

April, 2021

AGRO 
Generation

AgroGeneration
Corporate Presentation

AgroGeneration SA – 19 boulevard Malesherbes, REGUS, Paris 75008, FRANCE – Tel.: +33 1 55 27 38 40

Current Footprint

At a Glance

PUBLIC COMPANY

Listing on NYSE Euronext in Paris
with **39.9% free float** (as of Dec 31st, 2020)



FARMLANDS

≈60k ha
in the **Kharkiv region of Ukraine**



TEAM

≈600 full time employees run by strong management team



PRODUCTION

≈167k tons (2020)

Grains
69%



Oilseeds
31%

STORAGE

Over 140k tons



MACHINERY FLEET

Fleet of modern ag machinery
incl. 49 combines, 155 tractors, 29 sprayers



AgroGeneration

Current Shareholders and Investors

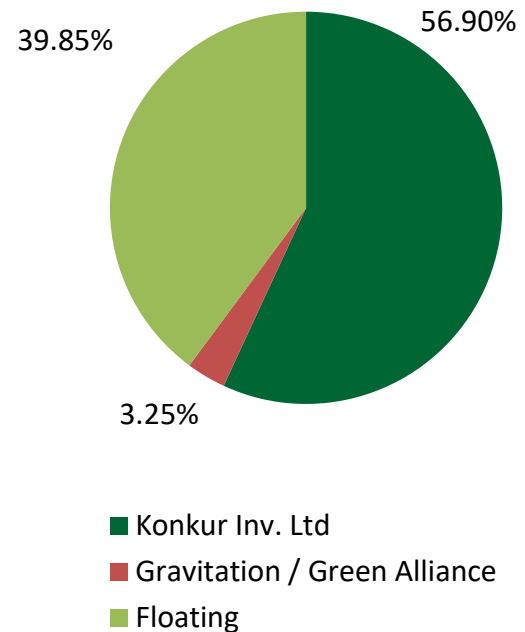
Konkur:

- Majority **shareholder** of AgroGeneration
- **Investment holding company**
- **Owned by SBF IV fund** (run by **SigmaBleyzer**)

SigmaBleyzer:

- **Over 25 years SigmaBleyzer (SB)** and SB's managed funds have **invested over \$1 billion** in the Ukrainian economy in many sectors, including: agriculture, telecom, high-tech, media, food, retail, consumer products, infrastructure
- SB has been a **successful private equity investor in Ukraine** in spite of the challenges
 - Strong record of **creating value**, investments in over **100 companies**, active **hands-on management style**, value creation at the operational level, not through financial engineering

AgroGeneration
Shareholders Structure as of Dec 31st, 2020



Assets & Infrastructure

Operational Base

AgroGeneration currently operates c.a. 60k ha of farmlands, all concentrated in the Kharkiv region of Ukraine

- High-quality black soil for reaching high yields
- Lands are concentrated in 6 production clusters, advantageous for usage of wide-cut machinery
- The lands inside of each farm are closely located, fields are large and even

Storage capacities account for over 140k tons in total and are presented by both elevators and horizontal facilities

- 67k tons of vertical silos capacity and over 74k tons of horizontal storage sites are located at the farms today

The business is well equipped with agricultural machinery supplied with GPS and fuel sensors to record and follow-up working parameters in real time

AgroGeneration. Map of Operations



Operational Performance

Field Operations & Crop Mix

For **2021**, AgroGeneration plans to follow the adopted in 2020 production strategy mainly **focusing on wheat and sunflower**

Only some small areas are planned to be engaged under other crops considering additional diversification and agronomical feasibility

Winter wheat occupies 50% of total planned area under sowings

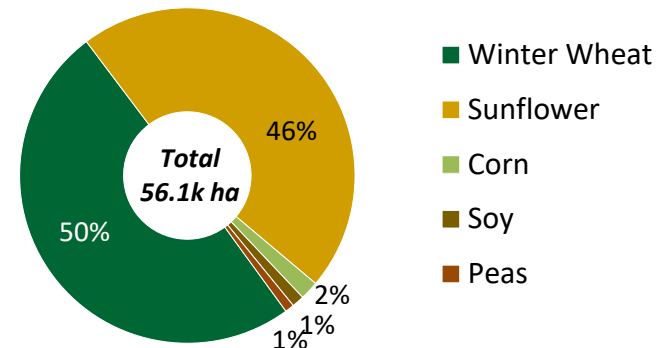
As of mid-April, the **overall condition of winter wheat sprouts** across AgroGeneration's fields **was good**

Low temperatures and abundant rainfalls in the Kharkiv region in April 2021 **favored the development of wheat sprouts**

Spring sowing campaign of 2021 started in mid-April

Fertilization of winter wheat as well as all **field preparation activities** for the spring sowing campaign were conducted in full-scale and within required agronomic time limits

2021 AgroGeneration Planned Crop Mix



Financial Performance

2020 Results

The Group's financial indicators improved sharply in 2020 demonstrating successful turnaround fueled by conducted in 2020 **changes in production strategy** and implemented **cost savings initiatives**

🌱 **Positive EBITDA of €19.6M: +€20.7M vs 2019** on the back of:

- 🌱 **Revenue increased by 28%** mainly fueled by **good production outcomes** (achieved yield and good quality of wheat), as well as **increased crop prices**
- 🌱 **Substantially improved Gross profit (+€18.5M)** associated with the decreased production costs (resulting from optimized production process) in addition to the improved crop prices
- 🌱 **48% decline in SG&A costs**, attributed to implemented **cost saving initiatives**, as well as reduction in selling expenses driven by a **decline in export volumes** and **decrease in transport tariffs**

🌱 **Balanced and sound financial structure achieved with strengthened equity to €34.7M and significantly reduced net debt to €11.0M (-34%)**

- 🌱 Management plans to continue to gradually reduce company's debt to further reduce the cost of financing

AgroGeneration. Annual Financial Results (incl. IFRS 16)

k EUR	2019	2020
Revenue	30,591	39,146
Change in FV of BA and FG	(1,986)	10,044
Cost of Sales	30,567	32,722
Gross Profit	(1,962)	16,468
SG&A	8,962	4,876
EBITDA	(1,184)	19,558
Gross Margin, %	-	42%
EBITDA Margin, %	-	50%

AgroGeneration. Balance Sheet & Debt (incl. IFRS 16)

k EUR	31.12.19	31.12.20
Non-Current Assets	41,239	39,247
Current Assets	28,678	27,360
Total Assets	69,917	66,607
Equity	27,898	34,711
Non-Current Liabilities ¹	11,715	9,586
Current Liabilities ¹	30,304	22,310
Total Equity and Liabilities	69,917	66,607
Net Debt (Reported) ¹	35,628	25,053
Net Debt excl. IFRS 16	16,697	10,969

(1) Incl. non-cash liabilities according to IFRS 16

Operational Improvements

2021 Outlook

To sustain operating results in **2021**, the **Group plans to continue cost structure improvement** via:

🌿 **Completion of cost cutting measures announced in late 2019-early 2020:**

- 🌿 Entire effect from implemented **cost savings in the head office** of the Group is to be reflected in the 2021 year-end result
- 🌿 The Company will continue **cost optimization on farms level** (incl. optimization of the use of machinery and farms' infrastructure, revision of 3rd party services fees, etc.)

🌿 **Optimizing expenditure:**

- 🌿 **Lower financing requirements** on the back of optimized costs lead to decreased cost of financing
- 🌿 **2021 season financing is secured** with the Group's usual bank partner and without arranging pre-payment agreements

🌿 **The positive start to the 2021 season coupled with continued cost savings are expected to result in the continued turnaround of the company**

