



We grow tomato paste

Mykolayiv
AGROFUSION
Kherson



AGROFUSION

vertically integrated group of companies



Total agronomical control

- 100% of tomatoes are grown by Agrofusions' farms
- Tomato seedlings supplied by own nurseries
- Global G.A.P. and Organic fields
- Sustainable tomatoes and full traceability

Tomato paste "Inagro"

- Three tomato processing factories in the South of Ukraine
- Processing capacity – 750 000 mt/tomatoes
- International standards (FSSC 22000, ISO 9001, OHSAS 18001, ISO 14001)

Sales and marketing

- Annual turnover 40 mln EURO
- Customized B2B product
- Blue-chip partners portfolio
- Direct sales and long-term partnership
- Authorized exporter's status



Processing



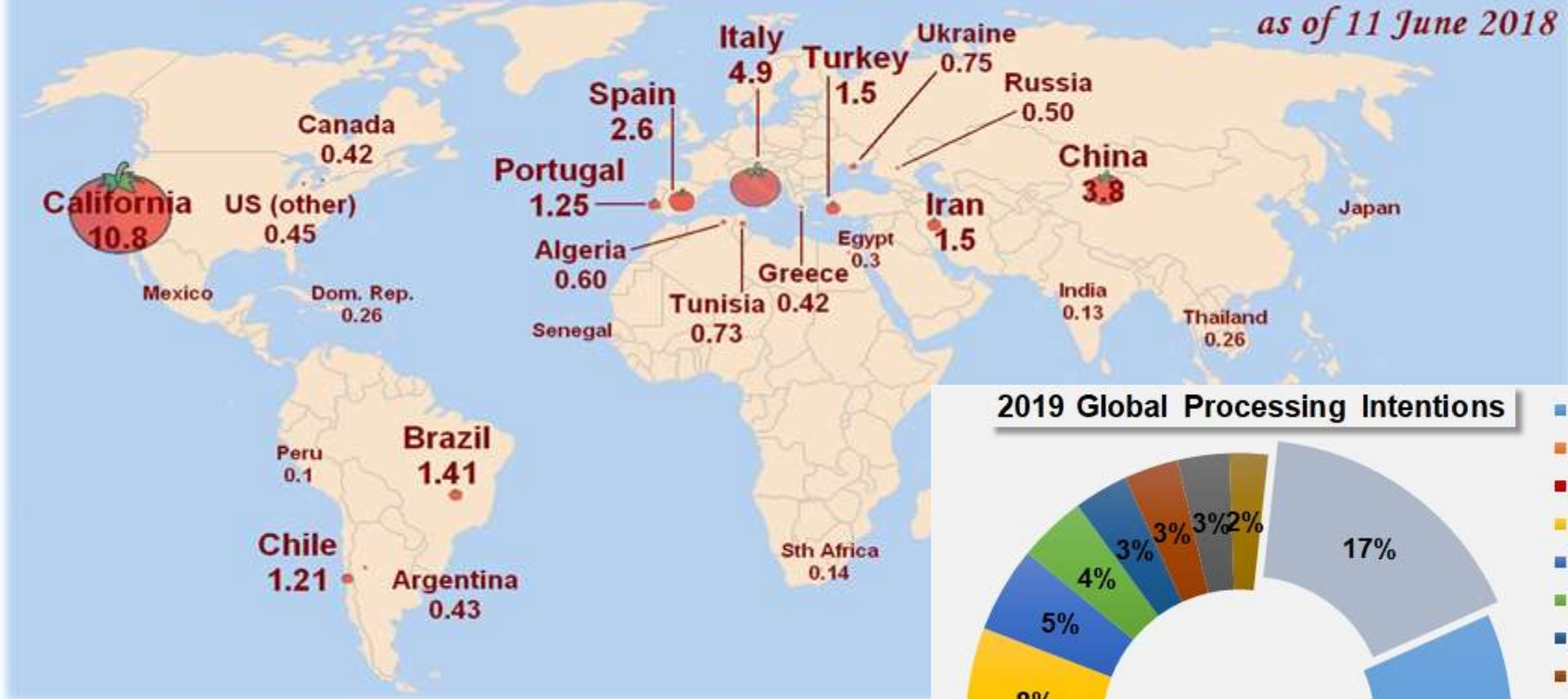
Production capacity - 750 000 MT per season (12 000 MT a day)



Global tomato processors

Global Tomato Processing in 2018: 35.87 million mT

as of 11 June 2018

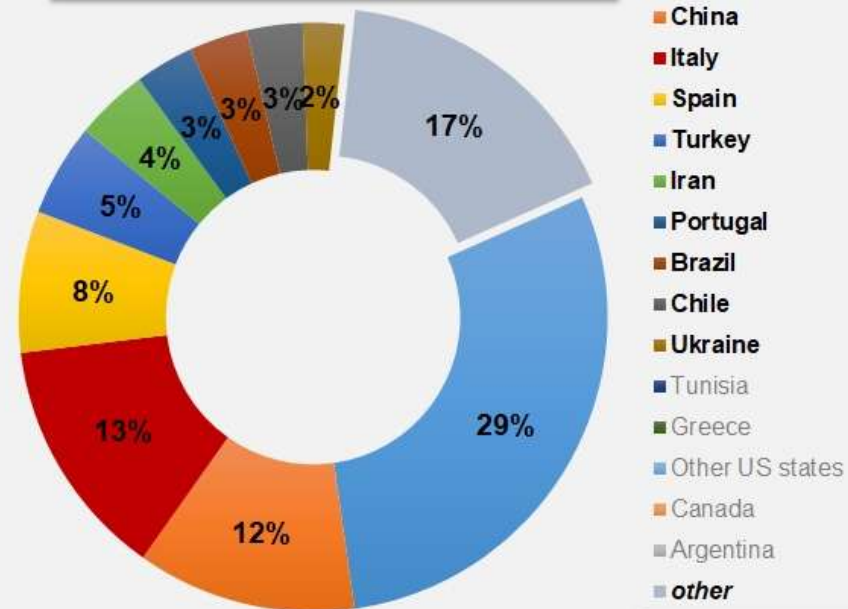


Ukraine is:

4th in Europe

10th in the World

2019 Global Processing Intentions





Agrofusion values

- We are certified supplier for Nestle, Unilever, Coca-cola, Pepsi, HJ Heinz, Freiberger, Mars Foods, Orkla etc.
- We don't sell on spot
- We develop together with our customers
- Our principals: honesty, decency, clear business
- We offer long-term sustainable partnership



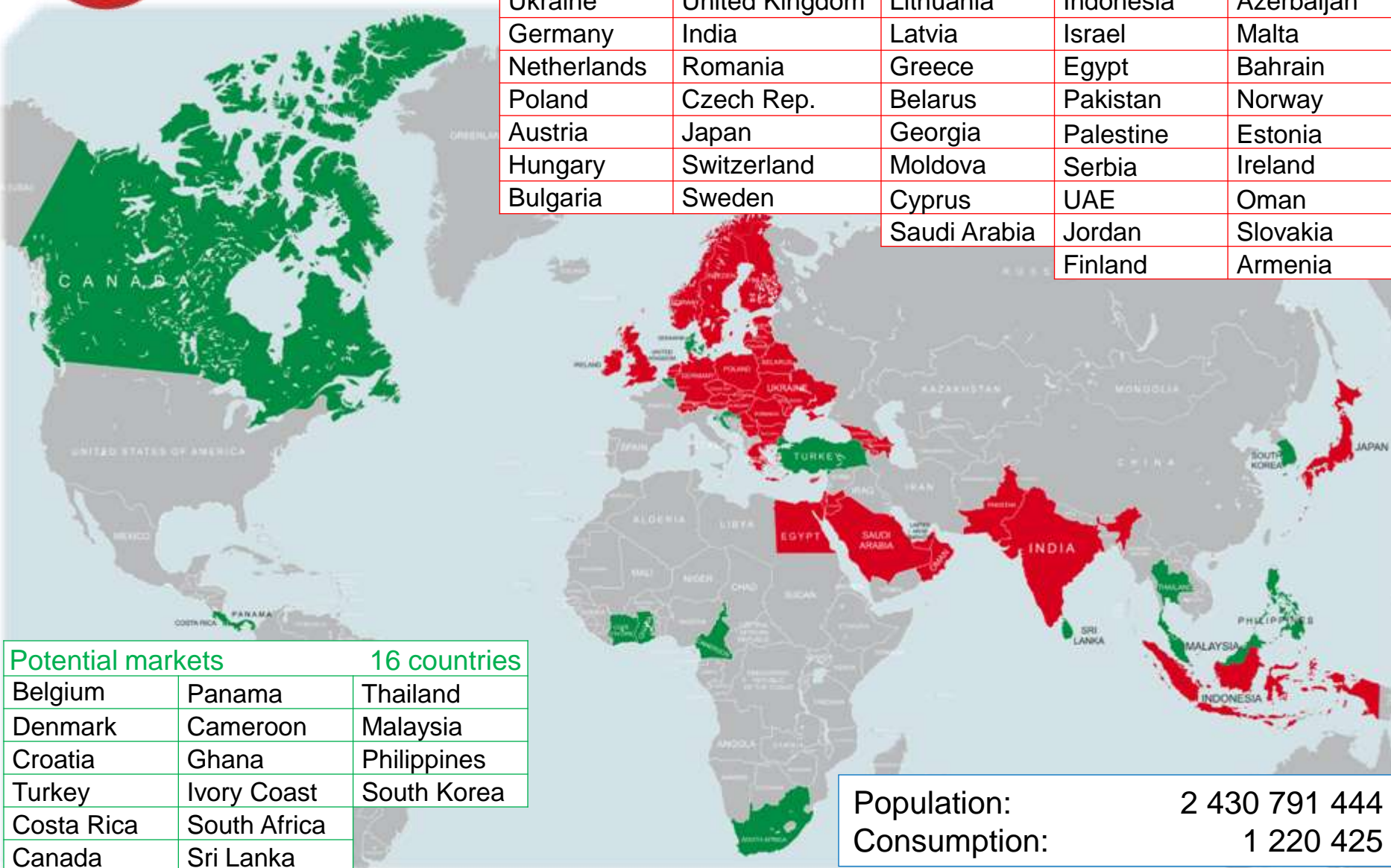


Current markets

"Inagro" market presence

40 countries

Ukraine	United Kingdom	Lithuania	Indonesia	Azerbaijan
Germany	India	Latvia	Israel	Malta
Netherlands	Romania	Greece	Egypt	Bahrain
Poland	Czech Rep.	Belarus	Pakistan	Norway
Austria	Japan	Georgia	Palestine	Estonia
Hungary	Switzerland	Moldova	Serbia	Ireland
Bulgaria	Sweden	Cyprus	UAE	Oman
		Saudi Arabia	Jordan	Slovakia
			Finland	Armenia

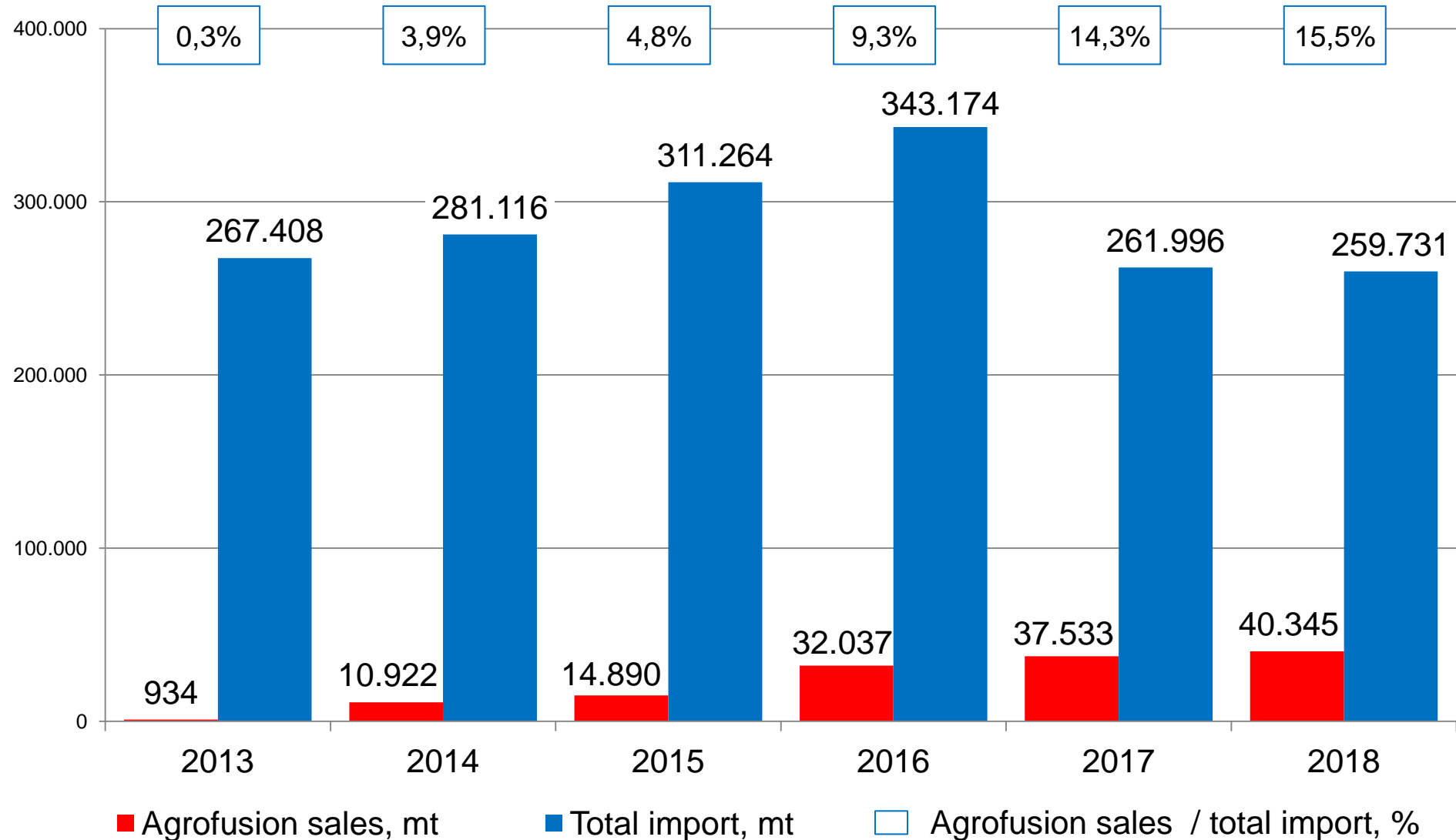


Potential markets		16 countries
Belgium	Panama	Thailand
Denmark	Cameroon	Malaysia
Croatia	Ghana	Philippines
Turkey	Ivory Coast	South Korea
Costa Rica	South Africa	
Canada	Sri Lanka	

Population:	2 430 791 444
Consumption:	1 220 425

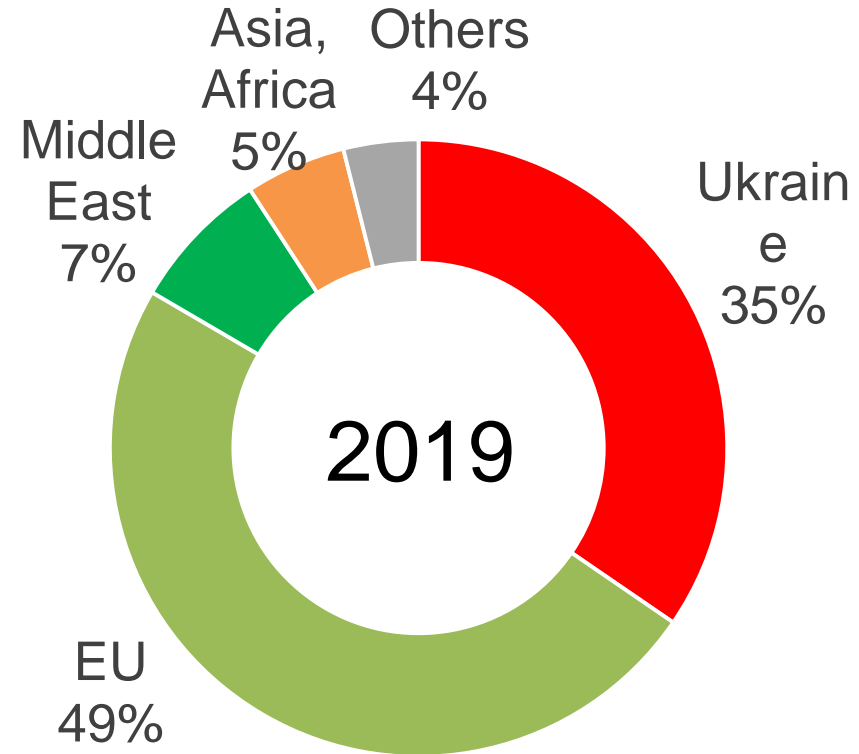
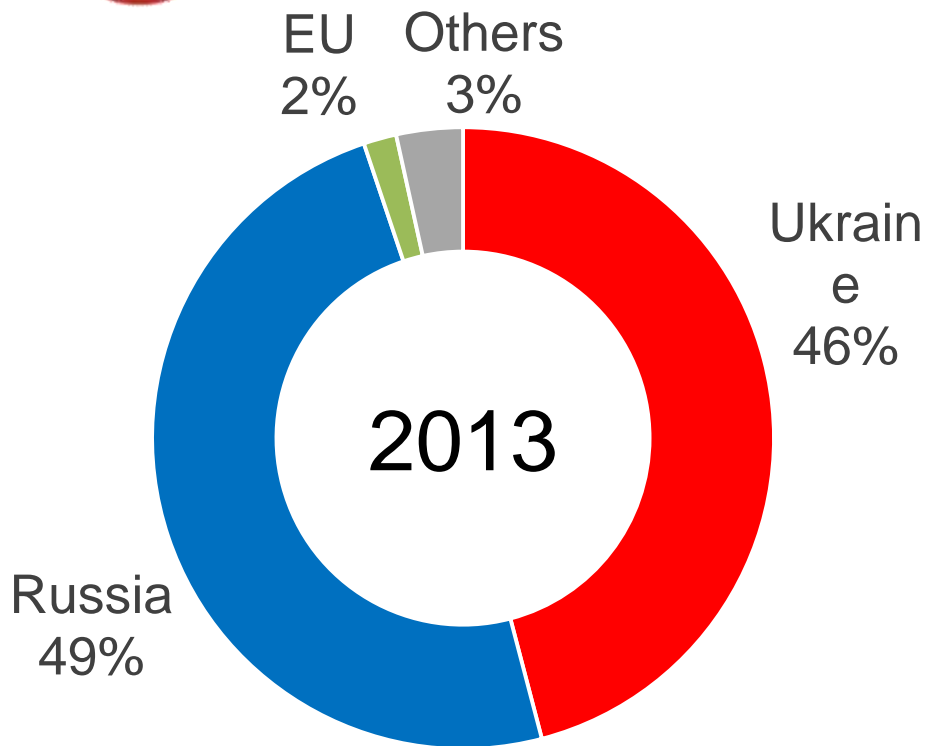


Total tomato paste import to the EU vs Agrofusion's share





Ukraine-EU cooperation

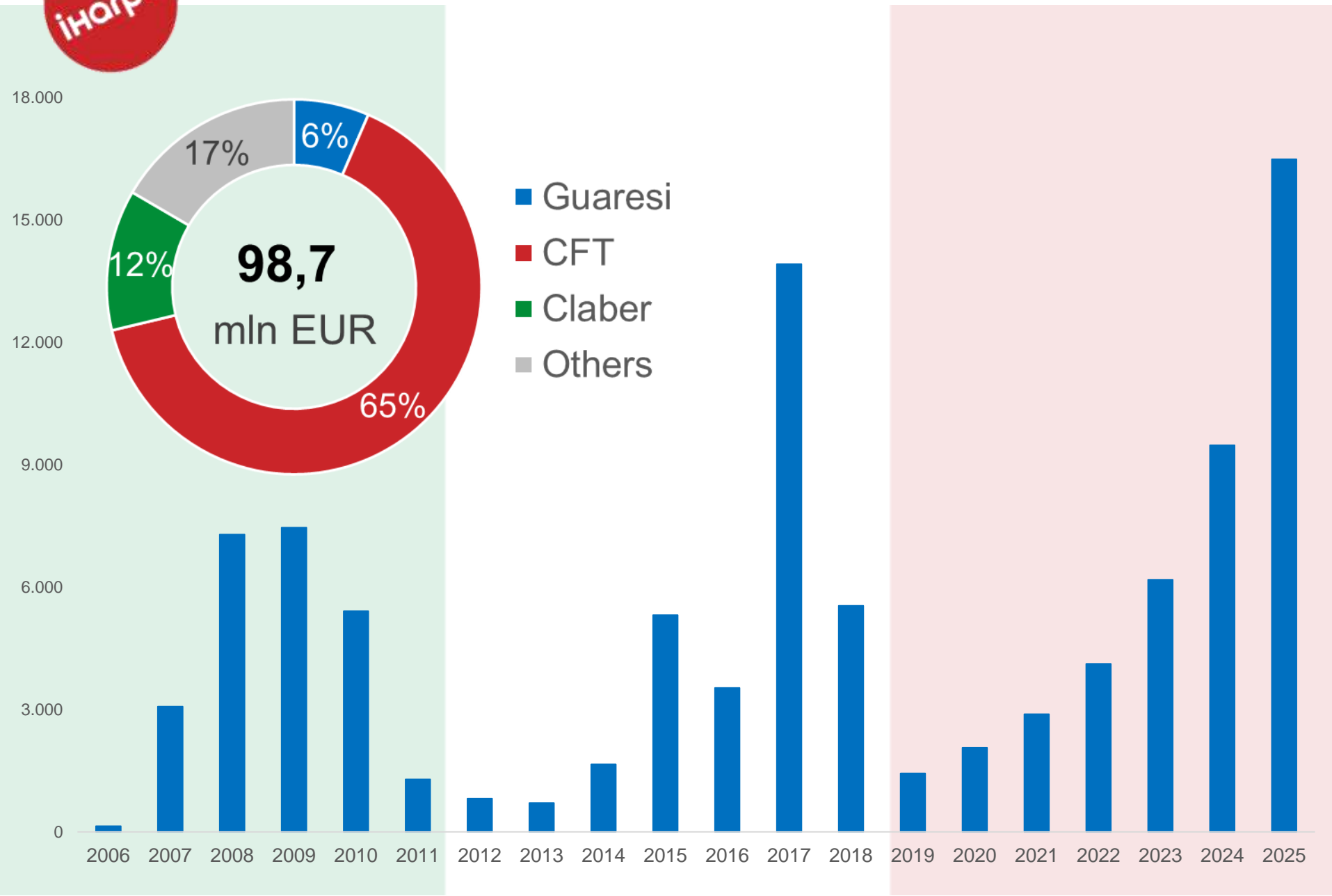


We are looking forward to:

- Increase quota amount up (for code 2002)
- Additional quota for the authorized exporters
- Special preferences for organic products



Italian equipment costs, kEUR





Arguments in favor of increasing the quota (for code 2002)

1. Agrofusion - 100% of the equipment manufactured and purchased in the EU:
 - Tomato processing plants
 - Tomato harvesters
 - equipment for greenhouses

Total 2006-2019 years - for the amount of 50 million euros.

2. The potential export capacity to the EU market is 60 000 tons;
3. Since 2019, the customs duty on exports of tomato paste from the EU to Ukraine is 0%, while for customs duties on exports of tomato paste to the EU for Ukraine - 14.4% and duty-free tariff quota of 10 thousand tons.



Thank you

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