



EthnoProduct: history, nowadays, future

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Overview

EthnoProduct is a Ukrainian-Swiss agricultural company with vertically integrated operations, from field to ready-to-eat products.

Fields and farms are located in the north of Chernigov region of Ukraine, where the company cultivates around **4 000** hectares of organic land (pastures, hayfields, arable land), the company maintain around **1 000** heads of livestock, thus creating the basis for the production of high-quality end-product.

The agricultural complex of the company:

- 3 meat and dairy farms
- more than 60 units of equipment for acreage cultivation and livestock maintenance
- cleaning and separation complex with max capacity of 50 t/hour
- granaries – around 7000 tons
- mobile milking machine on pastures

Overview

Processing capacities consist of milk- and meat-processing plants located near Kyiv.

Staff – 130 people



History

2008 – start of organic certification

2010 – EU organic certificate IMO received, Switzerland (www.imo.ch)

February 2011 – start of supplies of raw milk to retail networks in Kyiv;

October 2012 – start of supplies of veal meat to retail networks in Kyiv;

January 2013 – launch of small milk processing plant in Kyiv region. Start of supplies of pasteurized milk, kefir and sour cream to retail networks in Kyiv;

July 2013 – start of supplies of sausage, frankfurters, ham to retail networks in Kyiv;

September 2013 – first direct export of organic crops to consumer in Europe (Germany);

October 2013 – start of supplies of yogurt to retail networks;

October 2013 – successful organic certification according to Bioland standards;

June 2014 – start of supplies of butter to retail networks;

March 2014 – start of supplies of 20% and 45% cheese to retail networks;

August 2015 – successful organic certification according to BioSuisse standards;

October 2015 – launched new cleaning and separation complex with max.capacity of 50 t/hour;

September 2016 – launched new 5000 t storage complex with 4 independent sections

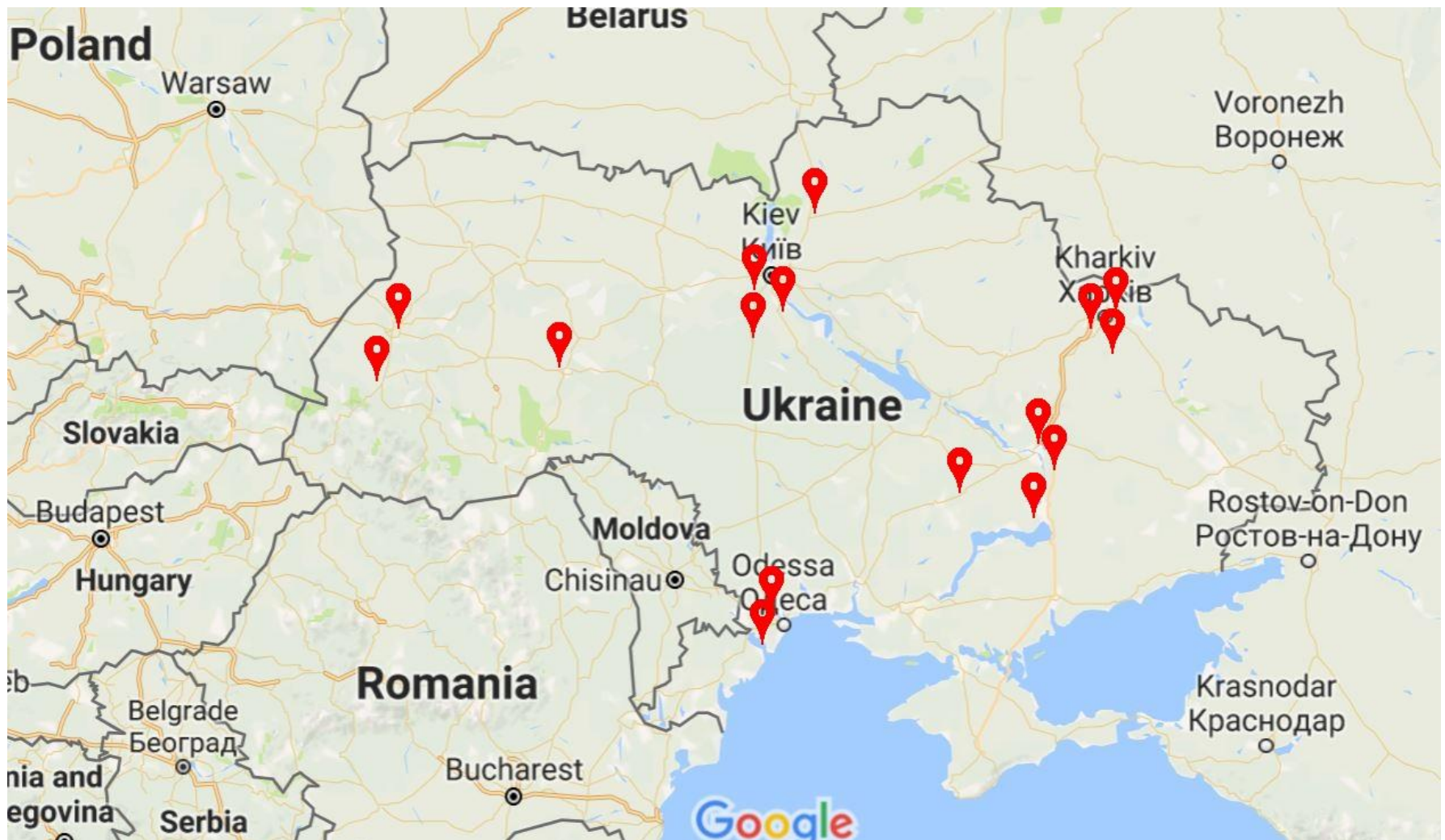
Product range 2016: milk and meat



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Geography of sales (milk and meat)



Product range 2016: crops



Oat

Protein: 10-18%



Spelt

Gluten: min 23%
Protein: min 13%



Lupine

Protein: 32-46%



Vetch

Protein: 25-30%

Other crops: buckwheat, mustard, millet, peas

Geography of sales (crops)



Future steps

1. To expand milk processing capacities or move to new plant. Nowadays current production site works with maximum capacity;
2. To expand bank of land;
3. To increase machinery and equipment for crops;
4. To build new storage capacities;
5. To increase number of high quality livestock;
6. To launch organic pigs;
7. To launch organic vegetables (especially potato);
8. To launch products from crops (pasta, cookies, etc)

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