



**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 2017 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.

AGRANA Beteiligungs-AG

Results for the first half of 2017 | 18

Presentation for investors and analysts

Vienna, 12 October 2017



H1 2017|18 OVERVIEW

- **Significant improvement** in Group EBIT, with all segments going up
- Driven especially by the **positive development in the ethanol business** in the **Starch** segment, but also by **better earnings** in the **Sugar** segment
- **Revenue: € 1,362.1 m** (up 3.2%; H1 prior year: € 1,320.3 m)
- **EBIT: € 130.6 m** (up 44.5%; H1 prior year: € 90.4 m)
- **EBIT margin: 9.6%** (H1 prior year: 6.8%)



~8,900

Employees (FTEs)
as of 31 Aug. 2017



55

Production sites
as of 31 Aug. 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



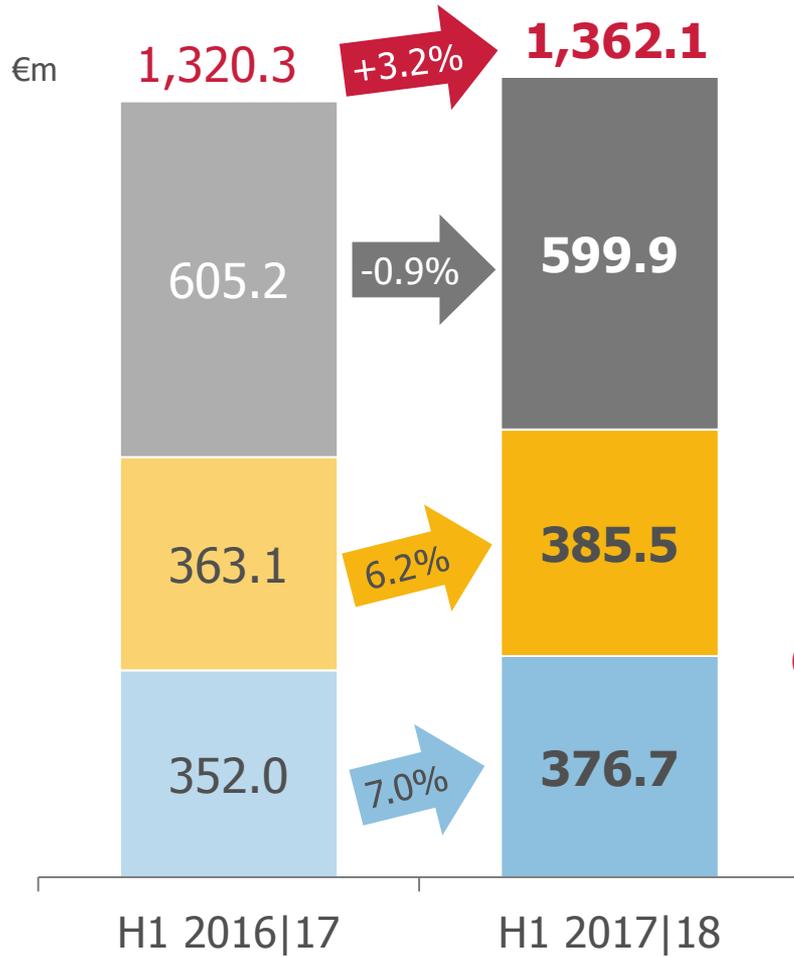
World market leader
in the production of
FRUIT

PREPARATIONS
and largest
manufacturer of
fruit juice concentrates
in Europe

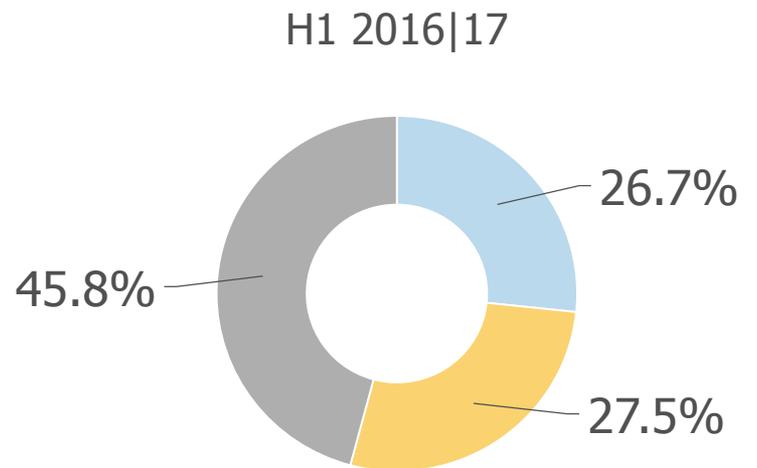
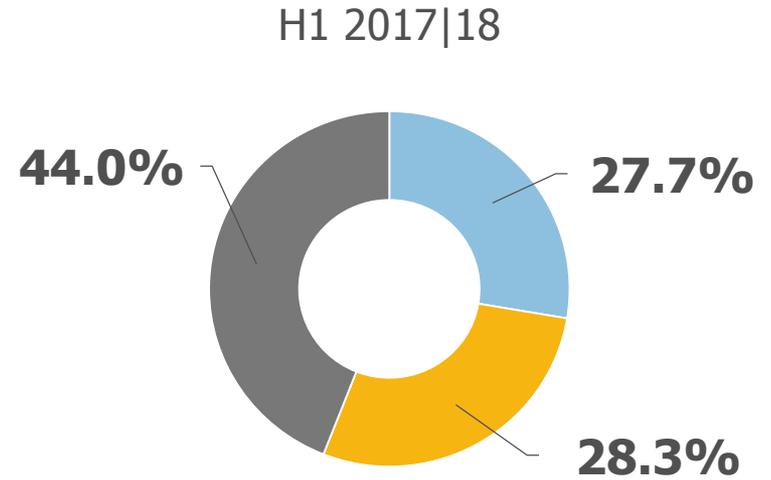


H1 2017|18 VS PRIOR YEAR

REVENUE BY SEGMENT



- Fruit
 - Starch
 - Sugar
- GROUP**

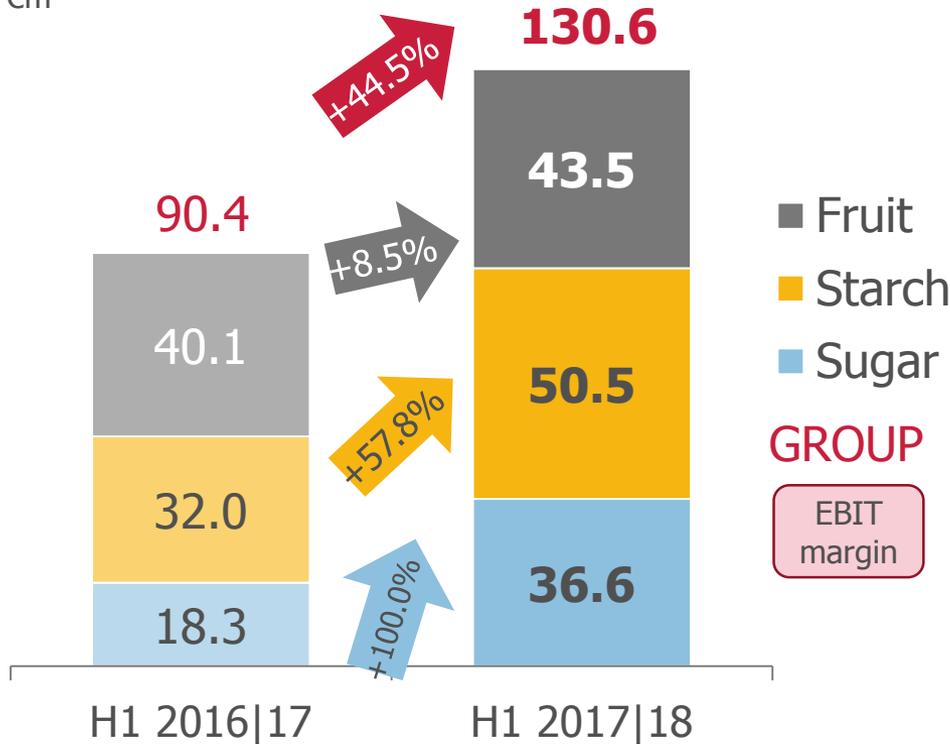




H1 2017|18 VS PRIOR YEAR

EBIT BY SEGMENT

€m

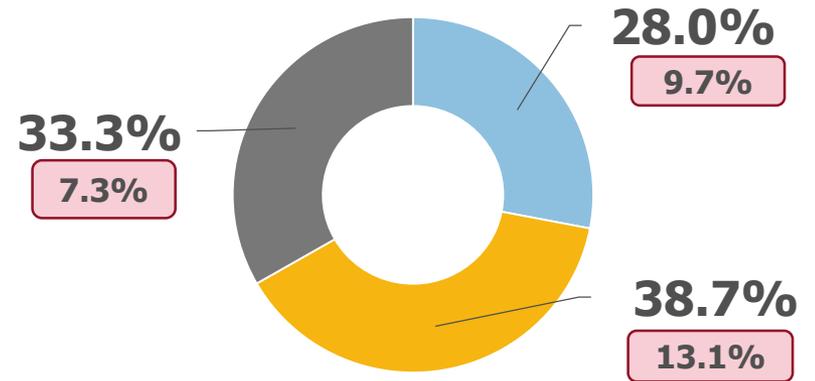


- Fruit
- Starch
- Sugar

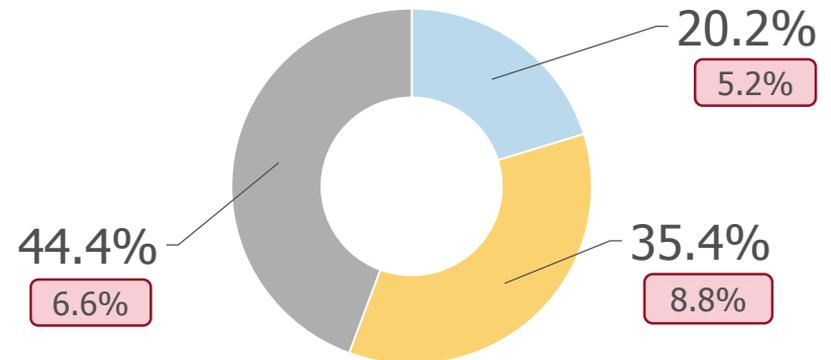
GROUP

EBIT margin

H1 2017|18



H1 2016|17





MOST IMPORTANT PROJECTS IN THE GROUP

INVESTMENT OVERVIEW

H1 2017|18

FRUIT

- Various projects across all 40 production sites including the construction of a new, second fruit preparations plant in China

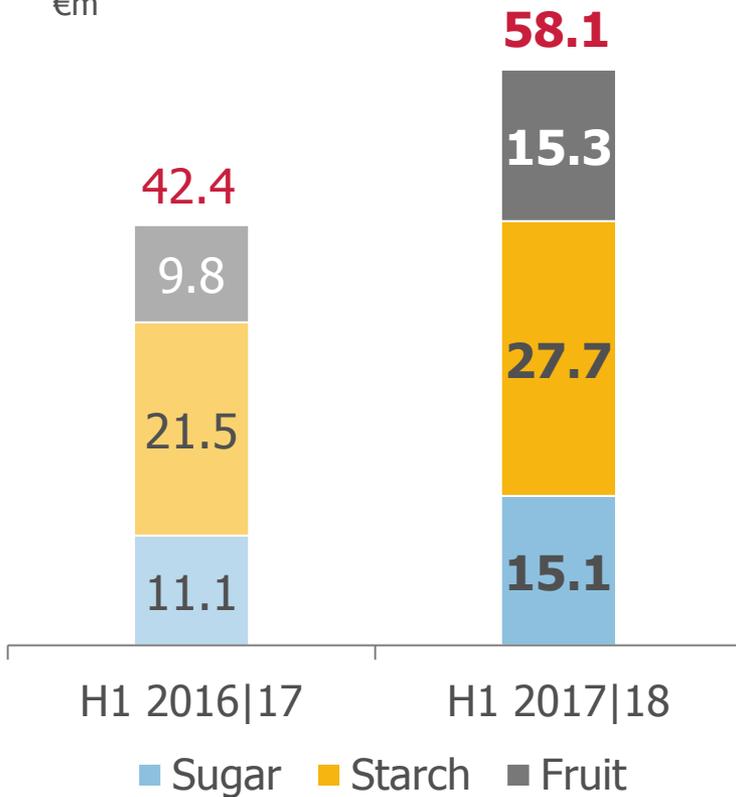
STARCH

- Expansion of corn processing in Aschach, Austria
- Expansion of starch saccharification facilities in Aschach
- Construction and commissioning of a new spray drying plant in Aschach
- Increase in potato processing capacity in Gmünd, Austria
- Installation of potato fibre dryer in Gmünd

SUGAR

- Sugar drying in Leopoldsdorf, Austria
- Replacement of two beet diffusers in Tulln, Austria
- Optimisation of the cooling crystallisation in Sereď, Slovakia

€m



GROUP



SEGMENT

SUGAR



To most, it is
three segments.



To us,
**important
synergies.**



SUGAR SEGMENT

▪ **World sugar market**

- After two deficit years a **production surplus** is forecasted for SMY 2017|18
- **Sugar quotations** at commodity exchanges follow a bearish trend mainly driven by a surplus in the world sugar balance linked to positive outlooks in the main production areas for sugar cane

▪ **EU sugar market**

- Predictions for the 2017|18 beet harvest in **Europe**:
 - +**16% increase** in the sugar beet **planting area**, ~75 tonnes of beet per hectare -> sugar production significantly above five year's average expected
- **Volatile market situation**, prices went up in the first 6 months, now the trend changed



RAW SUGAR & WHITE SUGAR SUGAR QUOTATION

1 January 2006 – 10 October 2017 (USD)

Daily ICE SUG11 MAR8; SUGAR N05 DEC7

Line; ICE SUG11 MAR8; Trade Price(Last)
10.10.2017; 312,395
Line; SUGAR N05 DEC7; Trade Price(Last)
10.10.2017; 372,800N/A; N/A



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

2017|18 FY

1/1/2009

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

White sugar (LIFFE)
10 Oct. 2017:
372.8 USD/t
= 317.5 EUR/t

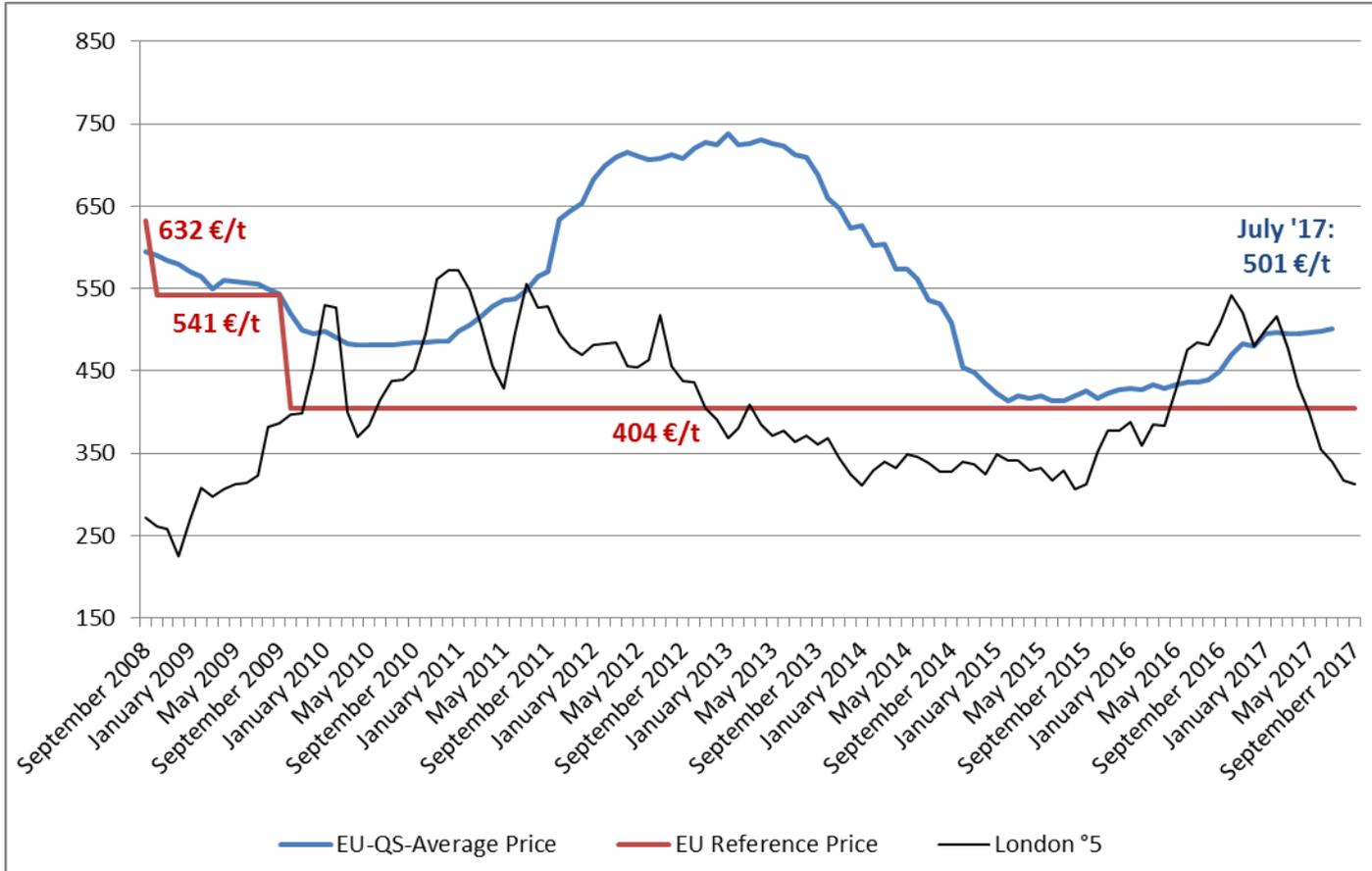
Raw sugar (ICE)
10 Oct. 2017:
312.4 USD/t
= 266.1 EUR/t



SUGAR IN THE EU

MONTHLY AVERAGE PRICES

(SEPTEMBER 2008 TO SEPTEMBER 2017; € PER TONNE)



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

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

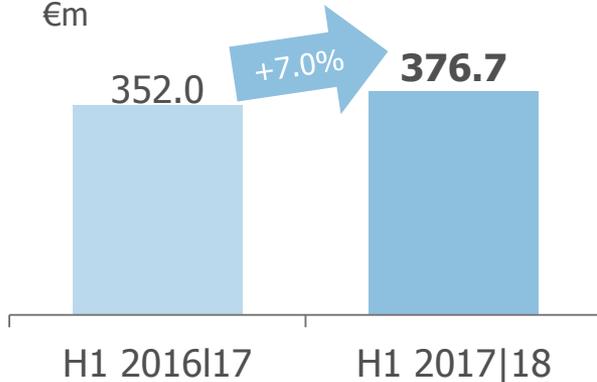
Source: European Commission, Sugar Price Reporting (as of 28 September 2017) and SugarOnline (as of 2 October 2017)



SUGAR SEGMENT

REVENUE

€m

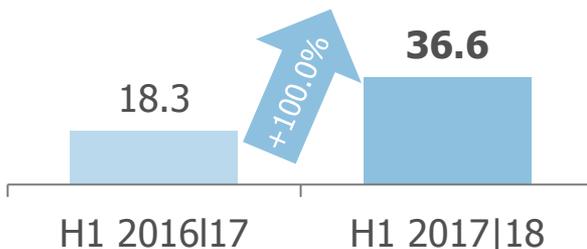


REVENUE moderately up at € 376.7 m

- Sugar segment's revenue was 7% up compared to the year-ago half
- Positive effect came from a year-on-year rise in sugar prices, sugar sales quantities were stable

EBIT

€m



EBIT increased significantly to € 36.6 m

- Doubling of EBIT was attributable primarily to the favourable market environment compared to H1 2016|17
- Exceptional items (€ 2.8 m) included expenses for reorganisation measures



SEGMENT

STARCH



To most, it is
three segments.



To us,
important synergies.



STARCH SEGMENT

- The market for **food starch** showed positive growth in terms of volume; prices for native and modified starches moved slightly up
- The **paper & corrugated board** sector was characterised by good demand -> one of the main drivers for this positive development is the trend of the growing online mail-order business (increased consumption of corrugated paper)
- Due to the liberalisation of the European sugar market (since 1 October 2017) the markets for starch **glucose and isoglucose** in particular are subject to high(er) competitive pressure
- **Bioethanol business** environment remains volatile; a tighter supply and demand situation in the EU in H1 2017|18 has led to a stabilisation of prices; sharp price swings should be expected to continue as a result of the numerous factors influencing bioethanol quotations
- **By-products** prices on a firm level with high-protein products and vital wheat gluten in particular

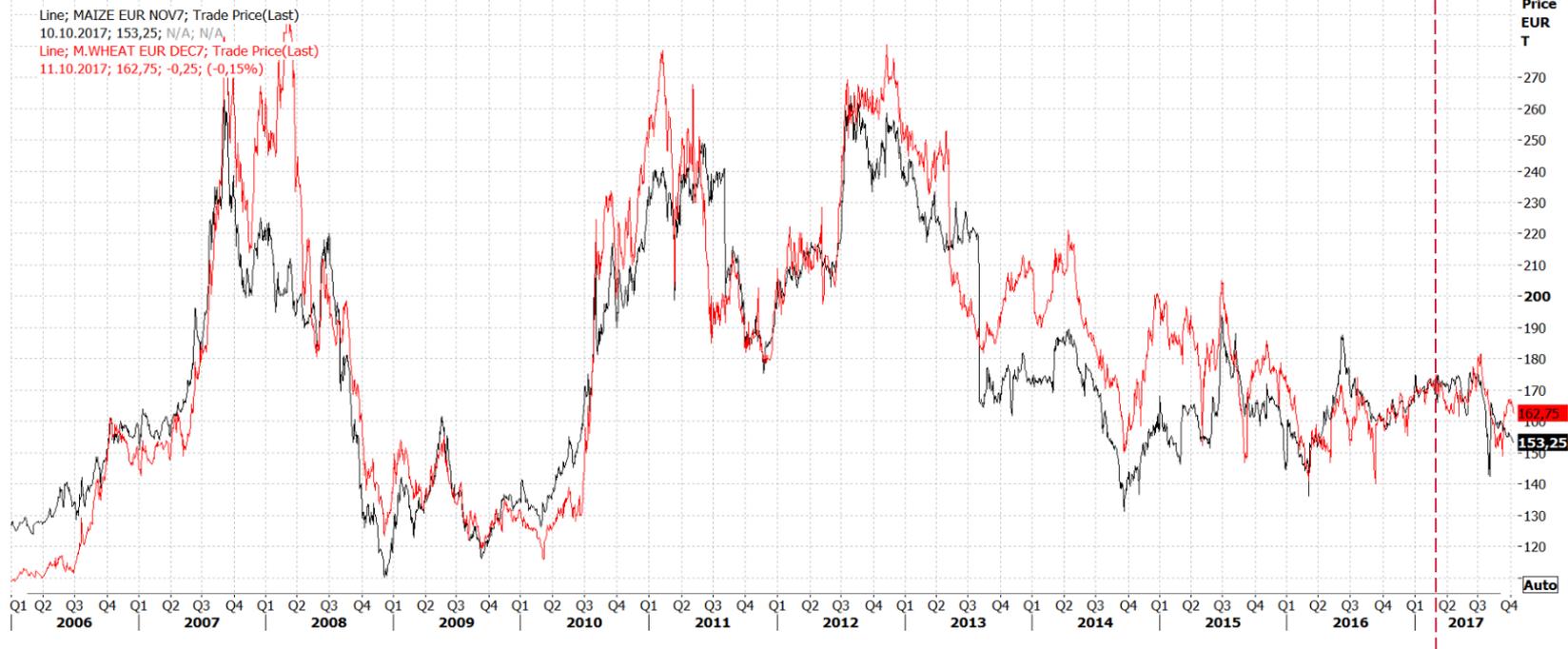


WHEAT & CORN (EURONEXT, PARIS) COMMODITY PRICES

1 January 2006 – 10/11 October 2017 (EUR)

2017|18 FY

Daily MAIZE EUR NOV7; M.WHEAT EUR DEC7



Wheat (Paris)

11 Oct. 2017:
162.8 EUR/t

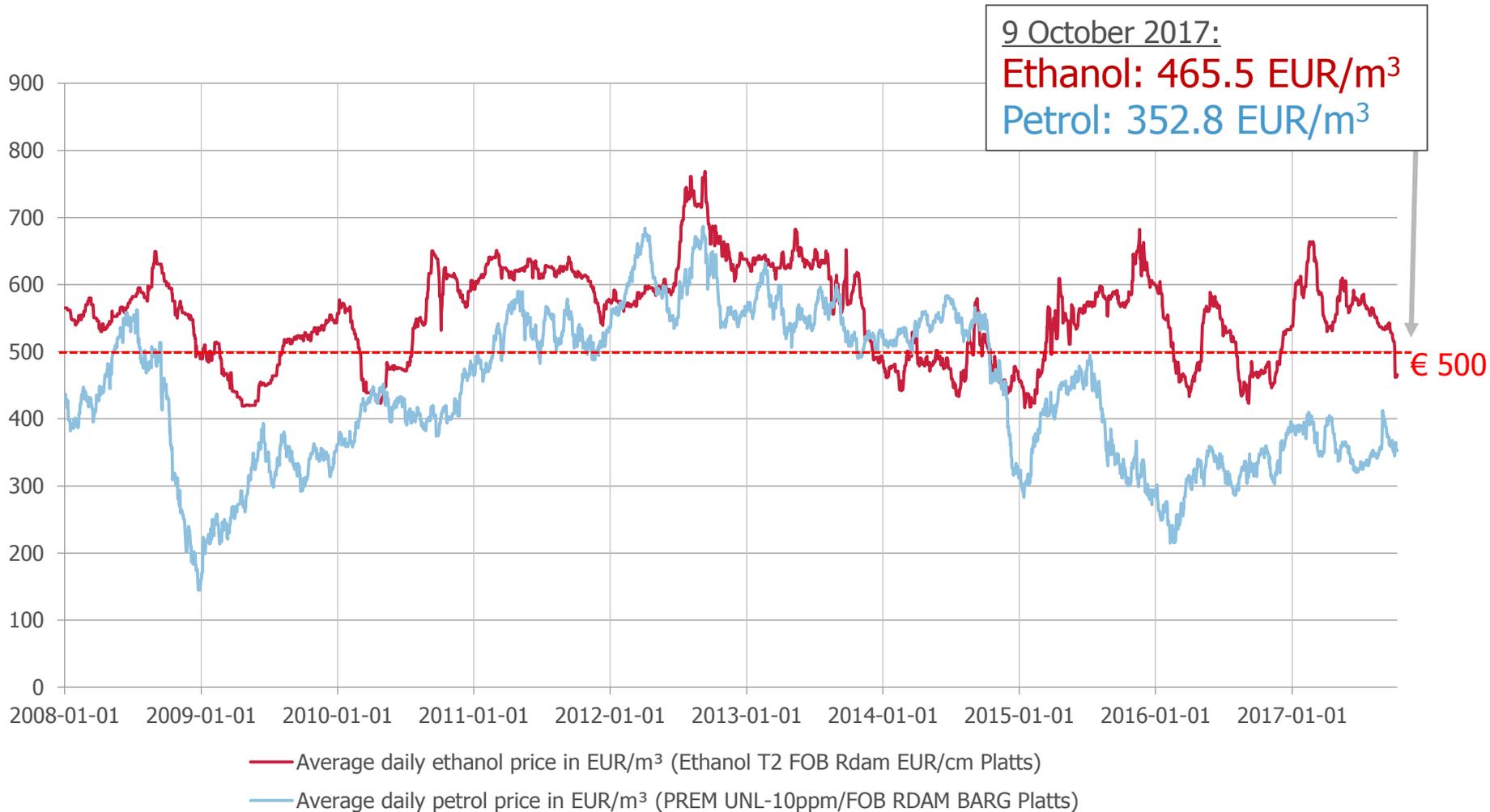
Corn (Paris)

10 Oct. 2017:
153.25 EUR/t



1 JANUARY 2008 – 9 OCTOBER 2017 (EUR)

DEVELOPMENT OF ETHANOL PRICES

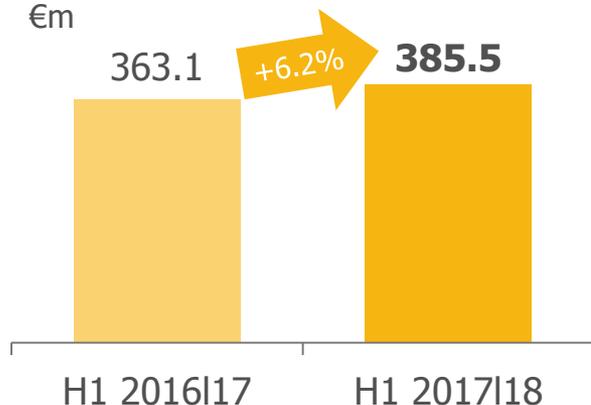




STARCH SEGMENT

REVENUE

€m

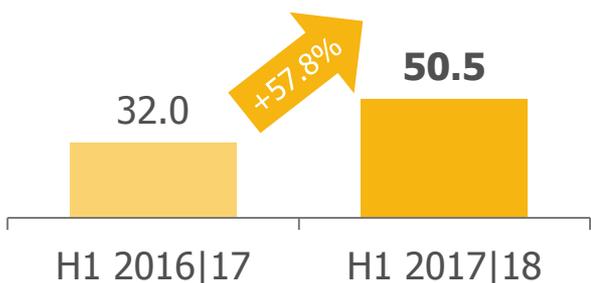


REVENUE at € 385.5 m moderately above prior year

- Growth of 6.2% compared to the previous half-year
- Key positive drivers were higher sales volumes of starches and higher bioethanol prices

EBIT

€m



EBIT significantly up to € 50.5 m

- EBIT profit margin rose correspondingly strongly to 13.1% (H1 last year: 8.8%)
- Contributors to the improvement in earnings: higher ethanol prices, increases in productivity, stable raw material prices and lower energy costs
- Profit contribution from the equity-accounted HUNGRANA group increased



SEGMENT

FRUIT



To most, it is
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To us,
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synergies.**



FRUIT SEGMENT

Fruit preparations

- The world market for spoonable fruit yoghurts is expected to grow at about 1% in the 2017 calendar year⁽¹⁾
 - Major markets such as Europe and North America are saturated
 - Consumption in the Middle East & Africa (with growth of 5.1%) and Asia (growth of 4.7%) is picking-up⁽¹⁾
 - Drinkable yoghurts continue to show a world-wide growth trend of 5.3%⁽¹⁾; especially the Asian and Middle East & Africa regions are marked by growth rates above the world average
- The global market for ice-cream continues to grow by about 2% p.a. until 2020⁽¹⁾
- Stable growth is also expected in the bakery sector

Fruit juice concentrates

- European prices for apple juice concentrate stabilised at a solid level as a result of higher demand and limited quantities in supply out of the main growing regions
- Apple crop failures in 2017 (in Europe, especially in Poland) -> reduced availability of apples -> higher raw material prices -> higher concentrate prices
- For berry juice concentrates out of the 2017 crop currently no significant market/price risks expected

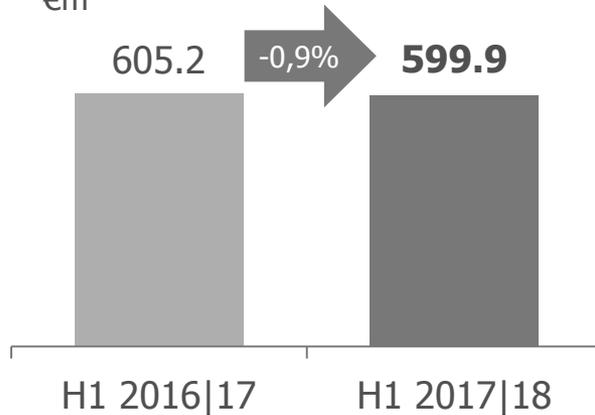
⁽¹⁾ Euromonitor data



FRUIT SEGMENT

REVENUE

€m

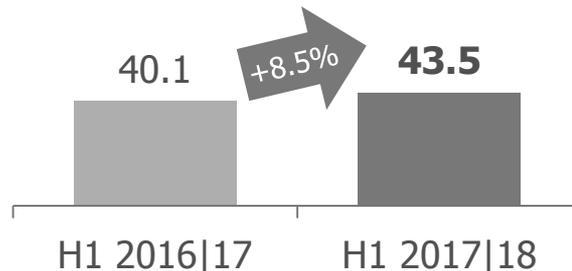


REVENUE stable at € 599.9 million

- Fruit preparations: revenue growth was attributable to slightly higher sales volumes, higher selling prices and positive currency effects
- Fruit juice concentrates: revenue decreased due to lower raw material and as a consequence lower concentrate prices out of the 2016 crop (compared to 2015)

EBIT

€m



EBIT moderately higher than in prior year

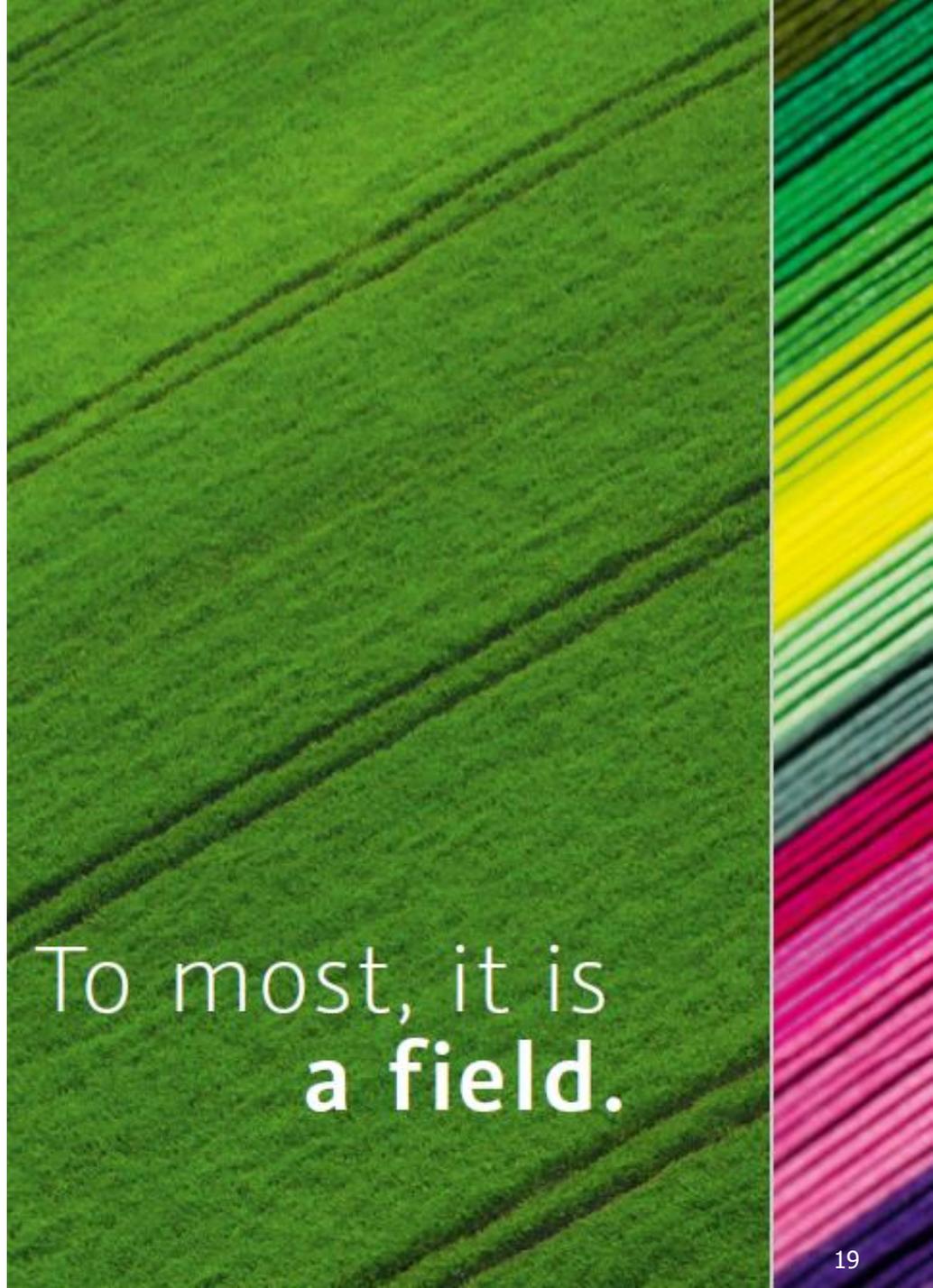
- Both the fruit juice concentrate business (partly through volume and margin growth in beverage bases) as well as the fruit preparations business contributed to the earnings improvement



H1 2017|18

CONSOLIDATED FINANCIAL STATEMENTS

To most, it is
a field.





CONSOLIDATED INCOME STATEMENT

€m (condensed)	H1 2017 18	H1 2016 17	Q2 2017 18	Q2 2016 17
Revenue	1,362.1	1,320.3	677.9	654.8
EBITDA ¹	149.6	114.2	72.0	56.1
Operating profit before except. items and results of equity-accounted JV	113.4	78.3	53.7	37.7
Share of results of equity-accounted JV	20.0	15.0	9.9	8.6
Exceptional items	(2.8)	(2.9)	(2.8)	(2.9)
EBIT	130.6	90.4	60.8	43.4
EBIT margin	9.6%	6.8%	9.0%	6.6%
Net financial items	(8.9)	(10.3)	(4.1)	(2.8)
Profit before tax	121.7	80.1	56.7	40.6
Income tax expense	(24.4)	(17.5)	(10.3)	(8.8)
Profit for the period	97.3	62.6	46.4	31.8
Attributable to shareholders of the parent	94.0	59.7	44.7	30.3
Earnings per share	€ 6.02	€ 4.21 ²	€ 2.86	€ 2.14 ²

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

² This figure for earnings per share in the year-earlier period is calculated on the basis of the 14,202,040 shares outstanding at that time (number of shares outstanding at 31 Aug. 2017: 15,622,244)



ANALYSIS OF NET FINANCIAL ITEMS

€m	H1 2017 18	H1 2016 17	Change
Net interest expense	(4.8)	(5.1)	+5.9%
Currency translation differences	(2.6)	(0.1)	>-100%
Other financial items	(1.5)	(5.1)	+70.6%
Total	(8.9)	(10.3)	+13.6%

Improvement, which came despite a deterioration in currency effects, resulted from the base effect of a prior-year impairment charge on a current finance receivable in Ukraine in the Fruit segment



CONSOLIDATED CASH FLOW STATEMENT

€m (condensed)	H1 2017 18	H1 2016 17	Change
Operating cash flow before changes in working capital	176.5	121.6	+45.1%
Changes in working capital	46.3	7.9	>+100%
Total of interest paid/received and tax paid	(29.3)	(20.2)	-45.0%
Net cash from operating activities	193.5	109.3	+77.0%
Net cash (used in) investing activities	(59.1)	(41.8)	-41.4%
Net cash (used in) financing activities	(156.0)	(82.9)	-88.2%
Net (decrease) in cash and cash equivalents	(21.6)	(15.4)	-40.3%



CONSOLIDATED BALANCE SHEET

€m (condensed)	31 Aug. 2017	28 Feb. 2017	Change
Non-current assets	1,161.9	1,135.3	+2.3%
Current assets	1,125.2	1,346.1	-16.4%
Total assets	2,287.1	2,481.4	-7.8%
Equity	1,423.2	1,411.9	+0.8%
Non-current liabilities	324.2	296.6	+9.3%
Current liabilities	539.7	772.9	-30.2%
Total equity and liabilities	2,287.1	2,481.4	-7.8%
Equity ratio	62.2%	56.9%	+5.3pp
Net debt	190.1	239.9	-20.8%
Gearing	13.4%	17.0%	-3.6pp



(H1) 2017|18

AGRANA SHARE & PROJECTS



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



H1 2017|18

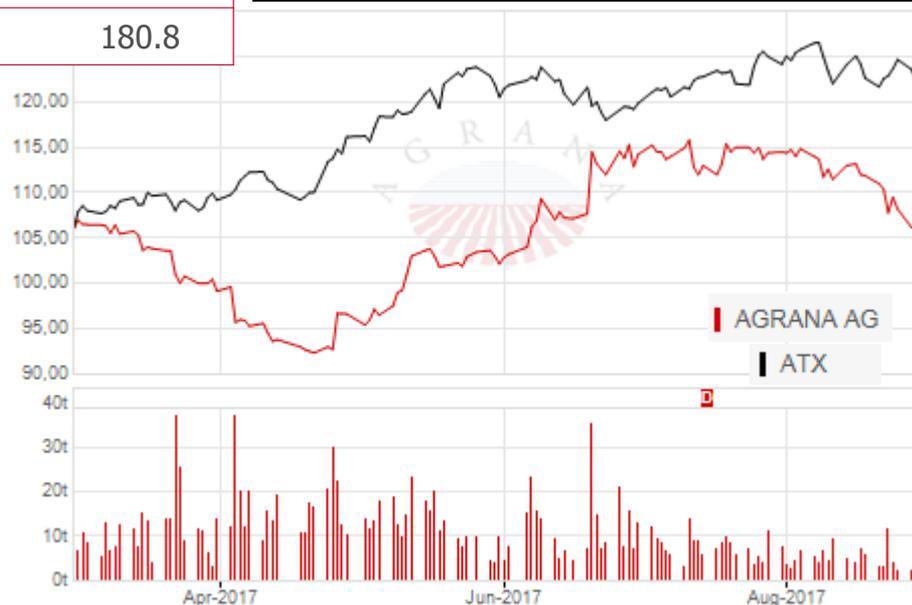
AGRANA SHARE

AGRANA SHARE DATA		H1 2017 18	H1 2016 17
Closing price (31 August)	€	107.90	104.50
High	€	115.80	105.45
Low	€	92.32	78.80
Book value per share	€	87.39	80.75
Number of shares	000	15,622.2	14,202.0
Closing market capitalisation	€m	1,685.6	1,484.1
Av. daily traded volume*		21,747	1,928
Av. daily traded value*	€000	2,263.2	180.8

* Based on double counting, as published by the Vienna Stock Exchange.

- Performance in the **liquidity of the share** was gratifying due to the capital increase in February 2017
- As of 18 September 2017, after an eleven-year absence, AGRANA became a component **of the ATX** again; is thus now again part of the price index that forms the blue-chip segment of the Austrian stock market

**Performance
(1/3/2017 – 31/8/2017):**
AGRANA +1.79% (closing: 107.90)
ATX +17.71% (closing: 3,232.83)





PROJECTS IN THE FRUIT SEGMENT ARGENTINA & INDIA

- **Fruit expansion and integration process in Argentina** on track
- Acquisition will **expand the market presence in South America** and **raise global synergies** in the Fruit segment
- **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)



- New **step into India**
- **New 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
- Operational **production (fruit puree)** and **sales activities started** in 2017|18



PROJECTS IN THE FRUIT SEGMENT

NEW PRODUCTION SITE IN CHINA



- Ground-breaking ceremony for **second Chinese fruit preparation plant** near Shanghai
- Start of production expected in **November 2018**
- Total **investment: € 22 million**
- Planned production **capacity: 30,000 tonnes**



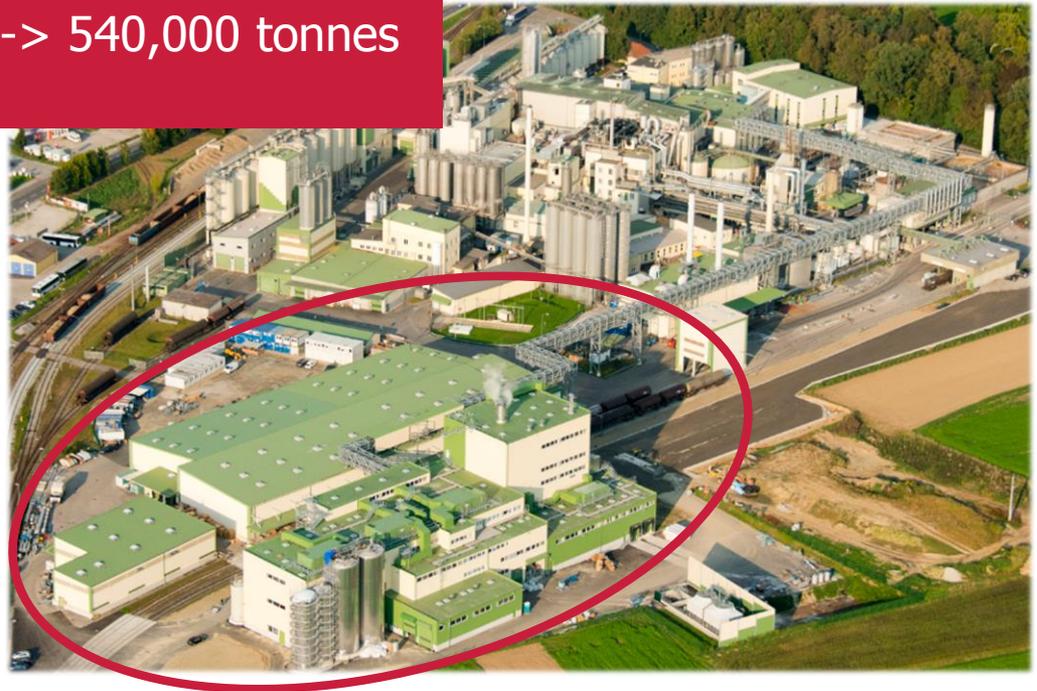
- China with 3.7 million tonnes **world's largest yoghurt market** with strongest growth
- **Yoghurt consumption** per capita: 2.8kg (EU: 12kg, USA: 7kg) and should be doubled by 2020
- China is **also the world's largest market for ice cream** (market volume: 4.3 billion litres in 2016)



CORN STARCH CAPACITY INCREASE

- Expansion project in Aschach|Austria **completed successfully**
- Expansion in the fields of wet corn grinding processes, waxy corn derivative production and spraying capacities for maltodextrin production

- Total investment: **€ 80 million**
- **Capacity increase: +30%** -> 540,000 tonnes
- 25 new jobs





WHEAT STARCH CAPACITY INCREASE

- **Double the production capacity of the wheat starch factory** in Pischelsdorf|Austria
- Total investment: **€ 92 million**
- Intention 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 AGRANA's position in the starch market**
- Expansion reflects the **increasing demand**, particularly from the **paper industry** -> high proportion of recycled paper and rising demand for packaging stemming from internet/mail order trade
- Expansion project will create **44 new jobs**



	Processed raw materials (to)	Investment
Ethanol plant:	621,000	€ 130 million (until 2008)
Wheat starch plant I:	196,000	€ 70 million (until 2013)
Wheat starch plant II:	215,000	€ 92 million (until 2020)
TOTAL:	1,032,000	€ 292 million (until 2020)

TARGET:

1 million tonnes processing capacity

~ 3,000 to per day



2017|18
OUTLOOK





AGRANA GROUP

OUTLOOK FOR 2017|18

AGRANA Group

Revenue 2017 | 18



Guidance confirmed

EBIT 2017 | 18



- For the full 2017|18 financial year, AGRANA confirms its guidance, expecting Group **revenue** to **rise moderately** and **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 € 93 million



AGRANA SEGMENTS

OUTLOOK FOR 2017|18

SUGAR

Revenue →
EBIT ↑↑

- **Sugar segment:** AGRANA expects **revenue** to be **in line with the previous year** anticipating stable sales volumes
- Despite an anticipated challenging market environment in the 2nd half -> improved margins in H1 2017|18 and cost reductions -> **significant increase** in **EBIT** in 2017|18 compared to the year before

STARCH

Revenue ↑
EBIT ↑

- **Starch segment:** slightly rising sales volumes and **moderate growth** in **revenue**
- Despite last year's record high -> **moderate increase** in **EBIT**
 - Despite the pronounced volatility of the ethanol quotations, average sales prices are currently expected above the prior year's -> earnings improvement in the ethanol business
 - Constant margin forecast for the rest of the product portfolio
 - Despite start-up costs related to the commissioning of the facility expansion in Aschach, Austria

FRUIT

Revenue ↑
EBIT ↑↑

- **Fruit segment: moderate growth** in **revenue** and **significant increase** in **EBIT** expected
 - Fruit preparations: positive revenue trend driven by rising sales volumes; helped by expected earnings contribution of the new company in Argentina, EBIT in the fruit preparations activities is expected to increase significantly
 - Fruit juice concentrates: revenue to increase moderately, EBIT slightly year-on-year



2017|18 AND 2018|19

FINANCIAL CALENDAR

11 January 2018

Results for first three quarters of 2017 | 18

8 May 2018

Results for full year 2017|18 (annual results press conference)

26 June 2018

Record date for Annual General Meeting participation

6 July 2018

Annual General Meeting in respect of 2017|18

11 July 2018

Ex-dividend date

12 July 2018

Results for first quarter of 2018|19

12 July 2018

Record date for dividend

13 July 2018

Dividend payment date

11 October 2018

Results for first half of 2018|19



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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%, or less than -10%