



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



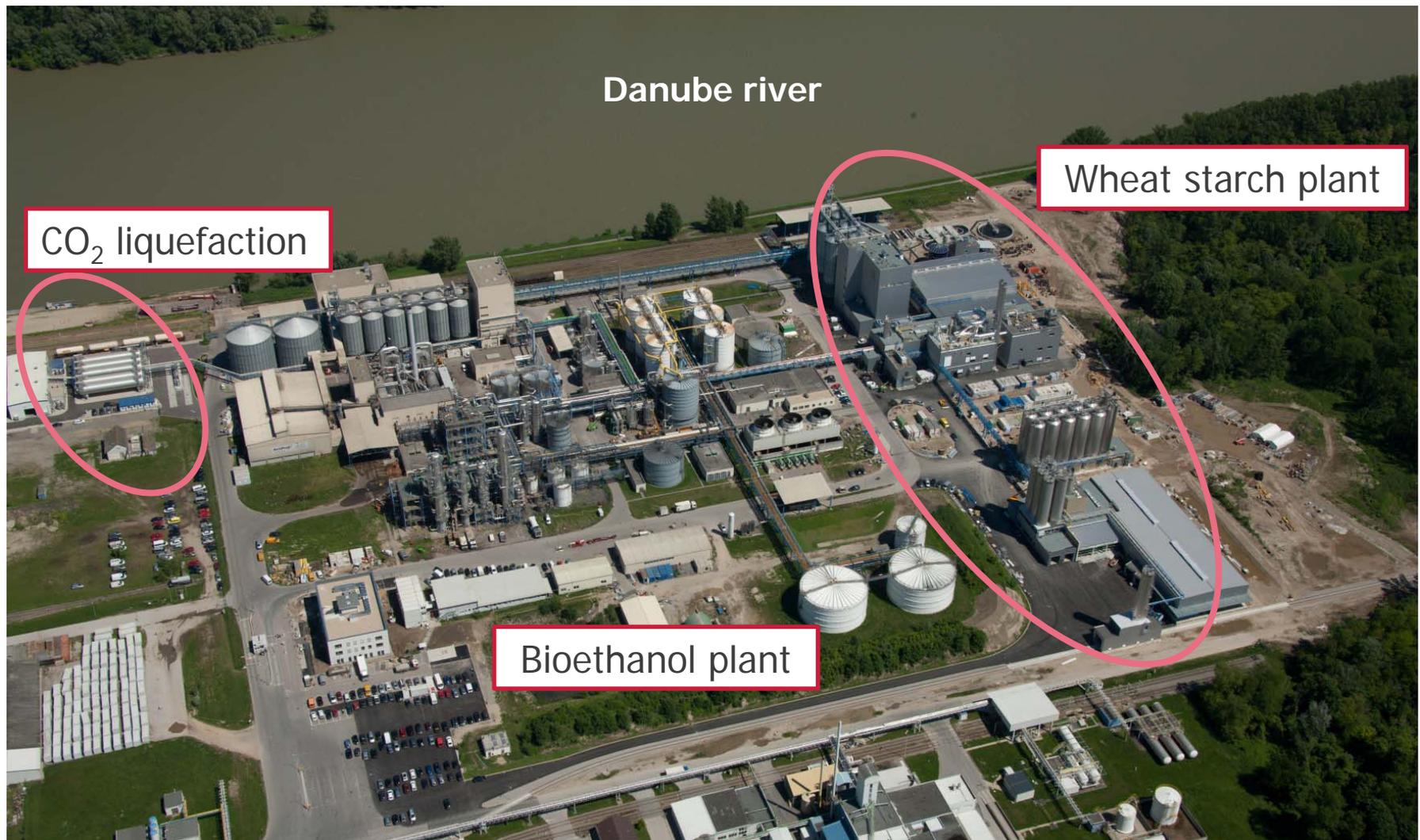
Figures of the legal entity (including Bioethanol & new wheat starch activities):

€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.



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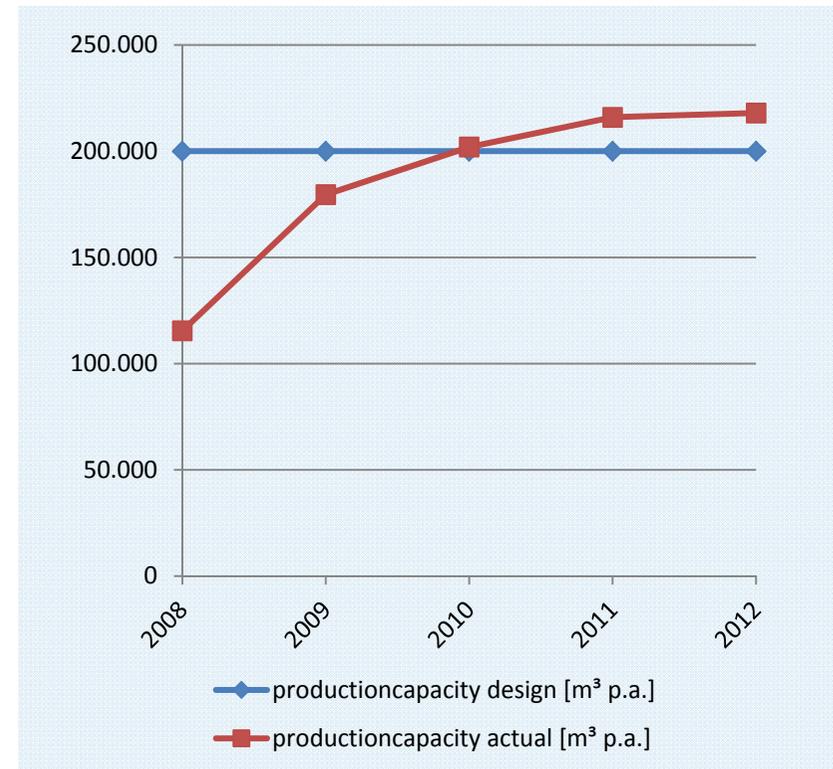
- GMO free protein feed 180,000 t p.a.
-



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

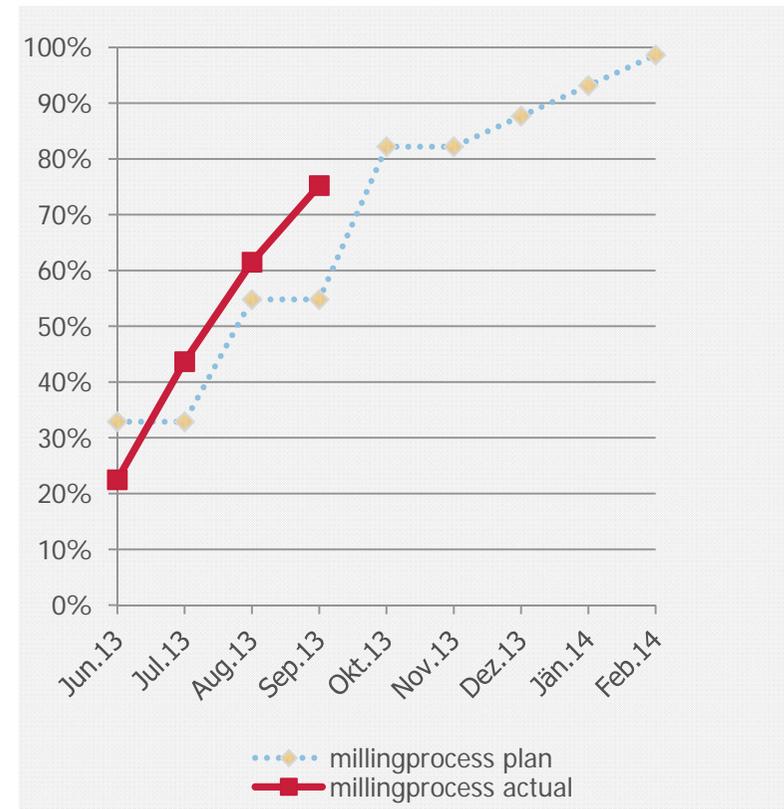
- Animal-feed 55,000 t p.a.



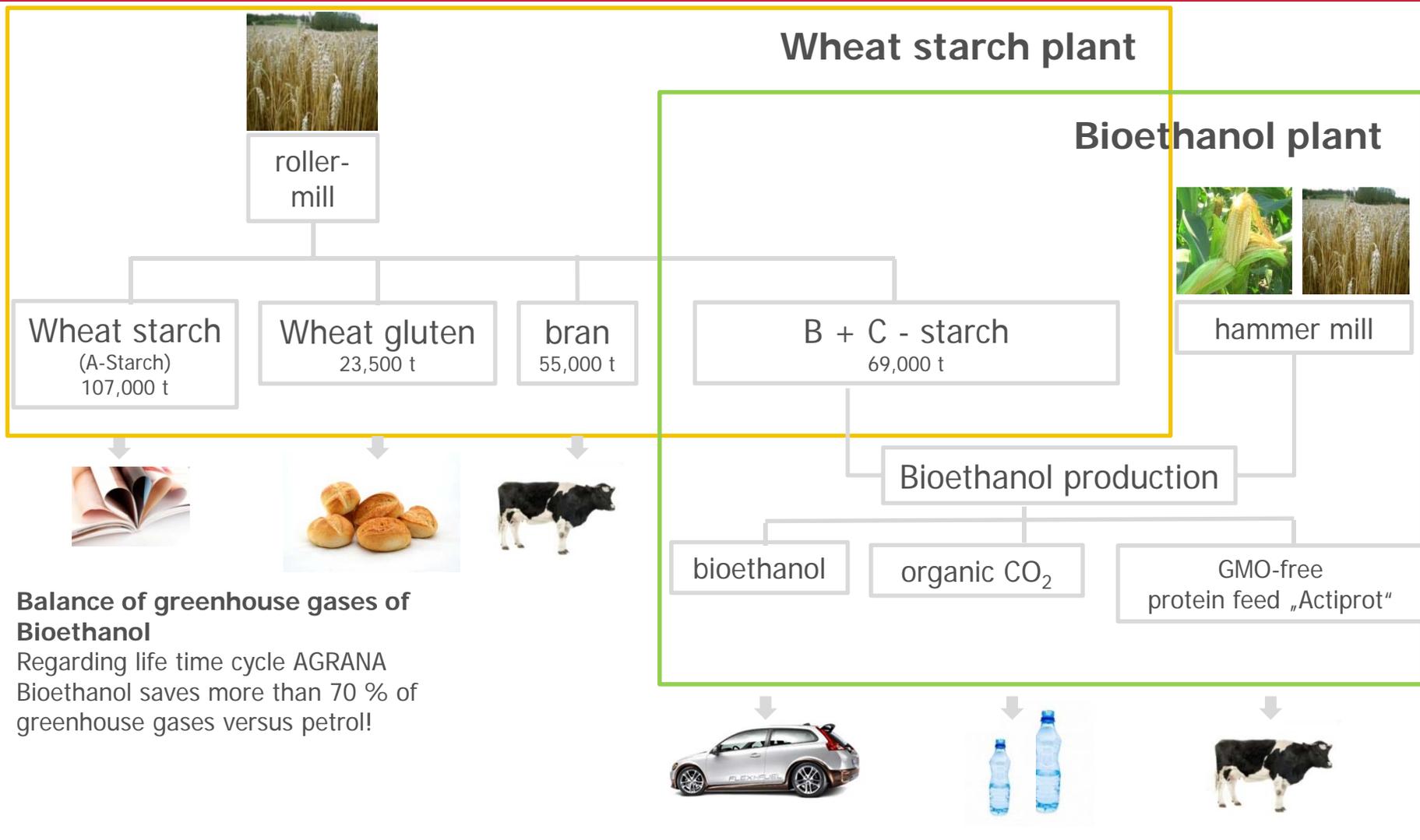
Gluten

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

Start up - curve WSP



II. The "Biorefinery" concept



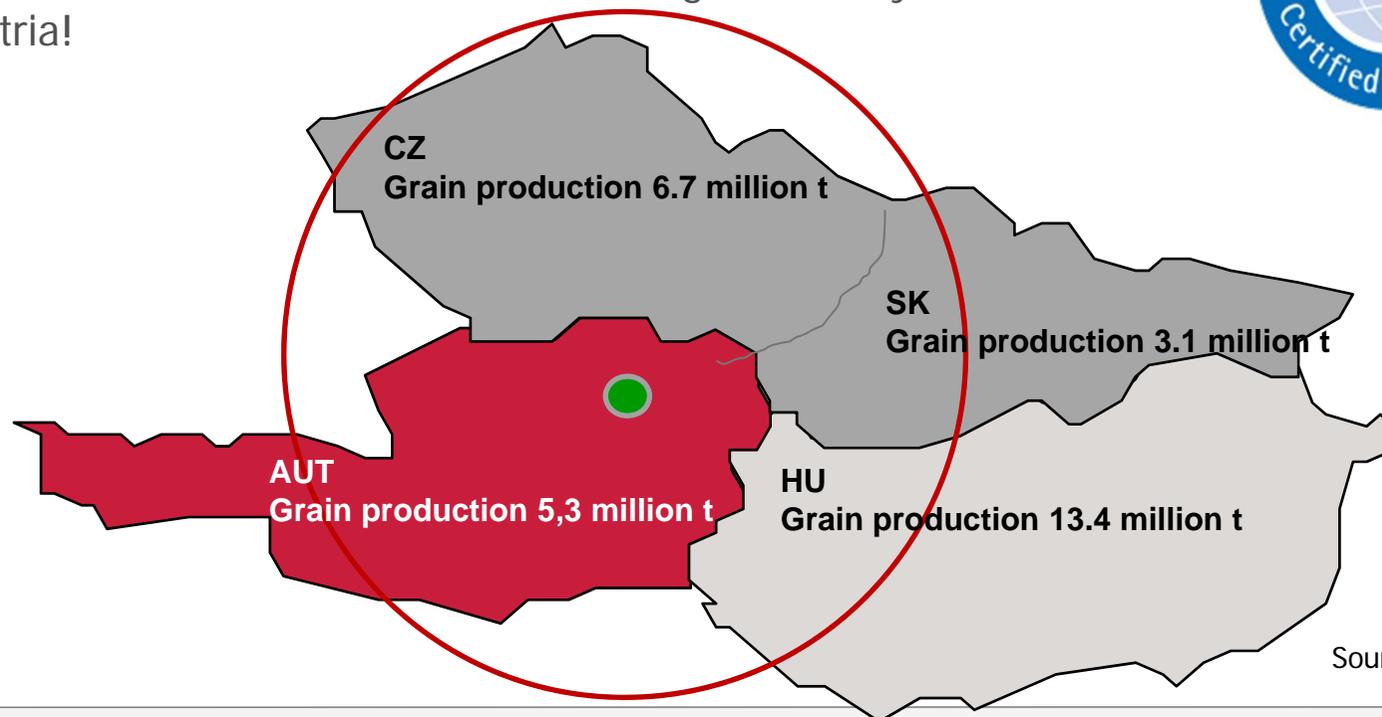
III. Factors of production: raw material

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!



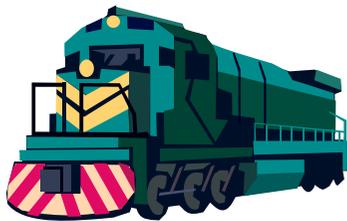
Source: AMA, 2011

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:

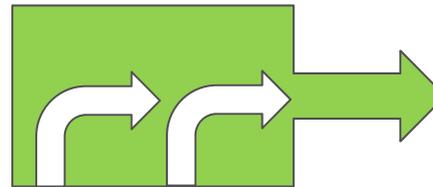
- Trucks for all materials
- Tractor: e.g. during the wet-corn campaign

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

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