



AGRANA Beteiligungs-AG  
**Results for the first three  
quarters of 2011 | 12**  
(March 1 – November 30, 2011)



**SUGAR. STARCH. FRUIT.**

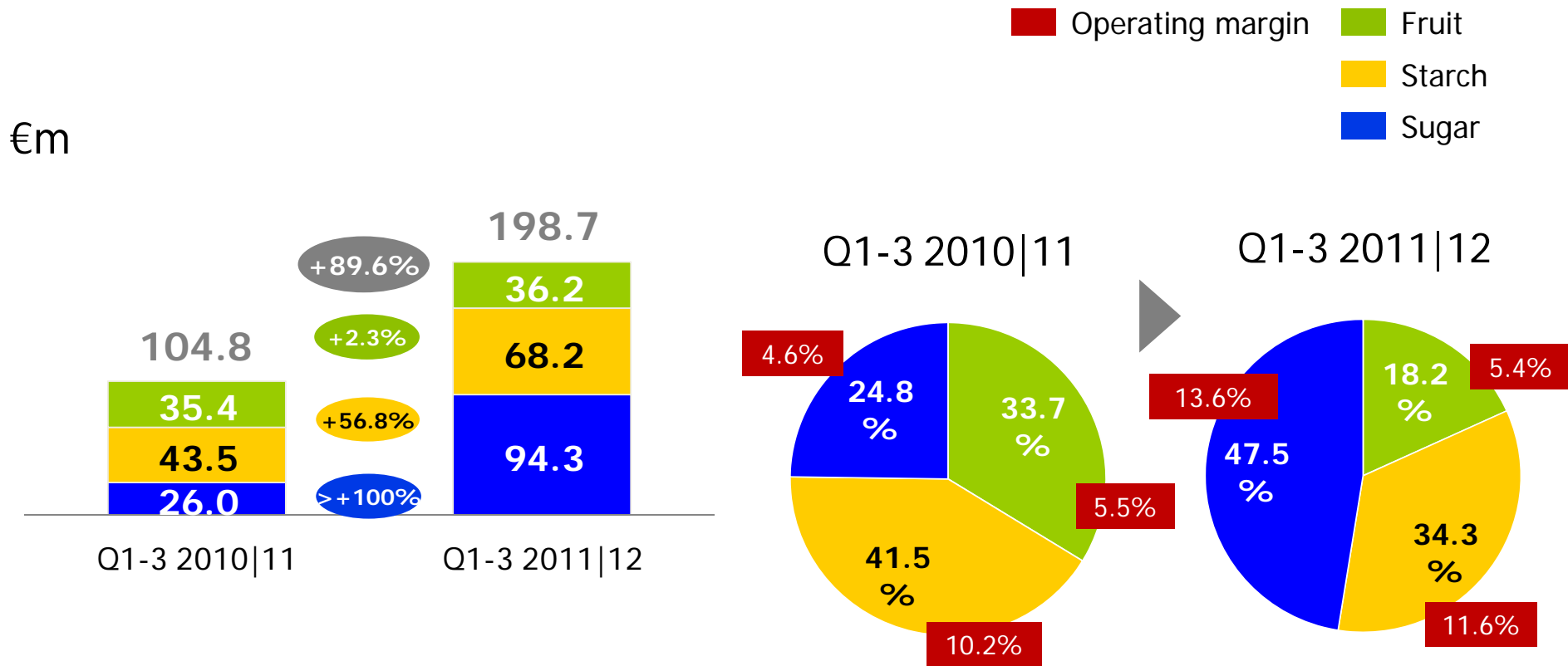
# Financial Highlights Q1-3 2011|12



- ➔ Group revenue increased to € 1,952.2m (Q1-3 2010|11: € 1,624.4m)
- ➔ Operating profit improved to € 198.7m (Q1-3 2010|11: € 104.8m)
- ➔ Operating margin rose to 10.2 % (Q1-3 2010|11: 6.5 %)
- ➔ Profit for the period jumped to € 129.7m (Q1-3 2010|11: € 65.0m)
- ➔ Equity ratio dropped to 45.0 % (YE 2010|11: 48.7 %)
- ➔ Gearing rose to 45.1 % (YE 2010|11: 39.4 %)

**We reaffirm our guidance: Group revenue will increase to approx. € 2.5 bn and results for FY 2011 | 12 will significantly improve.**

# AGRANA's Operating Profit by Segment\*



\* Operating Profit before exceptional items

# SUGAR Key Drivers for Q1-3 2011|12



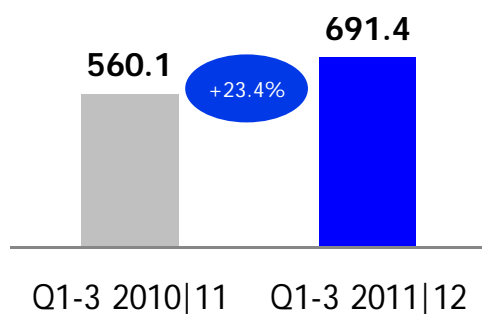
- Tight sugar supply in the EU - excess demand must be met by world market imports
- High volatility in world market prices has an increasing impact on the EU market
- European Commission measures for SMY 2011|12:
  - Approval to sell 400,000 tonnes of non-quota sugar as quota sugar for the food sector in the EU market
  - Permission to export non-quota sugar up to the WTO limit of 1.35 millions tonnes due to the good crop
  - Standing invitation to tender for sugar imports at reduced tariffs - 150,000 tonnes of raw sugar were approved for tariff-reduced import by December 2011



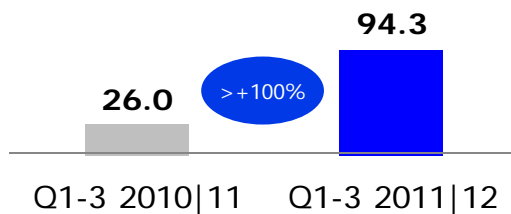
# SUGAR Segment Highlights



## Revenue €m



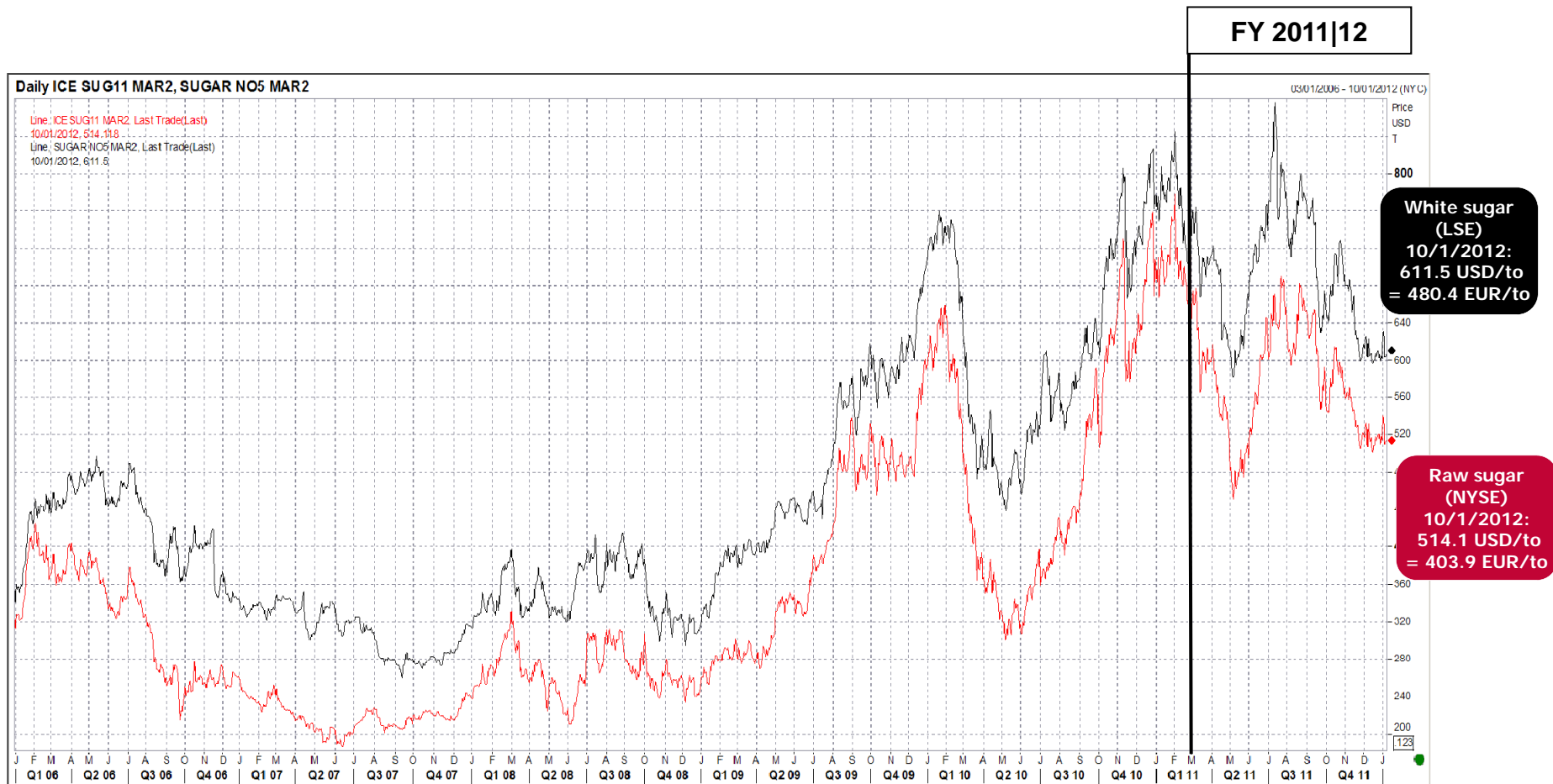
## Operating Profit €m



**Revenue of € 691.4m; Operating profit increased to € 94.3m**

- High world market quotation and tight supply of sugar in the EU >> sugar prices in all sales segments and particularly in Eastern Europe increased
- Stable quota sugar sales (Retail & Industry) despite difficult supply situation
- Increased customer interest in longer-term contracts (CEE)
- Operating margin rose significantly to 13.6% (Q1-3 2010|11: 4.6%)
- Anticipating supply of raw and white sugar (trade/refining)
- Utilisation of additional import possibilities as well as reclassification (non-quota sugar for the EU Food market)
- Very satisfying beet campaign 2011|12 with high beet quality and early start -> increased production

# Quotation for raw sugar & white sugar January 2006 – January 2012 (in USD)



# STARCH Key Drivers for Q1-3 2011|12



- o Market development remains positive – pricewise and in terms of volumes
- o Increased volatility in the food sector (starch) correlated with sugar market development; markets for starches for technical purposes are also volatile
- o Raw material prices developed sideways, but still at a high level

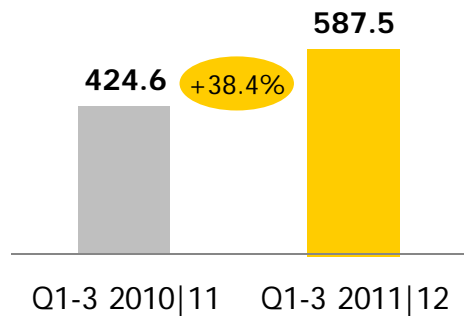




# STARCH Segment Highlights



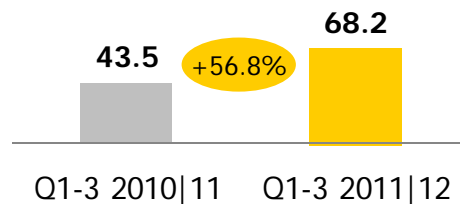
## Revenue €m



## Revenue up to € 587.5m

- Higher sales prices in all product categories (starch, animal feed, ethanol etc.)
- Volumes also above prior year especially due to increased sales of by-products and bioethanol
- Sugar supply/demand led to an increase in sales volumes and prices of liquid sweeteners (e.g. isoglucose)

## Operating Profit €m



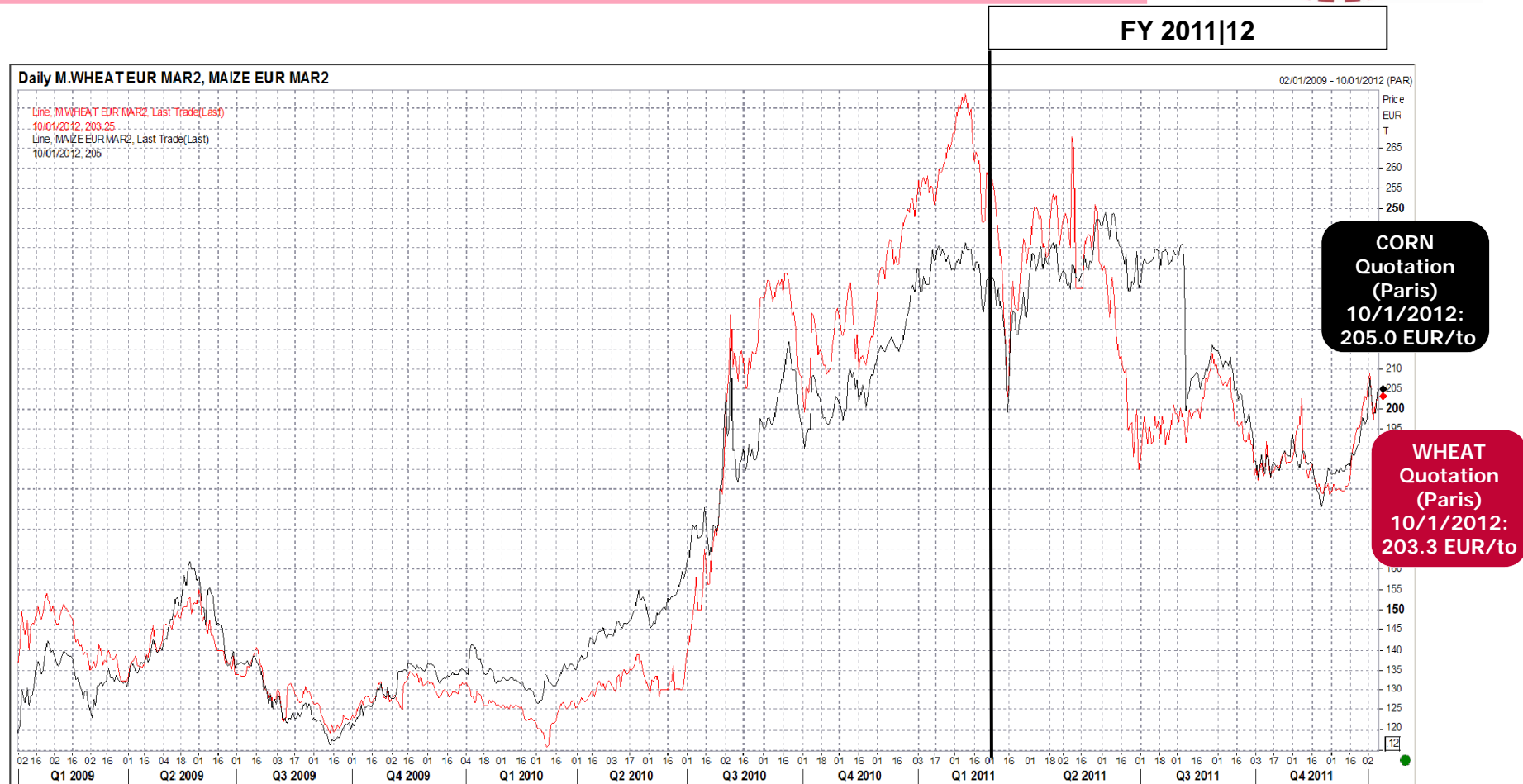
## Operating profit increased to € 68.2m

- Sales prices could compensate higher raw material costs
- Profit growth was especially driven by the better performance of the Austrian subsidiary
- Optimisation of sales portfolio



# Price development of cereals

## January 2009 – January 2012 (in EUR)



# FRUIT Key Drivers for Q1-3 2011|12



- o Juice concentrates:
  - o positive market development – pricewise
  - o stable sales volumes in CEE and North America; slight volume declines in Western Europe (due to lower availability of raw materials)
- o Fruit preparation:
  - o higher prices for dairy products, consumer uncertainty, declining consumer spending regarding fruit yogurts
  - o High raw material prices, lower demand and increased competition create difficult market environment
  - o Market decrease in developed and lower growth in emerging markets

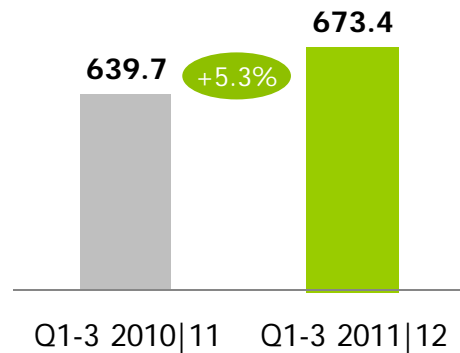


FRUIT.

# FRUIT Segment Highlights



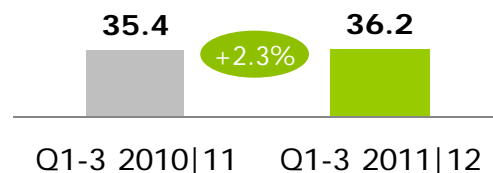
## Revenue €m



## Revenue of € 673.4m

- Juice concentrate prices overall still at a high level
- Concentrate volumes especially in the last months somewhat below previous year's level
- Sales volumes of fruit preparations decreased in a difficult market environment
- New competitor in Russia; market share losses in Western Europe and North America; good performance in Central Europe and South America

## Operating Profit €m



## Operating profit of € 36.2m

- Operating margin of 5.4% (Q1-3 10|11: 5.5%)
- Fruit preparation suffered from increased raw material costs and lower sales volumes
- Due to good performance in the juice concentrate business in H1 2011|12, overall margin could be kept relatively stable



## Financial Results Q1-3 2011|12



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# Consolidated Income Statement

(based on IFRS)



Key P&L figures €m	Q3 2011   12	Q3 2010 11	Q1-3 2011   12	Q1-3 2010 11
Revenue	<b>667.6</b>	551.0	<b>1,952.2</b>	1,624.4
Operating profit before exceptional items	<b>80.5</b>	40.0	<b>198.7</b>	104.8
Exceptional items	<b>0</b>	0	<b>(1.4)</b>	0
Operating profit after exceptional items	<b>80.5</b>	40.0	<b>197.3</b>	104.8
Net financial items	<b>(12.7)</b>	(4.2)	<b>(30.6)</b>	(20.2)
Profit before tax	<b>67.8</b>	35.8	<b>166.7</b>	84.5
Income tax expense	<b>(15.8)</b>	(8.1)	<b>(37.0)</b>	(19.5)
Profit for the period	<b>52.0</b>	27.7	<b>129.7</b>	65.0
Earnings per share	<b>3.55 €</b>	1.85 €	<b>8.90 €</b>	4.43 €

# Change in net financial items



€m	Q1-3 2011   12	Q1-3 2010   11
Net interest expense	(18.6)	(16.3)
Currency translation differences	(10.5)	(3.8)
Other financial items and share of results of non-consolidated subsidiaries and outside companies	(1.5)	(0.1)
<b>Net financial items</b>	<b>(30.6)</b>	<b>(20.2)</b>

HUF, PLN,  
RON

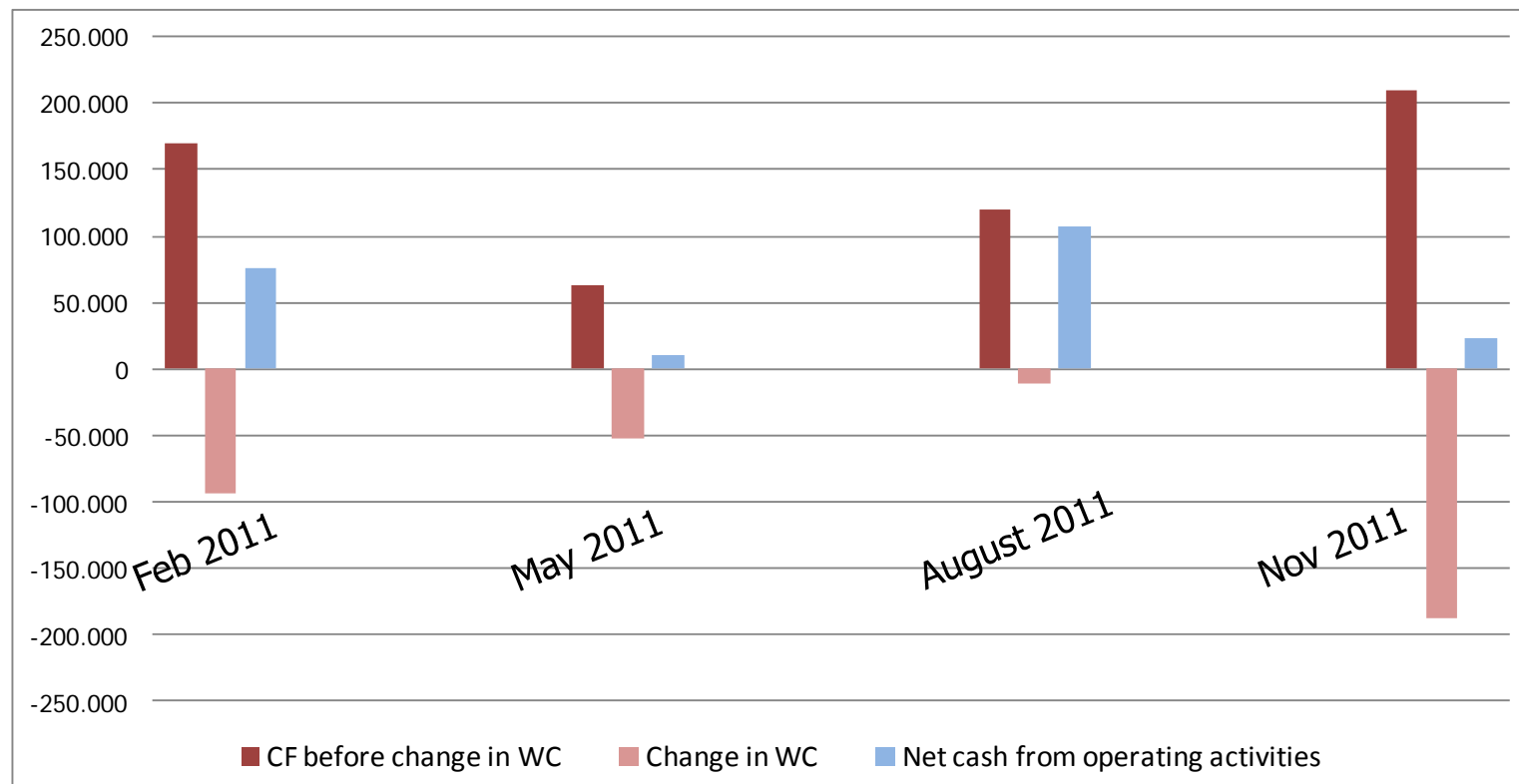
# Consolidated Balance Sheet



Key figures €m	30 November 2011	28 February 2011
Non-current assets	<b>969.7</b>	981.8
Current assets	<b>1,330.3</b>	1,010.4
Total equity	<b>1,034.3</b>	970.7
Non-current liabilities	<b>334.4</b>	343.3
Current liabilities	<b>931.3</b>	678.2
Balance sheet total	<b>2,300.0</b>	1,992.2
Equity ratio	<b>45.0%</b>	48.7%
Net financial debt	<b>466.2</b>	382.4
Gearing	<b>45.1%</b>	39.4%



# CF development in 2011 (working capital)



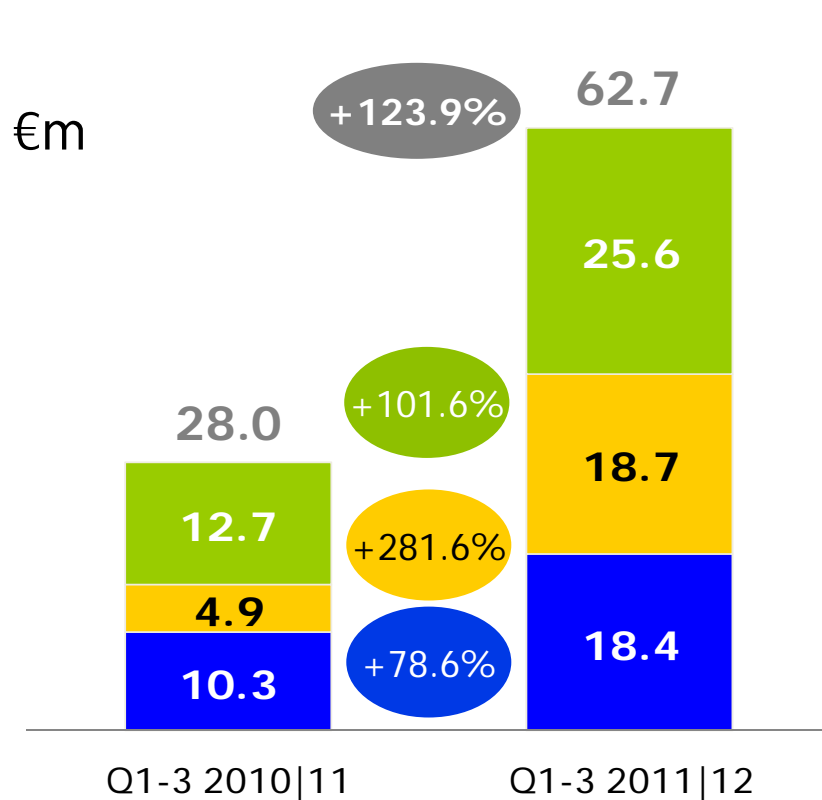
€ 000	28/2/2011	31/5/2011	31/8/2011	30/11/2011
CF before change in WC	169,265	63,101	119,461	209,472
Change in WC	(93,922)	(52,534)	(10,782)	(186,821)
Net cash from operating activities	75,430	10,382	107,677	22,731
Inventories as of...	528,241	491,039	435,303	766,299

# Consolidated Cash Flow Statement



€m	Q1-3 2011   12	Q1-3 2010   11
Operating cash flow before change in working capital	209.5	133.1
Losses on disposal of non-current assets	0.1	0.1
Change in working capital	(186.9)	(87.6)
Net cash from operating activities	22.7	45.6
Net cash (used in) investing activities	(62.1)	(25.1)
Net cash from financing activities	32.1	41.4
Net (decrease) increase in cash and cash equivalents	(7.3)	61.9

# Total Investment



Fruit

- Completion of the finished goods warehouse in Russia; capacity expansion in progress
- 2<sup>nd</sup> production line "Choco-Crispies"
- Investments within the juice division to optimise operations

Starch

- Start of the biomass boiler project in Hungary
- Extension of corn processing capacity at the Hungarian plant
- Increase in evaporator capacity at the Austrian bioethanol plant

Sugar

- New sugar silo in Austria
- Installation of an additional beet pulp press in the Czech Republic
- Upgrading of the centrifuge control system at the sugar plant in Slovakia
- 3<sup>rd</sup> fermenter for the biogas plant at Kaposvár|Hungary



## Outlook



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# Current Projects & News



- **JV with Ybbstaler (Juice):** proceedings for approval from competition authority in progress
- **Sugar antitrust proceedings in Austria:** Federal Competition Authority has published the claimed amount in the meantime; in their pleadings the defendants (AGRANA and SZ) reaffirmed that the underlying accusation is unfounded; court's decision is still pending
- **CAP reform** (legislative proposals as of October 12, 2011): core elements of the **sugar market regime** shall be maintained only until September 30, 2015; a decision by the EU Parliament and Council of Ministers is expected in the second half of 2012
- **Environment:** full use of beet pulp in Hungary for biogasification; start up of biomass burner at Hungrana (Isoglucose-factory)

# Segment Outlook FY 2011|12



## SUGAR Segment

- o Significant increase of operating profit also expected for the full FY 2011|12; but Q4 traditionally weakest quarter of the year
- o High volatility of world market prices and its impact on sugar pricing in the EU makes forecasting more difficult
- o Higher raw material costs (beet) negotiated, but also adjustment of sales prices according to tight supply situation

## STARCH Segment

- o Due to positive sales development in Q1-3 2011|12 revenue for the full year is expected considerably above prior year
- o Continuing strong market demand for non-food starch products and sales volume growth in isoglucose, bioethanol and by-products
- o Operating margin for the full year 2011|12 above last year's level

## FRUIT Segment

- o Fruit preparation: after three quarters below last year's level, stabilisation of volumes in Q4 2011|12, but it's not expected to reach last year's sales volumes
- o FP operating profit significantly below prior year due to increased raw material costs and lower volumes
- o Fruit juice concentrate: for the full year 2011|12 concentrate activities expected to deliver growth in both revenue and profit

# Outlook AGRANA Group FY 2011|12



- We reaffirm a further improvement in results for FY 2011|12 based on the strong performance in the first three quarters
- Profit growth will be driven by the Sugar and the Starch segment
- Fruit segment will be significantly below prior year
- Group revenue 2011|12 to increase to roughly € 2.5 billion, based on a positive market environment and an overall volume growth
- CAPEX slightly above € 100m (versus depreciation of ~ € 80m)
- Commodity markets continue to remain volatile



# Financial calendar



Our next events...

**15 May 2012**

Press conference & Conference Call on **Annual Results for 2011 | 12**

2 July 2012

Annual General Meeting for 2011|12

5 July 2012

Dividend payment and ex-dividend date



Thank you for your attention.



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