



Exoil
group

HOLDING STRUCTURE



LLC HC EXOIL GROUP

- 1** Improvement of business efficiency / margins
- 2** Legal, personnel, and technological support of the Holding's activities

LLC CHERNOZEMYE

- 1** Oil production
- 2** Production of meal

LLC TRADING HOUSE CHERNOZEMYE

- 1** Purchase of crude materials
- 2** Sales of finished product

LLC AB TRANS

- 1** Transportation services
- 2** Delivery of crude materials / Finished product delivery

LLC HOLDING COMPANY EXOIL GROUP

The main task of HC ExOil Group is to optimize business processes within the Holding, control over financial flows, legal protection, automation of processes within the company, quality management and staff development.

The Holding company is designed to :

- improve the efficiency of the Group of Companies operations in order to increase profits for Shareholders;
- define financial policy of the GC, develop and implement measures to ensure its financial sustainability;
- formulate the tax policy of the GC;
- control the condition, movement and appropriate use of financial resources, the results of financial and economic activities, fulfillment of tax obligations;
- develop measures and provide recommendations for the strategic development of the GC;
- develop the legal and regulatory framework of the Holding company.

In addition, an important aspect is the activities of HC ExOil Group on marketing, information, legal and personnel support of the holding company, namely :

- carry out legal reviews of civil law contracts and agreements;
- ensure legal protection of the interests of the GC at all levels of economic activity;
- providing information and technological support for the production and business activities of the GC, automating the processes as much as possible;
- managing the GC personnel. Creating a highly professional, motivated team of like-minded people;
- introducing a strong corporate culture;
- recruitment and development of staff skills through training and mentoring.

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LLC CHERNOZEMYE



FULL PROCESSING AND PRODUCTION CYCLE

Chernozemye is engaged in the processing of oilseeds as well as the production of finished products in the form of oil and meal. The company started its operations in 2016 by launching an innovative plant equipped with modern machinery, with a capacity of over 2,000 tons per day. A complete supply of the main technological equipment, storage and automation systems is made by the world's leading companies:

- Elevator equipment with a storage capacity of 75000 tons of oilseeds produced by AG Growth International - the world leader in this area.
- Drying equipment consisting of two plants with a capacity of 60 tons per hour each, manufactured by Buhler, Germany, the world leader in this area.
- Dehulling and pre-pressing equipment with a processing capacity of 2,000 tons per day manufactured by Harburg, Germany - the world leader in this area.
- Extraction equipment with the volume of cake processing equivalent to 2,000 tons per day produced by Bernardini, Italy - European leader in this area.

BEHLEN MFG CO; BUHLER AG; BUHLER GMBH; LLC «CORPORATE SYSTEMS GSCOR»; AMANDUS KAHL GMBH&KG; HARBURG FREUDENBERGER MASCHINENBAU GMBH; CMBERNARDINI S.R.L.

PRE-PRESSING – EXTRACTION

The plant operates on the scheme of pre-pressing-extraction, which allows to ensure the production of oil and meal of high quality. Extraction unit is complete delivered by CMBernardini S.R.L. It is a global manufacturer, which supplies equipment to many countries, including: Ukraine, Russia, Iran, Saudi Arabia and other countries.

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20000 m³
Oil tank depot

100 tn/hour
Raw seed cleaning

50 tn/hour
Seed drying

70000 tn
Seed storage capacity

2000 seeds/day
Maximum output

LLC TRADING HOUSE CHERNOZEMYE

FULL PROCESSING AND PRODUCTION CYCLE

TH Chernozemye provides services in the sale of finished products, and is also engaged in quality control. Experienced staff constantly researches the market of suppliers to choose the most high-quality raw materials, as well as constantly monitors prices for comfortable and effective sales at all stages.

Properly organized procurement activities allow not only to sell quality products in the future, but also to ensure the smooth operation of the enterprise as a whole. Correctly built partnerships with suppliers allow us to sell products at the best price and provide the best conditions for our customers.

TH Chernozemye works in two main areas:

- Purchase of raw materials
- Sale of finished products

LLC AB TRANS

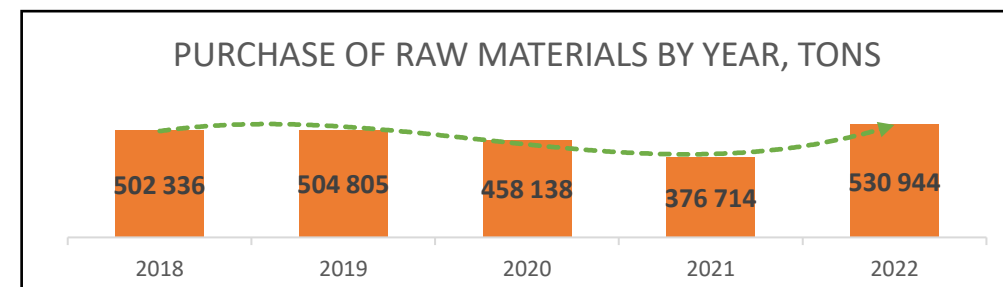
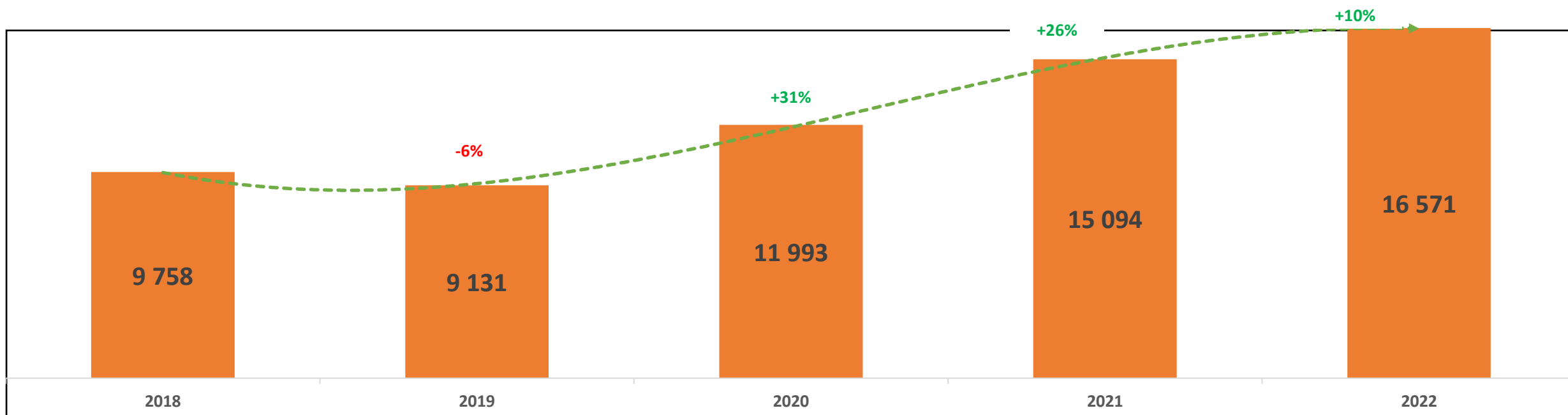
Transportation Company AB Trans is a logistics company with its own fleet of vehicles, carrying large and small loads. The logistics team is constantly working on the delivery and redistribution of goods.

The company's fleet consists of 60 vehicles, including 27 SCANIA oil tankers, 13 SCANIA and 17 ISUZU grain tankers.

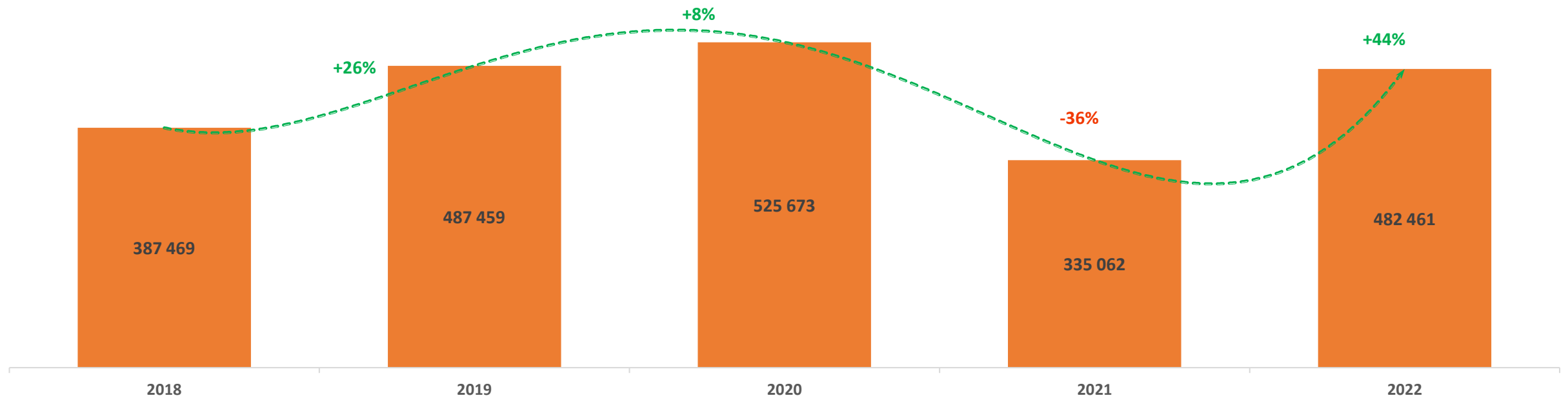
The fleet is equipped with a satellite tracking system, which allows round-the-clock, uninterrupted logistics monitoring. It allows high-quality planning of transportation and organization of timely delivery of cargo.



PURCHASE OF RAW MATERIALS BY YEAR, MLN. RU .

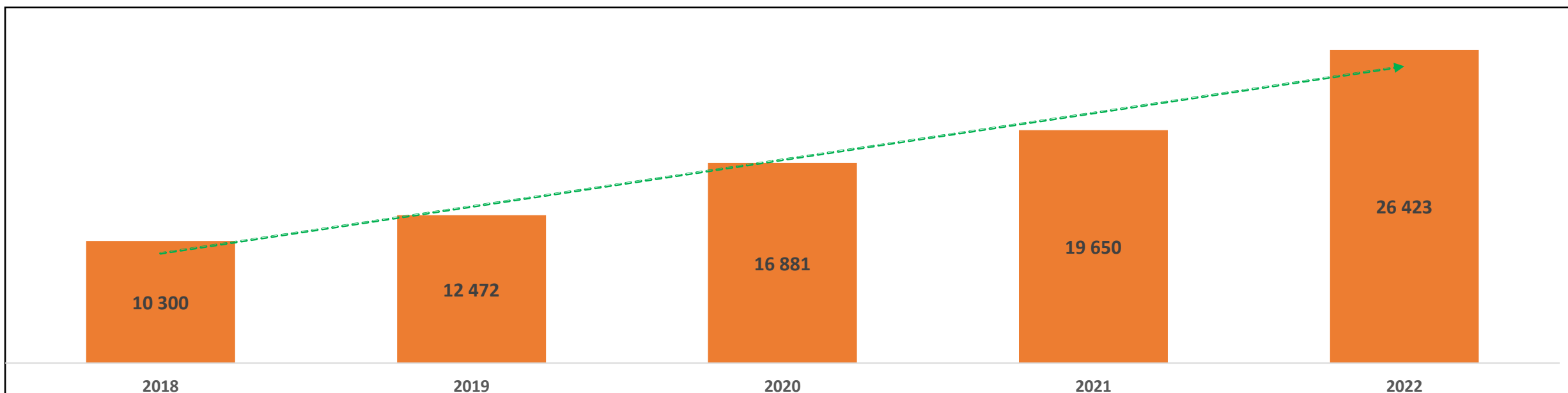


FINISHED PRODUCT OUTPUT BY YEAR, TONS



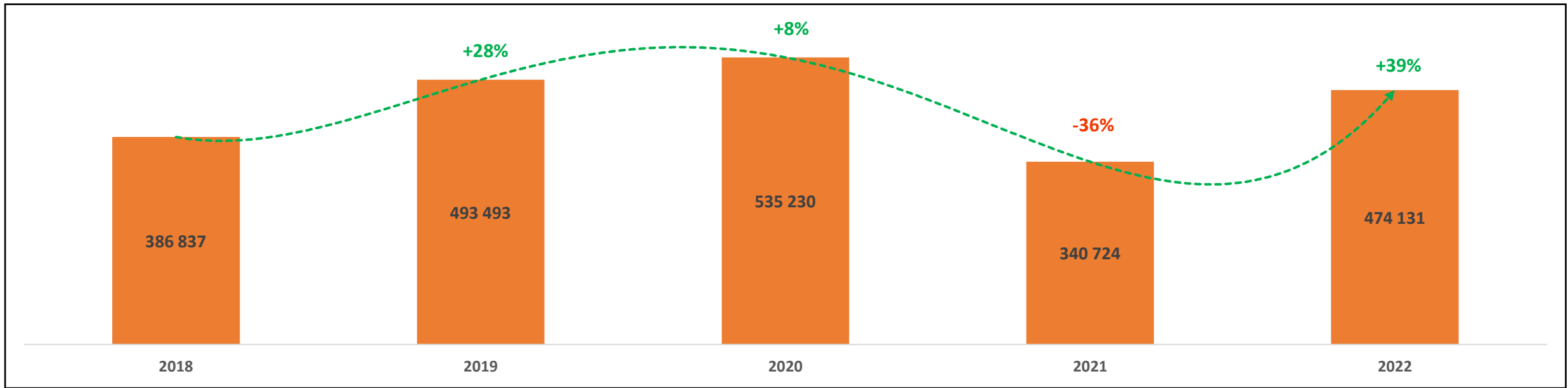
Total oil output for the year :	187 077		237 640	+27%		256 200	+8%		162 153	-37%		232 595	+43%	
Total output of meal for the year:	156 981	TONS	198 320	+26%	TONS	210 250	+6%	TONS	138 347	-34%	TONS	200 689	+45%	TONS
Total output of husks for the year :	43 411		51 499	+19%		59 223	+15%		34 562	-42%		49 177	+42%	

REVENUE FROM THE SALE OF FINISHED PRODUCTS BY YEAR, MLN. RUB.



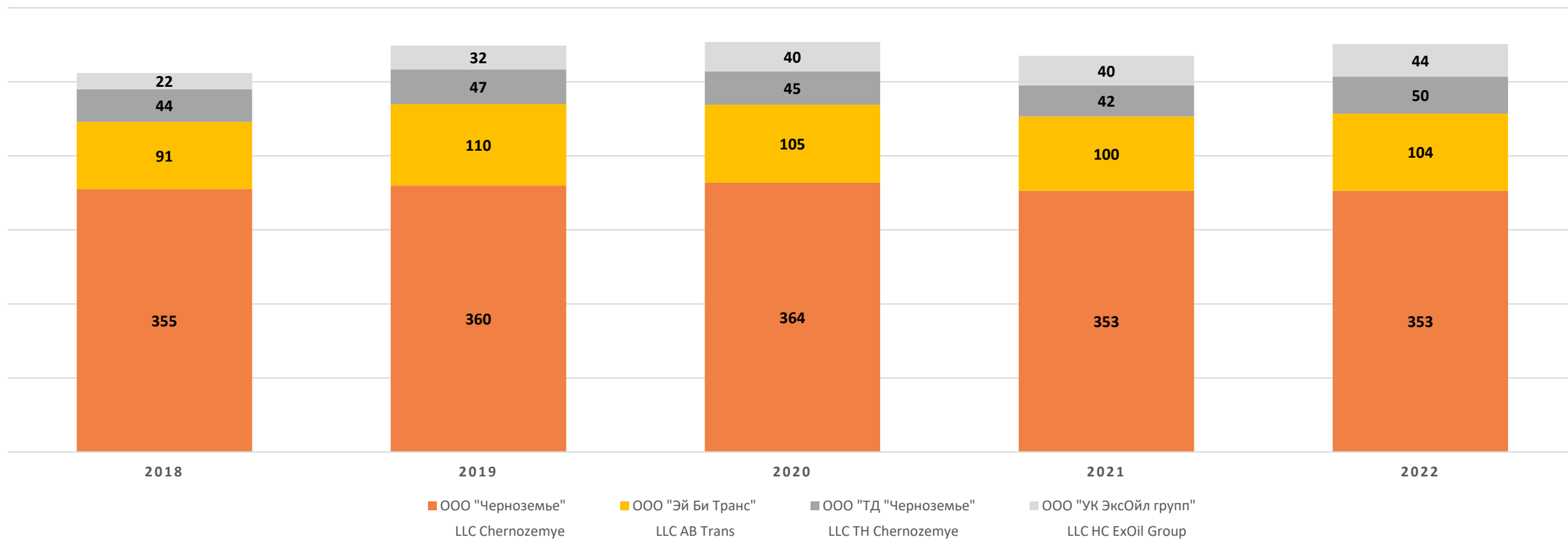
Total sales of oil for the year :	8 484		10 188	+20%		13 974	+37%		16 731	+20%		22 604	+35%	
Total sales of meal for the year :	1 799	MLN.RUB.	2 192	+22%	MLN.RUB.	2 822	+29%	MLN.RUB.	2 833	+0,4%	MLN.RUB.	3 570	+26%	MLN.RUB.
Total sales of husks for the year :	17		92	+448%		85	-8%		87	+3%		249	+186%	

SALES OF FINISHED PRODUCTS BY YEAR, TONS



Total sales of oil for the year :	190 783	240 289	+26%	TONS	266 511	+11%	TONS	161 578	-39%	TONS	225 436	+40%	TONS
Total sales of meal for the year :	152 567	201 655	+32%	TONS	209 629	+4%	TONS	138 303	-34%	TONS	200 250	+45%	TONS
Total sales of husks for the year :	43 488	51 549	+19%		59 090	+15%		40 843	-31%		48 445	+19%	

NUMBER OF EMPLOYEES OF THE GROUP OF COMPANIES



HR management

Number of employees who received financial aid

