

## TRADING RESULTS 4Q 2021

**77.8** billion roubles **+27%**  
Rusagro's sales\* before intersegment eliminations  
4Q YoY

**31.3** billion roubles **+24%**  
Sales of Oil & Fat segment  
4Q YoY

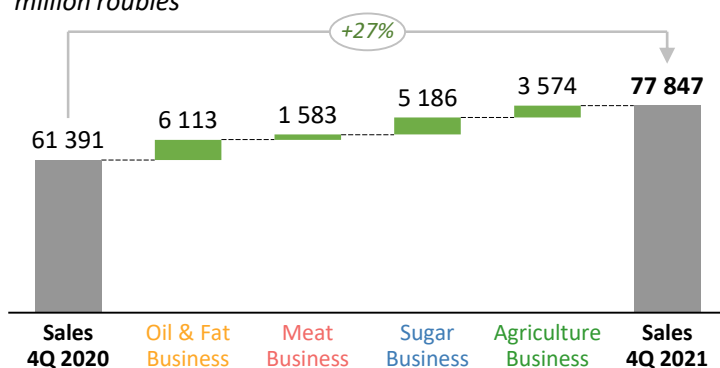
**11.2** billion roubles **+17%**  
Sales of Meat segment  
4Q YoY

**12.2** billion roubles **+74%**  
Sales of Sugar segment  
4Q YoY

**23.2** billion roubles **+18%**  
Sales of Agriculture segment  
4Q YoY

### Rusagro's sales\* change in 4Q 2021 in comparison to 4Q 2020

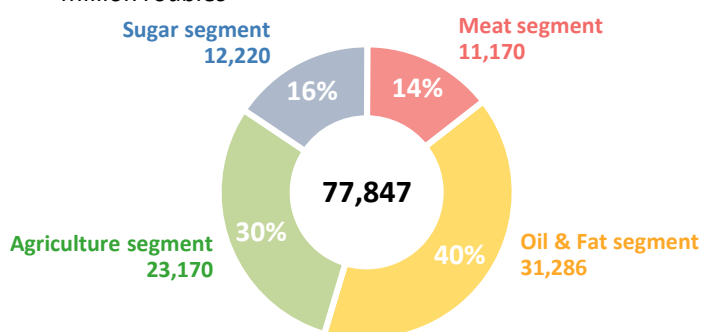
million roubles



In 4Q 2021 consolidated sales before intersegment eliminations increased YoY by 27% to 77.8 billion roubles. All business segments of Rusagro showed growth. Sugar segment and Oil & Fat segments experienced the greatest increase in sales numbers – 74% (+5.2 billion roubles) and 24% (+6.1 billion roubles) respectively.

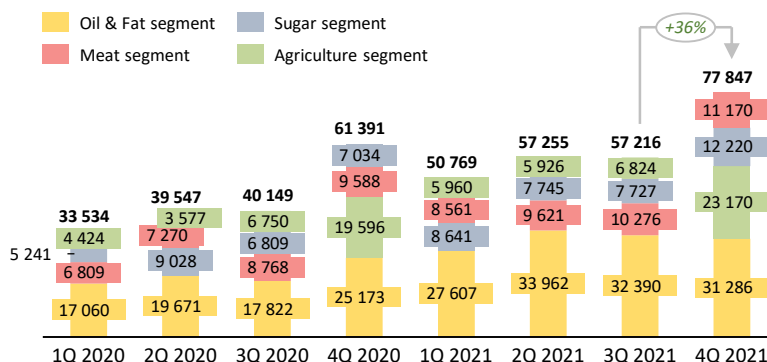
### Rusagro's 4Q 2021 sales\* structure

million roubles



In 4Q 2021 Oil & Fat and Agriculture segments contributed the most of total sales\* (40% and 30%) with sales amounted to RUB 31.3 billion and RUB 23.2 billion. Sugar segment accounted for 16% (RUB 12.2 billion) of total Company's sales, and Meat segment – for 14% (RUB 11.2 billion).

### Rusagro's quarterly sales\* in 2020-2021



In comparison to 3Q 2021 consolidated sales before intersegment eliminations in 4Q 2021 increased by 36%. Agriculture and Sugar segments' sales jumped significantly from quarter to quarter. Their sales grew by 240% from 6.8 to 23.2 billion roubles and by 58% from 7.7 to 12.2 billion roubles respectively.

\* Sales before intersegment eliminations and account for other sales.

Notes: 1) Results of Oil and Fat business include sales of dairy products including eliminations within the segment; 2) Sales of Oil and Fat and Agriculture segments in 2Q and 3Q 2020 have been corrected in accordance with audited 2020 Financial Results.

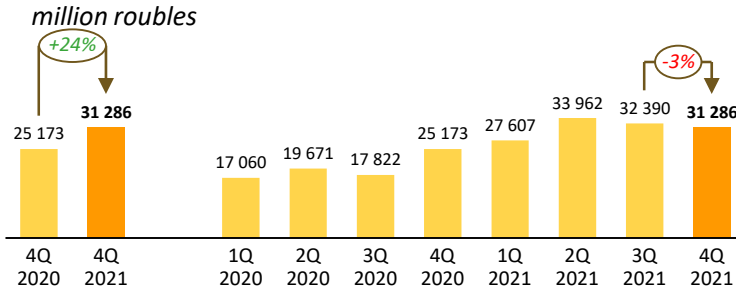
## OIL & FAT SEGMENT 4Q 2021

**31.3** billion roubles +24%  
Sales 4Q YoY

**408** thsd tonnes -7%  
Sales volume of oil & fat and dairy products 4Q YoY

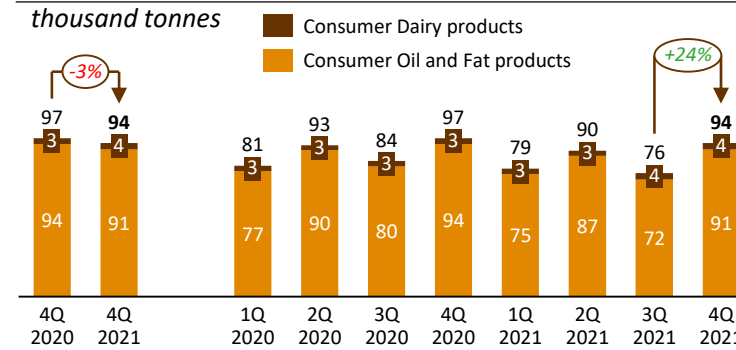
**165** thsd tonnes -12%  
Production volume of crude oil 4Q YoY

### Sales of Oil & Fat segment



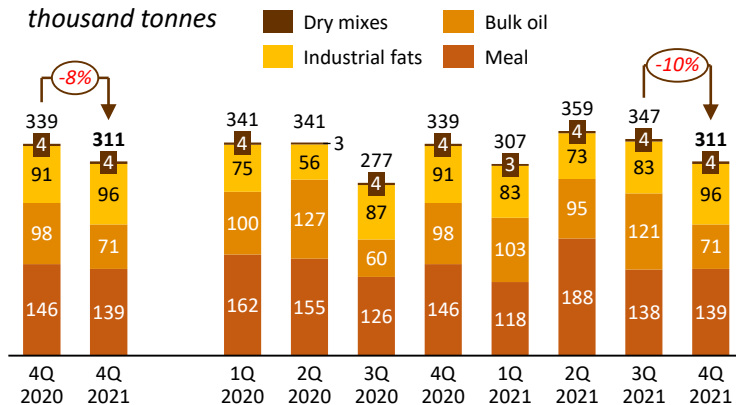
In 4Q 2021 in comparison to 4Q 2020 sales of Oil & Fat segment increased by **24% (+RUB 6.1 billion)** – to up to **RUB 31.3 billion**. Revenue of the segment includes sales of consumer and industrial oil and fat and dairy products.

### Sales volume of consumer products



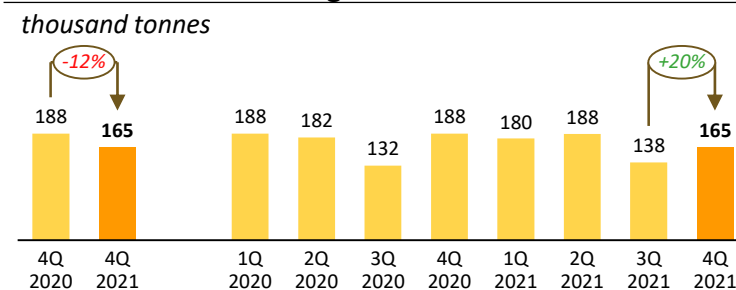
In 4Q 2021 sales volume of all key consumer products categories of Rusagro's Oil & Fat segment (bottled oil, consumer margarines, mayonnaise and mayonnaise based sauces, cheeses, spreads, butter and cream) reached **94 thousand tonnes (-3% YoY)**.

### Sales volume of industrial products



Sales volume of industrial products of Oil & Fat segment in 4Q 2021 reached **311 thousand tonnes (-8% YoY)**. Sales volume of bulk oil dropped by **27%** and sales of meal reduced by **5%**, which was partly compensated by improved sales volume of industrial fats **(+6%)**.

### Production of Crude vegetable oil



Volumes of crude oil production in 4Q 2021 in comparison to the same period of the previous year reduced by **12%** to up to **165 thousand tonnes**.

## MEAT SEGMENT 4Q 2021

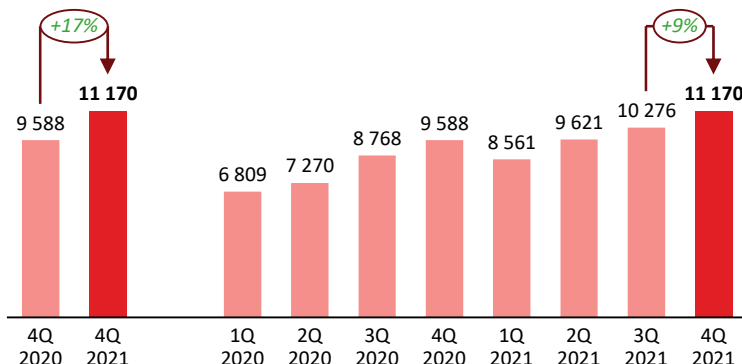
**11.2** billion roubles +17%  
Sales 4Q YoY

**67** thsd tonnes -6%  
Sales volume of pork products 4Q YoY

**82** thsd tonnes -4%  
Production volume of pork in liveweight 4Q YoY

### Sales of Meat segment

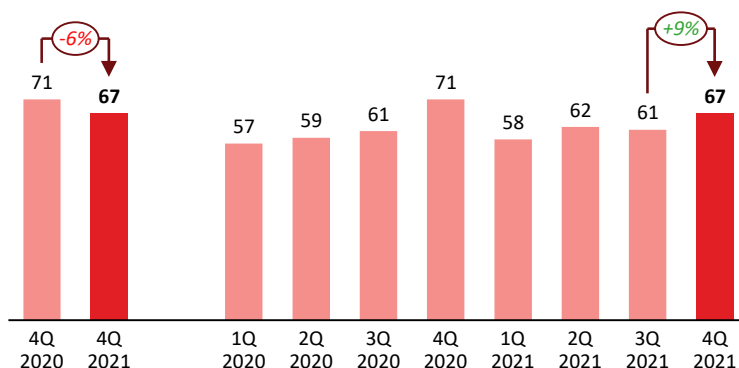
million roubles



In 4Q 2021 in comparison to the same period of 2020 sales of Meat segment increased by **17%** to **RUB 11.2 billion**. Revenue of the segment includes sales of processed pork products (carcass, large cuts, consumer pork products, offal), products of rendering plant and livestock.

### Sales volume of pork products

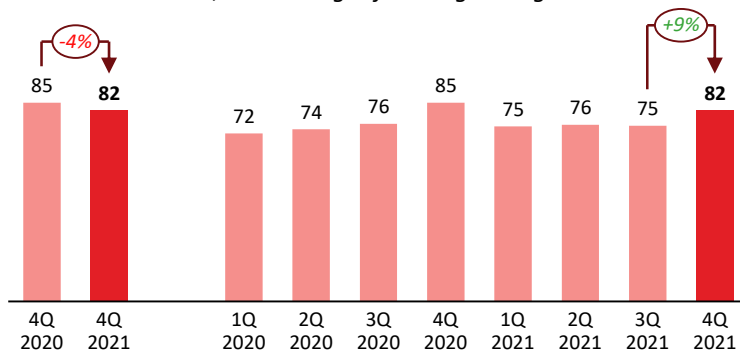
thousand tonnes



In 4Q 2021 in comparison to the same period of 2020 sales volume of pork products decreased by **6%** to up to **67 thousand tonnes**. The drop was mostly caused by lower sales volume of livestock (**-43% or 6 thousand tonnes**), which was partly compensated by the rise in sales volume of carcass (**+23% or 3 thousand tonnes**).

### Production of pigs

thousand tonnes, in live weight for slaughtering



In 4Q 2021 Rusagro produced **82 thousand tonnes** of livestock, which was **4%** lower than in 4Q of the previous year.

## SUGAR SEGMENT 4Q 2021

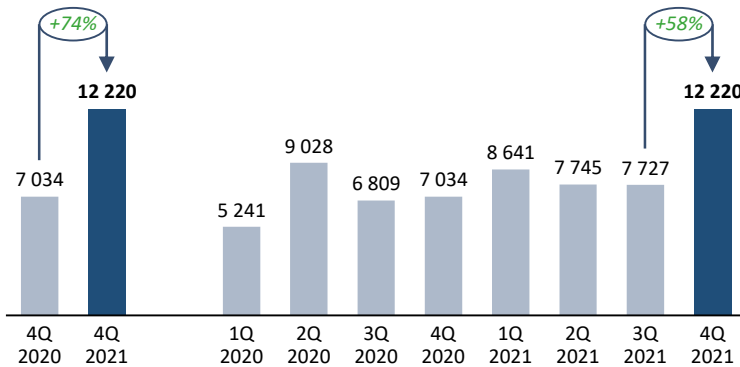
**12.2** billion roubles +74%  
Sales 4Q YoY

**228** thsd tonnes +61%  
Sales volume of sugar 4Q YoY

**583** thsd tonnes +20%  
Production volume of sugar 4Q YoY

### Sales of Sugar segment

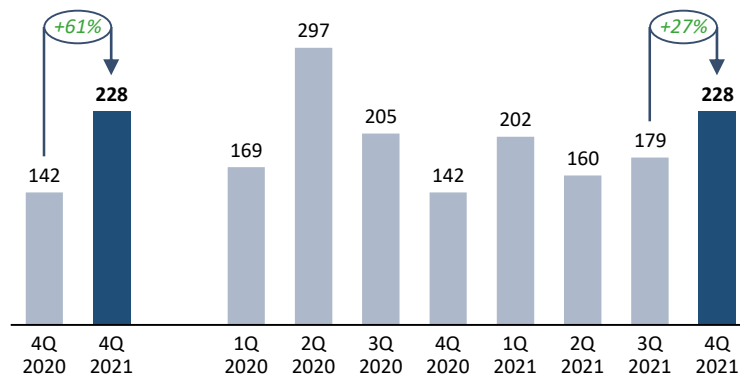
million roubles



In 4Q 2021 in comparison to the same period of the previous year sales of Sugar segment increased by **74%** to up to **RUB 12.2 billion**. Revenue of the segment includes sales of sugar, as well as by-products such as pulp and betaine, and other consumer products (cereals).

### Sales volume of sugar

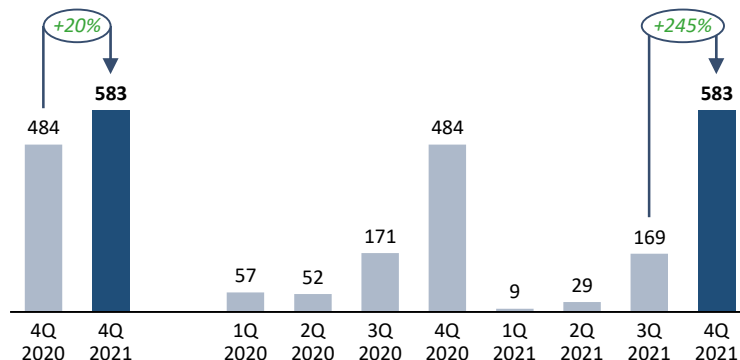
thousand tonnes



In 4Q 2021 Rusagro increased sugar sales volume by **61% YoY** to up to **228 thousand tonnes**.

### Production of sugar

thousand tonnes



In 4Q 2021 Rusagro produced **583 thousand tonnes** of sugar, which is **20%** more that during the same period of the previous year.

# AGRICULTURE SEGMENT 4Q 2021

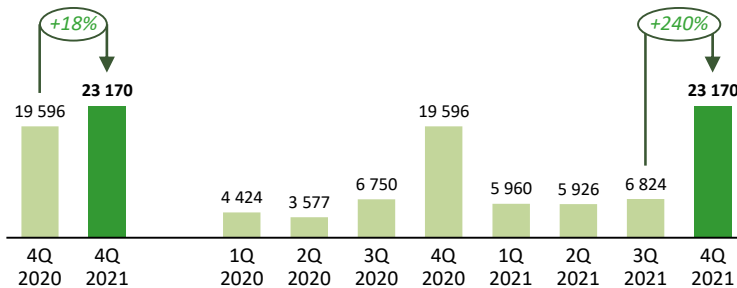
**23.2** billion roubles **+18%**  
Sales 4Q YoY

**422** thsd tonnes **-33%**  
Sales volume of grain and oil crops 4Q YoY

**2 869** thsd tonnes **+35%**  
Sales volume of sugar beet 4Q YoY

## Sales of Agriculture segment

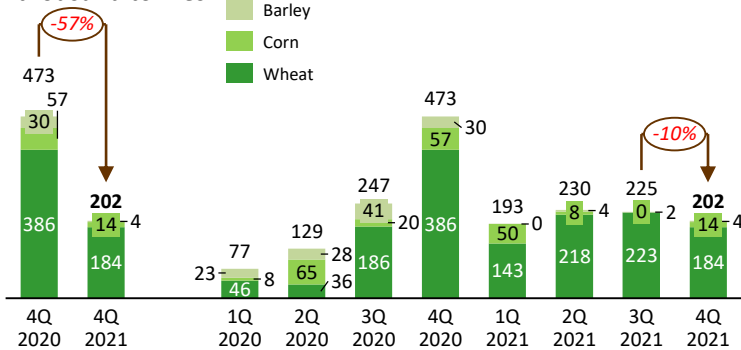
million roubles



In 4Q 2021 in comparison to the same period of 2020 sales of Agriculture segment increased by **18% to RUB 23.2 billion**. Revenue of the segment includes sale of grain and oil crops, sugar beet and some other crops in minor amounts.

## Sales volume of grain crops

thousand tonnes

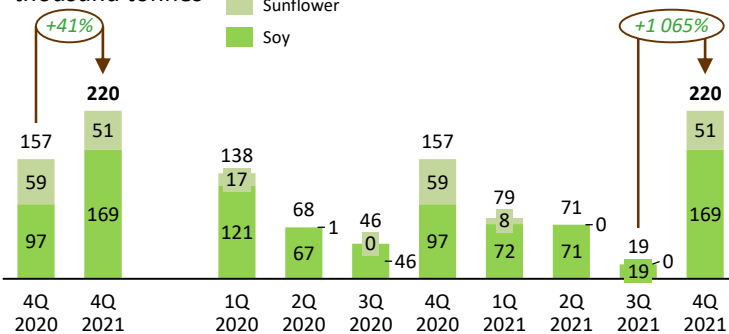


Sales volume of grains in 4Q 2021 reached **202 thousand tonnes**, which is **57% lower** than in 4Q 2020. The drop was attributable to decrease of wheat sales volume by **201 thousand tonnes (-52%)**. Sales volume of corn and barley dropped by **43 and 26 thousand tonnes (-76% and -88% respectively)**.

In season-2021/2022 Rusagro harvested **872 thousand tonnes** of grains (**-27%** in comparison to the previous season).

## Sales volume of oil crops

thousand tonnes

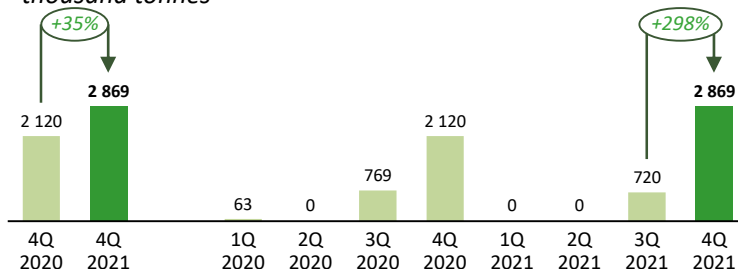


In 4Q 2021 in comparison to the same period of 2020 sales volume of oil crops rose by **41% to up to 220 thousand tonnes** due to higher sales volume of soybeans (**+73% or +71 thousand tonnes**).

In season-2021/2022 Rusagro harvested **408 thousand tonnes** of oil crops (**+17%** in comparison to the previous season).

## Sales volume of sugar beet

thousand tonnes



In 4Q 2021 in comparison to the same period of 2020 sales volume of sugar beet jumped by **35% to up to 2 869 thousand tonnes**.

In season-2021/2022 Rusagro harvested **3 674 thousand tonnes** of sugar beet (**+27%** in comparison to the previous season).

## TRADING RESULTS 12M 2021

**243.1** billion roubles +39%

Rusagro's sales\*  
before intersegment  
eliminations

4Q YoY

**125.2** billion roubles +57%

Sales of  
Oil & Fat segment

4Q YoY

**39.6** billion roubles +22%

Sales of  
Meat segment

4Q YoY

**36.3** billion roubles +29%

Sales of  
Sugar segment

4Q YoY

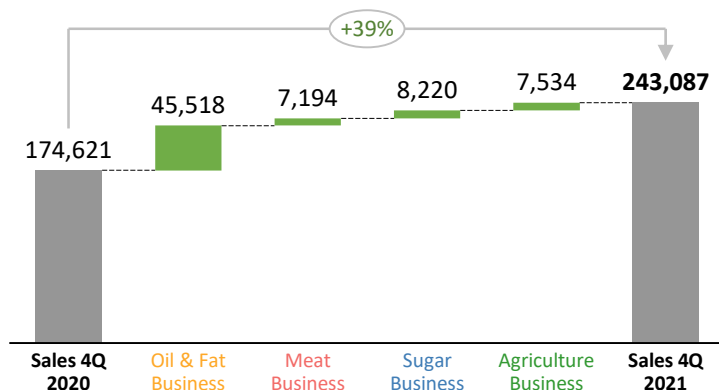
**41.9** billion roubles +22%

Sales of  
Agriculture segment

4Q YoY

### Rusagro's sales\* change in 12M 2021 in comparison to 12M 2020

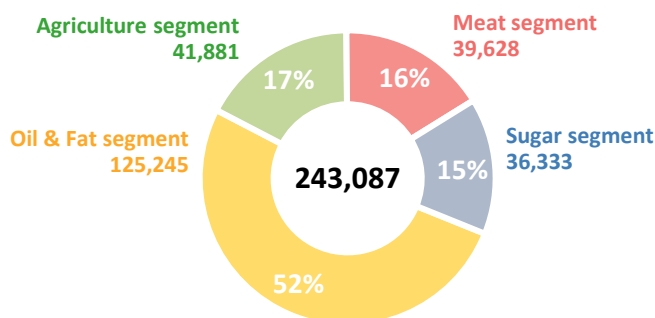
million roubles



In 12M 2021 consolidated sales before intersegment eliminations increased YoY by 39% to 243.1 billion roubles. All business segments of Rusagro showed growth. Oil and Fat showed the greatest growth (+57% or RUB 45.4 billion).

### Rusagro's 12M 2021 sales\* structure

million roubles



In 12M 2021 Oil & Fat segment contributed the highest share of total sales\* (52%). Its sales amounted to RUB 125.2 billion. Agriculture segment accounted for 17% of (RUB 41.9 billion) Company's total sales, Meat segment – for 16% (RUB 39.6 billion) and Sugar segment – for 15% (RUB 36.3 billion).

\* Sales before intersegment eliminations and account for other sales. \*\* Including 47 thousand hectares of fallow in Saratov region.

Notes: 1) Results of Oil and Fat business include sales of dairy products including eliminations within the segment; 2) Sales of Oil and Fat and Agriculture segments in 2Q and 3Q 2020 have been corrected in accordance with audited 2020 Financial Results.