



AUGA GROUP – EUROPE'S BIGGEST ORGANIC FOOD PRODUCER FROM FIELD TO SHELF



2016 – NEW BEGINNING



NEW NAME & BRAND

au
ga | Group

&



NEW AND BIGGEST PLAYER IN THE EU ORGANIC MARKET

With 33,000 ha* of organic agricultural land under management, AUGA will be the largest organic agriculture company in the EU

*30,380 ha became fully organic in 2017 + 2,620 ha to become in 2018 and 2019

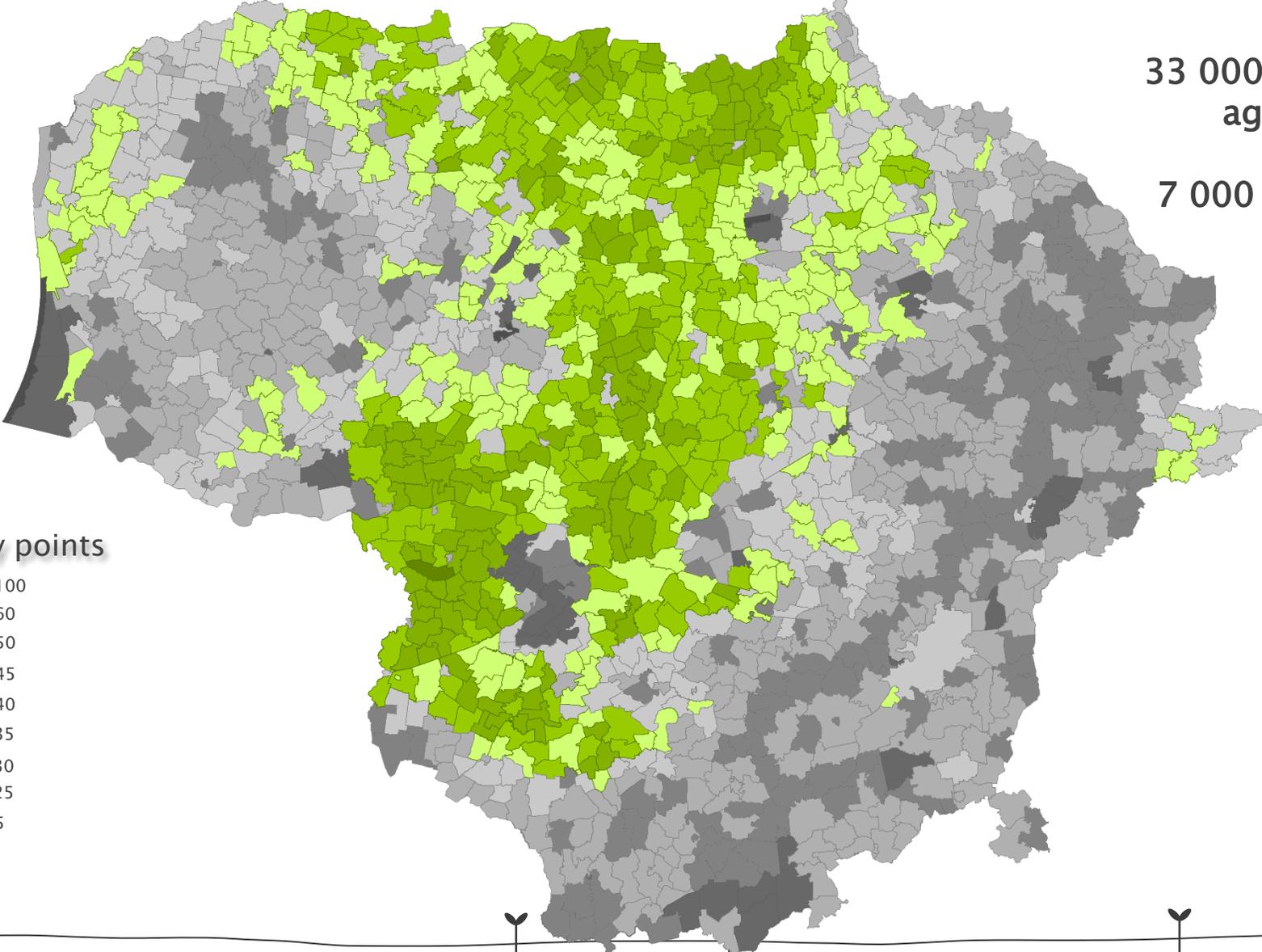


YIELD MAP OF AUGA ORGANIC FARMING



33 000 ha of organic agricultural land

7 000 units of cattle

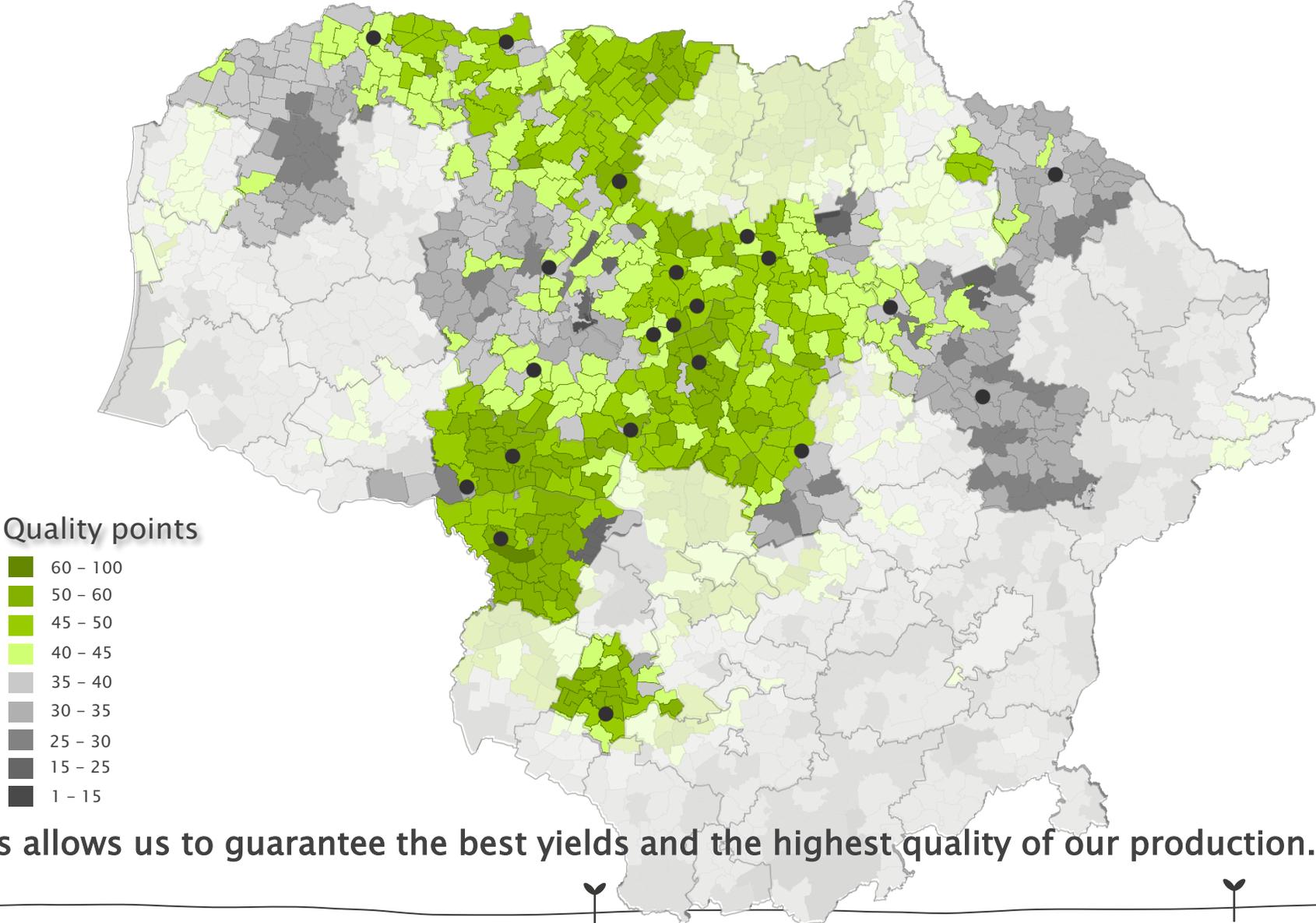


Quality points

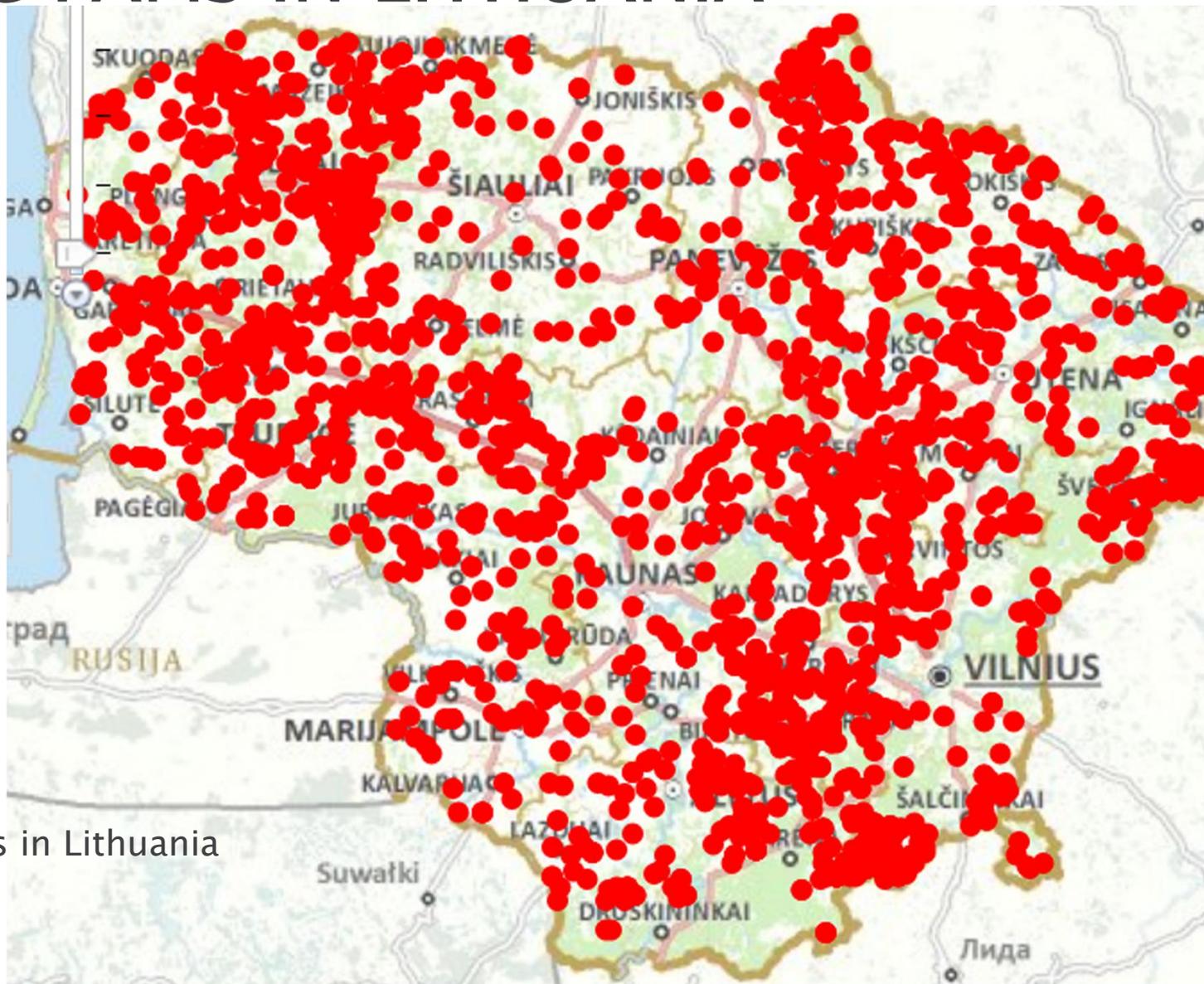
- 60 - 100
- 50 - 60
- 45 - 50
- 40 - 45
- 35 - 40
- 30 - 35
- 25 - 30
- 15 - 25
- 1 - 15



YIELD MAP OF LITHUANIA



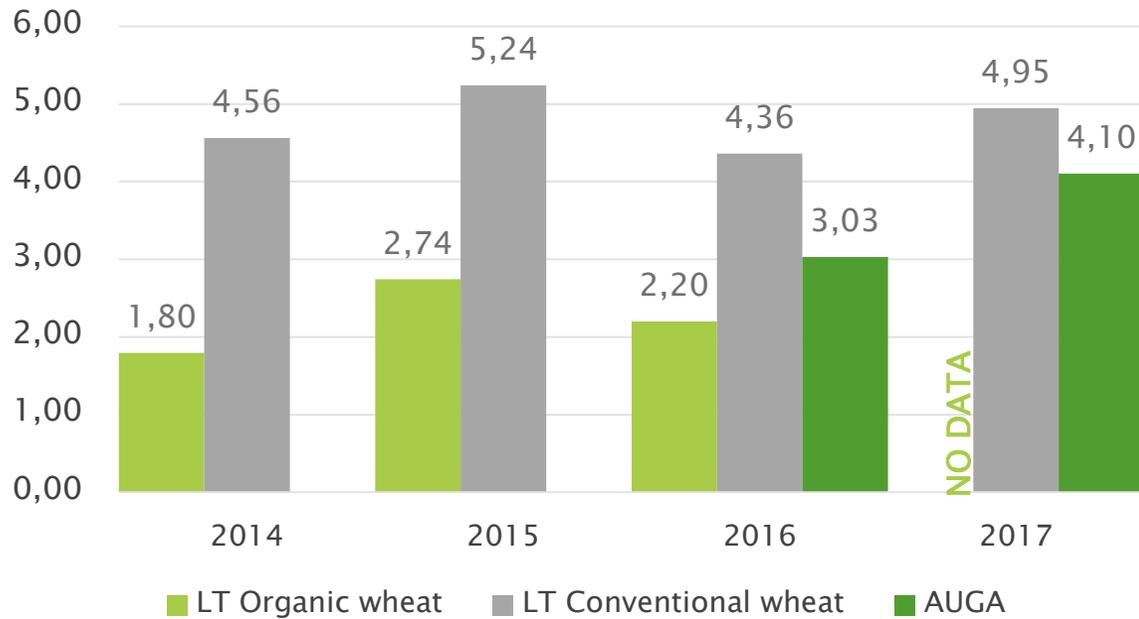
ORGANIC FAMS IN LITHUANIA



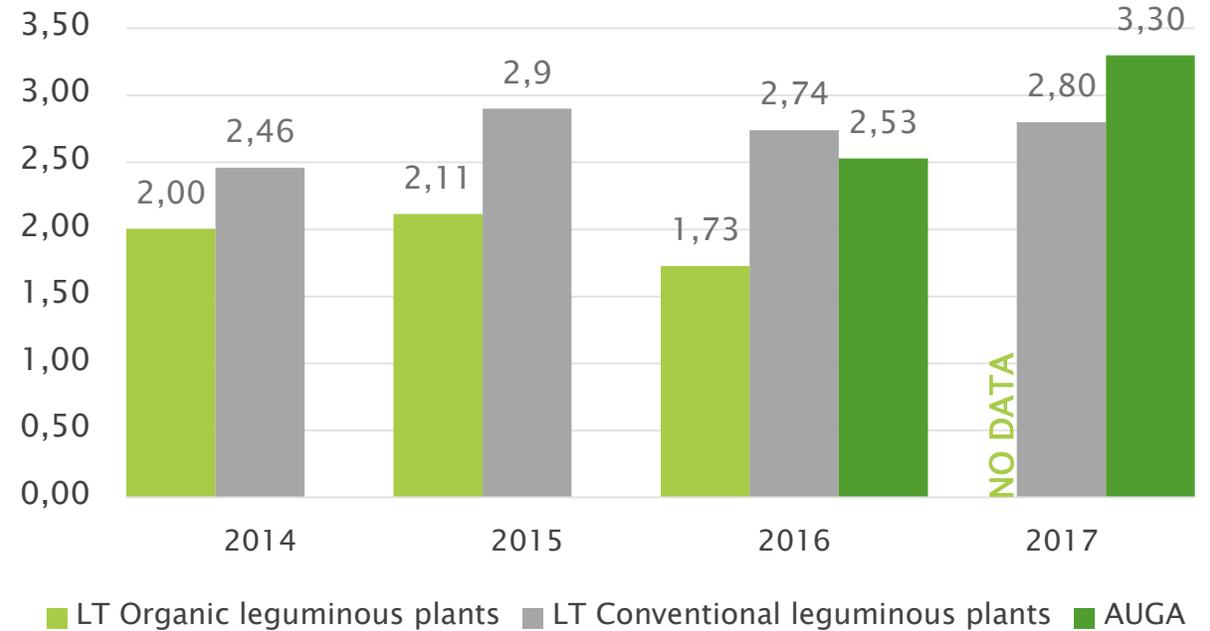
● Organic farms in Lithuania

YIELD ABOVE AVERAGE

Wheat yield, t/ha in Lithuania



Leguminous plants yield, t/ha in Lithuania



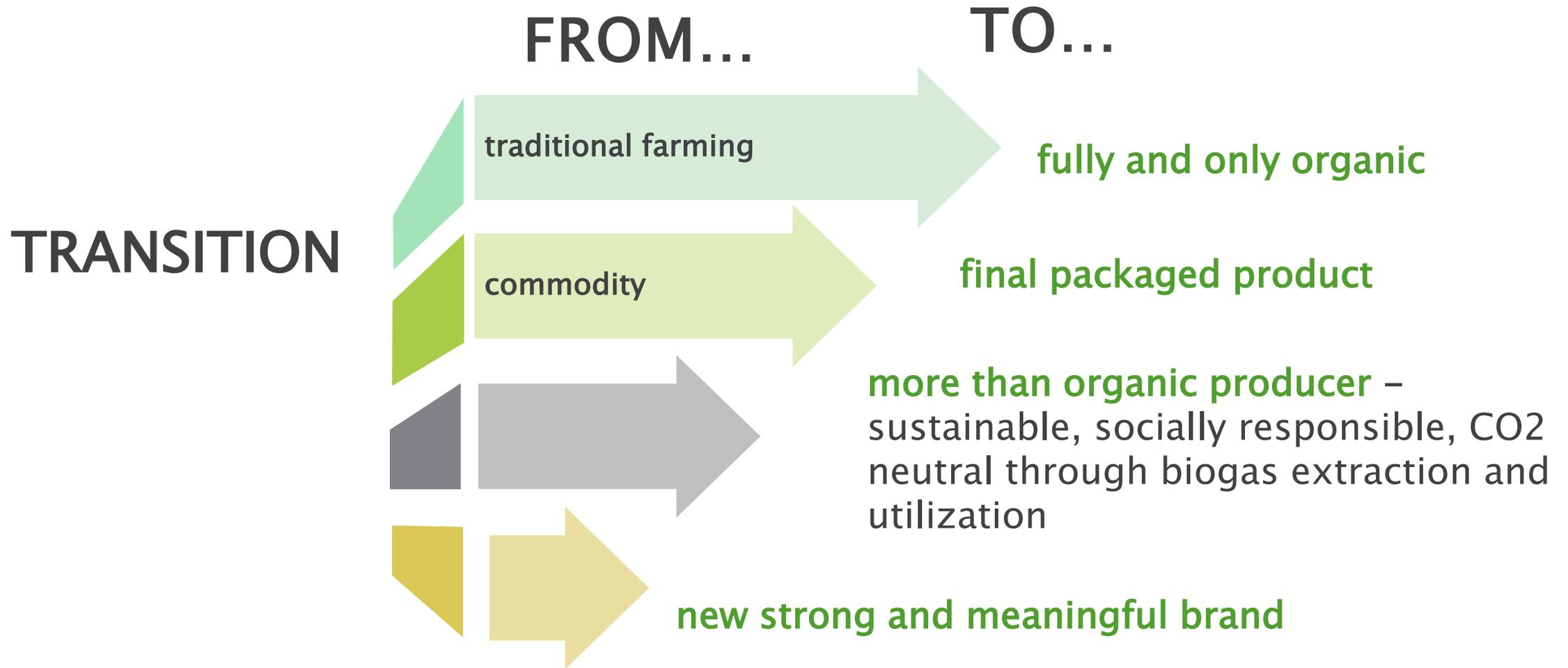
Data source: Lietuvos statistikos departamentas



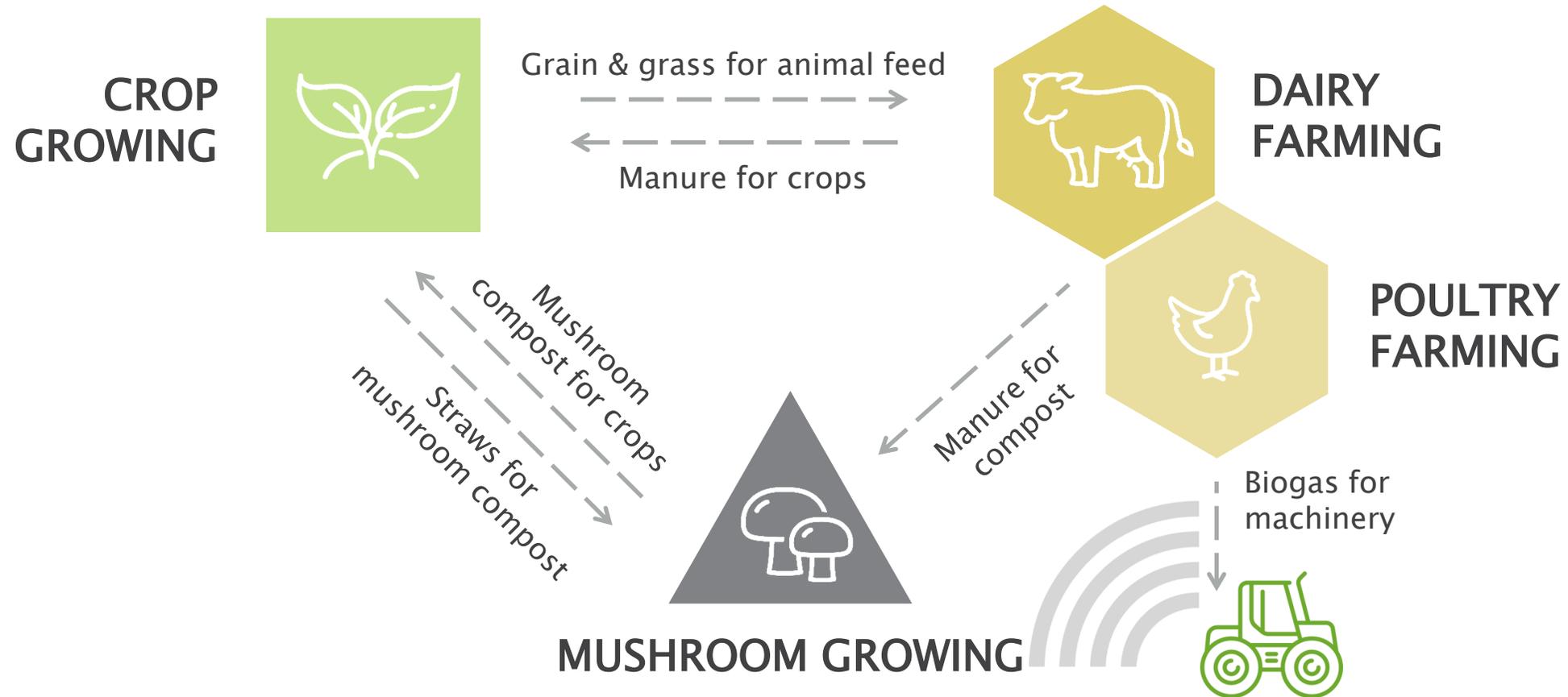
NEW VISION

Affordable organic food in most
sustainable way





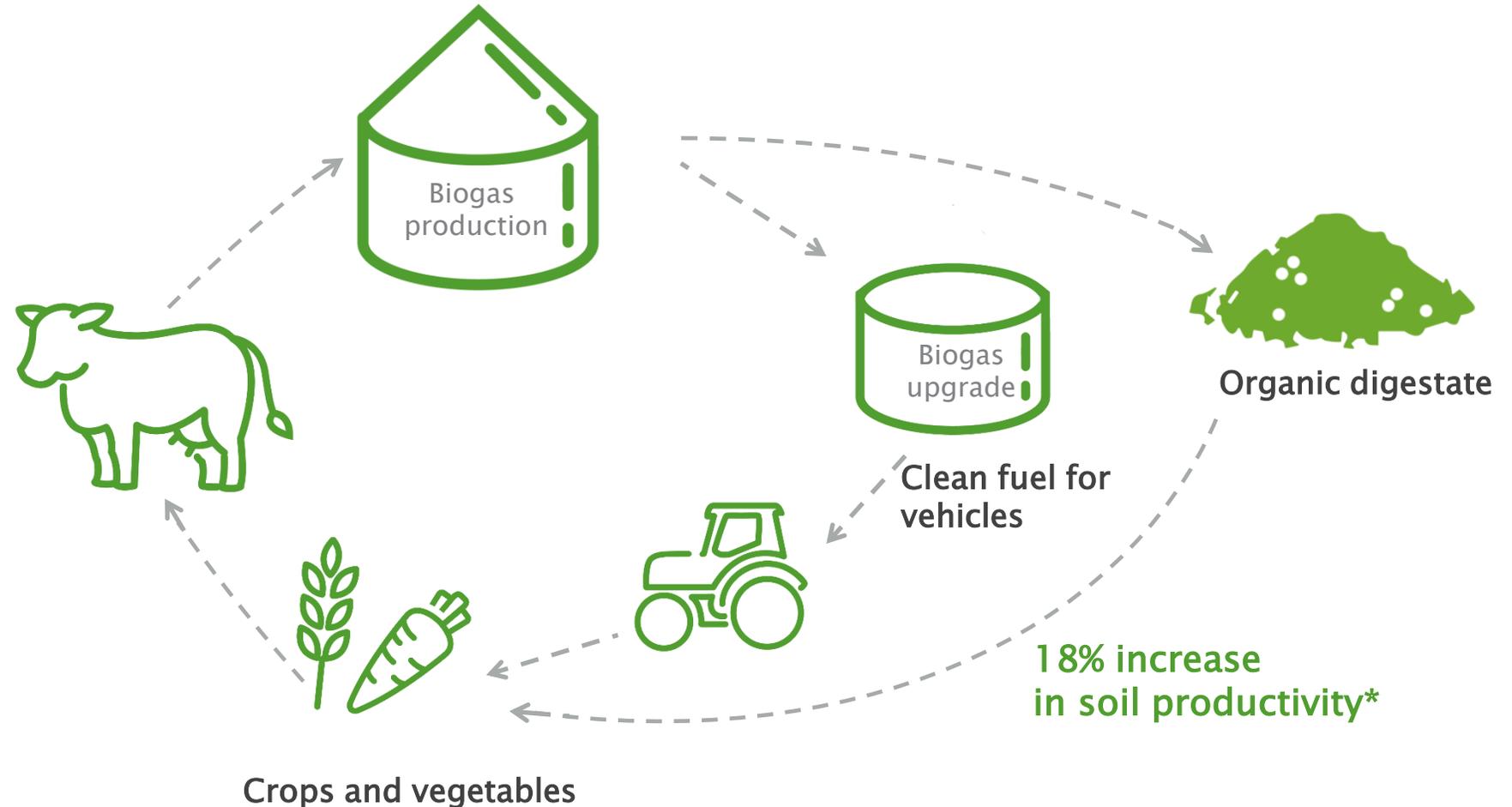
INTEGRATED ORGANIC FOOD COMPANY



Applying the latest scientific knowledge to improve all production processes in sustainable organic farming

AIMING TO ACHIEVE CO2 NEUTRAL FARMING

Converting cow manure to biogas and using it for fuel is in line with sustainable farming principles, efficient and economically viable, provides climate benefit of 148% compared to fossil fuels.

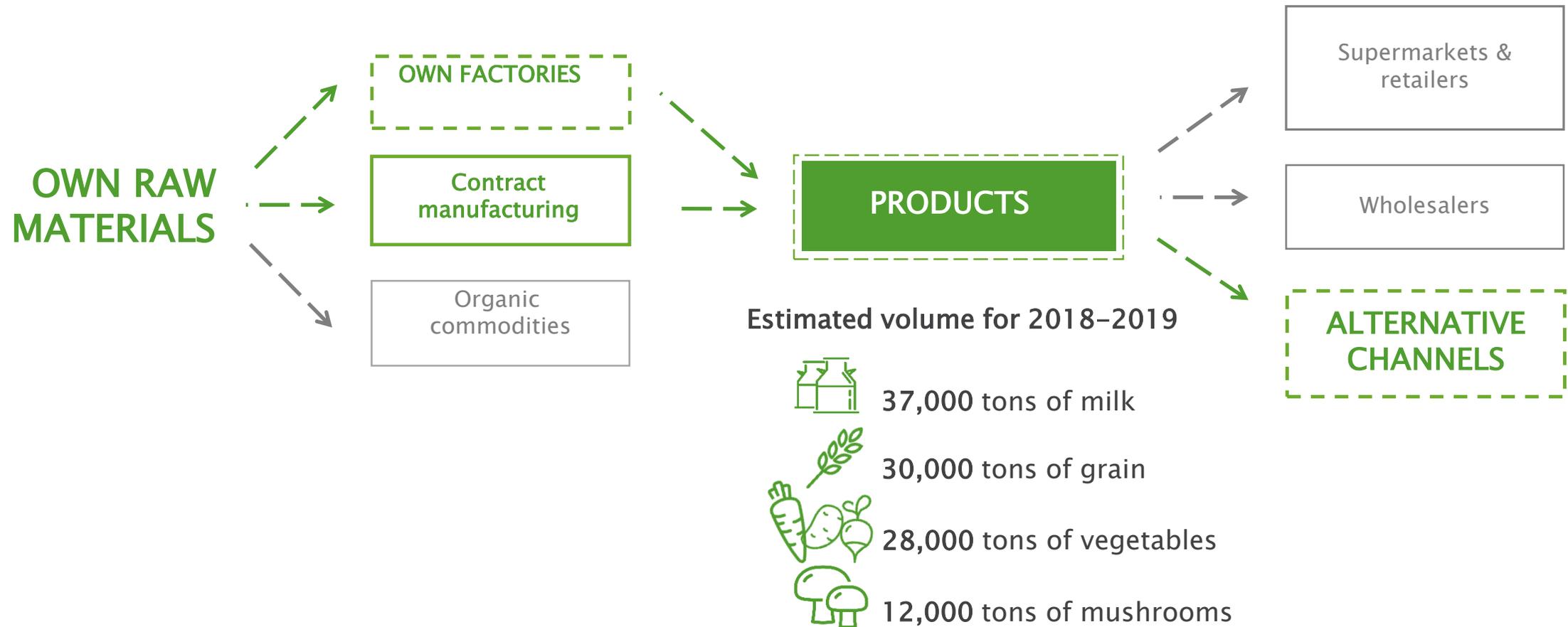


AUGA group would produce ~7.5 million m³ of biogas and reduce CO₂ emissions around 35,000 t per annum

*Source: Ecofys "Biofuels and food security" Carlo Hamelinck, 2013, „Report on analysis of sustainability performance for organic biogas plants“: SUSTAINGAS 2014

ROUTE TO MARKET OF FINAL PACKAGED PRODUCTS

Wide range of organic food for end-user market using in-house and controlled contracted manufacturing



AUGA PRODUCTS IN TRADE



BEETROOTS & MUSHROOMS

FRESH
VEGETABLES



READY TO EAT
SOUPS



PULSES



FRESH
MUSHROOMS

NEW PRODUCTS



ORGANIC SUGAR



ORGANIC RAPESEED OIL



ORGANIC WHEAT FLOUR, RYE FLOUR, SPELT FLOUR



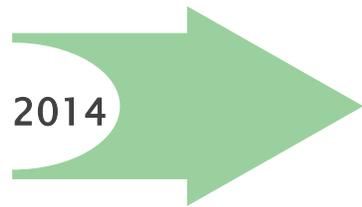
ORGANIC BUCKWHEAT HULLED BUCKWHEAT



ORGANIC OAT FLAKES



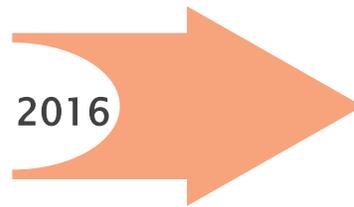
TRANSFORMATION MILESTONES



2014
Merger of Agrowill Group and Baltic Champs



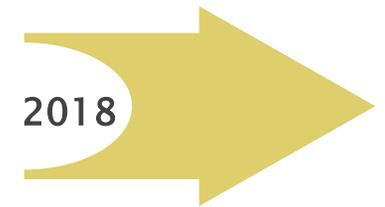
2015
Start of organic farming
 Launch of organic mushrooms



2016
2nd transition year
 Launch of organic packaged vegetables



2017
Fully certified organic farming
 Launch of organic milk and grain products



2018
Integrated organic food company
 Sales growth of branded and PL end user products

- New technology for organic fertilization
- New technology for cultivation and weed control
- Loose cattle grazing
- New equipment for vegetable growing and processing

EUR 10 MILLIONS INVESTED

- Prototyping and building new generation dairy farms
- Prototyping and building new poultry farms
- Combined feedstock production plant
- Organic seed preparation plant
- Biogas conversion, purification and liquefaction
- Biomethane fuel application for tractors
- Other R&D activities

EUR 20 MILLIONS NEED FOR NEW CAPEX



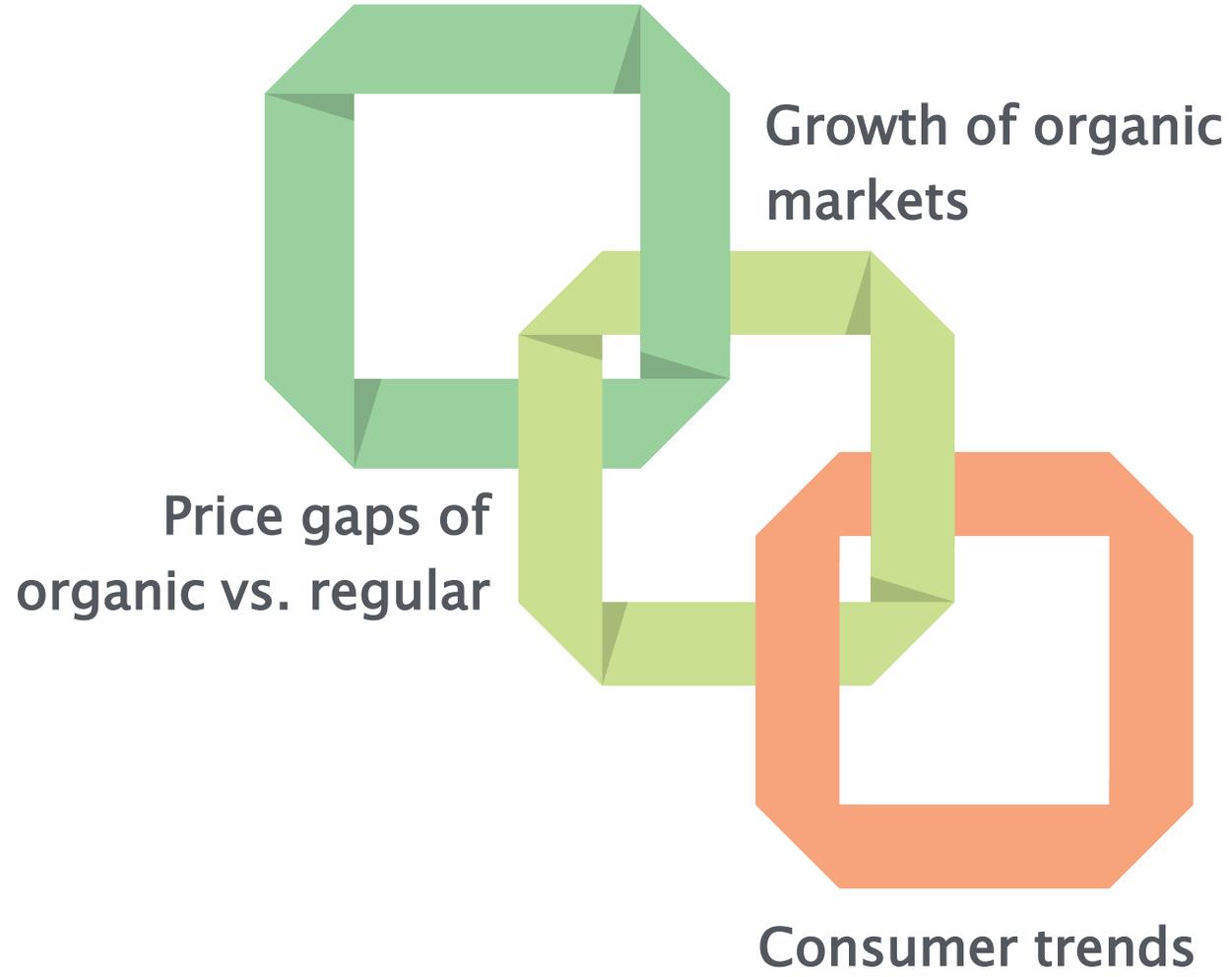
FIRST ORGANIC POULTRY FARMS, 2017



WHY ORGANIC?

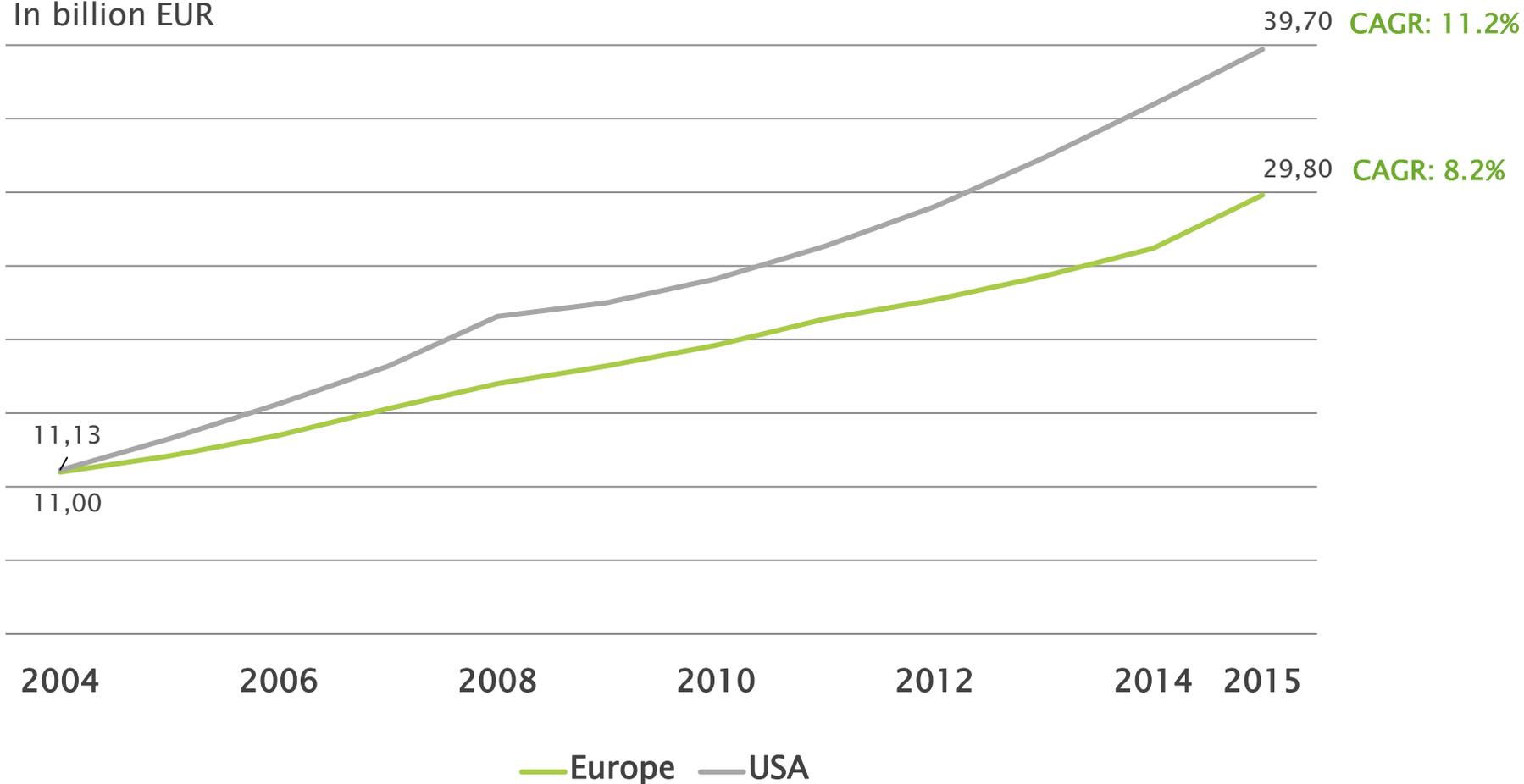
ECONOMIC RATIONALE





FAST GROWTH OF ORGANIC PRODUCT RETAIL SALES GLOBALLY

In billion EUR

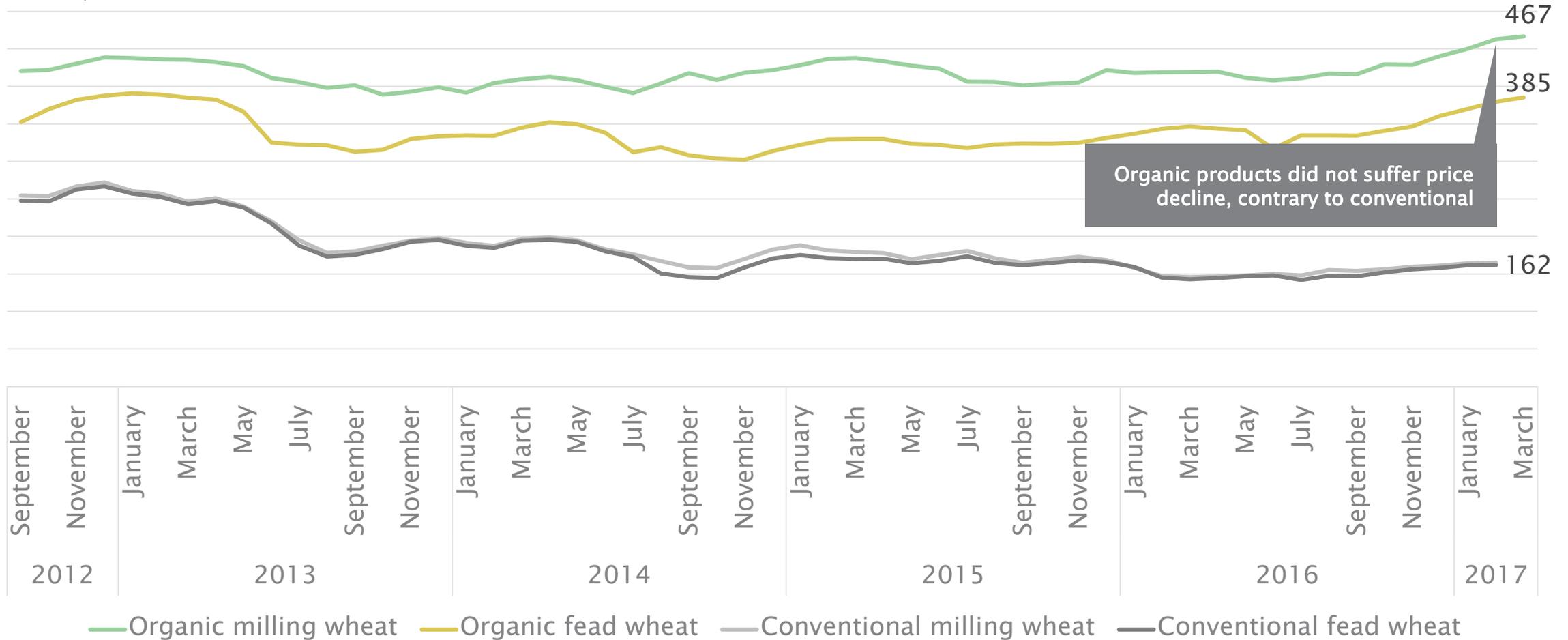


2016 KEY MARKETS:



ORGANIC VS CONVENTIONAL WHEAT PRICE IN GERMANY

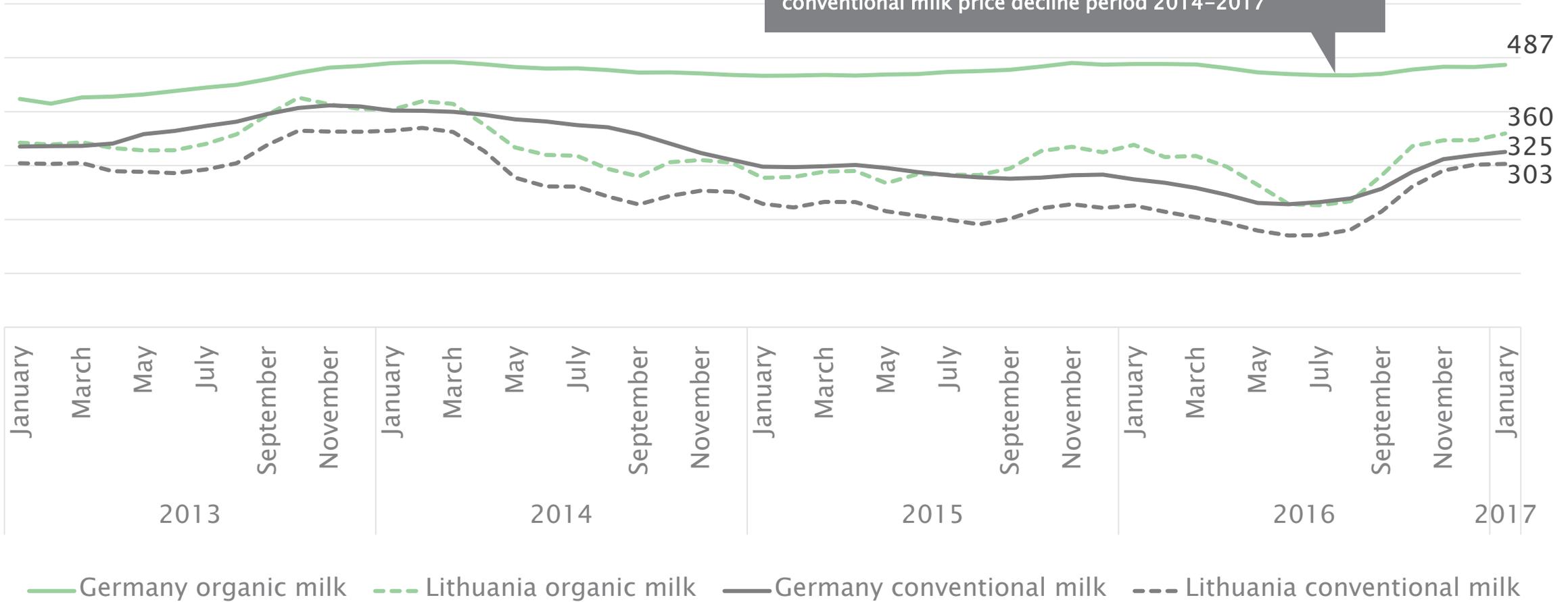
EUR/t



ORGANIC VS CONVENTIONAL RAW MILK PRICE

EUR/t

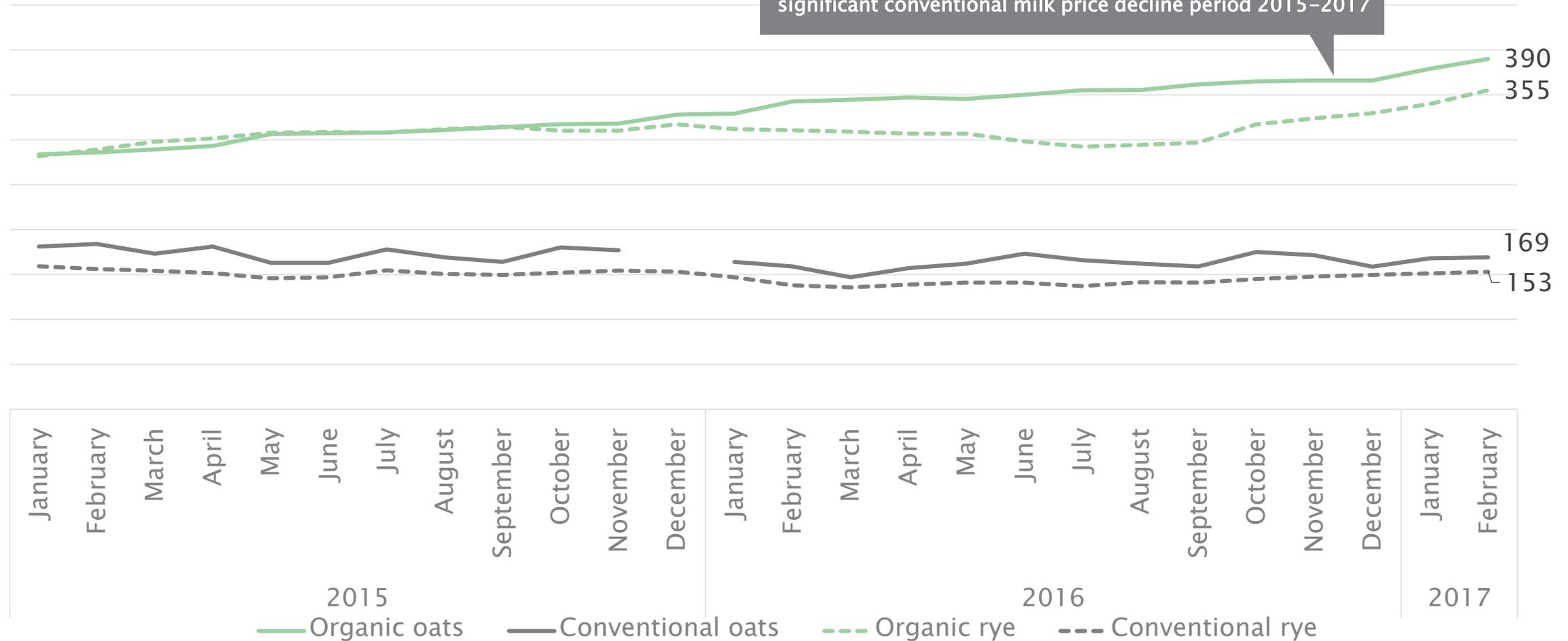
Organic milk price remained stable during significant conventional milk price decline period 2014-2017



ORGANIC VS CONVENTIONAL OATS & RYE PRICES IN GERMANY

EUR/t

Organic oats and rye prices remained growing during significant conventional milk price decline period 2015-2017



ORGANIC FOOD IS A MEGA CONSUMER TREND GLOBALLY



80%

believe they can improve their life by choosing healthier food

75%

believe that today most of the food is not natural and not ecological

62%

would agree to ban the use of any pesticides and chemical fertilizers

75%

agree that it is more important how the product was produced than who sells it

Food quality is seen as major health factor (2nd after physical activity).

SWEDEN IS AN EXAMPLE OF FUTURE CONSUMER TODAY



80%

Regularly buy eco certified products

39%

growth of organic food market in 2015

30%

forecasted annual growth of organic food market for the next 5 years

20%

forecasted organic food market share of total food market by 2020 (6% currently)

38% of Swedish consumers are defined as LOHAS (Lifestyle Of Health And Sustainability)



Affordable organic food in most sustainable way

Find out more at www.auga.lt
More videos about AUGA at [Youtube](#)

