



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



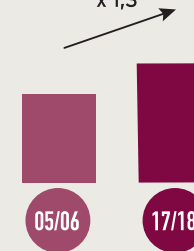
OIL AND VINEGARS INGREDIENTS

OUR BRANDS



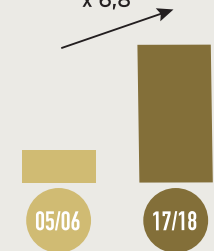
NET SALES

x 1,3



NET PROFIT

x 6,8



BY VOLUME 369.666 tons

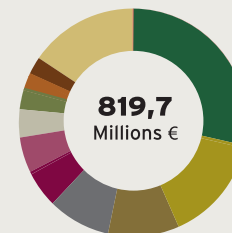


BY VALUE 819,7 Millions €



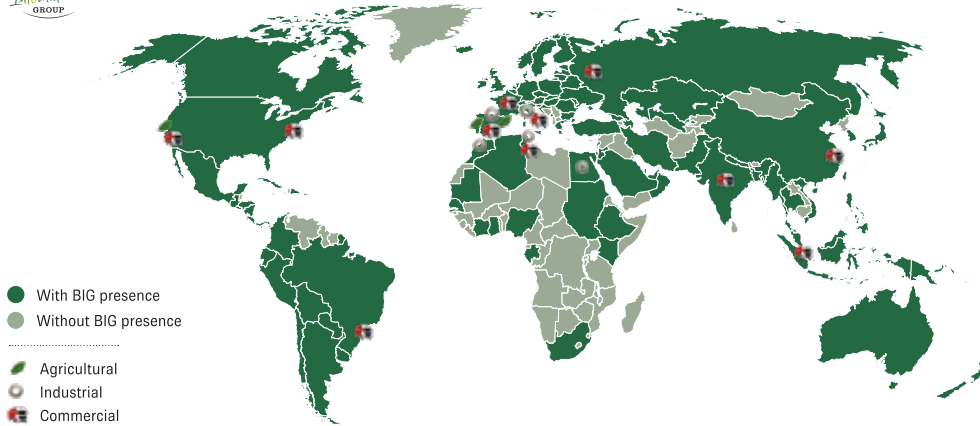
126.578 Tns of by-products are not included in the volume figures

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

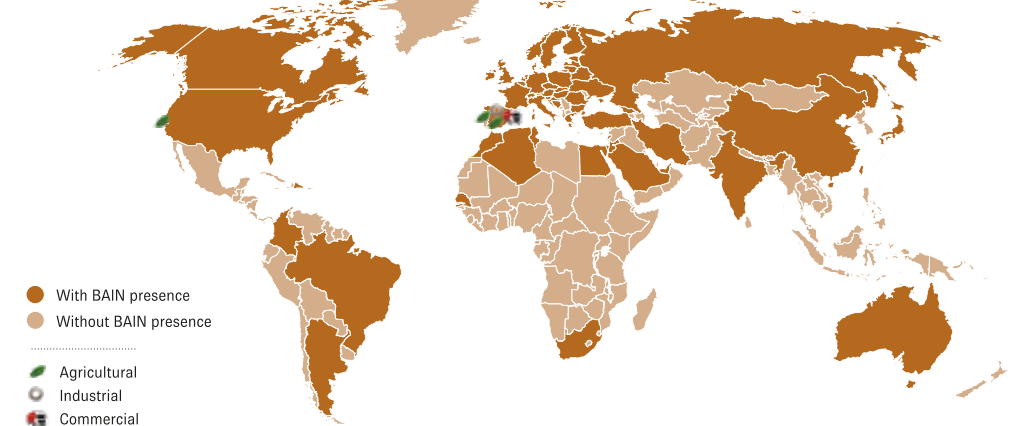


- 32,3 % ● SPAIN
- 12,1 % ● USA
- 11,3 % ● FRANCE
- 10,7 % ● ITALY
- 3,5 % ● RUSSIA
- 3,1 % ● BRAZIL
- 2,6 % ● GERMANY
- 2,3 % ● U.K.
- 1,6 % ● NETHERLANDS
- 1,5 % ● MOROCCO
- 19 % ● OTHERS

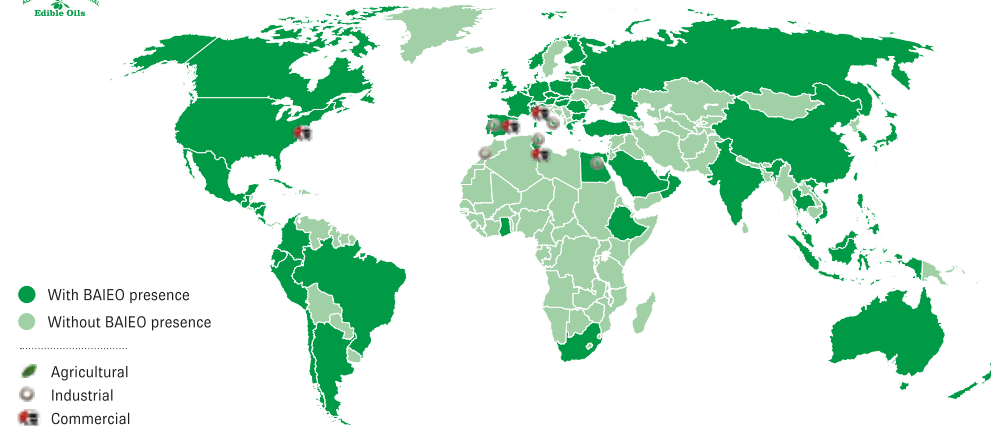
KEY FIGURES FOR THE YEAR



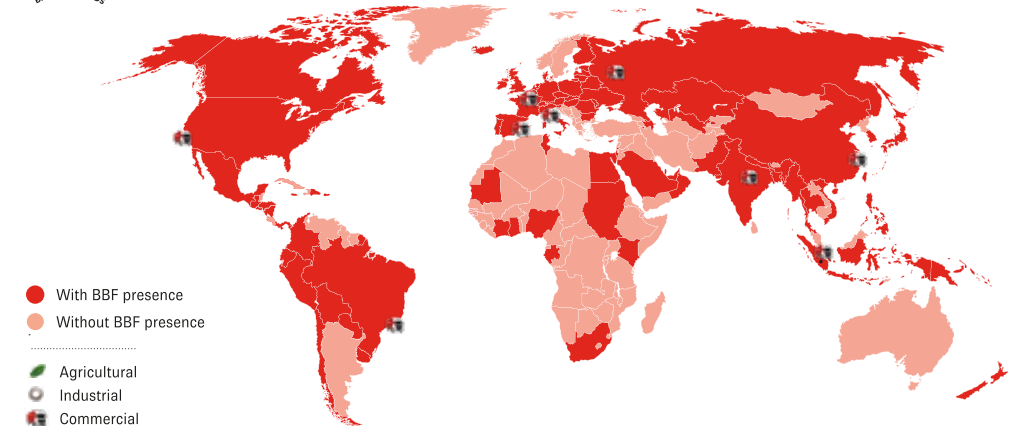
819.785.000	369.666	116	1.154	15	11
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	EMPLOYEES	OFFICES IN 10 COUNTRIES	FACTORIES IN 5 COUNTRIES



195.732.000	47.533	65	2.402	478	5
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	HECTARES	EMPLOYEES	FACTORIES



532.691.000	307.412	65	417	6	5
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	EMPLOYEES	FACTORIES	COMMERCIAL OFFICES



281.715.000	81.321	94	12	222
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>The success of a company is the result of the talent and well-being of its employees.</p>	<p>The actions of today must not compromise the needs of the future, neither those of the company nor of society.</p>	<p>Promoting responsible manufacturing and consumption as part of our objectives.</p>	<p>Engineering and promoting changes that can improve the quality of life for society.</p>
<p>OBJECTIVE</p> <p>To promote the development of collaborators.</p>	<p>OBJECTIVE</p> <p>To minimize the environmental impact of our operations.</p>	<p>OBJECTIVE</p> <p>To take ethical, environmental and social issues into account in the supply chain.</p>	<p>OBJECTIVE</p> <p>Contribute to generate sustainable communities.</p>
<p>LINES OF WORK</p> <ul style="list-style-type: none"> · Diversity and equality. · Employee health and safety. · Attracting, developing and retaining talent. 	<p>LINES OF WORK</p> <ul style="list-style-type: none"> · Risks concerning the supply and management of water. · Packing and packaging of products. · Strategy on climate change, policy and environmental awareness. 	<p>LINES OF WORK</p> <ul style="list-style-type: none"> · Supply chain management. · Evaluation of supplier CSR compliance. · Code of Conduct and Anti-Corruption. 	<p>LINES OF WORK</p> <ul style="list-style-type: none"> · Health and nutrition. · Promotion of healthy lifestyles. · Dialogue with relevant stakeholders.
			

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	NET TURNOVER	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	NET EQUITY	133.987	128.375	Other operating expenses	-72.306	-74.450
Deferred tax assets	6.180	6.420	Long-term provisions	1.297	1.253	EBITDA	31.359	32.080
NON-CURRENT ASSETS	173.736	164.502	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	NON-CURRENT LIABILITIES	83.955	78.655	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	EBIT	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
CURRENT ASSETS	358.705	343.508	CURRENT LIABILITIES	314.499	300.980	Financial expenses	-6.291	-6.540
						EBT	19.204	19.729
						Corporate tax	-4.177	-4.959
TOTAL ASSETS	532.441	508.010	TOTAL NET EQUITY AND LIABILITIES	532.441	508.010	NET PROFIT	15.027	14.775

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