



# **PRODALLIANCE**

**Management presentation**

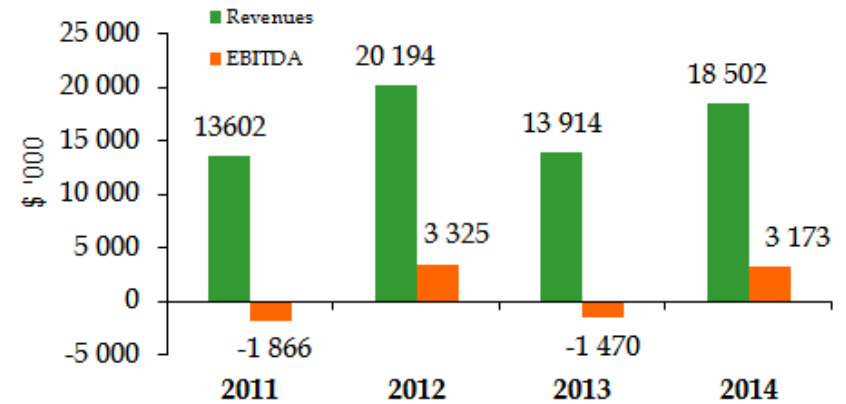
**Moscow, 2015**

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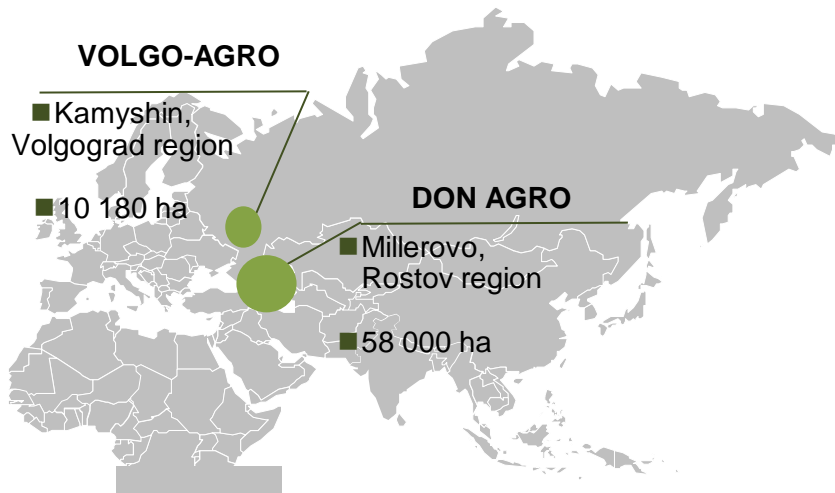
# Company Highlights

- In **2012-2013**, PRODALIANCE acquired two agricultural companies:
  - Don Agro (Russia, est. 2002)
  - Volgo-Agro (Russia, est. 2009)
- Land bank of approx. **68 000** ha in the Rostov and Volgograd region (Russia) out of which **56 600** ha is cultivated
- Main specialization:
  - Dairy Farming (**3950** cows out of which **1650** milk cows as of June, 2015)
  - Crop Production (total **71 875** tons harvested in 2014)
- PRODALIANCE will develop dairy farming projects in Southern, Central and Far East federal districts
- IPO on SGX as a strategic goal

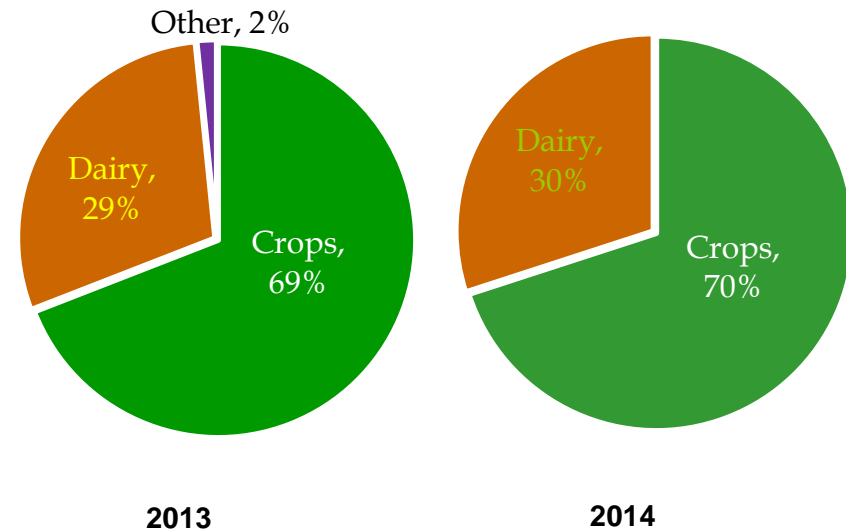
## Financials



## Location



## Revenue Breakdown



# Don Agro Farm Overview

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## Key Information

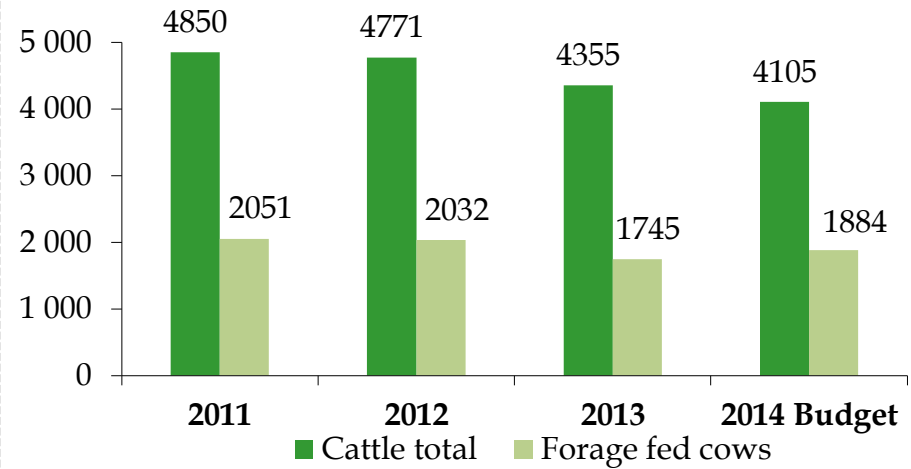
- Don Agro is located in the North-West of the Rostov region (Millerovo and Chertkovo)
- The company was established in 2002
- Don Agro is one of the largest agricultural companies in the Rostov region
- Land bank of 58 000 ha, out of which 46 510 ha is cultivated
- 1650 milk cows as of June 2015
- Total employees: 553, with seasonal staff – 685
- 5 year average winter wheat productivity yield is 2.3 t/ha
- Modern machinery and equipment, e.g.
  - John Deere (7 tractors, 9 harvesters),
  - New Holland (4 tractors)
  - Claas Jaguar (4 tractors)
- High quality land bank
  - Humus content of 3-4%
  - Humus layer of 24 – 45 cm
- Favorable climate
  - Annual precipitation 485,7 mm
  - Accumulated positive temperatures of 3100-3400° C

## Location

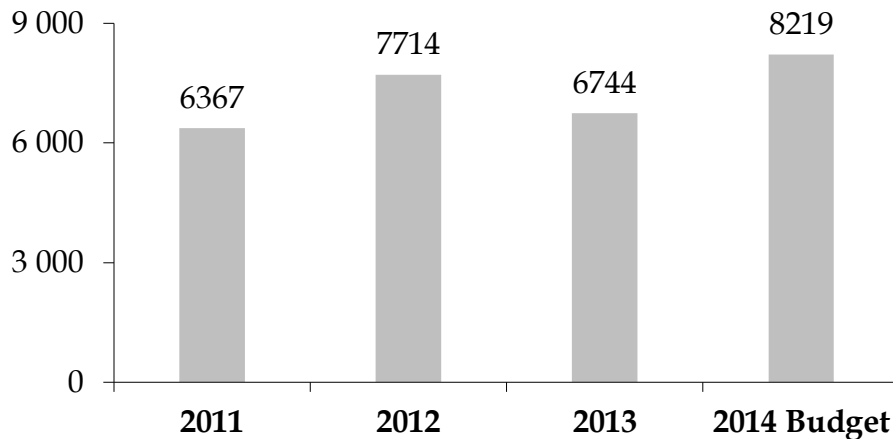


- Milk and meat contribute **30%** to total revenues and **65%** to gross margin of “Don Agro”.
- Artificial insemination is carried out to improve productivity
- New Mega-Farm construction plan (3600 milk heads) is under consideration

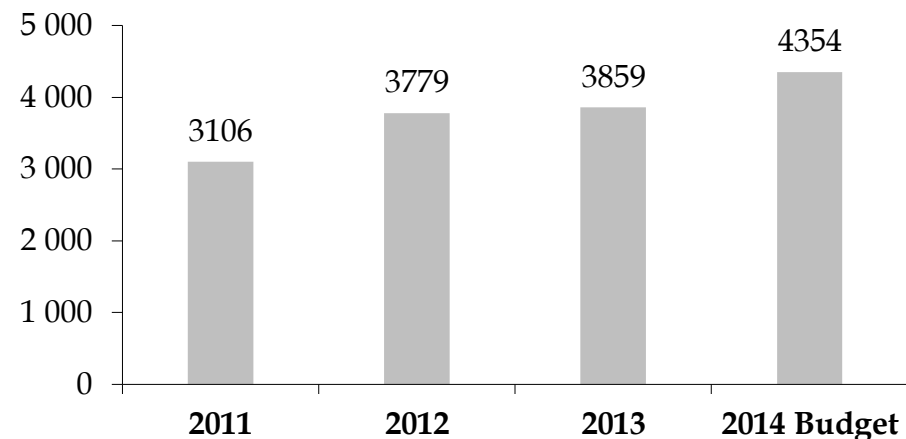
**Livestock, year average**



**Milk production, tn**



**Milk productivity, kg per cow**



# Volgo-Agro Farm Overview

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## Key Information

- Volgo-Agro is located in the Central part of the Volgograd region not far from the town of Kamyshin
- The company was established in 2009
- Land bank of 10 180 ha is cultivated
- Total employees: 19, with seasonal staff – 24
- Modern machinery and equipment, e.g.
  - John Deere (2 tractors),
  - Bourgault seeder
- High quality land bank
  - Humus content of 1.5-3%
- Acceptable climate conditions
  - Annual precipitation 335 mm
  - Accumulated positive temperatures of 2700-3200° C

## Location



Decrease the crops production while growing the dairy production



Dairy Farming of **20 000 heads**



Development of existing herd



Increasing milk production up to **8 000 kg** per milk cow

# Contacts

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