



GROWING FURTHER TOGETHER



Fruit
by
CROP'S

Vegetables
by
CROP'S

Ready Meals
by
CROP'S



1.1 Facts & Figures

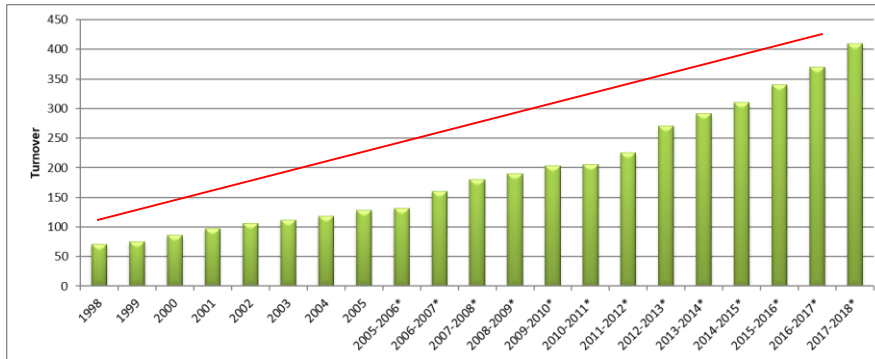
European leader in the production and sales of
frozen vegetables, frozen fruit & frozen ready meals
for retail, industry and foodservice





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Facts & Figures



* from 1-7 till 30-6

- Established in 1977
- Family-owned
- Turnover 2017-2018: € 440 million
- Strong yearly growth
- Number of employees: ca. 330

The main drivers of our steady, double-digit growth in turnover over the last ten years have been:

- **continuous entrepreneurship**
- **focus on product innovation**
- **permanent concern for total customer satisfaction**
- **product specialisation**

CROP'S : 3 business units

Vegetables – 4 production units

CROP'S-Hesbaye



Belgium



**Northern European
vegetables**
+ Rice, Pasta and
Potatoes

116.000 Tonnes a year

CROP'S-Monliz



Portugal



**Southern European
vegetables**

40.500 Tonnes a year

CROP'S-Monliz



Spain



**Southern European
vegetables**
Grilled and fried

17.500 Tonnes a year

CROP'S- Agram



Poland



**Northern European
vegetables**

28.000 Tonnes a year

- Vertical integration
- Availability whole year round
- Freshly frozen & quality
- Full traceability & transparency
- Competitive prices

2.1.1 Vegetables – production units

Hesbayefrost – Geer/ Belgium

- The most integrated frozen vegetable producer of Europe
- Founded in 1985
- 7.500 ha yearly growing area
- Main products:
 - Peas & sugar snaps: 25.000 tonnes
 - Carrots & parsnip: 24.000 tonnes
 - Beans: 15.000 tonnes
 - Spinach: 10.000 tonnes
 - Sprouts: 6.000 tonnes
 - Broad beans: 5.000 tonnes
 - Carbohydrates: 28.000 tonnes
- Integrated crop management system (ICMS)
- State-of-the-art production facilities:
investments since 1985 > € 200.000.000
- BRC grade A



2) CROP'S : 3 business units

2.1.1 Vegetables – production units

Monliz Portugal

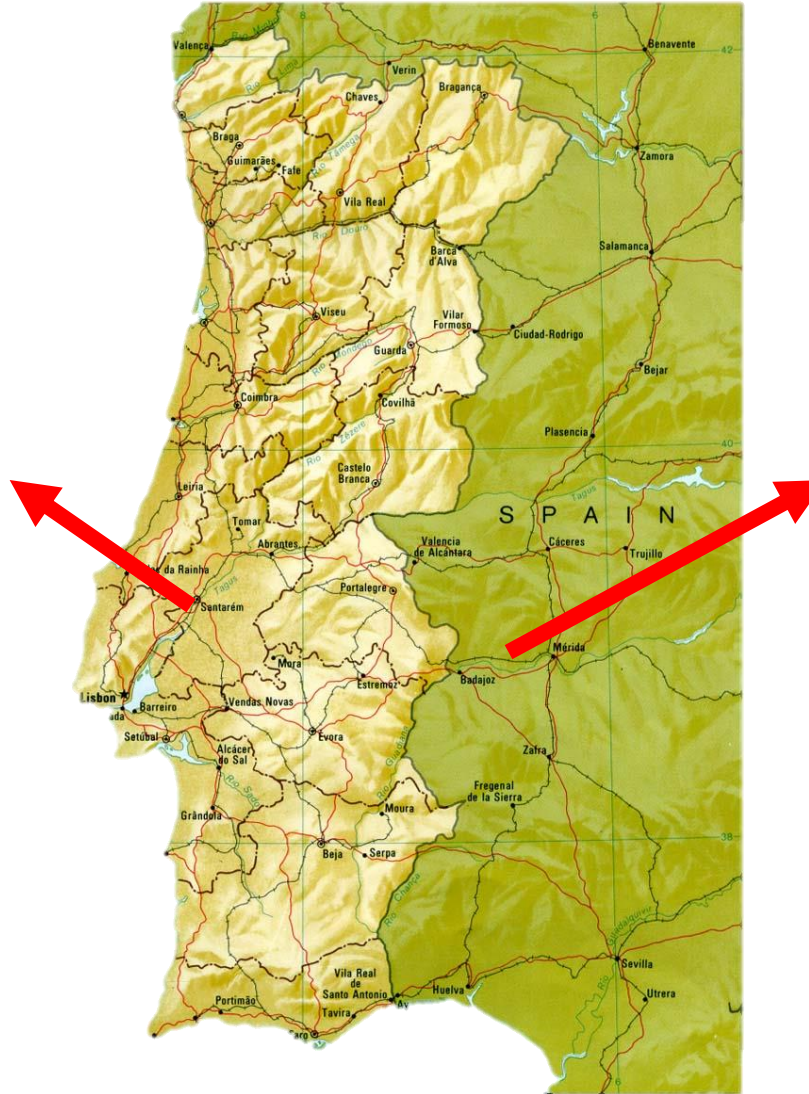


**Mediterranean vegetables
(40.500 Tonnes)**

Monliz Spain



**Grilled & fried vegetables
(17.500 Tonnes)**



Distance of 200 km between 2 production units

Vegetables – production units

Monliz Portugal – Alpiarça

- Integrated frozen vegetable producer from the agriculture up (fertile soil, Tagus valley)
- Main products:
 - Broccoli: 15.000 tonnes
 - Peppers: 12.000 tonnes
 - Peas: 5.000 tonnes
 - Tomatoes: 3.000 tonnes
 - Zucchini: 3.500 tonnes
- Green field project – factory build in 2005
- April 2011: doubling of production capacity (40.000 tonnes)
 - 1 extra freezing tunnel
 - 1 extra state-of-the-art packing line
- Central distribution point for the 2 production units in Spain and Portugal



CROP'S : 3 business units

Vegetables – production units

Monliz Spain - Badajoz

- New acquisition since April 2011, factory is located within a proximity of 30 km to the fields
- Mild continental climate under the influence of the Atlantic Ocean; irrigation thanks to a near dam
- Integrated frozen vegetable producer in open-air, direct contracts with agronomists
- **Complete range of grilled and fried vegetables:**
 - Peppers: 4.000 tonnes
 - Eggplant: 3.000 tonnes
 - Zucchini: 3.000 tonnes
 - Onion: 2.000 tonnes
 - Tomatoes: 1.000 tonnes
- **Production capacity:**
 - 3 freezing tunnels
 - 2 grill ovens
 - 1 wok line
 - 1 deep fryer
 - Fully automatic storage of 12.000 pallets



SUSTAINABILITY: ELECTRICITY



bio methane – turbines – restore – 100% = 21/33ton

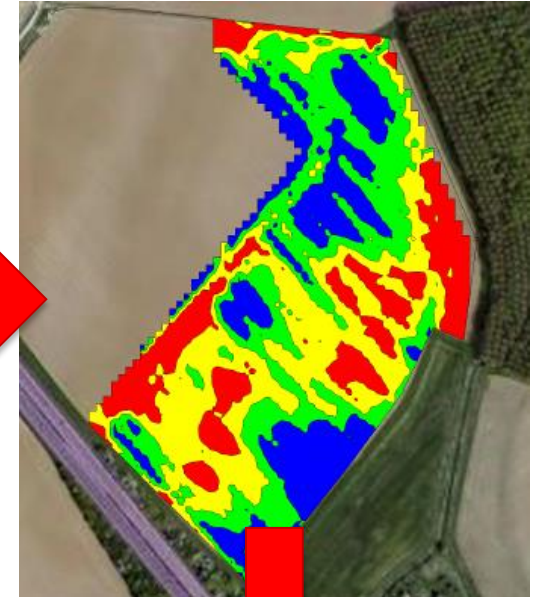
TECHNOLOGY: INSECTICIDES

DroneWerkers
Loonwerkers van morgen

Manu - Thorembais - NDVI



0.42
0.51
0.60
0.69
0.78



Fruit – production units



Serbia



Raspberries,
sourcherries,
blackberries, plums,
strawberries,
blueberries

12.500 T/year



Morocco



Strawberries

12.000 T/year



Costa Rica

Pineapple,
papaya,
mango

4.800 T/year



Poland



Strawberries,
sourcherries
black & red currants
rhubarb
raspberries,
blackberries,
gooseberries

7.500 T/year

- **Vertical integration** thanks to own production facilities all over the world and exclusive partnerships with local producers operating through a strict code of practice
- Availability year round
- Full traceability and transparency
- Freshly frozen and supreme quality
- Competitive prices

Fruit – production units

POLAND: 7.500T per year

LUBLIN



- Crop's acquisition since October 2017; 50 years experience in freezing berries
- 5.000 tons of mono fruit and berry mixes processed per season:

- strawberries
- sourcherries
- black & red currants
- red & green rhubarb
- raspberries
- blackberries
- gooseberries

- Strict quality control of the product at all stages from cultivation till finished form
- 80% of blackcurrant from Global GAP plantations



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History of AGRAM

- 1972 – 1996 – PPCh in Lublin
- 1997 – 2004 – Freeze Storage Agram S.A.
- 2005 – 2017 – Agram S.A. – private owned company
- October 2017 - Agram S.A. bought by Crop's NV from Belgium



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AGRAM: sources of supply

Sources of supply

- 90% of supplies from Eastern Poland, considered to be the most ecological region
- long-term agreements with farmers and producer groups
- fully controlled supply chain
- plans of cooperation with farmers in coming years

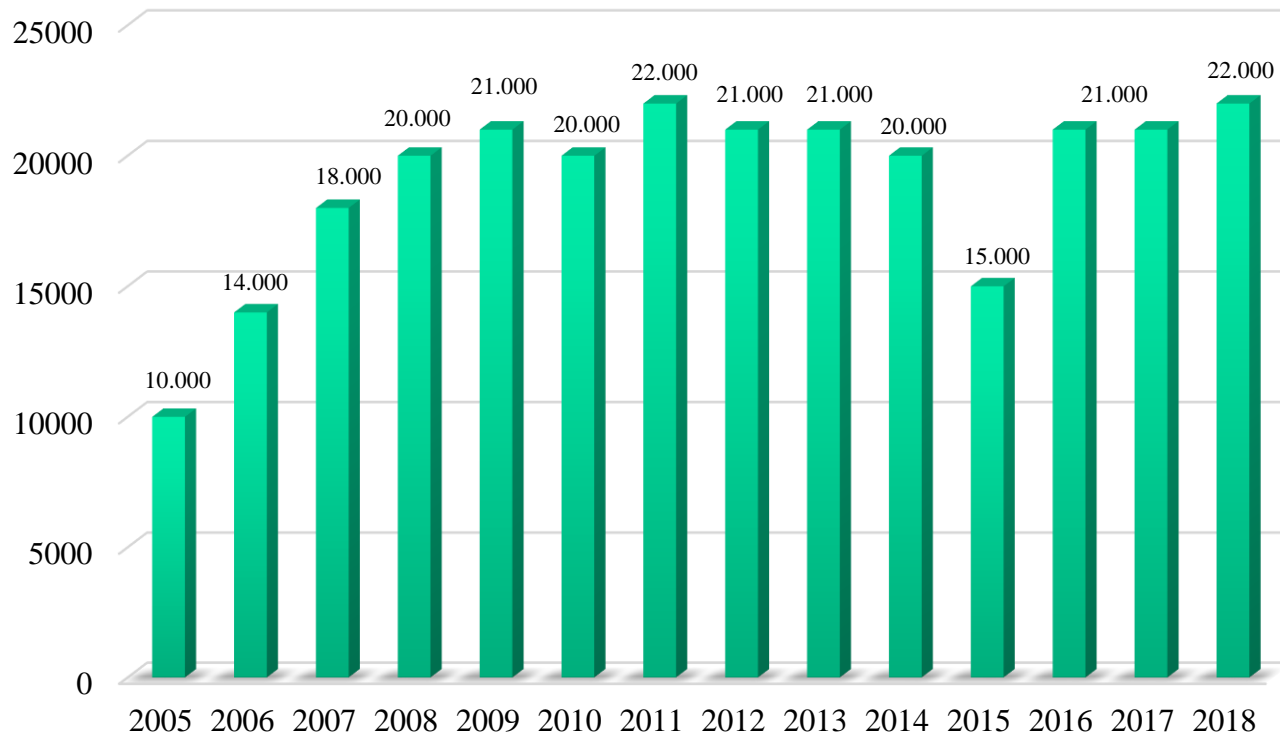
- **Customers**
 - industry
 - retail sector
 - food service

- **Markets**
 - Europe
 - USA
 - Canada
 - Japan
 - China
 - Israel
 - Russia
 - Poland nationwide



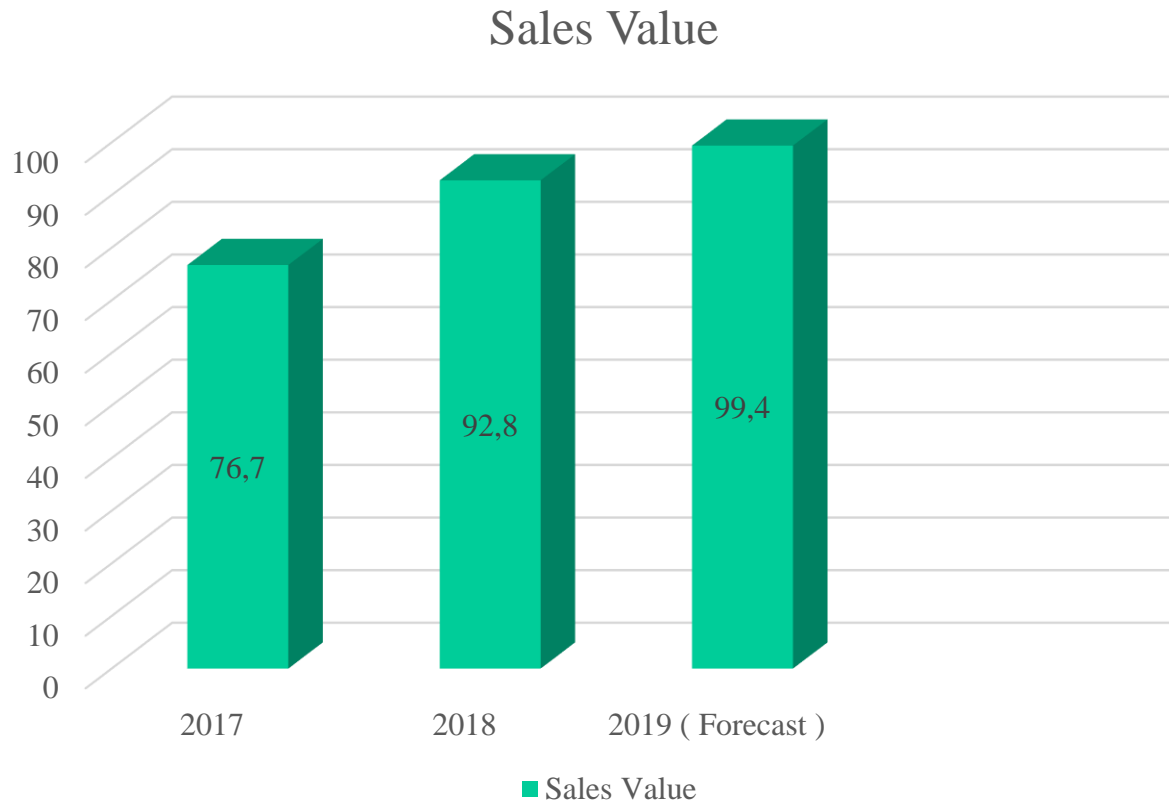
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AGRAM: Production in year by tons



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TOTAL OVERVIEW



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Our investment proposal:

- Two new freezing lines (8-10 Tons/Hour per one line)
- Build up new freeze storage with new mobile rackings
- Increase productivity from 25 to 40 tons
- Employment increase (Technical and agronomy staff)
- Long term close cooperation with farmers by education, agronomy and raw material
- New modern agriculture development implementation

We expect long term support and cooperation in
agroculture development in Lubelskie voivodeship

Thank You for Your attention



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