

**TOMAS
TUMÉNAS,
FINANCE
DIRECTOR**



**THE PLACE IN
FOOD CHAIN**

International agribusiness Group.

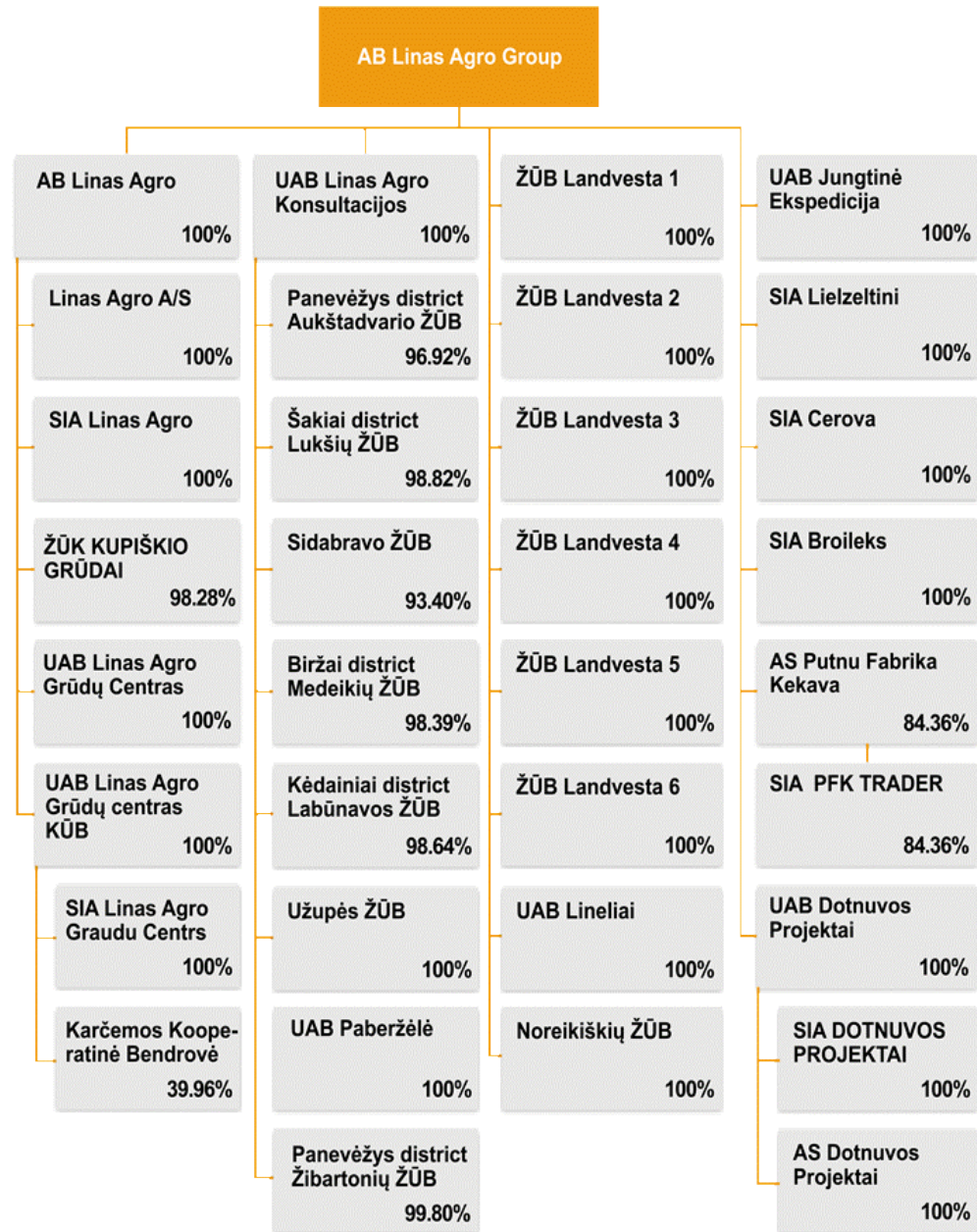
**Runs business in Lithuania, Latvia, Estonia
and Denmark.**

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

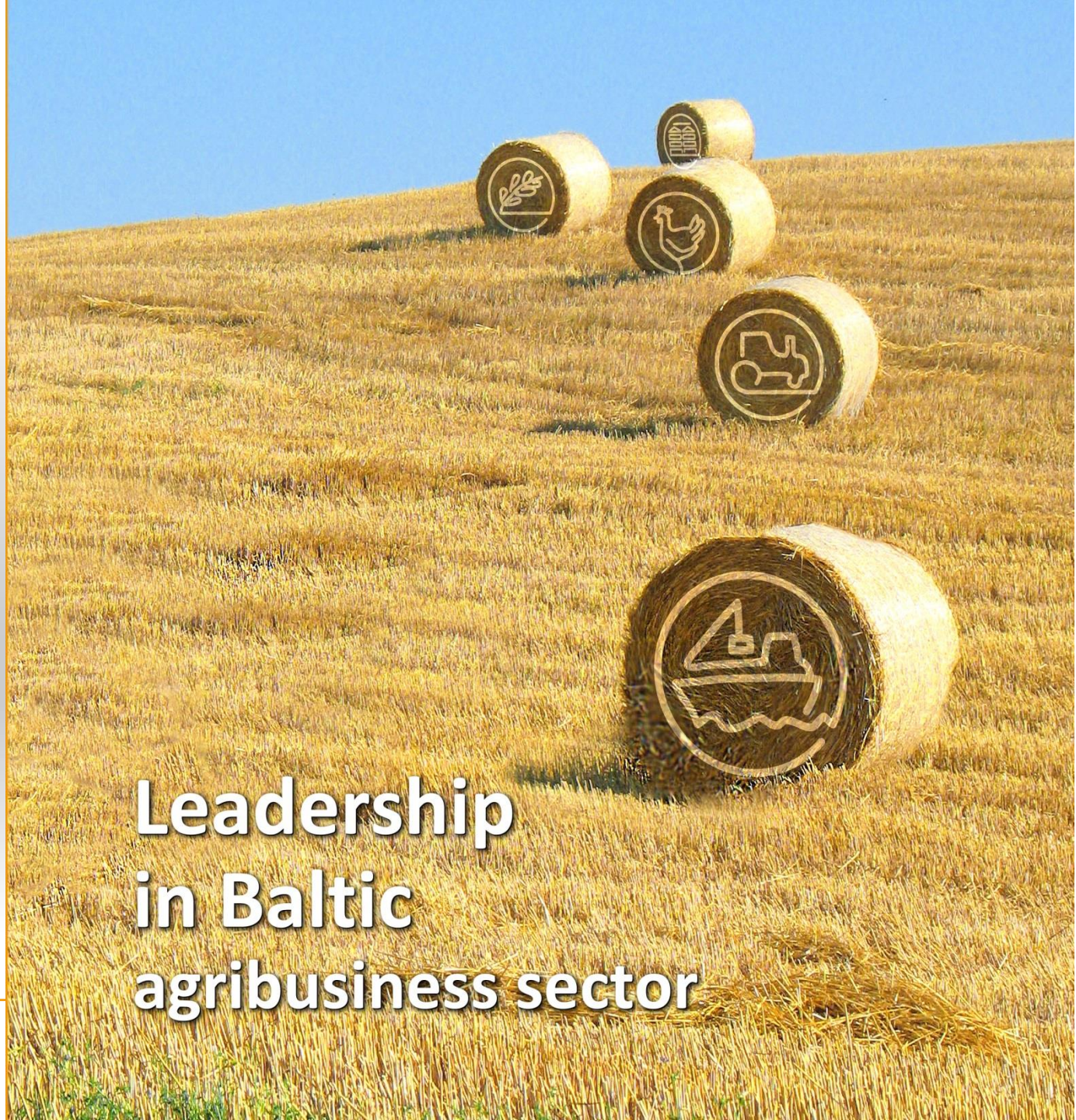
COMPANIES

39
companies

2,269
employees



OUR VISION



Leadership
in Baltic
agribusiness sector

OUR MISSION



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

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

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

**FINANCIAL
HIGHLIGHTS**

Fiscal year of the
company starts
July 1st.

**Consolidated sales revenue was LTL
2,019 million.**

Sales volume in tons – 2.3 millions.

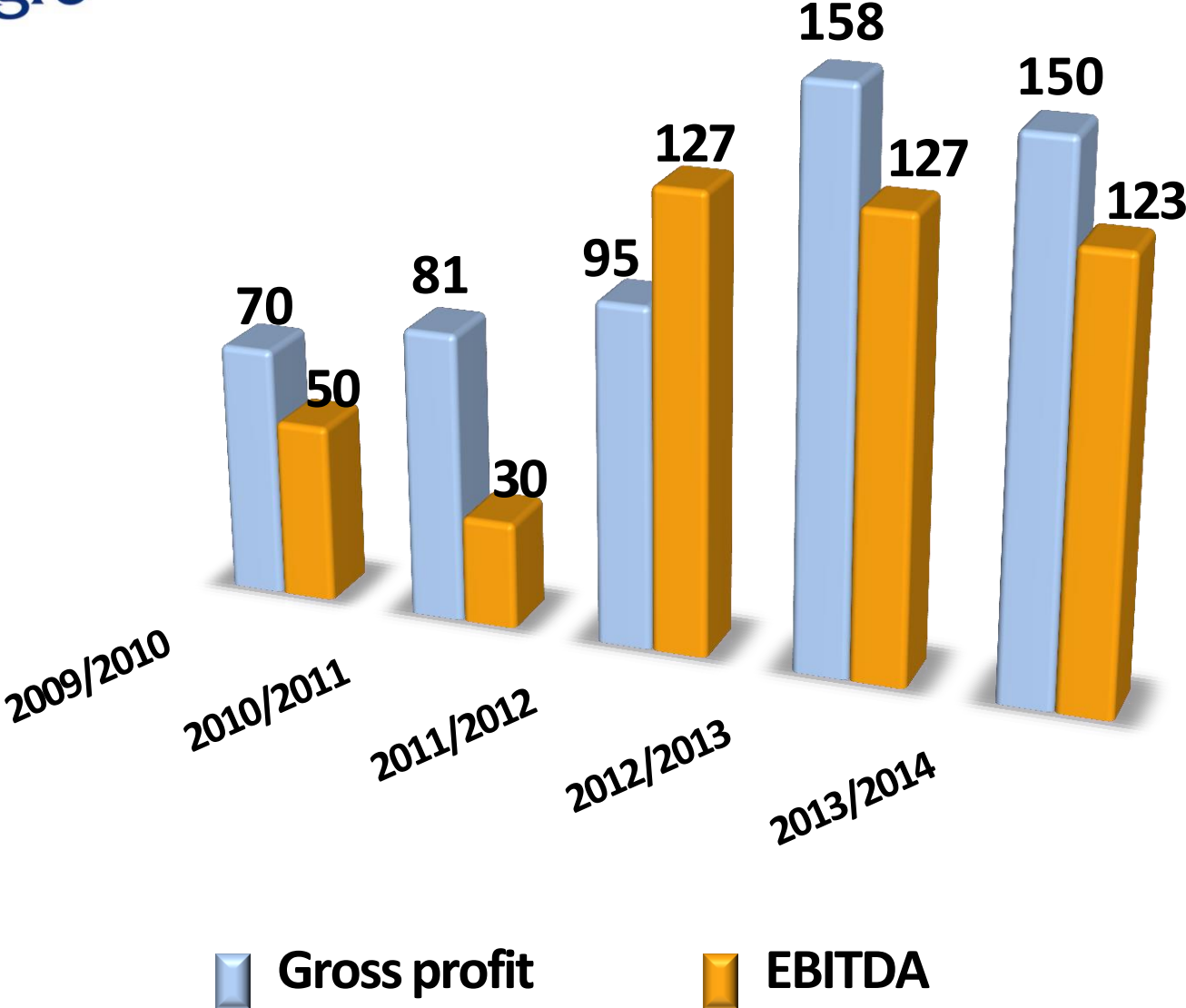
Gross profit was LTL 150 million.

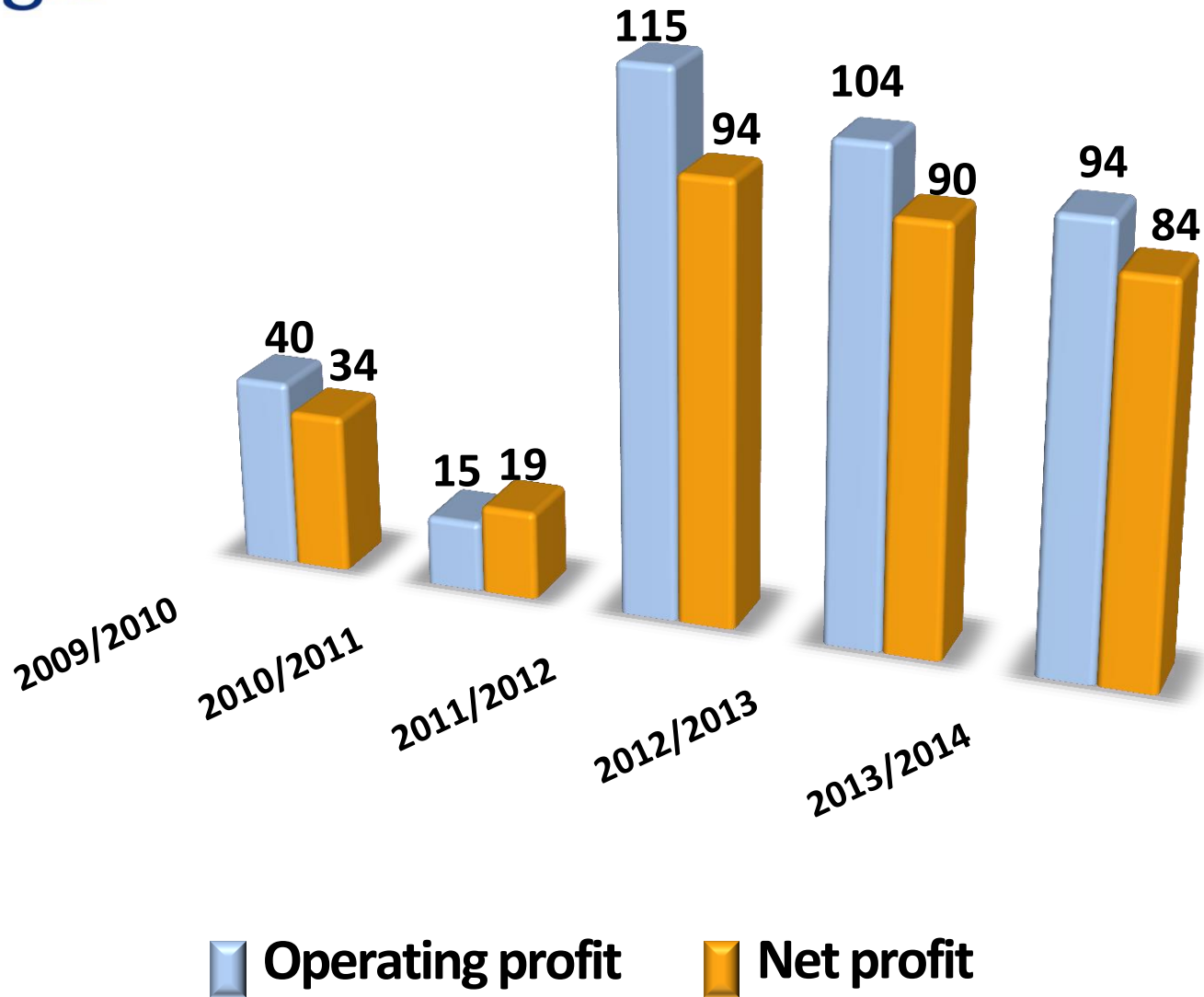
EBITDA LTL 123 million.



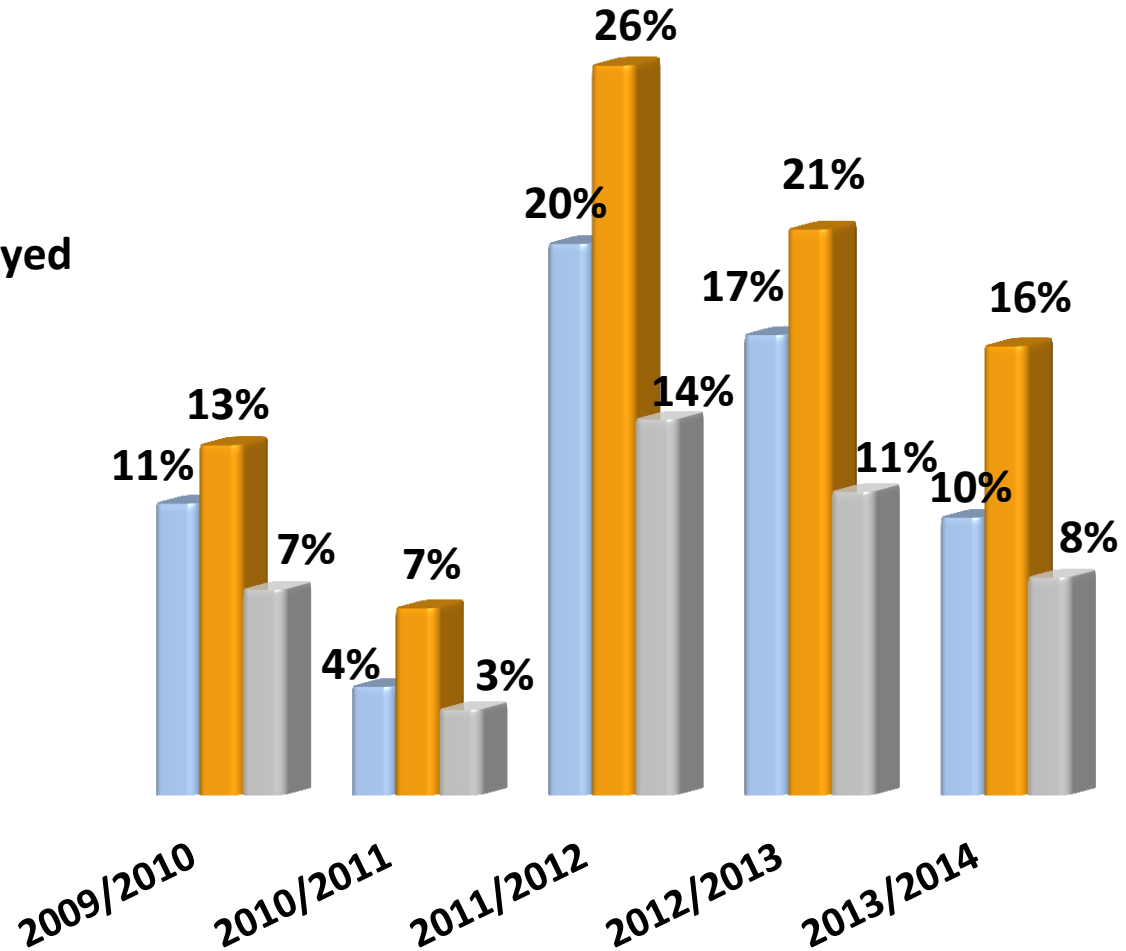


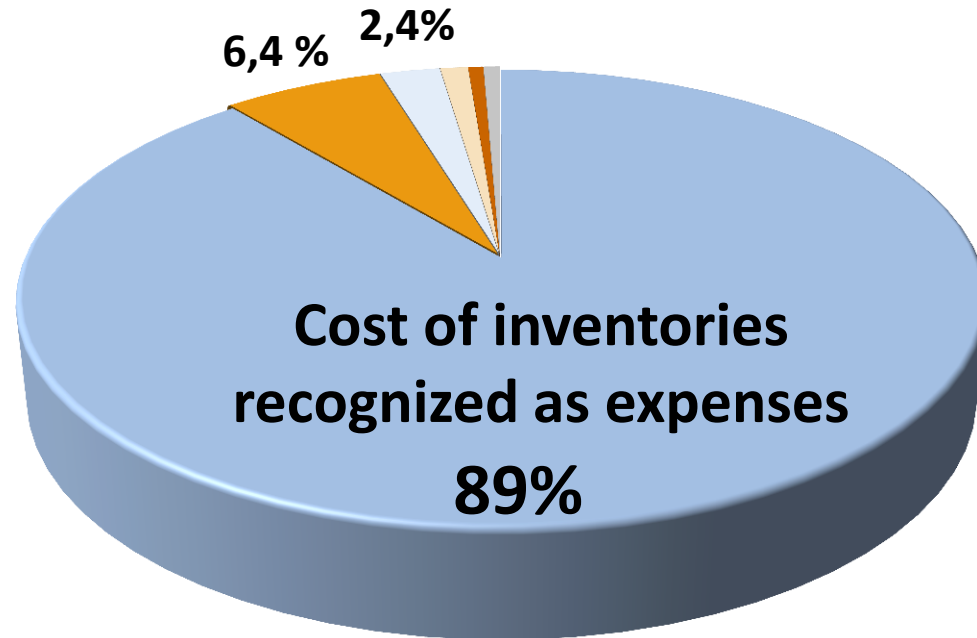






- Return on capital employed (ROCE)
- Return on equity (ROE)
- Return on assets (ROA)





The cost was at the same level - LTL 1,869 million

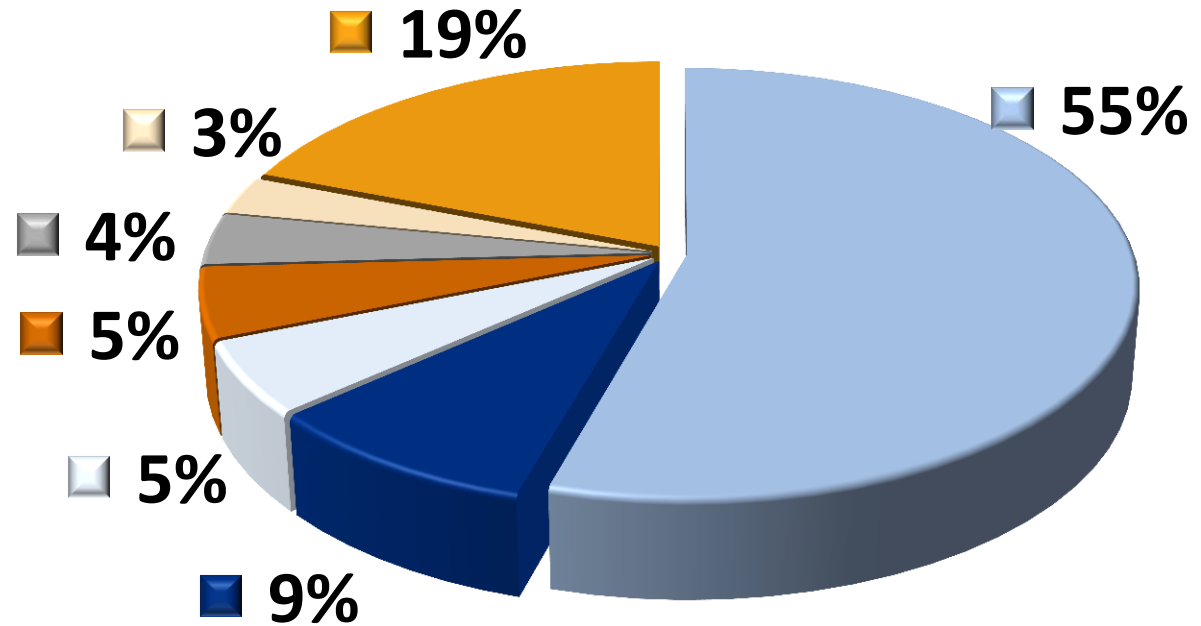
Logistics expenses
6.4 %

Wages, salaries and social security
2.4 %

Depreciation
1.1 %

Utilities expenses
0.6 %

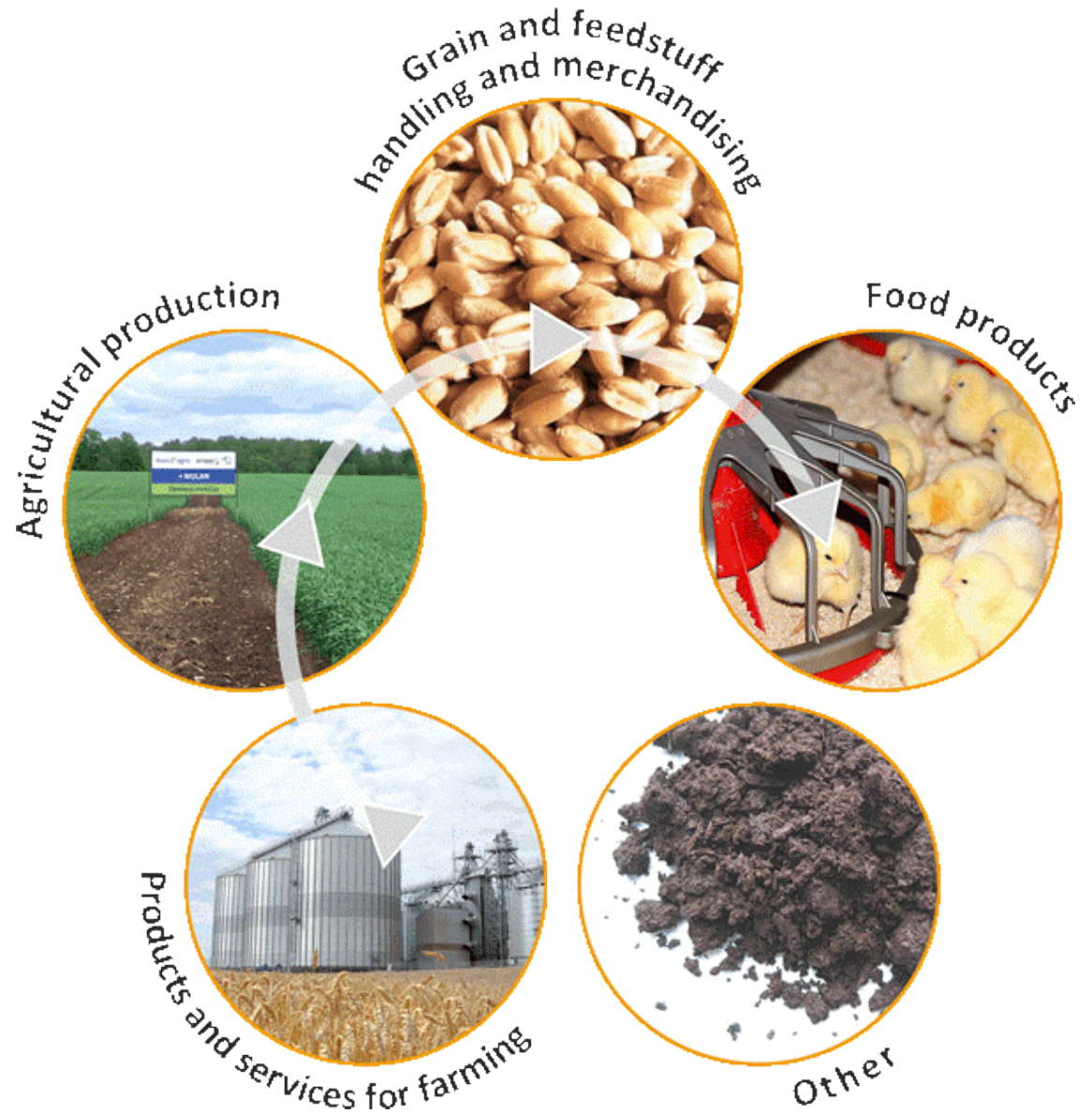
Other
0.6 %



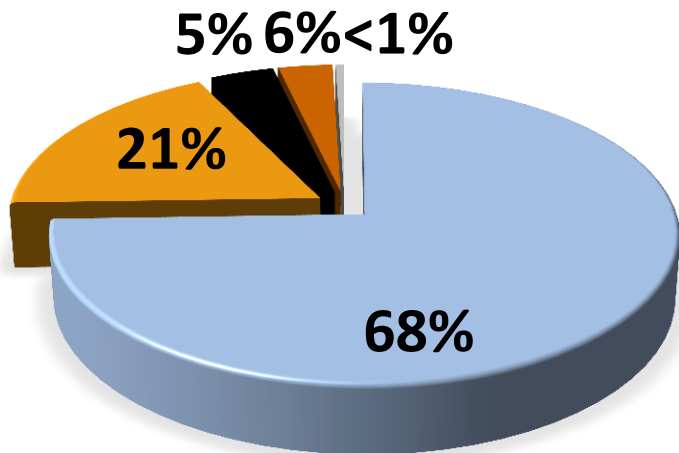
- Wages and salaries, social security and other personal income taxes
- Change in allowance for and write-offs of receivables and prepayments
- Car maintenance expenditures, fuel
- Depreciation and amortization
- Consulting expenses
- Bank fees
- Other

Went up to
LTL 105
million

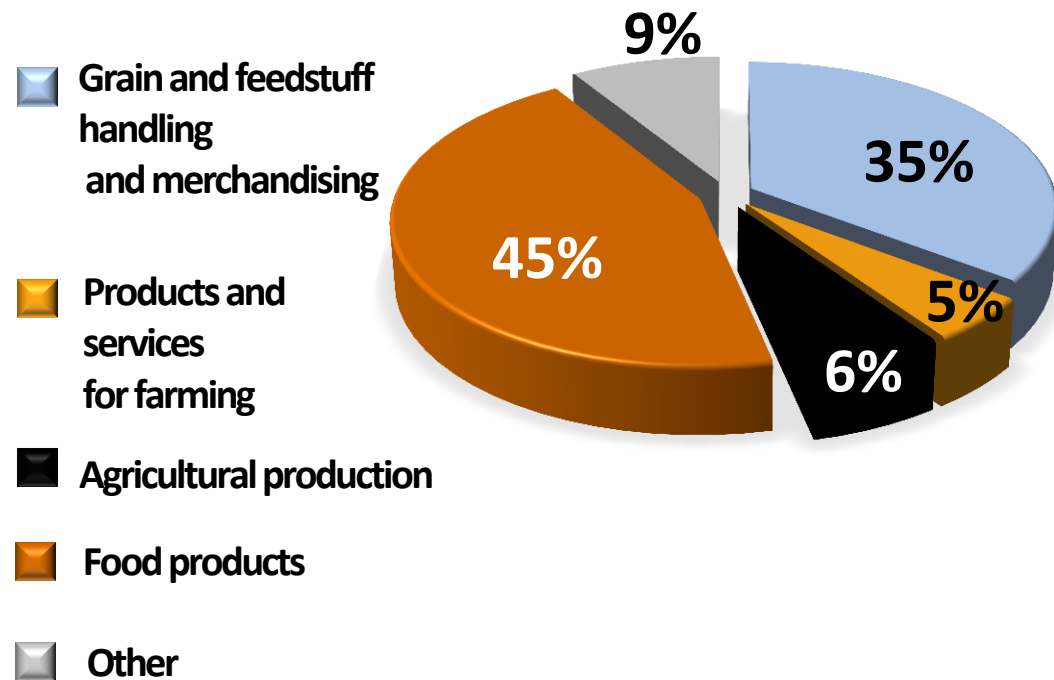
BUSINESS SEGMENTS



INCOME STRUCTURE



OPERATING PROFIT STRUCTURE



-  Grain and feedstuff handling and merchandising
-  Products and services for farming
-  Agricultural production
-  Food products
-  Other

Transactions between segments eliminated from the graphics

**GRAIN AND
FEEDSTUFF
HANDLING
AND
MERCHANTISING**

68%



Grain

Oilseed

Feedstuff

Grain storage and preparation

Logistic services



LOGISTICS

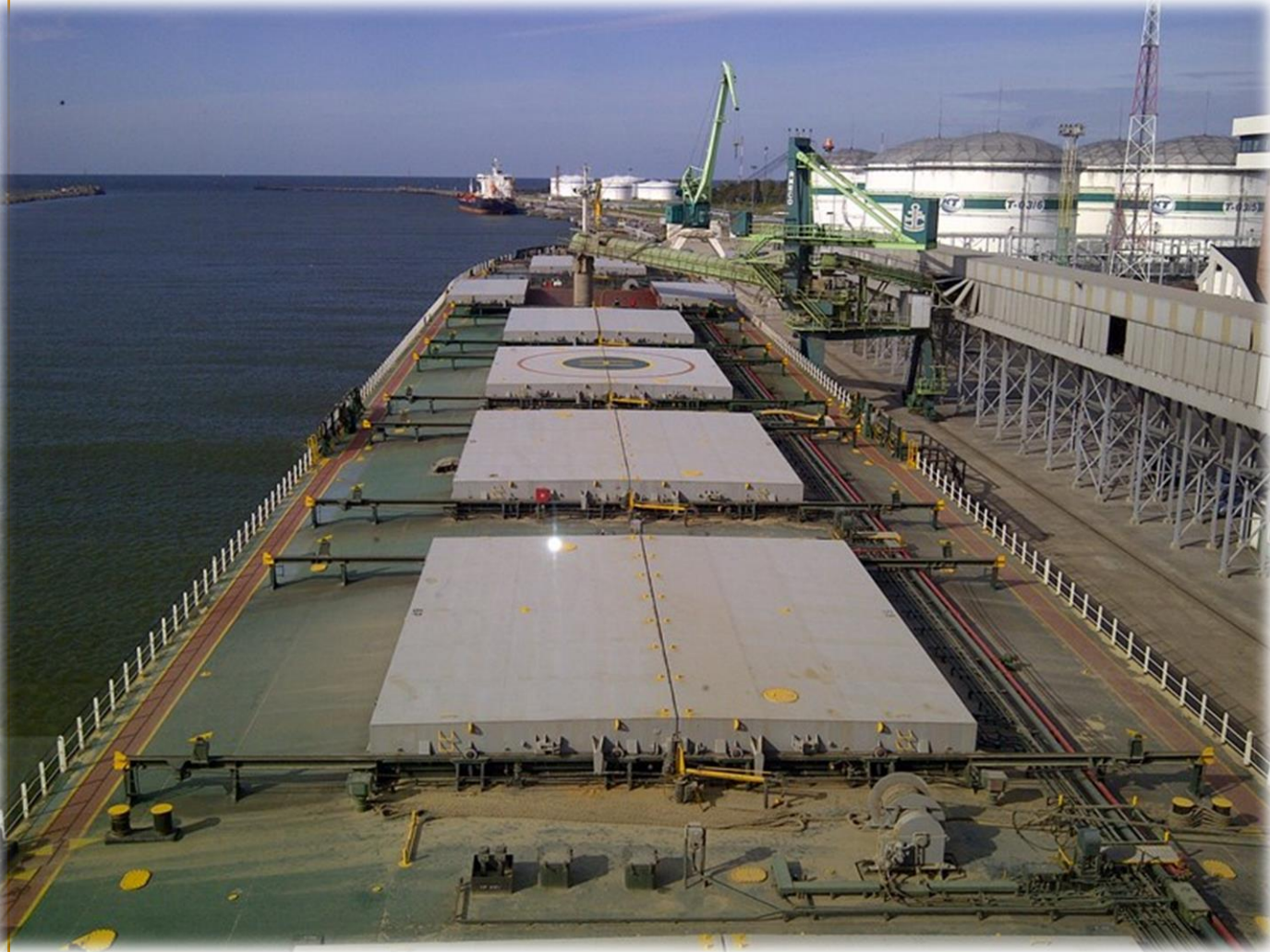


Products are sold to over 20 countries of the world.

Around 200 vessels dispatched yearly (260 in FY 2013/14), major part from Klaipėda port.

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

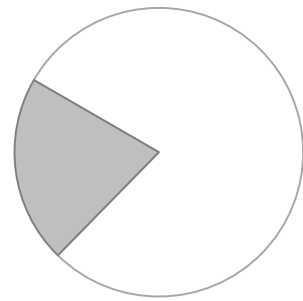
Vessel size 1,200-66,000 mt.







21%



**PRODUCTS
AND SERVICES
FOR FARMING**

Certified seed

Fertilizers

Plant protection products

Agricultural and forestry machinery

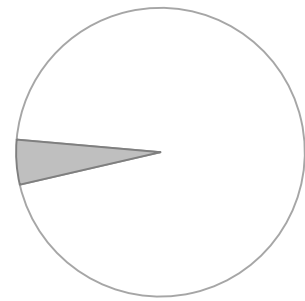
Grain storage facilities

Spare parts





5%



**AGRICULTURAL
PRODUCTION**

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





7 farming companies

AGRICULTURAL PRODUCTION





The area of arable land is ~17,000
~3 000 ha own.

Crops yield ~70,000 tons.

2 996 dairy cows,

Total 27 thousand tons of milk per year,
milk yield per cow 7.9 t/y.

Aukštadvario, Sidabravo and Labūnavos
farming companies raise meat cattle.

AGRICULTURAL PRODUCTION

**THE LARGEST
ACQUISITION IN
THE SEGMENT**

Farming company

Panevėžys District Žibartonių ŽŪB.

Cultivates >3,200 ha of land.

**Dairy and crop production: oilseed rape,
wheat, barley, corn and sugar beet.**

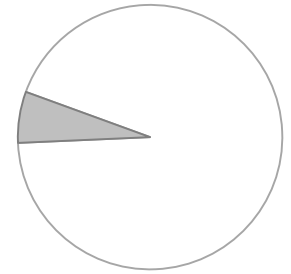
**Acquired for LTL
18.6 million,
generated
income of
LTL 22 million**



FOOD
PRODUCTS

The companies
acquired for LTL
84 million

6%



AS Putnu Fabrika Kekava – Latvian
poultry producer No 1.



SIA Lielzeltini – Latvian poultry
producer No 2.



SIA Broileks – grow and sell live chicken.

SIA Cerova incubate eggs and sell day-old
chicks.



<1 %

OTHER

~~Lignin biofuel~~

The Group sold lignin business , acquired in 2010 m. Invested LTL 8.4 million, earned LTL 14.4 million.

Other products and services

**OBJECTIVES OF
THE COMPANY
FOR
FY 2014/15**

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

To develop goods and services supply to the farmers in Lithuania, Latvia and Estonia, improve the range of products and services.

To increase production of agricultural products.

To develop food production and enhance brands „Kekava“ and „Bauska“.



**ASSUMPTIONS
FOR THE
GROWTH OF
BUSINESS**

Geographic location appropriate for international trade and favorable natural conditions for agricultural development.

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.