

# Five Year Summary

	2010	2011	2012	2013	2014	2015	2010	2011	2012	2013	2014	2015
Profit & Loss (million)	RUB	RUB	RUB	RUB	RUB	RUB	USD*	USD*	USD*	USD	USD	USD
Sales Revenue	1,430	2,067	4,458	4,307	4,544	5,153	47.1	70.3	143.5	135.0	112.8	81.1
Change	-40%	45%	116%	-3%	6%	13%	-40%	45%	116%	-6%	-16%	-28%
Total revenue and gains	1,928	2,499	6,965	4,732	5,972	8,227	63.5	85.0	224.1	148.3	144.4	130.4
Change	-16%	30%	179%	-32%	26%	38%	-12%	34%	164%	-34%	-3%	-10%
Gross profit/(loss)	284	86	1,680	196	1,626	3,170	9.3	2.9	54.1	6.1	37.8	50.9
Margin	15%	3%	24%	Neg.	27%	39%	15%	3%	24%	4%	26%	39%
Operating profit/(loss)	(827)	(813)	605	(975)	338	1,762	(27.2)	(27.7)	19.5	(30.6)	6.2	29.4
Margin	Neg.	Neg.	9%	Neg.	6%	21%	Neg.	-19%	9%	-21%	4%	20%
Profit/(loss) before income tax	(1,232)	(1,303)	287	(1,429)	(584)	970	(40.6)	(44.3)	9.2	(44.8)	(16.4)	16.5
Margin	Neg.	Neg.	4%	Neg.	-10%	12%	Neg.	-52%	4%	-30%	-11%	13%
Net profit (loss)	(1,171)	(1,342)	218	(1,463)	(618)	854	(38.5)	(45.7)	7.0	(45.9)	(17.4)	14.3
Margin	Neg.	Neg.	3%	Neg.	-10%	10%	Neg.	-54%	3%	-31%	-12%	11%
Basic profit(loss) per share (RUB/USD*)	(9)	(11)	2	(7)	(3)	4	(0.3)	(0.4)	0.1	(0.2)	(0.1)	0.1
Diluted profit(loss) per share (RUB/USD*)	(9)	(11)	2	(7)	(3)	4	(0.3)	(0.4)	0.1	(0.2)	(0.1)	0.1

	2010	2011	2012	2013	2014	2015	2010	2011	2012	2013	2014	2015
Cash Flows (million)	RUB	RUB	RUB	RUB	RUB	RUB	USD*	USD*	USD*	USD	USD	USD
Cash flows utilised by operating activities	(773)	(1,224)	(92)	(39)	35	69	(25.5)	(41.6)	(3.0)	(1.2)	0.9	(0.6)
Cash flows utilised by investing activities	(741)	(547)	(554)	(333)	147	(414)	(24.4)	(18.6)	(17.8)	(10.4)	5.3	(6.9)
Cash flows from financing activities	1,291	(181)	2,247	(270)	(1,062)	505	42.5	(6.2)	72.3	(8.4)	(27.3)	(7.9)

	2010	2011	2012	2013	2014	2015	2010	2011	2012	2013	2014	2015
Financial position and return (Million / %)	RUB	RUB	RUB	RUB	RUB	RUB	USD*	USD*	USD*	USD	USD	USD
Total assets	11,282	10,153	12,822	11,309	10,929	13,203	371.5	334.3	422.2	345.5	194.3	181.2
Property, plant and equipment	5,922	6,020	6,014	5,785	5,352	5,695	195.0	198.2	198.0	176.7	95.1	78.1
Cash and cash equivalents	2,983	985	2,639	2,125	1,850	2,329	98.2	32.4	86.9	64.9	32.9	32.0
Total equity	7,605	6,289	8,905	7,487	6,973	7,877	250.4	207.1	293.2	228.7	123.9	108.1
Equity per share	61.0	50.5	42.9	36.1	33.6	37.4	2.0	1.7	1.4	1.1	0.6	0.5
Operating cash flows per share	-6.2	-9.8	-0.4	-0.2	0.2	0.3	-0.2	-0.3	0.0	0.0	0.0	0.0
Debt/Equity	43%	52%	36%	43%	48%	47%	43%	52%	36%	43%	48%	47%
Equity/Assets	67%	62%	69%	66%	64%	60%	67%	62%	69%	66%	64%	60%
Non-current loans and borrowings	3,297	3,266	3,162	3,211	3,356	3,721	108.6	107.5	104.1	98.1	59.7	51.1
Gross margin	15%	3%	24%	4%	27%	39%	15%	3%	24%	4%	26%	39%
Operating profit margin	-43%	-33%	9%	-21%	6%	21%	-43%	-33%	9%	-21%	4%	21%
Net profit margin	-61%	-54%	3%	-31%	-10%	10%	-61%	-54%	3%	-31%	-12%	10%
Return on Equity	-14%	-19%	3%	-18%	-9%	12%	-14%	-19%	3%	-18%	-10%	12%

Production & Sales	2010	2011	2012	2013	2014	2015
Commercial Harvest area (ha)	179,767	228,900	220,119	225,632	184,191	149,278
Year-on-year change	-2%	27%	-4%	3%	-18%	-19%
Commercial Harvest (tons)	222,916	499,287	617,578	790,152	549,946	587,750
Year-on-year change	-56%	124%	24%	28%	-30%	7%
Volumes Sold (tons)	277,694	399,473	683,610	715,415	555,424	474,059
Year-on-year change	-55%	44%	71%	5%	-22%	-15%
End of Period Inventory (tons)	129,124	211,914	131,809	190,360	143,881	227,411
% of Commercial harvest	58%	42%	21%	24%	26%	39%
Average Realised Price per Ton (USD*)	164	166	212	186	198	169
Year-on-year change	31%	31%	28%	-13%	7%	-15%

Land Holding (thousand hectares)	2010	2011	2012	2013	2014	2015
Land under Control	328	318	308	308	271	256
Year-on-Year change, %	2%	-3%	-3%	0%	-12%	-6%
Land in Full Ownership	250	260	250	254	232	227
Year-on-Year change, %	16%	4%	-4%	2%	-9%	-2%
Land in Ownership Registration Process	30	18	19	17	10	4
Year-on-Year change, %	-60%	-40%	3%	-8%	-41%	-58%
Land in Long Term Lease	48	40	40	37	29	25
Year-on-Year change, %	23%	-17%	-1%	-6%	-22%	-13%

Ruble values for all periods converted at the average CBR RUB/USD foreign exchange rate for the relevant periods.