



FRUIT
STARCH
SUGAR

The natural upgrade

AGRANA Investor Relations:
www.agrana.com/en/ir



SCAN ME

AGRANA Beteiligungs-AG

Results for the first half of 2022 | 23

Presentation for investors and analysts

Vienna, 13 October 2022



H1 2022|23

STRONG OPERATIONAL PERFORMANCE

€

- First half of 2022|23 **operationally better than expected**
- **All segments** performed above expectations
- Significant **impairment** in Fruit CGU **negatively impacted H1 22 | 23 EBIT**
- AGRANA **prepared for tougher H2 22 | 23** amid economic slowdown, continued war in Ukraine and high market volatility
- **Confirming guidance** for full year 2022|23



H1 2022|23

KEY FIGURES

Revenue: € 1,792.3 million

+25.8%; H1 2021|22: € 1,424.4 million

EBITDA¹: € 141.2 million

+50.2%; H1 2021|22: € 94.0 million

Operating profit²: € 86.5 million

+111.0%; H1 2021|22: € 41.0 million

EBIT: € 11.1 million

-75.2%; H1 2021|22: € 44.8 million

Loss for the period: € 17.0 million

-162.7%; H1 2021|22: profit of € 27.1 million

Operating profit



8,937
Employees
(FTEs)



55
Production
sites

¹ EBITDA represents operating profit before exceptional items, results of equity-accounted JVs, and operating depreciation and amortisation.

² Before exceptional items and results of equity-accounted JVs.



FINANCIAL YEAR 2022|23

PRIORITIES

- Strong **crisis management**
- Drive **performance**
- Continue organisational and culture **change**
- Develop **long-term** strategies



GOOD PROGRESS ON STRATEGIC AGENDA

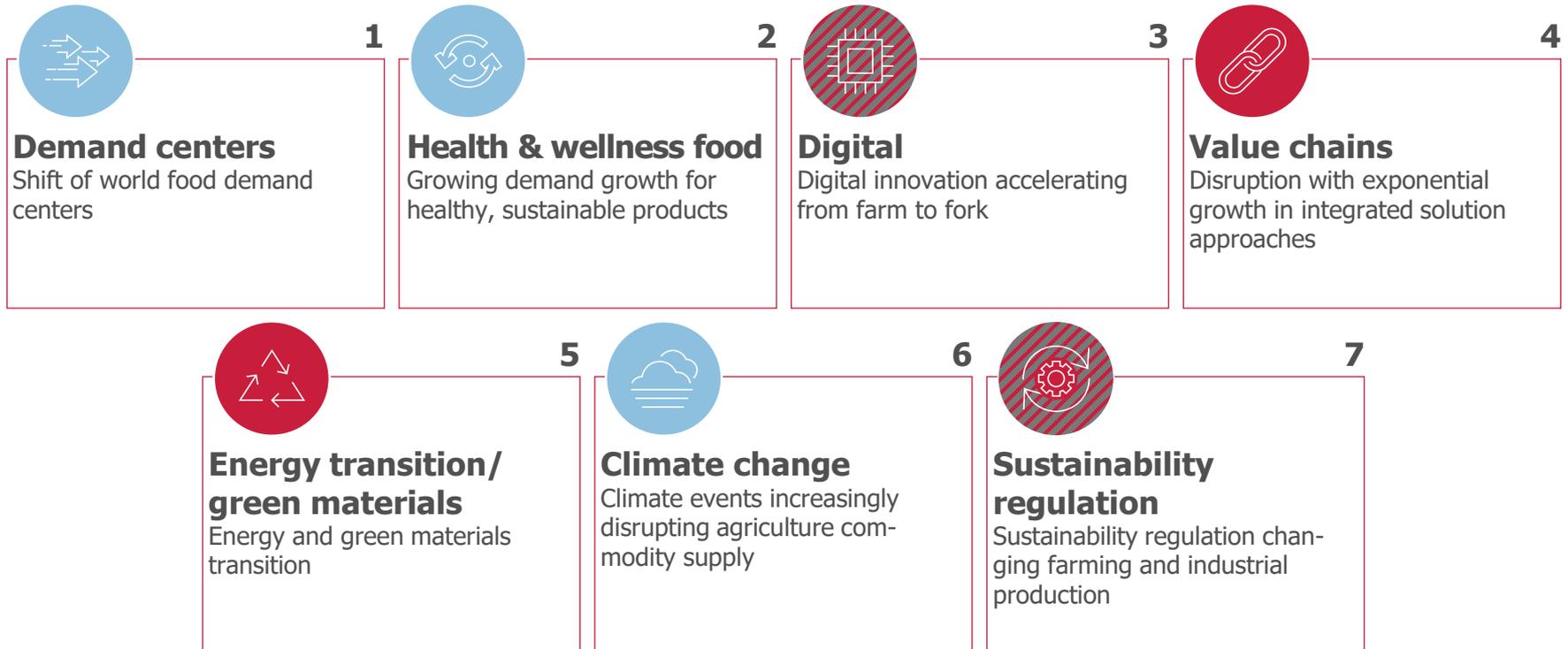
- Strong foundation; significant upside potential in all divisions
- 2-phased approach: Phase 1 focused on strengthening core business, improving performance and driving cultural change
- Concluded first part of strategic business review for Phase 2
 - Focus on incremental growth opportunities





IN-DEPTH REVIEW OF MEGA-TRENDS WHICH WILL AFFECT AGRANA IN THE NEXT ~10 YEARS

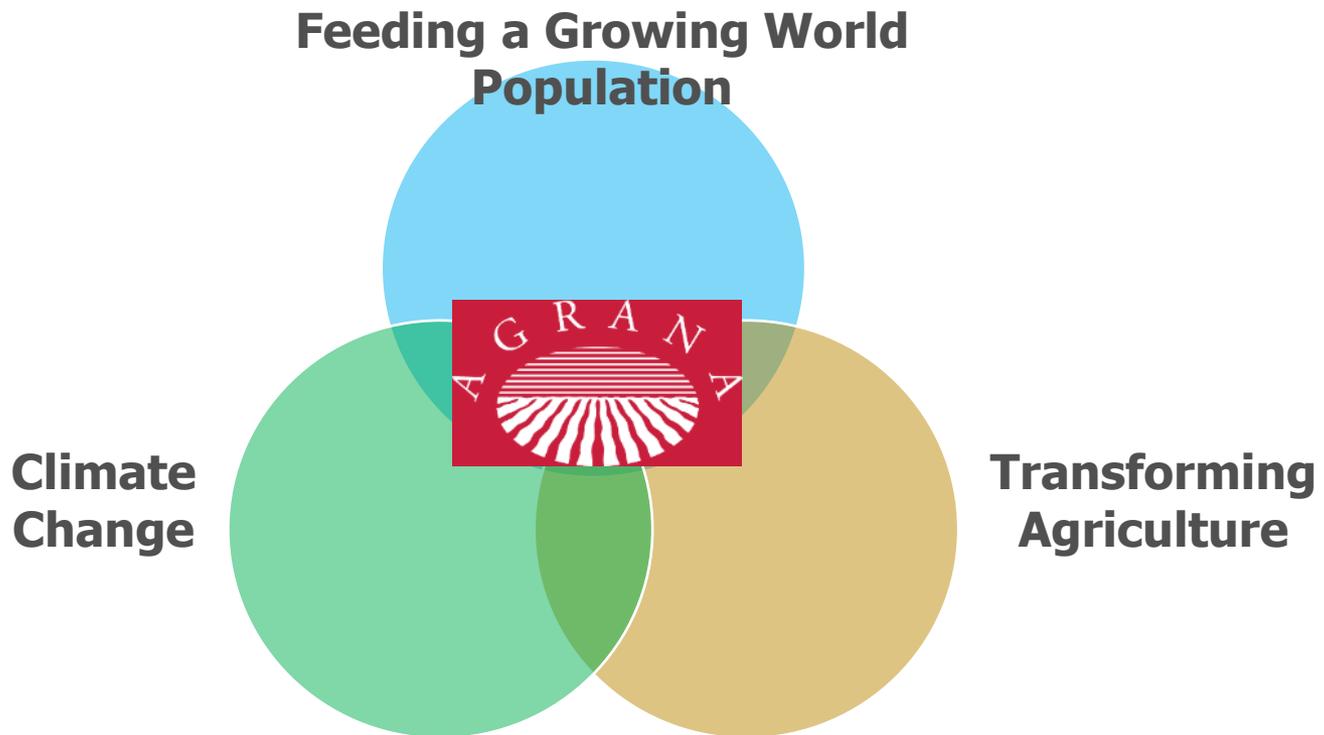
● Disruptive change ● Continuous change





AGRANA VERY WELL POSITIONED

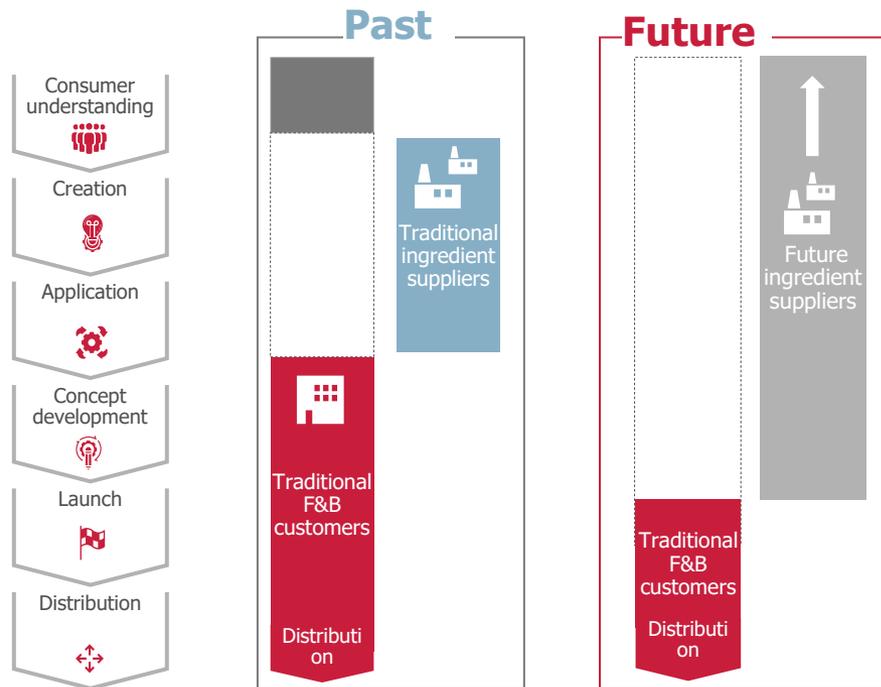
At the intersection of the three biggest challenges of our time





OPPORTUNITY FOR AGRANA

CUSTOMERS WANT SOLUTIONS NOT JUST INGREDIENTS



Customer Example:
Focus on **“Supplier-led innovation”**



FRUIT PREPARATIONS



Opportunities in

- Food Service
- Icecream
- Innovative Fruit Preps



EXAMPLE: SOLUTIONS FOR PLANT-BASED PRODUCTS

01

White Mass



Dairy Alternatives



Customized
Fruit Prep

04



All-in-one

NO
SUGAR
ADDED



Functional
Benefits





AUSTRIA JUICE



Opportunities in

- Beverage Compounds
- FTNF Aromas
- Composition Aromas



STARCH



Opportunities in

- Specialty Starches
- Organic Starches
- Technical Applications

Sustainability as driver



SEGMENTS FRUIT, STARCH AND SUGAR

MARKET ENVIRONMENT





H1 2022|23

MARKET ENVIRONMENT

Fruit segment

- Fruit preparations: due to the economically challenging times, with high inflation and continually rising energy costs in many parts of the world, consumers are increasingly focusing on **affordability** and on limiting themselves more to **essential products**
- Fruit juice concentrate: AGRANA was able to record **high customer call-offs** of apple juice concentrate in H1 2022|23

Starch segment

- Conditions in terms of **raw material availability, energy costs and security of energy supply**, as well as customers' declining purchase volumes, are creating comprehensive challenges across all product segments
- Volatility in the **fuel alcohol market** remained persistently high in the first half of 2022|23

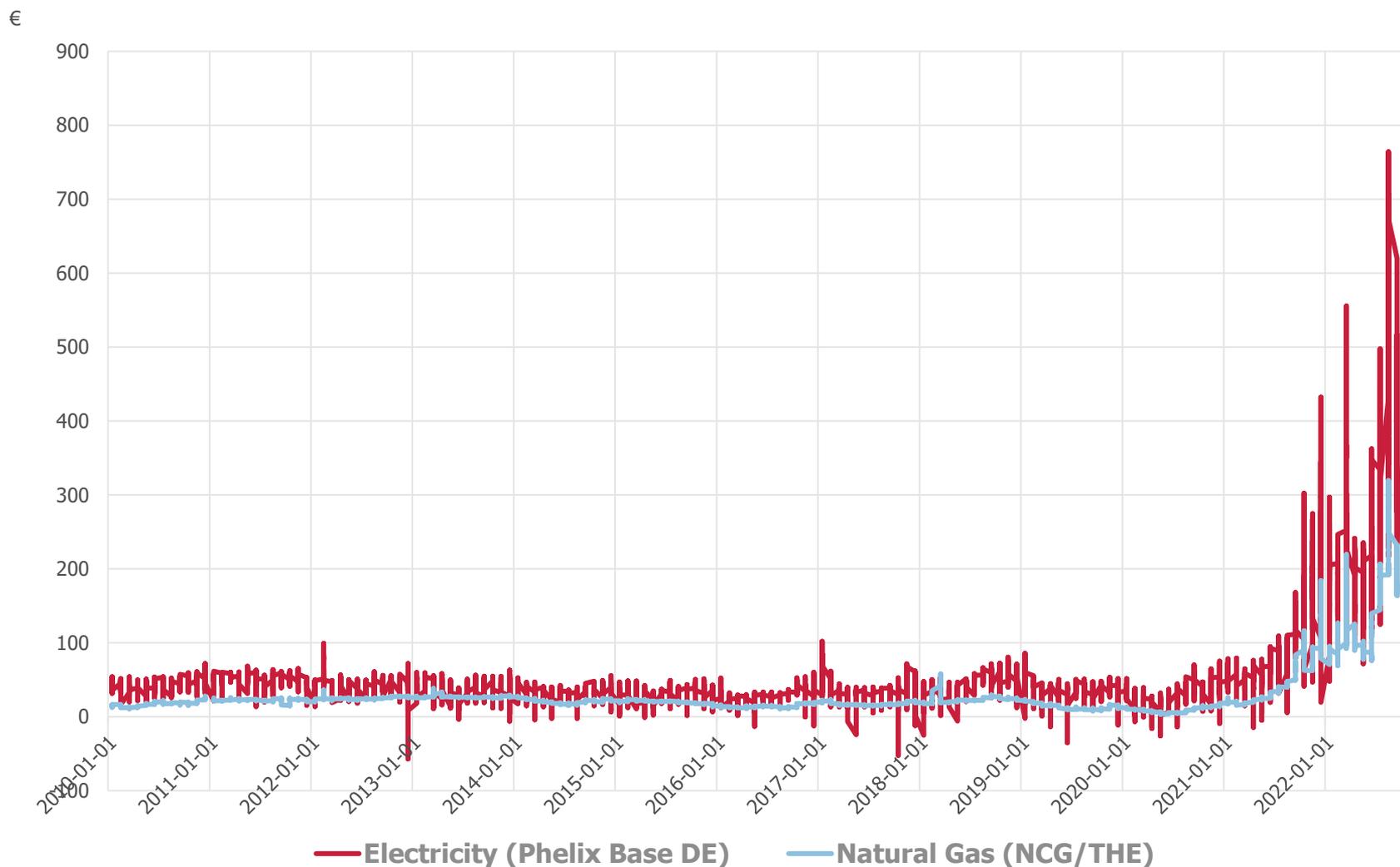
Sugar segment

- Most analyst houses expect EU **market prices to continue to rise sharply** in the coming weeks and months, as, besides the relationship between supply and demand in the EU, adjusted selling prices will also have to reflect sugar producers' increased production costs (notably for energy and beet)



PRICE DEVELOPMENT (JANUARY 2010 – OCTOBER 2022)

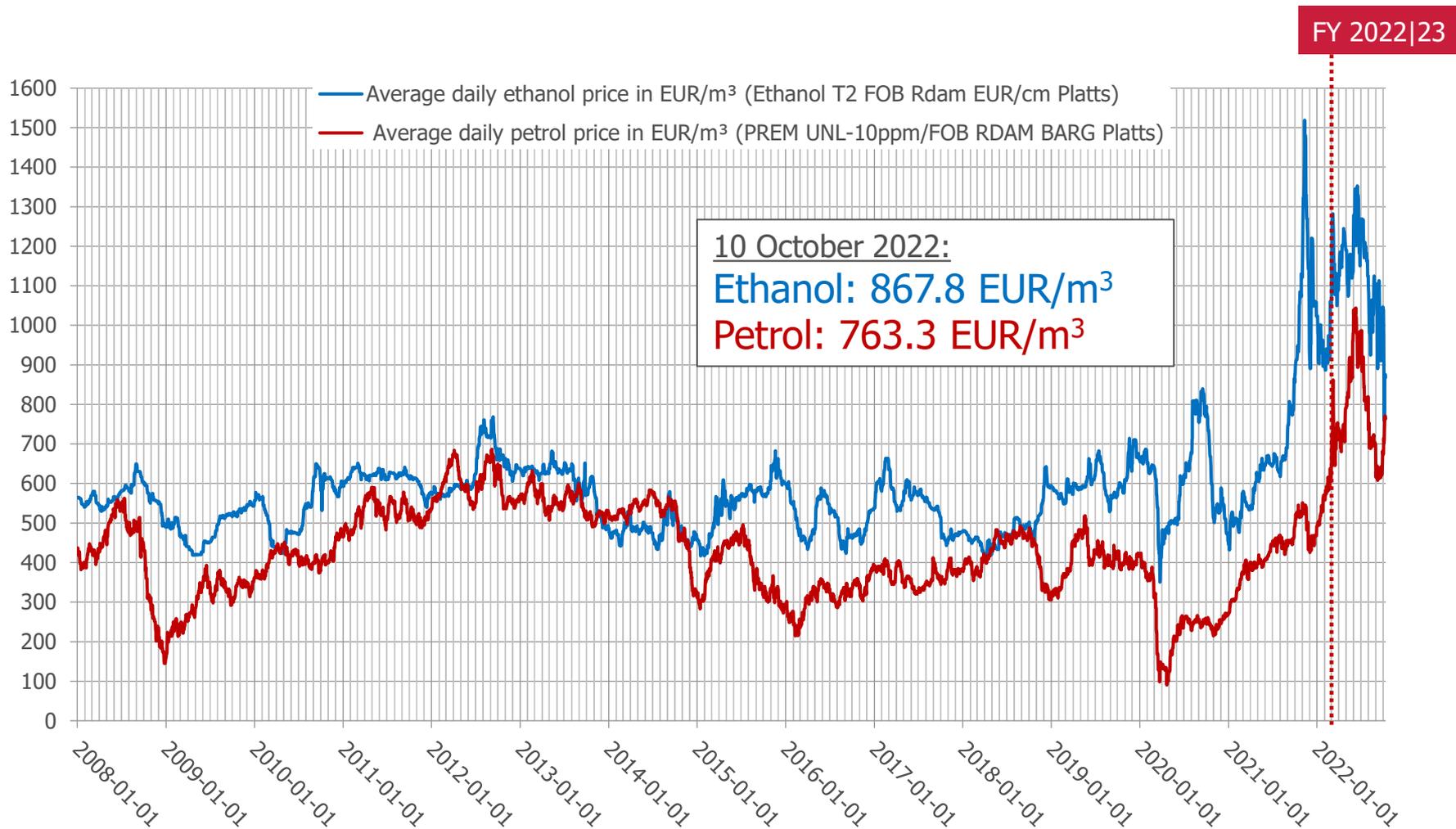
ELECTRICITY AND NATURAL GAS





1 JANUARY 2012 – 10 OCTOBER 2022 (EUR)

ETHANOL AND PETROL PRICES



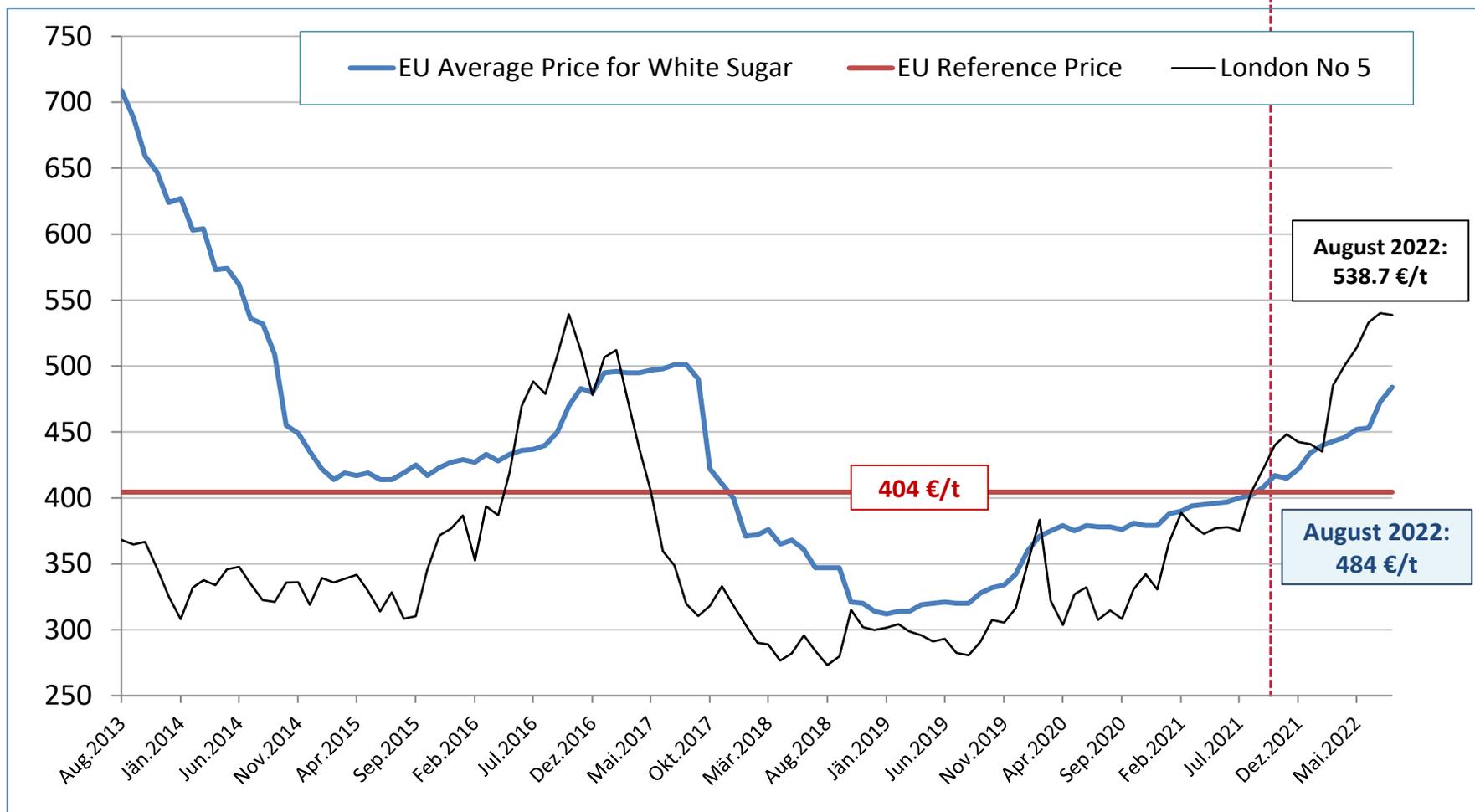


SUGAR PRICE REPORTING

MONTHLY EU AVERAGE PRICES

(AUGUST 2013 TO AUGUST 2022; € PER TONNE)

SMY 2021|22



Source: European Commission (as of 6 October 2022) and IEG Vantage (as of 29 September 2022)



AGRANA FOCUS ON ESG



AGRANA Sustainability:
<https://www.agrana.com/en/sustainability>



SCAN ME



OUR NET-ZERO AMBITION!



- **AGRANA is committed to the goal of net-zero emissions from production (scope 1 + 2) by 2040**
- **Goal by 2050: net-zero emissions across the whole value chain (scope 1 + 2 + 3)**
- Corporate Carbon Footprint (Scope 1+2+3) in base year 2019|20: 5.1 Mio. t CO_{2e}
 - Scope 1 (direct emissions of production sites): 11%
 - Scope 2 (indirect emissions of production sites): 7%
 - Scope 3 (up- and downstream value chain): 82%

Development of an AGRANA Climate Roadmap with intermediate targets in 2022|23

- **Reduction of scope 1+2 emissions by 50% by 2030 (vs. base year 2019 | 20)**
 - Current challenges in natural gas supply in the EU force AGRANA to partially switch to light heating oil to avoid production losses in the current and probably next business year, nevertheless, AGRANA is sticking to its ambitious 2030 target.
- **Reduction of scope 3 emissions by 30% by 2030 (vs. base year 2019 | 20)**
 - To achieve this, AGRANA will take a close look at our two main categories of impact:
the use of land and land use change effects, as well as the impact of the agricultural practices themselves.
- **Submission of science-based targets to the Science Based Target initiative in October 2022**





SEGMENTS FRUIT, STARCH AND SUGAR

RAW MATERIALS AND PRODUCTION





FRUIT SEGMENT



Fruit preparations

- Harvest of **strawberry**, the principal fruit, was completed in July in all relevant procurement markets; planned volume requirement was fully contracted
- In H1 2022|23, about **185,000 tonnes** of raw materials were bought for the fruit preparations activities
- **Energy costs** in the fruit preparations business were very significantly higher in the first six months of 2022|23 than one year earlier
- It was primarily the gas and electricity supply of the **European production sites** that became more expensive

Fruit juice concentrates

- AGRANA was able to process similarly high volumes as in the prior year thanks to good availability of **red berries**
- For **apples**, the principal fruit, good raw material availability is expected in the main crop production regions in the 2022 campaign



STARCH SEGMENT



Corn and wheat

- Receiving and processing of **freshly harvested wet corn** at the corn starch plant in Aschach, Austria, began at the end of August 2022
- A wet corn volume of about **120,000 to 130,000 tonnes** is expected to be received and its processing should be completed by mid-December
- Purchasing of feedstock from the 2021 crop for the facilities in Aschach and Pischelsdorf is complete; including the amounts contracted from the 2022 harvest, the **bulk of the raw material supply for the 2022 | 23 FY is secured**

Potatoes

- On 29 August 2022 the potato starch factory in Gmünd, Austria, began the processing of starch potatoes from the 2022 harvest
- Contract fulfilment by the growers is expected to reach about **90% of the contracted amount** of starch potatoes
- **Average starch content** of approximately **19.5%** will represent an increase from the prior year's 18.5%

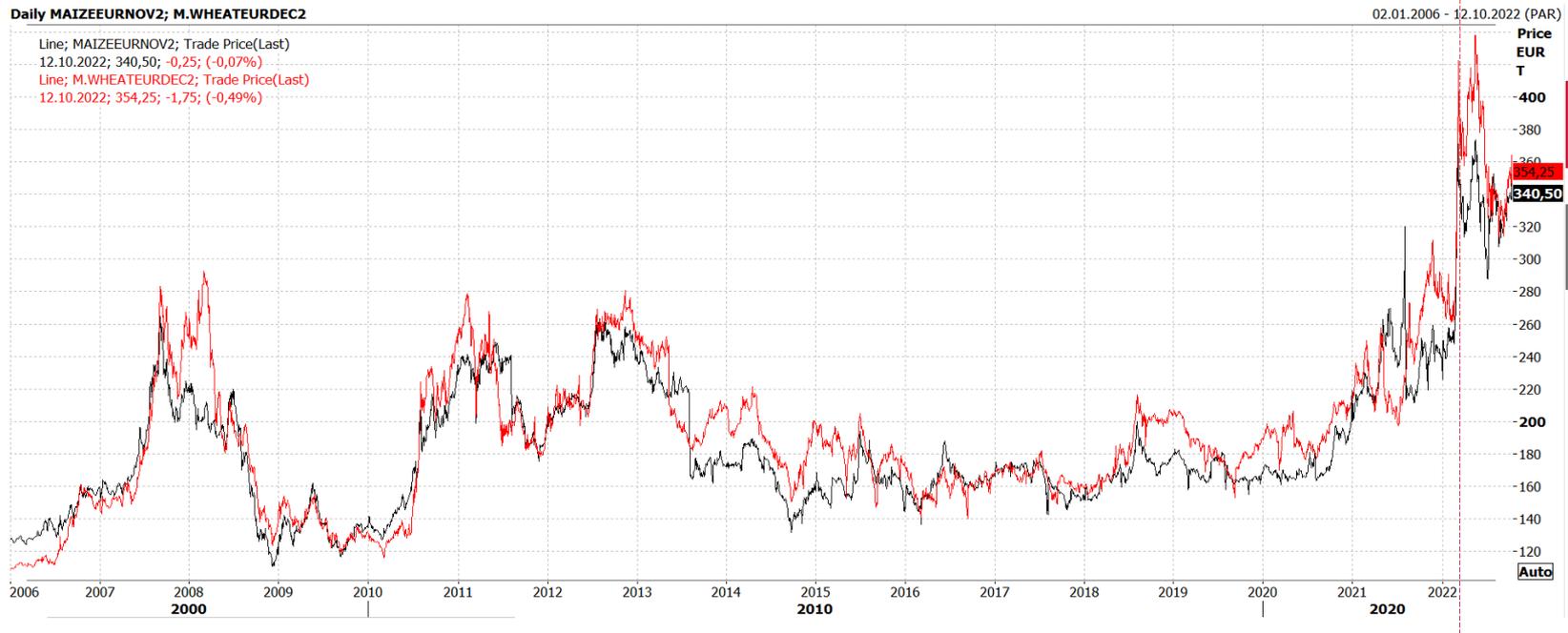


WHEAT & CORN (EURONEXT, PARIS) COMMODITY PRICES

1 January 2006 – 12 October 2022 (EUR)

FY 2022|23

Daily MAIZEEURNOV2; M.WHEATEURDEC2



Wheat (Paris)

12 Oct. 2022:
354.3 EUR/t

Corn (Paris)

12 Oct. 2022:
340.5 EUR/t



SUGAR SEGMENT



- **Area contracted** by AGRANA with its growers in the 2022 crop year was about **74,000 hectares** (2021: around 86,000 hectares)
- In **Austria**, the contract area for beet production was reduced by about 5% from the prior year, to **just under 34,000 hectares**
- First factories to launch the **2022 beet campaign** began processing in the middle of September
- Based on the current estimate of beet volume, **capacity utilisation** at the factories is expected to be 16% lower than in last year's campaign
- About **150,000 tonnes of raw sugar was refined** at the AGRANA raw sugar refinery in Buzau, **Romania**
- Group's plant in **Bosnia and Herzegovina** as well ran a raw sugar campaign from May to August, producing about **50,000 tonnes** of white sugar
- At the Tulln, Austria, site, the betaine **crystallisation plant had to be shut down** at the beginning of April 2022 due to a lack of raw materials

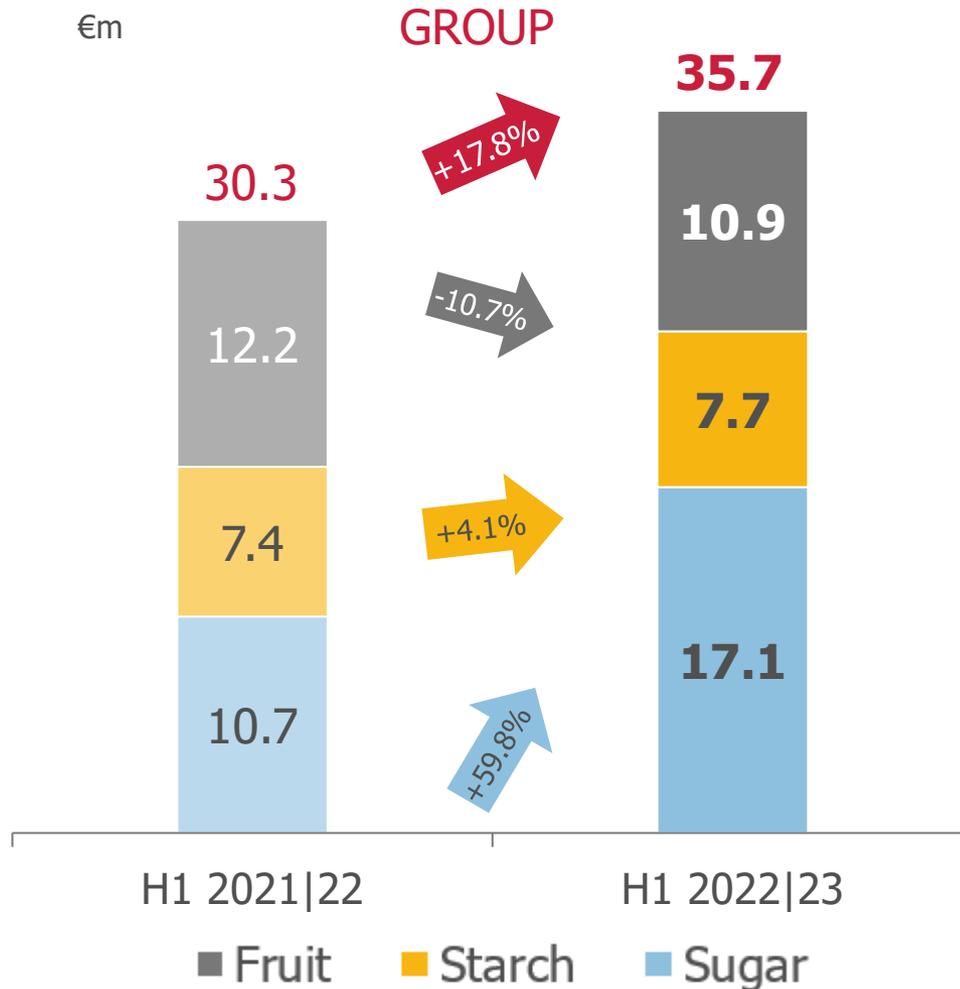


H1 2022|23

INVESTMENT



MOST IMPORTANT PROJECTS IN THE GROUP INVESTMENT OVERVIEW



H1 2022|23

FRUIT

- Mitry-Mory, France (new stainless steel containers)
- Dachang, China (completion of the application laboratory)

STARCH

- Aschach, Austria (speciality corn processing)
- Aschach and Gmünd, Austria (wastewater treatment)

SUGAR

- Sered', Slovakia (replacement of evaporators)
- Buzău, Romania (conversion of packaging plants)



ENERGY

SUPPLY SECURITY - HEATING OIL AS A SHORT-TERM ALTERNATIVE TO NATURAL GAS

- AGRANA and its sites are part of the energy-intensive industry
- **Security of supply:** Switch to extra-light heating oil to ensure continuity of production, especially during campaigns
 - Installation of **heating oil burners** for steam generation at **all Austrian sites**
 - In the event of a natural gas outage, **production can be maintained** with some restrictions
 - Delivery of approx. **40,000 tonnes of heating oil** by rail and truck (October to March)
 - Will replace more than **450,000 MWh gas** during critical winter period

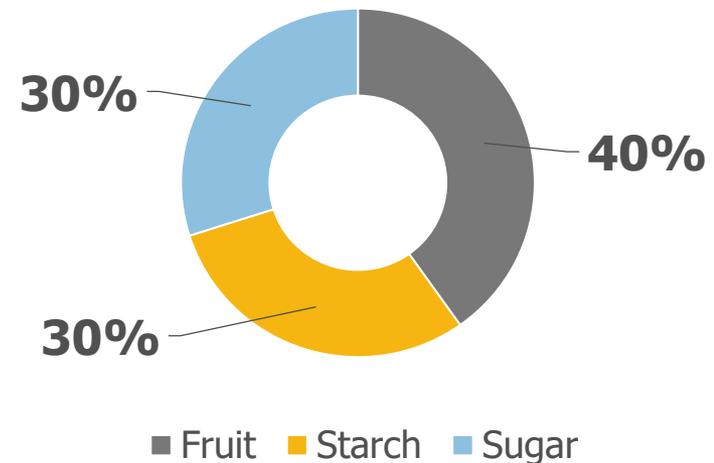




INVESTMENT PLAN

- **Total investment** across the three business segments in the 2022|23 financial year, at approximately **€ 107 million**
- Expected to exceed the 2021|22 level, but to be below this year's **budgeted depreciation** of about **€ 120 million**

Investment split 2022|23
(€ ~107 million)





H1 2022|23

FINANCIALS

AGRANA Key Figures:
<https://www.agrana.com/en/ir/key-figures-agrana-group/key-figures>



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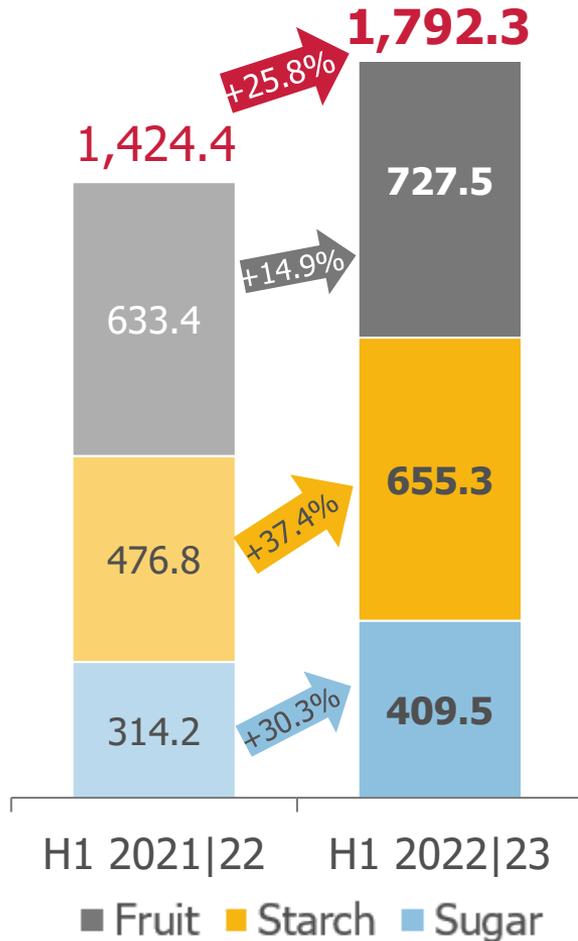


H1 2022|23 VS PRIOR YEAR

REVENUE BY SEGMENT

€m

GROUP



FRUIT

- Fruit preparations revenue rose for price reasons, while the increase in fruit juice concentrate revenue was additionally driven by volume

STARCH

- Extreme increases in raw material and energy costs made it necessary to pass on the rise in manufacturing costs to customers
- Most significant driver of the revenue growth in the first six months of 2022|23 was the powerful increase in ethanol prices

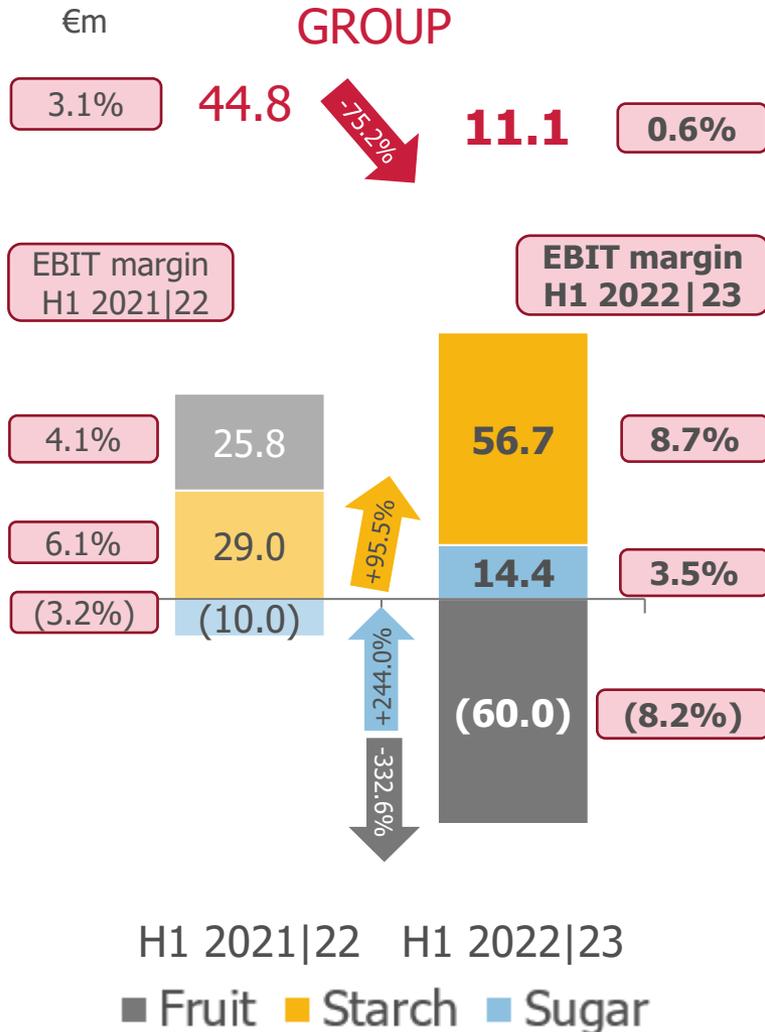
SUGAR

- Increased sales volumes and significantly higher selling prices
- Price gains especially with resellers were significant, but the trend in the industrial sector was also very positive



H1 2022|23 VS PRIOR YEAR

EBIT BY SEGMENT



FRUIT

- Non-cash impairment of € 91.2 million on assets and goodwill was recognised in exceptional items
- Operationally, profitability in fruit preparations was significantly less than one year earlier; deterioration was attributable mainly to a mixed business performance in the Europe region and in Asia-Pacific
- In the fruit juice concentrate business, profit rose very significantly thanks to improved contribution margins for apple juice concentrate from the 2021 harvest

STARCH

- Main reason for the significant increase was the high-margin ethanol business
- Earnings contribution of the equity-accounted HUNGRANA group rose from € 6.9 million to € 7.1 million; unusually high raw material prices for Hungary were offset by higher ethanol sales prices

SUGAR

- Very significant improvement from the double-digit loss of the year-earlier period
- De to significantly increased margins in the spot business thanks to an improved sales price environment
- For the AGRANA-STUDEN group, a joint venture, EBIT in the full 2022|23 financial year is expected to reach a historic high



CONSOLIDATED INCOME STATEMENT

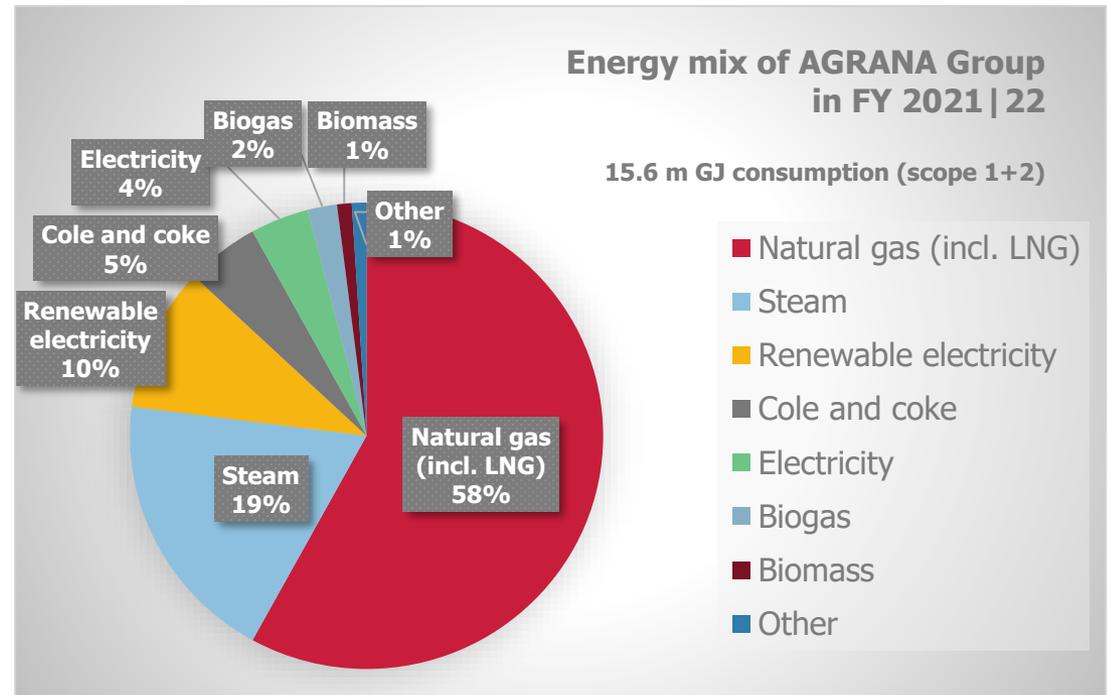
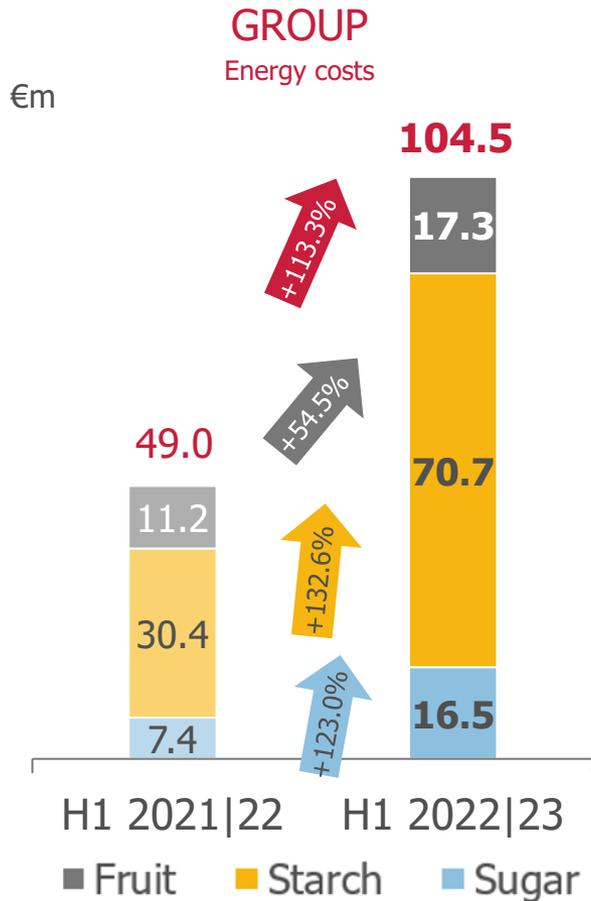
€m (condensed)	H1 2022 23	H1 2021 22	Q2 2022 23	Q2 2021 22
Revenue	1,792.3	1,424.4	906.0	718.6
EBITDA ¹	141.2	94.0	69.1	49.2
Operating profit before except. items and results of equity-accounted JV	86.5	41.0	41.6	22.3
Share of results of equity-accounted JV	13.5	6.1	6.9	3.9
Exceptional items	(88.9)	(2.3)	(89.0)	(2.3)
EBIT	11.1	44.8	(40.5)	23.9
EBIT margin	0.6%	3.1%	(4.5%)	3.3%
Net financial items	(10.2)	(7.1)	(4.4)	(3.3)
Profit/(loss) before tax	0.8	37.7	(45.0)	20.6
Income tax expense	(17.8)	(10.6)	(8.1)	(5.6)
(Loss)/profit for the period	(17.0)	27.1	(53.1)	15.0
Attributable to shareholders of the parent	(21.5)	28.0	(55.6)	15.3
(Loss)/earnings per share	(€ 0.34)	€ 0.45	(€ 0.89)	€ 0.24

¹ EBITDA represents operating profit before exceptional items, results of equity-accounted joint ventures, and operating depreciation and amortisation.



TOTAL AND BY SEGMENT

ENERGY COSTS IN H1 2022|23





NET FINANCIAL ITEMS | TAX RATE

€m	H1 2022 23	H1 2021 22	Change
Net interest expense	(4.3)	(3.7)	-16.2%
Currency translation differences	(3.9)	(2.1)	-87.7%
Other financial items	(2.0)	(1.3)	-53.8%
Total	(10.2)	(7.1)	-44.3%

€m	H1 2022 23	H1 2021 22	Change
Profit before tax	0.8	37.7	-97.9%
Income tax expense	(17.8)	(10.6)	-67.9%
Tax rate	>100%	28.1%	>1,000pp



CONSOLIDATED CASH FLOW STATEMENT

€m (condensed)	H1 2022 23	H1 2021 22	Change
Operating cash flow before changes in working capital	135.3	90.9	+48.8%
Changes in working capital	(166.9)	(34.7)	-381.0%
Interest received and paid and income tax paid, net	(11.9)	(16.9)	+29.6%
Net cash (used in)/from operating activities	(43.5)	39.3	-210.7%
Net cash (used in) investing activities	(29.3)	(23.0)	-27.4%
Net cash from financing activities	93.0	5.3	>+1,000%
Net increase in cash and cash equivalents	20.2	21.6	-6.5%



CONSOLIDATED BALANCE SHEET

€m (condensed)	31 Aug 2022	28 Feb 2022	Change
Non-current assets	1,048.6	1,135.0	-7.6%
Current assets	1,607.1	1,508.6	+6.5%
Total assets	2,655.7	2,643.6	+0.5%
Equity	1,257.8	1,281.5	-1.8%
Non-current liabilities	466.6	477.5	-2.3%
Current liabilities	931.3	884.6	+5.3%
Total equity and liabilities	2,655.7	2,643.6	+0.5%
Equity ratio	47.4%	48.5%	-1.1pp
Net debt	657.4	532.0	+23.6%
Gearing	52.3%	41.5%	+10.8pp



2022|23

FINANCIAL OUTLOOK



AGRANA GROUP

OUTLOOK FOR 2022|23

EBIT 2022|23 

Operating. profit 2022|23 

Revenue 2022|23 

This forecast is based on the assumption that the war in Ukraine remains regionally limited, that the physical supplies of energy and raw materials are ensured and that the significantly risen purchasing prices especially for raw materials and energy can be passed on in adjusted customer contracts.



AGRANA SEGMENTS

OUTLOOK FOR 2022|23

FRUIT

Revenue	↑↑
EBIT	↓↓↓
Op. profit	↓↓

STARCH

Revenue	↑↑
EBIT	↓
Op. profit	→

SUGAR

Revenue	↑↑
EBIT	↑↑↑
Op. profit	↑↑↑



AGRANA GROUP

OUTLOOK FOR Q3 2022|23

Q3 2021 | 22 (3 months)
EBIT: € 31.2 million

Q3 2022 | 23
EBIT





2022|23 AND 2023|24

FINANCIAL CALENDAR

12 January 2023

Results for first three quarters of 2022 | 23

17 May 2023

Results for full year 2022|23 (annual results press conference)

27 June 2023

Record date for Annual General Meeting participation

6 July 2023

Results for first quarter of 2023|24

7 July 2023

Annual General Meeting in respect of 2022|23

12 July 2023

Ex-dividend date

13 July 2023

Record date for dividend

14 July 2023

Dividend payment date

AGRANA Financial Calendar:
<https://www.agrana.com/en/ir/ir-calendar>



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Quantitative definitions of selected common modifying words used:

Modifier	Visualisation	Numerical rate of change
Steady	→	0% up to +1%, or 0% to -1%
Slight(ly)	↗ or ↘	More than +1% and up to +5%, or more than -1% and up to -5%
Moderate(ly)	↑ or ↓	More than +5% and up to +10%, or more than -5% and up to -10%
Significant(ly)	↑↑ or ↓↓	More than +10% and up to +50%, or more than -10% and up to -50%
Very significant(ly)	↑↑↑ or ↓↓↓	More than +50% or more than -50%