

Ekosem-Agrar AG significantly expands market presence of the EkoNiva dairy product range

- **Supply to meanwhile 11 supermarket chains**
- **Milk and curd in high demand with Russian customers**
- **Milk production in 34 modern dairy cow facilities – eight taken into operation since the start of this year**

Walldorf, 12 September 2019 – Ekosem-Agrar AG, the German holding company of Russian milk producer EkoNiva Group, continues to expand its distribution network. The availability of its EkoNiva dairy products has been significantly increased in the last three months from about 200 to over 2,000 points of sale. In total, 11 supermarket chains in the greater Moscow area as well as in the Kaluga, Voronezh and Lipetsk regions and several catering partners are now supplied. The stores of Billa, Diksy, Lenta, Metro and Miratorg chains were added this summer. The EkoNiva product range now comprises 50 items, of which the award-winning milk and curd products are in particularly high demand with Russian consumers.

Stefan Dürr, principal shareholder and CEO of Ekosem-Agrar AG: “The development of a completely new brand and its gradual introduction into the retail market is not a matter of course and requires a sustainable sales and marketing strategy. We are all the more pleased about the progress we have already made in the first nine months since the market launch. In the coming months, further supermarket chains as well as further catering partners will be added.”

Expansion of milk production progressing as planned

Ekosem-Agrar AG is also successfully continuing its growth in the field of raw milk production. Since the beginning of the year, eight modern dairy cow facilities have already been opened. Five of these farms are located in the Voronezh region and one each in the Ryazan, Novosibirsk and Orenburg regions. The new facilities offer space for about 25,000 dairy cows and 35,000 young cattle. Ekosem-Agrar meanwhile has a total of 34 modern dairy cow facilities and further facilities currently under construction are to be taken into operation by the end of the year.

About Ekosem-Agrar

Ekosem-Agrar AG, Walldorf, is the German holding company of the Ekoniva Group, one of the largest Russian agricultural companies. With a herd of more than 165,000 cattle in milk production (thereof about 85,800 dairy cows) and a milk output of approx. 2,150 tons of raw milk per day as of 31 August 2019, the company is the largest milk producer in the country. The Group controls an agricultural land area of about 590,000 hectares and is also one of the leading Russian seed producers. The founder and CEO of the company is Stefan Dürr, who has been active in the Russian agricultural sector since the end of the 1980s and has been instrumental in modernizing the industry in the past three decades. In 2009, he was awarded the Order of Merit of the Federal Republic of Germany in recognition of his contributions to the German-Russian Dialogue on Agriculture. The Group employs more than 13,000 people and has a presence in nine regions in Russia. Ekosem-Agrar generated a total output of EUR 377 million and adjusted EBITDA of EUR 116 million in 2018. Further information is available at: www.ekosem-agrar.de

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