

Trans-Oil Group of Companies
Operations update for 9 months ended 31 March 2020

Segment results	9M FY2019/2020	9M FY2018/2019	y-o-y
Origination & Marketing			
Volume originated and sold, thousand metric tons	2,056.9	1,277.0	61.1%
Segment revenue, million USD	534.2	334.0	59.9%
Crushing & Refining			
Sunflower seeds processed, thousand metric tons	319.0	226.1	41.1%
Crude oil produced, thousand metric tons	137.3	98.3	39.6%
Meal produced, thousand metric tons	123.9	84.4	46.8%
Bottled oil produced, thousand metric tons	8.0	11.0	-27.3%
Segment revenue, million USD	107.2	71.5	50.0%
Infrastructure			
Forwarded own volumes, thousand metric tons	1,534.8	1,165.3	31.7%
- Grains	1,391.4	1,029.2	35.2%
- Crude oil and meal	143.4	136.1	5.4%
Segment revenue, million USD	9.8	11.7	-16.4%
ICO, million USD	-9.8	-5.9	
Total revenue, million USD	641.5	411.3	56.0%
Sales by types of commodities, thousand metric tons			
Sunflower Seeds	480	369	30.0%
Barley	172	69	149.6%
Wheat	658	379	73.6%
Corn	479	276	73.4%
Other (mostly, rapeseeds, soybeans, sunflower crude oil and meal)	482	326	48.1%
Total	2,270	1,418	60.1%

Key highlights:

- ✓ In 9M FY2020, the Group had strong sales, reaching 641.5 million USD, an increase of 56% y-o-y as a result of increased grains and oil seeds origination (59.9% increase in Origination & Marketing segment in 9M FY 2020 vs 9M FY 2019) and crushing segment (319,000 tons vs 226,100 tons in 9M 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 processed 319 thousand tons of sunflower seeds in 9M FY2020, a surge of 41.1 % y-o-y, setting a new production record. Utilization rate hit 84%.
- ✓ Trans-Oil transhipped over 1.5 million tons in the reporting period via its export terminals, up 31.7% y-o-y, setting a new record. Utilization rate hit 85%.

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