



# ASTARTA

1H20 operating and financial results

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## Summary P&L

| EURk                                    | 1H19             | 1H20             |
|---|------------------|------------------|
| <b>Revenues, including</b>              | <b>225 183</b>   | <b>172 129</b>   |
| <i>Agriculture</i>                      | 103 446          | 54 473           |
| <i>Sugar production</i>                 | 55 322           | 56 802           |
| <i>Soybean processing</i>               | 45 978           | 40 422           |
| <i>Cattle farming</i>                   | 16 749           | 18 080           |
| <b>Cost of sales, including</b>         | <b>(202 909)</b> | <b>(140 782)</b> |
| <i>Effect of FV remeasurement of AP</i> | (30 847)         | (13 630)         |
| Changes in FV of BA and AP*             | 48 449           | 33 565           |
| <b>Gross profit</b>                     | <b>70 723</b>    | <b>64 912</b>    |
| <i>Gross profit margin</i>              | 31%              | 38%              |
| <b>EBIT</b>                             | <b>39 785</b>    | <b>35 856</b>    |
| Depreciation & Amortisation             | 29 533           | 30 736           |
| <b>EBITDA, including</b>                | <b>69 318</b>    | <b>66 592</b>    |
| <i>Agriculture</i>                      | 57 260           | 52 847           |
| <i>Sugar production</i>                 | 3 961            | 8 109            |
| <i>Soybean processing</i>               | 5 041            | 3 628            |
| <i>Cattle farming</i>                   | 3 453            | 3 899            |
| <i>EBITDA margin</i>                    | 31%              | 39%              |
| Interest expense on lease liability     | (11 515)         | (12 880)         |
| Other finance costs                     | (9 595)          | (4 995)          |
| Forex gain/loss                         | 10 114           | (12 626)         |
| <b>Net profit (loss)</b>                | <b>29 403</b>    | <b>7 370</b>     |
| <i>Net profit (loss) margin</i>         | 13%              | 4%               |

\*FV – Fair Value, BA – Biological Assets, AP – Agricultural Produce

- ASTARTA's consolidated revenues amounted to EUR172m in 1H20, 24% down y-o-y, as majority of the grain and oilseeds' 2019 harvest were sold by YE19. As a result the Agricultural segment generated 32% of consolidated sales versus 46% a year ago
- The Sugar segment registered a 3% revenue growth to EUR57m on back of stable sales volumes and a 7% y-o-y increase in realized sugar price of EUR 354 per t
- The Soybean Processing and the Cattle Farming segments generated EUR40m and EUR18m of revenues, correspondingly, vis-à-vis EUR46m and EUR17m in 1H19
- Exports contributed EUR92m, or 53% of the Company's consolidated revenues
- The Gross profit amounted to EUR65m corresponding to the Gross profit margin of 38% (versus 31% in 1H19)
- EBITDA flat at EUR67m (EUR69m in 2019)
- Excluding the impact of IAS41, Gross Margin improved from 24% to 26% and EBITDA Margin – from 23% to 27%

| EURk   | 1H19          | 1H20          |
|--|---------------|---------------|
| <b>Gross Profit, ex BA &amp; AP remeasurement</b>  | <b>53 121</b> | <b>44 977</b> |
| <i>Gross Margin, ex BA &amp; AP remeasurement</i>  | 24%           | 26%           |
| <b>EBITDA, ex BA &amp; AP remeasurement</b>        | <b>51 716</b> | <b>46 657</b> |
| <i>EBITDA margin, ex BA &amp; AP remeasurement</i> | 23%           | 27%           |



## Summary Cash Flows

| EURk                             | 1H19            | 1H20            |
|----------------------------------|-----------------|-----------------|
| Pre-tax income                   | 29 027          | 5 629           |
| D&A                              | 29 533          | 30 736          |
| Financial interest expenses, net | 9 117           | 4 790           |
| Interest on lease liability      | 11 515          | 12 880          |
| Changes in FV of BA and AP       | (48 449)        | (33 565)        |
| Forex gain/loss                  | (10 114)        | 12 626          |
| Income taxes paid                | (1 418)         | (2 007)         |
| Working Capital changes          | 78 001          | 14 927          |
| Other                            | (269)           | 381             |
| <b>Operating Cash Flows</b>      | <b>96 943</b>   | <b>46 397</b>   |
| <b>Investing Cash Flows</b>      | <b>(15 814)</b> | <b>(8 957)</b>  |
| Debt proceeds                    | 46 745          | 68 590          |
| Debt repayment                   | (95 461)        | (88 468)        |
| Finance interest paid            | (9 132)         | (4 866)         |
| Land lease repayment             | (19 914)        | (20 681)        |
| <b>Financing Cash Flows</b>      | <b>(77 762)</b> | <b>(45 425)</b> |

- ASTARTA reported Operating Cash Flows of EUR46m versus EUR97m in 1H19. Operating Cash Flows before Working Capital changes increased from EUR19m to EUR31m (excluding IAS41 – stable y-o-y, EUR67m versus EUR65m)
- Capex tightly controlled at EUR10m in 1H20
- These measures allowed the Company to pay down a further EUR20m of bank debt on a Cash Flow Basis
- As a result Net Debt reduced to EUR239m corresponding to Net debt/EBITDA (LTM) of 3.2x at the end of 1H20
- As at the end of 1H20 a breach of certain covenants was still in place, but the management believes that the banks will not accelerate repayment of the loans

## Summary Balance Sheet

| EURk                                  | 1H19           | YE19           | 1H20           |
|---------------------------------------|----------------|----------------|----------------|
| Right-of-use asset (mainly land)      | 126 529        | 142 035        | 120 695        |
| Biological assets (non-current)       | 18 121         | 30 011         | 26 072         |
| PP&E and other                        | 288 658        | 300 193        | 253 548        |
| Inventories, including RMI*           | 92 930         | 193 681        | 72 864         |
| Biological assets (current)           | 160 973        | 16 109         | 133 183        |
| AR and other                          | 71 497         | 64 206         | 50 800         |
| Cash and equivalents                  | 17 989         | 13 033         | 2 443          |
| <b>Total Assets</b>                   | <b>776 697</b> | <b>759 268</b> | <b>659 605</b> |
| <b>Equity</b>                         | <b>419 361</b> | <b>438 755</b> | <b>394 296</b> |
| Long-term loans                       | -              | 591            | 587            |
| Land lease liability (mainly land)    | 90 569         | 103 391        | 89 601         |
| Other                                 | 14 007         | 10 930         | 8 533          |
| <b>Non-current liabilities</b>        | <b>104 576</b> | <b>114 912</b> | <b>98 721</b>  |
| ST debt and similar                   | 189 843        | 148 811        | 121 378        |
| Current lease liability (mainly land) | 29 833         | 36 073         | 30 169         |
| Other                                 | 33 084         | 20 717         | 15 041         |
| <b>Current liabilities</b>            | <b>252 760</b> | <b>205 601</b> | <b>166 588</b> |
| <b>Total equity and liabilities</b>   | <b>776 697</b> | <b>759 268</b> | <b>659 605</b> |
| <b>EBITDA LTM</b>                     | <b>77 486</b>  | <b>77 923</b>  | <b>75 197</b>  |
| Lease liability (mainly land)         | 120 402        | 139 464        | 119 770        |
| RMI*                                  | 49 165         | 142 500        | 38 741         |
| <b>Net debt total</b>                 | <b>292 256</b> | <b>275 833</b> | <b>239 292</b> |
| <i>ND total/EBITDA (x)</i>            | <i>3.8</i>     | <i>3.5</i>     | <i>3.2</i>     |
| <b>Adjusted net debt = (ND-RMI)</b>   | <b>243 091</b> | <b>133 333</b> | <b>200 551</b> |
| <i>Adj ND/EBITDA (x)</i>              | <i>3.1</i>     | <i>1.7</i>     | <i>2.7</i>     |

\*RMI = Finished Goods



## Sales volumes of key crops

| kt       | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|----------|------|------|------|------|------|
| Corn     | 394  | 358  | 714  | 493  | 335  |
| Wheat    | 383  | 270  | 266  | 17   | 4    |
| Sunseeds | 55   | 78   | 103  | 18   | 0.1  |

## Realized prices

| EUR/t    | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|----------|------|------|------|------|------|
| Corn     | 142  | 148  | 154  | 153  | 158  |
| Wheat    | 141  | 163  | 151  | 176  | 167  |
| Sunseeds | 315  | 289  | 294  | 290  | 270  |

- Revenues decreased to EUR54m in 1H20 on lower sales of corn as majority of the grain and oilseeds' 2019 harvest were sold by YE19
- Exports accounted for 96% of the Agricultural segment revenues in 1H20 versus 91% in 1H19
- Gross profit margin increased from 53% to 82% on reduced cost of sales due to lower share of FV measurement in Agricultural Produce
- EBITDA declined from EUR57m in 1H19 to EUR53m in 1H20

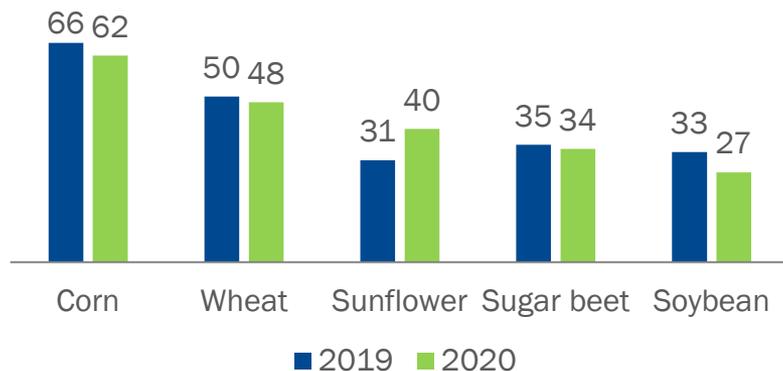
## Financial results

| EURk                        | 2017          | 2018          | 2019          | 1H19          | 1H20          |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|
| Revenues, including         | 140 918       | 126 765       | 205 712       | 103 446       | 54 473        |
| <i>Corn</i>                 | 55 948        | 52 846        | 109 973       | 75 351        | 52 964        |
| <i>Wheat</i>                | 54 003        | 43 942        | 40 250        | 2 920         | 740           |
| <i>Sunseeds</i>             | 17 325        | 22 535        | 30 221        | 5 162         | 27            |
| Cost of sales, including    | (125 324)     | (111 772)     | (188 847)     | (97 100)      | (42 533)      |
| <i>Land lease costs</i>     | (31 844)      | n/a           | n/a           | n/a           | n/a           |
| <i>Lease depreciation</i>   | n/a           | (15 199)      | (19 929)      | (9 868)       | (9 451)       |
| Changes in FV of BA & AP    | 35 507        | 55 898        | 34 259        | 48 220        | 32 660        |
| <b>Gross profit</b>         | <b>51 101</b> | <b>70 891</b> | <b>51 124</b> | <b>54 566</b> | <b>44 600</b> |
| <i>Gross profit margin</i>  | 36%           | 56%           | 25%           | 53%           | 82%           |
| G&A expenses                | (12 492)      | (11 740)      | (13 965)      | (6 878)       | (5 948)       |
| S&D expenses                | (17 928)      | (20 755)      | (27 626)      | (11 235)      | (8 435)       |
| Other operating expenses    | (1 569)       | (3 740)       | (1 016)       | (498)         | (358)         |
| <b>EBIT</b>                 | <b>19 112</b> | <b>34 656</b> | <b>8 517</b>  | <b>35 955</b> | <b>29 859</b> |
| <b>EBITDA</b>               | <b>39 080</b> | <b>70 147</b> | <b>53 335</b> | <b>57 260</b> | <b>52 847</b> |
| <i>EBITDA margin</i>        | 28%           | 55%           | 26%           | 55%           | 97%           |
| Interest on lease liability | n/a           | (18 110)      | (21 682)      | (10 702)      | (11 985)      |
| CAPEX                       | (38 604)      | (33 723)      | (21 284)      | (15 724)      | (9 644)       |
| CF land lease liability     | (31 844)      | (32 052)      | (33 828)      | (18 557)      | (19 739)      |

- Ahead of the 2020 planting season the Company focused on agricultural machinery upgrade within its maintenance capex
- Obsolete 47 tractors were replaced with 31 new John Deere units allowing for precision planting (within 3cm) and freeing up to 30 employees. In addition, other agricultural equipment such as sowers and sprayers were purchased
- As of August 12, the Company harvested early crops such as winter wheat and rapeseeds in the amount of 230kt and 4kt with an average yield of 4.8 t/ha (versus 5.1t/ha in 2019) and 2.6 t/ha, correspondingly



## Key crop planting area - 2019 vs 2020, kha



## ASTARTA yields vs average Ukrainian, t/ha

| t/ha        | 2017    |         | 2018    |         | 2019    |         |
|-------------|---------|---------|---------|---------|---------|---------|
|             | ASTARTA | Ukraine | ASTARTA | Ukraine | ASTARTA | Ukraine |
| Corn        | 6.4     | 5.4     | 9.8     | 7.8     | 8.7     | 7.1     |
| Wheat       | 5.0     | 4.1     | 4.7     | 3.7     | 5.1     | 4.2     |
| Sunseeds    | 2.3     | 2.0     | 2.9     | 2.3     | 2.9     | 2.5     |
| Soybeans    | 2.2     | 2.0     | 2.9     | 2.6     | 2.5     | 2.4     |
| Sugar beets | 50      | 46      | 46      | 49      | 47      | 45      |

### Achievements

- Among Top 5 agricultural land banks in Ukraine with over 230kha
- Harvest of grain and oilseed crops in excess of 1.0mt in 2018 and 2019
- The largest sugar beet grower with 1.7mt harvest in 2019
- Crops yields typically higher than the average Ukrainian ones
- In-house storage & handling facilities with capacity 550kt satisfying all internal needs for keeping the harvest as well as leaving ample room for third party services
- 200 grain hoppers to enhance logistics
- Technological improvements in fertilizer and plant protection application

### Outlook

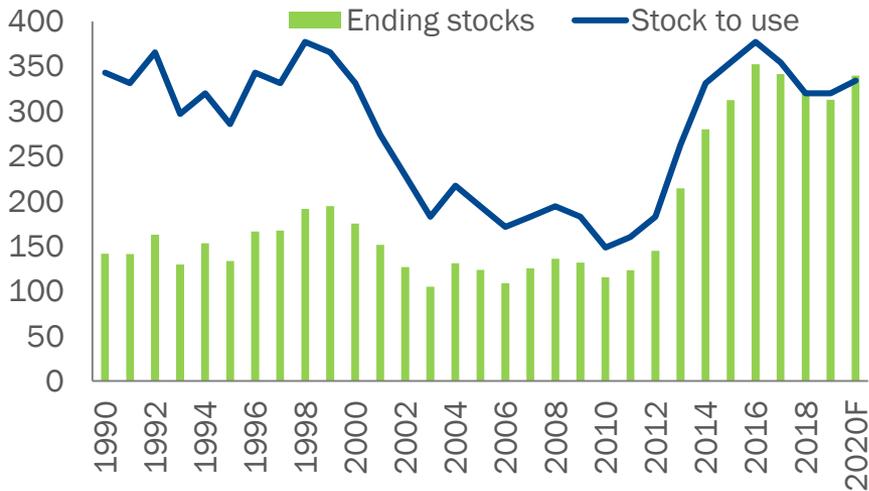
- Continued optimisation of land resources by rolling over or terminating lease contracts depending on quality of assets
- Launched an organic crop project on 1.8kt ha by growing winter wheat, soybeans, sainfoin, millet, buckwheat and corn
- Introduced rapeseeds into crop rotation on 1.5kt ha in 2020
- Growth of specialty sunseeds for High Oleic oil
- Enhancing management control through an integrated IT solution – AgriChain
- Further improvements in the crops growing technologies, including precision farming and irrigation
- Actively developing partnerships with independent farmers



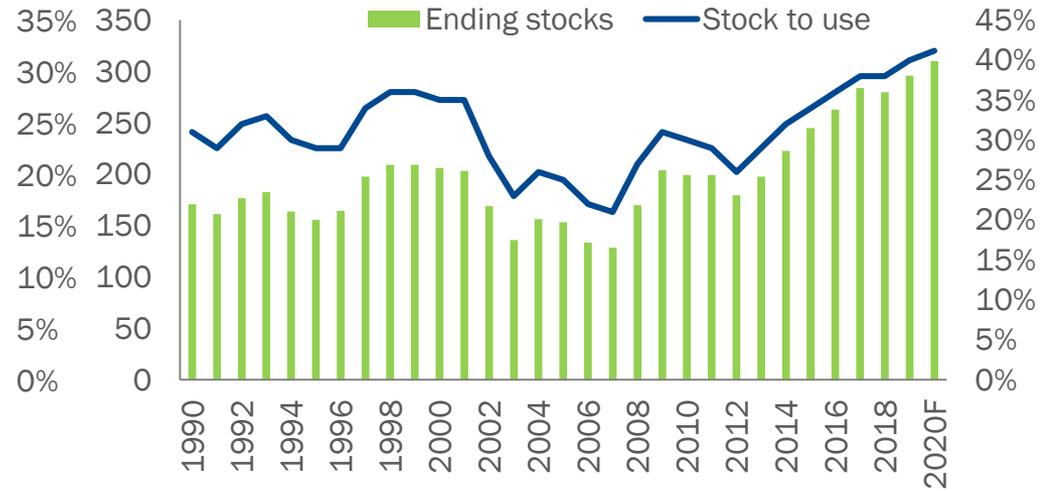
# Global agricultural market fundamentals



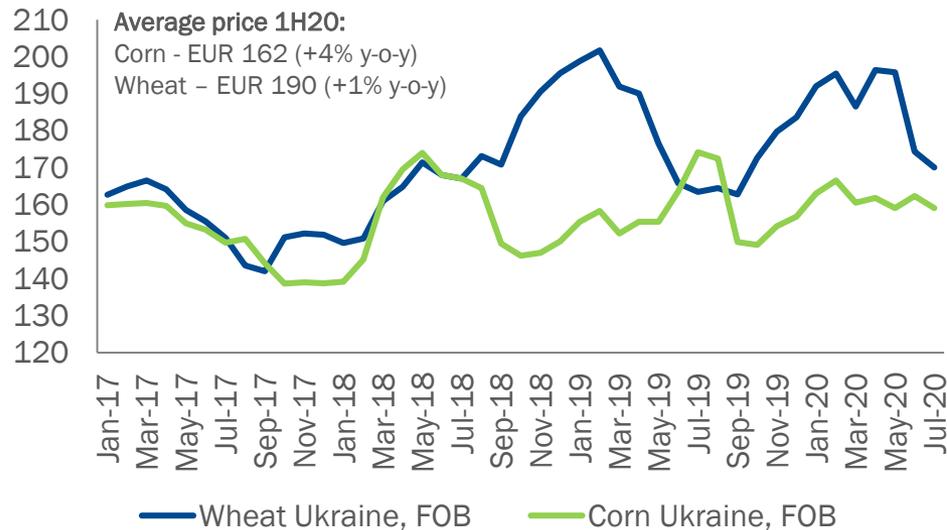
## Corn global ending stocks vs stock to use



## Wheat global ending stocks vs stock to use



## Crop prices, EUR/t



- In the 1H20 global corn prices were under pressure amid reduction in global demand for corn caused by COVID pandemic and increase in supply from South America. Near-record plantings of corn, barring adverse weather conditions, are expected to result in the largest crop in U.S. history which, together with high level of stocks may negatively impact global pricing. However, the Ukrainian corn prices largely held up at a good level on back of unfaltering demand from the EU and China
- Wheat export restrictions and weather fears in Europe and the Black Sea region supported wheat prices in 1H20. Later, the start of the new harvesting campaign in the region and relieve in export restrictions from Russia as well as global demand concerns put strong downward pressure on the prices

Source: APK-inform, Bloomberg, USDA, Rabobank



## Production

|                      | Unit | 2017  | 2018  | 2019  |
|----------------------|------|-------|-------|-------|
| Sugar production     | kt   | 463   | 352   | 302   |
| Sugar beet processed | kt   | 3 077 | 2 472 | 1 950 |
| Own sugar beet       | %    | 79%   | 60%   | 80%   |

## Sales volumes

| kt                 | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|--------------------|------|------|------|------|------|
| Sugar              | 444  | 325  | 301  | 153  | 152  |
| Sugar-by products* | 130  | 133  | 145  | 44   | 25   |

\*Granulated sugar beet pulp and molasses

## Realized prices

| EUR/t | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|-------|------|------|------|------|------|
| Sugar | 425  | 328  | 345  | 329  | 354  |

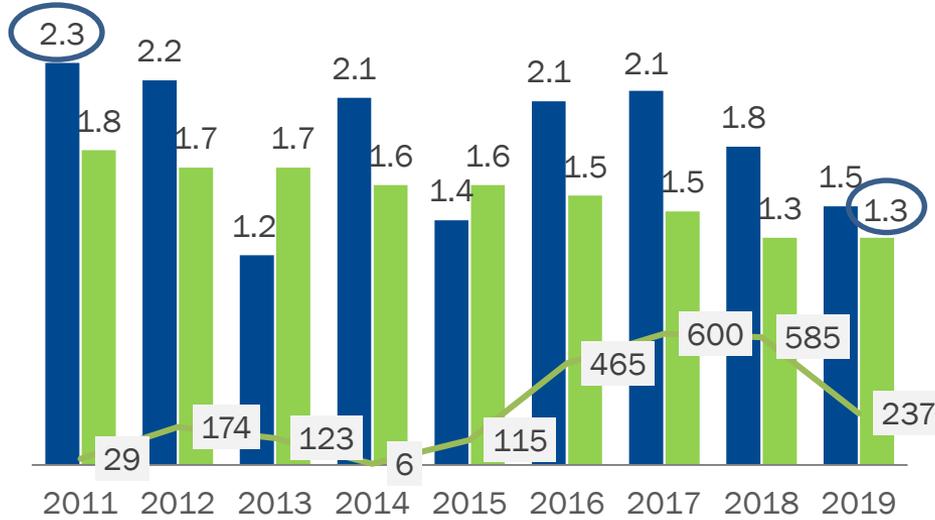
## Financial results

| EURk                     | 2017          | 2018           | 2019           | 1H19           | 1H20         |
|--------------------------|---------------|----------------|----------------|----------------|--------------|
| Revenues                 | 200 565       | 119 436        | 116 893        | 55 322         | 56 802       |
| Cost of sales            | (130 972)     | (103 779)      | (107 637)      | (50 351)       | (47 334)     |
| <b>Gross profit</b>      | <b>69 593</b> | <b>15 657</b>  | <b>9 256</b>   | <b>4 971</b>   | <b>9 468</b> |
| Gross profit margin      | 35%           | 13%            | 8%             | 9%             | 17%          |
| G&A expenses             | (6 669)       | (7 533)        | (6 349)        | (2 915)        | (3 396)      |
| S&D expenses             | (12 739)      | (15 225)       | (11 707)       | (3 846)        | (3 151)      |
| Other operating expenses | (1 538)       | (2 157)        | (594)          | (68)           | (381)        |
| <b>EBIT</b>              | <b>48 647</b> | <b>(9 258)</b> | <b>(9 394)</b> | <b>(1 858)</b> | <b>2 540</b> |
| <b>EBITDA</b>            | <b>63 417</b> | <b>(288)</b>   | <b>2 314</b>   | <b>3 961</b>   | <b>8 109</b> |
| EBITDA margin            | 32%           | (0.2%)         | 2%             | 7%             | 14%          |
| CAPEX                    | (12 686)      | (10 199)       | (1 184)        | (75)           | (346)        |

- Revenues amounted to EUR57m (up by 3% y-o-y) on improvement of realized prices to EUR354 per t compared to EUR329 per t a year ago
- Exports at 9kt (down by 36%) as global pricing did not encourage exports out of Ukraine
- Gross margin doubled from 9% in 1H19 to 17% in 1H20 on price improvement
- EBITDA increased correspondingly to EUR8.1m in 1H20 from EUR4.0m in 1H19

# Sugar production

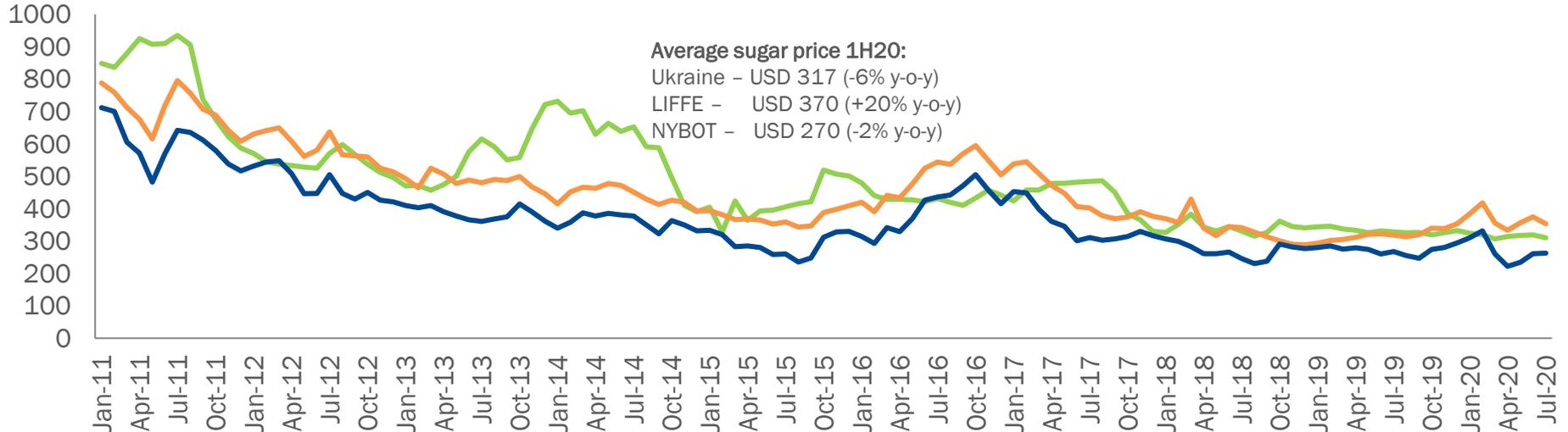
## Sugar production, consumption and exports - Ukraine



- The domestic market has been slowly adjusting to lower consumption volume by reducing sugar beet planting area to 209kha in 2020 (according to estimated data by the Economy Ministry) versus 220kha in 2019
- Local sugar consumption dropped by 1/3 to 1.3-1.4mt since 2011, and by 2019 the local sugar output went down to 1.5mt
- Ukraine's sugar exports plummeted to 63kt in 1H20 vs 205kt in 1H19 on unfavourable global conditions and domestic prices above international ones since YB20

■ Sugar production, mt   ■ Sugar consumption, mt   ■ Sugar exports, kt  
 Source: Ukrstat, Ukrsugar

## Global sugar prices, USD/t



Source: AAA

■ White sugar (net of VAT), Ukraine   ■ White sugar, LIFFE   ■ Raw sugar, NYBOT

# Sugar production



## Key achievements

- Preserved leadership position locally with a market share of over 20% in 2019
- According to Ukrsugar, the Top-5 Ukrainian sugar producers:  
ASTARTA – 20.4%, Radekhivskyi Sugar - 20.0%, Ukrprominvest – 15.5%, Svitanok – 6.0%, A'SPIK – 4.8%
- Sustained high quality of sugar despite adverse weather conditions and suboptimal sugar beet harvest
- In 2019 high quality sugar production at 96% of total, compared to 87% in 2018. Extra white sugar output – 76kt (up by 37% y-o-y)
- Certified production (ISO, FSSC), to preserve key relationships with reputable clients such as Coca-Cola, Nestle, Pepsi, Danone (c. 1/5 of total by volume)



## Outlook

- Amid market downturn the Company put one sugar plant out of operations in 2018 and another in 2019 (7% and 17% of total capacities, correspondingly).
- In 2020, another small sugar mill (5% of total capacities) is scheduled for idling to increase operating efficiency
- Sugar beet planting area reduced by 13% to 35kha in 2019 from 40k ha in 2018 with sugar production at 302kt or down by 14% y-o-y
- Until sugar price demonstrates a steady recovery, the Company is not planning to increase sugar beet planting area

# Soybean processing



## Production

| kt                | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|-------------------|------|------|------|------|------|
| Soybean processed | 218  | 215  | 231  | 125  | 128  |
| Soybean meal      | 153  | 158  | 159  | 92   | 93   |
| Soybean oil       | 40   | 41   | 44   | 24   | 25   |

## Sales volumes

| kt           | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|--------------|------|------|------|------|------|
| Soybean meal | 144  | 141  | 167  | 93   | 83   |
| Soybean oil  | 36   | 42   | 46   | 26   | 19   |

## Realized prices

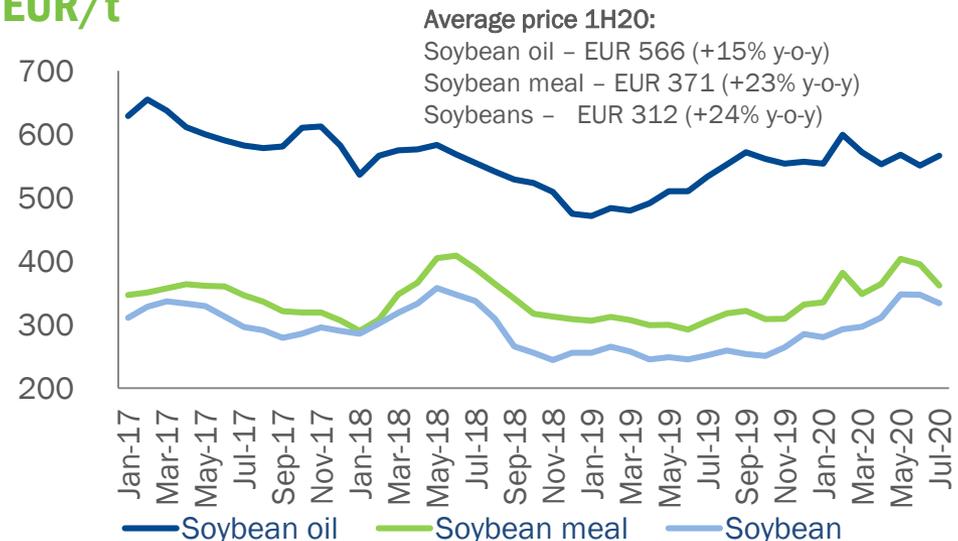
| EUR/t        | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|--------------|------|------|------|------|------|
| Soybean meal | 323  | 341  | 323  | 326  | 330  |
| Soybean oil  | 689  | 598  | 598  | 568  | 630  |

- Revenues totaled EUR40m, down by 12% y-o-y on lower sales volumes. Exports contributed 86% of revenues
- Gross margin went down from 16% in 1H19 to 15% 1H20 on higher cost of sales which resulted in the EBITDA margin decline from 11% in 1H19 to 9% in 1H20
- Unfavourable regulatory changes in VAT refunds on soybean exports out of Ukraine created uncertainty for farmers which responded by reducing the planting area by 15% y-o-y to 3.6m ha in 2019. Coupled with strong demand from overseas consumers of soybeans, competition for raw materials intensified and pushed prices for soybeans, as well as soybean products up in 2020
- The recent resolution of the VAT refunds issue paves the way to expansion of the soybean planning area to pre-2019 levels of 4m ha

## Financial results

| EURk                     | 2017         | 2018         | 2019          | 1H19         | 1H20         |
|--------------------------|--------------|--------------|---------------|--------------|--------------|
| Revenues, including      | 72 713       | 74 290       | 82 718        | 45 978       | 40 422       |
| Soybean meal             | 46 512       | 48 081       | 53 975        | 30 277       | 27 392       |
| Soybean oil              | 24 804       | 25 116       | 27 453        | 14 890       | 12 237       |
| Cost of sales            | (64 261)     | (64 650)     | (69 536)      | (38 565)     | (34 418)     |
| <b>Gross profit</b>      | <b>8 452</b> | <b>9 640</b> | <b>13 182</b> | <b>7 413</b> | <b>6 004</b> |
| Gross profit margin      | 12%          | 13%          | 16%           | 16%          | 15%          |
| G&A expenses             | (636)        | (746)        | (564)         | (248)        | (293)        |
| S&D expenses             | (2 427)      | (3 534)      | (6 185)       | (2 587)      | (2 616)      |
| Other operating expenses | (630)        | (636)        | (577)         | (248)        | (231)        |
| <b>EBIT</b>              | <b>4 759</b> | <b>4 724</b> | <b>5 856</b>  | <b>4 330</b> | <b>2 864</b> |
| <b>EBITDA</b>            | <b>6 056</b> | <b>5 865</b> | <b>7 385</b>  | <b>5 041</b> | <b>3 628</b> |
| EBITDA margin            | 8%           | 8%           | 9%            | 11%          | 9%           |
| CAPEX                    | (250)        | (1 225)      | (496)         | (76)         | (103)        |

## Ukrainian prices for soybean products and soybeans, EUR/t



# Cattle farming



## Milk production, herd and productivity

|                     | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|---------------------|------|------|------|------|------|
| Milk production, kt | 110  | 106  | 96   | 52   | 47   |
| Herd, k heads       | 27   | 27   | 24   | 25   | 22   |
| Milk yield, kg/day  | 20.0 | 19.3 | 20.1 | 20.7 | 21.7 |

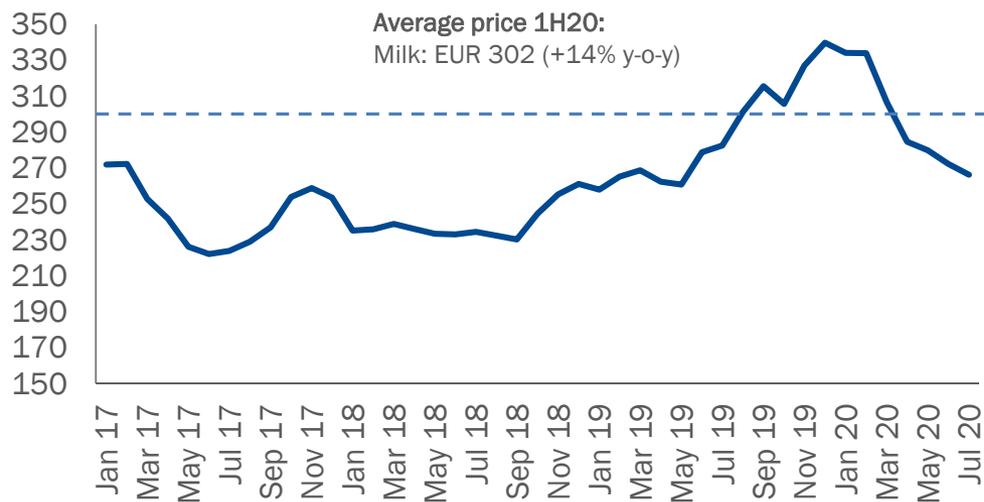
## Milk sales and realized prices

|                   | 2017 | 2018 | 2019 | 1H19 | 1H20 |
|-------------------|------|------|------|------|------|
| Milk sales, kt    | 105  | 103  | 94   | 51   | 46   |
| Milk price, EUR/t | 263  | 258  | 326  | 297  | 350  |

## Financial results

| EURk                       | 2017          | 2018           | 2019          | 1H19         | 1H20         |
|----------------------------|---------------|----------------|---------------|--------------|--------------|
| Revenues                   | 31 795        | 29 309         | 34 603        | 16 749       | 18 080       |
| Cost of sales              | (23 355)      | (24 852)       | (27 692)      | (13 374)     | (14 243)     |
| BA revaluation             | 9 869         | (8 989)        | 8 949         | 229          | 905          |
| <b>Gross profit</b>        | <b>18 309</b> | <b>(4 532)</b> | <b>15 860</b> | <b>3 604</b> | <b>4 742</b> |
| <i>Gross profit margin</i> | 58%           | (15%)          | 46%           | 22%          | 26%          |
| G&A expenses               | (2 595)       | (2 154)        | (1 511)       | (726)        | (1 152)      |
| S&D expenses               | (487)         | (432)          | (655)         | (171)        | (334)        |
| Other operating expenses   | (91)          | 310            | 304           | (11)         | (48)         |
| EBIT                       | 15 136        | (6 808)        | 13 998        | 2 696        | 3 208        |
| <b>EBITDA</b>              | <b>17 150</b> | <b>(3 577)</b> | <b>15 610</b> | <b>3 453</b> | <b>3 899</b> |
| <i>EBITDA margin</i>       | 54%           | (12%)          | 45%           | 21%          | 22%          |
| CAPEX                      | (2 747)       | (1 778)        | (354)         | (101)        | (95)         |

## Ukrainian premium quality milk price, EUR/t



- Slightly higher revenues of EUR18m in 1H20 were driven by higher milk prices offsetting lower sale volumes
- Gross margin improved from 22% in 1H19 to 26% in 1H20
- EBITDA margin stable at 22% in 1H20 (21% in 1H19)

Source: Infoagro



## Financial goals

- Active working capital management and capex at maintenance levels while sugar product margins remain historically low
- Reduce leverage to a sound level
- Wide ranging cost cutting measures to reduce fixed and variable costs across the board



## Operational goals

- Retain No 5 agricultural land bank position in Ukraine while increasing grain and oilseed crop yields
- Expand organic crop growing project
- Development of partnerships with independent farmers
- Further development of infrastructure capabilities from self-sufficiency to large-scale services to third parties
- Preserve leadership with 20%-25% share in the local sugar market while retaining long-term relationships with key industrial consumers
- Promptly optimise capacities, output and costs in response to market volatility
- Selective expansion in soybean processing
- Optimisation of dairy milk farms to realise higher margins and synergies with the agricultural segment
- Careful expansion of the product mix towards higher value added processing and direct customer access





## Personnel

- Intensive communication and education campaign on COVID to promote prevention among employees
- Mandating working from home for office-based employees and providing them with all necessary remote working tools and equipment
- Active promotion of personal hygiene and distribution of cleaning and sanitizing for sanitation all employees, equipment and common areas
- Extensive reporting and monitoring of absenteeism at the workplace due to illness or self-isolation (current share of sick leave absences correspond to normal in the summer season)

## Operations

- As of August 12, the Company harvested early crops such as winter wheat and rapeseeds in the amount of 230kt and 4kt with an average yield of 4.8 t/ha (versus 5.1t/ha in 2019) and 2.6 t/ha, correspondingly
- Obsolete 47 tractors were replaced with 31 new John Deere units allowing for precision planting (within 3cm) and freeing up to 30 employees. In addition, other agricultural equipment such as sowers and sprayers were purchased
- New equipment allows for significant savings on time, human resources, fuel, maintenance and personnel costs

## Finances

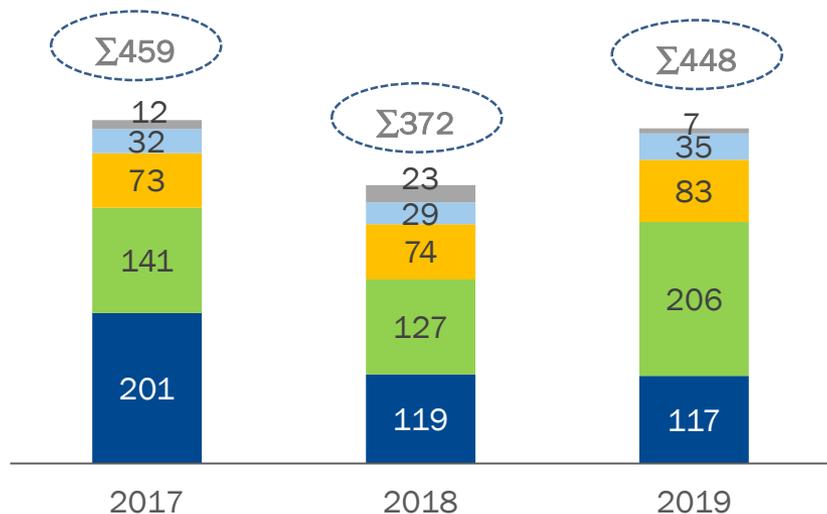
- The Company keeps close contact with its lending banks, with majority of them having financed its business for many years
- Enhanced financial monitoring of suppliers and off-takers and a more frequent review of counterparty limits
- Investments are limited to maintenance capex only since 2019
- ASTARTA received the first USD10m tranche within an earlier approved USD20m loan financing from DEG
- The EBRD extended a 2-year USD10m the working capital facility approved in 2018

# Summary Financials

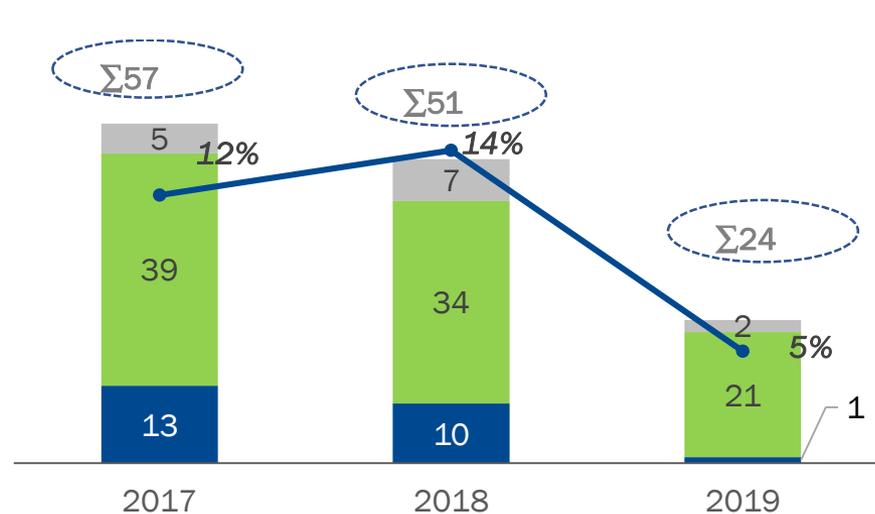
# Last three years highlights



## Revenues, EURm

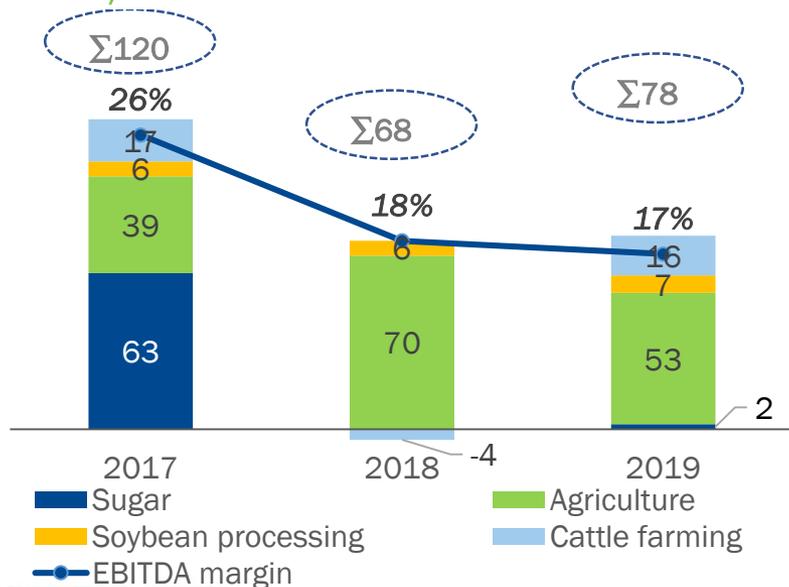


## Investments, EURm

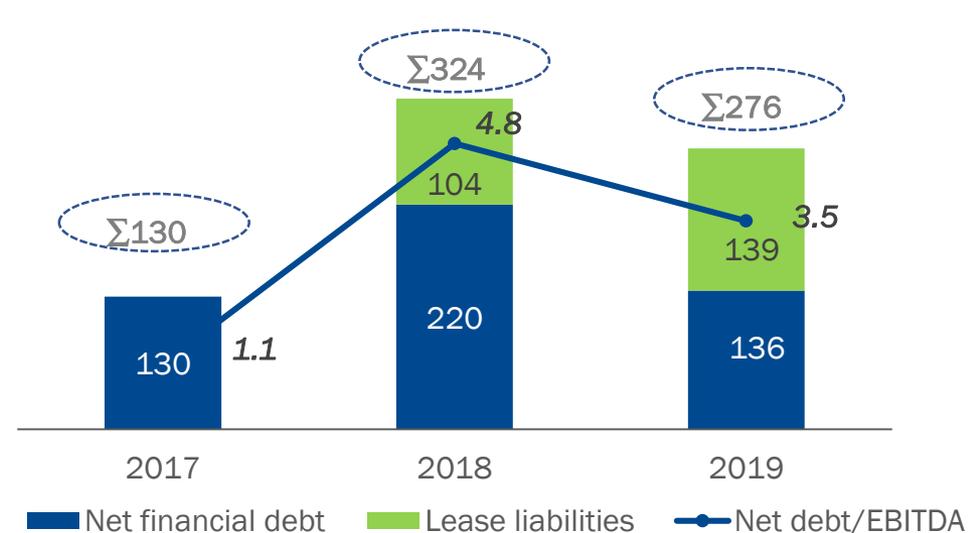


■ Sugar ■ Agriculture ■ Soybean processing ■ Cattle farming ■ Other ■ Sugar ■ Agriculture ■ Other ● CAPEX as % of revenues

## EBITDA, EURm

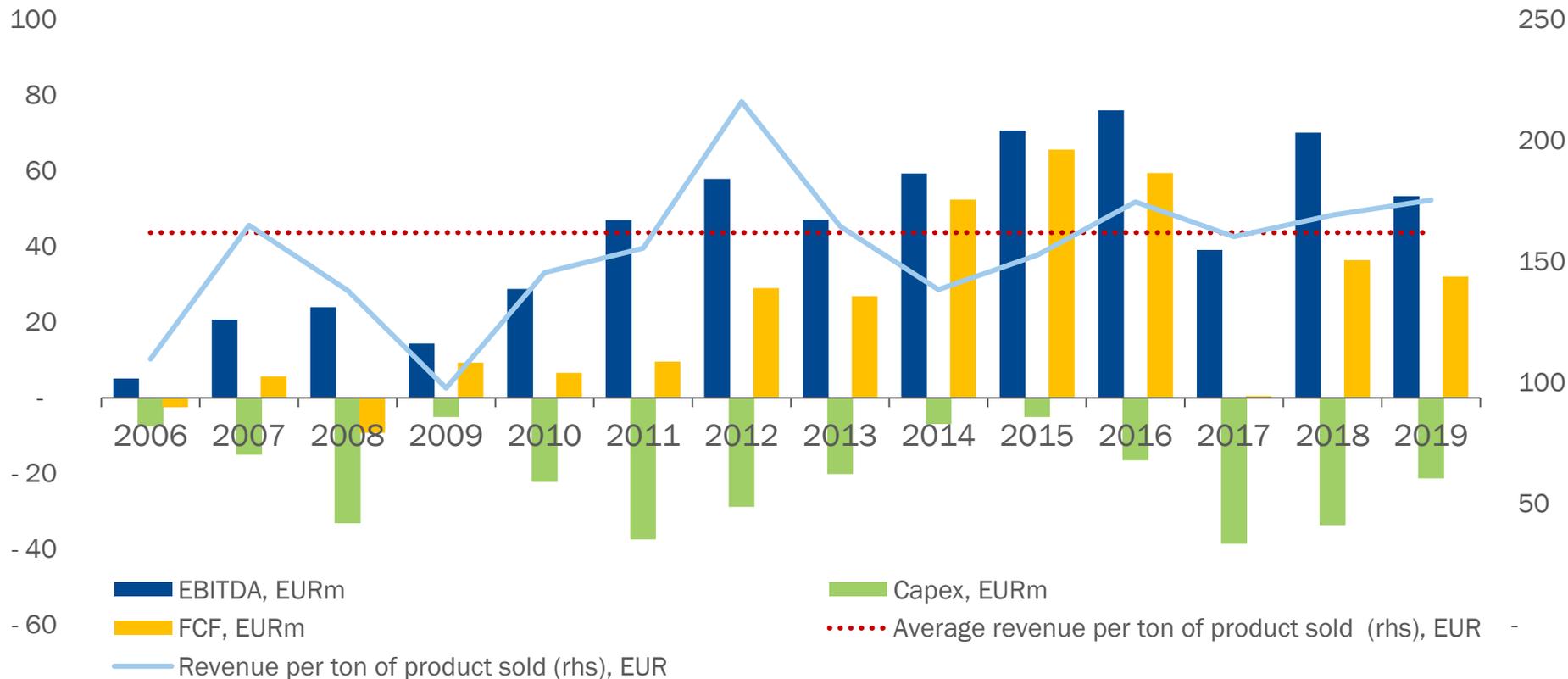


## Leverage, EURm





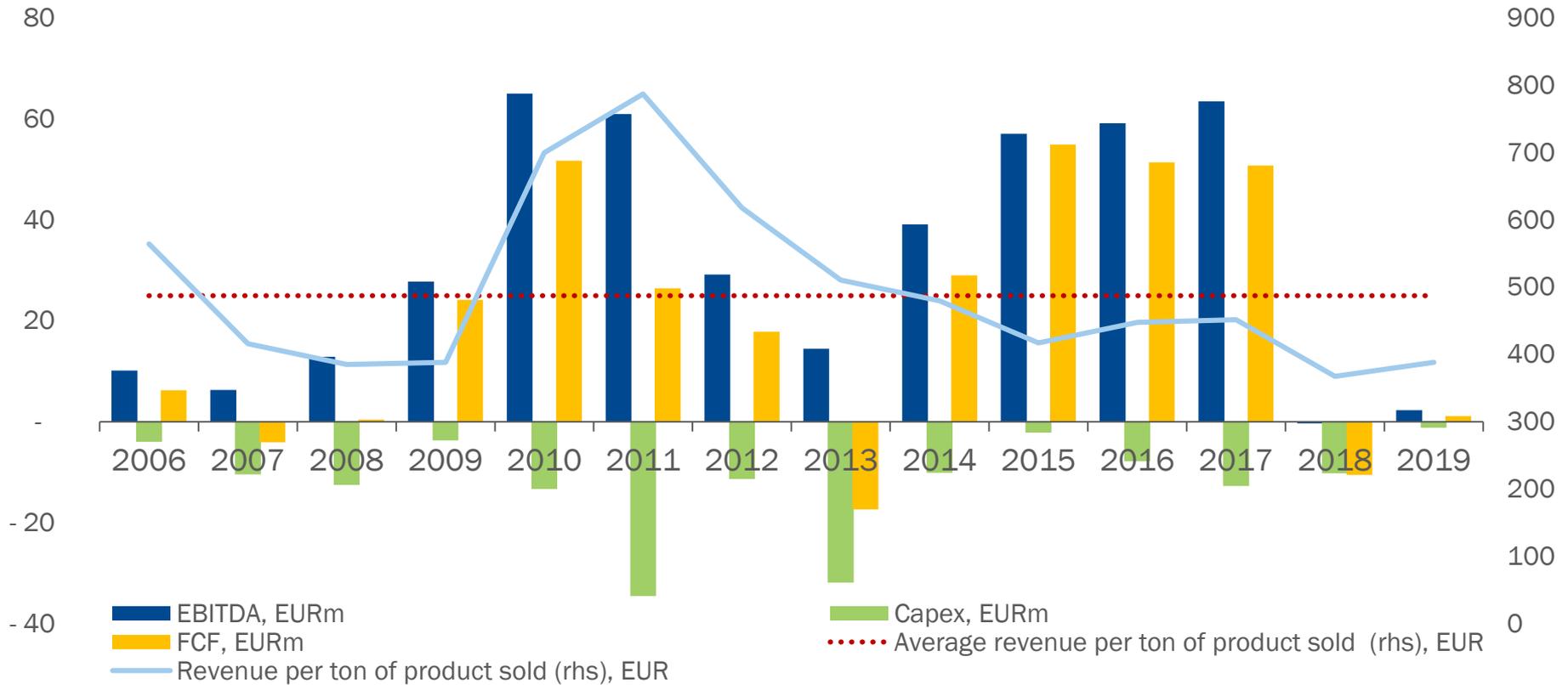
## FCF of the agricultural segment for 2006 - 2019



| 2006-2019                               |       | Units |
|---|-------|-------|
| Average revenue per ton of product sold | EUR/t | 162   |
| EBITDA                                  | EURm  | 614   |
| Capex                                   | EURm  | (292) |
| FCF                                     | EURm  | 322   |



## FCF of the sugar segment for 2006 - 2019

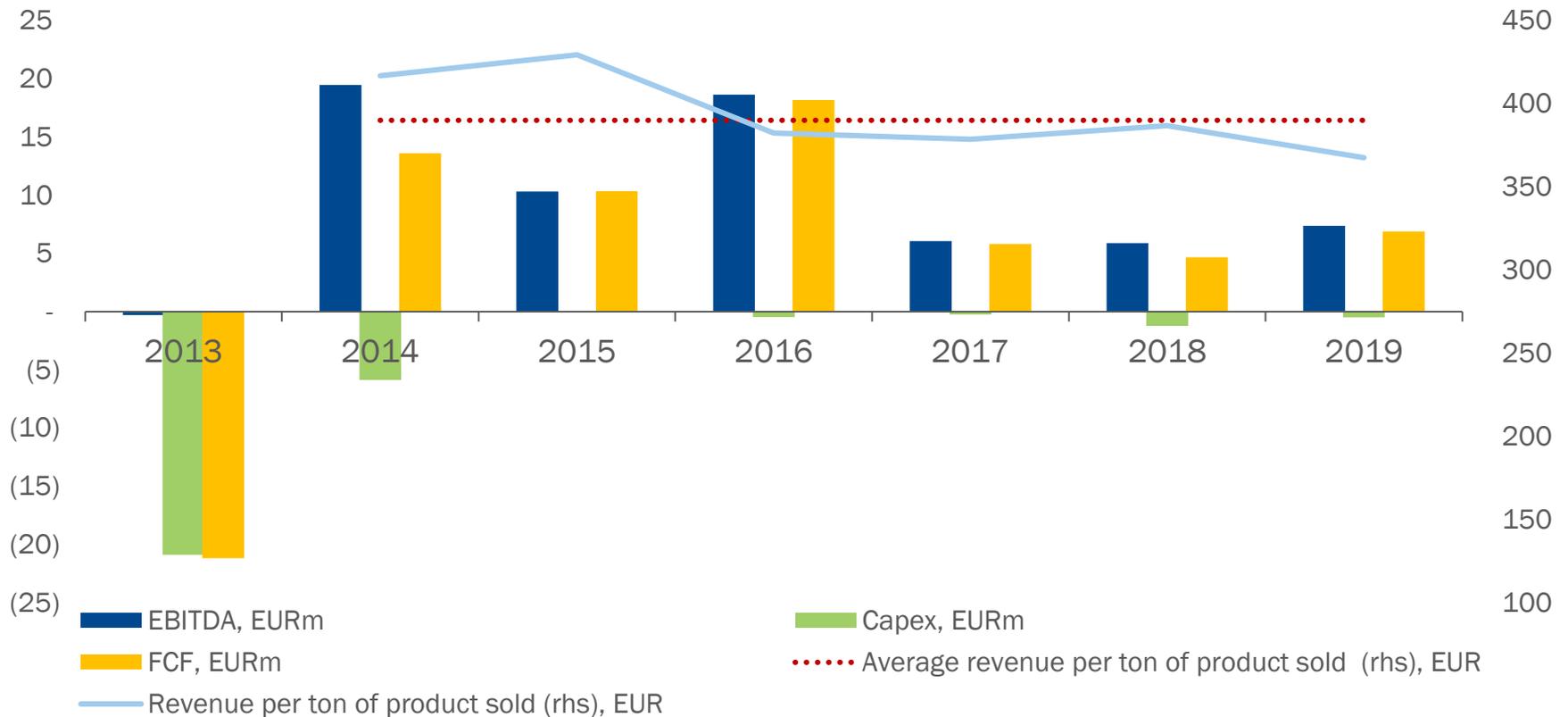


| 2006-2019                               |       | Units |
|---|-------|-------|
| Average revenue per ton of product sold | EUR/t | 487   |
| EBITDA                                  | EURm  | 447   |
| Capex                                   | EURm  | (165) |
| FCF                                     | EURm  | 282   |

# Soybean processing



## FCF of the soybean processing segment for 2013 - 2019

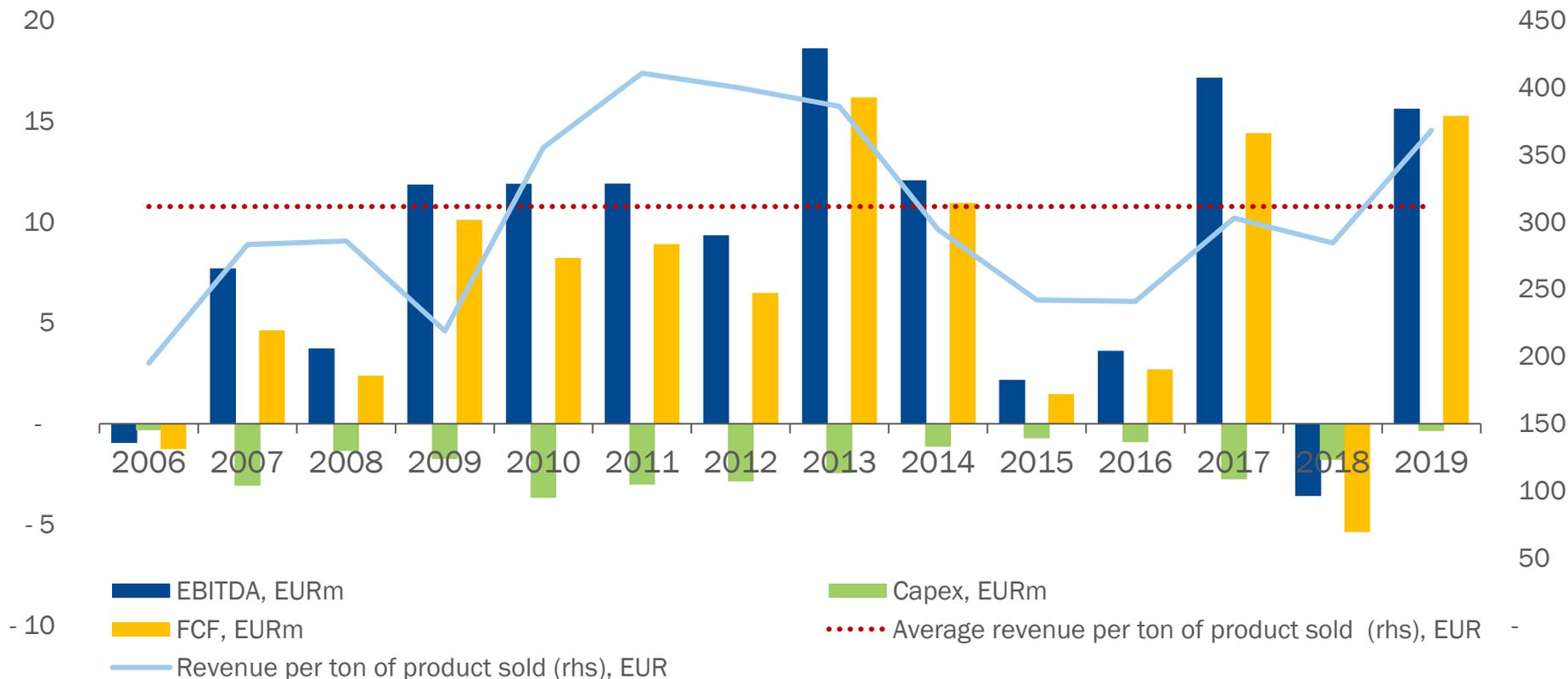


| 2013-2019                               |       | Units |
|---|-------|-------|
| Average revenue per ton of product sold | EUR/t | 390   |
| EBITDA                                  | EURm  | 67    |
| Capex                                   | EURm  | (29)  |
| FCF                                     | EURm  | 38    |

# Cattle farming



## FCF for the cattle farming segment for 2006 - 2019



| 2006-2019                               |       | Units |
|---|-------|-------|
| Average revenue per ton of product sold | EUR/t | 312   |
| EBITDA                                  | EURm  | 121   |
| Capex                                   | EURm  | (26)  |
| FCF                                     | EURm  | 95    |

# Consolidated Balance sheet



| EURm                                | 2006       | 2007       | 2008       | 2009       | 2010       | 2011       | 2012       | 2013       | 2014       | 2015       | 2016       | 2017       | 2018       | 2019       | 1H19       | 1H20       |
|-------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Right-of-use asset (mainly land)    | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 110        | 142        | 127        | 121        |
| Biological assets                   | 4          | 6          | 5          | 13         | 15         | 20         | 44         | 45         | 30         | 19         | 15         | 22         | 17         | 30         | 18         | 26         |
| PP&E and other                      | 33         | 79         | 79         | 111        | 148        | 231        | 244        | 321        | 237        | 232        | 265        | 244        | 277        | 300        | 289        | 254        |
| <b>Non-current assets</b>           | <b>36</b>  | <b>86</b>  | <b>84</b>  | <b>124</b> | <b>163</b> | <b>252</b> | <b>288</b> | <b>366</b> | <b>268</b> | <b>252</b> | <b>280</b> | <b>267</b> | <b>404</b> | <b>472</b> | <b>433</b> | <b>400</b> |
| Inventories:                        | 46         | 52         | 58         | 70         | 120        | 192        | 218        | 246        | 157        | 153        | 223        | 195        | 235        | 194        | 93         | 73         |
| <i>Incl RMI*</i>                    | 36         | 36         | 39         | 52         | 89         | 139        | 170        | 160        | 114        | 109        | 180        | 146        | 182        | 143        | 49         | 39         |
| Biological assets                   | 7          | 15         | 15         | 20         | 39         | 54         | 53         | 29         | 27         | 18         | 14         | 17         | 16         | 16         | 161        | 133        |
| TA receivable and other             | 27         | 19         | 15         | 16         | 29         | 55         | 65         | 45         | 20         | 38         | 46         | 39         | 76         | 64         | 71         | 51         |
| Cash and equivalents                | 3          | 1          | 5          | 2          | 2          | 18         | 12         | 7          | 35         | 31         | 12         | 15         | 13         | 13         | 18         | 2          |
| <b>Current assets</b>               | <b>83</b>  | <b>87</b>  | <b>93</b>  | <b>108</b> | <b>190</b> | <b>319</b> | <b>348</b> | <b>327</b> | <b>239</b> | <b>240</b> | <b>295</b> | <b>267</b> | <b>341</b> | <b>287</b> | <b>343</b> | <b>259</b> |
| <b>Total assets</b>                 | <b>119</b> | <b>173</b> | <b>176</b> | <b>231</b> | <b>353</b> | <b>570</b> | <b>636</b> | <b>693</b> | <b>507</b> | <b>492</b> | <b>575</b> | <b>533</b> | <b>745</b> | <b>759</b> | <b>777</b> | <b>660</b> |
| <b>Equity</b>                       | <b>62</b>  | <b>99</b>  | <b>60</b>  | <b>119</b> | <b>209</b> | <b>307</b> | <b>328</b> | <b>371</b> | <b>220</b> | <b>240</b> | <b>353</b> | <b>348</b> | <b>366</b> | <b>439</b> | <b>419</b> | <b>394</b> |
| Long-term loans                     | 8          | 6          | 12         | 52         | 56         | 108        | 155        | 114        | 106        | 13         | 48         | 45         | 1          | 1          | -          | 1          |
| Lease liability (mainly land)       | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 79         | 103        | 91         | 90         |
| Other                               | 3          | 10         | 7          | 12         | 12         | 21         | 17         | 19         | 17         | 20         | 26         | 14         | 14         | 11         | 14         | 9          |
| <b>Non-current liabilities</b>      | <b>11</b>  | <b>16</b>  | <b>19</b>  | <b>64</b>  | <b>68</b>  | <b>128</b> | <b>171</b> | <b>133</b> | <b>124</b> | <b>33</b>  | <b>74</b>  | <b>59</b>  | <b>93</b>  | <b>115</b> | <b>105</b> | <b>99</b>  |
| Short-term and current loans        | 28         | 46         | 81         | 32         | 57         | 102        | 97         | 157        | 145        | 191        | 110        | 101        | 233        | 149        | 190        | 121        |
| Current lease liability             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 25         | 36         | 30         | 30         |
| Other                               | 18         | 12         | 17         | 16         | 19         | 33         | 40         | 32         | 18         | 27         | 37         | 26         | 28         | 21         | 33         | 15         |
| <b>Current liabilities</b>          | <b>46</b>  | <b>58</b>  | <b>97</b>  | <b>49</b>  | <b>75</b>  | <b>135</b> | <b>137</b> | <b>189</b> | <b>162</b> | <b>218</b> | <b>147</b> | <b>127</b> | <b>286</b> | <b>206</b> | <b>253</b> | <b>167</b> |
| <b>Total equity and liabilities</b> | <b>119</b> | <b>173</b> | <b>176</b> | <b>231</b> | <b>353</b> | <b>570</b> | <b>636</b> | <b>693</b> | <b>507</b> | <b>492</b> | <b>575</b> | <b>533</b> | <b>745</b> | <b>759</b> | <b>777</b> | <b>660</b> |
| Net Debt (incl lease)               | 33         | 50         | 87         | 83         | 110        | 192        | 240        | 264        | 217        | 173        | 146        | 130        | 324        | 276        | 292        | 239        |
| Adj. Net Debt = (ND-RMI)            | (3)        | 14         | 48         | 31         | 21         | 53         | 70         | 104        | 102        | 64         | (34)       | (16)       | 142        | 133        | 243        | 201        |
| EBITDA (LTM)                        | 11         | 31         | 31         | 50         | 101        | 111        | 86         | 65         | 120        | 131        | 152        | 120        | 68         | 78         | 77         | 75         |
| Net Debt/EBITDA                     | 2.9        | 1.6        | 2.8        | 1.6        | 1.1        | 1.7        | 2.8        | 4.1        | 1.8        | 1.3        | 1.0        | 1.1        | 4.8        | 3.5        | 3.8        | 3.2        |
| Adj Net Debt/EBITDA                 | (0.3)      | 0.5        | 1.6        | 0.6        | 0.2        | 0.5        | 0.8        | 1.6        | 0.9        | 0.5        | (0.2)      | (0.1)      | 2.1        | 1.7        | 3.1        | 2.7        |

\*RMI = Finished Goods

# Consolidated statement of profit and loss



| EURm                                   | 2006      | 2007      | 2008        | 2009      | 2010       | 2011       | 2012       | 2013      | 2014        | 2015       | 2016       | 2017       | 2018        | 2019      | 1H19      | 1H20      |
|--|-----------|-----------|-------------|-----------|------------|------------|------------|-----------|-------------|------------|------------|------------|-------------|-----------|-----------|-----------|
| Revenues                               | 68        | 88        | 123         | 128       | 219        | 304        | 353        | 327       | 352         | 314        | 369        | 459        | 372         | 448       | 225       | 172       |
| Cost of sales                          | (55)      | (67)      | (96)        | (83)      | (128)      | (193)      | (286)      | (293)     | (268)       | (219)      | (257)      | (355)      | (324)       | (400)     | (203)     | (141)     |
| Changes in FV of BA/<br>remeasurement  | 1         | 4         | 8           | (2)       | 0          | 11         | 41         | 47        | 47          | 48         | 45         | 45         | 47          | 43        | 48        | 34        |
| <b>Gross profit</b>                    | <b>14</b> | <b>25</b> | <b>35</b>   | <b>43</b> | <b>91</b>  | <b>121</b> | <b>108</b> | <b>81</b> | <b>131</b>  | <b>143</b> | <b>157</b> | <b>149</b> | <b>95</b>   | <b>91</b> | <b>71</b> | <b>65</b> |
| G&A expenses                           | (6)       | (8)       | (12)        | (8)       | (9)        | (11)       | (24)       | (23)      | (23)        | (19)       | (21)       | (24)       | (24)        | (24)      | (11)      | (12)      |
| S&D expenses                           | (3)       | (4)       | (7)         | (6)       | (7)        | (13)       | (20)       | (23)      | (22)        | (20)       | (22)       | (35)       | (41)        | (47)      | (18)      | (15)      |
| Other                                  | 2         | 13        | 6           | 11        | 13         | (3)        | (3)        | (2)       | 5           | 5          | 10         | (8)        | (12)        | (6)       | (2)       | (3)       |
| <b>Profit from operations</b>          | <b>7</b>  | <b>26</b> | <b>21</b>   | <b>41</b> | <b>88</b>  | <b>93</b>  | <b>61</b>  | <b>34</b> | <b>91</b>   | <b>108</b> | <b>124</b> | <b>82</b>  | <b>18</b>   | <b>15</b> | <b>40</b> | <b>36</b> |
| Finance costs and income               | (6)       | (7)       | (41)        | (12)      | (12)       | (18)       | (18)       | (25)      | (159)       | (94)       | (41)       | (9)        | (13)        | (17)      | (9)       | (5)       |
| Interest expense on lease<br>liability | -         | -         | -           | -         | -          | -          | -          | -         | -           | -          | -          | -          | (20)        | (23)      | (12)      | (13)      |
| Other                                  | 4         | 5         | 9           | 1         | 4          | 14         | 3          | 12        | 1           | (0.3)      | 1          | (10)       | (1)         | 25        | 10        | (13)      |
| <b>Profit before tax</b>               | <b>6</b>  | <b>23</b> | <b>(11)</b> | <b>30</b> | <b>80</b>  | <b>90</b>  | <b>45</b>  | <b>21</b> | <b>(67)</b> | <b>14</b>  | <b>85</b>  | <b>63</b>  | <b>(16)</b> | <b>1</b>  | <b>29</b> | <b>6</b>  |
| Income tax (expense) benefit           | 0.3       | 0.1       | 3           | (0.4)     | 0.4        | (2)        | 1          | 1         | (1)         | 2          | (2)        | (1)        | (3)         | 1         | 0.4       | 2         |
| <b>Net profit</b>                      | <b>6</b>  | <b>23</b> | <b>(8)</b>  | <b>29</b> | <b>80</b>  | <b>88</b>  | <b>46</b>  | <b>22</b> | <b>(68)</b> | <b>16</b>  | <b>83</b>  | <b>62</b>  | <b>(18)</b> | <b>2</b>  | <b>29</b> | <b>7</b>  |
| ROE                                    | 9%        | 23%       | (13%)       | 25%       | 38%        | 29%        | 14%        | 6%        | (31%)       | 7%         | 23%        | 18%        | (5%)        | 0.4%      | 7%        | 2%        |
| <b>EBITDA</b>                          | <b>11</b> | <b>31</b> | <b>31</b>   | <b>50</b> | <b>101</b> | <b>111</b> | <b>86</b>  | <b>65</b> | <b>120</b>  | <b>131</b> | <b>152</b> | <b>120</b> | <b>68</b>   | <b>78</b> | <b>69</b> | <b>67</b> |
| <b>EBITDA by segments</b>              |           |           |             |           |            |            |            |           |             |            |            |            |             |           |           |           |
| Sugar                                  | 10        | 6         | 13          | 28        | 65         | 61         | 29         | 14        | 39          | 57         | 59         | 63         | (0.3)       | 2         | 4         | 8         |
| Agriculture                            | 5         | 21        | 24          | 14        | 29         | 47         | 58         | 47        | 59          | 71         | 76         | 39         | 70          | 53        | 57        | 53        |
| Soybean processing                     | -         | -         | -           | -         | -          | -          | -          | -         | 19          | 10         | 19         | 6          | 6           | 7         | 5         | 4         |
| Cattle farming                         | (0)       | 8         | 4           | 12        | 12         | 12         | 9          | 19        | 12          | 2          | 4          | 17         | (4)         | 16        | 3         | 4         |
| <b>EBITDA margin by segments</b>       |           |           |             |           |            |            |            |           |             |            |            |            |             |           |           |           |
| Sugar                                  | 20%       | 11%       | 16%         | 34%       | 41%        | 31%        | 14%        | 7%        | 25%         | 38%        | 34%        | 32%        | (0.2%)      | 2%        | 7%        | 14%       |
| Agriculture                            | 45%       | 98%       | 81%         | 43%       | 71%        | 59%        | 55%        | 55%       | 83%         | 87%        | 90%        | 28%        | 55%         | 26%       | 55%       | 97%       |
| Soybean processing                     | -         | -         | -           | -         | -          | -          | -          | -         | 26%         | 20%        | 25%        | 8%         | 8%          | 9%        | 11%       | 9%        |
| Cattle farming                         | (11%)     | 105%      | 41%         | 132%      | 69%        | 46%        | 29%        | 55%       | 41%         | 9%         | 15%        | 54%        | (12%)       | 45%       | 21%       | 22%       |

# Consolidated Cash Flows

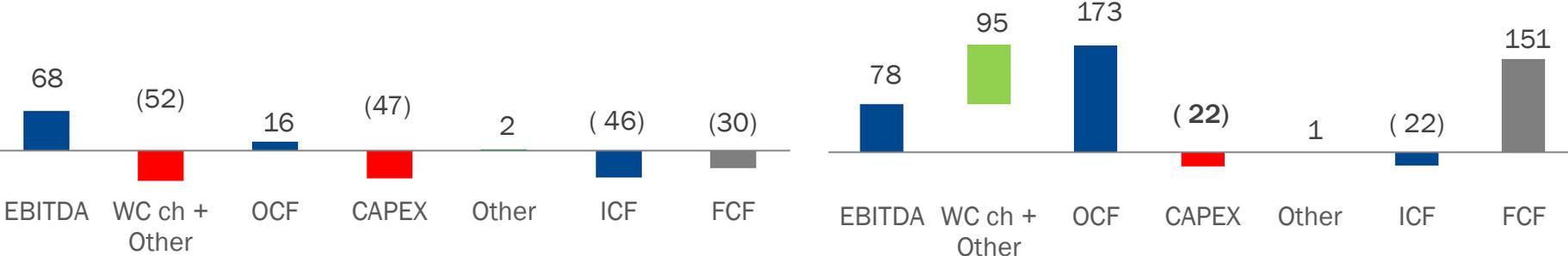


| EURm                                      | 2006        | 2007        | 2008        | 2009        | 2010        | 2011        | 2012        | 2013        | 2014        | 2015        | 2016        | 2017        | 2018        | 2019         | 1H19        | 1H20        |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|-------------|-------------|
| <b>PBIT</b>                               | 6           | 23          | (11)        | 30          | 80          | 90          | 45          | 21          | (67)        | 14          | 85          | 63          | (16)        | 1            | 29          | 6           |
| Depreciation and amortization             | 4           | 5           | 9           | 8           | 13          | 17          | 25          | 27          | 25          | 22          | 29          | 37          | 46          | 63           | 30          | 31          |
| Gain on acquisition of subsidiaries       | (4)         | (5)         | (9)         | (0)         | (4)         | (13)        | (2)         | (12)        | -           | -           | (1)         | (0)         | -           | -            | -           | -           |
| Interest expense                          | 4           | 5           | 7           | 8           | 8           | 15          | 21          | 19          | 21          | 27          | 21          | 9           | 13          | 17           | 9           | 5           |
| Interest expense on lease liability       | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | 20          | 23           | 12          | 13          |
| Forex exchange                            | -           | -           | 35          | 3           | (1)         | 1           | (0)         | 6           | 130         | 63          | 14          | 8           | 2           | (25)         | (10)        | 13          |
| WC changes                                | (26)        | (22)        | (29)        | (16)        | (57)        | (81)        | (29)        | 17          | 24          | 2           | (25)        | (9)         | (9)         | 138          | 78          | 15          |
| Income taxes paid                         | (0)         | (0)         | (0)         | (0)         | (0)         | (0)         | (0)         | (0)         | (1)         | (1)         | (2)         | (4)         | (2)         | (1)          | (1)         | (2)         |
| BA and AP remeasurement and other         | 1           | 1           | 1           | (10)        | (7)         | (9)         | (43)        | (39)        | (39)        | (39)        | (38)        | (36)        | (38)        | (42)         | (49)        | (33)        |
| <b>Operating CF</b>                       | <b>(15)</b> | <b>8</b>    | <b>5</b>    | <b>23</b>   | <b>32</b>   | <b>21</b>   | <b>17</b>   | <b>39</b>   | <b>94</b>   | <b>88</b>   | <b>82</b>   | <b>69</b>   | <b>16</b>   | <b>173</b>   | <b>97</b>   | <b>46</b>   |
| Purchase of PPE and other                 | (11)        | (23)        | (38)        | (10)        | (34)        | (58)        | (51)        | (54)        | (27)        | (10)        | (21)        | (51)        | (47)        | (24)         | (16)        | (10)        |
| Proceeds from sales of PPE                | 1           | 1           | 1           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 1           | 0           | 0           | 1            | 0           | -           |
| Sale (purch) of fin investments           | (1)         | -           | 0           | 0           | (1)         | (1)         | (0)         | 1           | 0           | 0           | -           | -           | -           | -            | -           | -           |
| Other                                     | 0           | (3)         | (6)         | 5           | (5)         | (31)        | 12          | 11          | (23)        | 7           | 8           | (10)        | 2           | 1            | 0.1         | 1           |
| <b>Investing CF</b>                       | <b>(11)</b> | <b>(24)</b> | <b>(43)</b> | <b>(5)</b>  | <b>(40)</b> | <b>(91)</b> | <b>(39)</b> | <b>(43)</b> | <b>(49)</b> | <b>(2)</b>  | <b>(12)</b> | <b>(61)</b> | <b>(46)</b> | <b>(22)</b>  | <b>(16)</b> | <b>(9)</b>  |
| Proceeds from loans                       | 32          | 64          | 102         | 35          | 81          | 194         | 179         | 254         | 165         | 108         | 140         | 163         | 190         | 81           | 47          | 69          |
| Repayment of loan                         | (15)        | (44)        | (52)        | (42)        | (62)        | (107)       | (134)       | (232)       | (180)       | (159)       | (191)       | (157)       | (115)       | (181)        | (95)        | (88)        |
| Finance interest paid*                    | (4)         | (5)         | (7)         | (9)         | (7)         | (12)        | (19)        | (18)        | (18)        | (26)        | (20)        | (9)         | (11)        | (17)         | (9)         | (5)         |
| Land lease repayment                      | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | -           | (34)        | (36)         | (20)        | (21)        |
| Other                                     | 20          | (0)         | 2           | (1)         | (4)         | (3)         | (2)         | (4)         | (4)         | (5)         | (2)         | (3)         | (2)         | (1)          | -           | -           |
| <b>Financing CF</b>                       | <b>33</b>   | <b>14</b>   | <b>46</b>   | <b>(17)</b> | <b>8</b>    | <b>72</b>   | <b>24</b>   | <b>1</b>    | <b>(38)</b> | <b>(81)</b> | <b>(73)</b> | <b>(6)</b>  | <b>28</b>   | <b>(154)</b> | <b>(78)</b> | <b>(45)</b> |
| Change in cash and equivalents            | 7           | (2)         | 7           | 1           | 0           | 2           | 3           | (4)         | 7           | 5           | (3)         | 2           | (2)         | (3)          | 3           | (8)         |
| Cash as at 1st January                    | 1           | 3           | 1           | 1           | 2           | 1           | 5           | 8           | 3           | 13          | 17          | 11          | 14          | 13           | 13          | 12          |
| Currency translation difference           | (4)         | (0)         | (7)         | (0)         | (1)         | 2           | 0           | (2)         | 4           | (1)         | (2)         | 2           | 1           | 2            | 1           | (2)         |
| <b>Cash and cash equivalents as at YE</b> | <b>3</b>    | <b>1</b>    | <b>1</b>    | <b>2</b>    | <b>1</b>    | <b>5</b>    | <b>8</b>    | <b>3</b>    | <b>13</b>   | <b>17</b>   | <b>11</b>   | <b>14</b>   | <b>13</b>   | <b>12</b>    | <b>17</b>   | <b>2</b>    |

\* Prior to 2011 classified as OCF

## 2018

## 2019



# Appendix



## Primary agriculture

- Among Ukraine's Top 5 agriproducers by land bank and production
- Over 230k ha of leased land in eight regions
- **1.0m t of grain and oilseeds output in 2019** (key crops – corn, winter wheat, sunflower, soybeans)
- 1.7m t of sugar beet crop in 2019
- **2019 Revenue – EUR206m**

## Storage & Handling

- 7 grain and oilseeds silos with storage capacity – 550kt
- Self sufficiency for 1.0mt of in-house grain & oilseeds storage
- Partnerships with 100+ farmers

## Transport logistics

- 200 grain rail cars

## Sugar

- 20%-35% share of the local sugar market by consumption
- Sugar plants producing 300-500kt of sugar in 2016-2019
- Bioenergy plant
- **2019 Revenue – EUR117m**
- Partnerships with 100+ farmers

## Soybeans

- 15% of local soybean processing volumes
- Soybean with crushing capacity - 230kt pa
- 159kt of soybean meal and 44kt of soybean oil output in 2019
- **2019 Revenue – EUR83m**
- Partnerships with 300+ farmers

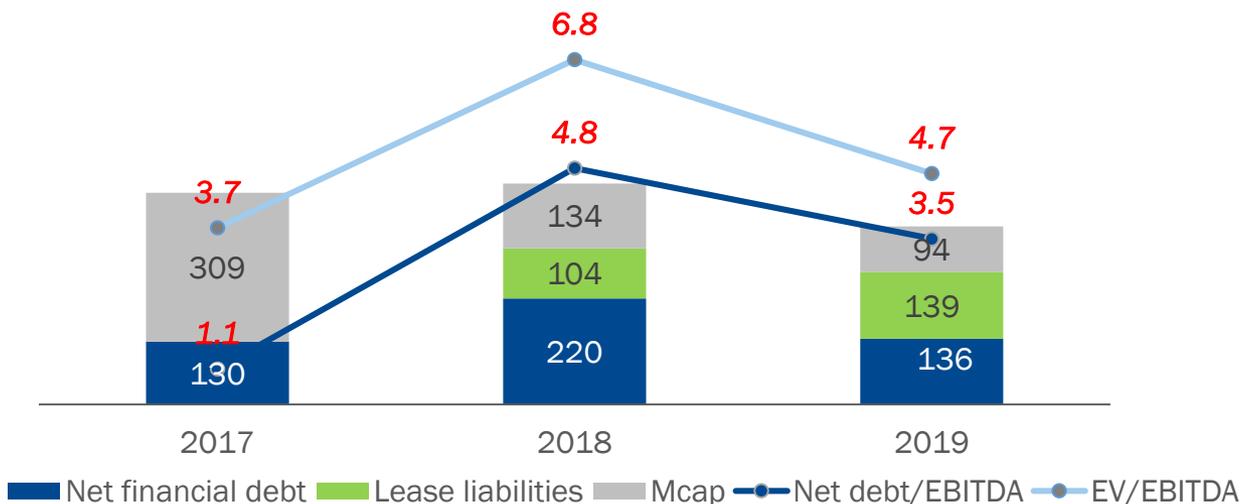
## Cattle farming

- One of the largest industrial milk producers with 24k cows
- 96kt of milk production in 2019
- **2019 Revenue – EUR35m**



# Valuation and capital structure

EV 2017-2019



## Equity Coverage

| Brokers | Price at 30.06                    |
|---------|-----------------------------------|
| IPOPEMA | <b>3.7 USD</b><br><b>(14 PLN)</b> |
| DRAGON  |                                   |
| CITI    |                                   |
| PKO BP  |                                   |
| Mbank   |                                   |

## Top 10 shareholders

| Name            | Share |
|-----------------|-------|
| Viktor Ivanchyk | 39%   |
| Fairfax         | 29%   |
| Kopernik        | 3%    |
| Aviva OFE       | 3%    |
| N-Nederlanden   | 3%    |
| Metlife         | 3%    |
| Heptagon Cap    | 2%    |
| PZU OFE         | 2%    |
| Swedbank        | 1%    |
| Treasury shares | 3%    |

## Board of Directors

| Director        | Position      | Background                      |
|-----------------|---------------|---------------------------------|
| Viktor Ivanchyk | ED, CEO       | Founder and key shareholder     |
| Howard Dahl     | NED, Chairman | Various US board positions      |
| Viktor Gladkyi  | ED, CFO       | Ex-Citi, Swedbank, Ukrexim, NBU |
| Marc Van Campen | ED, CCO       | Various EU board positions      |
| Gilles Mettetal | NED           | Ex-EBRD agrisector head         |
| Huseyin Arslan  | NED           | Various positions at AGT        |

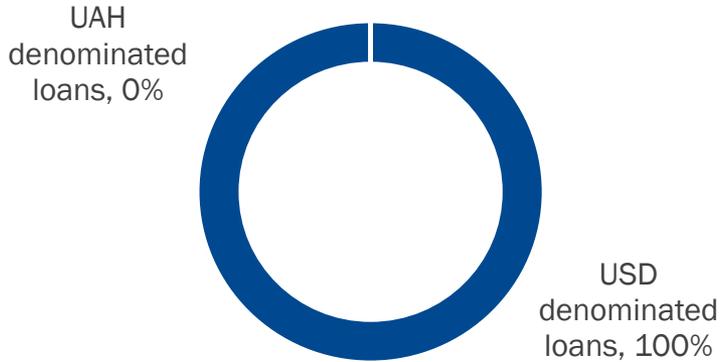
As of 30/06/2020

Source: Bloomberg,, Company's data



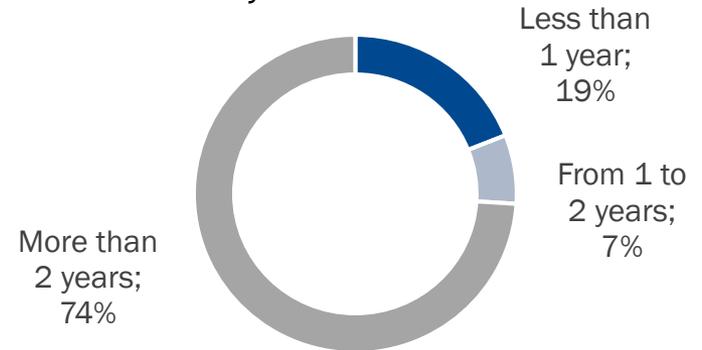
## Debt breakdown by currency

as of 30 June 2020

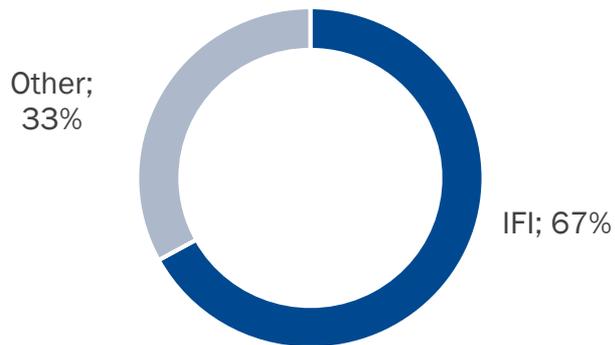


## Debt breakdown by maturity

as of 30 June 2020  
contractual maturity



## Debt breakdown by lenders



### Working Capital Lines



### Investment Loans



### Structured Trade Finance





- AgriChain is a proprietary integrated multi-module IT solution for agribusiness management. The core of AgriChain is a WEB-portal, consisting of eight modules
- AgriChain Land is the farmland management module covering land mapping, lease agreements, leaseholders' and payments database and other essential data concerning farmland relations between the Company and the land owners
- AgriChain Farm is the field operations management system which visualizes and enhances planning, execution and reporting on field operations as well as streamlining communication between all agricultural production subsidiaries
- AgriChain Barn and AgriChain Auto – supporting systems for AgriChain Farm which provide management of storage, purchase and supply processes as well as management of agricultural machinery and repair works
- AgriChain Scout, aims to enhance harvest predictability by integrating crop monitoring, agrochemical field passports, meteorological data and plant vegetation status (NDVI).
- AgriChain Harvest is the system for logistics management
- AgriChain Report - informational systems aimed at analytical support
- AgriChain Kit - AgriChain Kit is automated constructor for business processes

## AGRICHAIN

Launched



AgriChain**Land**



AgriChain**Farm**

Testing



AgriChain**Barn**



AgriChain**Scout**



AgriChain**Kit**



AgriChain**Report**

Developing



AgriChain**Logistics**



AgriChain**Auto**



- Compliance with the regulatory requirements of Ukrainian legislation in industrial safety, labor and environmental protection
- Compliance with international standards in social and environment spheres
- Determination of environmental aspects and risks when planning further activities of the Company
- Reducing pollutant emissions and waste disposal along with increased production through the introduction of new environmentally sound technologies
- Communication with stakeholders: open access to social and environmental-related information
- Training and further education of employees concerning labor, industrial safety and environmental protection



ASTARTA is a member of the Global Compact of United Nations since 2008



2 years of audited annual reports prepared in accordance with GRI standards

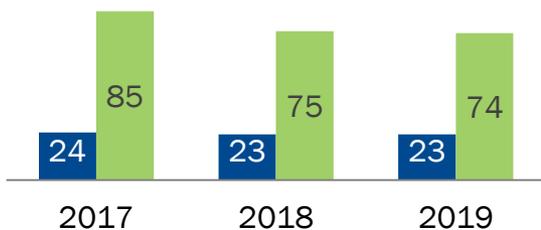
# Key ESG facts



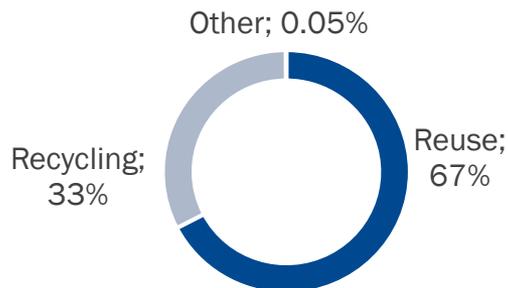
Ecological

## Energy consumption

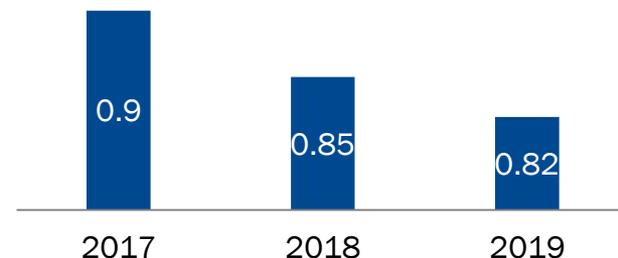
■ Gas, m3/t of s.b   ■ Diesel, kg/ha



## Waste by disposal method

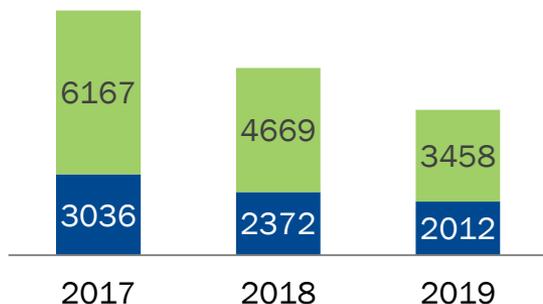


## Water consumption, m3/t of s.b.



Social

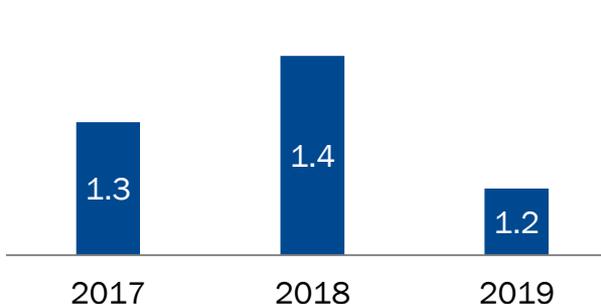
## Employees by gender



## Lost day rate

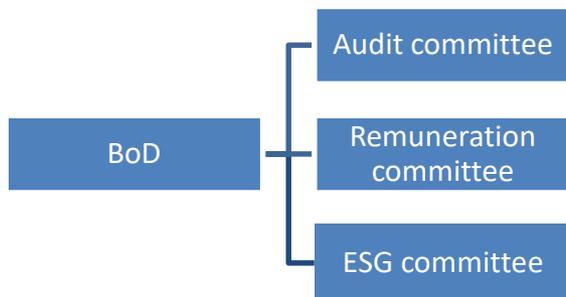


## CSR budget, EURm

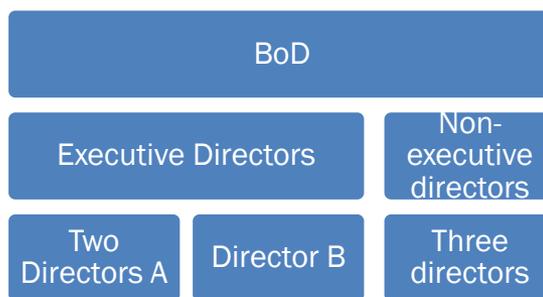


Governance

## Structure of the BoD



## Composition of the BoD



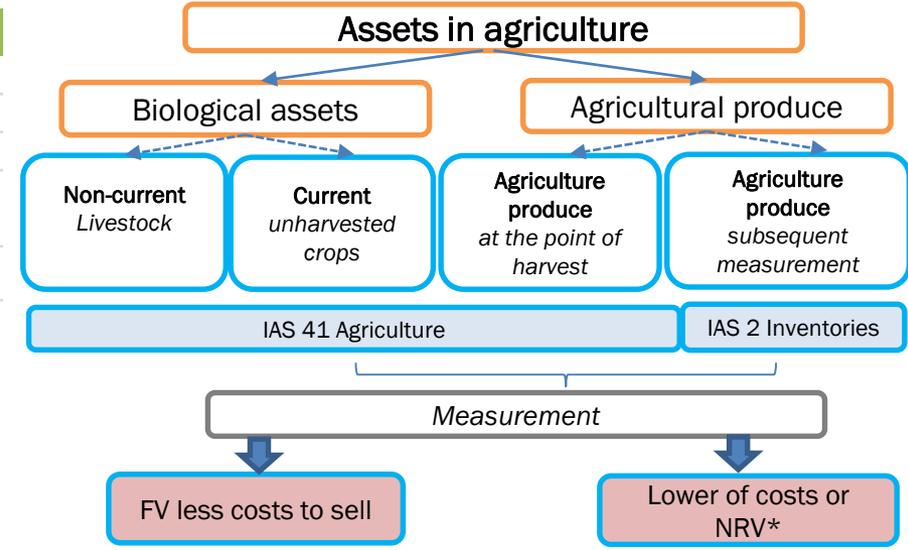
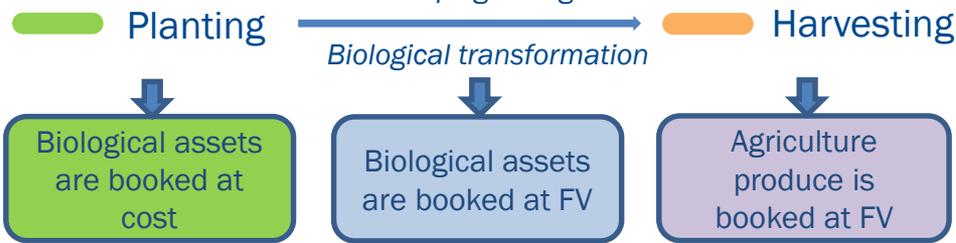
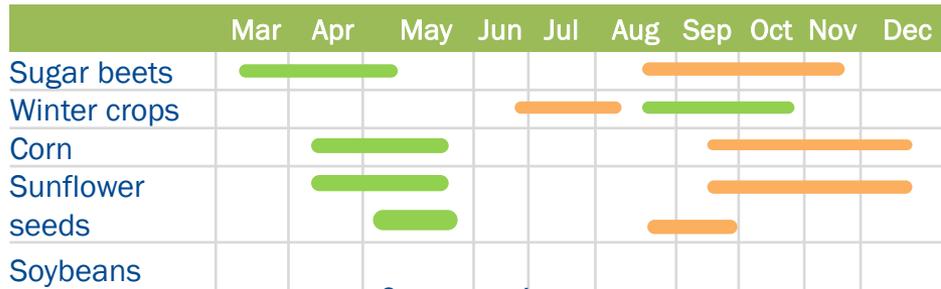
## Key corporate documents

- Remuneration Policy
- Code of Conduct
- Whistleblower Rules
- Insider Trading Rules
- Dividend Policy
- Anticorruption policy
- Social Policy
- Human Rights Policy
- Security Policy
- [ESG Policy – work-in-progress]

# FV of biological assets



## Crops calendar



\*NRV – net realizable value

The FV of crops is estimated by PV of net CF expected to be generated from crops discounted at a current market-determined rate, using the following assumptions:

- forecasted period for harvesting and crops sales
- WACC
- crop yields
- crop prices (projected spot price at the moment of harvesting)
- production costs for crops and costs to sell

The FV of livestock is estimated by PV of net CF expected to be generated from livestock discounted at a current market-determined rate (milk and meat produced) using the following assumptions:

- 6 years productive life
- turnover of cows
- WACC
- milk yield, milk and meat prices (current)
- production cost of milk and costs to sell
- CPI and PPI