timetable



The groundwork: project plan, blueprint, IT development, testing, data migration, go-live preparation, staffing, etc.



| | | | | |
|------|----------|------------------------|---------------------------------|--|
| 2019 | ○ | Week 40: | Rotterdam to Berkel | ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ |
| | ○ | Week 44: | Hulst to Sluis | |
| 2020 | ○ | Week 46: | Enschede / Deventer to Deventer | |
| | ○ | Week 2: | Drachten to Drachten | |
| | ○ | Week 6: | Etten Leur to Vlissingen | |
| | ○ | Week 8: | Amsterdam to Amsterdam | |
| | ○ | Week 12: | Maastricht opening | |
| | ○ | Week 13: | Heerlen to Maastricht | |
| | ○ | Week 20: | Houten to Amsterdam | |
| | ○ | Week 25: | Gilze to Breda | |
| | ○ | Week 29: | Oss to Venray | |
| | ○ | Week 34: | Vianen opening | |
| | ○ | Week 38: | Den Bosch to Nieuwegein | |
| ○ | Week 42: | De Kweker to Amsterdam | | |

Network of sites

C&C postponed

- Heerlen (type III)
- Arnhem (type III)

DS already delivered 2020

- Maastricht (Q1)
- Breda (Q2)

DS further planned 2020

- Vianen (Q3)
- Relocation slowmover and Account Only DC from Den Bosch to Nieuwegein



C&C Next Gen: frictionless online and offline customer journey



**Digitalise customer journey
where online and offline
reinforce one another**



**Know the customers,
inspire them and
approach them
personally**



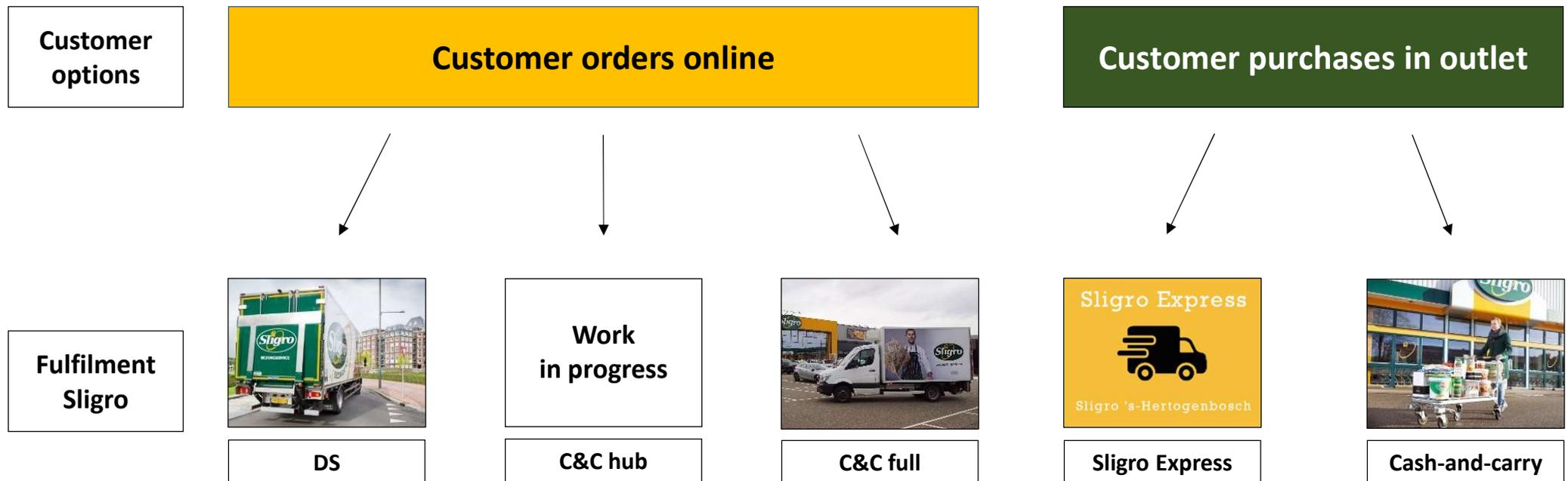
Offer choice



C&C Next Gen: broad project portfolio



C&C Next Gen: growth opportunities also via hybrid order and delivery solutions



C&C Next Gen: delivery from C&C started in week 8 2020



- Half of the C&C-outlets.
- There is a demand, rapid growth, week on week.
- Strengthen customer relationship.
- Building block in SFG network.

Laat je inkopen bezorgen

Vraag bij de receptie naar de mogelijkheden



C&C Next Gen: use effective promotions with physical and digital reinforcing one another



Reduction in promotional material

[Bekijk hier de online versie](#)

 Groots in genieten Geldig van 6 juni t/m 24 juni

Jupiler
Pilsener
Krat 24 x 25 cl 12,45



7.⁹⁹

Nieuw van Sligro: een selectie aanbiedingen geselecteerd op basis van jouw eerdere aankopen. Bekijk het complete aanbod op onze website.

Zijn deze aanbiedingen interessant voor jou? We zijn erg benieuwd naar jouw mening! Laat het ons weten onderaan deze mail.

[Bekijk alle aanbiedingen](#)

Jouw persoonlijke toppers

More personal offers by e-mail

C&C customer: Food professional

*Sees Rutte's press
conference. Can open again
from 1 June.*

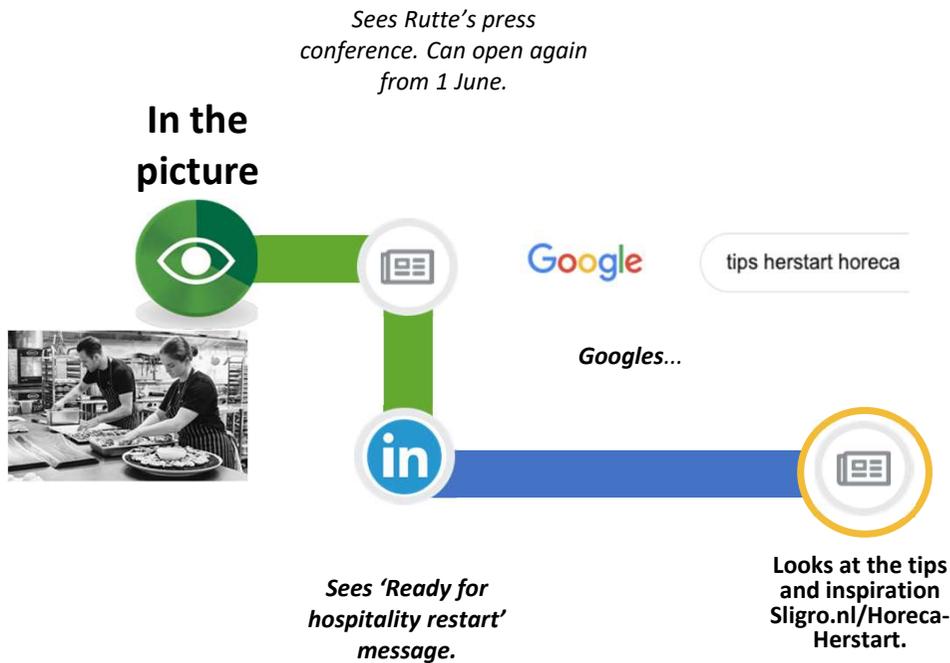
**In the
picture**



C&C customer: Food professional



C&C customer: Food professional



Home • Horeca herstart

KLAAR VOOR DE HORECA HERSTART

Eindelijk goed nieuws: de horeca is weer gedeeltelijk opgestart! Samen zullen we stap voor stap weer toe moeten werken naar een 'nieuw normaal'. Ook in de horeca.

Op deze pagina informeren we je over de maatregelen en mogelijkheden van de (her)opening met 1,5 meter afstand.

De maatregelen op een rijtje

Op de website van de Koninklijke Horeca Nederland vind je een up-to-date overzicht van de door de overheid en het RIVM bepaalde maatregelen en voorschriften.

[Naar KHN](#)

TIPS & INSPIRATIE

C&C customer: Food professional



C&C customer: Food professional





Developments in Belgium

General economic development in Belgium

Consumer confidence

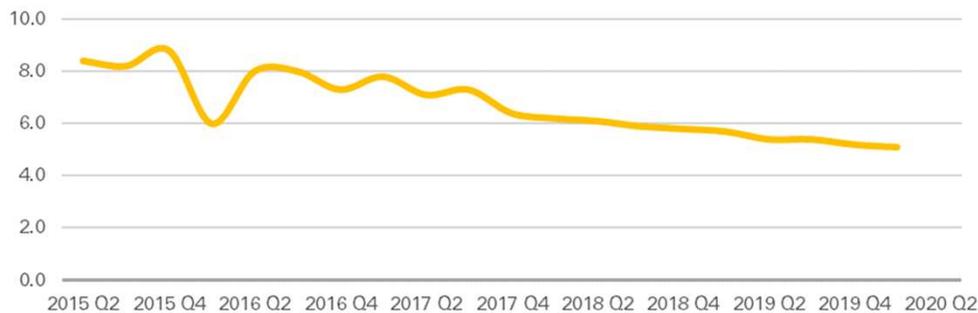
(Source: NNB.Stat)



- Consumer confidence:
 - Sharp fall as a result of COVID-19;
 - Was already negative before COVID-19, and has not been as positive as in the Netherlands in recent years.
- Unemployment rate:
 - Figure for 2020 Q2 not yet available.

Unemployment rate

(Source: NNB.Stat)



Developments in Belgium



- Relatively limited decline in JAVA net sales owing to large share in healthcare.
- Sligro-ISPC net sales:
 - Delivery net sales to hospitality in particular almost collapsed;
 - Losses from delivery net sales offset partly by cash-and-carry net sales;
 - Cash-and-carry net sales in Antwerp has more than doubled, with explosive rise in number of new customers.
 - C&C open for retail customers until 1 September.

Network of sites

Already delivered in 2020

- New signing Sligro-ISPC Ghent and Liège (Q1).
- Refurbishment of head office in Rotselaar (Q2).
- Land in Bruges sold (Q2).
- Layout of Antwerp updated in line with C&C/DS ratio (Q2).

Also planned in 2020

- Expansion (internal) of refrigeration and freezer space for delivery in Antwerp (Q4).

Development 2020/2021

- DS Ghent region.
- C&C Leuven, orientation C&C Brussels region.





GOED EN EERLIJK ETEN BEREIKBAAR MAKEN VOOR HORECAPROFESSIONALEN EN HUN KLANTEN.

SLIGRO-ISPC,

Update SAP

NON-FOOD-VERDIEPING

SAP ERP implementation: achieved so far

Construction phase

- The development of the prototype of the SAP system that we will use to manage our business processes is at an advanced stage.
- Our business processes have been widely updated so that they can be managed using SAP software in the future.
- Our colleagues are being trained step by step to use the new systems and processes.

Pre Go-Live projects

- Parts of the Belgian organisation are already being redesigned so that they can work with the SAP system
- Change processes are underway, a quarter of which have already been completed and the remaining projects are on track to be finished before the SAP go-live.



SAP ERP implementation: planning

Planning in second half of 2020 and first half of 2021

1. Finalise the development of the SAP system prototype.
2. Continue testing the SAP system based on all relevant business scenarios.
3. Train the users to work with the SAP system and the new way of working.
4. Migrate the current data to the SAP system.
5. Roll out the SAP system in Belgium, with the first go-live scheduled in Q2 2021.



Sligro Online 4.0: to 1 portal Sligro.nl



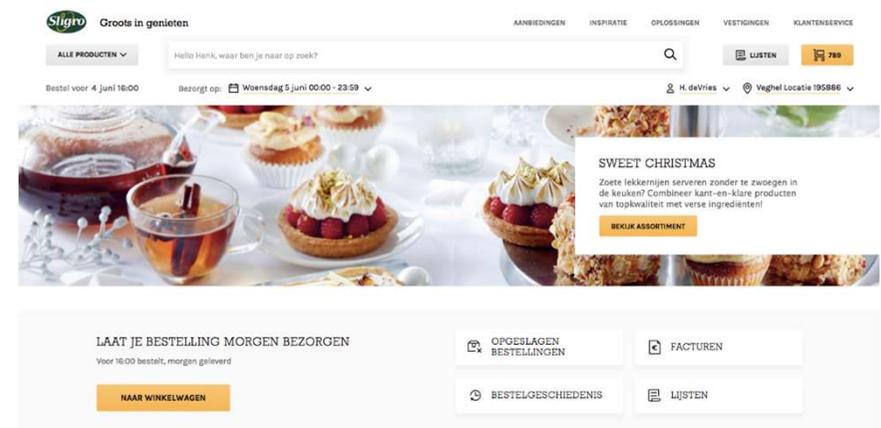
From

Different customer experience, site and shop are independent



To

Better customer experience, seamless transition of content and commerce to a single URL: sligro.nl



Speciaal voor u geselecteerd
Gebaseerd op items die je eerder hebt bekeken

Sligro Online 4.0: faster, more stable and simpler

Performance: Pages load faster

Keuken basis assortiment

Door Maikel de Vries op 4 september 2019

Lorem ipsum dolor sit amet consectetur adipiscing elit massa nec imperdiet parturient, egestas pharetra rutrum congue convallis molestie a ad tellus neque. Accumsan natoque litora maecenas nullam.

PRINTEN BEWERKEN + TOEVOEGEN AAN BESTELLING

Relevatie v

Zoek een product

3 product niet meer leverbaar

| | | | | |
|------|---|--------------------------|--------------------------|--------|
| 200x |  Chiquita Bananen | Zak 1 kilo 57120 | 34,99 | - 4 + |
| 34x |  Knorr Supérieur Broccoli crèmesoep, vegetarisch | Zak 1 kilo 57120 | 34,99 | - 13 + |
| 10x |  Klandenberg Grainfed runder tournedos uruguay | 90 Bulk verpakt 92279 | Per kilo 34,99 | - 3 + |
| 43x |  Knorr Supérieur Broccoli crèmesoep, vegetarisch | Zak 1 kilo 57120 | 34,99 | - 21 + |

Less than one second per page

Design: More user friendly

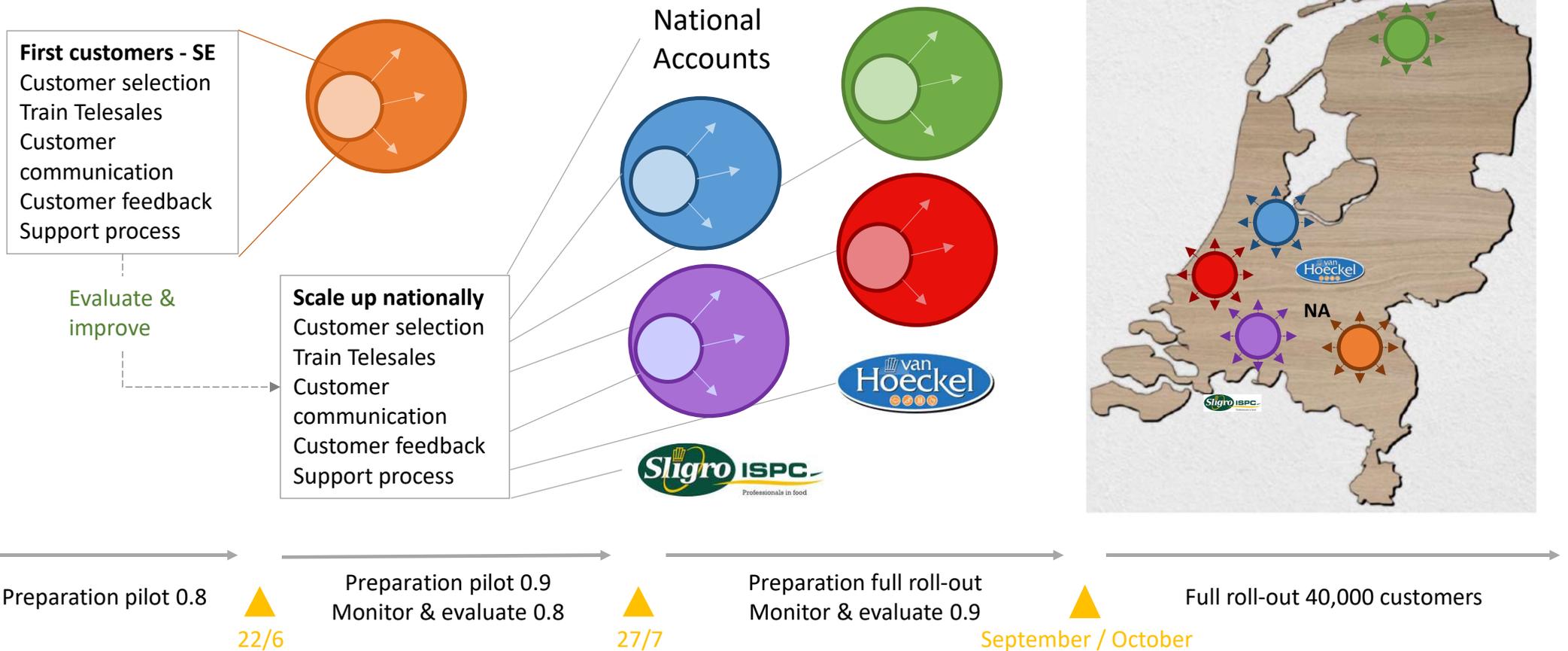
Eigen sortering A-Z

Zoek een product

| Mijn voorkeurs aantallen | Product | Verpakking | Positie |
|--------------------------|---|-----------------------------|---------|
| 0 + | Tsjakka Appel | Fles 75 cl 600753 | 1 |
| 0 + | SmitVis Black Tiger garnalen gepeld 8/12 | Zak 1 kilo 362198 | 2 |
| 0 + | Slimline Passeerdoeken wit 70 x 70 cm | Pak 6 stuks 410190 | 3 |
| 1 + | Black Tiger garnalen eesypeel, 16/20 NEUTRAAL Runder biefstuk hollands vacuum | Zak 1 kilo 37837 6842 | 4 |
| 1 + | Slimline Theedoek Hollandse Ruit 90 gram, 65 x 65 cm | Pak 6 stuks 233881 | 6 |

For example, easy to drag order list in preferred order

Sligro Online 4.0: phased, controlled roll-out



Sligro Online 4.0: including Heineken and De Kweker



Test / UAT

Q2



Start roll-out

June



Full roll-out

August



DeKWEKER.
SINDS 1968 VOOR PROFESSIONALS IN FOOD

October



HEINEKEN 
Samen beter ondernemen.

November



Outlook

Outlook



Market conditions

- Continued pressure of government measures concerning COVID-19 on sales markets.
- Economic aftermath of COVID-19 is affecting consumer confidence and unemployment, separate from potential 'second wave'.
- Pre COVID-19 net sales levels will not be achieved until at least second half of 2021.

Sligro

- Adapting the organisation to this outlook, with a long-term perspective.
- Tight cost control and targeted investment.
- Previous choices in the organisation structure and priorities are being reconsidered:
 - Further integration of work in the Netherlands and Belgium;
 - In the Netherlands, own transport activities put on hold and De Kweker transport colleagues moved to transport partners.
- In case of net sales recovery, efficiency benefits will be achieved quicker as a result of accelerated (premises) integration of De Kweker and Heineken.
- Benefits from delivering on one order, one truck and one invoice as a result of the new web environment on SAP-Hybris.
- We refrain from forecast of the full year result.

TOT ZIENS

WELKOM

ispc

IN HET SEIZOEN

THE

NAAR DE
NON-FOOD
VERDEEPING

MEER MARGE
VOOR BEMER
INCOVERS

PLATTEGROND

Bo
Bouwjaar

NEEM
UW FO



Abridged statement of financial position¹



Sligro Food Group N.V.

| × € million | Jun-2020 | Dec-2019 | × € million | Jun-2020 | Dec-2019 |
|-----------------------------|--------------|--------------|--------------------------------------|--------------|--------------|
| Assets | | | Liabilities | | |
| Intangible fixed assets | 271 | 331 | Paid-up and called-up capital | 3 | 3 |
| Tangible fixed assets | 319 | 362 | Reserves | 426 | 497 |
| Right-of-use assets | 212 | 176 | Shareholders' equity | 429 | 500 |
| Financial fixed assets | 60 | 60 | Borrowings from credit institutions | 160 | 160 |
| Total fixed assets | 862 | 929 | Lease liabilities | 216 | 174 |
| Inventories | 208 | 230 | Other non-current liabilities | 19 | 28 |
| Trade and other receivables | 122 | 228 | Total non-current liabilities | 395 | 362 |
| Cash and cash equivalents | 22 | 19 | Provisions | 2 | 8 |
| Other current assets | 46 | 49 | Borrowings from credit institutions | 0 | 26 |
| Total current assets | 398 | 526 | Lease liabilities | 18 | 15 |
| | | | Accounts payable | 219 | 350 |
| | | | Other current liabilities | 197 | 194 |
| | | | Total current liabilities | 436 | 593 |
| Total assets | 1,260 | 1,455 | Total liabilities | 1,260 | 1,455 |

¹ Unaudited