

Trans-Oil Group of Companies
Operations update for 6 months ended 31 December 2020

Segment results	H1 FY2020/2021	H1 FY2019/2020	h-o-h
Origination & Marketing			
Volume originated and sold, thousand metric tons	1,662	1,582	5.0%
Segment revenue, million USD	579.7	394.7	46.9%
Crushing & Refining			
Sunflower seeds processed, thousand metric tons	151	200	-24.5%
Crude oil produced, thousand metric tons	66	86	-23.2%
Meal produced, thousand metric tons	59	74	-20.3%
Bottled oil produced, thousand metric tons	8	2	300.0%
Segment revenue, million USD	93.6	69.0	35.6%
Infrastructure			
Forwarded own volumes, thousand metric tons	492	1,212	-59.4%
- Grains	395	1,106	-64.2%
- Crude oil and meal	98	106	-7.5%
Segment revenue, million USD	3.3	7.3	-54.7%
ICO, million USD	-3.3	-7.3	-
Total revenue, million USD	673.3	463.7	45.2%
Sales by types of commodities, thousand metric tons	H1 FY2020/2021	H1 FY2019/2020	h-o-h
Sunflower Seeds	326	438	-25.6%
Barley	112	121	-7.4%
Wheat	384	563	-31.8%
Corn	489	268	82.5%
Other (mostly, rapeseeds, soybeans, sunflower crude oil and meal)	472	309	52.8%
Total	1,783	1,717	3.8%

Key highlights:

- ✓ During 6M of FY2021, the Group reached strong revenues of 673.3 million USD, or an increase of 45.2% h-o-h on the back of foreign origination and marketing program started in Q1 FY2021. As a result of successful and efficient new origination and marketing program, which consists of origination and marketing in Black Sea region, Latin America, United States, East Mediterranean and Middle East, the Group succeeded to maintain a similar level of volumes in Origination and Marketing segment compared to 6M FY2020; despite of the challenging conditions caused by the draught that hit the region in 2020.
- ✓ The increase of 46.9% in Origination and Marketing segment revenues is largely due to the unprecedented spike in commodities prices on the international markets.
- ✓ Crushing and refining volumes have decreased by 24.5% in the first half of FY2021, compared to the same period of FY2020, as a result of the severe drought in the Black Sea region and shortage in sunflower seeds crop production, as a consequence. Nevertheless, Crushing and Refining segment revenues have increased by 24.6 million USD, due to strong rebound and spike in sunflower seeds and sunflower seed oil prices.
- ✓ Export terminal throughput volumes reached 492 thousand tons in the reporting period, down by 720 thousand tons h-o-h, as a consequence of significant drop in crop volumes, available for export, of major agricultural commodities (wheat, barley, sunflower seeds and corn) due to the severe drought that Moldova experienced during the last agricultural season.

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