

→ THE SÜDZUCKER GROUP  
PROFILE 2016



## → Contents

### 1. Südzucker Group

- 1.1 Overview
- 1.2 Corporate strategy and guiding principles
- 1.3 Figures
- 1.4 Segment overview
- 1.5 Segment figures
- 1.6 Employees
- 1.7 Executive board
- 1.8 Supervisory board
- 1.9 More than 175 years of tradition

### 2. Südzucker share

- 2.1 Overview
- 2.2 Share price movement
- 2.3 Long-term performance
- 2.4 Shareholder structure

### 3. Sugar segment

- 3.1 Overview
- 3.2 Figures
- 3.3 Campaign 2015
- 3.4 Sites
- 3.5 Beet processing/sugar production
- 3.6 Südzucker AG
  - 3.6.1 Assortment for households
  - 3.6.2 Assortment for processing industries



- 3.7 Südzucker Polska
- 3.8 Südzucker Moldova
- 3.9 Raffinerie Tirlémontoise
- 3.10 Saint Louis Sucre
- 3.11 AGRANA
- 3.12 ED&F Man Holdings Ltd.
- 3.13 Agriculture
- 3.14 Bodengesundheitsdienst, animal feed

### 4. Special products segment

- 4.1 Overview
- 4.2 Figures
- 4.3 BENE0
- 4.4 Freiburger
- 4.5 PortionPack Europe
- 4.6 Starch



### 5. CropEnergies segment

- 5.1 Overview
- 5.2 Figures
- 5.3 CropEnergies Bioethanol GmbH
- 5.4 BioWanze SA
- 5.5 Ryssen Alcools SAS
- 5.6 Ensus UK Ltd.
- 5.7 CT Biocarbonic



### 6. Fruit segment

- 6.1 Overview
- 6.2 Figures
- 6.3 Fruit preparations
- 6.4 Fruit juice concentrates



### 7. Research and development

### 8. Sustainability

- 8.1 Strategy
- 8.2 Core business activities

### 9. Sugar market

- 9.1 German sugar market
- 9.2 German sugar sales
- 9.3 EU sugar policy
- 9.4 National quotas in the EU
- 9.5 Global production/consumption

### 10. Sugar production diagram

## → 1.1 Südzucker Group: Overview

- One of the most significant food industry companies
- Segments sugar, special products, CropEnergies and fruit
- In the traditional sugar business, the group is Europe's number one supplier of sugar products
- 16,500 employees <sup>1)</sup>
- € 6.4 billion annual revenues
- Sugar production: 4.1 million tonnes
- Member of the German MDAX®
- Formation 1926



<sup>1)</sup> Based on full-time equivalents. The actual number employed was about 18,500.

## → 1.2 Corporate strategy and guiding principles (I)

### Our corporate strategy

Responsible conduct is a prerequisite to long-term economic success. It is because of this that Südzucker pursues a strategy of value-based, profitable growth geared towards a balance between economic and ecological factors as well as social responsibility and focuses on its core competencies and guiding principles. Corporate management is committed to conducting business sustainably, whereby the key principle is to carefully handle all resources deployed.

#### ■ Take advantage of megatrends

Südzucker Group's four segments conduct business in sectors that will also benefit both in the medium and long term from global megatrends such as the expanding world population, rising incomes – especially in the emerging economies, where dietary habits are changing accordingly – and the increasing demand for food, animal feed and energy. These megatrends remain intact and will therefore keep driving growth and offering new perspectives.

#### ■ Strengthen market position

A key competitive advantage in our markets is size. That is why we want all of our divisions to seize opportunities as they arise, either through organic growth, alliances or acquisitions. Our goal remains to be number one or a strong number two in our target markets.

## → 1.2 Corporate strategy and guiding principles (II)

### ■ Focus on core competencies

Our main core competence remains the large-scale conversion of agricultural products, which encompasses all steps in the value chain from raw material procurement, through production, up to including knowledge of our markets and customer relationships. The focus of our daily work is on continuously developing this knowledge so that we can adapt our business conduct to changes in general conditions and continue to successfully compete.

### ■ Enhance diversification – tap synergies

We maintain a balanced risk profile by diversifying our portfolio of products and services and spreading it out across a wide range of geographic locations. Our growth activities should focus on our core competence so that we can tap synergies along the entire value chain – from raw material cultivation through added value stages to the end customer.

### ■ Targeted value investments

We will strengthen all of our divisions in order to secure future growth. One area of focus is the construction and expansion of multipurpose sites, where we are making cross-segment investments.

### ■ Foster employees

The success of our company is supported by the specialist expertise, experience, social skills and commitment of our approximately 16,500 employees worldwide. Various human resources policy measures are implemented with the aim of supporting the company's strategy and enabling our employees to successfully respond to changing conditions.

## → 1.2 Corporate strategy and guiding principles (III)

### Our guiding principles

- Our aim is to compete fairly, set benchmarks in our business fields and continue to be successful by innovating and delivering high quality, excellent service and reliability.
- In doing so, we must adhere to our corporate compliance principles.
- We have a long-standing tradition of conducting business sustainably – from the farming methods we apply in producing raw materials to our processes along the entire value chain.
- Our goal is to be a responsible employer that helps its employees fulfill their potential and takes into consideration and values their individual personalities.
- Our experience and expertise in marketing, sales and logistics make us a reliable partner for our customers.
- We augment Südzucker Group's innovation strength with intragroup competency in research and development and by cooperating with other entities.
- In the capital markets, we stand for transparency and an open dialogue with all stakeholders.

**We create value that generates sustainable, rewarding corporate growth.**

## → 1.3 Südzucker Group: Figures

		2015/16	2014/15
<b>Revenues</b>	€ million	<b>6,387</b>	<b>6,778</b>
EBITDA	€ million	518	453
Depreciation on fixed assets and intangible assets	€ million	-277	-272
<b>Operating result</b>	€ million	<b>241</b>	<b>181</b>
Result from restructuring/special items	€ million	-19	-44
Result from companies consolidated at equity	€ million	55	22
<b>Result from operations</b>	€ million	<b>277</b>	<b>159</b>
EBITDA margin	%	8.1	6.7
Operating margin	%	3.8	2.7
Investments in fixed assets <sup>1)</sup>	€ million	371	386
Investments in financial assets/acquisitions	€ million	0	1
<b>Total investments</b>	€ million	<b>371</b>	<b>387</b>
Shares in companies consolidated at equity	€ million	333	333
Capital employed	€ million	5,791	5,877
Return on capital employed	%	4.2	3.1

<sup>1)</sup> Including intangible assets.

## → 1.4 Südzucker Group: Segment overview

Sugar is our core business, yet Südzucker is more than sugar ...



29 sugar factories and  
2 refineries in  
Austria, Belgium,  
Bosnia,  
the Czech Republic,  
France, Germany,  
Hungary, Moldova,  
Poland, Romania,  
Slovakia

**Sugar  
segment**



BENEO  
Freiberger  
PortionPack Europe  
Starch

**Special products  
segment**



Bioethanol  
4 production sites  
in Germany,  
Belgium, France  
and Great Britain

**CropEnergies  
segment**

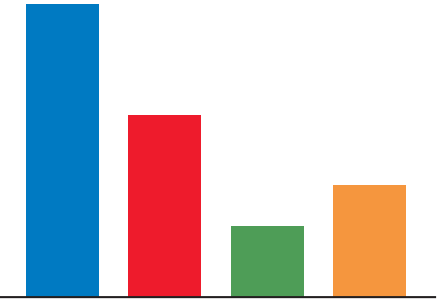


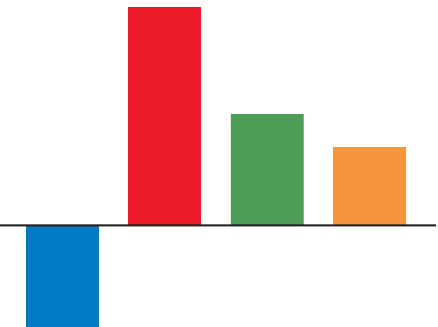
Fruit preparations  
Fruit juice concentrates  
38 production sites  
worldwide

**Fruit  
segment**





## → 1.5 Südzucker Group: Segment figures

Revenues	%	€ million	2015/16	2014/15
	45	Sugar segment	2,855	3,228
	28	Special products segment	1,791	1,724
	10	CropEnergies segment	658	764
	17	Fruit segment	1,083	1,062
		<b>Group</b>	<b>6,387</b>	<b>6,778</b>

Operating result	%	€ million	2015/16	2014/15
	-33	Sugar segment	-79	7
	71	Special products segment	171	120
	36	CropEnergies segment	87	-11
	26	Fruit segment	62	65
		<b>Group</b>	<b>241</b>	<b>181</b>

## → 1.6 Südzucker Group: Employees <sup>1)</sup>

Employees by segments	%		2015/16	2014/15
	43	Sugar	7,028	7,636
	27	Special products	4,422	4,278
	3	CropEnergies	416	432
	28	Fruit	4,620	4,885
				16,486

Employees by region	%		2015/16	2014/15
	23	Germany	3,803	3,784
	54	Other EU countries	8,848	9,369
	23	None EU/other	3,835	4,078
				16,486

<sup>1)</sup> Based on full-time equivalents.

## → 1.7 Executive board of the Südzucker AG

### Dr. Wolfgang Heer

(CEO)

- Sales/Marketing
- Strategic corporate planning/  
Corporate development/  
Investments
- Compliance
- Audit
- Public relations
- Human resources
- Organisation/IT
- Food law/consumer policy/  
Quality control
- Functional food

### Dr. Thomas Kirchberg

- Agricultural commodities
- Animal feed/by-products
- Farms
- Production/engineering
- Engineering/technical services
- Research/development/services
- Agricultural policies

### Thomas Kölbl

- Finance/accounting
- Financial management/controlling
- Operational corporate planning
- Investor relations
- Legal issues
- Taxation
- Procurement of supplies and  
consumables
- Property/insurance
- Bioethanol

### Dipl.-Ing. Johann Marihart

(Chairman of the executive board  
of AGRANA Beteiligungs-AG)

- Renewable raw materials
- Starch
- Fruit



F. l.: Thomas Kölbl, Dr. Wolfgang Heer,  
Dr. Thomas Kirchberg, Johann Marihart

## → 1.8 Supervisory board of the Südzucker AG

- Chairman: Dr. Hans-Jörg Gebhard
- 2 Deputy chairmen: Franz-Josef Möllenberg  
Erwin Hameseder
- 8 further shareholders' representatives
- 9 further employees' representatives
- Südzucker largely complies with the recommendations of the "Government Commission German Corporate Governance Code"



## → 1.9 More than 175 years of tradition (I)

- 1837 Formation of the first sugar company of the later Südzucker
- 1926 1st merger: Süddeutsche Zucker-Aktiengesellschaft, Mannheim
- 1951 Formation of Zuckerfabrik Franken GmbH
- 1988 2nd merger: Südzucker Aktiengesellschaft Mannheim/Ochsenfurt
- 1989 Investment in AGRANA Beteiligungs-AG, Vienna
- 1989 Investment in Raffinerie Tirlemontoise S.A., Brussels
- 1991 Formation of Südzucker GmbH, Zeitz
- 1995 Formation of Schöller Holding GmbH & Co. KG, Nuremberg
- 1996 Acquisition of majority interest in Freiberger, Berlin
- 1996 Beginning investments in sugar division in Poland
- 1998 Acquisition of outstanding minority interests in Freiberger
- 2001 Acquisition of Saint Louis Sucre S.A., Paris / Sale of Schöller Holding
- 2003 Acquisition of 14 Silesian sugar factories
- 2003 Establishment of fruit division by AGRANA
- 2004 Worldwide expansion of fruit division



## → 1.9 More than 175 years of tradition (II)



- 2005 Start of bioethanol production in Zeitz
- 2006 BENEО–Orafti factory in Chile starts production
- 2006 IPO for the Südzucker subsidiary CropEnergies (bioethanol) and European–wide expansion of the bioethanol division
- 2006 First joint venture with a leading apple juice concentrate producer in China
- 2007 Fruit preparations factory in Brazil starts production
- 2007 BENEО Group founded: Orafti, Palatinit and Remy activities merged
- 2008 Bioethanol plant in Wanze, Belgium with an annual capacity of 300,000 m<sup>3</sup> starts production
- 2008 Bioethanol plant in Pischelsdorf, Austria with an annual capacity of 240,000 m<sup>3</sup> starts production



## → 1.9 More than 175 years of tradition (III)

- 2009 Freiberger takes over the pizza production site in Osterweddingen
- 2010 New pizza factory starts up in Westhoughton, Great Britain
- 2010 CO<sub>2</sub> production facility starts up in Zeitz, Germany (Joint venture)
- 2012 Investment in ED&F Man, a British commodities trading company
- 2012 Joint venture AUSTRIA JUICE GmbH
- 2013 CropEnergies builds a facility at the Zeitz site which will produce high-end food-grade rectified spirit
- 2013 CropEnergies acquires UK bioethanol producer Ensus
- 2013 AGRANA opens wheat starch plant at site in Pischelsdorf, Austria

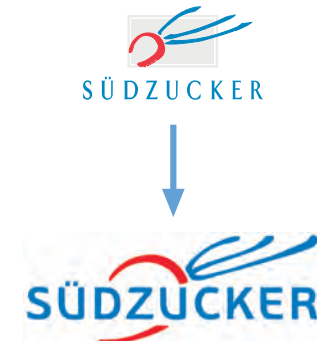


**ED&F  
MAN**

**AUSTRIA  
JUICE**

## → 1.9 More than 175 years of tradition (IV)

- 2014 Südzucker and Austrian shareholders increase participation in AGRANA Beteiligungs-AG
- 2014 AGRANA starts up fruit preparations plant in Lysander, New York, USA
- 2014 Introduction of new logo
- 2015 Change of the company's name to Südzucker AG
- 2015 Completion of renovation and new construction of headquarters in Mannheim
- 2015 End of partnership agreement with Mauritius
- 2016 Wheat starch factory in Zeitz starts trial operations





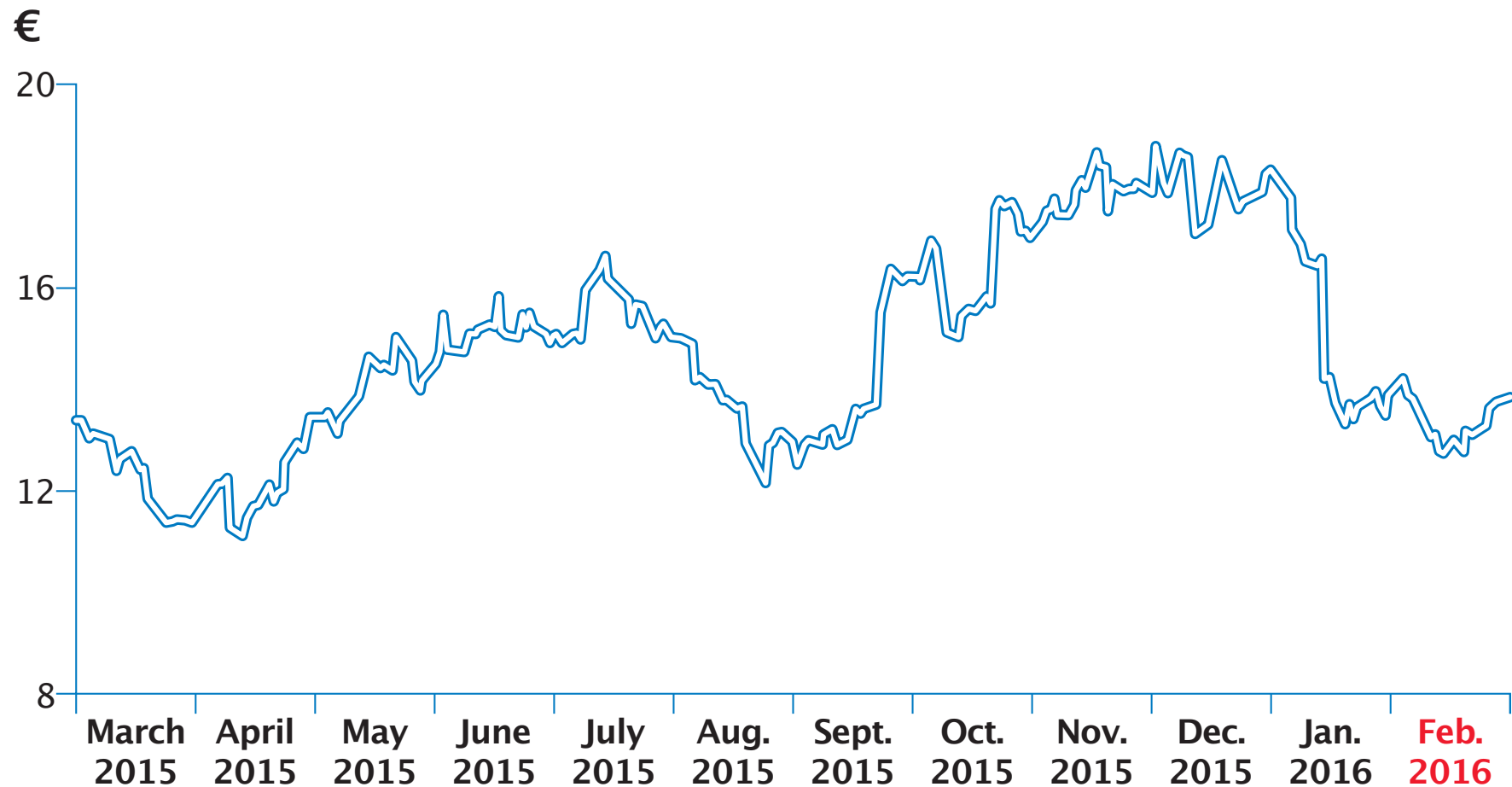
## → 2.1 Südzucker share: Overview

		2015/16	2014/15
Market capitalization <sup>1)</sup>	€ million	2,834	2,782
Freefloat-market capitalization <sup>1)</sup>	€ million	964	946
Number of shares issued at € 1 <sup>1)</sup>	million shares	204.2	204.2
Xetra® closing price <sup>1)</sup>	€	13.88	13.63
High for the year (Xetra®)	€	18.82	22.45
Low for the year (Xetra®)	€	11.12	9.95
Average trading volume/day <sup>2)</sup>	thousand of shares	1,436	1,872
Cumulative trading turnover	€ million	5,267	6,713
MDAX® closing rate <sup>1)</sup>	points	19,422	20,092
Performance Südzucker share (1 Mar. to 28/29 Feb.) <sup>3)</sup>	%	3.5	-30.0
Performance MDAX® (1 Mar. to 28/29 Feb.)	%	-3.3	18.9
Dividend <sup>4)</sup>	€/share	0.30	0.25
Dividend yield	%	2.2	1.8
Earnings per share	€	0.53	0.10

<sup>1)</sup> Balance sheet date. <sup>2)</sup> Total daily trading volume on all German stock exchanges where the share is admitted for trading.

<sup>3)</sup> Südzucker total return index, considers share development and dividend distribution. <sup>4)</sup> 2015/16: Proposal.

## → 2.2 Südzucker share: Share price movement

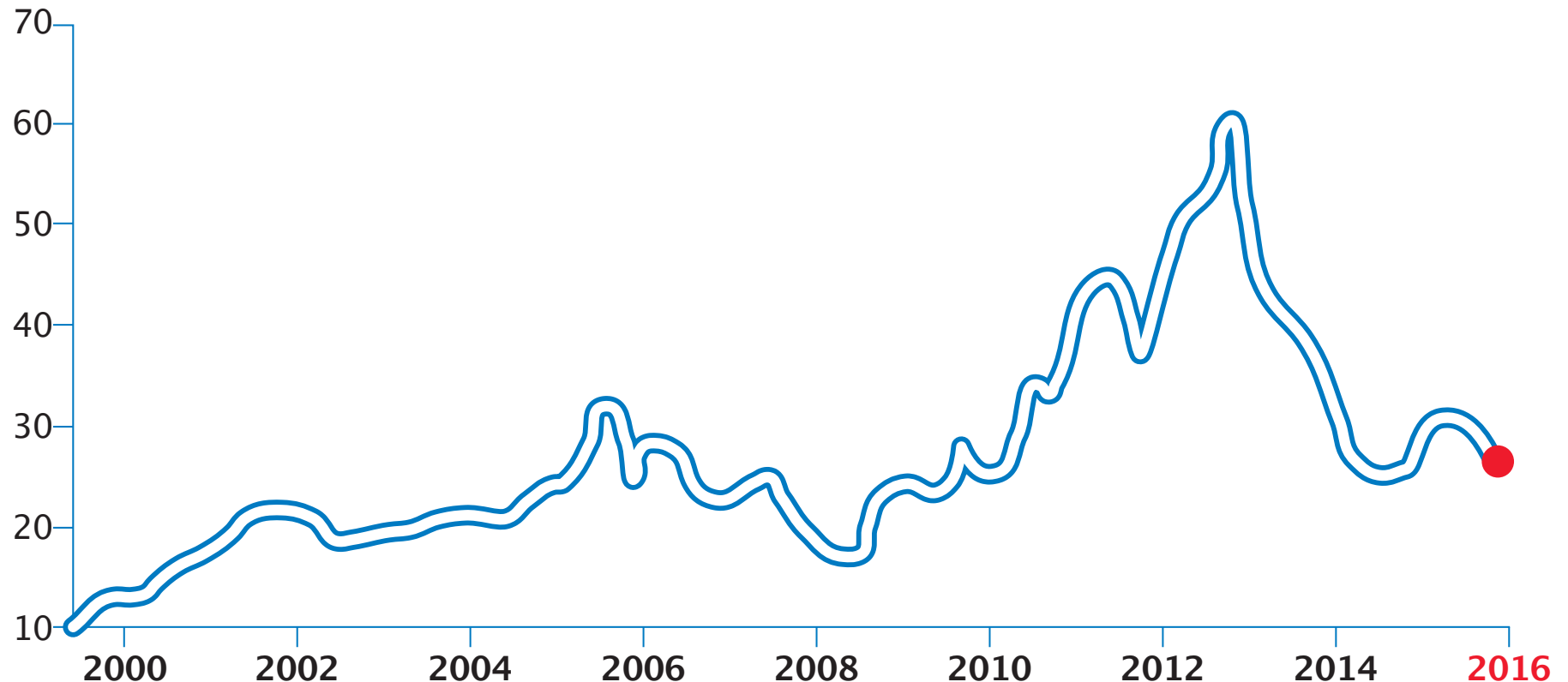


The current share price movement can be found here: [www.suedzucker.de/en/Investor-Relations/Aktie/Aktueller-Aktienkurs/](http://www.suedzucker.de/en/Investor-Relations/Aktie/Aktueller-Aktienkurs/)

## → 2.3 Südzucker share: Long-term performance

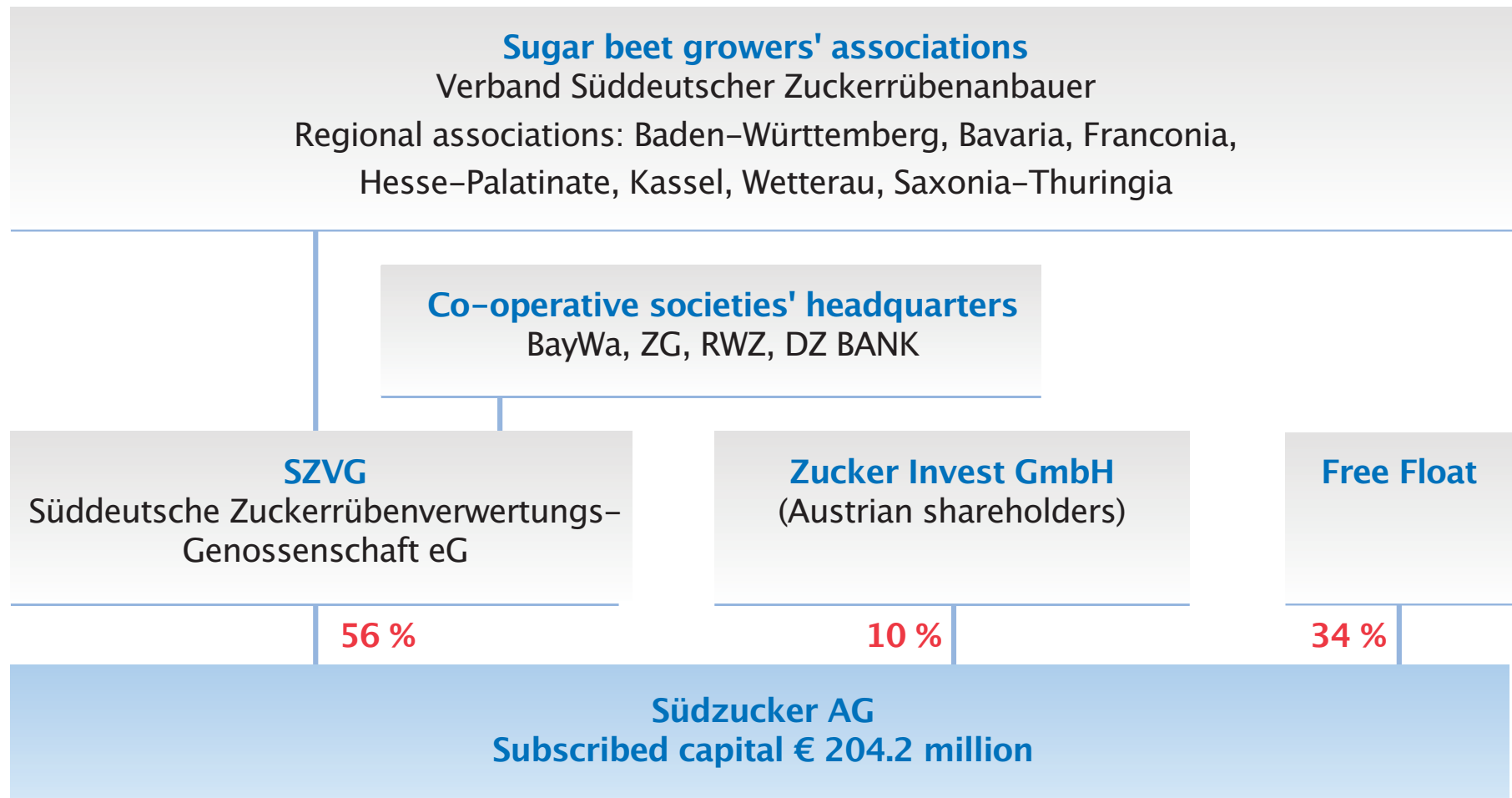
(assuming reinvestment of dividends\* and rights)

Fiscal year end value in € thousands



\* excluding tax credit.

## → 2.4 Shareholder structure



Status at: 29 Feb 2016

→ SUGAR SEGMENT



## → 3.1 Sugar segment: Overview

To the sugar segment belongs:

- Sugar production sites and refineries of
  - Südzucker AG – Germany
  - Südzucker Polska – Poland
  - Südzucker Moldova – Moldova
  - Raffinerie Tirlemontoise – Belgium
  - Saint Louis Sucre – France
  - AGRANA – Austria, Romania, Slovakia, the Czech Republic, Hungary, Bosnia
- ED&F Man
- Agriculture
- Bodengesundheitsdienst
- Animal Feed
- Distributors in Greece, the United Kingdom, Italy and Spain
- Studen Group
- Maxi s.r.l., an Italian marketing joint venture



## → 3.2 Sugar segment: Figures

		2015/16	2014/15
<b>Revenues</b>	€ million	2,855	3,228
EBITDA	€ million	48	133
Depreciation on fixed assets and intangible assets	€ million	-127	-126
<b>Operating result</b>	€ million	<b>-79</b>	<b>7</b>
Result from restructuring/special items	€ million	4	-7
Result from companies consolidated at equity	€ million	32	-5
<b>Result from operations</b>	€ million	<b>-43</b>	<b>-5</b>
EBITDA margin	%	1.7	4.1
Operating margin	%	-2.7	0.2
Investments in fixed assets <sup>1)</sup>	€ million	181	186
Investments in financial assets/acquisitions	€ million	0	0
<b>Total investments</b>	€ million	<b>181</b>	<b>186</b>
Shares in companies consolidated at equity	€ million	275	250
Capital employed	€ million	3,041	3,199
Return on capital employed	%	-2.6	0.2

<sup>1)</sup> Including intangible assets.

## → 3.3 Sugar segment: Campaign 2015

### ■ Group

29 sugar factories all over Europe, 2 refineries

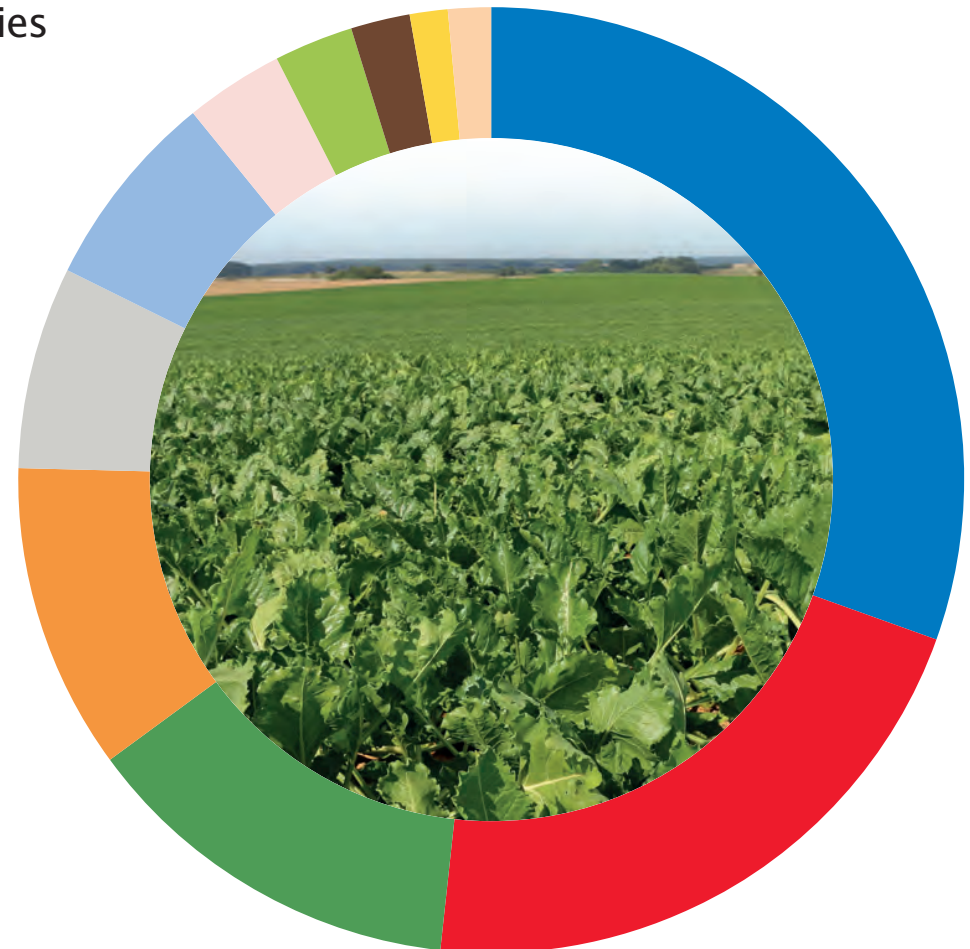
Cultivated area: 350,000 hectares

Beet processing: 23.7 million tonnes

Sugar production: 4.1 million tonnes  
(including raw sugar refining)

### Sugar production by country

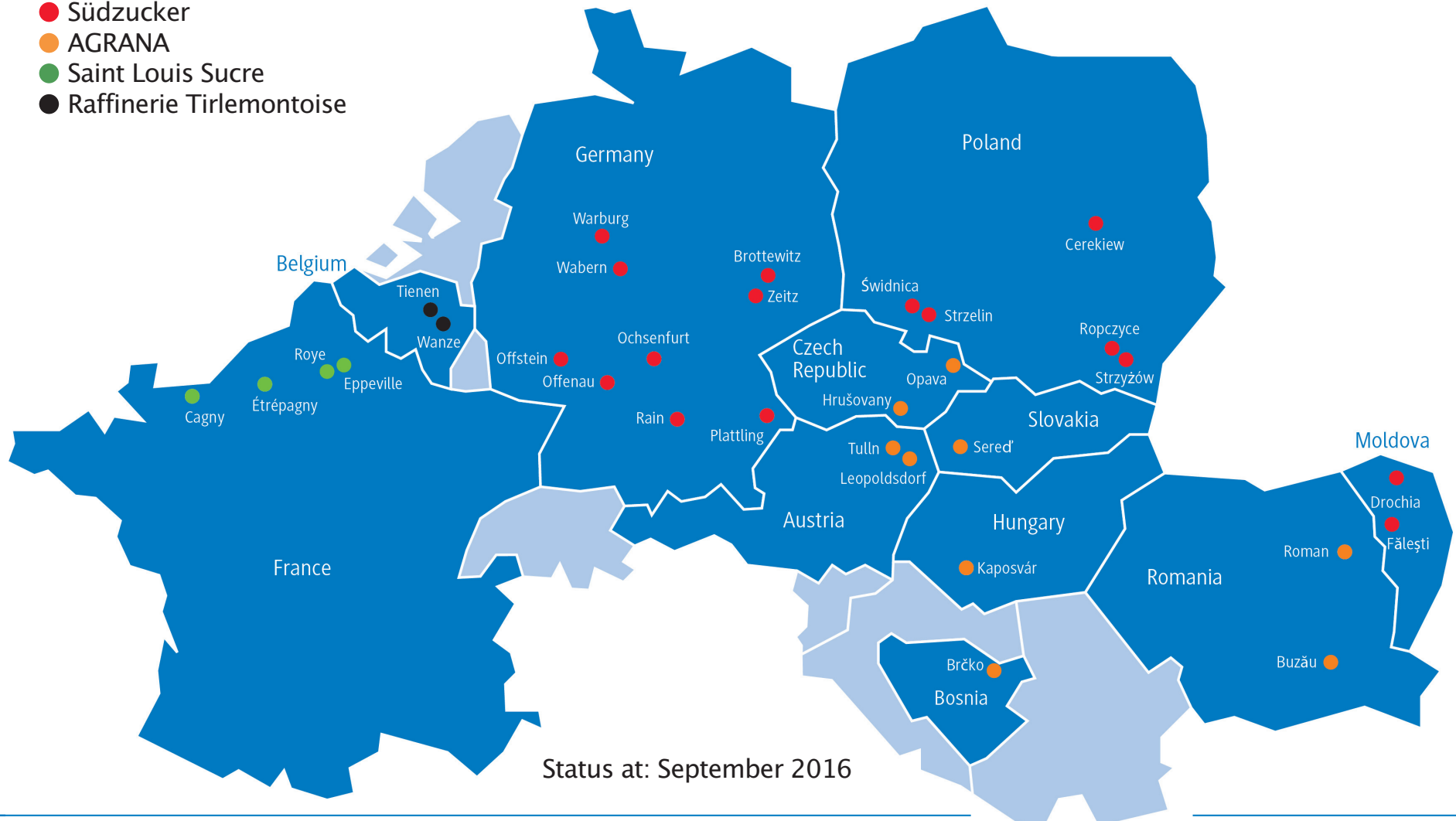
- Germany
- France
- Belgium
- Austria
- Poland
- Romania
- Czech Republic
- Hungary
- Slovakia
- Moldova
- Bosnia





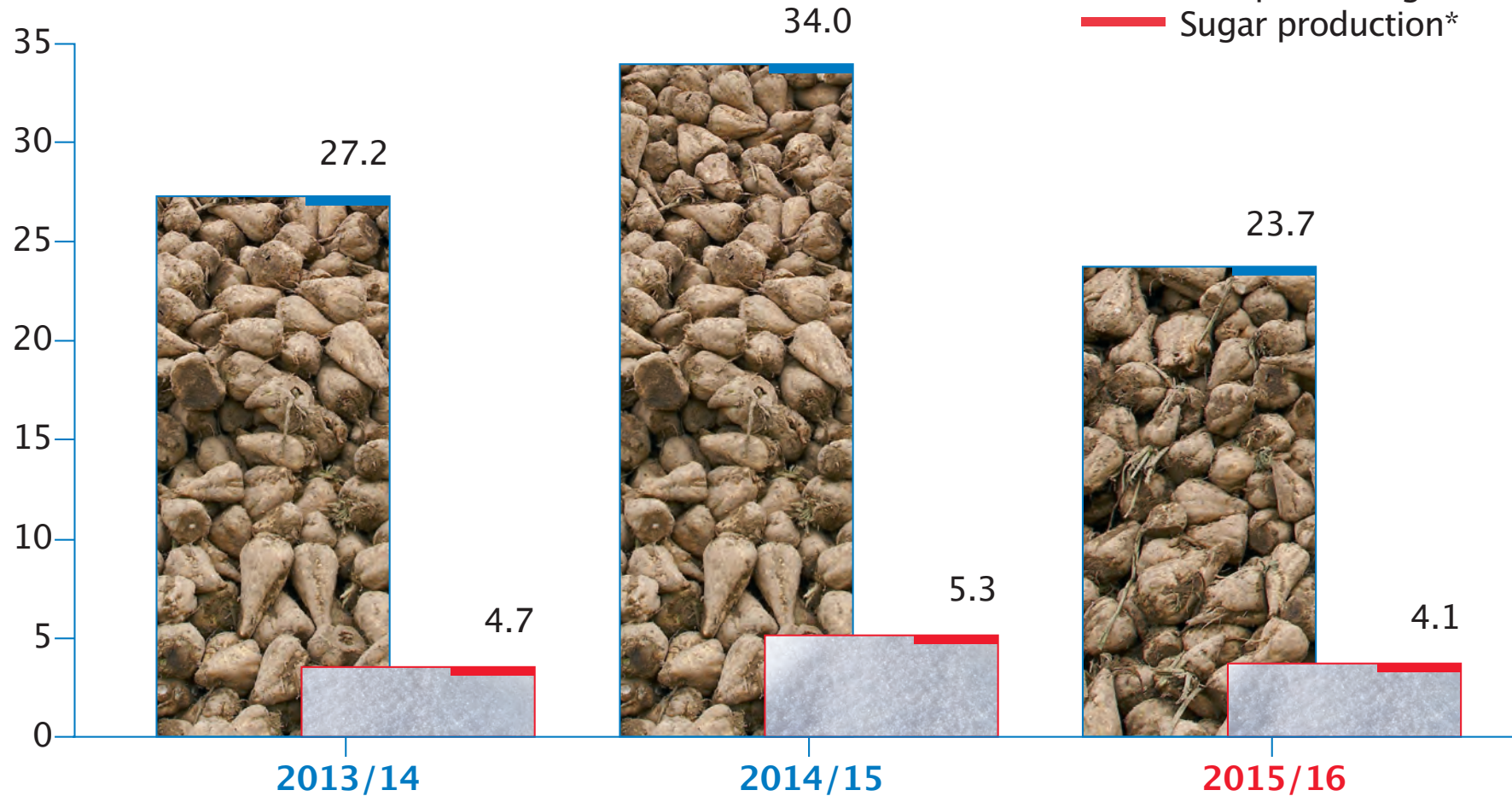
## → 3.4 Sites of the sugar factories/refineries

- Südzucker
- AGRANA
- Saint Louis Sucre
- Raffinerie Tirlemontoise



## → 3.5 Beet processing/sugar production

Million tonnes



\* Group, incl. raw sugar refinery.

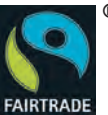
## → 3.6 Südzucker AG

- Founded 1926
- 9 sugar factories in Germany
- Processing capacity of the sugar factories: more than 100,000 tonnes of beet per day
- Products: wide assortment of sugar types for households and for the processing industries



## → 3.6.1 Südzucker: Assortment for households

- Fein Zucker
  - Feinster Zucker
  - Feinster Back Zucker
  - Puder Zucker
  - Puder Zucker Mühle
  - Hagel Zucker
  - Brauner Zucker
  - Würfel Zucker
  - Glücks Zucker
  - Gelier Zucker 1plus1
  - Gelier Zucker 2plus1
  - Gelier Zucker 3plus1
  - Fix & Fruchtig  
Instant-Gelierzucker
  - Einmach Zucker
  - Bio Gelier Rohrzucker  
1plus1
  - Zucker Hut
  - Kandissorten
  - Tee Zucker
  - Frucht Zucker
  - Arometti Fein Zucker  
mit Amaretto-, Vanille-,  
Karamell- oder  
Haselnuss-Geschmack
  - Zucker Sticks
  - Vanillin Zucker
  - Sirup Zucker
  - Bio Zucker (Rübenzucker)
  - Bio Rohrzucker
- Fairtrade:**
- Brauner Rohrzucker
  - Brauner Würfel Rohrzucker
  - Rohrzucker Sticks
  - Weisser Rohrzucker



## → 3.6.2 Südzucker: Assortment for processing industries

### Crystal

- Crystal sugar
- Extra white sugar
- Icing sugar
- Brown sugar
- Farin sugar
- Raw cane sugar
- Organic beet sugar
- Organic cane sugar



### Liquid

- Liquid sugar
- Invert sugar syrup
- Organic invert sugar syrup
- Mixed syrups
- Fructose syrup
- Caramelized sugar syrup



### Specialities

- Fondant
- Organic fondant
- Glazes
- Nibs sugar
- Compri sugar
- Bee feed



## → 3.7 Südzucker Polska

Südzucker Polska produces sugar at five factories in Cerekiew, Ropczyce, Strzelin, Strzyżów and Świdnica. The Cukier Królewski brand is known on the Polish market for 17 years. Its high quality has been recognized with awards from both retail customers and industry specialists.



## → 3.8 Südzucker Moldova

Südzucker Group established a foothold in Moldova in the mid-90s and now operates two sugar factories there.



## → 3.9 Raffinerie Tirlemontoise



Raffinerie Tirlemontoise has been affiliated with Südzucker Group since 1989 and is market leader in Belgium.





## → 3.10 Saint Louis Sucre

SAINT LOUIS SUCRE

Saint Louis Sucre in France has been affiliated with Südzucker Group since 2001. The entity operates four sugar factories and three packaging plants.





## → 3.11 AGRANA

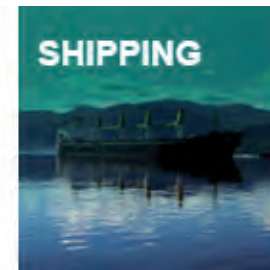
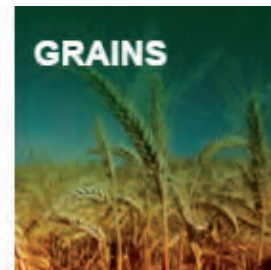
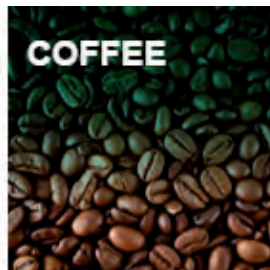
AGRANA Zucker GmbH is the management company of the Austrian sugar division and also serves as a holding company for the subsidiaries in Bosnia, Bulgaria, the Czech Republic, Hungary, Romania and Slovakia.



## → 3.12 ED&F Man Holdings Ltd.

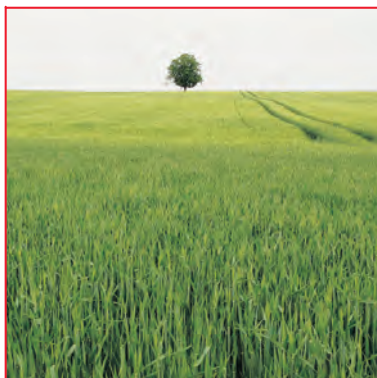
Stake of Südzucker in British commodities trading company ED&F Man:  
25 % minus one share

- About ED&F Man:
  - Founded 1783
  - 4,000 employees in 60 countries
  - Headquarters in London
- Operations:
  - Sugar: Trading as well as participations in production and refining capacities
  - Marketing of coffee and molasses
  - Trading in biofuels, edible oils as well as shipping and financial services



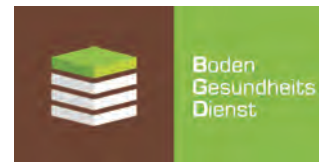
## → 3.13 Agriculture

- Division agriculture
  - Operate farms in Südzucker's territory
  - Carrying out tests and further developing, e. g. cultivation methods, production engineering, soil cultivation on large areas
- Agrar und Umwelt AG Loberaue
  - Zschortauer Agrar GmbH: organic farming
  - Rackwitzer Biogas GmbH: organic gas and organic feed production
  - Zschortauer Futtermittel GmbH: organic mixed feed production
  - Wolteritzer Agrar GmbH: bio-turkey production
  - The closed, strictly controlled production process results in the highest product safety and quality



## → 3.14 Bodengesundheitsdienst, animal feed

- **BGD Bodengesundheitsdienst GmbH**
  - Soil testing
  - Fertilization advice
  - Comparison of plant nutrients
  - Virus and bacteria analyses
  - Animal feed testing
  - Organic fertilizer testing
- **Animal feed**
  - Marketing of by-products of sugar and bioethanol production





→ SPECIAL PRODUCTS SEGMENT



## → 4.1 Special products segment: Overview



- Specialty ingredients for food and feed, non-food and pharmaceuticals
- 5 production sites



- Deep-frozen and chilled pizza, as well as deep-frozen pasta dishes and snacks
- 5 production sites



- Portion pack articles
- 5 production sites in Europe



- Starch and special starch products for use in food and non-food areas as well as bioethanol
- 5 production sites
- Maize starch-, isoglucose- and bioethanol plant Hungrana Kft. (50 % Joint venture)

## → 4.2 Special products segment: Figures

		2015/16	2014/15
<b>Revenues</b>	€ million	<b>1,791</b>	<b>1,724</b>
EBITDA	€ million	246	192
Depreciation on fixed assets and intangible assets	€ million	-75	-72
<b>Operating result</b>	€ million	<b>171</b>	<b>120</b>
Result from restructuring/special items	€ million	-2	-3
Result from companies consolidated at equity	€ million	23	27
<b>Result from operations</b>	€ million	<b>192</b>	<b>144</b>
EBITDA margin	%	13.7	11.2
Operating margin	%	9.5	7.0
Investments in fixed assets <sup>1)</sup>	€ million	131	125
Investments in financial assets/acquisitions	€ million	0	1
<b>Total investments</b>	€ million	<b>131</b>	<b>126</b>
Shares in companies consolidated at equity	€ million	56	81
Capital employed	€ million	1,436	1,377
Return on capital employed	%	11.9	8.7

<sup>1)</sup> Including intangible assets.



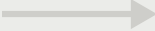





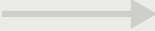
## → 4.3 BENE0 - Connecting nutrition & health

### A contribution to better nutrition for humans and animals

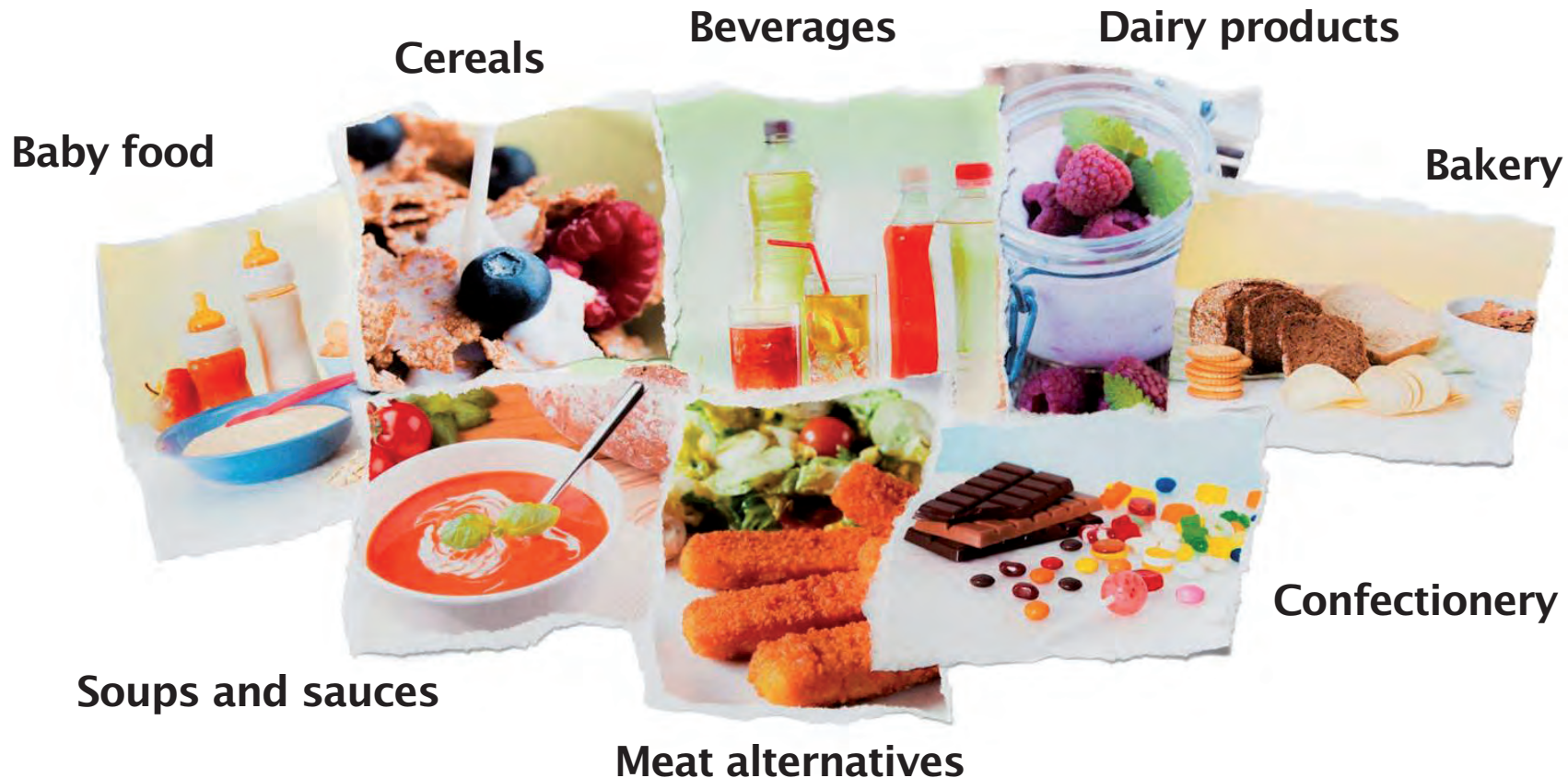
- BENE0 produces and markets specialty ingredients with technological advantages and nutritional benefits.
- Market segments: food, feed
- BENE0 actively supports its customers in the areas nutritional science and application technology to support the successful development of innovative ingredients.
- Subsidiaries in the United States, Asia, South America and Europe for internationally tailor-made customer support
- Strong market position with a coordinated sales team in more than 70 countries
- 5 production sites in Belgium, Chile, Germany and Italy
- About 900 Employees



## → 4.3.1 BENE0: Product portfolio and benefits

<b>Products</b> 	<b>Natural fibres: Inulin and Oligofructose</b>	<b>Functional carbohydrates: Isomalt and Palatinose™</b>	<b>Rice starches, flours, proteins</b>	<b>Gluten</b>
<b>Natural sources</b> 	Chicory root 	Sugar beet 	Rice 	Wheat 
<b>Benefits</b> 	<ul style="list-style-type: none"> <li>■ Digestive health</li> <li>■ Fibre enrichment</li> <li>■ Better calcium absorption</li> <li>■ Weight management</li> <li>■ Fat and sugar replacement</li> <li>■ Improved texture</li> </ul>	<ul style="list-style-type: none"> <li>■ Toothfriendly</li> <li>■ Weight management</li> <li>■ Sugar-/calorie reduction</li> <li>■ Optimized sweetness and improved stability</li> <li>■ Blood sugar management</li> <li>■ Optimized energy</li> </ul>	<ul style="list-style-type: none"> <li>■ Clean label</li> <li>■ Lactose-, gluten-free</li> <li>■ Texture optimization</li> <li>■ Optimized viscosity</li> <li>■ Dairy and meat substitution</li> <li>■ Hypoallergenic</li> </ul>	<ul style="list-style-type: none"> <li>■ Vegetable protein</li> <li>■ Quality improvement</li> <li>■ Texture optimization and stability</li> <li>■ Neutral taste profile</li> </ul>

## → 4.3.2 BENE0: Application focus



- Ingredients for high standards: BENE0 develops tasteful recipes with an optimized nutritional profile.

### → 4.3.3 BENEIO: Science as basis for customer success

- Expert services from R&D as well as regulatory affairs, market and consumer intelligence provide the relevant information and knowledge to facilitate successful product launches of BENEIO's customers.
- Focus in R&D are application technology, nutritional science as well as regulatory know-how with regard to topics that are of central interest for consumers and industry.
- The BENEIO Institute focuses on:
  - Weight management
  - Gut health
  - Dental health
  - Bone health
  - Physical performance
  - Low glycemcic concepts



## → 4.4 Freiburger

- One of the largest manufacturers of frozen and chilled pizza in Europe
  - Market share frozen pizza: 18 %
  - Market share chilled pizza: 14 %
  - Products: Deep-frozen and chilled pizza as well as deep-frozen pasta dishes and snacks
- Production locations: Berlin, Muggensturm, Osterweddingen, Oberhofen/Austria, Westhoughton/Great Britain
- With 15 production lines a daily output of up to 2.5 million boxes
- Target markets: Europe, USA
- Own-brand products for most of the leading food retailers Europe-wide
- Brands: Alberto, al Forno, Stateside, Levi Roots
- Innovations 2015/2016: Development and sales of deep-frozen stuffed crust pizza



## → 4.5 PortionPack Europe

- Printing, packing and distribution of portion packed products
- Product range:
  - Food (sugar portions, toppings, pastries, snacks, sweets, etc.)
  - Non-food (shower gel, shampoo, refreshing towels, etc.)
- European market leader
- Major market: Gastronomy/ large-scale consumer (hotels, catering, restaurants and canteens)
- 7 affiliates in 7 European countries: Austria, Belgium, Czech Republic, Germany, Great Britain, Netherlands and Spain
- Co-operation (minority share) with Collaborative Packing Solutions Ltd (CoSo) based in South Africa



## → 4.6 Starch



- 6 production sites in Germany, Austria, Hungary and Romania
- Raw materials: Potatoes, maize and wheat
- Starch and special starch products for the
  - Food and semi-luxury food industries
  - Baby food industries
  - Paper and paper converting industries
  - Textile industry
  - Construction chemicals industry
  - Pharmaceutical and cosmetic industries
- Important supplier of environmentally friendly bioethanol
- One of the leading suppliers for business to business solutions in the bio-sector
- Provider of products from special maize e.g. wax maize and GMO-free maize
- Next to bioethanol, additional production of isoglucose in Hungary
- New wheat starch plant in Zeitz





→ CROPENERGIES SEGMENT





## → 5.1 CropEnergies segment: Overview

- The CropEnergies Group is one of the leading European producers of bioethanol for the fuel sector
- The CropEnergies Group includes:
  - CropEnergies Bioethanol GmbH, Zeitz, Germany
  - BioWanze SA, Brussels, Belgium
  - Ryssen Alcools SAS, Loon-Plage, France
  - Ensus UK Ltd., Yarm, Great Britain
  - Joint venture CT Biocarbonic, Zeitz, Germany
  - CropEnergies Inc., Houston, USA
- Bioethanol production 2015/16: 0.8 million m<sup>3</sup>
- Bioethanol sales 2015/16: 1.0 million m<sup>3</sup> including 200,000 m<sup>3</sup> trading goods
- 4 production sites in Germany, Belgium, France and Great Britain with an annual production capacity of about 1.2 million m<sup>3</sup> bioethanol
- Branch offices in the USA, Chile and Brazil



## → 5.2 CropEnergies segment: Figures

		2015/16	2014/15
<b>Revenues</b>	€ million	<b>658</b>	<b>764</b>
EBITDA	€ million	122	25
Depreciation on fixed assets and intangible assets	€ million	-35	-36
<b>Operating result</b>	€ million	<b>87</b>	<b>-11</b>
Result from restructuring/special items	€ million	-18	-28
Result from companies consolidated at equity	€ million	0	0
<b>Result from operations</b>	€ million	<b>69</b>	<b>-39</b>
EBITDA margin	%	18.5	3.3
Operating margin	%	13.2	-1.5
Investments in fixed assets <sup>1)</sup>	€ million	17	32
Investments in financial assets/acquisitions	€ million	0	0
<b>Total investments</b>	€ million	<b>17</b>	<b>32</b>
Shares in companies consolidated at equity	€ million	2	2
Capital employed	€ million	490	518
Return on capital employed	%	17.7	-2.2

<sup>1)</sup> Including intangible assets.

## → 5.3 CropEnergies Bioethanol GmbH

- One of Europe's biggest bioethanol plants with an annual capacity of about 400,000 m<sup>3</sup> bioethanol, 60.000 m<sup>3</sup> can be refined to neutral alcohol, more than 300,000 tonnes ProtiGrain<sup>®</sup> (protein animal feed) as well as 100,000 tonnes liquefied CO<sub>2</sub>
- Bioethanol: mainly as additive to petrol in the form of E5 and E10
- High quality neutral alcohol e. g. for beverage, cosmetics and pharmaceutical industries
- ProtiGrain<sup>®</sup>: high protein animal feed distributed all over Europe
- Purification and liquefaction of CO<sub>2</sub> from fermentation, among others for the food sector
- Flexibility in processing raw materials (cereals and sugar syrup)



## → 5.4 BioWanze SA

- Since December 2008 BioWanze operates a plant in Wanze, Belgium producing bioethanol, gluten and ProtiWanze® (liquid protein animal feed)
- Innovative production process: Over 70 % CO<sub>2</sub> will be saved through the use of biomass as primary energy source instead of fossil fuel
- Raw materials: wheat and sugar syrup
- Annual capacity:
  - 300,000 m<sup>3</sup> bioethanol
  - More than 350,000 tonnes ProtiWanze®
  - About 55,000 tonnes gluten



## → 5.5 Ryssen Alcools SAS

- Production site in Loon-Plage, France
- Part of the CropEnergies Group since June 2008
- Annual capacity:
  - Dehydration of 100,000 m<sup>3</sup> bioethanol for fuel applications
  - Rectification of 80,000 m<sup>3</sup> bioethanol for traditional and technical applications
- Ryssen Alcools SAS specializes in flexible customer fulfilment in view of product specifications and delivery quantity.
- Customers: fuel industry, beverage, cosmetic, pharmaceutical and chemical industries



## → 5.6 Ensus UK Ltd.

- One of the largest bioethanol plants in Europe in Wilton, Great Britain
- Since July 2013 member of CropEnergies Group
- Production of bioethanol and high-quality protein animal feed (DDGS)
- Annual capacity:
  - 400,000 m<sup>3</sup> bioethanol
  - 350,000 tonnes DDGS
- Delivers carbondioxide to a liquefaction plant which processes it for use in the food and beverage industry; capacity: 250,000 tonnes liquefied biogenic CO<sub>2</sub>



## → 5.7 CT Biocarbonic

- Joint venture to liquefy the CO<sub>2</sub> generated at the bioethanol facility
  - Partner: SOL Gruppe
  - Largest biogenic CO<sub>2</sub> liquefaction plant in Germany
- CO<sub>2</sub> marketed for use in the beverage industry, in the food industry as a cooling and freezing agent and to produce dry ice used for cleaning
- Production capacity: 100,000 tonnes of liquefied CO<sub>2</sub>/annum
- Startup: end of 2010
- Shares the existing bioethanol plant's infrastructure, such as water/wastewater, energy, CO<sub>2</sub>





→ FRUIT SEGMENT





## → 6.1 Fruit segment: Overview

- Segment with a global reach and 38 production facilities
- Global market leader in fruit preparations (AGRANA Fruit)
- Leading producer of apple juice concentrates in Europe and global leader in the production of berry juice (AUSTRIA JUICE)
- Refining agricultural raw materials to high-value intermediate products for the food industry, above all for the drinks, dairy, pastries and ice cream industry
- Market presence on all five continents



**AUSTRIA  
JUICE**



## → 6.2 Fruit segment: Figures

		2015/16	2014/15
<b>Revenues</b>	€ million	<b>1,083</b>	<b>1,062</b>
EBITDA	€ million	102	103
Depreciation on fixed assets and intangible assets	€ million	-40	-38
<b>Operating result</b>	€ million	<b>62</b>	<b>65</b>
Result from restructuring/special items	€ million	-3	-6
Result from companies consolidated at equity	€ million	0	0
<b>Result from operations</b>	€ million	<b>59</b>	<b>59</b>
EBITDA margin	%	9.4	9.8
Operating margin	%	5.7	6.1
Investments in fixed assets <sup>1)</sup>	€ million	42	43
Investments in financial assets/acquisitions	€ million	0	0
<b>Total investments</b>	€ million	<b>42</b>	<b>43</b>
Shares in companies consolidated at equity	€ million	0	0
Capital employed	€ million	823	782
Return on capital employed	%	7.5	8.4

<sup>1)</sup> Including intangible assets.

## → 6.3 Fruit preparations (AGRANA Fruit)

- Global market leader in fruit preparations
- 24 production sites in Germany, France, Austria, Poland, Russia, Serbia, Turkey, Ukraine; Argentina, Australia, Brazil, China, Egypt, Fiji, Mexico, Morocco, South Africa, South Korea and the USA
- Bundling all business activities into AGRANA Fruit S.A.S., Mitry-Mory, France
- Production plants next door to industrial customers to ensure freshness and high quality
- Center of innovation and product development for fruit preparations at Tulln, Austria
- R&D works closely with customers when designing and producing fruit preparations (especially international corporations in the dairy, ice cream and baked goods industries)



## → 6.4 Fruit juice concentrates (AUSTRIA JUICE)

- Production and marketing of high-value apple juice and berry juice concentrates, direct juices and purees
- 14 production locations in Austria, China, Hungary, Poland, Romania, Ukraine
- Bundling all business activities into AGRANA JUICE GmbH, headquartered in Kröllendorf, Austria



## → 7. Research and development

- Main focus:
  - Development of new products and product variants
  - Application technology in the food and non-food areas
  - Optimization of the production processes
  - Testing new process technologies
  - Support for sales and production activities
- Assignments:
  - Sugar technology and sugar specialities, functional food ingredients (Isomalt, Palatinose™, rice derivatives, inulin and oligofructose, proteins), pharmaceutical additives, starch and starch derivatives, fruit preparations, fruit juice concentrates, bioethanol
- Expenditure for R&D in 2015/16: € 42.2 million
- Nearly 400 employees worldwide



## → 8.1 Sustainability: Our strategy (I)

- Südzucker: strong association with agriculture and thus also with nature, since its founding in the nineteenth century
- Central to our business model: refining agricultural raw materials to produce high-quality products for the food industry, end users and industrial applications
- Processing about 27 million tonnes of agricultural raw materials per year, such as sugar beets, grain, corn, chicory and fruits
- Availability of raw materials necessary at all times if the medium to long-term business foundation of the company is to be sustained
- Principle of sustainability as a traditional, deeply rooted component of corporate strategy



## → 8.1 Sustainability: Our strategy (II)

- Entire value chain, from agricultural raw materials to finished products, guided by sustainability
- Special attention to the following aspects:
  - Complete utilization and/or recycling of the agricultural raw materials processed
  - Steady enhancement of production technologies aimed at continuous improvement with respect to their impact on the environment and energy efficiency
  - Effective quality, environment and energy management
  - Respect the interests of all major Südzucker stakeholders
  - Establish long-term partnerships, e. g. with raw material suppliers and customers



## → 8.2 Sustainability: Our core business activities (I)

### Agricultural raw materials procurement:

- Agricultural raw materials mainly come from European fields
- Environmentally sound farming:
  - Expanded crop rotation
  - Intercropping
  - Legume cultivation
  - Flower strip planting and establishing riparian strips
- Groupwide agricultural research
- Science-based assistance and consultation for all agricultural raw materials
- Promoting biodiversity





## → 8.2 Sustainability: Our core business activities (II)

### Environmental and energy aspects of production:

- Minimizing resource consumption – including energy use – and potential environmental effects
- First class production processes and modern energy management systems, e. g. co-generation systems
- Water is utilized and disposed of at all sites in a sustainable manner:  
E. g. beets consist of about 75 percent water. This water is used both to wash the sugar beets and to extract the sugar from the pellets.
- Raw materials used are almost entirely converted to high-quality products: food and animal feed, raw materials for the fermentation industry and fertilizers
- Minimal waste
- Beets: Reducing soil adhesion



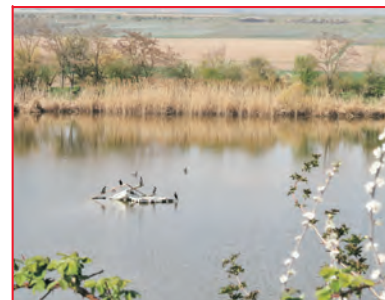
## → 8.2 Sustainability: Our core business activities (III)

### Product responsibility and quality:

- Quality management system provides a structured and effective set of procedures for all production phases

### Social responsibility:

- Ecological sustainability
  - Efficient energy use
  - Reducing emissions
  - Sustainable use of water
  - Minimal waste
  - Efficient logistics associated with procurement and distribution



## → 8.2 Sustainability: Our core business activities (IV)

- Social sustainability
  - Responsible dialogue with politicians and institutions
  - Multifaceted social commitment
  - Participation in the EcoVadis sustainability evaluation system
- Economic sustainability
  - Growth and job-related impact of Südzucker Group's production plants in rural areas: higher than average

### Working conditions and human rights:

- Code of conduct: conducting business ethically, legally and responsibly



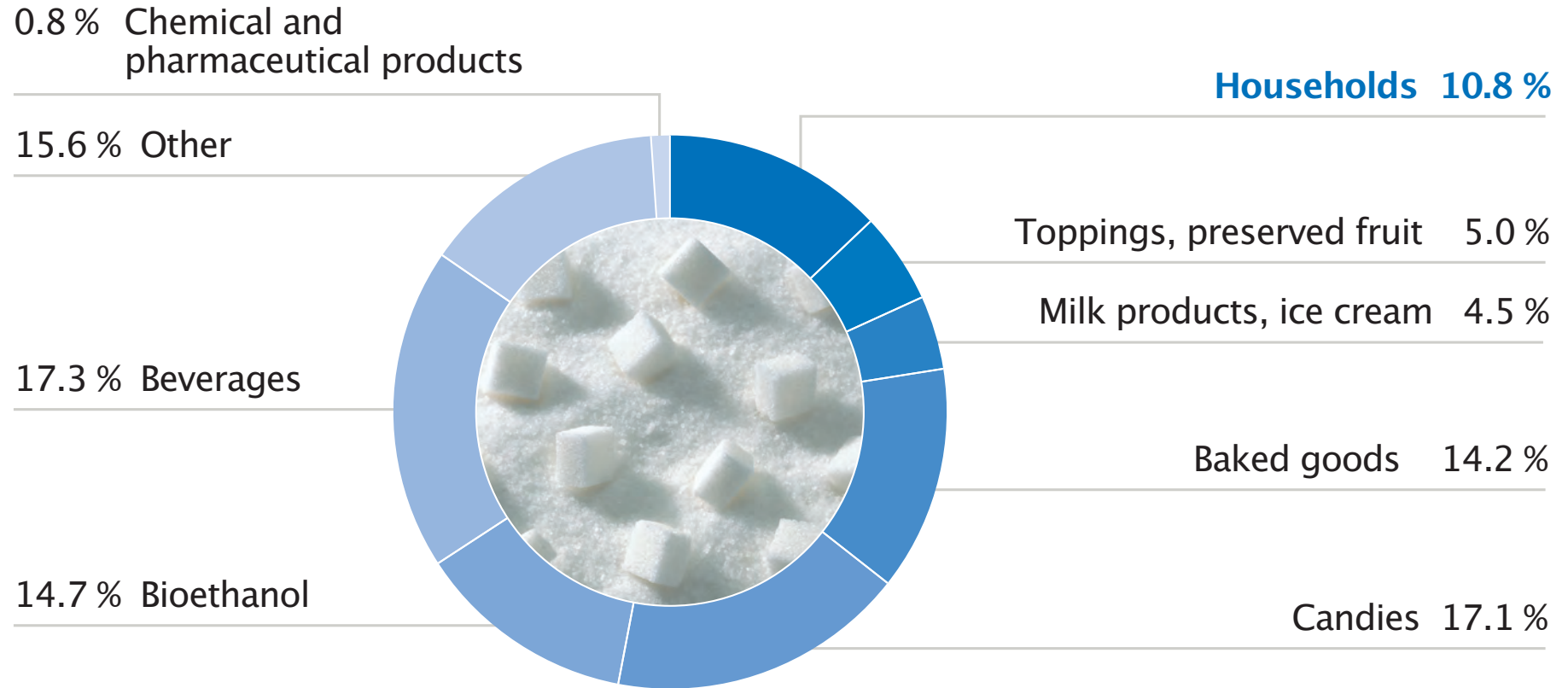
## → 9.1 German sugar market

		2015/16	2014/15
Number of sugar factories		20	20
Number of beet growers		29,508	30,231
Area under beet cultivation	hectares	254,483	339,041
Sugar production	million tonnes	2.94	4.49
Domestic sugar sales	million tonnes	3.05*	2.90**

Source: WVZ. \*2014/15 \*\*2013/14



## → 9.2 German sugar sales



**Processing sugar 89.2 %  
(total)**

Source: BLE, StBA; 2014/15

## → 9.3 EU Sugar Policy: Market framework until / from Oct 2017 (I)

### EU Sugar Policy until 30 September 2017

- Extension sugar and isoglucose quota
- Quota sugar: Minimum beet price
- Contractual duty between industry and farmer
- Temporary EU market options:  
Market withdrawals, conversion of non-quota into quota sugar, import tender
- Exports limited to about 1.4 million tonnes p. a.

### New market framework 1 October 2017

- Elimination of sugar and isoglucose quota
- No minimum beet price
- Contractual duty between industry and farmer
- Temporary EU market options:  
Security net: Private storage, special measures in the event of crises possible
- No export restrictions

### Access to EU markets for non-EU countries remains unchanged

- Import duty 419 €/t (white sugar) resp. 339 €/t (raw sugar) from non-preferential countries
- Existing duty-free preferential agreements with LDCs and ACP countries: without limitations on volumes
- Existing duty-free and duty reduced preferential imports: with limitations on volumes

## → 9.3 EU Sugar Policy: Implications for Südzucker (II)

### Opportunities

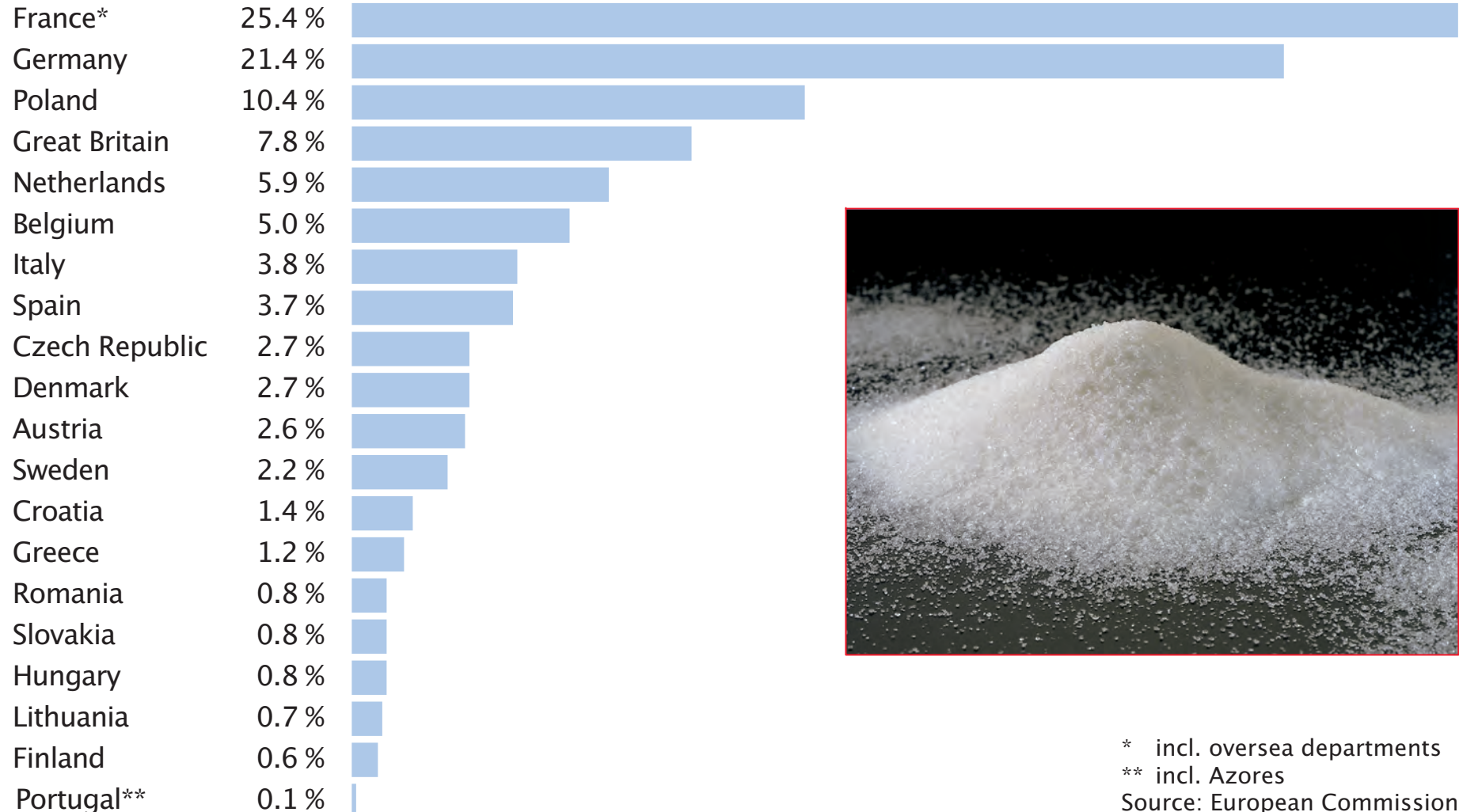
- Südzucker is in good starting position as largest producer of beet sugar with focus on best growing regions
- Only limited effort needed to increase and extend current production level
- Utilization of current European logistic network to optimize sugar distribution and development of new markets outside the EU
- Strengthening and extension of cooperations (e.g. ED&F Man, LDC/ACP producer)
- Investment program to exploit future market potential (e.g. starch)

### Challenges

- Volatility in world market price and volume with stronger influence on EU market
- Stronger competition for beet sugar, isoglucose and import possible
- Sugar production will concentrate at the most efficient beet sites
- Raw material security in increasingly more volatile market environment
- Further EU free trade agreements with third party countries

**Südzucker is well prepared and accepts the challenge**

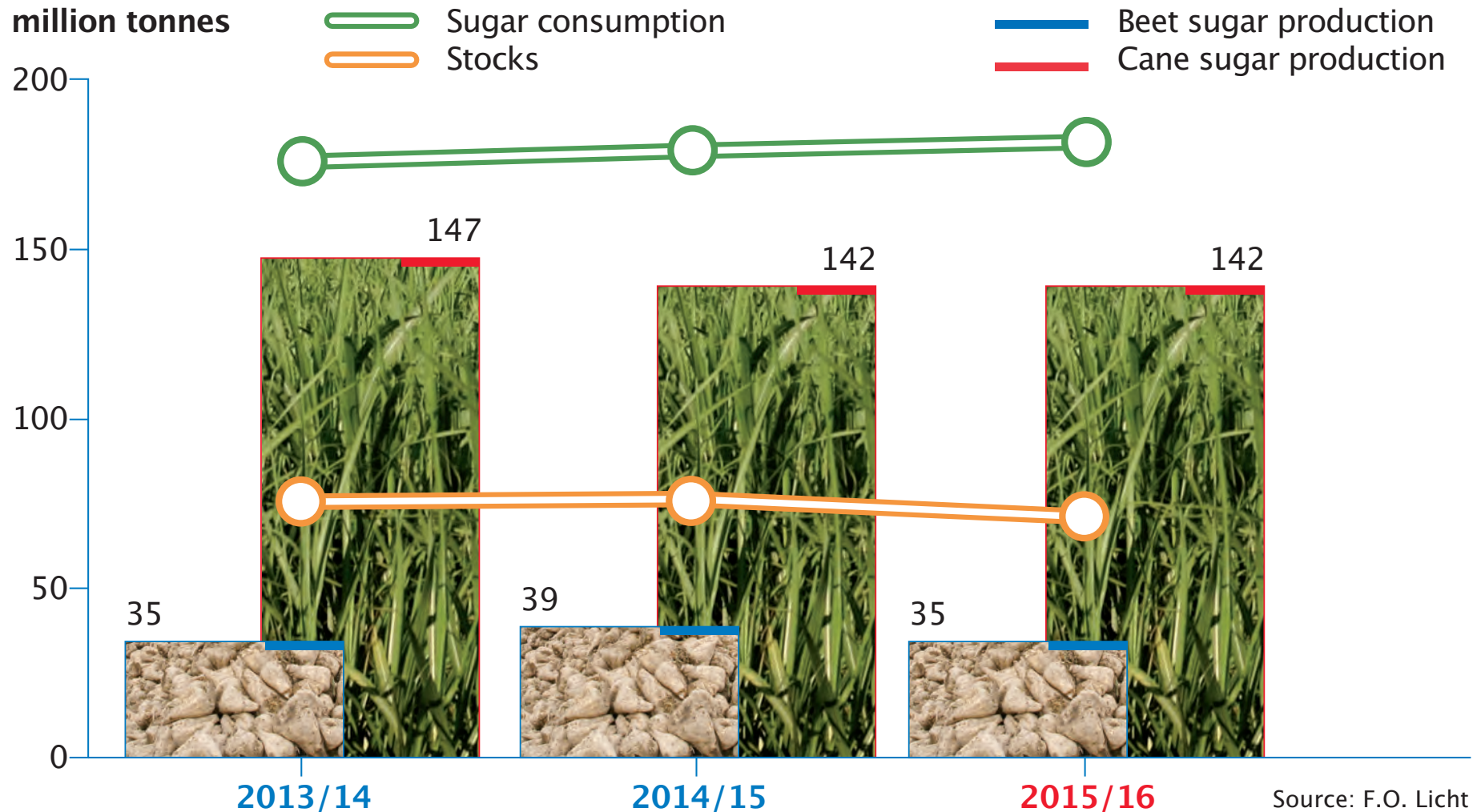
## → 9.4 National quotas in the EU



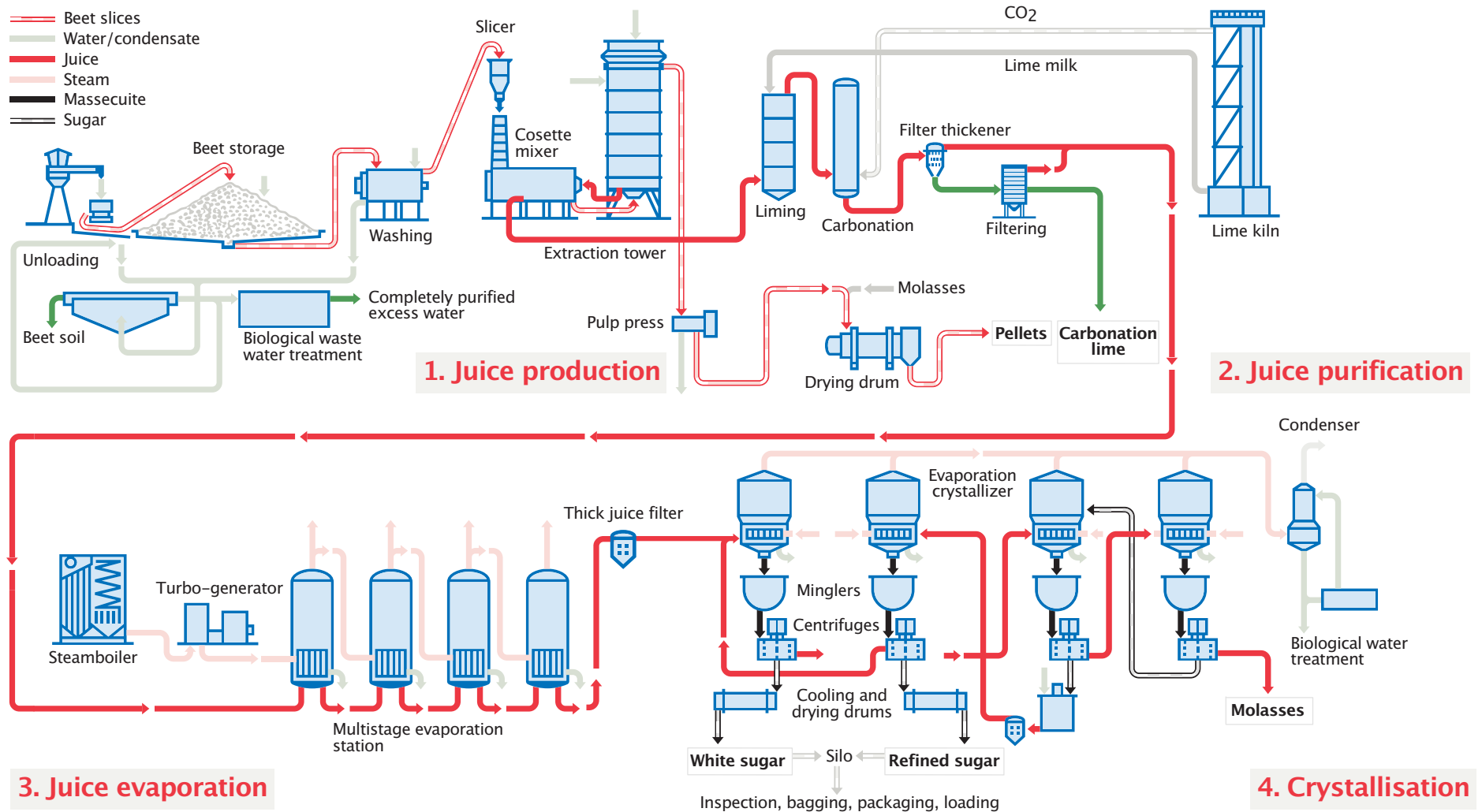
\* incl. overseas departments  
 \*\* incl. Azores  
 Source: European Commission



## → 9.5 Global sugar production and consumption



# → 10. Sugar production diagram



## → Links

### Südzucker Group



[www.suedzucker.de](http://www.suedzucker.de)  
[www.facebook.com/suedzuckerkarriere](https://www.facebook.com/suedzuckerkarriere)  
[www.twitter.com/suedzucker\\_jobs](https://www.twitter.com/suedzucker_jobs)

### Sugar segment



[www.mein-suedzucker.de](http://www.mein-suedzucker.de)  
[www.bienenfutter.eu](http://www.bienenfutter.eu)  
[www.suedzucker.pl](http://www.suedzucker.pl)  
[www.cukier-krolewski.pl](http://www.cukier-krolewski.pl)  
[www.suedzucker.md](http://www.suedzucker.md)  
[www.edfman.com](http://www.edfman.com)  
[www.edfman.de](http://www.edfman.de)



[www.raffinerietirlemontoise.com](http://www.raffinerietirlemontoise.com)  
[www.tiensesuiker.com](http://www.tiensesuiker.com)  
[www.sweet-moments.be](http://www.sweet-moments.be)

SAINT LOUIS SUCRE

[www.saintlouis-sucre.com](http://www.saintlouis-sucre.com)



[www.agrana.com](http://www.agrana.com)  
[www.wiener-zucker.at](http://www.wiener-zucker.at)



[www.bodengesundheitsdienst.de](http://www.bodengesundheitsdienst.de)



[www.bisz.suedzucker.de](http://www.bisz.suedzucker.de)

### Special products segment



[www.beneo.com](http://www.beneo.com)



[www.freiberger.de](http://www.freiberger.de)



[www.portionpackeurope.com](http://www.portionpackeurope.com)



[www.agrana.com](http://www.agrana.com)

### CropEnergies segment



[www.cropenergies.com](http://www.cropenergies.com)  
[www.biowanze.be](http://www.biowanze.be)  
[www.ryssen.com](http://www.ryssen.com)  
[www.ensus.co.uk](http://www.ensus.co.uk)



### Fruit segment



[www.agrana.com](http://www.agrana.com)



### Initiatives



[www.schmecktrichtig.de](http://www.schmecktrichtig.de)

→ The Corporate movie can be ordered by e-mail:  
[public.relations@suedzucker.de](mailto:public.relations@suedzucker.de).