



THE LARGEST
INFRASTRUCTURAL
GRAIN COMPANY
IN RUSSIA



Demetra
HOLDING

Demetra-Holding is Russia's largest vertically integrated infrastructural company, combining export logistics and trading assets

Demetra-Holding Business



FARMERS



CUSTOMERS



TRADING

Demetra Trading is one of the largest grain traders in Russia



DEVELOPMENT OF DIGITAL PLATFORMS

Поле.РФ is a marketplace for the agricultural businesses. In the "one window" mode, farmers can buy fertilizers, agricultural machinery, equipment and sell the crops.

Smartseeds is a digital logistics platform for transport automation in agriculture



ELEVATORS

IKHP (Stavropol territory) —
Single storage capacity of
75,000 tons

Oktyabrsky elevator (Volgograd region) —
Single storage capacity of
133,000 tons

Chernyshkovsky elevator — 70,000 tons

Dimitrovgradsky elevator — 85,400 tons

Dishninsky Elevator (Orel region) —
The design development phase



RAILWAY LOGISTICS

The largest independent railway rolling stock operator:

>85,500 cargo wagons in management

59,5 million tons — annual volume of transported goods



TRANSSHIPMENT

Deep-sea shipping terminals
(capacity of trans-shipment / storage in million tons):

NGT — **6.5 / 0.13**

NGPP — **7.1 / 0.25**

TGTC — **5.5 / 0.19**

Demetra-Holding: **business lines**



TRADING

Development of stable and mutually beneficial relations with grain producers: agroholdings and farmers.



DEVELOPMENT AND MARKET DIGITIZATION

The company actively implements projects to digitalize and improve efficiency of the agro-based industry.

The company develops digital solutions both for large farmers and for medium and small farmings. Delivery futures for wheat at MICEX (Moscow Interbank Currency Exchange) and marketplace for participants of the agro-industrial complex were launched.



TRANSPORTATION OF GRAIN

The logistics segment is divided into the transportation of grain and its transshipment in the port.

The key company's strategic objectives in logistics are to improve efficiency throughout the entire logistic chain, create integrated logistic chains and regional hub elevators, and implement digital platforms.



TRANSSHIPMENT OF GRAIN CARGO FOR EXPORT

Our important competitive advantage is presence in all elements of the export and logistics infrastructure in deep water. The company owns dynamically developing sea terminals for transshipment of grain for export.



Trading



DEMETRA TRADING IS ONE OF THE LARGEST GRAIN TRADERS IN RUSSIA

The company continues to grow its network of representative offices in Russia, and we have direct contacts with agricultural producers in the key farming regions of the country.



THE COMPANY ACTIVELY ENGAGES WITH AGROHOLDINGS AND FARMERS

in terms of providing them with financial instruments, creating global framework programs for the development of trade and logistics partnerships in the regions.

Trading: **key services**



QUALITY CONTROL



**ADVANCE PAYMENTS
FOR CROPS**



ELEVATOR SERVICES



FINANCIAL SERVICES



**SEASONAL
CONTRACTS**

Trading: advance payment for crops for agricultural producers

Easy fundraising and personalized farming recommendations

KEY BENEFITS OF OUR PRODUCT

- 1 **Quick** access to funding through a simple procedure
- 2 An **opportunity** to lock in prices for goods, or agree on discounts on the market price when you sign a contract
- 3 **Recommendations** on farm management from leading agricultural experts with deep industry expertise
- 4 **Free access** to SkyScout software from Intterra, created to help you increase yields and reduce production risks



DOCUMENT COLLECTION AND REMOTE ANALYSIS

Up to 3 days after
receipt of documents



VISITS BY AN AGRICULTURAL CONSULTANT TO YOUR FARM*/ ISSUANCE OF A BANK GUARANTEE

*Up to 2 days after a visit



RECEIPT OF FUNDS

Up to 2 days after
signing the contract



FINALIZING THE CONDITIONS AND SIGNING THE AGREEMENT

2 days



MONITORING AND RECOMMENDATIONS DURING THE SEASON

Up to 4 visits
during the season



GRAIN SUPPLY AND PAYMENTS

during harvesting operations from
July to November

Seasonal contract options

Guaranteed sale with a customized delivery schedule and a favorable price formula

KEY BENEFITS

- 1 Transparent pricing
- 2 Guaranteed sales in line with current market conditions
- 3 Ability to plan logistics in advance
- 4 Planned receipt of funds
- 5 Pricing options:
 - Final price determined prior to delivery
 - Final price determined at the time of shipment



SIGNING THE CONTRACT, WHICH SPECIFIES:

- Preliminary delivery schedule
- Final delivery volumes for the entire season with a preliminary month-to-month breakdown of shipments
- Pricing method
- Preliminary delivery terms (CPT/FCA/EXW) and mode of transportation



THE SUPPLIER DETERMINES THE FINAL DELIVERY TERMS FOR THE MONTHLY BATCH:

- Batch size
- Delivery terms
- Mode of transportation
- Delivery/shipment period

Repeated for each monthly batch



THE SUPPLIER CHOOSES THE DATE FOR DETERMINING THE PRICE: prior to shipment of the weekly batch or after shipment

PRICE FORMULA

NAMEX PRICE FOR ROAD/RAIL (depending on the delivery terms) – the arithmetic mean of weighted average prices under contracts for the supply of fourth class wheat under CPT terms (Novorossiysk Grain Terminal (NGT)/Novorossiysk Grain Processing Plant (NGPP)) with delivery by road or rail, concluded on the NAMEX auction marketplace within five working days preceding the date of price determination.

COSTS OF TRANSPORTATION from the point of delivery to the terminal.

OTHER COSTS – associated with quality control, standards-compliant losses in the elevator and during shipping, and financing until arrival at port

PRICE AT POINT OF DELIVERY

Digital Platforms

Implementation of digital services

is an important
element in the
transformation of
the entire grain
market of the
Russian
Federation.



DEMETRA-HOLDING REGULARLY CONDUCTS DIGITAL TRANSFORMATION OF BUSINESS,

increasing the transparency of logistics and creating modern services – from digital logistics platforms for automating agricultural transportation to industry-specific marketplaces that allow to reduce business administration costs and increase labor productivity and general efficiency of agriculture.

Digital Platforms: Smartseeds



SMARTSEEDS IS A DIGITAL LOGISTIC PLATFORM FOR AGRICULTURE: customers can order deliveries, book unloading time at grain terminals, and track the movement of their cargo.

In 2023 Smartseeds and the Ministry of Agriculture of the Krasnodar Region signed a cooperation agreement. In the same year, Smartseeds became an exclusive partner of the National Mercantile Exchange to provide road transportation of grain sold in trading.

The platform provides clear price setting as well as high-quality transport to contractors. It makes it possible to implement the full transportation cycle:

- freight insurance
- monitoring and fulfilling all payments
- managing accounting tasks and electronic document processing



>5 million tons

agricultural cargo transported

~14,000

carriers operating on the platform

< 3 mins

processing time for requests

>300,000

requests published every day

ROUND-THE-CLOCK SERVICES AND SUPPORT



Grain Elevators



DEMETRA-HOLDING IS GROWING ITS OWN NETWORK OF GRAIN ELEVATORS, making it possible to set up a system of export-oriented logistics corridors and clusters for grain shipments.

By utilizing these elevators in the grain logistics chain (reception-storage-processing-dispatch), which involves shipping the cargo to port terminals via the railways, our company **ensures increased handling capacity** at sea-based grain terminals and **reduced delivery time** for cargo.

Elevators: **IKHP**

**IKHP IS LOCATED IN IPATOVO,
STAVROPOL TERRITORY.**

A modern elevator complex with developed railway infrastructure, two road transport acceptance points, and a grain cleaning line. It has its own accredited laboratory for work with grain, legume and oil crops.



The elevator provides services for the acceptance, cleaning, storage, transshipment, and shipment of grain by road and rail, and it has its own switcher locomotive.

75,000 t

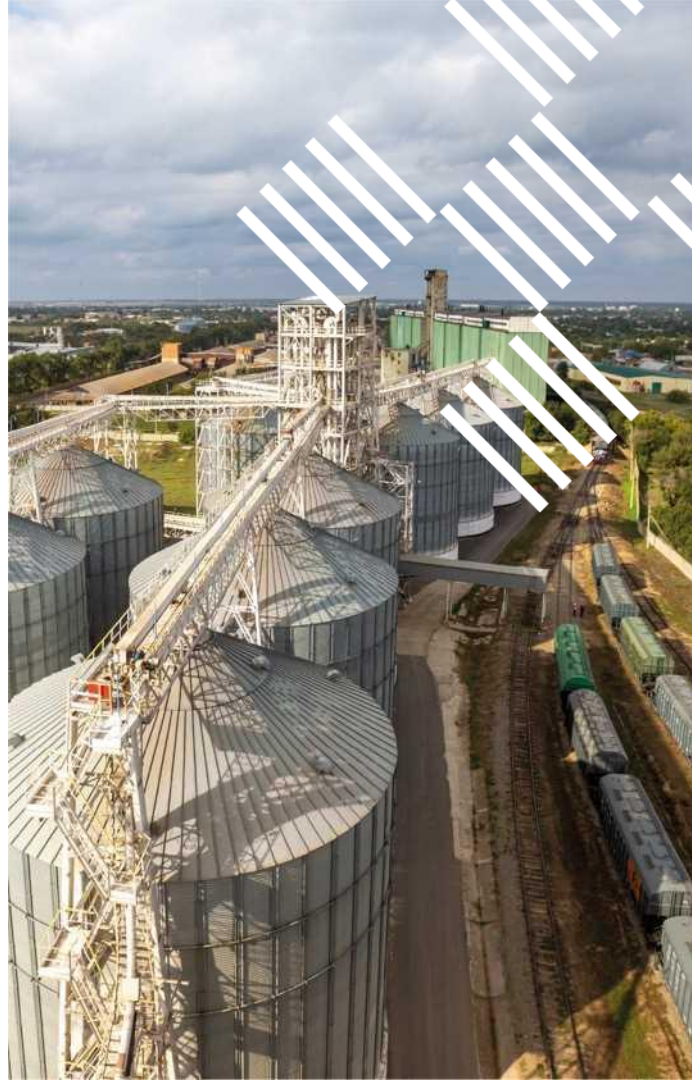
**one-time grain
storage capacity**

5,000 tpd

**motor vehicle grain
capacity**

3,500 tpd

**railway vehicle grain
capacity**



Elevators:

Oktyabrsky Elevator

OKTYABRSKY
ELEVATOR IS LOCATED IN
OKTYABRSKY SETTLEMENT
OF THE VOLGOGRAD REGION.

The production base of the elevator allows to accept up to **7,000 tons** of grain per day, including **4,000 tons** of grain by road transport and up to **3,000 tons** by rail.



Up to **600,000 tons** of wheat are grown annually in the elevator's coverage area. It is the largest grain transshipment enterprise within **100 km** in the region.

The elevator provides services for the acceptance, cleaning, storage, transshipment, shipment of grain by road and rail, and it has its own switcher locomotive.

133,000 t

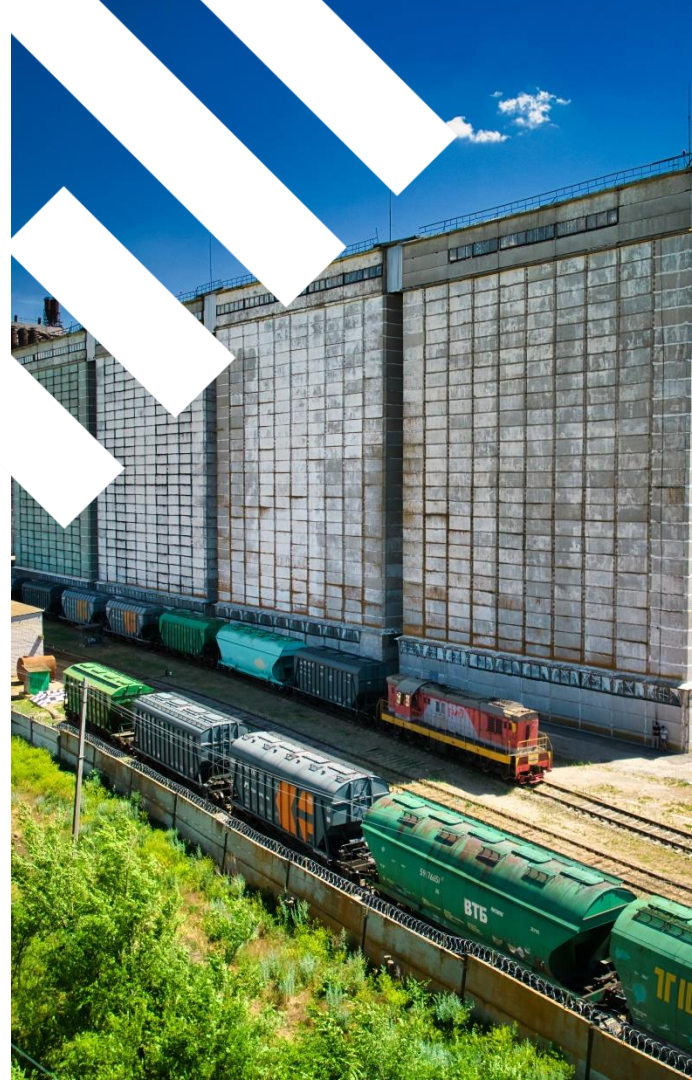
one-time grain
storage capacity

4,000 tpd

motor vehicle grain
capacity

3,500 tpd

railway vehicle grain
capacity



Elevators:

Chernyshkovsky Elevator

**THE CHERNYSHKOVSKY ELEVATOR
IS LOCATED IN THE SETTLEMENT OF
CHERNYSHKOVSKY, VOLGOGRAD REGION.**

The Chernyshkovsky Elevator is an elevator complex with well-developed rail infrastructure that can store wheat of all classes, as well as barley and rye.



The elevator provides the following services:
acceptance, cleaning, storage,
transshipment, and shipment by road
and rail.

70,000 t

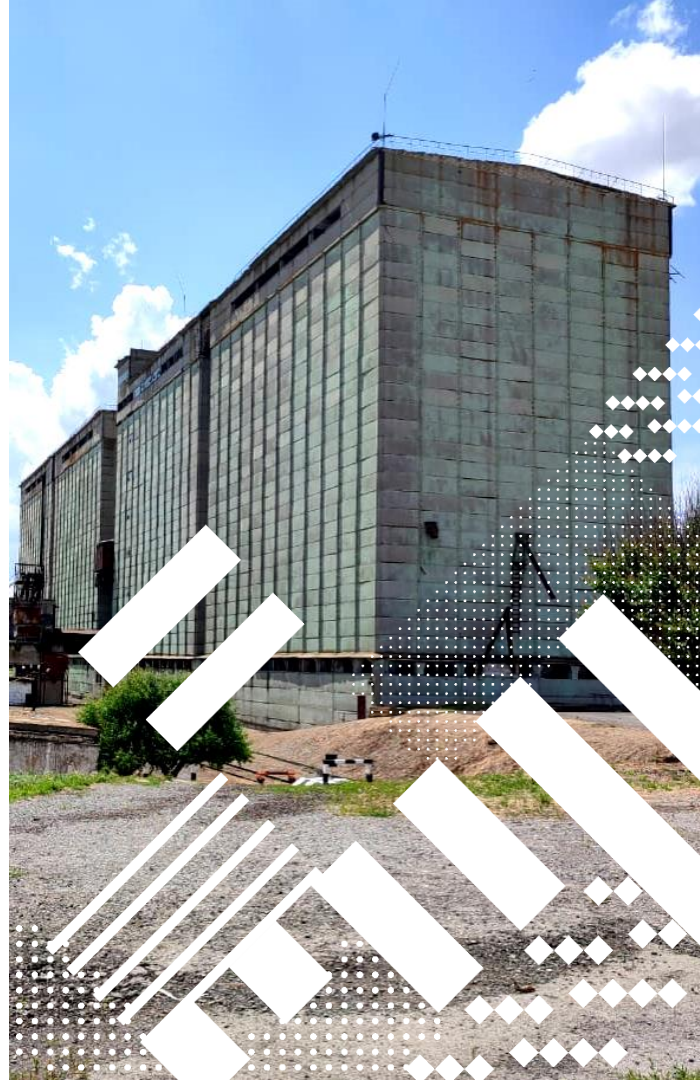
**one-time grain
storage capacity**

1,600 tpd

**motor vehicle grain
capacity**

2,500 tpd

**railway vehicle grain
capacity**



Elevators:

Dimitrovgradsky Elevator

THE DIMITROVGRADSKY ELEVATOR
IS LOCATED **IN DIMITROVGRAD,**
ULYANOVSK REGION.

The Dimitrovgradsky Elevator is an elevator complex with well-developed rail infrastructure that can store wheat of all classes, as well as barley, rye, and sunflower seeds.



The elevator serves an area that **grows**
up to **400,000 tones** of wheat
annually;
it is the region's largest grain
transshipment facility **within 100 km.**

85,400 t

one-time grain
storage capacity

1,960 tpd

motor vehicle grain
capacity

3,500 tpd

railway vehicle grain
capacity



Railway Logistics

As part of Demetra-Holding there are the largest railway operators for transportation of agricultural, mineral, industrial and timber cargo:

Rusagrotrans, LP Trans, Gruzovaya Companya, TransLes.

The company transports:

- grain and agricultural shipments
- mineral fertilizers and raw materials for its production
- industrial and bulk cargo
- timber
- packaged, pre-packaged, and liquid cargo

>85,500

cargo wagons in management

>30,000

hopper grain wagons

59,5 mln t

annual volume of transported cargo

5,000

customers



developed network of regional offices covering all railways of the Russian Federation



Demetra-Holding is the leader of specialized segments of the Russia's railway market

Since 2021, several railway operators have been part of **Demetra-Holding, Russia's largest vertically integrated infrastructure holding company** combining logistics and trading assets.



The largest **railway operator** for transporting of timber cargo in the territory of 1520 mm gauge railways

9,000

railway platforms in its fleet

5.7 mln t

of timber cargo transported per year



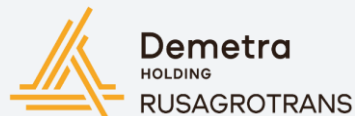
Railway operator for transportation of bulk, industrial raw materials and chemical cargo

14,000

specialized hopper wagons

15.2 mln t

of goods transported per year



The largest **railway operator** for transportation of agricultural bulk cargo in hopper wagons

> 30,000

specialized hopper wagons

16 mln t

of goods transported per year



Railway operator for cargo transportation

> 30,000

units of rolling stock

1,000

food tanks in the fleet

25.2 mln t

of goods transported per year



Terminals



THE HOLDING INCLUDES
GRAIN TERMINALS IN THE
PORTS OF NOVOROSSIYSK
AND TAMAN – NGT, NGPP,
TGTC.

TERMINALS ARE THE LARGEST

and most dynamically developing
stevedores specializing in
transshipment of grain for export
to the largest buyer-countries of
Russian grain. **The total throughput
capacity of the terminals** exceeds

15 million tons

of grain
cargo per year



DEMETRA-HOLDING
PLANS **FURTHER
DEVELOPMENT AND
INCREASING**
THE THROUGHPUT
CAPACITY OF THE PORT
INFRASTRUCTURE



Deep-sea Shipping Terminals: NGT

NGT IS **ONE OF THE LARGEST DEEP-SEA** PORT COMPLEXES
IN RUSSIA IN TRANSSHIPMENT OF GRAIN CROPS.

Infrastructure of the terminal allows it to accept grain from road
and rail transport, as well as the transshipment of oil.

1,200 tph

motor vehicle grain
receiver capacity

6.5 mtpa

grain transshipment
capacity

2,400 tph

railway vehicle grain
receiver capacity

130,000 t

one-time grain
storage capacity



Deep-sea Grain Terminals: NGPP

NGPP IS A HIGH-TECH PORT
TRANSSHIPMENT COMPLEX
PROVIDING A WIDE RANGE
OF TRANSPORTATION AND
FORWARDING SERVICES RELATED
TO GRAIN CARGO TRANSSHIPMENT
AND SENDING FOR EXPORT.

NGPP PRODUCTION SITE INCLUDES:

- warehouse complex of three elevators with a one-time storage capacity of **245,000 tons**
- transshipment complex consisting of grain acceptance devices, allowing for the unloading up to **250 wagons** and **600 road trains** per day
- export gallery for grain shipment with a total length of **1.6 km** and a total capacity of **4 conveyors** mounted in it of **2,000 tons per hour**
- complex of mooring equipment, consisting of **two ship loading machines** with a total capacity of **2,000 tons per hour**
- developed internal **transport infrastructure**

1,500 tph

motor vehicle grain
receiver capacity

3,400 tph

railway vehicle grain
receiver capacity

7.1 mtpa

grain transshipment
capacity

245,000 t

one-time grain
storage capacity



Deep-sea Shipping Terminals: TGTC



TGTC IS **ONE OF THE MOST PERSPECTIVE**, DYNAMICALLY DEVELOPING GRAIN TERMINALS OF THE RUSSIAN FEDERATION ON THE BLACK SEA.



TGTC CARRIES OUT

storage and transshipment of grain, legume and oil crops.

TGTC OWNS

2 moorings and **16** silos. It can accept Panamax- and Postpanamax class vessels.

1,200 tph

motor vehicle grain
receiver capacity

192,000 t

one-time grain
storage capacity

5.5 mtpa

grain transshipment
capacity





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