



**ROSTOK HOLDING**  
AGROINDUSTRIAL HOLDING

# GROUP PRESENTATION

JULY 2022

# CONTENTS

<b>I</b>	<b>GROUP OVERVIEW</b>	<b>3</b>
<b>II</b>	<b>STRATEGIC GOALS</b>	<b>6</b>
<b>III</b>	<b>OPERATING PERFORMANCE</b>	<b>8</b>
<b>IV</b>	<b>FINANCIAL KEY PERFORMANCE INDICATORS</b>	<b>14</b>





**ROSTOK HOLDING**  
AGROINDUSTRIAL HOLDING



## I. GROUP OVERVIEW

# SUMMARY

- Rostock Holding Group is a vertically integrated agroindustrial holding
- Areas of activity: crop production, livestock breeding, grain storage, sales

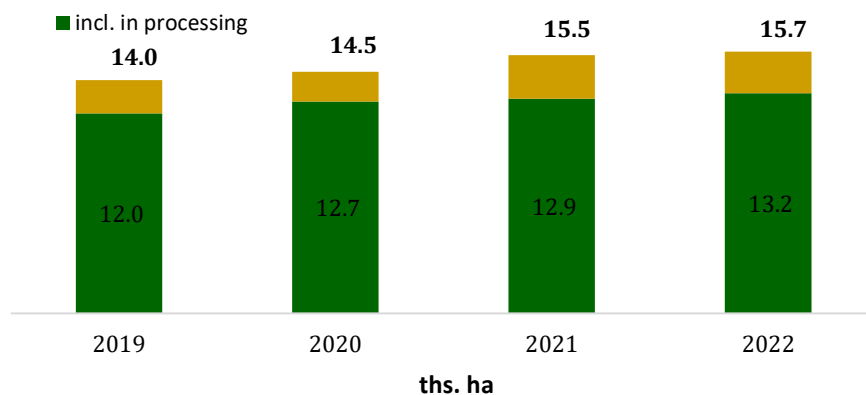
## ✓ Crop production :

- Profile crops: corn, sunflower, wheat, spring barley, soy
- In 2021, 92 ths. tons of cereal crops and oilseeds were collected

## ✓ Dairy farming :

- Following the results of 2021, the total number of cattle amounted to 366 heads, of which 160 were feed cows
- In 2021, the productivity of feed cows reached 7,909 kg / head

## Land bank of the Group



## Key financial indicators of the Group, \$mln.

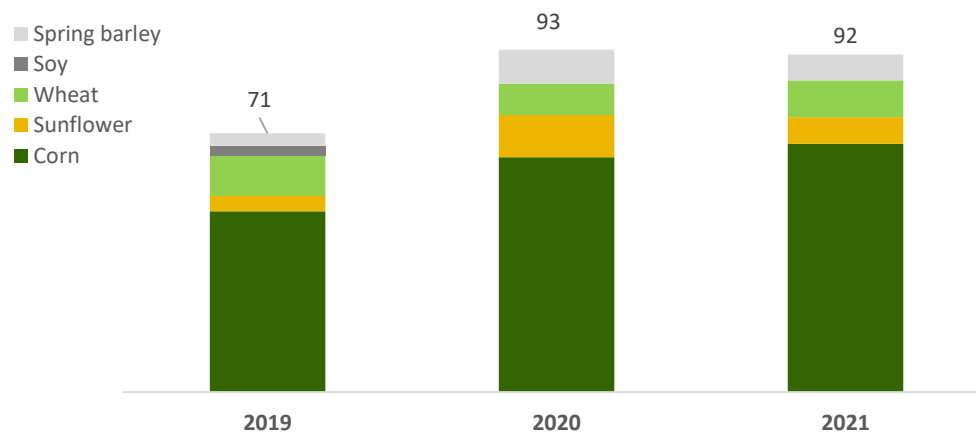
	2020	2021	2022 plan
Earning	15.1	16.0	13.1
EBITDA	8.3	5.9	3.0
Net profit / loss	2.9	6.1	1.1

Source: Baker Tilly audited financial statements according to IFRS for 2020, 2021 – NAS, 2022 - forecast

## Core assets of the Group for 2022:

- Land bank under control - 15,700 ha in lease
- Modern elevator with a capacity of 39,600 tons of storage (including construction of 2021)
- 120 units of self-propelled and trailed equipment
- 1 dairy farm (yield for 2021 – 1,082 tons)

## Scope of production of main crops, ths. tons\*



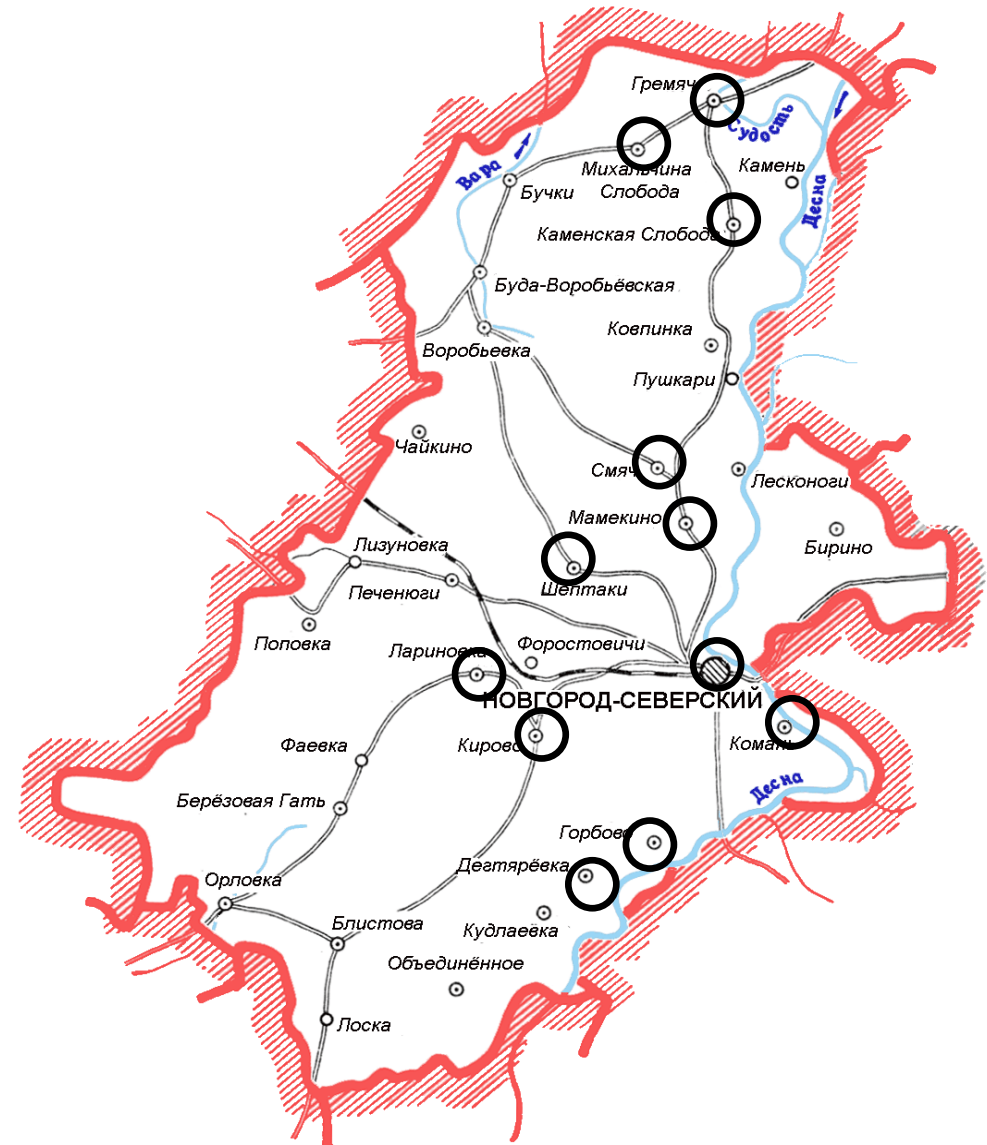
# GEOGRAPHY AND HISTORY

The **Group** includes 3 agricultural enterprises in the Chernihiv region (Novhorod-Siverskyi district).

The **land bank** is **15.7 thousand hectares**.

The enterprise owns 1 elevator with a total storage capacity of 39.6 thousand tons.

The property also includes 1 dairy cattle farm (as of July 1, 2022, 208 feed cows, 212 young animals).





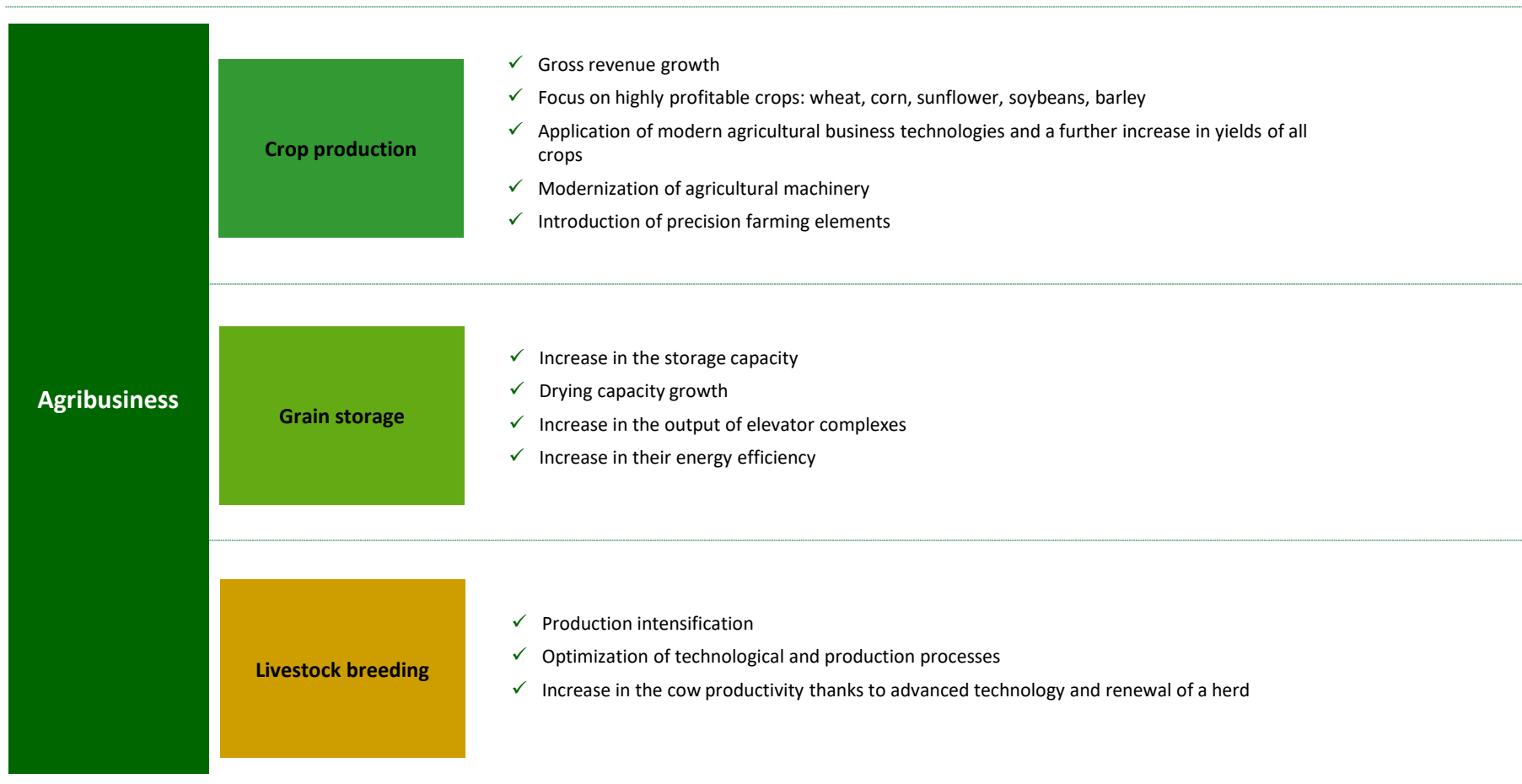


**ROSTOK HOLDING**  
AGROINDUSTRIAL HOLDING



## II. STRATEGIC GOALS

# STRATEGY AND DEVELOPMENT PLANS





**ROSTOK HOLDING**  
AGROINDUSTRIAL HOLDING



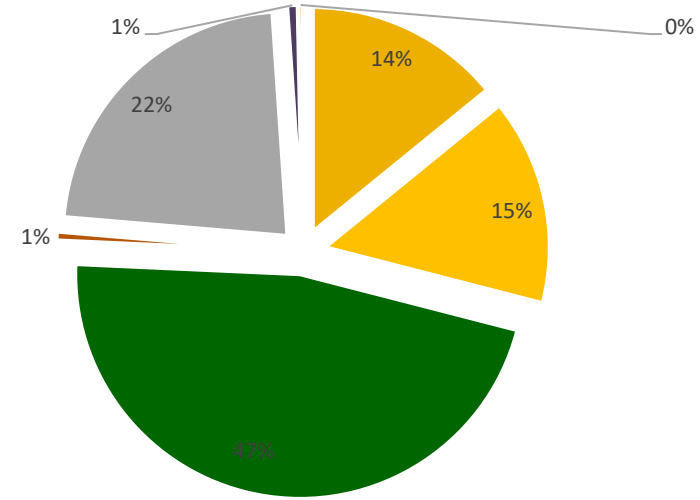
### III. OPERATING PERFORMANCE



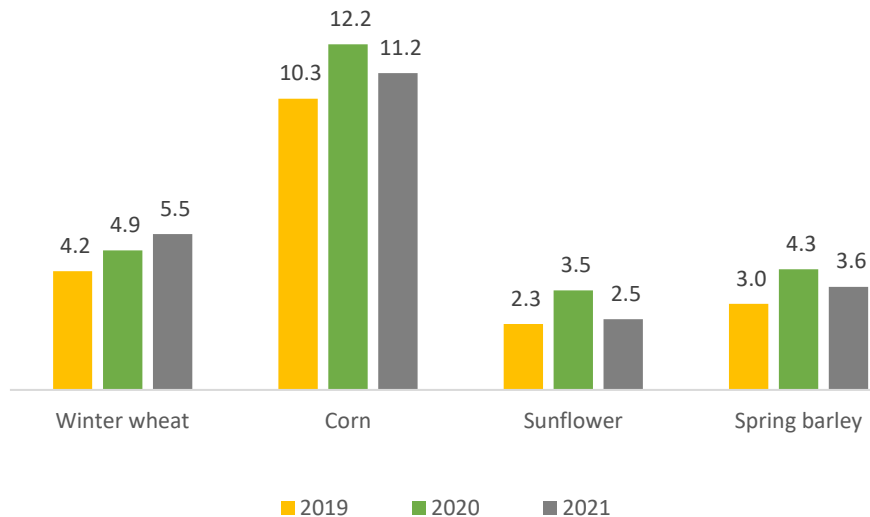
# CROP PRODUCTION

- Crop area in 2021 – 12.9 ths. ha
- The lands in the cluster are located in the north of Ukraine - in the Chernihiv region
- Application of modern agar technologies
- Focus on more profitable and demanded crops: winter wheat, corn, sunflower, spring barley
- According to the results of 2021, the average yield indicators in terms of crops exceed the average indicators for Ukraine

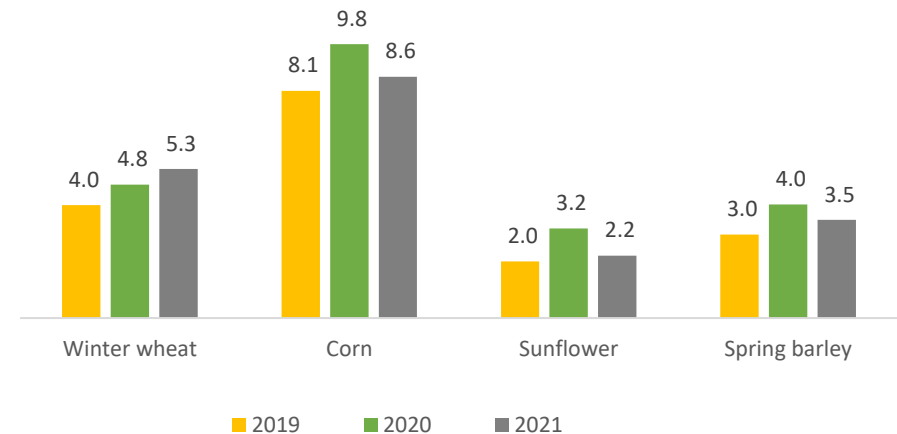
Structure of crop rotation, 2021



12.9 ths. ha



Bunker yield, t/ha



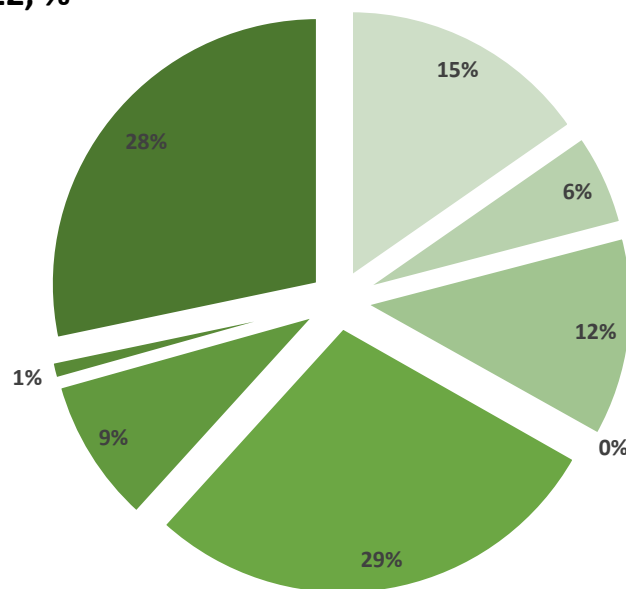
Test yield, t/ha

# 2022 CROPS, production forecast:

Culture	Planting area, ha	Hopper level, t/ha	Offset level, t/ha	Shaft (bunker), t	Shaft (offset), t
Winter wheat	2,026.0	4.95	4.80	10,026	9,725
Spring barley	741.0	3.68	3.50	2,730	2,594
Corn for grain	1,610.5	10.49	8.50	16,900	13,689
Spring wheat	13.0	3.61	3.50	47	46
Sunflower	3,768.0	2.37	2.20	8,914	8,290
Millet	1,179.0	2.00	1.80	2,358	2,122
Corn for silage	140.0	35.00	29.75	4,900	4,165
Fallow	3,739.0				
<b>TOTAL</b>	<b>13,216.5</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>

**Crop rotation structure, 2022, %**

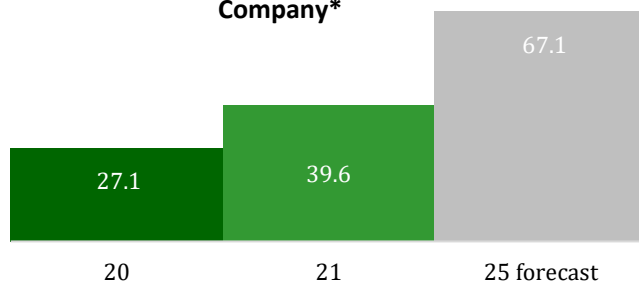
- Winter wheat
- Spring barley
- Corn for grain
- Spring wheat
- Sunflower
- Millet
- Corn for silage
- Fallow



# CROP STORAGE AND INFRASTRUCTURE

- The Group invests in its own elevator in close proximity to the agricultural fields because of a shortage of the quality infrastructure for storing crops in the market
- The elevator has 2 dryers "Petkus" (Germany), Stella (Germany), silo equipment and conveyors Lubnymash (Ukraine)
- To date, the total capacity for one-time storage of grain at the Group's elevator is 39.6 thousand tons. The design capacity will be 67.1 thousand tons
- The Group also applies the technology for storing crops in plastic sealed bags

**Plans to increase the existing storage capacity of the Company\***



\*ths. tons at the end of the year

Indicators	Capacity/Output
	Novhorod-Siverskyi Elevator LLC (Novhorod-Siverskyi, Chernigov region)
Storage tanks	Current – 39.6 ths. tons
Crop drying	3,000 t/day
Crop cleaning	350 t/h
Conveyors	200 t/h
Acceptance	3,600 t/day
Shipment to motor vehicles	1,000 t/day
Shipment to railway	1,260 t/day: 18 car/day
Car supply front	9 pcs.



Elevator – Novhorod-Siverskyi



# AGRICULTURAL MACHINERY AND MATERIALS

Modern machinery and high-quality materials from the leading global suppliers

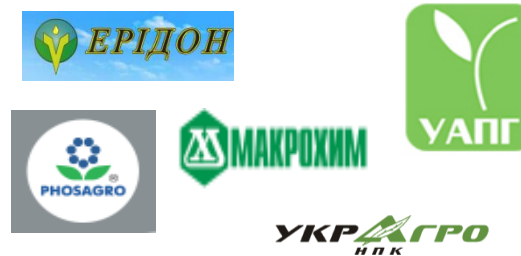
## Seed suppliers



## Machinery suppliers



## Fertilizer suppliers



## Plant protection suppliers







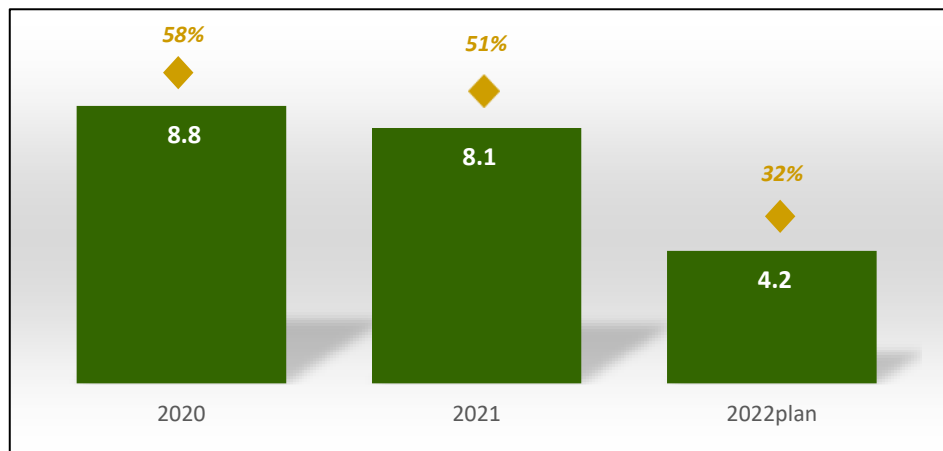
**ROSTOK HOLDING**  
AGROINDUSTRIAL HOLDING



## IV. FINANCIAL KEY PERFORMANCE INDICATORS

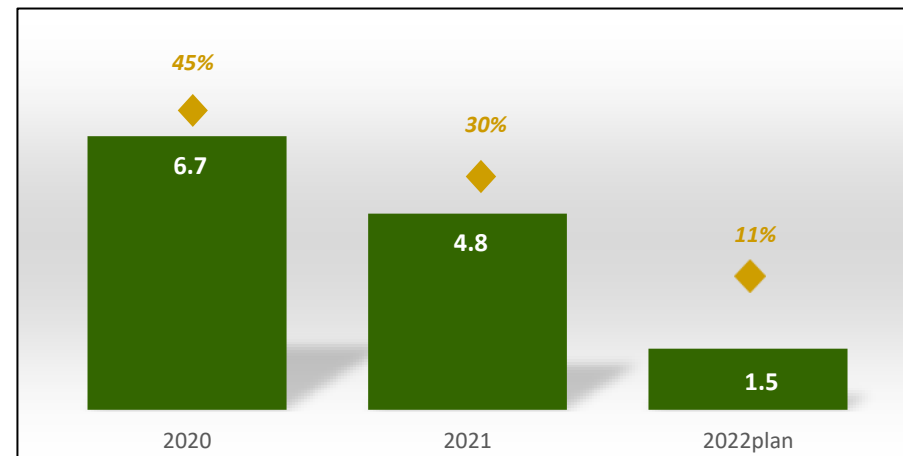
# FINANCIAL REVIEW

Gross profit, \$mln.



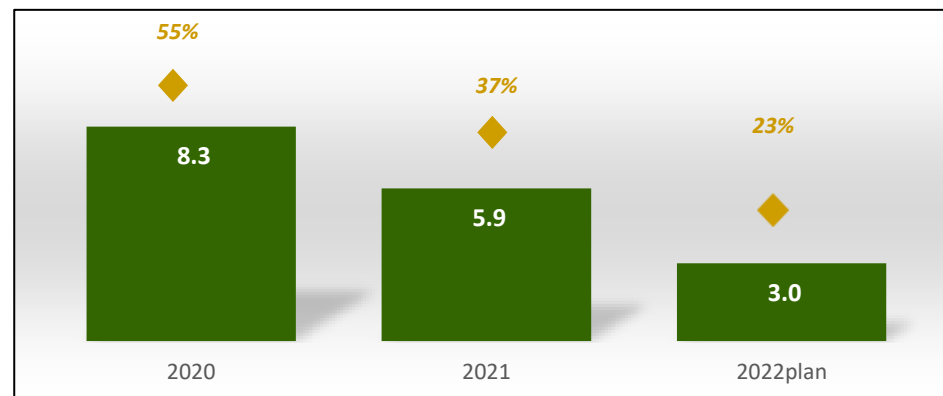
◆ - gross profit margin

Operating profit, \$mln.



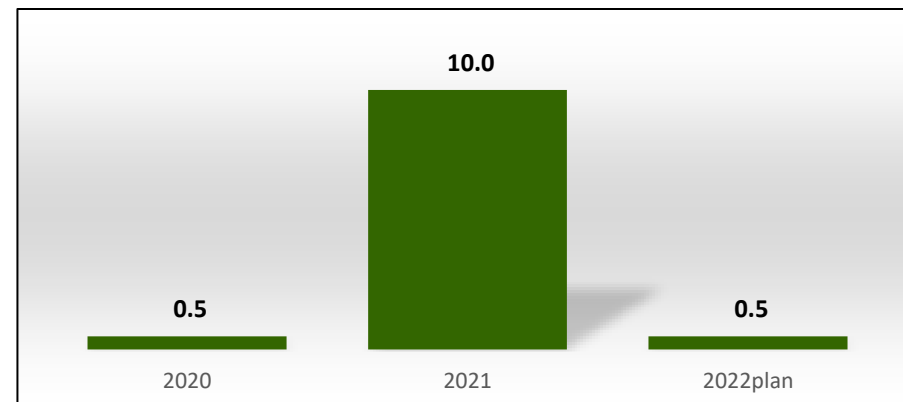
◆ - operating profit margin

EBITDA, \$mln.



◆ - EBITDA margin

Investments, \$mln.



Source: Baker Tilly audited financial statements according to IFRS for 2020, 2021 – NAS , 2022 - forecast



# DEBT PROFILE

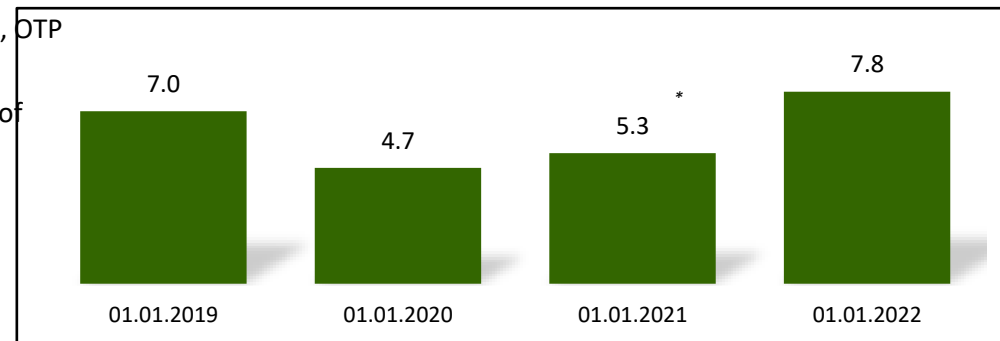
- **Total debt of the Group as of December 31, 2021 was \$7.8 mln.:**

- ✓ The main financial partners of the Group are PUMB PJSC, OTP Leasing LLC, ULF LLC, Scania Credit LLC.

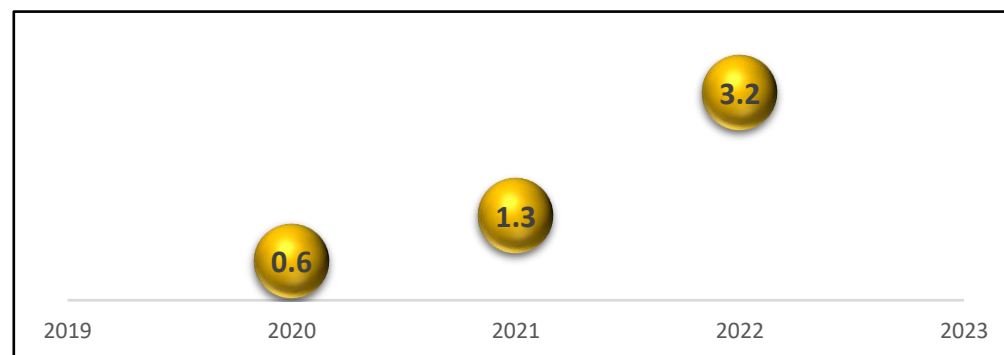
- The debt burden of the Group (net debt / EBITDA) at the end of 2021 does not exceed 1.3x.



Loan portfolio, \$mln.



Net debt / EBITDA



Source: Baker Tilly audited financial statements according to IFRS for 2020, 2021 – NAS , 2022 - forecast

**You will enjoy  
cooperating with  
us!**



**ROSTOK HOLDING**  
AGROINDUSTRIAL HOLDING

**Address:** Ukraine, 01054, Kyiv  
Ivan Franko street, 15-A

**Tel.:** +38 (044) 581-51-01

**Fax:** +38 (044) 581-59-89

**E-mail:** [secretar@rostokholding.com](mailto:secretar@rostokholding.com)

**[www.rostokholding.com](http://www.rostokholding.com)**