





# WHO WE ARE

We are part of a family-owned food processing business of Mediterranean origin, with more than 120 years of history and a strong international presence. We are leaders in the management of agricultural farms, industrial processing, packaging and marketing of olive and seed oil, nuts, dried fruits, Modena vinegar, pasta and snacks. Our goal is the creation of value for our stakeholders, based on quality and innovation, offering consumers the standards and qualities of the enjoyment of Mediterranean life as a global cultural concept that defines food as a source of health and pleasure, a unique cultural experience: Mediterranean Life & Quality.

## OUR MISSION

To bring Mediterranean Life & Quality Food to the World.

## OUR VISION

To be a company recognised as a world leader in the marketing of high-quality, healthy and pleasurable Mediterranean cuisine and lifestyle products, generating value for its consumers, customers, employees, shareholders and all stakeholders linked to the company's activity.

## OUR VALUES

Professional ethics  
Quality  
Tradition  
Trust  
Profitability

Sustainability  
Future vision  
Internationalization  
Customer guidance  
Innovation

## OUR ACTIVITY



### Supplies

We have our own mills, strategically located in the production areas, that ensure a steady supply of key raw materials and guarantee the traceability and quality of our products.

### Industrial

This focuses on the production and packaging of olive and seeds oils, nuts, dried fruits, Modena vinegar and snacks.



### Commercial: B2B

We are part of the value chain for our industrial clients, who use our products as ingredients in their processes and when packaging products for third parties.

### Commercial: Retail & OOH

Products packaged under our brands aimed at end-consumers and catering professionals.

## OUR ORGANISATION



Group of companies dedicated to agriculture, industry and B2B trade in nuts and dried fruits. Present in 65 countries.



Group of companies dedicated to the commercialisation of products under the Group's brands, mainly in the retail and OOH channels. Present in 94 countries.



Group of companies dedicated to agriculture, industry and B2B trade of olive oil and seed oil. Present in 65 countries.

# OUR PRODUCTS

We offer to worldwide consumers delicious ways to enjoy Mediterranean Life & Quality. Our products are fundamental ingredients of Mediterranean cuisine, especially virgin olive oil

and nuts, which are recognized by nutritionists worldwide for their healthy effects with regards to reducing cholesterol levels in the blood and preventing certain diseases.



OLIVE OILS



SEED OILS



NUTS & MILK ALTERNATIVES



VINEGARS



MILK ALTERNATIVES



PASTA



SAUCES



BALSAMIC GLAZES



OLIVES



OUT OF HOME RANGE



NUT INGREDIENTS



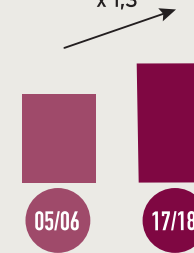
OIL AND VINEGARS INGREDIENTS

# OUR BRANDS



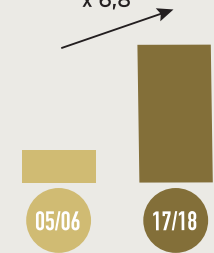
## NET SALES

x 1,3



## NET PROFIT

x 6,8



BY VOLUME 369.666 tons

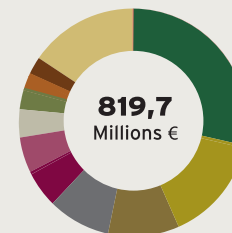


BY VALUE 819,7 Millions €



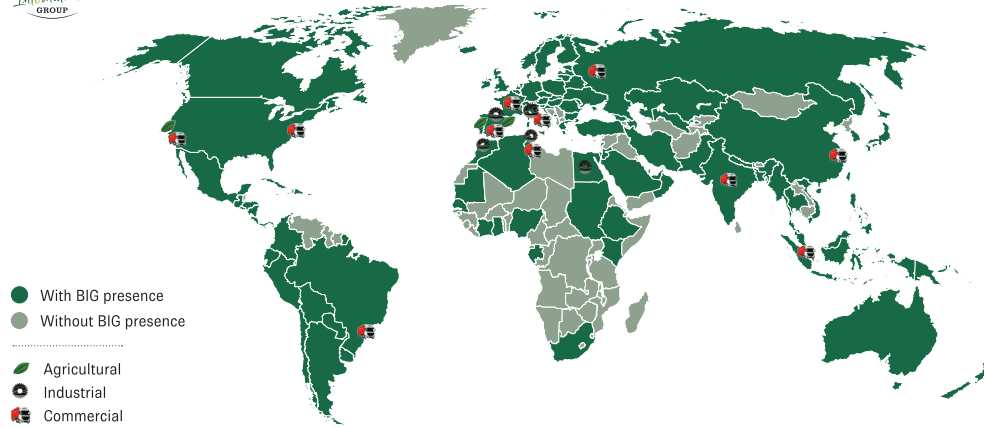
126.578 Tns of by-products are not included in the volume figures

- OLIVE OILS
- NUTS
- SEED OILS
- OLIVES
- VINEGARS
- BY-PRODUCTS
- PASTA, SAUCES & PICKLES
- OTHERS

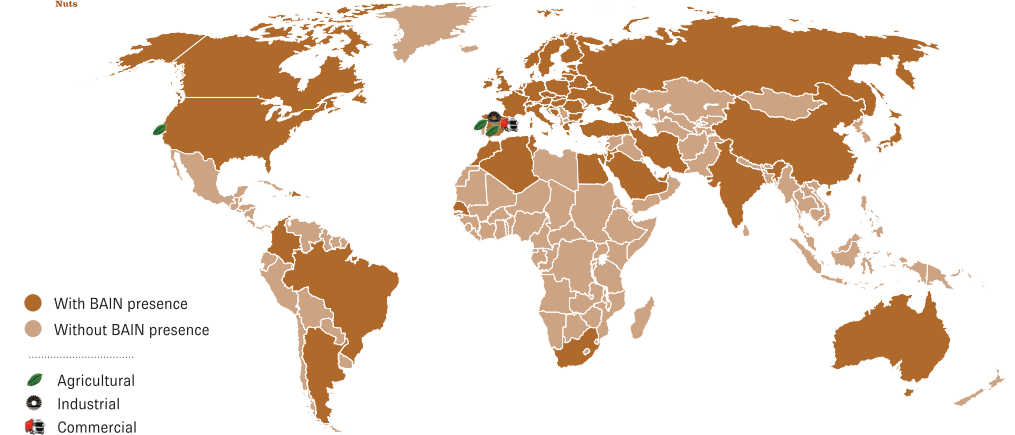


- 32,3 % ● SPAIN
- 12,1 % ● USA
- 11,3 % ● FRANCE
- 10,7 % ● ITALY
- 3,5 % ● RUSSIA
- 3,1 % ● BRAZIL
- 2,6 % ● GERMANY
- 2,3 % ● U.K.
- 1,6 % ● NETHERLANDS
- 1,5 % ● MOROCCO
- 19 % ● OTHERS

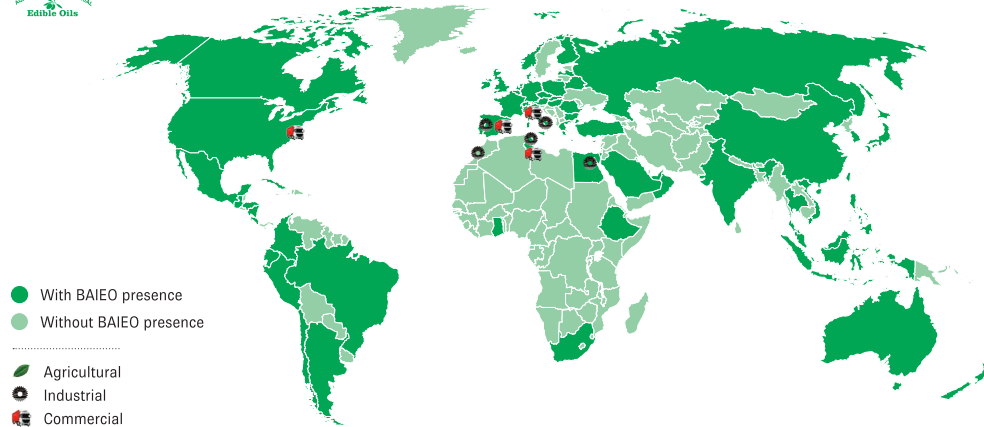
# KEY FIGURES FOR THE YEAR



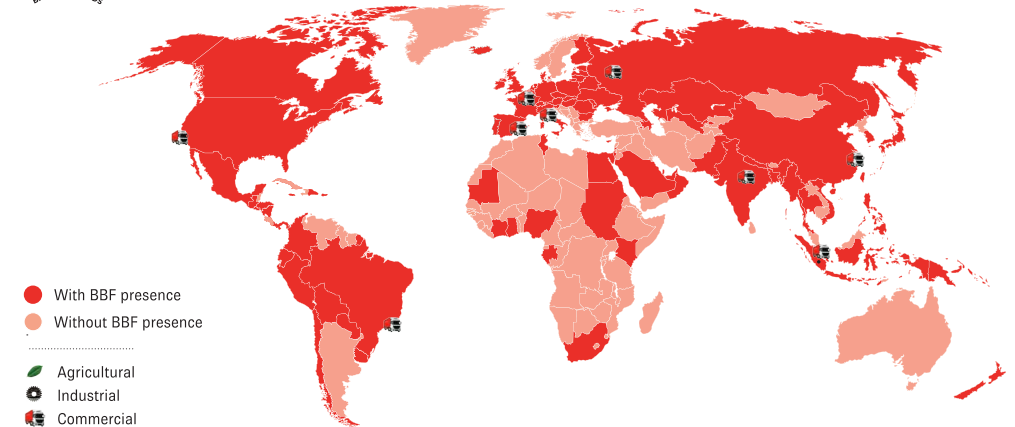
|                    |                |                             |              |                         |                          |
|--------------------|----------------|-----------------------------|--------------|-------------------------|--------------------------|
| <b>819.785.000</b> | <b>369.666</b> | <b>116</b>                  | <b>1.154</b> | <b>15</b>               | <b>11</b>                |
| EUROS IN SALES     | TONS SOLD      | SALES DESTINATION COUNTRIES | EMPLOYEES    | OFFICES IN 10 COUNTRIES | FACTORIES IN 5 COUNTRIES |



|                    |               |                             |              |            |           |
|--------------------|---------------|-----------------------------|--------------|------------|-----------|
| <b>197.732.000</b> | <b>47.533</b> | <b>65</b>                   | <b>2.402</b> | <b>478</b> | <b>5</b>  |
| EUROS IN SALES     | TONS SOLD     | SALES DESTINATION COUNTRIES | HECTARES     | EMPLOYEES  | FACTORIES |



|                    |                |                             |            |           |                    |
|--------------------|----------------|-----------------------------|------------|-----------|--------------------|
| <b>532.691.000</b> | <b>307.412</b> | <b>65</b>                   | <b>417</b> | <b>6</b>  | <b>5</b>           |
| EUROS IN SALES     | TONS SOLD      | SALES DESTINATION COUNTRIES | EMPLOYEES  | FACTORIES | COMMERCIAL OFFICES |



|                    |               |                             |                    |            |
|--------------------|---------------|-----------------------------|--------------------|------------|
| <b>281.715.000</b> | <b>81.321</b> | <b>94</b>                   | <b>12</b>          | <b>222</b> |
| EUROS IN SALES     | TONS SOLD     | SALES DESTINATION COUNTRIES | COMMERCIAL OFFICES | EMPLOYEES  |



# CSR & SUSTAINABILITY

Our commitment to our stakeholders extends to all those whom the company's activities may significantly affect, or whose actions may impact our ability to successfully develop our strategy

and achieve our goals. As a result of dialogue and participation mechanisms involving our stakeholders, four major areas of work have been defined, for which the priority aspects for the Group's

management have been identified. These were the base for defining our Sustainability and Corporate Social Responsibility Strategy, as well as establishing milestones and objectives that will

allow us to evaluate our evolution over the next three years and which are summarised in the following table:

| OUR PEOPLE   | OUR PLANET  | SUPPLY CHAIN   | OUR COMMUNITY   |
|--|---|--|---|
| <p><b>The success of a company is the result of the talent and well-being of its employees.</b></p>  | <p><b>The actions of today must not compromise the needs of the future, neither those of the company nor of society.</b></p>  | <p><b>Promoting responsible manufacturing and consumption as part of our objectives.</b></p>   | <p><b>Engineering and promoting changes that can improve the quality of life for society.</b></p>   |
| <p><b>OBJECTIVE</b></p> <p>To promote the development of collaborators.</p>  | <p><b>OBJECTIVE</b></p> <p>To minimize the environmental impact of our operations.</p>  | <p><b>OBJECTIVE</b></p> <p>To take ethical, environmental and social issues into account in the supply chain.</p>  | <p><b>OBJECTIVE</b></p> <p>Contribute to generate sustainable communities.</p>  |
| <p><b>LINES OF WORK</b></p> <ul style="list-style-type: none"> <li>· Diversity and equality.</li> <li>· Employee health and safety.</li> <li>· Attracting, developing and retaining talent.</li> </ul> | <p><b>LINES OF WORK</b></p> <ul style="list-style-type: none"> <li>· Risks concerning the supply and management of water.</li> <li>· Packing and packaging of products.</li> <li>· Strategy on climate change, policy and environmental awareness.</li> </ul> | <p><b>LINES OF WORK</b></p> <ul style="list-style-type: none"> <li>· Supply chain management.</li> <li>· Evaluation of supplier CSR compliance.</li> <li>· Code of Conduct and Anti-Corruption.</li> </ul> | <p><b>LINES OF WORK</b></p> <ul style="list-style-type: none"> <li>· Health and nutrition.</li> <li>· Promotion of healthy lifestyles.</li> <li>· Dialogue with relevant stakeholders.</li> </ul> |
|    |   |   |    |

# FINANCIAL INFORMATION

| ASSETS                             | 31.05.18       | 31.05.17       | NET EQUITY AND LIABILITIES              | 31.05.18       | 31.05.17       | PROFIT & LOSS ACCOUNT          | 31.05.18      | 31.05.17      |
|------------------------------------|----------------|----------------|---|----------------|----------------|--------------------------------|---------------|---------------|
| Intangible assets                  | 16.685         | 16.984         | Equity                                  | 114.984        | 107.035        | <b>NET TURNOVER</b>            | 819.785       | 744.201       |
| Tangible assets                    | 129.865        | 123.484        | Capital & reserves                      | 99.957         | 92.260         | Cost of good sales             | -677.124      | -599.539      |
| Biological assets                  | 13.165         | 9.335          | Profits of the year                     | 15.027         | 14.775         | Staff costs                    | -40.442       | -39.552       |
| Real estate investments            | 4.308          | 4.783          | Adjustments for changes in value        | 19.003         | 21.340         | Other operating income         | 1.446         | 1.420         |
| Non-current financial assets       | 3.533          | 3.496          | <b>NET EQUITY</b>                       | <b>133.987</b> | <b>128.375</b> | Other operating expenses       | -72.306       | -74.450       |
| Deferred tax assets                | 6.180          | 6.420          | Long-term provisions                    | 1.297          | 1.253          | <b>EBITDA</b>                  | 31.359        | 32.080        |
| <b>NON-CURRENT ASSETS</b>          | <b>173.736</b> | <b>164.502</b> | Long-term debts                         | 69.680         | 63.485         | Amortization and depreciation  | -6.380        | -6.098        |
| Inventories                        | 251.298        | 231.943        | Deferred tax liabilities                | 12.978         | 13.917         | Provisions excess              | 32            | 0             |
| Commercial debtors                 | 79.141         | 90.062         | <b>NON-CURRENT LIABILITIES</b>          | <b>83.955</b>  | <b>78.655</b>  | Impairment and gains or losses | -89           | -175          |
| Short-term invest. Group Companies | 160            | 160            | Short-term provisions                   | 384            | 734            | Other results                  | 201           | -544          |
| Short-term financial investments   | 4.729          | 3.284          | Short-term debts                        | 141.315        | 159.078        | <b>EBIT</b>                    | 25.123        | 25.263        |
| Cash and cash equivalents          | 23.377         | 18.059         | Trade and other payables                | 172.800        | 141.168        | Exchange results               | 372           | 1.006         |
| <b>CURRENT ASSETS</b>              | <b>358.705</b> | <b>343.508</b> | <b>CURRENT LIABILITIES</b>              | <b>314.499</b> | <b>300.980</b> | Financial expenses             | -6.291        | -6.540        |
|                                    |                |                |   |                |                | <b>EBT</b>                     | 19.204        | 19.729        |
|                                    |                |                |   |                |                | Corporate tax                  | -4.177        | -4.959        |
| <b>TOTAL ASSETS</b>                | <b>532.441</b> | <b>508.010</b> | <b>TOTAL NET EQUITY AND LIABILITIES</b> | <b>532.441</b> | <b>508.010</b> | <b>NET PROFIT</b>              | <b>15.027</b> | <b>14.775</b> |

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