

Business Description -

- #1 shell egg and egg products producer in Ukraine and Eurasia and
- 51% share in the industrial production of shell eggs and 87% share in the production of dry egg products.
- Production facilities are located in 14 of 24 regions of Ukraine and also in the Autonomous Republic of Crimea.
- Export to 21 countries. Key sales export destinations are MENA, Middle East and Asia.
- The Company sells its packaged products under the updated "Kvochka" brand (in 1Q2012 the share of shell egg sales through supermarkets reached 31% of total sales to third parties).

Financial Summary

US\$ mln	2011	2010	2009	2008
Revenue	553	440	320	302
Gross Profit	224	158	107	82
EBITDA	246	194	152	114
Net Income	196	185	134	77
EPS, \$	30	32	25	40

Operational Summary

	1Q2012	2011	1Q2011	2010	2009	2008
Shell eggs production, m pcs	1.6	6.0	1.4	4.4	3.6	2.4
Shell eggs avrg selling price, UAH/egg (excl. VAT)	0.74	0.64	0.54	0.57	0.56	0.48
Total flock, m birds	26.0	25.1	25.2	24.3	16.1	14.0
Laying hens, m birds	20.5	20.5	18.6	18.7	14.0	12.2

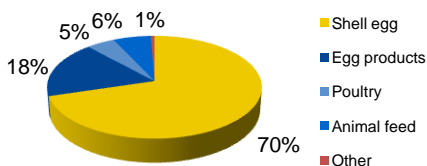
Our Leading Brand

- Further expansion of the "Kvochka" product line by launching a line of "Organic eggs" targeting the premium market and "Domashnie" brand which offers quality eggs to the mid-range market
- The launch of a website dedicated to Kvochka brand (www.kvochka.com.ua) to provide consumers with additional information about the product as well as to educate the domestic market on the benefits of protein in their diet.



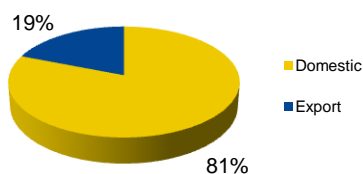
Key Diagrams

Sales by segments (YE 2011), % of revenue



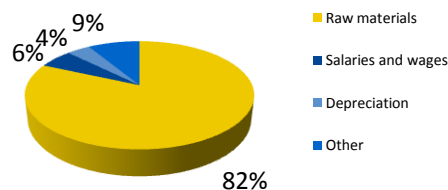
Source: Company data

Eggs and egg products destination (YE 2011), % of revenue



Source: Company data

COGS by items (YE 2011)



Source: Company data

Investments projects



Young-laying hens zone at Avis, April 2012

- Following the completion of the 1st construction stage of the rearing site for 1.5 mln heads, the Company is designing the 2nd stage of the rearing site facilities.
- The construction of the 2nd stage for the laying hens facility is progressing according to schedule. The first of the five poultry houses planned has been completed.



Young-laying hens zone at Chornobaivske, April 2012

- The 1st stage of the rearing site, which was launched in December 2011, was operating at 80% of its full capacity.

Key Ratios & Profitability

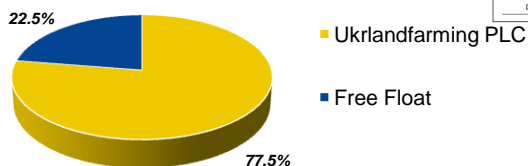
	1Q2012	2011	2010	2009	2008
Ratios					
P/S	1.6*	1.4*	2.8	-	-
P/E	4.7*	4.1*	6.9	-	-
EV/EBITDA	4.1*	2.6*	7.0	-	-
Net debt/EBITDA	-	0.3x	0.4x **	0.7x	1.9x
Debt/Equity	-	0.1	0.1	0.7	4.3
EBIT/Total interest	-	7.0	6.0	3.1	2.0
Profitability					
Gross margin, %	-	40	36	33	27
EBITDA margin, %	-	44	44	48	38

*Avangardco IPL calculations based on share price as at 04.05.2012

**Excluding IPO proceeds

Shareholder Structure -

Share Capital Structure



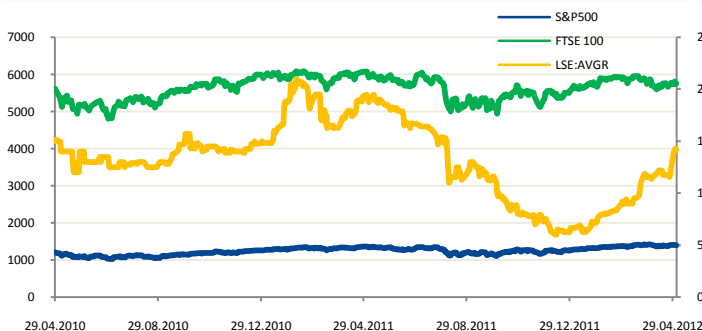
Source: Company data

Securities Information

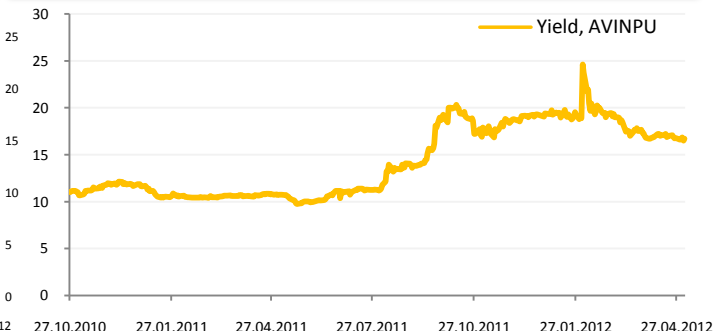
GDR\ADR's		Bonds	
Ticker	AVGR	Format	Reg S
Stock Exchange	LSE	Amount, \$ mln	200
Deal Size	1,437,500 new ordinary shares in the form of GDRs	Maturity	29 October 2015
Use of Proceeds	Finalization of new capacity expansion programs	Coupon	10%, payable semi-annually in arrears on 29 Apr and Oct commencing on 29 Apr 2011
Proceeds	USD 208 m	Listing	LSE
Offer Price	\$15.0 per GDR	Issue Rating	B (Fitch Ratings)

- In Sep 2011, with the goal to restructure and rationalize his ownership in agricultural assets Mr. Bakhmatyuk made a decision to transfer his 77.5% shareholding in Avangardco IPL to Ukrlandfarming PLC.

GDR's Performance -



Bond's Performance -



Board of Directors -



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

Oleg Bakhmatyuk graduated from the Economy and Law Institute in Chernovtsy, Ivano-Frankivsk region, with a Business Management degree. He obtained a second degree in 2005 at the Ivano-Frankivsk National Technical University of Oil and Gas (engineering, physics and management). He founded the Company in 2003. Oleg Bakhmatyuk owns several other companies involved in the food industry, transport, real estate and finance. In addition, Mr. Bakhmatyuk has held various management positions: he was a director of LLC Prykarpattya Financial Company in 2004, a president of LLC Stanislavska Trade Company in 2005 and a deputy chairman of Naftogaz of Ukraine from 2005 to 2006.



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

Mrs. Marchenko graduated from the Kyiv Municipal Management Academy in 2004 with an accounting and audit qualification. She obtained an ACCA IFRS Diploma in 2008. She was appointed as a general director of Mriya K in 2003. In 2007 she became a director of the Company's Management Accounting and Reporting department. Iryna Marchenko became a Financial Department Director of the Company in 2010.



Oleg Pohotsky
Independent director
[Read more](#)

Mr. Pohotsky received his MBA from Harvard Business School and a doctorate degree in law from the University of Miami. He also obtained a Bachelor of Sciences in Chemical Engineering from the University of Clarkson. Oleg Pohotsky is the partner-founder of Right Bank Partners and is on the board of directors of two closed investment funds listed on the NYSE. He is also a member of the Consultation Council at Kaufman & Co, a Boston based boutique investment banking firm, and senior advisor at Governance Metrics International. Oleg Pohotsky became an independent director of the Board in March 2011.



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

Mrs. Prosolenko graduated from the Getman Kyiv National Economic University in 2008 with an Economic Sciences Diploma. She was a Marketing and Analysis Department director at the Ukrainian Union of Poultry Breeders Association from 2005 to 2006 and a senior marketing specialist at Borispol Agro-Trade bird breeding company. Oksana Prosolenko worked as a marketing director of the Company from 2007 to 2009. She was appointed as a head of business development in 2010.



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

Mrs. Vasylyuk obtained a Finance and Accounting Diploma at the Ivano-Frankivsk National Technical University of Oil & Gas in 2005. She began her career in 2004 as sales and marketing director at LLC Prykarpattya Financial Company, then from 2004 to 2007 she worked as a financial director in LLC Stanislavska Trade Company. Nataliya Vasylyuk joined the Company in 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