



FRUIT. STARCH. SUGAR.

*THE NATURAL  
UPGRADE* 2021

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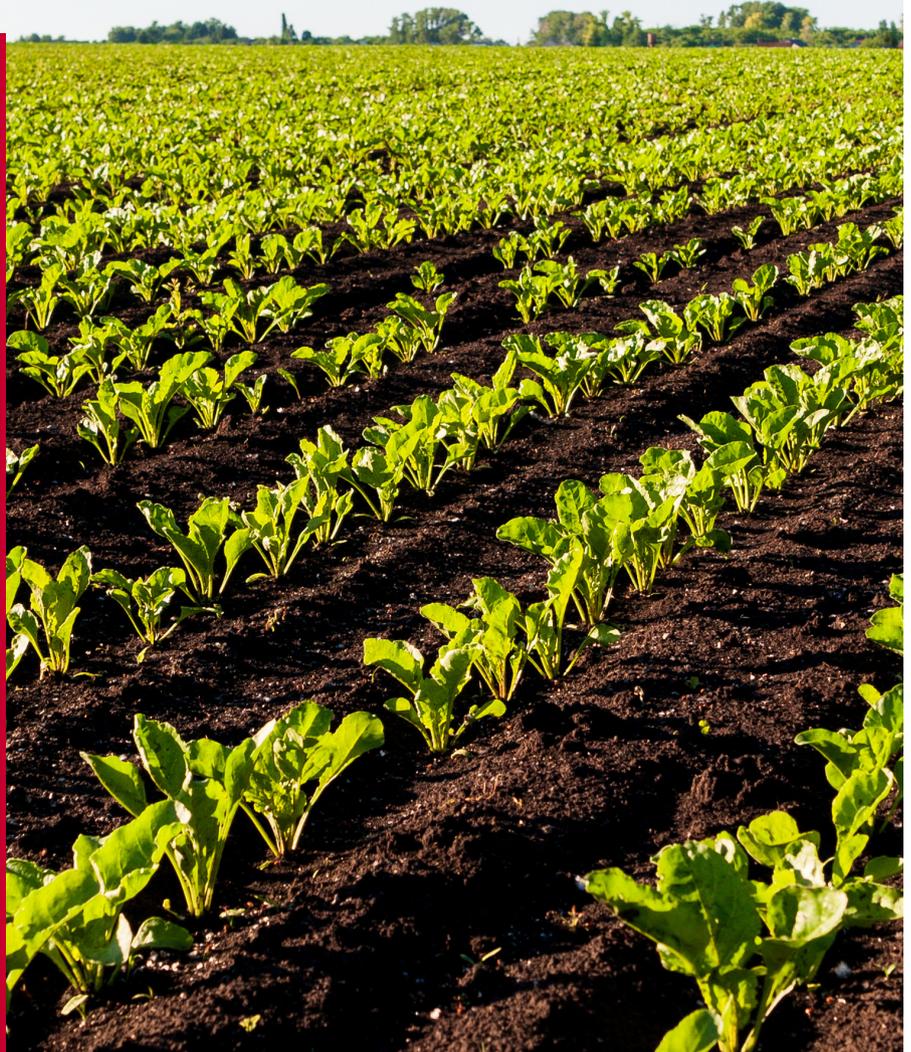
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# AGRANA AT A GLANCE



*World market leader in the production of fruit preparations*



*Major manufacturer of customer-specific starch products and bioethanol in Europe*



*Leading sugar supplier in Central, Eastern & South-Eastern Europe*

As a leading food and industrial goods group, AGRANA is successfully active around the world in the three segments FRUIT, STARCH and SUGAR. We add value to agricultural commodities to create a wide range of industrial products and supply both local producers as well as major global players, particularly in the food processing industry. In the Sugar segment, AGRANA also serves the market for end consumers by means of country-specific brands, such as 'Wiener Zucker' in Austria.



## AN INTEGRAL PART OF MODERN LIFE.

The product range extends from fruit preparations (e.g. for yoghurts), fruit juice concentrates and starches for food and technical applications to bioethanol as a sustainable and environmentally-friendly fuel and many different varieties of sugar.

## OUR EMPLOYEES ARE OUR MOST IMPORTANT RESOURCE.

AGRANA maintains a global presence with around 9,000 employees based at 56 production facilities located on all continents. Their dedication and expertise ensure the company's success.

## AGRANA IS A STOCK CORPORATION.

The Group has been listed in the Prime Market segment of the Vienna Stock Exchange since 1991. AGRANA most recently generated consolidated revenues of around EUR 2.5 billion.

## SUSTAINABLE OPERATIONS.

In view of our commercial activities and the associated proximity to raw agricultural products, striving for sustainability represents an existential and integral part of AGRANA's business model.





# STATEMENT OF THE MANAGEMENT BOARD

*Meeting the challenges of the future with three business segments.*

**AGRANA is an internationally-oriented Austrian company which adds value to agricultural raw materials to produce a wide range of industrial products for the processing sector.**

Founded as the holding company of the Austrian sugar and starch industry in 1988, AGRANA has successfully transformed to become a company that is active well beyond the borders of Austria, having increased seven-fold its revenues during this time. Today we are the global leader in the manufacture of fruit preparations for the dairy industry, one of the largest producers of fruit juice concentrates in Europe and one of the leading starch and sugar companies in Central Europe.

Through our commitment to high levels of service, innovation and efficiency, which is based on core values such as responsibility and respecting the environment, we are a preferred partner to companies in the food industry and for technical companies.

The issue of sustainability is of particular importance to AGRANA along the entire value-added chain. We attach considerable importance to energy-efficient processes and the almost entire use of agricultural raw materials. With our diversified business model comprising the Fruit, Starch and Sugar segments and our strategy of compensating for volatile underlying conditions across all segments as far as possible, we are well equipped to meet the challenges of the future.



**~9,000**  
employees



**56**  
production sites on  
five continents



**2,547.0**  
total revenue 2020/21  
(in € million)

# OUR VALUES WHICH UNITE

*At AGRANA, we all share one vision.*

**To be the quality leader in terms of adding value to agricultural commodities to make outstanding fruit, starch and sugar products. We guarantee our customers both the traceability of source materials back to their origins as well as their availability and quality, e.g. GMO-free or organic. We offer our customers optimal solutions for food and industrial products.**

**AGRANA** | Is a multinational enterprise based in Austria. AGRANA's Fruit segment has global presence. Its Starch segment and Sugar segment operate in Europe. In these markets, AGRANA's goal is to be a leader in the industrial refining of agricultural raw materials.

**STRATEGY** | By means of growth, efficiency and sustainable business practices, we are constantly boosting the company's value added. AGRANA regards sustainable business practices to be consistent with commercial, ecological and social responsibility along the entire value-added chain.

**SERVICE TO THE MARKET** | We add value to agricultural commodities in order to produce high quality foodstuffs, animal feeds and organic fertilisers as well as technical and intermediary products for industrial applications. Important cornerstones here are long-term and partnership-oriented customer and supplier relationships.

**CUSTOMER ORIENTATION** | We offer products and services that fully meet the needs and expectations of our customers. We aim to differentiate ourselves from competitors by means of high product quality, outstanding service level, innovative ideas as well as ecological and social responsibility which is reflected in our actions. We



are creative, flexible, dedicated and always looking for new markets for our products. Our innovative power and research and development work, together with our new products launches tailored to customer requirements, drive our leadership in the marketplace.

**ORGANISATION** | Our organisation is based on earnings-oriented operational subsidiaries in the Fruit, Starch and Sugar segments. These are overseen by a holding company which undertakes the centralised management of the entire Group and provides support by means of an effective communications network aimed at ensuring a regular exchange of information and the tapping of synergies.

**FINANCE** | Profit constitutes the basis for the economic sustainability of our enterprise's activities. We ensure AGRANA's sustainable increase in enterprise value and the ability to distribute dividends to shareholders through continued growth and consistent improvement in productivity, as well as through the constant striving to increase profits and optimise our business processes and structures in all our operating companies. We seek to diversify risks to our business to achieve a well-balanced global business portfolio. Optimising our value added is a cornerstone in our efforts to provide continual increases in the enterprise value of AGRANA.



*AGRANA is an  
international company  
with head offices  
in Austria*

**MANAGEMENT & STAFF** | We are a multinational Group of companies. We are united by integrity, dedication and social awareness. We promote the exchange of information, communication, training and continuous staff development. We encourage our workforce to think and act responsibly and entrepreneurially. Each member of staff accepts responsibility for his or her own continuing development. Management ensures that all employees have the opportunities and support necessary for this purpose. Our staff development activities form an integral part of our strategic objectives. Every employee has an important part to play in our company that requires full commitment and that challenges his or her abilities and expertise anew every day. Our style of work and leadership is founded on cooperation and trust. Flexibility and teamwork are fundamental to our organisational structures and interpersonal relationships. Management is paid on the basis of performance.

**THE ENVIRONMENT** | Our actions and decisions are taken with respect for nature and the environment. Our products are sourced from natural origins, developed and produced on the basis of the latest ecologically sensitive processes, which are low-emission and efficient, and are also biodegradable and environmentally friendly.

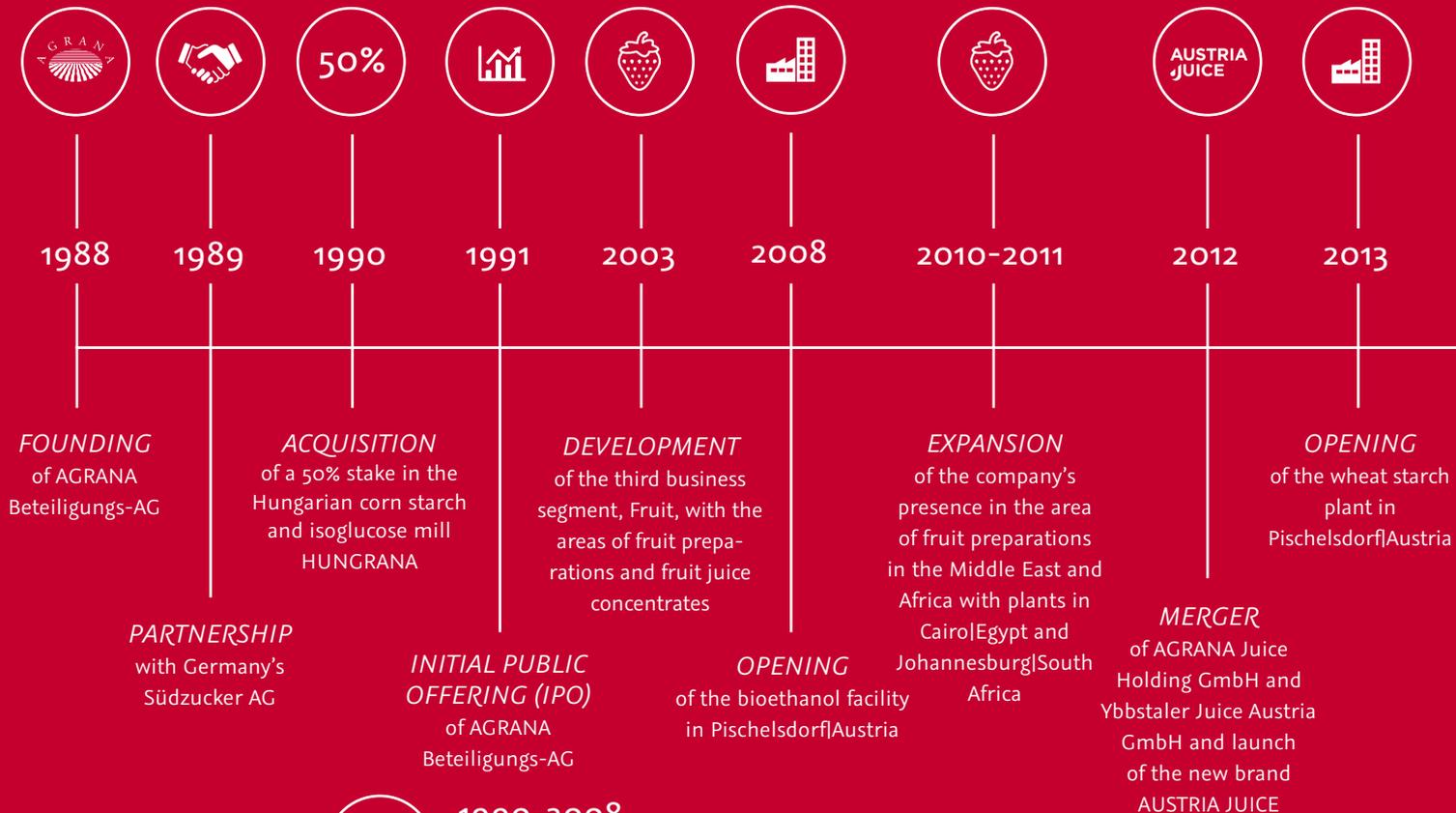
AGRANA aims to rely on a closed economic cycle which ensures that the agricultural commodities used are recycled to an extent of nearly 100%. The health and safety of the workforce are a key priority of our operational policies and procedures.

**PRODUCT SAFETY** | Our strict, certified manufacturing standards guarantee the safety of our products for our customers. We focus on continually improving the quality and hygiene standards of the foodstuffs and animal feeds we make. As a commitment to our customers, we strive for full traceability of our products back to their natural sources.

**PUBLIC RELATIONS & TRANSPARENCY** | We aim to appropriately take into account the interests of the society, in general, and our shareholders, in particular, our workforce, the media, our partners in the marketplace and the general public informed about our goals, activities and results. We strive to maintain our high level of transparency regarding all important innovations and developments.

# OUR HISTORY

AGRANA was founded in 1988 and was continuously expanded since then.



1990-2008

**EXPANSION**

of the Starch and Sugar segments by means of acquisitions in Bosnia-Herzegovina, Bulgaria, Czech Republic, Romania, Slovakia and Hungary



2014

2016

2017

2018

2019

2020

2021

**OPENING**  
of the new AGRANA  
Research & Innovation  
Center (ARIC) in  
Tulln|Austria

**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 shares in Main  
Process S.A., a producer of fruit  
preparations in  
Buenos Aires|Argentina

**EXPANSION**  
of market position  
in Asia through the  
acquisition  
of the Indian fruit  
processing plant  
SAIKRUPA Fruit  
Processing Pvt. Ltd.

**EXPANSION**  
of the company's  
presence of fruit  
preparations in Algeria  
by acquiring 49% of  
shares in Elafruits SPA

**OPENING**  
of a second fruit  
preparations plant in  
Changzhou|China

**EXPANSION**  
of the wheat starch plant  
in Pischelsdorf|Austria

**ACQUISITION**  
of the US-based  
organic and non-GMO  
distribution company  
Marroquin Organic  
International

**OPENING**  
of the Betaine plant  
in Tulln|Austria  
(joint venture with  
Amalgamated Sugar  
Company)

**EXPANSION**  
of market  
position in Asia  
through the  
acquisition of  
the fruit pro-  
cessing business  
of the japanese  
food company  
TAIYO Kagaku Co.  
Ltd.



### *NORTH AMERICA*

5 Fruit plants in the USA & Mexico

### *SOUTH AMERICA*

2 Fruit plants in Argentina & Brazil



### *AFRICA*

4 Fruit plants in Algeria, Egypt, Morocco & South Africa

### *ASIA*

6 Fruit plants in China, Japan, India & South Korea



### *EUROPE*

23 Fruit plants in Austria, France, Germany, Hungary, Poland, Romania, Russia, Turkey & Ukraine

5 Starch plants in Austria, Hungary & Romania  
10 Sugar plants (incl. Instantina) in Austria, Bosnia-Herzegovina, Czech Republic, Hungary, Romania & Slovakia

### *AUSTRALIA & OCEANIA*

1 Fruit plant in Australia

# OUR PRODUCTION SITES

*AGRANA has 56 production sites worldwide.*





**FOCUS ON  
SUSTAINABILITY**



Almost 100%  
**UTILISATION** of  
our agricultural  
raw materials



Use of  
**LOW-EMISSION TECH-  
NOLOGIES** to minimise  
impacts on the environment



**RESPECT**  
all our stakeholders and  
the communities where we  
operate



Engage in  
**LONG-TERM  
PARTNERSHIPS**  
with our suppliers and  
customers

# SUSTAINABILITY

*In harmony with the environment, people and business.*

**AGRANA believes sustainability means acting in an economically viable, sparingly and energy-efficient way, and, in doing so, respecting its internal and external stakeholders.**

In view of our commercial activities and the associated proximity to raw agricultural products, acting sustainably represents an integral part of AGRANA's business model. Relevant aspects of sustainability along our product added-value chain start from the sourcing of the agricultural raw materials and intermediary products used, comprising energy and environmental aspects in our own production processes, employee working conditions, aspects of product responsibility and ethical business activities.

**The following points are of particular importance:**

## SOURCING SUSTAINABLY PRODUCED AGRICULTURAL RAW MATERIALS AND INTERMEDIARY PRODUCTS

AGRANA processed around 8.6 million tonnes of agricultural raw materials in 2020|2021. When sourcing these, we attach great importance to compliance with minimum social standards and strive to process only raw materials and intermediary products that are produced in accordance with defined environmental criteria.

AGRANA places particular emphasis on sourcing from contract growers as, through close cooperation with our suppliers, they offer us the unique opportunity to work on improving environmental and social standards in the production of the raw materials ultimately used by us. With this in mind, we have been a member of the

Sustainable Agriculture Initiative Platform (SAI) since 2014. As an information platform, SAI aims to promote the development and implementation of sustainable agricultural practices by presenting examples of best practice and providing support with a range of different tools such as a self-evaluation for farms.

## ENERGY AND ENVIRONMENTAL ASPECTS IN PRODUCTION

AGRANA feels a particular obligation to conserving all natural resources.

One focal area here is the unique and almost entire recycling of raw materials used in the course of making core and by-products. Efficiently handling the agricultural raw materials used is our commercial, environmental and social responsibility. In addition to the known core products, we produce a wide range of secondary products derived from agricultural by-products, which are used as animal feed and agricultural fertilisers. This enables important nutrients and minerals to be returned to natural circulation.

*See here for details of AGRANA's  
value-added chain*





As an energy-intensive processor of agricultural raw materials, particularly in the Starch and Sugar segments, we have developed a detailed plan to decarbonise our production activities (Scope 1 + 2) as part of our Climate Strategy 2040+. From 2025, we will also be focussing on the development of emission-reducing steps along our upstream value chain, working alongside our suppliers in order to be able to offer net CO<sub>2</sub>-neutral products by 2050.

We also use water as sparingly and efficiently as possible in our production processes. AGRANA does its best to keep the amount of water it takes out of circulation to a minimum and, where possible, to make use of the water contained in the processed raw materials, ensuring constant circulation with corresponding recycling. Waste water is drained in accordance with all local legal requirements after being treated in AGRANA's own or external waste water treatment plants.



**FOCUS ON  
SUSTAINABILITY**

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**MEMBERSHIP AT**  
of SAI Platform & SEDEX  
as well as social audits at  
many sites



**AGRANA CLIMATE  
STRATEGY**

*CO<sub>2</sub>-neutral production  
activities (Scope 1+2) by 2040,  
first stage: 25% emission  
reductions by 2025 (compared  
to 2019/20)*



**ORGANIC PRODUCTS  
IN ALL 3 SEGMENTS**

*Processing of raw materials  
also from certified organic  
farming*



**INTEGRATED  
SUSTAINABILITY  
REPORTING**

*based on GRI & TCFD*

*Sustainable business is an  
integral element of  
AGRANA's business model*

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**PRODUCT RESPONSIBILITY & SUSTAINABLE PRODUCTS**

Given that AGRANA primarily makes intermediary products for the food processing industry, food safety and production protection form a key element of our product responsibility. We go far beyond what is required by law in our efforts to ensure food safety, introducing internationally recognised standards for food safety and product protection in the course of external certification procedures. The most important standards here include FSSC 22000, ISO 22000 and IFS.

In addition to food safety and product protection, AGRANA also pays attention to social aspects in its production. We have therefore been a member of the Supplier Ethical Exchange Database (SEDEX) since 2009. SEDEX is an organisation of companies which have committed to strive for continuous improvement in their social-ethical behaviour and which promote this along their supply chains. All of AGRANA's production sites carry out a SEDEX self-assessment every year. In order to underpin its commitment in this area, AGRANA draws on the services of independent third parties to verify these self-assessments in the course of Four-Pillar Sedex Members Ethical Trade Audits (SMETA) as well as social audits. The audit reports of our plants can be accessed by SEDEX members and are available on the online platform of the company.

*Segment*

# *FRUIT*



*AGRANA fruit preparations  
can be found in every third  
fruit yoghurt worldwide.*



*We bring around 1,000  
new and innovative,  
customised fruit  
preparations to the  
market every year.*

**AGRANA is the world's leading producer of fruit preparations for the dairy products industry.**

In addition to the sugar and starch segments, AGRANA has also been active in the fruit segment since 2003 as part of its global strategy. This segment is divided into the fruit preparations and fruit juice concentrates divisions. In both of these, we use state-of-the-art technology to process fruits by means of sensitive production processes. Given the trend towards healthy nutrition, AGRANA's Fruit segment has developed very positively, helping to drive the company's dynamic growth.

Fruit preparations contain top quality fruit which is prepared either as a liquid or in pieces in order for these to be used in dairy products as well as in ice cream, bakery products, beverages and in the food service sector. These products are individually designed and further developed in cooperation with customers.





**FOCUS ON  
SUSTAINABILITY**



**REGENERATIVE FRUIT  
GROWING**

*development of guidelines  
for soil, bush and tree-based  
fruit & implementation of  
pilot projects*



**SUSTAINABLE  
PRODUCTS**

*Organic & clean label  
products*



**ECOVADIS  
GOLD STATUS**

*AUSTRIA JUICE affirms  
sustainable working  
methods*

*We truly care about fruits – from the moment they are harvested until they reach their final stage in end products.*

AGRANA produces fruit preparations at 26 sites around the world. It has been possible to establish this global presence by continually developing emerging international markets in this commercial field. Our sales teams are working for customers in 80 countries. With dedicated company fields and exclusive long-term partnerships with contracted farmers, we have developed a key competitive advantage in terms of quality, traceability and sustainability.

**FRUIT JUICE CONCENTRATE**

The fruit juice concentrate and beverage compound business is managed by the AUSTRIA JUICE Group, a joint venture between AGRANA Beteiligungs-AG and Raiffeisen Ware Austria-AG. Around 1,000 highly qualified employees work at the 14 production sites in Europe as well as at one plant in China.

The AUSTRIA JUICE Group manufactures a variety of different beverage solutions, from conceptual design to making the finished product. With decades of experience in the sourcing of raw materials, processing fruit and market monitoring, AUSTRIA JUICE is a competent partner when it comes to turning customer-specific product innovations into reality.

Besides natural fruit juice concentrates, carefully configured, high-end beverage compounds, flavourings, fruit wines and NFC juices are also produced. In addition to traditional fruit processing, the product portfolio is supplemented by the range of vegetable juice concentrates such as beetroot, rhubarb and carrot. Quality takes top priority during processing and is ensured by means of regular inspections, preventative risk analyses and external certifications. Customers of AUSTRIA JUICE include global players in the food and beverage industry.

# OUR FRUIT PRODUCTS

*AGRANA refines fruit for customers around the world in the Fruit segment.*

And this in the two ways: fruit preparations and fruit juice concentrates. The raw materials for fruit preparations are sourced from around the world and processed while frozen. The fruits are refined in a liquid or solid form for the global food industry using individual recipes.

In the field of fruit juice concentrates, we are specialised in apples and red berries such as strawberries, raspberries or elderberry. These are used to produce beverages compounds, fruit wines, flavors, NFC juices and fruit sweetness in addition to fruit juice concentrates.

## FRUIT PREPARATIONS FOR

- > Yoghurt - drinkable or spoonable
- > Dairy desserts
- > Ice-cream and ice-cream toppings
- > Baked goods (cakes, pies and pastries)
- > Frozen baked goods
- > Cream cheese
- > Dairy and Dairy Alternatives
- > Drinks and milk drinks

## PREPARATIONS WITH

- > Cereals, grains and seeds
- > Chocolate chips
- > Cake pieces, etc.

## BROWN FLAVOUR PREPARATIONS WITH

- > Chocolate
- > Caramel
- > Vanilla
- > Coffee
- > Cake pieces
- > Nuts, etc.

## SPICY PREPARATIONS

### WITH

- > Vegetables
- > Herbs & spices
- > Fish & meat

### FOR

- > Sauces & dips
- > Chutneys
- > Drinks
- > Spreads
- > Cheese

## DRIED FRUITS FOR

- > Bakery
- > Ice cream
- > Cereals
- > Confectionery
- > Snacks
- > Dairy

## FROZEN PRODUCTS FOR

- > Fruit sauces
- > Fruit mixtures
- > Fruit purées
- > Smoothies
- > IQF fruit  
(individually quick frozen)

## AUSTRIA JUICE

Fruit Juice Concentrates, Beverage Compounds, Fruit Wines, NFC-Juices, Flavors and Fruit Sweetness for

## SOFT DRINKS

- > Fruit Juice Drinks & Nectars
- > Near Water Beverages
- > Energy- and Sport Drinks
- > Syrups
- > Functional Beverages
- > Tea Drinks

## ALCOHOLIC BEVERAGES

- > Beer Mix Drinks
- > Wine-Mix and Cider Applications
- > Spirits

## DECORATIVE FRUIT

- > Cake decoration products such as coated fruit or handmade frozen fruit platters



*in dairy and  
dairy alternatives*



*in ice-cream*



*in baked goods*



*as fruit  
specialties*



*for Food Service*



*in beverages*



*Segment*

# STARCH



*Starch is used in many products,  
from food and cosmetics to  
cement mortars.*



*AGRANA processes nearly 2.9 million tonnes of cereals, corn and potatoes to make starch every year.*

**AGRANA specialises in processing and adding value to high quality agricultural commodities such as corn, potatoes and wheat to make a wide range of starch products, tailored to different industrial uses.**

The Starch segment is the second traditional pillar of the AGRANA Group, which is one of the leading suppliers in Europe in this segment. AGRANA Starch GmbH oversees the Austrian starch business and coordinates the activities of the subsidiaries and holding companies in Hungary and Romania. In the Starch segment, we are active in Austria and Eastern Europe with a total of five production sites.

AGRANA processes and adds value to corn, potatoes and wheat to make a wide range of differentiated starch products. These are then supplied to the food and high-end industry as well as to non-food industries such as the paper, textiles, cosmetics, bioplastics or construction material industry. We also produce bioethanol from corn and crops with a high starch content; this is then added to gasoline as an environmentally friendly fuel. Against the backdrop of the corona crisis, AGRANA is also delivering the bioethanol it produces to the disinfectants sector and manufacturing this urgently needed product itself at the Kröllendorf site.





**FOCUS ON  
SUSTAINABILITY**



**ENERGY-EFFICIENT**

*and low-emission production activities are important to us. The switch to green electricity in Austria in 2020/21 enabled us to cut CO<sub>2</sub> emissions associated with our production activities by over 150,000 tonnes.*



**SUSTAINABLE  
PRODUCTS**

*GMO-free & a wide range of organic products*



**ECOVADIS  
SILVER STATUS**

*affirms sustainable working methods*

*Starch is a complex carbohydrate, which is made up of a large number of interlinked glucose molecules. To make starch, the parts of the plants containing starch are crushed, the starch is then washed out of the cells and collected through a number of filtration and centrifugation steps, before finally being dried as a white powder.*

Close cooperation with customers and the development of tailor-made solutions has enabled the Starch segment of AGRANA to continuously grow and be commercially successful. The priority is and remains making top quality starch products employing modern and environmentally sensitive methods. An area of focus here is also speciality products made from waxy corn or organic corn, which are produced in the corn starch plant in Aschach a.d. Donau| Austria.

The use of SAI farm sustainability assessments (FSA) in the contract-based growing of potatoes and special corn varieties highlights the high status of sustainability in AGRANA's supply chain. For more than ten years now, organically certified potatoes have been turned into organic starch and organic long-life potato products at Austria's only potato starch factory in Gmünd|Austria. The wheat starch mill in Pischelsdorf has also been producing organic gluten and organic wheat starch since 2015. AGRANA's keen awareness of top quality has made it the largest manufacturer of organic starch products and the leader supplier of GMO-free starch products.

Many years of experience have enabled AGRANA to establish itself as a contract manufacturer for renowned producers of conventional and organic infant milk formulas for babies, follow-on formulas and growing-up milk products around the world.

# OUR STARCH PRODUCTS

*Manufacturing top-quality starch products with modern and environmentally friendly methods – this is the focus of the Starch segment.*

AGRANA makes high-quality starch products from corn, potatoes and wheat for a range of applications in different industries. The diverse properties of starch find use in the food industry as well as in technical areas such as construction chemistry, paper and cardboard manufacturing, the textiles industry, bioplastics industry and the cosmetics industry. Considerable importance is attached to certified organic products and GMO-free products in AGRANA's portfolio of starch products.

## FOOD INGREDIENTS

- > Native starch e.g. for custard powder, desserts, sauces or ready meals
- > Modified starches e.g. for the dairy industry, frozen products, ready-made products or fruit preparations
- > Corn germ
- > Long-life potato products
- > Saccharification products for sweetening
- > Wheat gluten (also in organic quality)

## CHILD AND INFANT FOOD

- > Infant formula and follow-on formula

## PRODUCTS FOR TECHNICAL APPLICATIONS

Starch from potatoes, corn or wheat for

- > Paper finishing
- > Cardboard
- > Coatings
- > Adhesives / Tile adhesives
- > Finishing compounds
- > Cement and mortar
- > Wallpaper paste
- > Shotcrete
- > Textile print thickeners
- > Bioplastics

## COSMETIC PRODUCTS AND PHARMACEUTICAL PRODUCTS

Starches based on rice, corn, tapioca, potatoe and barley

- > Dry shampoos
- > Cremes & lotions
- > Decorative cosmetics
- > Sun protection
- > Natural hair styling
- > Fillers and carriers

## CERTIFIED GMO-FREE PRODUCTS

- > Corn, potato and wheat starch

## CERTIFIED ORGANIC PRODUCTS

- > Corn starch
- > Wheat starch and wheat gluten
- > Potato starch and fibre
- > Long-life potato products
- > Saccharification products

## ANIMAL FEEDS & FERTILISERS FROM THE PRODUCTION OF STARCH AND BIOETHANOL

### FEED

- > ActiGrano®
- > ActiProt® (protein-rich animal feed)
- > AgenaBee® (bee feed)
- > BioAgenabee® (organic bee feed)
- > Wheat gluten (also in organic quality)
- > Wheat bran (also in organic quality)
- > Potato protein (also in organic quality)
- > Corn gluten (also in organic quality)
- > Corn gluten feed

### FERTILISERS

- > Bioagenasol® (approved for organic farming)

## BIOETHANOL

- > sustainable petrol additive and disinfectant



*as food ingredients*



*as infant nutrition*

*in cosmetic products*

*for technical applications*

*as animal feed*



*Segment*

# *SUGAR*



*Did you know that 1kg of sugar  
is made from around 6kg of  
sugar beet?*



*The sugar silo in Tulln/ Austria, which was taken into service in 2011, is capable of storing 70,000 tonnes of sugar, making it Europe's second-largest sugar silo.*

**AGRANA's sugar segment stands both for tradition and the use of cutting-edge processing technologies. Not only do we supply the processing industry but we also sell our sugar through retailers.**

In its traditional core sugar business, AGRANA is active in Austria, Czech Republic, Hungary, Slovakia, Romania and Bosnia-Herzegovina, with nine production sites. We process sugar beet from contract farms and also refine raw sugar procured from around the world. AGRANA also sells a wide range of sugar and speciality sugar products to consumers through retail outlets using country-specific brands. AGRANA's high quality standards for everything ranging from the seeds it uses to sugar production, combined with the absolute traceability and integrity of its products has made it the market leader in Austria and a top supplier in Central Europe.





*AGRANA is the technological leader in producing sugar from beet. State-of-the-art facilities ensure the highest degree of raw material and energy efficiency.*

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### **FOCUS ON SUSTAINABILITY**

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#### **SUSTAINABLE BEET CULTIVATION**

*The use of SAI farm sustainability assessments in five growing countries highlights the high status of sustainability*



#### **ENERGY MANAGEMENT**

*certification according to  
ISO 50001*



#### **ECOVADIS SILVER STATUS**

*affirms sustainable  
working methods*

AGRANA attaches great importance to close partnerships with beet growers, offering them advice in the cultivation of sugar beet. The quality of cooperation between the sugar industry and growers is, in our view, key to achieving optimum sugar beet yields while maintaining sustainable conditions.

AGRANA is the technological leader in producing sugar from beet. State-of-the-art facilities ensure the highest degree of raw material and energy efficiency. For example, we operate a sugar extraction plant for molasses based on a chromatographic process in Tulln|Lower Austria. This site is also the location of a joint venture founded in 2020 between AGRANA and The Amalgamated Sugar Company (USA), the third facility in the world producing natural crystalline betaine. We also operate the first large-scale industrial biogas plant in Kaposvár|Hungary, where sugar beet foliage and cossettes are already used to generate around 70% of the factory's primary energy requirements itself and, since autumn 2015, biogas is also being fed into the local natural gas grid.

#### **FACTS AND FIGURES ABOUT SUGAR IN NUTRITION**

Sugar is obtained from sugar beet without any additives and is a valuable carbohydrate. Due to the fact that cultivation is regulated and that it is subject to regular quality checks, sugar beet has an unparalleled degree of purity with a saccharose content of almost 100%. In its natural state, sugar is a natural provider of energy as part of a balanced diet, delivering effective support to the body to meet both physical and mental performance needs. If enjoyed in the proper amount, sugar plays a valuable role in our diet, our ability to perform and, last but not least, our well-being.

# OUR SUGAR PRODUCTS

*AGRANA sugar comprises beet sugar, as well as sugar cane products, for end consumers and industrial processors.*

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 Zahăr' in Romania, 'Zahira' in Bulgaria and 'AGRAGOLD' in Bosnia-Herzegovina. As Europe's largest producer of organic sugar, we also offer a wide range of sugar made from organically grown Austrian beet.

To round off the range, we offer various cane sugar products named „Sugar of the World“, which are produced for AGRANA according to Fairtrade standards.

## SUGAR FOR

- > Pastries
- > Confectionery
- > Dairy products
- > Preserves
- > Fruit processing
- > Drinks

## ORGANIC SUGAR

- > Organic crystallised sugar
- > Organic gelling sugar
- > Organic icing sugar
- > Organic coconut blossom sugar

## FOR END CONSUMERS

- > Sugar cubes in different sizes
- > Crystallised and Fine crystallised sugar
- > Powder, Icing and Baking sugar
- > Caster sugar and Sugar crystals
- > Gelling and Syrup sugar
- > White and brown rock candy
- > Brown sugar
- > Yellow sugar
- > Brown cane sugar (fairtrade certified)
- > Sugar tin
- > Powder sugar mill
- > Sugarloaf
- > Various sugar sticks

## ANIMAL FEED AND FERTILISERS FROM SUGAR PRODUCTION

### FEED

- > ActiBeet® (natural source of betaine)
- > Molasses (also in organic quality)
- > Molasses partially desugared
- > Dried sugar beet pulp pellets (also in organic quality)
- > BioVitabee® (organic bee feed)

### FERTILISERS

- > Carbokalk
- > fertiliser molasses (residual molasses)



*for consumers*



*for food producers  
and the  
catering sector*



**FOCUS ON  
SUSTAINABILITY**



**A RANGE OF  
TRAINING  
POSSIBILITIES**  
*for apprentices at the  
production sites*



**DEVELOPMENT  
PROGRAMS**  
*to promote professional,  
personal and methodical  
competencies*



**AGRANA FIT**  
*Health and  
sport offerings  
at many sites*

# SUCCESS FACTOR: OUR EMPLOYEES

*Cooperation, appreciation for different cultures and tolerance are characteristics of the working culture at AGRANA.*

The AGRANA Group offers its employees an interesting workplace, a motivating working environment and performance-oriented remuneration. Motivated and well-qualified employees are the key to the success of the company. For this reason, AGRANA focuses on three principles as part of its personnel policy in addition to professional, personal and methodical competencies:

## THREE PRINCIPLES

1. TAKE RESPONSIBILITY and make decisions
2. WORK IN A PERFORMANCE and result-oriented way
3. ACT CONSISTENTLY

AGRANA fully believes that cooperation and mutual respect in the working and management style are needed to implement these principles. This is why our employees make key decisions regarding the development of the company on a daily basis. Open communication is the norm at all levels.

## PERSONNEL DEVELOPMENT AND TRAINING ARE A HIGH PRIORITY FOR US

We invest in the market and requirements-oriented training and development of our employees and identify personal needs for individual education and training in the course of regular staff appraisals. AGRANA also offers numerous internal programmes such as the AGRANA Academy, with the main focus on leadership, as well as a special development programme for industry experts within the AGRANA Group.

## A PERFORMANCE-BASED REMUNERATION SYSTEM SUPPORTS THE ACHIEVEMENT OF STRATEGIC OBJECTIVES

This system has already been in place for several years at AGRANA and forms an important element of our human resources strategy. The intention is for this to act as a motivator for management and to recognise top performance, therefore contributing to corporate success. Besides financial and earnings-based targets, the performance-based remuneration also includes agreements on individual targets.

## DIGITALISING OUR TRAINING PORTFOLIO

The AGRANA Group is increasingly focussing on digitalisation, which is why we are also constantly updating the training we offer to reflect the needs of the digital age and with the aim of establishing a global learning architecture. Challenges at the AGRANA Group are being accepted with ever greater reliance on an agile approach and projects mastered by deploying international, cross-divisional teamwork. AGRANA is also growing together more on a global scale and consolidating its #TeamAGRANA by means of virtual welcome & impulse sessions as well as training events and international conferences.

## AWARDING OF THE GOLDEN BEST RECRUITERS SEAL 2020|21 AUSTRIA

AGRANA is proud to have been awarded the golden BEST RECRUITERS seal 2020|21 and ranked 1st overall in the food/ consumer goods manufacturing industry for the second time in a row. A respectful and friendly approach towards potential new employees is of great importance to AGRANA, which is why we regard this award as a confirmation of our recruitment quality standards when searching for new talents.

*The AGRANA  
Research &  
Innovation Center  
is the  
largest industrial  
research center in  
the food sector  
in Austria*



**FOCUS ON  
SUSTAINABILITY**



**BIOPLASTICS**  
*Development of  
starch-based home  
compostable bioplastics*



**ORGANIC & CLEAN-  
LABEL-PRODUCTS**  
*Developing processes for  
the manufacture of native  
starches without the use of  
chemicals*



**CONSUMER RELE-  
VANT INNOVATION**  
*Development of processes  
for the production of fruit  
preparations respecting the  
naturalness and aromas of  
the fruit*

# OUR RESEARCH & DEVELOPMENT

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*Product innovation and the optimisation of technologies are at the heart of research and development at AGRANA.*

AGRANA's research and innovation work are pooled at the AGRANA Research & Innovation Center (ARIC) in Tulln|Austria. It is the main research and development subsidiary within the AGRANA Group. On an area of around 4,000 m<sup>2</sup> at ARIC, 85 employees work on research projects related to fruit, starch and sugar. The main areas of work include developing new formulas, speciality products and applications for existing products in close cooperation with customers, in addition to the ongoing optimisation of production technologies. The close cooperations with our production sites and customers makes ARIC a competent and solution-oriented partner.

Collaborations with universities and other research institutions supplement AGRANA's broad-based expertise and ensure that research efforts remain up-to-date. Multidisciplinary cooperation and this extensive expertise yield new synergies and act as the driving forces behind new product and technology developments, also with regard to the reduction of CO<sub>2</sub> emissions.

The main research focus in the area Fruit is on the optimisation of the production of fruit preparations along the entire value-added chain. The research efforts are based on current trends, customer requests and on the potentially new business areas that these generate. Direct access to mainstream technologies such as homogenisation, pasteurisation, extrusion, coating, aseptic filling and many more are the keys to the practical implementation of projects. For the fruit preparations business, AGRANA operates 17 development centres worldwide, where the focus is on developing new recipes, special ingredients or raw materials and new applications for existing products.

In the area of Starch the focus is on the development of special starches for our customers in the technical and food product sectors. These are manufactured by means of customised chemical, enzymatic and physical processes and tested in a practical context. In keeping with vegan, organic and clean-label market trends, we are also focusing our research activities on developing new product developments based on starch for the food industry. Other focus areas include the development of starch-based biodegradable bioplastics, as well as efficient means to optimise production processes and quality improvement measures.

A key task in the area of Sugar is the technological optimisation of the sugar extraction process and the underlying source of the sugar, namely sugar beet. A main focus here is on the development of new, environmentally-friendly and energy-saving processes and process steps to further reduce the use of energy and excipients in the various stages of the production of sugar. An additional focus is on optimising the yield of sugar, the controlling of microbiological activities (e.g. through the use of patented organic stabilisers based on hops and resin acids) and on minimising the declining sugar content in beets stored for a longer period. In the department „Agricultural Research“ all activities in the field of agricultural research in the area of sugar are bundled. This task force is also seen as the contact for agricultural research questions in the areas of fruit, juice and starch.

Other cross-industry activities undertaken by the ARIC include, for example, increasing the added value of by-products through the development of new utilisation options, bioethanol production process optimisation and the issues of quality assurance and hygiene monitoring.

# OUR KEY FINANCIALS

## 2020/21

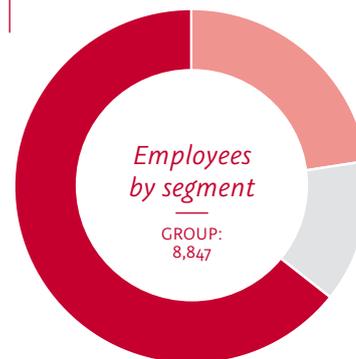
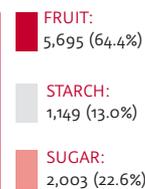
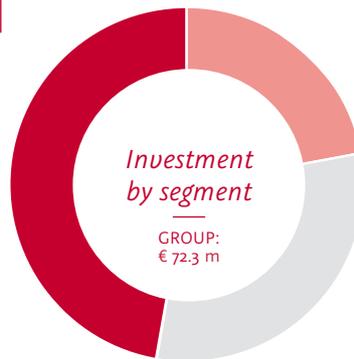
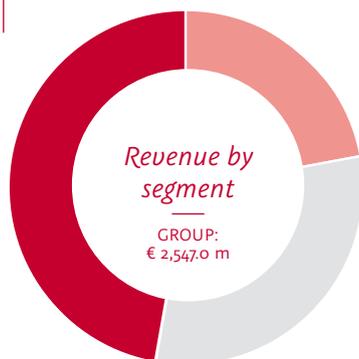
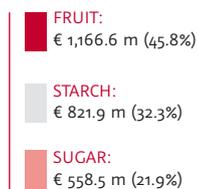
More information can be found in the online annual report



### CORPORATE KEY FINANCIALS

		2020 21	2019 20 <sup>1</sup>
Revenue	€m	2,547.0	2,480.7
Operating profit [EBIT] <sup>2</sup>	€m	78.7	66.9
Profit for the period	€m	55.0	31.2
Earnings per share	€	0,96	0,45
Dividend per share	€	0,77 <sup>3</sup>	0,77
Equity ratio	%	53,8	54,0
Investment <sup>4</sup>	€m	72.3	149.7
Number of employees <sup>5</sup>		8,847	9,342

- 1 The prior-year data have been restated under IAS 8. For details, see the Notes for the 2020|21 financial year.
- 2 Operating profit (EBIT) is after exceptional items and results of equity-accounted joint ventures.
- 3 Based on the dividend proposal to the Annual General Meeting.
- 4 Investment represents purchases of property, plant and equipment and intangible assets, excluding goodwill.
- 5 Average number of full-time equivalents in the reporting period.





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