OVERVIEW

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>About us</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>Our Vision</td>
<td>11</td>
</tr>
<tr>
<td>3</td>
<td>AGRANA-Products in daily life</td>
<td>12</td>
</tr>
<tr>
<td>4</td>
<td>Production sites</td>
<td>13</td>
</tr>
<tr>
<td>5</td>
<td>Group- &amp; ownership structure</td>
<td>14</td>
</tr>
<tr>
<td>6</td>
<td>AGRANA Board</td>
<td>15</td>
</tr>
<tr>
<td>7</td>
<td>History</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Financials</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Investments</td>
<td></td>
</tr>
</tbody>
</table>
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.

ABOUT US

- 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

- 9,000 employees
- 55 production sites
- € 3.8 bn revenue
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.”
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...
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

STARCH
5 starch plants (incl. 2 bioethanol plants)

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

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

Countries with plants
- Main markets
- Starch plants
- Bioethanol plants

Countries with production sites

Countries with plants

Countries with production sites
Sales: 5 million tonnes

- Starch: 2.2 Mio. tonnes (44%)
- Sugar: 2.1 Mio. tonnes (42%)
- Fruit: 0.7 Mio. tonnes (14%)

Raw material processings: 9 million tonnes

- Beet: 0.2 Mio. tonnes
- Raw Sugar: 1.0 Mio. tonnes
- Wheat: 2.0 Mio. tonnes
- Potatoes: 5.9 Mio. tonnes
- Fruits: 0.3 Mio. tonnes
GROUP STRUCTURE

AGRANA Beteiligungs-AG

AGRANA Internationale Verwaltungs- & Asset Management GmbH
- 40 sites
- 5,814 employees
- 1,566.9 €m revenue

AGRANA Stärke GmbH
- 5 sites
- 1,201 employees
- 1,148.7 €m revenue

AGRANA Zucker GmbH
- 10 sites
- 2,032 employees
- 1,071.3 €m revenue

FRUIT

SUGAR

STARCH

55 sites
- 9,047 employees
- ~ 3.8 € bn 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

1988
- FOUNDBING of AGRANA Beteiligungs-AG

1989 - 2008
- 50% ACQUISITION of the Hungarian corn starch and Isoglucose mill HUNGRANA
- DEVELOPMENT of the third business segment, Fruit, with the areas of fruit preparations and fruit juice concentrates
- EXPANSION of the company’s presence in the area of fruit preparations in the Middle East and Africa with plants in Cairo|Egypt and Johannesburg|South Africa
- OPENING of the new AGRANA Research & Innovation Center (ARIC) in Tulln|Austria

1990 - 2008
- PARTNER-SHIP with Germany’s Südzucker AG
- INITIAL PUBLIC OFFERING (IPO) of AGRANA Beteiligungs-AG
- OPENING of the bioethanol facility in Pischelsdorf|Austria
- MERGER of AGRANA Juice Holding GmbH and Ybbstaler Juice Austria GmbH and the launch of the new brand AUSTRIA JUICE
- OPENING of the wheat starch plant in Pischelsdorf|Austria
- EXPANSION of the company’s presence in Asia through the acquisition of the Indian fruit processing plant SAIKRUPA Fruit Processing Pvt. Ltd.
- OPENING of packaging stock and logistics hub in Kaposvár|HU
- EXPANSION of market position in Asia through the acquisition of the Japanese fruit processing of TAIYO Kagaku Co. Ltd.

2008 - 2014
- 2010 - 2011
- 2012
- 2013
- 2014
- OPENING of the second fruit preparation plant in Changzhou|China
- EXPANSION of the company’s presence of fruit preparations in Algeria by acquiring Elafruits SPA
- EXPANSION of the wheat starch plant in Pischelsdorf|Austria

2015 - 2016
- 2017
- 2018
- 2019
- 2020 - 2023
- OPENING of packaging stock and logistics hub in Kaposvár|HU
- EXPANSION of market position in the Middle East and Africa with plants in Cairo|Egypt and Johannesburg|South Africa
- EXPANSION of market position in South America through the acquisition of 100% of the share in Main Process S.A., a producer of fruit preparations in Argentina
- OPENING of the Betaine plant in Tulln|Austria
- ACQUISITION of the American organic distribution company Marroquin Organic International
- EXPANSION of market position in Asia through the acquisition of the American organic distribution company Marroquin Organic International
- EXPANSION of market position in South America through the acquisition of the American organic distribution company Marroquin Organic International

1990 - 2008
- EXPANSION of the sugar and starch segments through acquisitions in Bosnia-Herzegovina, Bulgaria, Romania, Slovakia, the Czech Republic and Hungary
- EXPANSION of the company’s presence in the area of fruit preparations with a fourth US-plant in Lysander|USA
- EXPANSION of market position in South America through the acquisition of 100% of the share in Main Process S.A., a producer of fruit preparations in Argentina

Corporate presentation 2024
REVENUE-, EBIT- AND MARGIN DEVELOPMENT

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (m€)</th>
<th>EBIT (m€)</th>
<th>EBIT margin %</th>
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<tbody>
<tr>
<td>2014</td>
<td>15</td>
<td>2493.6</td>
<td>121.7</td>
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<tr>
<td>2015</td>
<td>16</td>
<td>2477.6</td>
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<td>2561.3</td>
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<tr>
<td>2017</td>
<td>18</td>
<td>2566.3</td>
<td>190.6</td>
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<tr>
<td>2018</td>
<td>19</td>
<td>2443</td>
<td>66.6</td>
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<tr>
<td>2019</td>
<td>20</td>
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<td>88.3</td>
</tr>
<tr>
<td>2023</td>
<td>24</td>
<td>3786.9</td>
<td></td>
</tr>
</tbody>
</table>

m€
CAPEX EVOLUTION

Sugar | Starch | Fruit | Deprec.
---|---|---|---
149,8 | 130,0 | 116,0 | 114,7 | 140,9 | 149,7 | 183,8 | 149,7 | 72,3 | 82,4 | 102,9 | 127,3 | ~120

€ 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 Białobrzegi, 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 Sereď, Slovakia
- Optimisation of the evaporator station in Kaposvár, Hungary
- Optimization of evaporation station in Kaposvár (HU)
...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**

... most important ingredient of fruit preparations
- Frozen (IQF or block)
- Aseptic
- Purees
- Concentrates

**SUGAR**

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

**FRUIT PREPARATIONS**

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

Countries with production facilities

Beet sugar factories
Raw sugar refineries
Sales location
* also with refining
AGRANA
RESEARCH & DEVELOPMENT
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
• **Services:** Active as an international research and development service provider in the fields of sugar technology, food technology, starch technology, microbiology, biotechnology and fruit

• **Consultation:**
  - 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’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**
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

Corporate presentation 2024
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
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 € 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>Sugar</th>
<th>Starch</th>
<th>Fruit</th>
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<tbody>
<tr>
<td>2022</td>
<td>357.0</td>
<td>149.6</td>
<td>165.5</td>
<td>41.9</td>
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<tr>
<td>2023</td>
<td>300.1</td>
<td>113.4</td>
<td>139.0</td>
<td>47.7</td>
</tr>
</tbody>
</table>

ENERGYMIX OF THE GROUP IN FY 2023|24

- Renewable electricity: 51%
- Light fuel oil and Diesel: 11%
- Coal and coke: 14%
- Biomass: 3%
- Steam: 3%
- Natural gas (incl. LNC): 3%
- Energy consumption (Scope 1+2): 12%
- Electricity: 5%

ENERGY USE & EMISSIONS

- Energy Use:
  - Sugar: -16.0%
  - Starch: +13.8%
  - Fruit: -15.9%

- Emissions:
  - Sugar: 149.6
  - Starch: 165.5
  - Fruit: 41.9

- Energy Costs:
  - Sugar: 149.6
  - Starch: 165.5
  - Fruit: 41.9

Corporate presentation 2024
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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