

## Trans-Oil Group of Companies

## 30 July 2021 (UPDATED 26/08/21)

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<b>Operations update</b>	101 12	months	ended 30	June 2021

Segment results	12M FY2020/2021*	12M FY2019/2020	020 у-о-у
Origination & Marketing			
Volume originated and sold, thousand metric tons	3,374	2,500	35%
Segment revenue, million USD	1,203.4	646.5	86%
Crushing & Refining			
Sunflower seeds processed, thousand metric tons	230	436	-47%
Crude oil produced, thousand metric tons	99	188	-47%
Meal produced, thousand metric tons	91	161	-43%
Bottled oil produced, thousand metric tons	21	12	71%
Segment revenue, million USD	147.7	156.9	-6%
Infrastructure & Other			
Forwarded own volumes, thousand metric tons	591	1,670	-65%
- Grains	447	1,439	-69%
- Crude oil and meal	144	231	-38%
Segment revenue, million USD	4.1	10.9	-62%
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Total revenue, million USD	1,356.7	814.5	67%

Sales by types of commodities, thousand metric tons	12M FY2020/2021	12M FY2019/2020	у-о-у
Corn	1,258	771	63%
Wheat	714	671	6%
Soybean Meal	451	0	
Sunflower Seeds	399	630	-37%
Barley	315	146	115%
Sunflower Crude Oil	199	177	12%
Other (mostly, rapeseeds, soybeans, sunflower bottled oil and sunflower meal)	241	424	-43%
Total sales volumes, thousand metric tons	3,577	2,819	27%

## \*Preliminary figures

## Key highlights:

In FY 2021, Group has achieved record sales, amounting to 1,356.7 million USD, an increase of 67% y-o-y, as a result of new origination and marketing program started in FY2020.

✓ The novel marketing program implies origination and marketing of conventional commodities the Group operates with, in Latin America, Australia, United States, Black Sea region, East Mediterranean and Middle East.

✓ **Origination and Marketing segment** has reached 3.37 million metric tons, adding up by 35% or 874 thousand MT in volumes y-o-y. The increase of 86% in Origination and Marketing segment revenue is largely due to unprecedented spike in commodities prices on international markets.

✓ Full-year crushing and refining volumes have decreased by 47%, due to a weak supply of sunflower seeds as a result of severe drought in the Black Sea region. Nevertheless, **Crushing and Refining segment** revenue stayed flat, reaching 147.7 million USD, or a mere decrease of 6% y-o-y.

Export terminal throughput volumes reached 591 thousand tons in the reporting period, down by 65% y-o-y, as a consequence of significant drop in crop volumes of major agricultural commodities (wheat, barley, sunflower seeds and corn) due to severe drought Moldova and the region have experienced during the last agricultural season.

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