

Business Description -

- Avangard is one of the leading agroindustrial companies in Ukraine, focusing on the production of shell eggs and egg products.
- According to Pro-Consulting, in 1H2011, Avangard had an estimated domestic market share of the industrially produced shell eggs market of approximately **50%** and an estimated domestic market share of the dry egg products market of approximately **80%**.
- Avangard's production facilities are located in **14** of the 24 regions of Ukraine and also in the Autonomous Republic of Crimea.
- Avangard exports its shell eggs and egg products to the countries of the Middle East, Asia and the CIS.

Financial Summary

US\$ mln	1H2011	2010	2009	2008	2007
Revenue	224	440	320	302	128
Gross Profit	84	158	107	82	20
EBITDA	91	194	152	114	39
Net Income	67	62	134	77	30
EPS, \$	10	32	25	40	1,512
CAPEX	51	82	32	328	54

Operational Summary

	9m2011	1H2011	1Q2011	2010	2009	2008
Shell eggs production, m pcs	4,4	2,9	1,4	4,4	3,6	2,4
Shell eggs avrg selling price, UAH/egg (excl. VAT)	0,54	0,53	0,54	0,57	0,56	0,48
Total flock, m birds	24,5	24,4	25,2	24,3	16,1	14,0
Laying hens, m birds	20,4	18,8	18,6	18,7	14,0	12,2

Our Leading Brand

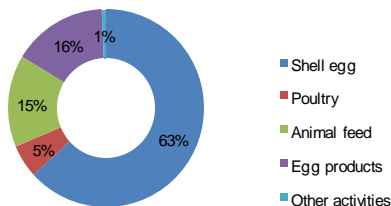


Avangard has started preparation for KVOCHKA re-launch and deployment of portfolio of packaged shell eggs. The portfolio will respond to the need of Ukrainian consumers for high quality product from reputable and recognized brand.

Avangard will expand its presence in packaged shell eggs category through the launch of line extensions under KVOCHKA umbrella brand. We expect a new line up to be highly competitive due to focus on quality, pricing and utilization of relevant consumer insights. In-market sales of new KVOCHKA and its portfolio is scheduled for November, 15th.

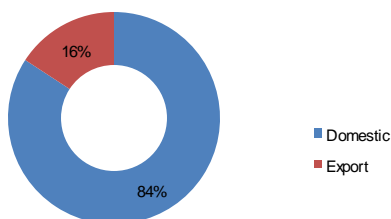
Key Diagrams

Sales breakdown by segment, 1H2011



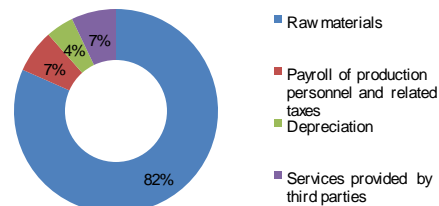
Source: Company data

Egg sales breakdown by destination, 1H2011



Source: Company data

COGS breakdown by major item, 1H2011



Source: Company data



Photo of the grow-out farms for laying hens at Avis, July 2011

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

Key Ratios & Profitability

	1H2011	2010	2009	2008	2007
Ratios					
P/S	3.3	2,80	-	-	-
P/E	11.1	6,90	-	-	-
EV/EBITDA	9.5	7.0	-	-	-
Net debt/EBITDA	0.5x	0.4x (excl. IPO proc.)	0.7x	1.9x	6.7x
Debt/Equity	0,14	0,10	0,70	4,30	4,50
EBIT/Total interest	5,33	6,00	3,10	2,00	1,50
Profitability					
Gross margin, %	38,00	36,00	33,00	27,00	15,00
EBITDA margin, %	41,00	44,00	48,00	38,00	30,00

Sales Through Leading Supermarkets

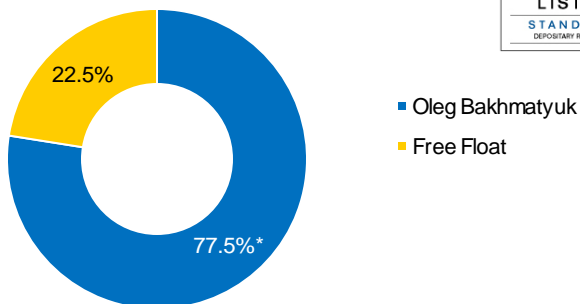
Sales through leading supermarkets in Ukraine:



In 3Q2011, the share of sales through supermarkets increased to 30% of the total shell eggs sales volumes (1H2010 – 7%).

Shareholder Structure -

Share Capital Structure



Source: Company data as of November 2011

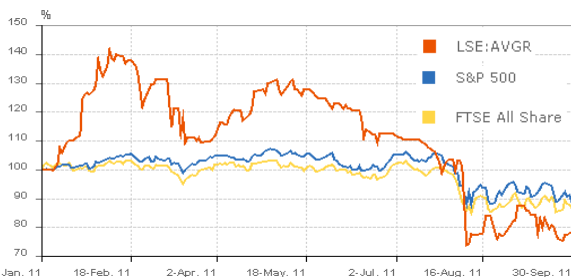
* In September 2011, 77.49% of shares were transferred to Ukrlandfarming PLC ("Ukrlandfarming"), a company controlled 100% by Oleg Bakhmatyuk.

* 30 November 2011, the Extraordinary General Meeting of the Shareholders will be held to approve the share buy back program

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)

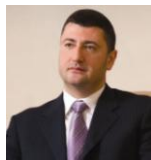
GDR's Performance -



Bond's Performance -



Board of Directors -



Oleg Bakhmatyuk
Non-Executive Chairman
[Read more](#)

Served as the director of "Prykarpatska Finansova Kompaniya" LLC in 2004, as the president of "Stanidavska 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.



Iryna Marchenko
Chief Financial Officer
[Read more](#)

From 2005 until 2007, Ms. Marchenko served as the chief accountant of "Manufatura" LLC. Ms. Marchenko has served as the director of LLC "Agroholding Avangard" since 2007.



Oleg Pohotsky
Independent director
[Read more](#)

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.



Oksana Prosolenko
Head of Business Development
[Read more](#)

Ms. Prosolenko served as the 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 "Bonyspil Agro-Trade" LLC, a company active in the poultry sector. Ms. Prosolenko served as the chief marketing director of LLC "Agroholding Avangard" from 2007 until 2009. Ms. Prosolenko has served as the head of the marketing department of CJSC "Avangard" since 2010.



Nataliya Vasylyuk
Chief Executive Officer
[Read more](#)

Served as the director of sales and marketing in "Prykarpatska Finansova Kompaniya" LLC in 2004. She served as the chief financial officer of "STC Investments" LLC from 2004 until 2007. Ms. Vasylyuk served as the chief executive officer of Avangard from 2007.

IR & PR-Contacts

Victoria Korolchuk

Head of Investor Relations

Mob.: +38 067 214 84 23

E-mail:

v.korolchuk@avangard.co.ua

Lidia Slivotska

Head of Public Relations

Mob.: +38 067 447 97 42

E-mail:

lidia.slivotska@avangard.co.ua