

AGRANA Beteiligungs-AG

Annual Results for 2020 | 21

Presentation for investors and analysts Vienna, 11 May 2021

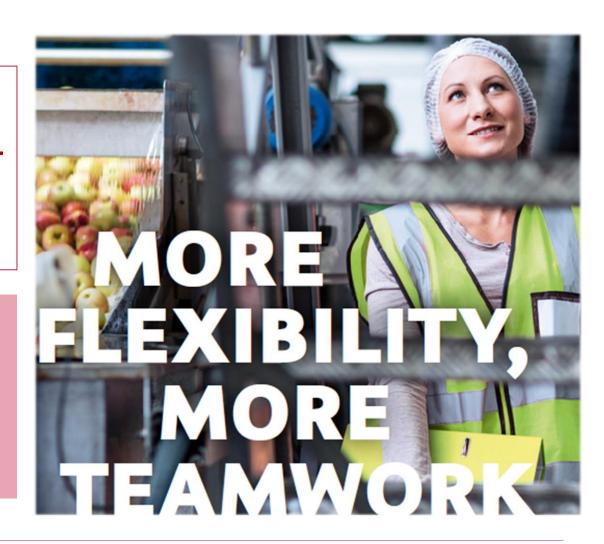


AGRANA 2020 | 21 Online:

reports.agrana.com/en

FLEXIBILITY, **HOME OFFICE, AND REMOTE TEAMWORK –** THE NEW NORMAL **THAT WE ARE WORKING WITH.**

OUR EMPLOYEES HAVE SHOWN TREMENDOUS DEDICATION THIS PAST FINANCIAL YEAR.





WHAT REALLY COUNTS

AGRANA 2020 | 21 Online: reports.agrana.com/en



KEEPING THE SUPPLY
OF BASIC GOODS
FLOWING IS NOT JUST
AN ECONOMIC NECESSITY
BUT ALSO A RESPONSIBILITY
TO SOCIETY.



3%
MORE
APPRENTICES

... were trained by AGRANA in the last financial year despite the pandemic. 0% SHORT-TIME WORK

AGRANA has so far mastered the crisis without work sharing schemes (i.e., "Kurzarbeit") or other government support. Our employees appreciate working in a crisis-proof industry.

100 % OF PLANTS FULLY OPERATING

Through measures such as regular antigen testing at the plants, we were able to keep COVID-19 infection levels low among employees, maintain operations at all 56 sites worldwide and thus ensure the unbroken supply to customers.



2020|21 OVERVIEW

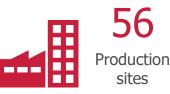
• Revenue: € 2,547.0 m (+2.7%; prior year: € 2,480.7 m)

EBIT: € 78.7 m (+17.6%; prior year: € 66.9 m*)

• EBIT margin: 3.1% (prior year: 2.7%*)

- COVID-19 pandemic was a defining factor for all AGRANA segments
- Prior year's operating profit (i.e., 2019|20 EBIT) was adjusted to reflect a goodwill impairment expense in the Sugar segment
- Actual EBIT target of € 87.1 million for 2020|21 was not reached, as a result of one-time effects in the final quarter, especially in the fruit preparations division









World market leader in the production of

FRUIT

PREPARATIONS and largest manufacturer of fruit juice concentrates in Europe



Major European manufacturer of customised

STARCH

PRODUCTS and bioethanol



Leading

SUGAR

SUPPLIER in Central, Eastern & Southeastern Europe

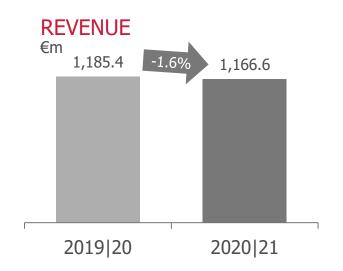
as of 28 Feb. 2021

* The prior-year data have been restated under IAS 8.

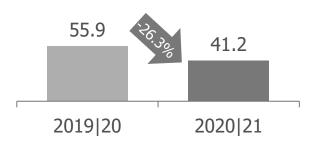


FINANCIAL RESULTS FOR 2020|21

FRUIT SEGMENT



EBIT €m



REVENUE slightly below the year-earlier level

- **Fruit preparations**: revenue eased somewhat, for sales volume reasons
 - Increased in the Europe and North America regions, while other regions experienced a slight decrease
- Fruit juice concentrate: revenue remained steady, as higher apple juice concentrate prices for product from the 2019 and 2020 crop were offset by lower sales volumes

EBIT decrease of 26.3% from one year earlier

- Causes of the deterioration lay in the fruit juice concentrate business
 - Reduced delivery volumes coupled with lower contribution margins of apple juice concentrate produced from the 2019 and 2020 crop, as well as with idle-capacity costs
- **Fruit preparations** business, overcoming numerous challenges, significantly surpassed its year-earlier profitability in terms of *operating profit*
 - Achieved, among other ways, through savings in administration and an improvement in results in Mexico and North America
 - At *EBIT level*, only moderate increase, due to a net exceptional items expense of € 10.9 million





REVENUE rose slightly

- Volume and revenue growth achieved for wheat starch, through capacity expansion in Pischelsdorf, Austria
- Market demand for almost all core products eased, leading to higher pressure on prices
- Reflecting the impact of the COVID-19 pandemic, ethanol quotations were highly volatile
- Revenue with by-products increased slightly on higher wheat gluten sales



EBIT came in 13.8% below that of the previous year

- Margins on the core products narrowed amid reduced market demand - purchase prices for raw materials and energy on prior year level
- Depreciation and personnel costs also increased (larger investments in the last several financial years)
- Earnings contribution of the equity-accounted HUNGRANA group rose from € 16.3 million to € 19.4 million

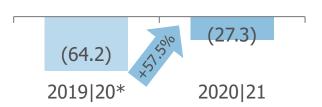


FINANCIAL RESULTS FOR 2020|21

SUGAR SEGMENT







* The prior-year data have been restated under IAS 8.

REVENUE up significantly from one year earlier

- Higher sugar selling prices and increased sugar sales volumes led to this growth
 - Sales to resellers: prices were up moderately from the prior financial year,
 - Sales to industry also rose thanks to new contracts with customers
- By-product revenue also exceeded prior-year level

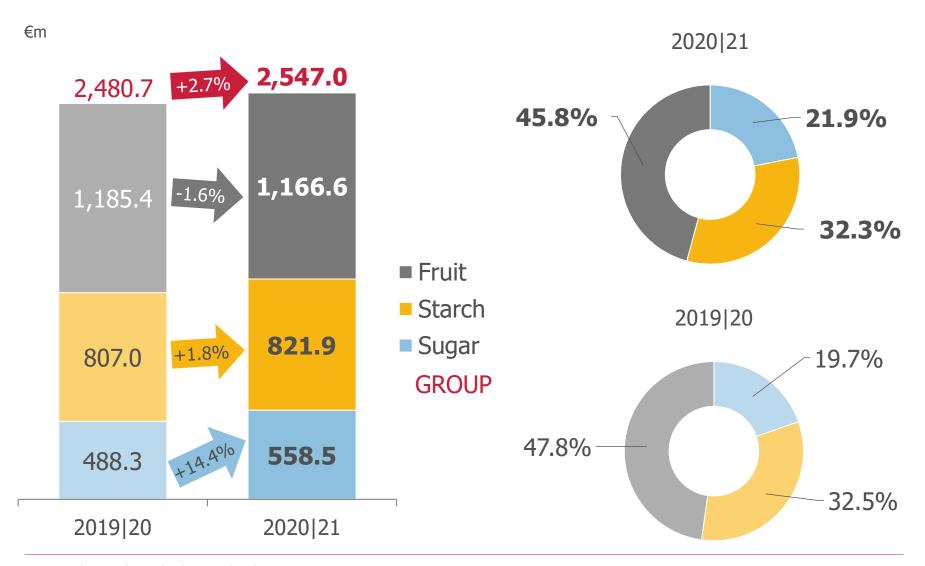
EBIT improved, but still negative

- Substantial improvement thanks to a better sales price environment and higher quantities sold
- 2020 campaign once more entailed high idle-capacity costs, as the beet harvest was again poor
- EBIT contribution of the equity-accounted AGRANA-STUDEN group was € 0.2 million (p/y: € 0.6 m) and that of Beta Pura was a deficit of € 2.1 m (p/y: deficit of € 0.2 million)
- EBIT in 2020|21 also included a net exceptional items expense of € 0.2 million; in prior year, net exceptional items expense was € 20.9 million, due primarily to a retroactive goodwill write-down



2020|21 VS PRIOR YEAR

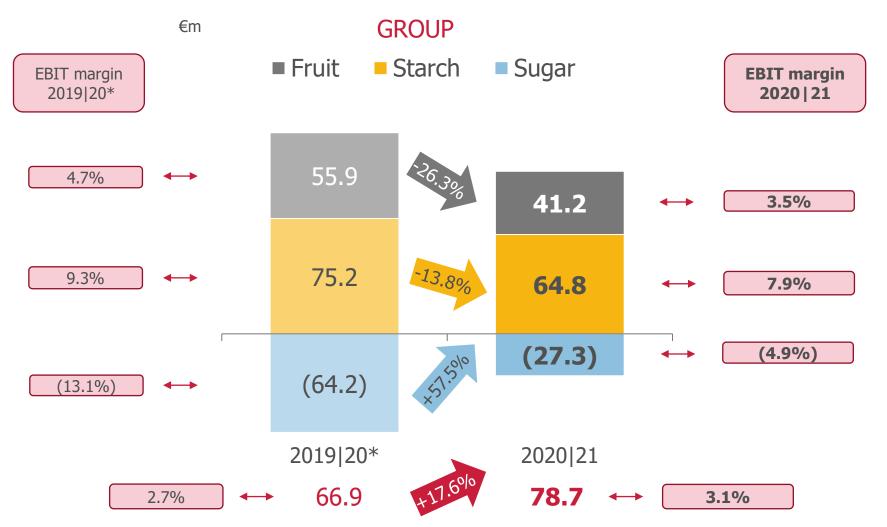
REVENUE BY SEGMENT





2020|21 VS PRIOR YEAR*

EBIT BY SEGMENT



^{*} The prior-year data have been restated under IAS 8.



2020|21

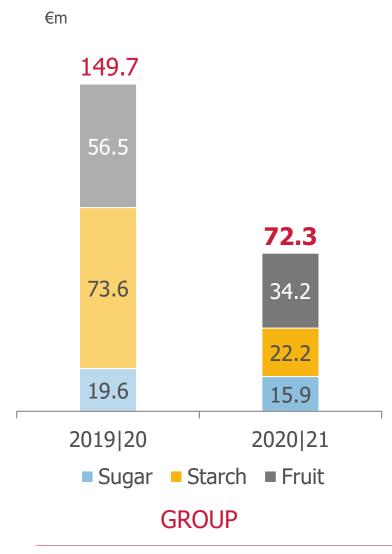
INVESTMENT





MOST IMPORTANT PROJECTS IN THE GROUP

INVESTMENT OVERVIEW



2020|21

FRUIT

- Wastewater treatment in Jacona, Mexico
- Expansion of the warehouse for finished product in Chung-Buk, South Korea
- Additional production line in Lysander, New York, USA
- Additional production line in Central Mangrove, Australia

STARCH

- Measures to increase specialty corn processing in Aschach, Austria
- Major overhaul of the spray drying towers in Gmünd, Austria
- Optimisation work at the wheat starch plant in Pischelsdorf, Austria
- Expansion of the starch derivatives plant in Aschach

SUGAR

 Switch from coal to natural gas at the Sered` sugar plant, Slovakia



BIGGEST PROJECT IN FY 2020|21

MANUFACTURE OF CRYSTALLINE BETAINE

- Joint Venture between AGRANA and The Amalgamated Sugar Company (Boise, Idaho, USA)
- New betaine plant was successfully commissioned in August 2020
- Operation was ramped up over the past number of months and the processes are continually being optimised
- Investment: approx. € 37 million (AGRANA: € 18.5 million)
- 16 new jobs
- Production capacity of around 8,500 metric tonnes of crystalline betaine per year





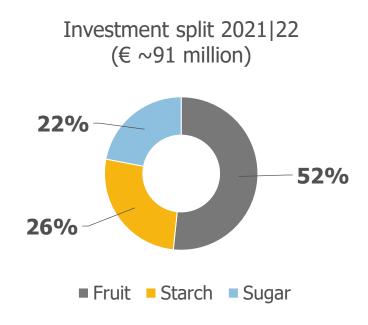
Component in animal feeds





- Total investment across the three business segments in the 2021|22 financial year, at approximately € 91 million
- Significantly below budgeted depreciation (€ ~121 million)

 Continuation of implementation phase after completion of major projects and capacity expansion in recent years

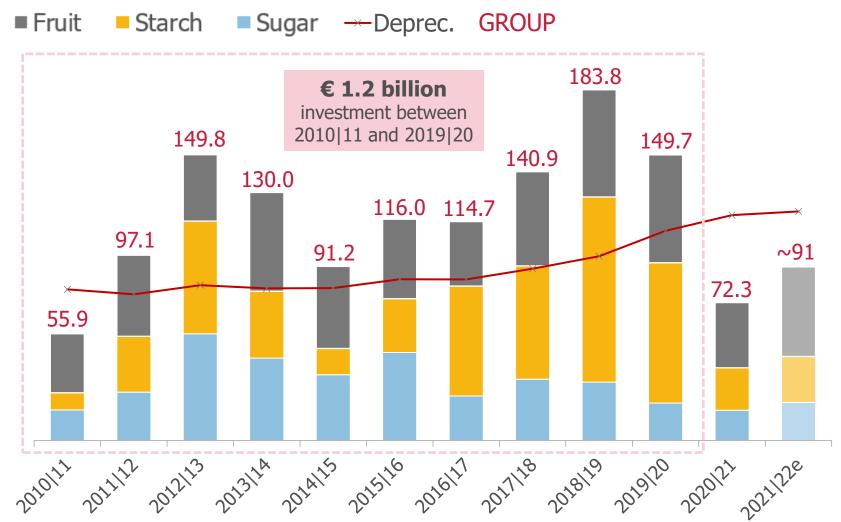




INVESTMENT FOR SUSTAINABLE GROWTH

CAPEX EVOLUTION

€m





AGRANA

FOCUS ON ESG







AGRANA is committed to decarbonising its value chain by 2050 and works on a staged approach to reach this target.

AGRANA target by 2040: CO_2 -neutral production (scope 1+2) Investment of approx. \in 400 million

AGRANA target by 2050: CO₂-neutrality (scope 1+2+3)

AGRANA products (e.g. bioethanol, bioplastics and feed stuffs), substituting products from fossil orgin or products made in a manner consistent with the principles of the circular economy, **already contribute to climate protection.**





Intermediate target: 25% CO₂ reduction by 2025 | 26 (base line: 2019 | 20) Annual investment of approx. € 10 million

Measures:

- Use of electricity from renewable sources
- 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 (2025|26)
- Implementation of energy efficiency measures in all business segments
- Biomass utilisation will increasingly become a focus of further decarbonisation from 2025 onward



CLIMATE STRATEGY

DECARBONISATION (3)



From 2026|27 onwards, focus on **energy recovery from low-protein raw material residues**

Example: AGRANA's sugar factory in Kaposvár|HU, could cover approx. 70 % of primary energy consumption in the beet sugar campaign with biogas produced from beet pulp and other beet residues

<u>Challenges</u>: as biomass utilisation for energy recovery cuts into feedstuff revenue, the right business conditions are required for it to be implemented economically (comprehensive ETS including an appropriate price for CO₂)

2021 | 22 start of structured gathering of data on scope 3 emissions

By 2030 AGRANA will also seek to implement structured measures developed in collaboration with suppliers and partners to reduce the greenhouse gas emissions generated in its supply chain (scope 3 emissions), to be able to offer CO₂-neutral products.



FRUIT



Fruit preparations

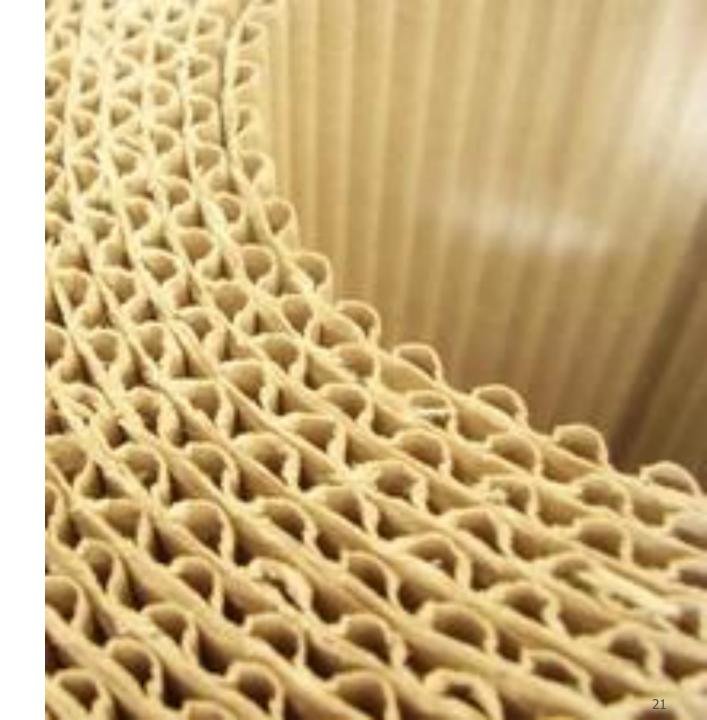
- Main market (fruit yoghurt) is slightly negatively affected by the COVID-19 pandemic
 - Current estimates of Euromonitor show an average annual volume growth of just under 1% to 2024 in the global market for spoonable fruit yoghurts
- Ice-cream and bakery are significant product categories in the diversification of the FP activities
- Market environment for FP is determined by consumer trends in the global markets: sustainability, health and convenience

Fruit juice concentrates

- Demand from the European food retail sector for apple juice declined continually in the summer months
- Customers were slow in their contracting during the 2020 campaign
- In the food service market for juices and concentrates, in general, sharp slumps in demand during the 2020|21 financial year
- Apple quantities available for 2020 campaign were well below expectations and higher raw material prices could only partially be passed through to the market



STARCH



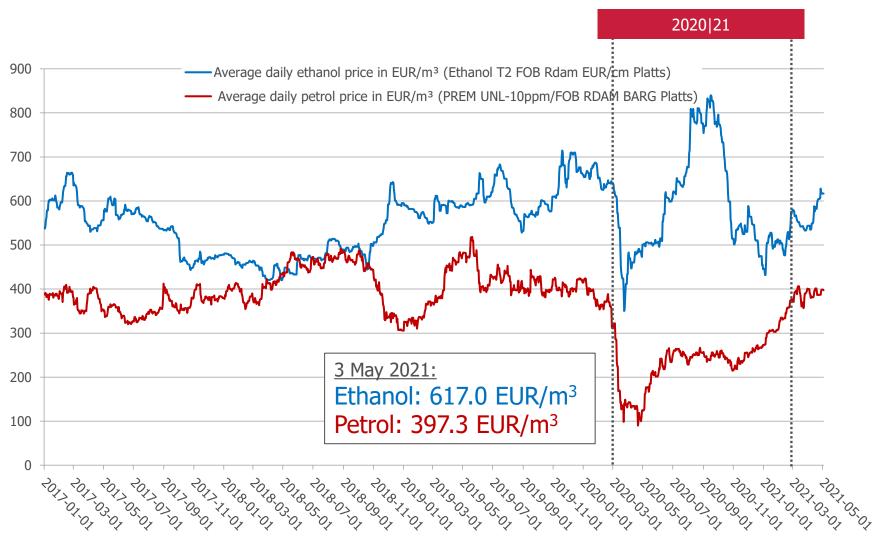


- Food sector: clear shift away from a food service and tourism orientation towards classic B2C/retail demand
 - Saccharification products remained under heavy volume and price pressure in the reporting period; due to the uncertain situation, new impetus for the market was largely absent
- Technical starch business (i.e., non-food starches): sales to the packaging paper industry trended upward; particularly in the 4th quarter of the financial year, demand increased as a result of growth in online commerce; demand for graphic paper grades, on the other hand, was down significantly
- Bioethanol: volatility of the business is well illustrated by the example of one of the core products, ethanol
 - Price plunge in March 2020 to € 350 per cubic metre was followed by a recovery from April with a high of € 700 to € 800 per cubic metre over the summer months, giving way to another significant decline to below € 500 in December 2020



1 JANUARY 2017 - 3 MAY 2021 (EUR)

ETHANOL AND PETROL PRICES









SUGAR



World sugar market

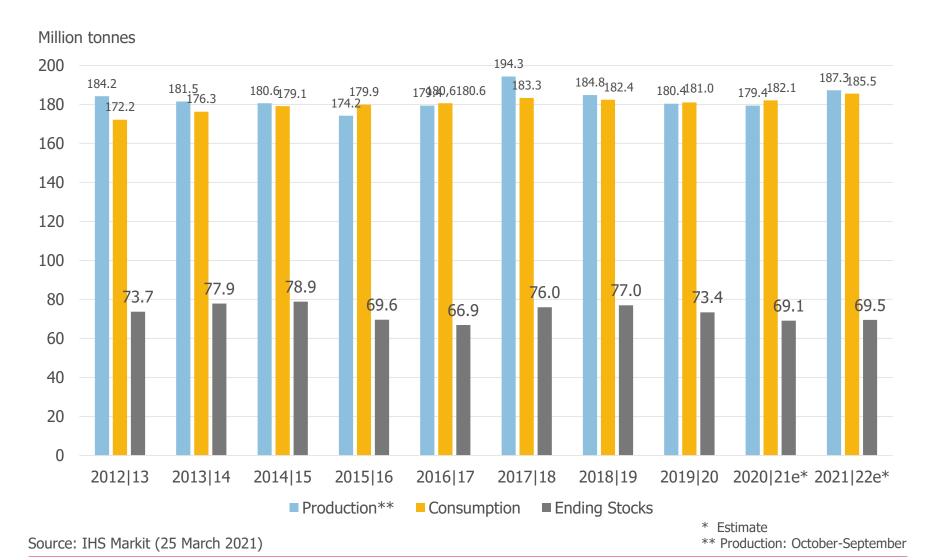
- World market sugar quotations remained at low absolute levels during the first three quarters of the financial year (in April 2020, a new twelveyear low was reached for raw sugar, at US\$ 203.1 per tonne)
- Towards the end of the reporting period, prices rose significantly despite the lasting pandemic and the expectation of high Indian sugar production in SMY 2020|21
- Stock-to-use ratio for SMY 2020|21 based on latest forecasted to be below the 40% mark

EU sugar market

- Production expectations for the still ongoing SMY 2020|21 are low as a result of the drought-related poorer yields in the large European beetgrowing regions
- Production estimated (by EC) at 15.4 m tonnes (SMY 2019|20: 17.5 m tonnes); like the previous two sugar marketing years, SMY 2020|21 is thus set to fall significantly short of the record production of 20.6 m tonnes in SMY 2017|18



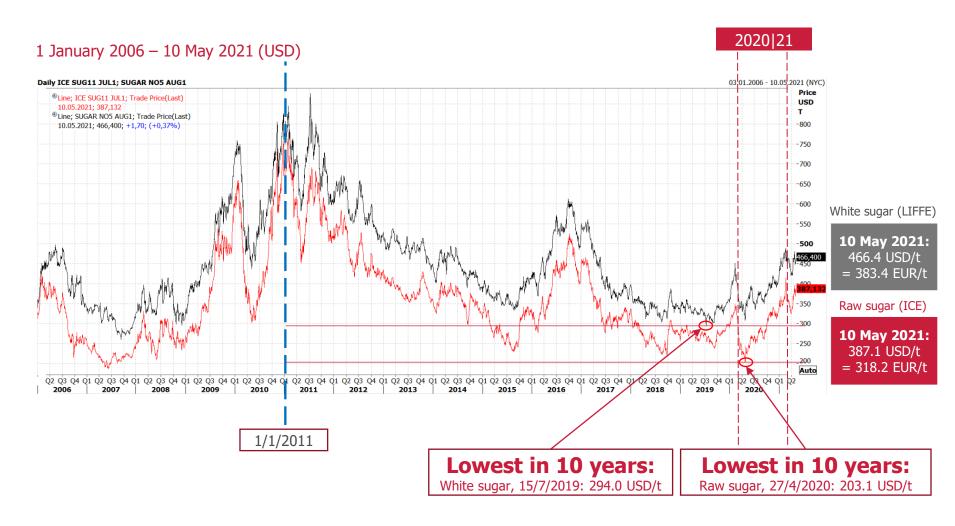
WORLD SUGAR PRODUCTION & CONSUMPTION





RAW SUGAR & WHITE SUGAR

SUGAR QUOTATION

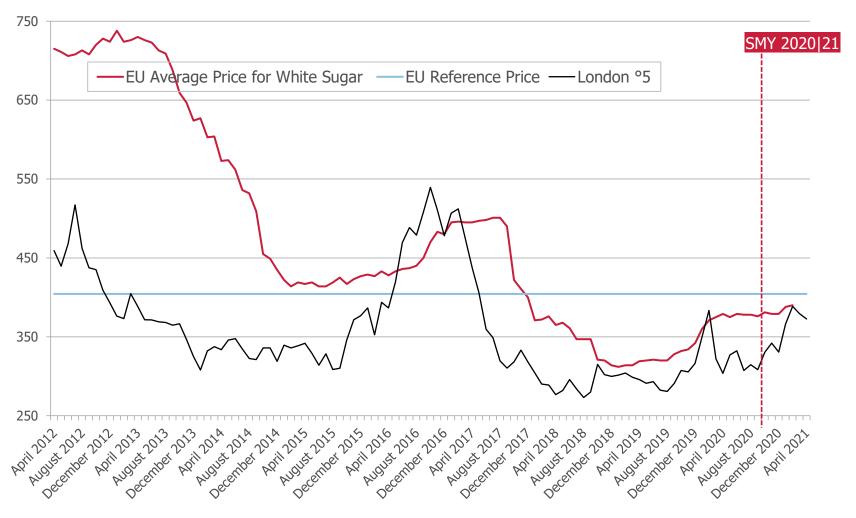




SUGAR PRICE REPORTING

MONTHLY EU AVERAGE PRICES

(APRIL 2012 TO APRIL 2021; € PER TONNE)



Source: European Commission (as of 30 April 2021) and IEG Vantage (as of 7 May 2021)



SUGAR SEGMENT

CONTINUING OPERATION OF THE SUGAR PLANT IN LEOPOLDSDORF, AUSTRIA

As the amount of sugar beet crop area in Austria remains low amid the impact of drought and pests, the continued operation of the sugar factory in Leopoldsdorf, Austria, was a matter of debate in the summer of 2020.

- Contract area target of 38,000 hectares for beet planting in 2021 in Austria (as the threshold for the economically required capacity utilisation of the two Austrian sugar factories) was secured through collaborative measures with stakeholders
- Leopoldsdorf plant will thus operate in the coming campaign as well
- Important thing now is to ensure that this planting area is brought to harvest



2020|21

CONSOLIDATED FINANCIAL STATEMENTS (CONDENSED)





RESTATEMENT UNDER IAS 8

SUGAR SEGMENT: GOODWILL IMPAIRMENT

- AGRANA considered a net expense of € 20.1 million in exceptional items in the 2019 | 20 financial year -> retroactive correction for impairment of goodwill
- Enforcement audit of Austrian Financial Reporting Enforcement Panel (OePR)
 - OePR concluded that the impairment test performed for the Sugar cash-generating unit was based on cash flow projections that did not reflect reasonable and supportable assumptions in accordance with IAS 36.33 (a) which represent management's best estimate of the economic conditions.
 - The recoverability of the goodwill of € 20.1 million allocated to the cash-generating unit could not be demonstrated. As a result, earnings in the 2019|20 financial year and shareholders' equity at 29 February 2020 had been overstated
- The error was corrected retrospectively in accordance with IAS 8.42 by restating the affected items in the prior year's financial statements.



CONSOLIDATED INCOME STATEMENT

€m (condensed)	2020 21	$2019 20^{1}$	Change
Revenue	2,547.0	2,480.7	+2.7%
EBITDA ²	191.2	183.1	+4.4%
Operating profit before except. items and results of equity-accounted JV	73.1	73.1	0.0%
Share of results of equity-accounted JV	17.5	16.7	+4.8%
Exceptional items	(11.9)	(22.9)	+48.0%
EBIT	78.7	66.9	+17.6%
EBIT margin	3.1%	2.7%	+0.4pp
Net financial items	(18.5)	(17.2)	-7.6%
Profit before tax	60.2	49.7	+21.1%
Income tax expense	(5.2)	(18.6)	+72.0%
Profit for the period	55.0	31.2	+76.3%
Attributable to shareholders of the parent	59.8	28.1	>+100%
Earnings per share	€ 0.96	€ 0.45	>+100%

 $^{^{\}rm 1}\,\mbox{The}$ prior-year data have been restated under IAS 8.

 $^{^{\}rm 2}$ EBITDA represents operating profit before exceptional items, results of equity-accounted joint ventures, and operating depreciation and amortisation.



ANALYSIS OF NET FINANCIAL ITEMS

€m	2020 21	2019 20	Change
Net interest expense	(8.0)	(8.4)	+4.8%
Currency translation differences	(7.0)	(6.6)	-6.1%
Other financial items	(3.5)	(2.2)	-59.1%
Total	(18.5)	(17.2)	-7.6%

- While net interest expense improved by € 0.4 million, currency translation differences were somewhat more negative than in the prior year, by € 0.4 million
- Moderate overall deterioration in net financial items was thus due to a negative change of € 1.3 million in other financial items, driven by higher commitment fees for committed but undrawn credit facilities and by annualised fees for renewals of syndicated and bilateral loans



EXCEPTIONAL ITEMS

€m	2020 21	2019 20*	Change
Exceptional items	(11.9)	(22.9)	+48.0%
thereof			
Fruit (preparations)	(10.9)	(2.0)	>-100%
Juice (concentrates)	(0.8)	0.0	>-100%
Sugar	(0.2)	(20.9)	>+100%

- Fruit preparations one-off effects 2020|21 (€ 10.9 m) consisted of expenses related to a cost-saving programme, a property, plant and equipment write-down in Egypt, and provisions for a product complaint in Europe
- Juice concentrate business with a net exceptional items expense (€ 0.8 m) in 2020|21 for the impending closure of one of five plants in Hungary
- Sugar one-off effects in 2019 | 20 due primarily to the retroactive goodwill write-down (€ 20.1 m)

^{*} The prior-year have been restated under IAS 8.



€m	2020 21	2019 20*	Change
Profit before tax	60.2	49.7	+21.1%
Income tax expense	(5.2)	(18.6)	+72.0%
Tax rate	8.7%	37.3%	-28.6pp

Main explanations -> Sugar segment:

- Tax loss carryforwards can be utilised in Romania -> deferred tax asset of € 5.4 m in 2020|21 -> reduction of tax quota in 2020|21
- Tax audit in Romania -> tax refund of € 1 m in 2020|21 -> reduction of tax quota in 2020|21
- Additional tax expenses (tax audit Romania) -> provision of € 2 m in 2019|20 -> increase of tax quota in prior year
- Retroactive goodwill write-down in prior year in the Sugar segment (€ 20.1 m) with no tax-effect in 2019|20 -> increase of tax quota in prior year

^{*} The prior-year have been restated under IAS 8.



CONSOLIDATED CASH FLOW STATEMENT

€m (condensed)	2020 21	2019 20	Change
Operating cash flow before changes in working capital	198.8	187.8	+5.9%
Changes in working capital	(14.6)	(53.0)	+72.5%
Total of interest paid/received and tax paid	(20.6)	(24.8)	+16.9%
Net cash from operating activities	163.6	110.1	+48.6%
Net cash (used in) investing activities	(79.6)	(155.6)	+48.8%
Net cash (used in)/from financing activities	(59.5)	57.3	>-100%
Net increase in cash and cash equivalents	24.5	11.8	>+100%
Free cash flow	84.0	(45.5)	>+100%



CONSOLIDATED BALANCE SHEET

€m (condensed)	28 Feb. 2021	29 Feb. 2020*	Change
Non-current assets	1,232.0	1,311.8	-6,1%
Current assets	1.240.7	1.217.5	+1.9%
Total assets	2,472.7	2,529.3	-2.2%
Equity	1,329.1	1,367.0	-2.8%
Non-current liabilities	597.4	565.3	+5.7%
Current liabilities	546.2	597.0	-8.5%
Total equity and liabilities	2,472.7	2,529.3	-2.2%
Equity ratio	53.8%	54.0%	-0.2pp
Net debt	443.5	464.0	-4.4%
Gearing	33.4%	33.9%	-0.5pp

^{*} The prior-year data have been restated under IAS 8.

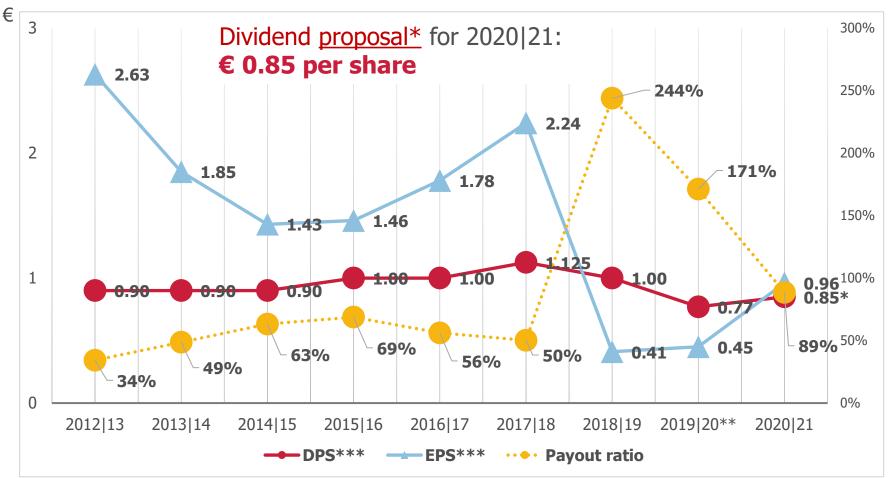
€m	28 Feb. 2021	Due within 1 year	Due after more than 1 year	29 Feb. 2020
Borrowings	573.9	80.3	493.6	577.0
Securities and cash (equivalents)	(130.4)			(113.0)
Net debt	443.5			464.0
Credit lines	999.9	116.4	883.5	1,003.2



- The Management Board of AGRANA Beteiligungs-AG decided to propose a dividend payout in the amount of € 0.85 per share for the 2020 | 21 financial year (dividend for 2019 | 20: € 0.77 per share) to the 34th Annual General Meeting to be held on 29 June 2021.
- AGRANA remains committed to a predictable, reliable and transparent dividend policy that is geared to continuity.
 - The dividends are based on the result as well as on the Group's cash flow and debt situation, while maintaining a solid balance sheet structure. Moreover, AGRANA also takes current events and the anticipated future development of business into account in its dividend policy.



DIVIDEND AND EARNINGS PER SHARE



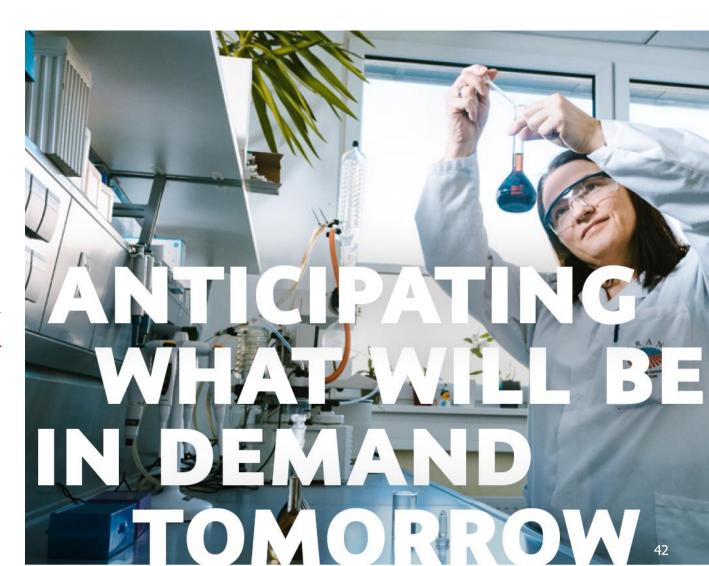
Dividend yield (based on the closing share price at the last balance sheet date): **4.8%**

^{**}The prior-year data have been restated under IAS 8.

^{***}EPS and DPS adjusted; after the four-for-one stock split performed in July 2018, all EPS and DPS values are based on the number of shares out-standing at 28 February 2021, which was 62,488,976.



NEWS
AND
OUTLOOK





PRESS RELEASE AS OF 29 MARCH 2021

AGRANA STARTS PRODUCTION OF FRUIT PREPARATIONS IN JAPAN

- Acquisition of the fruit preparations business of the local food producer Taiyo Kagaku
 Co. Ltd
- AGRANA Fruit Japan Ltd. has started production of fruit preparations on 1 April 2021
- Now 6 sites in 4 Asian countries: China, India, South Korea and Japan
- The new fruit preparations plant is located in Yokkaichi, in southern Japan, around 100 km east of Osaka
- From there it will supply customers in Japan's bakery products sector as well as dairies and ice cream producers
- Japan has a constantly growing market for fruit preparations with a volume of around 60,000 metric tons and a forecasted annual growth of 2-3% a year





AGRANA GROUP

CHANGE IN THE MANAGEMENT BOARD

- Ms. Ingrid-Helen Arnold has been appointed by the Supervisory Board of AGRANA Beteiligungs-AG to become a member of the Management Board of AGRANA Beteiligungs-AG for a term in office extending from 1 June 2021 to 30 April 2024.
- Originating from Munich, this Südzucker AG board member will assume responsibility for the area of internal audits and replace
 Thomas Kölbl in this role who is stepping down from the Management Board of AGRANA on 31 May 2021 to focus fully on his position as CFO of Südzucker AG.





- Despite the continuing substantial challenges as a result of the COVID-19 pandemic, the Group's EBIT is expected to increase significantly in the 2021|22 financial year
- Group revenue is projected to show moderate growth



Due to the ongoing COVID-19 crisis and the associated strong volatility in all business segments, the forecast for the full year is subject to very high uncertainty.



AGRANA SEGMENTS

OUTLOOK FOR 2021 22



- Fruit segment: AGRANA expects the 2021|22 financial year to bring growth in revenue and EBIT
 - Fruit preparations: positive revenue trend is predicted; with the full utilisation of the capacity created and the progressive further diversification in the non-dairy business, EBIT is also expected to increase further
 - Fruit juice concentrates: revenue is projected to remain stable in 2021|22, with a significantly improved earnings situation compared to the prior year



- Starch segment: stable revenue and an EBIT result significantly below the prior-year level
 - For as long as economic output remains below pre-pandemic levels, demand is not expected to rise and price increases are unlikely to be feasible
 - On the cost side, segment expects significantly higher grain prices for the 2020 crop, as well as rising energy prices



- **Sugar segment**: 2021|22 to bring a continual improvement in conditions in the EU sugar market; AGRANA anticipates being able to significantly boost capacity utilisation again, especially at the two Austrian sugar beet factories, as it has initiated various measures designed to ensure a significant increase in beet supply
 - On the distribution side, sugar sales volumes in the EU are expected to rise and EU sugar prices are forecast to be stable or to increase
 - This positive trend in the EU sugar market environment, combined with rigorous cost management, implies a very significant improvement in EBIT

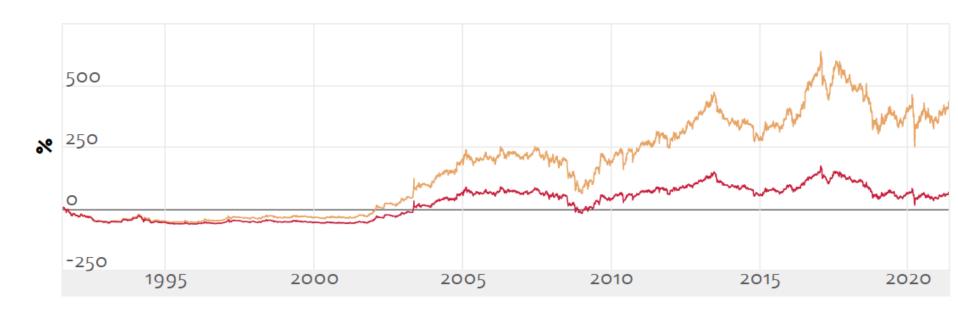


OUTLOOK FOR H2 2021|22

10 JULY 2021: 30 YEARS LISTED AT THE VIENNA STOCK EXCHANGE

07/10/1991 - 05/07/2021

AGRANA Beteiligungs-AG (WB) 64.23% Total return 432.39%



1991: IPO

2004 | 05: 1st SPO; 2016 | 17: 2nd SPO

Total return including dividends: > 400 %



29 June 2021

Annual General Meeting in respect of 2020 | 21

19 June 2021

Record date for Annual General Meeting participation

29 June 2021

Annual General Meeting in respect of 2020|21

2 July 2021

Ex-dividend date

5 July 2021

Record date for dividend

6 July 2021

Dividend payment date

8 July 2021

Results for first quarter of 2021|22

14 October 2021

Results for first half of 2021|22

13 January 2022

Results for first three quarters of 2021|22





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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)	7 or 9	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%