



**UTENOS**  
trikotažas  
part of sba

**Innovations integrate traditions**

# KEY FACTS & FIGURES 2016

**Established:** 1967

**Listed:** since 1997

**Core business:** jersey & textile manufacturing

**Part of**  **since** 1993

**Past & Current investors:** EBRD, Amber trust, KJK, Firebird, East Capital, CEO



**22,8 MLN REVENUE**  
+20,4% vs. PY



**EXPORTS 77,8%**



**3 SUBSIDIARIES**



**1 156 EMPLOYEES**  
+0,7% vs. PY

# SUBSIDIARIES

## AB ŠATRIJA



3,0 mln. EUR



196

Complex technical-functional garments manufacturing

Golden Gore-tex manufacturer's license (only 6 in Europe)

## UAB GOTIJA



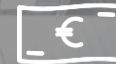
0,2 mln. EUR



4

1 retail outlet in Kaunas

## OAO MFT MRIJA



0,4 mln. EUR



179

Cutting & sewing facility

Labor costs advantage

Sewing labor expansion potential



# WHY CUSTOMERS CHOOSE US

**Certified organic production and quality control processes**

**R&D know-how of jersey fabrics covering wide range of fibers**

**The largest jersey producer in CEE**

**Leadership in toxic free production: committed to Greenpeace Detox initiative**

**Vertically integrated business model: from yarn to ready to wear**

# CUSTOMIZED JERSEY SPECIALIST

New strategy  
adopted since  
2012

Leveraging the  
strengths of the  
company

Targeting medium  
sized, higher price  
segment customers

Promise to our customers:

**ORGANICALLY INNOVATIVE**

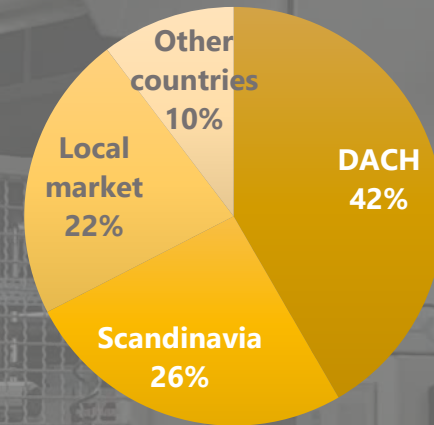
Serving conscious minded consumers:  
functional & sustainable vs. fast fashion

Looking for sustainability and  
developments of new fabrics

# ORGANICALLY INNOVATIVE

## Target markets with conscious minded consumers:

- DACH
- Scandinavia



## TOP3 values our customers look for:

- Vertically integrated production
- EU origin
- Organic/eco (GOTS) certification

Vertically integrated production

78%

EU origin

85%

Organic/eco (GOTS) certification

89%

# ORGANICALLY INNOVATIVE

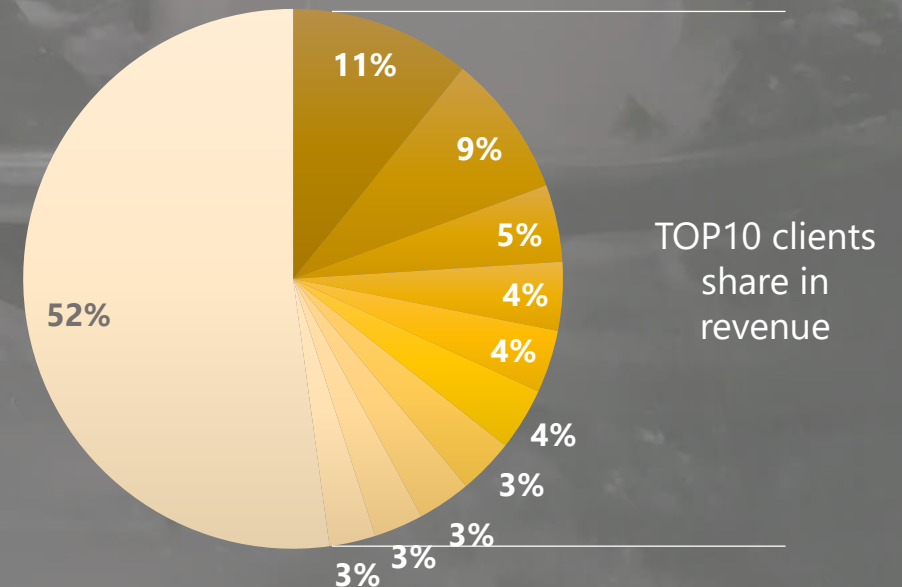
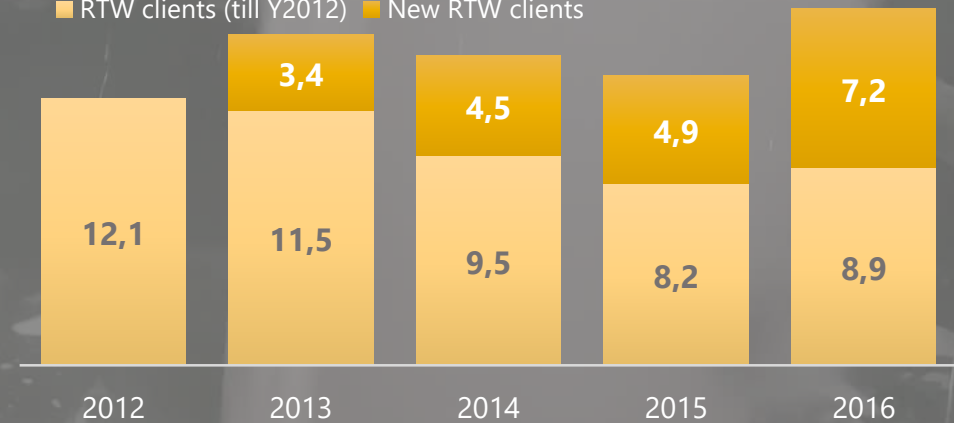
**On-demand fabrics development service for sophisticated customers**

**Constant acquisition of new customers secures growth and recovery**

**Wide diversification across customers, markets and product range**

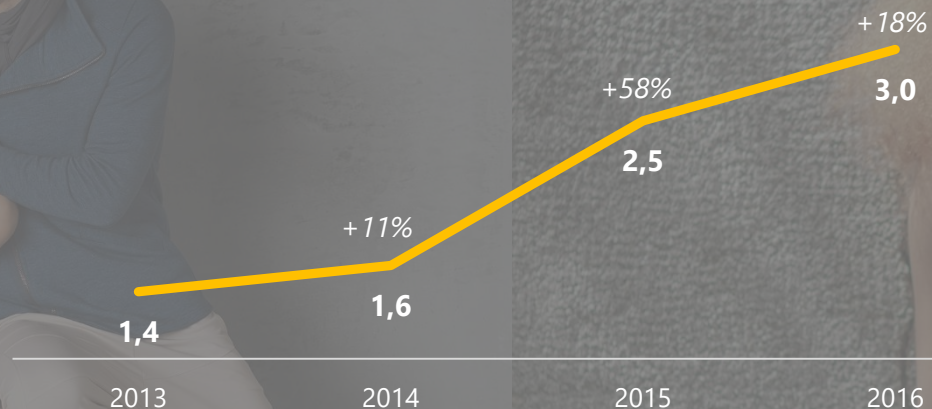
Ready-to-Wear revenue (mln.Eur)

■ RTW clients (till Y2012) ■ New RTW clients



# OWN BRANDS

Own brands sales (mln.Eur)



Daily wear clothes for the whole family.  
Comfortable underwear, sleeping clothes, home  
and leisure collections

ABOUT is an innovative underwear brand for  
women and men from innovative and functional  
fabrics for everyday use



Comfort everyday

[www.utenostrikotazas.lt](http://www.utenostrikotazas.lt)


[www.aboutwear.com](http://www.aboutwear.com)

ABOUT

THE SENSOLOGY OF WEAR



# POTENTIAL



Revised business strategy opened new markets and customer segments



Consumer trends favor company's strategic commitment to sustainability

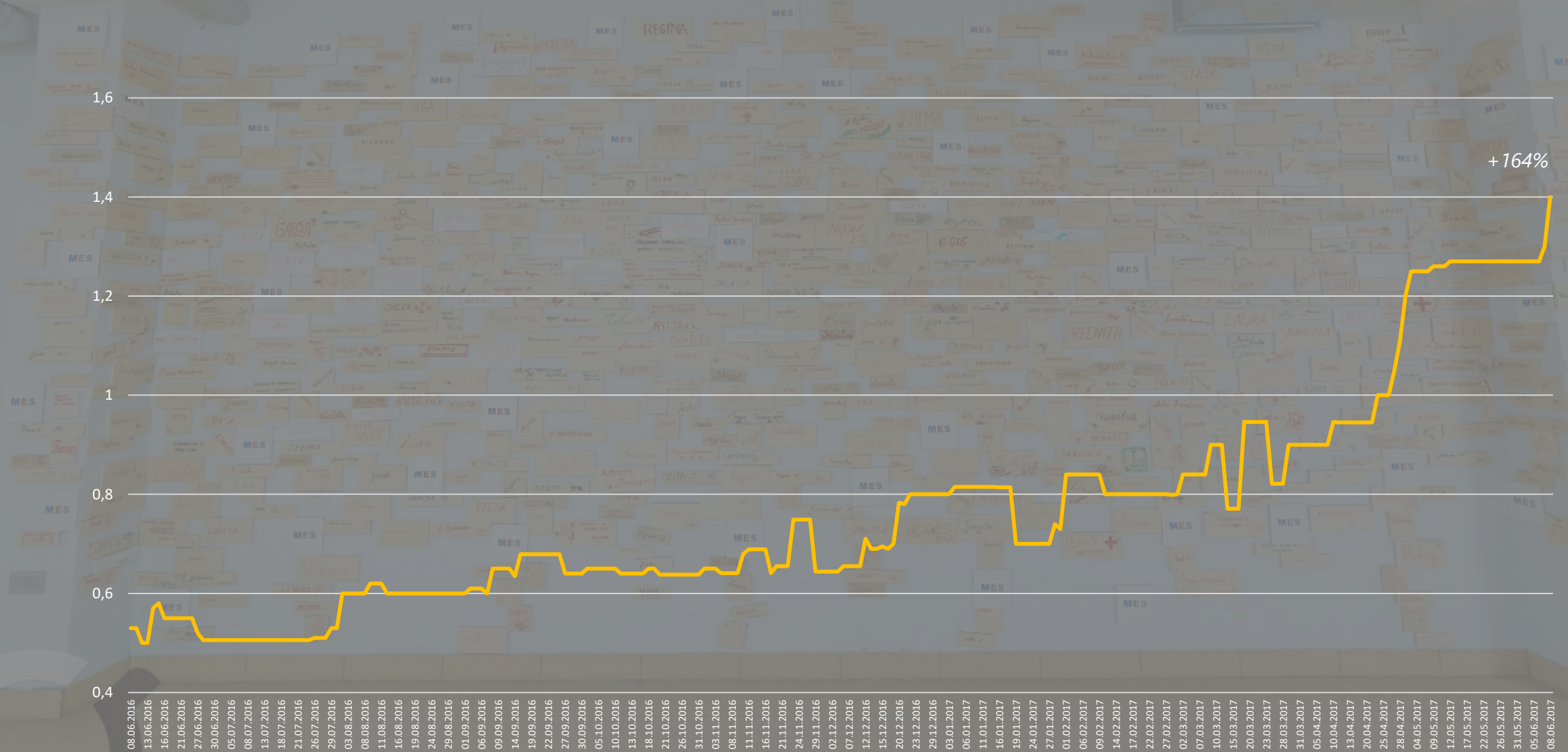


Jersey fabrics development know-how drives sales by attracting new customers



Modern management practices and vast experience enables training staff in house

# SHARE PRICE PERFORMANCE 1Y



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**Thank you! Questions?**

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