

Trans-Oil Group of Companies
Operations update for 3 months ended 30 September 2020

28 October 2020

	3M FY2020/2021	3M FY2019/2020	y-o-y
Origination & Marketing			
Volume originated and sold, thousand MT	738.2	712.4	3.6%
Segment revenue, million USD	194.1	181.4	7.0%
Crushing & Refining			
Sunflower seeds processed, thousand MT	21.1	34.0	-37.9%
Crude oil produced, thousand MT	9.1	14.6	-37.7%
Meal produced, thousand MT	7.9	12.6	-37.3%
Bottled oil produced, thousand MT	3.0	2.0	50.0%
Segment revenue, million USD	6.2	6.7	-7.5%
Infrastructure			
Forwarded own volumes, thousand MT	181.4	523.7	-65.4%
- Grains	176.6	517.4	-65.9%
- Crude oil and meal	4.8	6.3	-23.8%
Segment revenue, million USD	2.8	5.2	-46.2%
ICO, million USD	-2.7	-5.2	
Total revenue, million USD	200.4	188.1	6.5%

Sales by types of commodities, thousand MT	3M FY2020/2021	3M FY2019/2020	y-o-y
Sunflower Seeds	195	245	-20.4%
Barley	42	65	-35.4%
Wheat	234	316	-25.9%
Corn	141	25	664%
Other (mostly, rapeseeds, soybeans, sunflower crude oil and meal)	122	70	17.1%
Total	744	722	3.0%

Key highlights:

- ✓ Republic of Moldova has experienced a significant drought in the past agricultural season. According to the Ministry of Agriculture forecast, the overall crop of major agricultural commodities (wheat, barley, sunflower seeds and corn) is going to be half less than in the previous season. The most affected area was the South of the country with crop shortage of up to 50% and 35-40% in the North, depending on type of commodity.
- ✓ In 3M FY2021, despite the challenging origination conditions in the Republic of Moldova due to crop shortage, the Group managed to undertake a strong international origination and marketing program, which resulted in up to 550 thousand tons originated and marketed in Black Sea region, Latin America, United States, East Mediterranean and Middle East.
- ✓ Fitch and S&P have reconfirmed Company's and Notes ratings at B (Stable) and B- (Stable) respectively.

For further information, please contact:

Oleg Lupasco, IR Manager
+ 373 22 889 324,
oleg.lupasco@transoilcorp.com

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