

Business Description -

- #1 shell egg and egg products producer in Ukraine and Eurasia and
- 51% share in the industrial production of shell eggs and 87% share in the production of dry egg products.
- Production facilities are located in 14 of 24 regions of Ukraine and also in the Autonomous Republic of Crimea.
- Export to 21 countries. Key sales export destinations are MENA, Middle East and Asia.



Young - laying hens zone at Chornobaivske, December 2011

[Pls. read more about investment projects at http://avangard.co.ua/eng/about/projects/](http://avangard.co.ua/eng/about/projects/)

Financial Summary

US\$ mln	2011	2010	2009	2008	2007
Revenue	553	440	320	302	128
Gross Profit	224	158	107	82	20
EBITDA	246	194	152	114	39
Net Income	196	185	134	77	30
EPS, \$	30	32	25	40	1,512

Key Ratios & Profitability

	2011	2010	2009	2008	2007
Ratios					
P/S	1.4*	2.8	-	-	-
P/E	4.1*	6.9	-	-	-
EV/EBITDA	2.6	7.0	-	-	-
Net debt/EBITDA	0.3x	0.4x **	0.7x	1.9x	6.7x
Debt/Equity	0.1	0.1	0.7	4.3	4.5
EBIT/Total interest	7.0	6.0	3.1	2.0	1.5
Profitability					
Gross margin, %	40	36	33	27	15
EBITDA margin, %	44	44	48	38	30

Operational Summary

	2011	2010	2009	2008
Shell eggs production, m pcs	6.0	4.4	3.6	2.4
Shell eggs avrg selling price, UAH/egg (excl. VAT)	0.64	0.57	0.56	0.48
Total flock, m birds	25.1	24.3	16.1	14.0
Laying hens, m birds	20.5	18.7	14.0	12.2

*Avangardco IPL calculations based on share price as at 16.04.2012

**Excluding IPO proceeds

Our Leading Brand

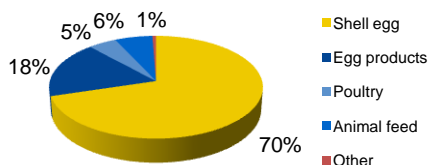
Our Leading Brand



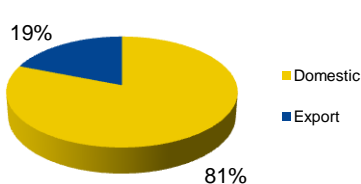
- In November 2011 the Company launched the renewed umbrella brand of packaged eggs "Kvochka" ("Mother Hen"), which combines high quality and affordability
- Distribution of Kvochka is focused on biggest chains that represent 56% of retail turnover

Key Diagrams

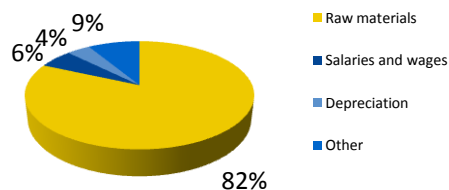
Sales by segments, % of revenue



Eggs and egg products destination, % of revenue

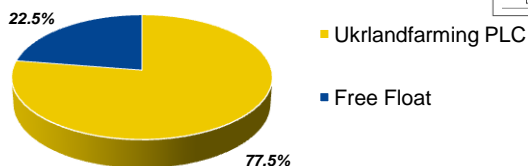


COGS by items



Shareholder Structure -

Share Capital Structure



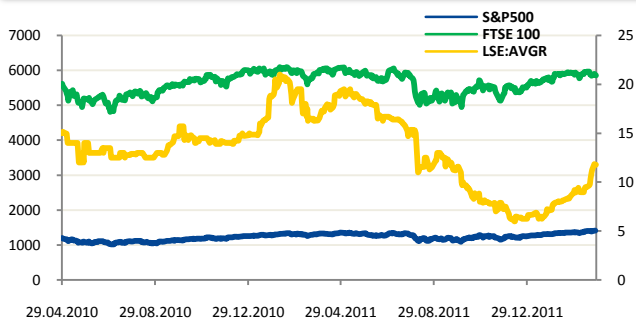
Source: Company data

- In September 2011, with the goal to restructure and rationalize his ownership in agricultural assets Mr. Bakhmatyuk made a decision to transfer his 77.5% shareholding in Avangardco IPL to Ukrlandfarming PLC

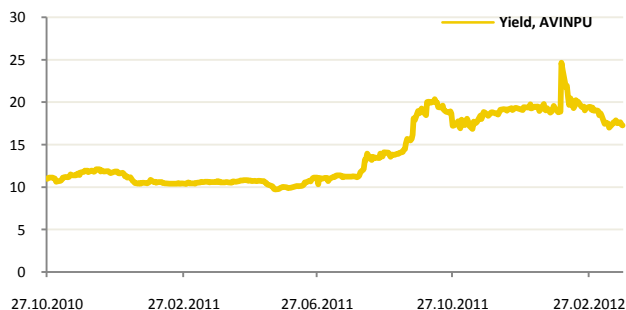
Securities Information

GDR\ADR's		Bonds	
Ticker	AVGR	Format	Reg S
Stock Exchange	LSE	Amount, \$ mln	200
Deal Size	1,437,500 new ordinary shares in the form of GDRs	Maturity	29 October 2015
Use of Proceeds	Finalization of new capacity expansion programs	Coupon	10%, payable semi-annually in arrears on 29 Apr and Oct commencing on 29 Apr 2011
Proceeds	USD 208 m	Listing	LSE
Offer Price	\$15.0 per GDR	Issue Rating	B (Fitch Ratings)

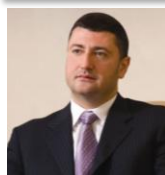
GDR's Performance -



Bond's Performance -



Board of Directors -



Oleg Bakhmatyuk
Non-Executive Chairman
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Served as the director of "Prykarpatska Finansova Kompaniya" LLC in 2004, as the president of "Stanislavska Torgova Kompaniya" LLC in 2005, as the Deputy Chairman of the Management Board of "NAK Naftogaz" of Ukraine from 2005 until 2006. Mr. Bakhmatyuk is a controlling shareholder of the Company and the Chairman of the Company. Mr. Bakhmatyuk owns other companies in the food, transport, real estate and financial sectors. Avangard remains his largest business holding.



Oleg Pohotsky
Independent director
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Mr. Pohotsky holds an MBA from the Harvard University Graduate School of Business and a JD degree from the University of Miami. He also holds a BSChE degree from Clarkson University. Mr. Pohotsky has been the managing partner of Right Bank Partners and serves on the boards of two NYSE-listed closed end funds. Mr. Pohotsky also serves on the Board of Advisors of Kaufman & Co., a Boston-based boutique investment banking firm and in the Position of Senior Advisor to GovernanceMetrics International. Mr. Pohotsky serves as an independent director of the company since 2011.



Nataliya Vasylyuk
Chief Executive Officer
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In 2005 graduated from Ivano-Frankovsk National Technical university of Oil and Gas and received a diploma in "Finance and Accounting". In 2004 started her carrier as a director of sales and marketing in "Prykarpatska Finansova Kompaniya" LLC. Then from 2004 to 2007 served as a CFO of "STC Investments" LLC. Ms Vasylyuk started to work as a CEO of "Agroholding Avangard" LLC in 2007. From 2011 she serves as a director of "Agrarian Holding Avangard" LLC.



Iryna Marchenko
Chief Financial Officer
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In 2004 Ms. Marchenko graduated from Kiev Academy of Municipal Management and received a diploma in "Accounting and auditing". In 2008 she received the ACCA Diploma in IFRS. From 2003 she served as a CEO in "Mriya K". From 2007 Ms. Marchenko served as a Head of management accounting and reporting in "Agroholding Avangard" LLC. From 2010 she serves as deputy director on capital investments in "Agrarian Holding Avangard" LLC.



Oksana Prosolenko
Head of Business Development
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In 2008 Ms. Prosolenko graduated from V. Get'mana Kiev National Economic university and received a diploma in economics. Ms. Prosolenko served as a head of marketing and analysis of the Association of the Union of Poultry Breeders of Ukraine from 2005 until 2006. She then served as the chief marketing officer of "Boryspil Agro-Trade" LLC, a company active in the poultry sector. Ms. Prosolenko served as the chief marketing director of "Agroholding Avangard" LLC from 2007 until 2009. Ms. Prosolenko has served as the head of the marketing department of CJSC "Avangard" since 2010.

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