

# **CONSOLIDATED INTERIM REPORT**

OF THE FINANCIAL YEAR 2014/15

# OF AB LINAS AGRO GROUP

FOR 3 MONTHS PERIOD ENDED 30 SEPTEMBER 2014











### **CONFIRMATION OF RESPONSIBLE PERSONS**

Following the Law on Securities of the Republic of Lithuania and Rules on Preparation and Submission of Periodical and Additional Information of the Bank of Lithuanian, we, Darius Zubas, Managing Director of AB Linas Agro Group and Tomas Tumėnas, Finance Director of AB Linas Agro Group, hereby confirm that, to the best of our knowledge, the not audited AB Linas Agro Group Interim Consolidated Financial Statements for the three months of the financial year 2014/15, prepared in accordance with International Financial Reporting Standards as adopted by the European Union, give a true and fair view of assets, liabilities, financial position, profit or losses and cash flow of AB Linas Agro Group and the Group as well. We also confirm that Interim Consolidated Report for the three months of the financial year 2014/15 includes fair review of the business development and activities, together with the description of the major risks and indeterminations incurred.

AB Linas Agro Group Managing Director

28 November 2014

AB Linas Agro Group Finance Director

28 November 2014

Darius Zubas

Tomas Tumėnas







### **COMPANY DETAILS**

Company name AB Linas Agro Group

Legal form Public company

Date and place of registration 27/11/1995 in Panevezys

Code of legal entity 148030011

VAT identification number LT480300113

Company register State Enterprise Centre of Registers (Valstybės įmonė

Registrų centras)

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Website www.linasagro.lt

Bank account LT07 7044 0600 0263 7111, AB SEB bank, bank code 70440

ISIN code LT0000128092

Ticker in NASDAQ OMX Vilnius LNA1L

## **ABOUT THE GROUP**

AB Linas Agro Group together with its directly and indirectly controlled companies (hereinafter – subsidiaries) makes the Group, which was founded in 1991 and had 39 companies at the end of the reporting period, and operates in four countries – Lithuania, Latvia, Estonia and Denmark. As at 30 September, 2014 the total headcount of the Group amounted to 2,242 employees. The financial year of the Group begins on 1 July. The Company does not have any branches and representative offices.



# STRUCTURAL CHART OF THE EFFECTIVE STOCK HELD BY AB LINAS AGRO GROUP (AS AT 30 SEPTEMBER 2014)\*:

\*Dormant companies UAB Gerera (100% shares), UAB Fossio (100% shares) – the company that goes through reorganization, UAB Dotnuvos Technika (100% shares) and UAB Žemės Ūkio Investicijos (100% shares) not included.

<sup>\*\*</sup> Company takes part in reorganization, by merging UAB Fossio to it.



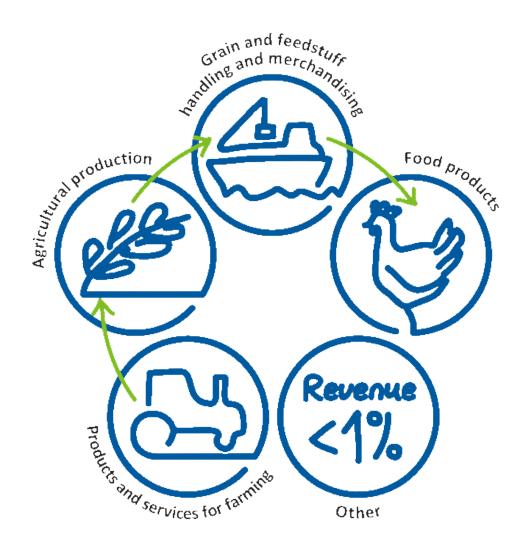


The subsidiaries controlled by the Company produce, handle and merchandise agricultural and food products, also provide products and services for farming. The Company performs only the management function and is not involved in any trading or production activities.

The Group is the leading exporter of grains and owns network of grain storage facilities. Also is one of the leaders in supplies of agricultural inputs (such as certified seeds, fertilizers and agricultural machinery) in Lithuania, has seed preparation plant. Also the Group is a major milk producer in Lithuania and poultry producer in Latvia.

The Group's activities are subdivided into five basic operating Segments: *Grain and Feedstuff Handling and Merchandising, Products and Services for Farming, Agricultural Production, Food products* and *Other*. Division into separate Segments is dictated by different types of products and character of related activities; however, activities of the Segments are often interconnected.

Food products – a new activity Segment that appeared in 2013/14 financial year after the Company acquired a group of Latvian poultry companies.





#### **ACTIVITY AND FINANCIAL RESULTS OF THE GROUP**



Consolidated revenue of AB Linas Agro Group in the first quarter of 2014/15 financial year totaled LTL 452 million and remained almost the same as compared to previous year (LTL 450 million).



The Group's sales volume in tons reached 421 thousand tons of various grains and agricultural inputs and was 14% more as compared to previous year (369 thousand tons).



Grain storage facilities owned by AB Linas Agro Group processed 401 thousand tons of various grains or 18% more as compared to the respective period of 2013/14 financial year.



The Group's gross profit reached LTL 31 million or was 14% less as compared to the respective period of the previous year (LTL 36 million). Consolidated EBITDA declined to LTL 21 million from LTL 31 million last year.



The Group's operating profit reached LTL 12.1 million or was 53% less as compared to the respective period of the previous year (LTL 25.8 million) and the net profit before tax amounted to LTL 10 million (compared to LTL 25 million previous year). The net profit attributable to the Group reached LTL 7 million (LTL 22 million previous year).







#### 1. FINANCIAL RATIOS

|  | 2014/15<br>3 months | 2013/14<br>3 months | 2012/13<br>3 months | 2011/12<br>3 months |
|--|---------------------|---------------------|---------------------|---------------------|
| Revenue (thousand LTL)  Sales in tons  Gross profit (thousand LTL)  EBITDA (thousand LTL)  Operating profit (thousand LTL) | 451,801             | 450,337             | 338,668             | 443,933             |
|  | 421,293             | 368,682             | 332,943             | 393,279             |
|  | 31,254              | 35,585              | 24,484              | 31,583              |
|  | 21,136              | 30,833              | 41,011              | 24,959              |
|  | 12,098              | 25,798              | 32,523              | 20,939              |
| Net profit (thousand LTL)  | 7,711               | 22,254              | 90,498              | 84,345              |

#### 2. OVERVIEW

According to International Grain Council (IGC) data the total world grains and oilseeds harvest in 2014 due is considered one of the highest in the last three years and is predicted that wheat harvest would reach 720 million tons (715 million tons in 2013) and soybeans – 312 million tones (285 million tons in 2013). Also global wheat ending stocks are expected to increase from 186 million tons to 193 million tons and soybeans stocks from 67 million tons to 90 million tons. The grain harvest in Lithuania should remain also one of the best and would amount to 4.9 million tons (4.6 million tons in 2013). Grain harvest in Latvia is expected to be 1.9 million tons or 11 % more if compared with the recent five-year average.

Good harvest and big inventories affected the global prices for grains and oilseeds which declined as compared to 2013. For instance, wheat price in MATIF Exchange over period July-September fluctuated between 165-180 euros per ton compared to 185-195 euros per ton a year before, the price for rapeseed was 325-335 euros per ton compared to 360-390 euros per ton in previous year.

Decline in the grain prices had an impact on farmer's decisions and many of them decided to store their grain till price recovers. Nevertheless, Group has been actively buying and simultaneously selling grain therefore was able to increase traded volumes of various products from 367 thousand tons last year to 421 thousand tons.

Consolidated revenues of AB Linas Agro Group over first three months of this financial year amounted to LTL 452 million or remained almost the same if compared to previous ones (LTL 450 million). The main reasons that had a positive impact for the growth in revenues was increased sales in grains and feedstuff handling and merchandising (revenues of that business Segment grew from LTL 302 million to LTL 307 million) and consolidation of the new business segment – *Food Products* within the Group. The revenues from food products sales amounted to LTL 54 million.

Decreased purchase prices for grains and milk had a negative impact on profitability of Group controlled farms. Moreover, European Union structural funds subsidy program for agricultural machinery upgrade has not been confirmed at governmental level, and this fact had a negative impact on sales of agricultural machinery in all Baltic countries. These were major reasons what negatively affected Group's



profitability so far. AB Linas Agro Group's gross profit dropped by 12% to LTL 31 million and operating profit – by 53% to LTL 12 million. Group's EBITDA stood at LTL 21 million as compared to LTL 31 million in 2013/14 financial year.

It should be noted that LTL 8 million profit from acquisition of Panevėžys district Žibartoniai agricultural company was recorded in previous financial year's operating profit. Therefore operating profit of AB Linas Agro Group declined from LTL 17 million to LTL 12 million.

#### 3. PERFORMANCE RESULTS OF SEGMENTS

#### **OPERATING PROFIT (LOSS) BY SEGMENTS, THOUSAND LTL:**

|  | 2014/15<br>3 months | 2013/14<br>3 months | 2012/13<br>3 months | 2011/12<br>3 months |
|--|---------------------|---------------------|---------------------|---------------------|
| Grain and Feedstuff Handling and Merchandising | 13,079              | 10,070              | 11,642              | 7,459               |
| Products and Services for Farming              | 1,969               | 10,855              | 3,760               | 16,528              |
| Agricultural Production                        | (5,158)             | 7,015               | 19,336              | (2,918)             |
| Food products                                  | 3,677               | -                   | _                   | -                   |
| Other  | 112                 | (407)               | (67)                | (139)               |



#### **GRAIN AND FEEDSTUFF HANDLING AND MERCHANDISING**

Being the largest operating Segment, this one includes the sale of grain, oilseeds and feedstuffs, as well as grain storage and logistics services. The Group has been operating in this field since 1991. This activity generates most of the Group's revenue.

Despite decline in world grain and oilseed prices sales revenue of the largest activity Segment of the Group grew up from LTL 302 million to LTL 307 million and operating profit amounted to LTL 13 million (LTL 10 million in 2013/14 financial year). Revenue growth was driven by growth of grain sales from 204 thousand to 232 thousand tons. Growth in feedstuffs also has been recorded where has been traded 98 thousand tons as compared to 77 thousand in 2013/14 financial year.

Grain storage facilities owned by the Group collected and processed 401 thousand tons of various grains or 18% more as compared to the respective period of the previous year.

The Group started to build a new grain elevator with storage capacity of 8,000 tons at Jungenai village, Kalvarijos district. The new elevator is expected to start its operations in the beginning of 2015/16 financial year.

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#### PRODUCTS AND SERVICES FOR FARMING

This business Segment includes the sale of seeds, plant protection products, fertilizers, agricultural and forestry machinery, grain storage and other equipment.

Supply of certified seeds, fertilizers, plant protection products to farmers is a long term activity of the Group. The grounds of this activity trace back to 1993, when the Group began entering into future production purchase contracts with farmers and crediting agricultural activities in exchange for the grown products. A great share of certified seeds is prepared at UAB Dotnuvos Projektai seed processing factory.

Supply of agricultural machinery is business activity, developed in three countries – Lithuania, Latvia and Estonia. This activity includes wholesale and retail trade of new and used agricultural and forest machinery and spare parts, as well as design and installation of grain cleaning, drying and storage facilities.

Sale revenues of this segment amounted to LTL 97 million or were by 1.5 times less as compared with previous year (LTL 149 million). Sales of agricultural machinery shrunk. Fertilizers sales were also lower.

As EU farmers' support program for acquisition of agricultural equipment is not confirmed in the Baltic States yet, the farmers have substantially postponed their purchases of these products. Due to this, Group's sales of agricultural machinery and equipment dropped and profitability of the segment decreased as well. Over the respective period, the market continued shrinking significantly (i.e. trade in tractors in Lithuania plunged by 26%, in Latvia – by 3.4 times and Estonia – by 25%). Group sales of agricultural machinery dropped from LTL 67 million to LTL 31 million (or from 265 units to 168 units). The overall decline in agricultural machinery market size was not so heavy in Lithuania, while in Latvia the market has shrunken almost 7 times over the respective period and Group's sales in Latvia dropped by 4.7 times.

Due to decreased prices of grains and quite harsh previous winter Lithuanian and Latvian farmers has planted less winter crops. Therefore sales of fertilizers declined from LTL 56.3 million to LTL 41.5 million.

Taking into consideration aforementioned reasons segment's operating profit dropped from LTL 11 million to LTL 2 million.

The Group expects that EU support program for acquisition of agricultural machinery and equipment would be confirmed by the governments of the Baltic States by the end of this calendar year or at the beginning of 2015. Therefore the Group expects the sales volumes in these product groups to recover in third and fourth quarters of 2014/15 financial year.

The Group expects recovery in sales of fertilizers in spring, and therefore a new liquid fertilizer's storage facility of 2,500 cubic meter capacity has been constructed in Kedainiai; newly reconstructed agricultural machinery service centers of UAB Dotnuvos Projektai were opened in Vilkaviskis and Joniskis in July 2014, also brand new center opened in Valmiera, Latvia and one more service center is being constructed in Pasvalys, Lithuania.







#### **AGRICULTURAL PRODUCTION**

This business Segment covers cultivation of cereals, oilseed rape, sugar beet and other crops, production of milk and beef cattle farming. The Group owns seven agricultural companies situated on fertile land across Lithuania – Panevėžys District Aukštadvario ŽŪB, Panevėžys District Žibartonių ŽŪB, Kėdainiai District Labūnavos ŽŪB, Šakiai District Lukšių ŽŪB, Biržai District Medeikių ŽŪB, Užupės ŽŪB and Sidabravo ŽŪB.

Over the respective period Group controlled farms operated 17,090 ha of land. After severe winter the farms replanted 49% of winter crops in spring and harvested a record amount of grains - 78.9 thousand tons or 9% more as compared to previous year. The harvest of wheat amounted to 42.6 thousand tons, malting barley - 17.7 thousand tons, rapeseed - 10.4 thousand.

The average yield of wheat was 7.0 tons per hectare (6.1 tons per hectare in previous year, the average yield in Lithuania this year was 4.2 tons per hectare), for malting barley -6.4 tons per hectare (5.7 tons per hectare last year and average yield in Lithuania was 3.4 tons per hectare), rapeseed -3.3 tons per hectare (the average in Lithuania was 2.0 tons per hectare).

Group controlled farms own 3,058 milking cows and produced 6,420 tons of milk, also sold 6,130 tons of raw milk over the first three months or 10% more as compared with previous year (5,840 tons).

Due to Russian sanctions on exports of milk products the purchase price of raw milk decreased by 20.5% if compared with previous year.

Due to decline in grain and milk purchase prices revenue of the Segment dropped from LTL 28 million to LTL 23 million. The segment recorded LTL 5 million operating loss as compared to LTL 7 million profit in 2013/14 year. If we would eliminate profit of LTL 8 million from farm acquisition in 2013/14, Segment's operating loss would have amounted to LTL 1 million in the respective period of FY 2013/14.



#### **FOOD PRODUCTS**

This business Segment includes a whole cycle poultry business, including incubation of hatching eggs, broiler breeding, production of poultry and its products, feed manufacturing for self-supply and retail sale of chicken meat and its products. The Group has acquired shares of Latvian poultry company AS Putnu Fabrika Kekava in October, 2013 and the companies SIA Broileks, SIA Cerova and SIA Lielzeltini in February, 2014.

The company SIA Putnu Fabrika Kekava is included in the Group as from November 2013, and the other companies as from February 2014, respectively, their results are consolidated in the Group's results since then. Because of this the operating results of this business segment has not been accounted in 20103/2014 season.

The poultry companies sold 7,326 tons of poultry and various poultry products over referenced period.

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Sale revenues of this business Segment amounted to LTL 54 million and operating profit was LTL 3.7 million. The operating margin of the segment stood at 7% if compared with 3% of Group's average operating margin in the first quarter of this financial year.



#### **OTHER**

This business Segment includes small activities, not attributable to other Segments, as an example services of elevator's to a third parties, sale of minor assets and etc.

The operating profit of the Segment amounted to 112 thousand litas as compared to 407 thousand litas loss in previous year.

#### 4. FINANCIAL COSTS

Financial expenses over referenced period amounted to LTL 2.4 million and were 50% more than that in 2013/14 financial year (LTL 1.6 million). The main reason affecting increase in such expenditures was increase in financial debts from LTL 367 million to LTL 399 million. Long-term debt mainly increased due to consolidation of poultry companies and long-term loan received for financing of acquisition of poultry business.

#### 5. CASH FLOWS

Group's cash flow from operating activities before the changes in working capital increased to LTL 19.8 million as compared to LTL 16.2 million of the corresponding period of the previous year. Cash flow from operating activities after changes in working capital was negative and amounted to LTL 19 million (negative LTL 140 million over the respective period of 2013/14 financial year), the reason was increase in stock because of active purchases of the Group of various grains during harvesting season. Group's cash and cash equivalents at the end of the reporting period amounted to LTL 62 million (LTL 20 million in 2013/14 financial year).



# THE PUBLICLY DISCLOSED INFORMATION AND OTHER EVENTS OF THE REPORTING PERIOD

#### THE PUBLICLY DISCLOSED INFORMATION

During the reporting period ended 30 September, 2014, the Company publicly disclosed and distributed via Nasdaq Vilnius GlobeNewswire system and in Company's website the following information:

| 2014-09-16<br>09:00:34 EEST | AB Linas Agro Group presentation to investors  | Other information  | Lt, En |
|-----------------------------|--|--|--------|
| 2014-08-29<br>09:31:42 EEST | AB Linas Agro Group notification about interim twelve months financial results of the financial year 2013/2014 | Interim<br>information   | Lt, En |
| 2014-08-05<br>09:00:31 EEST | Credit line of LTL 228 million granted to company AB<br>Linas Agro by SEB bankas                               | Notification on material event   | Lt, En |
| 2014-07-28<br>09:00:30 EEST | SEB and DNB Banks grants €30 million for SIA Linas<br>Agro expansion   | Other information  | En     |
| 2014-07-11<br>10:57:31 EEST | Notification on Linas Agro Group AB manager's related party transaction  | Notifications on<br>transactions<br>concluded by<br>managers of the<br>companies | Lt, En |

#### OTHER EVENTS DURING THE REPORTING PERIOD

| 30/09/2014        | SIA Lielzeltini Council was formed and representatives of the Group from Lithuania Darius Zubas, Andrius Pranckevičius and Gintaras Maželis were elected the members of it. They all are the members of the Council of AS Putnu Fabrika Kekava as well. |
|-------------------|---|
| 22/09/2014        | UAB Linas Agro Konsultacijos and AB Linas Agro sold shares of farming company Panevėžys District Ėriškių ŽŪB.   |
| 18/09/2014        | AB Linas Agro, the sole shareholder of companies UAB Fossio ir UAB Linas Agro Grūdų Centras, made decision decided to reorganize UAB Fossio and merge it to UAB Linas Agro Grūdų Centras.   |
| Aug-Sept,<br>2014 | Share capital of Noreikiškių ŽŪB increased from LTL 1,243,000 to LTL 1,315,000.   |



| Jul-Sept,  | UAB Linas Agro Konsultacijos additionally acquired 2,199.21 worth of shares of  |
|------------|---|
| 2014       | Sidabravo ŽŪB.  |
| 26/08/2014 | Share capital of UAB Lineliai increased from LTL 1,610,000 to LTL 1,790,000.  |
| 28/07/2014 | The credit line in the amount of 30 million euros has been granted to SIA Linas Agro by SEB and DNB banks in Latvia.  |
| 09/07/2014 | AB SEB bank has increased its credit line to AB Linas Agro issued a year before by LTL 28 million to LTL 228 million.   |
| 01/07/2014 | Share capital of AS Putnu Fabrika Kekava was increased from LVL 8,973,944 to LVL 13,316,240, the number of shares owned by the Group after share capital increase is 89.46 pct. of share capital. |

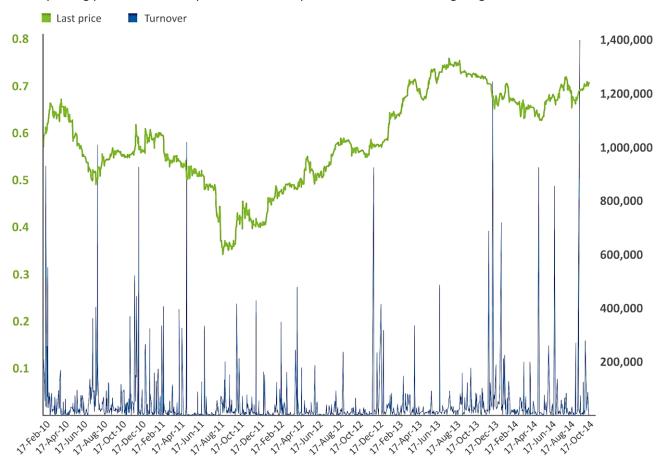
# SUBSEQUENT EVENTS

| Oct-Nov, 2014 | Share capital of Noreikiškių ŽŪB was increased from LTL 1,315,000 to LTL 1,365,000.  |
|---------------|--|
| Oct-Nov, 2014 | UAB Linas Agro Konsultacijos additionally acquired 17,073.19 worth of shares of Sidabravo ŽŪB.   |
| Nov, 2014     | The Company additionally acquired 1,395 worth of shares of AS Putnu Fabrika Kekava.  |
| 26/11/2014    | After the completion of the reorganization of UAB Fossio the company was deregistered, and its rights and obligations were passed to UAB Linas Agro Grūdų Centras. After merging UAB Fossio, the authorized capital of UAB Linas Agro Grūdų Centras increased from 130,000 to 590,600 litas. |
| 20/11/2014    | There was made a decision to increase the authorized capital of SIA Linas Agro Graudu Centrs from EUR 2,828 to EUR 1,656,828.  |



# PRICES OF SHARES AND TURNOVER OF AB LINAS AGRO GROUP

Starting from 17 February 2010, the Company has been listed on NASDAQ OMX Vilnius Stock Exchange. Information on changes in the prices of Company's shares and turnover from starting trade until the end of the reporting period, i. e. 30 September 2014, is presented in the following diagram:



#### **CONTACT PERSONS**

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