

KERNEL



WE LOOK CONFIDENTLY TO THE FUTURE

Kernel is the world's leading and Ukraine's largest producer and exporter of sunflower oil, and a major supplier of agricultural products from the Black Sea region to international markets. Kernel exports its products to more than 54 countries around the world.



Le
BLANC

KERNEL

[®]
Premi

KERNEL TODAY



Oilseed Processing segment

- **Leading** sunflower oil producer (5% of global production) and exporter (8% of global export) in the world
- **Leading** bottled sunflower oil producer and marketer in Ukraine
- **3.0 million tons** annual sunflower seed processing capacity
- Producer of renewable energy from biomass



Infrastructure and Trading segment

- **Leading** grain exporter from Ukraine with 8% of country's total grain export
- **#1** grain export terminal operator with total annual capacity to transship 10.9 million tons of soft commodities
- **#1** private inland grain silo network in Ukraine with 2.3 million tons of one-time grain storage capacity
- **#1** private grain railcar fleet in Ukraine (3.4 thousand of accessible own railcars)
- Avere trading platform

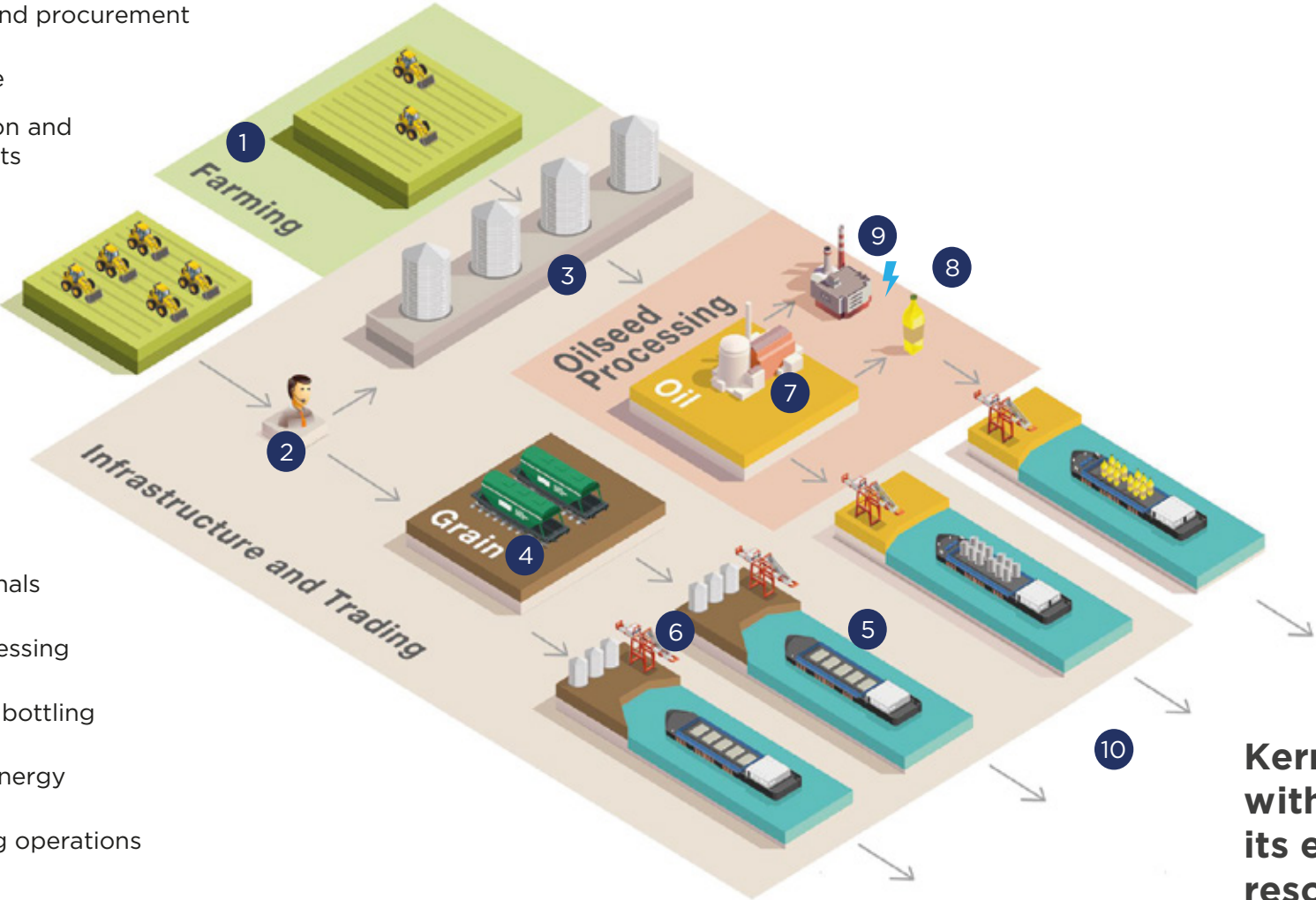


Farming segment

- Leading producer in Ukraine operating 359 thousand hectares of leasehold farmland
- Modern large-scale operations, sustainable agronomic practices, cluster management system and export-oriented crop mix
- Nearly 100% of sales volumes flows through our **Infrastructure and Trading and Oilseed Processing** segments, earning incremental profits

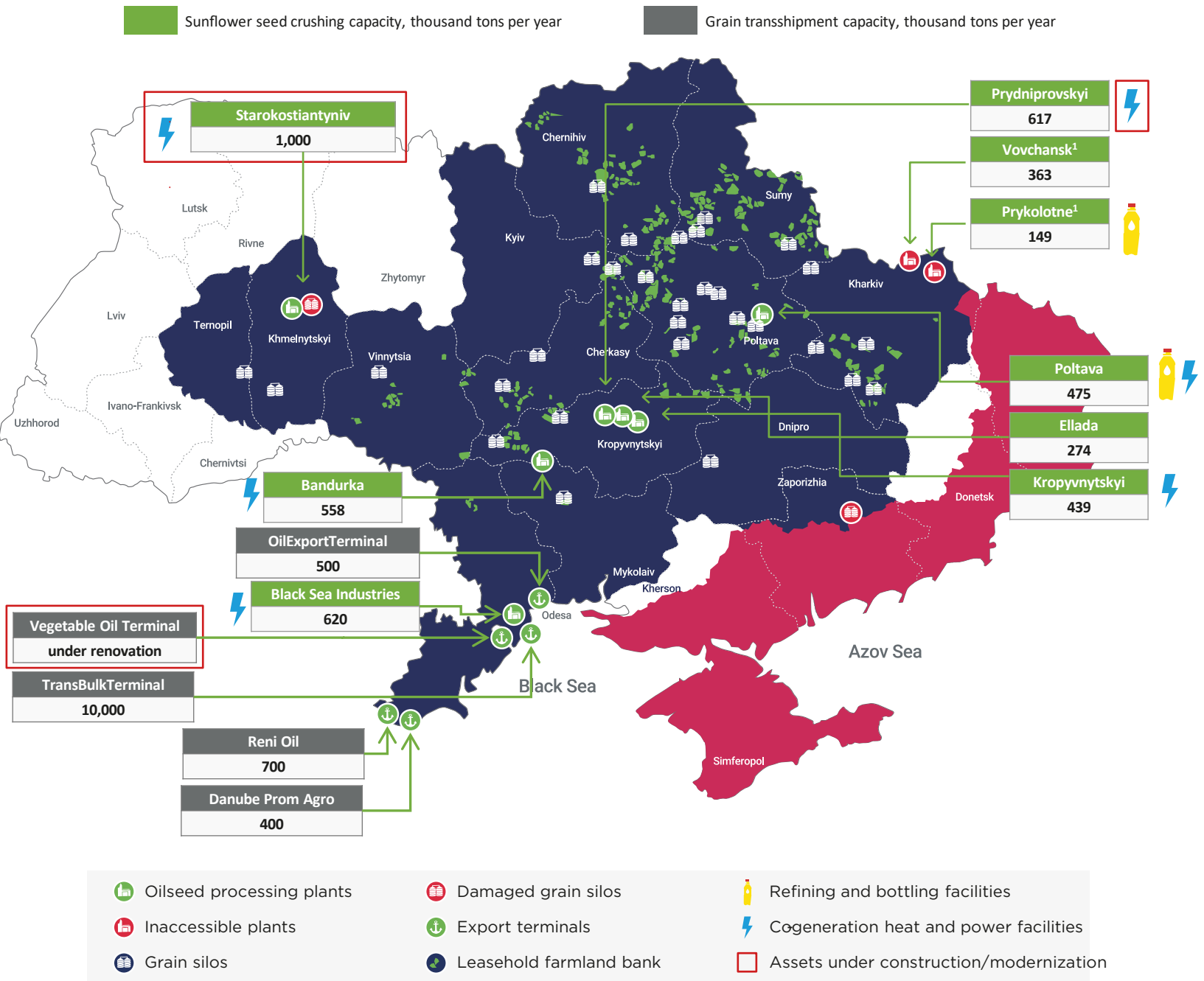
OUR BUSINESS MODEL

- 1 Own farming
- 2 Origination and procurement
- 3 Grain storage
- 4 Transportation and logistics assets
- 5 Fleet of vessels
- 6 Export terminals
- 7 Oilseed processing
- 8 Refining and bottling
- 9 Renewable energy
- 10 Avere trading operations



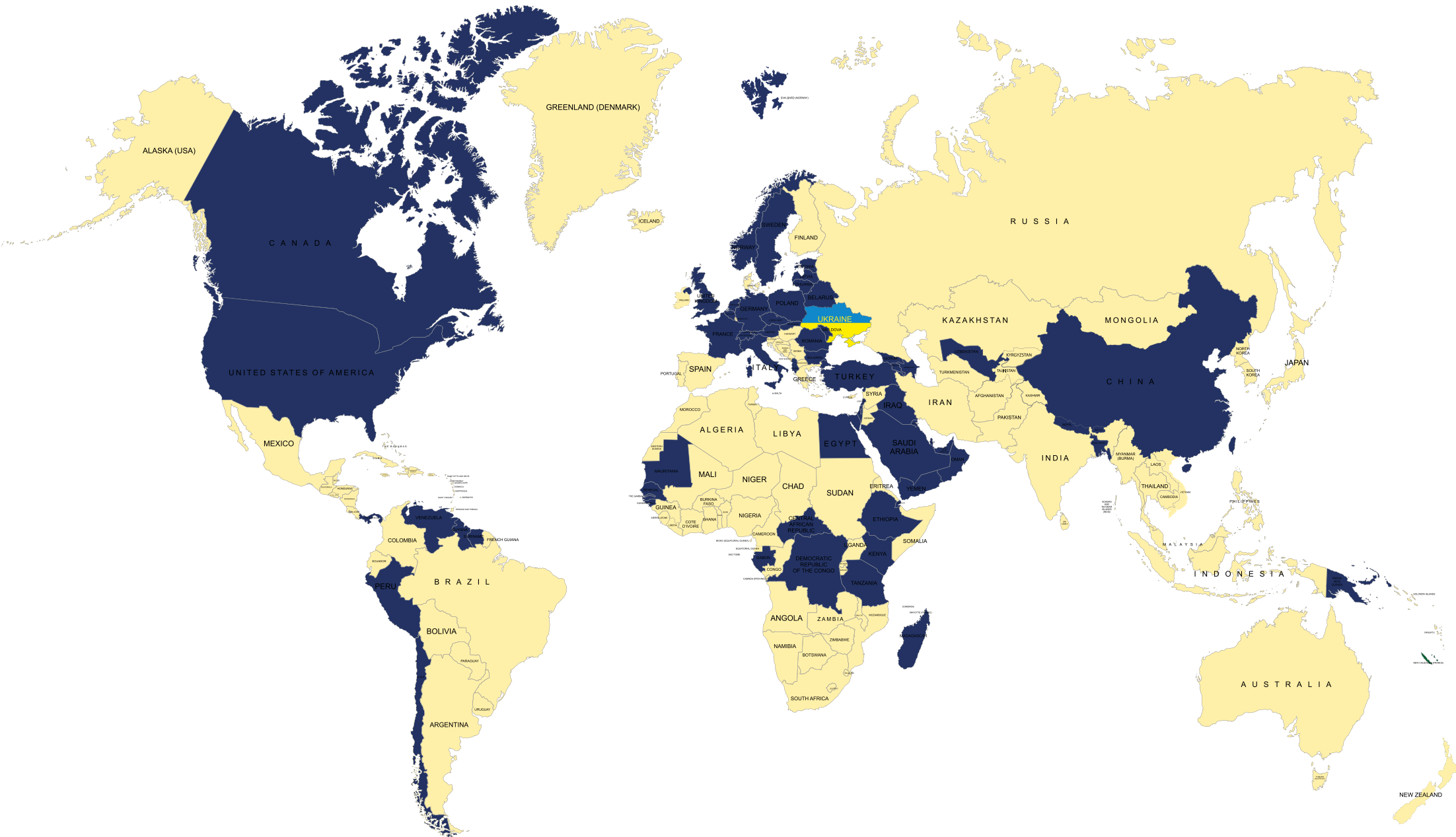
Kernel bridges Ukrainian farmers with the global marketplace using its efficient, scalable and integrated resources and processes

Map of the Group’s owned assets, as of September 2023



Note 1 Oilseed processing plants which were occupied by Russia during Feb 24th - Sep 13th, 2022. As of October 2023, plants remain inaccessible.

Diversified and strategically located world-class asset base provides significant competitive advantages



EXPORT OF BOTTLED SUNFLOWER OIL

■ 54 export countries

Kernel is No. 1 sunflower oil producer and exporter in the Black Sea region. We source sunflower seeds from thousands of farmers in Ukraine mostly at the farm gate and crush them at our nine plants in Ukraine, which are located within the sunflower belt in direct proximity to the feedstock.

OUR OWN BRANDS

The logo for Kernel, featuring the word "KERNEL" in a white, serif, all-caps font, centered within a dark blue rectangular background.

KERNEL

KERNEL is the number one sunflower oil producer in the world. We maintain the highest quality control throughout the entire production in compliance with recognized quality management systems. The taste and quality of our product are highly prized by customers of 24 countries. KERNEL - is the best combination of price and quality!



Le Blanc

This elegant bottle of sunflower oil takes you on a journey to the world's most exquisite cuisines. Absolute pureness, subtle aroma. Le Blanc is best described as the mystique behind exceptional cooking. Due to the unique refining system Le Blanc becomes a concentrated source of healthy nutrients meeting long-established standards of quality food. Bon appetite!

The logo for Premi, featuring a small crown icon above the word "Premi" in a large, elegant, italicized serif font.

Premi

Premi sunflower oil is the basic and perfect ingredient for cooking at all levels. Whether an experienced food professional or a busy parent after a tiring day at work, you will admire the easiness of cooking with Premi. It is created from selected sunflower seeds, grown in the east of Europe, and refined using special SoftColumn™ technology. Premi is for real professionals, who will make your daily cooking into an easy and joyful experience.



Shchedryi Dar

Shchedryi Dar – the national brand is one of the three leaders in the market for sunflower oil in Ukraine. Produced by two unique technologies: cold refining (the oil is not subject to multiple heating and cooling, preserving its original structure) and first pressing (for the production of oil, only the whole seed core is used, from which only the first, most biologically valuable oil is selected for a low-temperature pressing).

KERNEL

COURAGE TO BE THE FIRST

Sunflower oil is the symbol of Ukraine's pride and an integral part of culinary culture. Kernel is brave and innovative leader, who is driving force in the development of agriculture in Ukraine, and creates opportunities for the development of agricultural technologies, at the same time, combining the traditions and cultural heritage of Ukraine. Kernel applies modern and preserving agricultural technologies, and implements innovations, which ensures the highest quality of products and is a guarantee of stability.

CLASSIC



0,9L 1L 3L 5L

REFINED
SUNFLOWER OIL



NATURAL



0,9L 1L 3L 5L

100% UNREFINED
SUNFLOWER OIL



EXAMPLES OF BOTTLES AND PACKAGING

Format Kernel



Format Shchedryi Dar



Format Stozhar



Format Lubonka



Format Love





BOTTLED SUNFLOWER OIL DISTRIBUTION

Kernel is the leading producer and supplier of bottled sunflower oil in Ukraine. We distribute bottled sunflower oil under three main brands Le Blanc, Premi and Kernel through the retail chains and both national and regional distributors. Bottled sunflower oil is produced exclusively at our Company factories equipped with the cutting edge innovative technologies of the world’s leading manufacturers.

Control of all stages of the production chain, from harvesting to packaging, allows us to improve the overall efficiency, to optimize logistics costs and to ensure the undisputed products’ quality and safety of our trademarks and thereby satisfy the requirements of our customers.



Initiative for Compliance and Sustainability

EXPORT TERMINALS

Kernel bulk terminals are an essential component in the processes of grain transshipment and transportation of crude oil. «Transbulkterminal» is our dry bulk grain terminal in the port of Chornomorsk. Kernel export terminals are an essential component in the processes of handling grain and crude sunflower oil. "Transbulkterminal" is our dry bulk grain terminal in the port of Chornomorsk. It provides grain handling and transshipment services to Kernel and the other major exporters. "OilExportTerminal" is our vegetable oil transshipment terminal in the port of Pivdennyi.

Transshipment services usually imply the unloading of railcars and trucks and temporary storage of grain / vegetable oil in the terminal grain silos and tanks located directly alongside the berth, followed by the loading of grain and vegetable oil onto the client's Handy-size and Panamax vessels.

Terminals provide handling services to Kernel and other clients of the terminal for exporting of wheat, in particular milling wheat, barley, corn, rapeseeds, soybeans, sunflower oil and meal.



ELEVATOR SERVICES

The grain elevators are at the heart of our close and long-term relationship with the farmers of Ukraine. The elevator services include cleaning, drying and storage of grain and oilseed crops. Nowadays Kernel buys almost half of the volume of wheat, barley and corn, and over two-thirds of sunflower seeds stored by third-party farmers in the company's elevators.

**KERNEL IS THE LARGEST
PRIVATE PROVIDER OF GRAIN
ELEVATORS CONCENTRATED
IN THE KEY FARMING
REGIONS OF UKRAINE**



NOTES

HEAD OFFICE:

3 Taras Shevchenko lane,
Kyiv, Ukraine, 01001
Phone: +38 044 461 8801



Ivan Rudenko
Head of Bulk
Refined Oil Export Sales
i.rudenko@kernel.ua



Tetiana Gaievska
Senior Export Manager
of Bottled oil (Europe)
t.gaievska@kernel.ua



Maksym Mykhailian
Sales Executive
m.mykhailian@kernel.ua

