

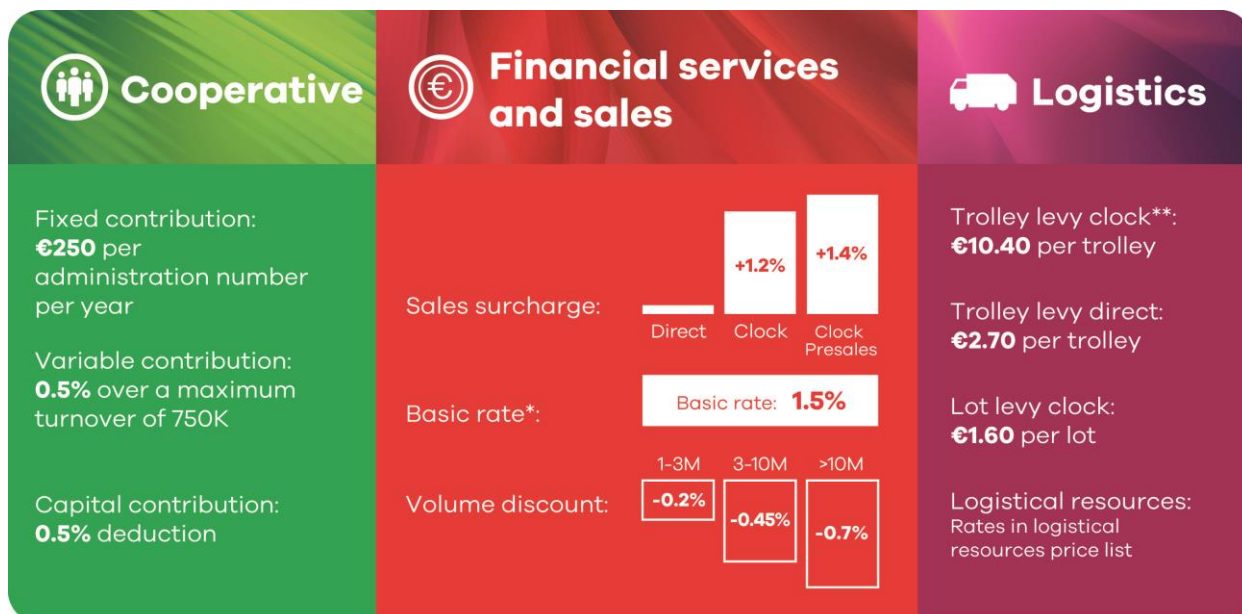
Notes on the agenda

Further information regarding agenda items 5a and 5b: Annual plan, budget and rates for 2019 (*

Operations (x 1 million)	2018 Forecast	Budget for 2019	Difference
Turnover	4,642	4,750	108
Revenue			
Commission and contribution	92	91	-1
Grower levies	65	65	0
Customer levies	30	36	6
Logistical resources	78	79	1
Property rental	52	54	2
Miscellaneous revenue	28	28	0
Total revenue	345	353	8
Costs	-344	-353	-9
Result before exceptional items	1	0	-1
Reorganization costs	-4	-4	0
Result from participating interests	2	1	-1
Property sales	7	9	2
Exceptional items	5	6	1
Profit before tax	6	6	0
Investments	84	100	16

(* subject to approval by the Supervisory Board dated 28 November 2018).

- A turnover increase from 4.6 to 4.8 billion is expected.
- A decrease in clock turnover of 80 million is assumed, as well as an increase of 185 million in the turnover from direct sales.
- Revenue will increase by 8 million as a result of the new rates and higher property revenue.
- Costs (including interest and depreciation) will increase by 9 million in 2018:
 - Increase in operating costs (€6.1M) caused primarily by an increase in wage costs (especially CLA increase), as well as costs relating to the implementation of the strategy (including IT);
 - Interest and depreciation will increase by €2.4M. Higher depreciation (+ €6.3M) is offset by lower interest costs (- €3.9M).
- Following the sale of Bleiswijk, a result on property sales of 9 million is expected in 2019.
- On the bottom line we expect a result of 6 million in 2019.
- An investment volume of 100 million is assumed for 2019.



* 0.2% BBH levy will be billed separately
 ** clock levy relates to auction trolleys and Danish trolleys

Further information regarding agenda item 6: composition of the Supervisory Board

The Supervisory Board is nominating two new supervisory directors for the SB: Ms Linda Hovius and Mr Kees Pingen.

Linda Hovius is an independent boardroom consultant. Before that, she was founding partner of Aberkyn, an international consultancy specialising in leadership and organisation transformation. She also worked for McKinsey & Company for a considerable length of time. Linda Hovius will also chair the remuneration committee.

Kees Pingen is co-owner and general director of Smit Kwekerijen in Sappemeer. Smit Kwekerijen has been growing a large diversity of plants for more than 30 years. These are selected and collected with great care from all over the world. With an acreage of over 160,000 m² and more than 200 employees, Smit Kwekerijen is one of the leading nurseries in Europe. Kees knows Royal FloraHolland inside out.



Linda Hovius



Kees Pingen

Further information regarding agenda item 8a: Nomination Committee procedure

The Nomination Committee recently selected and nominated 42 candidates for appointment to the Members' Council. You can vote on each individual candidate. Appointment to the Members' Council requires a majority of the votes cast.

Voting for the nominated candidates for the Members' Council can only be done prior to the GMM via the app or at the GMM location itself between 6 PM and 7:30 PM.