



FRUIT STARCH SUGAR

The natural upgrade



Corporate presentation 2022
AGRANA Beteiligungs-AG



OVERVIEW

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ABOUT US

AGRANA FACTS

- We refine agricultural raw materials, turning them into a range of different industrial products to supply local producers as well as large multinational companies active in the food processing industry, in particular
- We also serve the end-consumer market in the Sugar segment with country-specific brands such as „Wiener Zucker“ in Austria


9,000
employees


55
production sites


2.9€ bn
revenue



World market leader in the production of

FRUIT

SUPPLIER PREPARATIONS



Major manufacturer of customer-specific

STARCH

PRODUCTS



Leading

SUGAR

SUPPLIER

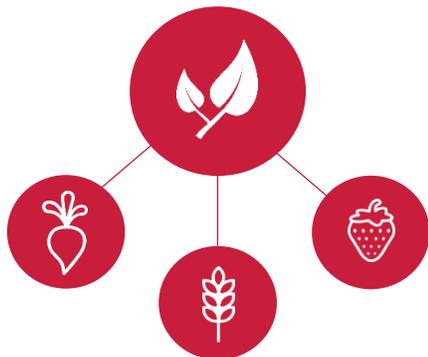
In Central, Eastern & South-Eastern Europe



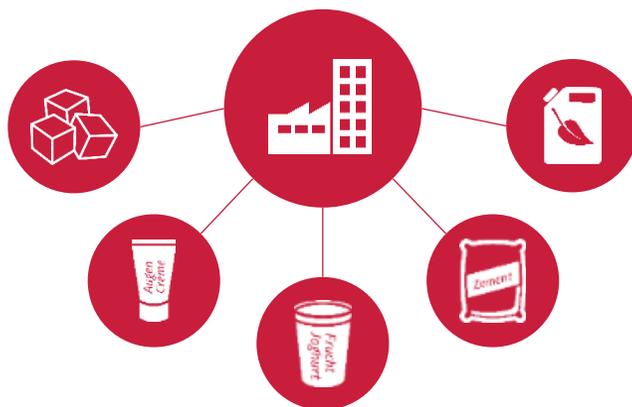
STRATEGIC POSITIONING B2B

WE ALL CONSUME AGRANA (PRODUCTS)

At the beginning there is always agriculture...



AGRANA refines agricultural raw materials...



AGRANA supplies the Big Names...



confectionery, beverage, fermentation industries, food retailers; paper, textile, pharmaceutical industries; feed industry; dairy, ice-cream, bakery industries and many more



We all consume AGRANA every day...





AGRANA-PRODUCTS IN DAILY LIFE

AT A GLANCE

FRUIT



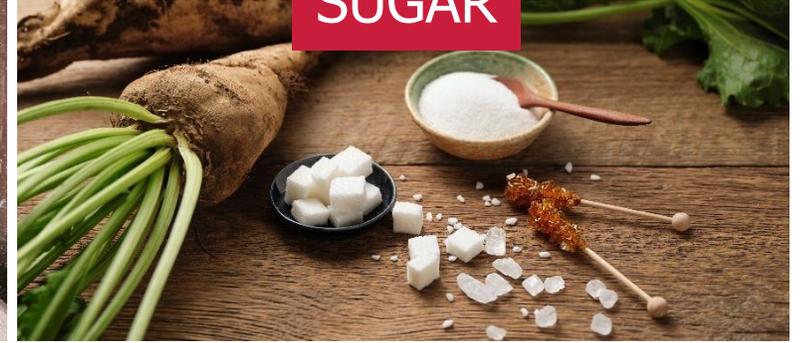
- fruit preparations in dairy products, ice-cream, in baked goods or as fruit decoration
- fruit juice concentrates in soft drinks and alcoholic beverages

STARCH



- as food ingredients, e.g. for sauces, potato products etc.
- as child and infant food
- for cosmetic products
- for technical applications, e.g. for paper finishing
- as animal feeds
- for bioethanol

SUGAR

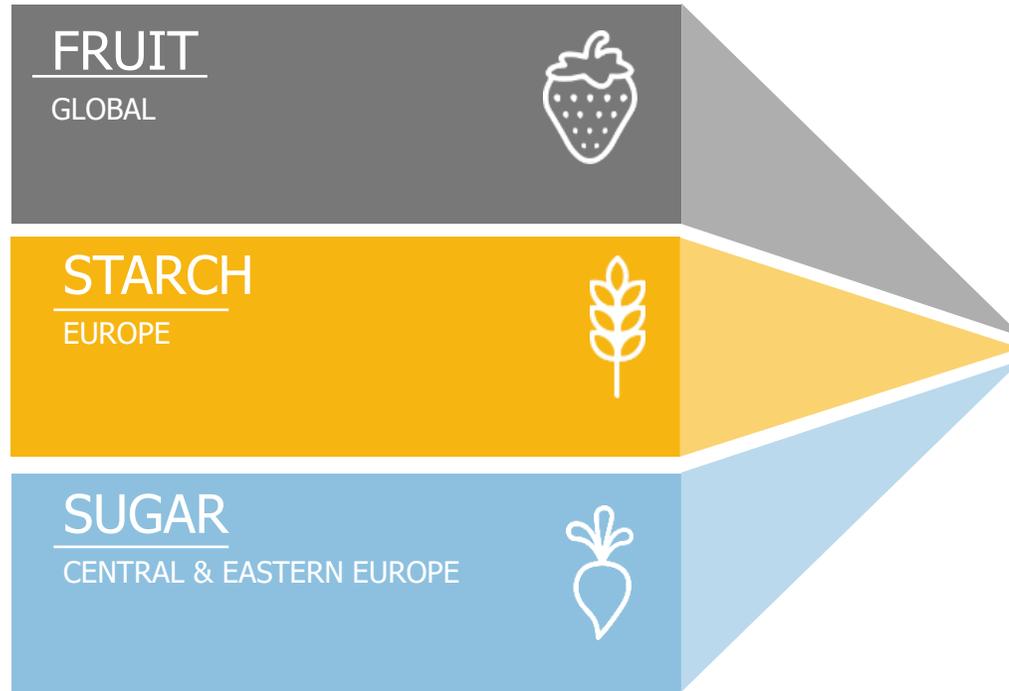


- for consumers: „Wiener Zucker“ (20%)
- for food producers:
 - e.g. for pastries, confectionery, dairy products, preserves, drinks etc. (80%)



REFINING OF AGRICULTURAL RAW MATERIALS **STRATEGY**

Customer- and market-oriented global growth



Organic growth, and adding value by tailor-made products

Customer- and market-oriented growth in CEE and Southeastern Europe

Synergies

Use synergies between business segments to position the Group optimally for the increasingly volatile operating environment in the segments

Investors & Customers

Balance of risk, exchange of know-how between the segments, cost savings through synergies

Capital market

A long-term asset for shareholders



INTERNATIONAL PRODUCTION MEETS INT. CUSTOMERS

55 PRODUCTION SITES WORLDWIDE

FRUIT

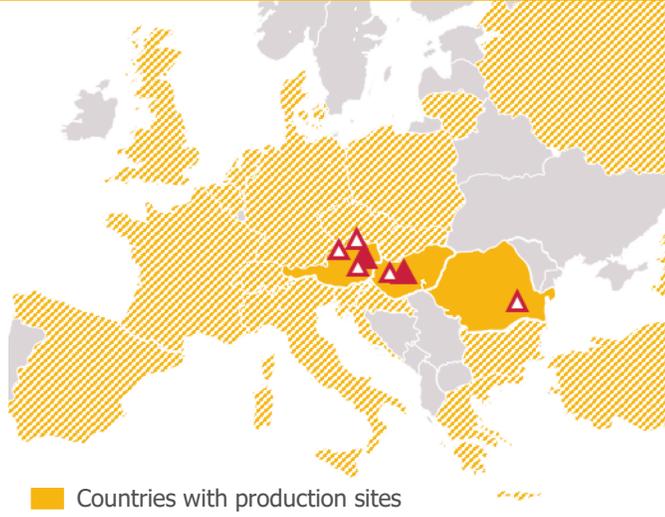
26 fruit preparation plants and
14 fruit concentrate plants



- Countries with production sites
- Potential Growth Regions

STARCH

5 starch plants
(incl. 2 bioethanol plants)



- Countries with production sites
- ▨ Main markets
- ▲ Starch plants
- ▲ Bioethanol plants

SUGAR

7 sugar beet plants
2 raw sugar refineries &
1 Instantina plant



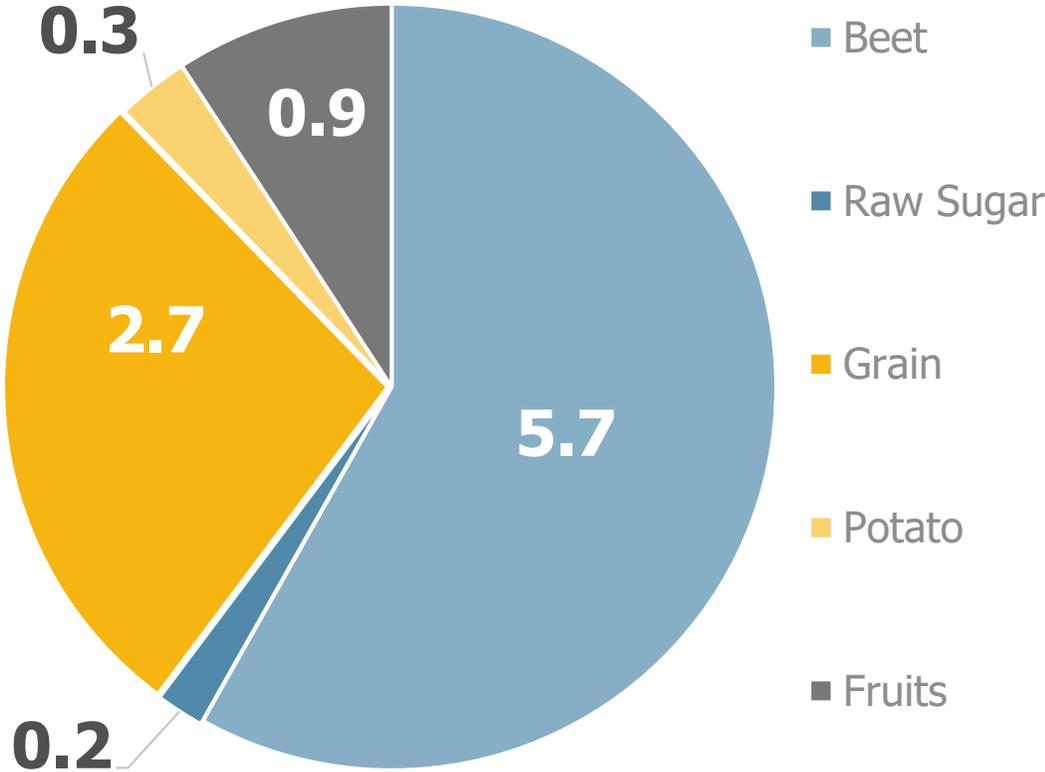
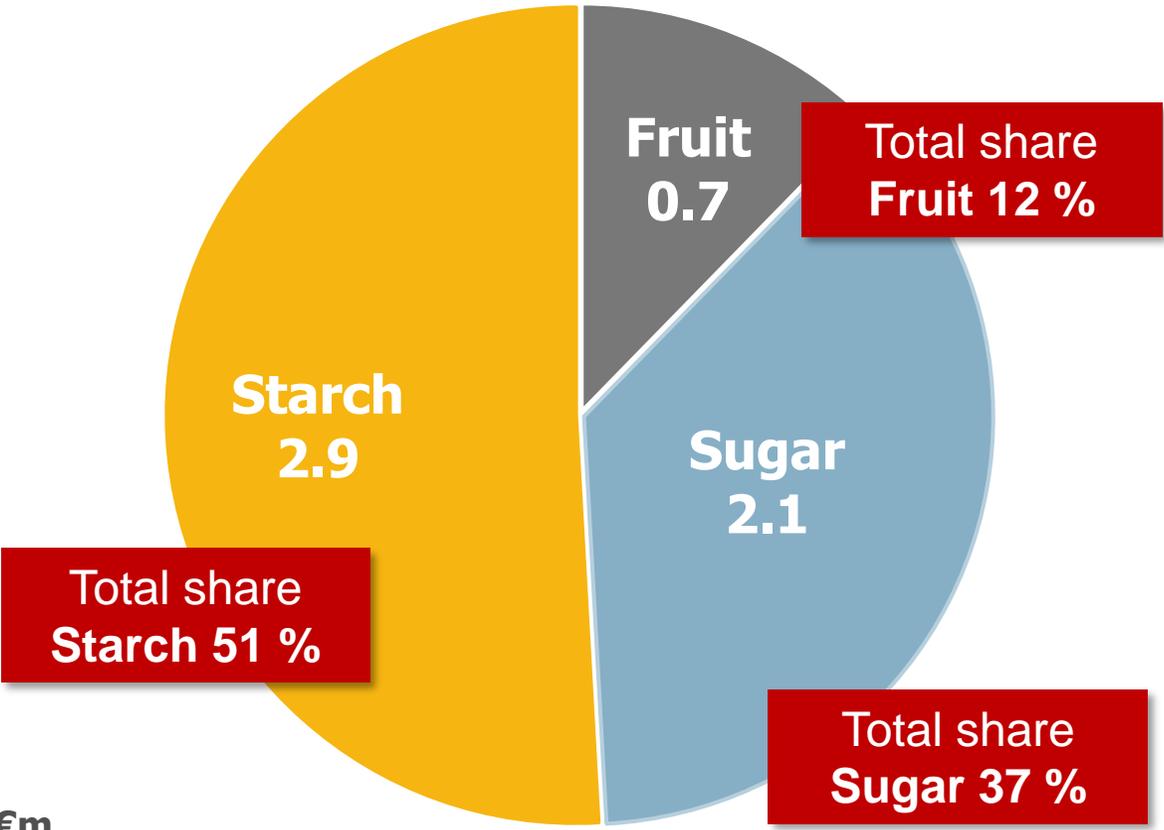
- Countries with plants
- ▨ Other markets
- Beet sugar plants
- Raw sugar refinery
- Distribution centre
- * Also with refining activities



QUANTITY OVERVIEW

Sales: 5.7 million tonnes

Raw material processing: 9.8 million tonnes



€m



GROUP STRUCTURE

AGRANA Beteiligungs-AG



55 sites
8,877 employees
~ 2.9 € bn revenue

FRUIT

STARCH

SUGAR

AGRANA Internationale
Verwaltungs- & Asset Management
GmbH

40 sites
5,772 employees
1,251.0 €m revenue

AGRANA Stärke GmbH

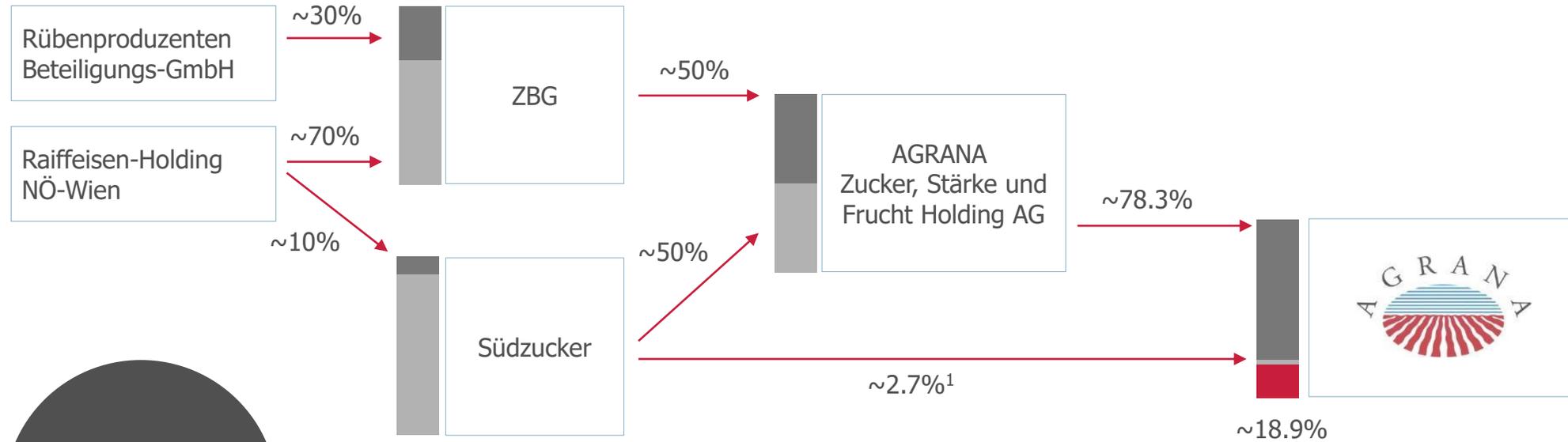
5 sites
1,171 employees
1,010.4 €m revenue

AGRANA Sales & Marketing GmbH
AGRANA Zucker GmbH

10 sites
1,934 employees
640.0 €m revenue



SHAREHOLDER STRUCTURE

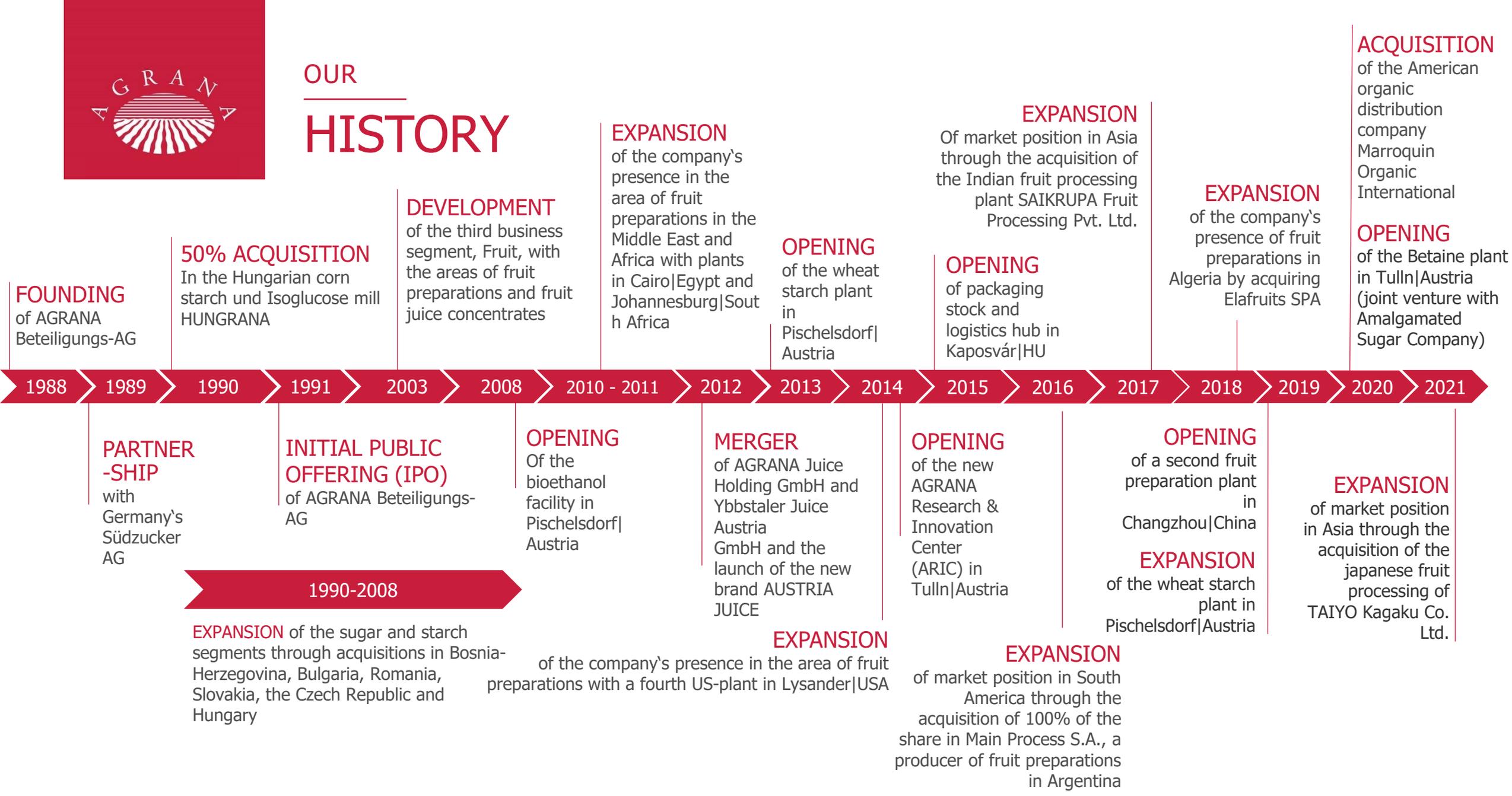


TOTAL:
62,488,976 shares

¹ directly held by Südzucker



OUR HISTORY

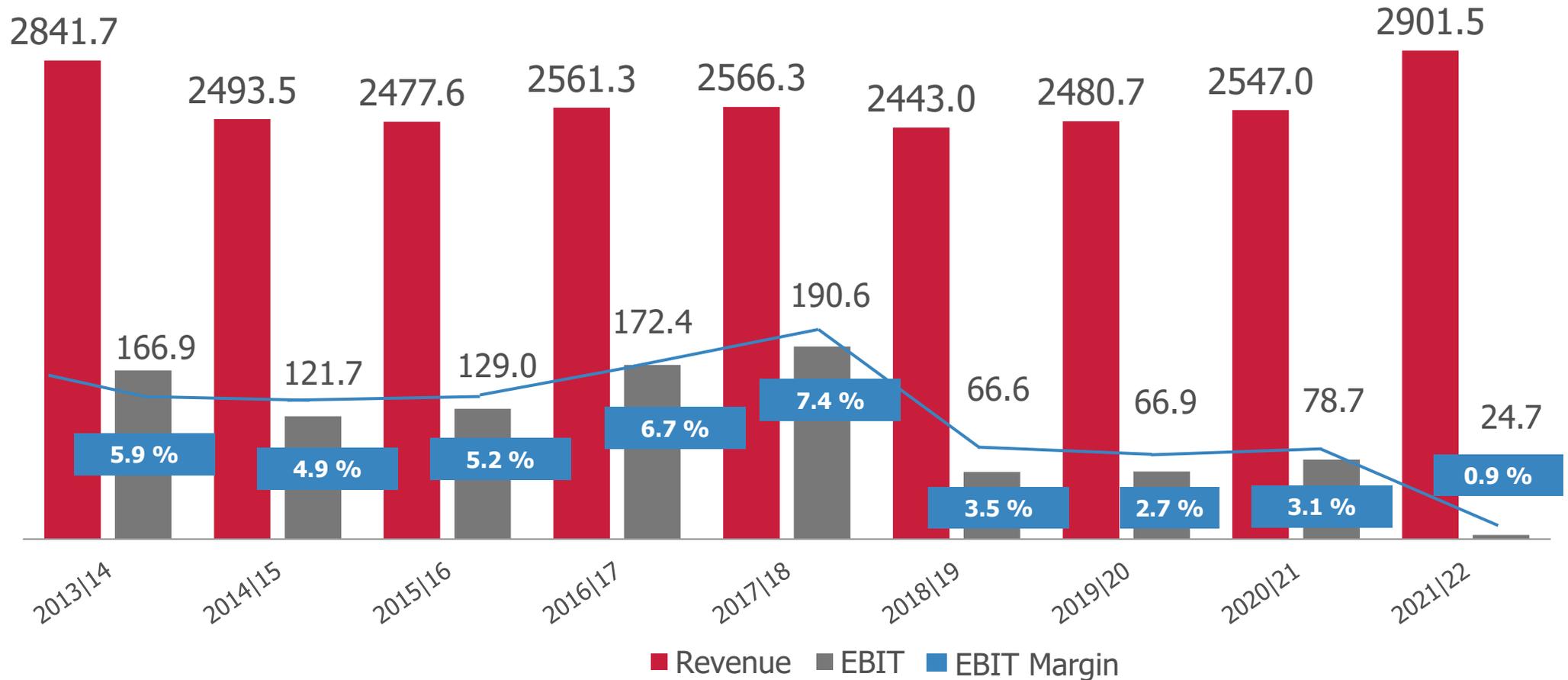




2013|14 – 2021|22

REVENUE-, EBIT- AND MARGIN DEVELOPMENT

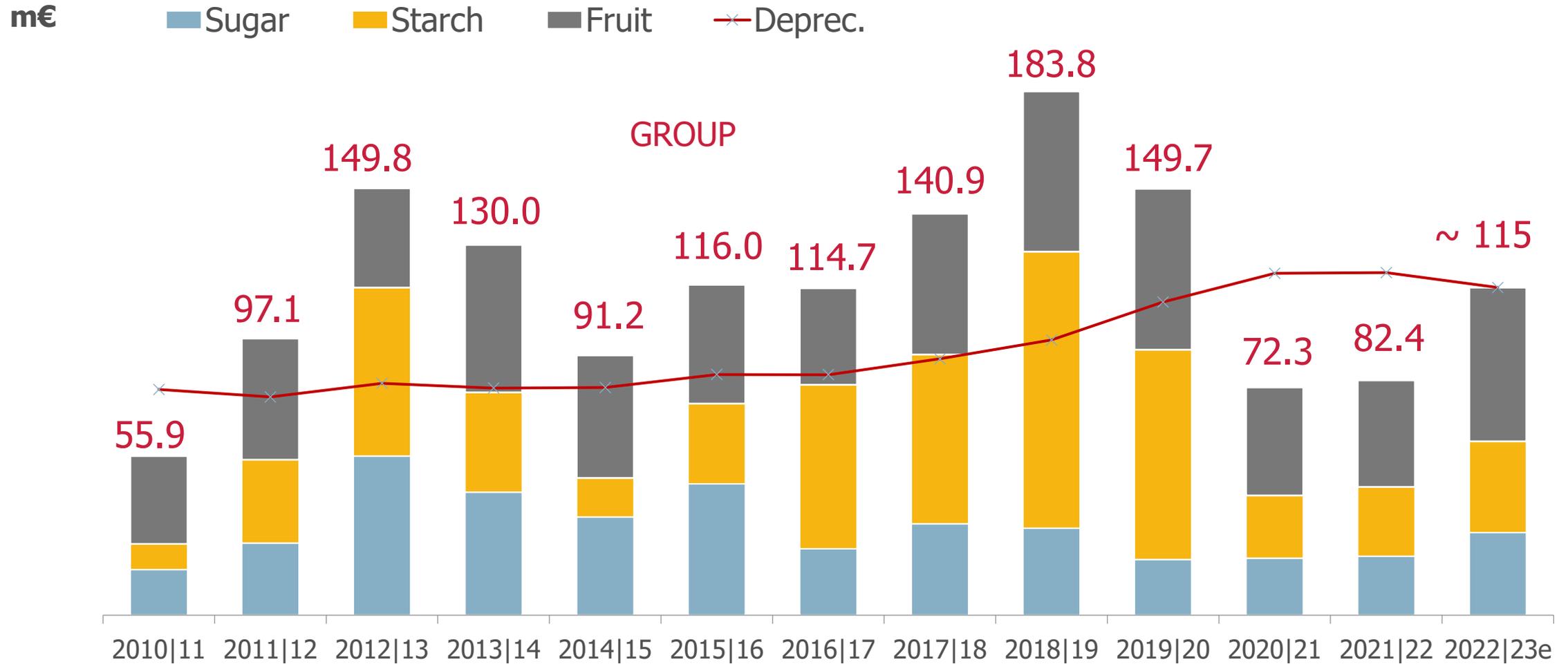
m€





CAPEX EVOLUTION

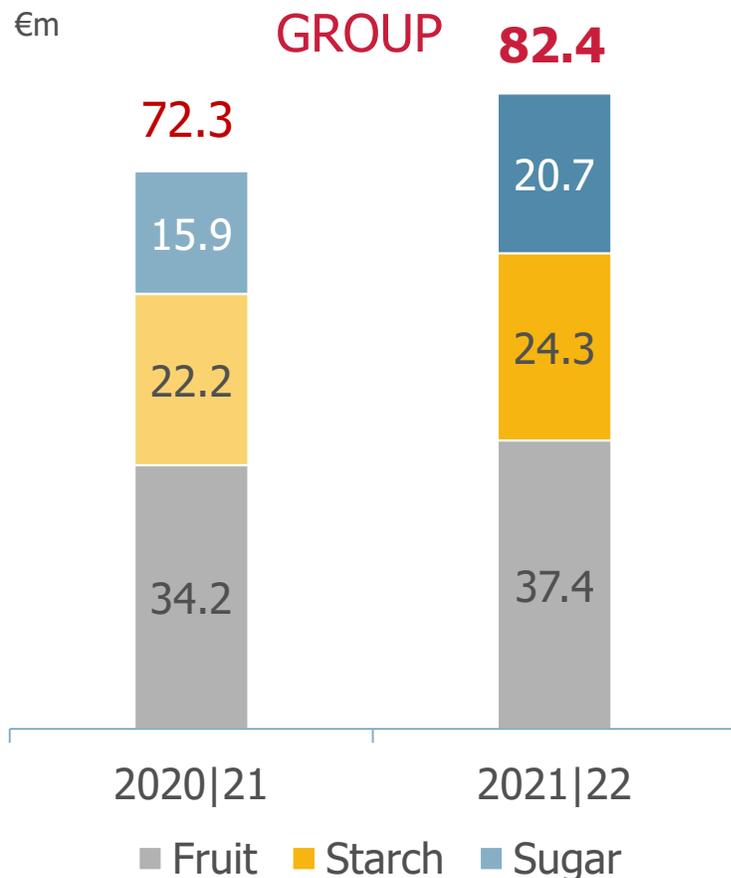
€ 1.5 billion
investment in the
last 12 financial years





INVESTMENT BY SEGMENT

2021|22



FRUIT

- New filling plant in Mitry-Mory (France)
- Upgrading and capacity expansion of the existing cooling system + heat recovery from the compressors, in Mitry-Mory
- New construction of an application laboratory (Dachang, China)
- New construction of the US headquarters in Brecksville, Ohio (the property was acquired in February 2022)

STARCH

- Measures to increase specialty corn processing in Aschach (Austria)
- Upgrading of the drum drying plant for the production of potato flakes in Gmünd (Austria)
- Efficiency improvements to the spray drying towers in Gmünd
- Expansion of the company wastewater treatment plant in Gmünd

SUGAR

- Investments in energy efficiency and product quality, f.e. Switch from coal to natural gas at the Sered' sugar plant, Slovakia



SEGMENT

FRUIT





FRUIT SEGMENT

- Processing of fruit in the gentlest way possible, applying state-of-the-art production processes. Refinement of fruit into top quality fruit preparations and fruit juice concentrates
- fruit juice concentrate business: operated by AUSTRIA JUICE (formerly Ybbstaler) as a joint venture between AGRANA and RWA (Raiffeisen Ware Austria AG)
- AGRANA Fruit ...
 - is the global market leader in producing fruit preparations for the dairy, baking and ice-cream industries
 - is a leading producer of fruit juice concentrates in Europe and
 - has established a global presence based on its production facilities and international sales activities





FRUIT PREPARATION – WHAT IS IT ABOUT?

FRUIT



... most important ingredient of fruit preparations

- Frozen (IQF or block)
- Aseptic
- Purees
- Concentrates

+

SUGAR



... sweetens and supports taste and durability

- Crystal sugar
- Liquid sugar (syrup)
- Other sweeteners
- Thickeners create a good mouth-feel and prevent emulsions
 - Pectins | Starch | Guar | Xanthan ...

=

FRUIT PREPARATIONS



optional flavors and colours for an even fruitier taste and an intense colour



SEGMENT

STARCH





STARCH SEGMENT

- Processing and refinement of top-quality corn, wheat and potatoes to create a variety of different, highly refined starch products
- Manufacture of products made of valuable raw materials at the highest quality level, using modern, environmentally friendly methods
- Starch and special starch products (e.g. organic and GMO free starch) to numerous industrial sectors:
 - food and beverage industries
 - plastic industry
 - paper and paper processing industry
 - textile industry
 - construction chemicals industry
 - pharmaceutical and cosmetic industries





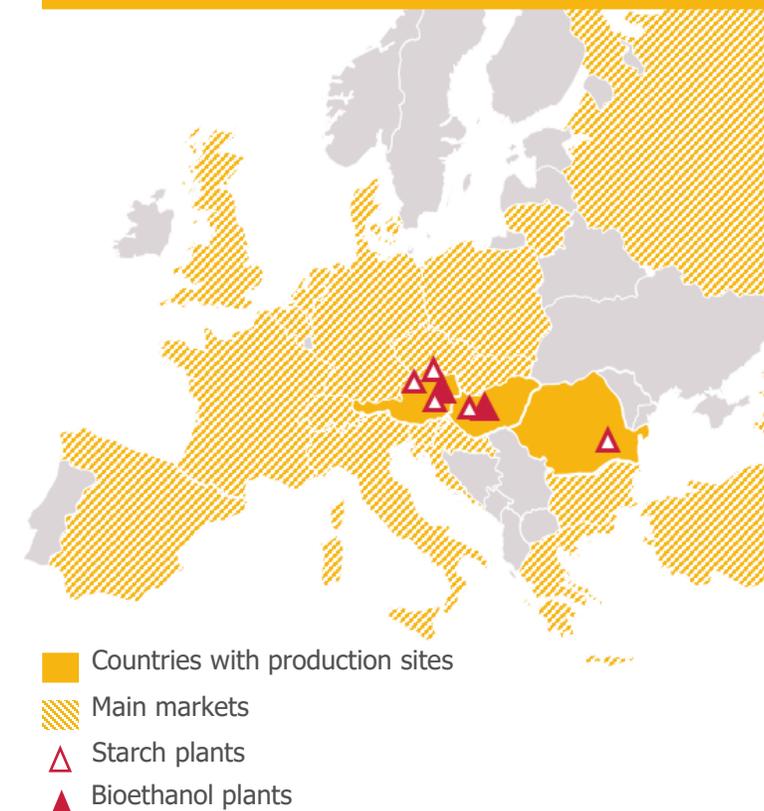
STARCH SEGMENT

MARKET POSITION

- Austrian production sites:
 - potato starch factory in Gmünd|AUT
 - corn starch plant in Aschach|AUT
 - Bioethanol & wheat starch plant in Pischelsdorf|AUT
- AGRANA Stärke GmbH: operational management and coordination of international holdings in Hungary and Romania
- Focus on highly refined speciality products
- Innovative, customer-driven products supported by application advice
- Leading position in organic and in GMO-free starches for the food industry
- Bioethanol business: part of the Starch segment

STARCH

5 starch plants
(incl. 2 bioethanol plants)





SEGMENT

SUGAR





SUGAR SEGMENT

- Sugar
 - is obtained from sugar beet without any additives → pure, natural product
 - is a natural provider of energy as part of a balanced diet
- AGRANA: market leader in Austria and top provider in Eastern and South-Eastern Europe
- Close partnerships with sugar beet growers: AGRANA offers wide range of advice on growing sugar beet
- End-consumer-market is served with country-specific brands
- Europe's largest producer of organic sugar:
 - 'Wiener Bio Kristall- und Staubzucker': sugar made from organically grown Austrian beet
- AGRANA Sales & Marketing GmbH as a central sales platform with local implementation and customer support





BENEFIT FROM THE STRONG MARKET POSITION IN CEE AND SEE

AGRANA SUGAR

7 SUGAR PLANTS
2 RAW SUGAR REFINERIES
1 INSTANTINA PLANT



 Countries with plants
 Other markets

 Beet sugar plants
 Raw sugar refinery
 Distribution centre

* Also with refining activities



SUGAR SEGMENT

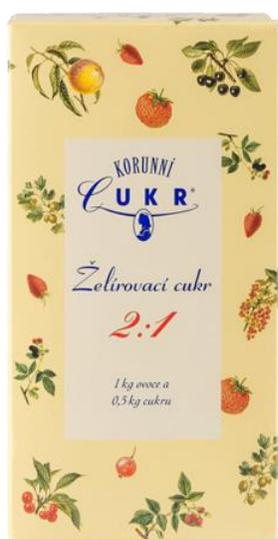
Several special products





SUGAR SEGMENT

Maintenance of regional products



CZ



SK



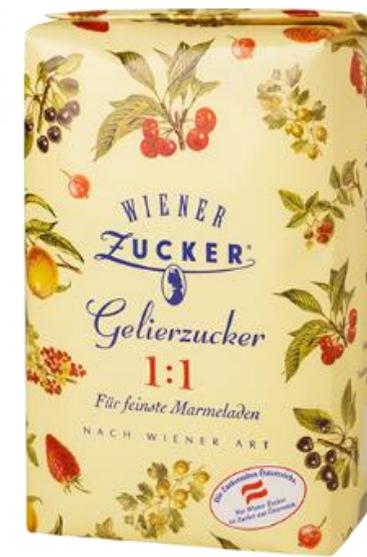
RO



HU



BG



AT



AGRANA RESEARCH & INNOVATION CENTER

RESEARCH & DEVELOPMENT

AGRANA RESEARCH & INNOVATION CENTER (ARIC)

- Bundling of all R&D activities at ARIC in Tulln|AUT
- Aim: to secure and actively shape the company's success in the future through innovations:
 - product innovations
 - innovations related to our processes and production technology
- Crossdivisional research topics:
Clean Label / Nutrition / Sweeteners / Flavors
- Networking with other research institutions
- State-accredited testing unit for yield and quality evaluation of sugar beets





AGRANA'S UNDERSTANDING OF SUSTAINABILITY

Balance of economic, environmental and social responsibility

AT AGRANA, WE ...

- utilise **almost 100% of the raw materials employed** and use **low-emission technologies** to minimise impacts on the environment
- **respect all our stakeholders** and the communities where we operate
- engage in **long-term partnerships**





AGRANA'S CORE SUBJECTS ALONG THE VALUE CHAIN

				
RAW MATERIAL PROCUREMENT	ECO-EFFICIENCY OF OUR PRODUCTION	OUR EMPLOYEES	PRODUCT RESPONSIBILITY	COMPLIANCE
Environmental and social criteria in the sourcing of agricultural raw materials	Environmental and energy aspects of production	Labour practices and human rights of employees	Product responsibility and sustainable products	Compliance and business conduct

Sustainability Reporting:

- Acc. to GRI integrated in AGRANA's annual reports since 2012|13
- Taking TCFD recommendations into account since 2019|20





RAW MATERIAL PROCUREMENT

SUSTAINABLE AGRICULTURE INITIATIVE PLATFORM (SAI)

- **SAI Platform is an initiative of stakeholders of the food industry**, founded in 2002 by Nestlé, Unilever and Danone.
- SAI Platform develops principles and practices of sustainable agriculture
- **SAI Platform's 2 major tools** to document sustainable environmental and social practices in the agricultural value chain
 - **Farm Sustainability Assessment (FSA)** depending on fulfilment of criteria each farm receives "Gold", "Silver" or "Bronze" level
 - **Benchmarking Tool** for international certification standards & national legislation
- **AGRANA Beteiligungs-AG has been a member since 2014**
- **AGRANA is the only member that uses the FSA-questionnaire for several different crops worldwide to assess its suppliers!**



Farm Sustainability Assessment (FSA) & Benchmarking Tool

- FSA is a questionnaire (applicable worldwide), that enables agricultural producers to assess the status of their operations in terms of environmentally and socially sustainable production (112 questions on farm management, soil and nutrient management as well as plant protection).
- The benchmarking tool compares requirements of internat. certification standards with the requirements of the FSA-questionnaire



SAI FSA RESULTS SUGAR BEET, POTATOES AND APPLES FROM CONTRACT GROWING



Raw material	Country	Consolidated results per Segment/Division and raw material category
Sugar beet	Austria Czech Rep. Romania Slovakia Hungary	<p>In the Sugar segment, the contract beet suppliers in all five beet production countries have been grouped into so-called Farm Management Groups (FMGs). In 2017, these groups' sustainability performance had been externally audited in accordance with FSA requirements for the first time, the re-verification audits took place in 2020. In the groups in Austria and the Czech Republic, 100% of the farms achieved at least FSA Silver status. In Romania, Slovakia and Hungary, the recertification audits planned for 2020 could only be finalized in 2021 due to the COVID 19 pandemic. As in the initial audit in 2017, all Slovak farms achieved at least FSA Silver status. The Hungarian FMG improved its results compared to the first audit to at least 100% FSA Silver standing. Romania also achieved an improvement, with 60 % FSA Silver rating.</p>
Potatoes and specialty maize	Austria	<p>AGRANA Starch uses the FSA systematic to engage its Austrian contract growers of potatoes and specialty maize in so-called Farm Management Groups. In 2017, these groups were audited by an external verification body according to the FSA requirements, in 2020 21 the re-verification audits took place: 100% of the FMG members achieved at least FSA Silver status.</p>
Apples	Hungary Poland	<p>Hungarian and Polish contract growers of resistant apple sorts ("re-sorts") as well as Hungarian suppliers of carrots and elderberries participated in the mandatory FSA-self-assessment and external audits according to FSA-rules. Therefore, Austria Juice is allowed to claim at least FSA Silver status for its Hungarian and Polish re-sorts-suppliers.</p>

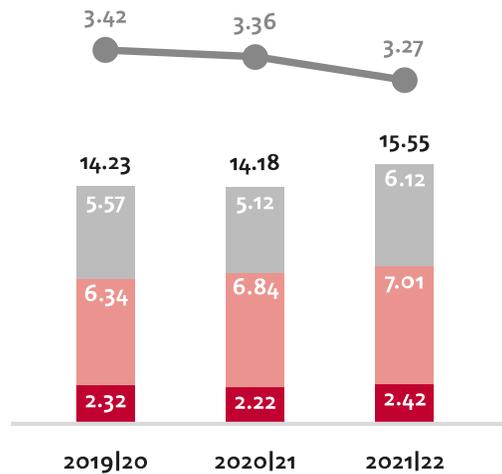


ECO-EFFICIENCY OF OUR PRODUCTION

ENERGY USE, EMISSIONS & ENERGY MIX

Energy consumption (Scope 1+2) of the AGRANA Group

Bar chart: total amounts (gross), in million gigajoules (GJ)

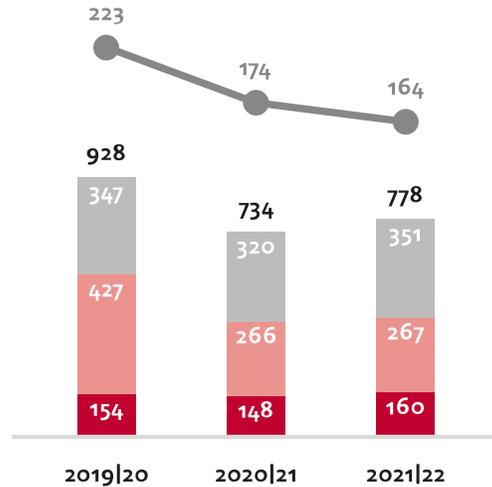


● Specific energy consumption in GJ per tonne of product output

■ Sugar segment
■ Starch segment
■ Fruit segment

Emissions (Scope 1+2) of the AGRANA Group

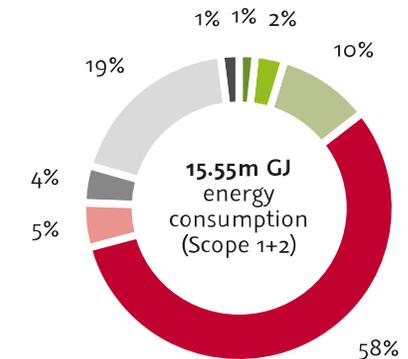
Bar chart: total amounts (gross), in thousands of tonnes of CO₂



● Specific emissions in kg of CO₂ per tonne of product output

■ Sugar segment
■ Starch segment
■ Fruit segment

Energy mix of the AGRANA Group in 2021|22



■ Biomass
■ Biogas
■ Renewable electricity
■ Natural gas (incl. LNG)
■ Coal and coke
■ Electricity
■ Steam
■ Other



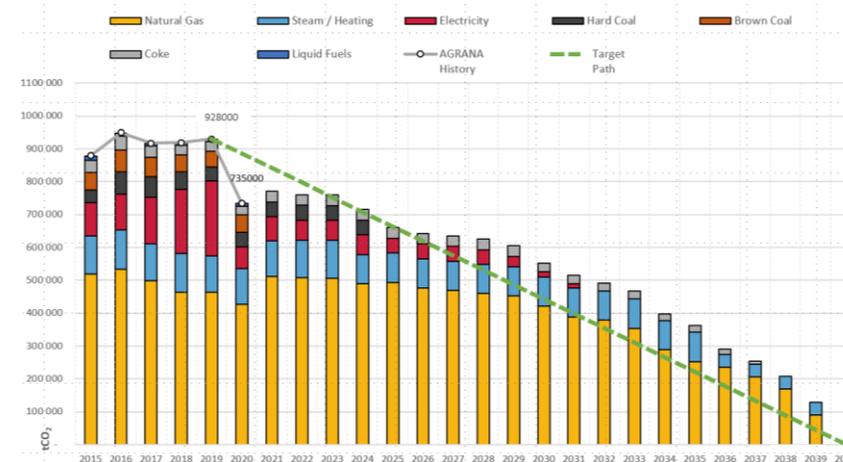
AGRANA CLIMATE STRATEGY



- **In 2020 | 21, AGRANA developed a phased plan to switch to renewable energies in its own production activities (Scope 1+2) by 2040**
- **25 % reduction of emissions by 2025 | 26**
(from 928,000 t CO₂ in the base year 2019|20) including the following measures:
 - A package of actions to switch to electricity from renewable sources, with implementation already begun in Austria in 2020|21
 - The phase-out of coal as an energy source at the last two coal-fired sugar production sites in Sered', Slovakia (2021|22) and Opava, Czech Republic (latest 2025|26)
 - Implementation of energy efficiency measures in all business segments
- **From 2026 | 27, focus on energy recovery from low-protein raw material residues**
 - ✓ Example: AGRANA's sugar factory in Kaposvár|HU, could cover approx. 83 % of primary energy consumption in the beet sugar campaign with biogas produced from beet pulp and other beet residues
- **Based on current assumptions, AGRANA would have to invest a total of about € 400 million by 2040 to avoid the greenhouse gas emissions (Scope 1+2) generated in its production.**
 - Scope 3 emissions (upstream and downstream value chain) are not yet included
- **Joining the Science Based Targets initiative in 2021 and adopting adequate climate targets by the end of 2022**



Path to reduce emissions by 2040 (Scope 1+2)





BIOREFINERY PISCHELSDORF

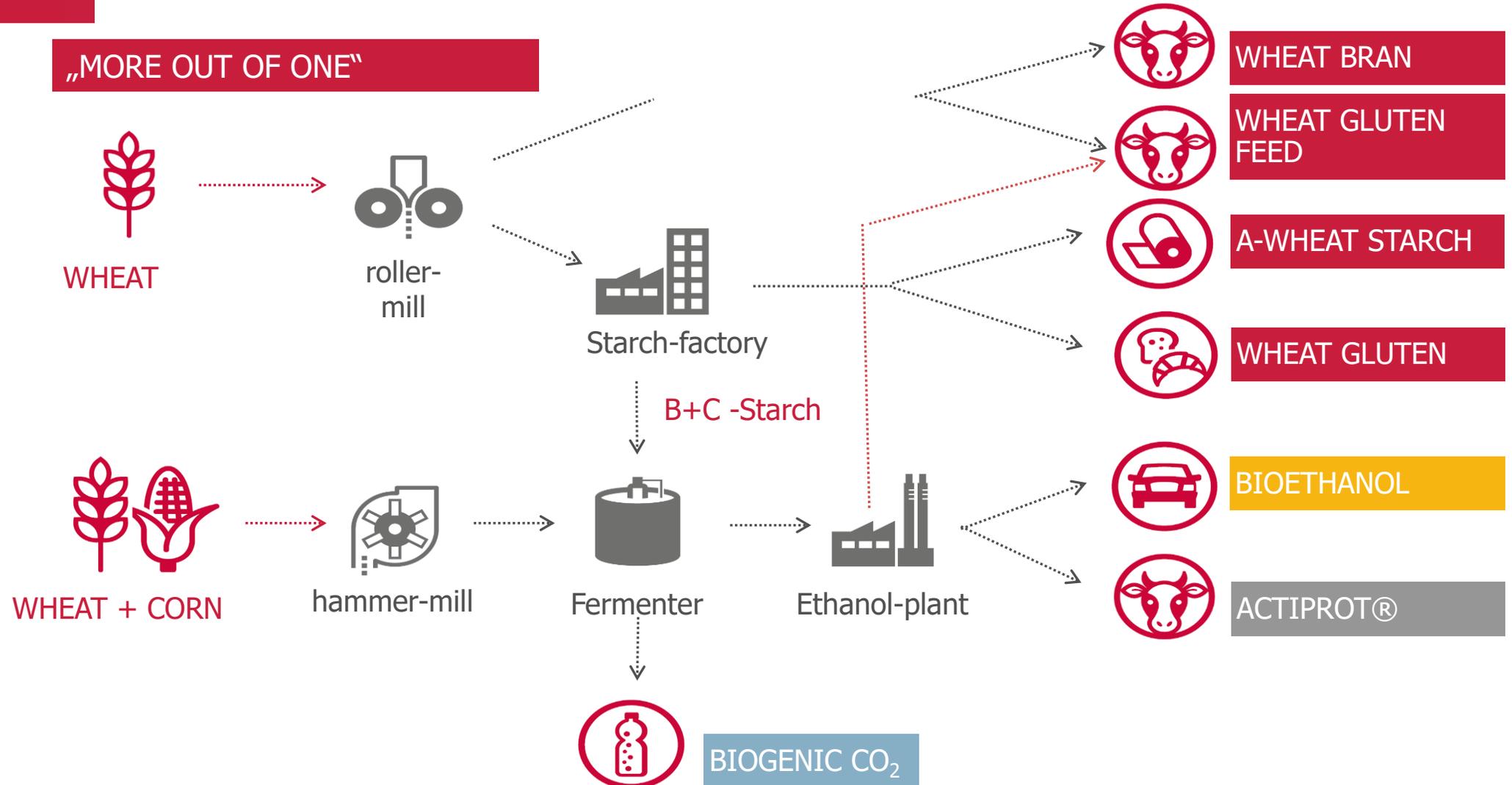




ENVIRONMENTAL AND ENERGY ASPECTS OF PRODUCTION

100% UTILISATION OF RAW MATERIALS

„MORE OUT OF ONE“





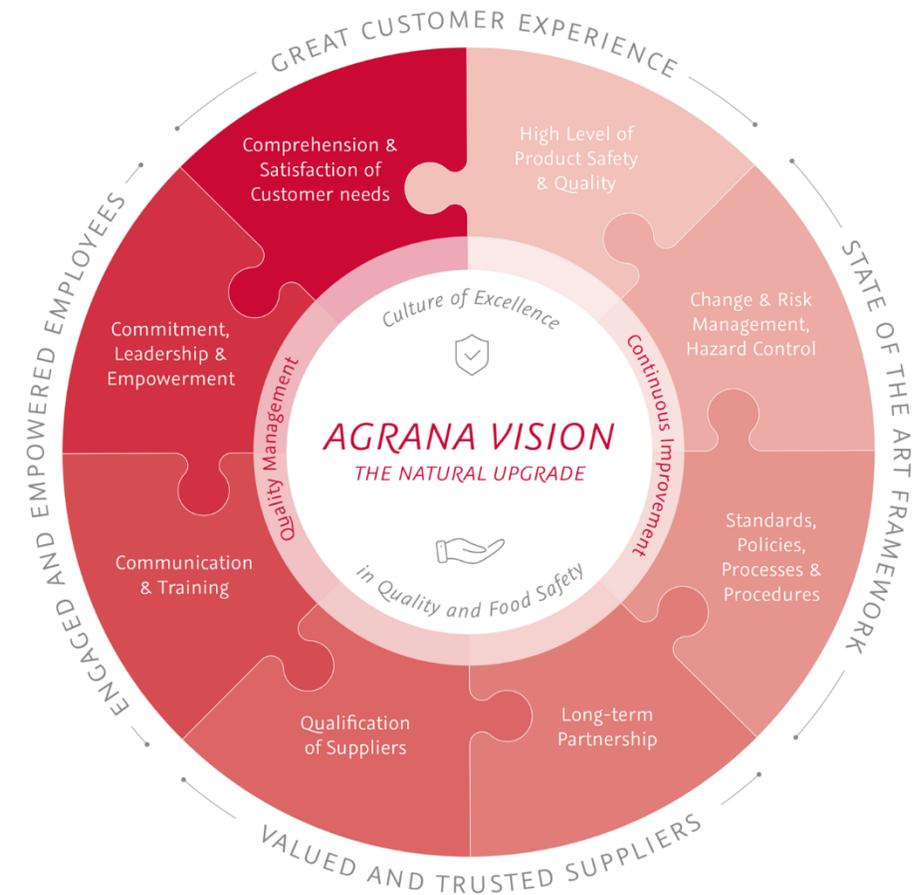
QUALITY @ AGRANA

We build our understanding of Quality on four pillars.....

- Great Customer Experience
- State of the Art Framework
- Valued and Trusted Suppliers
- Engaged and Empowered Employees

Quality Management Systems throughout our company follow well established standards like **ISO 9001** and **GFSI approved** standards, especially **FSSC 22000**.

On every level in the entire group, we strive for continuously improving quality of products and processes.





2021|22

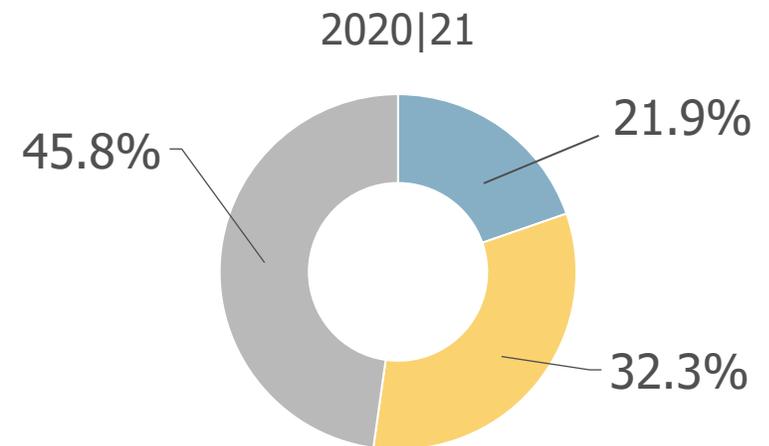
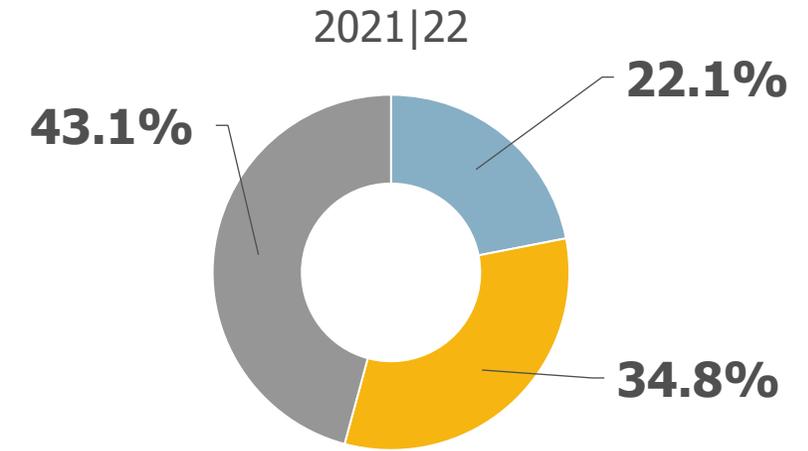
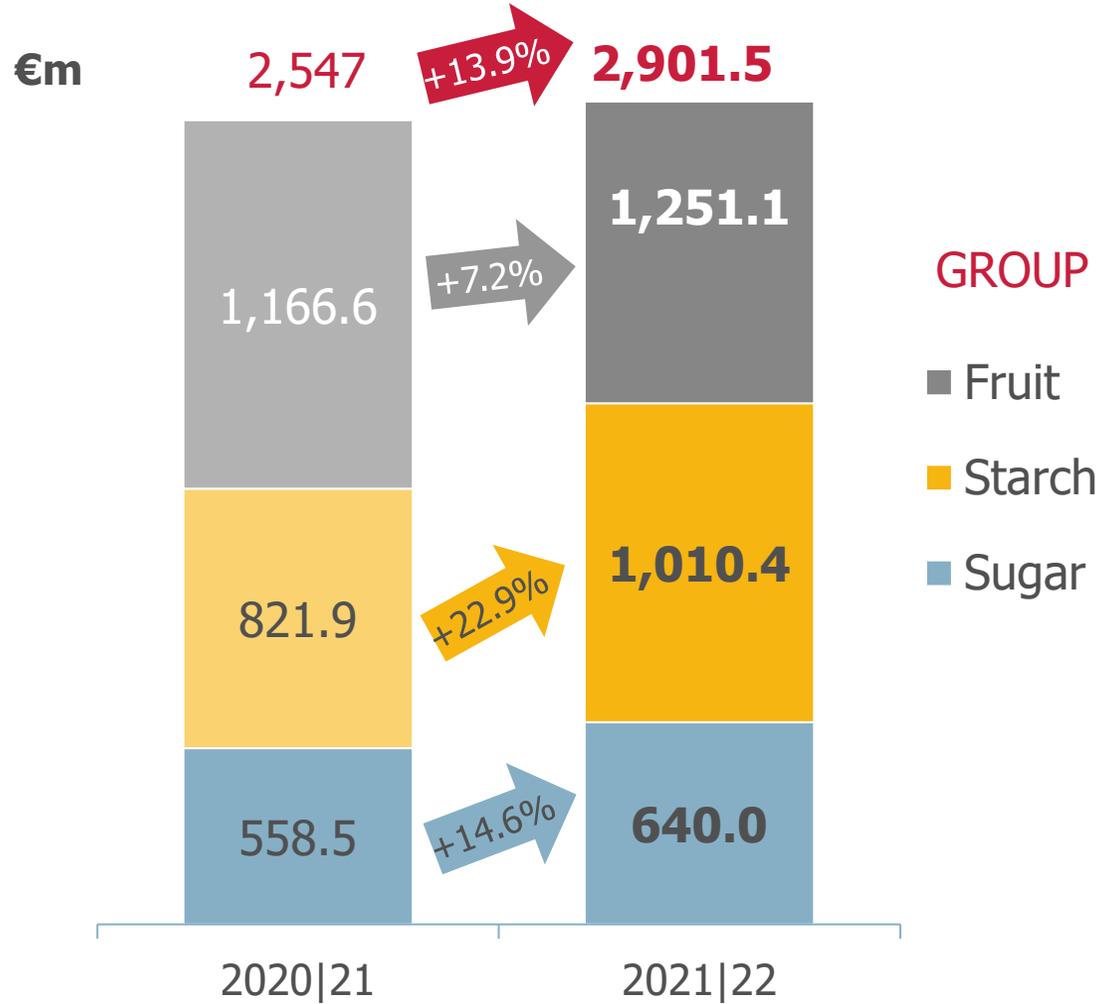
BUSINESS FIGURES





2021|22 VS PRIOR YEAR

REVENUE BY SEGMENT

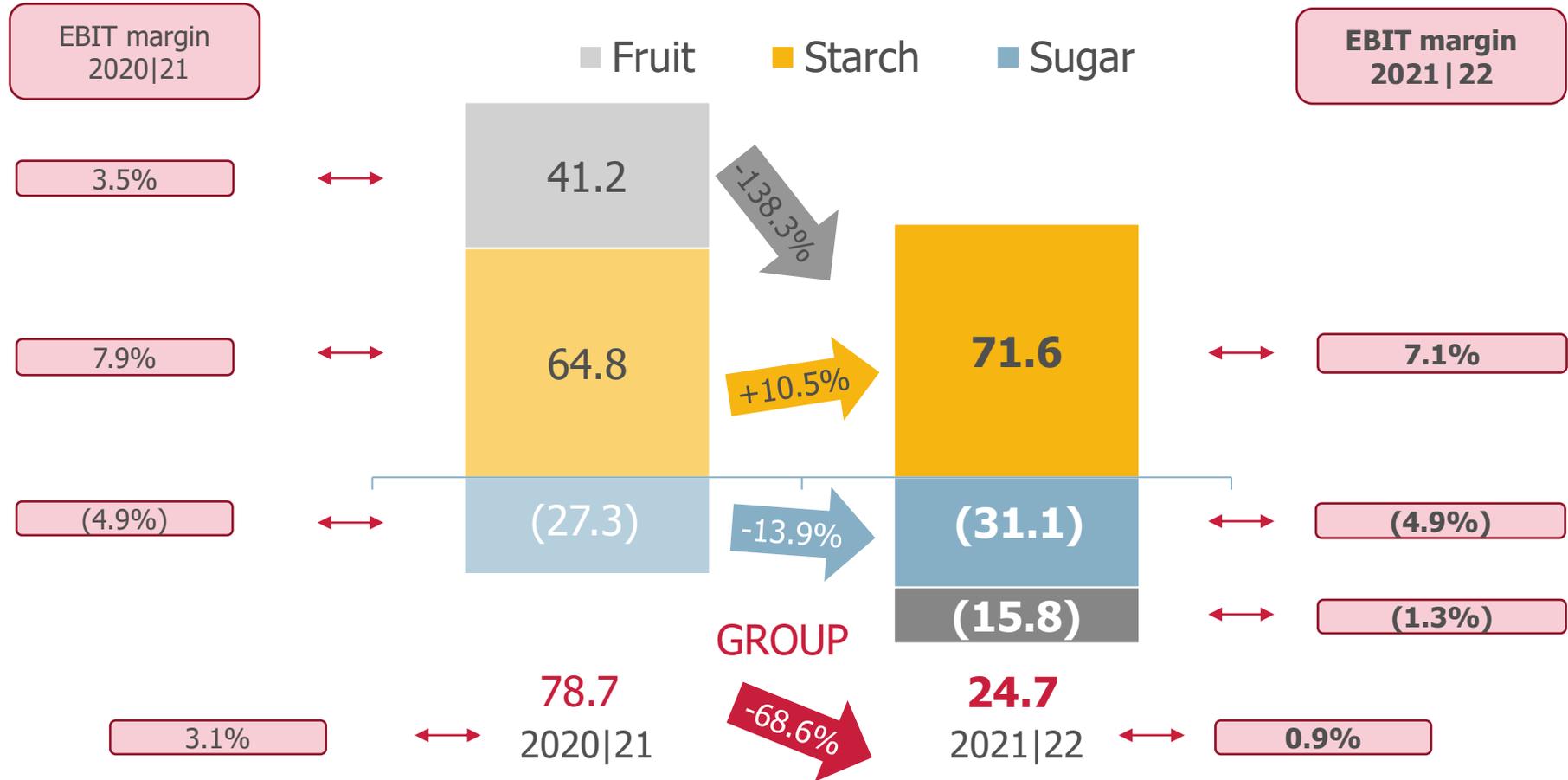




2021|22 VS PRIOR YEAR*

EBIT BY SEGMENT

€m





CONSOLIDATED INCOME STATEMENT

€m (condensed)	2021 22	2020 21	Change
Revenue	2,901.5	2,547.0	+13.9 %
EBITDA ¹	206.7	191.2	+8.1 %
Operating profit before except. items and results of equity-accounted JV	86.5	73.1	+18.3 %
Share of results of equity-accounted JV	8.0	17.5	-54.3%
Exceptional items	(69.8)	(11.9)	-486.6%
EBIT	24.7	78.7	-68.6 %
EBIT margin	0.9 %	3.1 %	-2.2 pp
Net financial items	(16.1)	(18.5)	+13.0 %
Profit before tax	8.6	60.2	-85.7 %
Income tax expense	(20.9)	(5.2)	-301.9 %
Earnings for the period	(12.2)	55.0	-122.2 %
Attributable to shareholders of the parent	(12.6)	59.8	~ 121 %
Earnings per share	€ (0,20)	€ 0.96	~ 121 %



CONSOLIDATED BALANCE SHEET

€m (condensed)	28 Feb. 2022	28 Feb. 2021	Change
Non-current assets	1,135.0	1,232.0	-7.9 %
Current assets	1,508.6	1,240.7	+21.6 %
Total assets	2,643.6	2,472.7	+6.9 %
Equity	1,281.5	1,329.1	-3.6 %
Non-current liabilities	477.5	597.4	-20.1 %
Current liabilities	884.6	546.2	+62.0 %
Total equity and liabilities	2,643.6	2,472.7	+6.9 %
Equity ratio	48.5 %	53.8 %	-5.3 pp
Net debt	532.0	443.5	+20.0 %
Gearing	41.5 %	33.4 %	+8.1 pp



CONSOLIDATED CASH FLOW STATEMENT

€m (condensed)	2021 22	2020 21	Change
Operating cash flow before changes in working capital	207.2	198.8	+4.2 %
Changes in working capital	(129.0)	(14.6)	-783.6 %
Total of interest paid/received and tax paid	(25.0)	(20.6)	-21.4 %
Net cash from operating activities	53.2	163.6	-67.5 %
Net cash (used in) investing activities	(72.6)	(79.6)	+8.8 %
Net cash from/(used in) financing activities	17.6	(59.5)	129.6 %
Net increase/(decrease) in cash and cash equivalents	(1.8)	24.5	-107.3 %
Free cash flow	(19.4)	84.0	-123.1 %



ANALYSIS OF NET FINANCIAL ITEMS

€m	2021 22	2020 21	Change
Net interest expense	(7.4)	(8.0)	+7.5 %
Currency translation differences	(5.1)	(7.0)	+27.1 %
Other financial items	(3.6)	(3.5)	-2.9 %
Total	(16.1)	(18.5)	+13.0 %



AGRANA

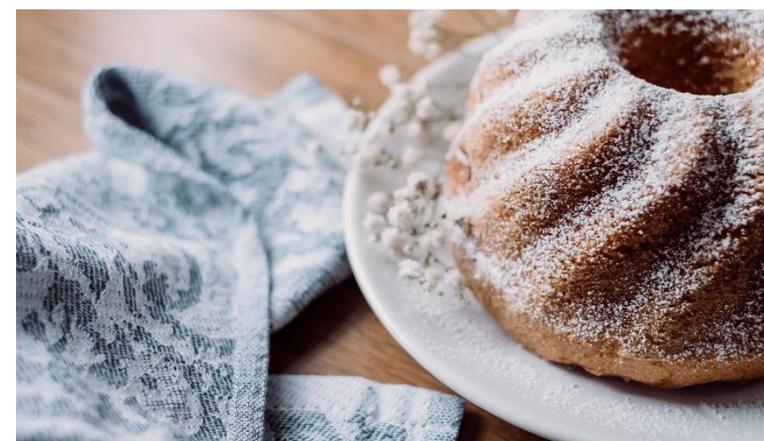
OUTLOOK





OUTLOOK 2022|23

- For the 2022|23 financial year, AGRANA expects a very significant increase in Group operating profit (EBIT). Group revenue is projected to show significant growth.
- The following forecast is based on the assumption that the war in Ukraine will remain temporary and regionally limited, that the physical supply of energy and raw materials is ensured and that the Group's target markets and procurement markets partially return to normal within the 2022|23 financial year.
- Total investment across the three business segments in the 2022|23 financial year, at approximately € 115 million, is expected to exceed the 2021|22 level, but to be below this year's budgeted depreciation of about € 120 million.





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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 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% and up to 50%, or less than -10% and not less than -50%
Very significant(ly)	↑↑↑ or ↓↓↓	More than 50%, or less than -50%