



Railway Logistics

DEMETRA-HOLDING IS **THE LEADER**
OF **SPECIALIZED SEGMENTS**
OF RUSSIA'S RAILWAY MARKET

As part of Demetra-Holding there are the largest railway operators for transportation of agricultural, mineral, industrial and timber cargo: Rusagrottrans, LP Trans, Gruzovaya Companiya, TransLes.



DEVELOPED NETWORK
OF REGIONAL OFFICES
COVERING ALL
RAILWAYS OF THE
RUSSIAN FEDERATION

80 500

cargo wagons
in management

>41,000

hopper wagons

59.5 million t

annual volume of
transported cargo

5,000

customers



Deep-sea Shipping Terminals

THE HOLDING INCLUDES GRAIN TERMINALS
IN THE PORTS OF NOVOROSSIYSK AND
TAMAN — **NGT, NGPP, TGTC**

THE TOTAL THROUGHPUT CAPACITY OF
THE TERMINALS EXCEEDS **15 MILLION TONS**
OF GRAIN CARGO PER YEAR

NGT

1,200 tph

motor vehicle grain
receiver capacity

2,400 tph

railway vehicle grain
receiver capacity

1,600 tph

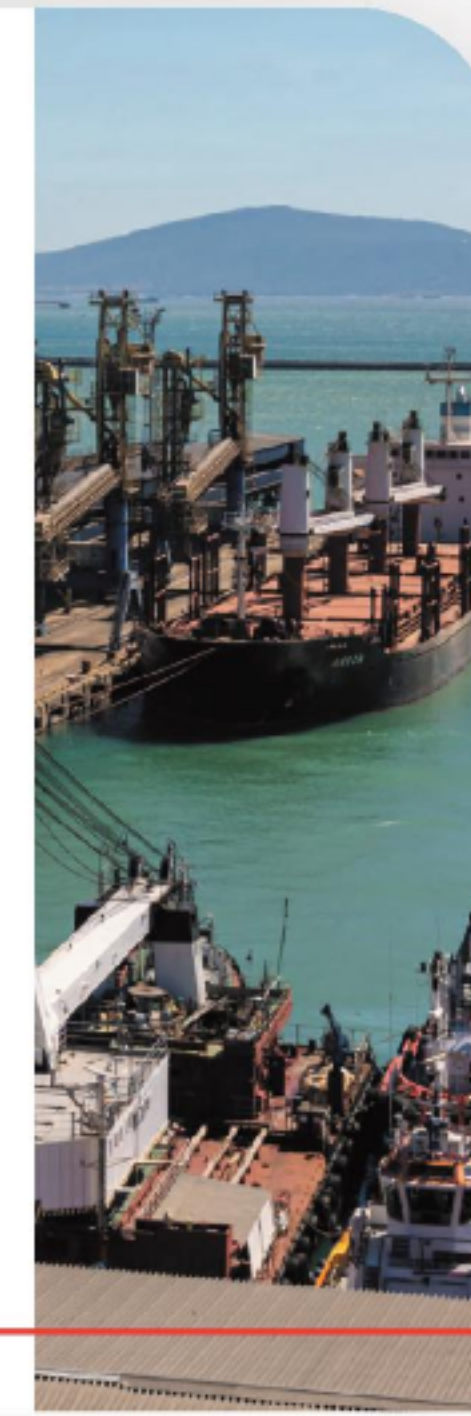
vessel loader capacity

130,000 t

one-time grain
storage capacity

6.5 mtpa

grain transshipment
capacity



CUSTOMERS

NGPP

1,500 tph

motor vehicle grain
receiver capacity

3,400 tph

railway vehicle grain
receiver capacity

2,000 tph

vessel loader capacity

245,000 t

one-time grain
storage capacity

7.1 mtpa

grain transshipment
capacity



TGTC

1,200 tph

motor vehicle grain
receiver capacity

1,500 tph

vessel loader capacity

192,000 t

one-time grain
storage capacity

5.5 mtpa

grain transshipment
capacity

DEMETRA-HOLDING IS **RUSSIA'S LARGEST VERTICALLY
INTEGRATED INFRASTRUCTURAL COMPANY**, COMBINING
EXPORT LOGISTICS AND TRADING ASSETS



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Trading

DEMETRA-HOLDING INCLUDES ONE OF THE MAJOR GRAIN TRADERS IN RUSSIA: DEMETRA TRADING



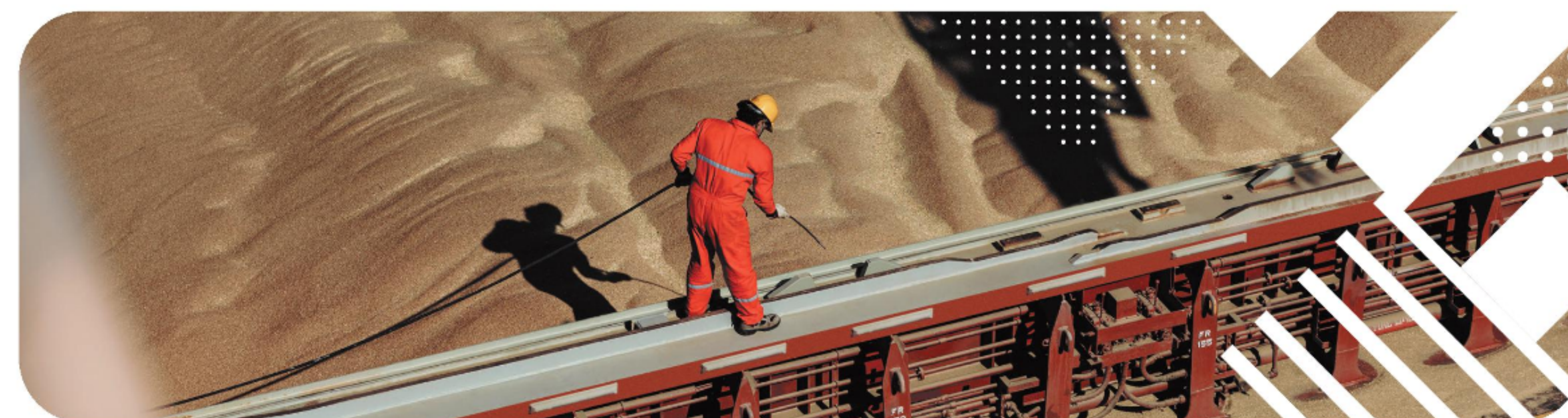
THE COMPANY ACTIVELY ENGAGES WITH AGROHOLDINGS AND FARMERS

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



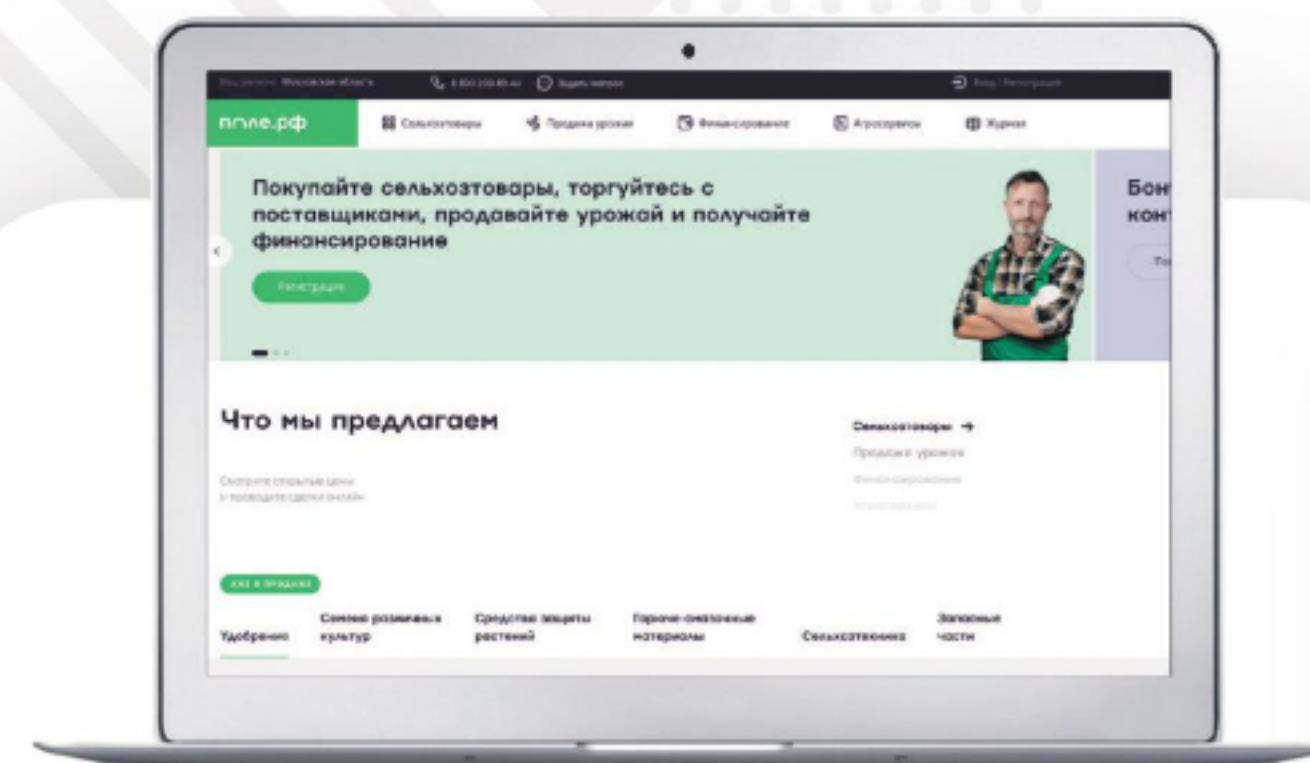
THE COMPANY CONTINUES TO GROW ITS NETWORK OF REPRESENTATIVE OFFICES IN RUSSIA,

and we have direct contacts with agricultural producers in the key farming regions of the country.



Digital Platforms

DEMETRA-HOLDING REGULARLY CONDUCTS DIGITAL TRANSFORMATION OF BUSINESS, **INCREASING THE TRANSPARENCY OF LOGISTICS** AND CREATING MODERN SERVICES:



DIGITAL PLATFORM ПОЛЕ.РФ IS A MARKETPLACE FOR AGRICULTURAL BUSINESSES

In the “one window” mode, farmers can get a number of optimal solutions: buy fertilizers, agricultural machinery, equipment and sell the crops. On the platform, farmings can get an access to financial and leasing services, receive an advance payment for the delivery of the future crop.



SMARTSEEDS IS A DIGITAL PLATFORM FOR TRANSPORTING GRAIN SHIPMENTS, WORKING AS AN "UBER FOR THE GRAIN MARKET":

customers can order deliveries, book unloading time at grain terminals, and track the movement of their cargo. The platform provides clear price setting as well as high-quality transport to contractors. It makes it possible to implement the full transportation cycle.

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. The holding includes modern and technological elevators in key regions



OKTYABRSKY ELEVATOR IS LOCATED IN OKTYABRSKY, SETTLEMENT, VOLGOGRAD REGION

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.

133,000 t one-time grain storage capacity

4,000 tpd motor vehicle grain capacity

3,000 tpd railway vehicle grain capacity



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.

75,000 t one-time grain storage capacity

5,000 tpd motor vehicle grain capacity

3,500 tpd railway vehicle grain capacity



DISHNINSKY ELEVATOR IS LOCATED IN ZALEGOSHSCH SETTLEMENT, OREL REGION
In the developmental stage.