

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

**31 October 2019**

	3M FY2019/2020	3M FY2018/2019	y-o-y
<b>Origination &amp; Marketing</b>			
Volume originated and sold, thousand MT	712.4	470.1	51.5%
Segment revenue, million USD	181.4	121.9	48.8%
<b>Crushing &amp; Refining</b>			
Sunflower seeds processed, thousand MT	34.0	18.1	87.8%
Crude oil produced, thousand MT	14.6	7.8	87.2%
Meal produced, thousand MT	12.6	6.7	88.1%
Bottled oil produced, thousand MT	2.0	1.4	42.8%
Segment revenue, million USD	6.7	5.7	16.6%
<b>Infrastructure</b>			
Forwarded own volumes, thousand MT	523.7	382.1	37.5%
- Grains	517.4	375.9	37.6%
- Crude oil and meal	6.3	6.1	2.5%
Segment revenue, million USD	5.2	3.8	36.8%
<b>ICO, million USD</b>	<b>-5.2</b>	<b>-3.8</b>	
<b>Total revenue, million USD</b>	<b>188.1</b>	<b>127.7</b>	<b>47.3%</b>

<i>Sales by types of commodities, thousand MT</i>	3M FY2019/2020	3M FY2018/2019	y-o-y
Sunflower Seeds	245	80	205%
Barley	65	47	40.4%
Wheat	316	188	67.8%
Corn	25	54	-54.3%
Other (mostly, rapeseeds, soybeans, sunflower crude oil and meal)	70	109	-35.6%
<b>Total</b>	<b>722</b>	<b>478</b>	<b>50.9%</b>

**Key highlights:**

- ✓ In 3M FY2020, the Group achieved record sales, reaching 188.1 million USD, an increase of 47.3% q-o-q as a result of increased grains and oil seeds origination (vs. 127.7 million USD in 3M FY2019). This is mainly due to increased crop in Moldova, improved financing program (e.g. PXF usage of USD 100 million and USD 300 million Eurobond issue) and strong international marketing program. Advances granted in Q4FY2019 were another source of significant increase in origination power of the Group.
- ✓ According to the National Statistics Bureau, the production of agricultural commodities in the season 2019/2020 was 7.4% higher than previous year, corn being the leader with 37.7% increase y-o-y, followed by grains with 8.2%. Barley production decreased by 4.6% compared to the same quarter of previous year.
- ✓ In October 2019, the Group signed a land lease agreement with Danube Logistics – operator of Giurgiulesti port, for renting of 39'500 sq. m. on Prut river shoreline for 49 years. This agreement follows the Group's plan to build its forth crushing facility and fully benefit out of sunflower seeds production potential in Moldova. This plant will have a crushing capacity of 750 MT of sunflower seeds per day and is going to be commissioned in Q3FY2021.

For further information, please contact:

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