

linas  agro



From small beginnings come great things



AB Linas Agro Group in food chain

International agribusiness Group.

Runs business in Lithuania, Latvia, Estonia and Denmark.

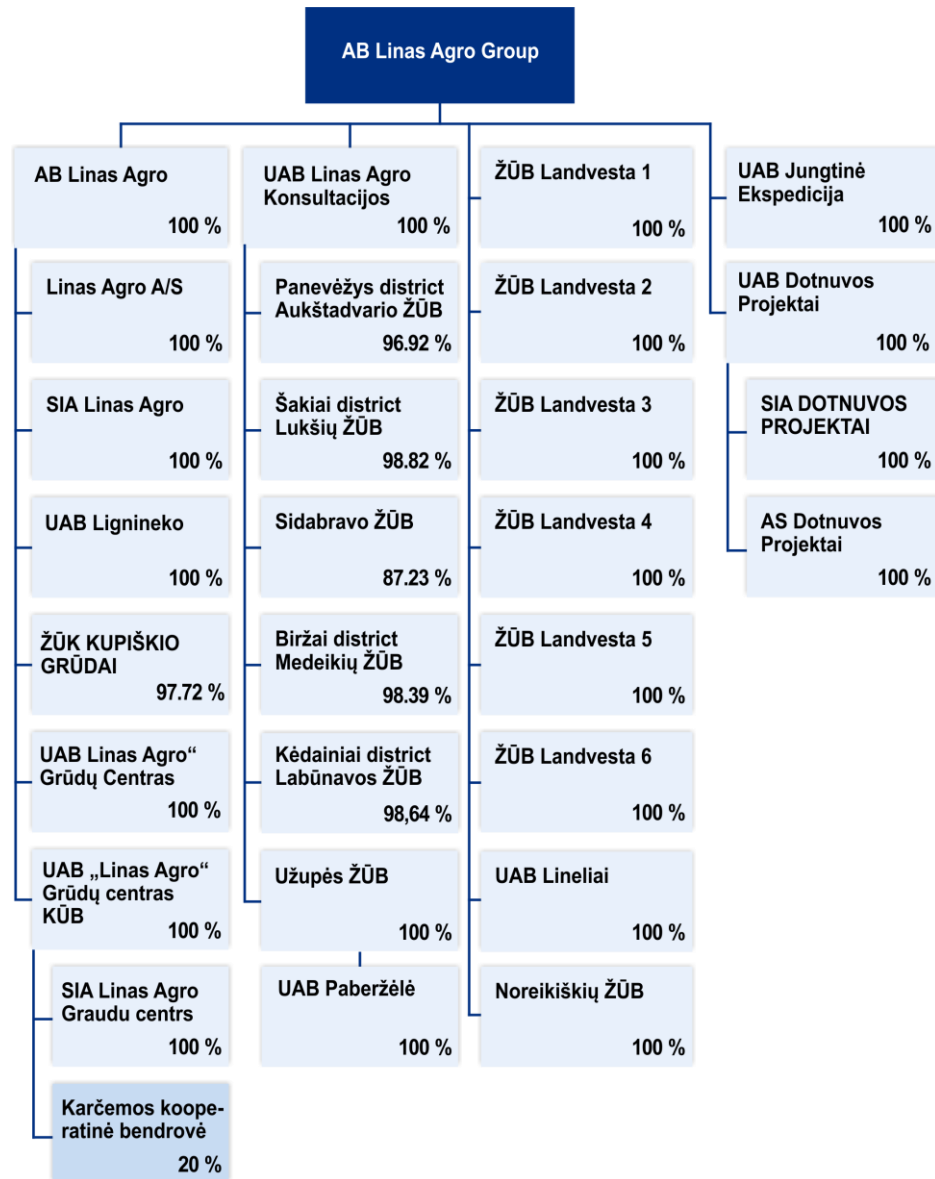
Produce and trade agricultural commodities, provide products and services for farming.



Companies

30
companies

>1000
employees





our vision – leadership in Baltic agribusiness sector

Our mission

To create **value for clients** along the chain of production, processing, and trading of agricultural produce

To seek constant **growth of the company's value** while ensuring maximum return on investments for shareholders and investors

To seek opportunities for professional development for **employees** in the organisation maintaining a high level of internal culture



Financial highlights in FY 2012/2013

Consolidated sales revenue amounted to EUR 592 million.

Sales volume in tons was 1.77 millions.

Fiscal year of the company starts July 1st.

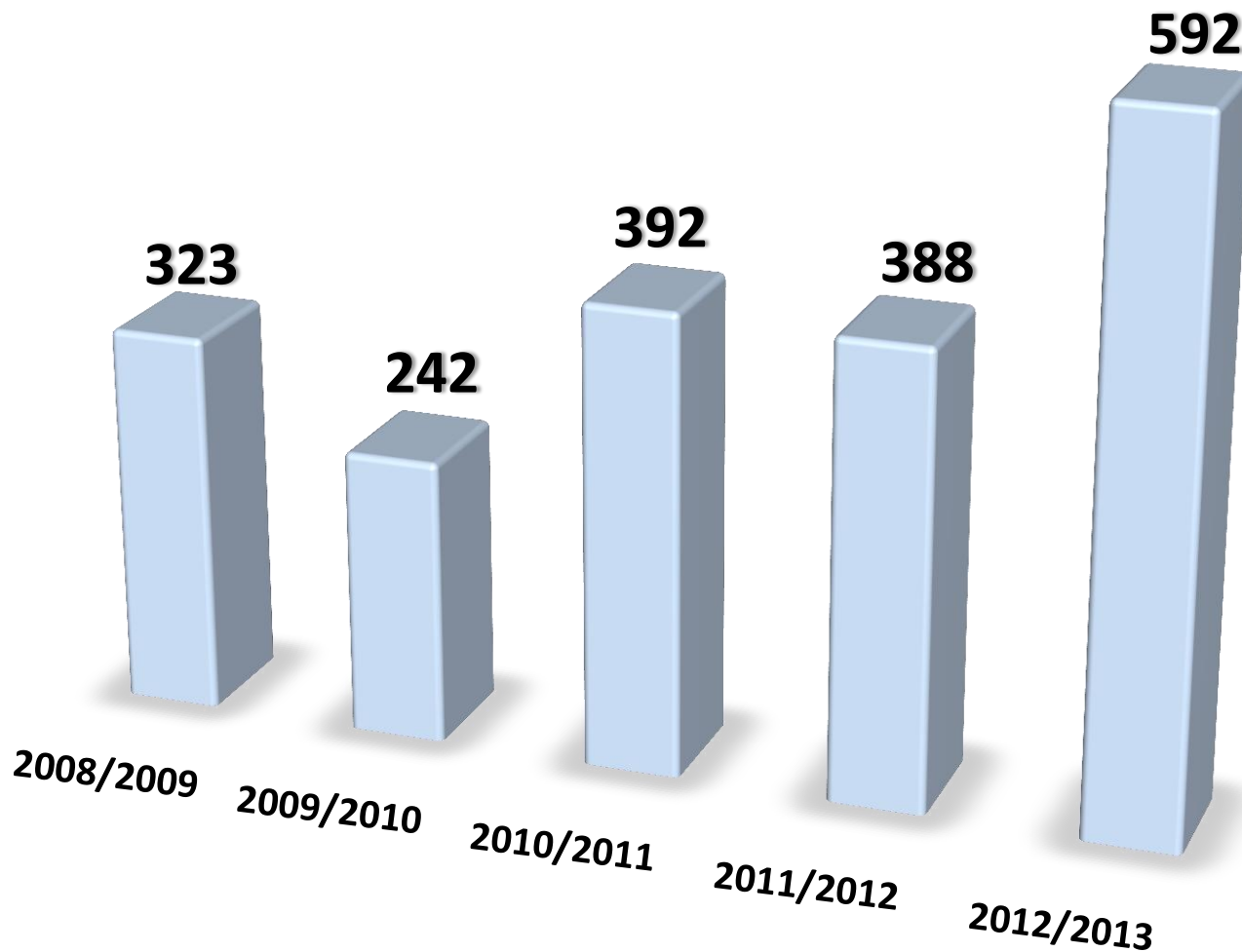
Gross profit reached EUR 45.8 million.

EBITDA reached EUR 37 million.



Sales revenue

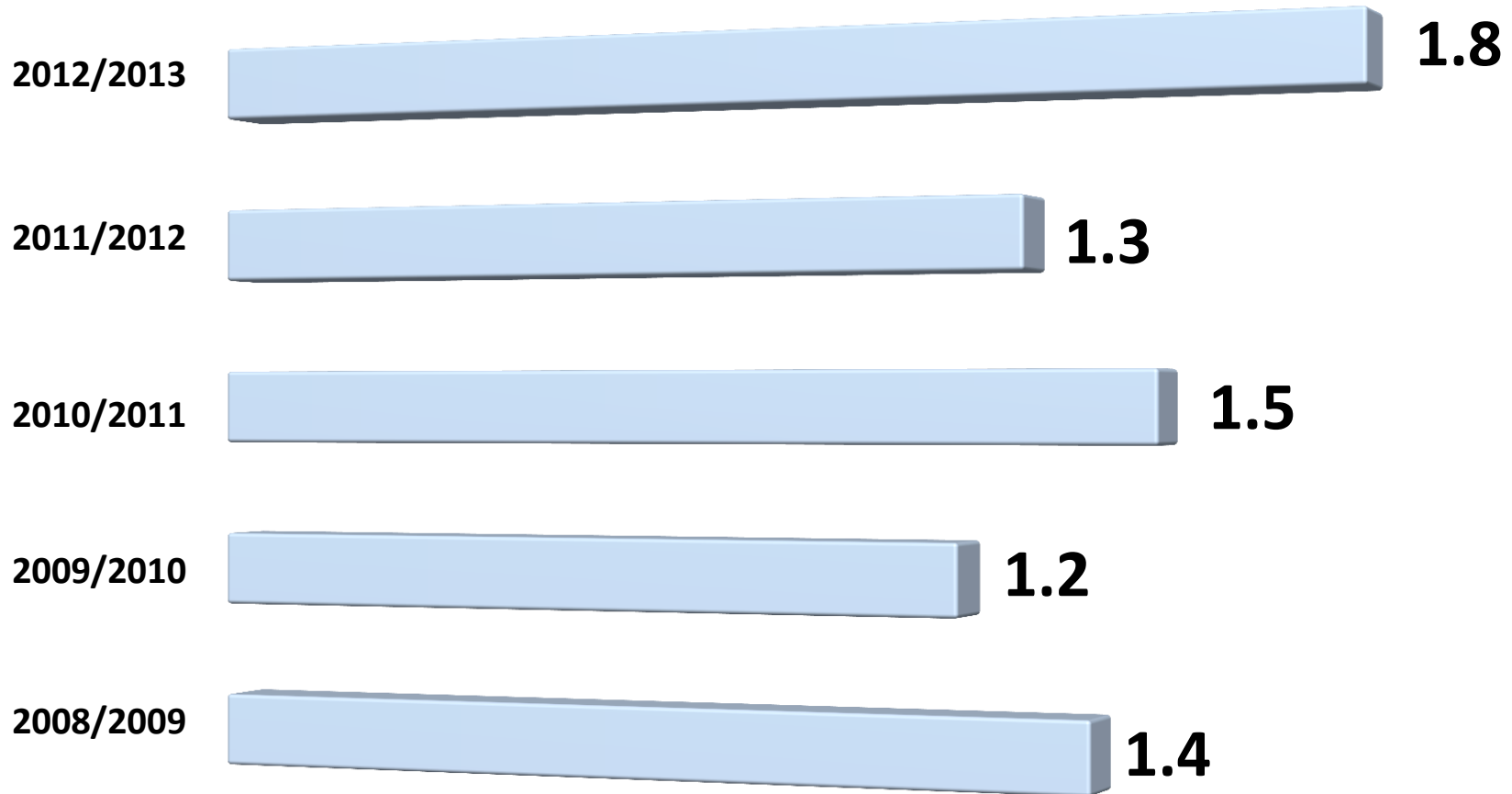
EUR million





Sales volume in tons

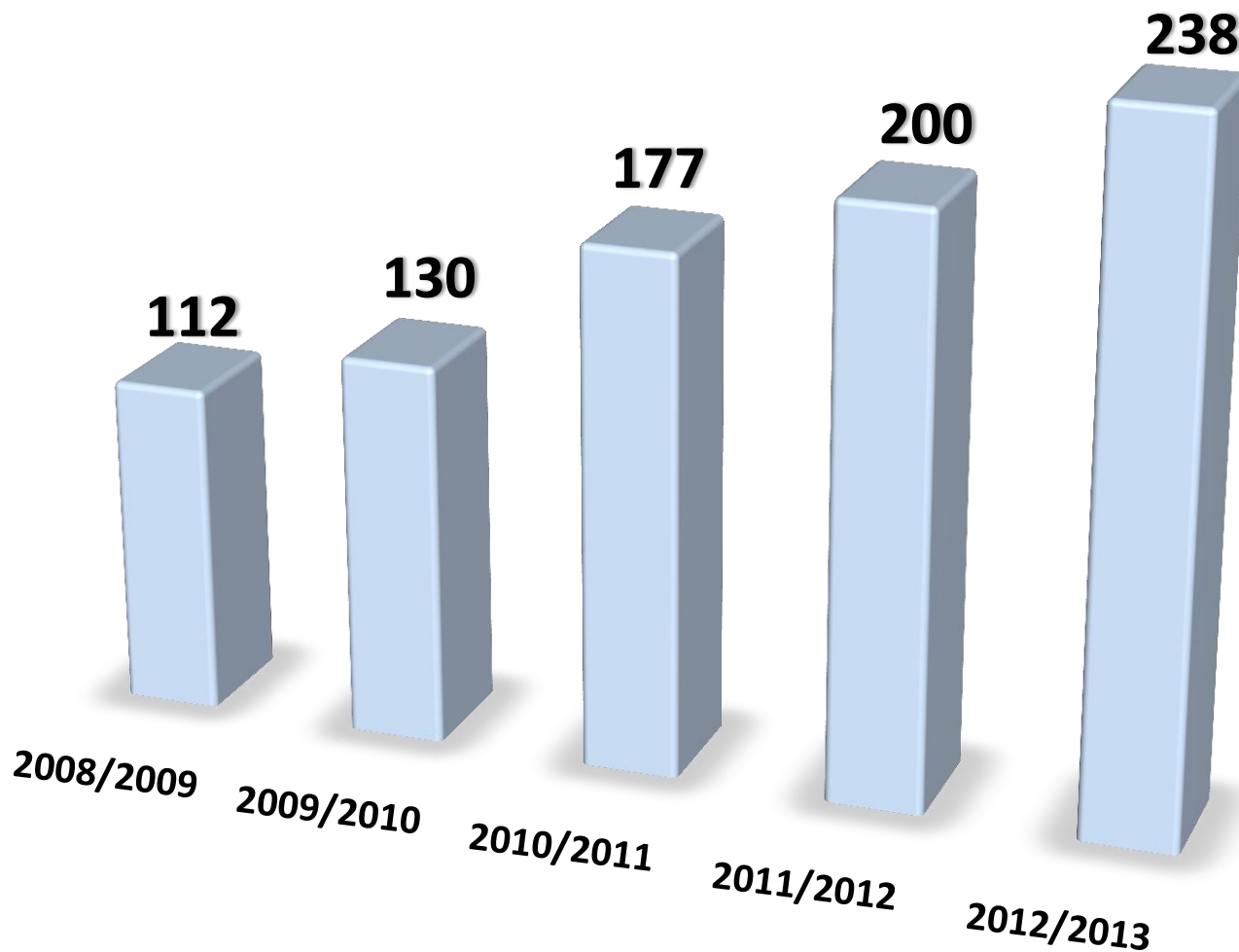
million mt





Assets

EUR million

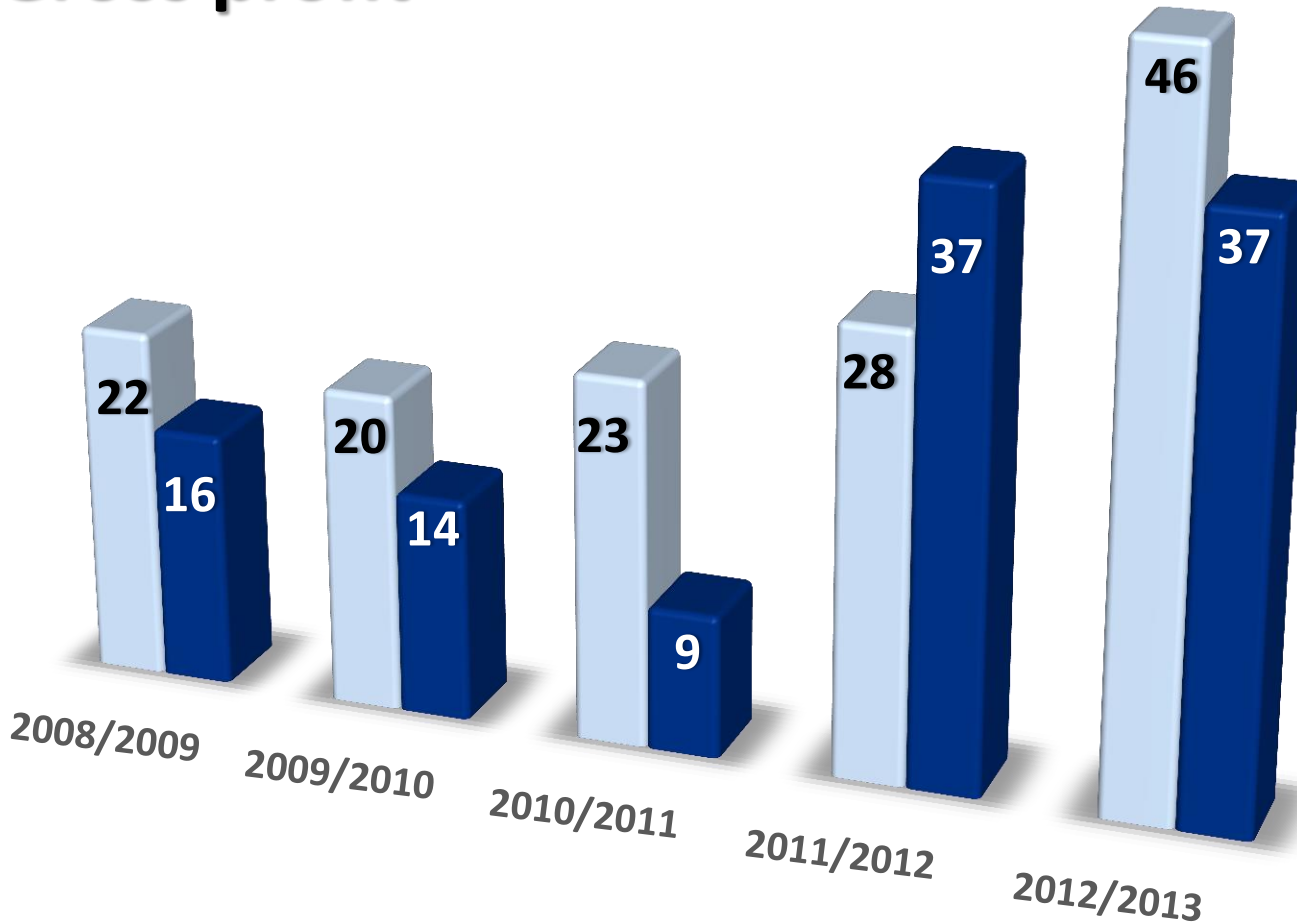




Gross profit and EBITDA

EUR million

 Gross profit  EBITDA





Operating and net profit

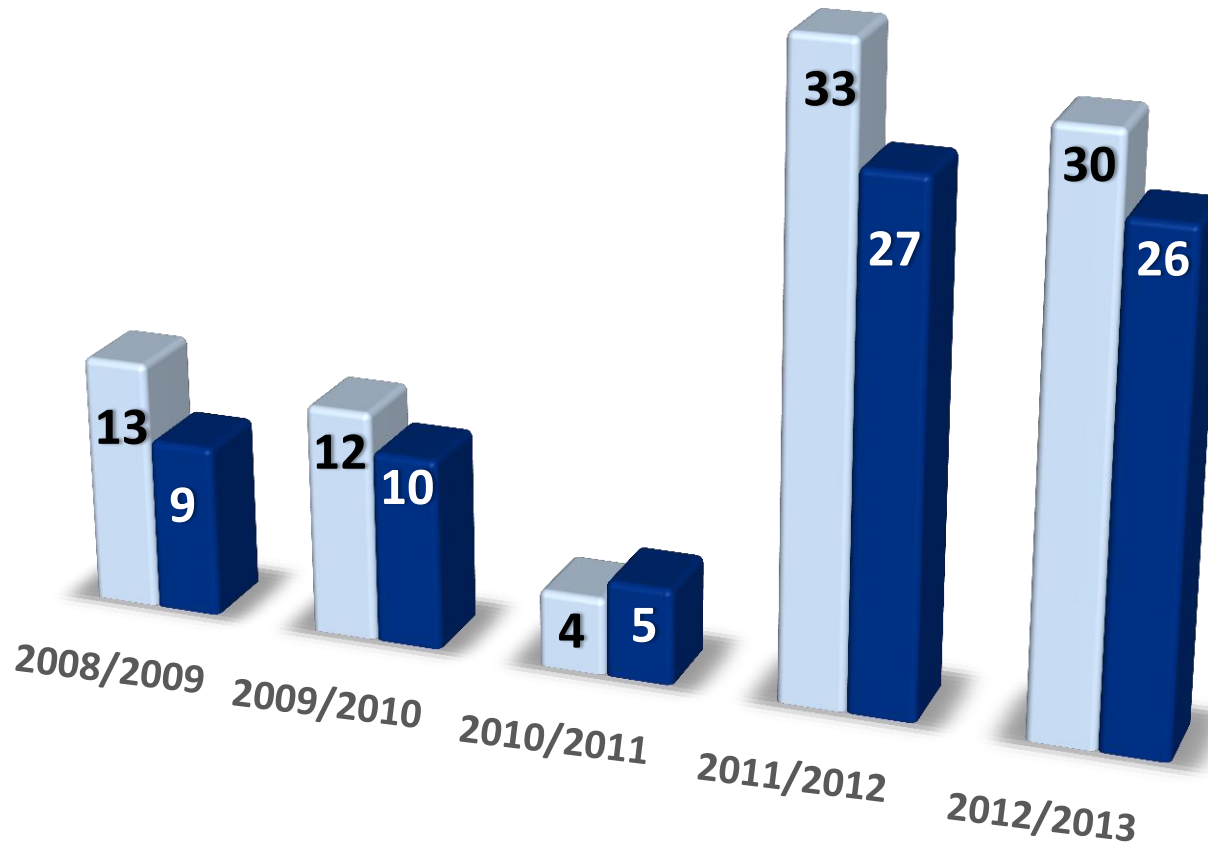
EUR million



Operating profit

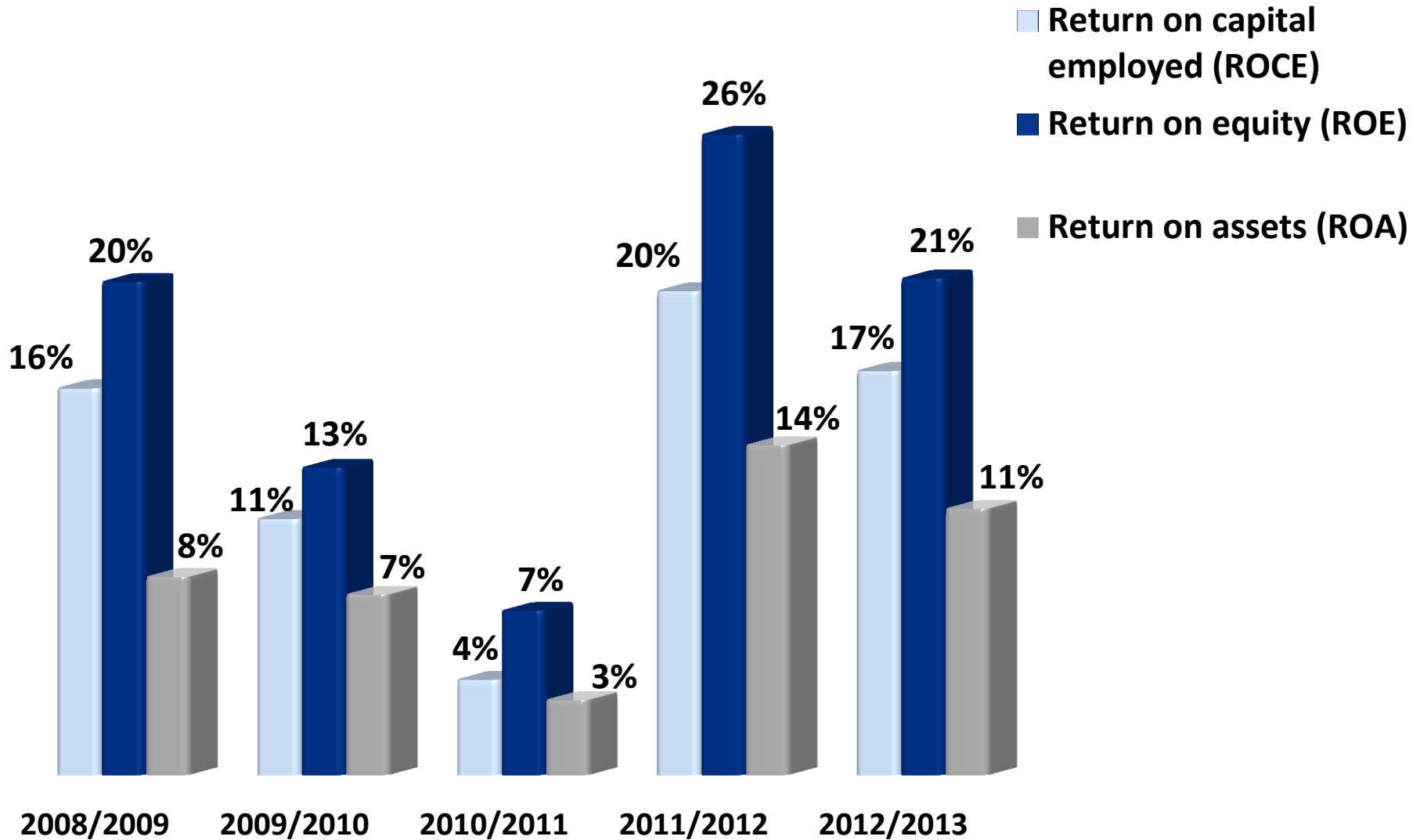


Net profit





ROCE, ROE, ROA





The cost of products and services

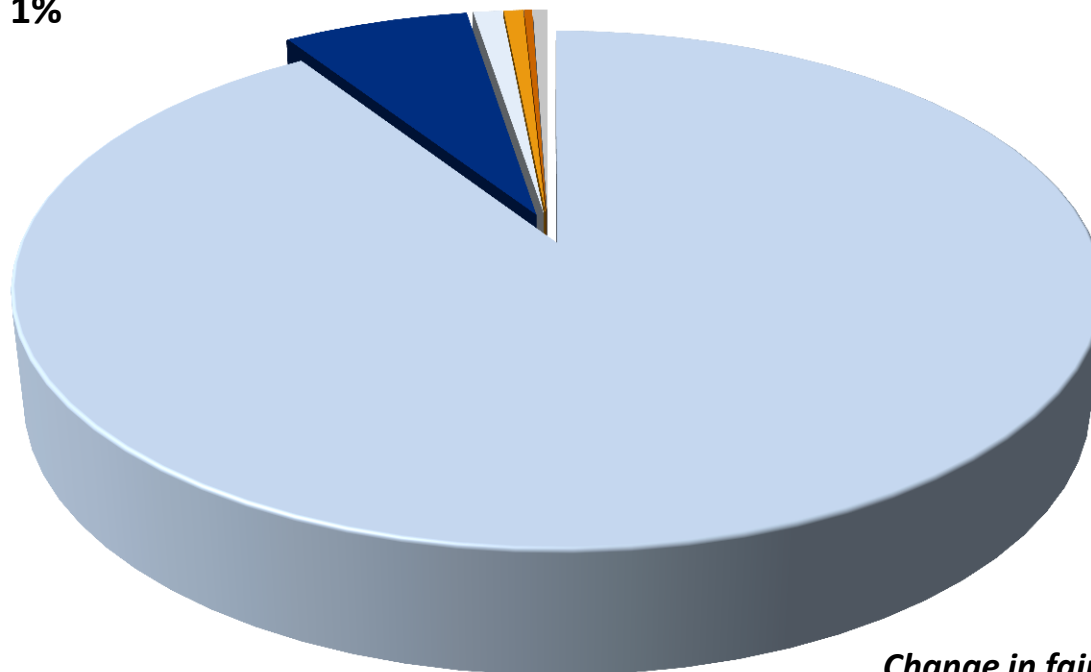
■ Logistic expenses
7%

■ Wages and salaries and social security
1%

■ Depreciation
1%

■ Utilities expenses
0.3%

■ Other 0.5%



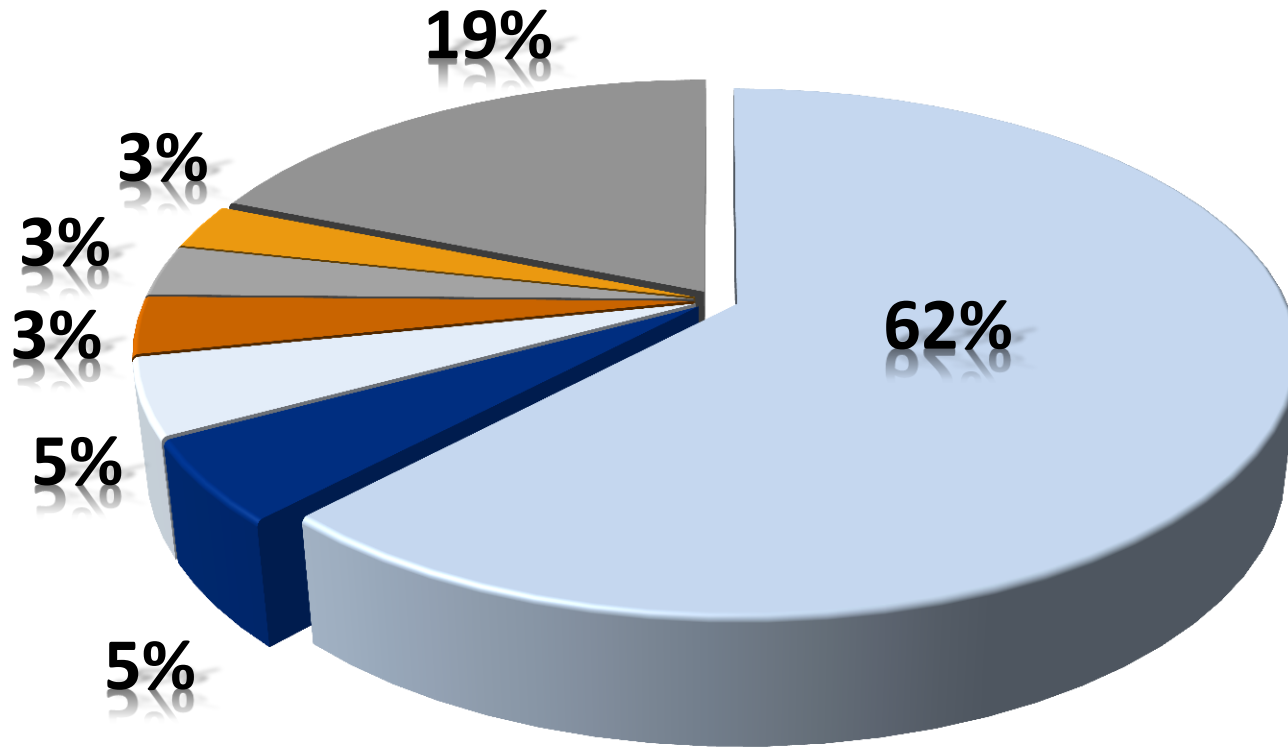
Cost of inventories recognized as an expenses 91%

Change in fair value of biological assets and financial instruments not included

The cost went up by 52% and was EUR 546 million.



Operation costs



- Wages and salaries and social security
- Depreciation and amortization
- Change in allowance for and write-offs of receivables and prepayments
- Consulting expenses
- Advertisement, marketing
- Bank fees
- Other

went up by 63%
to EUR 23
million.



Business segments

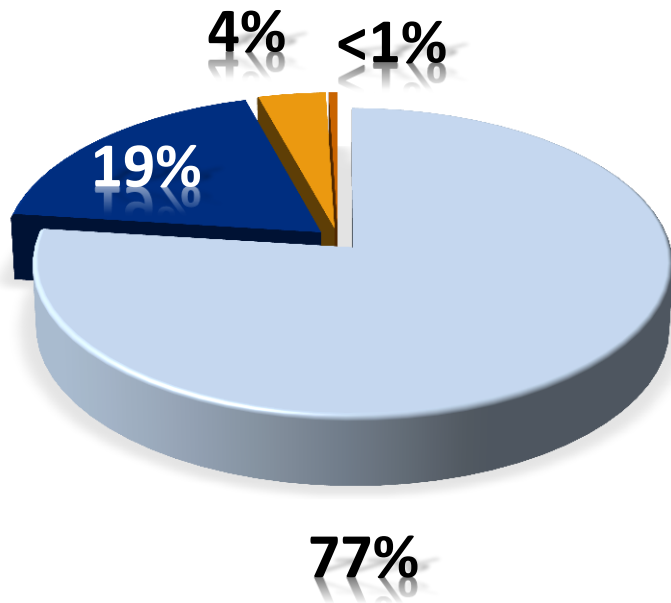




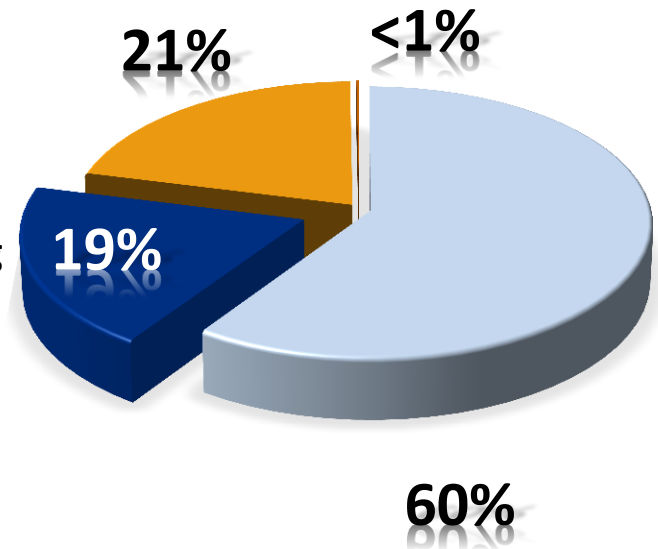
Income & operating profit structure

Income Structure

Operating Profit Structure



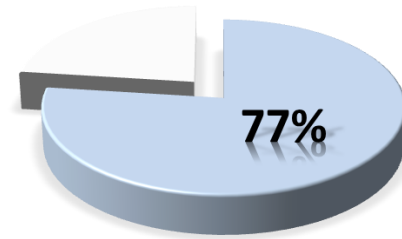
- Grain and feedstuff handling and merchandising
- Products and Services for farming
- Agricultural production
- Other



Transactions between segments eliminated from the graphics.



Grain and feedstuff handling and merchandising



- Grain trade
- Oilseed trade
- Feedstuff trade
- Grain storage and preparation
- Logistic services





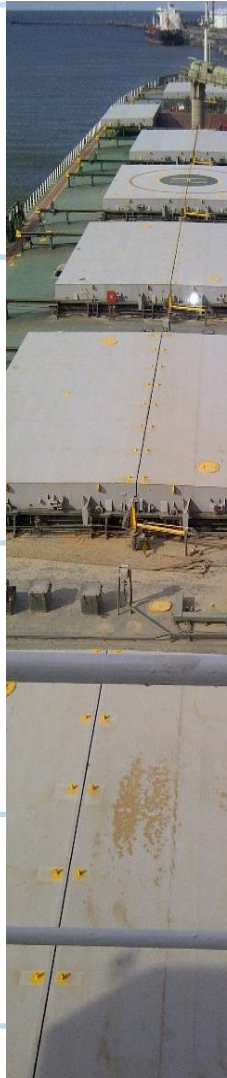
Logistics

Products are sold to over 20 countries of the world.

Around 200 vessels dispatched yearly (190 in 2012/2013), most of them from Klaipeda port.

Goods collected EXW, DAP or CPT, stored in Lithuania and Latvia, sold FOB or CIF.

Shipment lots size 1,200 – 66,000 mt.





Products and services for farming



- Certified seed
- Fertilizers
- Plant protection products
- Agricultural and forestry machinery
- Grain storage facilities
- Spare parts





UAB Dotnuvos Projektai



The biggest acquisition in 2012/2013

A Lithuanian market leader in seed processing and trading as well as in constructing grain storage facilities.

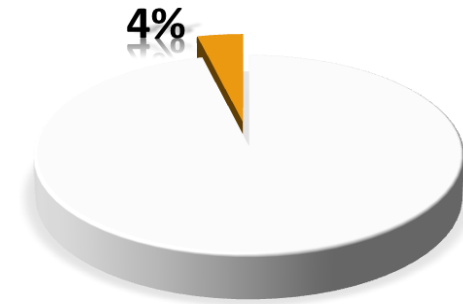
Is among the three largest market leaders trading western machinery in Lithuania.



Acquired for EUR 9 million, has increased consolidated revenue of the Group by EUR 59 million.



Agricultural production



- Grain growing
- Rapeseed growing
- Sugar beet growing
- Dairy production
- Meat production





Labūnava agricultural company

The biggest acquisition in the segment in FY 2012/2013

**The company cultivates 2,812 ha of land.
Produce dairy and meat production,
oilseed rape, wheat, barley and corn.**

**The Group will continue to invest in the acquisition
of agricultural companies and arable land.**

**Acquired for EUR 6.5 million, has increased consolidated
revenue of the Group by EUR 5.2 million.**



Agricultural production



The area of arable land of the Group is 14,000 ha with the crops yield being over 60,000 tons.

The agricultural companies of the Group are among the largest milk suppliers in Lithuania (16,000 tons/year).

Three farming companies raise meat cattle.



Other Business segment

4

Less than 1%

- Lignin biofuel
- Other products and services





Objectives in 2013/2014

To expand the network of grain storage and grain trading in Latvia.

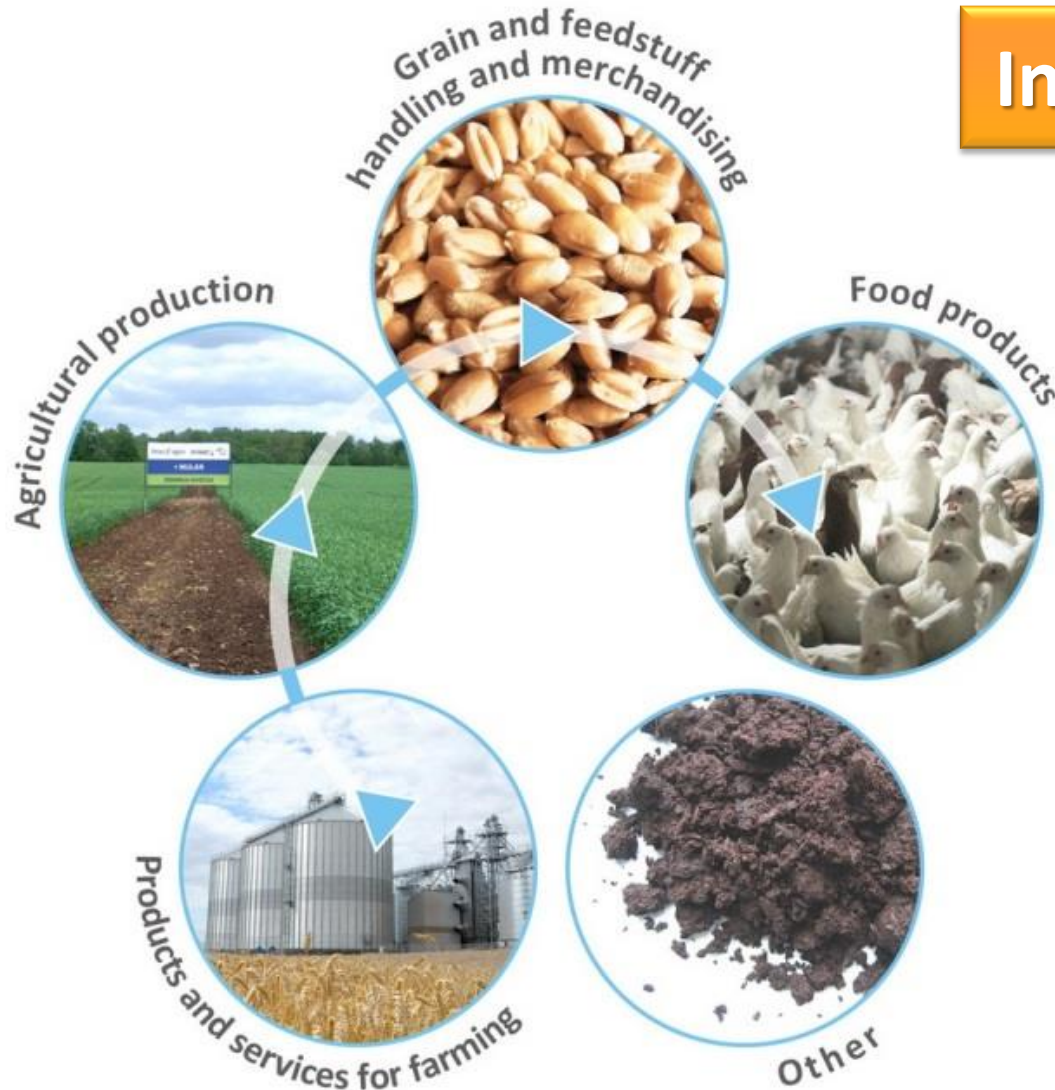
To increase area of managed arable land and enhance production of agricultural products.

To increase profitability and return to shareholders by improving in efficiently through vertical integration and synergy (by acquiring Latvian poultry business).



Vertical integration in food chain

In 2013/2014





Assumptions for the growth of business

Lithuania and Latvia have geographic location appropriate for international trade and favorable natural conditions for agricultural development.

The growing population of the world is a solid foundation for the growth of the demand of agricultural production.

Group's investments are focused and targeted to increase its market share in the main business segments.

Current Group's potential and financial strength provides a solid foundation of growth for long-term value in the future.
