

Trans-Oil Group of Companies
Operations update for 9 months ended 31 March 2021

Segment results	9M FY2020/2021	9M FY2019/2020	y-o-y
Origination & Marketing			
Volume originated and sold, thousand metric tons	2,263	2,057	10.0%
Segment revenue, million USD	794.6	523.2	51.9%
Crushing & Refining			
Sunflower seeds processed, thousand metric tons	201	319	-36.9%
Crude oil produced, thousand metric tons	87	137	-36.5%
Meal produced, thousand metric tons	79	124	-36.7%
Bottled oil produced, thousand metric tons	21	8	157.1%
Segment revenue, million USD	134.2	107.2	25.1%
Infrastructure & Other			
Forwarded own volumes, thousand metric tons	684	1,535	-55.4%
- Grains	561	1,392	-59.7%
- Crude oil and meal	123	143	-14.2%
Segment revenue, million USD	7.4	11.1	-33.0%
Total revenue, million USD	936.1	641.5	45.9%
Sales by types of commodities, thousand metric tons	9M FY2020/2021	9M FY2019/2020	y-o-y
Sunflower Seeds	367	480	-23.5%
Barley	247	172	43.9%
Wheat	402	658	-38.9%
Corn	753	479	57.3%
Other (mostly, rapeseeds, soybeans, sunflower crude oil and meal)	683	482	41.8%
Total sales volumes, thousand metric tons	2,453	2,270	8.0%

Key highlights:

- ✓ During 9M FY 2021, Group has reached record sales, reaching 936.1 million USD, an increase of 45.9% h-o-h as a result of new origination and marketing program started in FY2021. As a result of the successful and efficient new marketing programs, which implies origination and marketing in Black Sea region, Latin America, United States, East Mediterranean and Middle East, Group succeeded to increase the level of volumes by 10% or 206 thousand MT in Origination and Marketing segment compared to 9M FY2020, despite challenging conditions as a result of severe draught that hit the region in 2020. The increase of 51.9% in Origination and Marketing segment is largely due to unprecedented spike in commodities prices on international markets.
- ✓ Crushing and refining volumes have decreased by 36.9%, in the 9M FY2021, compared to the same period of FY 2020, as a result of severe drought in the Black Sea region and plunge in sunflower seeds production. Nevertheless, Crushing and Refining segment revenue had increased by 27 million USD, due to strong rebound in oil-seeds and oil prices.
- ✓ Export terminal throughput volumes reached 684 thousand tons in the reporting period, down by 851 thousand tons 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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