



**BIO·TON**  
*Smart Farming*



# Company Presentation

## *Preliminary 2021 Results*

**February, 2022**

### **BIO-TON Agri Corp.**

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Mikhail Kharlamov, Director, Innovations and Business Development

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Graduated from the University of Chicago Booth School of Business

Started his professional career in investment banking in 1993. Participated in the creation of debt capital markets in Russia. Later, he successfully completed several M&A and turnaround projects both as an independent advisor and as part of project teams

In 2011, he chaired the Board of Directors of BIO-TON Agri Corp., which later became the largest national sunflower producer and one of the country's major grain producers, with a land bank of nearly 500,000 hectares of arable land in the Volga Valley of Russia

In 2019 he was elected Chairman of the Executive Board of the newly created Russian Union of Grain Exporters (RUSGRAIN UNION), which currently unites the largest companies, both local and international, collectively exporting more than 70% of grain from Russia

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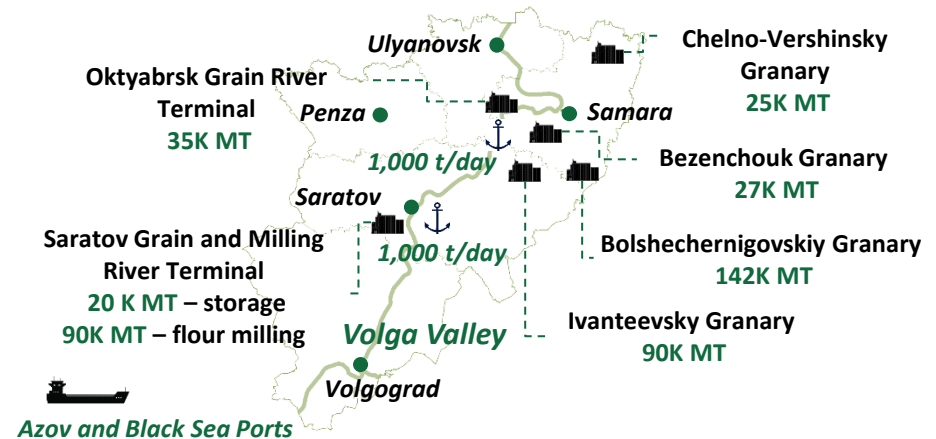
- #1 Russian producer of sunflower seeds
- #1 Volga Valley based agri holding with land assets of ~500 KHA (#7 nationwide)
- Key export destinations: Turkey, Egypt, Bulgaria, Jordan, Saudi Arabia, Bangladesh, Indonesia

\* Ministry of Agriculture 2018; \*\* Agroinvestor, 2018, BEFL, 2021; \*\*\* as of 28.05.2021

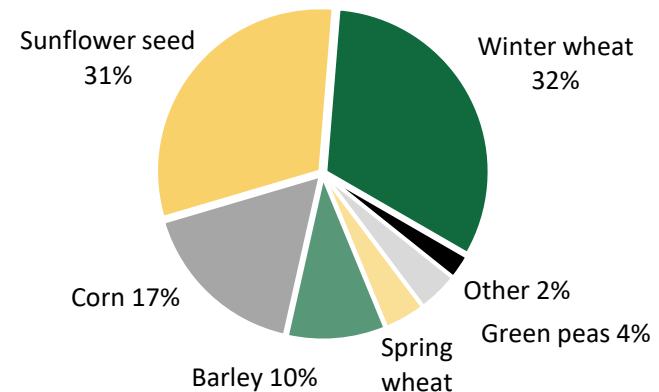
## Description

- Land assets of ~500 KHA, total production of ~1.0 MMT of grain, legumes and oilseeds
- Out of the Top-100 list of recipients of state support funds despite the scale of business
- Strong financial results based on continuous technological improvements and strict cost control
- Own flour milling division - Saratov Mills, an established producer of top-quality whole-wheat flour and cereals
- Most successful countrywide experience of returning abandoned land to crop rotation - **126 KHA**
- Strategic development along the Volga River towards the Black Sea grain ports to maximize logistic benefits
- Two own river grain terminals (Samara and Saratov) for direct and low-cost shipments to both domestic and international consumers
- Continuous investments in infrastructure development for grain storage, processing and logistics, which over the past 10 years exceeded **\$100M**
- Total grain storage capacity of ~**600 KMT**

## Location

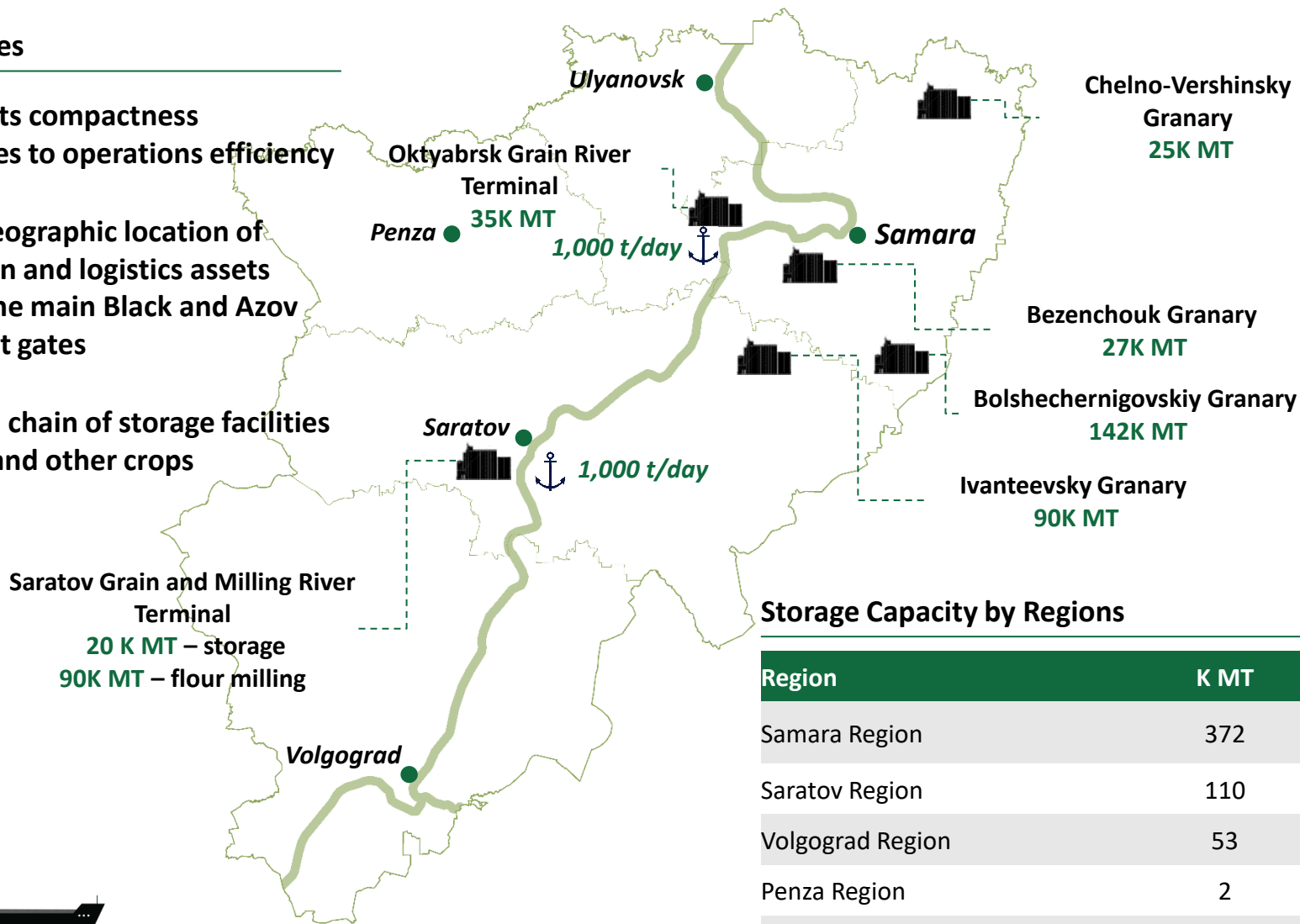


## 2021 Gross Production



## Key Advantages

- ✓ Land assets compactness contributes to operations efficiency
- ✓ Unique geographic location of production and logistics assets close to the main Black and Azov Sea export gates
- ✓ Advanced chain of storage facilities for grain and other crops



Saratov Grain and Milling River Terminal  
20 K MT – storage  
90K MT – flour milling

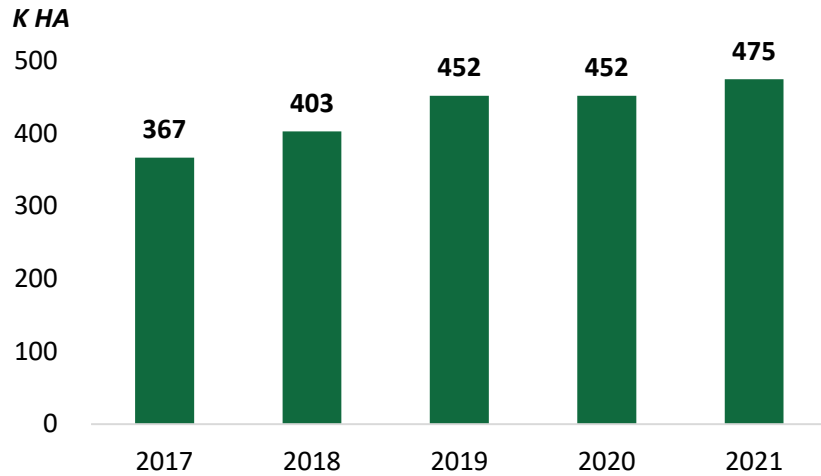


Azov and Black Sea Ports

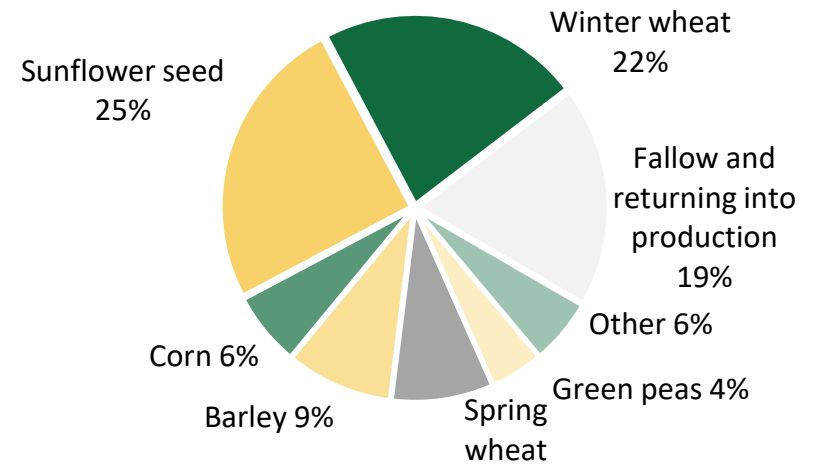
## Storage Capacity by Regions

Region	K MT
Samara Region	372
Saratov Region	110
Volgograd Region	53
Penza Region	2
<b>TOTAL:</b>	<b>572</b>

## Land Assets Growth



## Crop Rotation, 2022P



- **BIO-TON's production capacity fits well into Russia's strategy to double agri exports by 2030**
- BIO-TON is a successful company operating in commodities production
- BIO-TON may its land bank up to **1.0 MHA** in the next five years producing up to **2.0 MMT** of crops available for both processing and exports
- Substantial own production base represents a differentiating advantage for BIO-TON in establishing own processing capacities
- BIO-TON does not require funding for production but cooperation opportunities are possible in a partnership in processing in:



Flour production



Vegetable oil production



Vegetable proteins and marginal segments production

- **Processing might become a win-win value creation for a both the strategic partner and BIO-TON**