

Trans-Oil Group of Companies
Operations update for 12 months ended 30 June 2020

Segment results	12M FY2019/2020	12M FY2018/2019	y-o-y
Origination & Marketing			
Volume originated and sold, thousand metric tons	2,457	1,788	37.4%
Segment revenue, million USD	638.1	451.0	41.5%
Crushing & Refining			
Sunflower seeds processed, thousand metric tons	455	240	89.6%
Crude oil produced, thousand metric tons	202	105	92.4%
Meal produced, thousand metric tons	173	90	92.2%
Bottled oil produced, thousand metric tons	12	7	69.2%
Segment revenue, million USD	159.7	90.0	77.5%
Infrastructure (InterCo)			
Forwarded own volumes, thousand metric tons	1,737	1,575	10.3%
- Grains	1,500	1,400	7.1%
- Crude oil and meal	237	175	35.4%
Segment revenue, million USD	11.4	15.7	-27.4%
Other revenue, million USD	9.8	9.3	5.4%
Total revenue, million USD	807.7	550.3	46.8%
Sales by types of commodities, thousand metric tons			
Sunflower Seeds	630	358	75.9%
Barley	146	170	-14.12%
Wheat	662	560	18.2%
Corn	736	463	58.9%
Other (mostly, rapeseeds, soybeans, sunflower crude oil and meal)	652	419	55.6%
Total	2,827	1,971	43.4%

Key highlights:

- ✓ In 12M FY2020, the Group had strong sales, reaching 807.7 million USD, an increase of 46.8% y-o-y as a result of increased grains and oil seeds origination (41.5% increase in Origination & Marketing segment in 12M FY 2020 vs 12M FY 2019) and crushing segment (455,000 tons vs 240,000 tons in 12M FY2019). This is due to increased crop production in Moldova, rebound of vegoil markets, trading operations in Romania, Ukraine and Bulgaria, improved financing program (e.g. PXF usage of USD 106 million and USD 300 million Eurobond issue) and strong international marketing program.
- ✓ Trans-Oil oil-extraction plants processed 455 thousand tons of sunflower seeds in 12M FY2020, a surge of 89.6 % y-o-y, setting a new production record for the Group.
- ✓ Export terminal throughput volumes reached 1.7 million tons in the reporting period, up 10.3% y-o-y, strengthening its position as the largest grain and crude oil exporter from Republic of Moldova.

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