



**Sunpro**

# CORPORATE OVERVIEW

Montreux, Switzerland, 2020

[www.sunprogroup.ch](http://www.sunprogroup.ch)

# CONTENT

## INTRODUCTION

---

WHO WE ARE 3

CORPORATE STRUCTURE 4

## PRODUCTION

---

CAPACITIES 5

THE PLANT 6

POWER STATION 7

LOCATION 8

## MARKETING

---

GEOGRAPHY OF SALES 9

SWOT ANALYSIS 10

## FINANCE

---

FINANCIAL FIGURES 11

## PHOTOS

---

PRODUCTION FACILITIES - 1 12

PRODUCTION FACILITIES - 2 13

EQUIPMENT - 1 14

EQUIPMENT - 2 15

ELEVATOR 16

LABORATORY 17

---

DISCLAIMER 18

CONTACTS 19



# WHO WE ARE

Sunpro Group is a group of companies specializing in the production of extracted hydrated sunflower oil.

With headquarters in Switzerland, the Group owns and operates processing facilities located in Ukraine, the country ranked as the biggest producer and exporter of sunflower oil in the world.

With its production facilities located close to the biggest ports on the Black Sea, the Group has superlative access to logistic and trading flows worldwide.

**\$133 M**

REVENUE

**\$18 M**

EBITDA

**10 countries**

EXPORT DESTINATIONS

**1'200 t**

PROCESSING CAPACITY  
PER DAY

**530 t**

OIL PRODUCTION  
CAPACITY PER DAY

**480 t**

MEAL PRODUCTION  
CAPACITY PER DAY

**4.7 MW/h**

ELECTRICITY  
PRODUCTION

**40'000 t**

ELEVATOR



EXTRACTED HYDRATED  
SUNFLOWER OIL

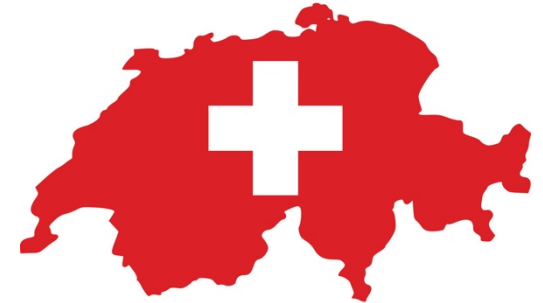
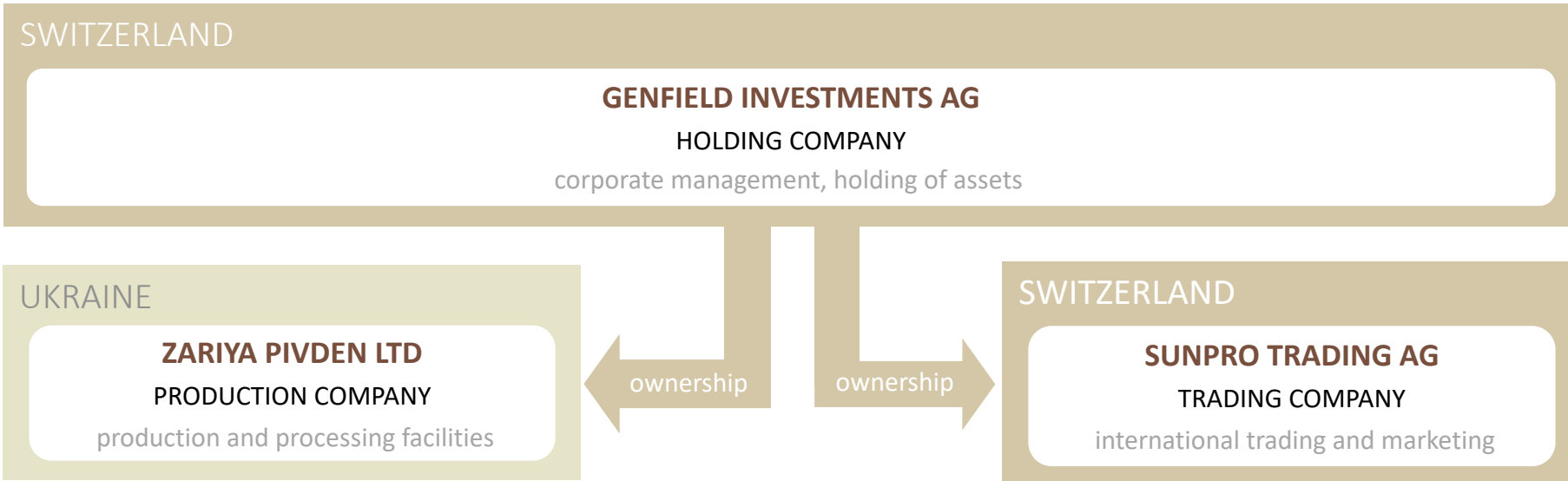


GRANULATED  
SUNFLOWER CAKE  
AND MEAL



ELECTRICITY

# CORPORATE STRUCTURE





# CAPACITIES



The Group's production plant is a fully automated complex constructed in 2015.

All technological processes at the plant are precisely controlled by automated systems, providing the highest standards of production efficiency and quality control.

## NOW

- seed processing capacity: **1'200 t/day**
- sunflower oil production capacity: **530 t/day**
- meal production capacity: **480 t/day**
- line for extracted oil hydration
- seed acceptance capacity: **3'200 t/day**
- seed storage capacity: **40'000 t**
- electricity consumption: **38 KW** per ton of processed seeds
- number of personnel: **80** employees
- plot size of the factory: **3.5 ha + 1.2 ha** for outside parking



## SOON

- increase of the factory's plot size by **5 ha**, up to **9.7 ha** in general
- new elevator with seed storage capacity: **60'000 t**
- general seed storage capacity of the plant: **100'000 t**
- additional processing of other grain-crops: **1'200 t/day**
- general processing capacity of the plant: **2'400 t/day**

# THE PLANT

## ELEVATOR

- acceptance, cleaning, drying and storage of seed;
- acceptance capacity: **2'600 t/day**;
- storage capacity: **40'000 t**, with potential increase up to **100'000 t**.

## PREPARATION & PRESS (CRUSH) FACILITIES

- decortication, conditioning and screw-pressing of sunflower seed, oil filtration;
- crush capacity: **1'200 t/day**.

## EXTRACTION FACILITIES

- oil extraction (from cake), distillation, solvent regeneration, oil hydration, production of meal;
- extraction capacity: **1'200 t/day** (basis seed).

## BOILER ROOM

- provides heat for technological purposes;
- works on solid fuel (sunflower hulls);
- on-site well for constant water supply.

## STORAGE FACILITIES

- sunflower oil storage capacity: **415 t**;
- meal storage capacity: **850 t**.
- discharge capacity for every storage : **80 t/h**.

## POWER STATION

- electricity production from the renewable sources;
- use of any solid bio-fuels: husk, wood chips, straw;
- two steam turbines **2.5 MW** each;
- total power generation capacity: **4.7 MW**.



# POWER STATION

The modern power station is a part of the plant. It consists of two steam turbines powered by bio-fuels (sunflower husk, wooden chips and agricultural straw).

Thanks to such a symbiosis between the power station and the oil plant, the station is provided by ensured supply of bio-fuel - sunflower husk, which is a by-product of the oil plant.

## GENERATION POWER

- the current generation power of the station is **4.7 MW/h**
- two power transformers are installed: **1'600 kW** and **1'000 kW**





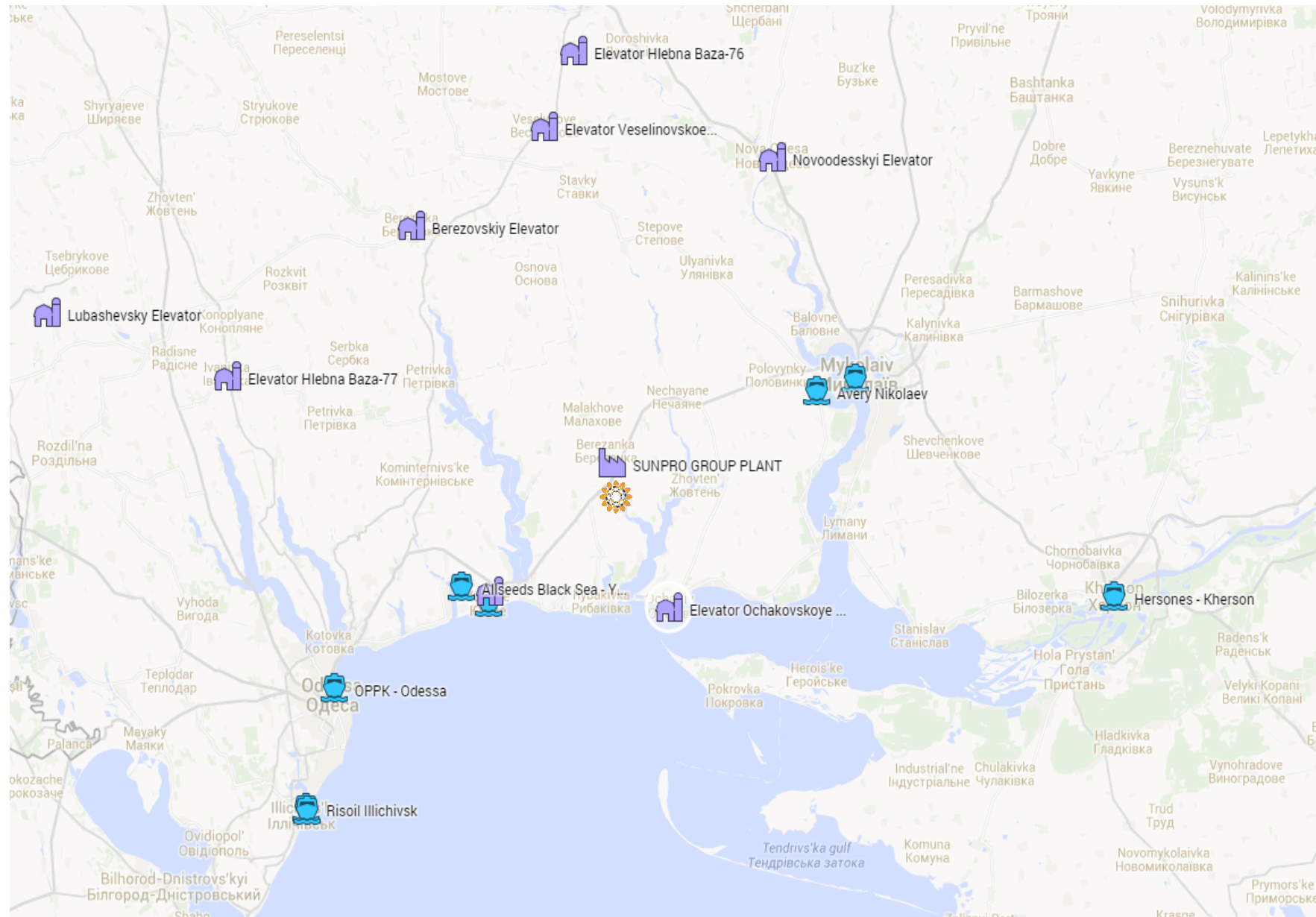
# LOCATION



The production plant is located in the south of Ukraine, some 85km NE of Odessa, ideally positioned in a region with a cluster of sunflower seed elevators (silos).

At the same time, the plant is located in close proximity to the biggest Black Sea ports.

Such a location suits itself to the cost-efficiency of both - delivery of raw materials and shipment of final products.



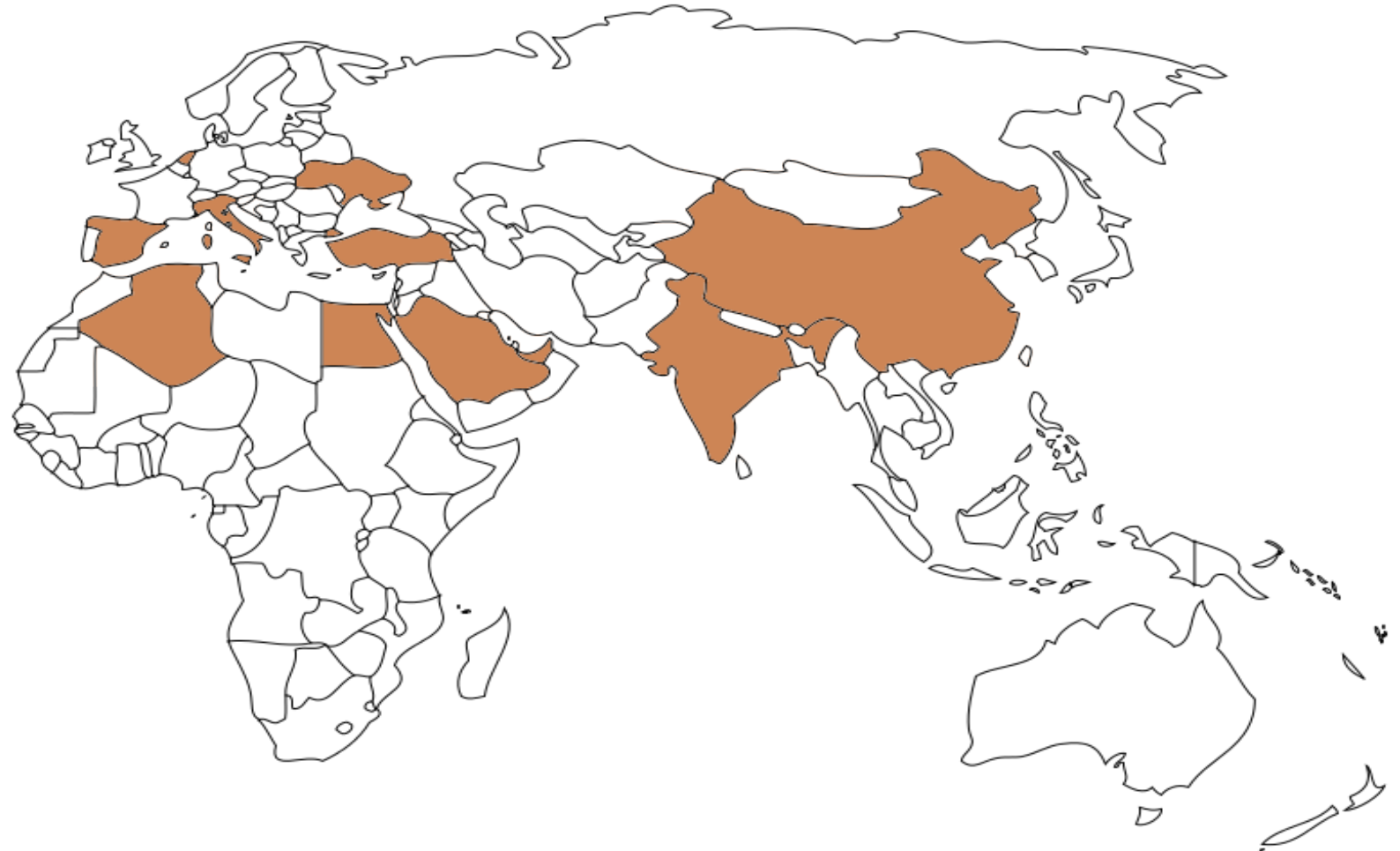


# GEOGRAPHY OF SALES



In partnership with international trading companies Sunpro Group exports crude sunflower oil and sunflower meal to the countries in Europe, Middle East, Africa and Asia.

- Algeria
- China
- Egypt
- India
- Italy
- The Netherlands
- Spain
- Saudi Arabia
- Turkey
- United Arab Emirates



# SWOT ANALYSIS



## STRENGTHS

- ❖ located in close proximity to major Black Sea ports, giving flexibility in choice of load ports;
- ❖ extraction gives maximum oil yield (advantage over less efficient small crushers);
- ❖ no financial debt, low overheads;
- ❖ small management team gives good oversight over operations and ability to react quickly to changing market conditions given short chain of command.

## WEAKNESSES

- ❖ costly and scarce inland financing.

## OPPORTUNITIES

- ❖ profitable reselling of the asset if required;
- ❖ own storage and logistics enable switch to high oleic seed, depending on profitability;
- ❖ possible to double the capacity with minimal capital outlay.

## THREATS

- ❖ local political risks;
- ❖ relative overcapacity in the industry;
- ❖ bad crop years;
- ❖ national currency fluctuations.

# FINANCIAL FIGURES

## 2019

	oil and meal production	electricity production	TOTAL
TURNOVER	\$127 m	\$5.5 m	\$132.5 m
GROSS PROFIT	17%	58%	-
EBITDA MARGIN	\$14.5 m	\$3 m	\$17.5 m
EBITDA	\$11.5 m	\$2.5 m	\$14 m
LOANS	\$0 m	\$1.5 m	\$1.5 m





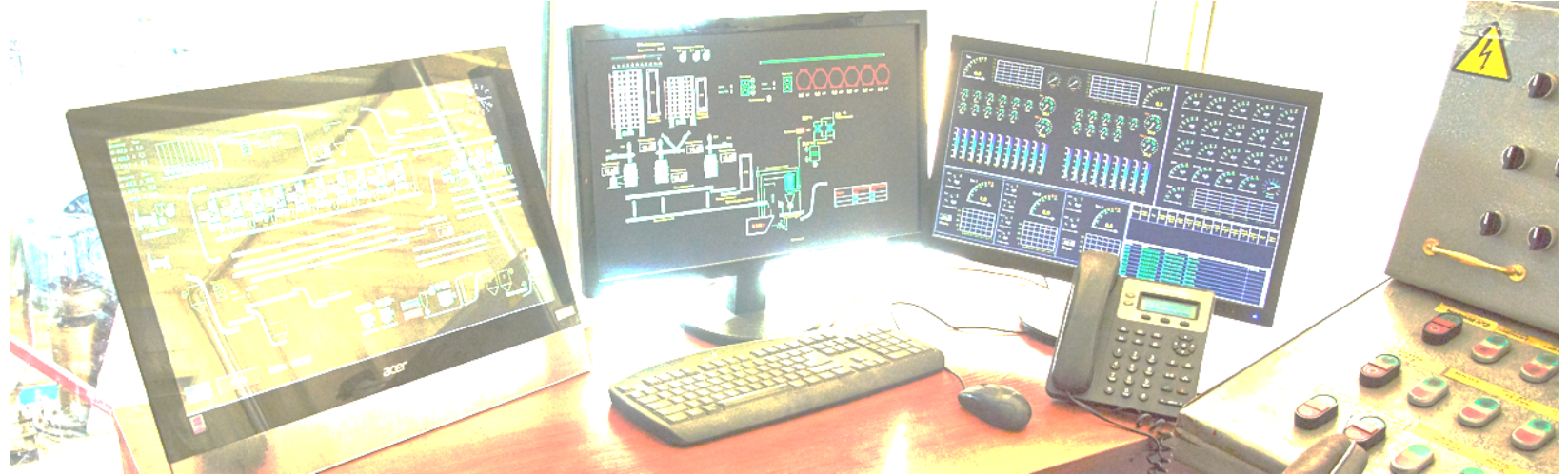


# PRODUCTION FACILITIES



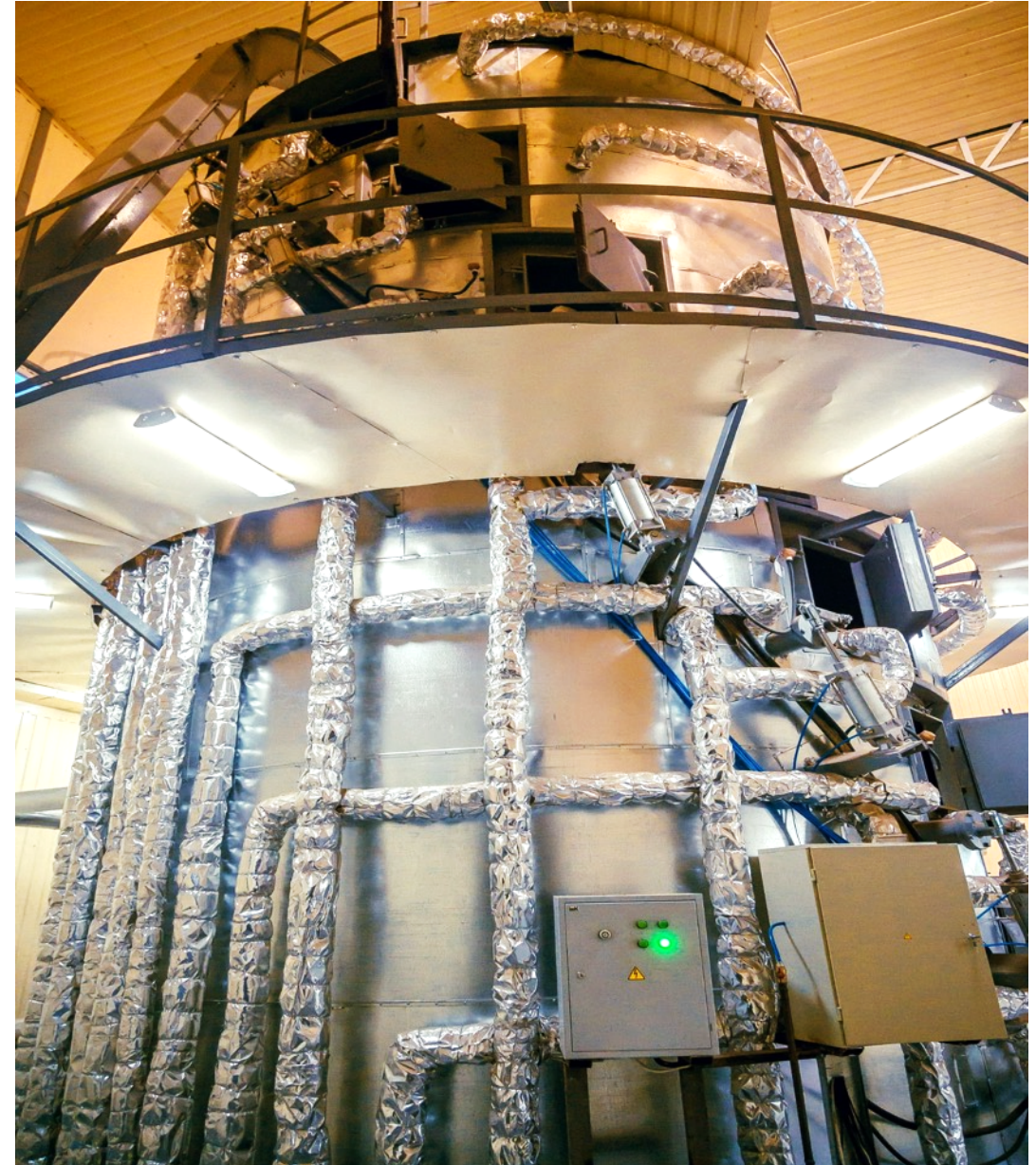


# EQUIPMENT





# EQUIPMENT





# ELEVATOR





# LABORATORY





# DISCLAIMER

The material in this presentation has been prepared by Sunpro Group and is general background information about its activities current as at the date of this presentation. This information is given in summary form and does not purport to be complete.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to Sunpro Group's businesses and operations, market conditions, results of operation and financial condition, specific provisions and risk management practices.

While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside Sunpro Group's control.





# Switzerland

## Montreux

*t:* +41 79 323 17 81

*e:* [ivan.z@sunprogroup.ch](mailto:ivan.z@sunprogroup.ch)

*address:*

Sunpro Group Headquarters  
92 Grand' Rue,  
1821 Montreux  
Switzerland

[www.sunprogroup.ch](http://www.sunprogroup.ch)

# Ukraine

## Kyiv

*t:* + 380 67 711 84 18

*address:*

Sunpro Group Kyiv  
3, Honcharna Street, Podil  
02000 Kyiv  
Ukraine

## Odessa

*t:* + 380 67 711 84 18

*address:*

Sunpro Group Odessa  
18 Onilovoi Lane,  
65000 Odessa  
Ukraine