



FRUIT STARCH SUGAR

The natural upgrade

Corporate presentation 2024
AGRANA Beteiligungs-AG



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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


€ 3.8 bn
revenue



World market leader in the production of

FRUIT

SUPPLIER PREPARATIONS



Major manufacturer of customer-specific

STARCH

PRODUCTS



Leading

SUGAR

SUPPLIER

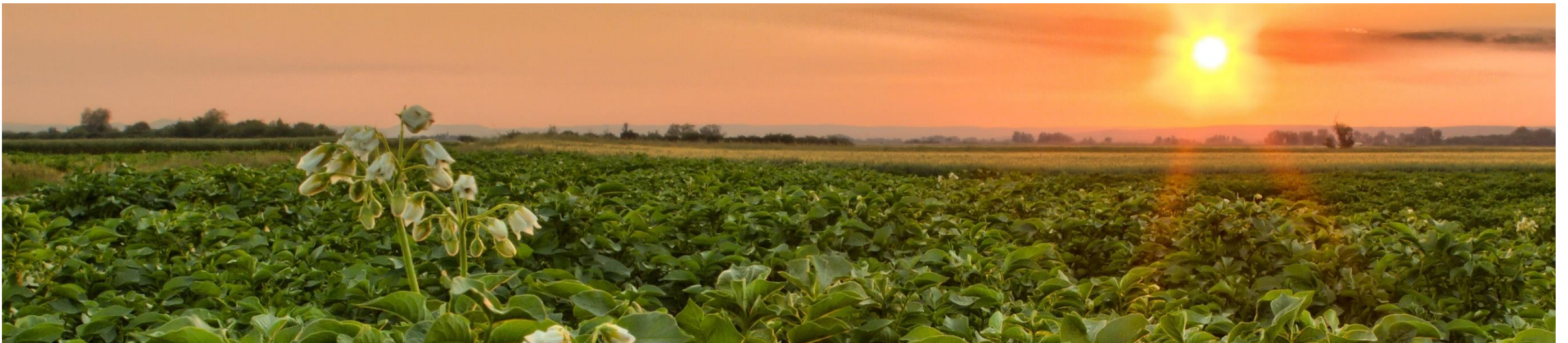
In Central, Eastern & South-Eastern Europe



WE AT AGRANA HAVE A COMMON VISION

OUR VISION:

“Quality leadership in the processing of agricultural raw materials into fruit, starch and sugar products. We guarantee our customers the traceability of raw materials back to their origin as well as their availability and quality, e.g. GMO-free or organic. We offer our customers the best solutions for food and industrial goods.”





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



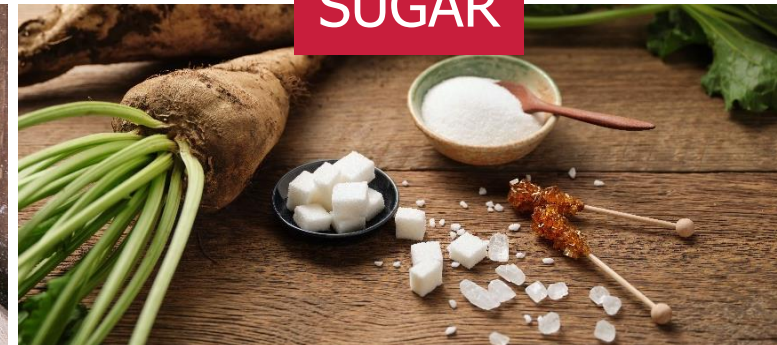
- fruit preparations in dairy products, ice-cream, in baked goods or as fruit decoration
- fruit juice concentrates in soft drinks and alcoholic beverages

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%)

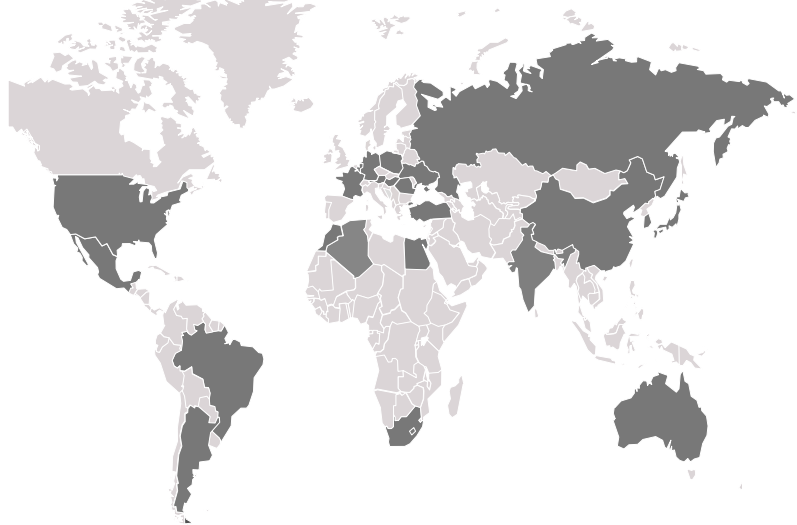


INTERNATIONAL PRODUCTION MEETS INT. CUSTOMERS

55 PRODUCTION SITES WORLDWIDE

FRUIT

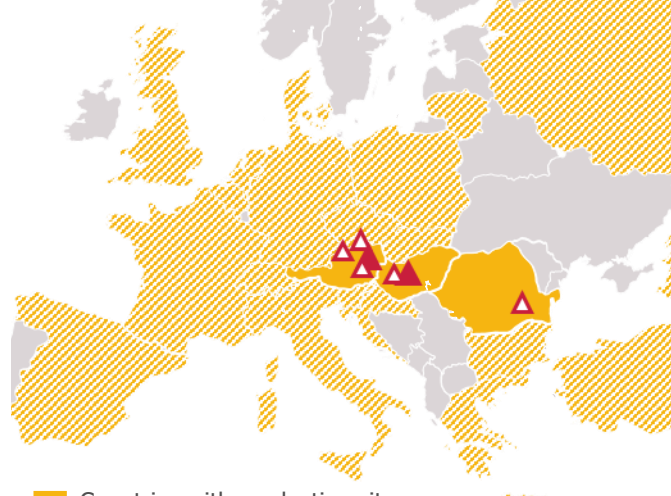
26 fruit preparation plants and
14 fruit concentrate plants



■ Countries with production sites

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

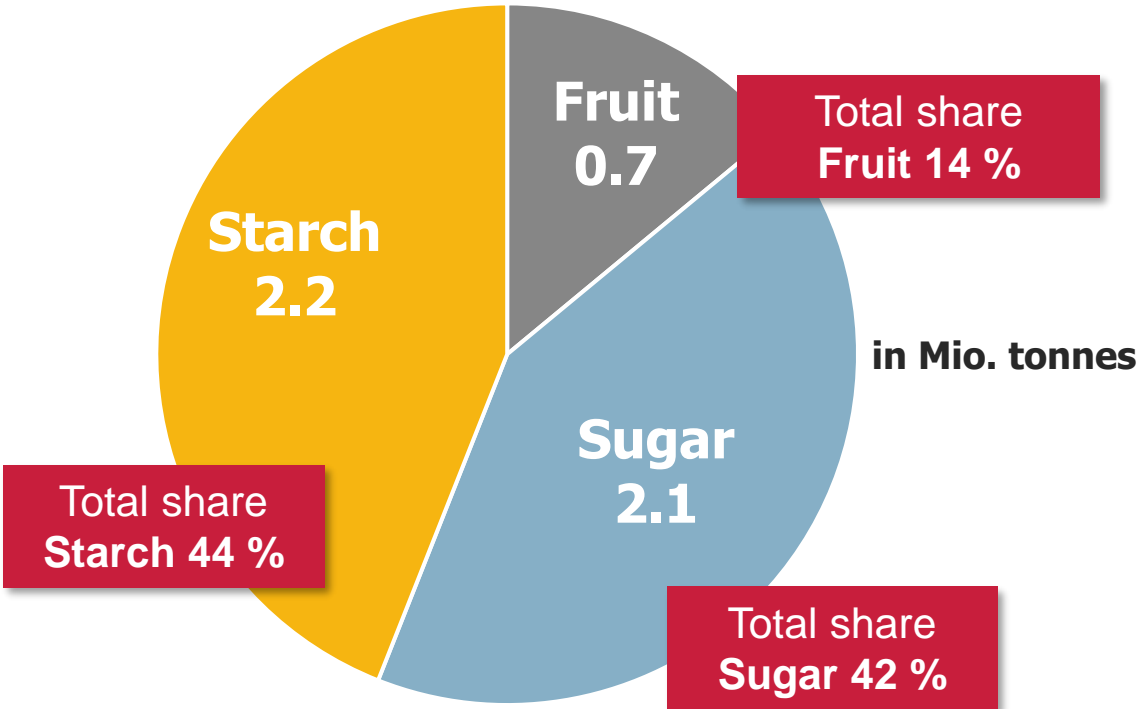


- Countries with plants
- ▨ Other markets
- Beet sugar plants
- Raw sugar refinery
- Distribution centre
- * Also with refining activities

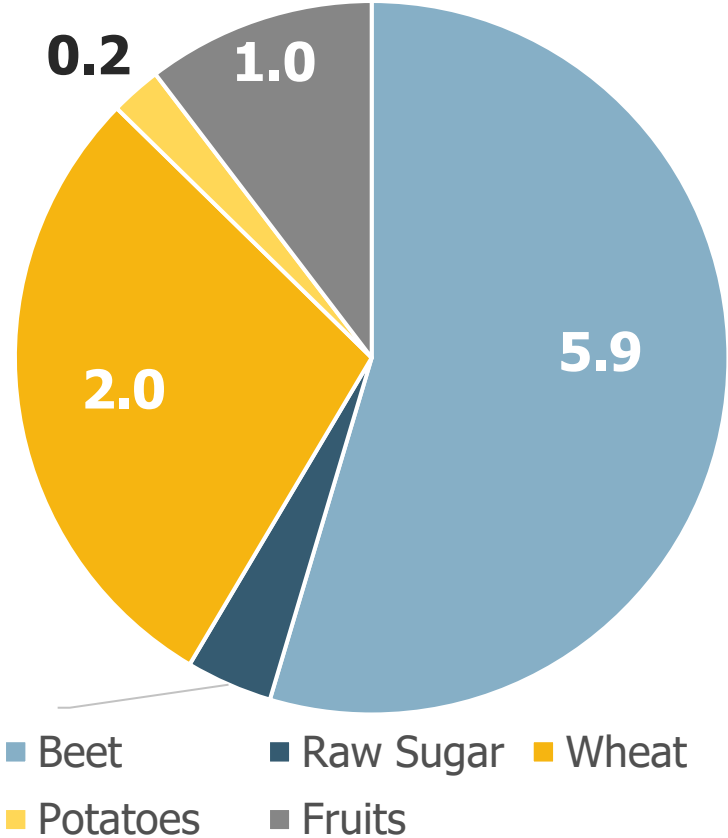


QUANTITY OVERVIEW 2023|24

Sales: 5 million tonnes



Raw material processings: 9 million tonnes





GROUP STRUCTURE

AGRANA Beteiligungs-AG



55 sites
9,047 employees
~ 3.8 € bn revenue

FRUIT

AGRANA Internationale
Verwaltungs- & Asset Management
GmbH

40 sites
5,814 employees
1,566,9 €m revenue

STARCH

AGRANA Stärke GmbH

5 sites
1,201 employees
1,148.7 €m revenue

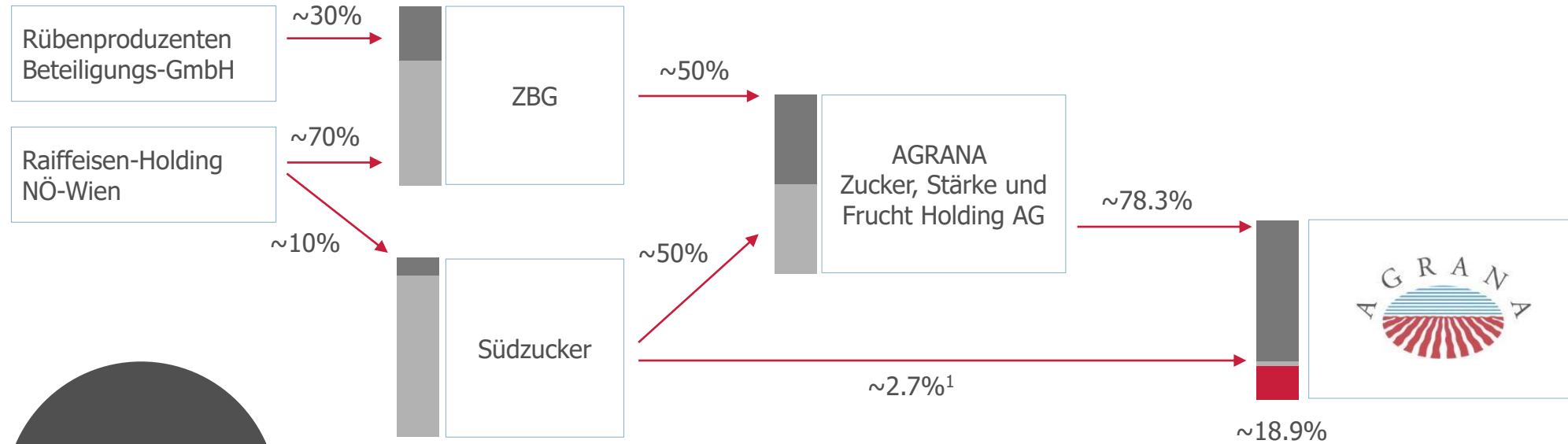
SUGAR

AGRANA Sales & Marketing GmbH
AGRANA Zucker GmbH

10 sites
2,032 employees
1,071.3 €m revenue



SHAREHOLDER STRUCTURE



TOTAL:
62,488,976 shares

¹ directly held by Südzucker



AGRANA BOARD



CEO
MAG. STEPHAN BÜTTNER

- Strategy and economic policy
- Sales
- Public Relations and Communications
- Personnel
- General Secretariat (disciplinary)
- Mergers & Acquisitions
- Data processing / Organisation
- Finance
- Legal
- Compliance
- Purchasing
- Investor Relations
- Responsibility for the Fruit segment



CTO
DI DR. NORBERT HARRINGER

- Production coordination / investments
- Raw Material
- Research and Development
- Sustainability
- Quality management
- Responsibility for the Sugar segment
- Responsibility for the Starch segment

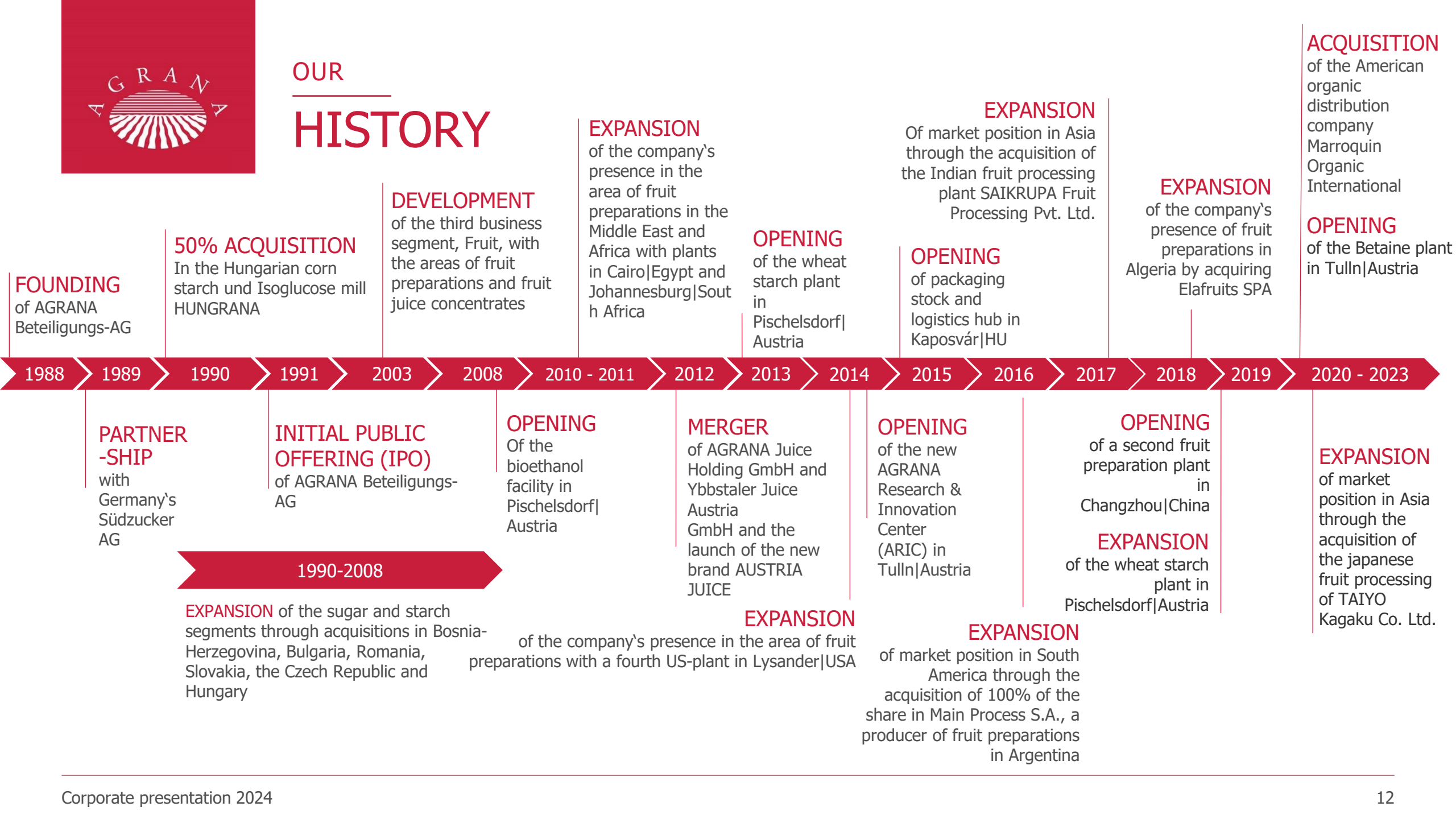


CAO
DR. STEPHAN MEEDER

- Internal Auditing



OUR HISTORY

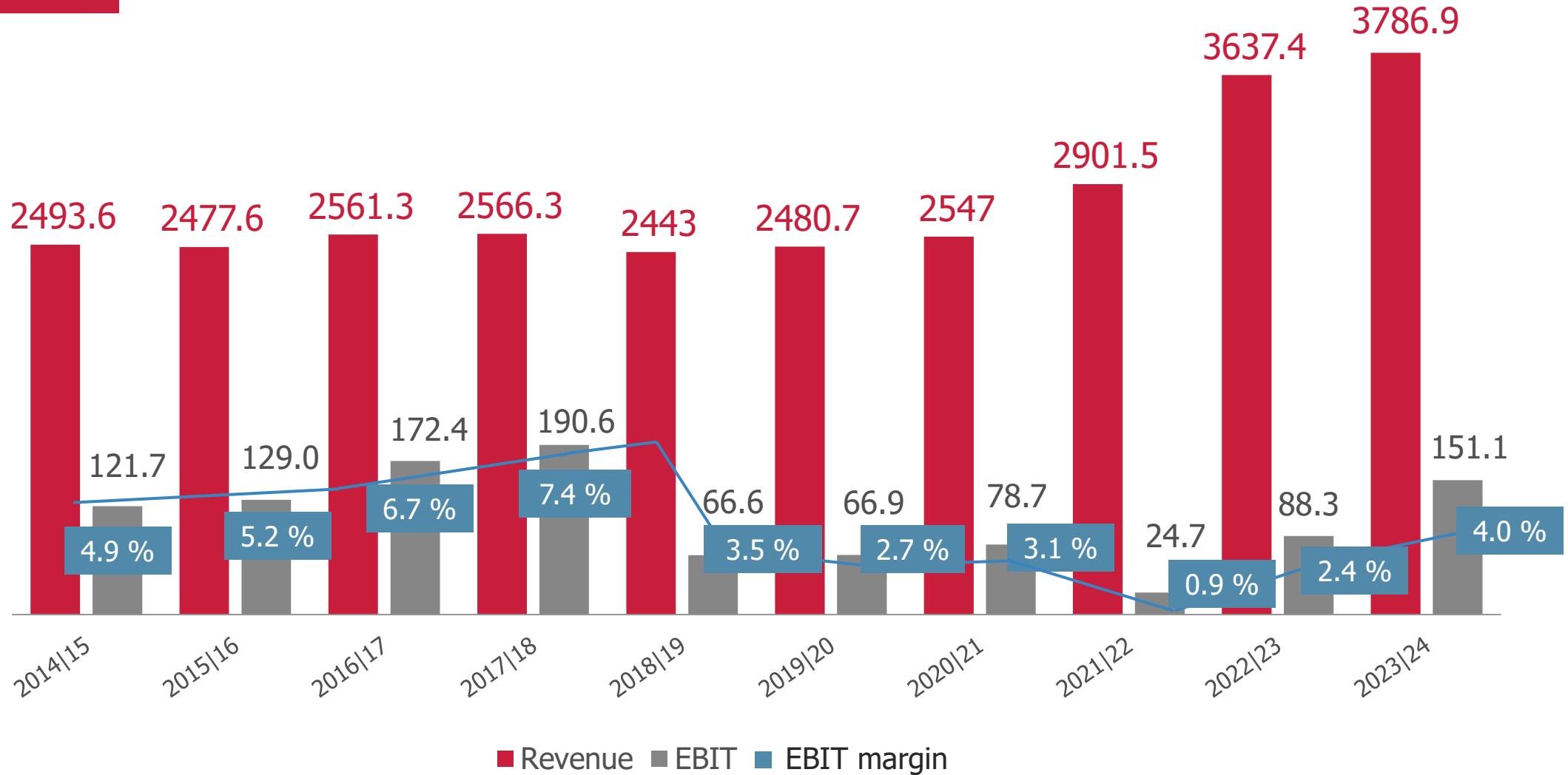




2014|15 – 2023|24

REVENUE-, EBIT- AND MARGIN DEVELOPMENT

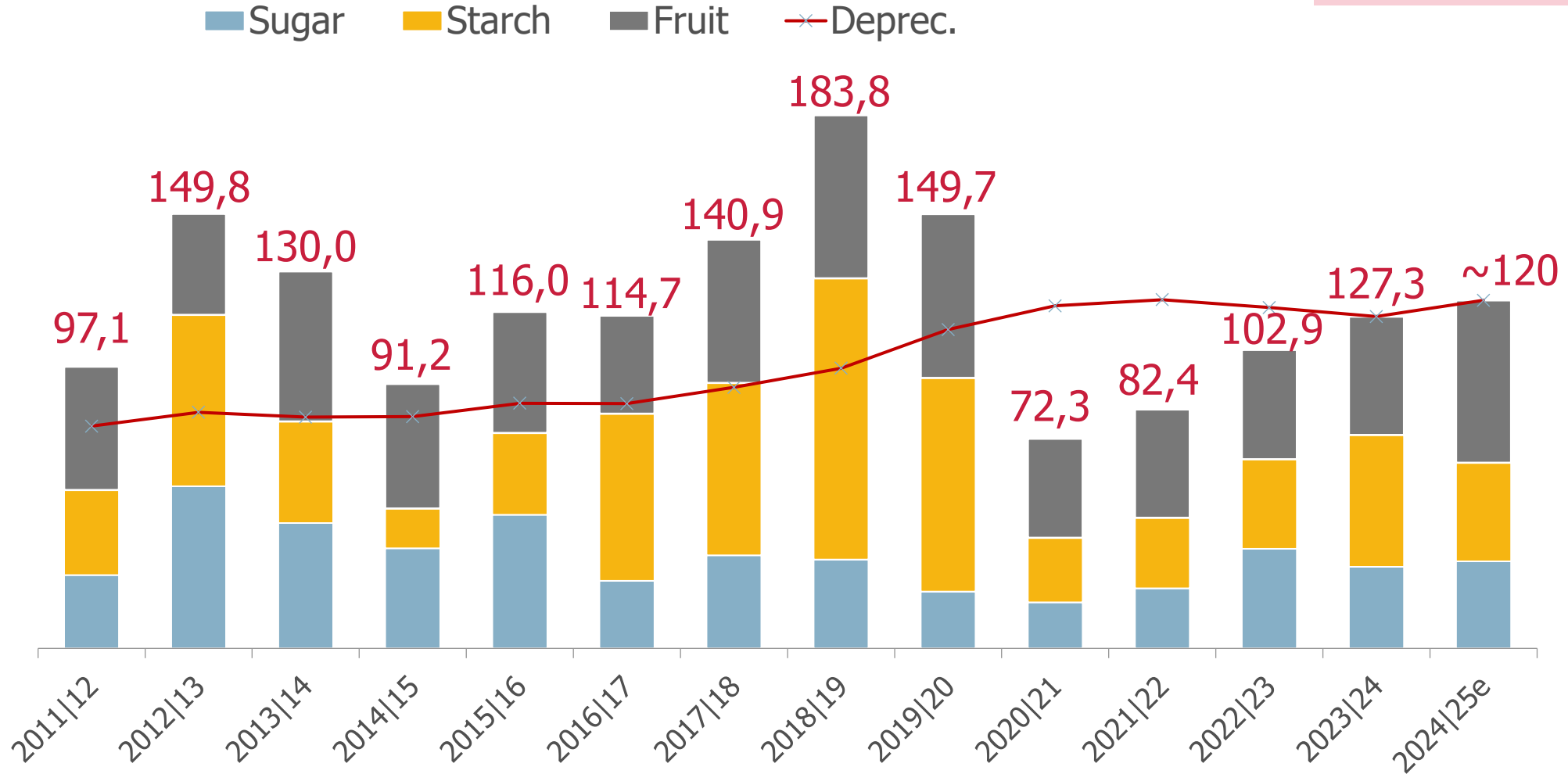
m€





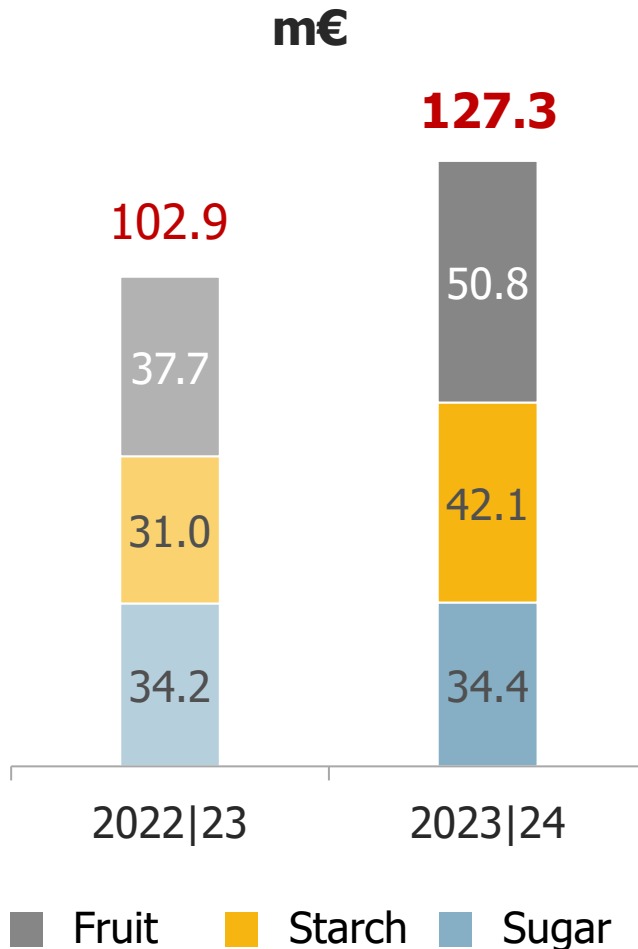
CAPEX EVOLUTION

€ 1.7 billion
Investments in
the last 13 years





INVESTMENTS AT A GLANCE



FRUIT

- Expansion of raw material storage in Jacona, Mexico
- Expansion of the food service section in Centerville, Tennessee, USA
- New wastewater treatment plant in Ostrołęka, Poland
- Installation of energy-saving technology in Lipnik and Biało-brzegi, both in Poland

STARCH

- Measures to increase specialty corn processing in Aschach, Austria
- Expansion of the company wastewater treatment plants in Aschach and Gmünd, Austria
- Upgrading of cooling performance in Pischelsdorf, Austria

SUGAR

- Modernisation of the distributed control system in Leopoldsdorf, Austria
- Production process optimisation through replacement of the filter presses in Sered', Slovakia
- Optimisation of the evaporator station in Kaposvár, Hungary
- Optimization of evaporation station in Kaposvár (HU)



SEGMENT

FRUIT





SEGMENT FRUIT PRODUCTION

- ...of high-quality fruit preparations from frozen fruit. The raw materials for fruit preparations are sourced from around the world and processed while frozen and refined in a liquid or solid form for the global food industry.
- ... of fruit juice concentrates from fruits such as apples, strawberries, raspberries and elderberries.
- In addition to fruit juice concentrates, there are used produce beverage compounds, fruit wines, flavours, NFC juices and fruit sweeteners.
- Fruit juice concentrate business: operated by AUSTRIA JUICE GmbH (formerly Ybbstaler) as a joint venture between AGRANA and RWA (Raiffeisen Ware Austria AG)





FRUIT PREPARATION – WHAT IS IT ABOUT?

FRUIT



+

SUGAR



=

FRUIT PREPARATIONS



... most important ingredient of fruit preparations

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

... 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 ...

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



FOODSERVICE – WHAT IS IT ABOUT?

The term “food service” or “out of home” refers to the preparation, handling, packaging and distribution of food and beverages as well as related services for out-of-home consumption. This involves different types of operators, such as restaurants, cafés, bars, canteens, catering companies and institutional food providers.

Our product offering for food service includes fruit preparations, brown flavor preparations as well as preparations with inclusions. Additionally, we offer sauces & toppings as well as syrups. These products can be applied in ice cream & sundaes, milk shakes, drinks, smoothies or bakery products.

SIRUPS



TOPPINGS



FILLINGS



SAUCES





SEGMENT FRUIT MARKETS

FRUIT

26 fruit preparation plants

14 fruit juice concentrate plants

- World market leader in the production of fruit preparations for the dairy, bakery and ice cream industries
- Leading global producer of apple and berry juice concentrates
- Global presence with production facilities and sales activities





SEGMENT

STARCH





SEGMENT STARCH PRODUCTION

- ...of many different, highly refined starch products made from corn, potatoes and wheat
- Supply of organic and GMO-free starch and specialty starch products to the...
 - Food industry
 - Plastics industry
 - Paper and paper processing industry
 - Textile industry
 - Construction chemicals industry
 - Pharmaceutical and cosmetics industry





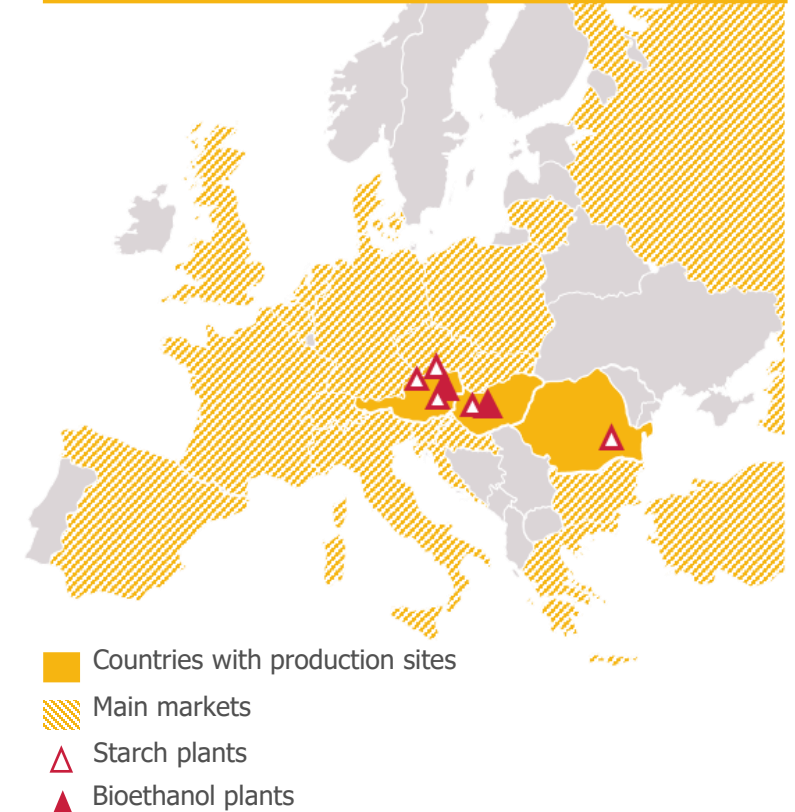
STARCH SEGMENT

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





SEGMENT SUGAR

PRODUCTION

- ...of sugar as a pure natural product without additives from sugar beet
- ...of crystalline betaine for the food, animal feed and cosmetics industry
- ...of by-products from sugar production such as animal feed and fertilizers





SUGAR-PRODUCTS

- AGRANA's Sugar segment comprises beet sugar but also cane sugar products for consumers and the processing industry.
- As Europe's largest producer of organic sugar, we also offer a wide range of sugar made from organically grown Austrian beet.





CARE OF REGIONAL BRAND PRODUCTS

Sugar is sold through retail outlets under country-specific sugar brands such as “Wiener Zucker” in Austria, “Koronás Cukor” in Hungary, “Korunní Cukr” in the Czech Republic, “Korunný Cukor” in Slovakia, “Mărgăritar Zahar” in Romania, “Zahira” in Bulgaria and “AGRAGOLD” in Bosnia-Herzegovina.



CZ



SK



RO



HU



BG



AT



BENEFIT FROM THE STRONG MARKET POSITION IN CEE AND SEE

AGRANA SUGAR

- Market leader in Austria and top supplier in Eastern and South-Eastern Europe
- Close partnership with beet farmers: AGRANA offers a wide range of services for the sugar beet cultivation
- AGRANA Sales & Marketing GmbH as a central sales platform with local implementation and customer support

7 SUGAR FACTORIES
2 RAW SUGAR REFINERIES
1 INSTANTINA PLANT



■ Countries with production facilities
▨ Other locations

● Beet sugar factories
● Raw sugar refineries
○ Sales location
* also with refining



AGRANA

RESEARCH & DEVELOPMENT





RESEARCH & DEVELOPMENT

AGRANA RESEARCH & INNOVATION CENTER

Central research and development center of the AGRANA Group:

- R&D activities bundled at the ARIC research center in Tulln (AT)
- Aim: to secure and actively shape the company's success through product innovations and innovations related to our processes and production technologies





RESEARCH & DEVELOPMENT

AGRANA RESEARCH & INNOVATION CENTER

- **Services:** Active as an international research and development service provider in the fields of sugar technology, food technology, starch technology, microbiology, biotechnology and fruit
- **Consulation:**
 - Assisting with agricultural issues such as variety trials, soil analysis and beet analysis
 - Improving existing production processes for the processing and modification of sustainable resources
 - Application tests for clients from the food and technical sectors
- **Production:**
 - Improving existing production processes for the processing and modification of sustainable resources
 - Testing and developing new or alternative production processes for the processing and modification of sustainable resources





AGRANA

SUSTAINABILITY





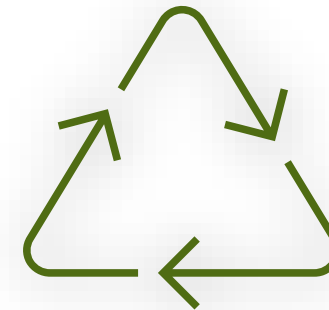
AGRANA'S UNDERSTANDING OF SUSTAINABILITY

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**



Ecology



Economy



Social



AGRANA'S CORE SUBJECTS ALONG THE VALUE CHAIN



RAW MATERIAL PROCUREMENT

Environmental and social criteria in the sourcing of agricultural raw materials



ECO-EFFICIENCY OF OUR PRODUCTION

Environmental and energy aspects of production



OUR EMPLOYEES

Labour practices and human rights of employees



PRODUCT RESPONSIBILITY

Product responsibility and sustainable products



COMPLIANCE

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)

- **AGRANA Beteiligungs-AG** has been a **member since 2014**
- **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
- **2023: verification according to FSA 3.0**



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 (109 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



AGRANA CLIMATE STRATEGY



Targets: 1) Net-zero emissions (scope 1+2) by 2040
2) Net-zero emissions (scope 3) by 2050 at the latest

- **Verification** of emission reduction targets by 2030 through recognised **Science Based Targets Initiative (SBTi)** in September 2023

Near-term targets by 2030: 50% abs. reduction of GHG emissions (Scope 1+2) / approx. 34% abs. reduction (Scope 3; incl. future FLAG Guidance) [from 2019|20 base year]

- **Investment (scope 1+2):**
 - by 2030|31 € 185 million (of which € ~100 million in Austria)
 - by 2040 at least around € 590 million (of which € ~300 million in AT)

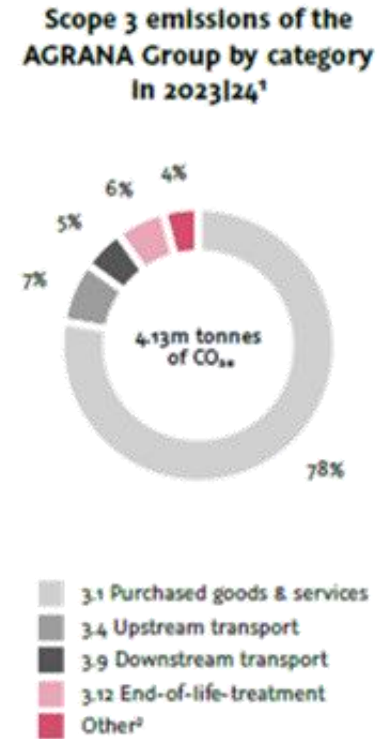
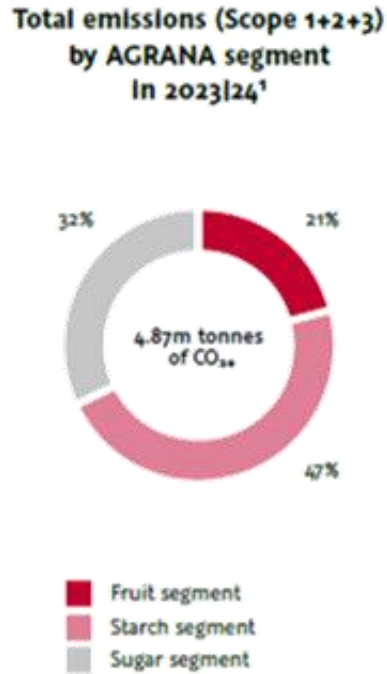
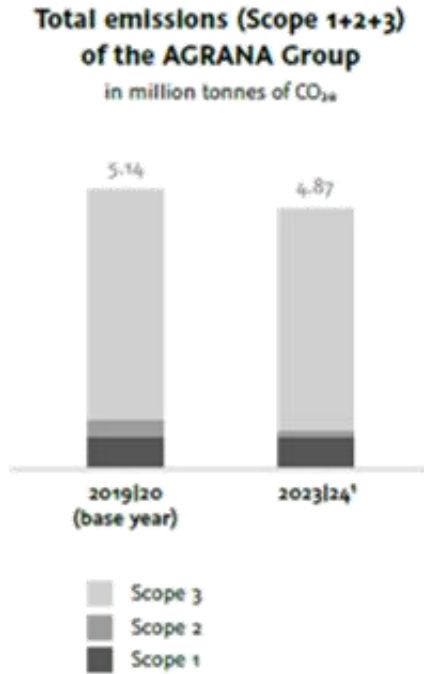
- **Key measures:**

- Scope 1+2: ongoing energy efficiency measures, comprehensive green electricity package and, from 2025, use of low-protein raw material residues for energy instead of natural gas
- Scope 3: measures under development based on AGRANA's own initial emission factors for processed raw materials



AGRANA CLIMATE STRATEGY

CORPORATE CARBON FOOTPRINT



- **Reporting year 2023 | 24: Data on Scope 3 emissions (upstream and downstream value chain → e.g. purchase of goods or raw materials and services, transportation, etc.) recorded in a structured manner**
- **Method: Primary data from all business segments combined with emission factors** from two methodologically comparable databases (Ecoinvent & Quantis World Food Database)
- **Existing Scope 1 + 2 emissions (FY 2019|20) from own production summed with Scope 3 = total CCF**

¹ Due to the high effort involved in the bottom-up data collection in the base year 2019|20, the values shown for 2023|24 were primarily adjusted using factors based on the processing volumes of the main agricultural raw materials for the Starch and Sugar segments and in the Fruit Juice Concentrates business division. In the fruit preparations business division, the values were modeled using a single factor across all raw materials due to the large number of internationally sourced raw materials used.

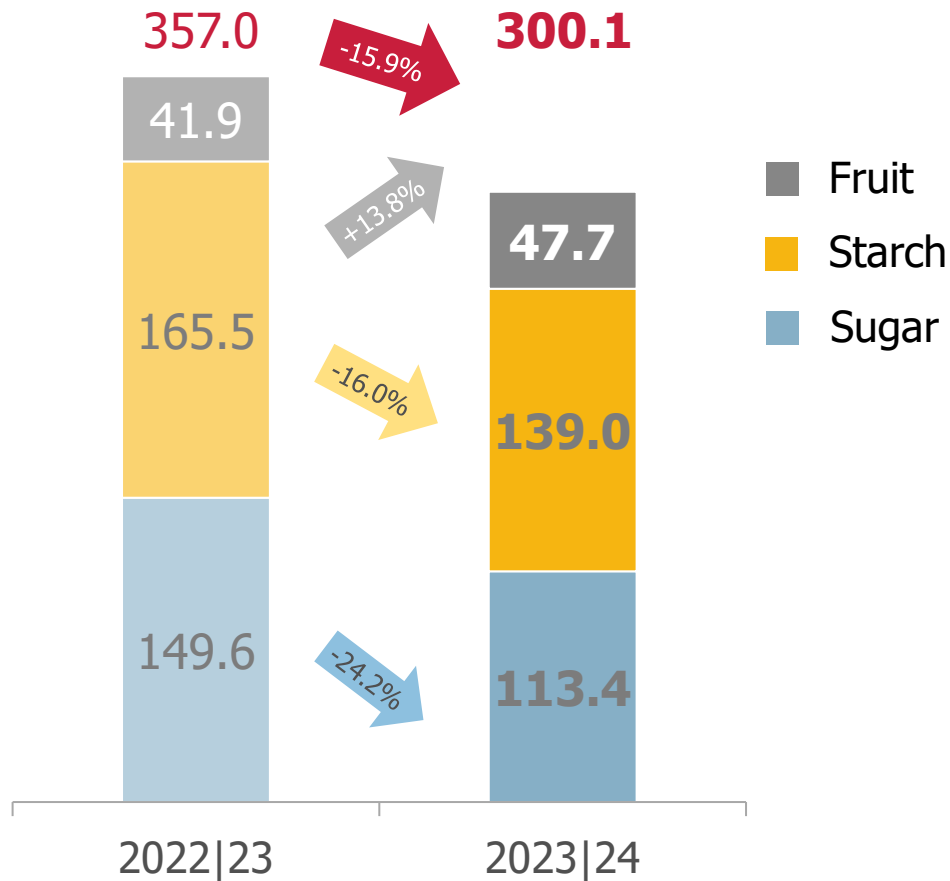
² Sum of 3.2 Capital goods, 3.3 Upstream activities related to fuel and energy, 3.6 Business travel, 3.5 Waste, 3.8 Leased facilities (mainly storage space, offices) and 3.7 Employee mobility/commuting.



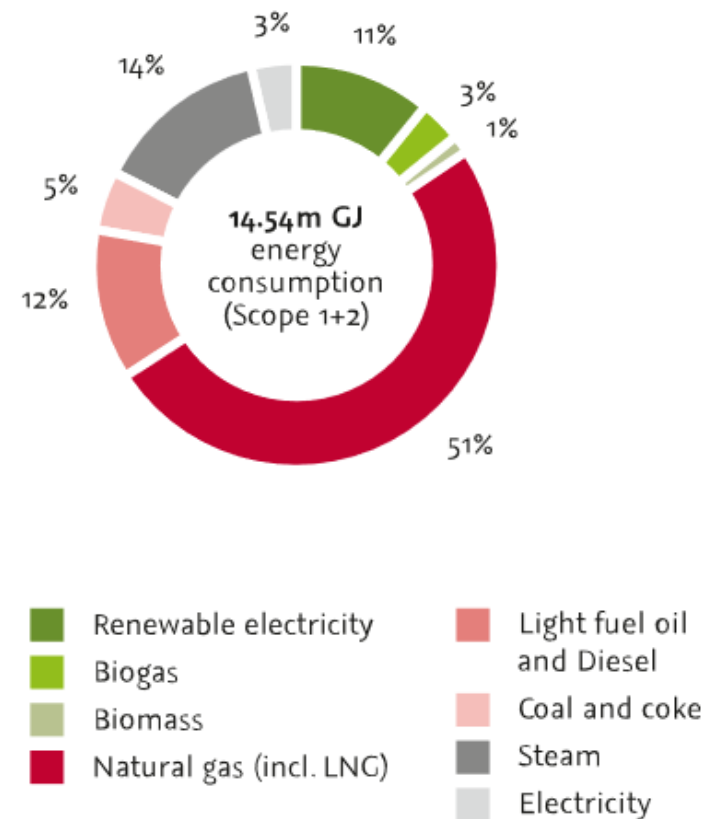
ECO-EFFICIENCY OF OUR PRODUCTION

ENERGY USE, EMISSIONS & ENERGY MIX

ENERGY COSTS OF THE GROUP



ENERGY MIX OF THE GROUP IN FY 2023|24





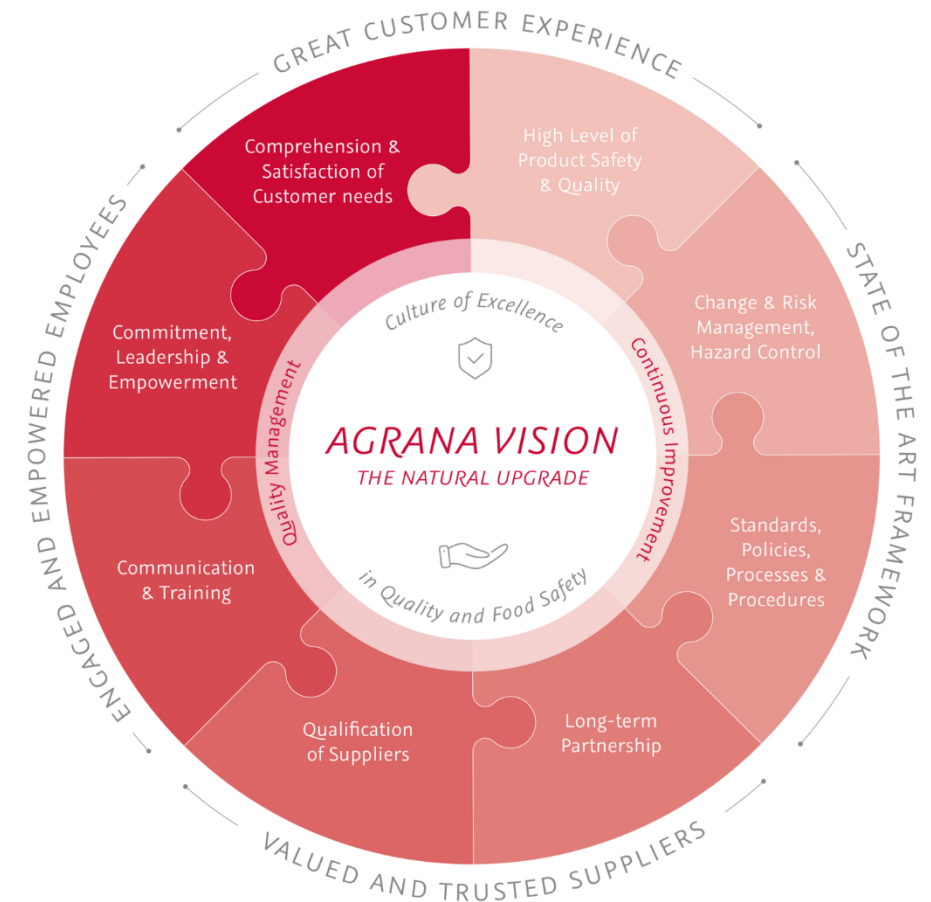
QUALITY @ AGRANA

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.





RELATED LINKS

- **Annual report :** [AGRANA iAR 2023 24 EN web.pdf](#)
- **Annual financial report :** [Microsoft Word - JFB Q4 2223 ESEF final pdf.docx \(agrana.com\)](#)
- **AGRANA in Everyday Life:** <https://youtu.be/keuCYv9sv8c?si=dfJIFK0UQJMU7Rf9>
- **About AGRANA Sugar:** https://youtu.be/3huJmtm5geY?si=aCt_zqApk0AgKVtd



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