

IN OUR HANDS



WELCOME

to the 27th Annual General Meeting
of AGRANA Beteiligungs-AG

Vienna, 4 July 2014



— Agenda

1. Presentation of the financial statements, the management report, the corporate governance report, the consolidated financial statements, the group management report, and the supervisory report for the 2013|14 financial year.
2. Resolution on the appropriation of profits.
3. Resolution on the formal approval of the actions of the members of the Management Board for the 2013|14 financial year.
4. Resolution on the formal approval of the actions of the members of the Supervisory Board for the 2013|14 financial year.
5. Resolution on the remuneration received by the members of the Supervisory Board for the 2013|14 financial year.
6. Appointment of a member of the Supervisory Board.
7. Appointment of the Auditors and the Group Auditors for the 2014|15 financial year.



— First agenda item

Presentation of the financial statements, the management report, the corporate governance report, the consolidated financial statements, the group management report, and the supervisory report for the 2013 | 14 financial year.

A resolution on this agenda item is not required.



REPORT OF THE MANAGEMENT BOARD



— In our Hands

At AGRANA, the globally operating processor of agricultural raw materials, an average of about 8,800 pairs of hands in the Sugar, Starch and Fruit business segments work for the **economic future** of the Group.



In going about our work, it is important to us to consider the **environmental** impacts of our actions and honour our **social responsibility** to employees, colleagues and fellow citizens. This is a daily balancing act which, especially in a demanding business environment, requires dedication and a deft touch.





— Highlights of 2013|14 results

	2013 14	2012 13
Revenue	€ 3,043.4 million	€ 3,065.9 million
Operating profit	€ 171.4 million	€ 236.9 million
Operating margin	5.6 %	7.7 %
EPS	7.60 €	10.52 €
Dividend	3.60 €*	3.60 €

	28 Feb. 2014	28 Feb. 2013
Equity ratio	48.6 %	47.0 %
Gearing	34.4 %	39.9 %

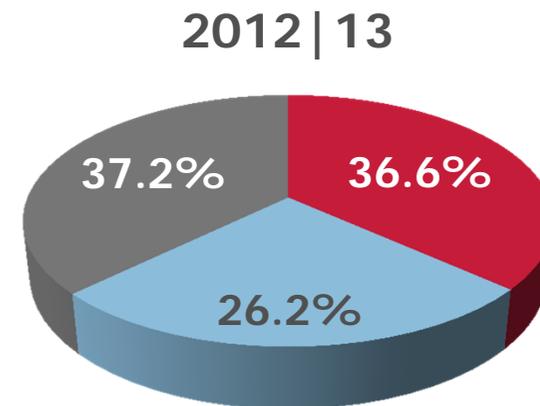
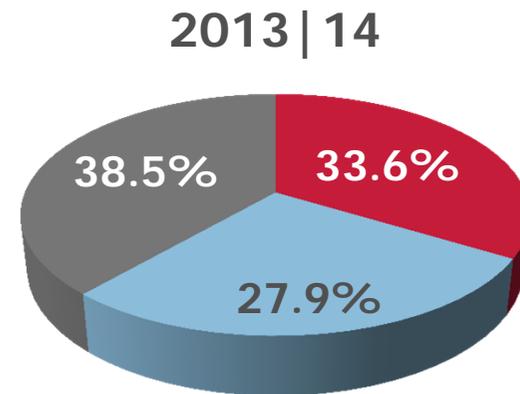
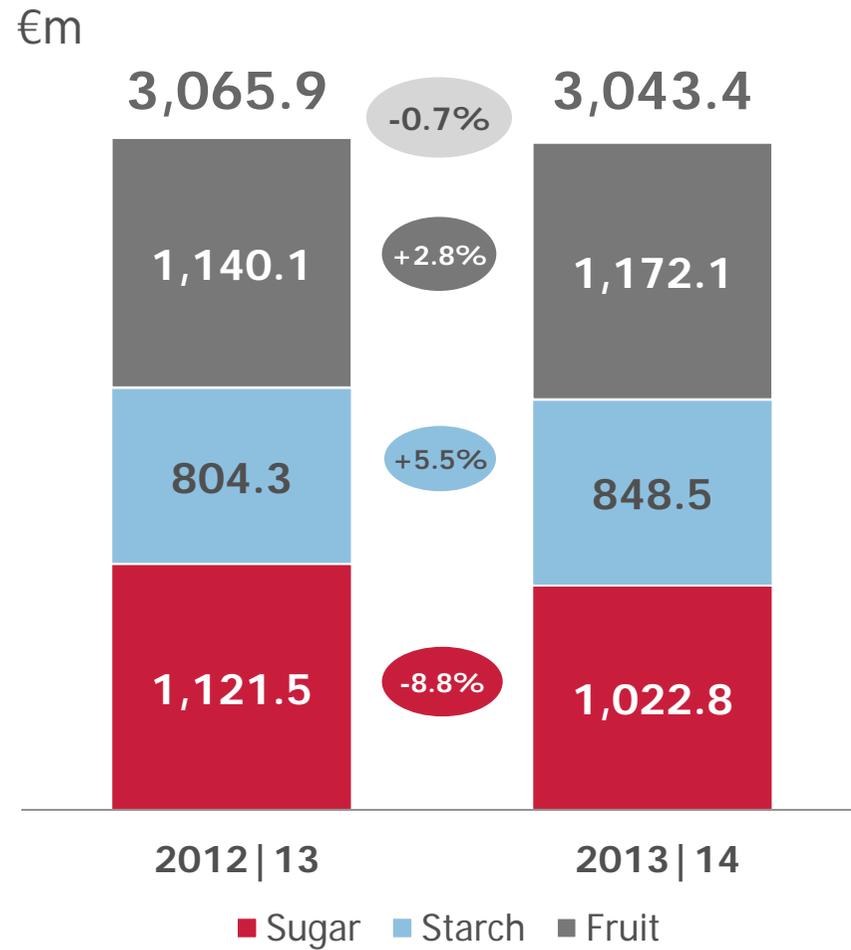
- Positive net exceptional items of € 3.9 million (prior year: net expense of € 19.1 million)
- Successful production start of wheat starch plant in Pischelsdorf, Austria

* Proposal to AGM



Revenue by segment

2013|14 FY

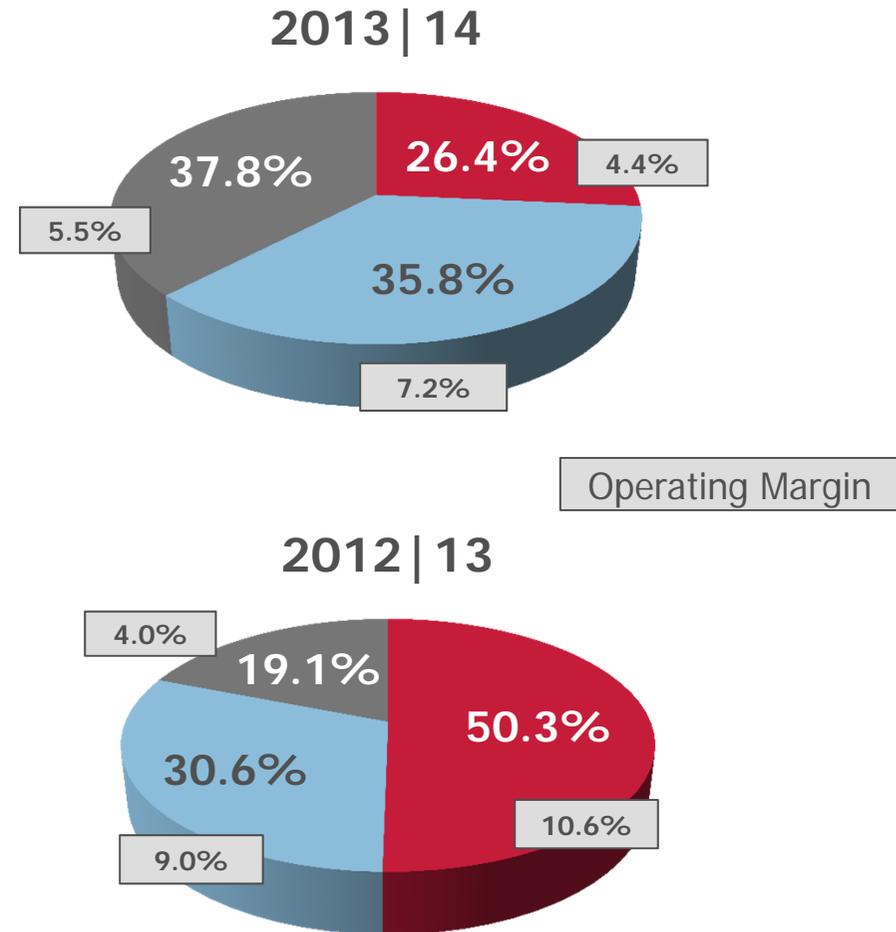
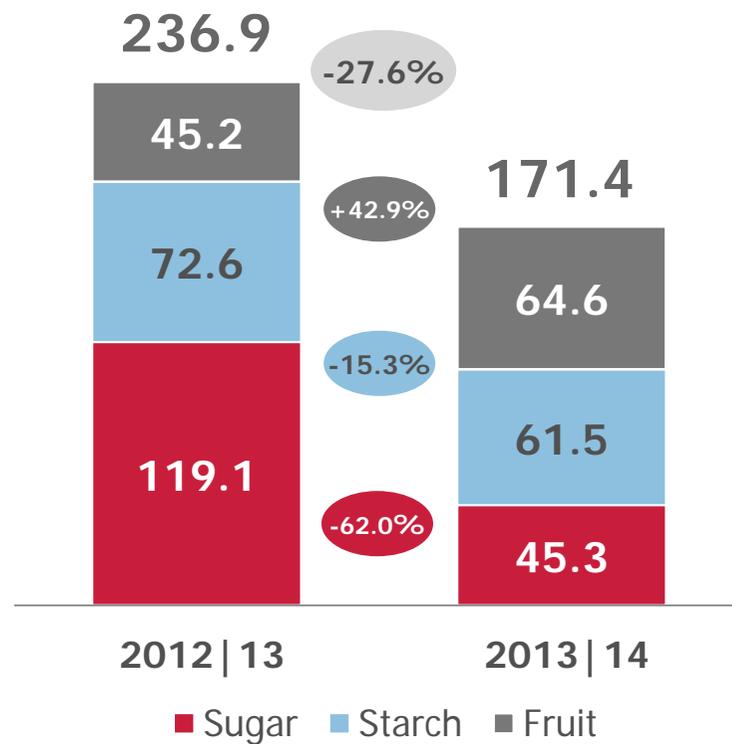




Operating profit by segment

2013|14 FY

€m





CAPEX evolution

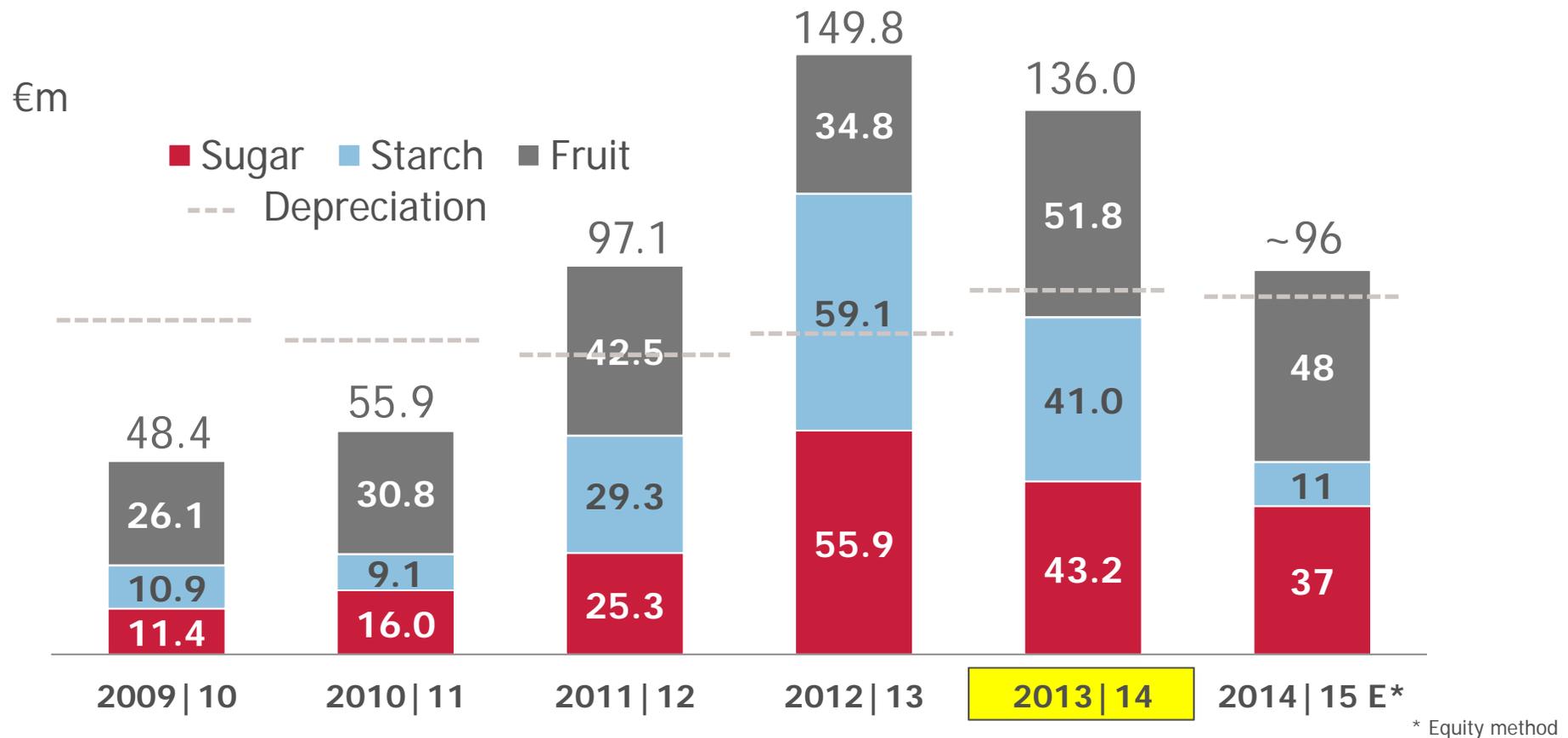
Investment for sustainable growth

2013 | 14 FY:

SUGAR: Mainly related to logistics improvements in Hungary and Romania

STARCH: Primarily for the construction of the wheat starch plant and energy efficiency measures (Pischelsdorf)

FRUIT: Related mostly to the new US fruit preparations plant in Lysander, New York



AGRANA share in 2013|14

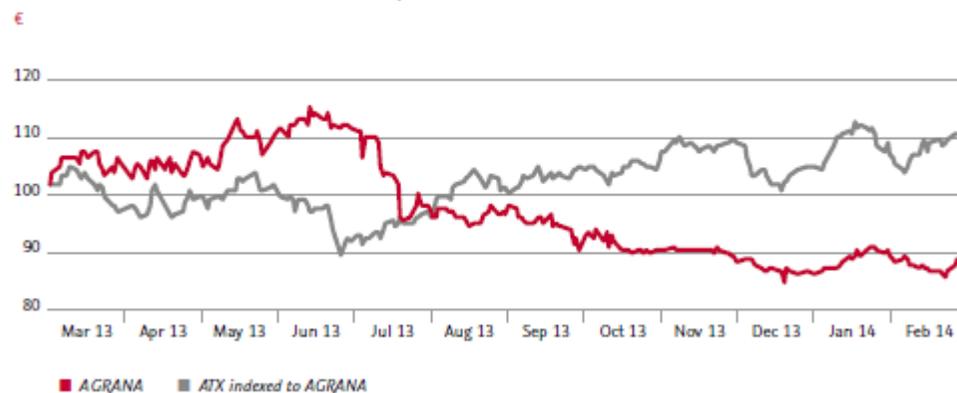


Steady dividend policy

Dividend yield: **4.1%¹** P/E ratio: **11.5¹** Market capitalisation: **€ 1,245.5² m**

¹ Proposal to AGM
² as of 28 Feb. 2014

AGRANA SHARE PERFORMANCE 2013|14



STEADY DIVIDEND POLICY

	2013 14	2012 13	2011 12
Dividend per share	€ 3.60 ¹	€ 3.60	€ 3.60
Dividend yield ²	4.10% ¹	3.55%	4.29%
Dividend payout ratio	47.37% ¹	34.22%	33.55%

¹ Proposal to the Annual General Meeting.

² Based on the closing share price at the balance sheet date.

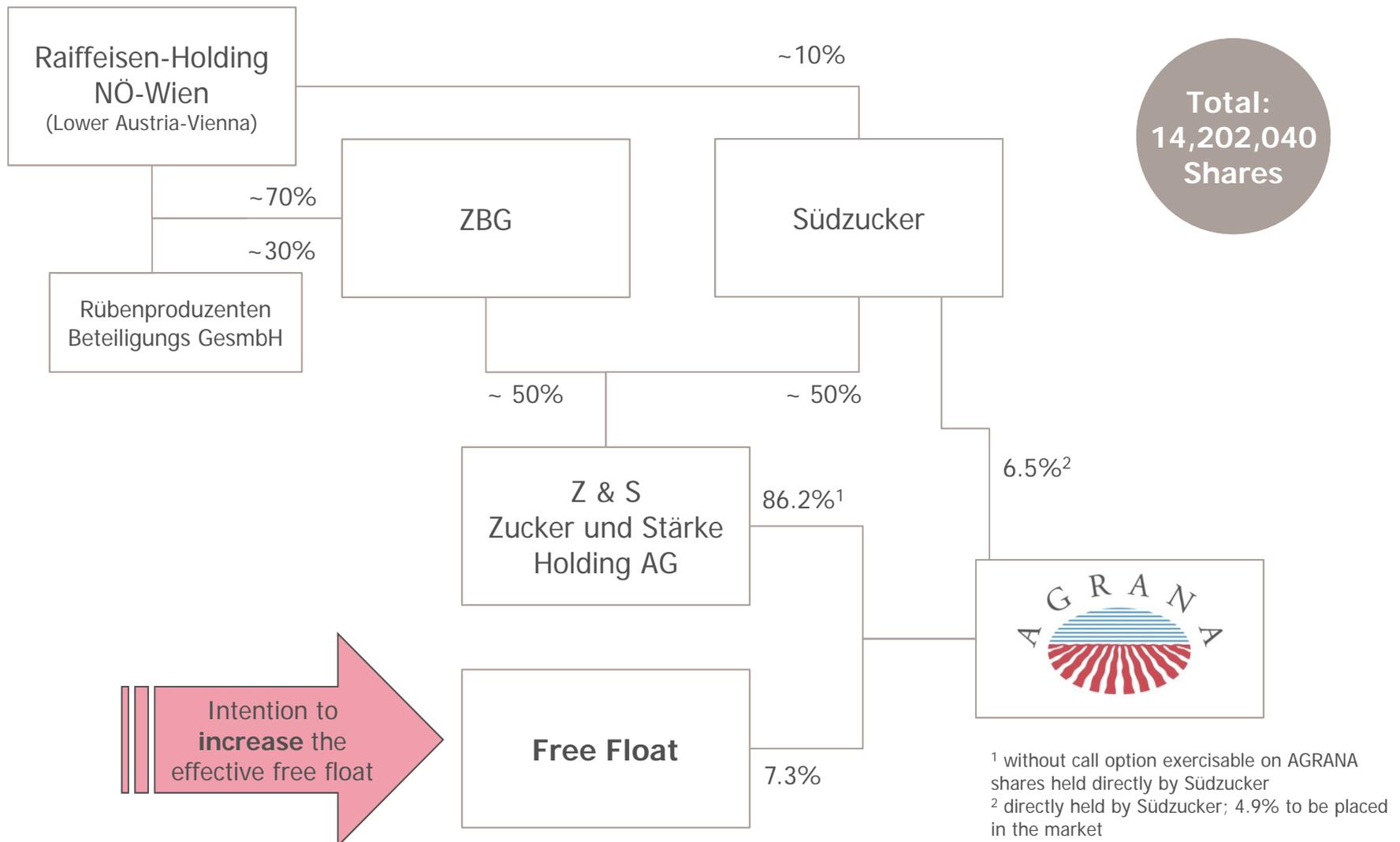
Performance (1/3/2013 – 28/2/2014): AGRANA -13.6%, ATX +4.9%

- Change in the shareholder structure in February 2014
- Z&S and Südzucker took over the shares held by M&G (15.6%)
- Intention to increase the effective free float again
- Commitment to the AGRANA Group's listing on the stock market



Current shareholder structure

— Status as of July 2014



Sustainability at AGRANA

Measures in the core business



Energy efficiency

- Reduced emissions by low-temperature dryer in Tulln and Leopoldsdorf; since its introduction in 2011|12 FY around 59,000 tonnes of CO2-eq. saved; project won “klima:aktiv” award from Austria Environment Ministry
- In Kaposvár|Hungary the operation of a third fermenter enabled in 2013|14 FY about 71% of primary energy needs to be met from biogas produced on site
- AGRANA is preparing for autumn the introduction of an ISO 50001-certifiable energy management system for all Austrian production sites

„Zero-Waste“ principle

- Almost complete (98.6 to 99.9%) raw materials use in all segments (2012|13 FY) through the efficient use of raw materials, technical innovations and product development (main & by-products)
- Biorefinery Pischelsdorf: integration of 2013 opened wheat starch plant and the bioethanol facility => 100% grain utilization / resource efficiency



SEGMENT OVERVIEW



SUGAR



Market environment

— in 2013|14 FY

SUGAR Segment

- Further stabilisation in world sugar stocks at 76.2 million tonnes (SMY 2012|13: 72.6 million tonnes) or 43.3% (SMY 2012|13: 42.1%) of annual consumption
- Prices on sugar markets were volatile
- European Commission took exceptional measures in SMY 2012|13 (as in SMY 2011|12) to increase the level of supply in the EU sugar market (consequently higher quota sugar stocks); no measures in 2013|14

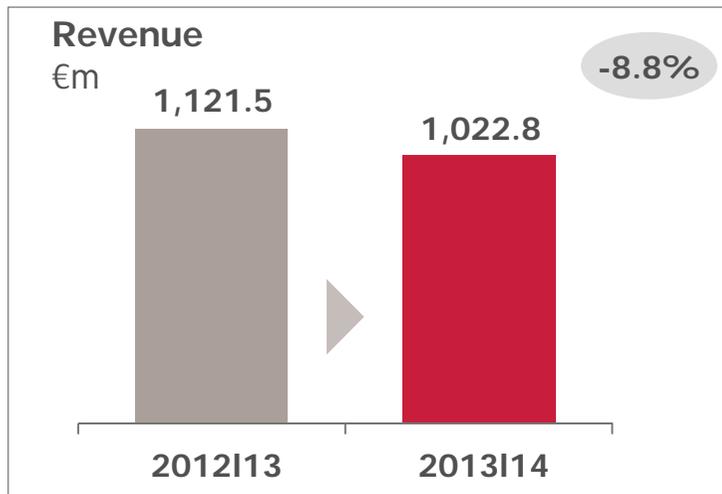
STARCH Segment

FRUIT Segment



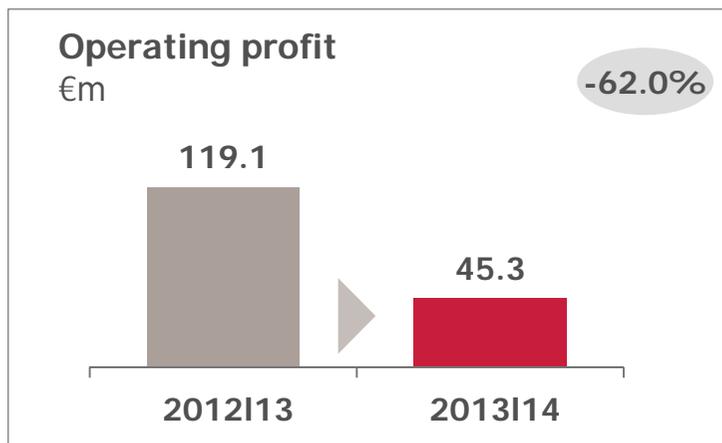
SUGAR segment

— Highlights 2013|14 FY



Revenue below prior year

- Reduction was due to sharply lower selling prices
- In volume terms, both with retailers and the sugar-using industry, the market-leading position was further consolidated through high quota sugar sales quantities and good service



Operating profit dropped to € 45.3 million

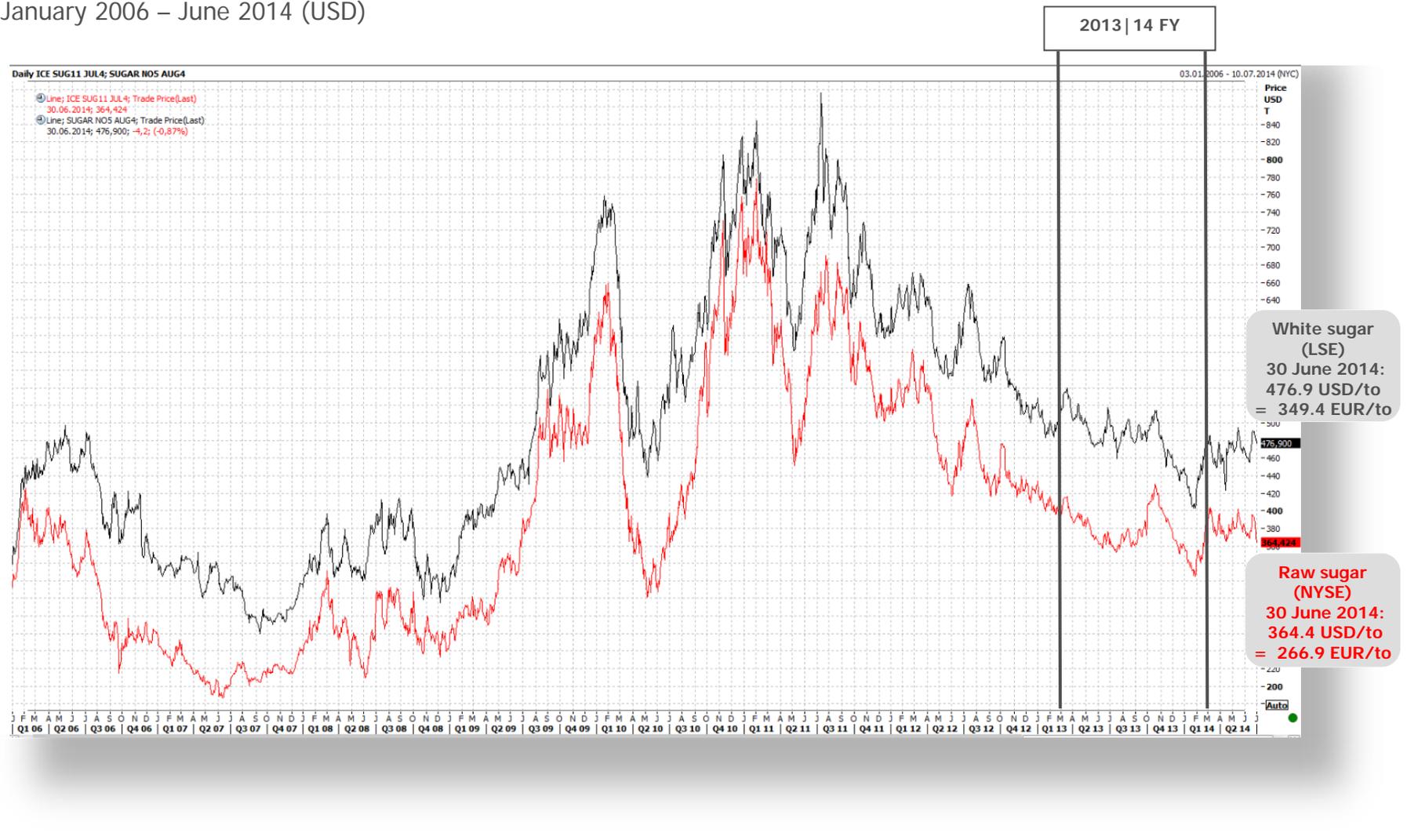
- As expected, the operating profit before exceptional items was substantially lower than the prior year's record result
- Key factors behind this were the falling sales prices combined with still high raw material costs both for beet and for raw sugar



Quotation

— for raw sugar & white sugar

January 2006 – June 2014 (USD)





New sugar refinery plants in Romania

— in Urziceni and Liesti (Lemarco S.A.)

- With a **volume of more than 500,000 tonnes of sugar**, the Romanian sugar market is supplied only 20% with sugar from sugar beet; the remaining 80% is with sugar made from the refining of raw sugar and from imported white sugar
- AGRANA plans to increase its sugar beet production but also its sugar refining activities and, therefore, to consolidate its **presence in the South-East European market**
- The agreement is **subject to the approval of the competent anti-trust authority**
- The refining site is located around 60km north-east of Bucharest and, being at a major road and rail network intersection, is **well connected to the port of Constanta** on the Black Sea, which is important for the supply of commodities



— September 2017 - end of quotas

- CEE area will continue to be a **“sugar deficit region”** (AGRANA is located in these main deficit areas for 20 years now)
 - Complexity in logistics and transport costs from Western Europe mean a cost advantage for local beet sugar producers and refineries
 - The company operates its own raw sugar refineries; safeguarding of existing market share in CEE
- **“3-legs-strategy”** with beet, refining and trading
- AGRANA has established **long-term supply relationships** with key producers in the LDCs and ACPs (duty-free-imports)
- Uncertain market development requires **high flexibility**
- **High price volatility** expected



STARCH

Market environment

— in 2013|14 FY



SUGAR
Segment

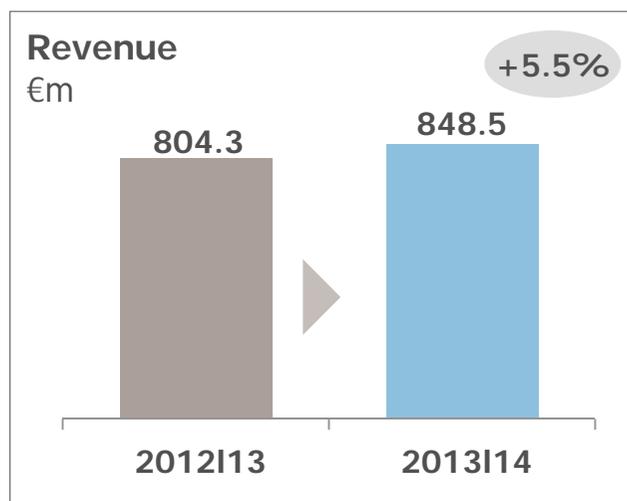
STARCH
Segment

- Estimated worldwide cereal production (wheat and corn) exceeds demand resulting in increasing stock levels
- Consistent with the higher supply on international commodity markets, futures prices declined over the year

FRUIT
Segment

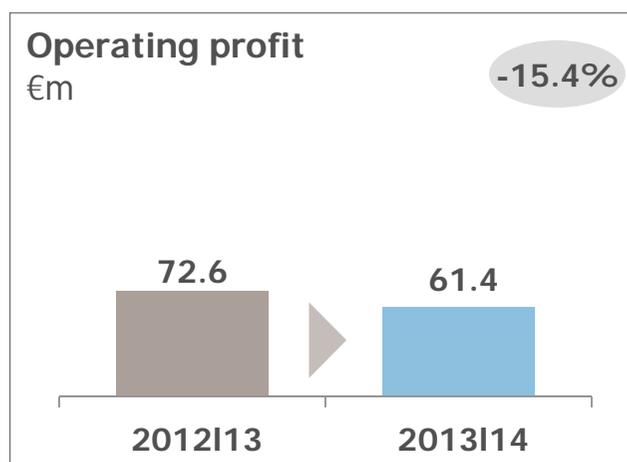
STARCH segment

— Highlights 2013|14 FY



Revenue increase to € 848.5 million

- Revenue increase mainly reflected stronger sales volumes of core products and by-products
- The newly built wheat starch plant in Pischelsdorf, Austria, boosted the quantities of starch sold by AGRANA
- The selling prices for core and by-products were somewhat lower than one year earlier



Operating profit decreased to € 61.4 million

- Earnings reduction was caused primarily by the lower profit contribution from the bioethanol activities
- As well, the commissioning of the wheat starch plant in Pischelsdorf, Austria, entailed the expected start-up losses



Price development of cereals

Wheat & corn (Paris)

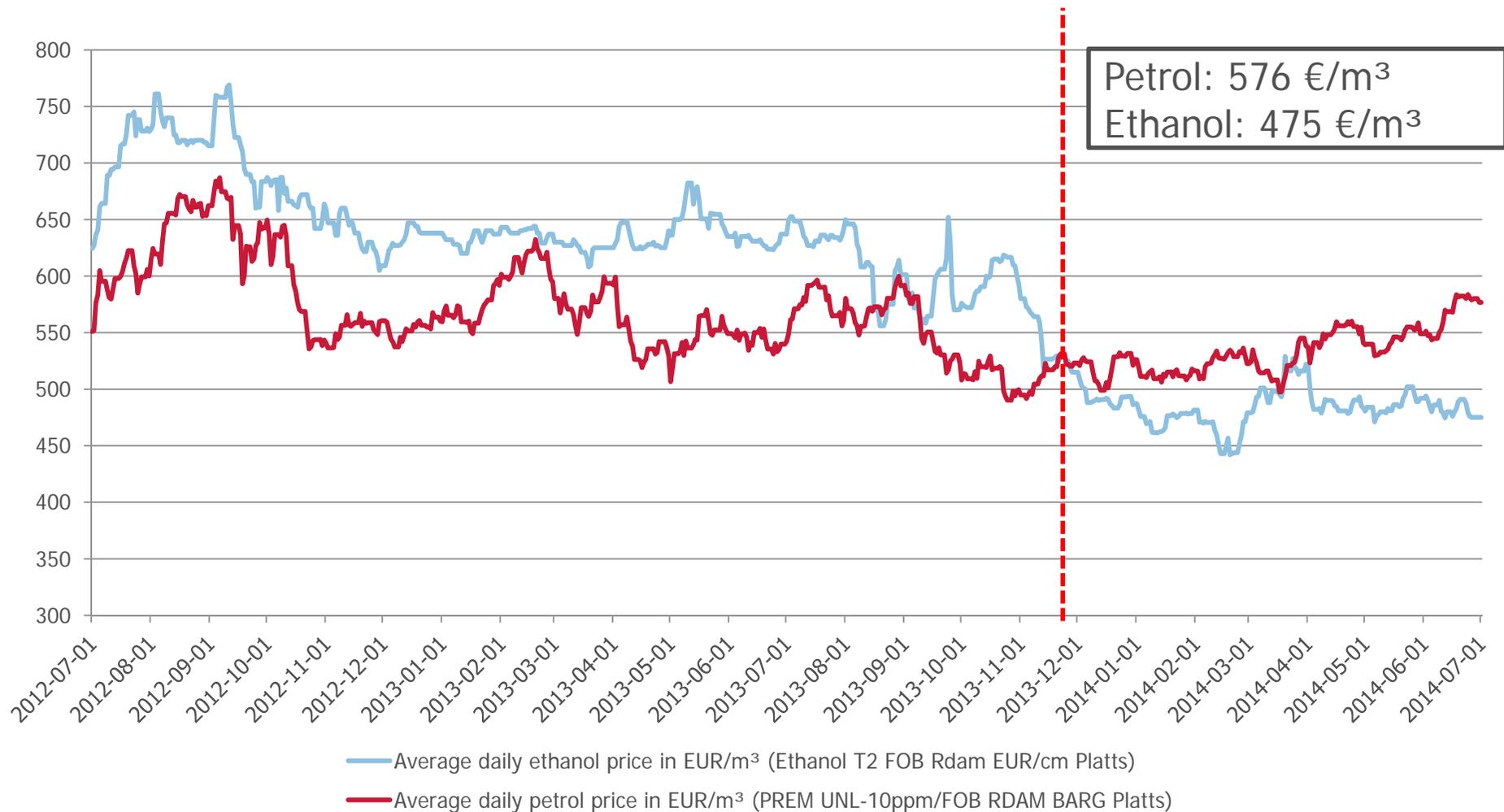
January 2006 – June 2014 (EUR)





Development of ethanol prices

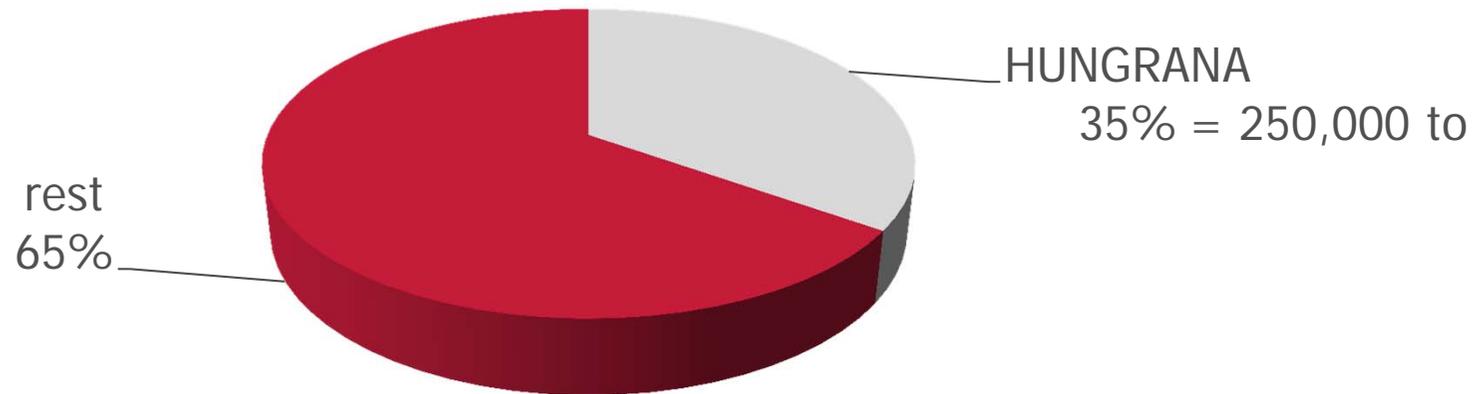
— 1 July 2012 - 1 July 2014





— Isoglucose market in the EU

Isoglucose Quota of the EU-28 ~ < 5% of sugar consumption
720,000 tonnes



AGRANA has a market share of approx. 17% (via HUNGRANA).

Starting with 1st of October 2017 also the quotas for isoglucose will be abolished, which means new growth potential for the Starch division.

15 - 20% market share of isoglucose expected.



FRUIT —

Market environment



— Drivers for 2013|14 FY

SUGAR
Segment

STARCH
Segment

FRUIT
Segment

Fruit preparations:

- Worldwide the demand for fruit preparations for use in yoghurts, ice-cream and food services continues to grow by about 3% per year
- A number of non-EU markets, where per-capita consumption is relatively low, are growing disproportionately
- In the EU, demand for fruit preparations continues to ease by about 1.5% per year

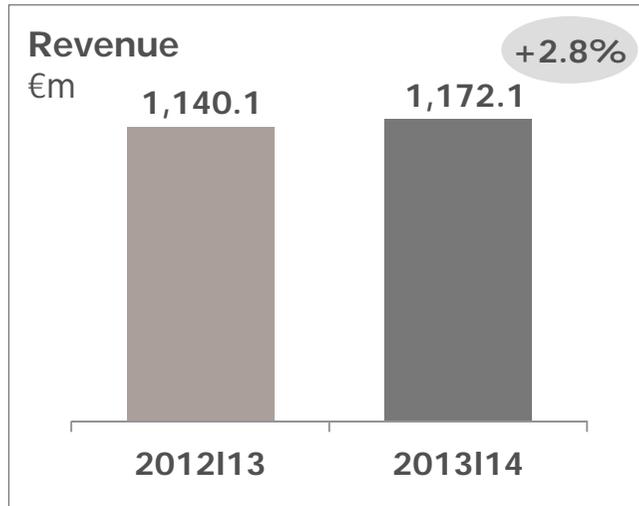
Fruit juice concentrates:

- Trend towards fruit juice beverages with low juice content continues
- For beverages high in fruit juice, consumption in Western Europe remains on a mild easing trend, with most of this decrease occurring in Germany



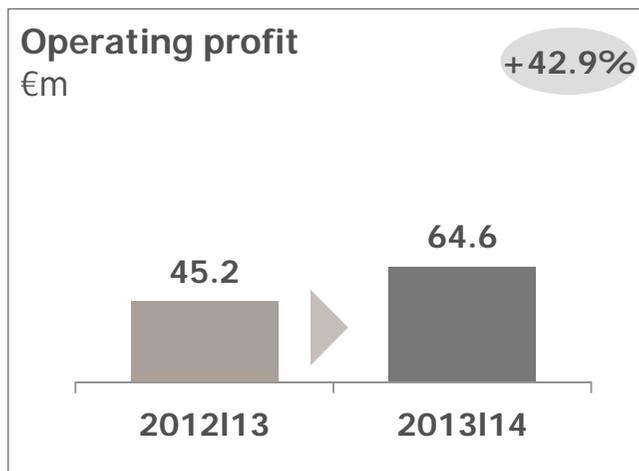
FRUIT segment

— Highlights 2013|14 FY



Revenue rose to € 1,172.1 million

- Quantity of fruit preparations sold was expanded by approximately 6%, composed of growth of about 5% at the EU plants and around 7% at the facilities outside Europe
- Growth in fruit juice concentrates was driven primarily by higher sales quantities of apple juice concentrate



Operating profit increased to € 64.6 million

- Key driving factor was sales volume growth in the fruit preparations business
- In fruit juice concentrates, operating profit before exceptional items was pushed up thanks to a favourable contract situation from the prior-year (2012) campaign



Start of new US facility in May 2014

— Fruit preparations for the USA and Canada

- Expanding market presence in North America by the 4th fruit preparations plant in **Lysander | NY**
- Total investment: **€ 30 million**
- New production capacity of **45,000 tonnes** annually
- US market offers **strong growth** thanks to a trend toward Greek yoghurt with higher fruit content
- New facility will serve as a response to **rising customer demand** in **Canada and the Northeastern Region** of the US
- AGRANA furthermore operates three North American production sites in **Botkins | Ohio**, **Centerville | Tennessee** and **Fort Worth | Texas**. Its head office and New Product Development center are located in Brecksville|Ohio.





CONSOLIDATED FINANCIAL STATEMENTS 2013|14



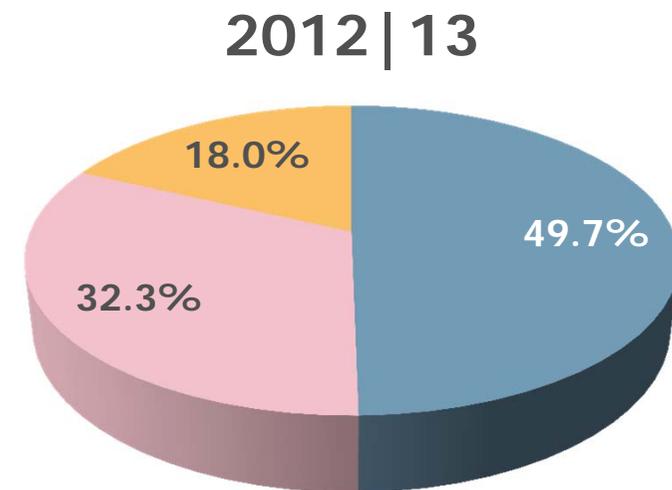
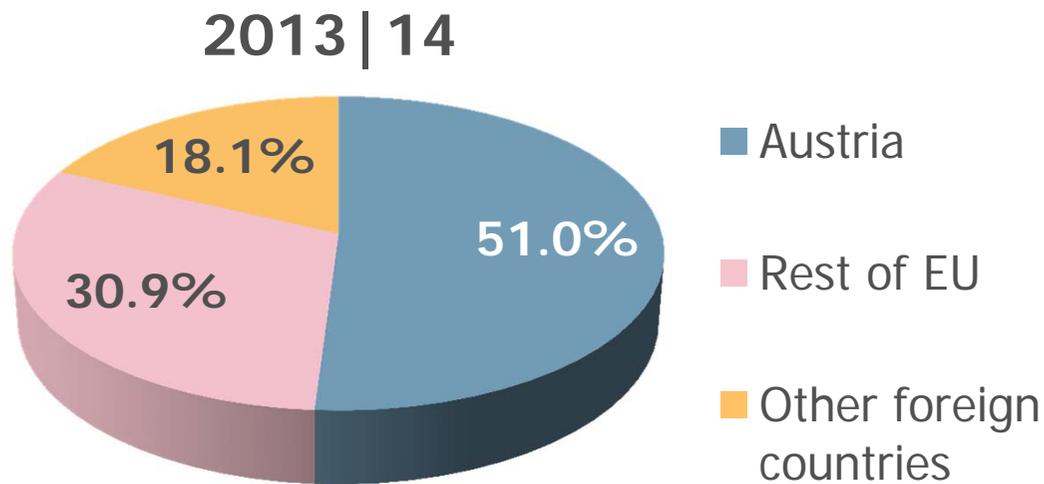
— Consolidated income statement (I)

€m	2013 14	2012 13 ¹
Revenue	3,043.4	3,065.9
Changes in inventories	(111.0)	70.3
Own work capitalised	2.8	4.9
Other operating income	30.5	29.8
Cost of materials	(2,066.0)	(2,234.1)
Staff costs	(281.4)	(274.3)
Depreciation, amort. & impairment losses	(87.5)	(81.4)
Other operating expenses	(355.5)	(363.3)
Operating profit after exceptional items	175.3	217.8
including exceptional items	3.9	(19.1)
Operating profit before exceptional items	171.4	236.9

¹ Prior-year data have been restated under IAS 8 in conjunction with IAS 19



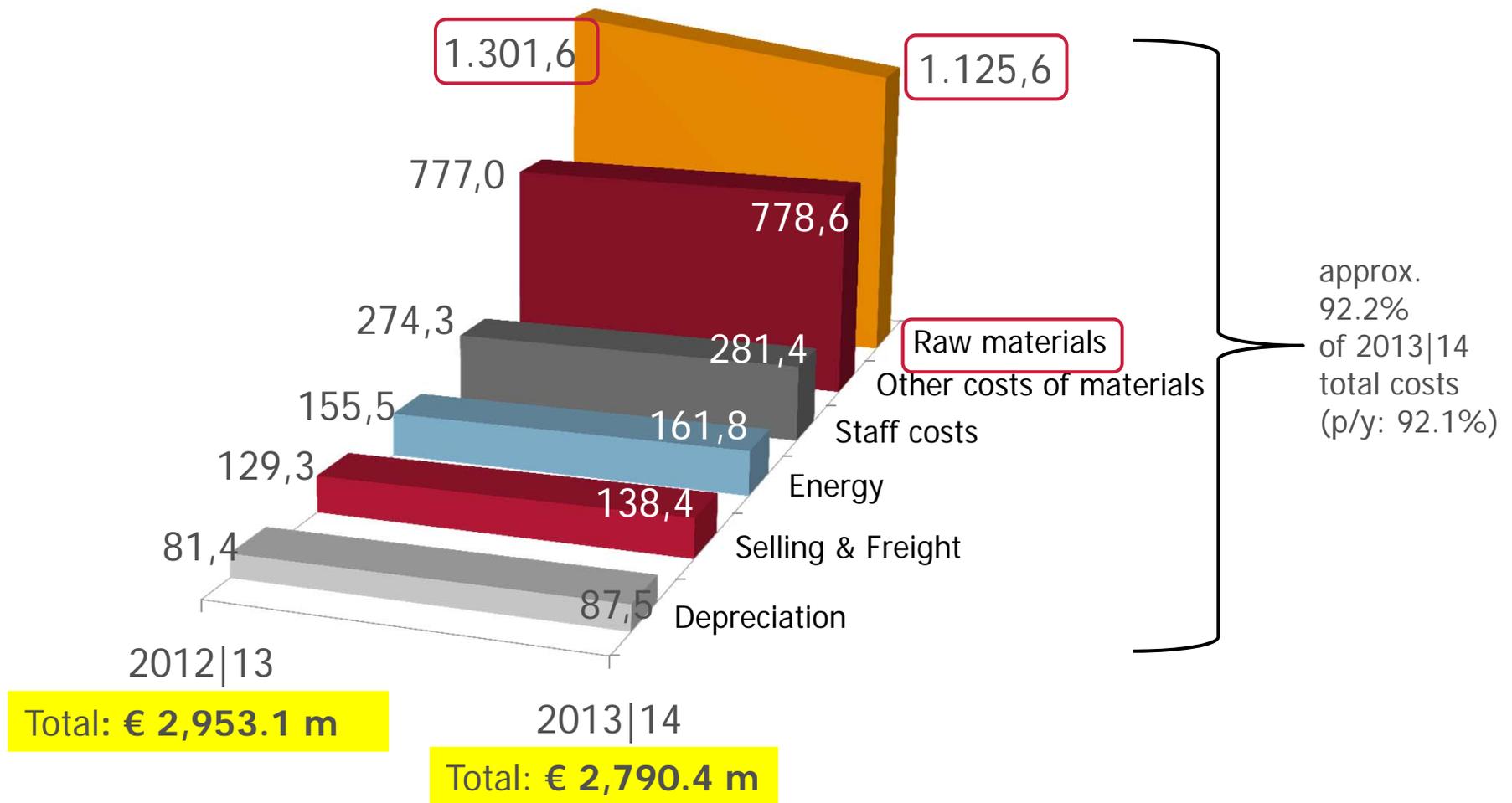
— Revenue by region*



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



— Cost structure (operational)





— Consolidated income statement (II)

€m	2013 14	2012 13 ¹
Revenue	3,043.4	3,065.9
Changes in inventories	(111.0)	70.3
Own work capitalised	2.8	4.9
Other operating income	30.5	29.8
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— Cost of materials

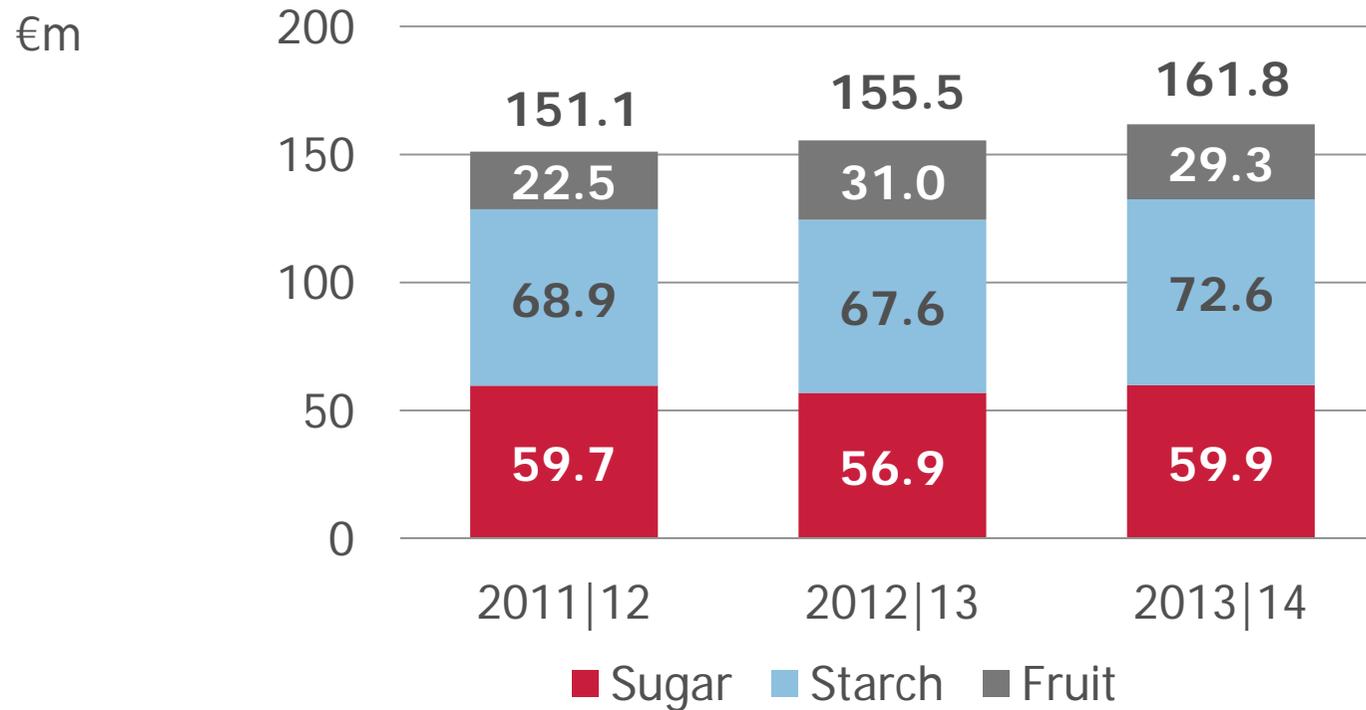
€m	2013 14	2012 13
Cost of		
Raw materials (-13.5% vs p/y, thereof approx. 95% price variance)	1,125.6	1,301.6
Consumables & goods purchased for resale	737.7	726.5
Energy costs	161.8	155.5
Purchased services	40.9	50.5
Total	2,066.0	2,234.1

corresponds to 74.0%
(p/y: 75.7%) of total costs



Energy costs

— total and by segment



13 14 vs. 12 13	Sugar	Starch	Fruit
Total variance	+5.3%	+7.4%	-5.4%
Quantity variance	+6.2%	+9.5%	Juice: -10.4%
Price variance	-0.9%	-2.1%	Fruit: -0.4%



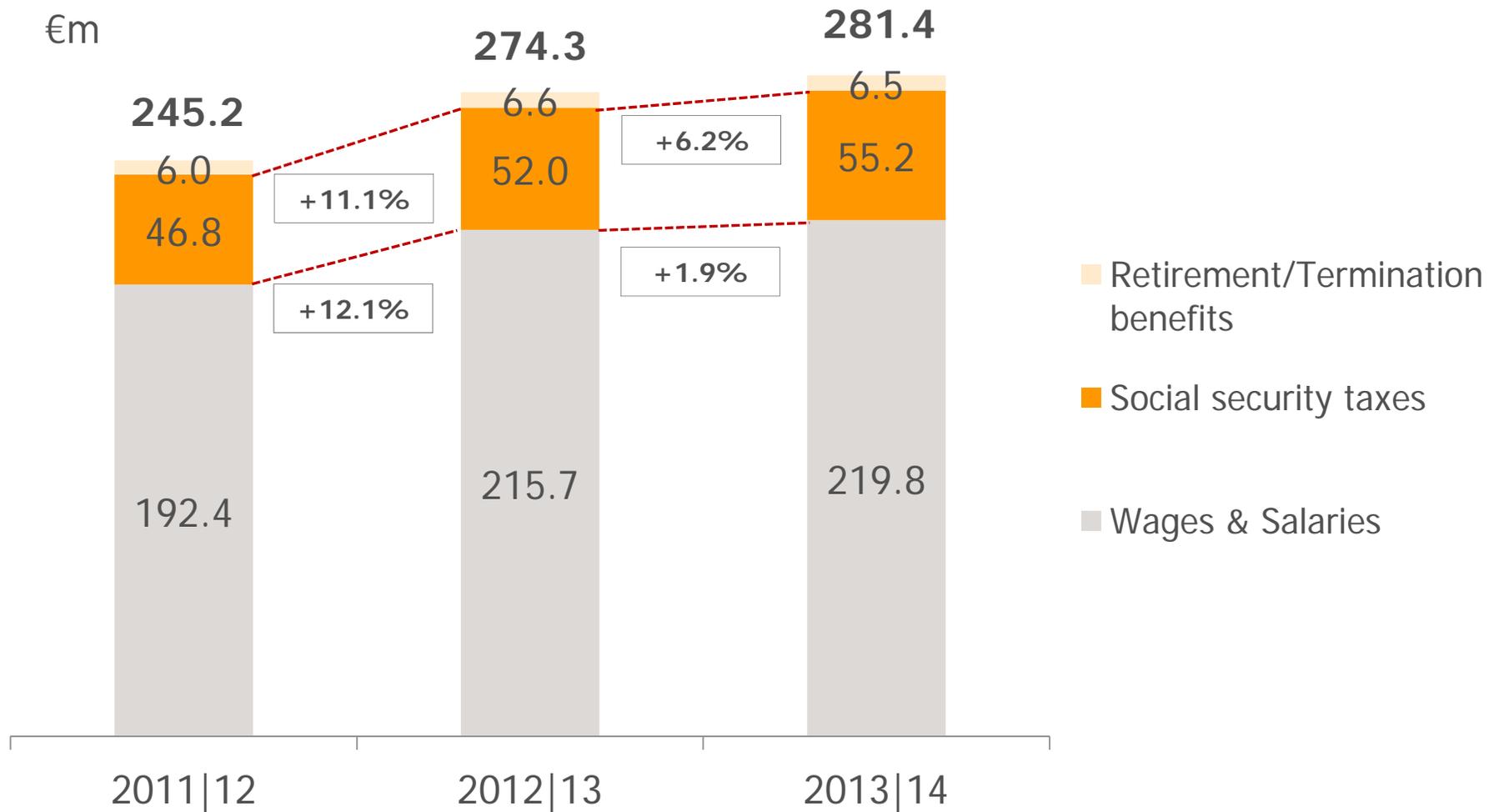
— Consolidated income statement (III)

€m	2013 14	2012 13 ¹
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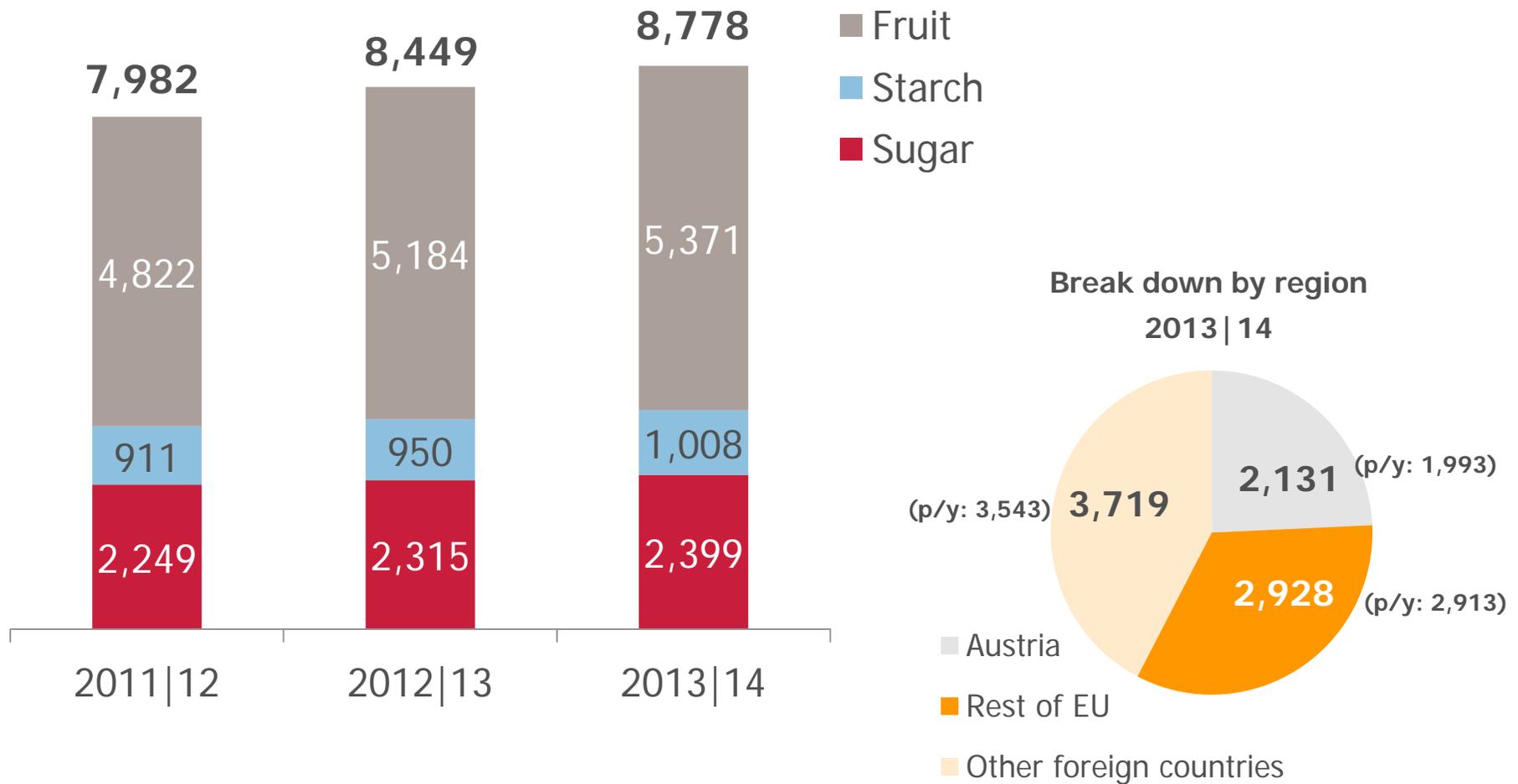


— Staff costs





— Staff count





— Consolidated income statement (IV)

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— Other operating expenses

€m	2013 14	2012 13	variance
Other operating expenses	355.5	363.3	-2.1%
thereof (i.a.)			
Selling and freight costs	138.4	129.3	+7.0%
Operating and administrative expenses	135.2	134.6	+0.4%
Rent and lease expenses	12.0	7.4	+62.2%
Other taxes	8.6	7.5	+14.7%
Research and development (external)	8.4	7.8	+7.7%
Advertising expenses	8.0	8.0	0.0%
Production levy	4.5	4.4	+2.3%
Lease expenses	2.6	2.7	-3.7%



— Consolidated income statement (V)

€m	2013 14	2012 13 ¹
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Exceptional items

- in the Sugar and Fruit segments

SUGAR segment (income of EUR 4.7 million)

- In December 2013 the European Commission complied with a judgment of the European Court of Justice to reimburse the European Sugar industry for wrongly collected so-called production levies
- As a result, AGRANA received a refund of € 4.7 million

FRUIT segment (expenses of EUR 0.8 million)

- One-off effects in the fruit preparations company AGRANA Fruit South Africa (Proprietary) Ltd. For partly logistic reasons
- All South African production will from now on be concentrated at the Johannesburg site; the plant in Cape Town was closed in January 2014
- Resulted mostly from termination benefit obligations and impairment charges



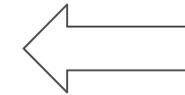
— Consolidated income statement (VI)

€m	2013 14	2012 13
Operating profit after exceptional items	175.3	217.8
Finance income	18.7	16.5
Finance expenses	(45.9)	(44.1)
➔ Net financial items	(27.2)	(27.6)
Profit before tax	148.1	190.2
Income tax expense	(38.3)	(33.7)
Profit for the period	109.8	156.5
Attributable to shareholders of the parent	108.0	149.4
Attributable to non-controlling interests	1.8	7.1



— Analysis of net financial items

€m	2013 14	2012 13
Net interest (expense)	(10.7)	(24.0)
Currency translation differences	(16.4)	(0.7)
Share of results of non consolidated subsidiaries and outside companies	1.0	1.0
Net (loss) on disposal of non-consolidated subsidiaries and outside companies	0.0	(0.4)
Other financial items	(1.1)	(3.5)
Total of net financial items	(27.2)	(27.6)

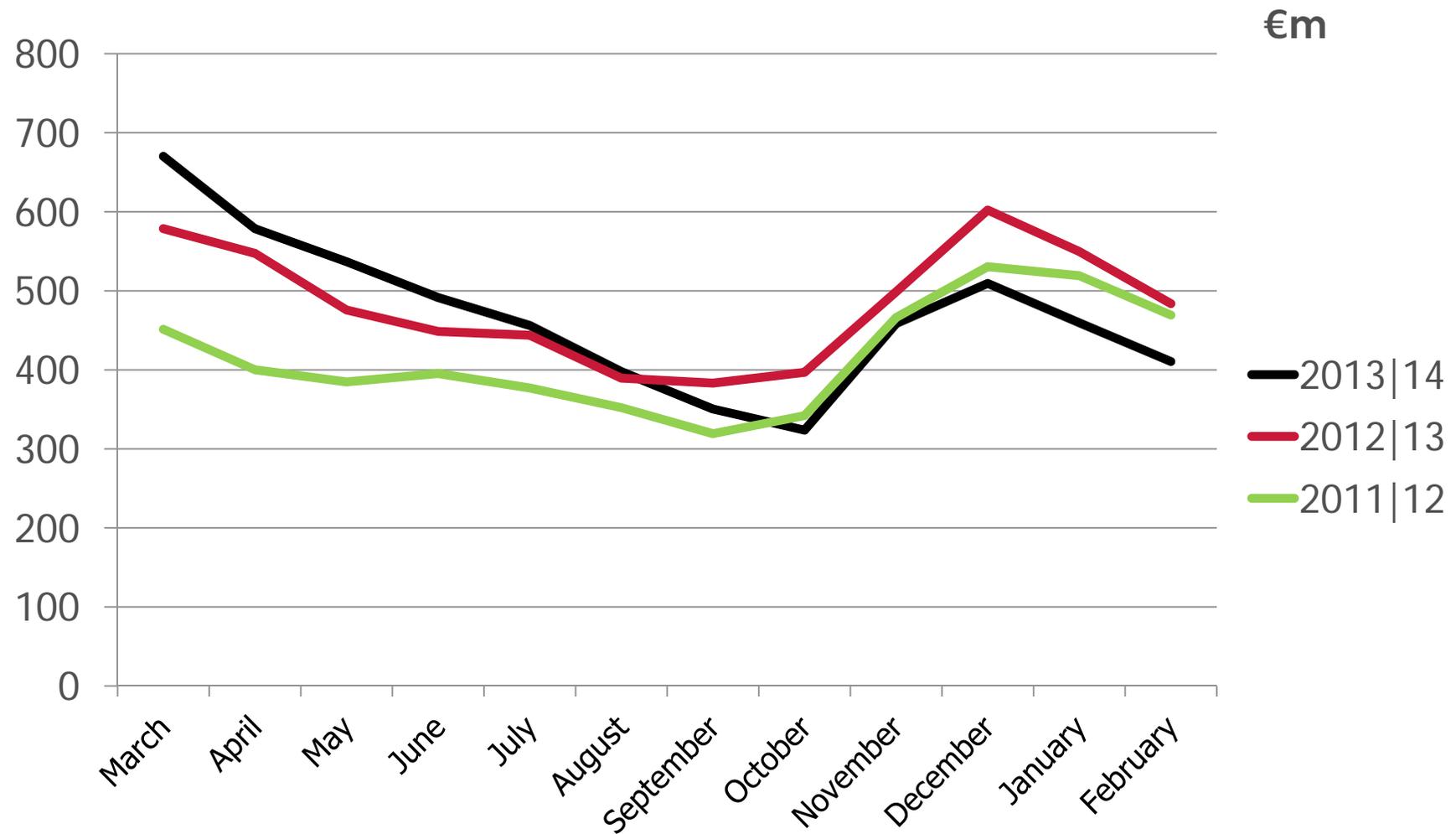


Net interest expense: € +13.3 m compared to prior year:

- € +2,2 m from a lower interest rate level and lower working capital
- € +4,8 m from two restructured interest rate swaps
- € +2,3 m due to prior-year expenses from negative market values of interest rate swaps
- € +4,0 m due to prior-year one-time interest/finance expenses in Mexico



— Development of net debt





— Financing (borrowings)

€m	28 February 2014	Of which due in			28 February 2013
		Up to 1 year	1 to 5 years	More than 5 years	
Borrowings	659.8	328.3	255.7	75.8	734.6
Securities and cash (equivalents)	(249.2)				(250.9)
Net debt	410.6				483.7
Credit line, total	1,091.3	274.4	698.4	118.5	



currently € 300 m
extended until 2019



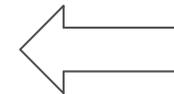
— Consolidated income statement (VII)

€m	2013 14	2012 13
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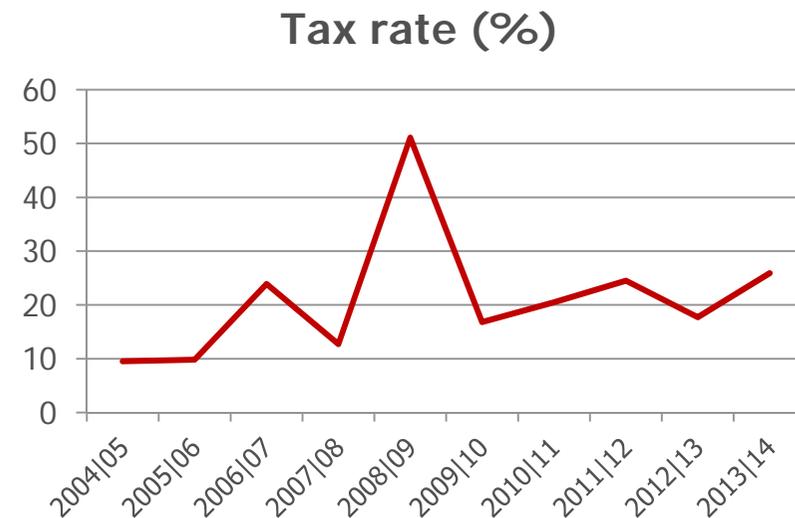
— Tax rate

€m	2013 14	2012 13
Profit before tax	148.1	190.2
Income tax expense	(38.3)	(33.7)
Tax rate	25.9 %	17.7 %



Reasons for higher tax rate in 2013 | 14:

- 3.7 percentage points of the increase resulted from changes in local tax rates and from non-recurring tax expenses/income
- 2.5 percentage points of the increase represented the effects of different tax rates applied on foreign income
- 2.0 percentage points of the increase came from tax-effective losses/gains on remeasurement of consolidated subsidiaries



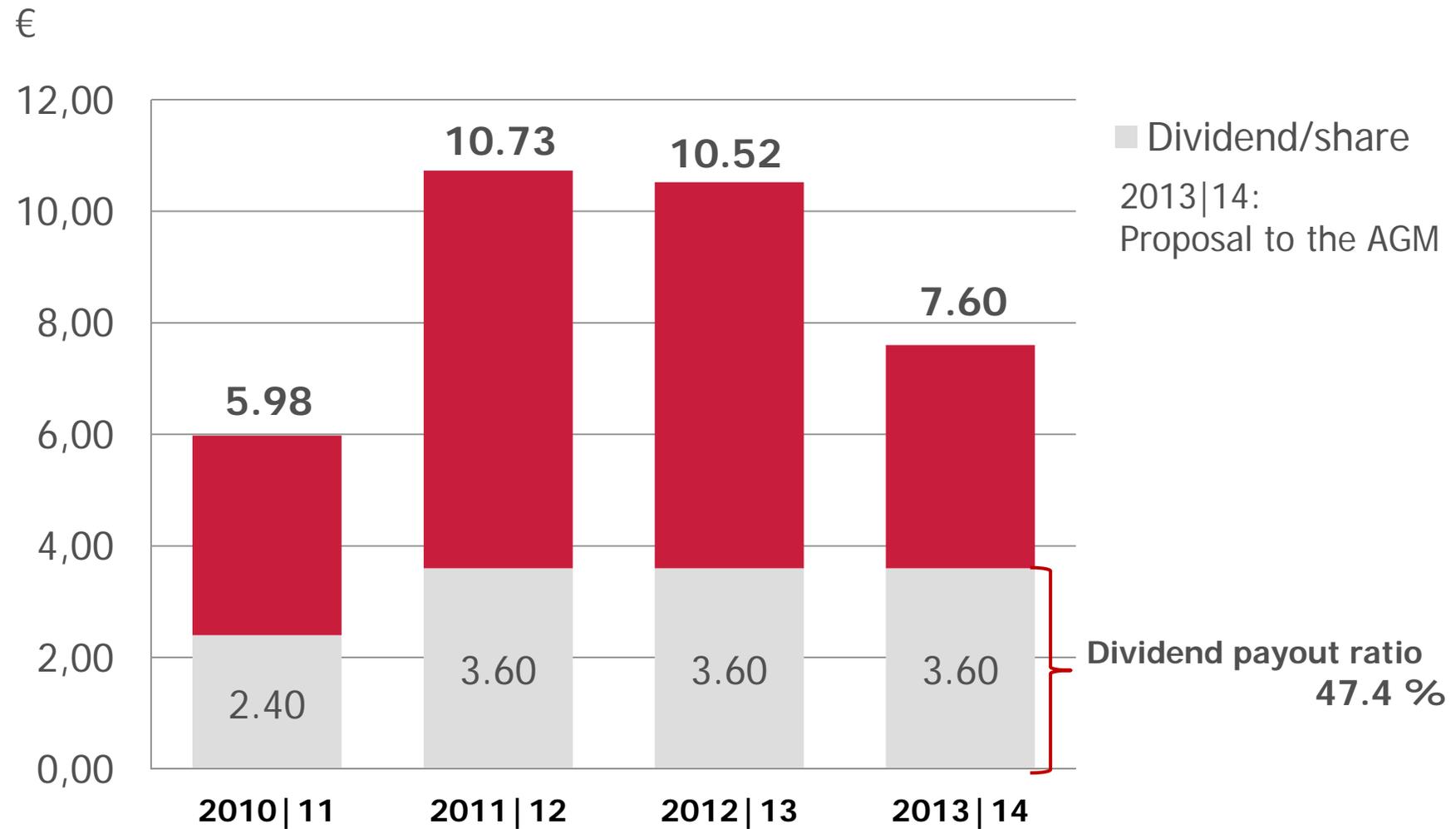


— Consolidated income statement (VIII)

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Earnings per share





— Consolidated balance sheet

€m (condensed)	28. Februar 2014	28. Februar 2013 ¹
Non-current assets	1,119.8	1,097.9
Current assets	1,332.3	1,480.5
<i>Current assets</i>	2,452.1	2,578.4
Equity	1,192.7	1,211.9
Non-current liabilities	417.9	519.5
Current liabilities	841.5	847.0
<i>Total equity and liabilities</i>	2,452.1	2,578.4
Equity ratio	48.6 %	47.0 %
Net debt	410.6	483.7
Gearing	34.4 %	39.9 %

¹ Prior-year data have been restated under IAS 8 in conjunction with IAS 19



— Consolidated cash flow statement

€m (condensed)	2013 14	2012 13
Operating cash flow before change in working capital	196.2	256.3
(Gains) on disposal of non-current assets	(1.1)	(0.7)
Change in working capital	88.1	(50.9)
Net cash from operating activities	283.2	204.8
Net cash (used in) investing activities	(131.0)	(136.9)
Net cash (used in) financing activities	(142.7)	(21.6)
Net increase in cash and cash equivalents	9.5	46.3
Free Cash Flow	152.2	67.9



CHANGES DUE TO IFRS 11



Changes resulting from use of equity accounting from 2014|15 FY (1)

- The **application of IFRS 11** (Joint Arrangements) is mandatory from the new 2014|15 financial year
- As a result, the companies of the **HUNGRANA group** (in the **Starch** segment) and of the **West Balkans group** (in the **Sugar** segment) will no longer be proportionately consolidated in AGRANA's consolidated financial statements but instead will be accounted for using the **equity method**
- The transition to the equity method of accounting **will have impacts particularly on** the reporting of **sales revenue, operating profit before exceptional items and operating profit after exceptional items**



Changes resulting from use of equity accounting from 2014|15 FY (2)

The outlook for 2014|15 is **already presented on the basis of using equity accounting** to restate the 2013|14 comparative data, as shown in the following table:

AGRANA Group €m	2013 14 published ¹	IFRS 11 restatement	2013 14 restated ²
Revenue	3,043.4	-201.7	2,841.7
Operating profit	171.4	-36.6	134.8
Share of results of JV	0.0	+28.4	28.4
EBIT	175.3	-8.3	167.0
PAT	109.8	0.0	109.8

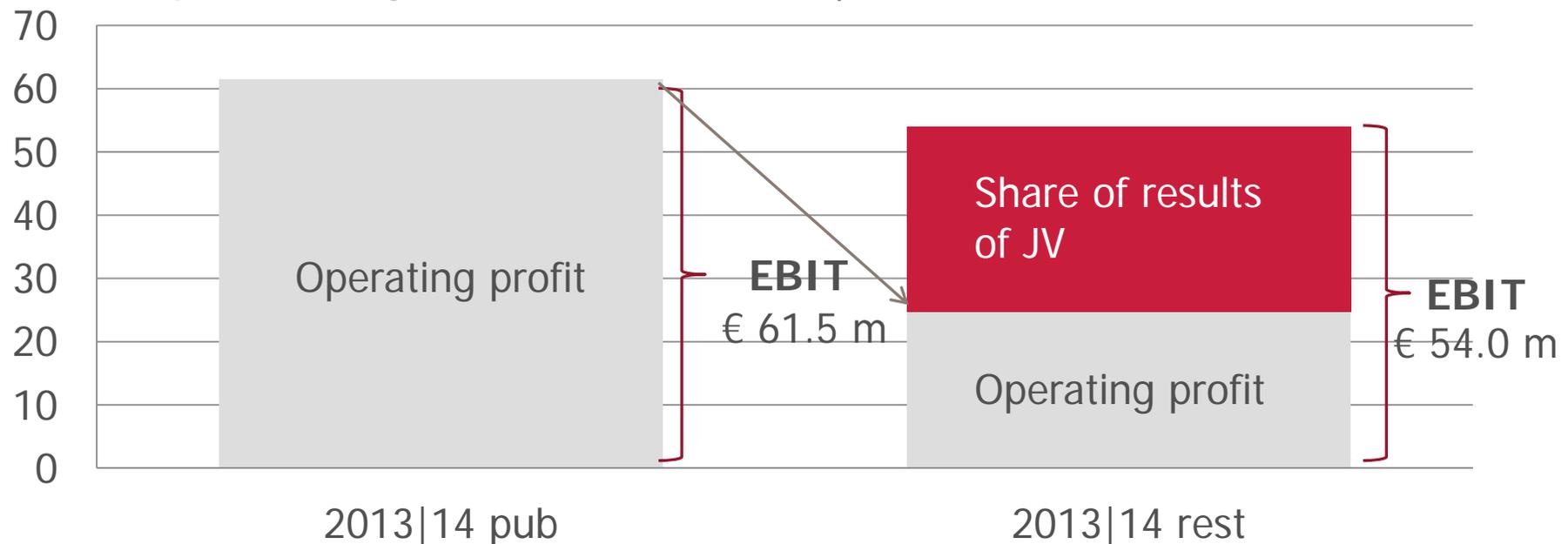
¹ Proportionate consolidation ² Equity accounting



Changes resulting from use of equity accounting from 2014|15 FY (3)

- It should be noted that, as a result of the adoption of equity accounting, the **focus** of the earnings outlook is now on profit after exceptional items (**EBIT**)
- The reason is that under the new accounting standard, operating profit before exceptional items, which was the target parameter until now, no longer includes the HUNGRANA and West Balkan groups and, in the future, would thus not provide a true and fair view of the AGRANA Group's actual results

Example Starch segment (EBIT restated 2013 | 14):





OUTLOOK

AGRANA Research & Innovation Center



— R&D „new“ in Tulln|Austria

- 2014: Bundling of all R&D activities in Tulln, building extension of former “Zuckerforschung Tulln” to new **AGRANA Research & Innovation Centre (ARIC)**
- Extension and new equipment: ~ **€ 4 million**
- Operating costs (annually): ~ **€ 6 million**

- Synergies in cross-divisional research topics
Fruit/Starch/Sugar: Clean Label, nutrition, sweeteners, flavors

- Networking with other research institutions (IFA-Tulln)



1.300m² new building
450m² pilot
850² laboratory and office space



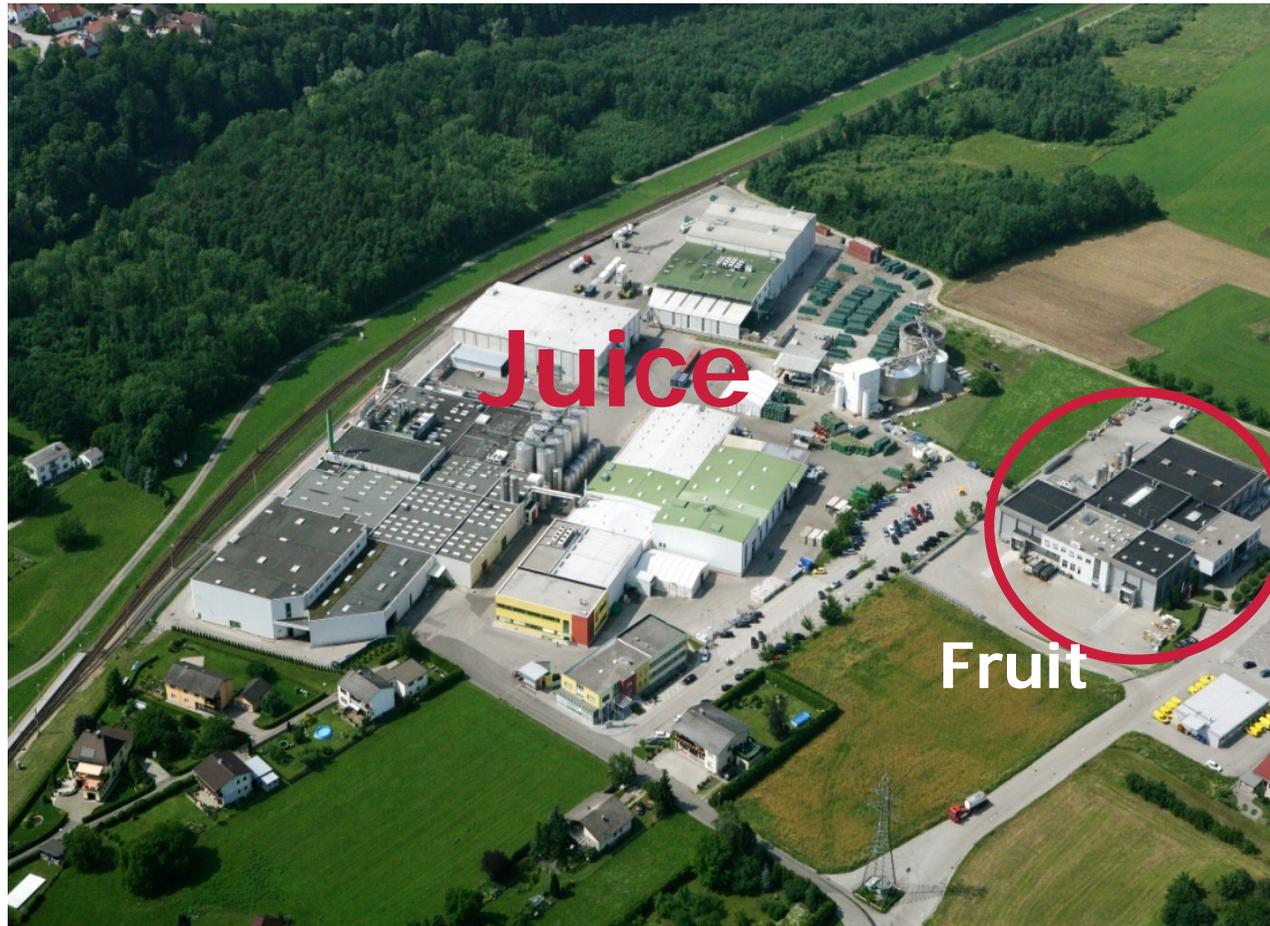
Fruit preparations

— Optimising the organisational structure in Austria

- At its meeting today, the Supervisory Board of AGRANA Beteiligungs-AG (on request of the Management Board) resolved to in future operate the AGRANA site in **Gleisdorf** (Styria) as its **sole Austrian production facility for fruit preparations (FP)**
- The fruit preparations plant in **Kröllendorf** (Lower Austria), which had been operating at below capacity, **will be relocated** to the larger fruit preparations facility in **Gleisdorf**
- Intention to complete the relocation process by the end of the 2014|15 FY
- This move by AGRANA is necessary in order to counter the **overcapacity** which has arisen **in the European FP market** in recent years as a result of which there has been pressure on the margins of all fruit preparations producers
- Aim is to offer some of the **66 personnel** currently employed in the FP production plant in Kröllendorf jobs at other AGRANA sites – ideally at the fruit juice concentrate facility in Kröllendorf or in the FP plant at the Gleisdorf site
- **Kröllendorf (Lower Austria) remains head office of Austria Juice GmbH** and the site for fruit juice concentrate production



— Plant Kröllendorf|Austria





Q1 2014|15

— Ad hoc announcement as of 27 June 2014

- Declining prices in the Sugar and Fruit segments as well as for bioethanol led to a **drop in revenue to € 647.2 million** (Q1 2013|14¹: € 800.0 million)
- AGRANA generated an **EBIT of € 52.9 million** (Q1 2013|14¹: € 59.6 million)
- Due to the assumption that the pressure on sugar and bioethanol prices will endure, AGRANA has **adjusted** its **guidance for the full 2014 | 15 FY** (*see also next slide*)
- **Further details** relating to the development of business and the various segments will be published by the Group **as scheduled on 10 July 2014**

¹ Prior-year data have been restated under IAS 8 in conjunction with IFRS 11

Outlook AGRANA Group for 2014|15 FY

On the basis of using equity accounting to restate the
— 2013|14 comparative data



- With regard to **consolidated revenue** (2013|14: € 2,841.7 million), a **decline** is expected on the grounds of lower average prices and slight increases in volumes sold
- There will be a **significant slowing in terms of EBIT** for the full year 2014|15 (2013|14: € 167.0 million)
- AGRANA Group's **total investment** of about € **96 million** will be in line with the rate of depreciation



— Financial calendar for 2014|15

9 July 2014

Dividend payment and ex-dividend date

10 July 2014

Results for first quarter of 2014|15

9 October 2014

Results for first half of 2014|15

13 January 2015

Results for first three quarters of 2014|15



FURTHER AGENDA ITEMS



— Agenda items 2 and 3

2. Resolution on the appropriation of profits.

The Management Board and the Supervisory Board propose to distribute a dividend of € 3.60 per share (entitled to dividends) from the disclosed profit of € 58,588,379.03 in the annual financial statements of 2013|14 and carry forward the remaining amount to retained earnings.

3. Resolution on the formal approval of the actions of the members of the Management Board for the 2013 | 14 financial year.

The Management Board and the Supervisory Board move to formally approve the actions of the members of the Management Board in office during the financial year 2013|14 for that period.



— Agenda items 4 and 5

4. Resolution on the formal approval of the actions of the members of the Supervisory Board for the 2013 | 14 financial year.

The Management Board and the Supervisory Board move to formally approve the actions of the members of the Supervisory Board in office during the financial year 2013|14 for that period.

5. Resolution on the remuneration received by the members of the Supervisory Board for the 2013 | 14 financial year.

The Management Board and the Supervisory Board proposes to set the remuneration of the Supervisory Board for the financial year 2013|14 to a total of € 250,000.00, leaving the distribution to the Supervisory Board.



— Sixth agenda item (1)

Appointment of a member of the Supervisory Board.

Mr. Christian Konrad shall resign as a member of the Supervisory Board of the Company and release himself of all functions as Chairman with effect at the end of the 27th Annual General Meeting of the Company.

The Supervisory Board currently consists of eight members elected by the Annual General Meeting and shall further consist of eight members elected by the Annual General Meeting. Following the resignation of President Christian Konrad, a new member of the Supervisory Board is to be selected in order for the Supervisory Board to be fully represented.



— Sixth agenda item (2)

Appointment of a member of the Supervisory Board.

The Supervisory Board proposes herewith the candidacy of Mr. Klaus Buchleitner, MBA, to replace for the remaining term, the departing board member, Dr. Christian Konrad, for the period until the conclusion of the Annual General Meeting, where discharge will be decided, for the financial year 2016/17. This election proposal of the Supervisory Board was made pursuant to the requirement of § 87 Paragraph 2 of the Austrian Stock Corporation Act and the Corporate Governance Code. Mr. Klaus Buchleitner was provided an explanation pursuant to § 87 Paragraph 2 of the Austrian Stock Corporation Act, which was made available on the Company's website.



— Seventh agenda item

Appointment of the Auditors and the Group Auditors for the 2014 | 15 financial year.

The Supervisory Board proposes to appoint KPMG Austria AG Wirtschaftsprüfungs- und Steuerberatungsgesellschaft, Vienna, as Auditors and Group Auditors for 2014|15 financial year. This proposal of the Supervisory Board is based on a proposal by the Audit Committee.



QUESTIONS & ANSWERS



THANK YOU FOR
YOUR ATTENTION



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