AGROLAB Management:
Dr. Paul Wimmer
Executive Director

Dr. Torsten Zurmühl
Managing Director

Shareholders:
Dr. Paul Wimmer
Dr. Helmut Deschauer
3 private shareholders not operational
AGROLAB WITH A RAPID GROWTH IS A GROUP OF LABORATORIES THAT BELONGS TO THE MARKET LEADERS IN ITS SECTOR

~ 1400 EMPLOYEES

SERVICE IN 10 COUNTRIES WITH A NATIONAL ORGANIZATION FOR SALES, CUSTOMER SERVICE, LOGISTICS, ...

16 LABORATORIES

~ 100,000 IS THE AMOUNT OF RESULTS GENERATED EVERY DAY (PARAMETERS)

AGROLAB GROUP
PILLARS OF AGROLAB GROUP

AGROLAB GROUP

For more efficiency!

For more precision!

For satisfied customers!

Industrial process

Informatic support

Service orientation
Our mission

Provide rapid, reliable and accurate analytical results with the best possible quality / price ratio, while offering excellent customer service both in the laboratory and in the commercial department.
Our high level of cost consciousness makes us one of the leaders of the European market.

We value each other deeply.

High level of professionalism of our analytical services.

Rapidity in reliable results.

Focused on quality.

Awareness of costs.

Commitment.

Professionalism.
AGROLAB is a group:
- Independent
- accredited
- private

Physical-Chemical and Microbiological Analysis
- Environmental
- Food
- Feed
- Water
- Agronomic
Evo Billing in M€

- 1992: AGROALB Oberdorla
- 1995: Dr. Blasy - Dr. Busse
- 2001: AWV-Dr.Busse Plauen
- 2002: Institut Koldingen
- 2003: Stadt Labor Kiel
- 2004: Labor Begert AT Kiel
- 2005: LUFA-ITL Kiel
- 2006: FULA Emstek
- 2007: Innolab Harburg
- 2008: wave Stuttgart
- 2009: AL-west NL
- 2010: Laboratorios Vidal ES
- 2011: Van Vooren NL
- 2012: Dr. A. Verwey NL
- 2013: Eurocontrol PL
- 2014: R&C IT
- 2015: Stadtlabor Kiel
- 2016: Stadtlabor Stuttgart
- 2017: Dr. A. Verwey NL
## GOOD ECONOMIC SITUATION

### AGROLAB GROUP

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnover</th>
<th>EBITDA</th>
<th>EBITDA Margin</th>
<th>EBIT</th>
<th>EBIT Margin</th>
<th>Equity Ratio</th>
<th>Return on Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>35.443</td>
<td>6.159</td>
<td>17.4%</td>
<td>3.248</td>
<td>9.2%</td>
<td>33.4%</td>
<td>16.0%</td>
</tr>
<tr>
<td>2007</td>
<td>51.003</td>
<td>11.458</td>
<td>22.5%</td>
<td>6.742</td>
<td>13.2%</td>
<td>46.6%</td>
<td>21.3%</td>
</tr>
<tr>
<td>2008</td>
<td>56.785</td>
<td>14.339</td>
<td>25.3%</td>
<td>9.923</td>
<td>17.5%</td>
<td>52.6%</td>
<td>27.6%</td>
</tr>
<tr>
<td>2009</td>
<td>63.336</td>
<td>15.129</td>
<td>23.9%</td>
<td>10.567</td>
<td>16.7%</td>
<td>60.1%</td>
<td>24.1%</td>
</tr>
<tr>
<td>2010</td>
<td>67.437</td>
<td>15.060</td>
<td>22.3%</td>
<td>10.241</td>
<td>15.2%</td>
<td>59.9%</td>
<td>26.4%</td>
</tr>
<tr>
<td>2011</td>
<td>76.408</td>
<td>16.838</td>
<td>22.0%</td>
<td>11.355</td>
<td>14.9%</td>
<td>59.2%</td>
<td>21.7%</td>
</tr>
<tr>
<td>2012</td>
<td>84.641</td>
<td>17.708</td>
<td>20.9%</td>
<td>10.921</td>
<td>12.9%</td>
<td>68.1%</td>
<td>16.6%</td>
</tr>
<tr>
<td>2013</td>
<td>91.009</td>
<td>19.770</td>
<td>21.7%</td>
<td>12.674</td>
<td>13.9%</td>
<td>59.6%</td>
<td>19.4%</td>
</tr>
<tr>
<td>2014</td>
<td>105.400</td>
<td>25.700</td>
<td>24.4%</td>
<td>15.900</td>
<td>15.1%</td>
<td>67.8%</td>
<td>21.1%</td>
</tr>
<tr>
<td>2015</td>
<td>109.264</td>
<td>24.960</td>
<td>22.8%</td>
<td>14.800</td>
<td>13.5%</td>
<td>n.a.</td>
<td>17.3%</td>
</tr>
<tr>
<td>2016</td>
<td>118.990</td>
<td>28.389</td>
<td>23.9%</td>
<td>16.789</td>
<td>14.1%</td>
<td>n.a.</td>
<td>n.a.</td>
</tr>
</tbody>
</table>

- **Turnover**
- **EBITDA**
- **EBITDA Margin**
- **EBIT**
- **EBIT Margin**
- **Equity Ratio**
- **Return on Equity**
AGROLAB works for its clients in EUROPE.
MAIN LINES OF BUSINESS
AGROLAB GROUP

- Food: 31%
- Agriculture: 9%
- Water: 20%
- Environment: 38%
- Others: 2%

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11.10.2018
MAIN LINES OF BUSINESS

AGROLAB IBÉRICA

- Food: 50%
- Feed: 27%
- Environment: 14%
- Water: 9%
Ingredients (nutritional value)
- Vitamins
- Organic contaminants
- Inorganic contaminants
- Mycotoxins
- Microbiology and Sanitary Hygiene
- GMO
- Radioactivity
- Active principles
- Fraud, origin and authenticity of food.
For productive livestock and pets
Forages, simple feeds, complete feeds, correctors, premixes.
Nutritional composition
Microbial contamination
Undesirable substances (Heavy Metals, Mycotoxins, Pesticides, Dioxins) ...
GMO
Radioactivity
WHY AGROLAB IBÉRICA CAN BE A GOOD PARTNER FOR YOU?
Our Customer Service (CRM) will accompany you throughout the entire process, from the reception of the sample to the issuance of the report.

Our most powerful technology? The organization of the production system. We organize analytics based on the example of industrial processes.

Multi-sector, multi-parameter and multi-matrix offer. We can cover all your analytical needs. Wide spectrum of complex determinations. We put 16,000 operational parameters at your disposal.

This great capacity of reception and management of samples allows us to offer very competitive prices, a standard time to obtain reduced results and maximum reliability.
Reliable results within the agreed period

LOCAL ATTENTION
LABORATORIES IN SPAIN

GLOBAL SERVICE
LABORATORIES IN EUROPE
Laboratories in Spain: AGROLAB IBÉRICA

1. CUSTOMER SERVICE
Unique and highly specialized contact in your samples

2. COMMERCIAL DEPT.
KAM. Management of offers. New projects.

3. TWO LABORATORIES
Tarragona and Burgos.
80 employees, 7,5M€ in 2017

4. LOGISTICS
Collection of samples + autonomous shipment to the laboratory
ALOORA, LINK BETWEEN LABORATORY AND CUSTOMER

WELCOME TO THE AGROLAB GROUP CUSTOMER PORTAL

ALOORA IS THE ABBREVIATION OF AGROLAB ONLINE ORDERING AND RESULT ASSISTANT.

Inspired by the wish to exchange intermediate and final results between AGROLAB and its customers and to have all sorts of information available and accessible 24/7, AGROLAB created the user-friendly and highly efficient tool ALOORA.
Why can it be useful?

1. ON-LINE ACCESS 24H
   Designer for access at all times to intermediate and final results

2. DATABASE
   Access to reports and invoices history. Download editable formats (Excel, csv, ...) for the rapid generation of statistics.

3. DATA MANAGEMENT TOOLS
   Comparison using color codes against normative or internal reference values

4. DIFFERENT LANGUAGES
   Get your reports automatically in different languages
THANK YOU FOR YOUR ATTENTION

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(Sales Manager - Technical Consultant)
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jenric.poll@agrolab-iberica.com

www.agrolab.com