





KEY COMPANY FACTS

MAKFA[®]

MAKFA JSC

Location:	Moscow, Russia		
Export involvement:	Global, 30 countries		
Category involvement:	Pasta, wheat flour, cereals, oats		
World pasta, brand shares value, Euromonitor, 2023:	1.2%		
Eastern Europe pasta, company shares, Euromonitor, 2023:	13%		

MAKFA ranks in TOP-5 amongst global pasta producers

- Brand #1 in Russia (pasta category)*
- Brand #1 in Eastern Europe (dry pasta category)*
- Brand #1 in Russia (wheat flour category)**

*Euromonitor 11/2023, Pasta Category

**The information is based on the data contained in the Nielsen's retail audit reports for the «flour» and «pasta category» (sales volume and sales value) for the period November 2022 – October 2023, with respect to the flour and pasta market in the Russian Federation as of December 1st, 2023

GLOBAL BALANCED FOOTPRINT WITH GROWTH POTENTIAL





Vision

To grow globally and position MAKFA in TOP3 category by 2030

Mission

To produce healthy food to raise healthy generations

Goal

To develop high responsibility, customer satisfaction and constantly invest in technology



MAKFA International Certificates

MAKFA R CERTIFICATE 45 CERTIFICATE 0 UL This is to certify that of the registration of the legal entity for the control of the private institution of product quality control Halal Standardization Committee of the Muslim Religious Board of the Republic of Tatarstan Membership Certificate sfa MAKFA OJSC X MAKEA Nº 904/2020 Congratulations! Your membership in the Specialty Food Association Validity period: from 19 February 2020 to 19 June 2020 Juridical address: Office 1, Construction 1, Building 5, Vspoiny Lane, puts you at the center of a global community of businesses that are has implemented and maintains a Food Safety Management System Joint-stock company Moscow, 123001, Russian Federation, shaping the future of food. «Makfa» Address of manufacture: Roshchino settlement, Sosnovskiy district, TIN 7438015885 Chelvabinsk region, Russia, 456513: Lineynaya Street, 43, Troltskoye settlement, Troitskiy district, Altai Sceps: Processing of steral grains and anotaction of four of all sorts, production of past sectorizes and new-sacking of ents region, Russia, 659840. Manufacturing the following products: Through as audit, documented in a report, if was varified that the management system table the remainments of the following display: Oat cereals: instant rolled oats, defined in STO 53861535-020-2019, Bread Flour Mix, defined in 53861535-017-2019 has all necessary MAKFA Joint Stock Company conditions to produce these products in compliance with the norms of Islam and adjusting regulations for producing and realization of Hala Company name products and services TP ROSS (Technical Project of Russia) RU.02042.04 MTX0-01-2019. The process of manufacturing these products marked ISO 22000 : 2005 as Halal from acceptance (processing) of raw materials to manufacturing of finished products is controlled by Private institution of production and quality control Halal Standardization Committee of Centralized Religious Organization Muslim Religious Board of the Republic of 2019 Tatarstan. Member since (DAkks Valid from 2018-64-27 Valid until 2019-04-20 Destate Aliced lesanguiell the of contraction 濐 1016-04 1 420111, Russia, Republic of Tatarstan, The Chairman of the private DOS CES GmbH Low Rung Jun / Sile Kazan Lobachevsky St. 6/27 quality control Halal Standardization Company of the Muslim Religious Board of the Republic of Hatarstan Treak Potrarka Berly Forge Rowsine all Cost 1.1.11 (843) 238-33-71, info@halalrt.com Irek H. Ziganshin Dr. 0108 0.808 The member of World Halal Council **Net** Soundhed Fody 105 CF CERTIFICATE Chief Rabbinate of Russia Department of Kashruth הרבנות הראשית לרוסיה 175 100 זוולפת הכשרות 127018, Russia, Moscow, 2nd Vysheslavtsev per. 5a * Tel. +7-495-631-25-00 * kosher@kosher.ru * www.kosher.ru This is to certify that the food safety management system of the compan בס"ד UL KOSHER CERTIFICATE PIZZA PASTA & ITALIAN FOOD ASSOCIATIO Certificate No 2985/A This certification is valid until May 02, 2025 MAKFA JSC 450513, Roshchino Town Sosnovskiy District Cherjabinsk Region This certifies that the product is produced under the supervision of the Department of Kashruth of the Chief Rabbinate of Russia ACCREDITATION CERTIFICATE Products: This is to certify that Pasta in assortment TM MAKFA. Category A, highest grade: has been assessed and determined to comply with the requirements of Long hollow vermicelli
Long hollow vermicelli "Straw CapelliniTriolliNoodles Coils Rooster combs Feathers Makfa JSC Food Safety System Certification (FSSC) 22000 (Version 4.1) CERTIFICATE Vspolny Lane, Building 5 Construction 1, Office 1 Long noodles
Long Noodles "Wave"
Shells
Mini Pasta Shells Short feathers/short Service and the service of the se Horns Little feathers/little Smooth Horns Moscow Pautinka 123001 Mini penne This certificate is applicable for the scope of. Processing of whose grains and production of flour of all sorts, production of pasta, production and are easien of with. The largest serving Spaghetti · Thimbles (Rings) Russia Spaghettini
Spaghettoni
Bavette
Linguine Royal Penne
 Royal Tubes Snails
Flowers of pancakes is a recommended Category: C/V was achieved by Royal Shells **JSC MAKFA (Russia)** Little Tubes Pizza & Pasta Association Cate of initial certification 2011-05-08 in Moscow, Russia The products are kosher parve «lameadrin», for the all year except for the Passover days, 2018-05-16 Certification decision The product is kosher when bearing our kosher symbol: on 25 February 2017 **Supplier Member** Date of sudi 2018-04-13 (DAkkS (Re)bourg dat 2015-05-10 ern zum zur 11.44.2025 zp 01.12.2024 zurstwein in a surze ur sans Manufartur: MAKFA SS. (* MAKFA SS. et al. Melkonbinat 2 artitement, Chelysbinak, Rassia, 45409) 2: MAKFA SS., Rohcheine steffennent, Sonorskiy diirkit, Chelysbinak region, Rassia, 456513 3: MAKFA SS., Takhekine steffennen, Takhoko seitement, Tankisk diatrici, 4: MAKFA SS., Takhekinaya Su, Georgiovak, Garrierte region, the Stavopol Krai, Rassia, 35723 Advertise uppersite D.TM INSTOCIO This configurate is want until 2016-04-26 C FSSC 22000 Registration no. 508052 F95C V4 This certificate is valid for a period of 12 months from the date shown below Frankfurt an Main 2015-05-15 Date: 1 June 2011 DQS CFS GmbH OFFICIALLY AMAZING Kp) ALLAN PAPA U Jim Winship Rabbi Berel Lazar Chief Rabbi of Russia הרב בערל לאואר הרב הראשי לרוסיה Ited Body: DQS CPS Online, August Schare Strate 21, 80433 Franket an Main, German IONet val De (PAPA Director)

SUPERIOR TASTE AWARD

MAKFA®

MAKFA has received the prestigious international certification Superior Taste Award 2020 by the International Taste Institute in Brussels, Belgium.

- Livingood pasta with oats fusilli awarded Superior Taste Award with two stars.
- MAKFA Bronze Campanelle, awarded Superior Taste Award with one star.

The Taste Institute's performs objective sensory evaluation: its jury follows a rigorous blind tasting methodology in which product samples are anonymized to avoid any bias in the scoring.











MAKFA Pasta

MAKFA®

Russian market size in Pasta category 1 000 000 tons/year

No private label production

MAKFA brand share 25% value

MAKFA brand share





MAKFA production capacity

- Pasta production: over 185 000 tons /year
- Solution: 300 000 tons /year
- 2 productionareas
- 2 millingcomplexes







MAKFA pasta range

BRONZE DIE PASTA

M	A]	K	FA	(



Traditional Italian pasta with authentic taste for restaurant level cooking in your home kitchen.



Bronze die pasta



Grand di pasta

REGULAR PASTA

MAKFA

Regular pasta is a natural product prepared according to the classical recipe: high quality pasta grits and purest water.

FUNCTIONAL PASTA PASTA FROM SOFT WHEAT

Liģingood®

Livingood products are for health and wellbeing. Livingood pasta are made by adding cereal additives, plant-based protein and calcified algae.



Molleto is high quality classic macaroni made from premium soft wheat without the artificial additives, coloring and preservatives.



MAKFA pasta



Livingood pasta



Molleto macaroni

ABSORBS MORE SAUCE

MAKFA®

To see short video about bronze die advantages









MAKFA Flour

MAKFA®



MAKFA brand awareness (in Russia)*

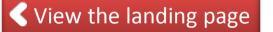
- 7 buyers out of 10 know the brand MAKFA
- Every second consumer in Russia buys MAKFA flour
- 4 buyers out of 10 are loyal consumers of MAKFA flour

*According to TNS Research, 2022









- Wheat flour production **300 000 tons/year**
- 3 production areas
- 3 milling complexes





Key MAKFA flour production advantages

MAKFA



Stable quality is reached thanks to the preparation of grain groups. The result of this process is the professional quality and established features of flour despite the characteristics of the harvest. MAKFA doesn't use chemical additives



Whiteness and lightness of flour are achieved thanks to the airing, a process of oxygen saturation during which the flour is moving in production stages, and correct conditions of maturation. The maturation production method is a process when the flour "rests" after the production cycle. The result of maturation is improved of satisfying quality of flour.



Grain mills into flour with an entity size of 112 microns (~1/10 millimeters). As a result the flour of very high quality, and the particle sizes have a great role for the quality of future bread.



The MAKFA research equipment allows to define protein and starchy structure of grain and flour: baking flour features, its elasticity, flexibility, stretchability, interrelation between elasticity and stretchability, grain and flour power, influence analysis of additives on reology and the finished product quality.

Video excursion to MAKFA production cite here:



MAKFA Wheat Flour Range

MAKFA®

SUPERIOR GRADE FLOUR

Short pastry dough Flaky pastry dough Yeast dough White bread Cakes Pizza Some types of cookies Dumplings Muffins **Buns**



KFA

ничная

УКА

:ШИЙ СОРТ

50 KF

351) 255-98-62

AKFA

ШЕНИЧНАЯ

ΛΥΚΔ

ВЫСШИЙ СОРТ

25 KF

((351) 255-98-62

FIRST GRADE FLOUR

Lean dough

Bread Pies Rolls Thick pancakes Pancakes

SECOND GRADE FLOUR

SECOND GRADE flour is used together with other types of ftour to improve the baking and taste characteristic values of confectionery and bakery products.

Rye-bread Gingerbread Certain types of cookies

MAKFA

пшеничная

ВТОРОЙ СОРТ

50 KF

(351) 255-98-62

FLOUR MIXES

Flour mixes consist of only natural ingredients, It has natural composition without additives and taste improvers.











MAKFA

ШЕНИЧНАЯ

МУКА

OBA TBOPH 10 кг

MAKFA

ШЕНИЧНА

МУКА



MAKFA

ПШЕНИЧНАЯ

ΜΥΚΔ

ПЕРВЫЙ СОРТ

50 KF

¢ (351) 255-98-62

MAKFA

ПШЕНИЧНАЯ

мука

ПЕРВЫЙ СОРТ

25 KF

25 kg / 50 kg

MAKFA

пшеничная

МУКА

ВТОРОЙ СОРТ

25 KF

(351) 255-98-61



Record MAKFA



MAKFA®

GUINNESS WORLD RECORD «LARGEST SERVING OF PANCAKES»

On the 25th of February 2017 in Moscow in the MUZEON park at the height of the Pancake week celebrations MAKFA Company got the GUINNESS WORLD RECORD title for the «Largest serving of pancakes». Sixteen professional cooks baked 12 716 pancakes using the MAKFA's extra-quality flour and shared them with everyone.











Video of the record 📎







MAKFA grains and oats

MAKFA

MAKFA CEREALS AND GRAINS

Altay region is the place of MAKFA cereals and flakes origin. It's a unique land which has a reputation for the most eco-friendly grains in Russia

Altay region is the place of MAKFA cereals and flakes origin. It's a unique land which has a reputation for the most eco-friendly grains in Russia.

MAKFA has production sorting by colour for the best cleaning and automatic calibration of raw materials for homogeneous products.





- Cereals production in Russia, per year 700 000 tons
- MAKFA sales volume 32 000 tons
- Amount of cereals producers more than 2000
- MAKFA brand share 4,5% volume



MAKFA GRAINS AND OATS RANGE

MAKFA[®]

GRAINS IN SOFT /PORTION BAGS









OATMEAL





MUESLI











OUR TEAM

MAKFA®

Division Director – Nikita Ivantsov

My total work experience is more than 15 years, ten of them I spend within MAKFA Group of companies, have changed three positions and became Division Director. I believe that «Strong and proactive team is the key to success in changing environment». Export team managed to increase our sales by the end of 2024 by 24% (in value). Such success was possible because of the internal opportunities of digitalization and flexibility of personnel. Our goal is to double export turnover by 2026 by helping our distributors to grow and by opening new countries.

Please contact: +79193465596 ivantsov@makfa.ru

Regional Manager – Kamil Akhmetshin

MAKFA's mission in the global market is to provide consumers around the world with healthy and eco-friendly groceries made in Russia. MAKFA exports to more than 30 countries, including the CIS member states. In 2024 we have increased the quantity of countries where our goods are introduced. We will definitely do

our best to develop our succes in 2025 because we are unique and cohesive team. Please contact: +79227235070 k.akhmetshin@makfa.ru

Sales Manager – Anton Boykov

MAKFA can be considered a company whose products can be found in many parts of the world. We are already exporting our products to more than 30 countries and we do not plan to stop. In my opinion, openness and honesty are the fundamental reasons why clients around the world choose us. And despite all the problems that the global market faces, we still continue to discover new countries and provide people from different countries

with high-quality, healthy and tasty products. Please contact: +79193331351 a.boykov@makfa.ru







OUR TEAM

MAKFA®

Senior Marketing Analyst (Export Department)- Julia Kokhanets

Marketing is a form of art and a form of customer care.

MAKFA continues to innovate every day. Our team is actively promoting in every country where our brand is present. MAKFA has already become number one in the domestic market, now we want to become number one in the world. And we can do it.

Please contact: +7 9227006137 dm7411@makfa.ru

Regional Manager – Denis Danko

- "Under the falling autumn leaves and cold rain sat an aluminum Buddha. He was quick in his thoughts, but not hurry in action. He was generating the chain of being. «

The principle of my work with clients is simple and straightforward. I value their time, as well as mine, so that I can use it to make the right decisions. My work is a system of knowledge based on the experience. Please contact: +8618665550571 d.danko@makfa.ru

Territorial Manager – Georgy Gorshkov

Export of products to Southeast and East Asia is one of the most promising directions of Russia's export. Despite culture and consumption differences, we do our best to introduce MAKFA products to local people. In 2019 we set a record of MAKFA by exporting the biggest amount of packaged wheat flour to China. At the beginning of 2020 our company became the first in Russia in exporting bread flour mix to China. We are still developing business relationships with such countries as Vietnam, Mongolia, Thailand, and others, which have potential. Please contact: +79823273300 gvg@makfa.ru









MAKFA®

CLICK TO WEBSITE 🗸

