

ROS AGRO PLC TRADING UPDATE 1Q 2018

23 April 2018 – ROS AGRO PLC has announced preliminary operating results for 1Q 2018.

1Q 2018 highlights compared to 1Q 2017:

- Total revenue before intersegment eliminations amounted to RR 15.5 billion, a decrease of RR 4.7 billion (-23%);
- Revenue of Sugar segment decreased by 30% to RR 5.2 billion due to 16% drop of sale price and volumes;
- Meat segment reduced in revenue to RR 4.3 billion (-9%) as the result of lower prices;
- Revenue of Agriculture business declined by 60% to RR 1.5 billion due to the sale price reduction and sales volume drop;
- Oil & Fat segment increased revenue by 2% to RR 4.4 billion as the result of higher bottled and bulk oil sales.

Key operating results by segment:

Item	Q1 2018	Q1 2017	Change, %
Sugar Business			
Revenue, million RUB	5 214	7 410	-30%
Production volume, thousand tonnes	9	122	-93%
beet sugar	9	122	-93%
Sales volume, thousand tonnes	166	196	-16%
Average sale price, rub/kg excl. VAT	27.9	33.4	-16%
Meat Business			
Revenue, million RUB	4 326	4 732	-9%
Production volume, thousand tonnes			
livestock	51	51	1%
Sales volume, thousand tonnes			
livestock	7	21	-69%
carcass	9	5	67%
cuts	19	14	40%
other parts	4	2	52%
Average sale prices, rub/kg excl. VAT			
livestock	79.7	94.0	-15%
carcass	109.0	123.2	-12%
cuts	138.2	142.1	-3%
other parts	50.6	50.4	0%
Oil and Fat Business			
Revenue, million RUB	4 448	4 368	2%
Sales volume, thousand tonnes			
mayonnaise	10	16	-38%
margarine	8	9	-17%
bottled oil	9	4	93%
bulk oil	36	24	46%
meal	65	69	-6%

Item	Q1 2018	Q1 2017	Change, %
Average sale prices, rub/kg excl. VAT			
mayonnaise	79.7	77.1	3%
margarine	77.4	78.1	-1%
bottled oil	53.7	62.1	-13%
bulk oil	41.1	44.2	-7%
meal	15.6	16.2	-4%
Agriculture Business			
Revenue, million RUB	1 467	3 670	-60%
Sales volume, thousand tonnes			
sugar beet	2	452	-100%
wheat	39	168	-77%
barley	32	12	159%
corn	42	38	9%
sunflower	2	18	-89%
soybean	17	31	-44%
other	3	2	82%
Average sale prices, rub/kg excl. VAT			
sugar beet	1.0	2.1	-53%
wheat	6.3	7.2	-12%
barley	6.5	7.1	-8%
corn	9.4	9.3	2%
sunflower	18.3	16.6	10%
soybean	20.2	19.9	2%
other	5.3	2.1	152%

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