



# OIL AND FATS

BUSINESS

RUSAGRO'S OIL AND FATS BUSINESS RESULTS IN 2020

↑7%

1.5

million tonnes

Sunflower seeds processed

↑8%

672

ths tonnes

Unrefined sunflower oil production

↓-5%

384

ths tonnes

Sales of unrefined vegetable oil

↓-9%

589

ths tonnes

Sales of meal

↑29%

313

ths tonnes

Sales of industrial fats

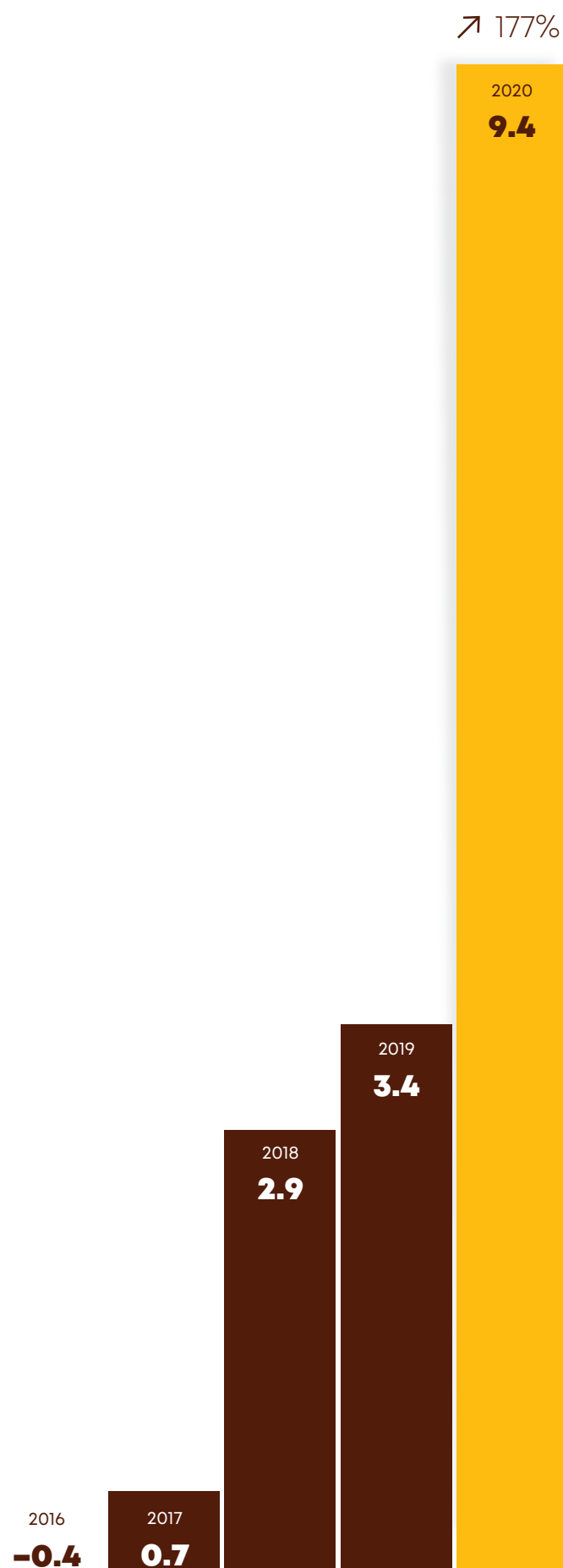
↑4%

341

ths tonnes

Sales of consumer oil and fat products

ADJUSTED EBITDA OF RUSAGRO'S OIL AND FATS BUSINESS  
RUB BN



↑22%

76.2

RUB bn

| Sales

↑177%

9.4

RUB bn

| Adj. EBITDA

↑7 p.p.

12%

| Adj. EBITDA margin

In 2020, the sales of Oil and Fats segment grew by 22% (+RUB 13.8 billion) – to RUB 76.2 billion on the back of advancing selling prices for all products and a larger sales volume of industrial fats, bottled oil, and the mayonnaises. Thanks to the high share of sold products made from cheaper sunflower seeds of the 2019 the earnings before interest, taxes, depreciation, and amortisation (EBITDA) increased by 177% and reached RUB 9.4 billion, and the adjusted EBITDA margin – by 7 p.p. from 5 to 12%.