



▶ November, 2021

AGRO 
Generation

AgroGeneration
Corporate Presentation

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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

≈166k tons (2021)

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

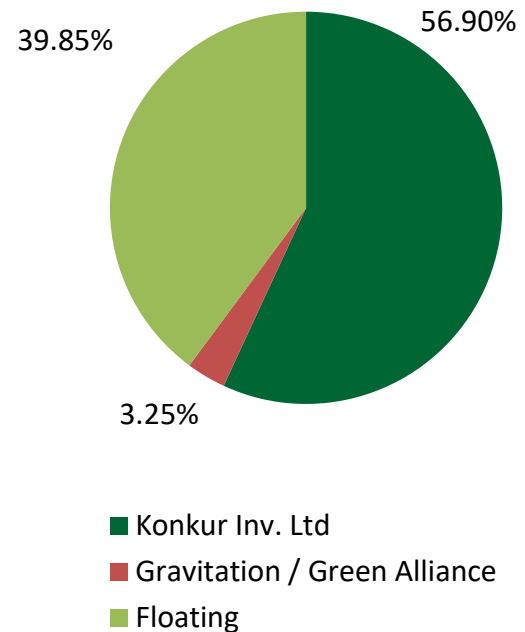
Konkur:

- 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 followed the adopted in 2020 production strategy mainly **focusing on wheat and sunflower**

Only some small areas were engaged under other crops considering additional diversification and agronomical feasibility

In 2021, the **Company produced c.a. 166k tons of crops**

Wheat harvest in AgroGeneration reached **108k tons** in net weight, with an average yield by 11% lagging behind 2020 result affected by dry weather in mid-summer

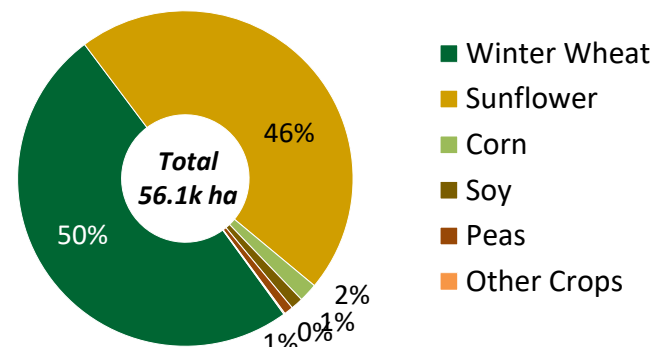
Quality of produced wheat was high with milling wheat exceeding 60% in total volumes

An **upward trend in market prices** coupled with good wheat sales fully offset reduction in crop production volume

Sunflower harvest came to **51k tons** with an average yield of 2.0 tons/ha, 10% above 2020 result

For the 2022 crop season, the Group successfully **completed sowing of c.a. 27k ha under winter wheat** (48% of total planned area)

2021 AgroGeneration Crop Mix



AgroGeneration. 2021E Production Performance¹
(Net Weight)

Crop	Area, ha	Yield, tons/ha	Yield vs 2020, %	Net Production, tons
Wheat	27,911	3.9	-11%	108,297
Sunflower	25,971	2.0	+10%	51,258
Other	2,169	-	-	6,418
Total²	56,051	-	-	165,973

(1) As of November 26th, 2021

(2) Excl. fodder

Operational Performance

2022 Outlook – Highlights

- 🌿 AgroGeneration remains cautious to changes in exogenous factors that could have an impact on economic results, such as the **increase in energy costs**
 - 🌿 The Group could expect its input costs to rise much more rapidly in the year ahead if significant gas price increases continue (currently observed all over the world), which would lead to **increases in primarily chemicals and fertilizers costs**
- 🌿 Enactment of a land law in Ukraine in summer of 2021 created prerequisites for local lessors for potential movements in the size of land leased by the Company as well as a **further increase in land rental costs**
- 🌿 The Group, based on a careful soil analysis and production results of 2021, considers the ability to **use more inputs** (meaning fertilizers) **for the next 2022 crop season**, depending on economic feasibility and fertilizer market conditions, which could increase the cost of production per hectare
 - 🌿 The corresponding increase in yields of the sowings should offset this effect and lead to a favorable yield/cost ratio per hectare, the Group's principal performance indicator





Financial Performance


H1 2021 Results (Non-Audited)


Published H1 2021 results demonstrated **further improvement** in financial performance of the Group

 **More than doubled EBITDA in H1 2021 of €7.1M** vs €2.8M in H1 2020, on the back of:

 **€4.1M increase in Gross profit to almost €6.0M** mostly attributed to global commodity price increase observed on the market

 **€0.8M decline in SG&A costs**, mostly attributed to salaries and related tax reductions, as well as lower selling costs on the back of export volumes decline and corresponding savings on logistics

 Thanks to a strong financial position achieved at the end of 2020, the Company avoided signing less rewarding crop prepayment contracts, and reduced the amount of external bank financing during H1 2021, followed by the **reduction of financial expenses**

 All in all, in H1 2021, the **Group managed to turn a positive net result of €3.7M** (vs €5.5M loss in H1 2020)

AgroGeneration. Interim Financial Results (incl. IFRS 16)

k EUR	H1 2020 ¹	H1 2021
Revenue	9,474	13,880
Change in FV of BA and FG	1,036 ⁽¹⁾	(181)
Cost of Sales	(8,632)	(7,730)
Gross Profit	1,878	5,969
SG&A	(2,220) ⁽¹⁾	(1,414)
EBITDA²	2,834	7,130
Net Profit	(5,461)	3,656
Gross Margin, %	20%	43%
EBITDA Margin, %	30%	51%

(1) Restated c.a. EUR 0.6M amount

(2) Incl. +EUR 0.4M in H1 2021 and +EUR 0.7M in H1 2020 IFRS 16 effect

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

k EUR	31.12.20	30.06.21
Non-Current Assets	39,247	41,765
Current Assets	27,360	31,095
Total Assets	66,607	72,860
Equity	34,711	39,887
Non-Current Liabilities ¹	9,586	11,741
Current Liabilities ¹	22,310	21,232
Total Equity and Liabilities	66,607	72,860
Net Debt (Reported) ¹	25,053	27,512
Net Debt excl. IFRS 16	10,969	8,995

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