



**SUGAR  
STARCH  
FRUIT**

The natural upgrade

To most, it is  
a field.

To us,  
a thousand possibilities

To most,  
it is a  
laboratory.

To us,  
future  
opportunities.

To most, it is  
three segments.

To us,  
important  
synergies.

To most,  
they are  
employees.

To us,  
individuals  
with valuable  
expertise.

AGRANA employed an average of 8,659 people worldwide in the 2016 financial year. Fully trained, motivated employees are our company's most valuable resource. We therefore want to give all of them the opportunities and support for the full development of their abilities. Last year, our training and development measures reached more than 85% of our employees.

**WELCOME  
to the 30<sup>th</sup> Annual General Meeting  
of AGRANA Beteiligungs-AG**

Vienna, 7 July 2017

**AGRANA 2016|17 Online:  
[reports.agrana.com](http://reports.agrana.com)**



## *AGENDA*

1. Presentation of the annual financial statements including the management report and the corporate governance report, the consolidated financial statements including the group management report, the proposal for appropriation of profits and the report of the Supervisory Board for the financial year 2016|17.
2. Resolution on the appropriation of profits.
3. Resolution on the formal approval of the actions of the members of the Management Board for the financial year 2016|17.
4. Resolution on the formal approval of the actions of the members of the Supervisory Board for the financial year 2016|17.
5. Resolution on the remuneration received by the members of the Supervisory Board.
6. Appointment of the auditor and the group auditor for the financial year 2017|18.
7. Election of the new Supervisory Board.



## *FIRST AGENDA ITEM*

**Presentation of the annual financial statements together with the management report and the corporate governance report, the consolidated financial statements and the group management, the proposed appropriation of profits as well as the report prepared by the Supervisory Board for the financial year 2016 | 17.**

Since the submission of the aforementioned documents is only for the purposes of providing information for the Annual General Meeting, there will be no resolution on this agenda item.

The 2016|17 annual financial statements have already been approved by the Supervisory Board.



2016/17

# *REPORT OF THE MANAGEMENT BOARD*



To most, it is  
**three segments.**



To most,  
it is an  
**integrated  
annual  
report.**

To AGRANA,  
**it is a look  
in many  
directions.**



## 2016/17 OVERVIEW

- All segments contributed to the significant improvement in operating profit
- Successful increase in share capital and free float
- Acquisition of Argentine fruit preparations manufacturer Main Process S.A.
  
- Revenue: € 2,561.3 m (prior year: € 2,477.6 m)
- EBIT: € 172.4 m (prior year: € 129.0 m)
- EBIT margin: 6.7% (prior year: 5.2%)

  
~8,600  
Employees (FTEs)  
in 2016|17 FY

  
55  
Production sites  
as of May 2017

  
€ ~2.6 billion  
Group revenue  
in 2016|17 FY



Leading  
**SUGAR**

SUPPLIER  
in Central, Eastern &  
Southeastern Europe



Major European  
manufacturer  
of customised  
**STARCH**  
PRODUCTS and  
bioethanol



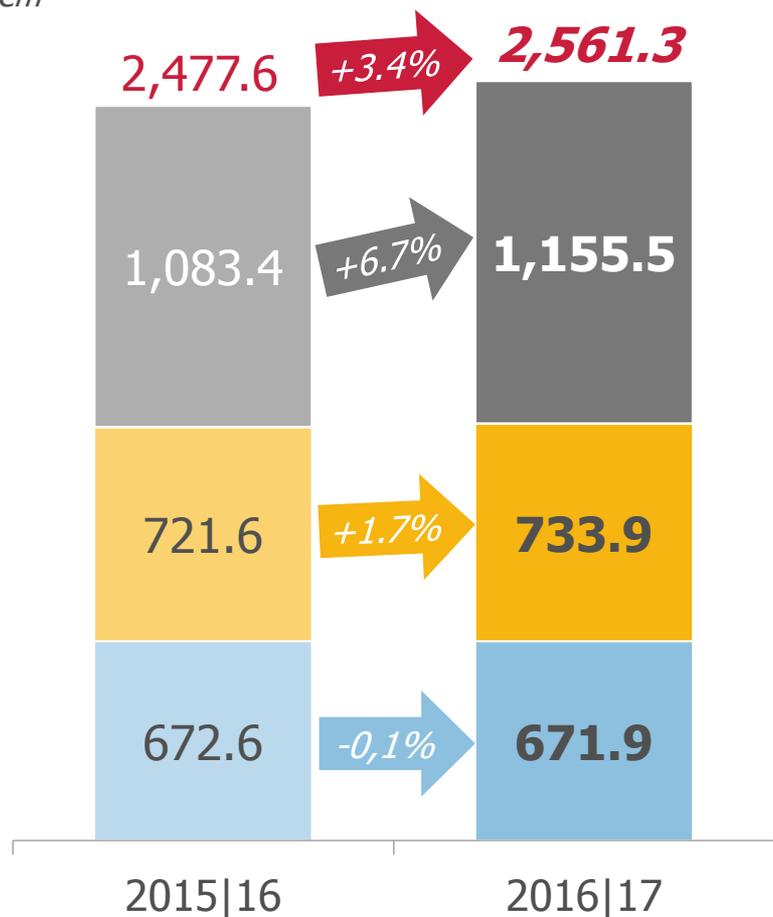
World market leader  
in the production of  
**FRUIT**  
PREPARATIONS  
and largest  
manufacturer of  
fruit juice concentrates  
in Europe



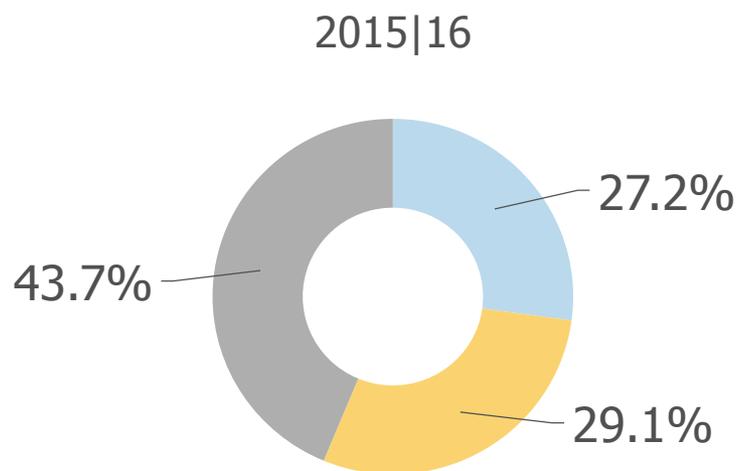
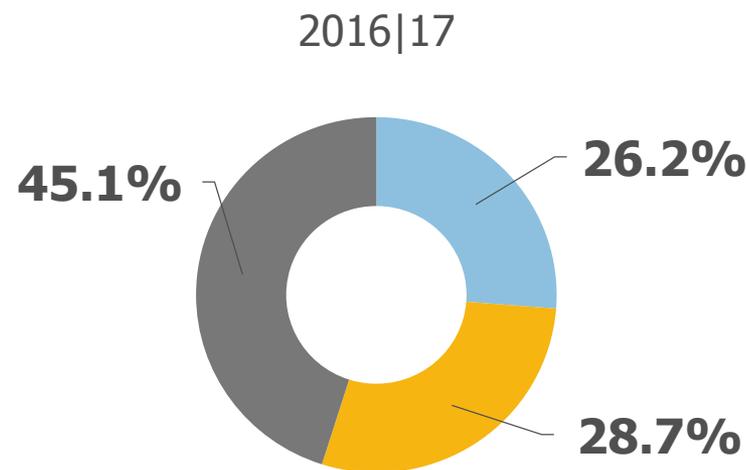
2016|17 VS PRIOR YEAR

# REVENUE BY SEGMENT

€m

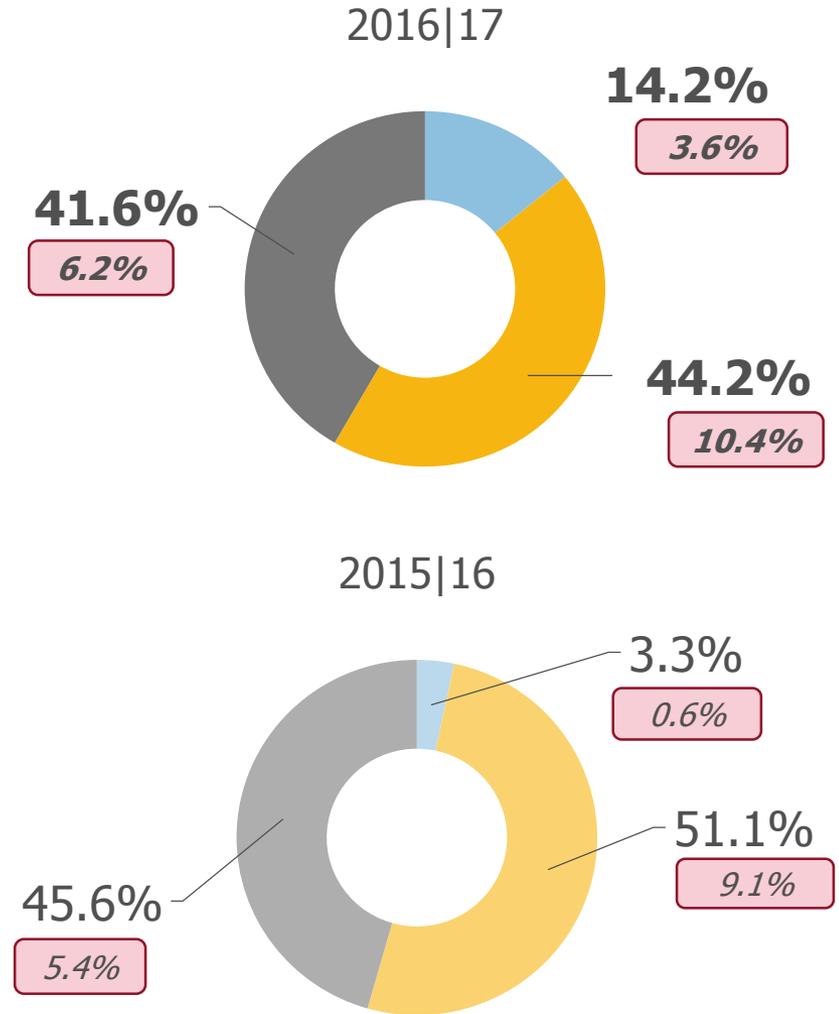
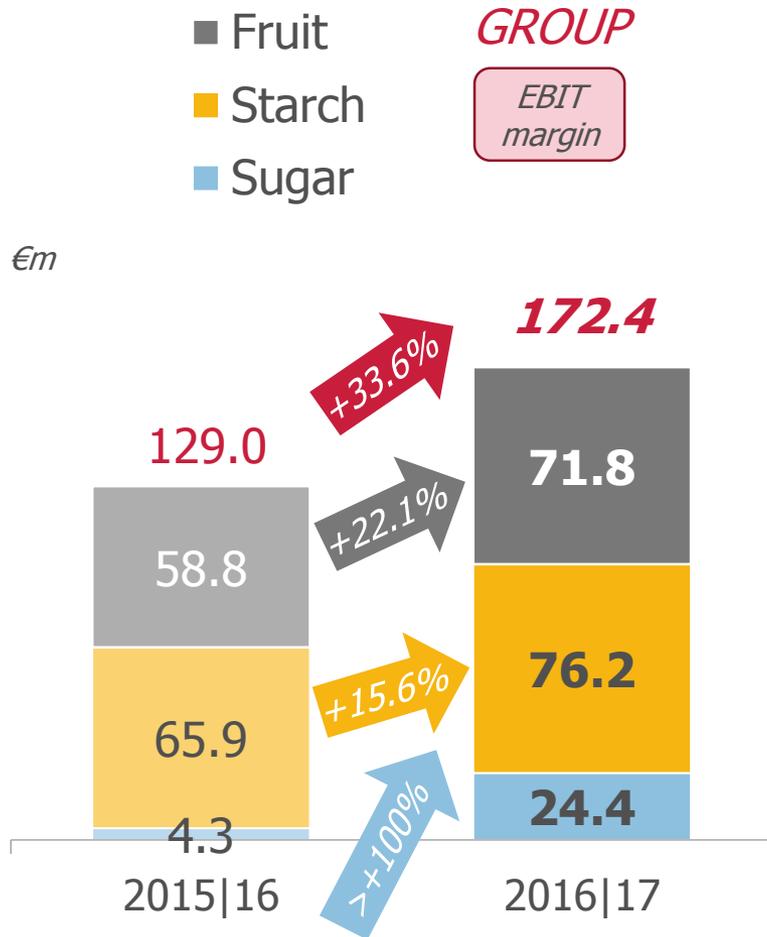


■ Fruit  
■ Starch  
■ Sugar  
*GROUP*





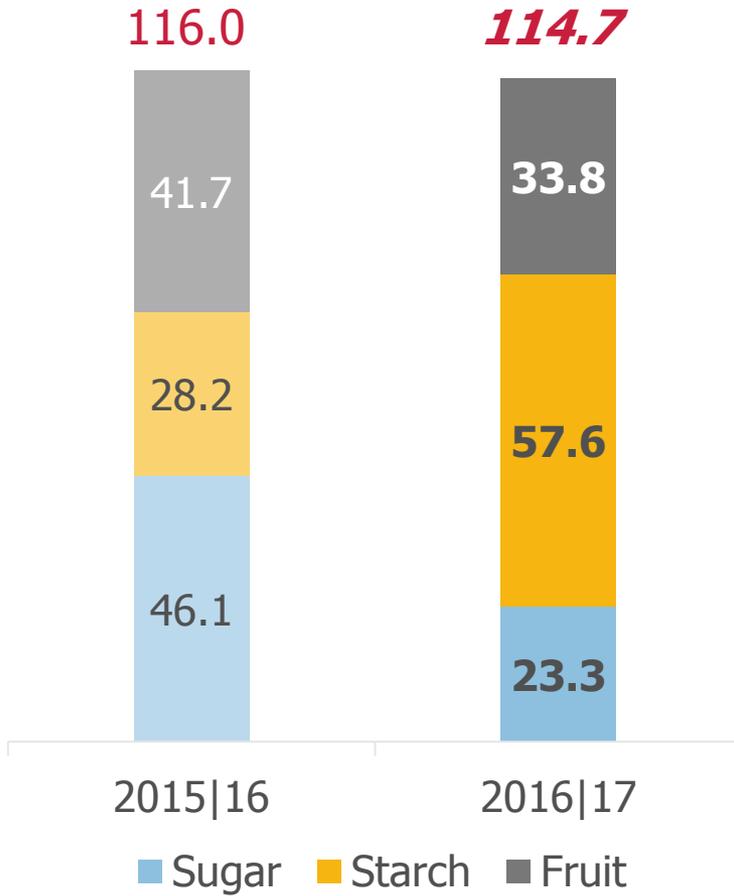
2016|17 VS PRIOR YEAR  
**EBIT BY SEGMENT**





*MOST IMPORTANT PROJECTS IN THE GROUP*  
***INVESTMENT OVERVIEW***

€m



***GROUP***

**2016|17**

***SUGAR***

- General overhaul of the high-bay warehouse in Tulln, Austria
- Renewal of the fresh water treatment plant in Tulln
- Construction of the pelleted dried beet bagging station in Leopoldsdorf, Austria

***STARCH***

- Expansion of corn processing in Aschach, Austria
- Expansion of starch saccharification facilities in Aschach
- Construction of a new maltodextrin spray drying plant in Aschach

***FRUIT***

- Construction of a third production line in Lysander, New York, USA
- Installation of a bag-in-box packaging line in Botkins, Ohio, USA
- Installation of a new production line in Mitry-Mory, France



## ENERGY EFFICIENCY

- Energy-management-systems and certification according to **ISO 50001** in many production plants in the EU
- **Low temperature dryers** installed at the Tulln & Leopoldsdorf site, both Austria, **have saved more than 100,000 tonnes CO<sub>2</sub>equ.** since their installation in 2011|12
- **Target: energy-self-sufficient in terms of figures of the sugar plant Kaposvár | HU**

The Kaposvár sugar plant in Hungary generated about 30 million cubic metres of biogas from beet pulp in the 2016|17 financial year. This would have been sufficient for the site:

- to cover 80% of its primary energy requirement for the 2016|17 beet campaign, or
- 60% of its total primary energy needs for beet processing and the refining of raw sugar
- about 8.3 million cubic metres of the biogas produced at the facility were refined by the biogas upgrading plant installed in 2015 into approximately 4.9 million cubic metres of biomethane for feeding into the local natural gas grid and this was equivalent to the annual heating requirement of about 1,950 single-family homes

## Targets 2020 | 21

### Sugar (baseline 2013 | 14):

- 5% reduction of direct energy / tonne of core- & by-products

### Starch (baseline 2013 | 14):

- 50 GWh (all measures summed up) reduction of energy consumption until 2020|21

### Fruit (baseline 2014 | 15):

- 6.8% reduction of total energy consumption / tonne of fruit preparation (baseline 2013|14)
- Hold energy use per tonne of fruit juice concentrate & by-products constant at 2014|15 baseline



SEGMENT

**SUGAR**



To most, it is  
**three segments.**

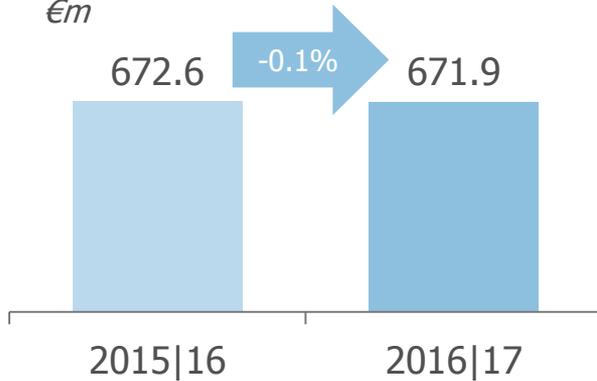




## SUGAR SEGMENT

### REVENUE

€m

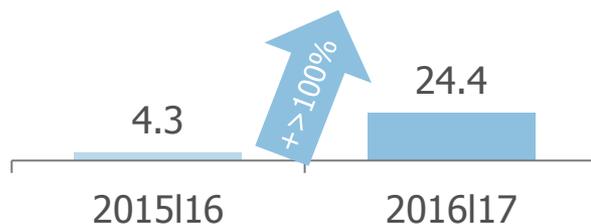


### REVENUE stable at € 671.9 m

- Sugar sales quantities were lower (particularly with food retailers and in non-quota sugar sales to the chemical industry) but mitigated by positive market developments
- Sugar prices went up
- Revenue from by-products remained steady

### EBIT

€m



### EBIT increased significantly

- EBIT grew strongly, as projected
- Key positive driver was the significant increase in sugar selling prices compared to the year before
- Sugar prices rose in all countries where AGRANA operates



## SUGAR SEGMENT

### ▪ World sugar market

- World **market prices** for sugar **remained highly volatile** in the 2016|17 financial year
- By the end of the 2016|17 SMY, F.O. Licht forecasts a **continuing significant deficit** of 5.5 million tonnes in the global supply/demand balance (end of SMY 2015|16: deficit of 8.0 million tonnes)
- Following a period of five consecutive years of growth in global sugar stocks, the 2016|17 SMY is the second year in a row with a **declining year-end balance**

### ▪ EU sugar market

- **Sugar imports are low**, as a consequence of relatively low EU prices in 2016|17 and high world market prices
- EU Commission's current forecast: **declining closing stocks** for the end of SMY 2016|17 (509,000 tonnes)

### ▪ EU policy

- Quota expiration on 30 September 2017
- Continuation of a sugar price reporting system
- **Master agreement between the sugar industry and beet producers** (contracts will remain mandatory)
- **Minimum beet prices** and **WTO export restrictions will be abolished**
- **Tariff protection** of the EU sugar market will **remain unchanged**



RAW SUGAR & WHITE SUGAR

# SUGAR QUOTATION

1 January 2006 – 5 July 2017 (USD)

Daily ICE SUG11 OCT7; SUGAR NO5 AUG7

- Line; ICE SUG11 OCT7; Trade Price(Last)  
05.07.2017; 302,474
- Line; SUGAR NO5 AUG7; Trade Price(Last)  
05.07.2017; 412,700; N/A; N/A



**4-years-high:**  
Raw sugar, 5/10/16: 524.9 USD/t  
White sugar, 28/9/16: 612.0 USD/t

2016/17 FY

White sugar (LIFFE)

**5 July 2017:**  
412.7 USD/t  
= 363.4 EUR/t

Raw sugar (ICE)

**5 July 2017:**  
302.5 USD/t  
= 266.4 EUR/t

1/1/2009

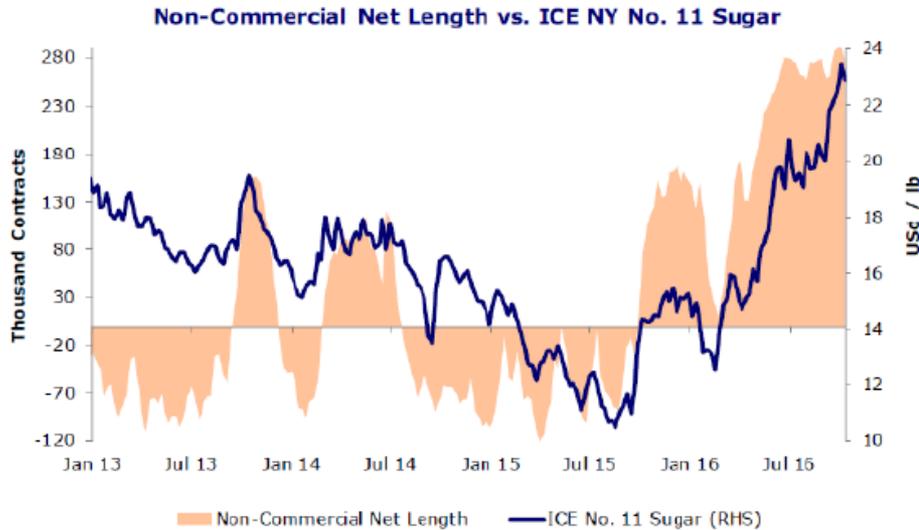
**7-years-low:**  
Raw sugar, 24/8/15: 229.1 USD/t  
White sugar, 24/8/15: 333.6 USD/t



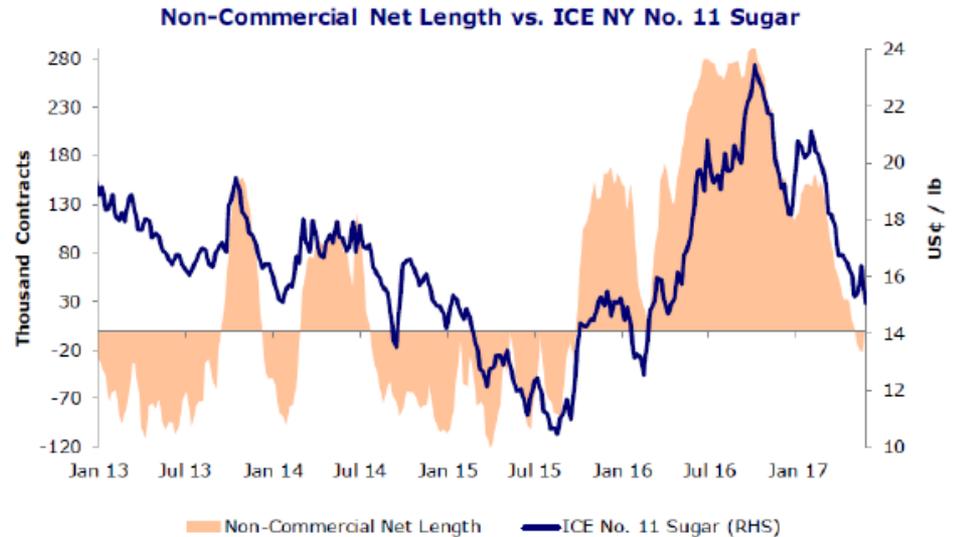
"SPECULATORS" ALWAYS REACT QUICKLY...

# OUTLOOK SUGAR MARKET

October 2016



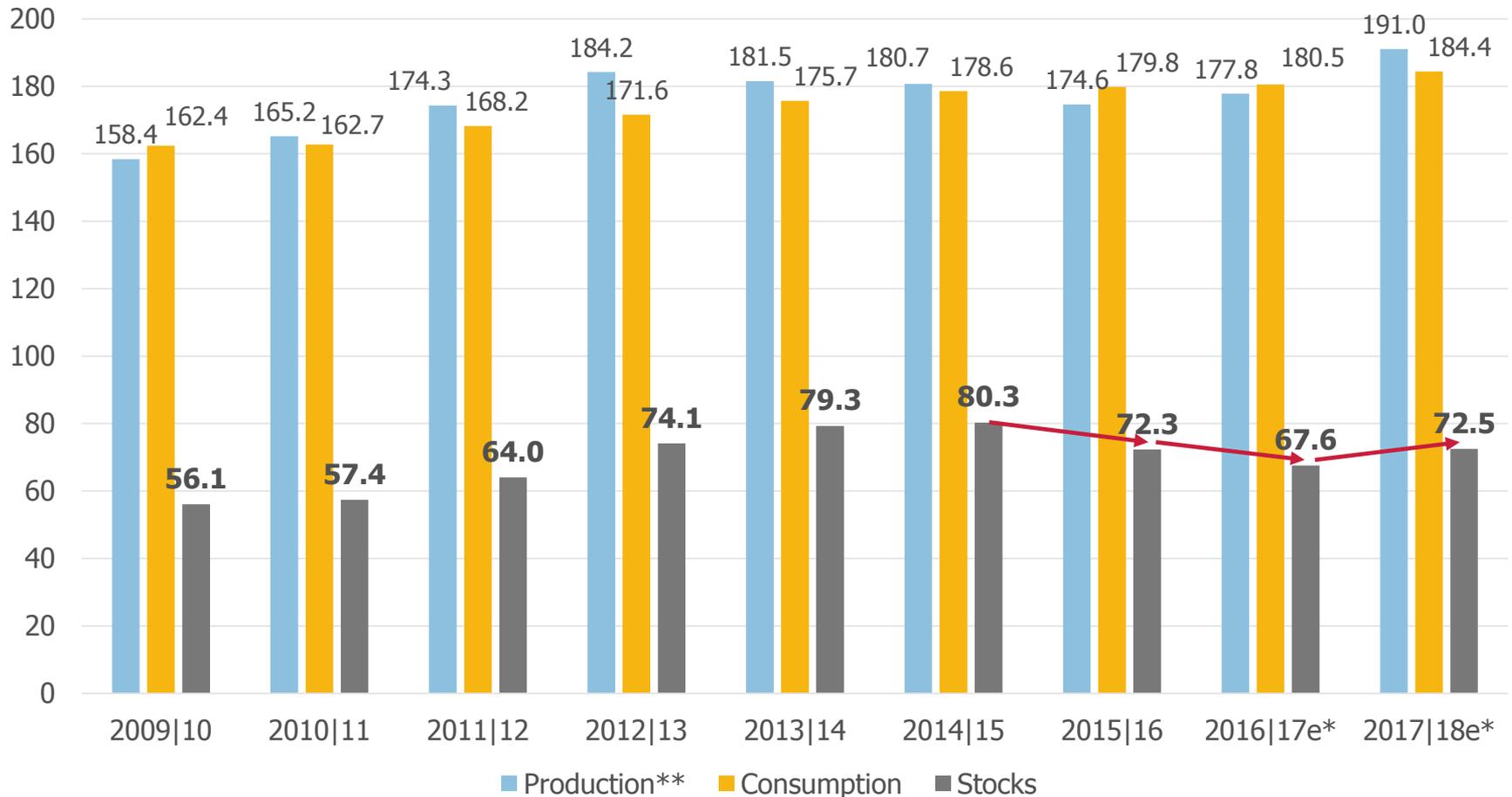
May 2016





# WORLD SUGAR PRODUCTION & CONSUMPTION

Million tonnes



Source: F.O. Licht (update, 19 June 2017)

\* Expectation

\*\* Production: October-September



## ***SUGAR SEGMENT***

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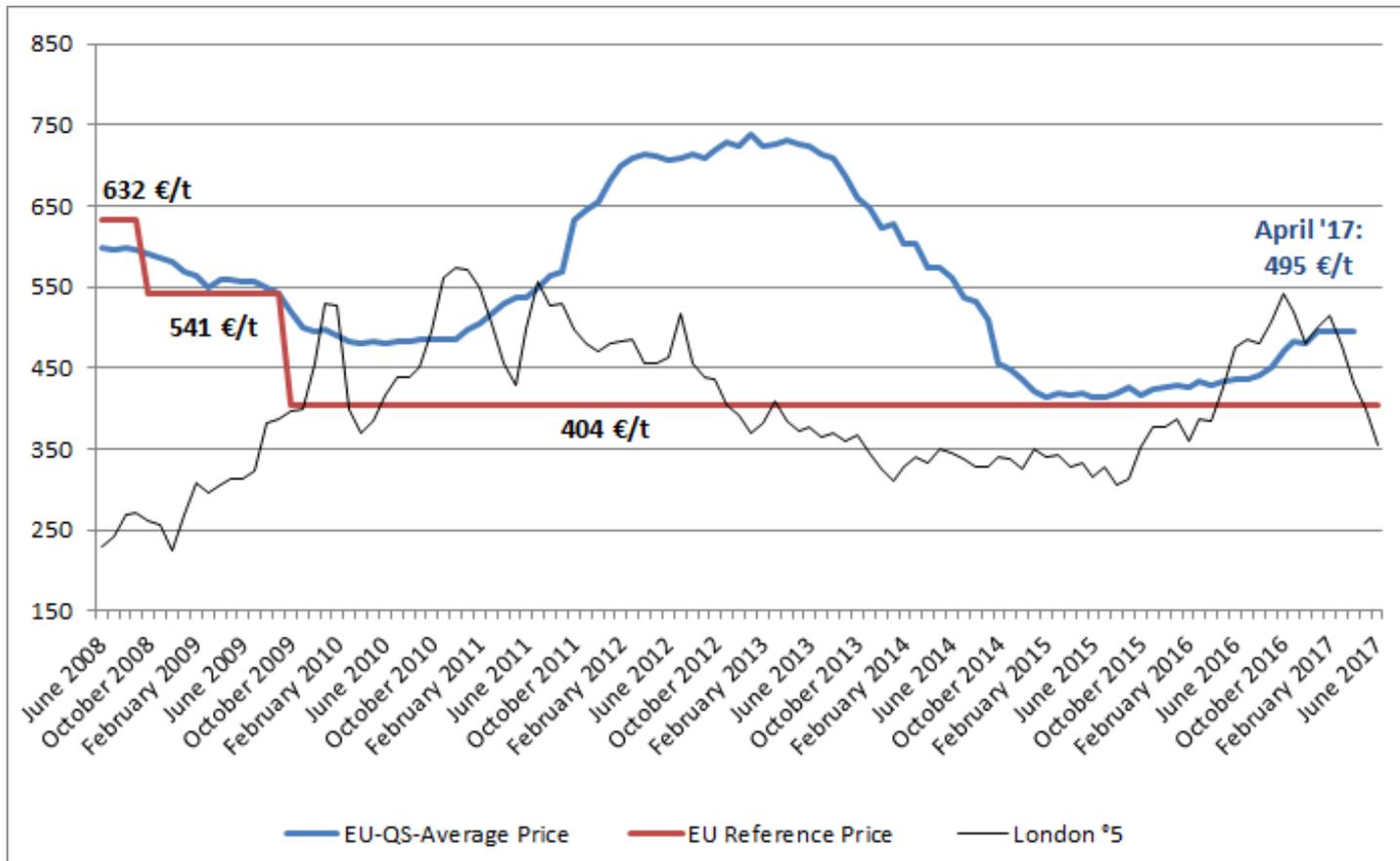
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SUGAR IN THE EU

# MONTHLY AVERAGE PRICES

(JUNE 2008 TO JUNE 2017; € PER TONNE)



**QS - Min: 414 € per tonne (February, June and July 2015)**

**QS - Max: 738 € per tonne (January 2013)**

Source: European Commission: Sugar Price Reporting (version as of 29 June 2017) and SugarOnline (as of 3 July 2017)



## ***SUGAR SEGMENT***

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SEGMENT

# STARACH



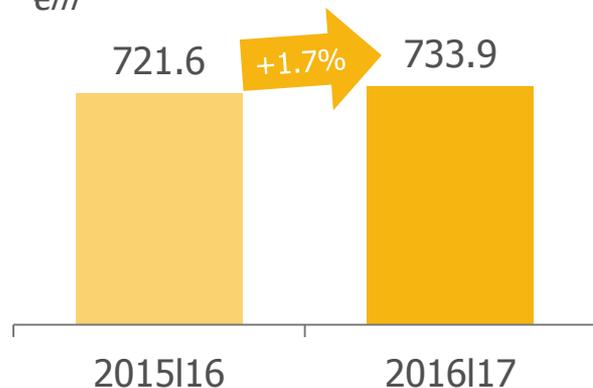
To most, it is  
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## STARCH SEGMENT

### REVENUE

€m

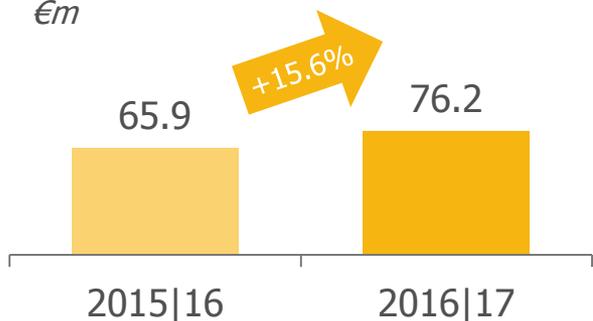


### REVENUE at € 733.9 m slightly above prior year level

- Through productivity increases, higher quantities of starches (particularly from potatoes) and of ethanol were produced and sold
- Average sales price of bioethanol eased from the prior year
- Prices for saccharification products remained stable
- By-products generated moderately higher revenue than one year earlier

### EBIT

€m



### EBIT significantly up at high level

- Savings on raw material and energy costs had a major positive impact on EBIT earnings
- Profitability in terms of EBIT margin rose from 9.1% to 10.4%
- Significant earnings increase at the equity-accounted HUNGRANA group (steadied prices for saccharification products and lower procurement costs for corn)



*MARKET ENVIRONMENT IN 2016/17*

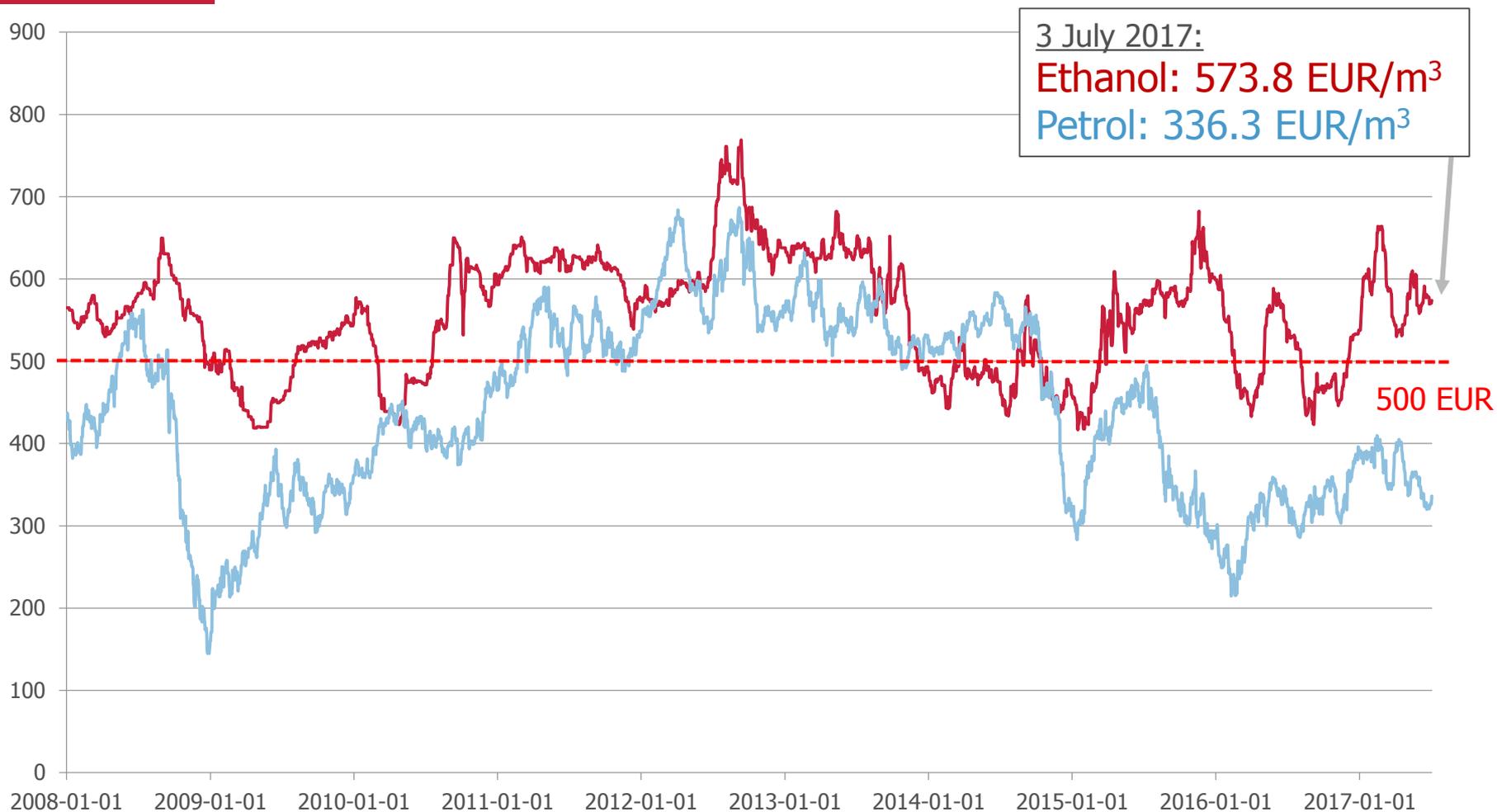
## ***STARCH SEGMENT***

- The **starch market** was **characterised** by **very stable demand** overall
- **Booming paper and corrugated board industry** drives high demand for native corn and wheat starch
- Sales volume growth in the international markets for **construction starches**
- Sugar price trend mainly determined prices for **saccharification products**
- **Volatility** of the European market for **bioethanol pronounced**, quotations ranging from € 440 to € 660 per cubic metre FOB Rotterdam



1 JANUARY 2008 – 3 JULY 2017 (EUR)

## DEVELOPMENT OF ETHANOL PRICES



— Average daily ethanol price in EUR/m<sup>3</sup> (Ethanol T2 FOB Rdam EUR/cm Platts)

— Average daily petrol price in EUR/m<sup>3</sup> (PREM UNL-10ppm/FOB RDAM BARG Platts)



SEGMENT

**FRUIT**



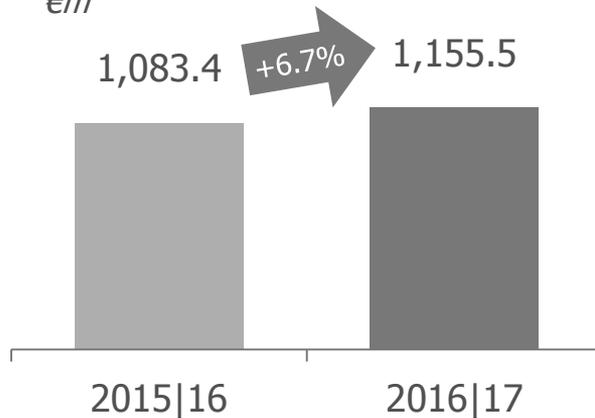
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## FRUIT SEGMENT

### REVENUE

€m

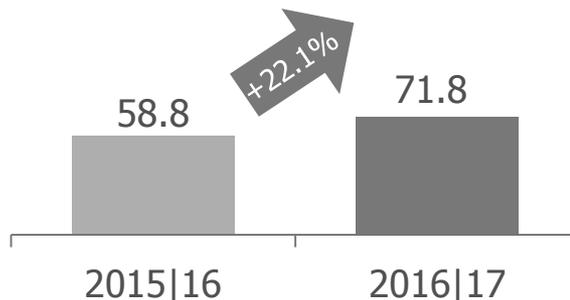


### REVENUE moderately up to € 1.155.5 million

- In the fruit preparations business, both sales quantities and prices showed a positive trend
- Counteracted by FX effects -> only slight revenue growth
- In the fruit juice concentrate business, revenue increased significantly -> rise in sales prices both for apple juice concentrates and specialty products

### EBIT

€m



### EBIT significantly higher than in prior year

- Main contributor was the fruit juice concentrate business thanks in particular to higher apple juice concentrate and lower raw material prices
- Fruit preparations activities showed a stable earnings situation, with significant regional variation



## **Fruit preparations**

- **Markets outside Europe grew** – especially Asia and the Middle East
- In the **EU** and the **USA**, there is a trend towards increasing consumption of **plain yoghurt** (natural yoghurts), however per capita consumption remains high
- **Growth** in the consumer goods markets of **ice-cream, food services and bakery** can be expected to continue

## **Fruit juice concentrates**

- Globally, the sales volumes of **100% juices from concentrate** remain on a mild easing trend
- **Lower raw material prices, higher yields**



2016/17

***CONSOLIDATED  
FINANCIAL  
STATEMENTS***

To most, it is  
**a field.**



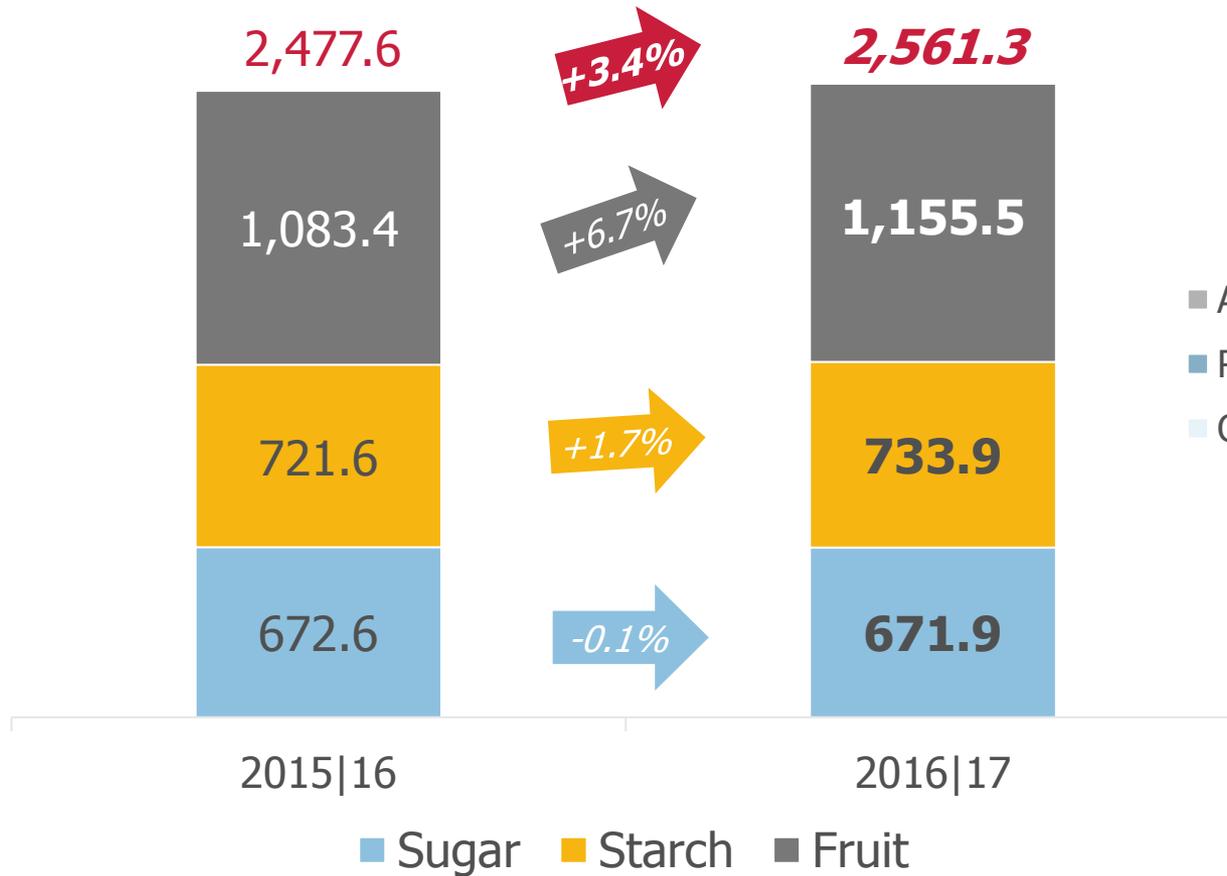
## CONSOLIDATED INCOME STATEMENT (I)

€m	2016/17	2015/16	Change
<b>Revenue</b>	<b>2,561.3</b>	2,477.6	+3.4%
Changes in inventories of finished and unfinished goods	<b>51.0</b>	25.2	+102.4%
Own work capitalised	<b>1.4</b>	1.6	-12.5%
Other operating income	<b>36.8</b>	44.1	-16.6%
Cost of materials	<b>(1,828.7)</b>	(1,783.7)	+2.5%
Staff costs	<b>(288.7)</b>	(285.7)	+1.1%
Depreciation, amortisation and impairment losses	<b>(84.4)</b>	(85.4)	-1.2%
Other operating expenses	<b>(306.9)</b>	(289.2)	+6.1%
Share of results of equity-accounted joint ventures <sup>1</sup>	<b>30.6</b>	24.5	+24.9%
<b>Operating profit [EBIT]</b>	<b>172.4</b>	129.0	+33.6%
<i>thereof exceptional items</i>	<b>(9.0)</b>	(3.1)	+190.3%

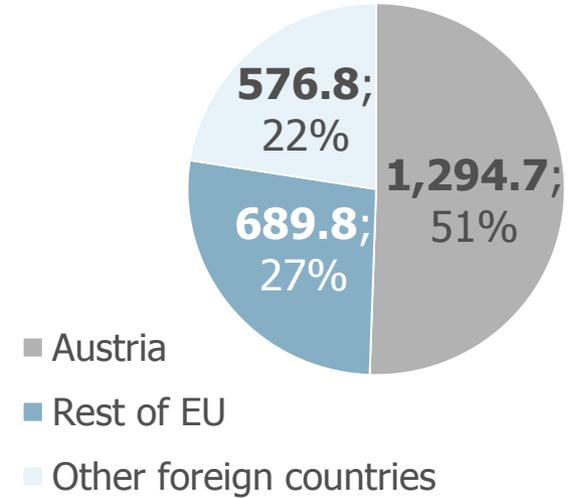


TOTAL AND BY SEGMENT  
**REVENUE**

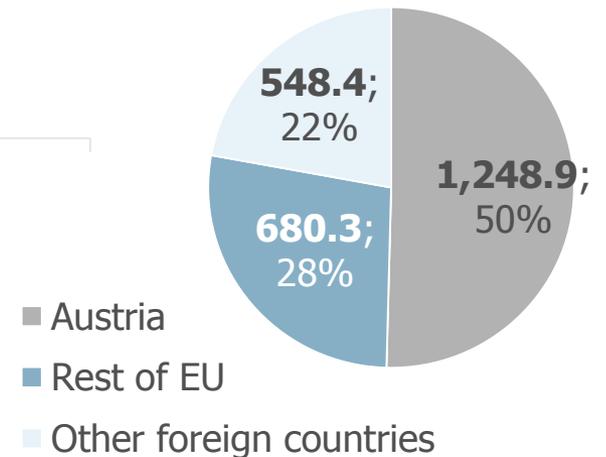
€m



By region\* 2016 | 17



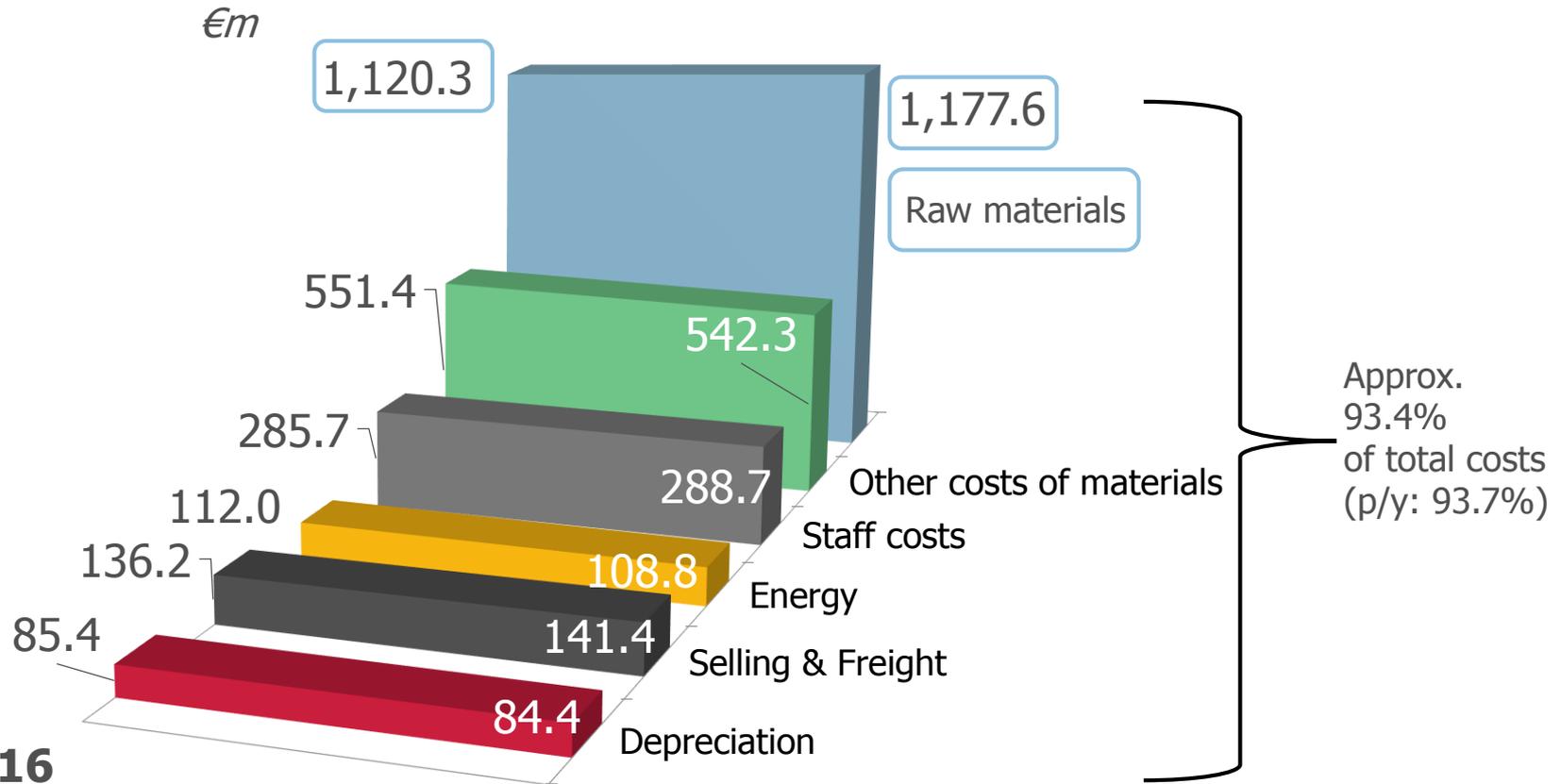
By region\* 2015 | 16



\* Companies are assigned to geographic segments based the location of their registered office



# COST STRUCTURE (OPERATIONAL)



**2015 | 16**

Total: € 2,444.0 m

**2016 | 17**

Total: € 2,508.7 m



## CONSOLIDATED INCOME STATEMENT (II)

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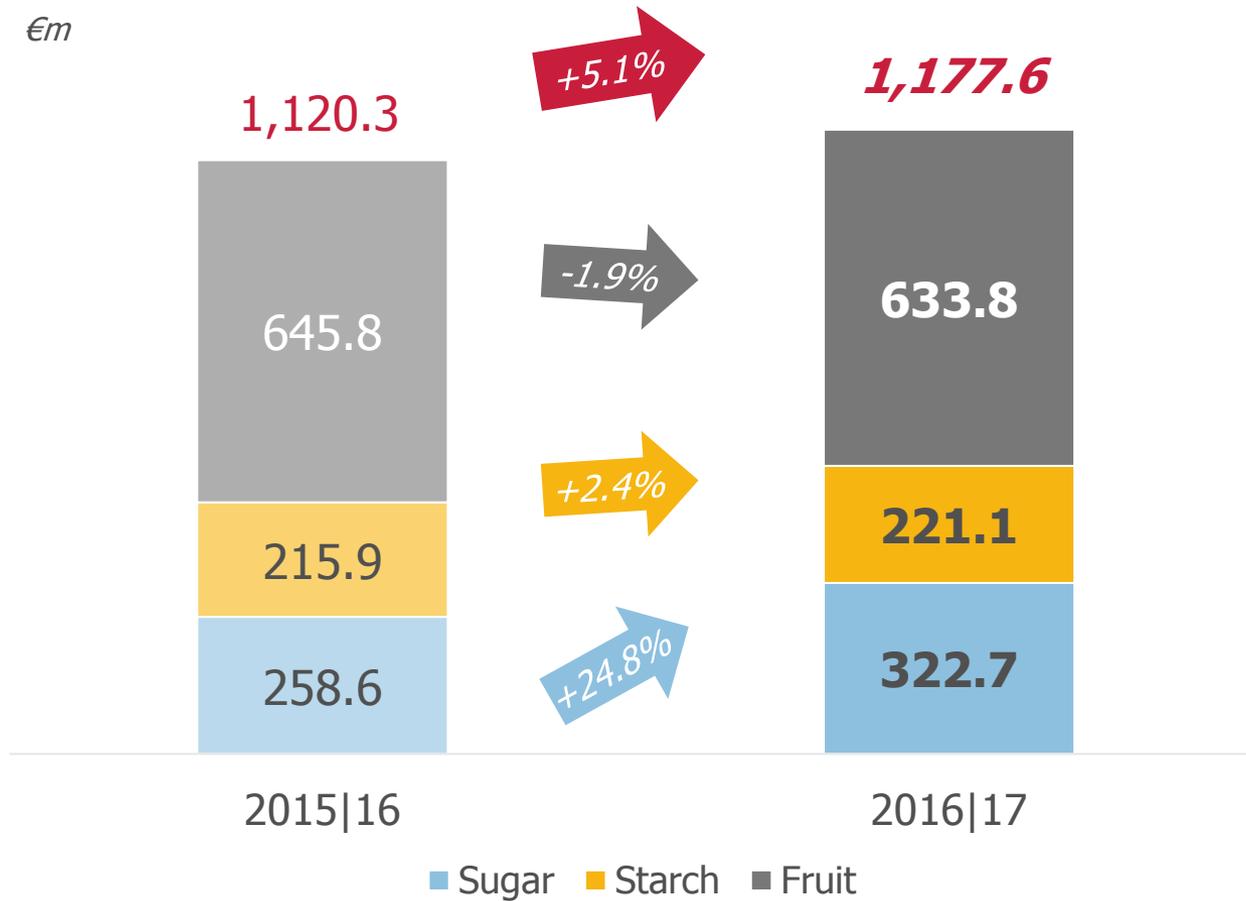
## *COST OF MATERIALS*

<i>€m</i>	<b>2016 17</b>	2015 16	Change
Costs of			
Raw materials	<b>1,177.6</b>	1,120.3	+5.1%
Other materials	<b>542.3</b>	551.4	-1.7%
thereof Trade goods	<b>344.2</b>	365.6	-5.9%
thereof Other supplies	<b>126.0</b>	126.1	-0.1%
thereof Purchased services	<b>72.1</b>	59.7	+20.8%
Energy	<b>108.8</b>	112.0	-2.9%
<b>Total</b>	<b>1,828.7</b>	1,783.7	+2.5%

Corresponds to ~73%  
(p/y: ~73%) of total costs



## *COST OF RAW MATERIALS BY SEGMENT*





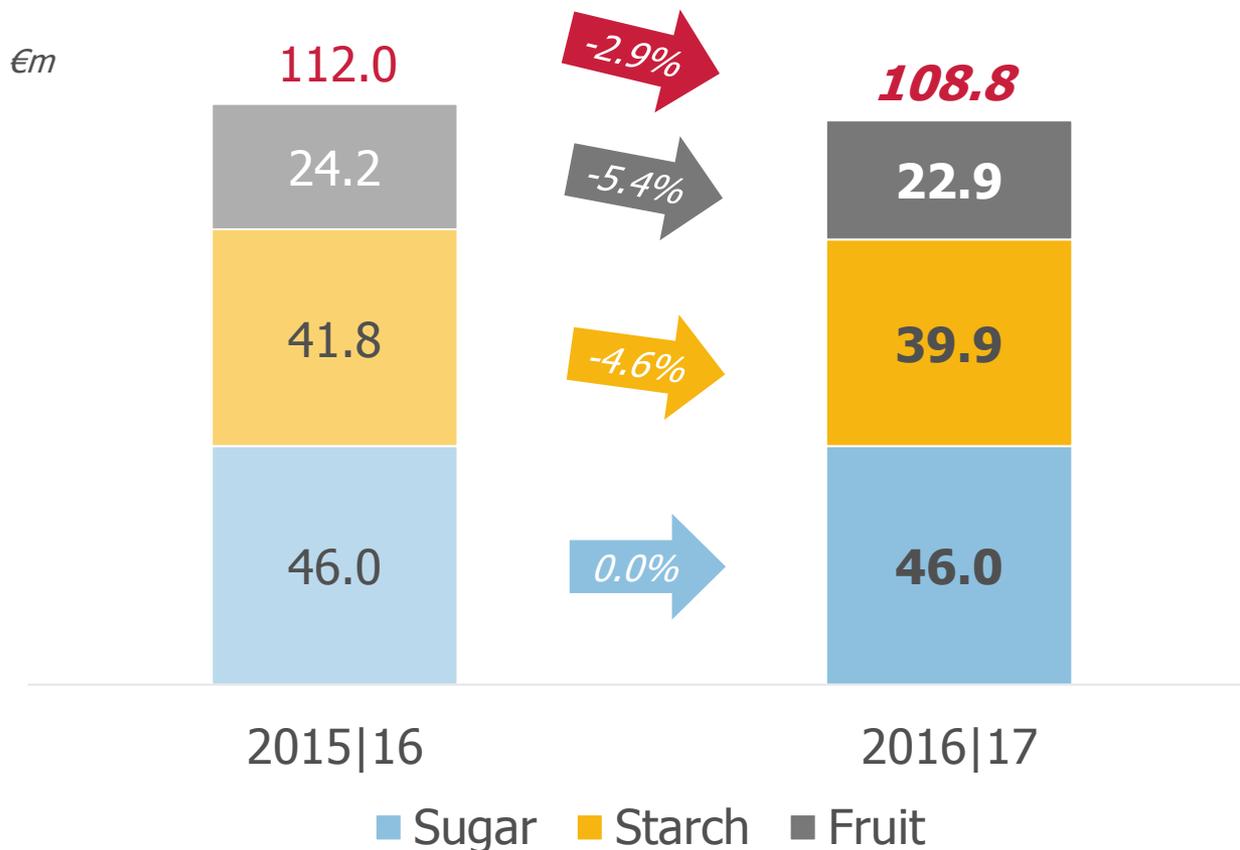
## *COSTS OF RAW MATERIALS BY PRODUCTS*

<i>€m</i>	<b><i>2016 17</i></b>	2015 16	Change
Beet	<b><i>254.6</i></b>	183.8	+38.5%
Raw sugar	<b><i>58.0</i></b>	65.7	-11.7%
Other*	<b><i>10.1</i></b>	9.1	+11.0%
<b>Sugar segment</b>	<b><i>322.7</i></b>	<b>258.6</b>	<b>+24.8%</b>
Corn	<b><i>195.6</i></b>	197.6	-1.0%
Potato	<b><i>25.4</i></b>	18.1	+40.3%
Other	<b><i>0.1</i></b>	0.2	-50.0%
<b>Starch segment</b>	<b><i>221.1</i></b>	<b>215.9</b>	<b>+2.4%</b>
Fruits	<b><i>633.8</i></b>	645.8	-1.9%
<b>Fruit segment</b>	<b><i>633.8</i></b>	<b>645.8</b>	<b>-1.9%</b>
<b>Group</b>	<b><i>1,177.6</i></b>	<b>1,120.3</b>	<b>+5.1%</b>

\* Various raw materials for instant products



TOTAL AND BY SEGMENT  
**ENERGY COSTS**



2016   17 vs. 2015   16	Sugar	Starch	Fruit
<b>Total variance</b>	<b>0.0%</b>	<b>-4.6%</b>	<b>-5.4%</b>
Quantity variance	+0.3%	+4.8%	Fruit: -4.9%
Price variance	-0.3%	-9.4%	Juice: -5.5%

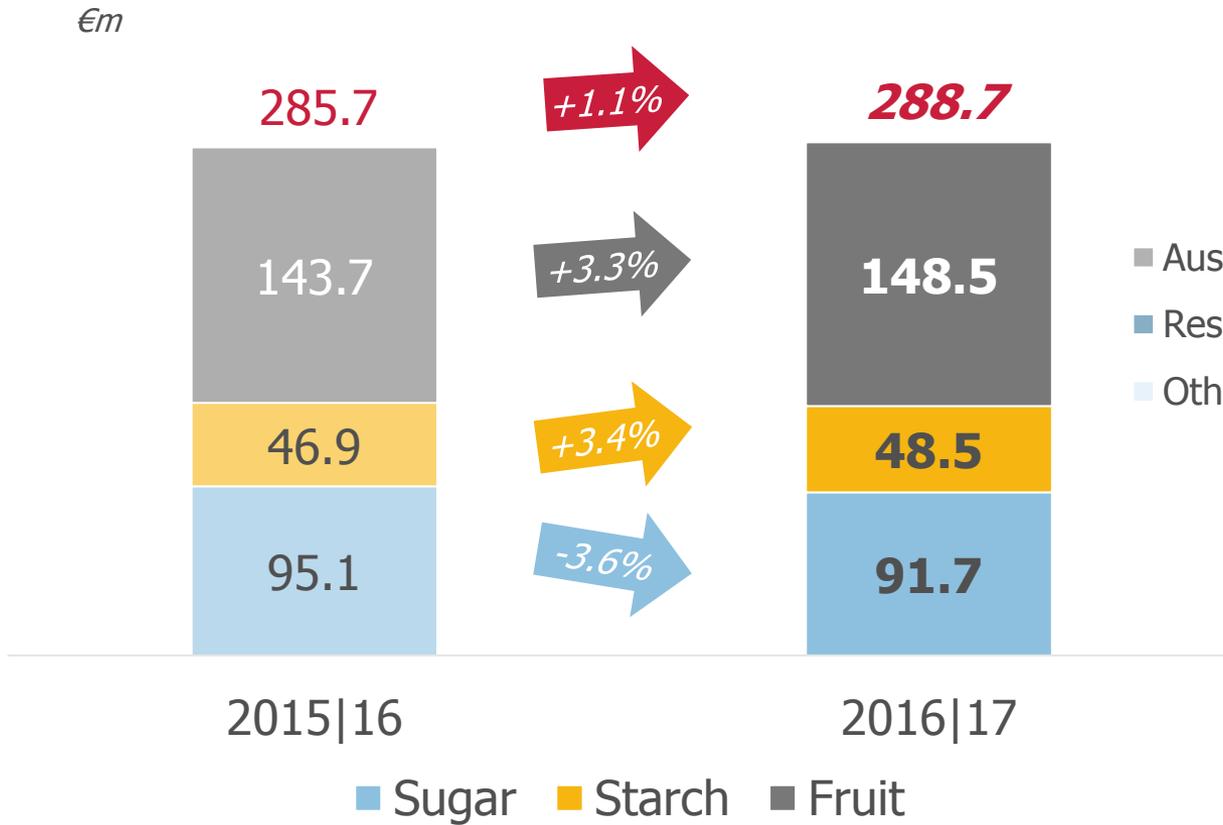


## CONSOLIDATED INCOME STATEMENT (III)

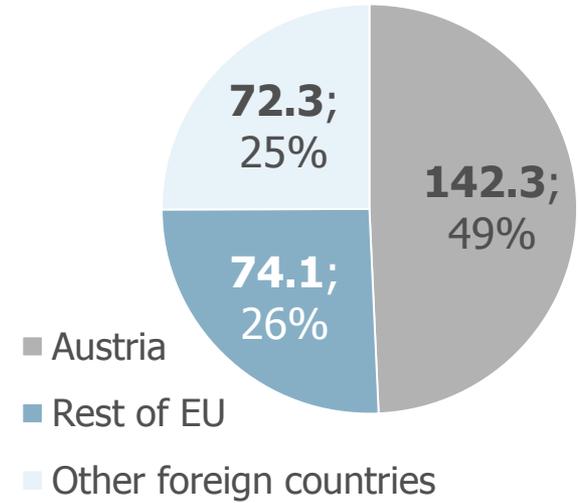
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<b>Operating profit [EBIT]</b>	<b>172.4</b>	129.0	+33.6%
<i>thereof exceptional items</i>	<b>(9.0)</b>	(3.1)	+190.3%



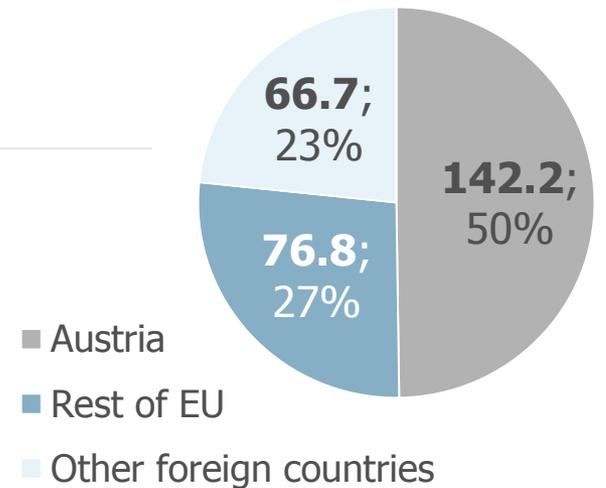
TOTAL AND BY SEGMENTS  
**STAFF COSTS**



By region 2016 | 17

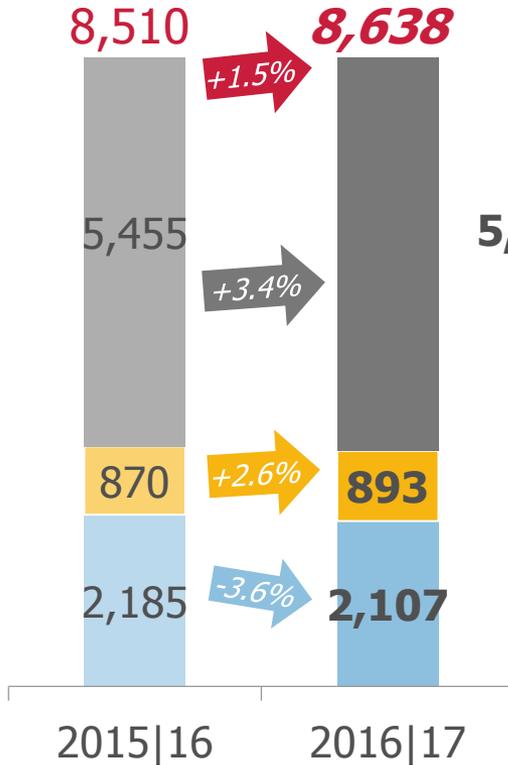


By region 2015 | 16





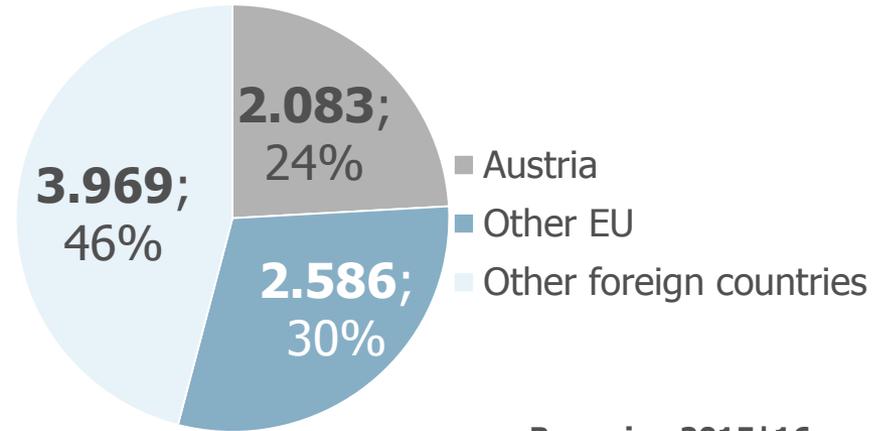
# EMPLOYEES (FTEs)



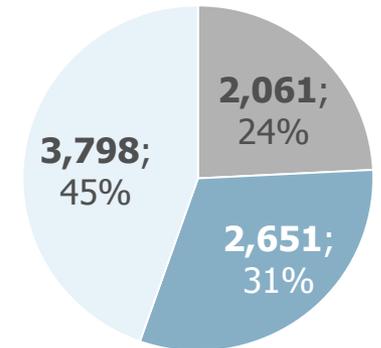
- Fruit
- Starch
- Sugar

FTEs	2016   17	2015   16	Change
Wage earning staff	6,125	6,078	+0.8%
Salaried staff	2,431	2,345	+3.7%
Apprentices	82	87	-5.7%
<b>Total</b>	<b>8,638</b>	<b>8,510</b>	<b>+1.5%</b>

By region 2016 | 17



By region 2015 | 16



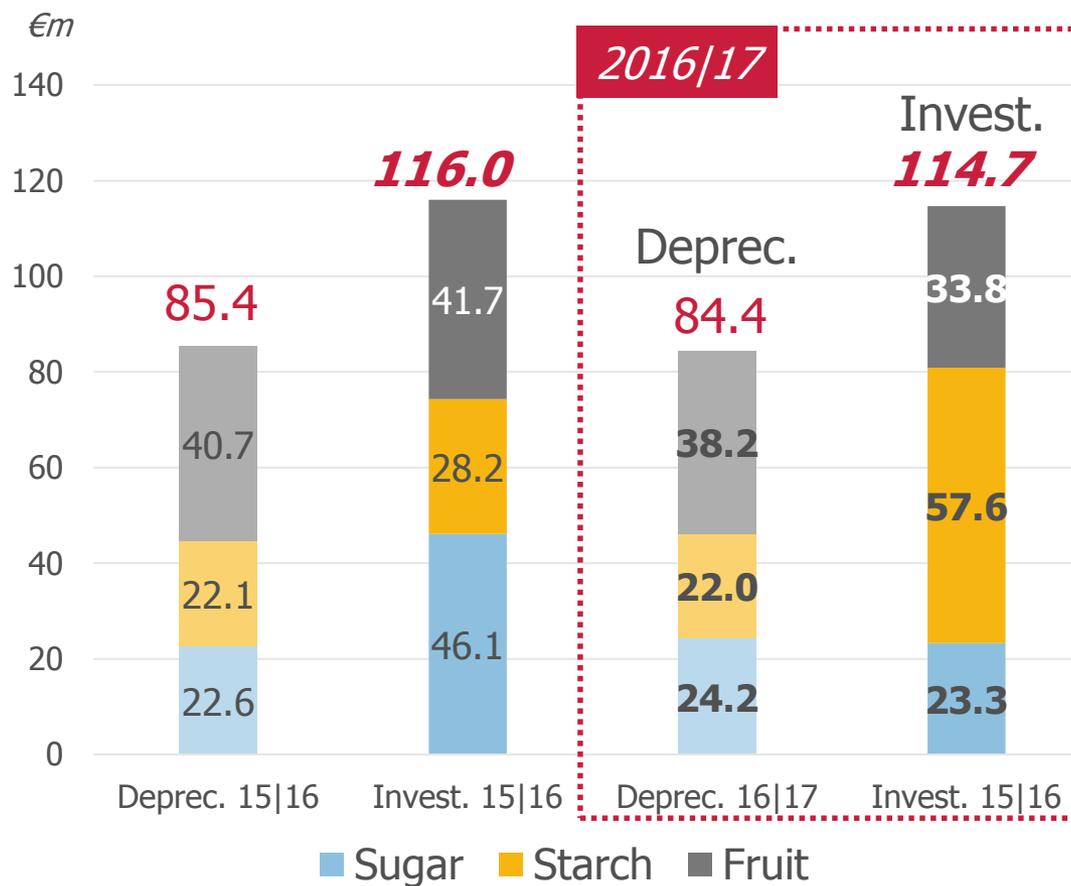


## CONSOLIDATED INCOME STATEMENT (IV)

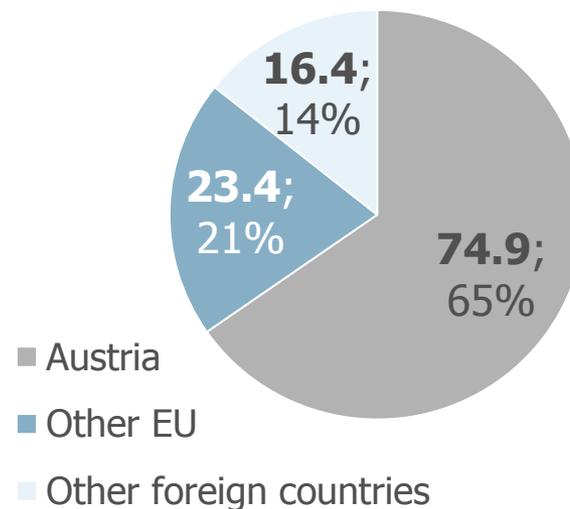
€m	<b>2016 17</b>	2015 16	Change
Revenue	<b>2,561.3</b>	2,477.6	+3.4%
Changes in inventories of finished and unfinished goods	<b>51.0</b>	25.2	+102.4%
Own work capitalised	<b>1.4</b>	1.6	-12.5%
Other operating income	<b>36.8</b>	44.1	-16.6%
Cost of materials	<b>(1,828.7)</b>	(1,783.7)	+2.5%
Staff costs	<b>(288.7)</b>	(285.7)	+1.1%
<b>Deprec., amortisation and impairment losses</b>	<b>(84.4)</b>	(85.4)	-1.2%
Other operating expenses	<b>(306.9)</b>	(289.2)	+6.1%
Share of results of equity-accounted joint ventures	<b>30.6</b>	24.5	+24.9%
<b>Operating profit [EBIT]</b>	<b>172.4</b>	129.0	+33.6%
<i>thereof exceptional items</i>	<b>(9.0)</b>	(3.1)	+190.3%



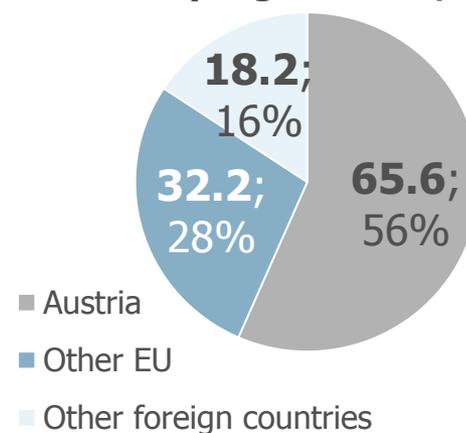
# DEPRECIATION / INVESTMENT



By region 2016 | 17



By region 2015 | 16





## CONSOLIDATED INCOME STATEMENT (V)

€m	<b>2016/17</b>	2015 16	Change
Revenue	<b>2,561.3</b>	2,477.6	+3.4%
Changes in inventories of finished and unfinished goods	<b>51.0</b>	25.2	+102.4%
Own work capitalised	<b>1.4</b>	1.6	-12.5%
Other operating income	<b>36.8</b>	44.1	-16.6%
Cost of materials	<b>(1,828.7)</b>	(1,783.7)	+2.5%
Staff costs	<b>(288.7)</b>	(285.7)	+1.1%
Depreciation, amortisation and impairment losses	<b>(84.4)</b>	(85.4)	-1.2%
<b>Other operating expenses</b>	<b>(306.9)</b>	(289.2)	+6.1%
Share of results of equity-accounted joint ventures	<b>30.6</b>	24.5	+24.9%
<b>Operating profit [EBIT]</b>	<b>172.4</b>	129.0	+33.6%
<i>thereof exceptional items</i>	<b>(9.0)</b>	(3.1)	+190.3%



## OTHER OPERATING EXPENSES

€m	2016 17	2015 16	Change
<b>Other operating expense</b>	<b>306.9</b>	289.2	+6.1%
<b>thereof (i.a.)</b>			
Selling and freight costs	<b>141.4</b>	136.2	+3.8%
Operating and administrative expenses	<b>93.2</b>	92.0	+1.3%
Exceptional items	<b>13.0</b>	0.6	>+100%
Rent and lease expenses	<b>10.6</b>	10.0	+6.0%
Advertising expenses	<b>8.2</b>	8.3	-1.2%
Currency translation losses	<b>7.6</b>	10.9	-30.3%
Other taxes	<b>6.7</b>	6.7	0.0%
Production levy	<b>3.8</b>	3.8	0.0%
Derivatives	<b>2.4</b>	2.6	-7.7%

Corresponds to ~94% (p/y: ~94%)  
of total other operating expense



## CONSOLIDATED INCOME STATEMENT (VI)

€m	<b>2016/17</b>	2015 16	Change
Revenue	<b>2,561.3</b>	2,477.6	+3.4%
Changes in inventories of finished and unfinished goods	<b>51.0</b>	25.2	+102.4%
Own work capitalised	<b>1.4</b>	1.6	-12.5%
Other operating income	<b>36.8</b>	44.1	-16.6%
Cost of materials	<b>(1,828.7)</b>	(1,783.7)	+2.5%
Staff costs	<b>(288.7)</b>	(285.7)	+1.1%
Depreciation, amortisation and impairment losses	<b>(84.4)</b>	(85.4)	-1.2%
Other operating expenses	<b>(306.9)</b>	(289.2)	+6.1%
<b>Share of results of equity-accounted JV</b>	<b>30.6</b>	24.5	+24.9%
<b>Operating profit [EBIT]</b>	<b>172.4</b>	129.0	+33.6%
<i>thereof exceptional items</i>	<b>(9.0)</b>	(3.1)	+190.3%



## SHARE OF RESULTS OF JOINT VENTURES

€m	2016 17	2015 16
<b>Profit after tax (PAT)</b>		
STUDEN Group	<b>4.9</b>	3.0
HUNGRANA Group	<b>56.3</b>	46.0
<b>PAT Total</b>	<b>61.2</b>	49.0
	<i>Proportionately 50%</i>	<i>Proportionately 50%</i>
STUDEN Group	<b>2.4</b>	1.5
HUNGRANA Group	<b>28.2</b>	23.0
<b>Share of results of joint ventures</b>	<b>30.6</b>	24.5



## CONSOLIDATED INCOME STATEMENT (VII)

€m	<b>2016 17</b>	2015 16	Change
Revenue	<b>2,561.3</b>	2,477.6	+3.4%
Changes in inventories of finished and unfinished goods	<b>51.0</b>	25.2	+102.4%
Own work capitalised	<b>1.4</b>	1.6	-12.5%
Other operating income	<b>36.8</b>	44.1	-16.6%
Cost of materials	<b>(1,828.7)</b>	(1,783.7)	+2.5%
Staff costs	<b>(288.7)</b>	(285.7)	+1.1%
Depreciation, amortisation and impairment losses	<b>(84.4)</b>	(85.4)	-1.2%
Other operating expenses	<b>(306.9)</b>	(289.2)	+6.1%
Share of results of equity-accounted joint ventures	<b>30.6</b>	24.5	+24.9%
<b>Operating profit [EBIT]</b>	<b>172.4</b>	129.0	+33.6%
<b>thereof exceptional items</b>	<b>(9.0)</b>	(3.1)	+190.3%



## *EXCEPTIONAL ITEMS*

### **Sugar segment (in total expense of € 9.0 million):**

- Provision for tax liabilities of € 11.5 million in connection with a tax audit in Romania; thereof for additional tax payments € 8.4 million, thereof for penalties and interests € 3.1 million
- Provision of € 1.5 million for a legal dispute in Romania
- Release of a € 4.0 million provision for a settled legal dispute concerning land use rights in the Czech Republic
  
- *Expense of € 13.0 million shown in the line „Other operating expense“ of the income statement*
- *Income of € 4.0 million shown in the line „Other operating income“ of the income statement*



## CONSOLIDATED INCOME STATEMENT (VIII)

€m	2016/17	2015 16	Change
Operating profit [EBIT]	<b>172.4</b>	129.0	+33.6%
Finance income	<b>31.1</b>	43.7	-28.3%
Finance expense	<b>(49.0)</b>	(68.3)	-28.3%
<b>Net financial items</b>	<b>(17.9)</b>	(24.6)	-27.2%
Profit before tax	<b>154.5</b>	104.4	+48.0%
Income tax expense	<b>(36.6)</b>	(23.5)	+55.7%
Profit for the period	<b>117.9</b>	80.9	+45.7%
- Attributable to shareholders of the parent	<b>111.3</b>	82.7	+34.6%
- Attributable to non-controlling interests	<b>6.6</b>	(1.8)	+466.7%

\* The prior year data were restated.



## *ANALYSIS OF NET FINANCIAL ITEMS*

<i>€m</i>	<b><i>2016/17</i></b>	2015 16	Change
Net interest expense	<b><i>(10.2)</i></b>	(8.4)	-21.4%
Currency translation differences	<b><i>(1.2)</i></b>	(13.5)	+91.1%
Share of results of non-consolidated subsidiaries and outside companies	<b><i>0.6</i></b>	0.03	>+100%
Other financial items	<b><i>(7.1)*</i></b>	(2.7)	>-100%
<b><i>Total</i></b>	<b><i>(17.9)</i></b>	<b><i>(24.6)</i></b>	<b><i>+27.2%</i></b>

\* Other financial items in including special expenses of € 4.8 million (impairment charge on cash and cash equivalents in Ukraine in the Fruit segment)



## CURRENCY TRANSLATION DIFFERENCES

<i>€m</i>	<b>2016/17</b>	2015 16	Change (€m)
MXN	<b>(2.4)</b>	(3.3)	+0.9
USD	<b>(1.7)</b>	(1.0)	-0.7
CNY	<b>(0.7)</b>	(0.4)	-0.3
RON	<b>(0.6)</b>	(0.6)	0.0
ZAR	<b>(0.3)</b>	(0.6)	+0.3
UAH	<b>(0.0)</b>	(1.2)	+1.2
ARS	<b>(0.2)</b>	(2.5)	+2.7
EGP	<b>2.2</b>	0.1	+2.1
BRL	<b>2.3</b>	(4.0)	+6.3
Other	<b>(0.2)</b>	0.0	-0.2
<b>Total</b>	<b>(1.2)</b>	<b>(13.5)</b>	<b>12.3</b>



## CONSOLIDATED INCOME STATEMENT (IX)

€m	2016/17	2015 16	Change
Operating profit [EBIT]	<b>172.4</b>	129.0	+33.6%
Finance income	<b>31.1</b>	43.7	-28.3%
Finance expense	<b>(49.0)</b>	(68.3)	-28.3%
Net financial items	<b>(17.9)</b>	(24.6)	-27.2%
Profit before tax	<b>154.5</b>	104.4	+48.0%
<b>Income tax expense</b>	<b>(36.6)</b>	(23.5)	+55.7%
Profit for the period	<b>117.9</b>	80.9	+45.7%
- Attributable to shareholders of the parent	<b>111.3</b>	82.7	+34.6%
- Attributable to non-controlling interests	<b>6.6</b>	(1.8)	+466.7%



## TAX RATE

<i>€m</i>	<b>2016 17</b>	2015 16	Change
Profit before tax	<b>154.5</b>	104.4	+48.0%
Income tax expense	<b>(36.6)</b>	(23.5)	+55.7%
<b>Tax rate</b>	<b>23.7%</b>	22.5%	+1.2pp

Group's tax rate in 2016|17 amounts to 20% (2015|16: 21.5%) adjusted for one-time effects from Romania's tax audit.

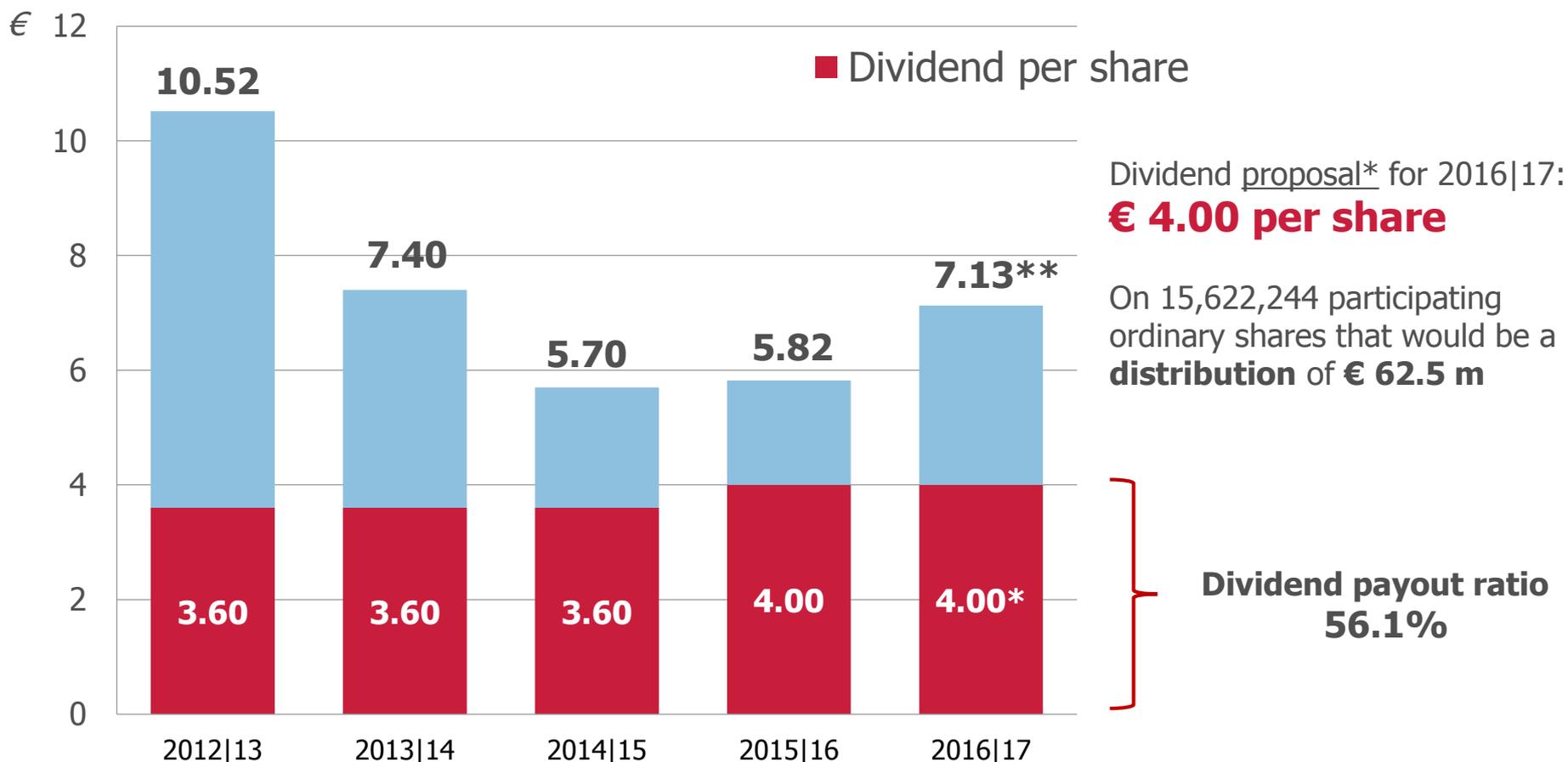


## CONSOLIDATED INCOME STATEMENT (X)

€m	2016 17	2015 16	Change
Operating profit [EBIT]	<b>172.4</b>	129.0	+33.6%
Finance income	<b>31.1</b>	43.7	-28.3%
Finance expense	<b>(49.0)</b>	(68.3)	-28.3%
Net financial items	<b>(17.9)</b>	(24.6)	-27.2%
Profit before tax	<b>154.5</b>	104.4	+48.0%
Income tax expense	<b>(36.6)</b>	(23.5)	+55.7%
<b>Profit for the period</b>	<b>117.9</b>	80.9	+45.7%
- Attributable to shareholders of the parent	<b>111.3</b>	82.7	+34.6%
- Attributable to non-controlling interests	<b>6.6</b>	(1.8)	+466.7%



## DIVIDEND AND EARNINGS PER SHARE



\*\* EPS is calculated on the basis of 15,622,244 outstanding shares at the balance sheet date (29 Feb 2017)

**Dividend yield** (based on the closing share price at the balance sheet date): **3.8 %**



## CONSOLIDATED BALANCE SHEET

<i>€m (condensed)</i>	<b>28 Feb. 2017</b>	29 Feb. 2016	Change
Non-current assets	<b>1,135.3</b>	1,027.7	+10.5%
Current assets	<b>1,346.1</b>	1,213.9	+10.9%
Non-current assets held for sale	<b>0.0</b>	1.6	-100.0%
<b>Total assets</b>	<b>2,481.4</b>	<b>2,243.2</b>	+10.6%
Equity	<b>1,411.9</b>	1,200.1	+17.6%
Non-current liabilities	<b>296.6</b>	378.7	-21.7%
Current liabilities	<b>772.9</b>	664.4	+16.3%
<b>Total equity and liabilities</b>	<b>2,481.4</b>	<b>2,243.2</b>	+10.6%
Equity ratio	<b>56.9%</b>	53.5%	+3.4pp
Net debt	<b>239.9</b>	405.8	-40.9%
Gearing	<b>17.0%</b>	33.8%	-16.8pp



## *FINANCING STRUCTURE*

<i>€m</i>	<b><i>28 Feb. 2017</i></b>	<i>Due within 1 year</i>	<i>Due after more than 1 year</i>	29 Feb. 2016
<b>Borrowings</b>	<b>457.2</b>	<b>276.7</b>	<b>180.5</b>	533.8
Securities and cash (equivalents)	(217.3)			(128.0)
<b>Net debt</b>	<b>239.9</b>			<b>405.8</b>
<b><i>Credit lines</i></b>	<b>1,011.4</b>	<b>491.4</b>	<b>520.0</b>	952.6



## CONSOLIDATED CASH FLOW STATEMENT

<i>€m (condensed)</i>	<b>2016 17</b>	2015 16	Change
Operating cash flow before changes in working capital	<b>258.0</b>	225.9	+14.2%
Changes in working capital	<b>31.8</b>	(73.7)	>+100.0%
Total of interest paid/received and tax paid	<b>(34.0)</b>	(50.3)	+32.4%
<b><i>Net cash from operating activities</i></b>	<b>255.8</b>	101.9	>+100.0%
Net cash (used in) investing activities	<b>(171.5)</b>	(19.9)	>-100.0%
Net cash from/(used in) financing activities	<b>9.3</b>	(163.6)	>+100.0%
<b><i>Net increase/(decrease) in cash and cash equivalents</i></b>	<b>93.6</b>	(81.6)	>+100.0%



## *OePR: ENFORCEMENT AUDIT*

### **Timeline:**

Invitation August 16, 2016 -> Finalization January 23, 2017

### **Main topics:**

- Fair value: derivatives, cashflow-hedge-accounting
- Cash flow statement: explanation of selected items
- Inventories: measurement, valuation, capacity utilisation
- Impairment of non-financial assets:  
explanation of goodwill-impairment-test including all parameter, CGU-criteria, acquisition steps, plans, sensitivities, foreign currency, backtesting, monitoring of goodwill, WACC-parameter

### **Result:**

**„The audit committee of OePR did not find any errors in the financial statement 2015 | 16.**

The FMA will be informed by OePR according to § 10 Abs 1 Z 2 RL-KG from the final audit result.“



2016/17

***AGRANA  
SHARE &  
CAPITAL  
INCREASE***



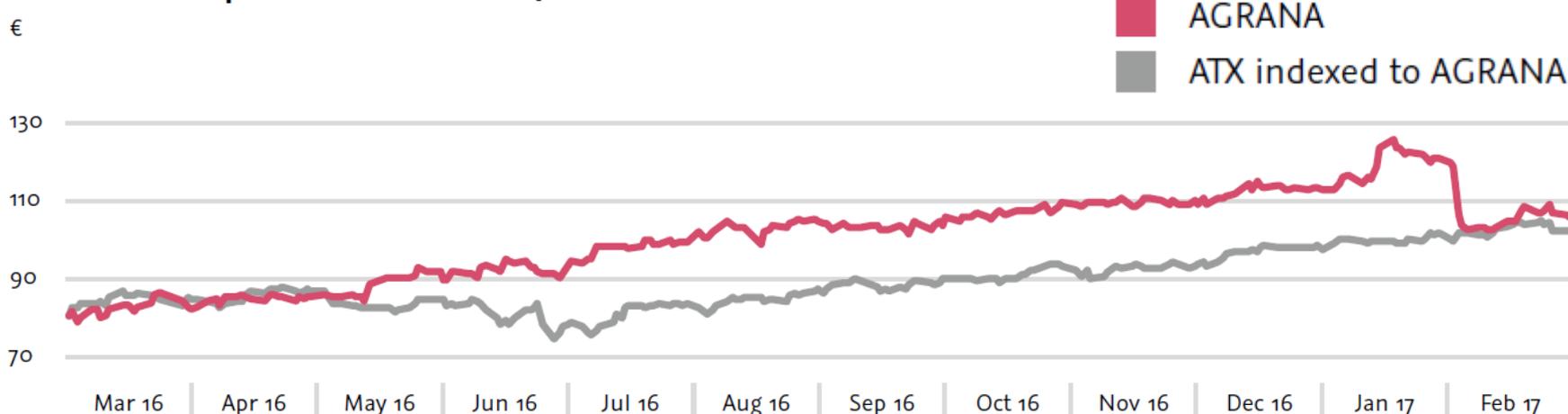
To most,  
it is **a**  
**laboratory.**



2016/17

# AGRANA SHARE PRICE DEVELOPMENT

## AGRANA share performance in 2016|17



**Performance (1/3/2016 – 28/2/2017):**  
**AGRANA +31.7% (closing: 106.0)**  
**ATX +27.5% (closing: 2,746.5)**

AGRANA SHARE DATA		2016   17	2015   16
Closing price at Feb 28/29 YE	€	106.00	80.50
High	€	126.20	90.50
Low	€	78.80	73.00
Earnings per share	€	7.13 <sup>1</sup>	5.82
PE ratio at year-end		14.87	13.83
Book value per share at year-end	€	86.39	80.57
Number of shares at year-end	000	15,622.2	14,202.0
Market capitalisation at year-end	€m	1,656.0	1,143.3
Daily traded volumes (single counting)	000	392	56

<sup>1</sup> Based on the new number of shares outstanding at the balance sheet date of 28 February 2017.



2016|17

## *CAPITAL INCREASE IN FEBRUARY 2017*

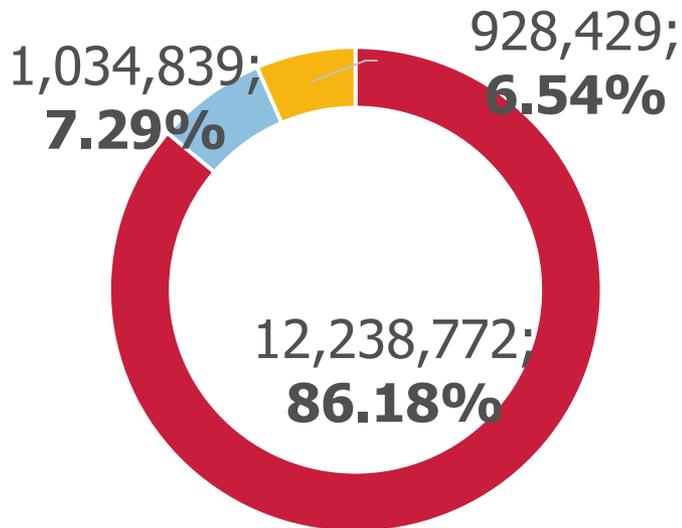
- In February a capital increase **from authorised capital** was completed successfully
- AGRANA intends to use the net **proceeds** from the issue of the new shares for purposes of **financing further profitable growth**, including through acquisitions, as well as for general business purposes.
- About **1.42 million new shares** as well as **500,000 existing AGRANA shares** from the direct shareholding of Südzucker were placed with institutional investors and existing retail shareholders
- **Offer structure**: two tranches, start with an „institutional pre-placement“ (ABB), subsequently „rights offering“ with a „rump placement“, finally
- **Offering and subscription price of € 100** per new share -> **gross issue proceeds** from the cash capital increase of **€ 142 million**
- As **major shareholders waived their subscription rights**, free float was increased significantly from 7.3% to 18.9% -> **improve AGRANA's capital market presence** and greatly **strengthen its trading liquidity**
  - In **Q1 2017 | 18** the increased liquidity in the share was already clearly visible: **€ 1.4 million daily turnover** (single counting) vs € 49 thousand in Q1 2016|17
- The new AGRANA shares as well are entitled to dividends from the 2016|17 financial year



CAPITAL INCREASE 2017

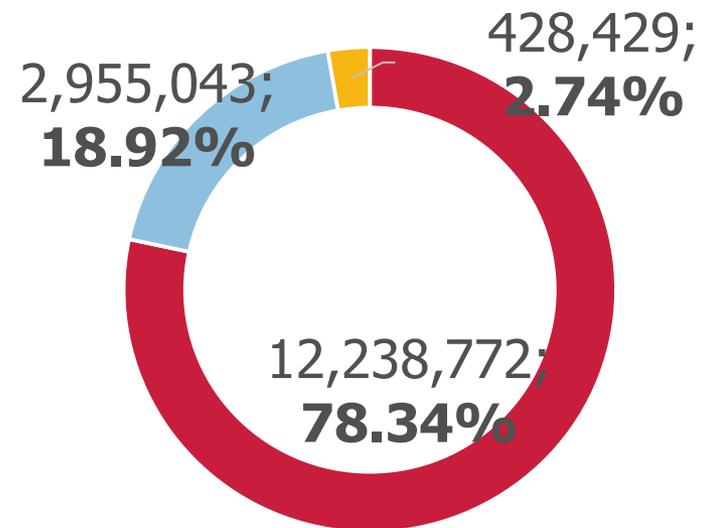
## CHANGE IN SHAREHOLDER STRUCTURE

Shareholders BEFORE  
**14,202,040** shares



■ Z&S ■ Free float ■ SZ (directly)

Shareholders AFTER  
**15,622,244** shares



■ Z&S ■ Free float ■ SZ (directly)

Market capitalisation as of 28 Feb 2017:  
**€ 1,656.0 million** (29 Feb 2016: € 1,143.3 million)



2016/17

***PROJECTS & M&A***

2017/18

***OUTLOOK***



## Fruit expansion in Argentina

- **Purchase** of the Argentine company Main Process S.A., Buenos Aires, Argentina, **closed on 1 December 2016**
- New subsidiary is included in the consolidated financial statements of AGRANA Beteiligungs-AG by **full consolidation**
- **Manufacturer of fruit preparations** located in the northeast of Argentina
- Approx. **175 employees; revenue** of about **€ 19 million\*** in its 2015 financial year
- **Specialisation:** production of **syrops for beverages** and of **fillings for baked goods**
- **Further sales potential** in the area of **quick-service restaurants** (such as fast-food chains) and the **food service sector** (for example, hotels and catering)
- Acquisition is intended both to **expand the market presence in South America** and **raise global synergies** in the Fruit segment



\* Devaluation of the Argentine Peso by approx. 40 %

### Fruit expansion in India

- **Acquisition of a site** in the Indian state of **Maharashtra** as nucleus for future own production in connection with the local market entry strategies of AGRANA's customers
- Foundation of AGRANA Fruit India Private Limited, New Delhi, India
- After a capital increase in February 2017, the new subsidiary acquired production facilities, land and buildings; **operational production and sales are to begin in the course of the new 2017 | 18 financial year**



### Sugar: Sunoko acquisition project

- In June 2016 AGRANA **signed a term sheet** with the **intent of acquiring a majority stake in Sunoko** and later initiated the process of approval by the competition authorities
- Serbian company Sunoko d.o.o., Novi Sad, Serbia, is one of the **largest beet sugar producers in the Balkans region**
- **Anti-trust review** of the EU is still ongoing; **SPA signing** still pending





*AD-HOC ANNOUNCEMENT AS OF 20 JUNE 2017*

## *RESULTS Q1 2017|18 & GUIDANCE ADJUSTED*

- After a **very strong first quarter** -> **significant improvement in earnings for the 2017|18** financial year forecasted
- In the first quarter of 2017|18, **earnings before interest and tax (EBIT) improved** from € 47.0 million in Q1 2016|17 **to € 69.8 million**
  - **Revenues** during the three months also rose slightly, from € 665.5 million **to € 684.2 million**
- Both the **extremely favourable development of ethanol prices** in the Starch segment, in particular, as well as **better operating results in the Sugar segment** contributed to the rise in Group EBIT
  - Earnings in the Fruit segment were also up on the prior year
- Despite the challenging market environment anticipated in the Sugar segment in the second half, due to the improved outlook in the Starch segment -> guidance for **EBIT in the financial year 2017|18** was raised from a "moderate" (+5 % to +10 %) to a "**significant**" (> +10 %) increase
- The publication of the report for the first quarter 2017|18, including details of the segment reporting and the outlook for 2017|18, will take place as scheduled on 13 July 2017.



*PRESS RELEASE AS OF 7 JULY 2017*

## ***WHEAT STARCH CAPACITY INCREASE***

- At today's supervisory board meeting, approval to **double the production capacity of the wheat starch factory** in Pischelsdorf|Austria
- Total investment volume will amount to **€ 92 million**
- After obtaining the necessary official approvals, the intention is to start construction work in early 2018 and to **commission the new facility at the beginning of 2020**
- Important step in terms of sustainably **consolidating the position in the starch market**
- Expansion of processing capacity at the Pischelsdorf site from 820,000 tonnes at present **to over one million tonnes**
- Expansion reflects the **increasing level of demand**, particularly from the **paper industry** due to the high proportion of recycled paper and rising demand for packaging stemming from internet / mail order trade
- Expansion project will create **44 new jobs**



AGRANA GROUP

## OUTLOOK FOR 2017/18

**AGRANA Group**

**Revenue 2017/18** 

**EBIT 2017/18**  

- For the full 2017|18 financial year, AGRANA currently expects Group **revenue to rise moderately** and **operating profit (EBIT) to increase significantly**
- Total **investment** across the three business segments in the financial year, at approximately **€ 140 million**, will significantly exceed the budgeted depreciation of about € 96 million



2017/18

## *FINANCIAL CALENDAR*

**12 July 2017**

**Ex-dividend date**

13 July 2017

Results for first quarter of 2017|18

14 July 2017

Record date for dividend

14 July 2017

Dividend payment date

12 October 2017

Results for first half of 2017|18

11 January 2018

Results for first three quarters of 2017|18



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***FURTHER  
AGENDA  
ITEMS***



To most,  
it is **a**  
**laboratory.**



## *AGENDA ITEMS 2 AND 3*

### **2. Resolution on the appropriation of profits.**

The Management Board and the Supervisory Board propose that the balance sheet profit of € 75,305,484, stated in the 2016|17 annual financial statements, be used as follows:

- (i) Distribution of a dividend of € 4.00 per dividend-entitled share,  
i.e. the total amount of dividends € 62,488,976
- (ii) Carry forward of the balance in the amount of € 12,816,508 to new account

Dividend payment date is July 14, 2017.

### **3. Resolution on the formal approval of the actions of the members of the Management Board for the 2016 | 17 financial year.**

The Management Board and the Supervisory Board propose that a resolution on the formal approval of the actions of the members of the Management Board appointed for the 2016|17 financial year be adopted for this period.



## *AGENDA ITEMS 4 TO 6*

### **4. Resolution on the formal approval of the actions of the members of the Supervisory Board for the 2016 | 17 financial year.**

The Management Board and the Supervisory Board propose that a resolution on the formal approval of the actions of the members of the Supervisory Board appointed for the 2016|17 financial year be adopted for this period.

### **5. Resolution on the remuneration of members of the Supervisory Board.**

The Management Board and the Supervisory Board propose to set the remuneration of the members of the Supervisory Board for the 2016/2017 financial year at a total amount of € 250,000 and to leave the division of this amount up to the Supervisory Board.

### **6. Appointment of the auditors and the group auditors for the 2017 | 18 financial year.**

The Supervisory Board proposes, in line with a recommendation by the Audit Committee, that KPMG Austria GmbH Wirtschaftsprüfungs- und Steuerberatungsgesellschaft, Vienna, be appointed as the auditors and group auditors for the 2017|18 financial year.



## *AGENDA ITEM 7 (1)*

### **7. Election of the new Supervisory Board.**

At the end of the next Annual General Meeting, the term of office of all members of the Supervisory Board elected by the General Meeting expires.

Pursuant to § 10 I of the Articles of Association of AGRANA Beteiligungs-Aktiengesellschaft, the Supervisory Board consists of no fewer than three and no more than eight members elected by the Annual General Meeting.

So far, i.e. since the last election by the Annual General Meeting, the Supervisory Board has consisted of eight members elected by the General Meeting.

At the upcoming General Meeting, eight members would now have to be elected to reach the previous number again.

The Supervisory Board proposes to fill all eight seats so that after the election at the General Meeting on July 7, 2017 the Supervisory Board will again consist of eight members elected by the General Meeting.



## *AGENDA ITEM 7 (2)*

### **7. Election of the new Supervisory Board.**

The following election proposals by the Supervisory Board were submitted based on the requirements of § 87 II of the Austrian Stock Corporation Act and the Corporate Governance Code.

The Supervisory Board proposes to elect

1. Mr. Erwin Hameseder, born on May 28, 1956,
2. Mr. Wolfgang Heer, born on February 7, 1956,
3. Mr. Klaus Buchleitner, born on January 21, 1964,
4. Mr. Helmut Friedl, born on October 17, 1965,
5. Mr. Hans-Jörg Gebhard, born on March 2, 1955,
6. Mr. Ernst Karpfinger, born on January 3, 1968,
7. Mr. Thomas Kirchberg, born on February 27, 1960, und
8. Mr. Josef Pröll, born on September 14, 1968,

to the Supervisory Board, with effect from the end of this General Meeting.



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*QUESTIONS &  
ANSWERS*



***THANK YOU  
FOR YOUR  
ATTENTION!***

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Quantitative definitions of selected common modifying words used:

<b>Modifier</b>	<b>Visualisation</b>	<b>Numerical rate of change</b>
Steady	→	0% up to 1%, or 0% to -1%
Slight(ly)	↗ or ↘	More than 1% and up to 5%, or less than -1% and not less than -5%
Moderate(ly)	↑ or ↓	More than 5% and up to 10%, or less than -5% and not less than -10%
Significant(ly)	↑↑ or ↓↓	More than 10%, or less than -10%