



FRUIT
STARCH
SUGAR

The natural upgrade

**#HELLO
TOMORROW**

Ready for the future.

AGRANA Beteiligungs-AG Annual Results for 2019 | 20

Presentation for investors and analysts

AGRANA 2019 | 20 Online:
reports.agrana.com/en

Vienna, 7 May 2020



2019|20

#HELLOTOMORROW

Our annual report 2019|20 highlights why we feel “**Ready for the future**”.

Bringing the slogan of this year’s annual report to life, we also invite you to launch the **digital experiences** on the image pages of our report and on: reports.agrana.com/en

Vision. Future. Strength.

Ready for the future today through the biorefinery of tomorrow. Utilising all parts of the raw material efficiently, we model a bioeconomy and circular economy.

The digitalization of our manufacturing.

Ready for the future through the digital networking of our production plants. Achieving higher yields with lower production losses and reduced energy consumption.

Powered by people.

Ready for the future with motivated and highly skilled employees. Our people drive innovation and growth at AGRANA.

Progress through research.

Ready for the future through continual investment in leading-edge lab and application technology. Maintaining and expanding market leadership through research and development.



2019|20 OVERVIEW

In 2019|20 the goal of a significant improvement in operating profit (EBIT) at Group level was achieved.

- **EBIT: € 87.1 m** (prior year: € 66.6 m)
- **Revenue: € 2,480.7 m** (prior year: € 2,433.0 m)
- **EBIT margin: 3.5%** (prior year: 2.7%)



~9,300

Employees (FTEs)
as of 29 Feb. 2020



57
Production
sites
as of 29 Feb. 2020



€ ~2.5 billion

Group revenue
in 2019|20



World market leader
in the production of

FRUIT

PREPARATIONS
and largest
manufacturer of
fruit juice concentrates
in Europe



Major European
manufacturer
of customised

STARCH

PRODUCTS and
bioethanol



Leading

SUGAR

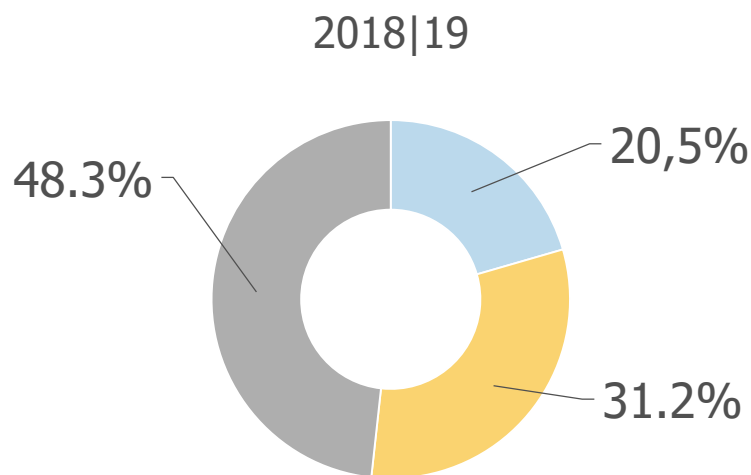
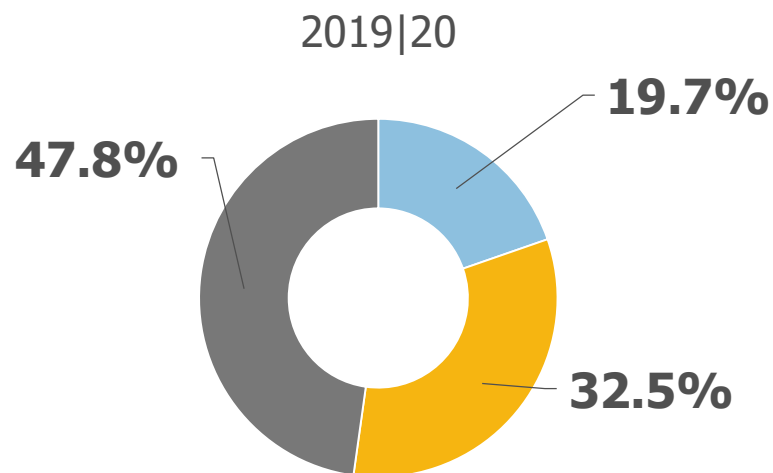
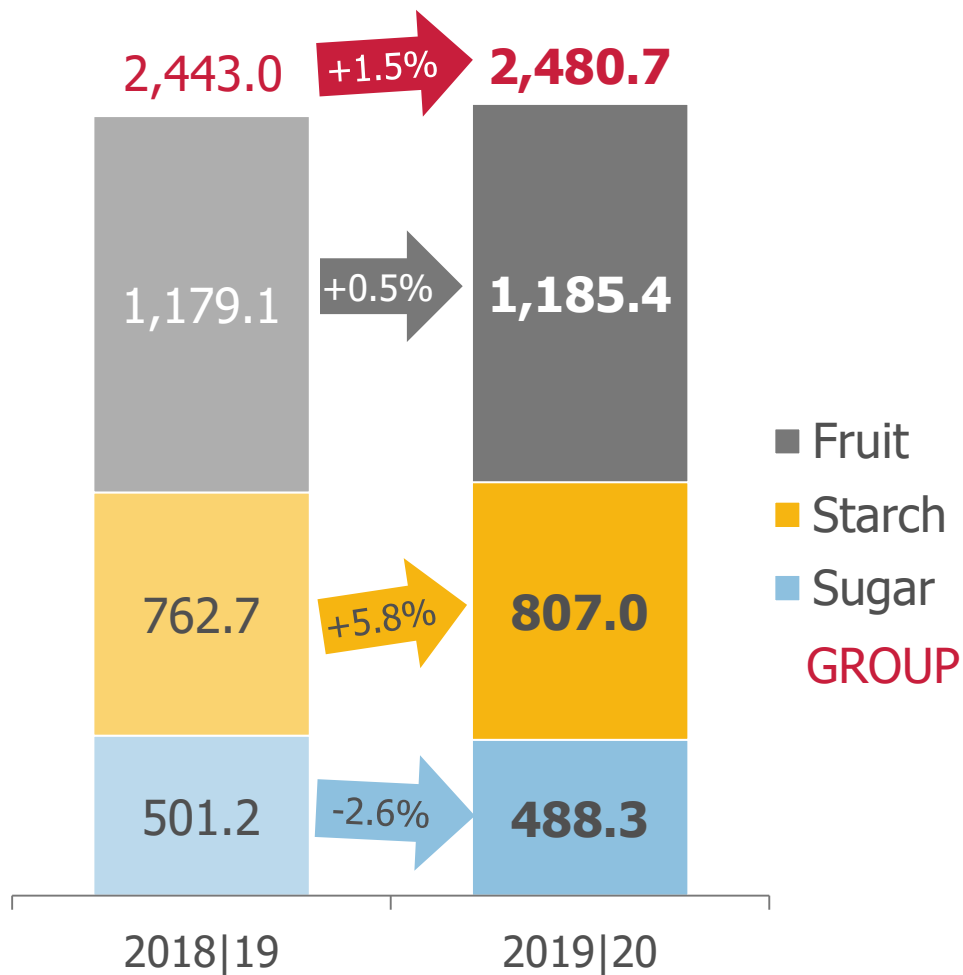
SUPPLIER
in Central, Eastern &
Southeastern Europe



2019|20 VS PRIOR YEAR

REVENUE BY SEGMENT

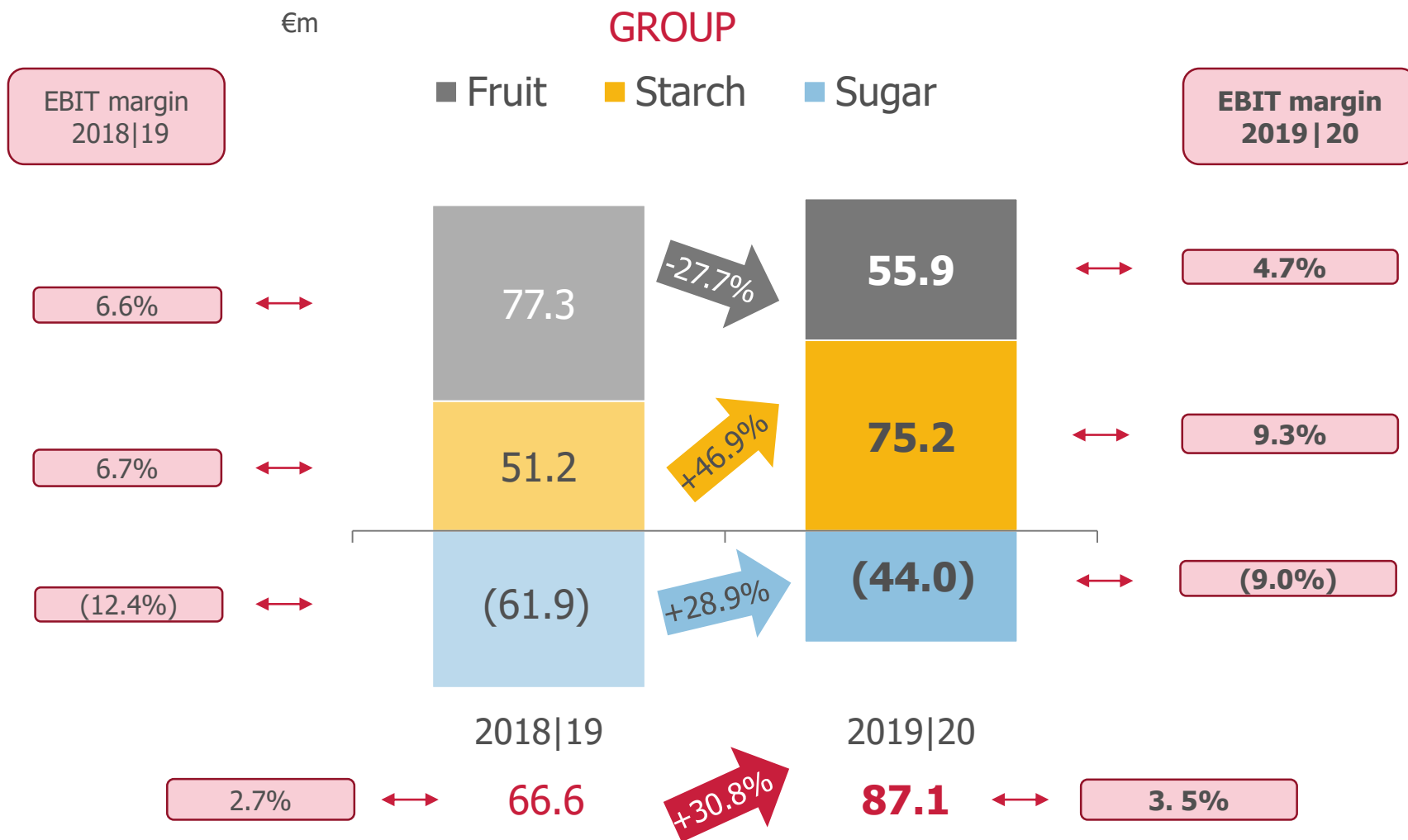
€m





2019|20 VS PRIOR YEAR

EBIT BY SEGMENT





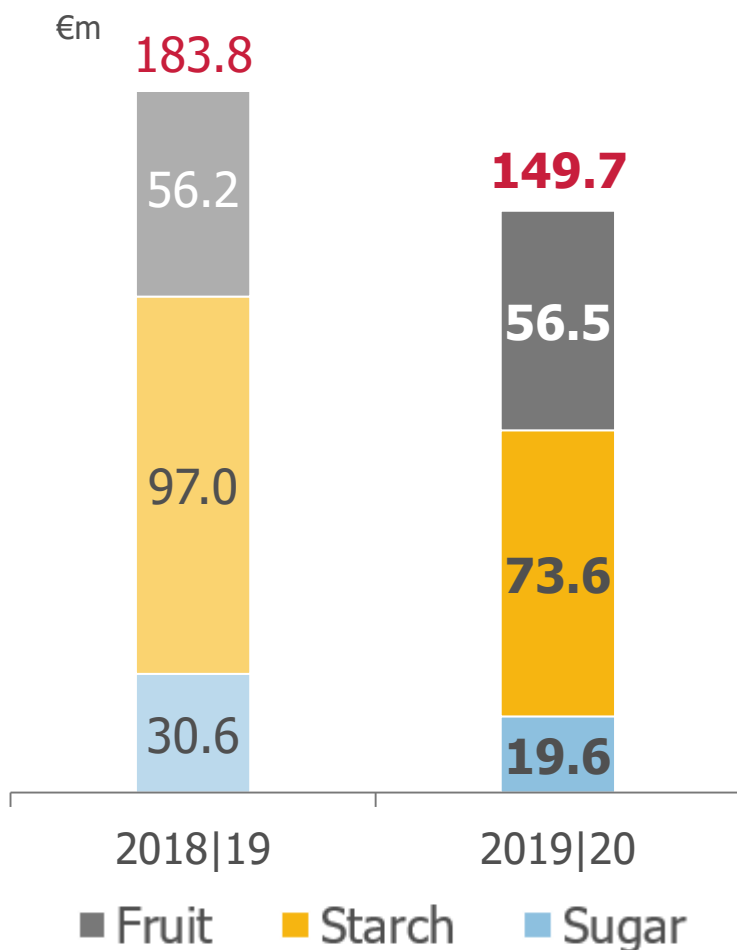
2019|20 AND 2020|21 PROJECTS





MOST IMPORTANT PROJECTS IN THE GROUP

INVESTMENT OVERVIEW



GROUP

2019|20

FRUIT

- Second production line at new plant in China
- New lab for product development in Mitry-Mory, France

STARCH

- Expansion of the wheat starch plant in Pischelsdorf, Austria
- Expansion of the corn starch derivatives plant in Aschach, Austria
- Measures taken to increase specialty corn processing in Aschach

SUGAR

- Completion of the new warehouse for finished product in Buzău, Romania
- New sugar centrifuges for the optimisation of energy consumption in Hrušovany, Czech Republic



MAIN PROJECT IN 2019|20

WHEAT STARCH CAPACITY INCREASE

- 2nd wheat starch plant in Pischelsdorf, Austria, was **completed on schedule**
- The plant **successfully began operation at the end of November 2019** and will already contribute significant product quantities to the Starch segment's sales volumes in the fourth quarter of 2019|20
- Total investment: **€ 102 million**
- **45 new jobs**
- **Further expansion of AGRANA's market position** in the starch market



Pischelsdorf site

Processed raw
materials (to)

Investment

TOTAL:

1,190,000

€ ~300 million (2005 -2019)

**~ 3,300 tonnes
processing capacity per
day**



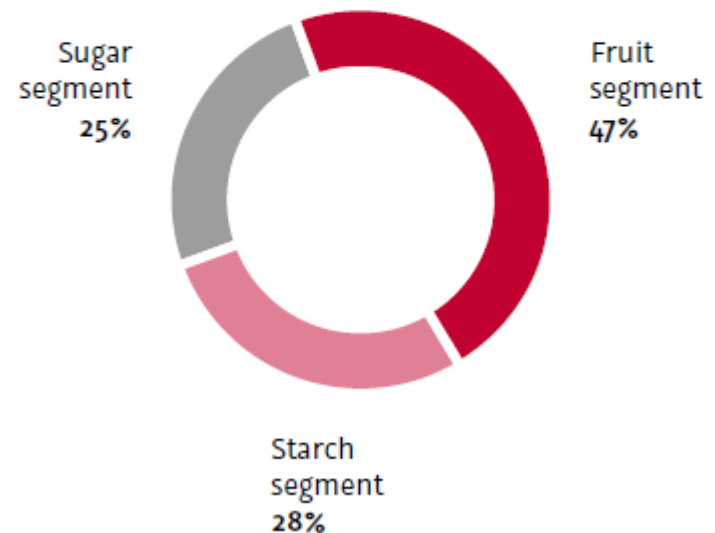
OUTLOOK FOR 2020|21

INVESTMENT PLAN

- **Total investment** across the three business segments in this new financial year, at approximately **€ 80 million**
- **Significantly below** both the 2019|20 capital expenditure and this year's budgeted depreciation of close to € 120 million
- Investment plan was already determined before the COVID-19 crisis and is to remain unchanged

Planned share of Group investment by segment in 2020|21

(Total: approx. € 80 million)





CURRENT PROJECTS

MANUFACTURE OF CRYSTALLINE BETAINES

- The construction of the betaine crystallisation plant in Tulln, Austria, is proceeding and the facility will increase value added to the Sugar segment from the third quarter of 2020|21 (delays due to COVID-19)
- Production of **crystalline betaine** under a JV between AGRANA and The Amalgamated Sugar Company (USA)
- Completion planned in August 2020
- **Investment:** approx. **€ 40 million**
- 16 new jobs
- New plant, with a production capacity of around **8,500 metric tonnes** of crystalline betaine per year





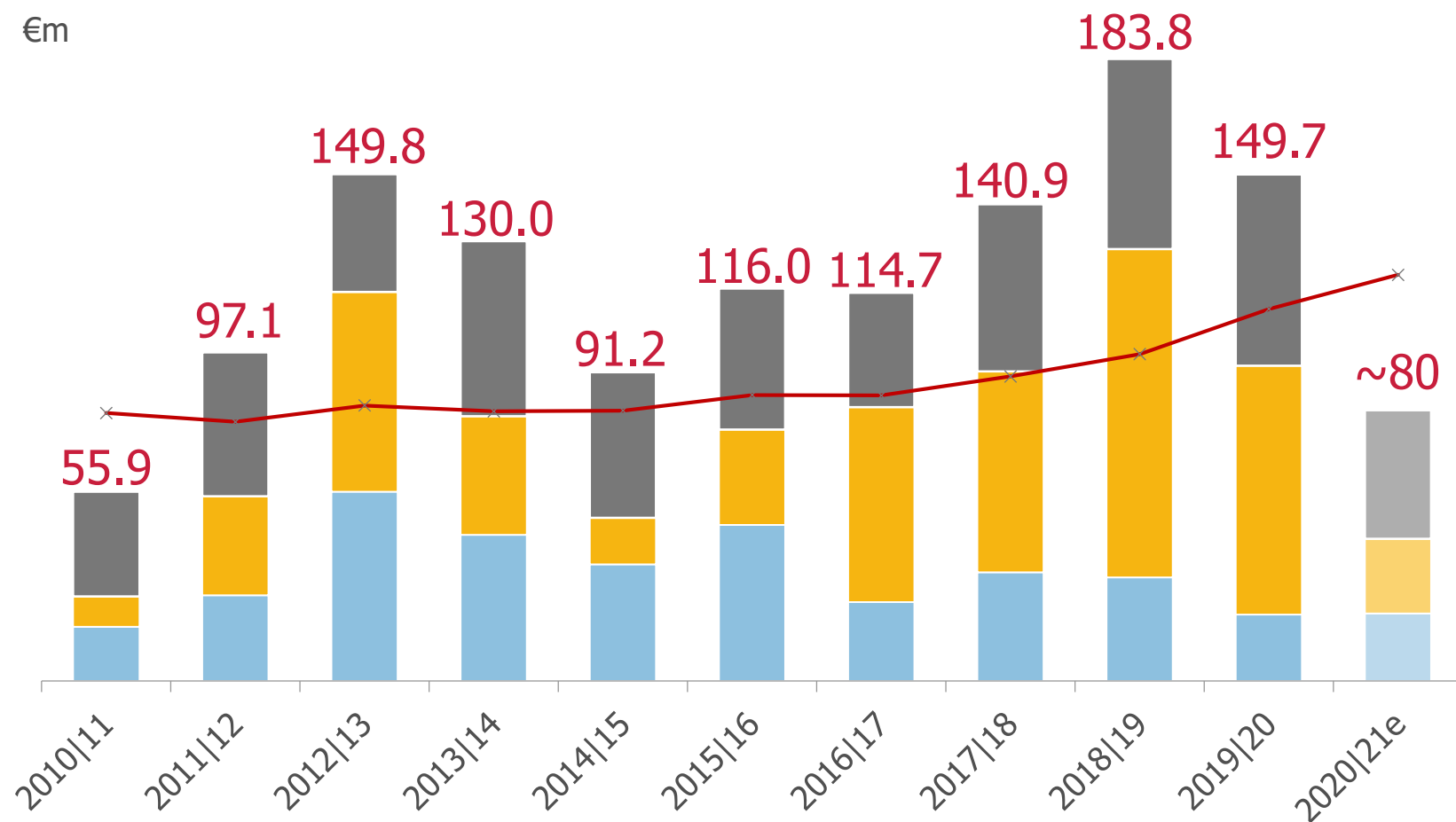
INVESTMENT FOR SUSTAINABLE GROWTH

CAPEX EVOLUTION

€ 1.2 billion
investment in the
last 10 financial years

■ Fruit ■ Starch ■ Sugar ✕ Deprec. GROUP

€m





SEGMENT

FRUIT

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FRUIT SEGMENT

Fruit preparations

- **Spoonable fruit yoghurt**, the actual main market of the fruit preparations division, grew only slightly
- Planned growth in North and South America, Europe and the Middle East was negatively affected by business cycle-driven reversals and political developments
- **Ice-cream market** exhibited moderate growth in 2019 globally, with higher growth in some regions; in this segment, AGRANA continued to work on expanding collaborations with the global market leaders
- AGRANA also continued to generally strengthen the **food services activities**
- Market for **dairy alternatives** in the yoghurt and ice-cream sectors still represents only a niche in the overall market, but is showing positive growth

Fruit juice concentrates

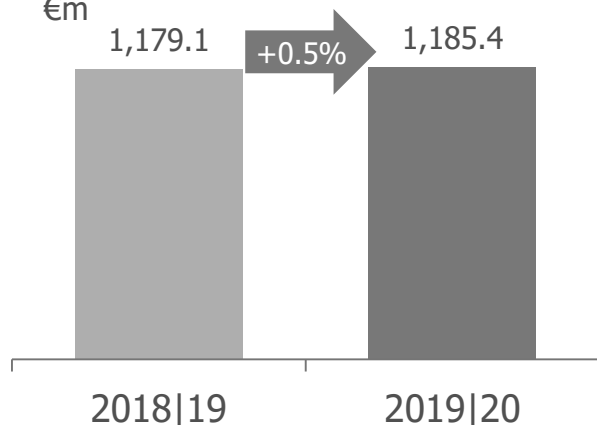
- **2019** apple campaign was marked by **reduced availability of apples**
- At the same time, on the customer **supply overhang** from the very good 2018 harvest



FRUIT SEGMENT

REVENUE

€m



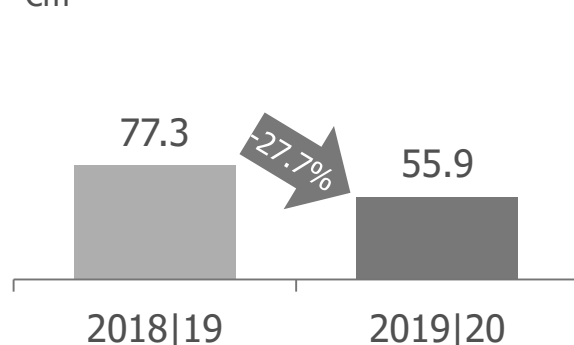
REVENUE stable at € 1.2 billion

- Fruit preparations: revenue rose slightly on higher sales volume, with revenue growth seen especially in North America, the IMEA region (India, Middle East and Africa), Russia and Mexico
- Fruit juice concentrates: revenue was down from a year ago due to lower prices for apple juice concentrate from the 2018 crop, while volume was up moderately

EBIT lower than in prior year

EBIT

€m



- Reasons for deterioration mainly in the FP business:
 - Sales volume growth was below expectations and general cost increases could not be fully offset by higher sales volumes
 - One-time impacts relating to raw materials in Mexico (strawberry and mango), combined with low sales prices for apples in Ukraine, reduced margins in Europe as well as exceptional staff cost effects
- EBIT in the fruit juice concentrate business declined significantly; resulted mainly from a combination of poorer contribution margins in apple juice concentrate and idle-capacity costs due to a smaller apple crop 2019



SEGMENT

STARCH

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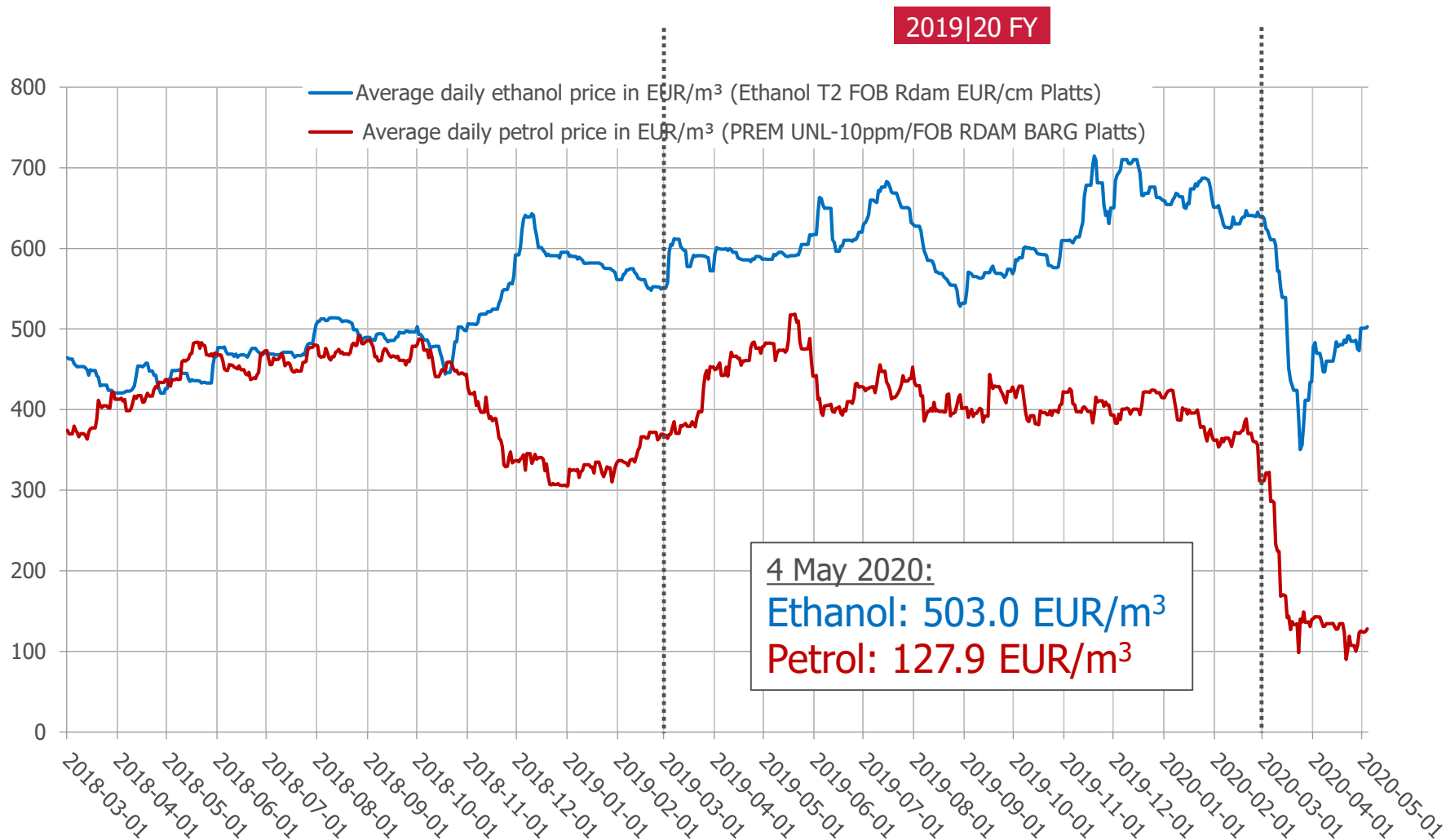
STARCH SEGMENT

- **High bioethanol quotations** throughout the financial year (with significant contribution to EBIT growth in the Starch segment)
 - increase in blending quotas in some EU countries
 - stronger focus of climate policy on fuels with higher greenhouse gas savings
- The market setting for **native and modified starches** proved stable in the reporting period; sales volume and revenue, both in the food industry and the paper and packaging sector, increased from the year before
- **Organic sector** as well is benefiting from growing consumer demand
- **Expansion of the wheat starch plant** in Pischelsdorf, Austria: demand for containerboard (the material used to make corrugated board) remains high; new competitors are increasingly entering the market



1 JANUARY 2008 – 4 MAY 2020 (EUR)

ETHANOL AND PETROL PRICES

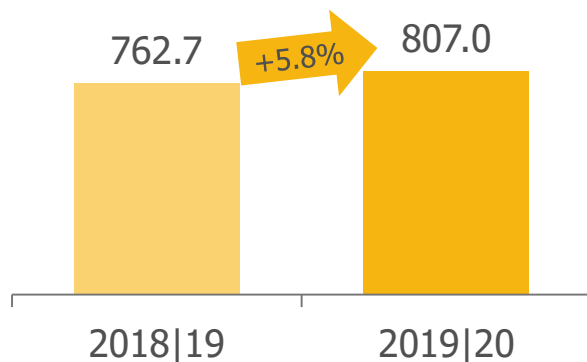




STARCH SEGMENT

REVENUE

€m

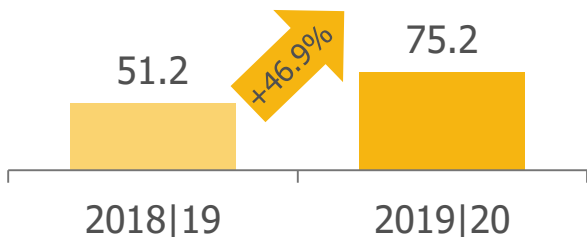


REVENUE at € 807.0 million above prior year

- Key reason was a significant improvement in ethanol revenue due to risen market demand in the EU and higher prices
- Production volumes and thus sales quantities were increased in all plants, and in addition, the new second wheat starch plant in Pischelsdorf, Austria, began production in November 2019
- Increases in revenue were achieved in organic and specialty products

EBIT

€m



EBIT significantly up to € 75.2 million

- Significant earnings growth primarily from the pronounced rise in the market price of ethanol, as well as from the volume gains in core products
- Profit contribution from HUNGRANA was € 16.3 million, in line with the prior year; company was able to make up for volume with improved bioethanol earnings



SUBSEQUENT EVENTS

ACQUISITION OF MARROQUIN ORGANIC INT.

- Expansion of **distribution activities** in the **Starch** segment
- Acquisition of 100% of shares in the **US distribution company Marroquin Organic International Inc.** based in Santa Cruz (California)
- Marroquin with **29 years** of experience **supplying organic and non-GMO ingredients, US\$ 20 million** annual revenue
- Marroquin a long-standing distribution partner of AGRANA Stärke GmbH
- Particularly in the **USA** where, with starch largely being based on genetically-modified corn, **demand for non-GMO starches is rising**
- **US market** for packaged organic foods is the **world's largest** (US\$ 17 billion [2017], Euromonitor), to **grow 8.2%** per year until 2023





SEGMENT

SUGAR

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SUGAR SEGMENT

▪ **World sugar market**

- **World market price** of sugar **fluctuated at a low level** since the beginning of the 2019|20 financial year; white sugar even reached a new ten-year low in July 2019 (US\$ 294.0 per tonne)
- **Upward trend** in world market quotations occurred from the financial fourth quarter **to the middle of February 2020**

▪ **EU sugar market**

- **Production expectations** for the ongoing **SMY 2019 | 20** are **low**, as a result of the drought-related poorer yields in the large European beet growing regions
- December 2019 estimate of the EC: **production of 17.3 million tonnes** (SMY 2018|19: 17.3 million tonnes; SMY 2017|18: 20.6 million tonnes)
- In the course of the 2019 calendar year, the **average price increased again slightly**

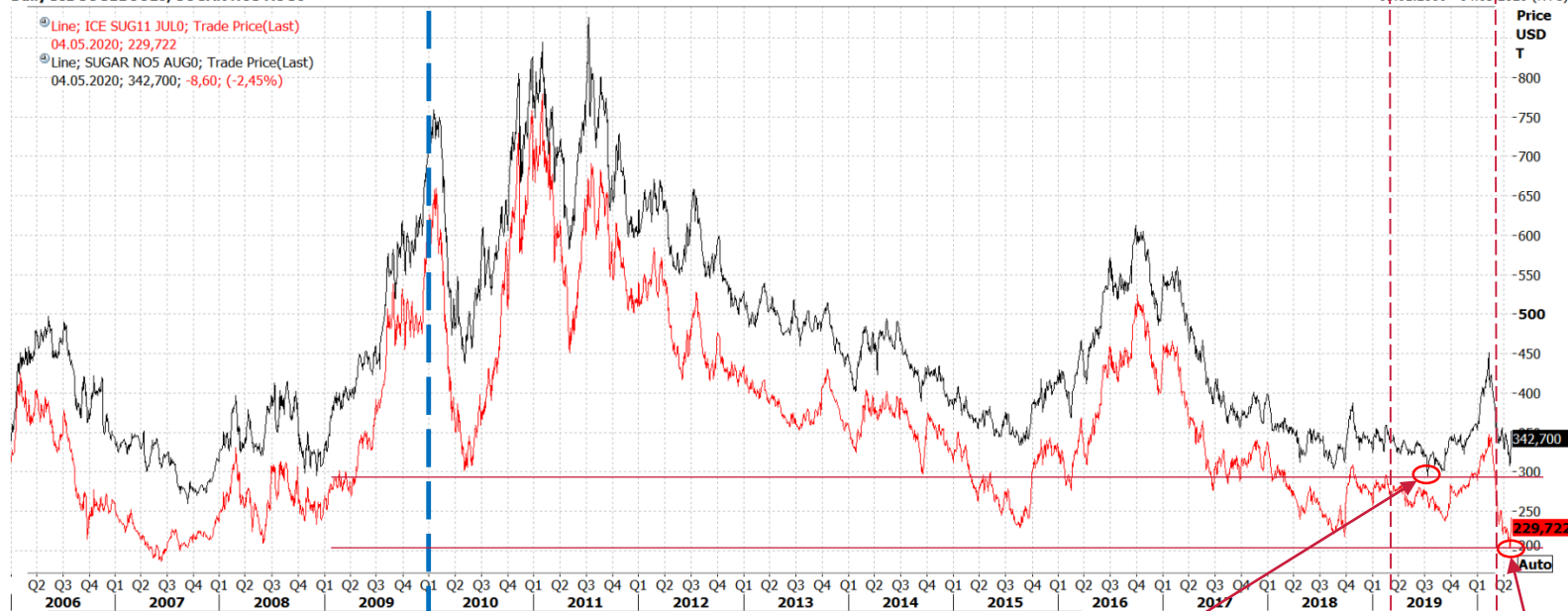


RAW SUGAR & WHITE SUGAR SUGAR QUOTATION

1 January 2006 – 4 May 2020 (USD)

Daily ICE SUG11 JUL0; SUGAR NO5 AUG0

- ④ Line; ICE SUG11 JUL0; Trade Price(Last)
04.05.2020; 229,722
- ④ Line; SUGAR NO5 AUG0; Trade Price(Last)
04.05.2020; 342,700; -8,60; (-2,45%)



1/1/2010

10-years-low:

White sugar, 15/7/2019: 294.0 USD/t

10-years-low:

Raw sugar, 21/4/2020: 210.5 USD/t

White sugar (LIFFE)

4 May 2020:
342.7 USD/t
= 312.1 EUR/t

Raw sugar (ICE)

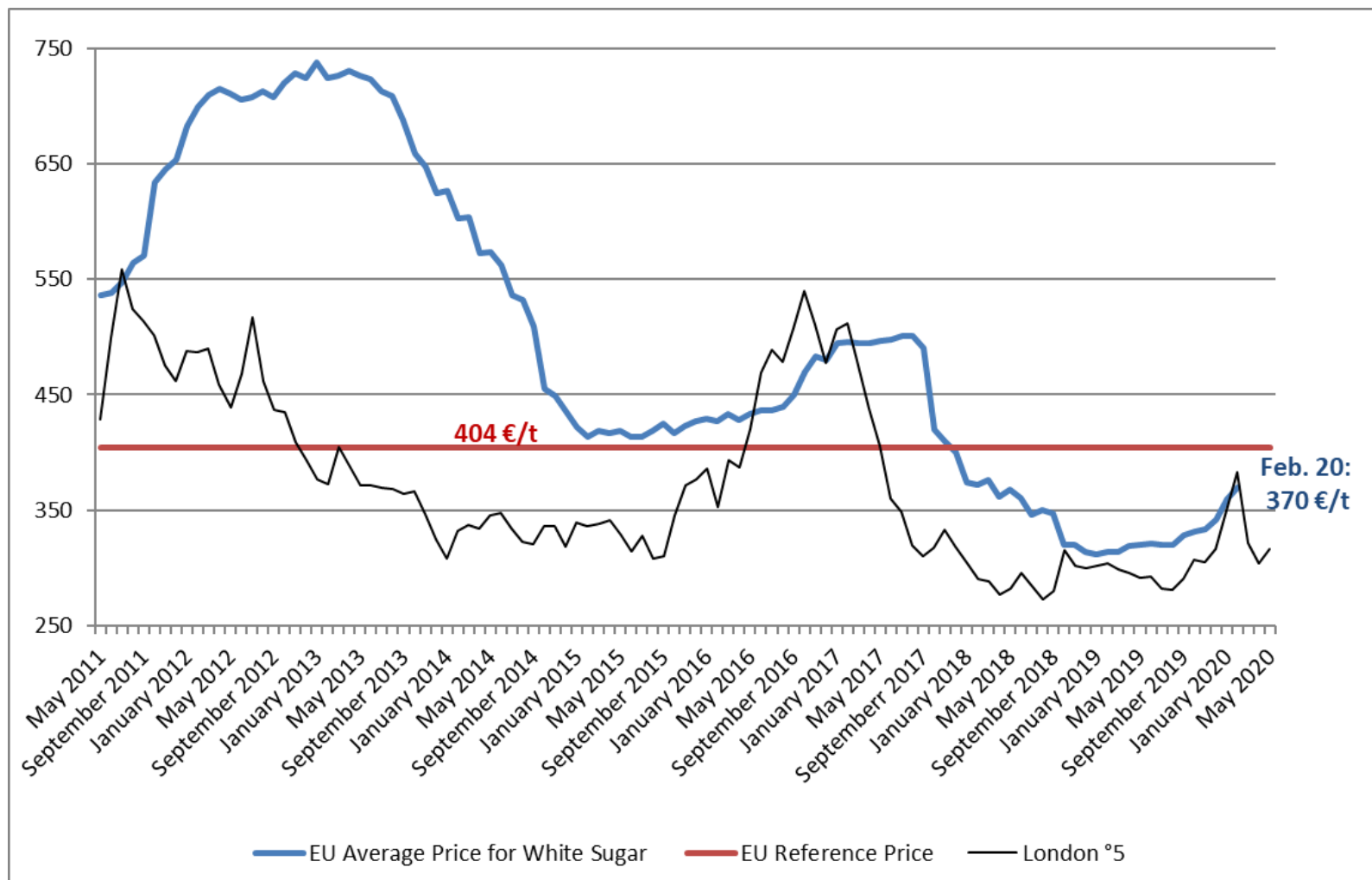
4 May 2020:
229.7 USD/t
= 209.2 EUR/t



SUGAR PRICE REPORTING

MONTHLY EU AVERAGE PRICES

(MAY 2011 TO MAY 2020; € PER TONNE)



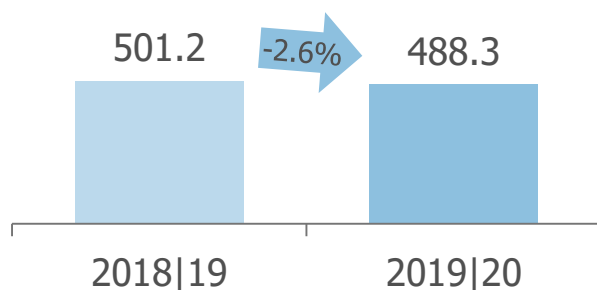
Source: European Commission (as of 30 April 2020) and SugarOnline (as of 5 May 2020)



SUGAR SEGMENT

REVENUE

€m

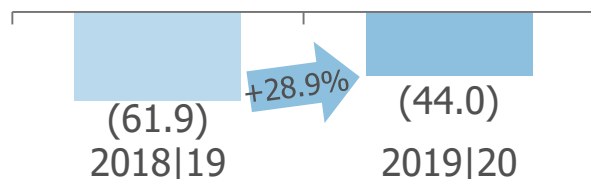


REVENUE down to € 488.3 million

- Slight overall decrease was driven by a significant drop in sugar sales volumes (notably with resellers) that outweighed a rise in sugar selling prices
- By-product revenue increased from one year earlier

EBIT

€m



EBIT still negative, but improved significantly

- Improvement was achieved through the increase in sales prices compared to the prior year
- EBIT contribution of equity-accounted Sugar JVs was € 0.4 million (prior year: loss of € 4.0 million), having improved as a result of a positive market trend and better utilisation



2019|20

CONSOLIDATED FINANCIAL STATEMENTS (CONDENSED)





CONSOLIDATED INCOME STATEMENT

€m (condensed)	2019 20	2018 19	Change
Revenue	2,480.7	2,443.0	+1.5%
EBITDA ¹	183.1	147.7	+24.0%
Operating profit before except. items and results of equity-accounted JV	73.1	51.1	+43.1%
Share of results of equity-accounted JV	16.7	12.2	+36.9%
Exceptional items	(2.8)	3.3	> -100%
EBIT	87.1	66.6	+30.8%
EBIT margin	3.5%	2.7%	+0.8pp
Net financial items	(17.2)	(15.4)	-11.7%
Profit before tax	69.9	51.2	+36.3%
Income tax expense	(18.6)	(20.9)	+11.0%
Profit for the period	51.3	30.4	+68.8%
Attributable to shareholders of the parent	48.2	25.4	+89.8%
Earnings per share	€ 0.77	€ 0.41	+87.8%

¹ EBITDA represents operating profit before exceptional items, results of equity-accounted joint ventures, and operating depreciation and amortisation.



ANALYSIS OF NET FINANCIAL ITEMS

€m	2019 20	2018 19	Change
Net interest expense	(8.4)	(5.5)	-52.7%
Currency translation differences	(6.6)	(8.0)	+17.5%
Other financial items	(2.2)	(1.9)	-15.8%
Total	(17.2)	(15.4)	-11.7%

- Increase of € 2.9 million in **net interest expense** was attributable to an average increase of € 150 million in debt and additional interest expense of about € 1.0 million resulting from the initial application of IFRS 16, Leases
- **Currency translation differences** improved by € 1.4 million: in the prior year this item had included a high FX expense due to the depreciation of the Argentine peso, while in 2019|20 this effect was avoided thanks to the debt reduction of the Argentine subsidiary



EXCEPTIONAL ITEMS

€m	2019 20	2018 19	Change
Exceptional items	(2.8)	3.3	> -100%

- **Fruit preparations business** registered a net exceptional items expense of **€ 2.1 million** (2018|19: € 0.0 million) reflecting regional restructuring measures (such as in Serbia) and exceptional staff cost effects
- **Sugar segment** with net expense of **€ 0.7 million** (2018|19: net income of € 3.3 million); positive result in the prior year arose mainly from exceptional tax refunds in Romania of € 5.6 million that outweighed restructuring expenses of € 1.8 million



TAX RATE

€m	2019 20	2018 19	Change
Profit before tax	69.9	51.2	+36.3%
Income tax expense	(18.6)	(20.9)	+11.0%
Tax rate	26.6%	40.7%	-14.1pp

Tax reconciliation	2019 20	2018 19
Nominal tax expense (calc. with 25%)	(17.5)	(12.8)
Effects of unrecognized tax loss carryforwards in respect of the financial year	(0.2)	(6.3)
Other effects (net)	(0.9)	(1.8)
Income tax expense	(18.6)	(20.9)



CONSOLIDATED CASH FLOW STATEMENT

€m (condensed)	2019 20	2018 19	Change
Operating cash flow before changes in working capital	187.8	177.5	+5.8%
Changes in working capital	(53.0)	(5.9)	> -100%
Total of interest paid/received and tax paid	(24.8)	(30.0)	+17.3%
Net cash from operating activities	110.1	141.7	-22.3%
Net cash (used in) investing activities	(155.6)	(161.9)	+3.9%
Net cash from/(used in) financing activities	57.3	(18.2)	> +100%
Net increase/(decrease) in cash and cash equivalents	11.8	(38.4)	> +100%



CONSOLIDATED BALANCE SHEET

€m (condensed)	29 Feb. 2020	28 Feb. 2019	Change
Non-current assets	1,331.9	1,252.1	+6.4%
Current assets	1,217.5	1,137.3	+7.1%
Total assets	2,549.4	2,389.4	+6.7%
Equity	1,387.1	1,409.9	-1.6%
Non-current liabilities	565.3	393.1	+43.8%
Current liabilities	597.0	586.4	+1.8%
Total equity and liabilities	2,549.4	2,389.4	+6.7%
Equity ratio	54.4%	59.0%	-4.6pp
Net debt	464.0	322.2	+44.0%
Gearing	33.5%	22.9%	+10,6pp



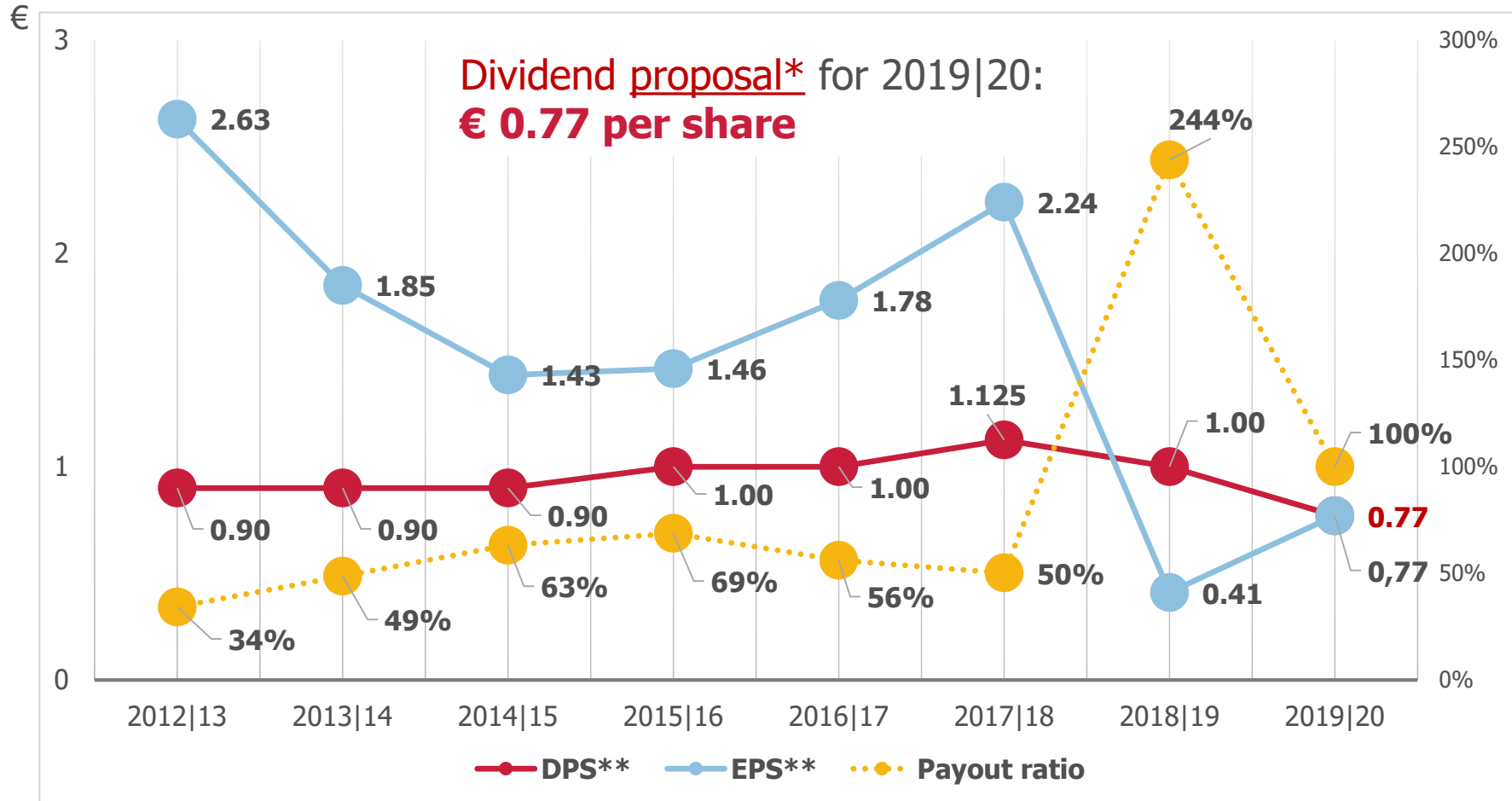
2019|20

DIVIDEND PROPOSAL

- The Management Board of AGRANA Beteiligungs-AG decided to **propose a dividend payout in the amount of € 0.77 per share for the 2019|20 financial year** (dividend for 2018|19: € 1.00 per share) to the 33rd Annual General Meeting to be held on 3 July 2020.
- AGRANA remains essentially committed to a predictable, reliable and transparent dividend policy that is geared to continuity. The dividend is guided by earnings as well as cash flow and the debt position of the Group in the past financial year, **but also takes into account current events and forecasts of future business development.**



DIVIDEND AND EARNINGS PER SHARE



Dividend yield (based on the closing share price at the last balance sheet date): **4.4%**

**EPS and DPS adjusted; after the four-for-one stock split performed in July 2018, all EPS and DPS values are based on the number of shares outstanding at 29 February 2020, which was 62,488,976.



2020|21
OUTLOOK





OUTLOOK – INTRODUCTORY INFORMATION

- This outlook is given with the provision that the economic and financial impacts and the duration of the COVID-19 pandemic are not yet clear at the time of preparation of this annual report in April 2020.
- In view of the dynamic nature of the pandemic, assumptions about its economic and financial impacts would be largely speculative.
- AGRANA has therefore chosen not to incorporate such assumptions in this outlook and instead publishes here a “**forecast before COVID-19**” based on the budget originally planned for 2020|21.
- Although **negative impacts of COVID-19** on revenue and operating profit (EBIT) are expected in all business segments, these effects are **not yet quantifiable**.
- However, this **outlook provides an assessment of COVID-19 risk factors** that may affect the pre-COVID-19 forecast.



OUTLOOK FOR 2020|21

FRUIT SEGMENT

FRUIT

Revenue ↑

EBIT ↑↑

Forecast before COVID-19

2019|20
Actual

2020|21
Forecast before
COVID-19

Revenue	€m	1,185.4	Moderate increase	↑
EBIT	€m	55.9	Significant increase	↑↑
Investment ¹	€m	56.5	38	

- **Fruit preparations business** is projecting revenue growth, which is to be achieved through the full utilisation of the capacity created and by further diversification in the non-dairy business; through higher margins, which are to be realised partly through smaller cost increases than in 2019|20, EBIT is to be raised significantly
- In the **fruit juice concentrate business**, revenue is projected to rise significantly this financial year, with a solid earnings situation

COVID-19 risk assessment:

- Especially in the Fruit segment with its global production operations (42 sites in 22 countries), the pre-COVID-19 forecast is fraught with **high uncertainty**.
- In **March 2020** (the first month of the 2020|21 financial year), **business** was nonetheless **still very good** both in the fruit preparations and the fruit juice concentrate activities, particularly in terms of sales volumes.
- **Risks** are currently seen above all in the **food service product segment**, where fruit preparations and fruit products are sold into the quick service industry among other sectors. This business accounted for about 3% of total fruit preparations revenue in 2019|20.



OUTLOOK FOR 2020|21

STARCH SEGMENT

STARCH

Revenue ↗

EBIT ↓↓

Forecast before COVID-19

2019|20
Actual

2020|21
Forecast before
COVID-19

Revenue	€m	807.0	Slight increase	↗
EBIT	€m	75.2	Significant reduction	↓↓
Investment ¹	€m	73.6	22	

- The **revenue trend** in the Starch segment overall will again be shaped by **ethanol price volatility**; for native starches and wheat gluten, selling prices are coming under pressure through increased supply volumes; no major recovery in prices is expected for starch-based saccharification products
- Consistently positive impetus for growth is anticipated in organic and GMO-free products; Starch segment **EBIT** is projected **to decrease** due to foreseeable margin reductions resulting from lower sales prices

COVID-19 risk assessment:

- **Bioethanol** is a major **core product in the Starch segment** (at almost 25% of segment revenue in 2019|20), and the business performance in 2020|21 will thus again be largely determined by prices in the European ethanol markets.
- The fundamentally positive market sentiment, which was driven by the climate debate, is strained by the **temporary restrictions on mobility** imposed across Europe to contain the COVID-19 pandemic
- The impacts on the whole ethanol value chain cannot be predicted until later in the financial year.



OUTLOOK FOR 2020|21

SUGAR SEGMENT

SUGAR

Revenue ↑↑

EBIT ↑↑

Forecast before COVID-19

2019|20
Actual

2020|21
Forecast before
COVID-19

Revenue	€m	488.3	Significant increase	↑↑
EBIT	€m	(44.0)	Significant improvement	↑↑
Investment ¹	€m	19.6	20	

- In the Sugar segment, before COVID-19 effects, AGRANA anticipates an **improvement in conditions in the EU sugar market**
- AGRANA expects that the **capacity utilisation** of its sugar beet factories can be increased significantly again, as it has initiated various measures together with the beet farmers to improve beet supply
- **Sugar prices** in the EU are **expected to rise**
- Positive trend in the EU sugar market environment, combined with rigorous cost management, implies a significantly better profitability.

COVID-19 risk assessment:

- In **March 2020** the trend in sales volumes was **very positive**, particularly with the reseller sector.
- Whether and to what extent the COVID-19 pandemic will affect the expectations for the 2020|21 sugar marketing year (SMY) **cannot be predicted at present**.
- Thus, among other factors, the effect which the current erosion in world market prices for sugar will have on **EU prices in the coming SMY 2020 | 21** cannot be projected meaningfully.



OUTLOOK FOR 2020|21

AGRANA GROUP

Forecast before COVID-19

EBIT 2020 | 21



Revenue 2020 | 21



- Based on the segments' forecasts before COVID-19, a significant increase in **EBIT before COVID-19** effects is expected for the Group in the 2020|21 financial year
- **Group revenue before COVID-19** effects is also projected to grow significantly

COVID-19 risk assessment:

- The still rapid evolution of the impacts from the COVID-19 pandemic currently prevents any specific determination of parameters and thus presently does not allow a realistically quantified "post-coronavirus" forecast to be made for 2020|21.

- **With its diversified business model and sound balance sheet and financing structure, AGRANA considers itself well positioned for the future.**
- Depending on the trajectory of the COVID-19 pandemic, a more specific forecast will be provided in the course of the financial year, possibly already in connection with the publication of the results for the first quarter of 2020|21.



2020|21

COVID-19





CORONAVIRUS CRISIS

STATUS QUO AT AGRANA

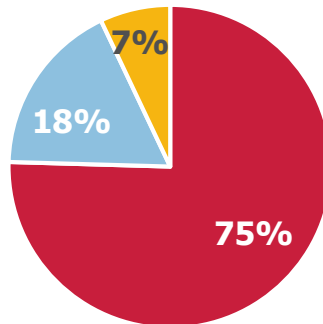
- As a food producer, AGRANA is regarded as being a part of “**critical infrastructure**”
- The continuation of AGRANA's production activities **safeguards supplying the population with food and feed products** (and also jobs)
- By coordinating future actions on a daily basis and taking prudent decisions, AGRANA is living up to its **responsibility as a food product supplier**
- **Health and safety** are of paramount importance to AGRANA in this context
- At the current point in time AGRANA is **able to supply its customers despite the high level of demand**
- **All of the Group's sites around the world are operating** and AGRANA is working diligently and responsibly to ensure the optimal deployment of its resources and to sustainably safeguard business continuity



FOCUS ON FOOD (REVENUE IN 2019|20)

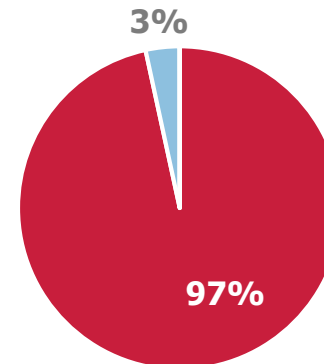
REVENUE SPLIT FOOD VS NON-FOOD

GROUP



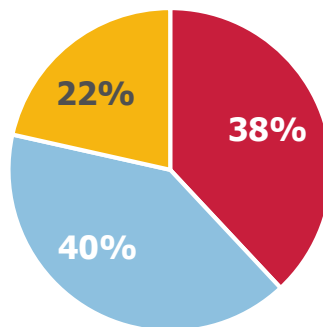
■ Food ■ Non-Food ■ Animal Feed

FRUIT



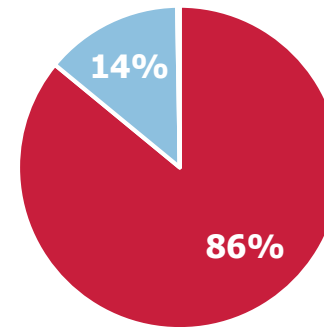
■ Food ■ Non-Food

STARCH



■ Food ■ Non-Food ■ Animal Feed

SUGAR



■ Food ■ Non-Food



CHALLENGES AND RISKS

Business areas with higher risk / potentially negatively impacted:

- Ethanol / Starch
- Non-food / Starch
- Food service / Fruit preparations

General risks:

- Logistics / supply chain
- FX-impact (worldwide presence)

No production sites, but sales activities:

- Italy
- Spain

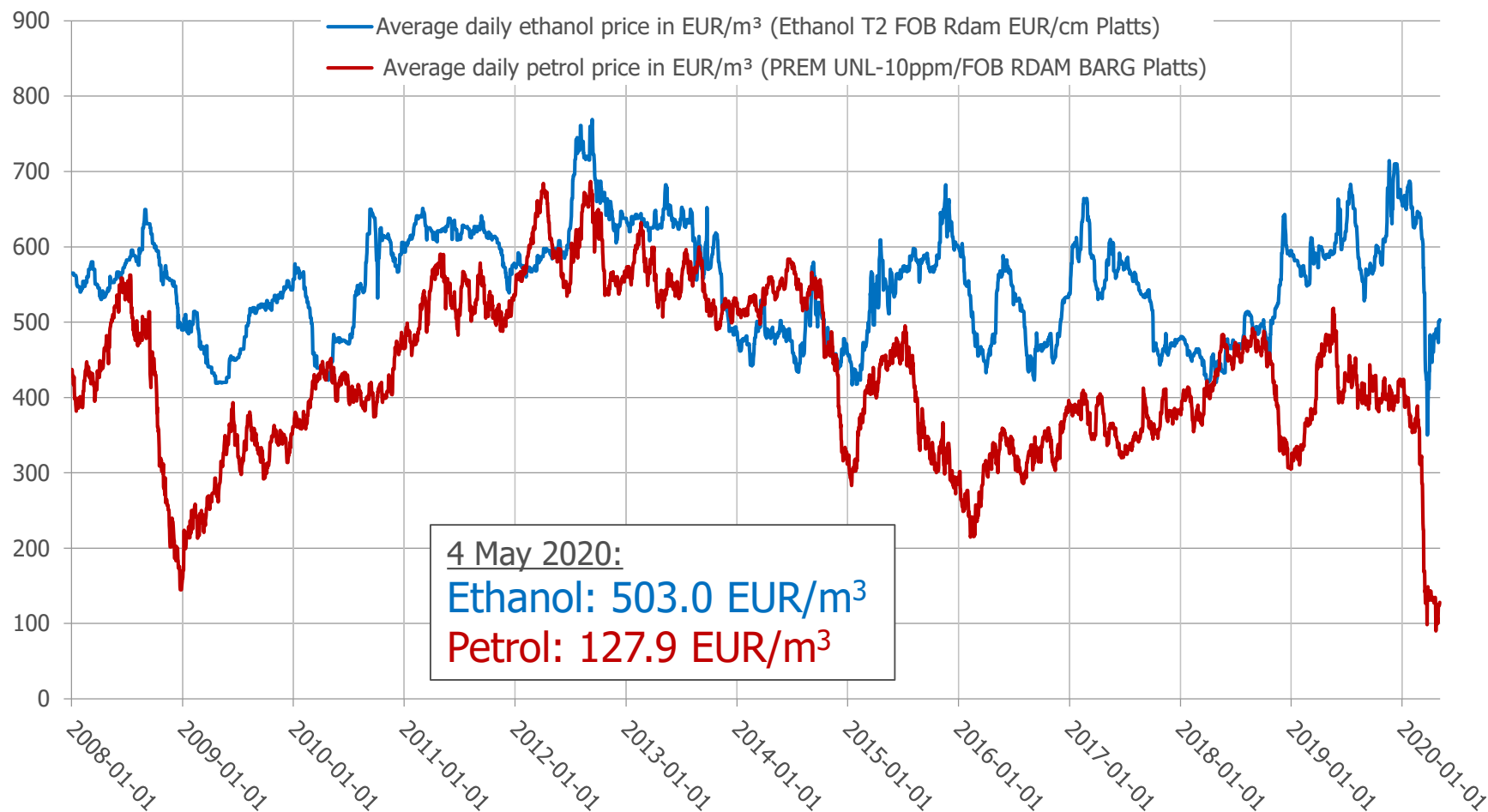
Production sites / impact which can already be “measured”:

- China
- South Korea



1 JANUARY 2008 – 4 MAY 2020 (EUR)

SLUMP IN ETHANOL PRICES





STRATEGY FOR THE FUTURE OUR APPROACH

With its **diversified business model** and sound balance sheet, AGRANA considers itself well positioned for the future.

Execute properly and utilise our **growth projects** (e.g. wheat starch plant II, China FP II)

Working capital improvements -> to get financial resources free

**(Risk) diversification
→ means crisis resistance**

Food industry is less sensitive than other industries (e.g. car industry) to economic slow-downs

Push forward the **organisational harmonisation** projects -> increase efficiencies



AGRANA STRATEGY SPANNING MORE THAN 30 YEARS (1)

- ✓ **Crisis resistance**
- ✓ **Dividend payout**

By means of

- **Regional diversification** (eastward expansion)
- **Vertical integration** (specialisation strategy)
- **Horizontal diversification** (Fruit segment)

along the value-added chain and in the core competences of the Group
(B2B, adding value to agrarian commodities)



AGRANA STRATEGY SPANNING MORE THAN 30 YEARS (2)

This strategic mix has been applied differently across the segments.

Objective: Risk diversification

Many options in line with the relevant business strategy:

- Sugar: beet sugar, isoglucose, refining
- Starch: Wheat, corn and potato starch
- Fruit: global production, broad portfolio

--> means crisis resistance

In a highly competitive environment we are aiming for the following targets:

- Highest efficiency in production
- Best possible prices through qualitative differentiation of our products and
- Further growth



2020|21

FINANCIAL CALENDAR (CURRENT STATUS)

3 July 2020

Annual General Meeting in respect of 2019 | 20

**COVID-19
"Virtual AGM"**

23 June 2020

Record date for Annual General Meeting participation

3 July 2020

Annual General Meeting in respect of 2019|20

8 July 2020

Ex-dividend date

9 July 2020

Results for first quarter of 2020|21

9 July 2020

Record date for dividend

10 July 2020

Dividend payment date

8 October 2020

Results for first half of 2020|21

14 January 2021

Results for first three quarters of 2020|21



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Quantitative definitions of selected common modifying words used:

Modifier	Visualisation	Numerical rate of change
Steady	→	0% up to 1%, or 0% to -1%
Slight(ly)	↗ or ↘	More than 1% and up to 5%, or less than -1% and not less than -5%
Moderate(ly)	↑ or ↓	More than 5% and up to 10%, or less than -5% and not less than -10%
Significant(ly)	↑↑ or ↓↓	More than 10% and up to 50%, or less than -10% and not less than -50%
Very significant(ly)	↑↑↑ or ↓↓↓	More than 50%, or less than -50%