

Trans-Oil Group of Companies
Operations update for 12 months ended 30 June 2021

| Segment results | 12M FY2020/2021* | 12M FY2019/2020 | y-o-y |
|--|------------------|-----------------|------------|
| 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% |

| | | | |
|-----------------------------------|----------------|--------------|------------|
| Total revenue, million USD | 1,356.7 | 814.5 | 67% |
|-----------------------------------|----------------|--------------|------------|

| Sales by types of commodities, thousand metric tons | 12M FY2020/2021 | 12M FY2019/2020 | y-o-y |
|---|-----------------|-----------------|------------|
| 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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