



# **SYMBIO POLSKA**

**Poland's Leading  
Producer  
of Organic Foods**

November 28, 2007

**THE SYMBIO MODEL  
AND  
PERFORMANCE IN  
POLAND**



# COMPANY OVERVIEW

**Headquarters:**

Warsaw, Poland

Woodstock, NY, USA

**Year Formed:**

1998

**Capital Sources:**

USA and Poland

**Farms under contract:**

300

**Main fruits:**

Strawberries, raspberries,  
currants, cherries, apples

**Main Vegetables:**

Onions, carrots, leeks,  
zucchini



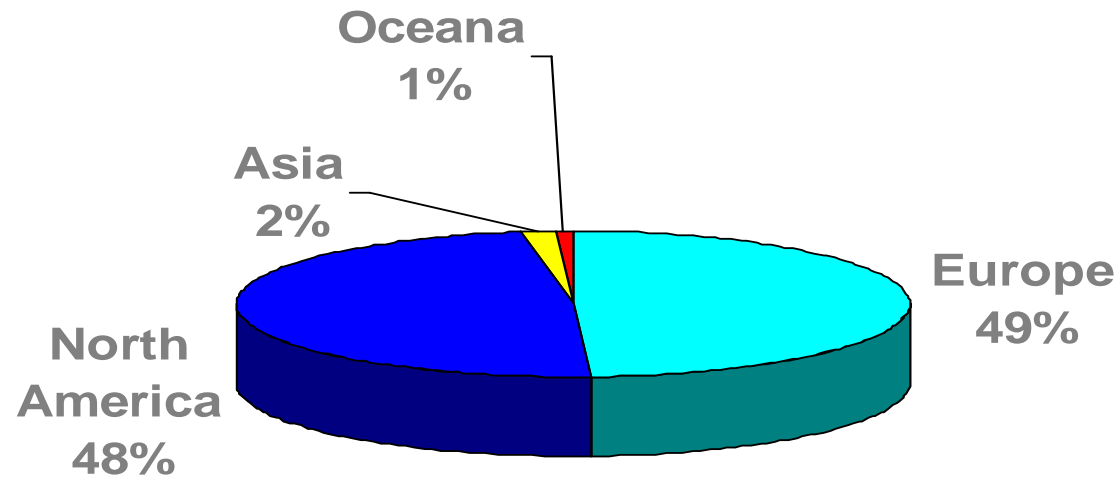


# **The Worldwide Organic Food Market**

# TOTAL RETAIL SALES 2006

Key Take Away: Retail sales of organic food worldwide

equaled **USD 40.0 billion** in 2006

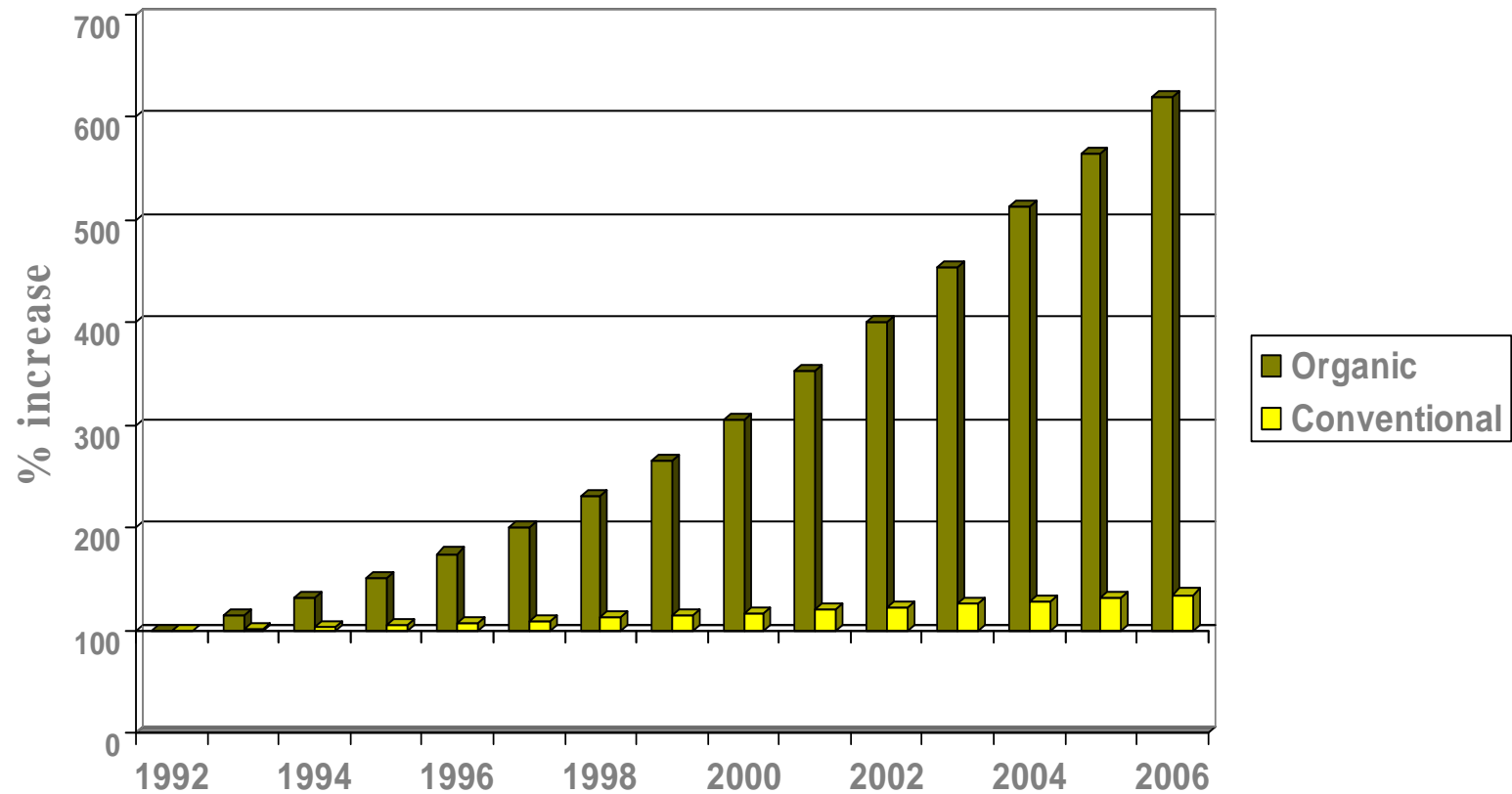


Source: Organic Monitor



# INDUSTRY GROWTH RATE

Key Take Away: The organic food industry has grown over 600% in the past 14 years while the conventional food industry has grown 35%.



# Mission Statement



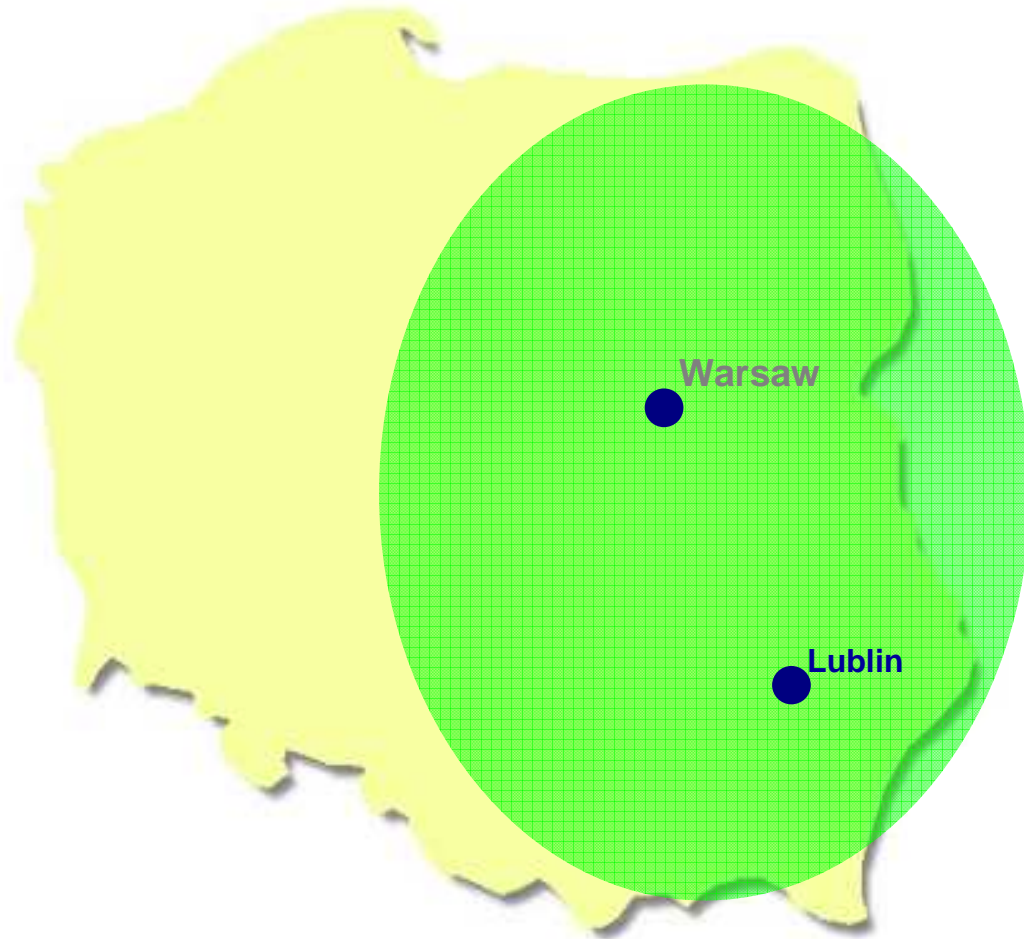
**To sustainably harness the wealth of  
Central Europe's farms and rich natural  
endowments**

**In order to provide the local and international  
markets with an abundant supply  
of high quality organic products,**

**Resulting in more wholesome foods for consumers,  
biodiversity preservation of European land,  
and value for Symbio's stakeholders.**

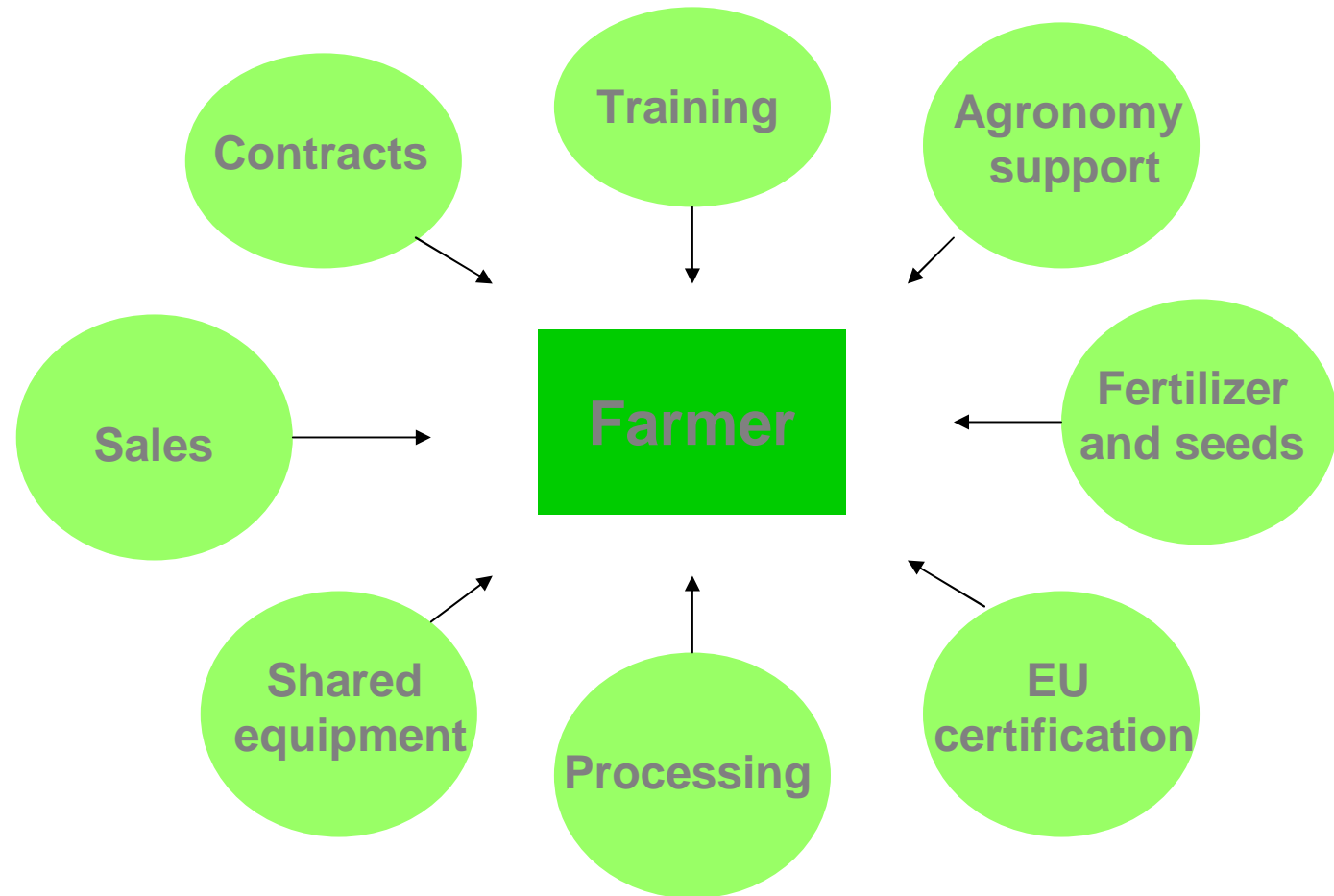
# Map of Farms

Key Take Away: Symbio works with farms throughout eastern Poland.



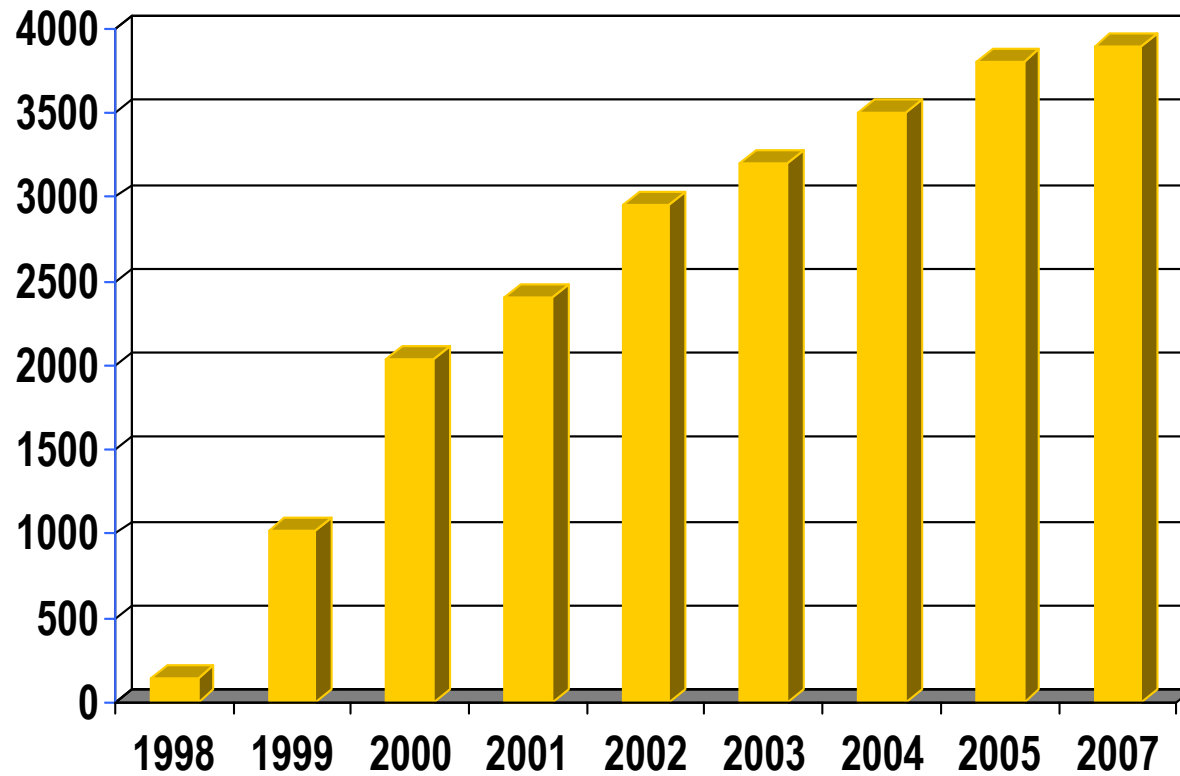
# SYMBIO VALUE ADDED

Key Take away: Symbio does just about everything except actually grow the products



# Hectares under Management

Key Take Away: Symbio has been steadily increasing hectares under management.



# Product List

## Fruits

- Strawberries
- Raspberries
- Currants
- Sour cherries
- Wild blueberries
- Wild blackberries
- Wild strawberries
- Elderberries
- Aronia
- Apples

## Vegetables

- Onion
- Leeks
- Carrots
- Cauliflower
- Broccoli
- Zucchini
- Squash
- Pumpkin
- Rhubarb
- Celery
- Green Peas
- Cucumber

## Herbs

- Basil
- Black cumin
- Blue Mallow
- Borage
- Peppermint
- Thyme
- Valerian

## Grains

- Wheat
- Rye
- Barley
- Buckwheat



# CORE BUSINESS PRODUCTS

Key Take Away: Symbio processes the products in a variety of ways in order to satisfy customer needs.

**Fresh**

**Concentrates**

**Frozen**

**Freeze-dried**

**Puree**

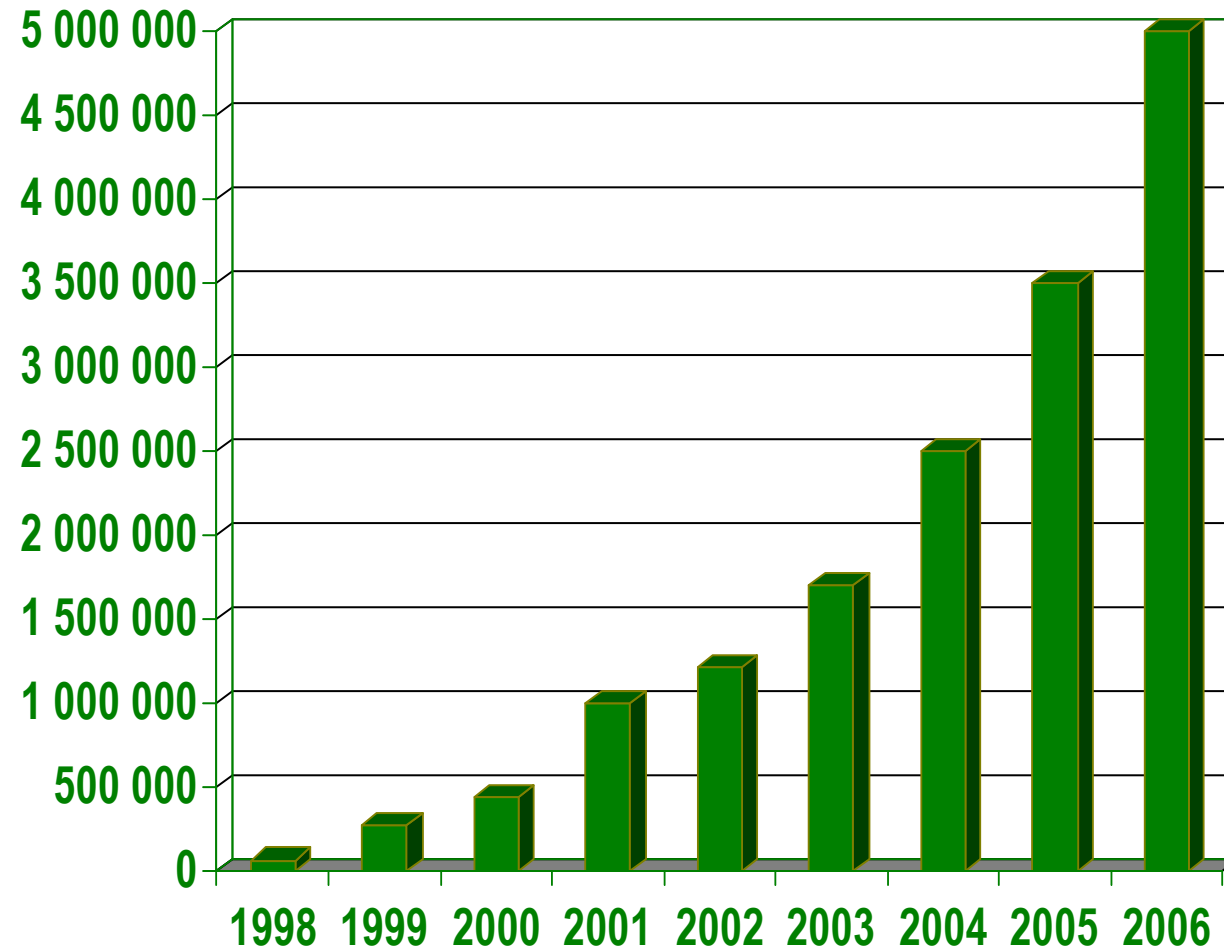
**Dehydrated**





# Revenues

in USD





## CUSTOMERS

1998

ProNatura

2006



# RETAIL PRODUCTS



# EXPORT SALES

Key Take Away: Symbio successfully exports to the EU and USA.

