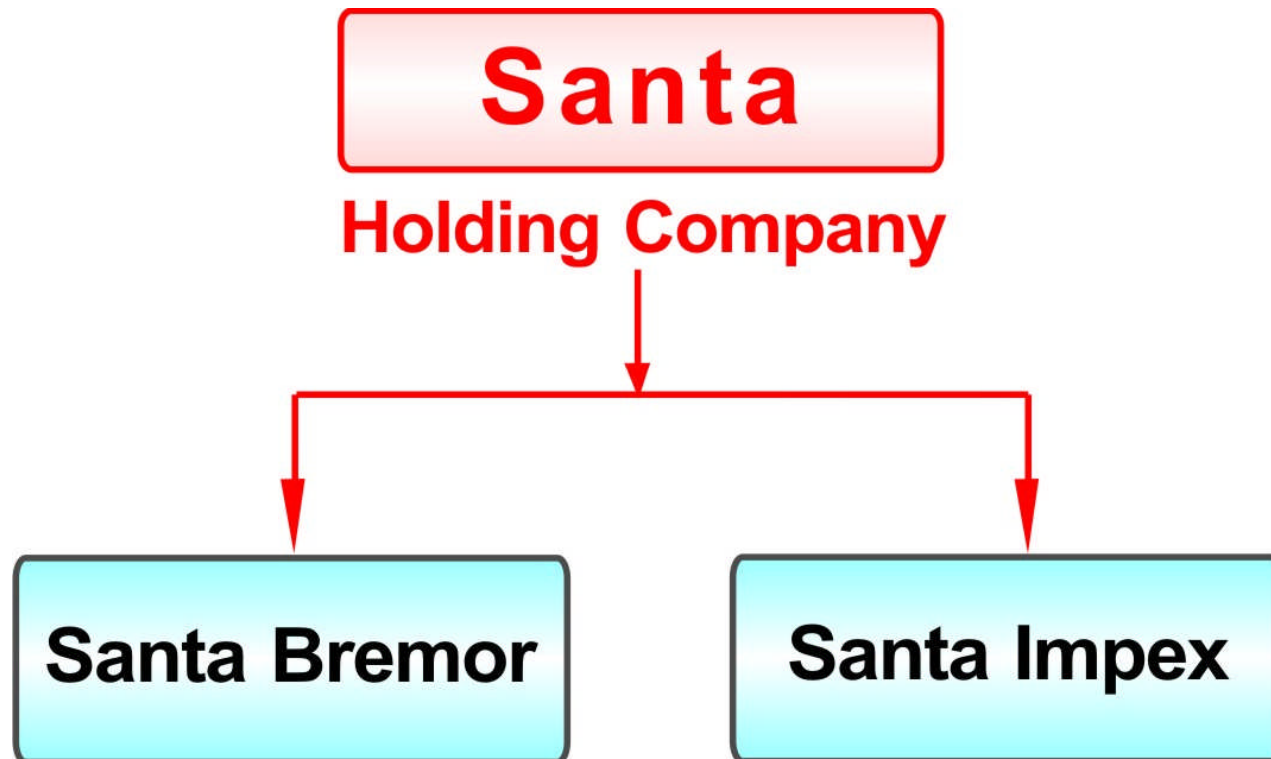




Company Presentation

Brest 11.10.2011

Company's structure



Business activities



Santa Bremor



Key information (2011):

- staff ~ 4 000 people



Santa Bremor Marketing



- Leadership position in following categories on Byelorussian market:
 - Fish and seafood
 - Ice cream
 - Dumpling
- Leading position in fish and seafood categories in Russia and Ukraine
- Santa Bremor brand – ranked as the most valuable brand in Belarus
- 16 leading consumer brands

Santa Bremor Sales



Santa Bremor carries out deliveries of food products in more than 22 countries of the world

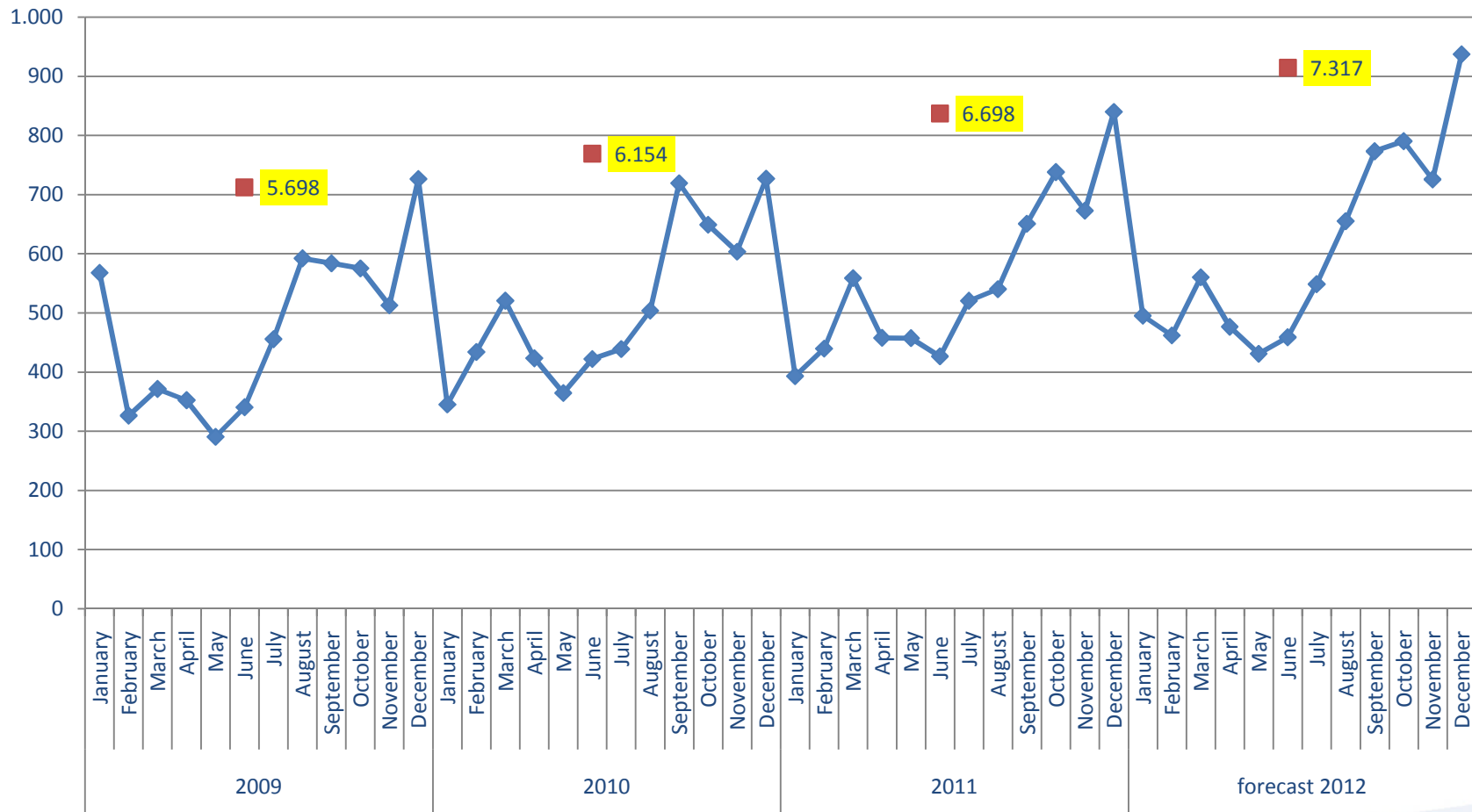
Austria, Azerbaijan, Armenia, **G**ermany, Georgia, **I**srael, Kazak hstan, Canada, Cyprus, Latvia, Li thuania, **M**oldova, **the** **N**etherlands, New Zealand, the United Arab Emirates, Poland, **R**ussia, Slova kia, **the** **U**SA, **the** **U**kraine, Czech Republic, Estonia

Santa Bremor Production

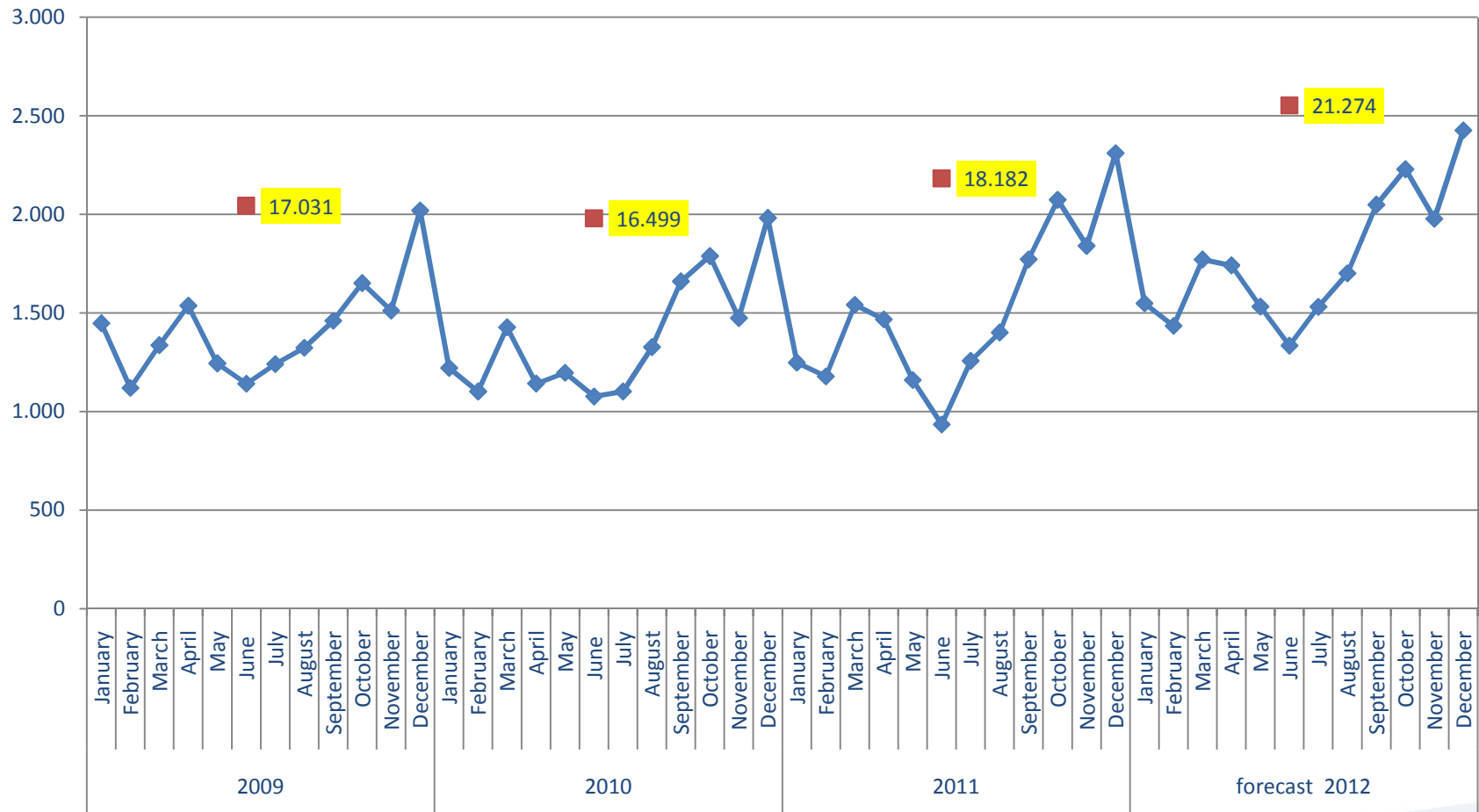


- **8 production plants:**
 - roe, surimi and seafood
 - herring and salads
 - salmon
 - ice cream
 - dumpling
 - frozen fish
 - smoked fish
 - water
- Production capacity over 70 000 tons
- Certified systems ISO 9001, HACCP, IFS. For the moment the company works on acceptance of MSC - certificate

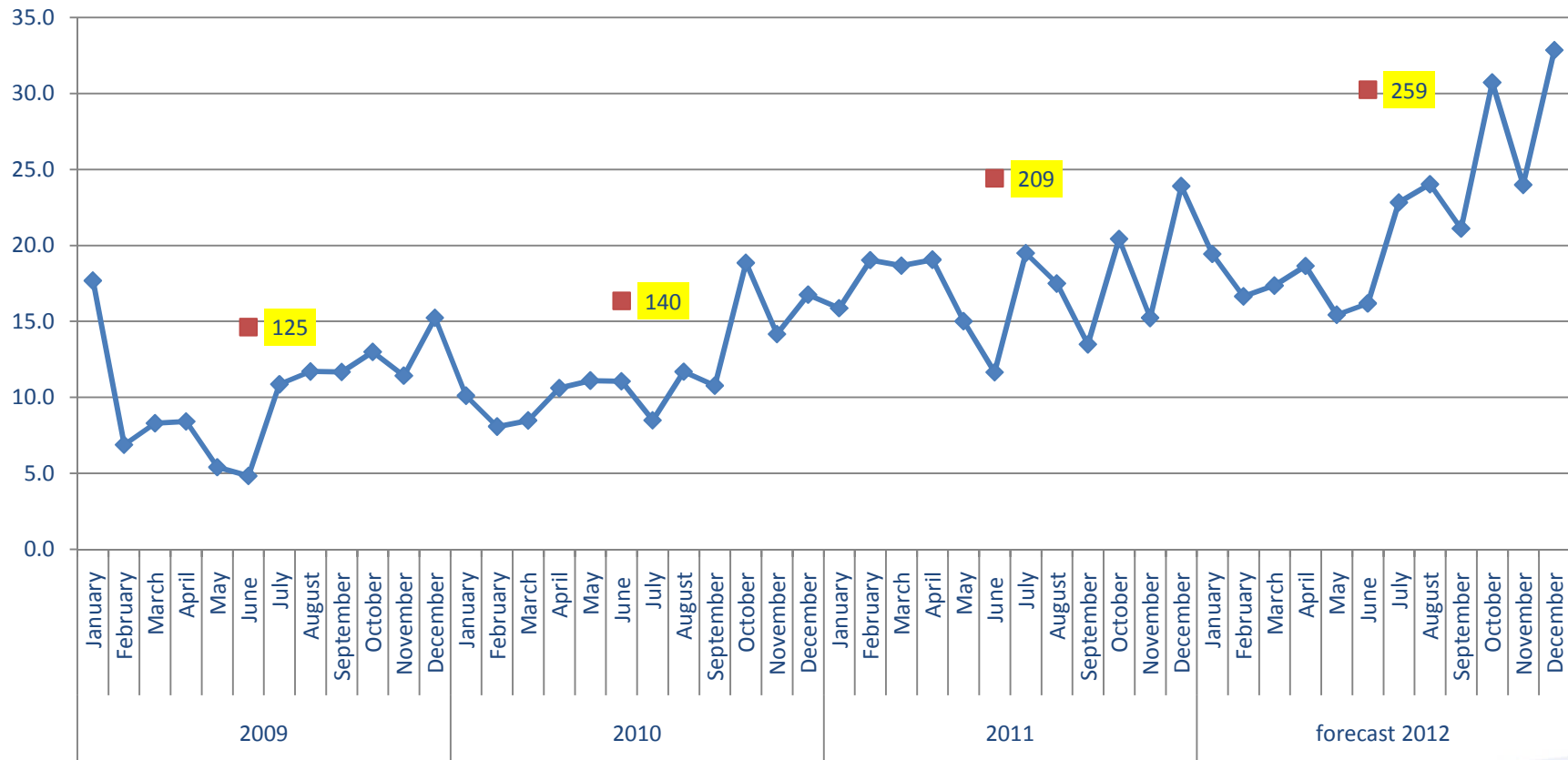
Spreads with capelin roe 2009 - forecast 2012



Preserved herring flaps 2009 - forecast 2012



Fish paste, 2009 - forecast 2012



Preserves made of herring fillet



Matjes



Matjes



Matjes



Moryachok



Rolls



Capelin roe



Ikra



Ikrima



Ikrinka



Fish paste



Surimi products



Salmon



Seafood



Santa Logistic



Russia (Moscow)

- Logistic complexes - 1
 - total area: 13 000 m²
- Transports:
 - refrigerated trucks, carrying capacity from 1 to 10 tons – 80

Santa Logistic



Ukraine (Kiev)

- Logistic complexes – 1
 - total area: 6 000 m²
- Transports:
 - refrigerated trucks, carrying capacity from 1 to 10 tons – 32



Santa Logistic

Belarus



- Logistic complexes - 6
 - Brest – 3 310 m²
 - Vitebsk – 1 913 m²
 - Minsk – 3 905 m²
 - Grodno – 1 918 m²
 - Mogilev – 1 156 m²
 - Zhlobin – 286 m²

 - Total – 12 490 m²**
- Transports:
 - refrigerated trucks, carrying capacity 20 tons – 79
 - refrigerated trucks , carrying capacity from 1 to 10 tons – 271

Santa Logistic



Moldova

- Logistic complex in Moldova is located close to Chisinau.

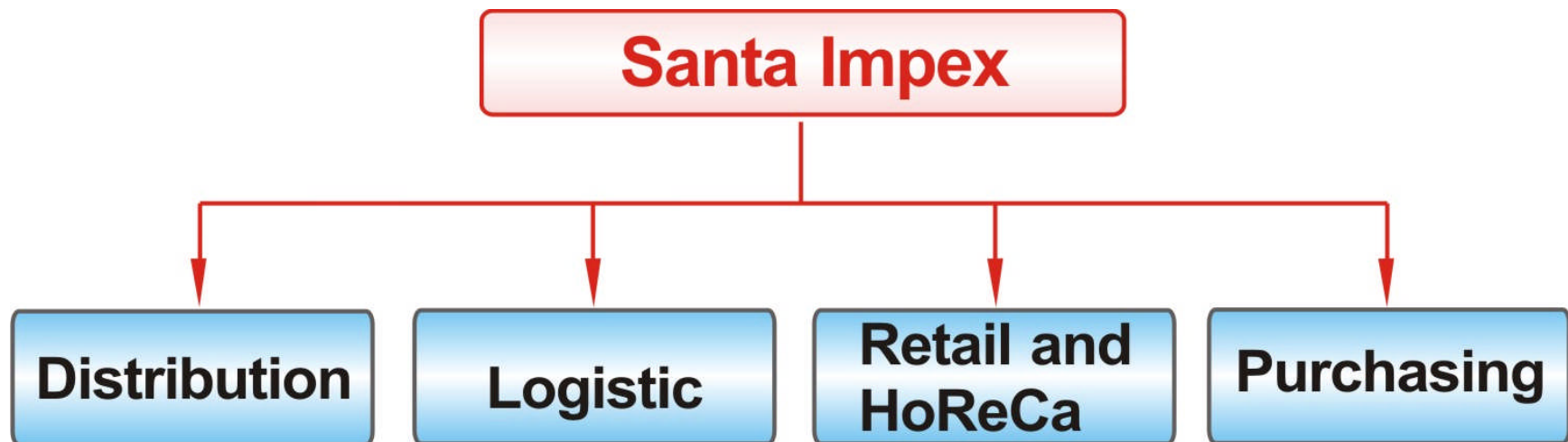
- total area: 600 m²



Market activities



Business activities



Santa Impex

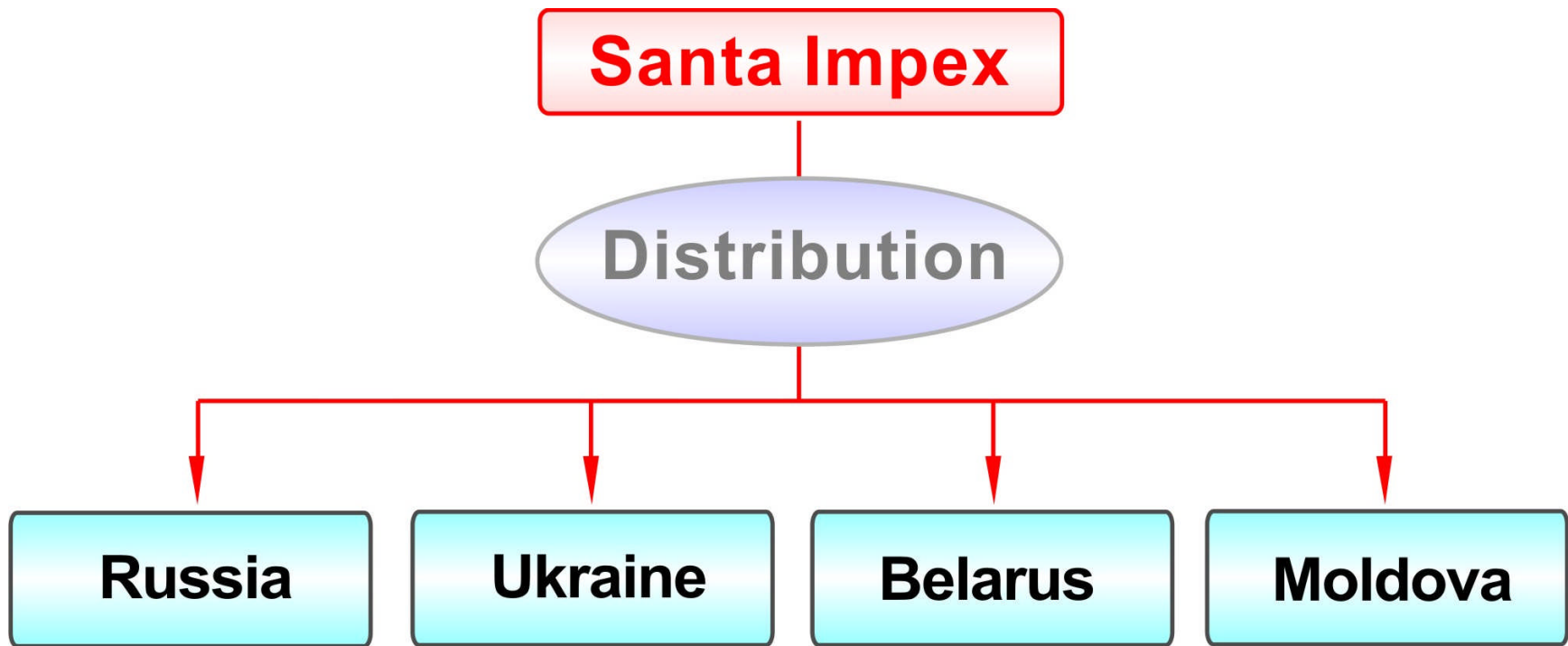


Key information (2010):

- staff ~ 1 772 people



Santa Impex Distribution



Santa Impex Distribution



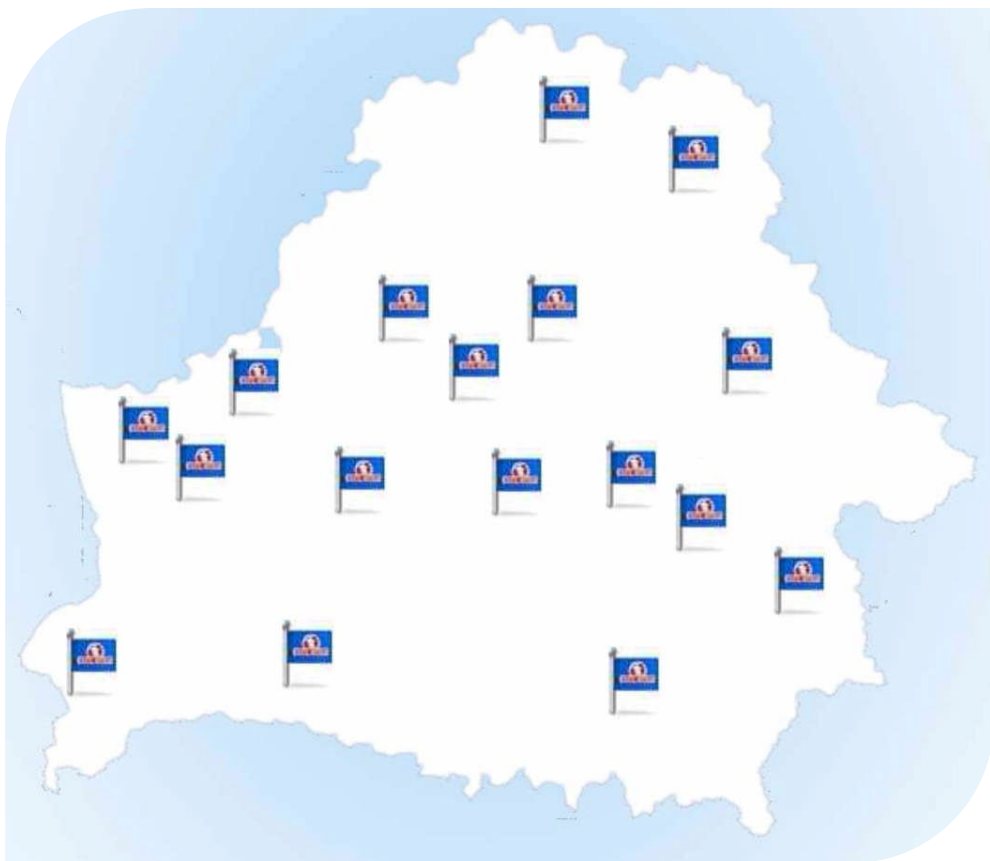
Russia
Sales offices – 30

Santa Impex Distribution



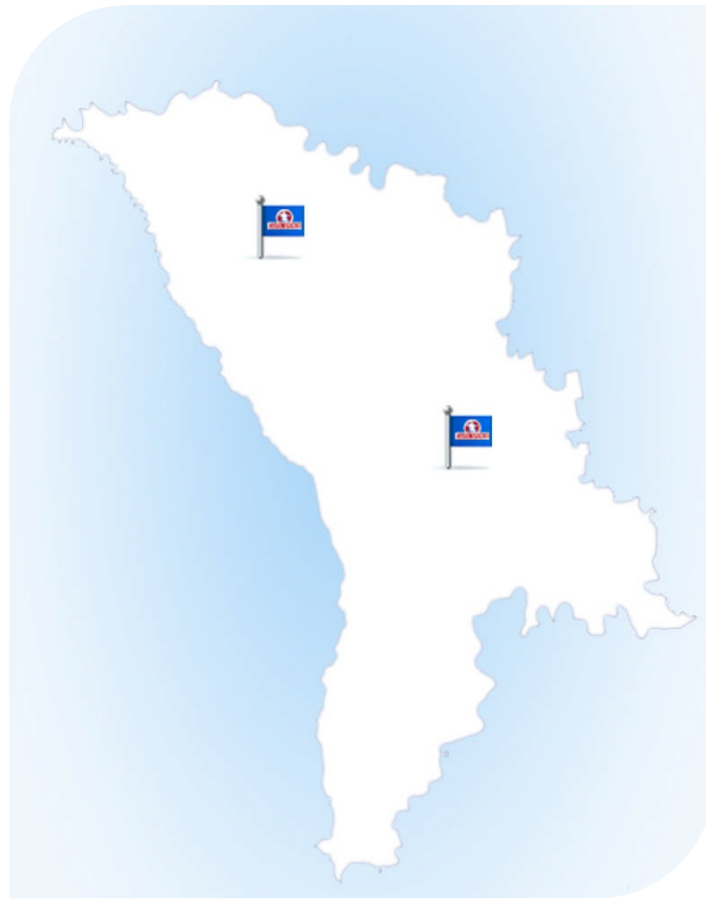
Ukraine
Sales offices – 15

Santa Impex Distribution



Belarus
Sales offices – 17

Santa Impex Distribution



Moldova
Sales offices – 2

Santa Impex

International trade & distribution (2009)

Pelagic fish



Herring
1 805
Icelandic Origin
0



Capelin
1 865
Icelandic Origin
15,4



Mackerel
1 383
Icelandic Origin
0

White fish



Silver Smelt
1 747
Icelandic Origin
452



Tusk
0
Icelandic Origin
0



Whiting
0
Icelandic Origin
0



Blue Ling
84
Icelandic Origin
84



Haddock
8,8
Icelandic Origin
8,8



Saithe
79,7
Icelandic Origin
0

Santa Impex

International trade & distribution (2010)

Pelagic fish



Herring
1 623
Icelandic Origin
0



Capelin
1 787
Icelandic Origin
138,2



Mackerel
3 168
Icelandic Origin
0

White fish



Silver Smelt
969
Icelandic Origin
763



Tusk
45,9
Icelandic Origin
9,2



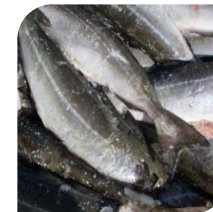
Whiting
36,1
Icelandic Origin
36,1



Blue Ling
77
Icelandic Origin
74,4



Haddock
37,7
Icelandic Origin
29,4



Saithe
150,1
Icelandic Origin
7,5

Santa Impex

International trade & distribution (9 months 2011)

Pelagic fish



Herring
1 642
Icelandic Origin
0



Capelin
1 771
Icelandic Origin
8



Mackerel
1 172
Icelandic Origin
0

White fish



Silver Smelt
547
Icelandic Origin
354



Tusk
93,1
Icelandic Origin
10,3



Whiting
57,5
Icelandic Origin
57,5



Blue Ling
80,8
Icelandic Origin
71,2



Haddock
31
Icelandic Origin
6,3



Saithe
122,6
Icelandic Origin
5,92

Santa Impex

International trade & distribution (2012)

Pelagic fish



Herring
2 200



Capelin
2 300



Mackerel
2 150

White fish



Silver Smelt
725



Tusk
124



Whiting
76



Blue Ling
95



Haddock
41



Saithe
165

Santa Impex Retail



Own retail network in Belarus is represented by 3 types of stores:

"Santa" – retail concept of a supermarket store



"Santa&Fish" - retail concept of a fish store



"Santa&Cash" - retail concept of a Cash&Carry store





Thank you for your attention!