



WITH RESPECT TO PEOPLE AND LAND



# INDUSTRIAL MILK COMPANY S.A.

Listed on Warsaw Stock Exchange

FINANCIAL INFORMATION: CATALYST FOR GROWTH  
SENIOR OFFICIALS WORKSHOP

VIENNA, AUSTRIA, 26 APRIL 2016



# IMC - integrated agricultural business

IMC operates **136.6 ths** hectares of land located in the prime fertile farming regions of Ukraine (Poltava, Chernihiv, Sumy)

## Crop farming

- Major crops: corn, sunflower, wheat, soybeans, potato

## Dairy farming

- The number of cattle – 5,282 including 3,098 cows (as of 01.04.2016)

## Storage and Processing

- 554 ths tonnes of own storage capacities for grain & oilseeds (silos and flat storages)



**#9** by Land bank



**#7** Grain producer



**#5** Corn producer



**#9** Sunflower producer



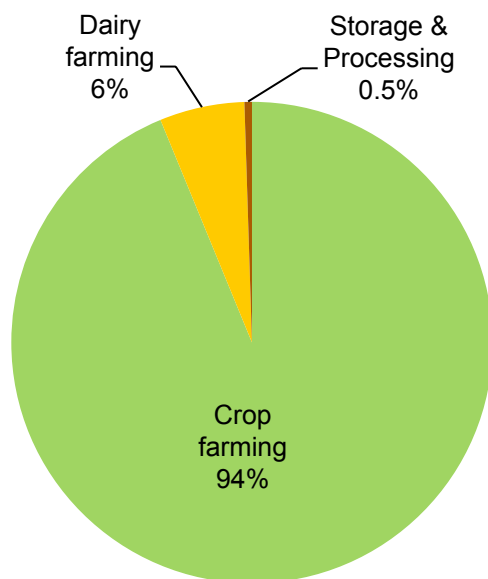
**#9** Milk producer



\* Source of ratings: AgriSurvey, "The largest agroholdings in Ukraine", 2015, based on results of year 2014

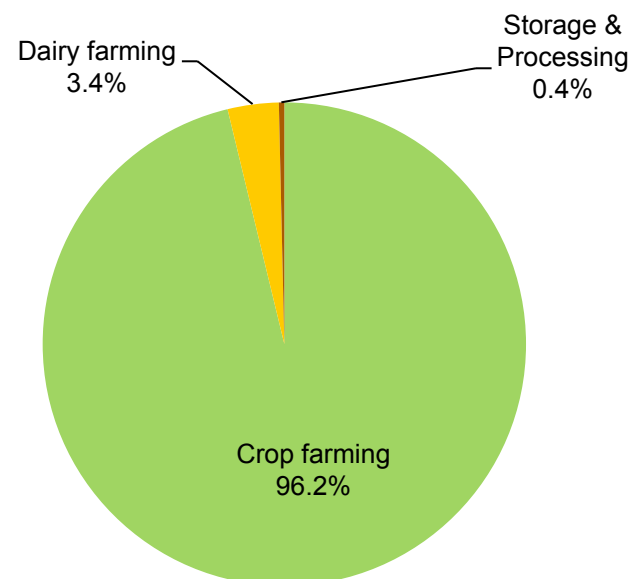
2014

## REVENUE contribution



2015

## REVENUE contribution



## Selected key customers

**LouisDreyfus**

**Cargill**

**ADM**

**BUNGE**

**noble group**

**CHS**

**МНР**

**VA INTERTRADING**

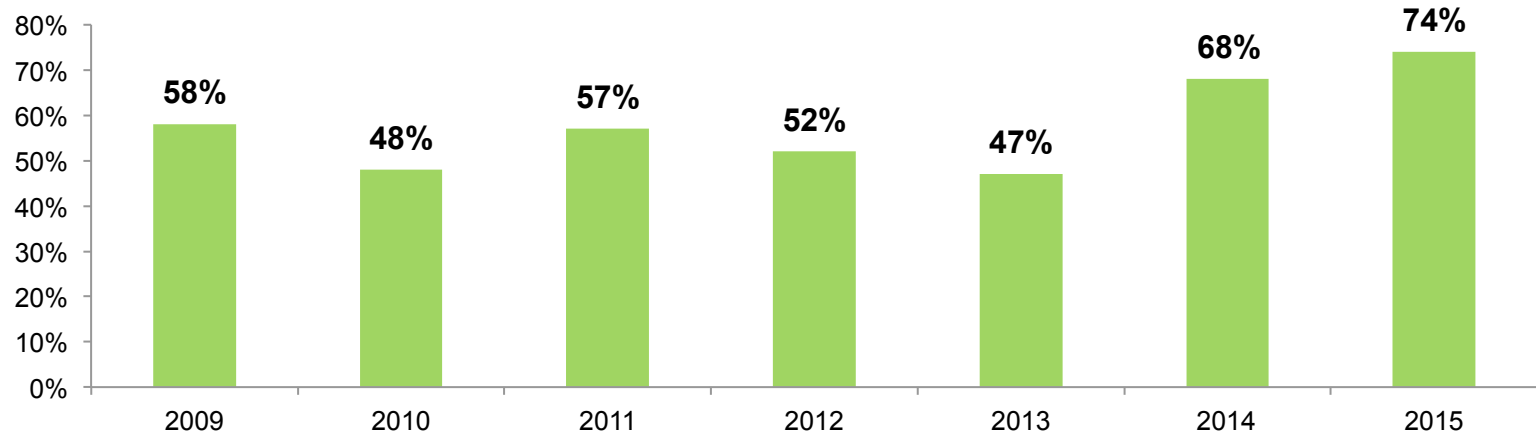
**kraft foods**  
make today delicious

**КЛУБ  
СИРУ**

**ВОЛОШКОВЕ  
ПОЛЕ**

**Яготинське**

**IMC: Share of Export Revenue**



**Strong export orientation in sales supports IMC's profitability in case of national currency devaluation**

**Exported crops: corn, soybean, wheat**



**Export destinations**



**EU**

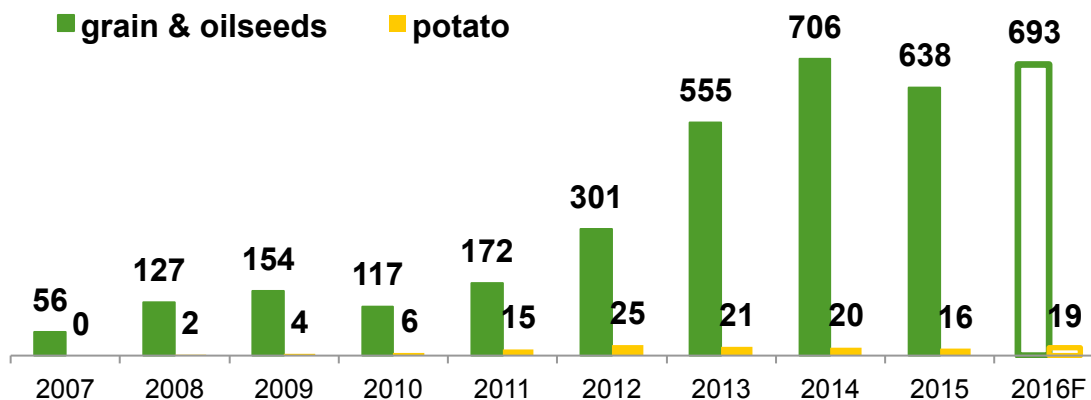
**Middle East**

**Northern Africa**

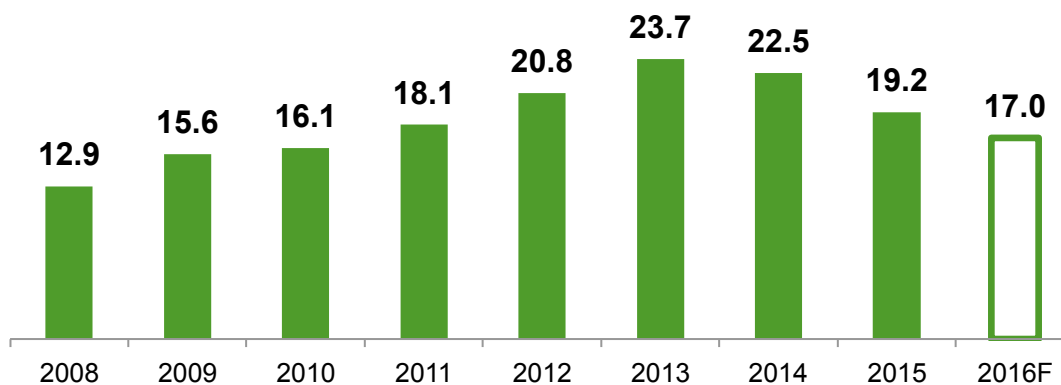
**Asia**



**IMC: Grain & Oilseeds production, ths tonnes**



**IMC: Raw milk production, ths tonnes**



**2007**

*IMC 's  
establish-  
ment*

**2008**

*First financial  
reporting in  
accordance  
with IFRS*

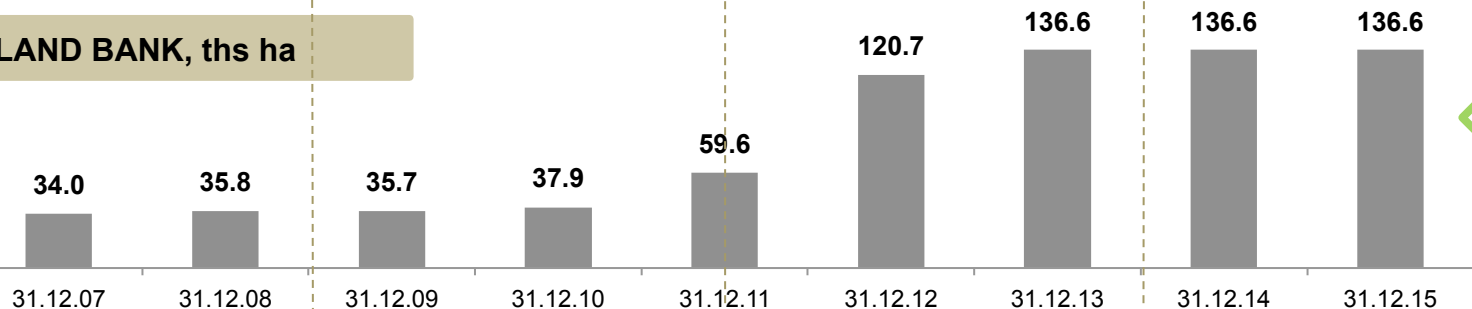
**2011**

*May 2011  
IPO on Warsaw  
Stock Exchange*

**2014**

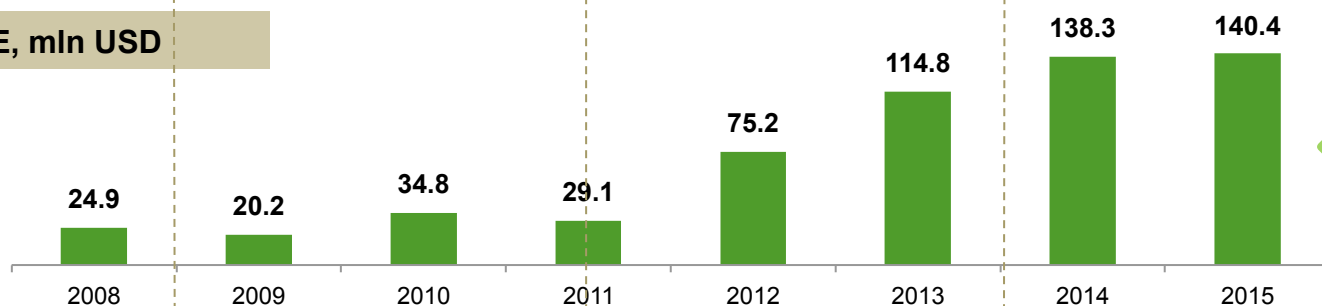
*January 2014,  
\$30 mln loan  
from IFC*

## LAND BANK, ths ha



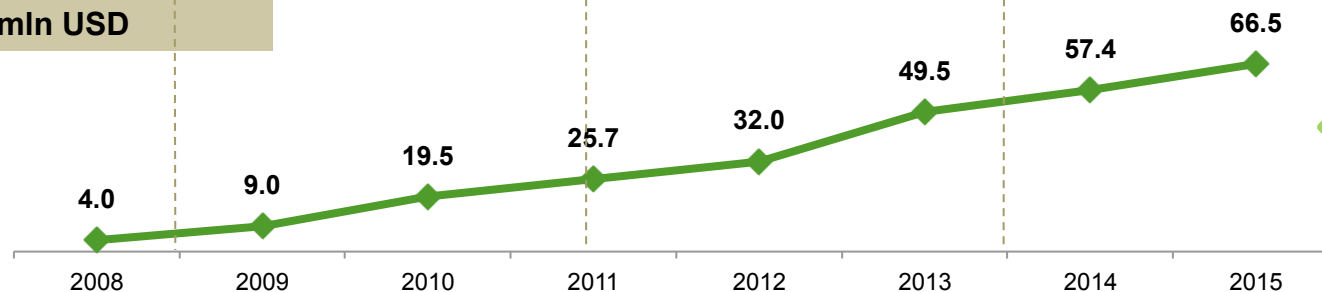
**4-fold growth**  
since establishment

## REVENUE, mln USD



**5-fold growth**  
since establishment

## EBITDA, mln USD



**16-fold growth**  
since establishment

**Thank you for the attention!**

