

Kernel is a leading diversified agribusiness company in the Black Sea region listed on the Warsaw Stock Exchange. Our integrated value chain encompasses an extensive grain and oilseed origination network, 390,000 leasehold hectares under farming, 3.5 million tons of sunflower seed crushing capacity, 2.8 million tons of silo storage capacity and 6 million tons of capacity at our deep-water export terminals at the Black Sea basin, and a centralized logistics and sales team.

Kernel at a glance

Sunflower oil



- > #1 sunflower oil producer and exporter in Ukraine.
- 3.5 million tons/year sunflower seed crushing
- > #1 bottled sunflower oil producer and marketer in Ukraine with 30% market share.

\$1,988.5m

\$346.4r

Stock information Exchange

Issued shares

ISIN code

Closing price

12 months

Namsen Ltd.

Source: Bloomberg.

(thousand tons)

Sunflower oil sold in bulk

1 040

FY2013

Grain sales (thousand tons)

Free float

Total

828

FY2012

Stock quote currency

Market capitalization

12M lowest/highest price

Average daily turnover,

Shareholding structure

Bloombera | Reuters ticker

Market data as of 21 October 2016

Warsaw Stock Exchange

KER PW | KERN.WA

USD 1,199.3 million

USD 9.83 / 16.71

126,646 shares /

USD 1.7 million

31,345,878 / 39.3%

48,337,532 / 60.7%

79,683,410/100.0%

1 030

FY2015

FY2016

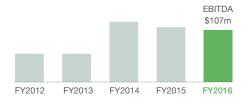
of shares / %

PLN 59.84 / USD 15.05

79,683,410

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Grain and infrastructure



- > Leading grain originator and marketer with ca.12% of Ukraine's total grain exports.
- #3 grain exporter from Russia.
- > 3 export terminals in Ukraine and Russia with a total annual capacity to transship 6 million tons.
- #1 inland grain silo network with 2.8 million tons of storage capacity in Ukraine.



- hectares of leasehold farmland.
- agronomic practices, cluster management system, focused export-oriented crop mix.

Note: Hereinafter, segment EBITDA is presented prior to certain unallocated G&A costs and net of discontinued operations from sugar and assets held for sale

> #2 crop producer in Ukraine with 390,000

- > Modern large-scale machinery, sustainable
- ca. 90% of output goes through our grain and infrastructure or sunflower oil segments, earning incremental profits.

Financial track record

USD mln, except ratios and EPS	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Revenue	1,020.5	1,899.1	2,071.8	2,796.8	2,393.3	2,329.5	1,988.5
EBITDA ⁽¹⁾	190.0	309.6	318.8	287.5	223.0	396.6	346.4
EBITDA margin, %	18.6%	16.3%	15.4%	10.3%	9.3%	17.0%	17.4%
Net profit ⁽²⁾	152.0	226.3	206.7	111.6	(98.3)	106.9	225.2
EPS, USD	2.20	3.03	2.61	1.40	(1.23)	1.34	2.83
Net interest-bearing debt	285.6	306.1	615.8	655.1	684.0	339.4	282.8
Readily marketable inventories(3)	142.9	172.7	385.1	175.1	243.4	140.1	183.7
Adjusted net financial debt(4)	142.7	133.4	230.7	480.0	440.6	199.3	99.1
Net debt/EBITDA	1.5x	1.0x	1.9x	2.3x	3.1x	0.9x	0.8x
Adjusted net debt/EBITDA(4)	0.8x	0.4x	0.7x	1.7x	2.0x	0.5x	0.3x

Source: Consolidated audited accounts for 12-months periods ending 30 June 2009 to 2016. Figures may not add up due to rounding.

- (1) Hereinafter, EBITDA is calculated as a sum of the profit from operating activities plus amortization and depreciation. Segment data provided prior to certain
- Hereinatter, ESH DA is Calculated as a sum or the profit from operating activities plus among and sepressation. Segment state profits attributable to equity holders of Kernel Holding S.A.
 Readily marketable inventories are agricultural inventories readily convertible into cash because of their commodity characteristics, widely available markets and international pricing mechanisms.
 Adjusted net financial debt is the sum of short-term interest-bearing debt, current maturities of long-term interest-bearing and long-term interest-bearing debt, less cash and cash equivalents, marketable securities and readily marketable inventories.

4,744 4,244 3.022 2,123 FY2012 FY2013 FY2014 FY2015 FY2016

920

FY2014

Investor calendar

Q1 FY2017 financial report Annual general meeting of shareholders H1 FY2017 financial report Q3 FY2017 financial report

FY2017 financial report

12 December 2016 28 February 2017 30 May 2017 23 October 2017

30 November 2016

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