



Presentation on the financial results for 3 months of 2023

Presented by



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AUGA group at a glance*

The **largest** vertically integrated organic food producer in Europe

4 business segments

80.1 million EUR revenue

Founded in **2014**

1,226 employees

66% of sales is export

Listed on **Nasdaq Vilnius**

38.5th ha of arable land

Products are sold in **35** countries



Transformation of AUGA



Results

Negative Q1 result.

Revenue has grown due to:

- stable operational activities in all segments;
- high value of last season's harvest.

Key factors of negative result:

- decreased prices of agricultural products
- significantly lowered forecasted prices for the 2023 harvest

EUR million	2023 3M	2022 3M	Variance	2021 3M
Revenue	21.70	17.56	+24%	19.48
Gross profit	2.45	5.65	-57%	4.51
Net profit	(3.17)	1.21	n/a	0.67
EBITDA	2.79	6.71	-58%	5.74



Results by segment: crop growing

Crop growing

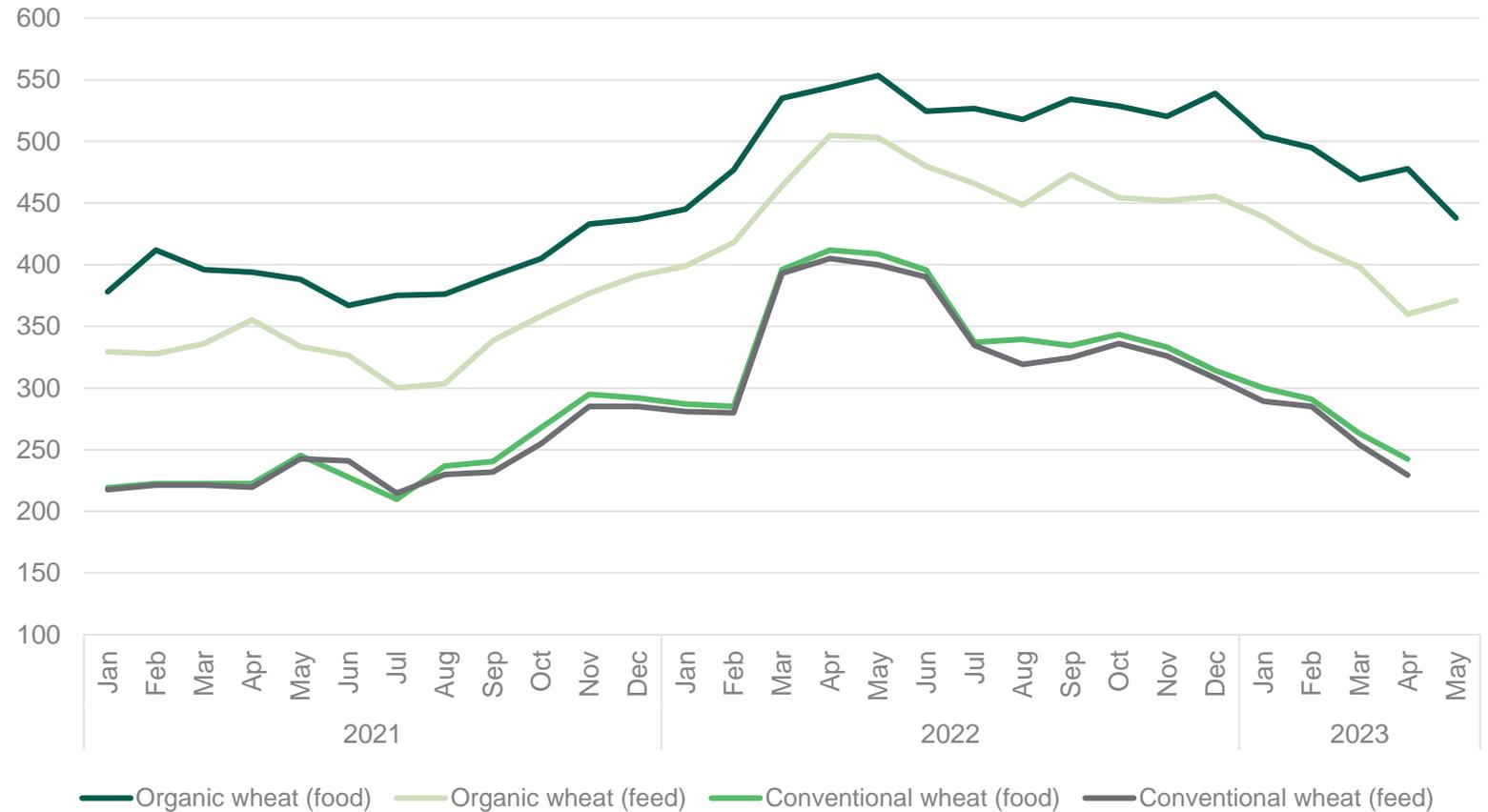
Pricing trends.

The prices for majority of crops have decreased from Y2022 level.

There are lots of uncertainties regarding prices for new organic harvest.

Lower level of activity in the market: as of 31.05.2023 there are contracts (excl. long term agreements) of 2023 harvest for €3M (2022 – €8.5M).

Organic vs. Conventional wheat price in Germany*, EUR/t



*Germany, the largest EU market, is a benchmark for major organic product prices.

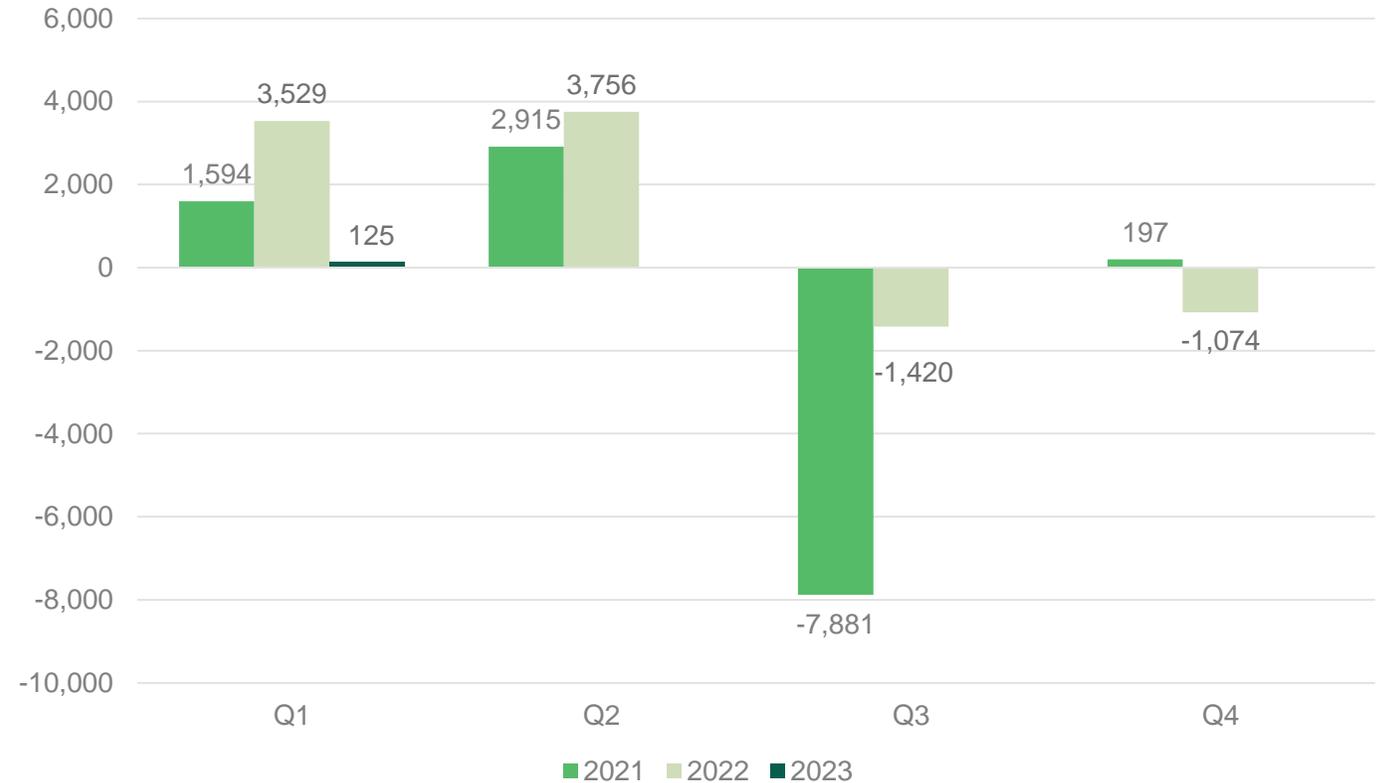
Crop growing

Conservative approach in forecasting gain on initial recognition of biological assets.

Adjustments in Q1:

- Cultivated area 
- Forecasted average yields 
- Forecasted price 
- Forecasted total costs 

Gain (loss) on initial recognition of biological asset at fair value, €'000



Crop growing

Q1 result: decrease of result YoY due to more conservative forecast.

Decreasing prices put pressure on sales result.

No major changes in subsidies for 2023.

	2023 3M	2022 3M	Variance	2021 3M
Total cultivated land, ha	38,584	38,591	0%	39,223
EUR million	2023 3M	2022 3M	Variance	2021 3M
Total gain (loss) on revaluation of biological assets (crops)	2.09	5.86	-64%	3.61
Gain (loss) on revaluation of biological assets (crops) recognized in previous period	1.97	2.33	-15%	2.02
Gain (loss) on revaluation of biological assets (crops) recognized in current period	0.13	3.53	-96%	1.59
Sales revenue	7.91	5.09	+55%	7.53
Cost of sales	(8.41)	(5.08)	+66%	(8.00)
One-time income (inventory write-offs)	0.01	(0.30)	n/a	(0.08)
Result of internal transactions	(0.64)	(0.73)	-12%	-
Result of sales of agricultural produce	(1.12)	(1.01)	+11%	(0.54)
Subsidies	2.51	2.42	+4%	2.38
Gross profit	1.52	4.94	-69%	3.43



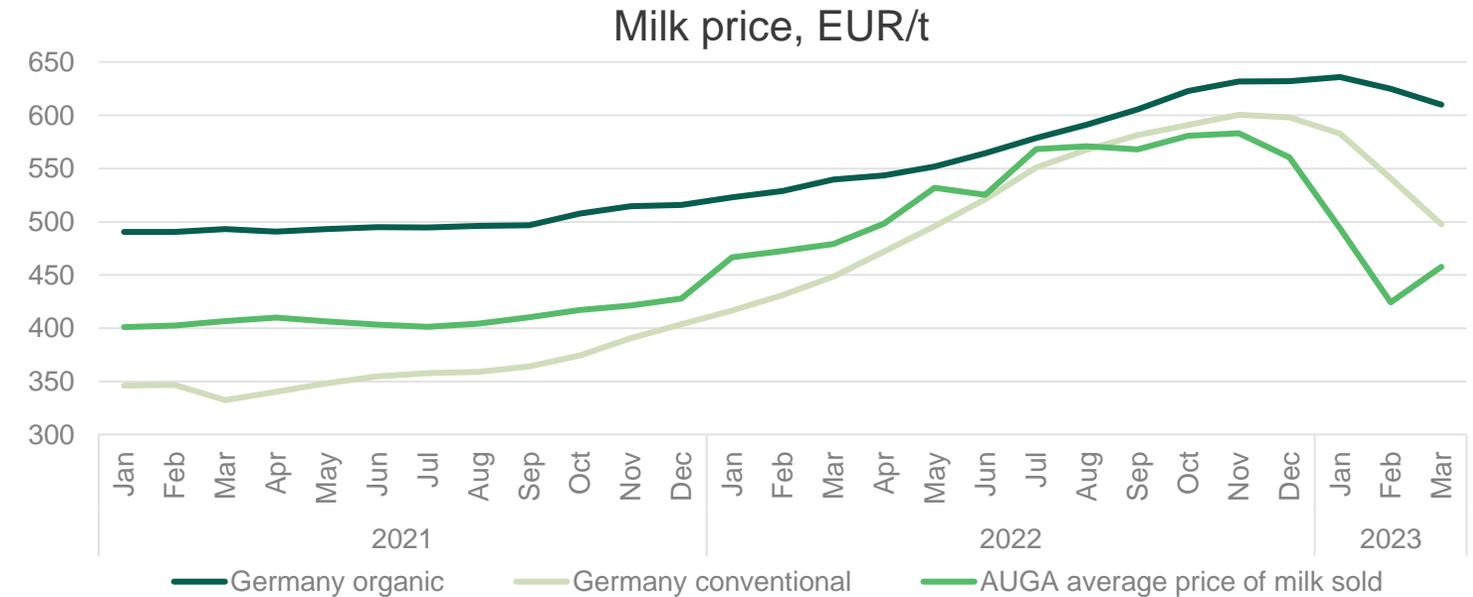
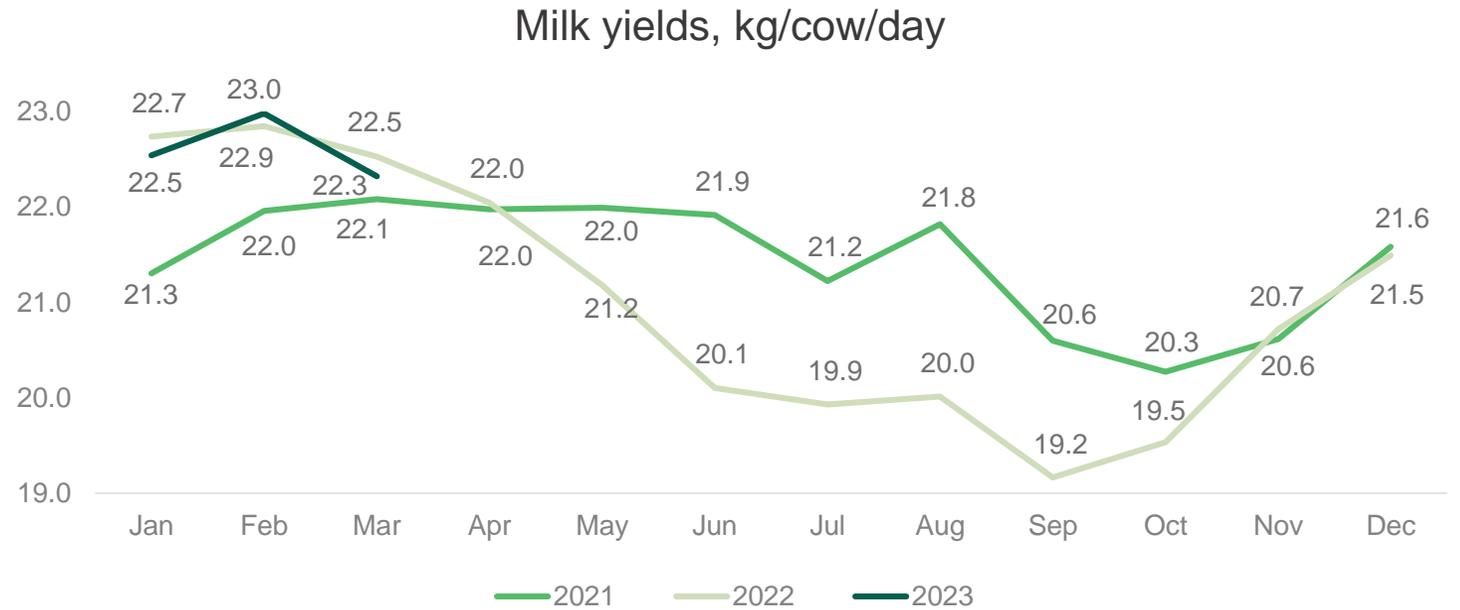
Results by segment: dairy

Dairy

Milk yield and price dynamics.

Production is back on track.

Our region had one of the steepest decreases of prices in EU.



Dairy

Q1 result: decreasing prices of raw milk resulted in a gross loss.

As for 31.03.2023 group's herd consists of 3,483 cows and 3,502 heifers and bulls, compared to 3,591 cows and 3,136 heifers and bulls a year before.

	2023 3M	2022 3M	Variance	2021 3M
Total quantity of products sold, t	7,029	7,324	-4%	6,565
Milk	6,496	6,986	-7%	6,189
Milk commodities	322	113	+185%	190
Cattle	211	225	-6%	186
EUR million	2023 3M	2022 3M	Variance	2021 3M
Revenue	4.15	4.05	+2%	3.28
Milk	2.98	3.31	-10%	2.51
Milk commodities	0.88	0.38	+132%	0.58
Cattle	0.29	0.36	-19%	0.19
Cost of sales	(4.18)	(3.59)	+16%	(3.26)
Milk	(3.03)	(2.87)	+6%	(2.51)
Milk commodities	(0.85)	(0.37)	+130%	(0.56)
Cattle	(0.29)	(0.36)	-19%	(0.19)
Revaluation of biological assets	(0.82)	(0.67)	+22%	(0.55)
Subsidies	0.78	0.79	-1%	0.73
Gross profit	(0.07)	0.57	n/a	0.21



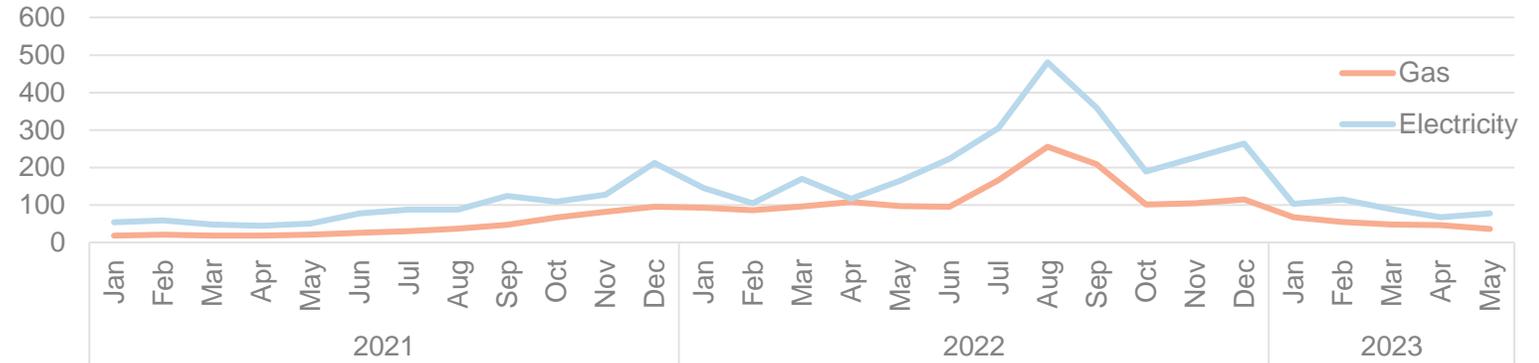
Results by segment: mushroom growing

Mushroom growing

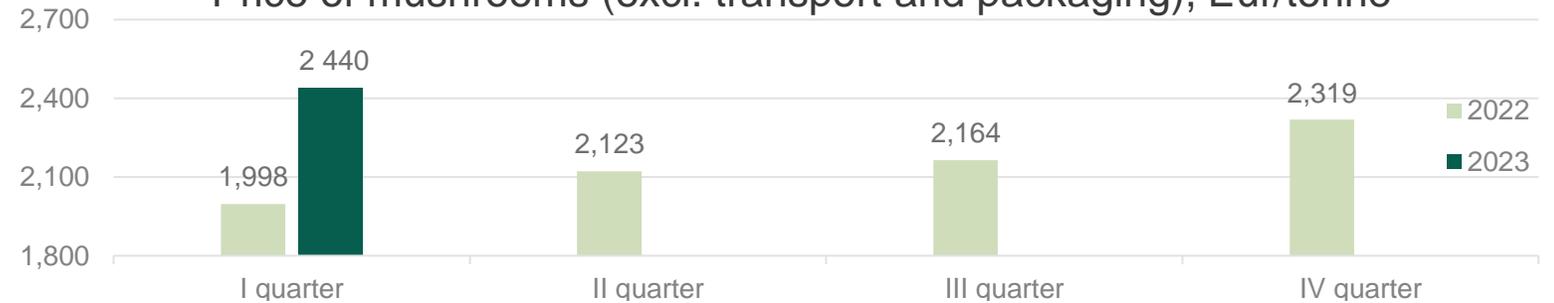
3 key factors:

- key costs are in control;
- price of mushrooms, excluding transport and packaging effect, was 22% higher YoY;
- production is stable, still room for improvement.

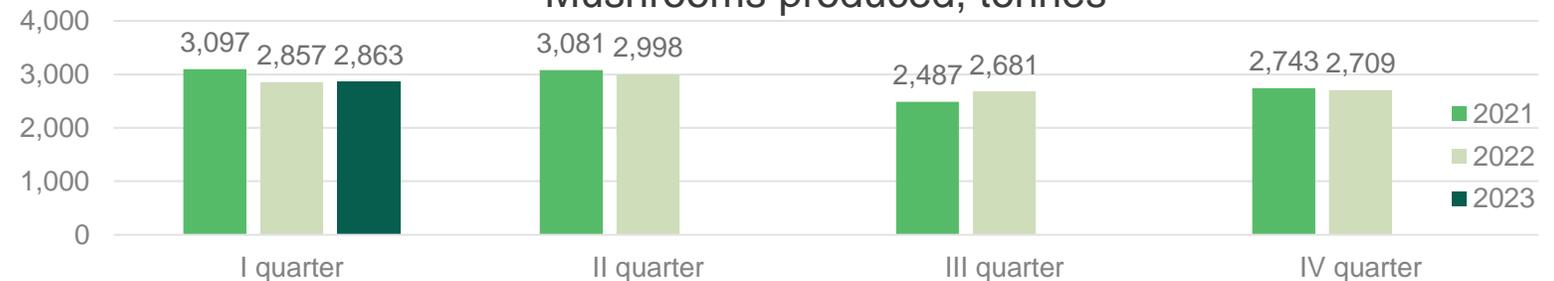
Price of gas and electricity, Eur/MWh



Price of mushrooms (excl. transport and packaging), Eur/tonne



Mushrooms produced, tonnes



Mushroom growing

Q1 result: continuous positive development.

EUR 0.6 million gross profit for Q1 after few very challenging years.

	2023 3M	2022 3M	Variance	2021 3M
Sold mushrooms, t	2,875	3,038	-5%	3,177
Average price (Eur/t)	2,595	2,255	+15%	2,246
EUR million	2023 3M	2022 3M	Variance	2021 3M
Total revenue	7.70	7.01	+10%	7.26
Mushroom sales revenue	7.46	6.85	+9%	7.14
Compost sales revenue	0.24	0.16	+50%	0.12
Cost of sale	(7.12)	(7.14)	0%	(6.76)
Cost of mushrooms sold	(6.88)	(6.98)	-1%	(6.68)
Cost of compost sold	(0.24)	(0.16)	+50%	(0.08)
Gross profit	0.58	(0.13)	n/a	0.50



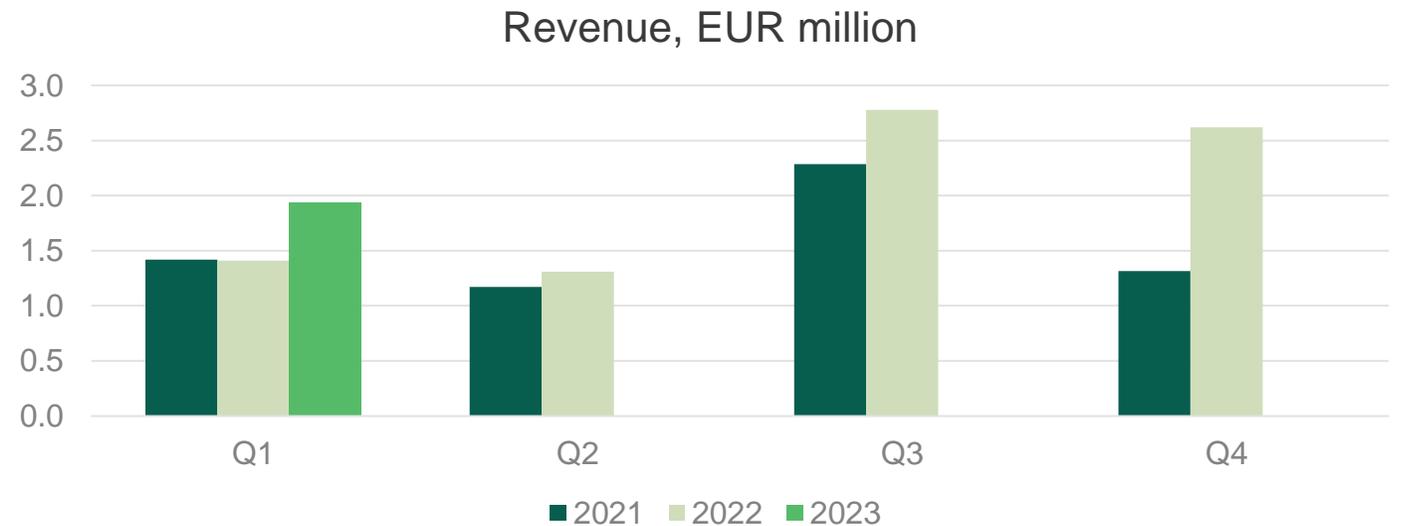
Results by segment: FMCG

FMCG

**Q1 result: consistent growth:
+38% YoY.**

Germany has become the second largest export market (sales amounted to EUR 401 thous. in Q1).

EUR million	2023 3M	2022 3M	Variance	2021 3M
Revenue	1.94	1.41	+38%	1.42
Cost of goods sold	(1.52)	(1.14)	+33%	(1.04)
Gross profit	0.41	0.27	+52%	0.38



FMCG

AUGA's new product line for consumers.

- Started May 2023.
- Everyday consumer food basics.
- Produced exclusively from organic raw materials from AUGA farms, which are committed to sustainable farming practices.
- Available in the biggest retail chains in Lithuania (384 locations as of 06.05).
- Started with essential dairy products, oat flakes, eggs and will be extended (9 SKUs as of 06.05).

A new category in food.



mission no cost to nature



Transformation of AUGA

Transformation of AUGA

AUGA Community

AUGA Tech



- Identifying emissions problems in farming.
- Creating solutions.
- Developing and scaling technology.

AUGA SOFA



- Sustainable farming standards and certification.
- Organisational structure for technology sharing.
- Know-how and digital farm management tools for farmers.

AUGA Trade

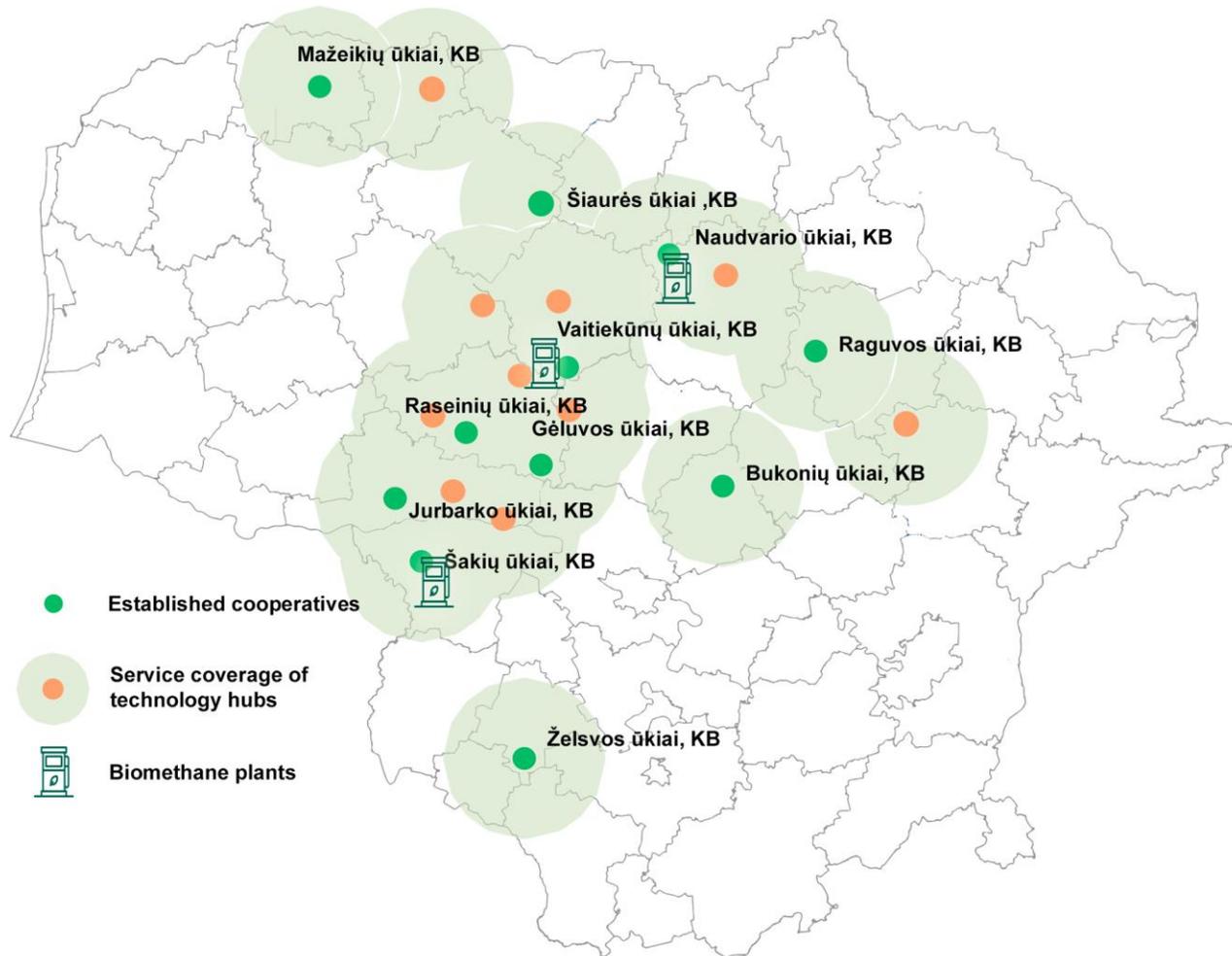


- Brand marketing.
- AUGA-led contract manufacturing.
- Co-branding and AUGA sustainability labels.

Transformation of AUGA

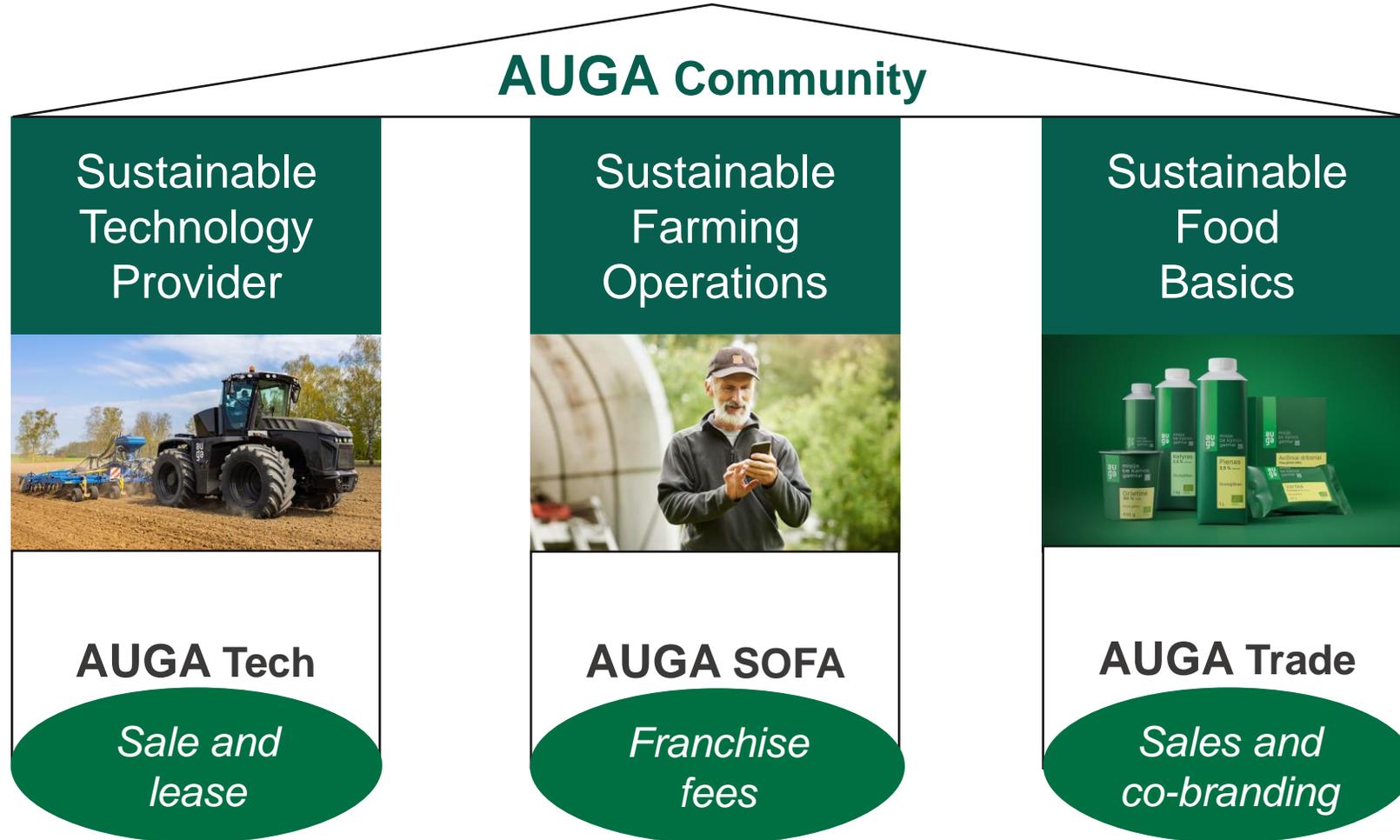


How it will work, starting in Lithuania

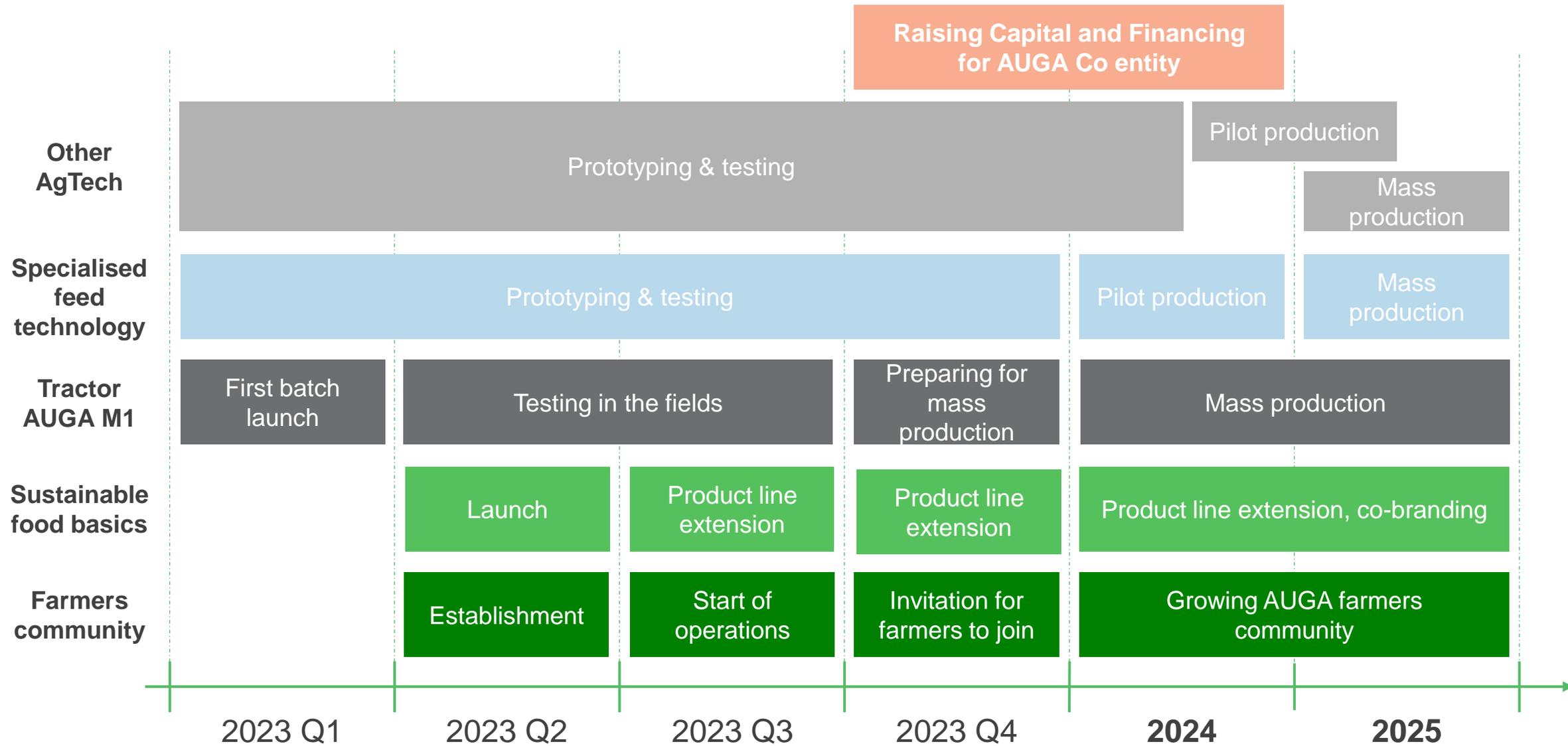


- 11 regional cooperatives.
- 3 biomethane plants.
- 21 technology hubs that can extend their coverage from the current 38 000 ha to 750 000 ha of farmland (servicing farmers in 25% of the territory of Lithuania)
- Open for farmers to join from H2 2023.

How will we generate revenue?



Projected timeline for implementation



Raising Capital and Financing for AUGA Co entity

Technological projects under development

Sustainably powered machinery.

First batch of AUGA M1 tractor is in field testing.

Other projects under development.

Biomethane infrastructure.

1st facility started operations in April.

Negotiations in process regarding supply to the grid and sale of green gas.

Specialized feed technology.

Testing phase, further development of technology.



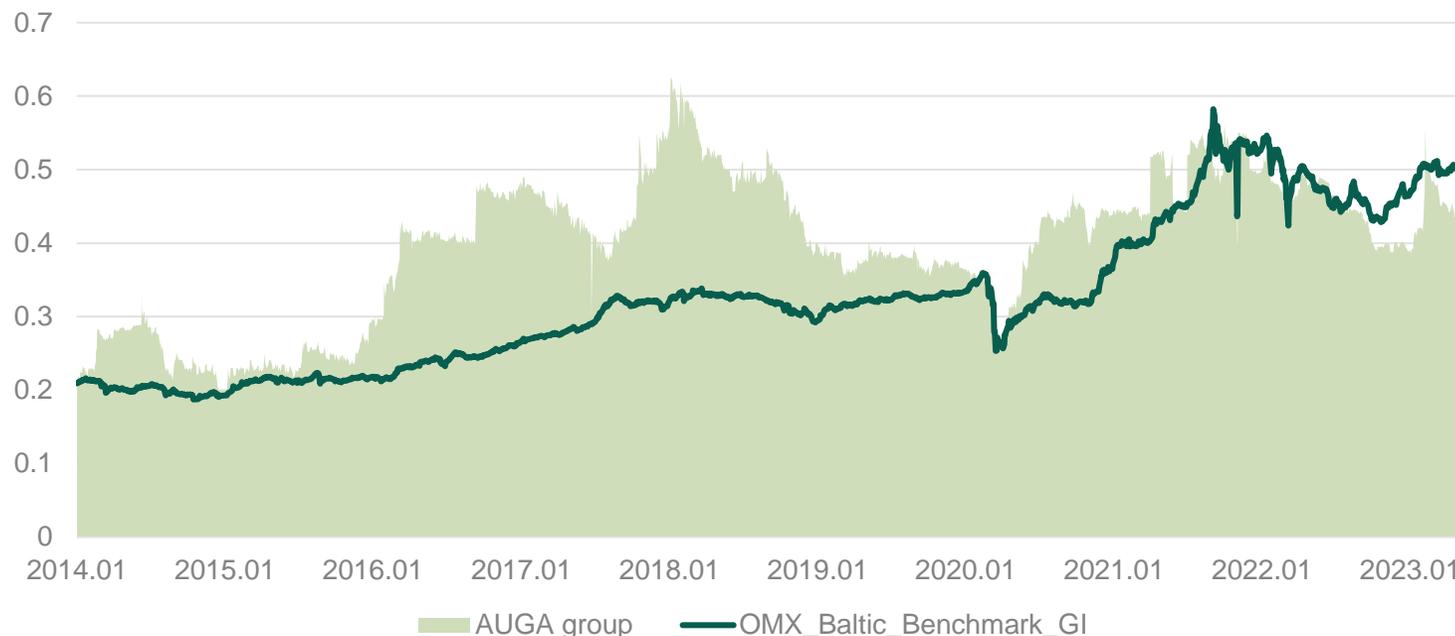
Other information

Share price information

The share price increased by 11% (from EUR 0.390 to EUR 0.433 per share) from the beginning of 2023 to 31st of May 2023. OMX Baltic Benchmark GI increased by 7% during the same period.

The average monthly turnover was EUR 0.16 million.

AUGA group, AB share price on Nasdaq Vilnius, EUR



Valuation target price, EUR



More information:

- Nasdaq Vilnius, Baltic Main List: [AUG1L](#)
- Nasdaq Vilnius, green bonds: [AUGB060024A](#)
- Information for investors: <http://auga.lt/en/for-auga-investors>
- Analyst reports, data in MS Excel format: <https://auga.lt/en/investors/reports-and-presentations>
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- Investor relations:

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