COMPANY OVERVIEW

From field to table

CHUMAK®
In 2008 investment companies Dragon Capital and East Capital Bering Ukraine Fund jointly bought shares of Professor Hans Rausing & became co-owners of Chumak company.

Chumak company was founded by Swedish businessmen Johan Boden and Carl Sturen, supported by Professor Hans Rausing – one of the owners of Tetra Pak company (the leader in production of packaging for food products).
Chumak today

- Chumak is one of the biggest processors of tomatoes in Central and Eastern Europe
- The biggest producer in Ukraine and only one producer in the Commonwealth of Independent States, which uses its own raw materials
- Our general capacity: 89 000 tons per year, including
  - 67 000 tons of tomato based products
  - 22 000 tons of mayonnaise based products
- Our warehouse capacity: 16 000 pallet places

Chumak is one of the biggest processors of tomatoes in Central and Eastern Europe.
Production. Quality control and certification

Certificate ISO 9001:2009
Certificate ISO 22000:2007
Yearly audit of Macdonald's independent auditors
Heinz-international audit (Diced cucumbers for Heinz souses).
Bunge audit (Mayonnaise production)
Regular supervision of UA official controlling units
### Main categories of products

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ketchup</td>
<td>6 main popular taste, yellow ketchup, ketchup for children</td>
</tr>
<tr>
<td>Condiment sauces</td>
<td>10 main popular ready-made sauces based on mayonnaise and tomato</td>
</tr>
<tr>
<td>Mayonnaise</td>
<td>5 types of fat and 7 types of package</td>
</tr>
<tr>
<td>Tomato group</td>
<td>Tomato paste, Tomato sauce, Passata</td>
</tr>
<tr>
<td>Juice, Fruzi</td>
<td>Tomato and fruits juice, Fruzi</td>
</tr>
<tr>
<td>Sunflower oil and seeds</td>
<td>Seeds: 8 types of package OIL: 3 types of bottle</td>
</tr>
<tr>
<td>Pasta</td>
<td>12 types of form</td>
</tr>
</tbody>
</table>

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**From field to table**

**CHUMAK**
Competitive Advantages

▸ Growing our own tomatoes allows us to control high quality of our products as tomatoes are delivered from our fields to our factory within 4 hours

▸ Control over the quality of raw materials for all our products

▸ Our product does not contain any coloring, preservatives, GMO

▸ We’ve got a wide variety of products, that can satisfy all preferences

▸ Advanced production technologies help us to save the nutritious treasure of tomatoes – lycopene, which reduces risk of many diseases (including cancer and heart disease)
Ketchup

Chumak ketchup is made from ripe tomatoes processed in a day of picking. That's why it has such nice natural taste and fragrance. Doesn't contain any GMO, dyes and preservatives.

**Assortment:**

- **Delicate** has a very soft taste that is popular & much desired by the whole family.
- **Tomato** classic taste of ripe tomatoes, warmed by hot Ukrainian sun. Ideal for your favorite sandwich.
- **Barbeque** the best Ukrainian tomatoes and spices will give unrivaled flavor for meat and poultry.
- **Chili** juicy Ukrainian tomatoes combined with burning red pepper - for thrill-seekers.
- **Delicate for Kids,** 200 g made especially for children & according to a special recipe; has an extraordinary delicate sweet taste, 100% natural, without starch.
- **Yellow,** 280g Unique ketchup, only Chumak grows yellow tomato for producing ketchup.

**Package:**

- **Doy pack** 300g/500g
- **Glass bottle** 330g
- **Pail** 5 kg

**Storage temperature:** 0 - 25° C
Tomato Paste

Only tomato paste from Chumak will add the taste of juicy, ripe Ukrainian tomatoes to your dishes. To produce 1 kg of Chumak tomato paste we need 6.2 kg of fresh tomatoes.

**Package:** tetra classic 70g/tin can 420g
*Without preservative*

**Package:** glass 200g/350g/450g
*Without preservative*

**Package:** pail 1kg/5kg
*With preservative*

Passata

**Package:** glass bottle 760 g

**Storage temperature:**
0 - 25°C
Pasta sauces

Assortment of Pasta sauces:

- Arrabiata Spicy
- Napolitana with Oregano and Basil
- Bascayola with Mushrooms

Package: glass bottle 440g
**Condiment sauces**

**Assortment of sauces mayonnaise-based:**
- **Tartar** delicate sauce with herbs and dices of pickled cucumber and onions
- **Carpathian** with mushrooms
- **Bulgarian** with sweet pepper
- **Cossack** with horseradish
- **French** with mustard
- **Aioli** with garlic

**Package:** doy pack 200g, glass bottle 330g

**Assortment of sauces tomato-based:**
- **Georgian** for meat with Caucasian spices
- **Mexican** with hot pepper - halapenos
- **Texas** barbeque
- **Satsebely**

**Storage temperature:** 0 - 18°C
Chumak mayonnaise is produced without adding any preservatives using innovative ingredient pasteurization (thermal processing) technology. Thanks to pasteurization technology, Chumak mayonnaise has smooth and delicious taste.

**Assortment:**
- Real
- Provansal
- Olive
- Appetizing
- Light Real
- Lenten

**Package:**
- **doy pack** 192g/385g/576g/750g

**Package:**
- **pail** 850g/4700g

**Storage temperature:** 0 - 18°C
Pasta Chumak
Tasty Pasta Chumak which retain their shape and do not stick together during cooking are made from the best wheat varieties

Assortment:
- Spaghetti
- Spaghettini
- Noodle
- Fusilli
- Eggs Vermicelli
- Conchiglie
- Pipette
- Penne
- Vermicelli
- Cannelloni
- Pautinka
- Farfalle

Package: soft pack 450g/800g

Pasta Prima of soft wheat
Assortment:
- Spaghetti
- Fusilli
- Penne
- Vermicelli
- Conchiglie
- Pipette

Package: soft pack 450g/800g/3kg/15kg

Storage temperature: 0 - 25°C
Juice + Fruzi

Fruzi - the mixes of natural fruits, vegetables and berries. Fruzi mixes were created especially for children, as they are 100% natural & without adding of any sugar or water. Moreover, in order to keep all their best we cover Fruzi mixes with Tetra Classic packs.

Fruzi assortment:
- apples
- apple&strawberries
- berry&apples
- apple&peach
- pears&apples
- apple&carrot

Package: tetra classic 65g

Juice assortment:
- Apple and Rosehip
- Apple and Apricot
- Apple and Pear
- Apple
- Apple and Grape
- Carrot and Apple
- Peach
- Blackcurrant and Apple
- Multifruit

Package: glass bottle 750g/1L/ 1.8 L

Storage temperature: 0 - 25°C
**Sunflower Oil + Seeds**

**Sunflower oil**

Package: bottle 0.9L/1L/2L/5L

**Storage temperature:** 0 - 25° C

**Sunflower seeds**

Seeds are made from sunflower which is grown in generous Ukrainian fields. We select only whole grains, which are selected by size and carefully roasted for your pleasure.

**Assortment:**
- Sunflower seeds
- Sunflower seeds salted

**Package:** soft pack 50g/80g/150g/220g/400g
Flaxseed Oil + Honey

Flaxseed oil

Package: glass bottles 250/500 ml

Storage temperature: 0 - 25° C

Honey

Assortment:
- Honey Wattle
- Buckwheat Honey
- Honey White
- Honey Herbs
- Spring Honey

Package: glass 240/400g, pail 500/1000g
Types of products

Ketchup
- Glass bottle 330 ml
- Doypack

Condiments
- Doypack

Mayonnaise
Fat: 30 - 72%

Tomato paste, Tomato sauces
Glass jars 350/500 ml
### Ketchup. Packing details and storage conditions of the product

<table>
<thead>
<tr>
<th>Type of packaging</th>
<th>MOQ of packing material for 1 item to contract (pcs.)</th>
<th>Minimum release quantity for 1 item (pcs.)</th>
<th>Quantity per one box (pcs.)</th>
<th>Quantity in pallet (pcs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Glass bottle 330 g</td>
<td>400 000</td>
<td>75 000</td>
<td>12</td>
<td>792</td>
</tr>
<tr>
<td>Doypack 450-500 g</td>
<td>90 000</td>
<td>45 000</td>
<td>24</td>
<td>1 152</td>
</tr>
<tr>
<td>Doypack 250-300 g</td>
<td>130 000</td>
<td>65 000</td>
<td>40</td>
<td>1600</td>
</tr>
<tr>
<td>Pail 5000 g</td>
<td>5 000</td>
<td>3 000</td>
<td>1</td>
<td>90</td>
</tr>
</tbody>
</table>

**Storage conditions**

- **Shelflife:**
  - Glass – 24 months,
  - Doypack - 9 months,
  - Pail - 6 months.

- **Temperature:** 0-25°C.
- **Relative humidity:** 75%. Once the container is opened, it should be stored at 0 to +6 °C during max.30 days but till the noted expiry date.

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“Chumak” produced “Calve” ketchup for “Unilever” in Ukraine
Shelflife:
Doypack - 6 months at 0-(18) 25 C & relative humidity of 75%. Once the container is opened, it should be stored at 0 to +6 °C during max. 30 days but till the noted expiry date.

### Storage conditions

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</thead>
<tbody>
<tr>
<td>Doypack 190-200 g (white sauce)</td>
<td>168 000</td>
<td>45 000</td>
<td>24</td>
<td>1 728</td>
</tr>
<tr>
<td>Doypack 200-220 g (red sauce)</td>
<td>139 000</td>
<td>45 000</td>
<td>24</td>
<td>1 728</td>
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</tbody>
</table>

Condiments. Packing details and storage conditions of the product.
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<tbody>
<tr>
<td>Doypack 575-600 g</td>
<td>89 000</td>
<td>14 000</td>
<td>14</td>
<td>980</td>
</tr>
<tr>
<td>Doypack 385-400 g</td>
<td>120 000</td>
<td>20 000</td>
<td>20</td>
<td>1 400</td>
</tr>
<tr>
<td>Doypack 190 g</td>
<td>220 000</td>
<td>40 000</td>
<td>40</td>
<td>3 200</td>
</tr>
<tr>
<td>Pail 850 g</td>
<td>10 000</td>
<td>8 000</td>
<td>8</td>
<td>384</td>
</tr>
<tr>
<td>Pail 1850 g</td>
<td>5 000</td>
<td>4 000</td>
<td>1</td>
<td>144</td>
</tr>
<tr>
<td>Pail 4700 g</td>
<td>5 000</td>
<td>2 000</td>
<td>1</td>
<td>90</td>
</tr>
</tbody>
</table>

**Storage conditions**

**Shelflife:**
- **Doypack** - 9 months at 0-(18) 25 °C & relative humidity of 75%. Once the container is opened, it should be stored at 0 to + 6 °C during max. 30 days but till the noted expiry date.

**The main types of mayonnaise according to content of fat:**
- 30-45% (low-calorie),
- 46-55% (middle-calorie),
- 56-72% (high-calorie)

"Chumak" produced "Oleina" mayonnaise for "Bunge" in Ukraine
### Tomato paste and sauces. Packing details and storage conditions of the Product

#### Tomato paste - glass \ tetra classic

- **Tomato paste**
  - **Type of packaging**: Various
  - **MOQ of packing material for 1 item to contract (pcs.)**: 800,000
  - **Minimum release quantity for 1 item (pcs.)**: 75,000
  - **Quantity per one box (pcs.)**: Depending on the kind of packing
  - **Quantity in pallet (pcs.)**: Depending on the kind of packing

#### Tomato sauces - glass

- **Tomato sauces**
  - **Type of packaging**: Various
  - **MOQ of packing material for 1 item to contract (pcs.)**: 750,000
  - **Minimum release quantity for 1 item (pcs.)**: 250,000
  - **Quantity per one box (pcs.)**: 56
  - **Quantity in pallet (pcs.)**: 6,272

#### Storage conditions

- **Tomato paste**: 12 months
- **Tomato sauces**: 24 months

- All stored at 0 - 25 C & relative humidity 75%.
Packaging types for HoReCa

Pail with dispenser 5 kg, 10 kg (the dispenser is of multiuse design)

Doy pack with/without cap 750g
Basic requirements to start PL project

- Contract for MOQ of packing material per each item (specified for each category);
- Settled plan for annual / semi-annual / quarterly shipments of each product;
- Settled schedule for orders / payments/ shipments (month / every 2 weeks / week);
- Minimum release quantity according to the noted figures (indicated for each category).
THANK YOU!

From field to table

CHUMAK®