



EFKO Group

General information about EFKO Group

EFKO Group is the Russian fats and oils market leader with a 25-year history. Revenues of EFKO Group in 2016 reached the value of 100 billion rubles (an average annual growth rate of the company for the last 3 years is 26%), EBITDA – 8.5 billion rubles.

EFKO Group industrial assets

- oilseeds crushing factories, plants for production industrial fats and margarines, mayonnaises, ketchups, sauces, yogurts and dairy products in **Alekseevka**;
- oilseeds crushing factories, plants for production industrial fats and margarines, terminal for transshipment of liquid and bulk cargoes in **Taman** (Russia);
- factories for production mayonnaise in **Moscow** and **Ekaterinburg**;
- plant for production soap products in **Voronezh**;
- oilseeds crushing factories, production of bottled sunflower oil, industrial fats and margarines in the Republic of Kazakhstan



The only deep sea terminal in Russia for the transshipment of crud vegetable oils

To ensure efficient logistics, EFKO Group uses over 680 units of road and rail transport, both its own and leased. A key EFKO logistical advantage in the supply for export is its own crud vegetable oils terminal in the seaport of Taman.

Taman sea terminal is the only deep-sea specialized crud vegetable oil filling terminal in Russia. The main transshipment products are: crud vegetable oils, beet molasses, sunflowerseed meal.

Specifications

- annual throughput – 1.5 million MT of bulk food cargoes (crud vegetable oils, molasses);
- annual throughput – 0.7 million MT of bulk cargoes (meal and similar products);
- total capacity of oil tanks – 112 thousand MT;
- terminal can accept sea vessels with the displacement up to 46,000 tons dwt;
- mode of operation – all-year-round, 365 days in a year

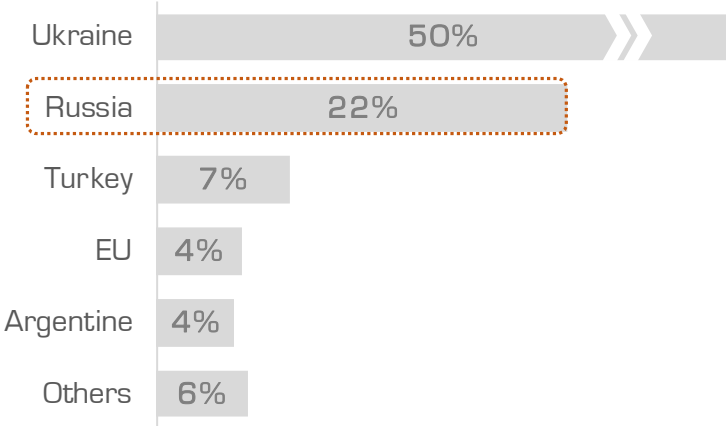


Export of crud sunflowerseed oil from Russia

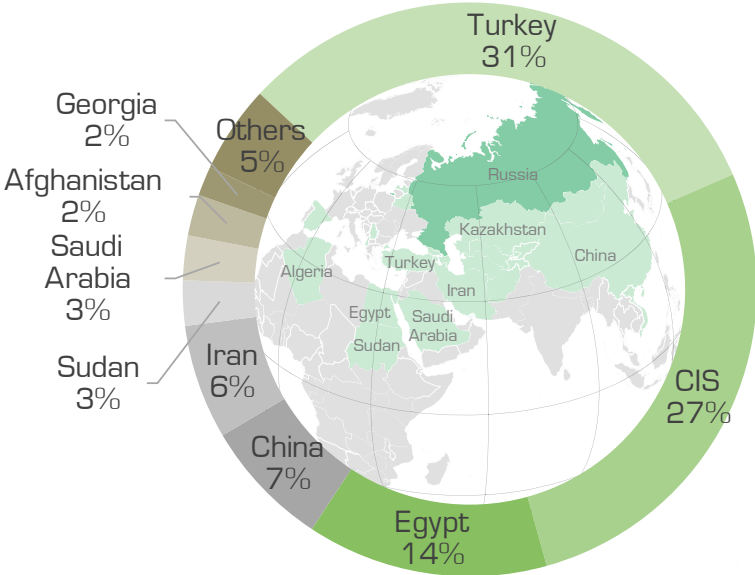
Russia is the second largest exporter of crud sunflowerseed oil in the world. 30% of annual crud sunflowerseed oil export from Russia is exported through the seaport of Taman.

EFKO Group is one of the three largest exporters of crud sunflowerseed oil from the Russian Federation, in 2016 over a half of export crud sunflowerseed oil that passed through the Taman sea terminal was shipped by the EFKO Group.

Top-5 largest exporters of sunflowerseed oil in the world



Geography of export of Russian sunflowerseed oil



Pricing of crude sunflowerseed oil for shipment from Russia to Iran



The crude sunflowerseed oil of Russian origin price is formed from the price of the Black Sea FOB price (added costs for sea freight, financing, broker and surveyor services, insurance, customs fees and certification)

As for March 2017:

- The price of sunflowerseed oil (FOB Black Sea) – 710 \$/tons;
- Volume – 25 thousand tons. Freight (Taman–Bender Abbas) – 48\$/tons;
- Volume – 12 thousand tons/ Freight (Taman–Bender Abbas) – 63\$/tons.

* other costs include costs of broker and surveyor services, insurance, customs fees and certification