



Presentation of results for 2020

May 6, 2021

The most important events of 2020

The most important events of 2020

Financial results for 2020

FEERUM in Poland

FEERUM in Ukraine

FEERUM in Tanzania

Strategy

Summary

FEERUM after 2020: summary and assessment of the situation

- ✓ Strong export sales, good liquidity position of the Company after 2020.
- ✓ Negative impact on results - withdrawal from the contract for the performance of the contract for NFRA in Tanzania (-32.6 million PLN), a contract neutral in terms of cash flows.
- ✓ Maintaining a smooth operational activity in all areas despite the unprecedented pandemic situation.
- ✓ Using the time of the pandemic to build FEERUM's competitive advantages, improve our offer and search for new expansion paths, in line with the chosen strategy.
- ✓ Increased interest in FEERUM products in Ukraine - trade talks are underway with smaller investors (facilities with a value of 500 000 EUR to 5 million EUR) and large agro-holdings on larger investments. We are constantly developing cooperation with our contractors from the first years of FEERUM's presence in Ukraine.
- ✓ Growing order backlog from the Lithuanian market. In Lithuania, the implementation of investments, as in Poland, is connected with EU subsidies.
- ✓ The contracts currently being implemented as well as the portfolio of orders and contracts under negotiation allow us to be optimistic about the prospects for the next periods. The company's order book for 2021/2022 is worth 104,9 m PLN. Additionally, the Company estimates the value of potential contracts at 285,3 million PLN, of which the potential of customers waiting for EU funding and having a building permit is approximately 54,7 million PLN.

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Sales revenues (thous. PLN)

year 2019

244 091 sales revenues

year 2020

118 299 sales revenues



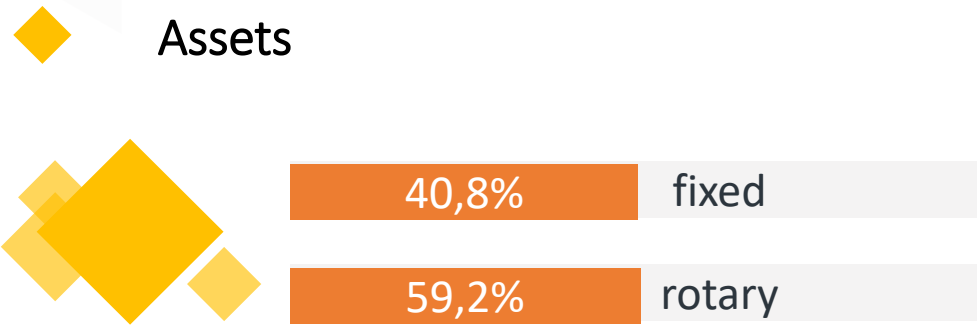
The Group's revenues in cross-section of geographical areas

Country	01.01 -31.12.2020	01.01 -31.12.2019
Poland	41 370	33 824
Export	76 930	210 267
Ukraine	88 413	184 825
Tanzania	- 13 527	23 804
Lithuania	1 966	1 260
Other countries	78	377
Total	118 299	244 091

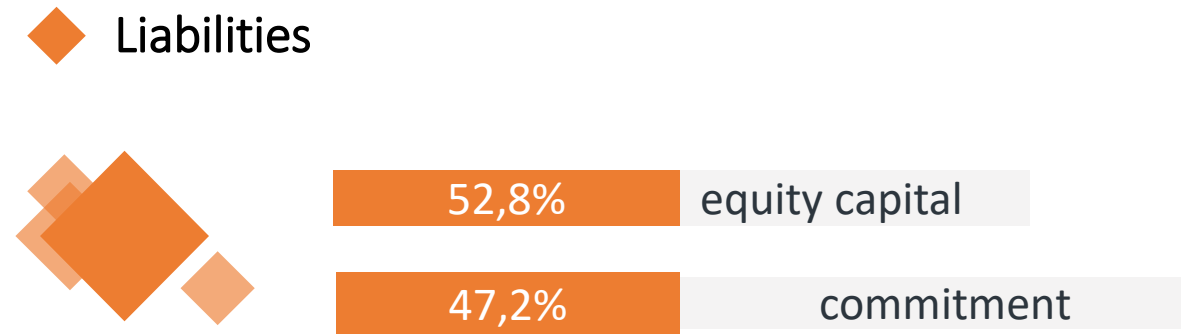
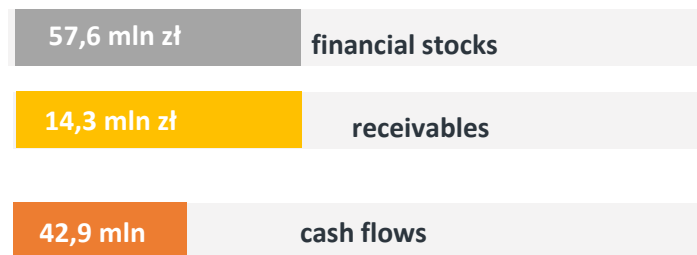
Basic financial results for 2020

Thous. PLN	year 2020	year 2019
Sales revenues	118 299	244 091
Gross profit (loss) on sales	13 040	40 992
Gross margin on sales	11,0%	16,8%
EBITDA	2 939	32 854
Profitability EBITDA	2,5%	13,5%
Profit from operating activities (EBIT)	-6 503	22 522
Profitability on operating activity	-5,5%	9,2%
Gross profit	-6 363	20 164
Gross profit margin	-5,4%	8,3%
Net profit	-7 447	19 811
Return on net sales	6,3%	8,1%

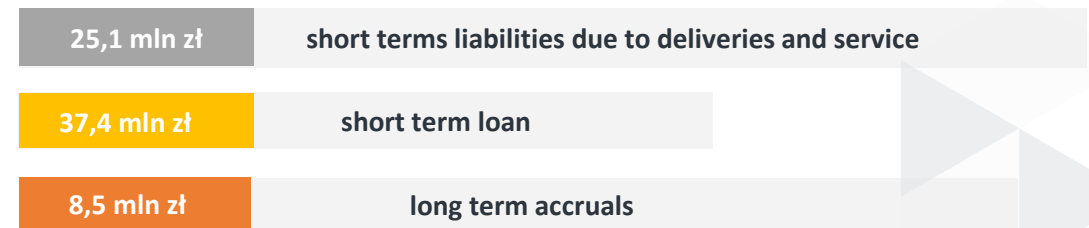
The structure of the balance sheet as on December 31, 2020



Główne pozycje:



Główne pozycje:



Balance sheet total: 202,7 mln PLN

FEERUM in Poland

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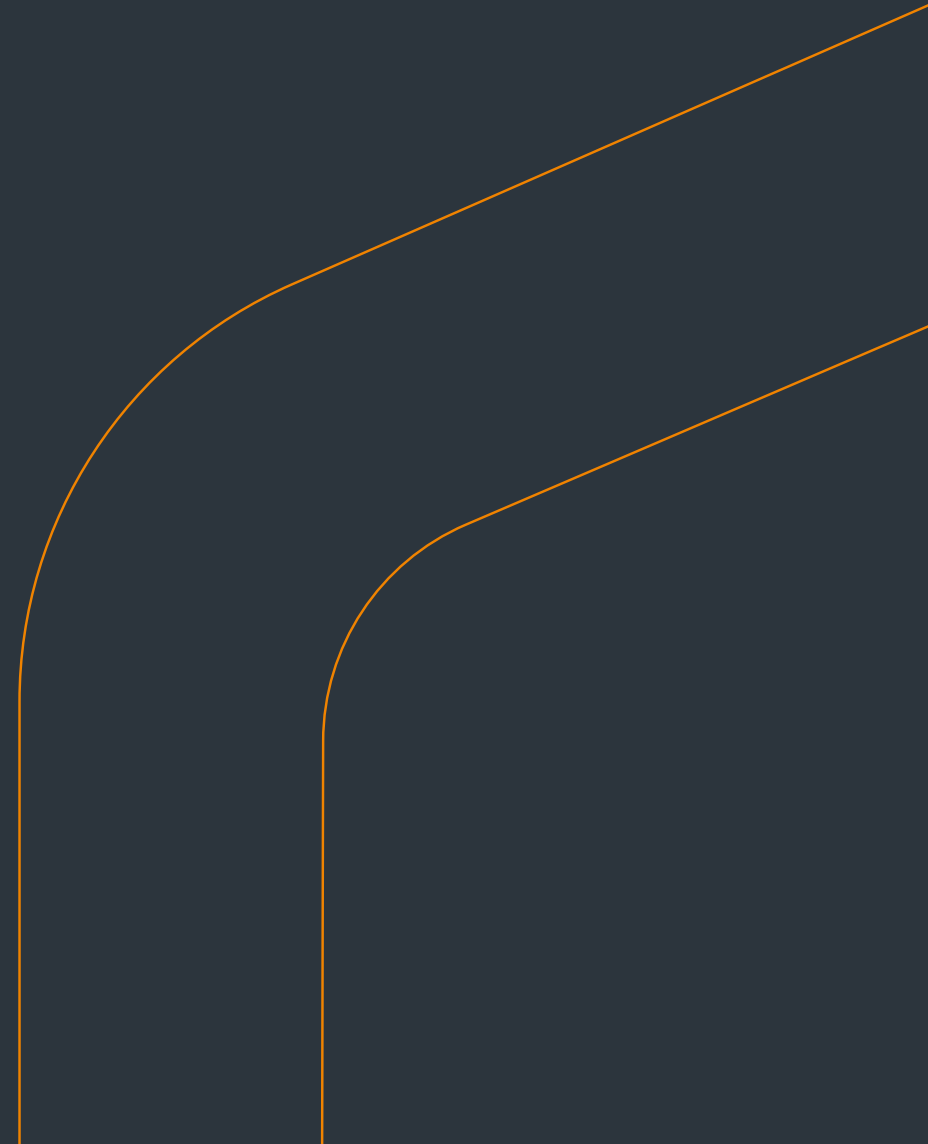
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FEERUM in Poland





Increasing revenues on the domestic market

We realized sales at the level of 41.4 million PLN, which means an increase of over 22%.

The above increase was significantly influenced by the change of the contractor selection procedure and the lifting of the obligation to publish information on the planned commencement of the construction of the warehouse base on the external ARMA portal.

During the pandemic, Polish investors gained individual and direct influence on the selection of the contractor.



Bielawa

Capacity - 7 000 m³



Gołymin

Capacity - 5 200 m³



Miłomłyn

Capacity – 6 500 m³

Smogóry

Capacity – above 4 800 m³





Połęcko

Continuous work drying room, transports and technological connections



Meszno

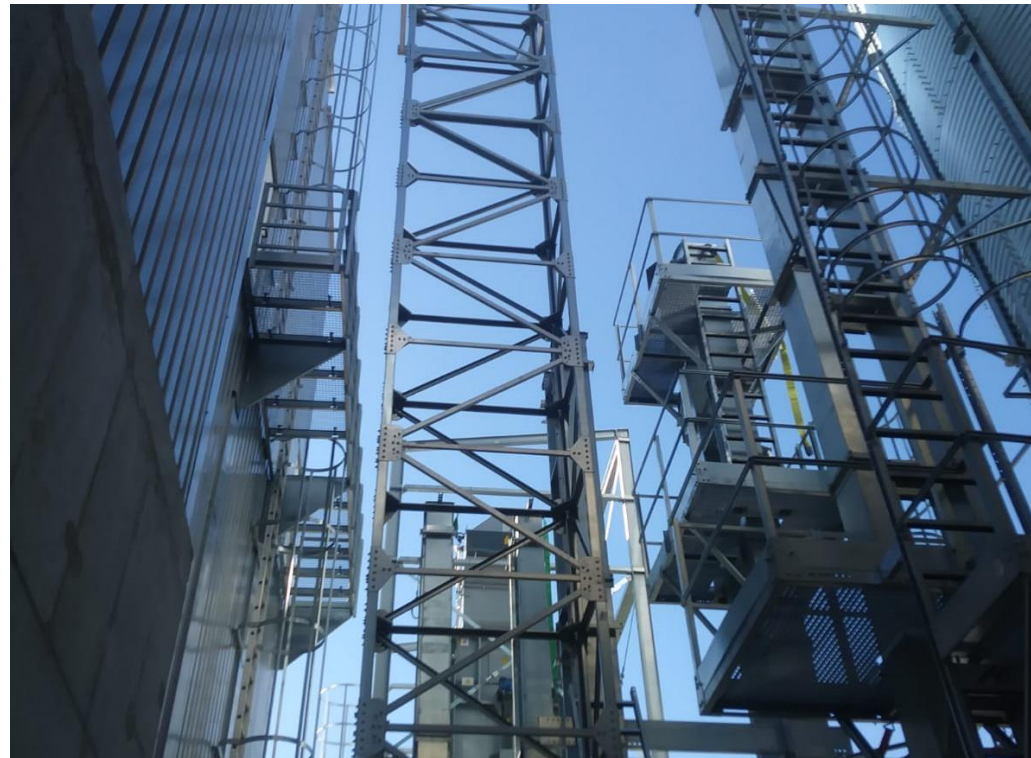
Capacity: 650 m³

Maciejewo



Object under construction. Capacity: 27 200 m³

Błotnica Strzelecka



Object under construction. Capacity: 7 900 m³, total capacity 16 250 m³

FEERUM in Ukraine

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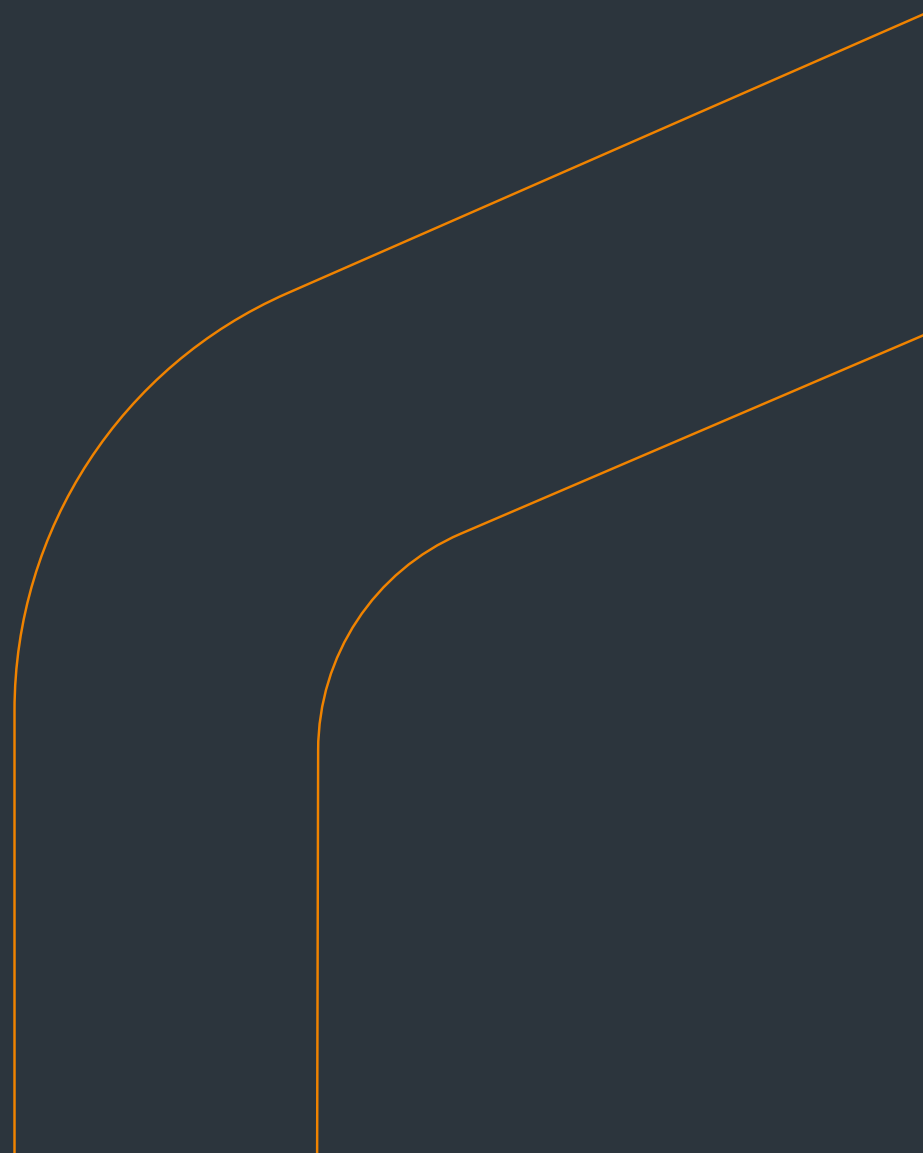
FEERUM in Ukraine

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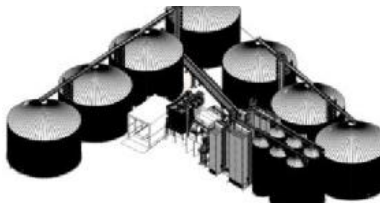
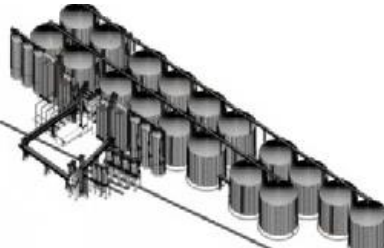

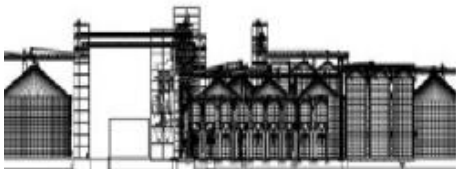
Strategy

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FEERUM in Ukraine



Contracts FEERUM – Epicentr Agro

Vapniarka	Ivanovka	Vinnitsya	Zakupne	Antoniny
				
Capacity: 103 000 m³	Capacity: 150 000 m³	Capacity: 203 000 m³	Capacity: 179 000 m³	Capacity: 120 000 m³
Completed on schedule	Completed on schedule	Completed on schedule	Completed on schedule	In progress - a contract worth 18,6 million EUR, originally signed in December 2019; shipment according to schedule



Zakupne facility

Capacity: 305 thousands of tons of simultaneous storage

Zakupne nominated for the OBJECT OF THE YEAR 2020!

The purchased one was selected among the 6 most modern facilities of 2020 from all over Ukraine. After the online voting stage in which Purchased took a leading position, expert voting is now taking place. The results of the competition will be announced on May 25, 2021.



Елеватор 26 листопада 2020

Нарощуючи потужності

Джерело: The Ukrainian Farmer

Поділитись:

Growing capacity



Компанія «Епіцентр Агро» на початку жовтня розпочала експлуатацію другої черги Закупнянського ХПП на Хмельниччині.

Поява нових елеваторних потужностей у великих гравців українського аграрного ринку свідчить про те, що вони бачать перспективи й готові інвестувати сотні мільйонів гривень у проекти, що мають значні терміни окупності. Останнім часом



Силоси оснащено системою аерації та вентиляції піддахового простору, а також кабельною термометрією. Кожна зміна перевіряє стан зерна, та вирішує про його вентиляцію або перевантаження. Дах силосів укрито спеціальним полімерним матеріалом, що захищає метал від негативного впливу ультрафіолету, менше нагрівається і не дає нагромаджуватися значній масі снігу в зимовий період.

Незважаючи, що елеватор відтепер може одночасно зберігати 305 тис. т, існує можливість розширення цієї потужності силосагами. Минулого сезону близько 35 тис. тонн зберігалось саме в «рукавах». Цього року поки що не планується їх використання, але за словами керівника елеватора, у разі перезавантаження підприємство до роботи із силосагами готове.

ГОВОРЯТЬ ЕКСПЕРТИ



Олександр Герєга, власник «Епіцентр Агро»

— Ми бачимо, що в Україні є значний дефіцит потужностей для зберігання й спрямуємо значні зусилля й інвестиції саме в цьому напрямі. На сьогодні в «Епіцентр Агро» є близько 1,5 млн тонн потужностей одночасного зберігання. Наступного року триватимуть роботи ще на 4-5 об'єктах. Триває будівництво на Хмельниччині — в Антонінах і Полонному, виконується реновація підприємств на Вінниччині. І якщо економічна ситуація буде стабільною, на наступний рік ми плануємо добудувати ще 700 тис. тонн

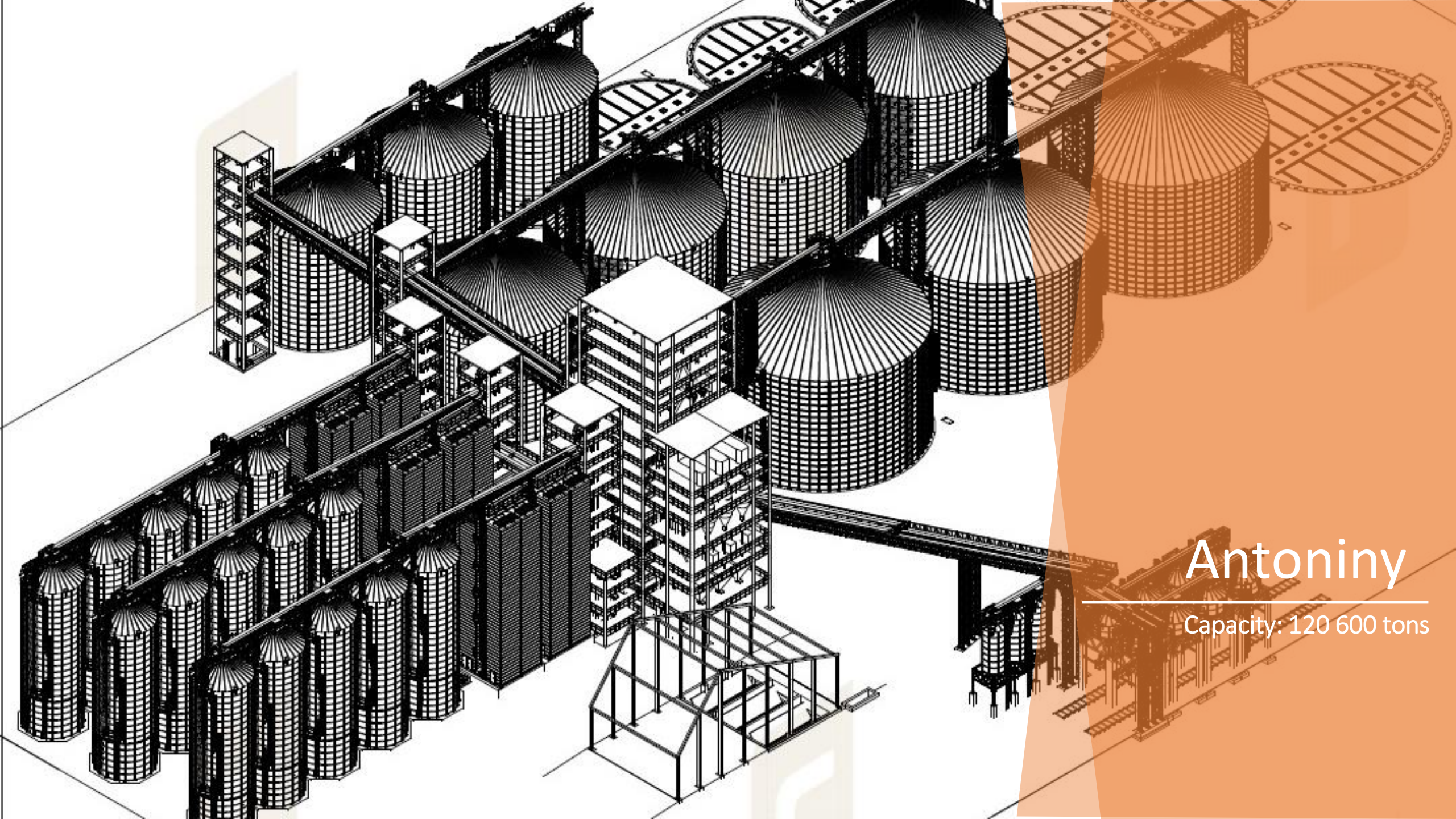
Our facilities support Ukrainian business contractor

Over the past few years, Epicentr Agro has increased the capacity of its facilities by over 1 million tonnes of simultaneous storage and continues to commit to upgrading existing elevators.



Vinnitsya

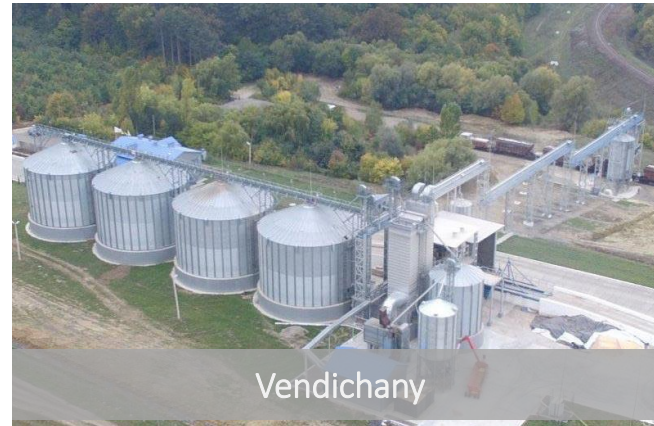
Capacity: 203 tys. tons of grain



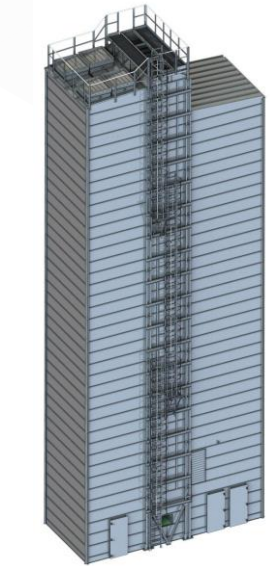
Antoniny

Capacity: 120 600 tons

Continuation of cooperation with the client for whom we produced one of the first large-size silos in Ukraine



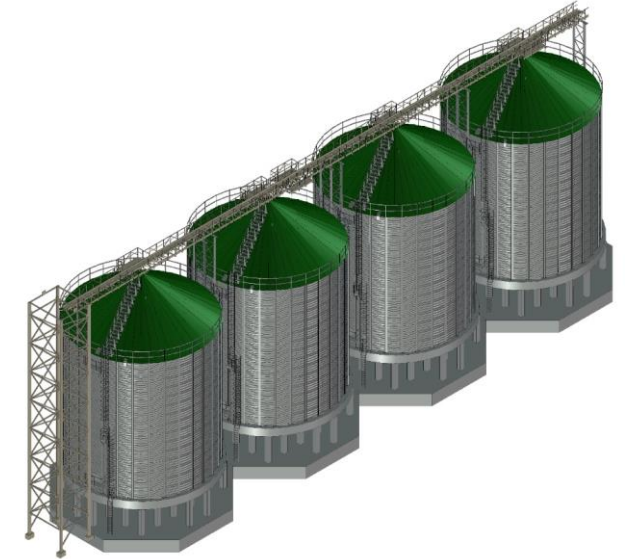
Complex offer: high-class product + financing



LETTER OF CREDIT



FEERUM



SUPPLIER CREDIT

As part of this solution, it is possible to finance the project for up to 2 years. We recommend the letter of credit to all farmers and small agricultural enterprises.

After signing the contract, the investor is required to pay FEERUM only 15% of the contract value in the form of a prepayment. The investor starts paying off the remaining amount even two years after signing the contract, and the repayment cycle is set for a six-month payment period of 5 years.

FEERUM in Tanzania

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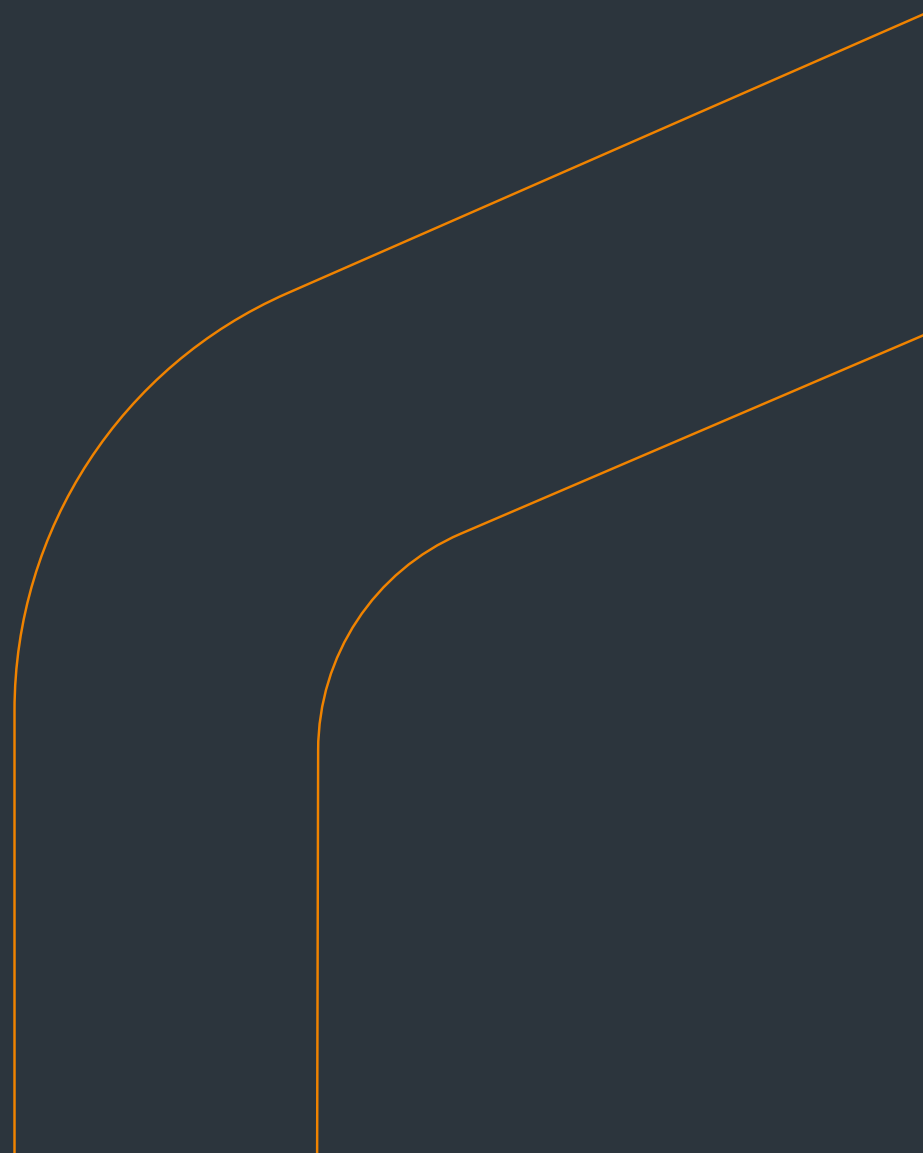
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FEERUM in Tanzania





Withdrawal from the contract

Due to the gross violation of the provisions of the contract by NFRA, the Management Board of FEERUM decided to withdraw from it. This decision was dictated by the need to limit the financial losses caused by the current implementation of the project in Tanzania, as well as the lack of cooperation on the part of the NFRA and the willingness to take corrective measures.

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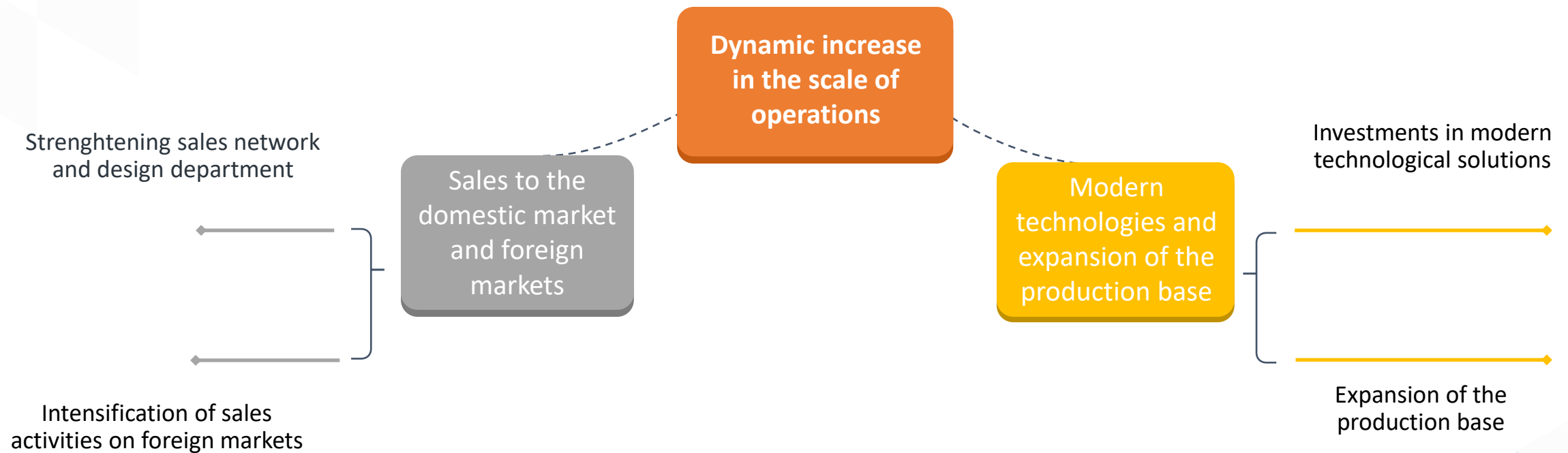
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FEERUM strategy: Obtaining an important player position on the international arena



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FEERUM – after 2020 year





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Reservation

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