



FISCAL
YEAR SUMMARY
18/19

WHO WE ARE

We are a Mediterranean food processing business founded by the Pont family, 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 seed 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 62 countries.



Group of companies dedicated to the commercialisation of products under the Group's brands, mainly in the retail and OOH channels. Present in 95 countries.



Group of companies dedicated to agriculture, industry and B2B trade of olive oil and seed oil. Present in 69 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



VINEGARS



MILK ALTERNATIVES



PASTA



SAUCES



BALSAMIC GLAZES



OLIVES



OUT OF HOME RANGE



NUT INGREDIENTS



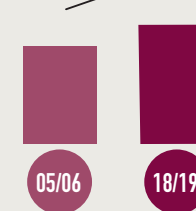
OIL AND VINEGARS INGREDIENTS

OUR BRANDS



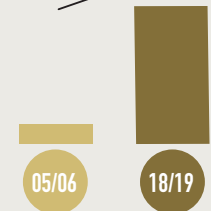
NET SALES

x 1,1



NET PROFIT

x 9,2



BY VOLUME 330.907 tons

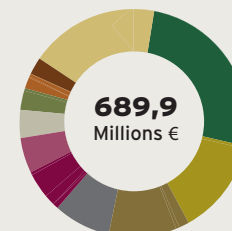


BY VALUE 689,9 Millions €



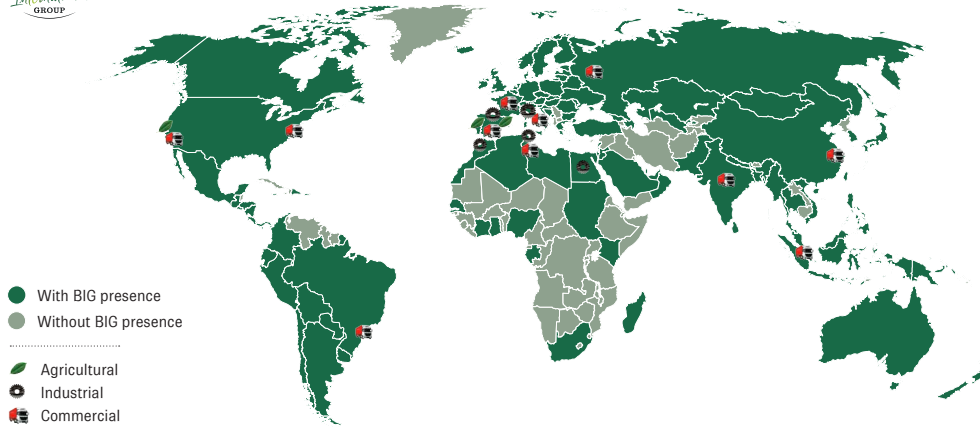
117.616 Tns of by-products are not included in the volume figures.

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

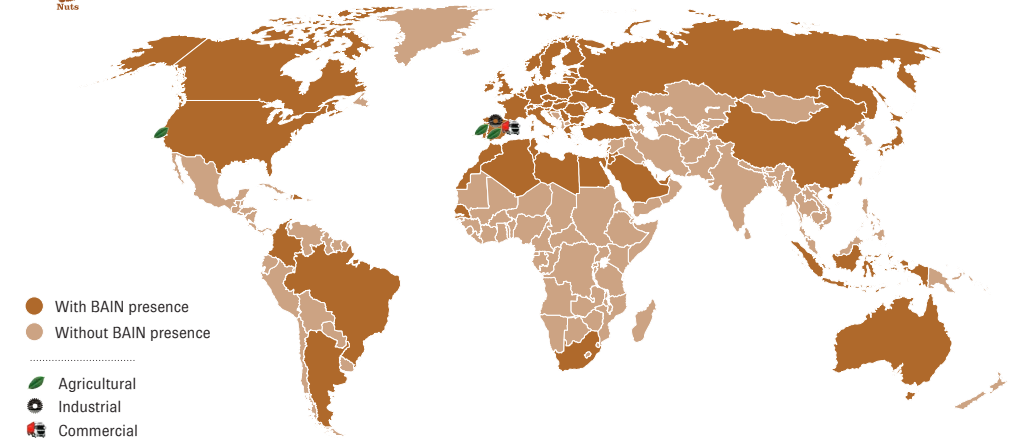


- 28,0 % ● SPAIN
- 15,6 % ● USA
- 14,3 % ● FRANCE
- 4,4 % ● ITALY
- 3,7 % ● TUNISIA
- 3,2 % ● RUSSIA
- 3,0 % ● BRAZIL
- 2,2 % ● UNITED KINGDOM
- 2,1 % ● GERMANY
- 1,9 % ● INDIA
- 21,6 % ● REST

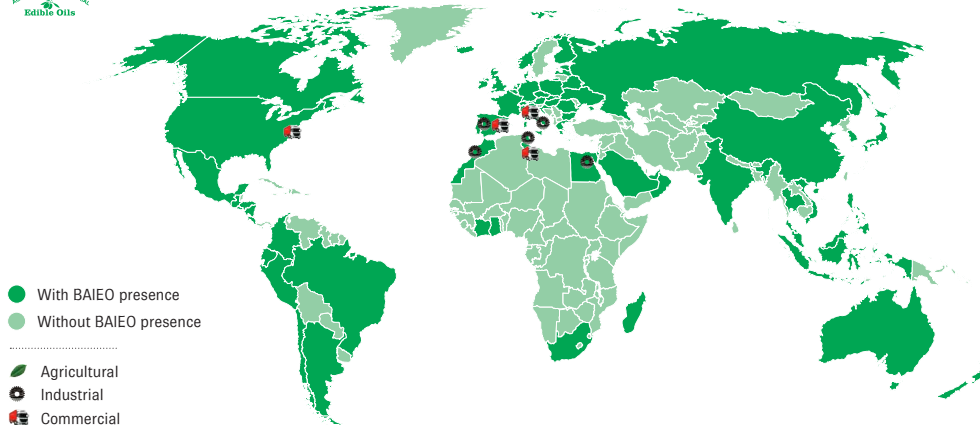
KEY FIGURES FOR THE YEAR



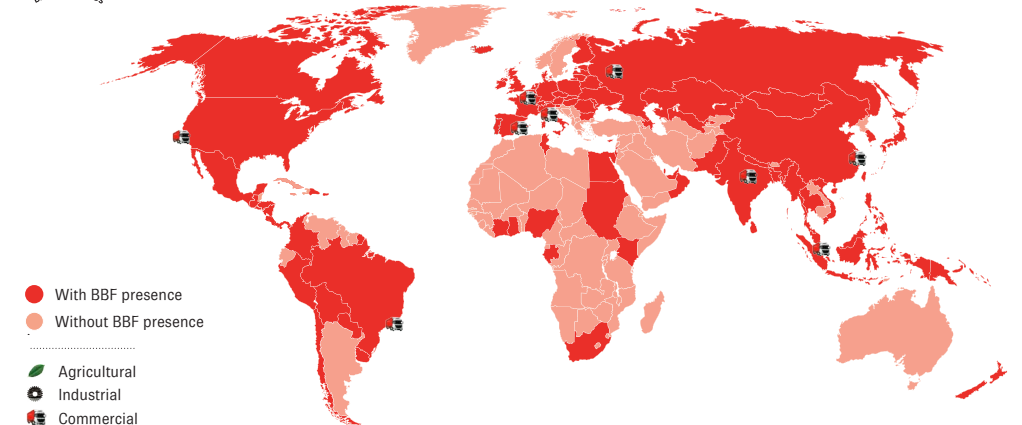
689.857.000	330.907	116	1.133	15	11
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	EMPLOYEES	OFFICES IN 10 COUNTRIES	FACTORIES IN 5 COUNTRIES



177.808.000	46.148	62	2.531	493	5
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	HECTARES	EMPLOYEES	FACTORIES



414.723.000	271.433	69	397	6	5
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	EMPLOYEES	FACTORIES	COMMERCIAL OFFICES



261.435.000	77.219	95	12	205
EUROS IN SALES	TONS SOLD	SALES DESTINATION COUNTRIES	COMMERCIAL OFFICES	EMPLOYEES

CSR & SUSTAINABILITY

OUR AMBITION

WE WANT TO OFFER A HEALTHY DIET BY SUSTAINABLY MANAGING RESOURCES

The main objective of the Group is to contribute to develop a **responsible business** that guarantees sustainable consumption and production modalities.

www.committedbynature.com

MAIN AREAS OF ACTION



Responsible farming

In this first stage Borges contemplates the management of its own farms as well as the collaboration with the suppliers of the agricultural sector and the external services that affect other points of the supply chain such as transport and logistics, to ensure that the **purchase and the raw materials supplied are produced sustainably**.

Committed people

We guarantee the well-being and development of professionals who are part of Borges, ensuring daily **equality, diversity and fair working conditions**. We also contribute to the development of the communities where we work and in general with the world where we live. We understand that sustainable development will only be possible if we move forward in collaboration with our stakeholders.



Healthy and Sustainable products

Aware of the influence we have on our customers, we are responsible for promoting a **healthy lifestyle** through our products, which should be characterized by being sustainable in every way from their recyclability to their nutritional benefits.



FINANCIAL INFORMATION

ASSETS	31.05.19	31.05.18	NET EQUITY AND LIABILITIES	31.05.19	31.05.18	PROFIT & LOSS ACCOUNT	31.05.19	31.05.18
Intangible assets	16.906	16.685	Equity	128.954	114.984	NET TURNOVER	689.857	819.785
Tangible assets	137.921	129.865	Capital & reserves	108.966	99.957	Cost of good sales	-551.718	-677.124
Biological assets	16.388	13.165	Profits of the year	19.988	15.027	Staff costs	-41.374	-40.442
Real estate investments	4.403	4.308	Adjustments for changes in value	22.226	19.003	Other operating income	1.689	1.446
Non-current financial assets	7.714	3.533	NET EQUITY	151.180	133.987	Other operating expenses	-72.212	-72.306
Deferred tax assets	4.741	6.180	Long-term provisions	1.576	1.297	EBITDA	26.242	31.359
NON-CURRENT ASSETS	188.073	173.736	Long-term debts	81.685	69.680	Amortization and depreciation	-6.487	-6.380
Inventories	169.701	251.298	Deferred tax liabilities	13.297	12.978	Provisions excess	11	32
Commercial debtors	86.338	79.141	Long-term accruals	223		Impairment and gains or losses	12.560	-89
Short-term invest. Group Companies	160	160	NON-CURRENT LIABILITIES	96.781	83.955	Other results	2.466	201
Short-term financial investments	3.568	4.729	Short-term provisions	430	384	EBIT	34.792	25.123
Short-term accruals	198		Short-term debts	102.427	141.315	Exchange results	1.338	372
Cash and cash equivalents	28.374	23.377	Trade and other payables	125.042	172.800	Financial expenses	-6.961	-6.291
CURRENT ASSETS	288.339	358.705	Short-term accruals	552		EBT	29.169	19.204
			CURRENT LIABILITIES	228.451	314.499	Corporate tax	-9.181	-4.177
TOTAL ASSETS	476.412	532.441	TOTAL NET EQUITY AND LIABILITIES	476.412	532.441	NET PROFIT	19.988	15.027

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