# Confirmation of the 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 Lithuania, 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 unaudited Interim Consolidated Financial Statements of AB Linas Agro Group for the twelve months of the financial year 2018/19, 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 twelve months of the financial year 2018/19 includes fair review of the business development and activities, together with the description of the major risks and indeterminations incurred.

Managing Director of AB Linas Agro Group

30 August 2019

Finance Director of AB Linas Agro Group

30 August 2019

Darius Zubas

Tomas Tumėnas



## **CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

	Notes	As at 30 June 2019	As at 30 June 2018
ASSETS			
Non-current assets			
Intangible assets	5	1,408	1,496
Property, plant and equipment	6	127,384	122,590
Investment property	7	1,058	1,316
Animals and livestock		9,540	8,726
Non-current financial assets			
Other investments and prepayments for financial assets		16	16
Non-current receivables		1,232	1,841
Total non-current financial assets		1,248	1,857
Non-current prepayments		1,649	1,590
Deferred income tax asset		4,194	2,803
Total non-current assets		146,481	140,378
Current assets			
Crops		14,222	12,856
Livestock		2,548	2,312
Inventories		89,540	95,873
Current prepayments		6,748	12,206
Accounts receivable			
Trade receivables		111,397	117,036
Receivables from related parties	12	12	255
Income tax receivable		769	843
Other accounts receivable		6,895	7,128
Total accounts receivable		119,073	125,262
Derivative financial instruments		37	70
Other current financial assets		1,388	1,485
Cash and cash equivalents		7,676	10,495
Total current assets		241,232	260,559
Total assets		387,713	400,937

(cont'd on the next page)

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONT'D)

	Notes	As at 30 June 2019	As at 30 June 2018
EQUITY AND LIABILITIES			
Equity attributable to equity holders of the parent			
Share capital	1	46,093	46,093
Share premium		23,038	23,038
Own shares		(448)	(453)
Legal reserve		3,611	3,419
Reserve for own share		5,000	· -
Cash flow hedge reserve		_	(40)
Share-based payment		872	_
Foreign currency translation reserve		(17)	(22)
Retained earnings		88,093	102,951
Total equity attributable to equity holders of the parent		166,242	174,986
Non-controlling interest		2,054	2,088
Total equity		168,296	177,074
Liabilities			
Non-current liabilities			
Grants and subsidies		6,152	6,299
Non-current borrowings	8	21,018	27,180
Finance lease obligations		2,455	1,172
Deferred income tax liability		92	110
Non-current employee benefits		650	442
Total non-current liabilities		30,367	35,203
Current liabilities			
Current portion of non-current borrowings	8	10,738	6,835
Current portion of finance lease obligations		875	559
Current borrowings	8	113,288	118,109
Trade payables		42,242	39,079
Payables to related parties	12	242	1
Income tax payable		39	103
Derivative financial instruments		632	987
Other current liabilities		20,994	22,987
Total current liabilities		189,050	188,660
Total equity and liabilities		387,713	400,937

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(for the period 1 July to 30 June)

	Notes	2018/2019 12 month	2017/2018 12 month
Sales	4	745,782	634,423
Cost of sales		(714,885)	(588,575)
Gross profit		30,897	45,848
Operating (expenses)	9	(35,713)	(38,294)
Other income	10	1,712	3,537
Other (expenses)		(1,937)	(1,494)
Operating profit (loss)		(5,041)	9,597
Income from financing activities		635	503
(Expenses) from financing activities		(3,728)	(2,577)
Profit (loss) before tax		(8,134)	7,523
Income tax		1,388	1,940
Net profit (loss)		(6,746)	9,463
Net profit (loss) attributable to:			
Equity holders of the parent		(6,828)	9,036
Non-controlling interest		82	427
		(6,746)	9,463
Basic and diluted earnings per share (EUR)		(0.04)	0.06
Net profit (loss)		(6,746)	9,463
Other comprehensive income			
Net (loss)/gain on cash flow hedges		40	33
Exchange differences on translation of foreign operations		5	_
Share-based payment		872	_
Total other comprehensive income, to be reclassified to profit or (loss) in subsequent periods		917	33
Total comprehensive income, after tax		(5,829)	9,496
Total comprehensive income attributable to:			
The shareholders of the Company		(5,911)	9,069
Non-controlling interest		82	427
		(5,829)	9,496

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(for the period 1 April to 30 June)

	Notes	2018/2019	2017/2018
Sales		4 Q	4 Q
Cost of sales		219,433	184,994
Gross profit		(212,819) <b>6,614</b>	(170,900)
Operating (expenses)		(10,608)	<b>14,094</b> (10,978)
Other income		200	1,371
Other (expenses)		(58)	(351)
Operating profit (loss)		(3,852)	4,136
Income from financing activities		129	90
(Expenses) from financing activities		(818)	(619)
Profit (loss) before tax		(4,541)	3,607
Income tax		1,287	1,220
Net profit (loss)		(3,254)	4,827
Net profit (loss) attributable to:			
Equity holders of the parent		(3,273)	4,852
Non-controlling interest		19	(25)
		(3,254)	4,827
Basic and diluted earnings per share (EUR)		(0.02)	0.03
Net profit (loss)		(3,254)	4,827
Other comprehensive income			
Net (loss)/gain on cash flow hedges		40	_
Exchange differences on translation of foreign operations		8	_
Share-based payment		872	_
Total other comprehensive income, to be reclassified to profit or loss in subsequent periods		920	_
Total comprehensive income, after tax		(2,334)	4,827
Total comprehensive income attributable to:			
The shareholders of the Company		(2,353)	4,852
Non-controlling interest		19	(25)
Č		(2,334)	4,827

# **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

## Equity attributable to equity holders of the parent

	N o t e s	Share capital	Own shares	Share premium	Legal reserve	Reserve for own share	Other reser- ves	Foreign currency trans- lation reserve	Retained earnings	Subtotal	Non- control ling inte- rest	Total
Balance as at 1 July 2017		46,093	(453)	23,038	3,186	-	(73)	(22)	95,177	166,946	2,271	169,217
Net profit for the year Other comprehensive		-	-	-	-	-	-	-	9,036	9,036	427	9,463
income <b>Total</b>		_	_	_	_	_	33	-	-	33	-	33
comprehensive income Declared		-	-	-	-	-	33	_	9,036	9,069	427	9,496
dividends by company		_	_	_	-	_	_	_	(1,202)	(1,202)	_	(1,202)
Reserves made Dividends declared by the		-	-	-	233	-	-	-	(233)	_	-	-
subsidiaries Acquisition of minority		-	-	-	-	-	-	-	-	-	(14)	(14)
interest		-	_	-	-	_	-	-	173	173	(596)	(423)
Balance as at 30 June 2018		46,093	(453)	23,038	3,419	_	(40)	(22)	102,951	174,986	2,088	177,074
Balance as at 1 July 2018		46,093	(453)	23,038	3,419	_	(40)	(22)	102,951	174,986	2,088	177,074
Net profit (loss) for the year		_	_	_	_	_	_	_	(6,828)	(6,828)	82	(6,746)
Share –based payment Other		-	-	_	-	-	872	-	-	872	-	872
comprehensive income Exchange		-	-	-	-	-	40	_	-	40	-	40
differences on translation of foreign												
operations		-	-	_	-	-	-	5	_	5	_	5
Total comprehensive income		_	_	_	_	_	912	5	(6,828)	(5,911)	82	(5,829)
Disposal of own												
shares Dividends declared by the		_	5	_	_	-	_	-	(5)	_	-	_
subsidiaries Declared		-	-	-	-	-	-	-	-	-	(17)	(17)
dividends by company		_	_	_	_	_	_	_	(2,926)	(2,926)	_	(2,926)
Reserves made Acquisition of minority		-	-	-	192	5,000	-	-	(5,192)	_	-	-
interest		-	_	_	-	_	-	_	93	93	(99)	(6)
Balance as at 30 June 2019		46,093	(448)	23,038	3,611	5,000	872	(17)	88,093	166,242	2,054	168,296

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## **CONSOLIDATED CASH FLOW STATEMENT**

	Notes	As at 30 June 2019	As at 30 June 2018
Cash flows from (to) operating activities			
Net profit (loss)		(6,746)	9,463
Adjustments for non-cash items:		, , ,	
Depreciation and amortisation		10,154	11,203
Subsidies amortisation		(649)	(849)
(Gain) on disposal of property, plant and equipment		(408)	(834)
Change in impairment of property, plant and equipment and investment property		-	493
Change in allowance and write-offs for receivables and			
prepayments		167	1,255
Inventories write down to net realisable value		71	(405)
Change of provision for onerous contracts		1,014	_
Change in accrued expenses		(1,605)	3,007
Change in fair value of biological assets		(2,180)	(1,391)
Change in deferred income tax		(1,438)	(2,623)
Current income tax expenses		50	684
Acrrued share – based payment		1,080	_
Expenses (income) from change in fair value of financial		1 206	(1 471)
instruments Dividend (income)		1,306	(1,471)
Interest (income)		(4)	(502)
Interest expenses		(635)	(503)
interest expenses		3,727	2,577
Changes in working capital:		3,904	29,609
Decrease in biological assets		4	2.004
Decrease (increase) in inventories		4	2,894
Decrease (increase) in prepayments		4,634	(22,191)
Decrease in trade and other accounts receivable		5,393	(1,598)
		5,578	(15,793)
Deacrease (Increase) in restricted cash		600	(710)
Increase (decrease) in trade and other accounts payable		4,255	(1,401)
Income tax (paid)		(471)	(1,824)
Net cash flows from (to) operating activities		23,897	(20,014)

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# CONSOLIDATED CASH FLOW STATEMENT (CONT'D)

	Notes	As at 30 June 2019	As at 30 June 2018
Cash flows from (to) investing activities			
(Acquisition) of intangible assets, property, plant and equipment			
and investment property		(15,990)	(21,273)
Proceeds from sale of intangible assets, property, plant and			
equipment and investment property		1,984	2,917
Loans (granted)		(147)	(130)
Repayment of granted loans		160	430
Interest received		635	503
Dividend received		4	_
Net cash flows from (to) investing activities		(13,354)	(17,553)
Cash flows from (to) financing activities			
Proceeds from loans		109,711	61,956
(Repayment) of loans		(116,736)	(18,777)
Finance lease (payments)		(1,358)	(788)
Grants received		_	990
Interest (paid)		(2,030)	(2,577)
Dividend (paid) to non-controlling shareholders		(17)	(14)
Dividend (paid)		(2,926)	(1,202)
Acquisition of non-controlling interest		(6)	(423)
Net cash flows from (to) financing activities		(13,362)	39,165
Net (decrease) increase in cash and cash equivalents		(2,819)	1,598
Cash and cash equivalents at the beginning of the year		10,495	8,897
Cash and cash equivalents at the end of the year		7,676	10,495
Supplemental information of cash flows:			
Non-cash investing activity:			
Property, plant and equipment acquisitions financed by grants and subsidies		209	_
Property, plant and equipment acquisitions financed by finance lease		1,312	884

#### NOTES TO THE FINANCIAL STATEMENTS

#### 1. GENERAL INFORMATION

AB Linas Agro Group (hereinafter the Company or the parent) is a public limited liability company registered in the Republic of Lithuania. The Company was registered on 27 November 1995.

The address of its registered office is as follows: Smėlynės Str. 2C, LT-35143 Panevėžys, Lithuania.

The principal activities of the Group are described in Note 4.

The financial year of the Group starts on 1 July of the calendar year and ends on 30 June of the following calendar year.

As at 30 June 2019 and as at 30 June 2018 the shareholders of the Company were:

	As at 30 June	2019	As at 30 June 2018		
	Number of shares held	Percentage	Number of shares held	Percentage	
Akola ApS (Denmark)	109,909,167	69.15 %	109,909,167	69.15 %	
Darius Zubas	17,049,995	10.73 %	17,049,995	10.73 %	
Tomas Pučkis	4,785,295	3.01 %	4,359,078	2.74 %	
Swedbank AS (Estonia) clients	4,048,735	2.55 %	4,472,774	2.81 %	
Other shareholders (private and institutional investors)	23,147,206	14.56 %	23,149,384	14.57 %	
Total	158,940,398	100.00 %	158,940,398	100.00 %	

All the shares of the Company are ordinary shares with the par value of EUR 0.29 each as at 30 June 2019 (EUR 0.29 each as at 30 June 2018) and were fully paid as at 30 June 2019 and as at 30 June 2018.

The Company holds 772,972 of its own shares, percentage 0.50%, as at 30 June 2019 (781,972 as at 30 June 2018). Subsidiaries and other related companies did not hold any shares of the Company as at 30 June 2019 and as at 30 June 2018.

All of the Company's 158,940,398 ordinary shares are included in the Official list of NASDAQ OMX Vilnius stock exchange (ISIN code LT0000128092). The Company's trading ticker in NASDAQ OMX Vilnius stock exchange is LNA1L.

As at 30 June 2019 the number of employees of the Group was 2,113 (2,199 as at 30 June 2018).

No changes in share capital occurred during the years ending 30 June 2019 and 30 June 2018.

#### 2. ACCOUNTING PRINCIPLES

These financial statements were prepared in accordance with International Financial Reporting Standards (IFRS), as adopted by the European Union (hereinafter the EU), which include IAS 34. In all material respects, the same accounting principles have been followed as in the preparation of financial statements for 2017/2018 financial year.

## **3.GROUP STRUCTURE AND CHANGES IN THE GROUP**

LLC LINAS AGRO UKRAINE

Ukraine

100%

Representative office

As at 30 June 2019 and as at 30 June 2018 the Company held these directly and indirectly controlled subsidiaries (hereinafter the Group):

	Place of registration	Effective share of t the Gr	•	Main activities
		30 June 2019	30 June 2018	
Investments into directly cor	ntrolled subsid	iaries		
AB Linas Agro	Lithuania	100%	100%	Wholesale trade of grains and oilseeds, feedstuffs and agricultural inputs
UAB Linas Agro Konsultacijos	Lithuania	100%	100%	Management of the subsidiaries engaged in agriculture
UAB Dotnuva Baltic	Lithuania	100%	100%	Trade of machinery and equipment for warehousing of grains, certified seeds
UAB Linas Agro Grūdų Centras KŪB	Lithuania	100%	100%	Preparation and warehousing of grains for trade
UAB Jungtinė Ekspedicija	Lithuania	100%	100%	Expedition and ship's agency services
ŽŪB Landvesta 1	Lithuania	100%	100%	Rent and management of agricultural purposes land
ŽŪB Landvesta 2	Lithuania	100%	100%	Rent and management of agricultural purposes land
ŽŪB Landvesta 5	Lithuania	100%	100%	Rent and management of agricultural purposes land
Noreikiškių ŽŪB	Lithuania	100%	100%	Rent and management of agricultural purposes land
UAB Lineliai	Lithuania	100%	100%	Rent and management of agricultural purposes land
AS Putnu fabrika Kekava	Latvia	97.11%	97.09%	Broiler breeding, slaughtering and sale of products
SIA PFK Trader	Latvia	97.11%	97.09%	Retail trade of food production
SIA Lielzeltini	Latvia	100%	100%	Broiler breeding, slaughtering and sale of products, feedstuffs
SIA Cerova	Latvia	100%	100%	Egg incubation and chicken sale
SIA Broileks	Latvia	100%	100%	Chicken breeding and sale
SIA Erfolg Group (liquidated)	Latvia		97.09%	Not operating company
UAB Kekava Foods LT	Lithuania	97,11%	97.09%	Retail trade of food production
Investments into indirectly	controlled sub	sidiaries (through	n AB Linas Agro	<b>)</b>
SIA Linas Agro	Latvia	100%	100%	Wholesale trade of grains and oilseeds, agricultural inputs
UAB Gerera	Lithuania	100%	100%	Not operating company
UAB Linas Agro Grūdų Centras	Lithuania	100%	100%	Management services
UAB Linas Agro Grūdų Centras KŪB	Lithuania	100%	100%	Preparation and warehousing of grains for trade
Linas Agro A/S (under liquidation)	Denmark	100%	100%	Not operating company
ŽŪB Landvesta 3	Lithuania	100%	100%	Rent and management of agricultural purposes land
ŽŪB Landvesta 4	Lithuania	100%	100%	Rent and management of agricultural purposes land
ŽŪB Landvesta 6	Lithuania	100%	100%	Rent and management of agricultural purposes land

## 3. GROUP STRUCTURE AND CHANGES IN THE GROUP (CONT'D)

Place of regist- Effective share of the stock Main activities ration held by the Group

30 June	30 June
2019	2018

#### Investments into indirectly controlled subsidiaries (through UAB Linas Agro Konsultacijos)

ŽŪK KUPIŠKIO GRŪDAI	Lithuania	99.13%	98.96%	Preparation and warehousing of grains for trade
Biržai district Medeikių ŽŪB	Lithuania	98.39%	98.34%	Growing and sale of crops
Šakiai district Lukšių ŽŪB	Lithuania	98.82%	98.80%	Mixed agricultural activities
Panevėžys district Aukštadvario ŽŪB	Lithuania	99.54%	97.65%	Mixed agricultural activities
Sidabravo ŽŪB	Lithuania	95.92%	95.21%	Mixed agricultural activities
Kėdainiai district Labūnavos ŽŪB	Lithuania	98.95%	98.60%	Mixed agricultural activities
Užupės ŽŪB	Lithuania	100%	100%	Rent and management of agricultural purposes land
UAB Paberžėlė	Lithuania	100%	100%	Rent and management of agricultural purposes land
Panevėžys district Žibartonių ŽŪB	Lithuania	99.90%	99.89%	Mixed agricultural activities

#### Investments into indirectly controlled subsidiaries (through UAB Dotnuva Baltic)

SIA DOTNUVA BALTIC	Latvia	100%	100%	Trade of machinery and equipment for warehousing of grains, certified seeds
AS Dotnuva Baltic	Estonia	100%	100%	Trade of machinery and equipment for warehousing of grains, certified seeds
UAB Dotnuvos technika	Lithuania	100%	100%	Not operating company

#### Investments into indirectly controlled subsidiaries (through UAB Linas Agro Grūdų centras KŪB)

Karčemos kooperatinė bendrovė	Lithuania	20%*	20%*	Preparation and warehousing of grains for trade
SIA Linas Agro Graudu centrs	Latvia	100%	100%	Preparation and warehousing of grains for trade
SIA Paleo ( liquidated)	Latvia	_	100%	Warehousing activity

#### Investment into indirectly controlled subsidiaries (through Panevėžys district Žibartonių ŽŪB)

Karčemos kooperatinė bendrovė	Lithuania	4.00%*	4.00%*	Preparation and warehousing of grains
				for trade

<sup>\*</sup> The Group indirectly controls 24% of shares of Karčemos kooperatinė bendrovė (through Panevėžys district Žibartonių ŽŪB and UAB Linas Agro Grūdų centras KŪB), however, the Group has control over this entity and, therefore, it has been consolidated when preparing these financial statements.

#### 3. GROUP STRUCTURE AND CHANGES IN THE GROUP (CONT'D)

#### Changes in the Group during the 12 month period ended 30 June 2019

During 12 month period, ended 30 June 2019, the Company acquired 0.02% AS Putnu fabrika Kekava share capital for EUR 2 thousand. The shares were acquired from the non-controlling shareholders. The difference of EUR 4 thousand of gain between the consideration transferred and the carrying value of the interest acquired has been recognized within equity.

The Group acquired 0.71% ŽŪB Sidabravo share capital for EUR 5 thousand. The shares were acquired from the non-controlling shareholders. The difference of EUR 32 thousand of gain between the consideration transferred and the carrying value of the interest acquired has been recognized within equity.

During 12 month period, ended 30 June 2019, the Group founded the share capital of LLC LINAS AGRO UKRAINE UAH 6,500 thousand (EUR 205 thousand).

During 12 month period, ended 30 June 2019, the Group reduced the share capital of ŽŪB Užupės by paying out EUR 140 thousand to shareholders.

During 12 month period, ended 30 June 2019, the Company increased the share capital of UAB Linas Agro Grūdų Centras KŪB by EUR 1,300 thousand, UAB Linas Agro Konsultacijos EUR 1,213 thousand, UAB Lineliai EUR 50 thousand, ŽŪB Noreikiškių EUR 30 thousand, ŽŪB Landvesta 5 EUR 45 thousand.

The Group increased th share capital of SIA Linas Agro by EUR 1,000 thousand, Panevėžys district Aukštadvario ŽŪB EUR 1,010 thousand, Kėdainiai district Labūnavos ŽŪB EUR 200 thousand, UAB Gerera EUR 30 thousand.

#### Changes in the Group during the year ended 30 June 2018

During 12 month period, ended 30 June 2018, the Company acquired 3.24% AS Putnu fabrika Kekava share capital for EUR 423 thousand. The shares were acquired from the non-controlling shareholders. The difference of EUR 173 thousand of gain between the consideration transferred and the carrying value of the interest acquired has been recognized within equity.

During 12 month period, ended 30 June 2018, the Company increased share capital of UAB Linas Agro Grūdų Centras KŪB, ŽŪB Landvesta 5, ŽŪB Noreikiškių, UAB Lineliai in amount EUR 2,000 thousand, EUR 35 thousand, EUR 70 thousand, EUR 80 thousand, respectively.

During the 12 month period, new company UAB Kekava Foods LT was established.

#### **4.SEGMENT INFORMATION**

For management purpose the Group is organized into five operating segments based on their products and services as follows:

- the grain and feedstuff handling and merchandising includes trade in wheat, rapeseed, barley and other grains and oilseeds, suncake and sunmeal, sugar beat pulp, soyameal, vegetable oil, rapecake and other feedstuffs, grain storage and logistics services:
- the products and services for farming segment includes sales of fertilizers, seeds, plant protection products, machinery and equipment, grain storage facilities, spare parts and other equipment to agricultural produce growers and grain storage companies:
- the agricultural production segment includes growing of grains, rapeseed and others as well as sales of harvest, breeding
  of livestock and sales of milk and livestock. Milk is sold to local dairy companies, other production is partly used internally,
  partly sold:
- food products segment includes poultry and other food final products;
- the other products and services segment includes sales of biofuel and other products and services.

The Group's chief financial officer monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with profit or loss in the consolidated financial statements.

Transfer prices between the Group companies are based on normal selling prices in a manner similar to transactions with third parties.

9,598

## 4. SEGMENT INFORMATION (CONT'D)

Group	Grain and feedstuff handling and merchandising	Products and services for farming	Agricultural production	Food products	Other products and	Not attributed to any specified	Adjustments and elimina- tions	Total
Financial year ended 30 June 2019 Revenue					services	segment		
Third parties	507,783	140,553	20,648	77,029	(231)	_	_	745,782
Intersegment	5,521	8,180	8,741	-	-	_	(22,442) <sup>1)</sup>	_
Total revenue	513,304	148,733	29,389	77,029	(231)	-	(22,442)1)	745,782
Results								
Operating expenses	(8,218)	(13,589)	(3,372)	(7,324)	411	(3,621)	_	(35,713)
Segment operating profit (loss)	(8,744)	2,510	3,199	1,249	255	(3,510)	_	(5,041)
()	(0),,	_,0_0	0,200	_,		(0,010)		(5)5 :=)
Group	Grain and feedstuff handling and	Products and services for	Agricultural production	Food products	Other products	Not attributed	Adjustments	Total
Financial year ended 30 June 2018	merchandising	farming		•	and services	specified segment	tions	
Revenue								
Third parties	393,850	150,341	21,040	69,078	114	-	-	634,423
Intersegment	3,575	10,438	9,971	_	_	_	(23,984)1)	_
Total revenue	397,425	160,779	31,011	69,078	114	-	(23,984) <sup>1)</sup>	634,423
Total revenue Results	397,425	160,779	31,011	69,078	114	_	(23,984)1)	634,423
	<b>397,425</b> (8,637)	<b>160,779</b> (13,920)	<b>31,011</b> (3,414)	<b>69,078</b> (5,352)	<b>114</b> (188)	<del>-</del> (6,782)	(23,984) <sup>1)</sup> –	<b>634,423</b> (38,293)

3,146

3,904

(92)

(7,001)

(loss)

Below is the information relating to the geographical segments of the Group:

3,984

	12 month p	period ended
Revenue from external customers	As at 30 June 2019	As at 30 June 2018
Lithuania	219,707	162,626
Europe (except for Scandinavian countries, CIS and Lithuania)	239,332	208,194
Scandinavian countries	118,912	77,823
Africa	51,481	29,242
Asia	88,482	144,045
CIS	27,868	12,137
Other	_	356
	745,782	634,423
The revenue information above is based on the location of the customer.		

5,657

Non-current assets	As at 30 June 2019	As at 30 June 2018
Lithuania	70,606	68,245
Latvia	58,305	55,957
Estonia	914	1,200
Ukraine	25	_
	129,850	125,402

Non-current assets for this purpose consist of property, plant and equipment, investment property and intangible assets.

<sup>1)</sup> Intersegment revenue is eliminated on consolidation.

## **5. INTANGIBLE ASSETS**

Group	Software	Other intangible assets	Provisional goodwill	Total
Cost:				
Balance as at 30 June 2017	949	203	1,971	3,123
Additions	246	47	-	293
Write-offs	(106)	(23)	-	(129)
Reclassifications	(50)	50	-	_
Balance as at 30 June 2018	1,039	277	1,971	3,287
Additions	51	4	-	55
Write-offs	_	(16)	-	(16)
Balance as at 30 June 2019	1,090	265	1,971	3,326
Accumulated amortization:				
Balance as at 30 June 2017	612	59	_	671
Charge for the year	100	18	_	118
Write-offs	(106)	(13)	_	(119)
Reclassifications	(25)	25	_	_
Balance as at 30 June 2018	581	89	_	670
Charge for the year	107	30	-	137
Write-offs	_	(10)	-	(10)
Balance as at 30 June 2019	688	109	-	797
Impairment losses:				
Balance as at 30 June 2017	_	_	1,121	1,121
Balance as at 30 June 2018	_	_	1,121	1,121
Balance as at 30 June 2019	-	-	1,121	1,121
Net book value as at 30 June 2019	402	156	850	1,408
Net book value as at 30 June 2018	458	188	850	1,496
Net book value as at 30 June 2017	337	144	850	1,331
MET DOOK AGING 92 OF 20 JULIE 5011	337	144		1,331

The Group has no internally generated intangible assets. Amortization expenses of intangible assets are included within operating expenses in the statement of comprehensive income.

# 6. PROPERTY, PLANT AND EQUIPMENT

	Land	Buildings and structures	Machinery and equipment	Vehicles	Other property, plant and equipment	Construction in progress and prepayments	Total
Cost:							
Balance as at 30 June 2017	17,230	89,643	52,131	5,433	5,562	8,061	178,060
Additions	2,219	30	3,327	723	407	12,728	19,434
Disposals and write-offs	(271)	(1,864)	(3,425)	(979)	(1,225)	(367)	(8,131)
Transfers from investment property	302	_	-	_	_	_	302
Transfers to investment property	(219)	-	_	_	_	_	(219)
Reclassifications	107	8,518	1,830	157	68	(10,680)	-
Balance as at 30 June 2018	19,368	96,327	53,863	5,334	4,812	9,742	189,446
Additions	2,009	1,304	3,487	486	204	9,510	17,000
Disposals and write-offs	(10)	(1,624)	(2,135)	(609)	(266)	_	(4,644)
Transfers from investment property	179	-	_	_	_	_	179
Reclassifications	10	10,405	3,155	382	346	(14,298)	_
Balance as at 30 June 2019	21,556	106,412	58,370	5,593	5,096	4,954	201,981
Accumulated depreciation:							
Balance as at 30 June 2017	37	30,480	22,440	3,170	3,578	_	59,705
Charge for the year	46	5,770	4,544	706	734	_	11,800
Disposals and write-offs	(1)	(788)	(2,833)	(903)	(1,025)	_	(5,550)
Transfers to investment property	(1)	-	_	_	_	_	(1)
Reclassifications	-	-	_	128	(128)	_	_
Balance as at 30 June 2018	81	35,462	24,151	3,101	3,159	_	65,954
Charge for the year	48	5,136	4,083	515	521	_	10,303
Disposals and write-offs	_	(291)	(1,456)	(533)	(251)	_	(2,531)
Reclassifications	_	-	5	_	(5)	_	_
Balance as at 30 June 2019	129	40,307	26,783	3,083	3,424	-	73,726
Impairment losses:							
Balance as at 30 June 2017	-	399	10	-	-	_	409
Charge for the year	-	297	154	-	42	_	493
Balance as at 30 June 2018	-	696	164	_	42	_	902
Disposals and write-offs	-	(29)	(1)	_	_	_	(30)
Balance as at 30 June 2019	_	667	163	_	42	-	872
Net book value as at 30 June 2019	21,427	65,438	31,424	2,510	1,630	4,954	127,383
Net book value as at 30 June 2018	19,287	60,169	29,548	2,233	1,611	9,742	122,590
Net book value as at 30 June 2017	17,193	58,764	29,681	2,263	1,984	8,061	117,946

## 7. INVESTMENT PROPERTY

Investment property of the Group consists of land and buildings leased out under the operating lease which generates lease income.

Cost:	Land	Buildings	Total
Balance as at 30 June 2017	1,376	131	1,507
Transfers to property, plant and equipment	(302)	_	(302)
Transfers from property, plant and equipment	219	_	219
Balance as at 30 June 2018	1,293	131	1,424
Disposals and write-offs	(75)	(7)	(82)
Transfers to property, plant and equipment	(179)	_	(179)
Balance as at 30 June 2019	1,039	124	1,163
Accumulated depreciation:			
Balance as at 30 June 2017	-	48	48
Charge for the year	1	7	8
Transfers from property, plant and equipment	1	_	1
Balance as at 30 June 2018	2	55	57
Charge for the year	1	3	4
Disposals and write-offs	-	(7)	(7)
Balance as at 30 June 2019	3	51	54
Impairment losses:			
Balance as at 30 June 2017	51	_	51
Balance as at 30 June 2018	51	_	51
Balance as at 30 June 2019	51	-	51
Net book value as at 30 June 2019	985	73	1,058
Net book value as at 30 June 2018	1,240	76	1,316
Net book value as at 30 June 2017	1,325	83	1,408

Investment property of the Company consists of buildings leased out under the operating lease which generates lease income.

## 8. BORROWINGS

As at 30 June 2019	As at 30 June 2018
2013	2010
21,018	27,171
_	9
21,018	27,180
10,738	6,835
112,613	117,110
675	999
124,026	124,944
145,044	152,124
	2019  21,018  - 21,018  10,738  112,613  675  124,026

Interest payable is normally settled monthly throughout the financial year.

## 9. OPERATING EXPENSES

	2018/2019 12 month	2017/2018 12 month
Wages and salaries and social security	(23,025)	(23,474)
Consulting expenses	(762)	(715)
Depreciation and amortization	(794)	(1,733)
Other	(11,132)	(12,372)
	(35,713)	(38,294)

# 10. OTHER INCOME (EXPENSES)

Other income	2018/2019 12 month	2017/2018 12 month
Gain from currency exchange	33	443
Rental income from investment property and property, plant and equipment	205	242
Gain from disposal of investment property and property, plant and equipment	976	934
Dividend income	4	_
Change in fair value of currency financial instruments	319	1,648
Other income	175	270
	1,712	3,537
Other (expenses)		
Direct operating expenses arising on rental and non-rental earning investment properties		
and property, plant and equipment	(376)	(433)
Loss from disposal of property, plant and equipment	(568)	(100)
Change in fair value of currency financial instruments	(722)	(667)
Other expenses	(271)	(294)
	(1,937)	(1,494)

#### 11. COMMITMENTS AND CONTINGENCIES

As at 30 June 2019 the Group is committed to purchase property, plant and equipment for the total amount of EUR 1,875 thousand (EUR 4,168 thousand as at 30 June 2018).

A few Group companies (Panevėžys district Aukštadvario ŽŪB, Kėdainiai district Labūnavos ŽŪB, Šakiai district Lukšių ŽŪB, Sidabravo ŽŪB and Panevėžys district Žibartonių ŽŪB) received grants from the European Union and National Paying Agency for acquisition of agricultural equipment.

Panevėžys district Aukštadvario ŽŪB, Kėdainių district Labūnavos ŽŪB, Sidabravo ŽŪB, Panevėžys district Žibartonių ŽŪB are committed not to discontinue operations related to agricultural up to the end of 2021, 2022, Šakiai district Lukšių ŽŪB – up to 2020 and 2021. UAB Linas Agro Grūdų Centras KŪB received grants from the European Union and National Paying Agency (Lithuania) for grain handling and storage facility upgrade. UAB Linas Agro Grūdų Centras KŪB is committed not to discontinue operations related to preparation and warehousing of grains for trade agriculture up to 2020 and 2021.

SIA Lielzeltini and AS Putnu fabrika Kekava received grants from the European Union and Rural Support Service (Latvia) for poultry farm, feedstuffs production and storages upgrade. SIA Lielzeltini is committed not to discontinue broiler breeding, slaughtering and sale of products, feedstuffs up to 2020, AS Putnu fabrika Kekava – up to the end 2020, 2022 and 2023.

In case of non-compliance with the requirements the Group companies will have to return funds received to the state of Lithuania and Latvia amounting to EUR 2,504 thousand as at 30 June 2019 (EUR 3,080 thousand as at 30 June 2018).

In August 2018 the Group company AB Linas Agro received a ruling from the Customs of the Republic of Lithuania (hereafter – Customs) stating that Customs made additional calculation for the calendar year 2016 – 2017. The decision increased the taxes in EUR 644 thousand for fertilizers import in mentioned period. The AB Linas Agro management estimate the possibility to pay the taxes is 50 % and recognized as accruals in EUR 322 thousand amount and deferred tax asset in EUR 48 thousand as at 30 June 2019 and 30 June 2018. The AB Linas Agro management does not concur with Customs assessment and the decision is appealed.

#### 12. RELATED PARTIES TRANSACTIONS

The parties are considered related when one party has the possibility to control the other or have significant influence over the other party in making financial and operating decisions.

The related parties of the Company and Group for the years ended 30 June 2019 and 30 June 2018 were as follows:

Members of the board of the Company:

Darius Zubas (chairman of the board, ultimate controlling shareholder);

Dainius Pilkauskas:

Arūnas Zubas;

Andrius Pranckevičius;

Tomas Tumėnas;

Darius Jaloveckas from 1 June 2018;

Jonas Bakšys from 1 June 2018;

Vytautas Šidlauskas till 30 March 2018

Artūras Pribušauskas till 30 March 2018;

Subsidiaries: List provided in Note 3.

#### Akola ApS group companies:

Akola ApS (Denmark) (controlling shareholder);

UAB MESTILLA (same ultimate controlling shareholders).

UAB Baltic Fund Investments (Tomas Tumėnas is a director of this company).

Lobiu Sala AS (Sweden) (Jonas Bakšys is the Member of Board of this company).

Vividum UAB (Lithuania) ( Jonas Bakšys joint community property with spouse together).

The Group's transactions with related parties in 12 month period ended 30 June 2019 were as follows:

2019 4 Q			Rece	ivables			
	Purchases	Sales	Trade receivables	Other receivable	Non-current loans receivable	Payables	Payments received in advance
Akola ApS group companies Members of management	1,000	19,544	12	-	-	242	1,345
board	_	_	_	_	_	_	_

Transactions with related parties include sales and purchases of goods and services, sales and purchases of property, plant and equipment as well as financing transactions in the ordinary course of business and on terms equivalent to arm's length transactions.

There were no guarantees or pledges related to the Group's payables to or receivables from related parties. Receivables and payables from / to related parties will be settled in cash or offset with the payables / receivables from / to respective related parties.

Terms and conditions of the financial assets and liabilities:

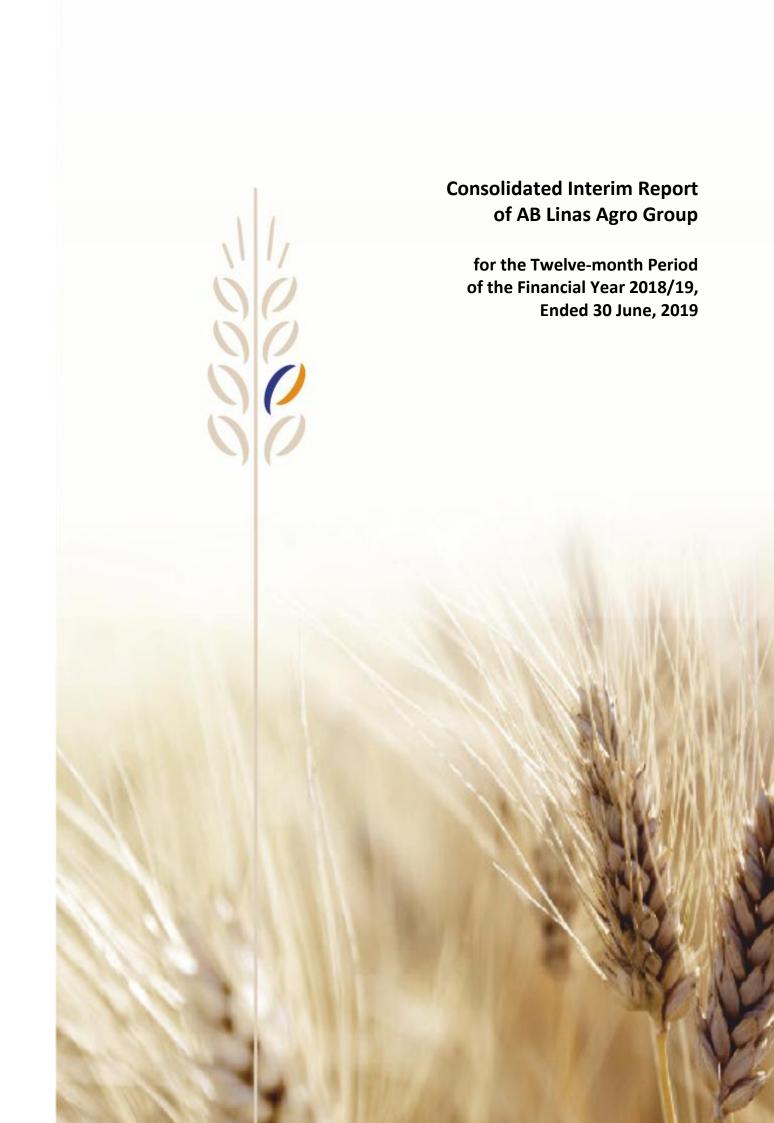
- Receivables from related parties are non-interest bearing and are normally settled on 30-day terms.
- Payables to related parties are non-interest bearing and are normally settled on 30-90-day terms.
- Interest payable is normally settled at the end of the loan term.

The Group's receivables from related parties were nor due neither impaired as at 30 June 2019 and 30 June 2018.

#### 13. SUBSEQUENT EVENTS

On 28 August 2019 the Company signed the overdraft limit agreement with OP Corporate Bank plc Lithuanian branch. The total overdraft limit is EUR 6,5 million.

On 29 July 2019 the Company increased share capital of its subsidiaries UAB Lineliai by EUR 30 thousand and Noreikiškiū ŽŪB by EUR 35 thousands.



# Information about the Company and the Group

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

LEI 529900UB9QON717IL030

VAT identification number LT480300113

Company register State Enterprise Centre of Registers (Valstybės įmonė

Registry centras)

Address Smėlynės St. 2C, LT-35143 Panevėžys, Lithuania

Phone +370 45 50 73 03

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E-mail group@linasagro.lt

Website www.linasagrogroup.lt

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

70440

ISIN code LT0000128092

Ticker in Nasdaq Vilnius LNA1L

AB Linas Agro Group together with its directly and indirectly controlled companies (hereinafter – subsidiaries) makes the Group, which was founded in 1991 and operates in three countries – Lithuania, Latvia and Estonia. The financial year of the Group begins on 1 July. At the end of the reporting period the Group had 38 companies and 2,113 employees. The Company does not have any branches and representative offices.

# The Main Activity

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 has own 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 processing plant. The Group is a major milk producer in Lithuania and poultry producer in Latvia as well.

The Group's activities are subdivided into main four operating Segments. Division into separate Segments is dictated by different types of products and character of related activities; however, activities of the Segments are often interconnected.



Products and services for farming



Agricultural production



Grain and feedstuff handling and merchandising



Food products

# **Contact Persons**

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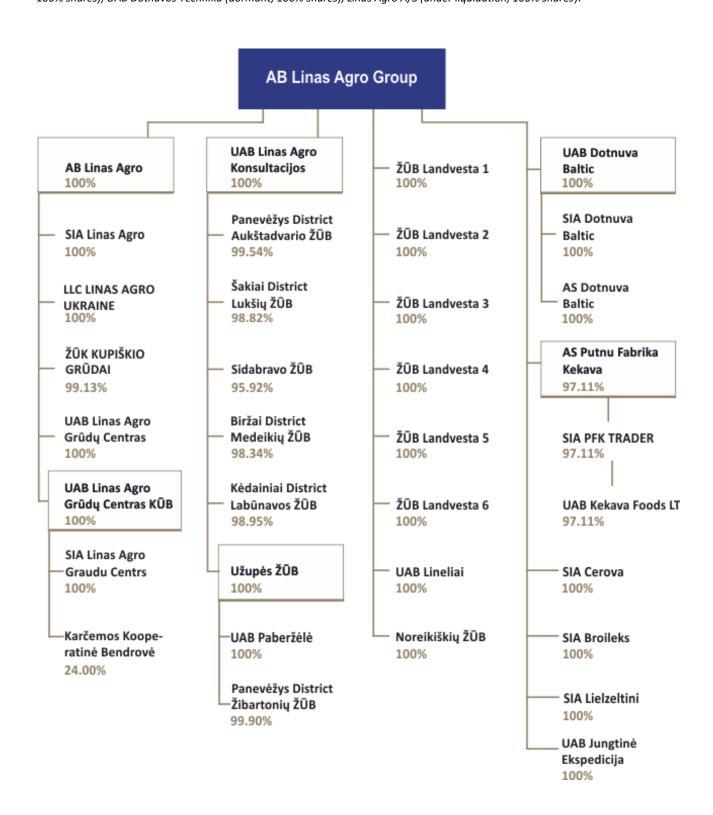
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# Information about subsidiaries of the Company

The Company controlled 38 companies\* in Lithuania, Latvia and Estonia as at 30 June 2019.

\*Dormant companies and the companies undergoing liquidation are not included in the structural chart: UAB Gerera (dormant, 100% shares), UAB Dotnuvos Technika (dormant, 100% shares), Linas Agro A/S (under liquidation, 100% shares).



# **Activity and Financial Results of the Group**

- Consolidated revenue of AB Linas Agro Group in 2018/19 financial year totaled EUR 746 million and was 18% more as compared to previous year (EUR 634 million).
- The Group's sales volume in tons reached 2.53 million and was 15% more as compared to previous year (2.2. million tons).
- The gross profit reached EUR 31 million and was 33% less than a year before (EUR 46 million).
- Consolidated EBITDA amounted to EUR 5.1 million and was 75% less as compared to the previous year (EUR 20.4 million).
- The Group's operating loss was EUR 5.0 million as compared to EUR 9.6 million profit gained during the previous year.
- Loss before taxes amounted to EUR 8.1 million (compared to EUR 7.5 million profit in previous year).
   The net loss attributable to the Group stood at EUR 6.8 million (EUR 9,0 million profit previous year).
- The gross profit in the fourth quarter of this financial year was EUR 6.6 million compared to EUR 14.1 million, gained a year before, and the operating loss amounted to EUR 3.9 million compared to EUR 4.1 million operating profit from previous year. The net loss reached EUR 3.3 million in Q4 as compared to EUR 4.8 million profit during the same period a year before.



# **Financial ratios**

	2015/16 12 months	2016/17 12 months	2016/17 12 months	2017/18 12 months	Change 2018/19 compared to 2017/18 (thousand EUR)	Change 2018/19 compared to 2017/18 (%)
Sales revenues (thousand EUR)	615,961	644,952	634,243	745,782	111,359	17.6
Sales in tons	2,187,388	2,364,713	2,205,755	2,529,711	323,956	14.6
Gross profit (thousand EUR)	39,881	46,276	45,848	30,326	(15,522)	(33.9)
EBITDA (thousand EUR)	17,135	22,716	20,410	5,082	(15,328)	(75.1)
Operating profit (thousand EUR)	7,232	12,054	9,597	(5,041)	(14,638)	(152.5)
Earnings before taxes EBT (thousand EUR)	5,316	10,045	7,523	(8,134)	(15,657)	(208.1)
Net profit (thousand EUR)	3,944	8,408	9,463	(6,746)	(16,209)	(171.3)
Margins, %						
Gross profit margin	6.47	7. 18	7.23	4.20	(3.03)	(41.9)
EBITDA margin	2.78	3.52	3.2	0.68	(2.54)	(78.8)
Operating profit margin	1.17	1.87	1.51	(0.70)	(2.21)	(146.4)
Earnings before taxes margin	0.86	1.56	1.19	(1.10)	(2.29)	(192.0)
Net profit margin	0.64	1.30	1.49	(0.90)	(2.39)	(160.4)
Solvency ratios						
Current ratio	1.42	1.43	1.38	1.28	(0.1)	(7.25)
Debt / Equity ratio	0.59	1.09	1.26	1.3	0.04	3.17
Net financial debt / EBITDA	5.13	4.40	6.94	27.8	20.9	300.6
Return on equity (ROE), %	2.43	4.98	5.34	(4.01)	(9.35)	(175.1)
Return on capital employed (ROCE), %	2.82	4.33	2.92	(1.59)	(4.51)	(154.5)
Return on assets (ROA), %	1.19	2.38	2.36	(1.74)	(4.10)	(173.8)
Basic and diluted earnings per share (EPS)	0.03	0.05	0.06	(0.04)	(0.10)	(166.7)
Price earnings ratio (P/E) *	22.17	12.88	12.34	(15.7)	(28.04)	(227)

 $<sup>^{*}</sup>$  The closing price of the last day of AB Linas Agro Group accounting period

#### Overview

As per updated data, cereal yield in Lithuania in 2018 amounted to almost 4 million tons and was 21% less as compared with previous year, while rapeseed yield has shrunken by 20% amounting to 0.43 million tons. In Latvia cereal yield decreased by 24% amounting to 2 million tons and rapeseed yield dropped 30%. In Estonia wheat and barley production have shrunken by 43% to 0.8 million tons and rapeseed production dropped 31%.

The lower yield of various cereals, oilseeds and pulses in all Baltic states intensified competition in grain sourcing activity and reduced trade margins. The global grain prices were volatile and quite difficult to predict. For instance, the price of wheat on Euronext exchange in H1 ranged between 180 and 205 euros per ton compared to 150-180 price range a year ago, while in H2 it dropped sharply from 190 euros per ton to 165 euros per ton. All that affected prices of other grains. The international grain and oilseed markets were challenging throughout the reporting period, and this had a negative impact on the Group's performance. This particularly affected the operating margins of traditional products like wheat, barley and rapeseed. In addition, the decline in cereal demand in China as a result of swine fever and the decision by Saudi Arabia, the largest barley buyer, to use heavily its carry-over stocks and make a pause in barley purchase until the beginning of the new harvest strongly affected barley sales and thus the Group's profitability. A part of the products has been sold at negative margins.

Due to the deterioration of the financial situation of farmers, the market for agricultural inputs shrank in all Baltic countries, which intensified competition in selling goods to farmers, negatively influenced the quantities of sold goods and also trade margins, which shrank to a minimum.

Having quite a large products portfolio allowed the Group to increase its sales volumes during the reporting period from 2.2 million to 2.5 million tons. Sales of some products have increased, some have declined. The 6.3% drop was observed in traditional products — wheat and rapeseed — as their sales in tons plunged to 1.08 million tons. The decreased yield had a negative impact on performance of Group controlled grain elevators as total volume of various grains they processed was over 356 thousand tons or almost 27% less as compared to previous year. Appositively, a sound harvest in Russia and Ukraine and increased demand for various feedstuffs boosted their sales volumes in tons 50%.

Group's consolidated revenue of the respective period had an increase of 18% from EUR 634 million to EUR 746 million. Revenue of the largest Group's business Segment 'Grain and Feedstuff Handling and Merchandising' increased by 29% to EUR 513 million. The growth in sales was mitigated by the increase in feedstuff sales, which soared by 64% to EUR 162 million. Revenue went up also due to the global grain price increase of 8%. Sales in business Segment 'Products and Services for Farming' decreased by 7.5%, while revenue from fertilizers and plant protection products businesses went up 18% and 2% accordingly, although revenue from sales of agricultural machinery fell by 18% due to the stagnation of the market caused by the fall in yield and the deterioration of the financial situation of farmers. Sales in business Segment 'Food products' grew 11%, however, growing energy and feedstuff prices negatively affected operating margin of this business segment. Due to the drought the crop production and sales volume in tons in Group's farming companies was 24% less as compared to previous year, but the drop in their sales was 5%, not that big because of the high grain prices, making revenue equal to EUR 29 million.

The Group's operating loss amounted to EUR 5 million and EBITDA was EUR 5.1 million as compared to corresponding EUR 9.6 million operating profit and EUR 20.4 million EBITDA a year before. The Group's net loss amounted to EUR 6.7 million as compared to EUR 9.5 million net profit in 2017/18 financial year.

To reduce operating costs, the Group is carrying out some transformations in the organizational structure: closed the dormant company in Latvia SIA Erfolg Group; merged the fertilizer warehousing company SIA Paleo to the grain elevators company SIA Linas Agro Graudu Centrs; is closing the Danish company Linas Agro A/S. The Group also implements other programs to increase efficiency of the internal processes and reduce operational costs, they cut operating costs of AB Linas Agro Group by 7% or EUR 2.7 million.

#### **Financial Costs**

Due to increased financial loans portfolio, Group's financial expenses over referenced period increased as well and amounted to EUR 3.7 million compared to that in 2017/18 financial year (EUR 2.6 million). The total amount of financial loans portfolio (including leasing) dropped from EUR 153.8 million to EUR 148.4 million. The amount of financial loans over twelve months of this financial year declined by EUR 7 million since July due to diminished amount of stocks and accounts receivable.

#### **Cash Flow**

Group's cash flow from operating activities before the changes in the working capital amounted to EUR 3.9 million as compared to EUR 26.9 million in the corresponding period of the previous year and were positive. Cash flow from operating activities after changes in working capital was positive as well and amounted to EUR 23.9 million (negative EUR 20 million over the respective period of 2017/18 financial year), the reason was decrease of stocks by EUR 4.6 million and accounts receivables by EUR 5.6 over twelve months of this financial year. Group's cash and cash equivalents amounted to EUR 7.7 million at the end of the reporting period (EUR 10.5 million in 2017/18 financial year).

# **Performance Results of the Segments**

Activities of the Group are divided into five business Segments:

- 1. Grain and Feedstuff Handling and Merchandising;
- 2. Products and Services for Farming;
- 3. Agricultural Production;
- 4. Food products;
- 5. Other.

# Operating Profit (loss) by Segments, thousand euro

	2018/19 12 months	2017/18 12 months	2016/17 12 months	2015/16 12 months	2014/15 12 months
Grain and Feedstuff Handling and Merchandising	(8,744)	3,984	7,989	9,583	7,484
Products and Services for Farming	2,510	5,657	3,806	2,816	965
Agricultural Production	3,199	3,146	3,329	758	3,532
Food products	1,249	3,904	1,545	(1,246)	3,193
Other	255	(92)	(196)	(176)	97

## **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 logistic services.

The Group has been operating in this field since 1991; this activity generates the major part of the Group's revenue. The companies AB Linas Agro and Linas Agro AS are the holders of the European Good Trading Practice certificates. The companies AB Linas Agro and SIA Linas are ISCC (International Sustainability and Carbon certification) certified. In addition, AB Linas Agro holds a certificate in trade of organic plant production issued by the PE Ekoagros, and has GMP+ (European Good Manufacturing Practice) certification. The Group's own storage capacity for various grains and other agricultural commodities in Lithuania and Latvia was close to 331 thousand tons, while the storage capacity at ports was 184 thousand tons at the end of the reporting period. AB Linas Agro has established a subsidiary company LLC LINAS AGRO UKRAINE during the reporting period with the aim to strengthen the sourcing business in Ukraine.

The lower wheat, rapeseed and beans yield in the Baltic States as well as the trends of international grain trade had a significant influence on the purchase and sales volume of agricultural commodities, and the quality of the harvested grains reduced the necessity for drying services in the Group's grain elevators. This year, the Group's grain traders have faced some challenges to sell wheat, barley and peas. Marketing of high quality wheat, which is usually in high demand in the market, was complicated as the major importers of such a wheat, Spain and Turkey, refused to buy it. Spain itself has grown the necessary quantity of wheat and imported only small quantities from Kazakhstan, while Turkey, having improved relations with Russia, has renewed wheat imports from Russia through the Black Sea. However, barley sales have been the most challenging, since the imposition of duties on imports of barley into China and the decline in demand in Saudi Arabia have reduced the global demand for this product, which has negatively affected the profitability of trade. India, the largest consumer of peas, banned the import of peas from the EU, which made marketing of peas difficult, as other buyers (f. i., Scandinavian countries) were buying peas in small batches.

The total sales volume of grain, oilseed and feedstuff went up almost 17% to 2.1 million tons during the reporting period. The sales of traditional crops (wheat, rapeseed, barley) increased by 11% to 1.7 million tons. Due to increased world prices for various cereals, the sales revenue of the above-mentioned products went up 19% and amounted to EUR 348 million, however, price fluctuations have reduced trade margins to a minimum. The Group-owned grain elevators prepared 356 thousand tons of grain for exports or 27% less than a year before, their performance was strongly influenced by significantly lower yields and increased grain reception capacities in the Baltic ports.

The increased demand for feed grade grain in Western Europe and the Baltic States due to poor harvest in the area, a record harvest of maize in Ukraine and the establishment of subsidiary LLC LINAS AGRO UKRAINE were the main reasons that positively affected sales of various feedstuffs, sales of feedstuff in tons accelerated by 50% to 441 thousand tons and sales revenue went up 64% to EUR 162 million.

The total revenue of this business Segment went up from EUR 397 million to EUR 513 million, but the operating profit was negative and amounted to EUR 8.7 million as compared to operating profit of EUR 3.9 million a year before.

Over 2.4 million euros were invested during the reporting period to expand grain storage network and improvement of the existing infrastructure. In Latvia, the Group launched two grain elevators - in Grobina and Rezekne. The volume of grain processed in Group's elevators in Latvia grew almost 26% as compared to previous year up to 72 thousand tons.

# **Products and Services for Farming**

This business Segment includes trade in seeds, plant protection products, fertilizers, agricultural and machinery, installation of grain cleaning, drying and storage facilities as well as livestock farms.

Supply of agricultural inputs to the farmers is a long- term activity of the Group that trace back to 1993 and is currently run in Lithuania, Latvia and Estonia. The Group represents worldwide known brands. The total Group's storage capacity for warehousing seeds, fertilizers and plant protection products in Lithuania and Latvia increased by 6 thousand tons during the reporting period and exceeded 104 thousand tons at the end of the period. The Group sold the rarely used warehouse in Tukums, Latvia during the reporting period.

The subsidiary AB Linas Agro is one of the largest suppliers of fertilizers, plant protection products, certified seed to Lithuanian farmers, and SIA Linas Agro supplies agricultural inputs to Latvian farmers.

The subsidiary UAB Dotnuva Baltic is a wholesaler and retailer of agricultural machinery and grain storage facilities, has an agricultural machinery service network in the Baltic States and a seed processing plant. During the reporting period, 'Dotnuva Seeds' branded seed produced by the Group had 30% of the certified seed market in Lithuania. The company has a certificate in preparation and trade of organic seeds issued by the PE Ekoagros. During the reporting period, the line for mixing and packing grass seeds was launched at the Dotnuva seed factory to further improve the quality of the mixtures and the packing efficiency. Dotnuva Baltic is the only representative of the 'Case IH', 'Kverneland', 'Agrifac', and 'Jeantil' brands in the Baltic States. Dotnuva Baltic is the leading distributor of plows and self-propelled sprayers in Lithuania and one of the largest sellers of the new western tractors in Lithuania. In order to ensure high standards of customer service and to provide quality service to the market, Dotnuva Baltic has joined the 'Red Excellence' Case IH international quality campaign, which unites Case IH dealers in Europe.

In order to improve the service of farmers and to avoid internal competition between the subsidiaries, changes in the organizational structure of Products and Services for Farming business are taking place. Seed sales have been transferred from UAB Dotnuva Baltic to AB Linas Agro. It is planned that in the next financial year the offices of Dotnuva Baltic and Linas Agro in Latvia will be located in one agricultural service and trade center that is being built and will open on October. It will lodge the back offices of the companies, machinery department with machinery exposition, service workshop, warehouses of spare parts, also agricultural inputs will be traded there.

The increased winter crop area that survived winter well and readiness of the salesmen for the spring season have had a positive impact on the sales of fertilizers, plant protection products and micro-nutrients. Fertilizer sales grew 18% up to EUR 54 million. Although the drought in the spring reduced the size of the plant protection products market, the Group managed to maintain or even slightly increase its market share: total sales of plant protection products and micronutrients increased by 2% up to EUR 17 million.

The Group's sales and exports of spring barley, grass, catch crop mixtures seeds increased, while demand for and sales of conventional crops - winter and spring wheat and peas - shrank as farmers, due to the worsening financial situation, saved costs and used their own non-certified seeds, which were of relatively good quality.

The market of certified seeds in Lithuania shrank 16% during the reporting period. The Group's seed processing plant in Dotnuva produced almost 22 thousand tons of certified seed over the reporting period, or 10% less than in previous year, but its market share remained almost unchanged and equal to 30.4%. The traded volumes of certified seeds were 18% less than in previous year and almost reached 24 thousand tons.

However, more expensive seeds have been traded, therefore revenue, gained from seed sales decreased by only 10% to EUR 18.7 million.

Several in a row unfavorable growing seasons affected sales of agricultural machinery. The second consecutive year of poor harvest in the Baltic States and a more complicated financial and economic situation of farms have significantly decreased farmers' investments into grain complexes, new agricultural machinery and other equipment.

The prolonged drought in Lithuania in spring did not predict a good future harvest, therefore farmers have completely stopped major investments into agricultural machinery, especially because bank financing became hardly obtainable. In Lithuania, there were very few investments into grain processing equipment as only a very small number of farmers expect EU support and invest. In March and April, Lithuanian farmers applied for EU support for the purchase of agricultural machinery, so a boost in trade is expected in the next financial year. Small dairy farms are planning only small investments in farm equipment and development of milk production, and only with the support of EU funds. Therefore, the Group is planning to increase sales of farm equipment only in the next financial year.

In Latvia, farmers have a strong interest in grain processing equipment and the reconstruction of existing warehouses, but the investment will be dependent on EU funding and the projects will only be implemented in 2020/21. Latvian farmers also plan to purchase agricultural machinery only having support from EU funds.

In Estonia, sales have been hampered by the aforementioned several-year low harvest situation, coupled with a worsening economic situation for farmers, delays in EU support and banks' decisions to limit leasing of agricultural machinery, considering farming as a risky business. Farmers are actively interested in renting instead of purchasing agricultural machinery.

Group's sales of the new agricultural machinery have shrunken in all Baltic States. The Group's revenue from the sale of new agricultural machinery decreased by 25% to almost EUR 32 million. Also, the demand for used machinery has increased notably, sales of used machinery went 14% up to EUR 2.4 million. Sales revenue from trading spare parts went up 16% to EUR 8.2 million. Revenue gained from grain processing equipment was almost EUR 11 million or 46% less as compared to previous year (EUR 21 million). A part of the Group's planned elevators construction projects will be completed in the next financial year due to the increased size of the objects: they are larger than in previous year.

Revenue from this business Segment decreased by 8% to EUR 149 million. The gross profit went down 14% and amounted to EUR 16 million, while operating profit decreased by 56% to EUR 2.5 million.

Over 277 thousand euros were invested during the reporting period to expand fertilizers storage and seed processing facilities, over 2.7 million euros - to build the mutual Dotnuva Baltic and Linas Agro office and farmers' service center in Latvia. A grass seed mixing and packaging line has been installed in Dotnuva, which has improved mixtures quality and packing capacity.

## **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 six 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 and Sidabravo ŽŪB.

Agricultural companies were cultivating 17,266 ha of land. At the end of the reporting period the Group owned 7,655 ha of arable land. Of the 9,398 hectares of winter crops sown in the autumn, 33 hectares of winter crops were destroyed, and the condition of the remaining crops varied from very good to poor. The negative impact of drought is particularly strong in Žibartonių ŽŪB and Aukštadvario ŽŪB agricultural companies of Panevėžys district, as well as in agricultural company Sidabravo ŽŪB.

In spring, 4,711 ha area was sown with summer crops, including 2,394 ha of barley. Barley was in good condition at the end of the reporting period, but wheat, peas and beans crops are dense due to the drought, and good harvest is not expected.

Over 69 thousand tons of agricultural commodities were sold or 24% less than a year before. About 59% of the products have been sold to the other companies of the Group and 41% marketed outside the Group.

The Group controlled farms owned 3,206 dairy cows at the end of the reporting period, their number remained almost unchanged, although milk yields have increased. Significant increase in milk yield was observed in Kėdainiai District Labūnavos ŽŪB and Panevėžys district Žibartonių ŽŪB agricultural companies - by 9.6% and 12.2%, respectively, while the Group's total milk yield growth was 5.6%.

Almost 32 thousand tons of raw milk have been sold over the referenced period, or 5.5% more than a year before. The average milk purchase price was 8% less than a year before (declined from EUR 295 to EUR 272 per ton), therefore sales revenue dropped by 1% to EUR 11 million. Meat sales volume was 1,489 tons (1,455 tons a year before).

The revenue of this business Segment dropped almost 5% from EUR 31 million to EUR 29 million and operating profit amounted to EUR 3.2 million and remained almost unchanged compared to 3.1 million EUR profit a year before.

During the reporting period, the Group invested EUR 5.9 million to update agricultural machinery and vehicles fleet and farming facilities, also almost EUR 2 million were spent to obtain arable land for further expansion of husbandry farming. A part of the cow herd was moved to a new and modern farm with milking parlor at the Šakiai District Lukšių ŽŪB agricultural company. A new slurry storage tank was mounted at Panevėžys District Žibartonių ŽŪB agricultural company, also farms are being reconstructed. Panevėžys District Aukštadvario ŽŪB agricultural company installed a new grain dryer. A cattle-breeding barn was reconstructed at the agricultural company Sidabravo ŽŪB.

Though raw milk prices are on the low trend, the Group is positive regarding development of milk production on the long term and has plans to invest into milk production facilities and expand its cow herd. Much attention within the Group is paid to the training of animal husbandry specialists and the uptake of new products, which results in better efficiency of dairy farming.

#### **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. Business is conducted by Latvian poultry companies AS Putnu Fabrika Kekava (incl. subsidiary SIA PFK Trader), SIA Lielzeltini, SIA Broileks, and SIA Cerova.

AS Putnu Fabrika Kekava — No1 poultry producer in Latvia with full poultry manufacturing cycle, including egg incubation, chicken hatching, broiler breeding, production of fresh poultry and processed products under brand name 'Kekava'. The company's products are marketed under the trademark 'Top choice poultry' in the export markets. The subsidiary of the company, SIA PFK Trader operates 21 retail shops all over Latvia and had one outlet in Vilnius, Lithuania, which was closed at the end of the financial year due to poor sales. AS Putnu Fabrika Kekava have the right to mark their poultry meat as 'Raised without Antibiotics'. During the reporting period AS Putnu Fabrika Kekava has received A grade BRC (British Retail Consortium) accreditation (formerly having B grade or lower rating), also has ISO 50001:2012 and ISO 22000:200 certification, and is Halal certified.

SIA Lielzeltini – No2 poultry producer in Latvia: has an incomplete production cycle consisting of broiler breeding, production of fresh poultry and processed products sold under the brand name "Bauska", as well as production of compound feed. The company has received ISO 22000:2006 and ISO 50001:2012 certifications, also is Halal certified.

SIA Broileks grows and sells live chicken. SIA Cerova incubate eggs and sells day-old chicks.

Poultry prices in the EU are influenced by Polish producers, who produce 17% chicken in EU, and imports from third countries, as the average price of Brazilian chicken is 57% below the price of chicken in the EU. Increased imports of poultry meat from third countries - Brazil, Thailand and Ukraine - prevented the rise in poultry prices. The average EU price of poultry meat remained almost unchanged at EUR 1.866 / kg as compared with the previous reporting period. And the price of chicken breast has even dropped in recent months. Meanwhile, the cost of poultry production went up 8% as compared to previous year due to increased prices for grain, feedstuff and energy.

The poultry companies produced over 42 thousand tons of live weight or 3.6% more as compared to previous year. Companies sold over 32.6 thousand tons of poultry and poultry products or almost the same as a year before.

Revenue from this business Segment increased by almost 12% from EUR 69 million to EUR 77 million while operating profit went down 68% from EUR 3.9 million to EUR 1.2 million. The operating profit margin decreased accordingly from 5.7% to 1.6%, the decline was mainly due to increase in energy and feedstuff prices.

The Group invested over EUR 4 million during the referenced period for the development and renovation of poultry farms: building new poultry-houses, improvement of birds raising conditions, improvement of water quality, upgrading of meat processing equipment. As much as 21 poultry houses were renovated and 6 newly built, which will allow to produce extra 1,500 tons of poultry meat per year. The Group plans to further expand bird raising capacity, and also increase bird slaughtering capacity by 2020. Although poultry production in EU is 5% higher than consumption, but poultry consumption per capita has been steadily rising in the EU over the last few years, consumers are increasingly choosing chicken over other meat, which gives confidence in the future of this business.

## Other

This business Segment includes small activities, not attributable to other Segments, f.i., grain elevators' services to the third parties, sale of minor assets, etc.

The operating profit of this business Segment amounted to EUR 255 thousand as compared to EUR 92 thousand loss in previous year.

# The Publicly Disclosed Information and Other Events of the Reporting Period

# The Publicly Disclosed Information

During the reporting period ended 30 June, 2019, the Company publicly disclosed and distributed via Nasdaq Vilnius GlobeNewswire system and in Company's website the following information:

31/05/2019 15:00 EEST	Correction: AB Linas Agro Group notification about interim 9 months financial results of the financial year 2018/2019	Interim Information	EN, LT
31/05/2019 10:00 EEST	AB Linas Agro Group notification about interim 9 months financial results of the financial year 2018/2019	Interim Information	EN, LT
28/2/2019 16:00 EET	AB Linas Agro Group notification about interim 6 months financial results of the financial year 2018/2019	Half-Yearly information	EN, LT
3/12/2018 16:15 EET	AB Linas Agro Group investor's calendar for the 2019	Other information	EN, LT
30/11/2018 08:00 EET	AB Linas Agro Group notification about interim 3 months financial results of the financial year 2018/2019	Interim Information	EN, LT
31/10/2018 17:17 EET	Decisions of the Annual General Meeting of AB Linas Agro Group Shareholders, held on 31 October 2018	Notification on material event	EN, LT
31/10/2018 16:48 EET	Procedure for the payout of dividends for the financial year ended 30 June 2018	Notification on material event	EN, LT
31/10/2018 16:37 EET	AB Linas Agro Group notification about the Annual information of the financial year 2017/2018	Annual information	EN, LT
18/10/2018 18:14 EEST	Supplemented agenda of the General Meeting of Shareholders of AB Linas Agro Group	Notification on material event	EN, LT
10/10/2018 10:30 EEST	Correction: Notice on Annual General Meeting of Shareholders of AB Linas Agro Group	Notification on material event	EN, LT
9/10/2018 20:27 EEST	Notice on Annual General Meeting of Shareholders of AB Linas Agro Group	Notification on material event	EN, LT

19/9/2018 15:26 EEST	CORRECTION: AB Linas Agro Group investor's calendar for the 2018	Other information	EN, LT
31/8/2018 16:12 EEST	AB Linas Agro Group notification about interim 12-month financial results of the financial year 2017/2018	Interim Information	EN, LT
13/7/2018 09:42 EEST	AB Linas Agro Group signed employee stock option contracts	Other information	EN, LT

# Other Events of the Reporting Period

January- June 2019	The share capital of UAB Linas Agro Konsultacijos was increased by 1,213,000 euros.
July 2018-June 2019	The capital of Noreikiškių ŽŪB was increased by 30,000 euros.
May 2019-June 2019	The capital of ŽŪB Landvesta 5 was increased by 45,000 euros.
31/5/2019	The capital of Panevėžys District Aukštadvario ŽŪB was increased by 1,009,605 euros.
Nov 2018- May 2019	The capital of UAB Linas Agro Grūdų Centras KŪB was increased by 1,300,000 euros.
14/3/2019	SIA Paleo was merged to SIA Linas Agro Graudu Centrs.
Oct 2018-Mar 2019	The authorized capital of LLC LINAS AGRO UKRAINE was increased by 5,500,000 hryvnas (around 175,100 euros).
30/1/2019	Liquidation of SIA Erfolg Group completed.
21/1/2019	The capital of Kėdainiai District Labūnavos ŽŪB was increased by 200,000 euros.
19/9/2018	The authorized capital of UAB Lineliai was increased by 50,000 euros.
5/12/2018	The authorized capital of SIA Linas Agro was increased by 1,000,000 euros.
8/11/2018	The capital of UAB Linas Agro Grūdų Centras KŪB was increased by 1,000,000 euros.
31/10/2018	The capital of Užupės ŽŪB has been reduced by paying 140,000 euros to the shareholders.
October 2018	The Company transferred 9,000 own shares to the employees of the Group under AB Linas Agro Group Rules for Shares Issues.
30/7/2018	AB Linas Agro founded a subsidiary in Ukraine LLC LINAS AGRO UKRAINE.

# **Subsequent Events**

6/8/2019 The authorized capital of LLC LINAS AGRO UKRAINE was increased by 2,600,000 hryvnas (around 102,970 euros).

# **Prices and Turnover of Shares of AB Linas Agro Group**

Information on changes in the prices of Company's shares and turnover from 1/7/2013 until the end of the reporting period, i. e. 30 June 2019, is presented in the following diagram:

