

CORPORATE PROFILE



HARVEST
COMMODITIES SA



Brief information

Harvest Commodities SA is a privately held business operating in the field of international trade and distribution of agricultural products.

From the start company quickly became a leading supplier of Russian, Ukrainian and Kazakh grains.

Harvest Commodities SA is one of the biggest buyers of Russian and Ukrainian agricultural products and works with the TOP-40 largest grain exporters.

The company is represented by a team of experienced professionals with extensive background in agribusiness, international logistics and foreign trade.

To keep pace with market developments, the company is extending the range of products, pursuing geographical diversification, and launching distribution businesses in several countries.

The company is responsible for several functional areas along the agricultural supply chain and manages full control of cargo movement.

The company is engaged in transshipment at key exporting deep water terminals.

Geography of primary agricultural sourcing

★ Worldwide sourcing from key countries of agricultural production

★ Russia #1 Exporter of wheat in the world

★ Ukraine is in the top 5 producers of corn in the world

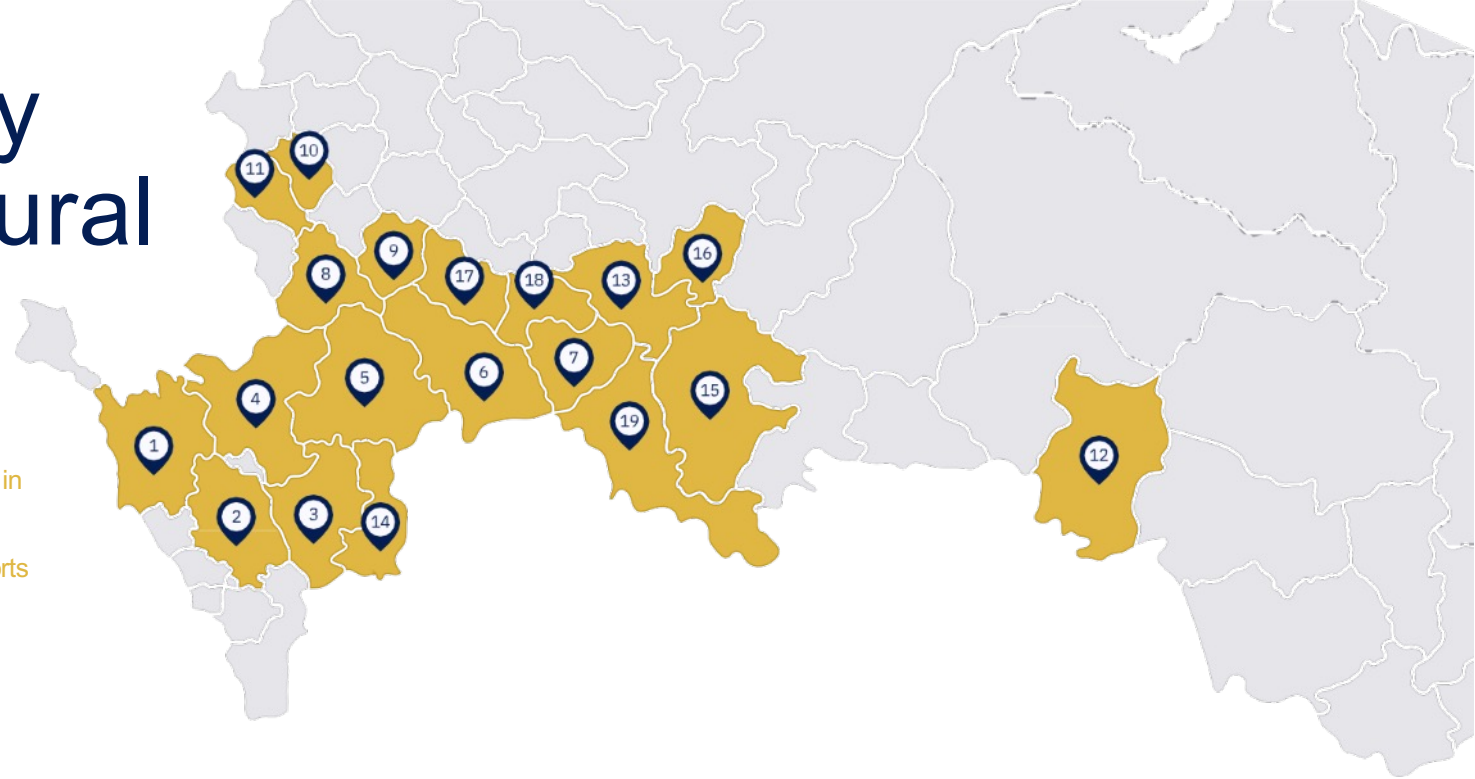


01 | Russia

03 | Ukraine

02 | Kazakhstan

Geography of agricultural exports



- ★ Over 1,000 agricultural producers in Russia
- ★ 40 elevators and 4 deepwater ports
- ★ Export potential exceeds 40 mln tons of grain per year

01 | Krasnodar Territory

02 | Stavropol Territory

03 | The Republic of Kalmykia

04 | Rostov region

05 | Volgograd region

06 | Saratov region

07 | Samara region

08 | Voronezh region

09 | Tambov region

10 | Orel region

11 | Kursk region

12 | Omsk region

13 | The Republic of Tatarstan

14 | Astrakhan region

15 | The Republic of Bashkortostan

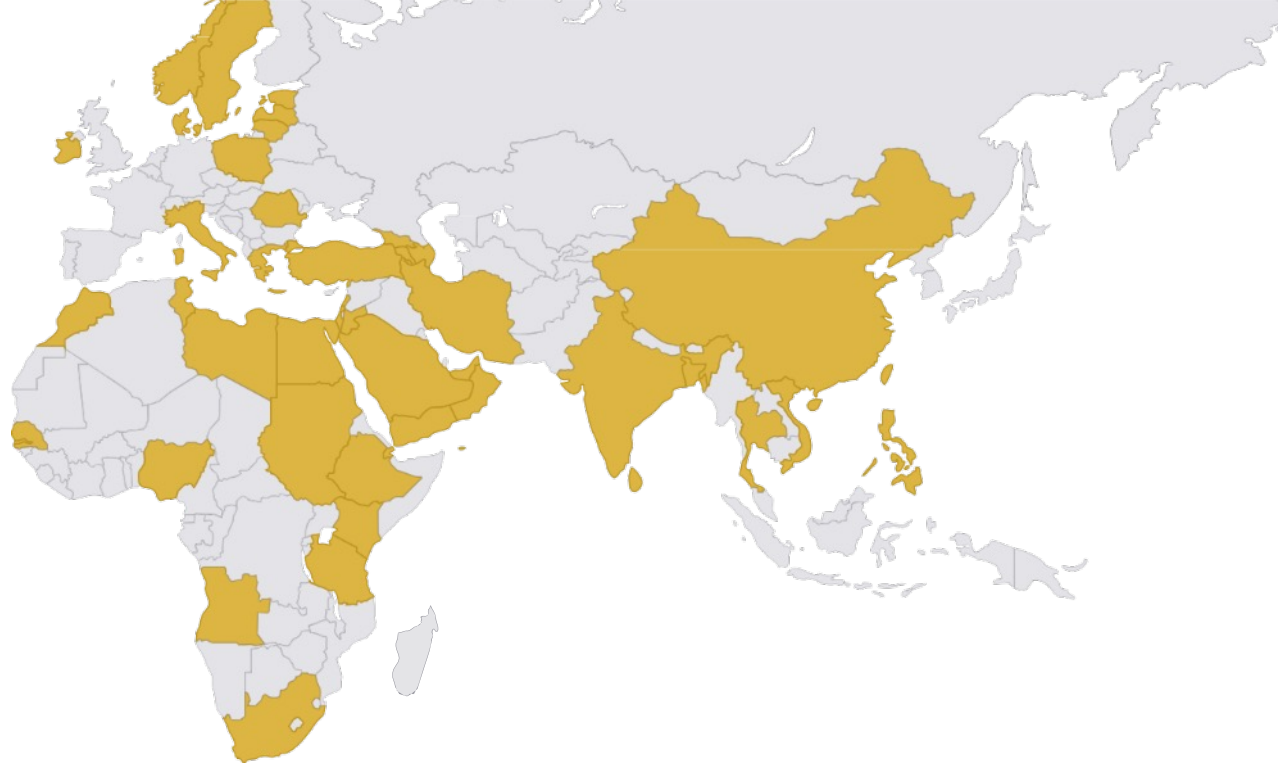
16 | The Republic of Udmurtia

17 | Penza region

18 | Ulyanovsk region

19 | Orenburg region

Geography of agricultural imports



★ Worldwide deliveries
more than 30 countries!

01 Azerbaijan	06 Georgia	11 Iran	16 Latvia	21 UAE	26 Saudi Arabia	31 Estonia	36 Senegal	41 Norway	46 Tanzania
02 Armenia	07 Denmark	12 Italy	17 Lebanon	22 Oman	27 Sudan	32 Ethiopia	37 Ireland	42 Qatar	47 Thailand
03 Bangladesh	08 Egypt	13 Yemen	18 Libya	23 Pakistan	28 Tunisia	33 Sri Lanka	38 Israel	43 Israel	
04 Vietnam	09 India	14 Cyprus	19 Lithuania	24 Poland	29 Turkey	34 Angola	39 Kenya	44 South Africa	
05 Greece	10 Jordan	15 China	20 Morocco	25 Romania	30 Philippines	35 Gambia	40 Nigeria	45 Sweden	

Services

International trade:

We match cross-border supply and demand and create value through personalized logistics, financial, and risk mitigation services so that our customers may concentrate on their core business.

Finance:

We help our suppliers and customers manage their working capital through pre-export finance and trade credit.

Alternatively, we offer best terms of payment available in respective markets through bespoke financial solutions.

Logistics and transportation:

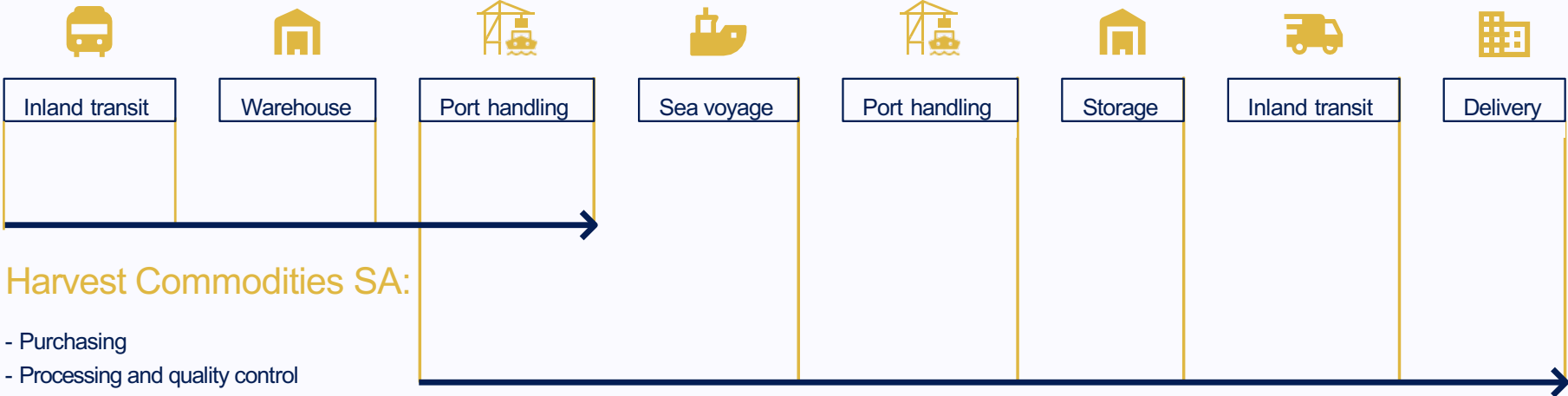
We purchase and deliver agricultural products on terms preferred by suppliers and customers and manage all aspects of marine and inland transportation, storage, handling, and processing.

Our distribution services comprise inventory management, pre-delivery inspection, just-in-time delivery, and other arrangements that simplify procurement and assure quality.

Risk management:

We apply a wide spectrum of risk mitigation techniques to offload all sorts of international trade risks from our suppliers and customers and ensure robust performance in any situation.

DAP/FOB/FAS/CFR Basis



Harvest Commodities SA:

- Purchasing
- Processing and quality control

Harvest Commodities SA:

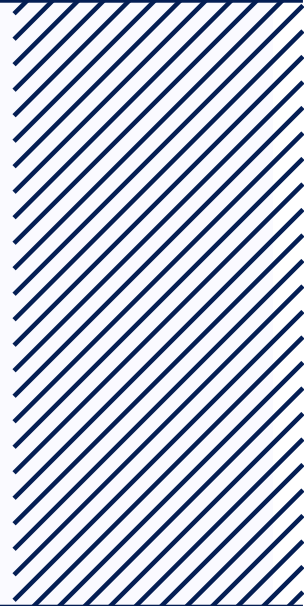
- International trading
- Financing
- Risk management
- Marine transportation
- Local sales and distribution
- Financing
- Inland logistics

Products and markets

To ensure quality, we forge strategic partnerships with a limited number of reputable farmers and logistics providers and meticulously manage every stage in the global supply chain. These relationships and skills form the backbone of our origination activities.

To ensure customer value, we take time to understand our customers' business and operational requirements. Then we apply latest techniques and instruments in commodity finance, supply chain and risk management to arrange innovative yet reliable procurement solutions. These capabilities are invaluable in our marketing and distribution activities.

Our customers are consumers of agricultural commodities mills and producers of food, vegetable oil, and animal feed. We supply our customers directly or through local sales agents, who are selected based on such criteria as solid reputation, hands-on market knowledge, and established relationships with large corporate customers.



Products and markets

Like other traders, we source our products in the leading farming regions and market them in the main areas of consumption. What sets us apart is a firm commitment to quality and customer value.

Our company offers a variety of grain and oilseeds:

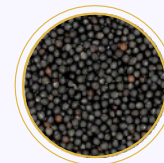
Grains (feed and milling grades):

- Wheat
- Barley
- Corn



Oilseeds and pulses:

- Rapeseed
- Safflower seed
- Sunflower seeds
- Peas
- Chickpeas



List of partner terminals

Azov/Rostov

- LLC «Granit»
- JSC «Nikolaevskoe hlebopriemnoe»
- LLC «Semikaralorskii elevator»
- LLC «Volgodonsk elevator»
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- LLC «Semikaralorskii elevator»
- LLC «Volgodonsk elevator»

Astrakhan

- LLC «Agrofood Terminal»
- LLC «Alfa-Port»
- LLC «Astrakhan Grain Terminal»
- LLC «Arib-Port»
- LLC «SK Streletzkoe»

Aktau

- LLP «Aktau Marine North Terminal LLP»
- JSC «Ak Biday Terminal»

Novorossiysk

- JSC «Novorossiysk Grain Terminal»

Riga

- LLC «Alpha Osta»

Tuapse

- JSC «Novorossiysk Grain Terminal»

Ukraine

- Odessa Sea Commercial Port



**HARVEST
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Rue de Villereuse
1207 Geneva Switzerland



T: +41-22-319-64-27



trade@harvestgroup.ch