



BEFL

Russia's Largest Agricultural
Landholders 2015

April 2015

According to the Russian State Register update of January 01, 2014, the total area of agricultural land in Russia is 386.5m ha, i.e. 22.6% of the total land resources of the country, of which 50.8% is farmland (196.2m ha).

In spite of a steady though insignificant decline in the area of agricultural land, more and more of it is owned by legal entities every year (see Figure 1).

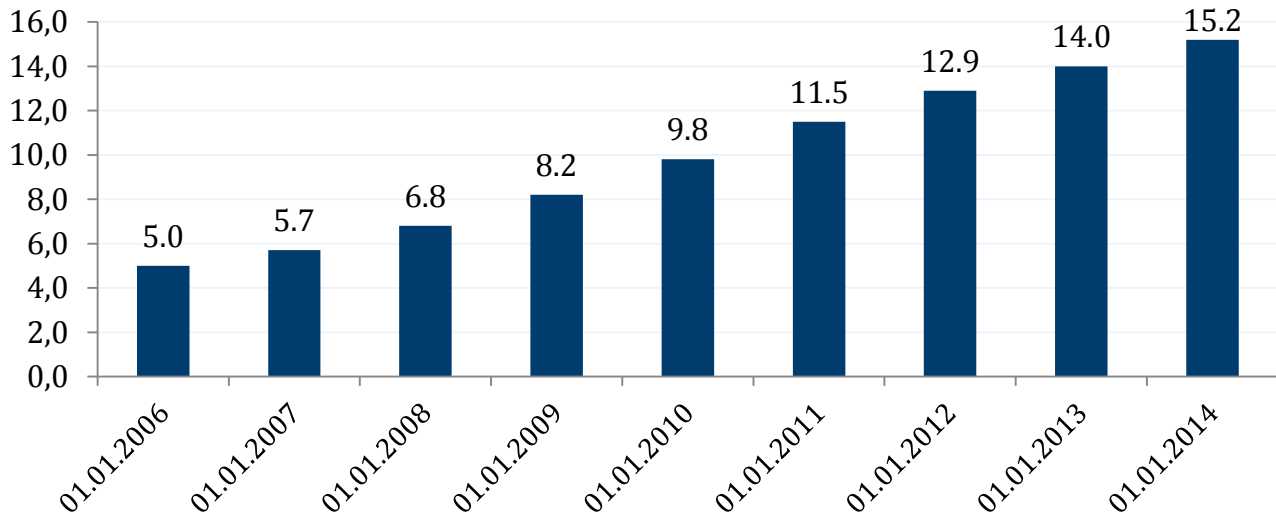


Figure 1. Historical trend of farmland owned by legal entities, mio ha

Information provided by: Russian State Register (Rosreestr)

Our top landholders rating includes companies having over 100k ha of farmland in control (owned, leased or possessed by any other legal right). The figures in the chart has been rounded.

This year the rating has suffered a loss of some companies that only last year were among the major market players (see Notes on page 4). We were, however, able to discover a few other holding companies left outside the spotlight over the previous years.

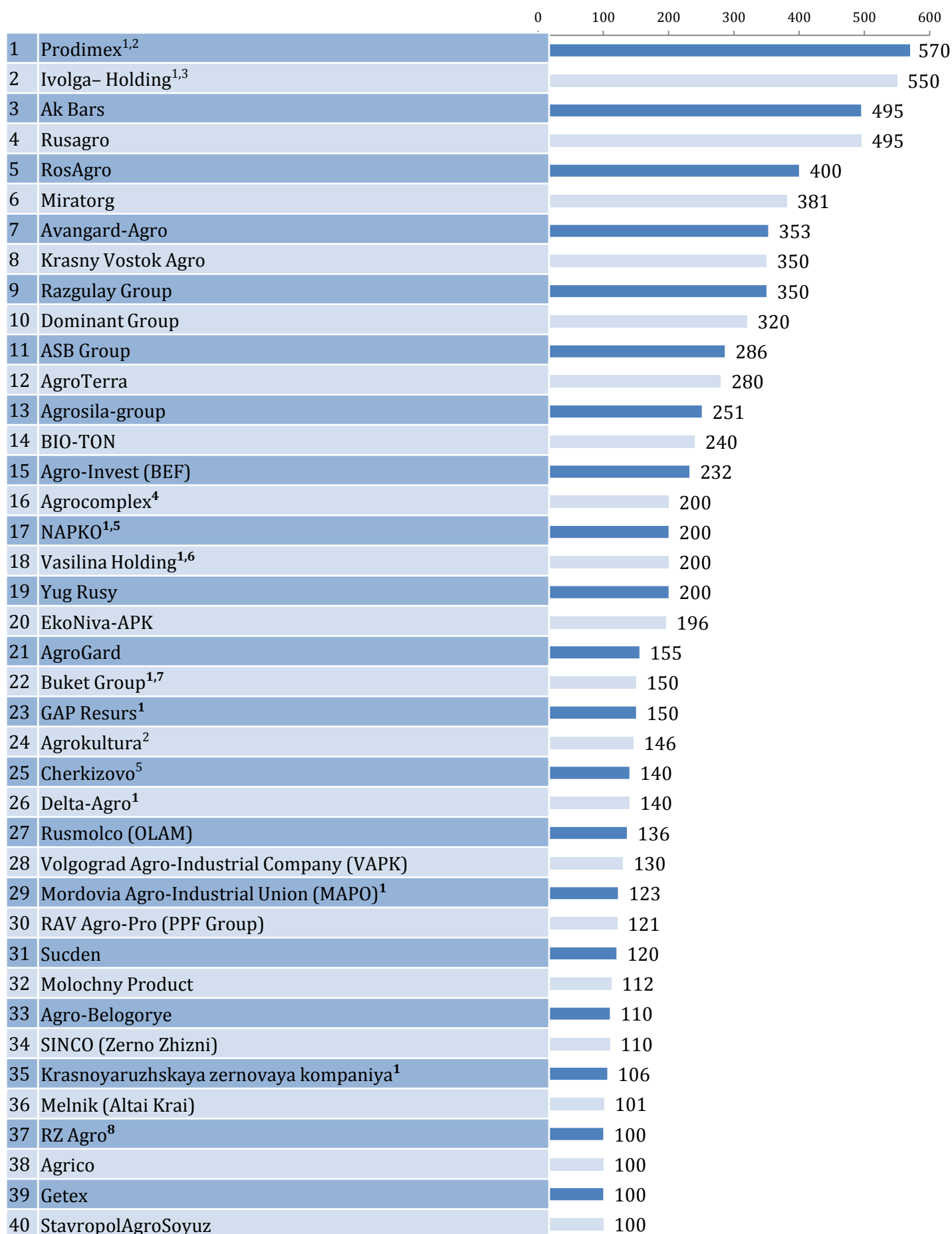
The sum of land areas controlled by the companies in the overview is 8.998m ha or about 5% of the total area of Russian farmland.

The information given in the overview was accessed publicly or provided by representatives of the participant companies in response to our information requests.

In the process of market analysis we came across certain companies that are very close to a 100-thousand-hectare mark in terms of the land in control. Among those are Bely Fregat group, which controls 98.7k ha in Orel region: Gelio-Pax (public sources suggest 95.7k ha in control of this Volgograd agricultural holding); Kuban agricultural holding, one of the Basic Element companies, which claims to control 94k ha at its official website. One more likely candidate to make it into the rating in the future is Talina agricultural holding with its 90k ha in control.

It is assumed that there may be other market participants holding the same amount of land as some of the analyzed companies, but which are not represented in the chart. We welcome such companies to be included in future ratings and invite them to send us their request to our e-mail given on the last page of this overview.

Russia's Largest Agricultural Landholders, April 2015, thousand hectares



Notes

¹The information on the amount of land in control of these companies was provided by mass media. We have not received any response to our information requests, nor is such information provided at the companies' official websites.

²Mass media report that the main beneficiary of Prodimex controls 44.9% of Agrokultura. The common land area of **Prodimex** and **Agrokultura** is **716k ha**.

³The official web-site of **Ivolga-Holding** reveals the information on Orenburg-Ivolga (370k ha). However, most mass media sources indicate that the holding has 550k ha in control in Russia. This opinion is supported by market participants. To our knowledge, Ivolga-Holding holds land in other regions of Russia as well.

⁴Representatives of the company informed us that Agrocomplex holds over 200k ha in control. It is publicly suggested that Agrocomplex is buying the following agricultural assets: Valinor, 5 farms of Wimm-Bill-Dann, Sever Kubani group, and Bolshevik farm. If the transactions are closed successfully, the land resources of

Agrocomplex will reach about **450k ha**, and the holding will have a break-through to the top of the chart, taking a place among the first five leaders.

⁵**Cherkizovo Group** and **NAPKO** are managed and controlled by one group of beneficiaries. The common land area is over **340k ha**.

⁶According to mass media and market participants, **Vasilina Holding** (Samara) is a union of several companies including Irgiz, Yug Povolzhya, Bolshechernigovsky Feed Mill, Polyanskoye, etc.

⁷The figure is based on the information provided by mass media and market participants, where it is also indicated that **Buket group** is planning to **add 200k ha** to its land in control. The figure may not be up to date, but it could not be confirmed, because the company did not reply to our information request and does not reveal its land data on the official website.

⁸The figure was provided by representatives of the company. **RZ Agro** website shows that Krasnodar cluster is being formed at the moment (over 40k ha).

For a number of reasons Top landholders 2015 does not include holdings which were among last year leaders:

- ✓ **VAMIN Tatarstan** (443.8k ha according to the official website), **SAHO group** (over 200k ha according to mass media) and **PAVA group** are being liquidated;
- ✓ **Nastusha** controls 250k ha in Kazakhstan according to its official website, but there is no information that it still has any land assets in Russia. The assets in Russia were partly taken over by Dominant group;
- ✓ **Valinor** (170k ha according to mass media) is about to be fully controlled by Agrocomplex.

Disclaimer

The sole purpose of the data analysis was to identify the key holders of agricultural land and calculate the approximate size of their land banks. We did not intend to make a complete list of landholders with over 100,000 ha of land in control.

The analytical data were consolidated from the sources considered reliable by our experts, including public information at companies' official websites, provided by representatives, shareholders, beneficiaries of companies, market participants.

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