



RESULTS AND RESPONSIBILITY



AGRANA Beteiligungs-AG
CAPITAL MARKETS DAY 2013
Vienna/Pischelsdorf/Tulln | Austria
24 – 25 October 2013

Day 2 | Presentation “Biorefinery” | Wheat starch plant
Presenter: Josef Eisenschenk

— Agenda

- 09:00 am Snacks & Coffee
- 09:15 am Company presentation
 - I. Bioethanol plant
 - II. **Wheat starch plant**
 - III. Factors of production
- 09:45 am Factory tour



AGRANA and Bioethanol



Quick reminder

- “Original” Bioethanol plant in Pischelsdorf | Lower Austria:
 - Commissioning in 2008, Investment of € 130 m
 - Production of bioethanol out of wheat and corn
- **Bioethanol production** in Austria makes sense:
 - Based on the EU sustainability criteria for certified raw materials
 - Supplies of raw materials safeguarded by location in a region of oversupply
 - Bioethanol from Pischelsdorf saves up to 70 % in terms of greenhouse gas emissions compared to petrol
- The quantities required for the **E10** fuel grade in Austria can be produced today
 - No additional agricultural land required
 - Addition greenhouse gas emission savings of 190,000 tonnes p.a. possible through domestic use instead of purchasing emission certificates from abroad!
- In Pischelsdorf, AGRANA is now on the way to **establishing an organic refinery**, i.e. one making 100 % use of raw materials



Start of wheat starch facility in June

— Facts & figures



- Construction site: approx. 4 hectares; adjacent to the Bioethanol plant (area of 10 hectares)
- **Investment: approx. € 70 m**
(total investment at Pischelsdorf site: > € 200 m)
- Raw material processed: approx. 250,000 tonnes of wheat p.a.
(total of 750,000 tonnes processed at Pischelsdorf site)
- Manufacture of the following products:
 - Wheat starch
 - Wheat gluten
 - Wheat bran
 - Raw material substitutes ("B+C starch") for bioethanol
- Increase in staff, from 80 to 130
- Factory makes 100% use of the raw materials (including CO₂-liquefaction by Air Liquide)



AGRANA Bioethanol GmbH

Financials overview



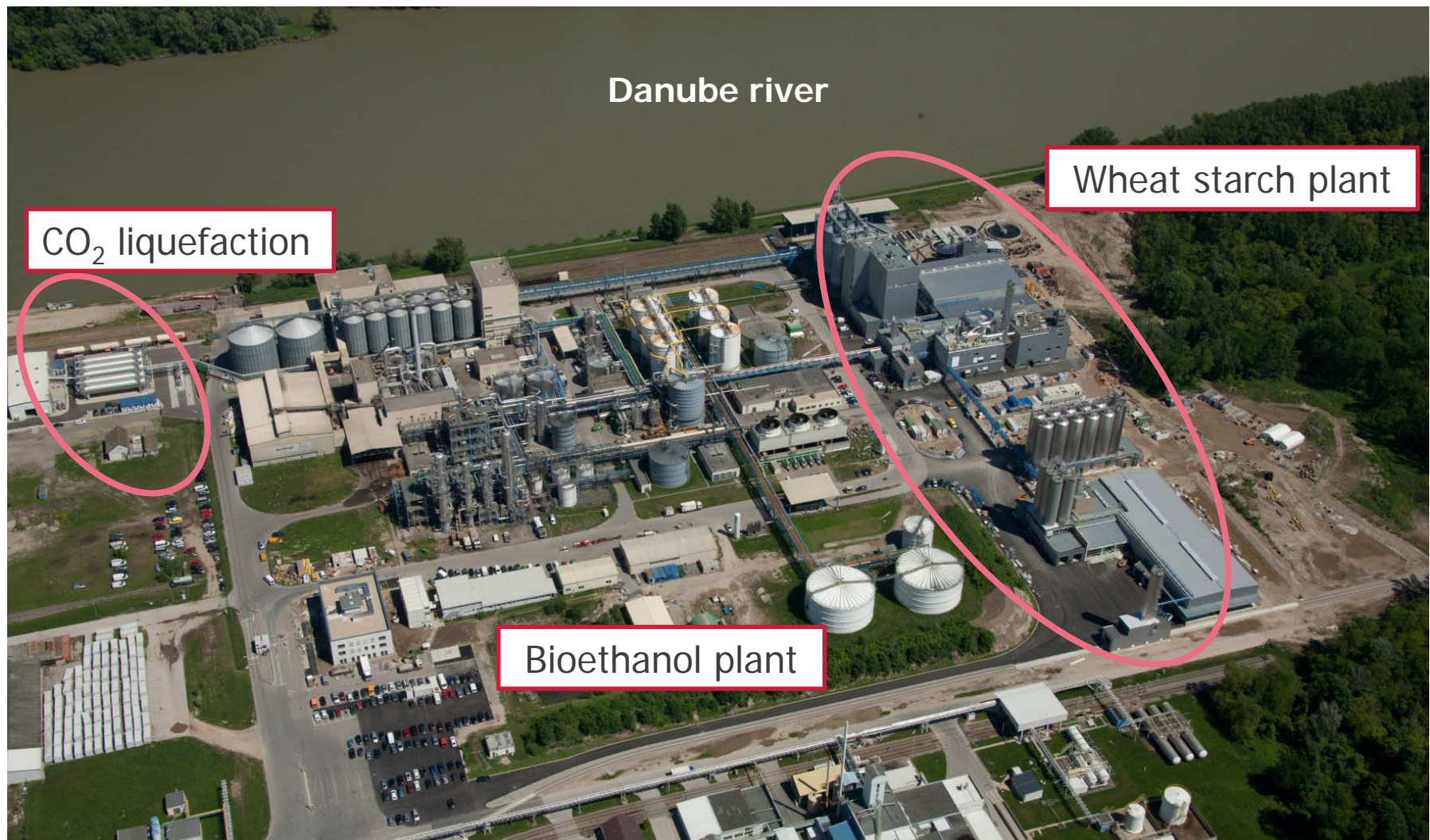
Figures of the legal entity (including Bioethanol & new wheat starch activities):

€m	H1 2013 14	2012 13	2011 12
Revenue	122.0	222.6	213.3
Investment	15.0	47.5	11.5
Employees	137	100	85

— Building ground 2006



Layout 2013



I. Bioethanol plant

Final products:



EtOH

- Approval: 240,000 m³ p.a.
- Design: 200,000 m³ p.a.



ActiProt®

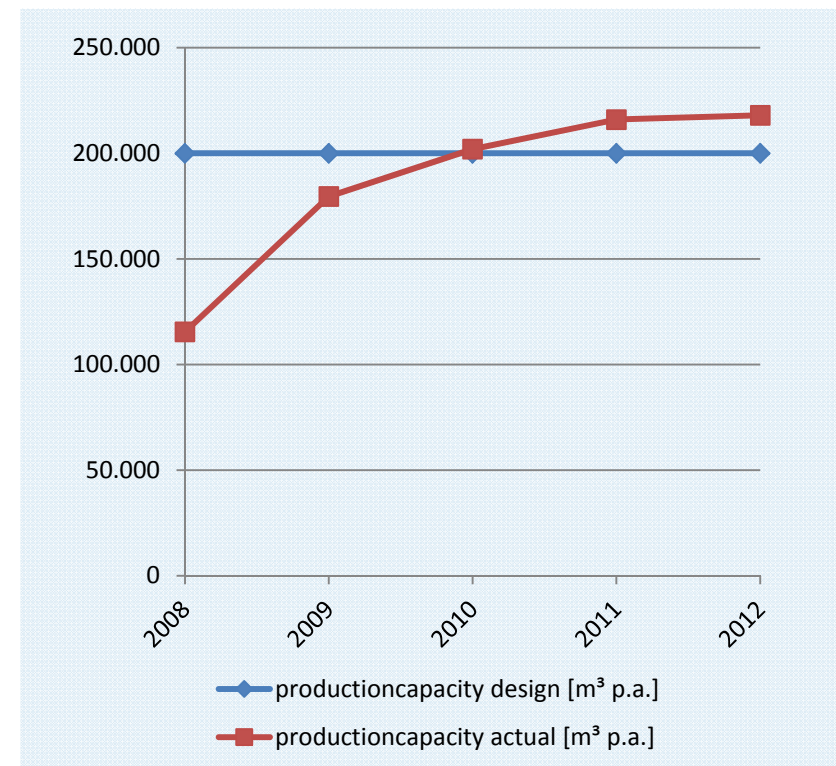
- GMO free protein feed 180,000 t p.a.
-



CO₂

- April 2012 100,000 t p.a. sold to Air Liquide

learning curve EtOH production



II. Wheat starch plant

Final products:



A-Starch

- Approval: 107,000 t p.a.



Bran

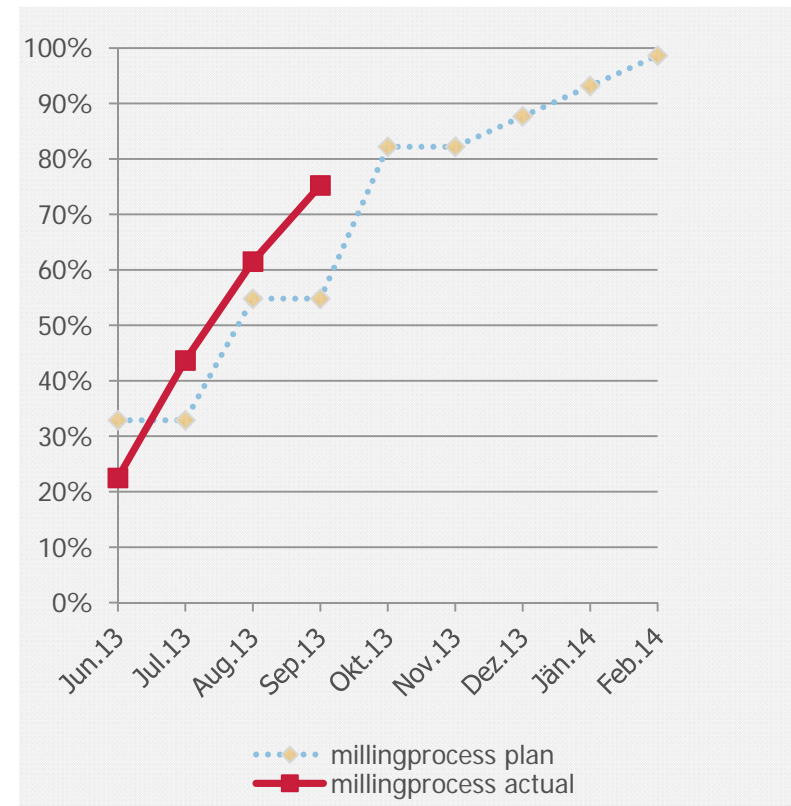
- Animal-feed 55,000 t p.a.



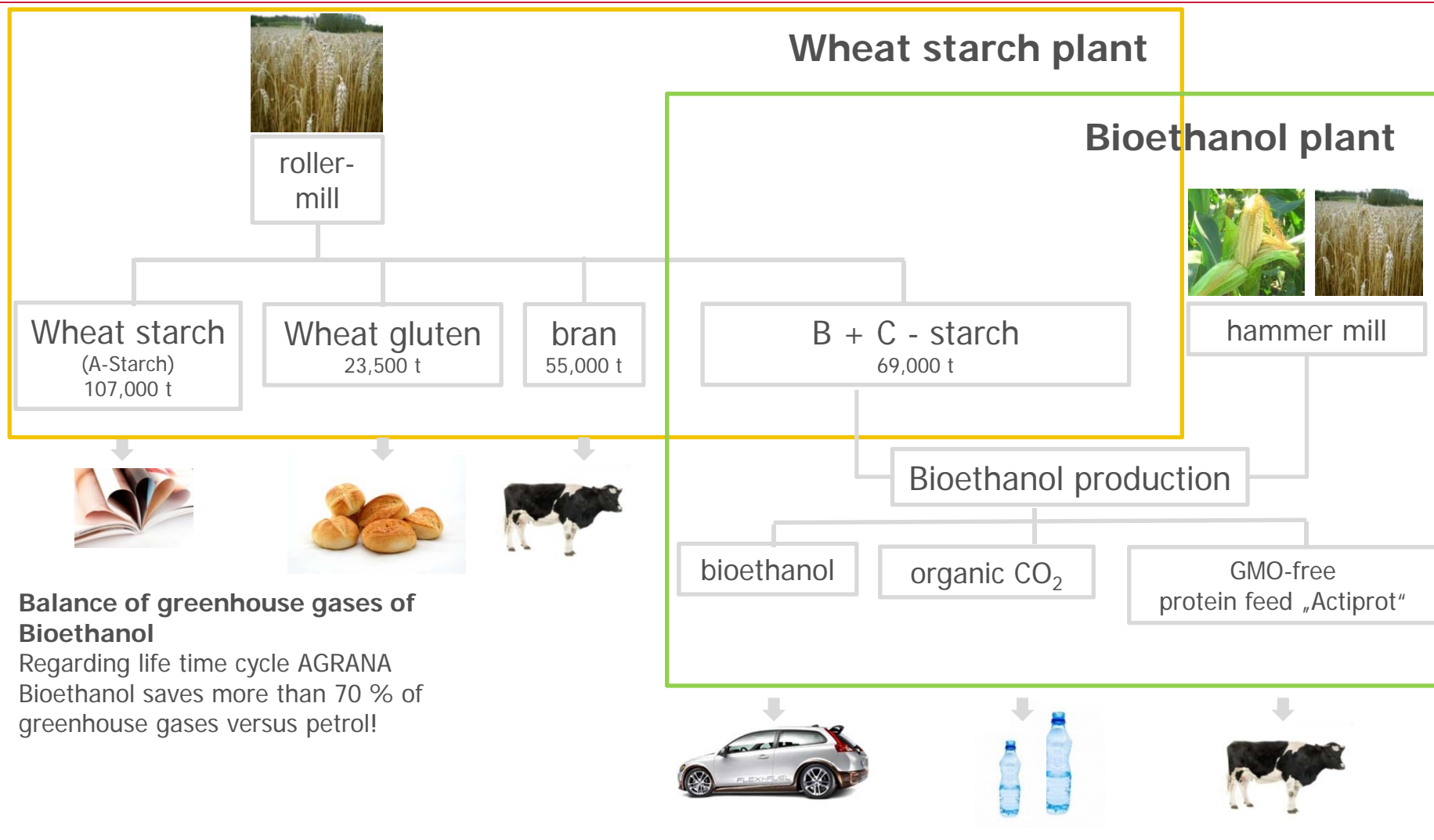
Gluten

- Food/feed 23,500 t p.a.

Start up - curve WSP



II. The “Biorefinery” concept



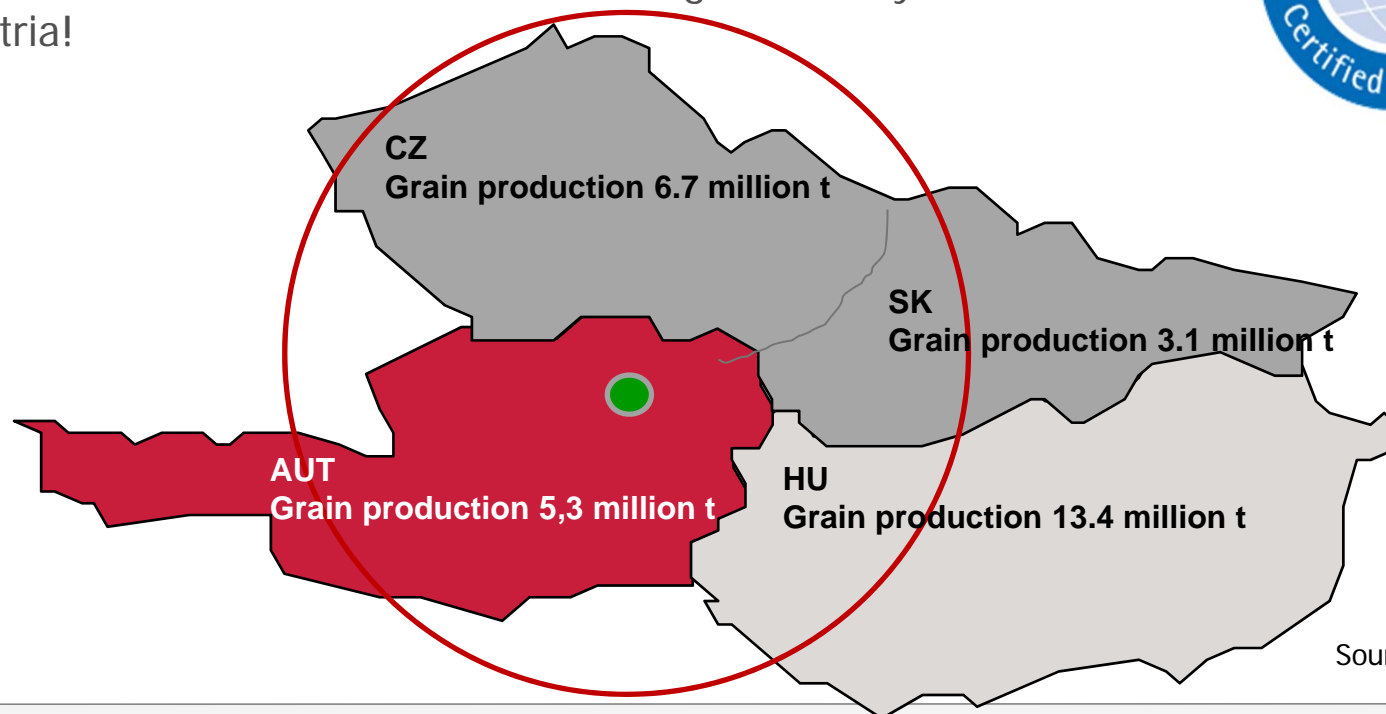
III. Factors of production: raw material

Grain production A, CZ, SK u. HU

- 28.5 million t grain production (> 10% of the whole EU-production)

Surplus of 5 - 9 million t

- 0.75 million t p.a. are processed in Pischelsdorf
- Creates economic value and workplaces in Austria
- AGRANA is ISCC certified -> No rainforest gets destroyed for E5, E10 in Austria!



Source: AMA, 2011

III. Factors of production: Logistics



Raw material:

- 750,000 t p.a.



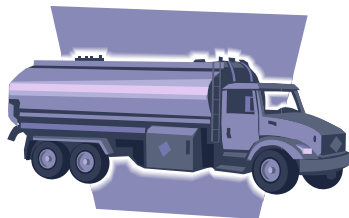
Railways:

- Two railways for raw material, Actiprot and wheat starch



Ship:

Ship-unloading and loading directly to the Danube

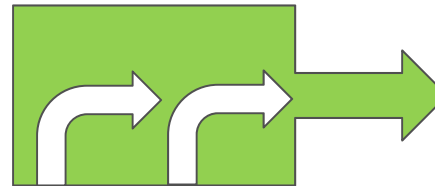


Trucks:

- Trucks for all materials
- Tractor: e.g. during the wet-corn campaign

III. Factors of production: Energy

- **Electric energy:**
motor, pump, etc.
102,000 MWh p.a.
- **Gas:**
for drying Actiprot
29,500 Nm³ p.a.
- **Steam energy:**
process energy
35 t/h steam boiler
372,000 MWh p.a. (59 t/h)



- **Heat recovery:**
Investment € 2.0 m
ROI < 2 years
13 MW



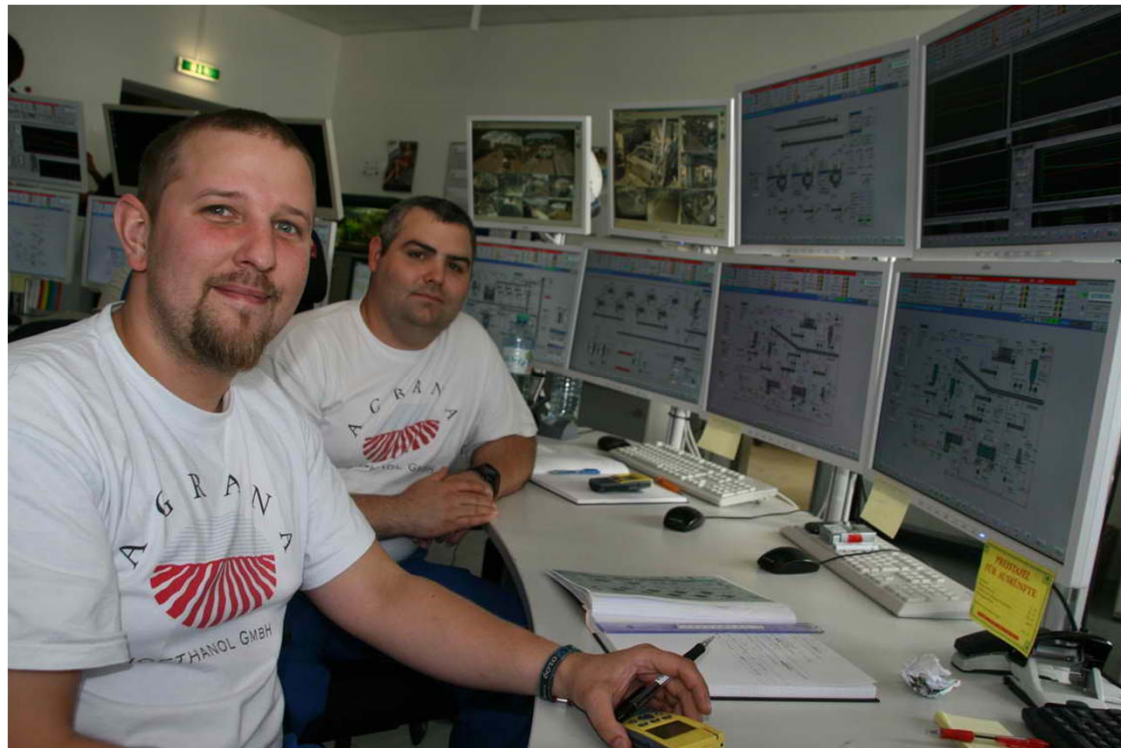
III. Factors of production: Personnel

Employees: 150

- Highly automated processes
- Turnover > € 1 m per employee

Profession:

- Accountant
- Chemist
- Electrician
- Engineer
- Finance
- Mechanist
- Operator
- Purchaser





SOME IMPRESSIONS —

— Raw material starch und milling



Raw material-conveyor bridge
Bioethanol plant/Wheat starch plant

Milling building



— Milling



Roller mills
2 lines à 370 t / day

Bran pellets



Wet wheat starch process

Capacity: 24 t/h flour



— Gluten dryer and storage silos



— Packaging and storage



25 kg packaging



Block storage 1,000 palettes





Sugar.
Starch.
Fruit.

THANK YOU FOR
YOUR ATTENTION —

— Disclaimer

This presentation is being provided to you solely for your information and may not be reproduced or further distributed to any other person or published, in whole or in part, for any purpose. This presentation comprises the written materials/slides for a presentation concerning AGRANA Beteiligungs-AG ("Company") and its business.

This presentation does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any shares in the Company, nor shall it or any part of it form the basis of, or be relied on in connection with, any contract or investment decision.

This presentation includes forward-looking statements, i.e. statements that are not historical facts, including statements about the Company's beliefs and expectations and the Company's targets for future performance are forward-looking statements. These statements are based on current plans, estimates and projections, and therefore investors should not place undue reliance on them. Forward-looking statements speak only as of the date they are made, and the Company undertakes no obligation to update publicly any of them in light of new information or future events.

Although care has been taken to ensure that the facts stated in the presentation are accurate, and that the opinions expressed are fair and reasonable, the contents of this presentation have not been verified by the Company no representation or warranty, express or implied, is given by or on behalf of the Company any of its respective directors, or any other person as to the accuracy or completeness of the information or opinions contained in this presentation. Neither the Company nor any of its respective members, organs, representatives or employees or any other person accepts any liability whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.