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Agriculture: effect on climate

EkoNiva’s experience and outlook

Stefan Dürr

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Istanbul, October 2025

www.ekoniva.com

EkoNiva is a vertically integrated agricultural holding

EkoNiva APK Holding — milk production leader in Russia

632 000 ha of farmland

42 state of the art dairy farms

120 000 dairy cows

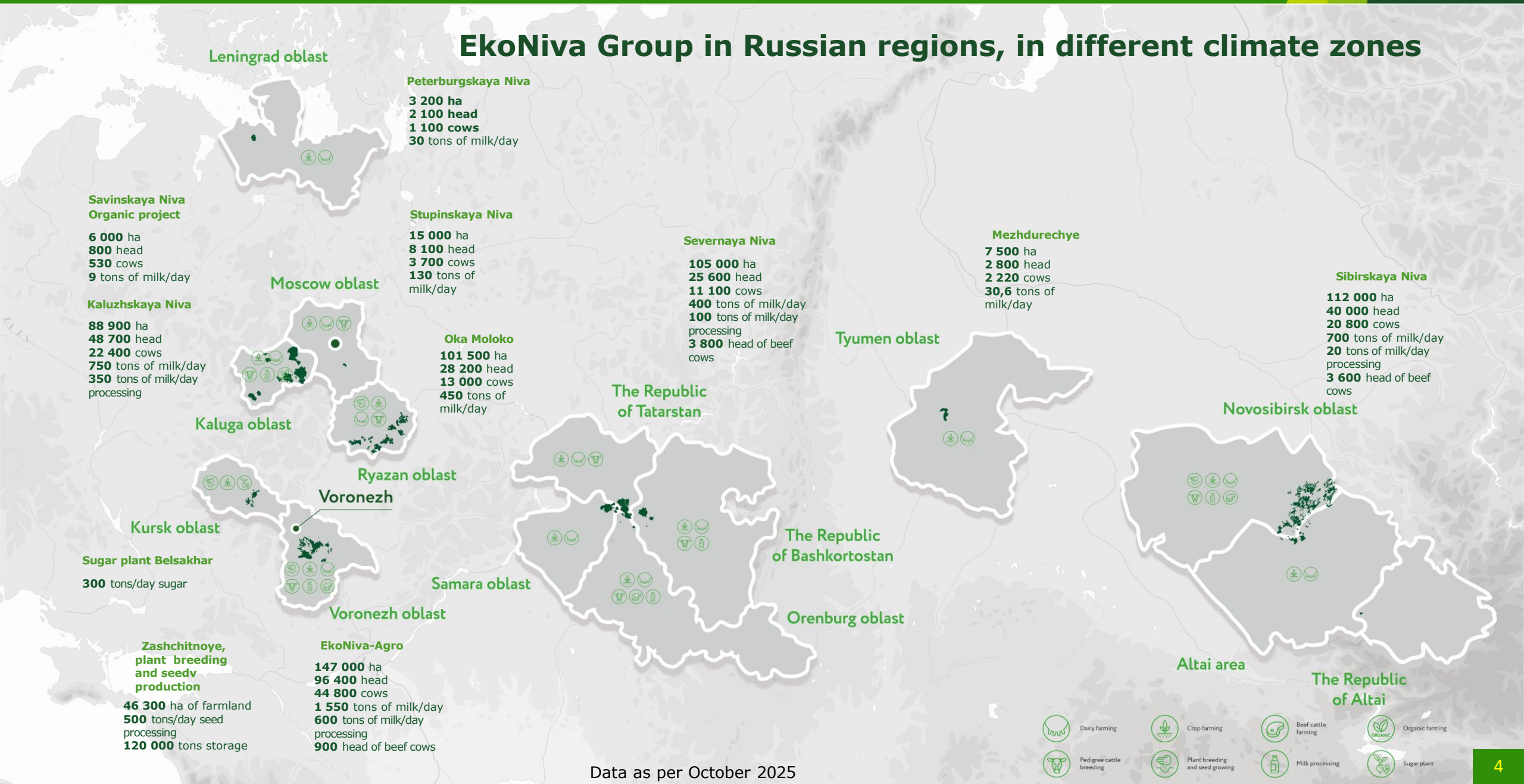
1.4 million tons
of raw milk produced by the company in 2024
(fat and protein corrected weight)

4 milk processing plants and
1 cheese plant

1.2 billion USD
(98 billion rub)
revenue for 2024

As per October 2025

EkoNiva Group in Russian regions, in different climate zones

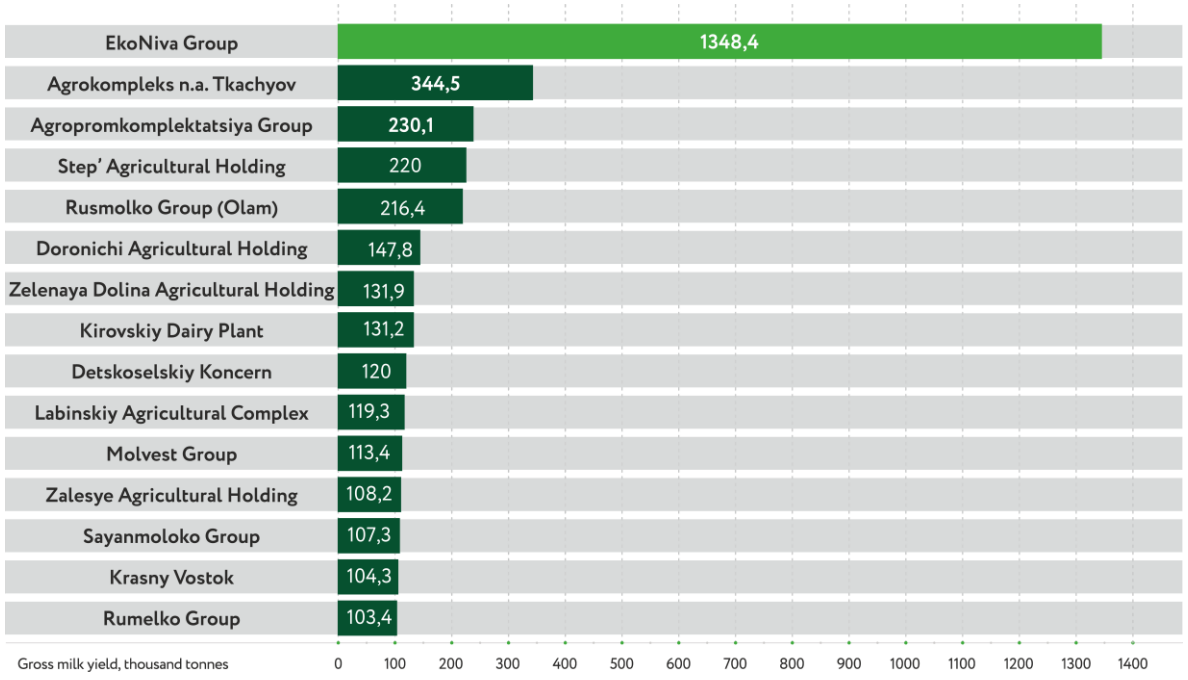


Data as per October 2025

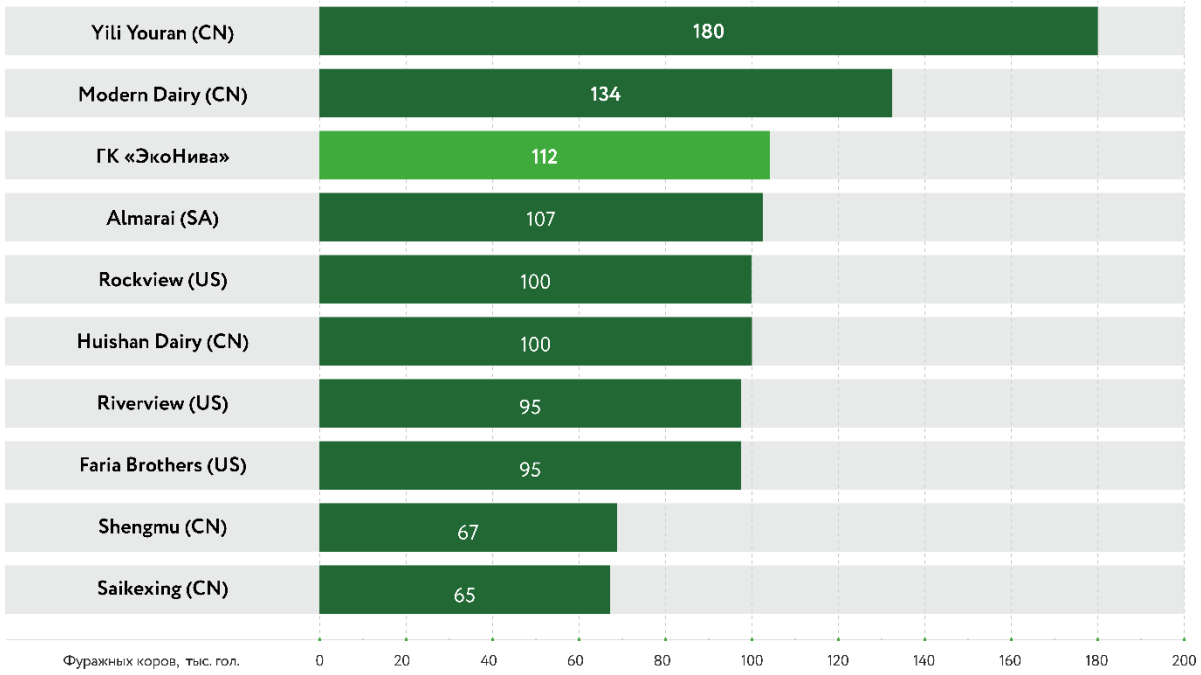
No1 raw milk producer in Russia, one of the largest in the world

EkoNiva produces over
8% of all saleable milk in Russia

Milk producer ranking in Russia
based on production volume, 2024, thsd. tons*

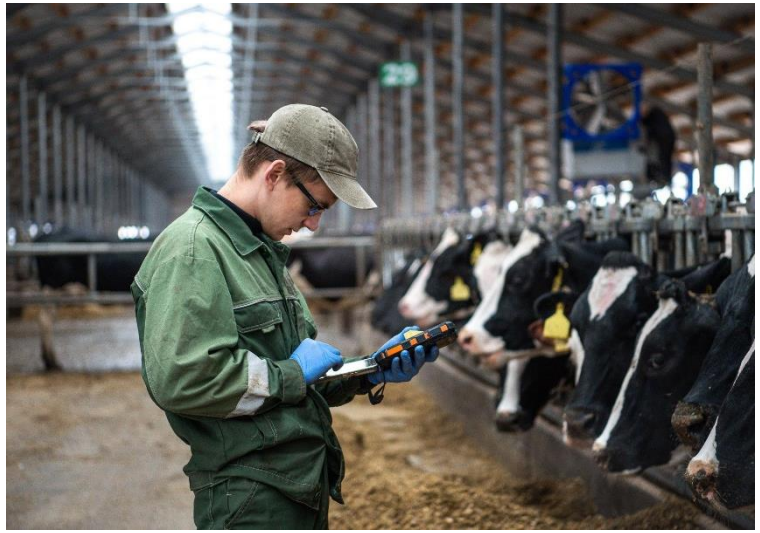


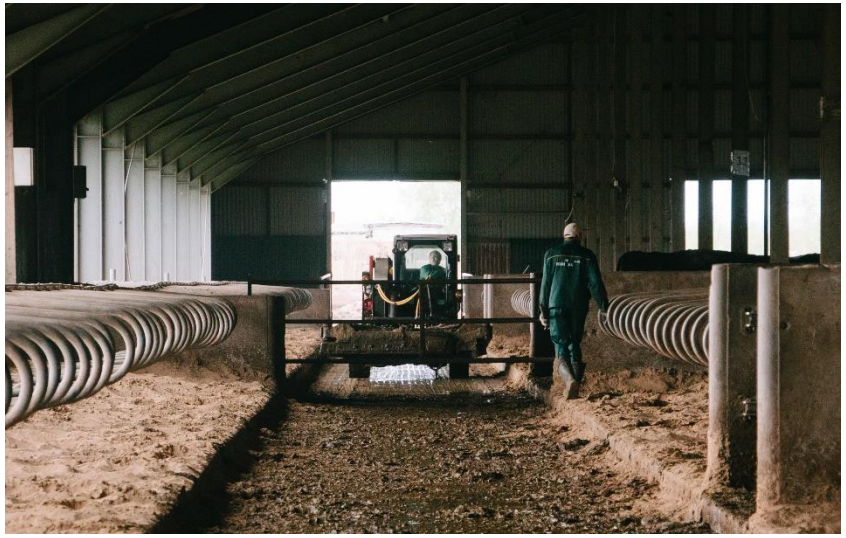
Milk producer ranking in the world
based on cow herd as per February, 2022



*data provided by the Russian Association of Dairy Producers Soyuzmoloko as per 2024

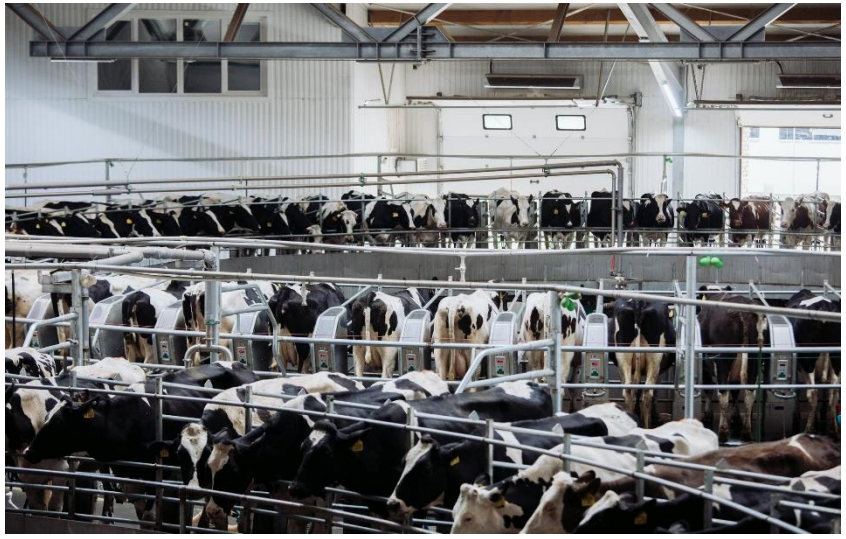
We produce raw milk and dairy products in compliance with state-of-the-art technologies





Affecting the environment

We have a lot of cows…



...which produce methane

approx. 500 kg of methane (equivalent 12,5 t CO2) per 1 cow per year

payment rate for negative effect on the environment in Russia
163.08 rub/ton of methane (1.7 euro)*
This means approx. **80 rub** (90 eurocent)* per 1 cow per year
This means approx. **0.7 kopek** (0.001 eurocent)* per 1 kg of raw milk per year in Russia

Payment rate for CO2 in Europe
55 euro for 1 ton of CO2 emission
For EkoNiva it would mean:
approx. 650 euro per 1 cow (approx. 60.000 rub) per year
5 eurocent per 1 kg of raw milk (approx. 5.5 rub per 1 kg of raw milk)

Climate change and its effect on the environment

Climate change has both a negative and a positive effect:

The weather has become less stable and predictable (change in precipitation pattern, frosts, droughts).

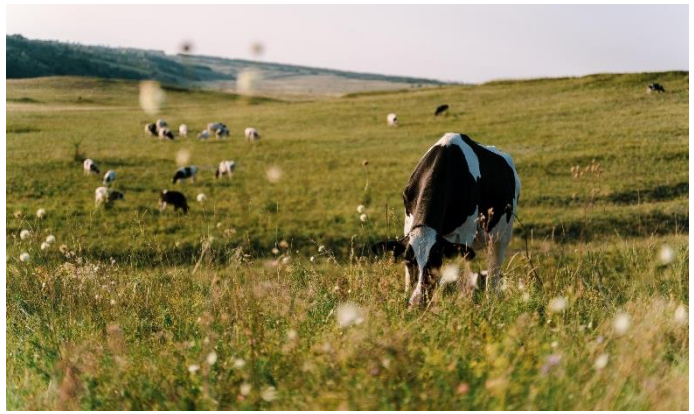
Additional rain gives better yields in previously dry regions.

Temperature increase allow growing soya beans and corn in Siberia.

How much are cows to blame climate change?

methane emissions then and now

VS



EkoNiva's efforts to minimize negative impact on environment

- Manure management and soil fertility
- Increasing humus layer by organic fertilizing
- Injecting manure into soil not on surface
- Increasing soil pH where necessary by liming
- Experiments with bio-active substances in manure storage

EkoNiva's efforts to minimize negative impact on environment

- Smart farming to decrease chemical input
- Natural feed from the region
- Green energy
- Hybrid farm machinery

In-house farm-tour project aimed at milk popularization

- Over **400 000** visitors since the start of the project
- **100 000** visitors in 2024

- Moscow, Kaluga, Voronezh, Novosibirsk oblasts, Republic of Tatarstan





Organic farming and milk processing

Kaluga oblast

Soil farming in compliance with the EU organic farming standards (EU organic farming certificate)

2012-2015 – conversion from conventional practices to organic farming

6 000 ha of farmland

9 tons of organic milk per day

As per October 2025

EkoNiva’s strategy

Healthy soil

Healthy cows

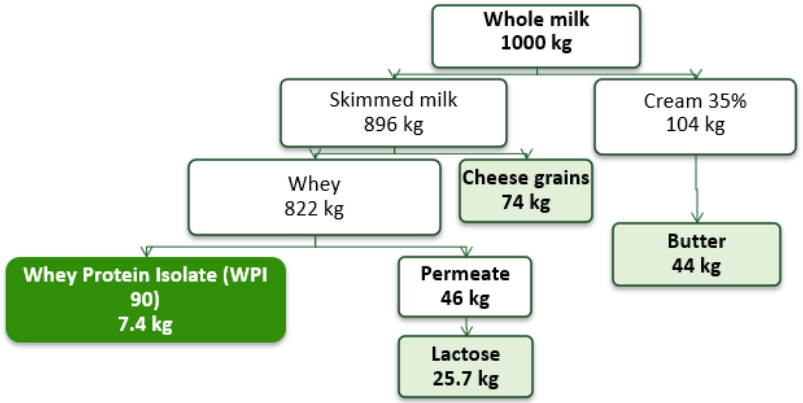
Delicious food

Sustainable climate

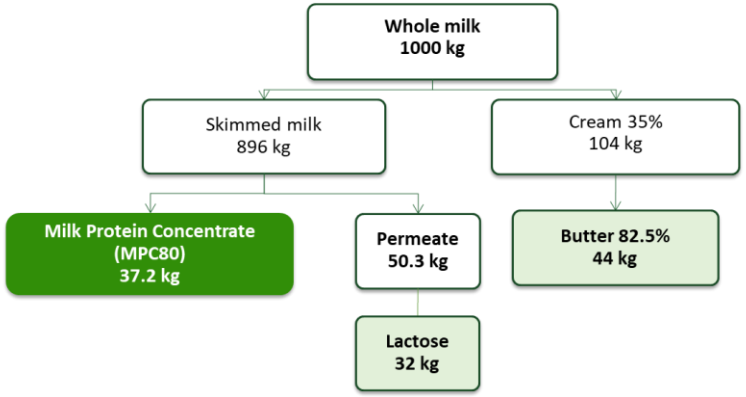
Increase agricultural output with less negative impact on climate to feed the world

Feeding the world, export of milk protein ingredients

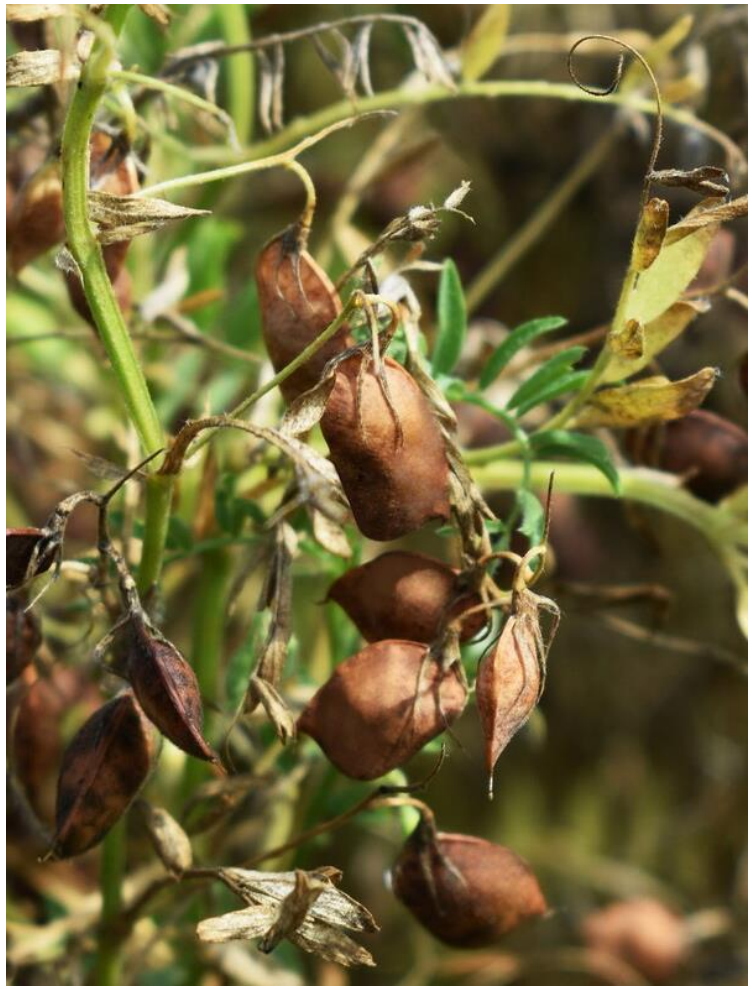
Whey Protein Isolate(WPI 90)



Milk protein concentrate(MPC80)



Feeding the world, export of protein-rich legumes



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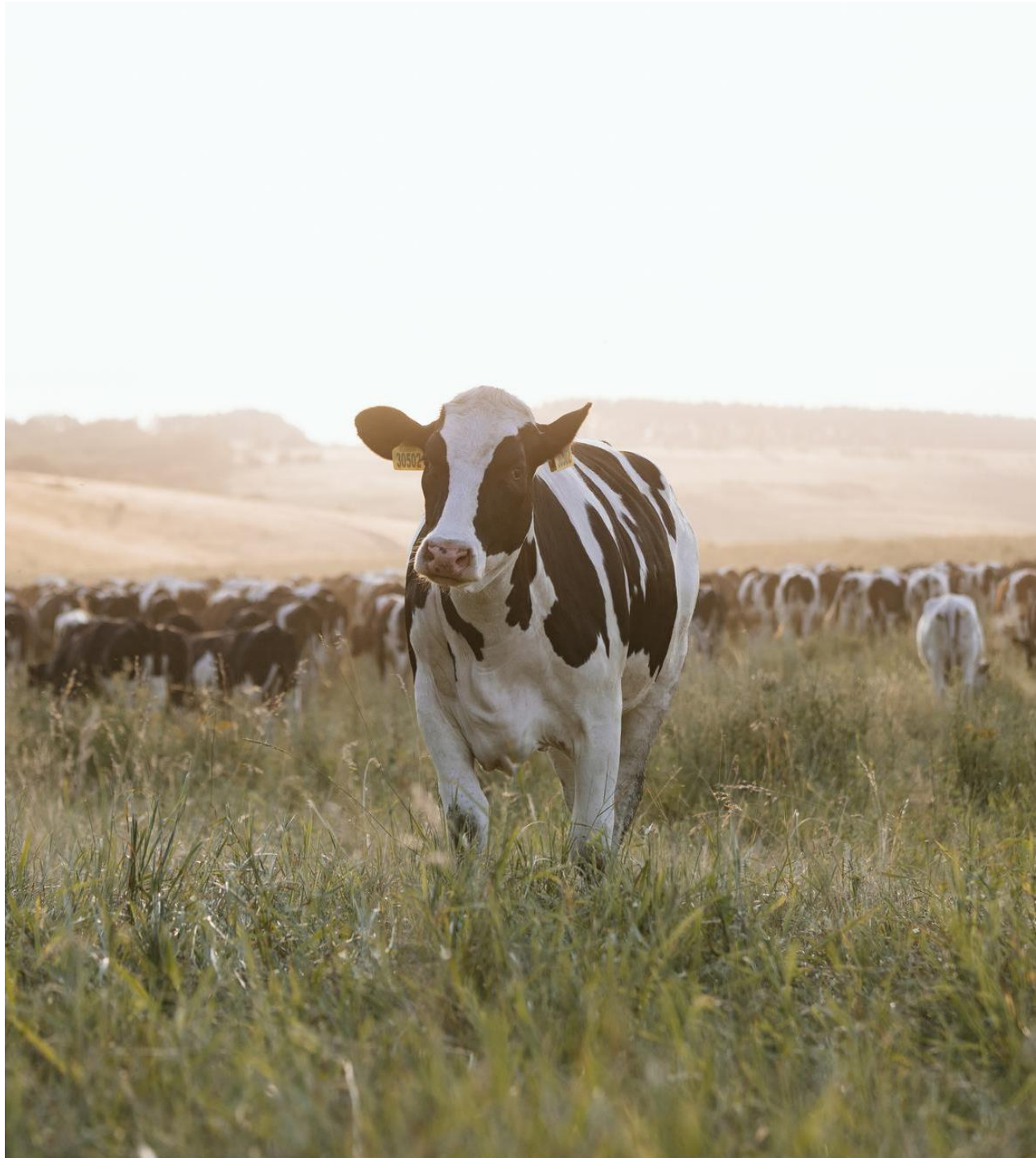
Thank you for your attention!



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