

ROS AGRO PLC  
INVESTORS  
PRESENTATION  
2Q AND 6M 2021



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# SECTION 1

## SUMMARY KEY INDICATORS (IFRS)

### 2Q AND 6M 2021 VS 2020



## Comments

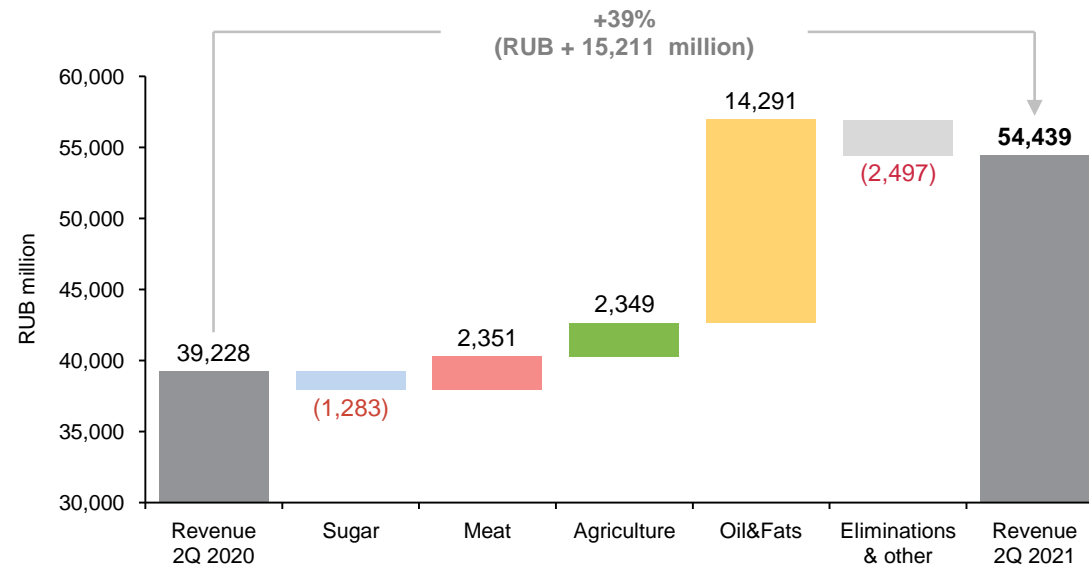
### Net Revenue increased by RUB 15,211 million (+39%):

- Revenue of Sugar segment decreased by RUB 1,283 million (-14%) due to the decrease of sales volume partially compensated by sugar sales price growth;
- Revenue of Meat segment growth by RUB 2,351 million (+32%) is attributed to the higher sales prices of all meat products;
- Agriculture sales increased by RUB 2,349 million (+46%) thanks to higher sales volume and higher sales prices of wheat and soybean, compensated by a drop in sales volume of other crops;
- Oil & Fats sales increased by RUB 14,291 million (+73%)\* due to rise in prices across all key product categories.

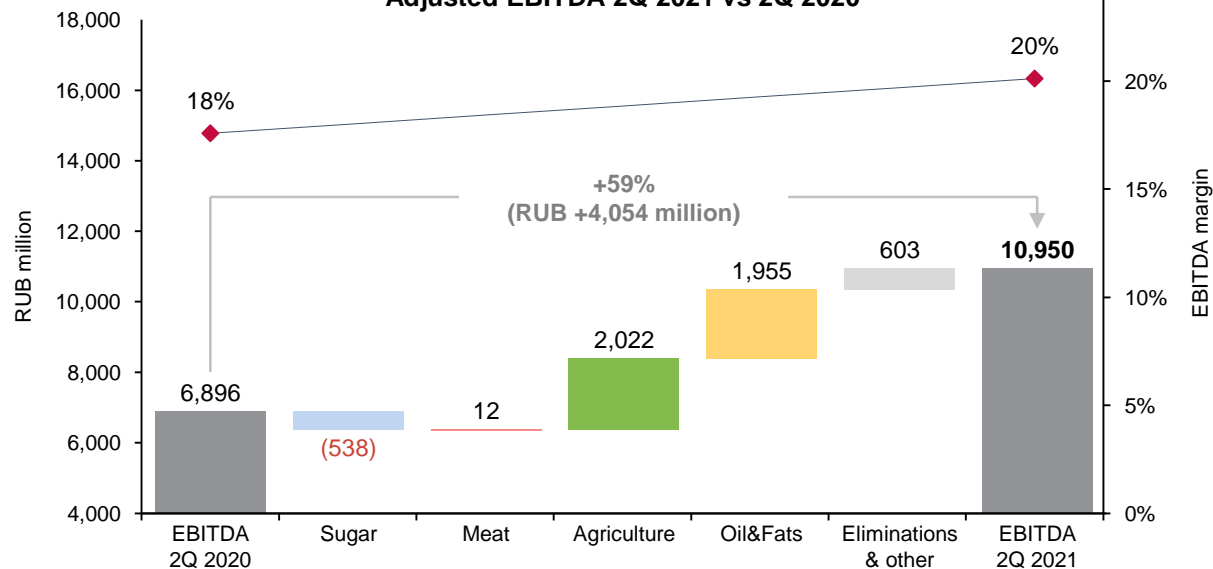
Adjusted EBITDA margin increased from 18% in 2Q 2020 to 20% in 2Q 2021.

Adjusted EBITDA increased by RUB 4,054 million or 59%.

Net revenue (IFRS) 2Q 2021 vs 2Q 2020



Adjusted EBITDA 2Q 2021 vs 2Q 2020



(\* ) In 2Q 2021 results of Dairy Products segment are included in Oil and Fat segment due to consolidation of these two businesses. For comparison purpose sales of the previous years were corrected accordingly.

## Comments

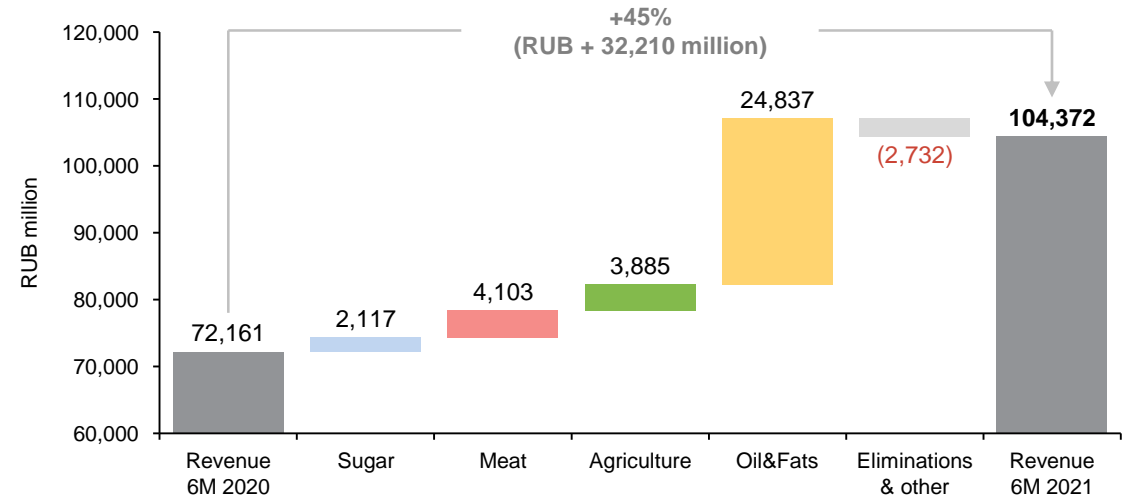
### Net Revenue increased by RUB 32,210 million (+45%):

- Revenue of Sugar segment increased by RUB 2,117 million (+15%) due to increase of sugar sales price partially compensated by sales volume decrease;
- Revenue of Meat segment growth by RUB 4,103 million (+29%) is attributed to the higher sales prices of all meat products;
- Agriculture sales increased by RUB 3,885 million (+49%) thanks to higher sales volume of wheat and higher sales price of wheat, soybean and sunflower, compensated by a drop in sales volume of all crops other than wheat;
- Oil & Fats sales increased by RUB 24,837 million (+68%)\* due to rise in prices across all key product categories.

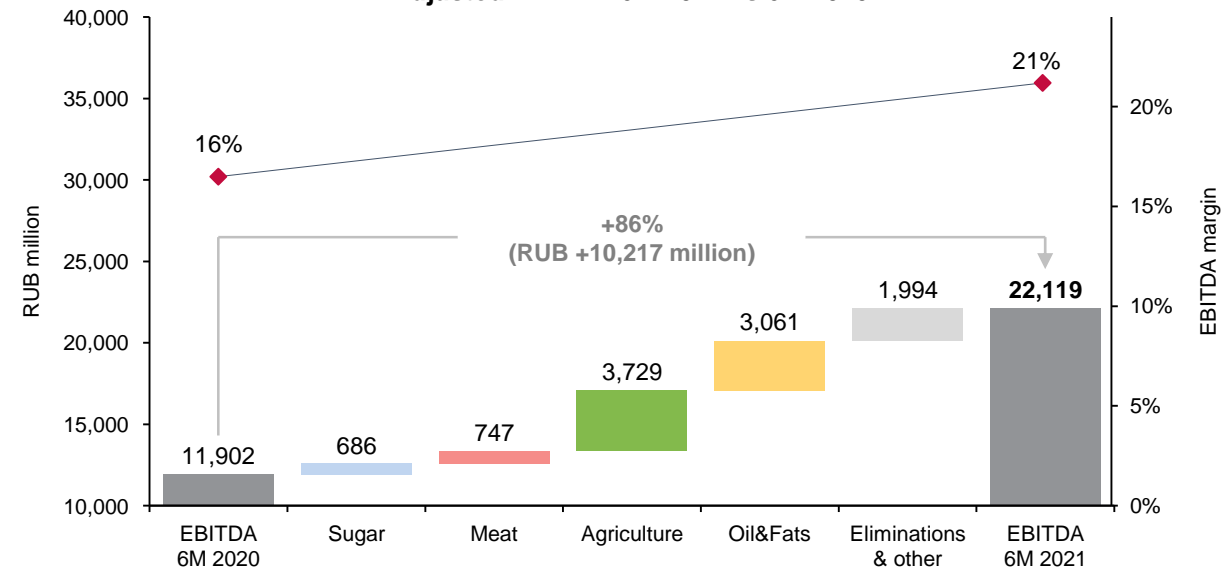
Adjusted EBITDA margin increased from 16% in 6M 2020 to 21% in 6M 2021.

Adjusted EBITDA increased by RUB 10,217 million or 86%.

### Net revenue (IFRS) 6M 2021 vs 6M 2020



### Adjusted EBITDA 6M 2021 vs 6M 2020



(\* ) In 6M 2021 results of Dairy Products segment are included in Oil and Fat segment due to consolidation of these two businesses. For comparison purpose sales of the previous years were corrected accordingly.

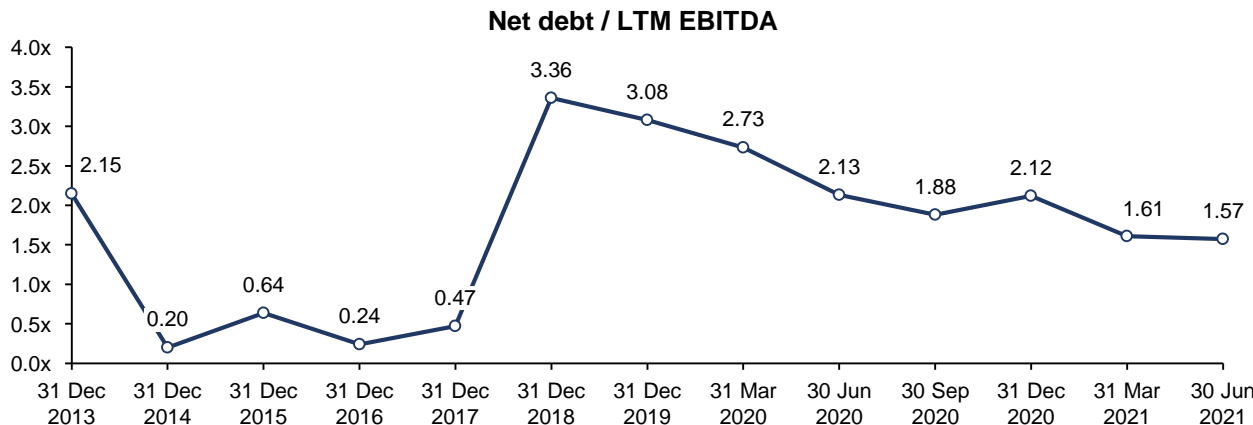
## Comments

### Gross debt increased by RUB 66,626 million (+58%) up to RUB 181,555 million:

- Net debt decreased by RUB 2,056 million (-3%) to RUB 66,844 million as a result of an increase in short-term cash, deposits and bonds
- Major banks and their ratio in the Group's credit portfolio (excl. non-bank loans): Rosselhozbank (39%), Alfa bank (34%), Gazprombank (12%), Vnesheconombank (8%), Sberbank (7%). The shares are calculated taken into account the fair value adjustments made according to IFRS requirements for the purpose of financial statements

### Net finance expenses in 6M20 in the amount of RUB 379 million changed to net finance income in amount of RUB 1,051 million in 6M21 (RUB 1,430 million increase) due to:

- RUB +1,243 million mainly due to negative dynamics in forex losses in 6M20, which were compensated by export foreign currency revenue growth (reflected above EBITDA)



## Debt position and liquidity management

in RR million	30 June 2021	31 December 2020	Variance	
			Units	%
<b>Gross debt</b>	<b>181,555</b>	<b>114,929</b>	<b>66,626</b>	<b>58</b>
<i>Short-term borrowings</i>	116,206	51,753	64,453	125
<i>Long-term borrowings</i>	65,349	63,176	2,173	3
<b>Cash and cash equivalents, bank deposits and bonds</b>	<b>(114,711)</b>	<b>(46,029)</b>	<b>(68,682)</b>	<b>(149)</b>
<i>Short-term cash, deposits and bonds</i>	(80,740)	(12,064)	(68,676)	(569)
<i>Long-term cash, deposits and bonds</i>	(33,971)	(33,965)	(6)	(0)
<b>Net debt</b>	<b>66,844</b>	<b>68,900</b>	<b>(2,056)</b>	<b>(3)</b>
<i>Short-term borrowings, net</i>	35,466	39,689	(4,223)	(11)
<i>Long-term borrowings, net</i>	31,378	29,211	2,167	7
<b>Adjusted EBITDA (LTM)</b>	<b>42,202</b>	<b>31,984</b>	<b>10,218</b>	<b>32</b>
<b>Net debt/ Adjusted EBITDA (LTM)</b>	<b>1.58</b>	<b>2.15</b>	<b>(0.6)</b>	
<b>Adjusted EBITDA (LTM)* without other operating income/expenses</b>	<b>42,496</b>	<b>32,435</b>	<b>10,061</b>	<b>31</b>
<b>Net debt/ Adjusted EBITDA (LTM)* without other operating income/expenses</b>	<b>1.57</b>	<b>2.12</b>	<b>(0.5)</b>	

## Net finance income/ (expense)

in RR million	6M 2021	6M 2020	Variance		2Q 2021	2Q 2020	Variance	
			Units	%			Units	%
<b>Net interest expense</b>	<b>(2,507)</b>	<b>(2,582)</b>	<b>75</b>	<b>3</b>	<b>(1,213)</b>	<b>(1,235)</b>	<b>22</b>	<b>2</b>
<i>Gross interest expense</i>	(3,774)	(3,357)	(417)	(12)	(1,989)	(1,655)	(335)	(20)
<i>Reimbursement of interest expense</i>	1,267	775	492	64	776	420	357	85
<b>Interest income</b>	<b>3,723</b>	<b>3,572</b>	<b>151</b>	<b>4</b>	<b>1,903</b>	<b>1,801</b>	<b>102</b>	<b>6</b>
<b>Net gain / (loss) from bonds held for trading</b>	<b>(1)</b>	<b>(17)</b>	<b>16</b>	<b>92</b>	<b>(1)</b>	<b>(16)</b>	<b>15</b>	<b>93</b>
<b>Other financial income / (expenses), net</b>	<b>(163)</b>	<b>(1,351)</b>	<b>1,188</b>	<b>88</b>	<b>(143)</b>	<b>(211)</b>	<b>68</b>	<b>32</b>
<i>Net foreign exchange gain / (loss)</i>	28	(1,215)	1,243	-	60	(138)	198	-
<b>Other financial income / (expenses), net</b>	<b>(192)</b>	<b>(137)</b>	<b>(55)</b>	<b>(40)</b>	<b>(203)</b>	<b>(73)</b>	<b>(130)</b>	<b>(179)</b>
<b>Total net finance income / (expenses) for business purposes</b>	<b>1,051</b>	<b>(379)</b>	<b>1,430</b>	<b>-</b>	<b>546</b>	<b>339</b>	<b>206</b>	<b>61</b>

## Comments

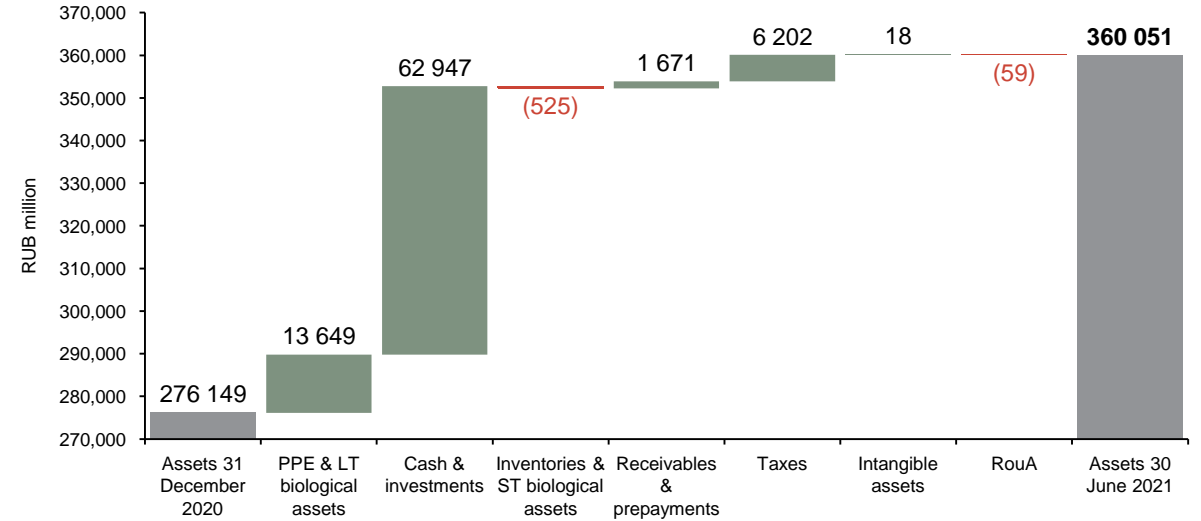
### ASSETS

- Cash & Investments\*\* increased by RUB 62,947 million. For cash flow and investments details please refer to the next slide.
- Receivables & prepayments increased by RUB 1,671 million mainly due to the growth of Trade Receivables balances of Oil & Fats segment caused by sharp rise in Revenue (RUB +2,369 million), while Sugar segment shows a decrease in Trade receivables (RUB -1,405 million) following decrease in Sales in 2Q21
- Taxes\*\*\* increased by RUB 6,092 million mainly as a result of higher VAT receivables by RUB 5,582 million in Oil & Fats segment and higher deferred income tax assets by RUB 674 million
- PPE & LTBA\* increase is mainly caused by purchases of PPE and inventory intended for construction as the result of acquisition of SolPro assets (Atkarskiy oil extraction plant) in Oil & Fats (RUB +11,689 million)
- Inventories & ST biological assets decreased by RUB -525 million. Agricultural produce and Inventory in Sugar segments decreased as the result of crops and sugar sales in 6M21 (RUB -11,264 and -7,428 million correspondingly), Meat inventory decreased by RUB 1,409 million followed by lower wheat and barley stocks. By contrast cost and volume of Oil & Fats products in stock increased which was mitigated by lower sunflower seeds stocks (RUB +514 million). Agriculture segment STBA grew due to cost input into unharvested plants by RUB 12,528 million. Gain from changes in fair value caused increase in STBA in Agriculture and Meat segments by RUB 5,919 million.

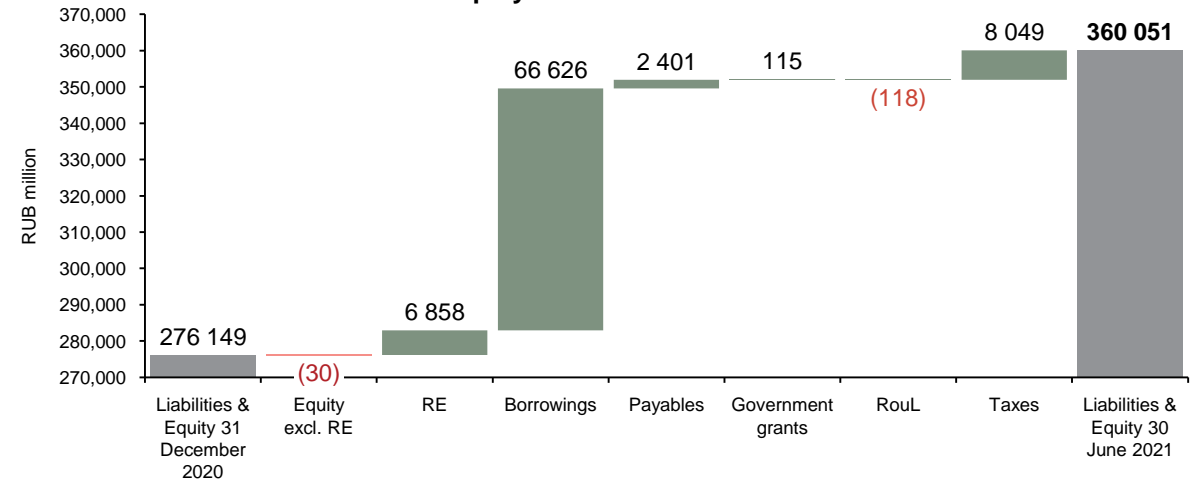
### LIABILITIES & EQUITY

- Borrowings increased by RUB 66,626 million incl. RUB 64,453 million of ST borrowings and RUB 2,173 million of LT borrowings. For details please see Net Debt slide
- Payables are higher by RUB 2,401 million mainly because of higher purchases close to period-end, mostly in Agriculture segment
- Equity (excl. RE) is lower by RUB 30 million as the result of NCI
- Taxes\*\*\* payable increased by RUB 8,049 million mainly as a result of higher VAT payable in Oil&Fats segment by RUB 6,550 million and growth of deferred tax liability by RUB 1,583 million

Assets as of 30 June 2021 vs 31 December 2020



Liabilities & Equity as of 30 June 2021 vs 31 December 2020



(\*) include PPE, Inventories intended for construction, Advances paid for non-current assets and LT biological assets

(\*\*) include Cash and cash equivalents, ST and LT Restricted cash, ST and LT investments, LT receivables, investments in associates

(\*\*\*) include Current income tax, Deferred income tax and Other taxes

## Comments

Main variances in cash flow statement line items between 6M 2021 vs 6M 2020:

### Net cash from operating activities:

- Increase in adjusted EBITDA (RUB +10,217 million), compensated by a decrease in working capital (RUB -7,430 million) mainly as the result of variation in inventories and biological assets (RUB -6,736 million), trade and other receivables and prepayments (RUB -2,291 million) and trade and other payables (RUB +1,595 million);
- Increase of income tax paid of RUB 377 million;

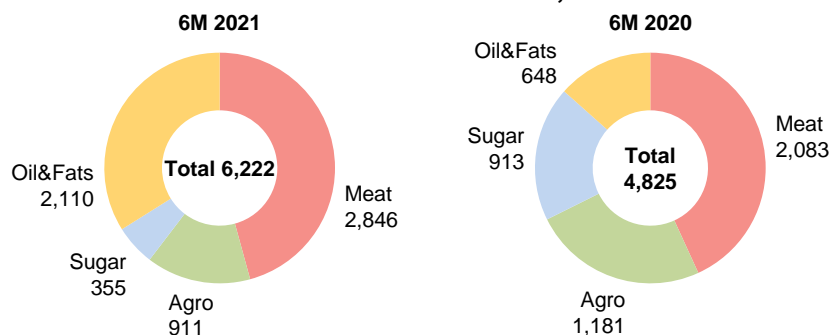
### Net cash from investing activities:

- RUB -11,689 million acquisition of SolPro assets (Atkarskiy oil extraction plant);
- RUB -1,398 million increase in purchases of PPE and inventory intended for construction mainly in Oil & Fats;
- RUB +191 million more dividends received from Agro-Belogorie investment;

### Net cash from financing activities:

- RUB +77,257 million net changes in borrowings due to higher proceeds and lower repayment in 6M21;
- RUB -7,450 million more dividends paid;
- RUB -28,000 million due to bank deposits with maturity over three months placed during 6M21;
- RUB +7,052 million more loans repaid and RUB +627 million more interest received mainly related to SolPro deal;
- RUB +220 million proceeds from short-term bonds held to collect (VTB, Megafon, Magnit, Lenta) during 6M21.

### CAPEX\*\* 6M 2021 vs 6M 2020, RUB million



(\*\*) CAPEX figures include cash outflows for purchases of property, plant and equipment and inventories intended for construction (excl. intersegment purchases).

## Cash Flows according to Management view (Not IFRS presentation)\*\*\*

	6M 2021	6M 2020	RR million	
			Units	%
<b>Cash flows from operating activities</b>				
<b>Profit before income tax</b>	19 356	9 543	9 812	103
<i>Adjustments for non-cash and non-operating (income)/expenses, net</i>	3 386	3 097	289	9
<b>Operating cash flow before working capital changes</b>	<b>22 742</b>	<b>12 641</b>	<b>10 101</b>	<b>80</b>
Change in trade and other receivables and prepayments	(1 908)	382	(2 291)	-
Change in other taxes receivable	(5 552)	984	(6 536)	-
Change in inventories and biological assets	(1 608)	5 128	(6 736)	-
Change in trade and other payables	2 214	619	1 595	258
Change in other taxes payable	6 097	(441)	6 538	-
<b>Cash generated from operations</b>	<b>21 984</b>	<b>19 313</b>	<b>2 671</b>	<b>14</b>
Income tax paid	(636)	(260)	(377)	(145)
<b>Net cash from operating activities</b>	<b>21 348</b>	<b>19 053</b>	<b>2 295</b>	<b>12</b>
<b>Cash flows from investing activities</b>				
Purchases of property, plant and equipment and inventories intended for construction	(6 222)	(4 825)	(1 398)	(29)
Acquisition of SolPro assets****	(11 689)	-	(11 689)	-
Movement in restricted cash	104	-	104	-
Purchases of associates	(57)	(35)	(22)	(0)
Purchases of other intangible assets	(202)	(238)	36	15
Purchases of land lease rights	(26)	-	(26)	-
Dividends received	377	187	191	102
Other investing activities	303	146	157	108
<b>Net cash from investing activities</b>	<b>(17 411)</b>	<b>(4 765)</b>	<b>(12 646)</b>	<b>(265)</b>
<b>Cash flows from financing activities</b>				
Net cash flows on borrowings, incl. interest paid on borrowings and lease	63 269	(13 989)	77 257	-
Net cash flows on financial assets related to financial activities, incl. interest received*	(16 998)	3 324	(20 321)	-
Proceeds from government grants	869	545	325	60
Dividends paid to owners Ros Agro PLC	(10 667)	(3 217)	(7 450)	(232)
(Repayment)/proceeds of lease liabilities-principal	(55)	(70)	15	22
Other financial activities	(46)	-	(46)	-
<b>Net cash from financing activities</b>	<b>36 373</b>	<b>(13 407)</b>	<b>49 780</b>	<b>-</b>
Net effect of exchange rate changes on cash and cash equivalents	(102)	173	(275)	-
<b>Net increase/ (decrease) in cash and cash equivalents</b>	<b>40 208</b>	<b>1 054</b>	<b>39 154</b>	<b>3 716</b>
Cash and cash equivalents at the beginning of the period	11 867	2 171	9 696	447
<b>Cash and cash equivalents at the end of the period</b>	<b>52 075</b>	<b>3 224</b>	<b>48 850</b>	<b>1 515</b>

(\*) For the purpose of conformity with the methodology of the Group's net debt calculation, cash flows on financial assets related to financial activities (bank deposits, bonds, promissory notes, loans given) are reclassified to Cash flows from financing activities in the Group's management accounts.

(\*\*\*) For detail see slide "Statement of cash flow according to Management view" in appendix

(\*\*\*\*) Cash inflow corresponding to loans and interest repaid as the result of SolPro assets acquisition is included in line **Net cash flows on financial assets related to financial activities, incl. interest received\***



# SECTION 2

## BUSINESS OVERVIEW BY DIVISION (IFRS)

### 2Q AND 6M 2021 VS 2020



### Comments

#### Sales (RUB +2,349 million, +66%)

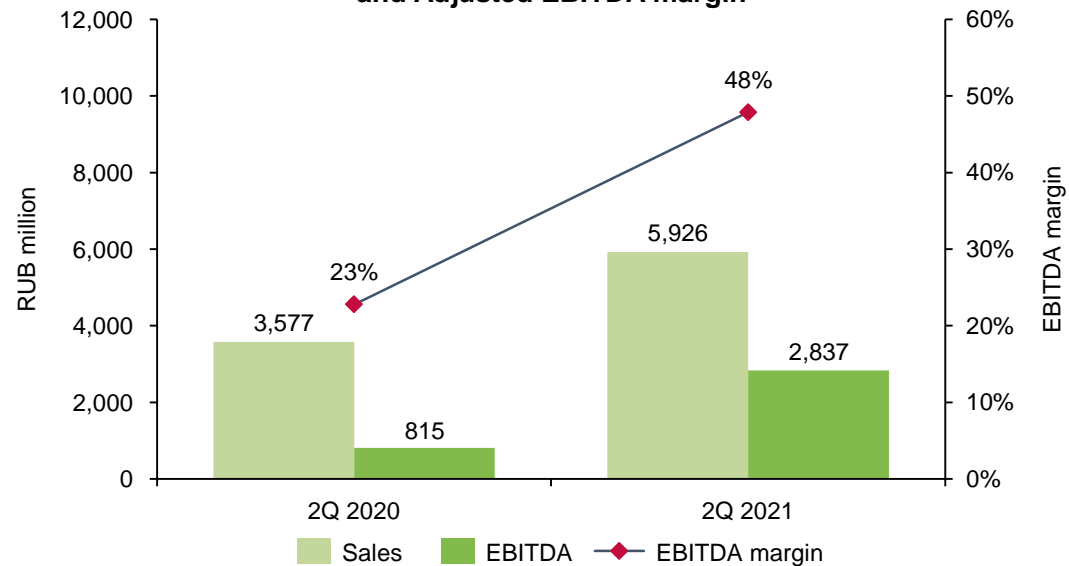
Sales increase impact by main factors:

- RUB +2,214 million of an increase in sales volume of wheat and soybean;
- RUB +1,122 million of an increase in sales price of wheat and soybean;
- RUB -1,082 million of a decrease in sales volume of barley and corn;

#### Adjusted EBITDA (RUB +2,022 million, +248%, margin +25 pp):

- Increase in EBITDA was the result mainly of higher sales prices of crops, while cost of sales remained relatively stable.

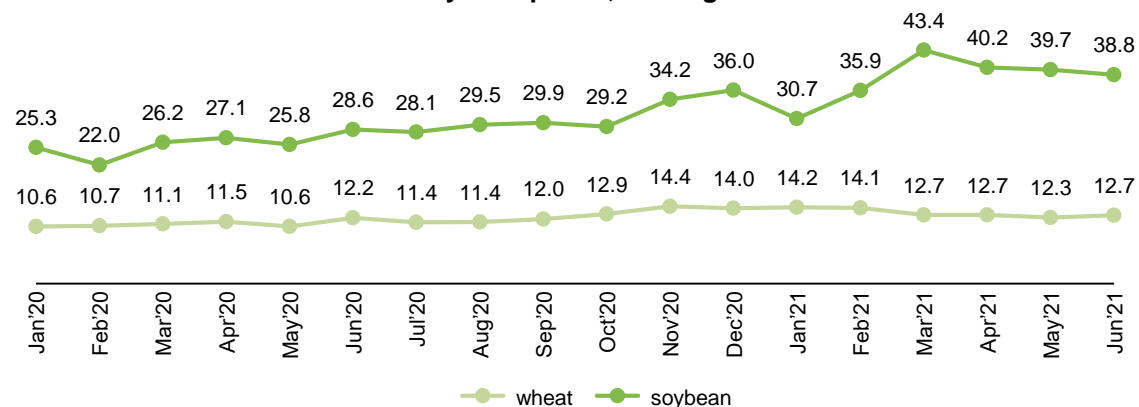
### Agriculture: Sales, Adjusted EBITDA and Adjusted EBITDA margin



### Agriculture: sales volumes and prices

Item	Sales volume, thousand tonnes				Average price RUB/kg, excl. of VAT			
	2Q 2021	2Q 2020	Variances		2Q 2021	2Q 2020	Variances	
			Units	%			Units	%
wheat	218	36	182	505	12.5	11.6	0.9	8
soybean	71	67	4	6	39.8	26.9	12.9	48
corn	8	65	(57)	(88)	14.9	15.0	(0.1)	(1)
barley	4	28	(24)	(84)	11.9	9.5	2.4	26
sunflower	-	1	(1)	(100)	-	22.8	n/a	n/a

### Wheat and soybean prices, RUB/kg excl. of VAT



### Comments

#### Sales (RUB +3,885 million, +49%)

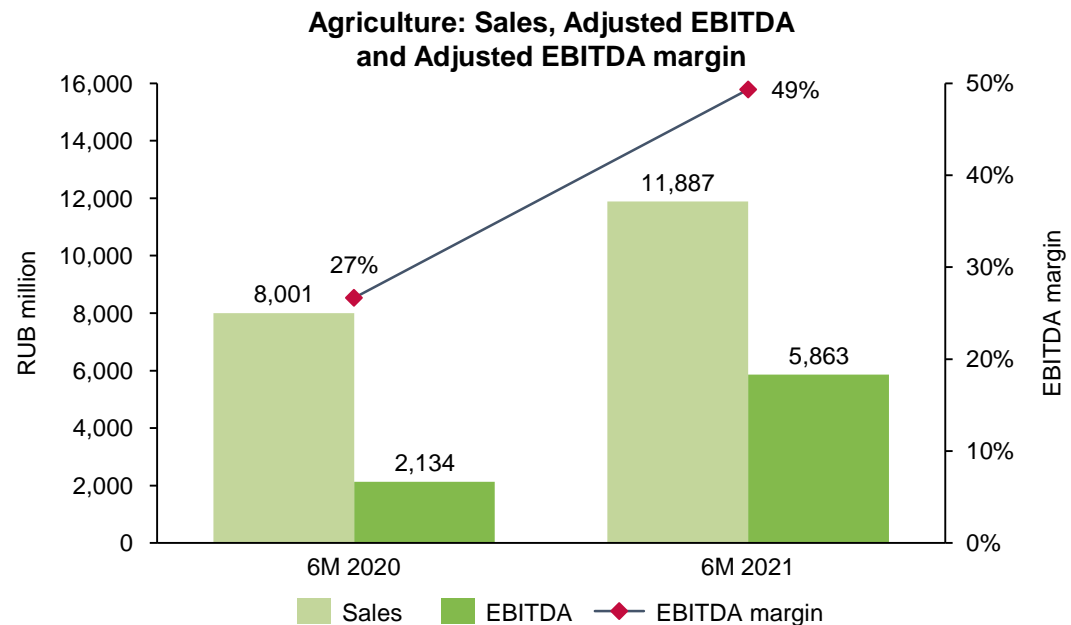
Sales increase impact by main factors:

- RUB +3,116 million of an increase in sales volume of wheat;
- RUB +2,833 million of an increase in sales price of wheat, soybean and sunflower;
- RUB -2,105 million of a decrease in sales volume of barley, sunflower, soybean, corn and sugar beet;

#### Adjusted EBITDA (RUB +3,729 million, +175%, margin +22 pp):

- Increase in EBITDA was the result mainly of higher sales prices of crops, while cost of sales remained relatively stable.

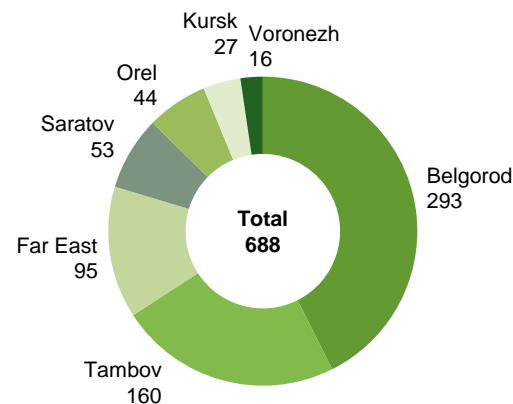
As at 30 June 2021 Rusagro's area of controlled land stands at 688 thousand ha (30 June 2020: 642 thousand ha), including 606 thousand ha of arable land (30 June 2020: 559 thousand ha)



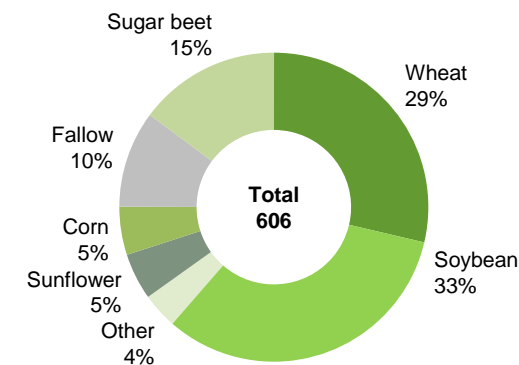
### Agriculture: sales volumes and prices

Item	Sales volume, thousand tonnes				Average price RUB/kg, excl. of VAT			
	6M 2021	6M 2020	Variances		6M 2021	6M 2020	Variances	
			Units	%			Units	%
wheat	360	82	278	341	12.7	11.2	1.5	13
soybean	143	188	(45)	(24)	40.6	25.6	15.0	59
corn	58	73	(15)	(21)	13.2	14.8	(1.6)	(11)
sunflower	8	18	(10)	(55)	39.2	20.1	19.1	95
barley	5	51	(46)	(90)	12.0	9.8	2.2	23

### Total land bank by region as of 30 June 2021, ths ha



### Arable land structure - harvest of 2021, ths ha



### Comments

#### Sales (RUB +14,291 million, +73%)\*:

- Sales increase impact by main factors: RUB +14,412 million of price growth and RUB -279 million of the decrease in sales volumes;
- Sales price of bottled sunflower oil to retail in Russia did not exceed 95 RUB/l incl. of VAT at the plant.

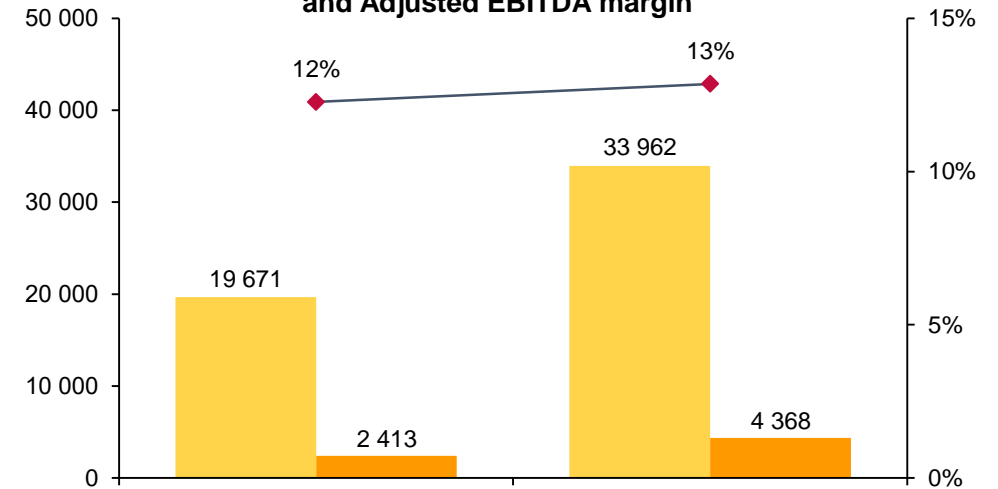
#### Adjusted EBITDA (RUB +1,955 million, +81%, margin +1 pp)\*:

- Adjusted EBITDA growth was mainly due to higher sales prices for all products;
- Cost of sales increased due to higher prices for raw materials, particularly sunflower seeds, bulk and tropical oil.

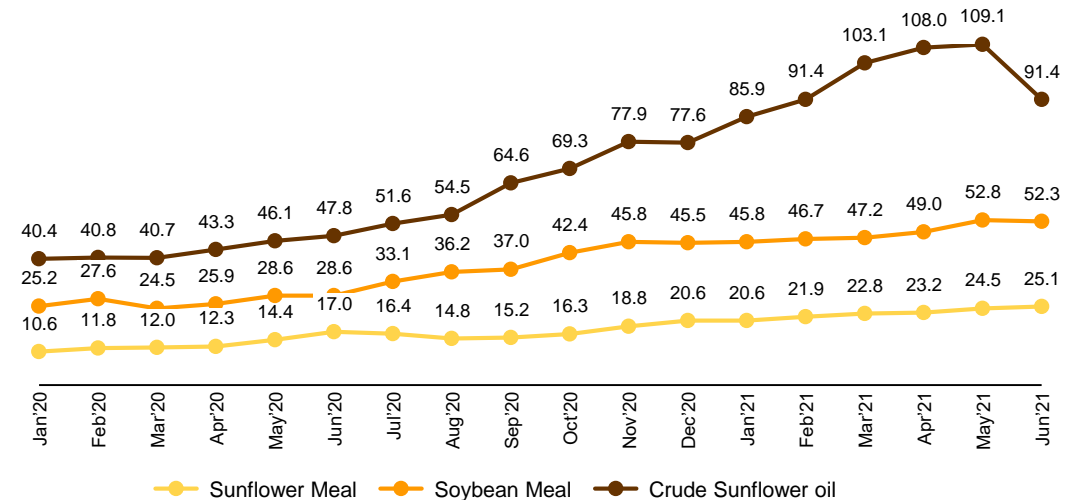
### Oil&Fat: sales volumes and prices

Item	Sales volume, ths tonnes				Average price RUB/kg, excl. of VAT			
	2Q 2021	2Q 2020	Variances		2Q 2021	2Q 2020	Variances	
			Units	%			Units	%
meal	188	155	33	21	25.9	14.5	11.4	79
crude oil	95	127	(31)	(25)	112.4	48.7	63.7	131
industrial fats	74	57	18	31	96.6	57.2	39.4	69
dry whey mixes	4	3	1	16	83.8	73.5	10.3	14
consumer oil&fat products	85	89	(4)	(5)	108.5	72.9	35.6	49
consumer dairy products	3	3	0	14	219.5	210.0	9.5	5

### Oil & Fats: Sales, Adjusted EBITDA and Adjusted EBITDA margin



### Market prices for Meal and Crude Sunflower oil, EXW, RUB/kg excl. of VAT



(\* In 2Q 2021 results of Dairy Products segment are included in Oil and Fat segment due to consolidation of these two businesses. For comparison purpose sales of the previous years were corrected accordingly.

### Comments

#### Sales (RUB +24,837 million, +68%)\*:

- Sales increase impact by main factors: RUB +25,067 million of sales price growth and RUB -436 million of the decrease in sales volumes;
- Sales price of bottled sunflower oil to retail in Russia did not exceed 95 RUB/l incl. of VAT at the plant.

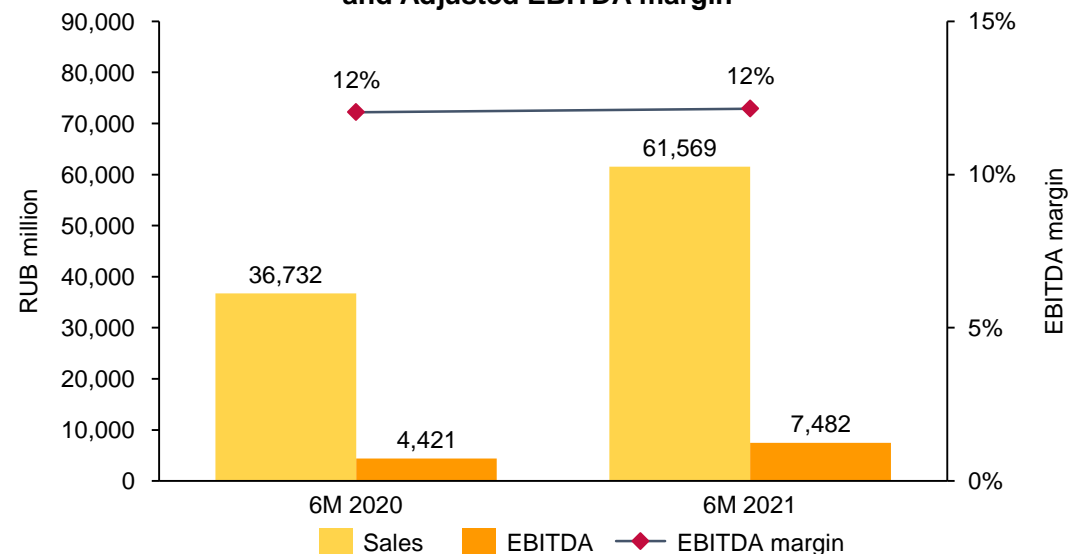
#### Adjusted EBITDA (RUB +3,061 million, +69%, margin +0 pp)\*:

- Adjusted EBITDA growth was mainly due to higher sales prices for all products;
- Cost of sales increased due to higher prices for raw materials, particularly sunflower seeds, bulk and tropical oil.

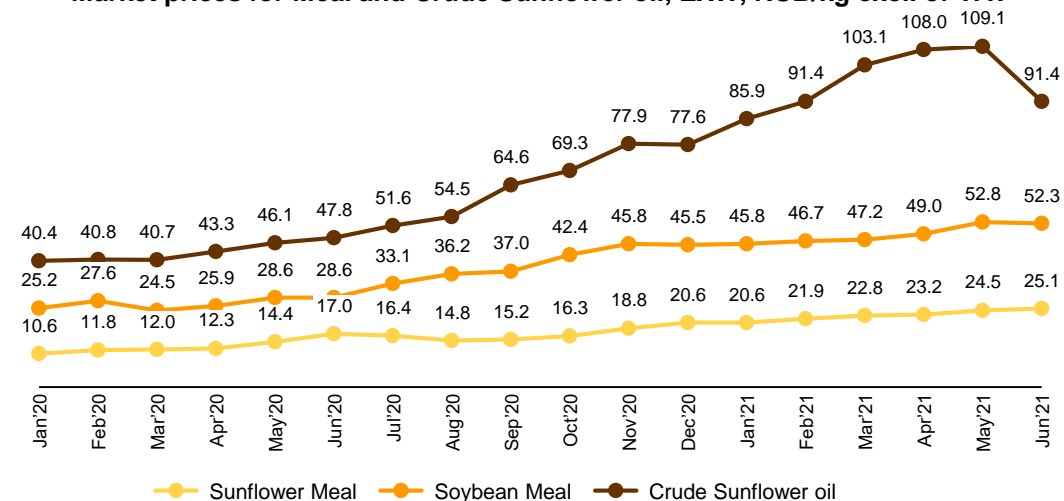
#### Oil&Fat: sales volumes and prices

Item	Sales volume, ths tonnes				Average price RUB/kg, excl. of VAT			
	6M 2021	6M 2020	Variances		6M 2021	6M 2020	Variances	
			Units	%			Units	%
meal	306	317	(11)	(3)	25	13	11.2	83
crude oil	198	227	(29)	(13)	100.7	47.5	53.2	112
industrial fats	158	134	24	18	88.5	54.9	33.6	61
dry whey mixes	7	7	-	-	81.8	74.4	7.4	10
consumer oil&fat products	160	165	(5)	(3)	105.5	70.9	34.6	49
consumer dairy products	7	6	1	16	216.4	205.6	10.8	5

#### Oil & Fats: Sales, Adjusted EBITDA and Adjusted EBITDA margin



#### Market prices for Meal and Crude Sunflower oil, EXW, RUB/kg excl. of VAT



(\* In 6M 2021 results of Dairy Products segment are included in Oil and Fat segment due to consolidation of these two businesses. For comparison purpose sales of the previous years were corrected accordingly.

### Comments

#### Sales (RUB +2,351 million, +32%):

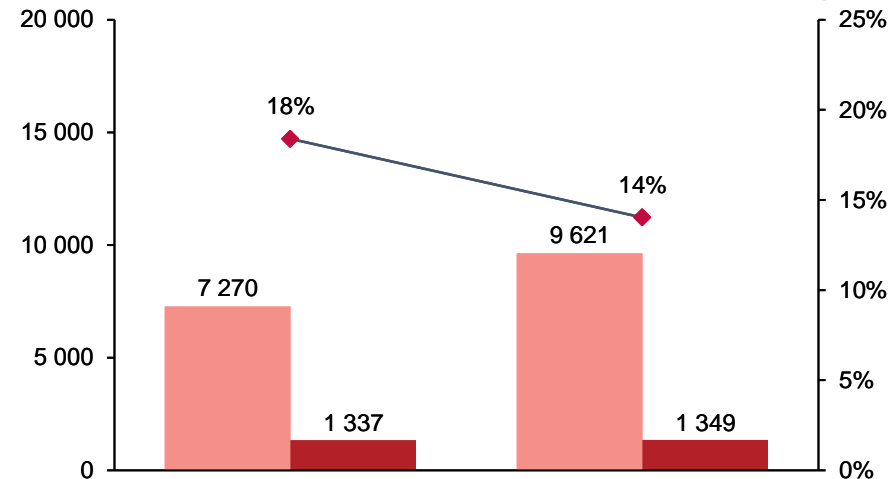
Sales increase impact by main factors:

- RUB +2,174 million of sales price growth as a result of average sales price increase in 2Q21 of all meat product categories by 26%;
- RUB +223 million of sales volumes growth because mainly by culled livestock sales.

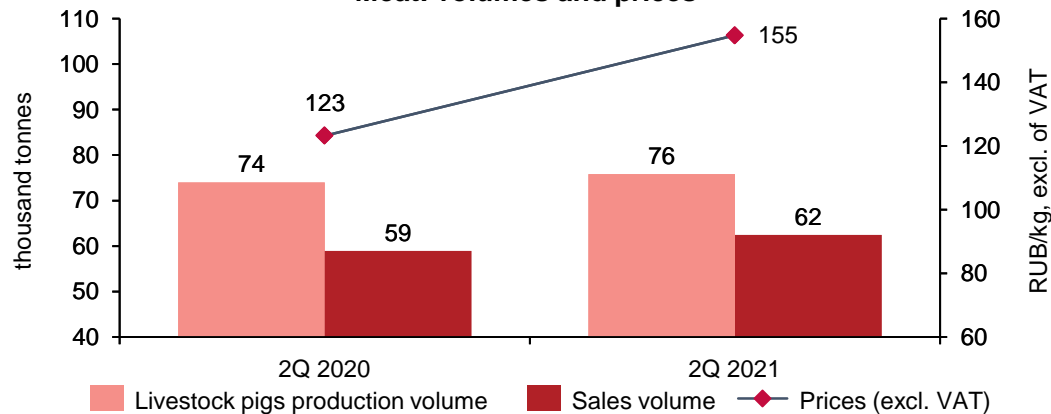
#### Adjusted EBITDA (RUB +12 million, +1%, margin -4 pp):

- RUB +2,174 million of price growth was partially compensated by increased costs of feed and animals health protection (RUB -1,480 million);
- RUB -318 million of expenses relate to the start of operations in Primorie;
- RUB -81 million of marketing and other selling activities expenses;
- Decrease in EBITDA margin is due to increased livestock sales.

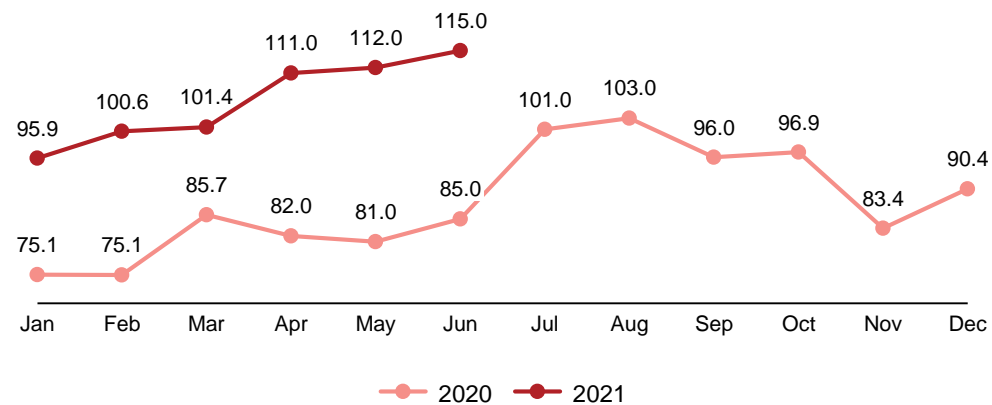
### Meat: Sales, Adjusted EBITDA and Adjusted EBITDA margin



### Meat: volumes and prices



### Market pork prices, RUB/kg in live weight excl. of VAT



### Comments

#### Sales (RUB +4,103 million, +29%):

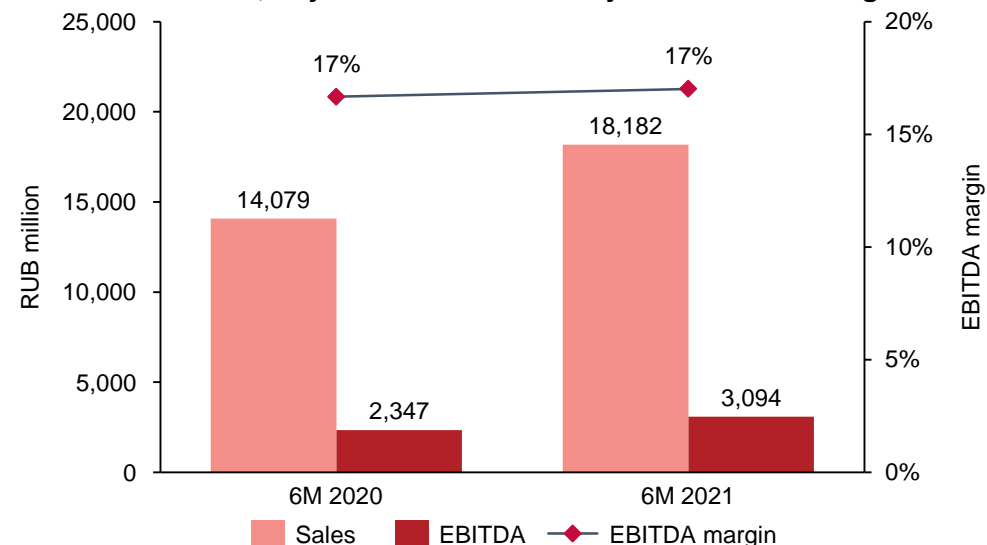
Sales increase impact by main factors:

- RUB +3,619 million of sales price growth as a result to average sales price increase during 6M 2021 of all meat product categories by +24%;
- RUB +443 million of sales volumes growth caused by culled livestock sales and by pigs production increase by 3% due to the achievement of full capacity at new pig farms in Tambov Region.

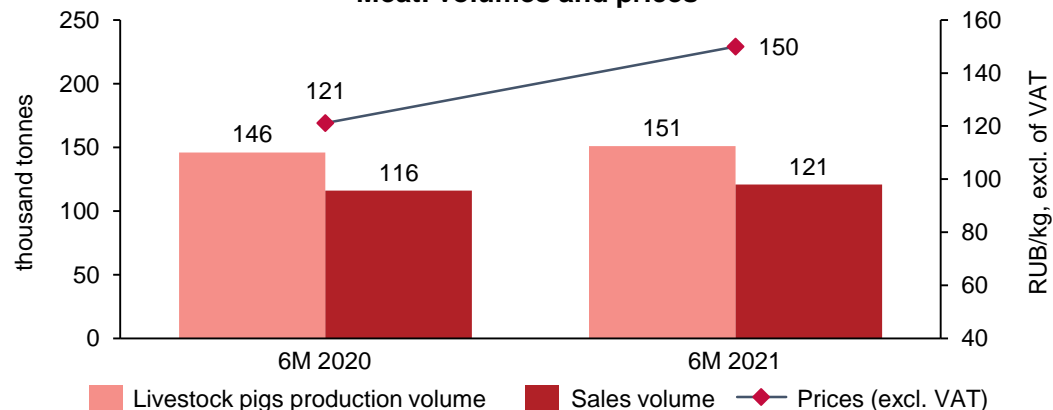
#### Adjusted EBITDA (RUB +747 million, +32%, margin +0 pp):

- RUB +3,619 million of price growth was partially compensated by increased costs of feed and animals health protection (RUB -2,342 million)
- RUB -468 million of expenses relate to the start of operations in Primorie;
- RUB -186 million of payroll costs due to newly hired staff on facilities and management;
- RUB -145 million of marketing activities expenses;
- RUB +255 million partial reimbursement of feed purchase costs;
- RUB +89 million of storage services provided on the grain elevator in Primorie.

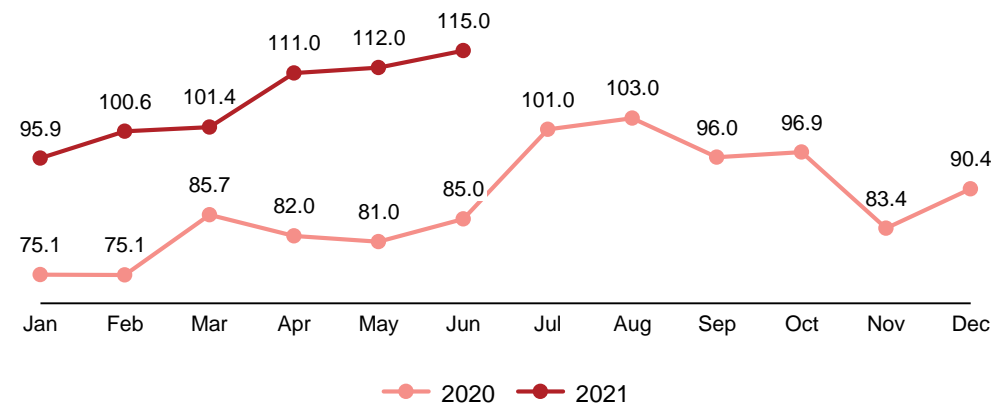
### Meat: Sales, Adjusted EBITDA and Adjusted EBITDA margin



### Meat: volumes and prices



### Market pork prices, RUB/kg in live weight excl. of VAT



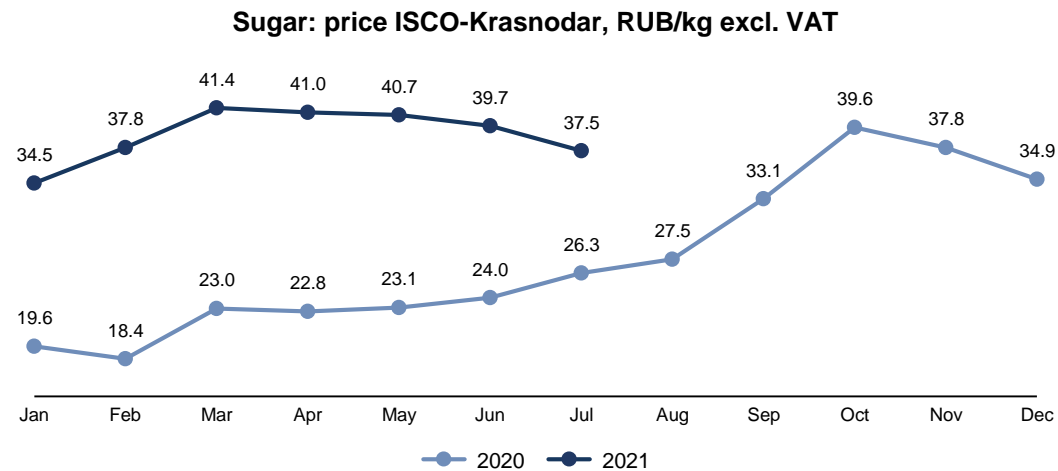
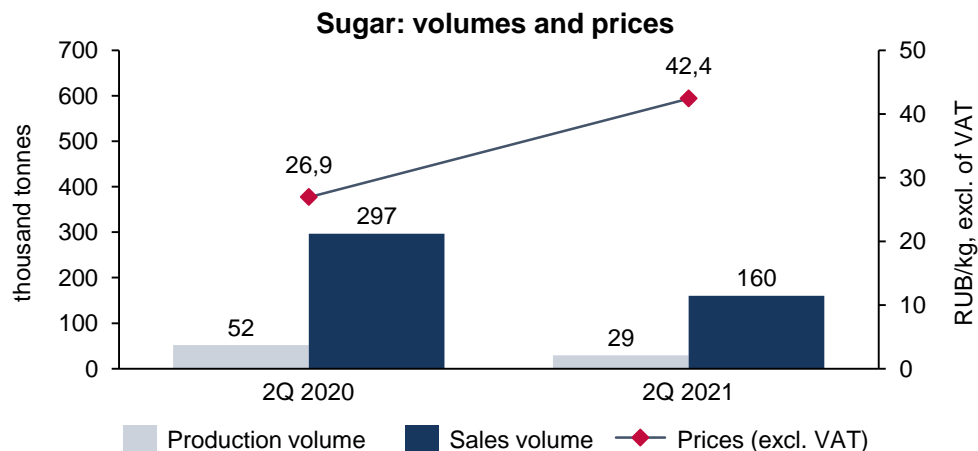
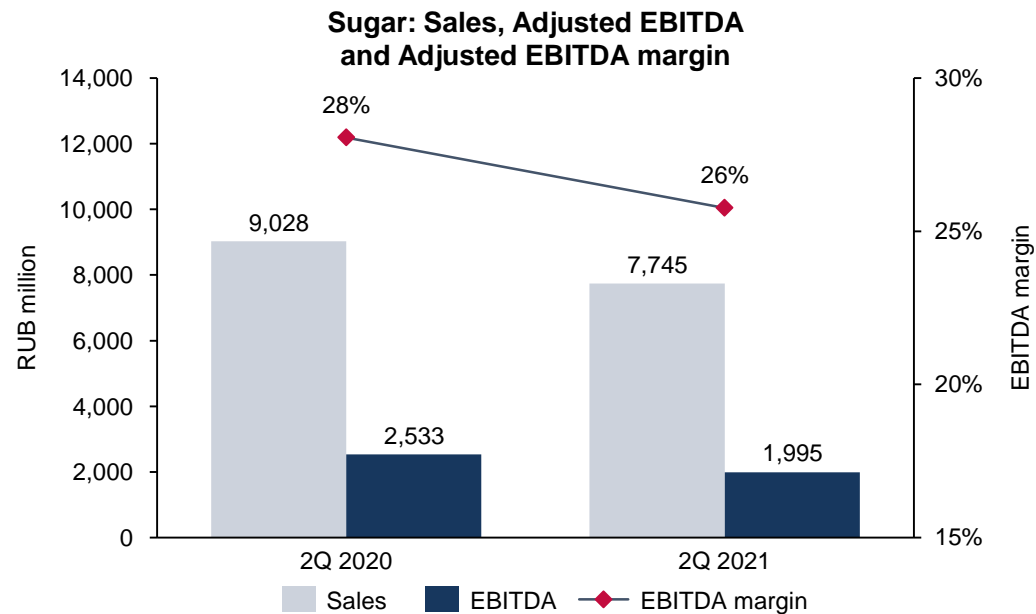
### Comments

#### Sales (RUB -1,283 million, -14%):

- Sugar sales decreased due to sales volume decrease of 46% (RUB -3,681 million) partially compensated by sale price growth of 57% (RUB +2,218 million);
- Average sugar sales price showed positive trend y-o-y, because in 2Q 2020 market sugar prices in Russia reached minimum level for 2014-2021. Meanwhile, Rusagro's sugar sales price to retail chains in Russia did not exceed 36 RUB/kg incl. of VAT for white sugar in 50 kg bags at the plant;
- Sales volumes decreased due to reduction of brought forward sugar balance driven by production volumes decrease (due to lower sugar beet harvest).

#### Adjusted EBITDA (RUB -538 million, -21%, margin -2 pp):

- Contribution of higher sugar beet purchase prices of season 2020/2021 compared to 2019/2020 to the change of adjusted EBITDA margin exceeded the impact of sugar sales prices growth leading to overall segment's quarterly margin decrease.





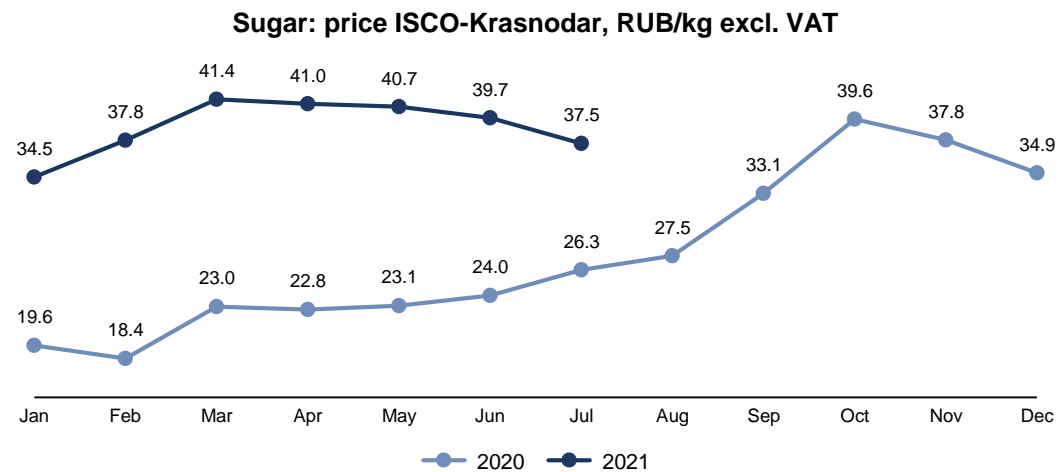
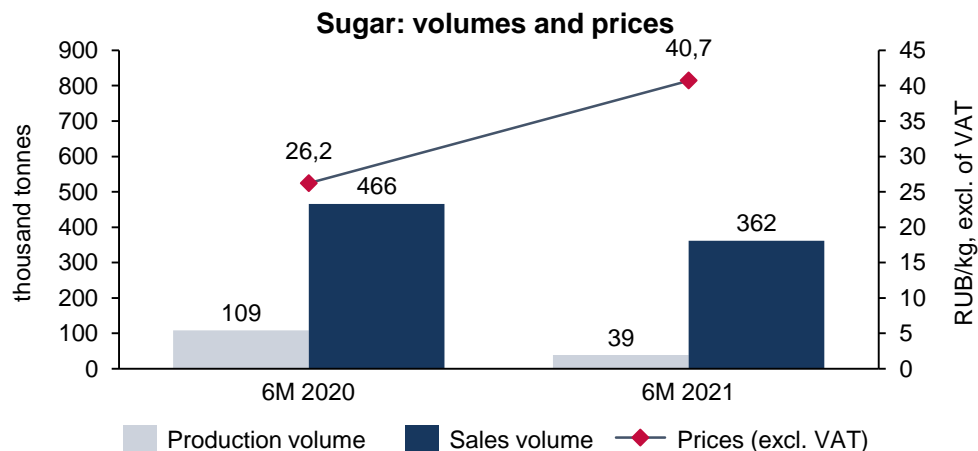
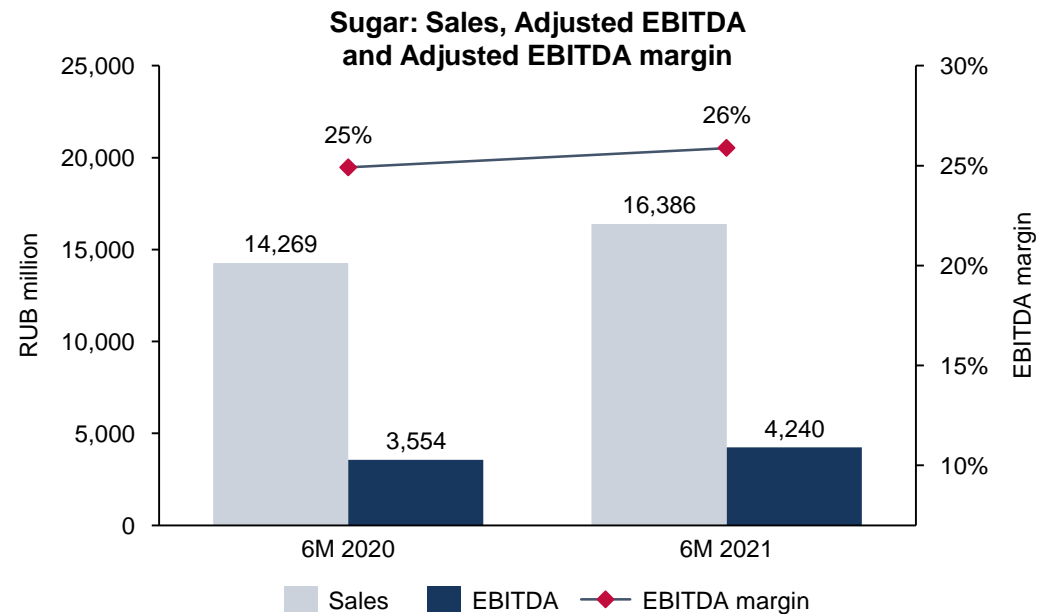
### Comments

#### Sales (RUB +2,117 million, +15%):

- Sugar sales increased due to sale price growth (RUB +5,090 million) partially offset by sales volume decrease of 22% (RUB -2,697 million);
- Average sugar sales price showed positive trend y-o-y, because in 6M 2020 market sugar prices in Russia reached minimum level for 2014-2021. Meanwhile, Rusagro's sugar sales price to retail chains in Russia did not exceed 36 RUB/kg incl. of VAT for white sugar in 50 kg bags at the plant;
- Sales volumes decreased due to reduction of brought forward sugar balance driven by production volumes decrease (due to lower sugar beet harvest);
- Sugar revenue growth was partially offset by the decrease in sales of beet pulp (due to lower sugar beet harvest) by RUB 284 million.

#### Adjusted EBITDA (RUB +686 million, +19%, margin +1 pp):

- Contribution of higher sugar sales prices to the change of adjusted EBITDA margin exceeded the impact of sugar beet purchase prices growth leading to overall segment's margin slight improvement.



# SECTION 3

## ADDITIONAL INFORMATION



RUB million

Description	6M 2021	6M 2020	Variances		2Q 2021	2Q 2020	Variances	
			Units	%			Units	%
<b>Sales</b>	<b>104,372</b>	<b>72,161</b>	<b>32,210</b>	<b>45</b>	<b>54,439</b>	<b>39,228</b>	<b>15,211</b>	<b>39</b>
Net gain / (loss) on revaluation of biological assets and agricultural produce	(435)	4,410	(4,845)	(110)	1,591	4,324	(2,733)	(63)
Cost of sales	(79,558)	(56,326)	(23,232)	(41)	(41,739)	(30,315)	(11,424)	(38)
Net gain / (loss) from trading derivatives	(0)	11	(11)	(100)	-	11	(11)	(100)
<b>Gross profit</b>	<b>24,379</b>	<b>20,256</b>	<b>4,123</b>	<b>20</b>	<b>14,290</b>	<b>13,248</b>	<b>1,042</b>	<b>8</b>
Distribution and selling expenses	(4,318)	(4,588)	270	6	(2,455)	(2,485)	30	1
General and administrative expenses	(4,641)	(3,682)	(959)	(26)	(2,577)	(1,673)	(904)	(54)
Reversal of provision/(provision) for impairment of loans issued	1,852	(3,257)	5,109	157	1,852	-	1,852	-
Other operating income/(expenses), net	1,033	1,244	(211)	(17)	275	680	(405)	(60)
<b>Operating profit / (loss)</b>	<b>18,305</b>	<b>9,973</b>	<b>8,332</b>	<b>84</b>	<b>11,386</b>	<b>9,770</b>	<b>1,616</b>	<b>17</b>
Interest expense	(2,507)	(2,582)	75	3	(1,213)	(1,235)	22	2
Interest income	3,723	3,521	202	6	1,903	1,721	182	11
Net gain / (loss) from bonds held for trading	(1)	(17)	16	92	(1)	(16)	15	93
Other financial income/ (expenses), net	(163)	(1,351)	1,188	88	(143)	(211)	68	32
<b>Profit / (loss) before taxation</b>	<b>19,356</b>	<b>9,543</b>	<b>9,812</b>	<b>103</b>	<b>11,932</b>	<b>10,029</b>	<b>1,903</b>	<b>19</b>
Income tax expense	(1,755)	187	(1,942)	(1,040)	(858)	(637)	(220)	(35)
<b>Profit / (loss) for the period</b>	<b>17,600</b>	<b>9,730</b>	<b>7,870</b>	<b>81</b>	<b>11,074</b>	<b>9,392</b>	<b>1,682</b>	<b>18</b>
<b>Total comprehensive income / (loss) for the period</b>	<b>17,600</b>	<b>9,730</b>	<b>7,870</b>	<b>81</b>	<b>11,074</b>	<b>9,392</b>	<b>1,682</b>	<b>18</b>
<b>Profit / (loss) is attributable to:</b>								
Owners of ROS AGRO PLC	17,630	9,765	7,865	81	11,083	9,400	1,683	18
Non-controlling interest	(30)	(35)	5	15	(9)	(8)	(1)	(13)
<b>Profit / (loss) for the period</b>	<b>17,600</b>	<b>9,730</b>	<b>7,870</b>	<b>81</b>	<b>11,074</b>	<b>9,392</b>	<b>1,682</b>	<b>18</b>
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# Adjusted EBITDA 6M 2021 (IFRS) Breakdown by division ROS AGRO PLC

	RUB million						
Six months ended 30 June 2021	Sugar	Meat	Agriculture	Oil and Fat	Other	Elimination	Total
Sales	16,386	18,182	11,887	61,569	396	(4,047)	104,372
Net gain / (loss) on revaluation of biological assets and agricultural produce	-	1,267	248	-	-	(1,951)	(435)
Cost of sales	(11,985)	(15,479)	(5,540)	(51,864)	(288)	5,598	(79,558)
<i>incl. depreciation</i>	(1,441)	(2,112)	(998)	(709)	(5)	(9)	(5,274)
Net gain / (loss) from trading derivatives	-	-	-	-	-	-	-
<b>Gross profit / (loss)</b>	<b>4,400</b>	<b>3,970</b>	<b>6,595</b>	<b>9,705</b>	<b>108</b>	<b>(400)</b>	<b>24,379</b>
expenses	(1,723)	(2,421)	(1,595)	(3,183)	(867)	830	(8,959)
General and administrative expenses	(759)	(1,670)	(634)	(1,014)	(830)	266	(4,641)
Distribution and selling expenses	(965)	(751)	(960)	(2,169)	(37)	563	(4,318)
<i>incl. depreciation</i>	(35)	(317)	(111)	(132)	(63)	9	(650)
Dep in General and administrative expenses	(30)	(314)	(96)	(80)	(63)	-	(583)
Dep in Distribution and selling expenses	(5)	(3)	(15)	(53)	-	9	(67)
Other operating income/ (expenses), net	49	720	87	136	15,548	(15,508)	1,033
incl. reimbursement of operating costs (government grants)	84	256	133	103	-	-	576
incl. Other adjustments to EBITDA (non-recurring items)	(38)	337	86	18	15,509	(15,220)	692
Provision for impairment of loans issued	-	-	-	-	1,852	-	1,852
<b>Operating profit / (loss)</b>	<b>2,726</b>	<b>2,269</b>	<b>5,087</b>	<b>6,658</b>	<b>16,642</b>	<b>(15,078)</b>	<b>18,305</b>
<b>Adjustments:</b>							
Depreciation included in Operating Profit	1,476	2,429	1,110	842	68	-	5,924
Other adjustments to EBITDA (non-recurring items)	38	(337)	(86)	(18)	(15,509)	15,220	(692)
Net gain / (loss) on revaluation of biological assets and agricultural produce	-	(1,267)	(248)	-	-	1,951	435
Provision for impairment of loans issued	-	-	-	-	(1,852)	-	(1,852)
<b>Adjusted EBITDA</b>	<b>4,240</b>	<b>3,094</b>	<b>5,863</b>	<b>7,482</b>	<b>(653)</b>	<b>2,092</b>	<b>22,119</b>

# Adjusted EBITDA 6M 2020 (IFRS) Breakdown by division ROS AGRO PLC

	RUB million						
Six months ended 30 June 2020	Sugar	Meat	Agriculture	Oil and Fat	Other	Elimination	Total
Sales	14,269	14,079	8,001	36,732	289	(1,208)	72,161
Net gain/ (loss) on revaluation of biological assets and agricultural produce	-	594	3,512	-	-	305	4,410
Cost of sales	(10,398)	(12,225)	(5,152)	(29,292)	(246)	986	(56,326)
<i>incl. depreciation</i>	(1,317)	(1,671)	(823)	(235)	(5)	(9)	(4,060)
Net gain/ (loss) from trading derivatives	11	-	-	-	-	-	11
<b>Gross profit</b>	<b>3,882</b>	<b>2,449</b>	<b>6,360</b>	<b>7,440</b>	<b>43</b>	<b>82</b>	<b>20,256</b>
expenses	(1,777)	(1,339)	(1,597)	(3,269)	(729)	441	(8,270)
General and administrative expenses	(686)	(781)	(619)	(1,062)	(707)	173	(3,682)
Distribution and selling expenses	(1,090)	(559)	(978)	(2,207)	(22)	268	(4,588)
<i>incl. depreciation</i>	(38)	(110)	(134)	(79)	(87)	9	(439)
Dep in General and administrative expenses	(37)	(106)	(107)	(55)	(87)	-	(391)
Dep in Distribution and selling expenses	(1)	(4)	(27)	(25)	-	9	(48)
Other operating income/ (expenses), net	548	254	(80)	(171)	5,479	(4,786)	1,244
incl. reimbursement of operating costs (government grants)	72	(0)	61	87	-	-	219
incl. Other adjustments to EBITDA (non-recurring items)	453	204	(5)	(107)	5,500	(4,628)	1,417
Provision for impairment of loans issued	-	-	-	-	(3,257)	-	(3,257)
<b>Operating profit / (loss)</b>	<b>2,653</b>	<b>1,364</b>	<b>4,683</b>	<b>4,000</b>	<b>1,536</b>	<b>(4,263)</b>	<b>9,973</b>
<b>Adjustments:</b>	-	-	-	-	-	-	-
Depreciation included in operating profit	1,354	1,781	958	314	92	-	4,499
Other adjustments to EBITDA (non-recurring items)	(453)	(204)	5	107	(5,500)	4,628	(1,417)
Net gain / (loss) on revaluation of biological assets and agricultural produce	-	(594)	(3,512)	-	-	(305)	(4,410)
Provision for impairment of loans issued	-	-	-	-	3,257	-	3,257
<b>Adjusted EBITDA</b>	<b>3,554</b>	<b>2,347</b>	<b>2,134</b>	<b>4,421</b>	<b>(615)</b>	<b>61</b>	<b>11,902</b>

	RUB million			
	6M 2021	6M 2020	Variance	
			Units	%
<b>Cash flows from operating activities</b>				
<b>Profit before income tax</b>	19 356	9 543	9 812	103
<i>Adjustments for non-cash and non-operating (income)/expenses, net:</i>				
Depreciation and amortization	5 924	4 499	1 425	32
Interest expense	3 774	3 357	417	12
Government grants	(2 167)	(1 307)	(861)	(66)
Interest income	(3 723)	(3 521)	(202)	(6)
Loss/ (gain) on disposal of property, plant and equipment	(17)	(46)	29	63
Net (gain) / loss on revaluation of biological assets and agricultural produce	435	(4 410)	4 845	-
Change in provision for impairment of loans issued	(1 852)	3 257	(5 109)	-
Lease financial expense	122	130	(8)	(6)
Realised deferred day-one gain	(395)	(687)	292	43
Change in provision for net realisable value of inventory	1 000	366	634	173
Change in provision for impairment of receivables and prepayments	73	(4)	77	-
Foreign exchange (gain) / loss, net	(96)	1 361	(1 458)	-
Settlement of loans and accounts receivable previously written-off	-	(0)	0	-
Lost / (reversal of) harvest write-off	210	180	31	17
Net (gain) / loss from bonds held for trading	1	17	(16)	(92)
Change in provision for impairment of advances paid for property, plant and equipment	(34)	113	(148)	-
Change in other provisions	571	63	508	804
Dividend income	(377)	(187)	(191)	(102)
Other non-cash and non-operating expenses, net	(62)	(84)	22	26
<b>Operating cash flow before working capital changes</b>	<b>22 742</b>	<b>12 641</b>	<b>10 101</b>	<b>80</b>
Change in trade and other receivables and prepayments	(1 908)	382	(2 291)	-
Change in other taxes receivable	(5 552)	984	(6 536)	-
Change in inventories and biological assets	(1 608)	5 128	(6 736)	-
Change in trade and other payables	2 214	619	1 595	258
Change in other taxes payable	6 097	(441)	6 538	-
<b>Cash generated from operations</b>	<b>21 984</b>	<b>19 313</b>	<b>2 671</b>	<b>14</b>
Income tax paid	(636)	(260)	(377)	(145)
<b>Net cash from operating activities</b>	<b>21 348</b>	<b>19 053</b>	<b>2 295</b>	<b>12</b>

	6M 2021	6M 2020	RUB million	
			Variance	
			Units	%
<b>Cash flows from investing activities</b>				
Purchases of property, plant and equipment	(5 994)	(4 016)	(1 978)	(49)
Acquisition of SolPro assets	(11 689)	-	(11 689)	-
Purchases of other intangible assets	(202)	(238)	36	15
Purchases of land lease rights	(26)	-	(26)	-
Proceeds from sales of property, plant and equipment	175	80	96	120
Purchases of inventories intended for construction	(228)	(809)	580	72
Purchases of associates	(57)	(35)	(22)	(62)
Movement in restricted cash	104	-	104	-
Dividends received	377	187	191	102
Other investing activities	128	66	61	92
<b>Net cash from investing activities</b>	<b>(17 411)</b>	<b>(4 765)</b>	<b>(12 646)</b>	<b>(265)</b>
<b>Cash flows from financing activities</b>				
Proceeds from borrowings	75 518	31 110	44 408	143
Repayment of borrowings	(10 206)	(42 937)	32 731	76
Interest and other finance cost paid	(2 043)	(2 162)	119	6
Dividends paid to owners Ros Agro PLC	(10 667)	(3 217)	(7 450)	(232)
Change in cash on bank deposits*	(28 000)	-	(28 000)	-
Proceeds from sales of bonds with maturity over three months*	220	-	220	-
Purchases of loan issued*	(281)	(2)	(280)	(15 196)
Loans repaid*	7 808	697	7 111	1 021
Interest received*	3 256	2 629	627	24
Proceeds from government grants	869	545	325	60
(Repayment)/proceeds of lease liabilities-principal	(55)	(70)	15	22
Other financial activities	(46)	-	(46)	-
<b>Net cash from financing activities</b>	<b>36 373</b>	<b>(13 407)</b>	<b>49 780</b>	<b>-</b>
Net effect of exchange rate changes on cash and cash equivalents	(102)	173	(275)	-
<b>Net increase/ (decrease) in cash and cash equivalents</b>	<b>40 208</b>	<b>1 054</b>	<b>39 154</b>	<b>3 716</b>
Cash and cash equivalents at the beginning of the period	11 867	2 171	9 696	447
<b>Cash and cash equivalents at the end of the period</b>	<b>52 075</b>	<b>3 224</b>	<b>48 850</b>	<b>1 515</b>

(\* ) Including in net cash flows on financial assets related to financial activities.

RUB million

	30 June 2021	31 December 2020	Variances	
			Units	%
<b>ASSETS</b>	<b>360,051</b>	<b>276,149</b>	<b>83,902</b>	<b>30</b>
<b>Current assets</b>				
Cash and cash equivalents	52,075	11,867	40,208	339
Restricted cash	37	144	(107)	(75)
Short-term investments	42,301	19,584	22,717	116
Trade and other receivables	11,256	9,512	1,744	18
Prepayments	2,868	2,941	(73)	(2)
Current income tax receivable	512	646	(134)	(21)
Other taxes receivable	11,059	5,507	5,552	101
Inventories and short-term biological assets	68,477	69,001	(525)	(1)
<b>Total current assets</b>	<b>188,584</b>	<b>119,202</b>	<b>69,382</b>	<b>58</b>
<b>Non-current assets</b>				
Property, plant and equipment	100,195	87,519	12,676	14
Inventories intended for construction	2,413	3,353	(940)	(28)
Right-of-use assets	6,875	6,935	(59)	(1)
Goodwill	2,365	2,365	-	-
Advances paid for property, plant and equipment	8,043	6,905	1,138	16
Long-term biological assets	3,303	2,528	775	31
Long-term investments and receivables	42,528	42,692	(165)	(0)
Investments in associates	314	258	57	22
Deferred income tax assets	4,351	3,566	784	22
Other intangible assets	637	620	18	3
Other non-current assets	443	206	237	115
<b>Total non-current assets</b>	<b>171,467</b>	<b>156,947</b>	<b>14,520</b>	<b>9</b>
<b>Total assets</b>	<b>360,051</b>	<b>276,149</b>	<b>83,902</b>	<b>30</b>



RUB million

	30 June 2021	31 December 2020	Variances	
			Units	%
<b>Liabilities and EQUITY</b>	<b>360,051</b>	<b>276,149</b>	<b>83,902</b>	<b>30</b>
<b>Current liabilities</b>				
Short-term borrowings	116,206	51,753	64,453	125
Lease liabilities	926	944	(18)	(2)
Trade and other payables	17,846	16,016	1,830	11
Provisions for other liabilities and charges	751	180	571	318
Current income tax payable	255	70	185	266
Other taxes payable	10,377	4,096	6,281	153
<b>Total current liabilities</b>	<b>146,361</b>	<b>73,059</b>	<b>73,302</b>	<b>100</b>
<b>Non-current liabilities</b>				
Long-term borrowings	65,349	63,176	2,173	3
Government grants	8,652	8,537	115	1
Lease liabilities	4,755	4,856	(100)	(2)
Deferred income tax liability	2,071	487	1,583	325
<b>Total non-current liabilities</b>	<b>80,827</b>	<b>77,055</b>	<b>3,772</b>	<b>5</b>
<b>Total liabilities</b>	<b>227,188</b>	<b>150,114</b>	<b>77,074</b>	<b>51</b>
<b>Equity</b>				
Share capital	12	12	-	-
Treasury shares	(491)	(491)	-	-
Additional paid-in capital	26,964	26,964	(0)	(0)
Other reserves	1,363	1,363	0	0
Retained earnings	105,043	98,185	6,858	7
<b>AGRO PLC</b>	<b>132,893</b>	<b>126,034</b>	<b>6,858</b>	<b>5</b>
Non-controlling interest	(30)	0	(30)	(70,860)
<b>Total equity</b>	<b>132,863</b>	<b>126,034</b>	<b>6,829</b>	<b>5</b>
<b>Total liabilities and equity</b>	<b>360,051</b>	<b>276,149</b>	<b>83,902</b>	<b>30</b>