

Record turnover for the Uelzena Group

Extensive investment projects, record revenue and raw milk volumes delivered defined 2019 for the Uelzena Group

Uelzen, 26.06.2020.

Consolidated sales of 705 million euros generated in the reporting year represents the Uelzena Group's highest turnover since its foundation. A 21 % growth in the raw milk delivered meant an additional raw material volume of 112 million kilograms. The overall delivery was 638 million kilograms. This increased volume is attributed to new milk producers joining our member cooperatives and represents the largest processing volume in the company's history.

The 2019 payout price of Uelzena eG at 33.79 cents/kg was nearly 0.11 cents/kg above that of the previous year, and also above the national German average. All sites received further investments as part of the Uelzena Group's modernisation and expansion programme, and the balance sheet total therefore far exceeded that of previous years. In figures, a total of close to 224 million euros was reported, which equates to an increase over the previous year of about 14 million euros. The equity ratio achieved a solid 38.5 % and is important to ensure funding and the implementation of further investment programmes.

More sales, more staff

Sales were largely positive in all product groups. All main product groups recorded increases and with a total volume of 243,900 tonnes, sales were nearly 12,800 tonnes above that of the previous year. Milk powder and milk fats featured the greatest increases along with specialist products.

The total number of employees rose once again by 4 %, or 32 people. On the reporting date for the year end, 777 staff were employed in the Uelzena Group. In total, 84 people were appointed in the group in the past year.

Expansion and modernisation measures accomplished

Construction measures to implement the milk powder concept were carried out at the Uelzen site and the milk powder and evaporator plant was completed. The investments help to create a more productive and resource-saving production process as well as contribute to reducing dust and noise emissions. The investments had a combined value of nearly 15 million euros. Modernisation was carried out and investments were made at the three other sites to contribute positively to the energy balance.

Sustainability 2.0

In the Uelzena Group, raw material procurement focused naturally on raw milk. In the financial year, this raw material was almost entirely produced within a radius of 150 km of Uelzena's production sites by dairy farmers of the cooperative members. And the current year will see the second round of the questionnaire for milk producers within the QM sustainability module milk, which should provide information on the improvement in sustainable milk production.

More information on the topic of sustainability and the company's development can be found at www.uelzena.de/en/sustainability.

Images relating to the general meeting are available in the download area of the website www.uelzena.de from 29.06.2020.

For further information:

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About the Uelzena Group

Uelzena eG with its headquarters in Uelzen, Lower Saxony, and its four subsidiaries with production sites in Germany, is one of the leading providers and innovative problem solvers in the food processing and milk refining business. The Uelzena Group is active in the following business fields:

- **Ingredients for the food industry** (milk powder, milk fat, condensed milk products, delicatessen foods, speciality ingredients) **and contract manufacture** (processing of customer raw materials)
- **Instant beverages** (instant cocoa and coffee beverages, toppings, coffee creamers)
- **Health products** (products for weight management and sports nutrition as well as the contract manufacture of customer formulations)
- Other **dairy products** (butter, butterfat, cheese)

The company focuses on doing business with international customers from the industry. For years the Uelzena Group has been supplying many international manufacturers of well-known brands. In Germany, the group is the leading supplier of concentrated butter to food retailers and of butter and butterfat to the bakery trade.

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