

## **ROS AGRO PLC financial results for 1Q 2024**

**13 May 2024** – Today ROS AGRO PLC (the Company), the holding company of Rusagro Group (Rusagro), a leading Russian diversified food producer with vertically integrated operations, has announced the financial results for the three months ended 31 March 2024.

### **1Q 2024 HIGHLIGHTS:**

- Sales amounted to RUB 68,309 million (US\$ 753 million<sup>1</sup>), an increase of RUB 20,913 million (+44%) compared to 1Q 2023;
- Adjusted EBITDA<sup>2</sup> amounted to RUB 7,303 million (US\$ 80 million), an increase of RUB 163 million (+2%) compared to 1Q 2023;
- Adjusted EBITDA margin decreased to 11% in 1Q 2024 from 15% in 1Q 2023;
- Net profit for the period amounted to RUB 1,740 million (US\$ 19 million), a decrease of RUB 3,677 million (-68%);
- Net debt position<sup>3</sup> as of 31 March 2024 amounted to RUB 62,765 million (US\$ 680 million);
- Net Debt/Adjusted EBITDA (LTM<sup>4</sup>) as of 31 March 2024 was 1.11x.

Commenting on the results, Timur Lipatov, CEO of Rusagro, said:

“In 1Q 2024 Rusagro's revenue significantly increased mainly following the growth in production of crude oil and meal in Oil and Fat business and due to consolidation of NMGK Group results starting from the second half of 2023. Additionally, the dynamics of pork market prices and the growth of sugar sales volumes following the growth of processed volumes of sugar beet positively impacted the revenue. Decrease in revenue of Agricultural segment is attributable to the difference in carryover stocks because of prolonged harvesting in 2022 due to adverse weather conditions.

Group's adjusted EBITDA demonstrated the increase of 2%. The growth of adjusted EBITDA in Meat business following positive market conditions and the consolidation of NMGK completely compensated the decrease in other segments under the pressure of increased costs.

Net debt decreased by 6% and the ratio of net debt to adjusted EBITDA has also improved. Net profit decrease is mainly due to the dynamics of exchange differences.”

## Key consolidated financial performance indicators

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
<b>Sales</b>	<b>68,309</b>	<b>47,395</b>	<b>20,913</b>	<b>44</b>
<b>Gross profit</b>	<b>13,823</b>	<b>8,630</b>	<b>5,193</b>	<b>60</b>
<i>Gross margin, %</i>	<i>20%</i>	<i>18%</i>	<i>2 pp</i>	
<b>Adjusted EBITDA</b>	<b>7,303</b>	<b>7,139</b>	<b>163</b>	<b>2</b>
<i>Adjusted EBITDA margin, %</i>	<i>11%</i>	<i>15%</i>	<i>(4) pp</i>	
<b>Net profit for the period<sup>1</sup></b>	<b>1,740</b>	<b>5,417</b>	<b>(3,677)</b>	<b>(68)</b>
<i>Net profit margin %</i>	<i>3%</i>	<i>11%</i>	<i>(8) pp</i>	

<sup>1</sup> Net profit for the period is affected by non-cash income/(loss) on revaluation of biological assets and agricultural produce. See details in business sections below.

Note: Since some indicators and percentages in the press release were rounded to the nearest whole number, the sum of the rounded values may not fully match the totals.

## Key financial performance indicators by segments

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
<b>Sales, incl.</b>	<b>68,309</b>	<b>47,395</b>	<b>20,913</b>	<b>44</b>
<i>Sugar</i>	12,429	9,411	3,018	32
<i>Meat</i>	10,607	10,725	(119)	(1)
<i>Agriculture</i>	4,306	5,896	(1,590)	(27)
<i>Oil and Fat</i>	29,856	23,357	6,499	28
<i>NMGK</i>	14,520	-	14,520	-
<i>Other</i>	505	464	41	9
<i>Eliminations</i>	(3,913)	(2,457)	(1,455)	(59)
<b>Gross profit, incl.</b>	<b>13,823</b>	<b>8,630</b>	<b>5,193</b>	<b>60</b>
<i>Sugar</i>	1,590	2,815	(1,225)	(44)
<i>Meat</i>	2,012	1,143	869	76
<i>Agriculture</i>	(82)	(774)	691	89
<i>Oil and Fat</i>	4,567	5,641	(1,074)	(19)
<i>NMGK</i>	4,884	-	4,884	-
<i>Other</i>	60	167	(107)	(64)
<i>Eliminations</i>	792	(362)	1,154	-
<b>Adjusted EBITDA, incl.</b>	<b>7,303</b>	<b>7,139</b>	<b>163</b>	<b>2</b>
<i>Sugar</i>	784	2,010	(1,226)	(61)
<i>Meat</i>	1,153	447	706	158
<i>Agriculture</i>	(1,792)	(116)	(1,675)	(1,441)
<i>Oil and Fat</i>	2,209	4,161	(1,952)	(47)
<i>NMGK</i>	2,694	-	2,694	-
<i>Other</i>	(600)	(297)	(303)	(102)
<i>Eliminations</i>	2,854	934	1,920	206
<b>Adjusted EBITDA margin, %</b>	<b>11%</b>	<b>15%</b>	<b>(4) pp</b>	
<i>Sugar</i>	6%	21%	(15) pp	
<i>Meat</i>	11%	4%	7 pp	
<i>Agriculture</i>	(42%)	(2%)	(40) pp	
<i>Oil and Fat</i>	7%	18%	(10) pp	
<i>NMGK</i>	19%	-	-	

## SUGAR SEGMENT

In 1Q 2024 Sugar segment adjusted EBITDA comprised RUB 784 million (-61% y-o-y) with 6% margin (-15 pp y-o-y).

The financial results of the Sugar segment of 1Q 2024 compared to 1Q 2023 are presented in the table below:

### Sugar segment 1Q 2024 Financial Results

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
Sales	12,429	9,411	3,018	32
Cost of sales	(10,838)	(6,595)	(4,243)	(64)
<b>Gross profit</b>	<b>1,590</b>	<b>2,815</b>	<b>(1,225)</b>	<b>(44)</b>
<i>Gross profit margin</i>	<i>13%</i>	<i>30%</i>	<i>(17) pp</i>	
Distribution and selling expenses	(961)	(945)	(17)	(2)
General and administrative expenses	(505)	(394)	(111)	(28)
Other operating income/ (expenses), net	(47)	(3)	(44)	(1,587)
<i>incl. other adjustments to EBITDA (non-recurring items)</i>	<i>21</i>	<i>22</i>	<i>(1)</i>	<i>(4)</i>
<b>Operating profit</b>	<b>77</b>	<b>1,473</b>	<b>(1,396)</b>	<b>(95)</b>
<b>Adjusted EBITDA</b>	<b>784</b>	<b>2,010</b>	<b>(1,226)</b>	<b>(61)</b>
<i>Adjusted EBITDA margin</i>	<i>6%</i>	<i>21%</i>	<i>(15) pp</i>	

In 1Q 2024 compared to the respective period of 2023 *Sales* of Sugar segment increased by 32% mainly due to the growth of sugar sales volumes supported by the growth of market prices. The dynamics of sales volume is due to the increase in the volume of sugar beet processing in the 2023/2024 season, which affected the amount of sugar produced.

The *Cost of sales* for 1Q 2024 increased following an increase in production volumes and prices for sugar beet in the 2023/2024 season.

### Production and sales volume of sugar in 1Q 2024

	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
Sugar production volume, thousand tonnes	129	69	60	88
Sales volume, thousand tonnes	187	148	39	26

## MEAT SEGMENT

In 1Q 2024 Meat segment earned RUB 1,153 million of adjusted EBITDA (+158% y-o-y) with 11% margin (+7 pp y-o-y).

The financial results of the Meat segment of 1Q 2024 compared to 1Q 2023 respectively are presented in the table below.

### Meat segment 1Q 2024 Financial Results

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
Sales	10,607	10,725	(119)	(1)
Net gain/ (loss) on revaluation of biological assets and agricultural produce	956	1,327	(371)	(28)
Cost of sales	(9,551)	(10,909)	1,359	12
<b>Gross profit</b>	<b>2,012</b>	<b>1,143</b>	<b>869</b>	<b>76</b>
<i>Gross profit margin</i>	<i>19%</i>	<i>11%</i>	<i>8 pp</i>	
<i>Gross profit excl. effect of biological assets and agricultural produce revaluation</i>	1,056	(184)	1,240	-
<i>Adjusted gross profit margin</i>	<i>10%</i>	<i>(2%)</i>	<i>12 pp</i>	
Distribution and selling expenses	(432)	(315)	(117)	(37)
General and administrative expenses	(570)	(601)	31	5
Other operating income/ (expenses), net	118	314	(196)	(62)
<i>incl. Reimbursement of operating costs (government grants)</i>	-	19	(19)	-
<i>incl. Other adjustments to EBITDA (non-recurring items)</i>	(6)	98	(104)	-
<b>Operating profit</b>	<b>1,128</b>	<b>541</b>	<b>587</b>	<b>108</b>
<b>Adjusted EBITDA</b>	<b>1,153</b>	<b>447</b>	<b>706</b>	<b>158</b>
<i>Adjusted EBITDA margin</i>	<i>11%</i>	<i>4%</i>	<i>7 pp</i>	

Sales of the Meat segment decreased by 1% in 1Q 2024 compared to the respective period of 2023. Decrease of sales volumes is partially compensated by the increase in sales prices for both meat products and livestock.

**Production and sales volume of pork products in 1Q 2024**

	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
Pigs production, <i>thousand tonnes in live weight</i>	73	89	(15)	(17)
Sales volume, <i>thousand tonnes</i>	58	72	(14)	(19)

*Cost of sales* decreased by 12% in 1Q 2023 compared to the respective period of 2023 due to lower sales volumes.

*Net gain on revaluation of biological assets and agricultural produce* in 1Q 2024 resulted from the increase in fair value of consumable livestock pigs while costs for consumable livestock pigs decreased by the reporting date compared to the respective figures at the beginning of 2024.

## AGRICULTURE SEGMENT

As at 31 March 2024 Rusagro's area of controlled land stands at 689 thousand hectares (31 December 2023: 685 thousand hectares).

In 1Q 2024 Agriculture segment amounted to RUB -1,792 million of adjusted EBITDA (in comparison with RUB -116 million in 1Q 2023) with -42% margin (in comparison with -2% in 1Q 2023).

The financial results of the Agricultural segment of 1Q 2024 compared to 1Q 2023 respectively are presented below.

### Agriculture segment 1Q 2024 Financial Results

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
Sales	4,306	5,896	(1,590)	(27)
Net gain/ (loss) on revaluation of biological assets and agricultural produce	(679)	(1,415)	736	52
Cost of sales	(3,709)	(5,254)	1,546	29
<b>Gross profit</b>	<b>(82)</b>	<b>(774)</b>	<b>691</b>	<b>89</b>
<i>Gross profit margin</i>	<i>(2%)</i>	<i>(13%)</i>	<i>11 pp</i>	
<i>Gross profit excl. effect of biological assets and agricultural produce revaluation</i>	597	641	(44)	(7)
<i>Adjusted gross profit margin</i>	<i>14%</i>	<i>11%</i>	<i>3 pp</i>	
Distribution and selling expenses	(1,484)	(1,049)	(435)	(41)
General and administrative expenses	(480)	(352)	(128)	(36)
Other operating income/ (expenses), net	(471)	96	(567)	-
<i>incl. Reimbursement of operating costs (government grants)</i>	224	31	193	616
<i>incl. Other adjustments to EBITDA (non-recurring items)</i>	53	19	33	171
<b>Operating profit</b>	<b>(2,517)</b>	<b>(2,079)</b>	<b>(438)</b>	<b>(21)</b>
<b>Adjusted EBITDA</b>	<b>(1,792)</b>	<b>(116)</b>	<b>(1,675)</b>	<b>(1,441)</b>
<i>Adjusted EBITDA margin</i>	<i>(42%)</i>	<i>(2%)</i>	<i>(40) pp</i>	

In 1Q 2024 in comparison to 1Q 2023 *Sales* of the Agriculture segment decreased by 27% to RUB 4,306 million mainly due to a decrease in sales volumes for all crops except wheat caused by the difference in stocks at the beginning of the reporting periods.

The decrease in sales of soybean and sunflower in 1Q 2024 compared to 1Q 2023 is due to the difference in stocks at the beginning of the reporting periods caused by adverse weather conditions in 4Q 2022 and prolonged harvesting in 1Q 2023.

There were no sales of sugar beet during 1Q 2024. Sugar beet sales in 1Q 2023 were the result of the shift of harvesting to January-February 2023 due to adverse weather conditions in 4Q 2022.

The dynamics of wheat sales in 1Q 2024 compared to the same period in 2023 is due to higher sales during the period of price reduction and in order to release the storage for the new year's harvest.

### Sales volumes of crops in 1Q 2024

Thousand tonnes	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
sugar beet	-	494	(494)	(100)
wheat	155	59	96	163
soybean	46	86	(40)	(47)
corn	19	29	(10)	(34)
sunflower seeds	5	40	(35)	(87)

The main reason for the decrease in *Cost of sales* is the decrease in sales volumes.

*Net gain/(loss) on revaluation of biological assets and agricultural produce* depends on revaluation amounts in opening and closing inventory balances. As agricultural produce matures and at the point of harvest, a gain on revaluation of agricultural produce to fair value less costs to sell is recognized. During subsequent sale, a loss from the revaluation of agricultural products sold in the reporting period is recognized in the amount of the previously recognized gain.

Net loss in 1Q 2024 and 1Q 2023 resulted from the realization of gain on revaluation of agricultural produce to fair value less costs to sell recognized in 2023 and 2022 correspondingly. In 1Q 2024 the loss from gain realization is lower compared to 1Q 2023 following the decrease in sales volumes.

*Net gain/ (loss) on revaluation of biological assets and agricultural produce* and its subsequent realisation do not affect the Adjusted EBITDA figure.



## OIL AND FAT SEGMENT

In 1Q 2024 Oil and Fat segment earned RUB 2,209 million of adjusted EBITDA (-47 % y-o-y) with 7% margin (-10% y-o-y).

The financial results of the Oil and Fat segment for 1Q 2024 compared to 1Q 2023 are presented below.

### Oil and Fat segment 1Q 2024 Financial Results

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
Sales	29,856	23,357	6,499	28
Cost of sales	(25,289)	(17,716)	(7,573)	(43)
<b>Gross profit</b>	<b>4,567</b>	<b>5,641</b>	<b>(1,074)</b>	<b>(19)</b>
<i>Gross profit margin</i>	<i>15%</i>	<i>24%</i>	<i>(9) pp</i>	
Distribution and selling expenses	(2,548)	(1,907)	(641)	(34)
General and administrative expenses	(720)	(820)	101	12
Other operating income/ (expenses), net	120	(578)	698	-
<i>incl. Other adjustments to EBITDA</i>				
<i>(non-recurring items)</i>	241	(702)	944	-
<b>Operating profit</b>	<b>1,419</b>	<b>2,336</b>	<b>(916)</b>	<b>(39)</b>
<b>Adjusted EBITDA</b>	<b>2,209</b>	<b>4,161</b>	<b>(1,952)</b>	<b>(47)</b>
<i>Adjusted EBITDA margin</i>	<i>7%</i>	<i>18%</i>	<i>(10) pp</i>	

In 1Q 2024 *Sales* of Oil and Fat segment increased in comparison to 1Q 2023 mainly because of the increase in sales volumes of bulk oil and meal after the completion of modernization of oil extraction plant in Balakovo, which led to growth in production capacity and production volumes. Also *Sales* increased due to the higher volumes and prices of industrial fats and mayonnaise. The growth was partially compensated by the decrease in sales prices of bulk oil.

### **Sales volumes of oil and fat and dairy products in 1Q 2024**

Thousand tonnes	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
meal	190	133	56	42
crude oil	111	54	57	106
industrial fats	78	76	2	3
dry whey mixes	4	3	1	30
consumer oil&fat products	72	65	7	11
consumer dairy products	4	3	1	34

The growth of *Cost of sales* in 1Q 2024 compared to the same period of the previous year is mainly due to the increase in sales volumes as well as the growth of palm oil prices.

The growth of *Distribution and selling expenses* in 1Q 2024 compared to the same period of the previous year is mainly attributable to higher transportation costs.

## NMGK

At the end of 2Q 2023 the Company acquired 50% of the shares and control over the NMGK group of companies. The Company's financial results include the financial results of the NMGK Group starting from the acquisition date.

For 1Q 2024 the revenue of the NMGK Group of companies amounted to RUB 14,520 million, adjusted EBITDA amounted to RUB 2,694 million with a margin of 19%.

The financial results of NMGK as a part of Rusagro for 1Q 2024 are presented in the table below.

### NMGK 1Q 2024 Financial Results

in RUB million	Three months ended	
	31 March 2024	31 March 2023
Sales	14,520	-
Cost of sales	(9,635)	-
<b>Gross profit</b>	<b>4,884</b>	-
<i>Gross profit margin</i>	<i>34%</i>	-
Distribution and selling expenses	(2,189)	-
General and administrative expenses	(535)	-
Other operating income/ (expenses), net	(24)	-
<i>incl. Other adjustments to EBITDA (non-recurring items)</i>	<i>(26)</i>	-
<b>Operating profit</b>	<b>2,136</b>	-
<b>Adjusted EBITDA</b>	<b>2,694</b>	-
<i>Adjusted EBITDA margin</i>	<i>19%</i>	-

### Sales volumes of NMGK oil and fat products in 1Q 2024

Thousand tonnes	Three months ended	
	31 March 2024	31 March 2023
Meal	80	-
Crude oil	60	-
Industrial fats	16	-
Oil & fat products	49	-

## KEY CONSOLIDATED CASH FLOW INDICATORS (NOT IFRS PRESENTATION\*)

The key consolidated cash flow indicators presented according to management accounts methodology

in RUB million	Three months ended		Variance	
	31 March 2024	31 March 2023	Units	%
<b>Net cash from operating activities, incl.</b>	<b>10,248</b>	<b>16,004</b>	<b>(5,756)</b>	<b>(36)</b>
<i>Operating cash flow before working capital changes</i>	8,405	6,992	1,414	20
<i>Working capital changes</i>	3,423	9,304	(5,881)	(63)
<b>Net cash from investing activities, incl.</b>	<b>(6,321)</b>	<b>(2,289)</b>	<b>(4,032)</b>	<b>(176)</b>
<i>Purchases of property, plant and equipment and inventories intended for construction</i>	(6,271)	(2,089)	(4,181)	(200)
<b>Net cash from financing activities</b>	<b>(13,619)</b>	<b>(6,729)</b>	<b>(6,891)</b>	<b>(102)</b>
<b>Net effect of exchange rate changes on cash and cash equivalents</b>	<b>(100)</b>	<b>1,933</b>	<b>(2,033)</b>	<b>-</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>	<b>(9,792)</b>	<b>8,919</b>	<b>(18,711)</b>	<b>-</b>

(\* ) See Appendix 4

## Debt position and liquidity management

in RUB million	31 March	31 December	Variance	
	2024	2023	Units	%
<b>Gross debt</b>	<b>128,433</b>	<b>127,533</b>	<b>900</b>	<b>1</b>
<i>Short-term borrowings</i>	66,769	68,035	(1,266)	(2)
<i>Long-term borrowings</i>	61,664	59,498	2,166	4
<b>Cash and cash equivalents, bank deposits and bonds</b>	<b>(65,668)</b>	<b>(61,057)</b>	<b>(4,611)</b>	<b>(8)</b>
<i>Short-term cash, deposits and bonds</i>	(31,253)	(27,086)	(4,167)	(15)
<i>Long-term cash, deposits and bonds</i>	(34,415)	(33,971)	(444)	(1)
<b>Net debt</b>	<b>62,765</b>	<b>66,477</b>	<b>(3,712)</b>	<b>(6)</b>
<i>Short-term borrowings, net</i>	35,516	40,949	(5,433)	(13)
<i>Long-term borrowings, net</i>	27,249	25,527	1,722	7
<b>Adjusted EBITDA (LTM<sup>4</sup>)</b>	<b>56,723</b>	<b>56,560</b>	<b>163</b>	<b>0</b>
<b>Net debt/ Adjusted EBITDA (LTM)</b>	<b>1.11</b>	<b>1.18</b>	<b>(0.1)</b>	

## Net finance income / (expense):

in RUB million	Three months ended		Variance	
	31 March	31 March	Units	%
	2024	2023		
<b>Net interest expense</b>	<b>(1,420)</b>	<b>(1,925)</b>	<b>505</b>	<b>26</b>
<i>Gross interest expense</i>	(3,396)	(4,643)	1,247	27
<i>Reimbursement of interest expense</i>	1,975	2,718	(742)	(27)
<b>Interest income</b>	<b>2,270</b>	<b>2,441</b>	<b>(171)</b>	<b>(7)</b>
<b>Net gains / (losses) from bonds held for trading</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other financial expenses, net</b>	<b>(33)</b>	<b>2,982</b>	<b>(3,015)</b>	<b>-</b>
<i>Net foreign exchange gains / (losses)</i>	(13)	3,098	(3,112)	-
<i>Other financial income/ (expenses), net</i>	(20)	(117)	97	83
<b>Total net finance income / (expense)</b>	<b>816</b>	<b>3,498</b>	<b>(2,682)</b>	<b>(77)</b>

Net debt decreased at 31 March 2024 compared at 31 December 2023 by 6%.

In 1Q 2024 Rusagro continued to enjoy benefits from the state agriculture subsidies programme. Rusagro continued to receive bank loans with decreased preferential interest rates under the programme of government support. Under this programme, the government provides subsidies to the banks to compensate the loss of income on borrowings with decreased interest rates, given by the banks to agricultural producers. In 1Q 2024 IFRS accounts these borrowings are accounted according to its face value with no adjustments to prevailing market rates. The differences between nominal and market interest rate is recognized as either government grants in a statement of financial position for borrowings received with the purpose to finance investment projects or interest expenses in a statement of comprehensive income for general purpose borrowings.

*Net finance income* of 1Q 2024 in the sum of RUB 816 million decreased in the amount of RUB 2,682 million compared to 1Q 2023 mainly as the result of decrease in forex differences income.

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- (1) *The exchange rates used for translation of RUB amounts into USD represent average Central Bank official exchange rate for the respective reporting period for income, expenses and profits and the Central Bank official exchange rate as at the reporting date for balance figures.*
  - (2) *Adjusted EBITDA is defined as operating profit before taking into account (i) depreciation included in operating profit, (ii) net gain/ (loss) on revaluation of biological assets and agricultural produce, (iii) non-recurring components of other operating income/ (expenses), net, (iv) share-based remuneration, (v) provision for impairment of loans issued (see Appendix 2 for the detailed calculation of Adjusted EBITDA). Adjusted EBITDA is not a measure of financial performance under IFRS. It should not be considered as an alternative to profit for the period as a measure of operating performance or to cash flows from operating activities as a measure of liquidity. Our calculation of Adjusted EBITDA may be different from the calculation used by other companies and therefore comparability may be limited. We believe that Adjusted EBITDA provides useful information to investors because it is an indicator of the strength and performance of our ongoing business operations, including our ability to fund discretionary spending such as capital expenditures, acquisitions of subsidiaries and other investments and our ability to incur and service debt.*
  - (3) *Rusagro determines the net debt as short-term borrowings and long-term borrowings less cash and cash equivalents, bank deposits, bank promissory notes and bonds held for trading.*
  - (4) *LTM – The abbreviation for the “Last twelve months”.*

## NOTE

**ROS AGRO PLC (LSE, MOEX: AGRO)** – a holding company of Rusagro Group, a leading Russian diversified food producer with vertically integrated operations in the following branches:

### *Agricultural:*

Rusagro currently controls one of the largest land banks among Russian agriculture producers, with 689 thousand hectares of land under control located in the highly fertile Black Earth regions of Russia (in the Belgorod, Tambov, Voronezh, Kursk, Saratov, Tula and Orel regions) and in the Far East Primorye Region. Land and production sites are strategically located within the same regions to optimize efficiency and minimize logistical costs. Rusagro is one of the major sugar beet producers in Russia, but it also produces wheat, barley and corn, sunflower seeds and soybeans. These products are partially consumed by the Sugar, Meat and Oil and Fat segments, supporting a synergistic effect and lowering price change risk.

### *Oil and Fat:*

Rusagro together with NMGK is the leading crude sunflower oil and consumer margarine and mayonnaise producer, second largest industrial fats and mayonnaise producer in Russia with products sold under eleven key brands, such as *EZhK*, *Schedroye Leto*, *Mechta Khozyaiki*, umbrella brand *Ya Lublu Gotovit* (includes *Moskovskiy Provansal*, *Novosibirskiy Provansal* and *Saratovskiy Provansal*), *Rossiyanka* and *Saratovskiy Slivochniy*, *Benefitto*, *Maslava* and *Leto Krasno* (红色夏日), which is sold on the Chinese market. Rusagro also produces dry industrial mixes, cheeses, butter and cream sold under three brands: *Milie*, *Syrnaya Kultura* and *Ya Lublu Gotovit*. Rusagro owns four crushing and two oil & fats plants and leases two milk processing plants. Owning its sunflower and soy oil production allows Rusagro to control the source of the sunflower and soybean oil required to produce oil and fats products.

Rusagro finalized the acquisition of 50% of NMGK Group in 2023. NMGK Group owns an oil and fat plant in Nizhny Novgorod, a fat plant in Samara, oil extraction factories in Uryupinsk and Sorochinsk, as well as elevators in the Volgograd, Orenburg, Samara, Saratov regions and the Republic of Bashkortostan. The company produces mayonnaise and sauces "Ryaba", "Sdobri", sauces and ketchups "Astoria", margarine "Khozyayushka", Slivochnik, spread "Kremlevskoe", coconut oil "Delicato", soap "Moy malysh" and "Retsepty chistoty".

### *Sugar:*

Rusagro is one of the leading Russian sugar producers (№2 in Russia and №1 on cube white sugar market), producing sugar from sugar beet at nine production sites in four regions. Group produces white and brown sugar sold under the brands *Russkii Sakhar*, *Chaikofsky*, *Mon Café* and *Brauni*. The Sugar segment is vertically integrated and sugar beets are supplied by Rusagro's Agriculture segment, which ensures a consistent supply. The sugar segment also operates a cereal plant and sells buckwheat and rice under the brand *Tyoplye Traditsii*.

### *Meat:*

Rusagro is №2 largest pork producer in Russia. It operates large commercial pig breeding complexes adhering to best practices regarding biosecurity standards, nucleus farms, compound feed plants, slaughterhouses and meat processing plants in Tambov and Belgorod Regions and in the Russian Far East. Since 2016, Rusagro sells retail products under its own brand *Slovo Myasnika* (*Butcher's word*).

## CONFERENCE CALL

Rusagro management is organizing a conference call on Company's 1Q 2024 financial results for investors and analysts.

### Details of the call:

Date: 13 May 2024

Time: 4:00 PM (Moscow) / 2:00 PM (London)

Subject: ROS AGRO PLC 1Q 2024 IFRS Financial results

Registration:

available up to 3:00 PM Moscow time / 1:00 PM London time on 13 May

[https://us06web.zoom.us/webinar/register/WN\\_OYvYIBqIScehso38FyaF9w](https://us06web.zoom.us/webinar/register/WN_OYvYIBqIScehso38FyaF9w)

## FORWARD-LOOKING STATEMENTS

*This announcement includes statements that are, or may be deemed to be, forward-looking statements. These forward-looking statements do not relate to historical or current events, or to any future financial or operational activity of the Group.*

*By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances, a number of which are beyond the Rusagro Group's control. As a result, actual future results may differ materially from the plans and expectations set out in these forward-looking statements.*

*The Group undertakes no obligation to release the results of any revisions to any forward-looking statements that may occur due to any change in its expectations or to reflect events or circumstances after the date of this document.*

## CONTACTS

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**Appendix 1. Consolidated statement of comprehensive income for the Three months ended 31 March 2024 (in RUB thousand)**

	Three months ended 31 March	
	2024	2023
Sales	68,308,926	47,395,456
Net gain / (loss) on revaluation of biological assets and agricultural produce	(1,969,483)	(546,548)
Cost of sales	(52,516,237)	(38,218,586)
<b>Gross profit</b>	<b>13,823,206</b>	<b>8,630,322</b>
Distribution and selling expenses	(7,406,739)	(3,580,492)
General and administrative expenses	(2,899,295)	(2,179,714)
Other operating income/(expenses), net	(1,222,331)	791,263
<b>Operating profit</b>	<b>2,294,841</b>	<b>3,661,379</b>
Interest expense	(1,420,180)	(1,925,246)
Interest income	2,269,809	2,441,235
Other financial income/ (expenses), net	(33,386)	2,981,894
<b>Profit / (loss) before taxation</b>	<b>3,111,084</b>	<b>7,159,262</b>
Income tax expense	(1,371,055)	(1,742,313)
<b>Profit for the period</b>	<b>1,740,029</b>	<b>5,416,949</b>
<b>Other comprehensive income:</b>		
<b>Total comprehensive income/ (loss) for the period</b>	<b>1,740,029</b>	<b>5,416,949</b>
<b>Profit / (loss) is attributable to:</b>		
Owners of ROS AGRO PLC	525,992	5,423,741
Non-controlling interest	1,214,037	(6,792)
<b>Profit / (loss) for the period</b>	<b>1,740,029</b>	<b>5,416,949</b>
<b>Total comprehensive income/ (loss) is attributable to:</b>		
Owners of ROS AGRO PLC	525,992	5,423,741
Non-controlling interest	1,214,037	(6,792)
<b>Total comprehensive income/ (loss) for the period</b>	<b>1,740,029</b>	<b>5,416,949</b>
Earnings per ordinary share for profit attributable to the equity holders of ROS AGRO PLC, basic and diluted (in RR per share)	19.55	201.58

## Appendix 2. Segment information for the Three months ended 31 March 2024 (in RUB thousand)

<b>3M 2024</b>	<b>Sugar</b>	<b>Meat</b>	<b>Agriculture</b>	<b>Oil and Fat</b>	<b>NMGK</b>	<b>Other</b>	<b>Eliminations</b>	<b>Total</b>
Sales	12,428,869	10,606,608	4,305,857	29,856,098	14,519,735	504,575	(3,912,816)	68,308,926
Net gain/ (loss) on revaluation of biological assets and agricultural produce	-	955,847	(679,101)	-	-	-	(2,246,229)	(1,969,483)
Cost of sales	(10,838,383)	(9,550,706)	(3,708,905)	(25,289,083)	(9,635,435)	(444,605)	6,950,880	(52,516,237)
<i>incl. Depreciation</i>	<i>(708,763)</i>	<i>(956,912)</i>	<i>(53,092)</i>	<i>(891,791)</i>	<i>(447,028)</i>	<i>(6,033)</i>	<i>(6,615)</i>	<i>(3,070,234)</i>
<b>Gross profit / (loss)</b>	<b>1,590,486</b>	<b>2,011,749</b>	<b>(82,149)</b>	<b>4,567,015</b>	<b>4,884,300</b>	<b>59,970</b>	<b>791,835</b>	<b>13,823,206</b>
Distribution and Selling, General and administrative expenses	(1,466,363)	(1,002,026)	(1,963,988)	(3,267,369)	(2,724,694)	(589,530)	707,936	(10,306,034)
<i>incl. Depreciation</i>	<i>(19,605)</i>	<i>(17,797)</i>	<i>(45,826)</i>	<i>(139,264)</i>	<i>(84,622)</i>	<i>(6,054)</i>	<i>6,615</i>	<i>(306,553)</i>
Other operating income/(expenses), net	(47,128)	118,475	(470,909)	119,583	(24,065)	19,858	(938,145)	(1,222,331)
<i>incl. Reimbursement of operating costs (government grants)</i>	<i>-</i>	<i>-</i>	<i>224,437</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>-</i>	<i>224,437</i>
incl. Other adjustments to EBITDA (non-recurring items)	21,049	(6,085)	52,543	241,284	(26,380)	102,087	(46,162)	338,336
<b>Operating profit / (loss)</b>	<b>76,995</b>	<b>1,128,198</b>	<b>(2,517,046)</b>	<b>1,419,229</b>	<b>2,135,541</b>	<b>(509,702)</b>	<b>561,626</b>	<b>2,294,841</b>
<b>Adjustments:</b>								
Depreciation included in Operating profit	728,368	974,709	98,918	1,031,055	531,650	12,087	-	3,376,787
Other adjustments to EBITDA (non-recurring items)	(21,049)	6,085	(52,543)	(241,284)	26,380	(102,087)	46,162	(338,336)
Net gain/ (loss) on revaluation of biological assets and agricultural produce	-	(955,847)	679,101	-	-	-	2,246,229	1,969,483
<b>Adjusted EBITDA*</b>	<b>784,314</b>	<b>1,153,145</b>	<b>(1,791,570)</b>	<b>2,209,000</b>	<b>2,693,571</b>	<b>(599,702)</b>	<b>2,854,017</b>	<b>7,302,775</b>

## Appendix 2. Segment information for the Three months ended 31 March 2023 (in RUB thousand)

<b>3M 2023</b>	<b>Sugar</b>	<b>Meat</b>	<b>Agriculture</b>	<b>Oil and Fat</b>	<b>Other</b>	<b>Eliminations</b>	<b>Total</b>
Sales	9,410,732	10,725,385	5,895,911	23,356,939	463,877	(2,457,388)	47,395,456
Net gain/ (loss) on revaluation of biological assets and agricultural produce	-	1,327,245	(1,415,057)	-	-	(458,736)	(546,548)
Cost of sales	(6,595,274)	(10,909,413)	(5,254,481)	(17,716,136)	(297,337)	2,554,055	(38,218,586)
<i>incl. Depreciation</i>	<i>(547,479)</i>	<i>(1,294,785)</i>	<i>(524,103)</i>	<i>(954,996)</i>	<i>(4,405)</i>	<i>(7,412)</i>	<i>(3,333,180)</i>
<b>Gross profit / (loss)</b>	<b>2,815,458</b>	<b>1,143,217</b>	<b>(773,627)</b>	<b>5,640,803</b>	<b>166,540</b>	<b>(362,069)</b>	<b>8,630,322</b>
Distribution and Selling, General and administrative expenses	(1,339,210)	(916,154)	(1,400,871)	(2,727,121)	(466,388)	1,089,538	(5,760,206)
<i>incl. Depreciation</i>	<i>(11,259)</i>	<i>(36,387)</i>	<i>(42,554)</i>	<i>(168,472)</i>	<i>(39,995)</i>	<i>7,412</i>	<i>(291,255)</i>
Other operating income/(expenses), net	(2,794)	314,170	95,860	(578,016)	951,082	10,961	791,263
<i>incl. Reimbursement of operating costs (government grants)</i>	<i>-</i>	<i>19,453</i>	<i>31,333</i>	<i>1,441</i>	<i>-</i>	<i>-</i>	<i>52,227</i>
<i>incl. Other adjustments to EBITDA (non-recurring items)</i>	<i>21,873</i>	<i>98,353</i>	<i>19,356</i>	<i>(702,271)</i>	<i>992,587</i>	<i>263,130</i>	<i>693,028</i>
<b>Operating profit / (loss)</b>	<b>1,473,454</b>	<b>541,233</b>	<b>(2,078,638)</b>	<b>2,335,666</b>	<b>651,234</b>	<b>738,430</b>	<b>3,661,379</b>
<b>Adjustments:</b>							
Depreciation included in Operating Profit	558,738	1,331,172	566,657	1,123,468	44,400	-	3,624,435
Other adjustments to EBITDA (non-recurring items)	(21,873)	(98,353)	(19,356)	702,271	(992,587)	(263,130)	(693,028)
Net gain/ (loss) on revaluation of biological assets and agricultural produce	-	(1,327,245)	1,415,057	-	-	458,736	546,548
<b>Adjusted EBITDA*</b>	<b>2,010,319</b>	<b>446,807</b>	<b>(116,280)</b>	<b>4,161,405</b>	<b>(296,953)</b>	<b>934,036</b>	<b>7,139,334</b>

\* *Non-IFRS measure*

**Appendix 3. Consolidated statement of financial position as at 31 March 2024  
(in RUB thousand)**

	<b>31 March 2024</b>	<b>31 December 2023</b>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	16,144,849	25,936,781
Short-term investments	16,601,995	2,288,852
Trade and other receivables	47,392,831	47,861,374
Prepayments	7,747,331	10,814,811
Current income tax receivable	264,233	132,186
Other taxes receivable	7,282,734	9,006,784
Inventories and short-term biological assets	95,999,624	100,617,833
Other current assets	943,617	2,718,720
<b>Total current assets</b>	<b>192,377,214</b>	<b>199,377,341</b>
<b>Non-current assets</b>		
Property, plant and equipment	143,546,670	141,897,092
Inventories intended for construction	493,123	465,830
Right-of-use assets	6,756,917	6,392,885
Goodwill	3,840,150	3,840,150
Advances paid for non-current assets	3,802,523	2,867,735
Long-term biological assets	2,737,818	2,736,644
Long-term investments and receivables	42,971,384	42,527,657
Investments in associates	562,323	562,323
Deferred income tax assets	4,347,441	2,532,975
Other intangible assets	7,618,702	7,765,853
<b>Total non-current assets</b>	<b>216,677,051</b>	<b>211,589,144</b>
<b>Total assets</b>	<b>409,054,265</b>	<b>410,966,485</b>

**Appendix 3 (continued). Consolidated statement of financial position as at 31 March 2024 (in RUB thousand)**

	31 March 2024	31 December 2023
<b>LIABILITIES and EQUITY</b>		
<b>Current liabilities</b>		
Short-term borrowings	66,769,316	68,034,977
Lease liabilities	1,096,904	1,098,135
Trade and other payables	29,354,516	39,452,813
Provisions	294,770	123,212
Current income tax payable	336,397	555,913
Other taxes payable	2,131,652	5,458,529
<b>Total current liabilities</b>	<b>99,983,555</b>	<b>114,723,579</b>
<b>Non-current liabilities</b>		
Long-term borrowings	61,663,671	59,498,119
Government grants	13,325,638	12,860,211
Lease liabilities	4,895,837	4,325,136
Deferred income tax liability	4,588,407	2,502,074
<b>Total non-current liabilities</b>	<b>84,473,553</b>	<b>79,185,540</b>
<b>Total liabilities</b>	<b>184,457,108</b>	<b>193,909,119</b>
<b>Equity</b>		
Share capital	12,269	12,269
Treasury shares	(490,607)	(490,607)
Additional paid-in capital	26,964,479	26,964,479
Other reserves	1,363,177	1,363,177
Retained earnings	173,838,399	173,344,692
<b>Equity attributable to owners of ROS AGRO PLC</b>	<b>201,687,717</b>	<b>201,194,010</b>
Non-controlling interest	22,909,440	15,863,356
<b>Total equity</b>	<b>224,597,157</b>	<b>217,057,366</b>
<b>Total liabilities and equity</b>	<b>409,054,265</b>	<b>410,966,485</b>

**Appendix 4. Consolidated statement of cash flows for the Three months ended 31 March 2024 (in RUB thousand) – NOT IFRS PRESENTATION (\*)**

	Three months ended	
	31 March 2024	31 March 2023
<b>Cash flows from operating activities</b>		
Profit/(loss) before income tax	3,111,083	7,159,263
<i>Adjustments for:</i>		
Depreciation and amortization	3,376,787	3,624,433
Interest expense	3,396,000	4,643,175
Government grants	(2,002,257)	(2,922,447)
Interest income	(2,269,809)	(2,441,236)
Loss/ (gain) on disposal of property, plant and equipment	(13,219)	(26,635)
Net (gain)/ loss on revaluation of biological assets and agricultural produce	1,969,483	546,548
Change in provision for impairment of loans issued	(15)	(50)
Interest expense on leases	120,467	66,329
Change in provision for net realisable value of inventory	555,695	409,161
Change in provision for impairment of receivables and prepayments	110,335	64,192
Foreign exchange (gain)/ loss, net	(492,843)	(3,958,876)
Lost / (reversal of) harvest write-off	425,839	-
Settlement of loans and accounts receivable previously written-off	-	(31,379)
Change in provision for impairment of advances paid for property, plant and equipment	6,706	37,597
Change in other provisions	171,557	24,212
Loss on disposal of other assets	27,007	-
Gain on SolPro loans redemption	-	(237,768)
Other non-cash and non-operating expenses, net	(87,595)	35,163
<b>Operating cash flow before working capital changes</b>	<b>8,405,221</b>	<b>6,991,682</b>
Change in trade and other receivables and prepayments	4,212,448	(3,504,180)
Change in other taxes receivable	1,612,082	2,679,345
Change in inventories and short-term biological assets	3,013,161	(7,695,258)
Change in trade and other payables	(4,788,175)	20,241,772
Change in other taxes payable	(2,553,227)	(2,417,819)
Change on other current assets	1,926,698	-
<b>Cash generated from operations</b>	<b>11,828,208</b>	<b>16,295,542</b>
Income tax paid	(1,580,066)	(291,696)
<b>Net cash from operating activities</b>	<b>10,248,142</b>	<b>16,003,846</b>

**Appendix 4 (continued). Consolidated statement of cash flows for the Three months ended 31 March 2024 (in RUB thousand) – NOT IFRS PRESENTATION (\*)**

	Three months ended	
	31 March 2024	31 March 2023
<b>Cash flows from investing activities</b>		
Purchases of property, plant and equipment	(6,224,351)	(1,999,800)
Purchases of other intangible assets	(122,708)	(289,137)
Purchases of land lease rights	(7,560)	(7,743)
Proceeds from sales of property, plant and equipment	41,779	3,407
Purchases of inventories intended for construction	(46,271)	(89,445)
Purchases of associates	-	(33,000)
Other investing activities	37,975	126,307
<b>Net cash from investing activities</b>	<b>(6,321,136)</b>	<b>(2,289,411)</b>
<b>Cash flows from financing activities</b>		
Proceeds from borrowings	5,327,310	4,283,066
Repayment of borrowings	(5,389,418)	(27,907,485)
Interest paid	(983,694)	(1,273,985)
Change in cash on bank deposits	(13,433,635)	16,450,000
Loans given*	(896)	(190,666)
Loans repaid*	65	3,500
Interest received*	1,267,470	1,883,193
Proceeds from government grants	358	47,624
Purchases of non-controlling interest	(5)	-
Repayment of lease liabilities - principal	(406,745)	(23,783)
<b>Net cash from financing activities</b>	<b>(13,619,190)</b>	<b>(6,728,536)</b>
Net effect of exchange rate changes on cash and cash equivalents	(99,748)	1,932,769
<b>Net increase/ (decrease) in cash and cash equivalents</b>	<b>(9,791,932)</b>	<b>8,918,668</b>
Cash and cash equivalents at the beginning of the period	25,936,781	21,473,030
<b>Cash and cash equivalents at the end of the period</b>	<b>16,144,849</b>	<b>30,391,698</b>

(\*) For the purpose of conformity with the methodology of the Group's net debt calculation investments in financial assets related to financial activities are presented in Cash flows from financing activities in the Group's management accounts.