



We grow the future  
Плекаємо майбутнє



June 06, 2024

НІБУЛОН  NIBULON

# OUR HERITAGE

**In 1991, Oleksiy Vadaturskyy established NIBULON in Mykolaiv, Ukraine.** For the next 30 years, following the principle “to be as closer to farmers, as possible”, the company has developed an incredible network of Grain Storages and Transshipment Terminals, connected by a powerful Logistics System that includes auto-, railway transport and brand feature – own mixed river-sea fleet.

**On August 04, 2022, Andriy Vadaturskyy became the new CEO** of the company and continued his father’s business, overcoming the wartime challenges. Nowadays NIBULON, as well National economy, prepare to rebuild Ukraine.



# OUR PHILOSOPHY



## OUR BELIEF

We are driven by the simple thought – Ukraine can feed the world.

## OUR

The world without hunger

## WHO WE ARE

Vertically integrated company - global role-model business

## OUR MISSION

We connect local producers with the global market through own unique logistics infrastructure

# THE VALUES IN OUR DNA



## RESPONSIBILITY

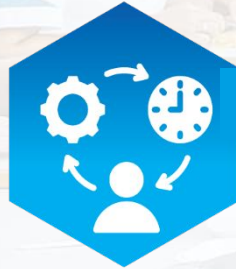
We take responsibility for our actions and ownership for our results.

We are guided by a sense of duty. When we make our contribution, our impact is felt – sometimes all over the world.



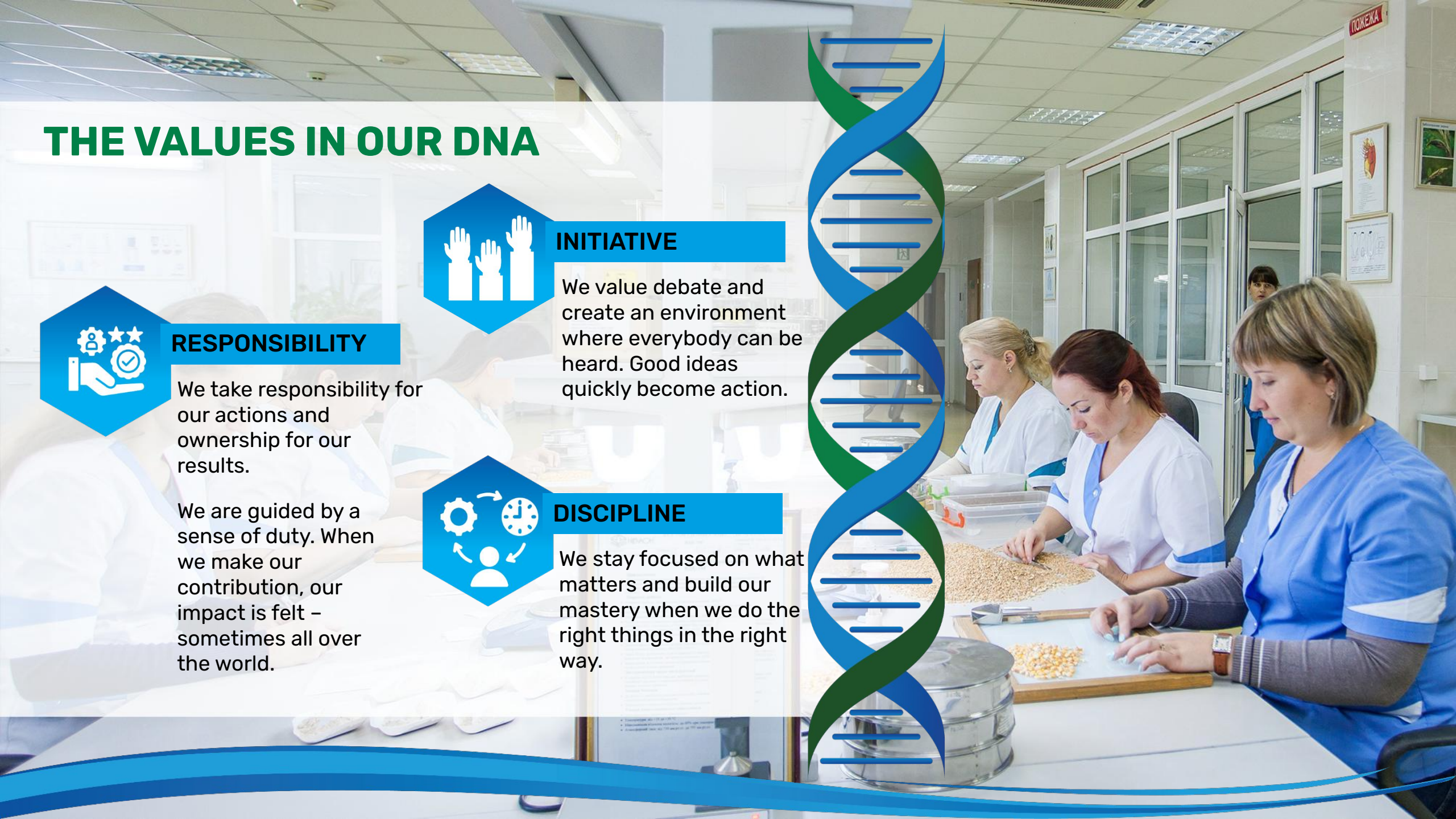
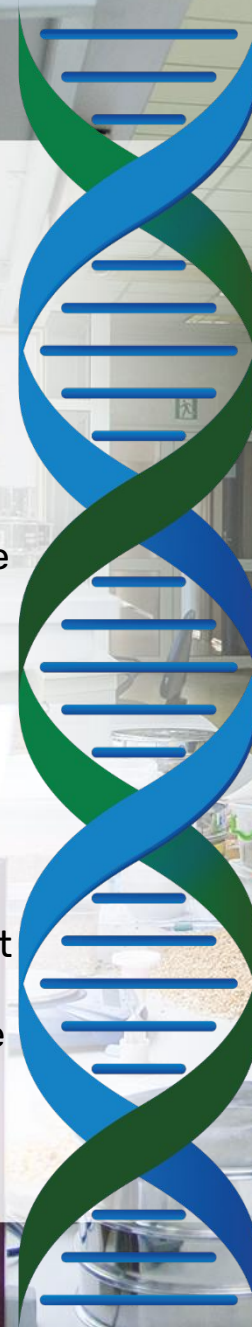
## INITIATIVE

We value debate and create an environment where everybody can be heard. Good ideas quickly become action.



## DISCIPLINE

We stay focused on what matters and build our mastery when we do the right things in the right way.



# PEOPLE OF NIBULON

## We are People of NIBULON.

Hard enough to challenge the Status Quo.  
Soft enough to feel the World`s pulse.

Our purpose - food safety and worldwide security.  
It`s up to every one of us to play our part individually  
and as a team - to make it happen.

We are a global player and benchmark for the market.  
When NIBULON grow, our people grow. And we are  
not afraid to try. This is how we get results.

If you are willing to be a part of this journey, you  
should know our credo: **#NEVERGIVEUP.**



# NIBULON - 32 YEARS OF LEADERSHIP



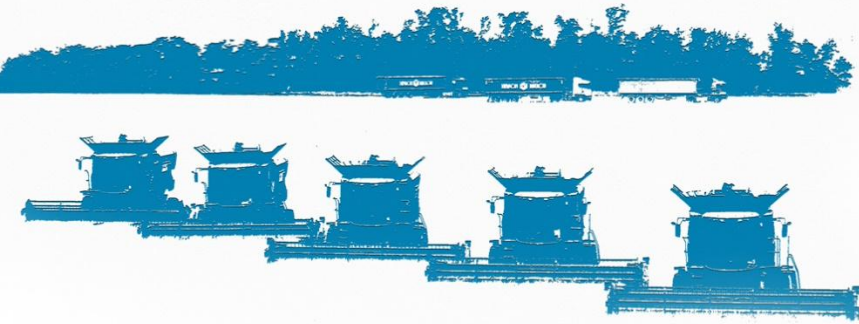
**\$2.3 bn**  
Investments in the economy  
of Ukraine



**3,500**  
employees



**accredited  
partner**



## TRADE



**No1** Grain Exporter for more  
than 20 years in Ukraine



Export to **75 countries**  
worldwide



## GRAIN STORAGE



**2.04 mln tons** – Storage  
Capacity



**27\*** Transshipment Terminals  
and Grain Storages all over  
Ukraine

\*including 6 occupied enterprises



## LOGISTICS



**83** units of the own fleet,  
built and based in Ukraine



**139** trucks



**212** railway wagons



## AGRO



**76.6\*** thousand ha –  
Total Landbank



**350,000 tons/y** –  
Production Capacity

\*25.5 thousand ha are mined or  
occupied



# OUR WAR TIME STRATEGIC PILLARS

## INVESTMENT & NEW OPPORTUNITIES

Renewal and expansion of the **transport fleet**

Modernization and reconstruction of **Grain Storage Infrastructure**

Full upgrade of **agricultural machinery fleet**

## FINANCIAL HEALTH

**Financial restructuring** with all the lenders

**Guarantees and working capital financing**

## OPERATIONAL EXCELLENCE

**Total digitalization and automation**

**Total Modernization and Efficiency Increasing**

## ELIMINATION OF THE CONSEQUENCES OF HOSTILITIES

**Humanitarian demining**

## ESG

**Overcoming hunger**

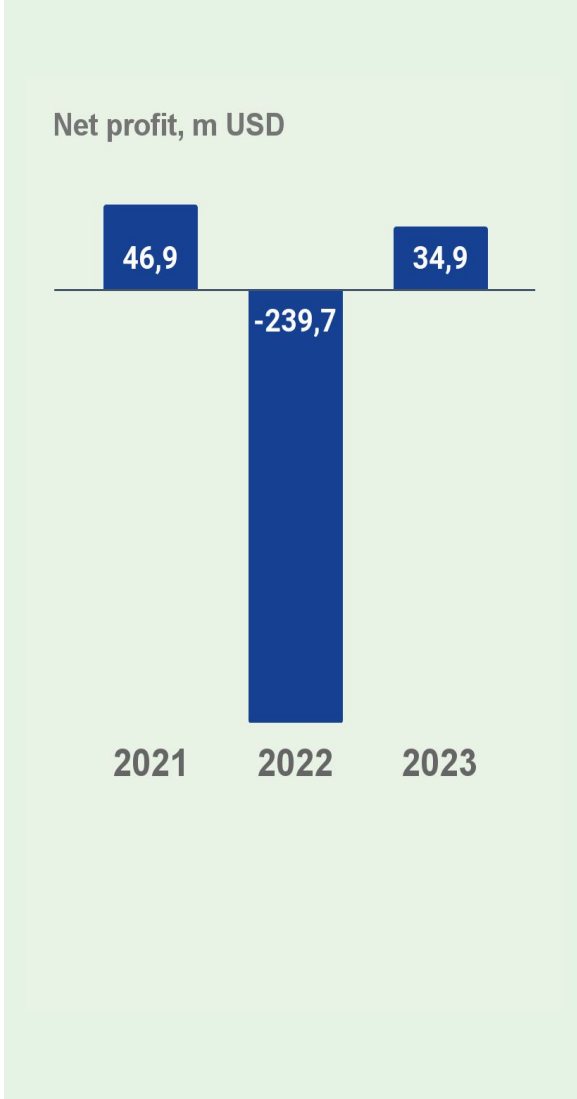
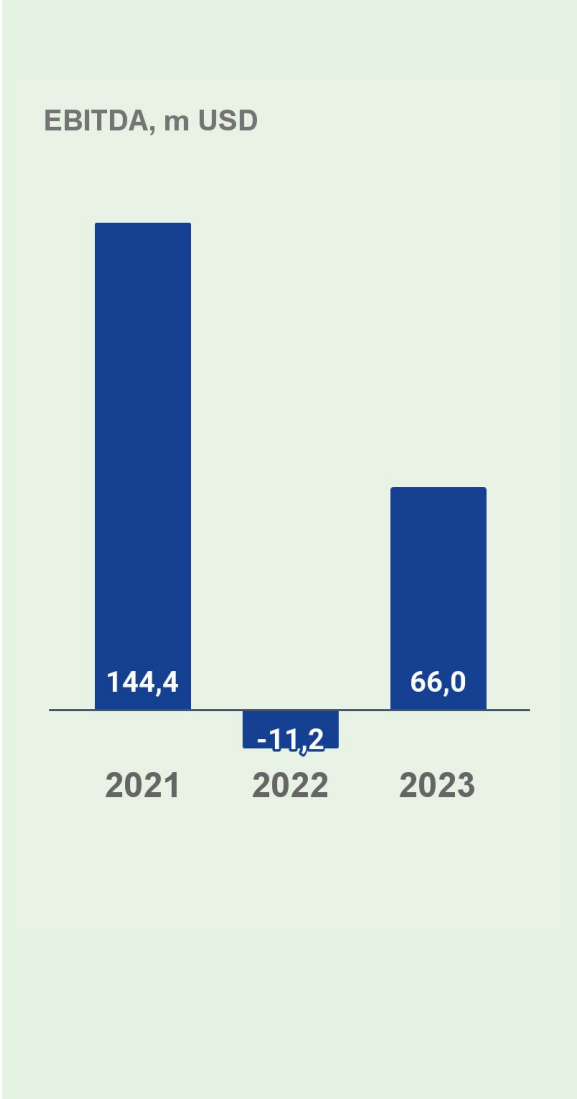
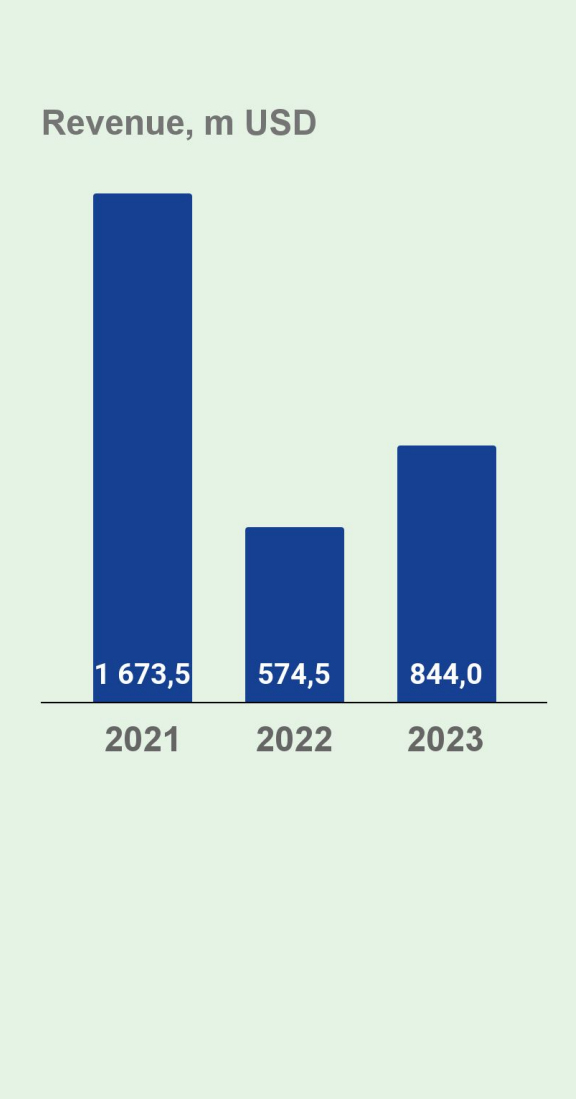
**Responsible agriculture**

**Minimizing footprint**

**Caring the well-being of communities in our circle of influence**



# FINANCIAL PERFORMANCE BY CALENDAR YEARS



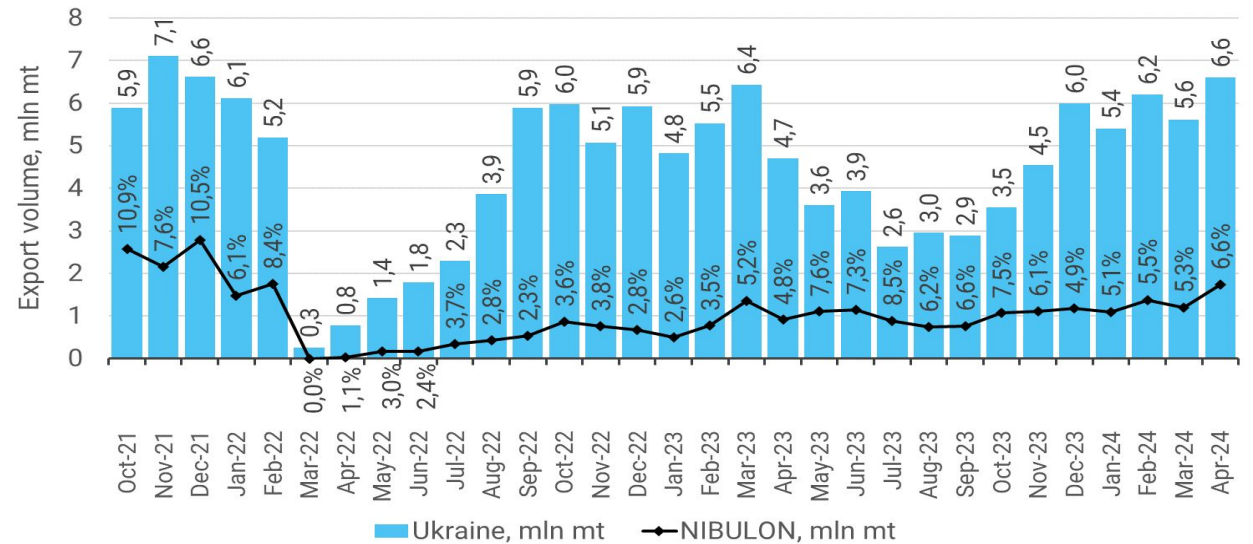
# IMPACT OF THE WAR ON NIBULONs EXPORT

Despite devastating damages and blockade of Mykolayiv port, NIBULON continues operating and demonstrates recover of export volumes through 2022-2024, regaining back its market share.

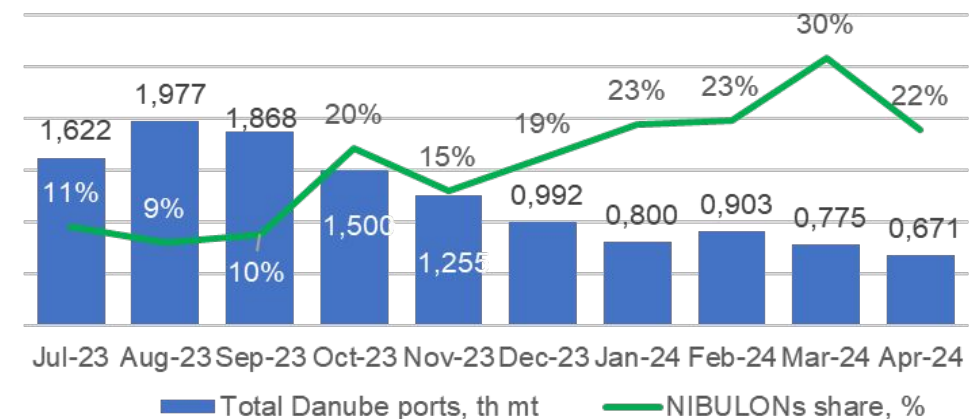
It was made possible thanks to the development of alternative routes via the Danube port and the effective use of possibilities of the Black Sea ports.

NIBULONs current share through Danube ports is solid 20-30% share in Q1 2024

Total exports from Ukraine and NIBULON Group exports, mln mt



Total export through Danube ports\* and NIBULONs share



\* A basket of 7 commodities that NIBULON trades in (corn, wheat, barley, sorghum, SFS, soybeans, rapeseeds)

# KEY PROJECTS:

## IZMAIL Transshipment Terminal

In May, 2022 NIBULON started the construction of a new transshipment terminal in the Danube port to strengthen the activity of Solidarity Lanes, launched by the European Commission (Brussels, COM (2022) 217, 12 May 2022).

In September, 2022 started exports.

The construction completed in November, 2023.

- **300,000 tons** per month - the terminal's carrying capacity
- About **\$22.5 mln** has been already invested
- About **3.3 mln tons** of grain have been already exported
- USAID support the project with special equipment and hopper cars at amount of **\$3.47 millions**

**Next step:** The status of **the inland water area** obtaining and the **registration of the third berth** that will provide additional capacity of **100,000 tons per month**.



# KEY PROJECTS:

## Large-scale investment project of agro business modernization

In conditions of falling profitability of agricultural production during the war, NIBULON launched a large-scale project of agrosegment developing.

14 agricultural **branches have been reorganized** into 4 agricultural clusters.

**StripTill technology** replaced resource-intensive classical technology aiming to reduce fuel consumption and harmful emissions.

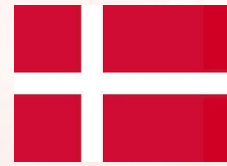
**€12.8 millions - the financing received from EIFO for renewal of the NIBULON`s machine park:**

- 12 high-tech HARDI sprayers
- 15 CLAAS tractors
- 20 CLAAS harvesters
- 13 HORSCH planters



**CLAAS**

**HORSCH**



# KEY PROJECTS:

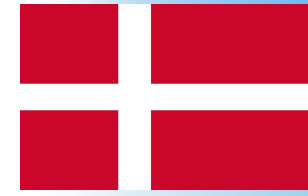
## Development of Grain Storages network

To support farmers with better and cost effective services, NIBULON has initiated the project to comprehensively modernize its Grain Storages network.

22 NIBULON's elevators have been united into **6 groups** to optimize the use of resources and establish an effective management system. **Energy monitoring** of elevator operations has been implemented to facilitate the optimization of energy usage for specific operations.

The next step is **modernization** of 3 grain storages with Sukup / Cimbria equipment, **amounted \$9 mln, together with EIFO.**

Subsequently, a **Unified Operational Center** will be established to manage the network of grain storages.



# KEY PROJECTS:

## The logistic model strengthening

In the face of blocked river navigation, NIBULON has implemented a combined logistics model and focuses its efforts on the following areas:

### Complex truck fleet renewal and expansion:

- 76 Scania R450 Euro 5 trucks

### Railway transportation fleet expansion:

- 50 units of wagon fleet have been supplied by the grant from **USAID** at amount **\$3,345 thousand**

### Water transportation fleet unblocking and increasing:

- 15 units of own fleet are working on the Danube and Dnipro
- 2 Liebherr loaders have been purchased

**Next step:** ensuring the long-term competitiveness of the Danube ports relative to the Black Sea ports:

- a **special tariff on wagons** introduction on wagons to connect blocked river ports of the Dnipro and the Southern Buh with the Danube ports;
- **expansion of the wagon fleet;**
- exemption from payment of excise **duty on fuel for cabotage transport.**



# KEY PROJECTS:

## Humanitarian Demining

Status of a **mine action operator** and Certificate for **non-technical survey** – obtained on April 28, 2023

**5,23 th. ha** – already restored to agricultural use.

**€4.8 mln** - the grant to purchase demining machines and special equipment attracted under the develoPPP program of the Federal Ministry for Economic Cooperation and Development of Germany (BMZ) thanks to the support of DEG Impulse gGmbH, a subsidiary of DEG.

Certificate for **technical survey, manual demining and combat area clearance** – obtained in April 2024.

Now NIBULON is ready to provide **demining services at zero profit** and looking for donors to help farmers to finance demining.



**KFW** DEG





## KEY PROJECTS:

### Water Areas Demining

NIBULON has invested into the pre-series sample of **Multifunctional modular crafts** at own expense. Craft readiness - 100%.

The craft is constructed on the basis of a **universal platform**, which, depending on the design, allows the craft to be profiled on the purpose of

- **demining water areas,**
- patrolling the coastline,
- and rapid response.

**NIBULON SSY requires grants** or a government order for serial production right now to survive and help Ukraine to clear the water areas.





# KEY PROJECTS:

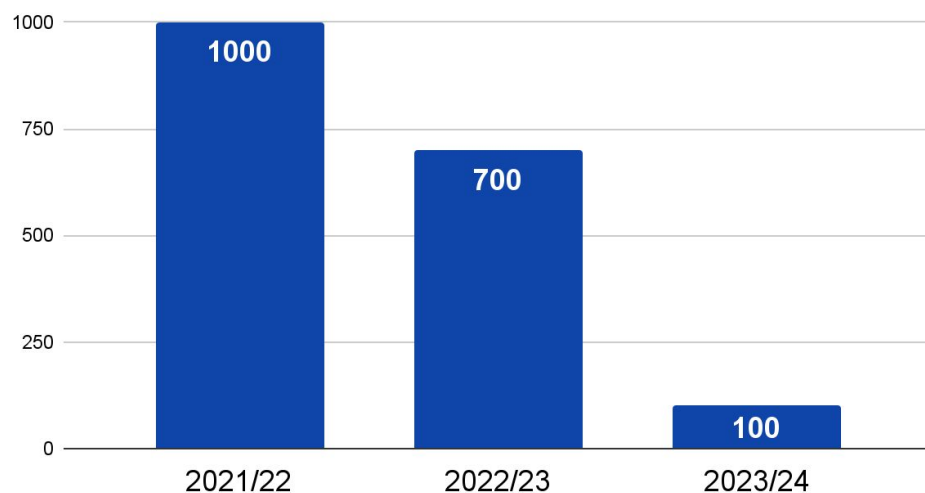
## Partnership with UN WFP

**340 thousand tons** of wheat supplied to countries of Africa - Djibouti, Yemen, Somalia etc. in 2022/2023 MY.

**NIBULON is the largest supplier of UN World Food Programme in Ukraine.**



WFP purchasing from Ukraine, thousand tons



Let's fight  
for the future together!



[www.nibulon.com](http://www.nibulon.com)

