

# AGRANA AT A GLANCE

For more than 25 years, AGRANA has been processing agricultural raw materials to produce high quality foodstuffs as well as products for the food processing industry and for technical applications in the three core business areas sugar, starch and fruit.

AGRANA is...

- the leading sugar manufacturer in Central, Eastern and Southeastern Europe.
- a major supplier of customised starch products in Europe.
- the largest producer of bioethanol in Austria.
- the world market leader in the production of fruit preparations.
- the largest producer of fruit juice concentrates in Europe.
- operating 54 production sites in 26 countries around the world as of 28 February 2014.

In a demanding market environment, AGRANA was able to repeat the prior year's record revenue of more than € 3 billion, overcoming the effect of declining prices by achieving higher sales volumes. The Group's operating profit of € 171.4 million before exceptional items was well below the prior year's result of € 236.9 million. While the Fruit segment greatly improved its pre-exceptionals operating profit, declining selling prices and higher raw material costs weighed on margins in the Sugar and Starch segments since the summer. Particularly the Sugar segment, after two exceptionally good years, saw a very pronounced earnings reduction owing to the difficult conditions in the sugar market.

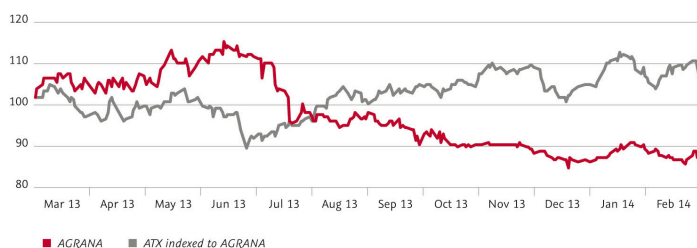
■ **Sugar segment:** In the 2013|14 FY, revenue in the Sugar segment eased by 8.8% to € 1,022.8 million. The reduction was due to sharply lower selling prices. As expected, the segment's pre-exceptionals operating profit, at € 45.3 million, marked a substantial reduction from the prior year's record result of € 119.1 million. Key factors behind this were the falling sales prices combined with still high raw material costs both for beet and for raw sugar.

■ **Segment Starch:** Revenue in the Starch segment in 2013|14 was € 848.5 million, or 5.5% higher than in previous year. The revenue increase mainly reflected stronger sales volumes of core products and by-products. Operating profit before exceptional items was € 61.4 million, a decrease of 15.4% from the prior-year result. The 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.

■ **Segment Fruit:** Revenue in the Fruit segment increased by 2.8% in the 2013|14 financial year to a new total of € 1,172.1 million. The quantity of fruit preparations sold was expanded by approximately 6%. The revenue growth in fruit juice concentrates was driven primarily by higher sales quantities of apple juice concentrate. Segment operating profit before exceptional items was € 64.6 million, up 42.9% from the year-earlier level. One key driving factor was sales volume growth in the fruit preparations business.

**Outlook:** At present, AGRANA expects a small decrease in Group revenue for the 2014|15 financial year as a result of a combination of somewhat lower average selling prices and a slight increase in sales volumes. The Group also foresees a mild decrease in operating profit after exceptional items (EBIT).

## AGRANA SHARE



At 28 February 2014

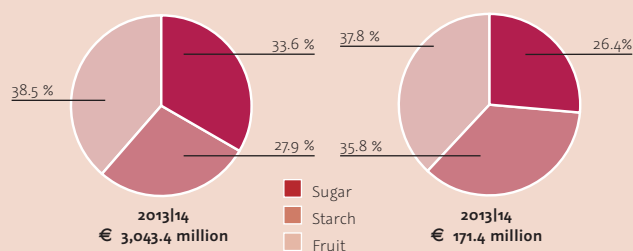
Type of shares:	Ordinary shares
Number of shares:	14,202,040
Share capital:	€ 103.2 million
Market capitalisation (February 28, 2014):	€ 1,245.5 million
Stock exchange segment, index:	Prime Market
ISIN:	AT0000603709
Reuters code:	AGRV.VI
Bloomberg code:	AGR AV
Stock exchange abbreviation:	AGR

## KEY COMPANY FIGURES

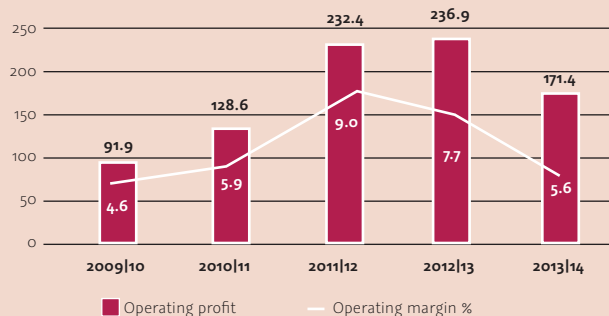
€m	2013 14 FY	2012 13 FY <sup>1)</sup>	2011 12 FY	2010 11 FY	2009 10 FY
Revenue	3,043.4	3,065.9	2,577.6	2,165.9	1,989.2
Operating profit before exceptional items	171.4	236.9	232.4	128.6	91.9
Operating profit after exceptional items	175.3	217.9	231.0	128.6	86.9
Profit before tax	148.1	190.2	206.3	109.7	87.4
Profit for the period	109.8	156.5	155.7	87.1	72.7
Staff	8,778	8,449	7,982	8,243	7,927
Dividend per share (€)	3.60 <sup>2)</sup>	3.60	3.60	2.40	1.95

1) The prior year data have been restated under IAS 8 in conjunction with IAS 19 (Employee Benefits, Revised 2011). 2) Proposal to the AGM.

### Revenue by segment



### Development of operating profit (€m) and operating margin (%)



The forward-looking statements in this fact sheet refer to future events. Such projections and forecasts are subject to specific risks that cannot be predicted and that cannot be influenced by the issuer. Therefore the issuer cannot guarantee the accuracy of economic projections and forecasts or their effect on the economic situation or the market of the issuer's shares. The statements relating to the past are no guarantee of future profit developments. This fact sheet does not constitute an offer to purchase shares.

