

## TRADING RESULTS 1Q 2020

**33.6** billion roubles +16%  
 Rusagro's sales before intersegment eliminations YoY

**5.2** billion roubles +16%  
 Sales of Sugar segment YoY

**6.8** billion roubles +31%  
 Sales of Meat segment YoY

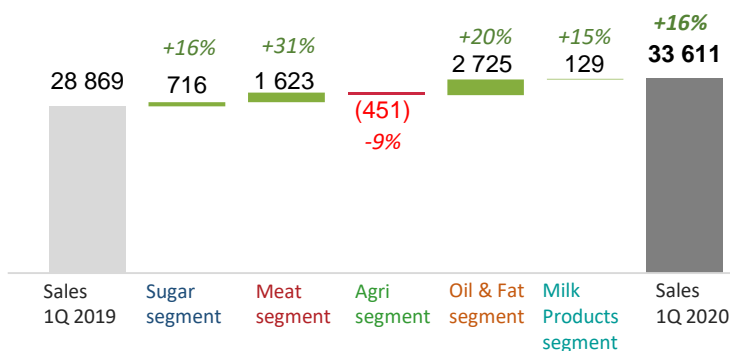
**16.1** billion roubles +20%  
 Sales of Oil & Fat segment YoY

**4.4** billion roubles -9%  
 Sales of Agriculture segments YoY

**1.0** billion roubles +15%  
 Sales of Milk Products segment YoY

### Rusagro's sales change in 1Q 2020 in comparison to 1Q 2019

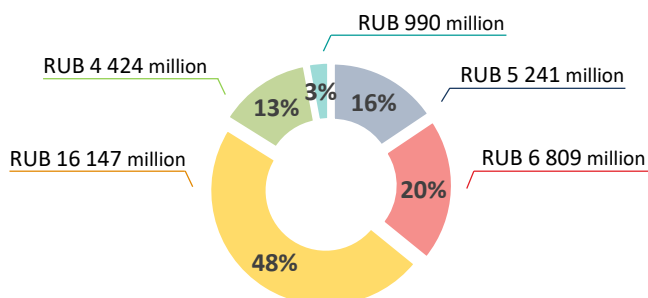
million roubles



In 1Q 2020 consolidated sales before intersegment eliminations increased YoY by 16% – to 33.6 billion roubles. Sales of Meat (+31%) and Oil & Fat (+20%) segments grew the most. Only Agriculture segment showed decline (-9%).

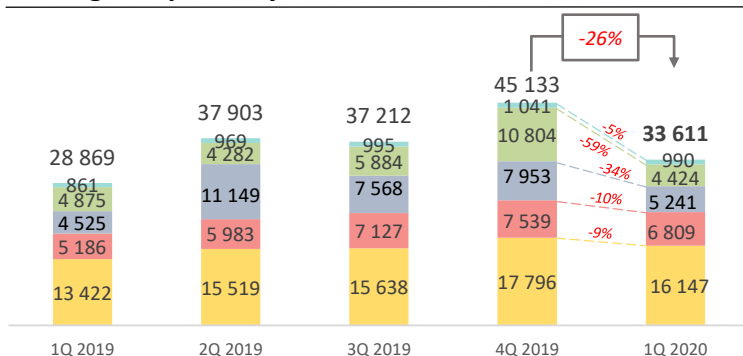
### Rusagro's 1Q 2020 sales structure

- Sugar segment
- Meat segment
- Oil & Fat segment
- Agriculture segment
- Milk Products segment



In 1Q 2020 Oil & Fat segment contributed almost half (48%) of total sales. It amounted to RUB 16.1 billion. Another 20% (RUB 6.8 billion) were contributed by Meat segment, 16% (RUB 5.2 billion) – by Sugar segment, and 13% (RUB 4.4 billion) – by Agriculture segment.

### Rusagro's quarterly sales in 2019-2020



In comparison to the previous quarter consolidated sales before intersegment eliminations reduced by 26%. Key driver of this decline was seasonal sales drop in Agriculture segment by 59% and in Sugar segment by 34%.

## OIL & FAT SEGMENT

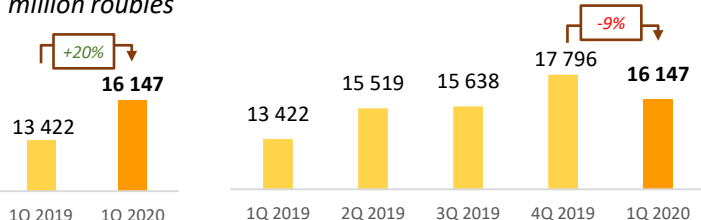
**16.1** billion roubles +20%  
Sales YoY

**416** ths tonnes +14%  
Sales volume of oil-and-fat products YoY

**45.9** roubles/kg +6%  
Sales price of crude oil, excl. of VAT YoY

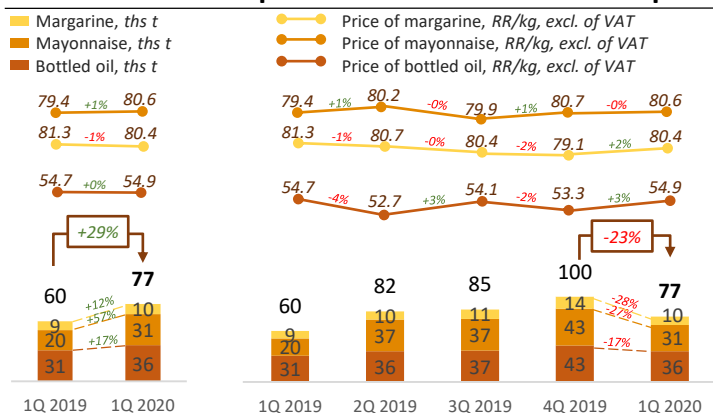
### Sales of Oil & Fat segment

million roubles



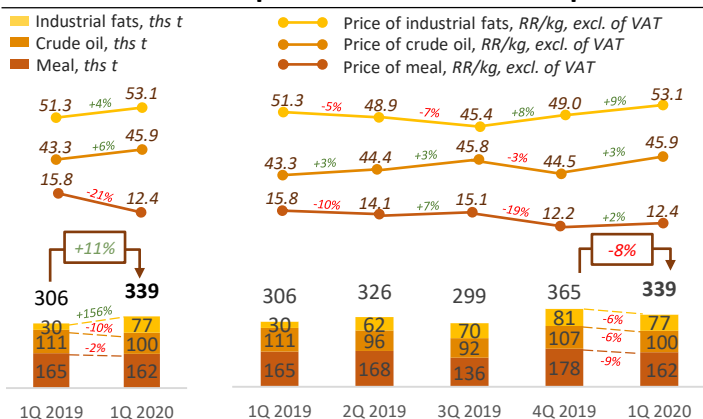
In 1Q 2020 in comparison to the same period of 2019 sales of Oil & Fat segment increased by **20%** – to **RUB 16.1 billion**. Key growth driver was the rise in sales volume of mayonnaise and industrial fats.

### Sales volume and price of consumer oil-and-fat products



In 1Q 2020 all principal categories of consumer oil-and-fat products showed sales volume growth. Their total amount increased by **29%** – to **77 thousand tonnes**. Mayonnaise sales volume rose the most among all (**+57%** to **31 thousand tonnes**). In comparison to 4Q 2019 B2C sales volume dropped by **23%**. Sales prices remained relatively stable.

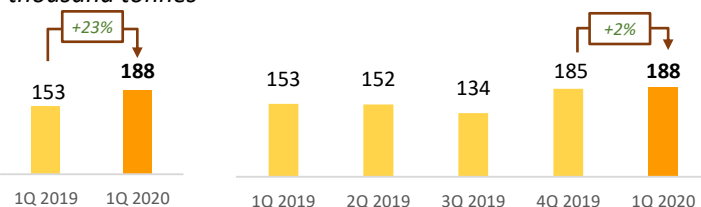
### Sales volume and price of B2B oil-and-fat products



Sales volume of B2B products in 1Q 2020 rose by **11%** to **339 thousand tonnes** thanks to industrial fats. Their sales volume increased by **156%** reaching **77 thousand tonnes**. Sales volume of crude vegetable oil and meal reduced by **2** and **10%** respectively. Sales price of industrial fats and crude vegetable oil experienced rise of **4%** and **6%** respectively, while one of the meal dropped by **21%** due to lower sales volume of soy meal.

### Production of Crude vegetable oil

thousand tonnes



In 1Q 2020 production of crude vegetable oil increased in comparison with the same period of 2019 by **23%** – to **188 thousand tonnes**.

# MEAT SEGMENT

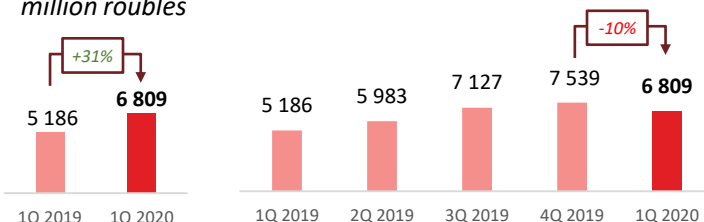
**6.8 billion roubles** +31%  
Sales YoY

**57 ths tonnes** +40%  
Sales volume of pigs and meat products YoY

**124.1 roubles/kg** -7%  
Sales price of meat products, excl. of VAT YoY

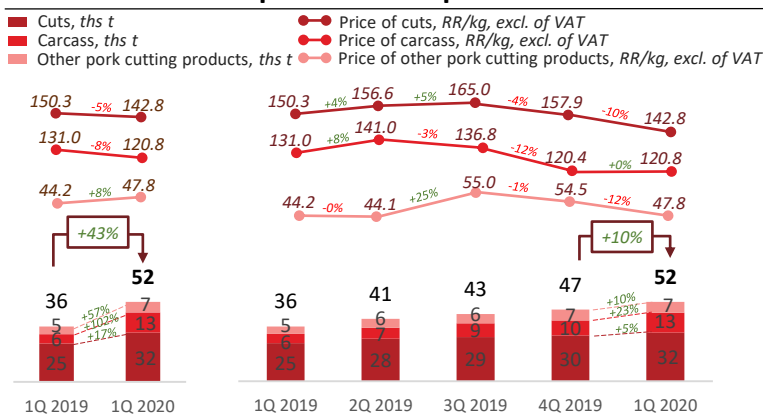
## Sales of Meat segment

million roubles



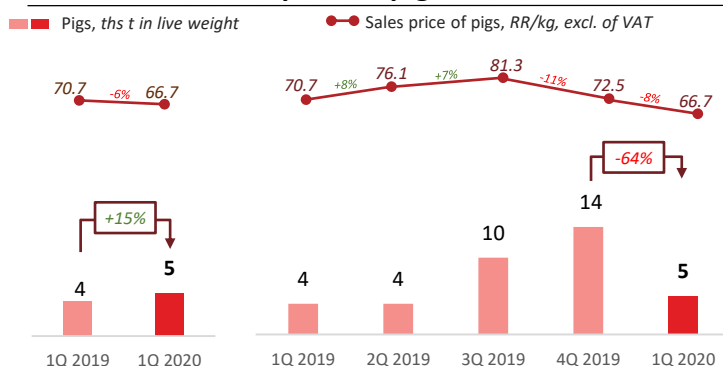
In 1Q 2020 in comparison to the same period of 2019 sales of Meat segment increased by **31%** – to **RUB 6.8 billion**. The growth is attributable to the rise in meat products sales volume, which was partially offset by the price drop.

## Sales volume and price of meat products



Sales volume of meat products continued to grow in 1Q 2020. In comparison to 1Q 2019 they increased by **43%** and reached **52 thousand tonnes**. In comparison to the previous quarter sales volume of meat products rose by **10%**. Sales price of cuts and carcass reduced year over year.

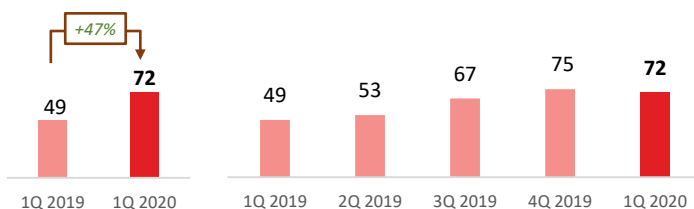
## Sales volume and price of pigs



With an aim to increase output of meat products, sales of pigs amounted only to **5 thousand tonnes**, which consisted mostly (**71%**) of culled pigs sold at a discount to the commercial pig price (61.5 RR/kg, excl. of VAT for culled pigs and 78.3 RR/kg, excl. of VAT for commercial pigs).

## Production of pigs

thousand tonnes, in live weight for slaughtering



Thanks to the launch of new capacities production volume of pigs in 1Q 2020 is **47%** higher in comparison to the same period of the previous year.

## SUGAR SEGMENT

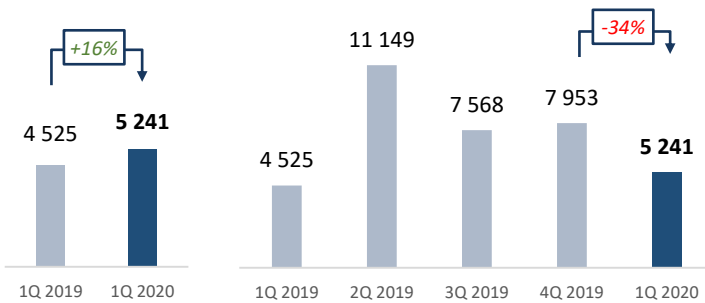
**5.2** billion roubles  
Sales +16%  
YoY

**169** ths tonnes  
Sugar sales volume +62%  
YoY

**24.9** roubles/kg  
Sugar sales price,  
excl. of VAT -32%  
YoY

### Sales of Sugar segment

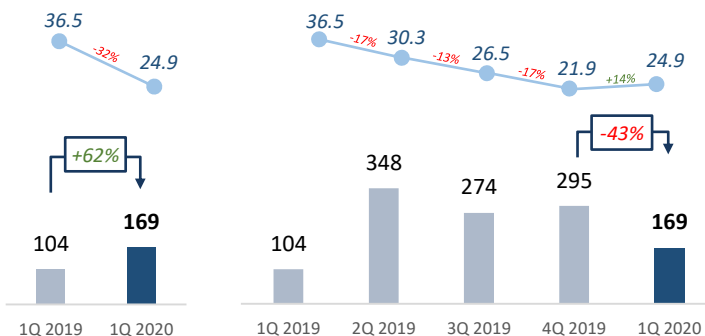
million roubles



In 1Q 2020 in comparison to the same period of 2019 sales of Sugar segment increased by **16%** – to **RUB 5.2 billion**. The growth is attributable to sugar sales volume jump, which was partially offset by the price drop.

### Sugar sales volume and price

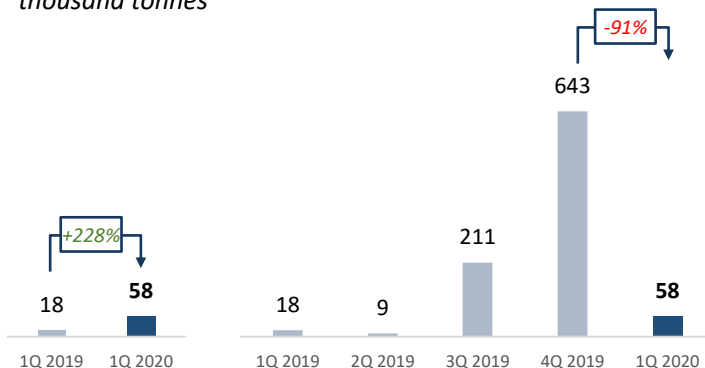
■ Sales volume, ths t  
● Sales price, RR/kg, excl. of VAT



Sugar sales volumes rose by **62%** – to **169 thousand tonnes** due to higher sugar production level. Overproduction of sugar in Russia in season 2019/2020 led to sugar prices drop. As a result, Rusagro's sugar sales price reduced YoY by **32%** to **24.9 roubles/kg, excl. of VAT** and limited sales growth of Sugar segment. However, in comparison with the previous quarter the sale price showed growth by **14%**.

### Sugar production

thousand tonnes



In 1Q 2020 Rusagro produced **58 thousand tonnes** of sugar more. Due to high sugar beet yields in comparison to 1Q 2019 sugar output increased by **228%**.

# AGRICULTURE SEGMENT

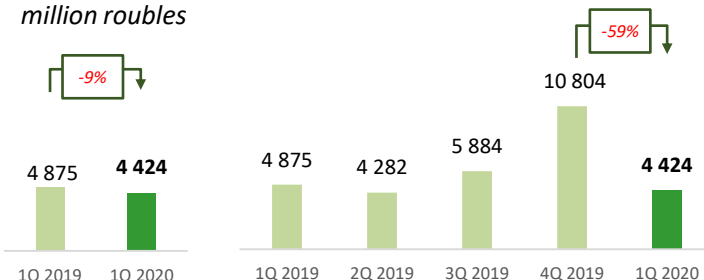
**4.4** billion roubles  
Sales YoY **-9%**

**281** ths tonnes  
Sales volume of crops YoY **-21%**

**24.9** RR/kg  
Sale price of soy, excl. of VAT YoY **+9%**

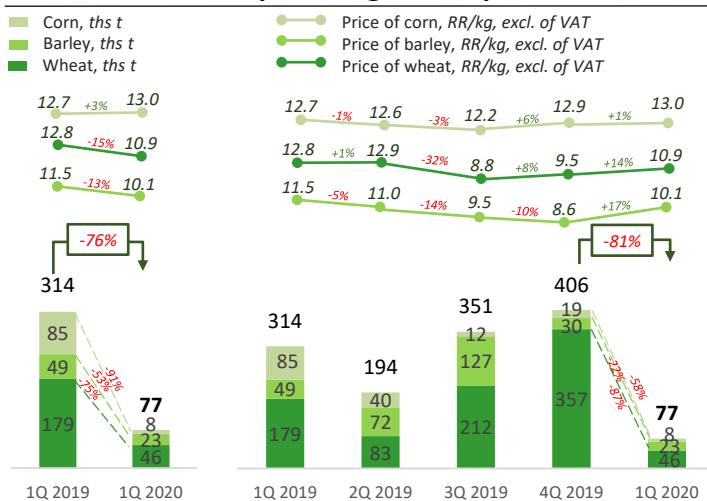
## Sales of Agriculture segment

million roubles



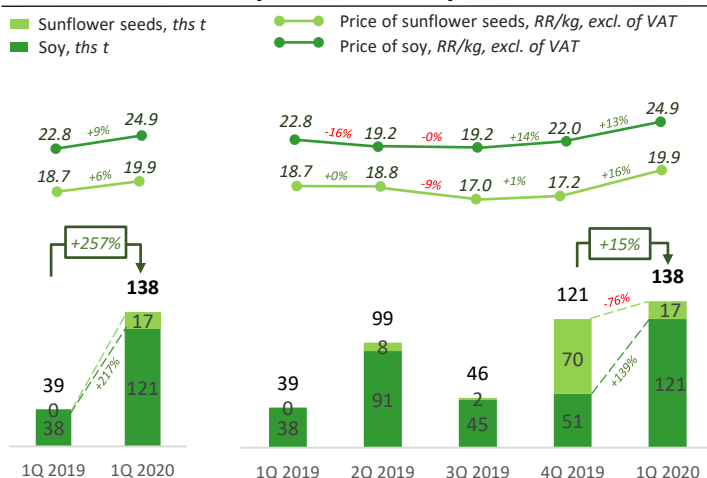
In 1Q 2020 in comparison to the same period of 2019 sales of Agriculture segment reduced by **9%** – to **RUB 4.4 billion**. Explanation behind the decline is elevated sales volume in 1Q 2019, when Rusagro transferred part of the volumes from 4Q 2018.

## Sales volume and price of grain crops



In reporting period Rusagro sold **77 thousand tonnes** grain crops, which is **76%** less than in 1Q 2019, when part of the volumes was transferred from 4Q 2018. Wheat sales volume accounted to **46 thousand tonnes**, which is **75%** less, one of barley – **23 thousand tonnes (-53%)**, one of corn – **8 thousand tonnes (-91%)**. Sale price of wheat and barley in comparison to the previous year dropped, and one of the corn – increased. Quarter to quarter grain crops prices grew.

## Sales volume and price of oil crops



Sales of oil crops in 1Q 2020 augmented from **39 to 138 thousand tonnes** mostly due to the growth of soy sales volume, which rose by **217%**, reaching **121 thousand tonnes**. Sales price of oil crops increased both in comparison to 1Q 2019 and to the previous quarter.

# MILK PRODUCTS SEGMENT

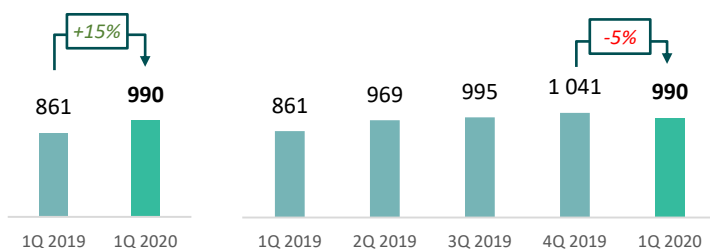
**1.0** billion roubles  
Sales +15%  
YoY

**7.2** ths tonnes  
Sales volume of milk products +21%  
YoY

**203.5** roubles/kg  
Sales price of cheeses, excl. of VAT -3%  
YoY

## Sales of Milk products segment

million roubles

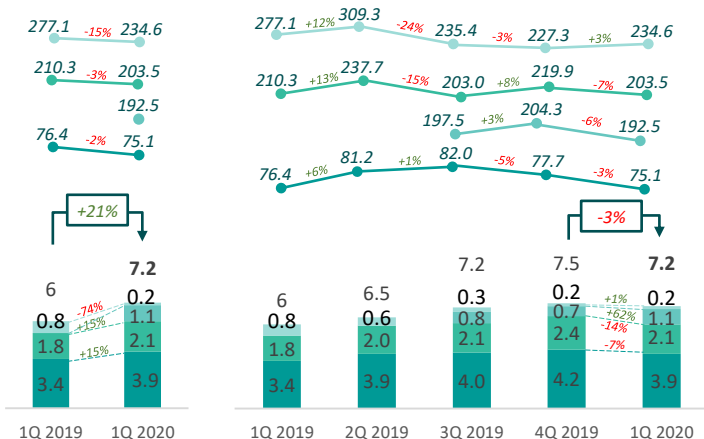


In 1Q 2020 in comparison to the same period of 2019 sales of Milk Products segment increased by **15%** – to **RUB 1.0 billion**. Increase of sales volume of several product categories was the key driver.

## Sales volume and price of milk products

- Dry mixes, ths t
- Cheeses, ths t
- Cream, ths t
- Butter and spreads, ths t

- Price of dry mixes, RR/kg, excl. of VAT
- Price of cheeses, RR/kg, excl. of VAT
- Price of cream, RR/kg, excl. of VAT
- Price of butter and spread, RR/kg, excl. of VAT



Sales volume of milk products increased by **21%** – to **7.2 thousand tonnes** due to higher sales of dry industrial mixes (**+15%**), cheeses (**+15%**) and cream as a profitable way to sale excess milk fat, which is formed as a result of cheese production. Sales price showed negative dynamics.