

THE SÜDZUCKER GROUP PROFILE 2020



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1.1 Südzucker Group: Overview

- One of the most leading 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
- About 19,200 employees*
- About € 6.7 billion annual revenues
- More than 100 production locations world-wide
- About 35 million tonnes of agricultural raw materials processed
- Sugar production: 4.5 million tonnes
- Fiscal year: 1 March to 28/29 February
- Member of the German SDAX®
- Formation 1926
- Legal form: stock corporation under German law



*Based on full-time equivalents.


1.2 Südzucker Group: Segment overview

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




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

Sugar segment



BENEO
Freiberger
Starch
PortionPack Europe
–
29 production sites worldwide

Special products segment



Ethanol
–
4 production sites in Belgium, France, Germany and Great Britain

CropEnergies segment



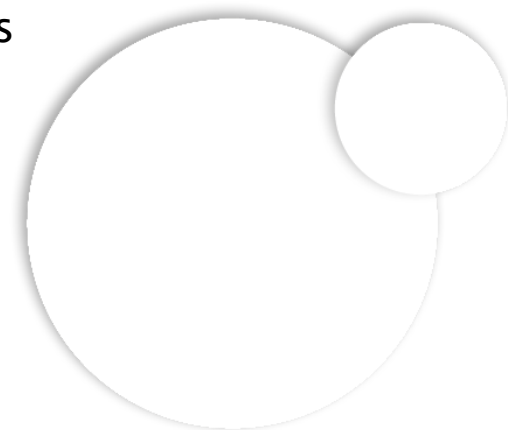
Fruit preparations
Fruit juice concentrates
–
42 production sites worldwide

Fruit segment

*2020/21 campaign

1.3 Company profile

- We are a reliable producer and supplier of high-quality food, animal feed and ethanol, which we produce on a large scale from various agricultural raw materials. We focus on our customers' requirements and supply them with safe and innovative products.
- Our aim is to grow profitably, meet our ecological and social responsibilities and sustainably boost shareholder value.
- Our core competencies comprise our broad-based expertise in the large-scale conversion of different agricultural raw materials into high-quality products, especially into food for industrial customers and end consumers but also animal feed and other products for the food and non-food industries. Our marketing focuses on business-to-business clients.
- A strong ownership structure provides a reliable framework for the company's development.

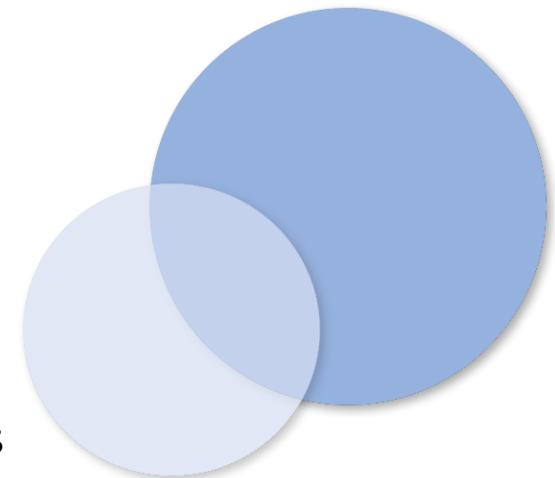


1.4 Corporate strategy (I)

We constantly improve the organizations' processes so that we can continue to meet these objectives in future. All divisions are managed as self-directed entities and among other things, are responsible for revenues and operating result. Our employees are completely integrated into the various organizational change processes and fully support the evolution. At the group level, we will focus even more strongly on sustainability, climate protection and energy use.

- **We focus on megatrends**

Megatrends such as globalization, health and sustainability lead to a rising demand for high-quality food and animal feed. Trends toward using functional food ingredients as well as personal diet preferences and convenience products are also increasing. Global logistics and increased mobility are driving up demand for renewable energies. Südzucker Group's four segments conduct business in sectors that will benefit from these megatrends, both in the medium and long term. We thus continue to align our business segments with these trends.



1.4 Corporate strategy (II)

- **Our customers can count on us as a reliable partner**
We offer our customers the products they are looking for – reliably and safely. We meet changing customer requirements with innovations.
- **We aim to strengthen our market position**
We want to have a leading position and/or expand in our target market sectors. To reach this objective, we depend on both acquisitions and organic growth. We achieve this by investing in capacity expansions. The current cost savings measures in the sugar segment will also strengthen our position over the long term.
- **We have a diversified portfolio**
We maintain reasonable risk exposure by diversifying our product portfolio and spreading it out across diverse geographic regions and markets.
- **We take advantage of synergies**
We want to utilize synergies throughout the entire value added chain by encouraging all of our segments to collaborate. The positive results can be seen especially at the multipurpose sites.



1.4 Corporate strategy (III)

- **We focus on our core competencies**

Our core competencies are the large-scale conversion of agricultural materials and the associated logistics and marketing of our products. We continually develop our expertise in order to fully exploit all product streams and boost value added. We optimize synergies at our multipurpose sites.

- **We have a solid group financing strategy**

Our goal is to strengthen Südzucker Group's sustainable cash flow capacity and maintain strong relationships with shareholders. Our investment-grade rating ensures we have access to international capital markets and banks.

- **We invest strategically and focus on value**

We will further strengthen all of our divisions in order to secure future growth. The main focus is on investments that cut energy consumption and expand capacities. We strive to boost the value added of our products.

1.4 Corporate strategy (IV)

- **We consider sustainability to be a fixed and living component of our corporate strategy**
Corporate management is committed to conducting business sustainably, whereby the key principle is to handle all of our resources carefully. We focus especially on the medium to long-term reduction of greenhouse gas emissions through energy saving initiatives and substitution of energy sources, as well as promotion of biodiversity.
- **We support and foster our employees**
Well educated and motivated employees embody our know-how, our experience and our innovation capacity in production, distribution, sales and marketing and logistics. Our personnel policies are designed to ensure that our employees support the company's strategy and enable them to work successfully amid ever-changing conditions. We provide safe work conditions and a healthy work environment.



1.4 Corporate strategy (V)

- **Our group strategy sets the framework according to which the segments operate**
We have established strategies for our segments and divisions in consideration of the demands of their respective markets. They are based on our corporate objectives and group strategy and are as follows:

Sugar segment

- Focus on European customers
- Strengthen market and competitive position through cost savings in production, logistics and administration
- Market oriented organization
- Optimum utilization of our multipurpose production network and our logistics network to reliably supply customers with high-quality products
- High loading of production capacities through long campaigns
- Maintain our strong relationships with farmers



1.4 Corporate strategy (VI)

Special products segment

BENEO

- Work closely with our customers to take advantage of the rising consumer interest in plant-based ingredients with positive technological functionality and nutritional and physiological characteristics
- Continue to expand our market position on the basis of the existing product portfolio as well as innovative concepts
- Invest in capacity expansions and projects to improve cost and energy efficiency

Freiberger

- Differentiate from competitors: product focus is on quality, sustainability and innovation
- Further strengthen European market position by enhancing customer relationships, innovations and targeted investments
- Take advantage of market growth in the United States and strengthen market position through further investments



1.4 Corporate strategy (VII)

Starch

- Focus on highly refined specialty products
- Expand customer relationships using innovative products and application consulting
- Further strengthen leading position in organic starches and GMO-free starches categories

PortionPack

- Expand market leadership position for portion packs in the European out-of-home consumption sector and seize market opportunities outside Europe
- Innovation leadership: develop new product concepts in the “portion solutions” area
- Further improve cost efficiency across the entire value chain



1.4 Corporate strategy (VIII)

CropEnergies segment

- Seize market opportunities arising from growing efforts to reduce greenhouse gas emissions and the associated increased demand
- Optimize loading, raw material use, cost structure and energy efficiency of production sites
- Expand logistics infrastructure
- Diversify product portfolio
- Strengthen R&D activities, develop solutions for challenges surrounding climate change



1.4 Corporate strategy (IX)

Fruit segment

- Customer and market focused global growth
- Improve factory efficiencies
- Secure and strengthen market position through organic growth as well as acquisitions and acquiring stakes in other companies



Fruit preparations

- Expand presence globally, follow international customers into new markets and grow faster than the market

Fruit juice concentrates

- Boost fruit juice concentrates volumes to the beverage industry and further expand the pure juice, fruit wine, aromas and beverage bases business areas

1.5 Our guiding principles

Südzucker's code of conduct is a key component of Südzucker's image as a trustworthy and reliable partner. It provides a binding basic understanding about the ways and means of internal and external cooperation. The following is a summary of our guidelines.

- We uphold integrity in business transactions.
- We produce high-quality, safe products.
- We treat our environment responsibly.
- We protect our information.
- We communicate fully, correctly and clearly.
- We treat our employees with fairly and respectfully.




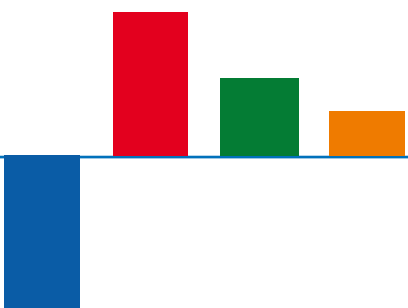
1.6 Südzucker Group: Figures

		2019/20	2018/19
Revenues	€ million	6,671	6,754
EBITDA	€ million	478	353
Depreciation on fixed assets and intangible assets	€ million	-362	-326
Operating result	€ million	116	27
Result from restructuring/special items	€ million	-19	-810
Result from companies consolidated at equity	€ million	-49	22
Result from operations	€ million	48	-761
EBITDA margin	%	7.2	5.2
Operating margin	%	1.7	0.4
Investments in fixed assets ¹⁾	€ million	335	379
Investments in financial assets/acquisitions	€ million	13	15
Total investments	€ million	348	394
Shares in companies consolidated at equity	€ million	313	390
Capital employed	€ million	6,388	6,072
Return on Capital Employed	%	1.8	0.4

¹⁾Including intangible assets.

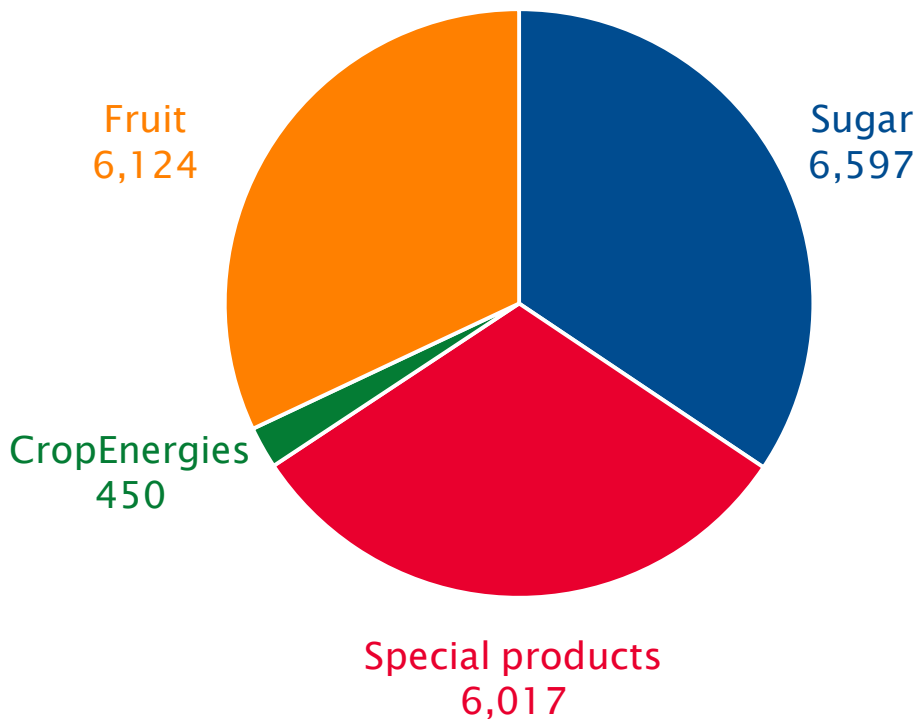
1.7 Südzucker Group: Segment figures

Revenues	%	€ million	2019/20	2018/19
	33,8	Sugar segment	2,258	2,588
	36,1	Special products segment	2,409	2,294
	12,3	CropEnergies segment	819	693
	17,8	Fruit segment	1,185	1,179
		Group		6,671

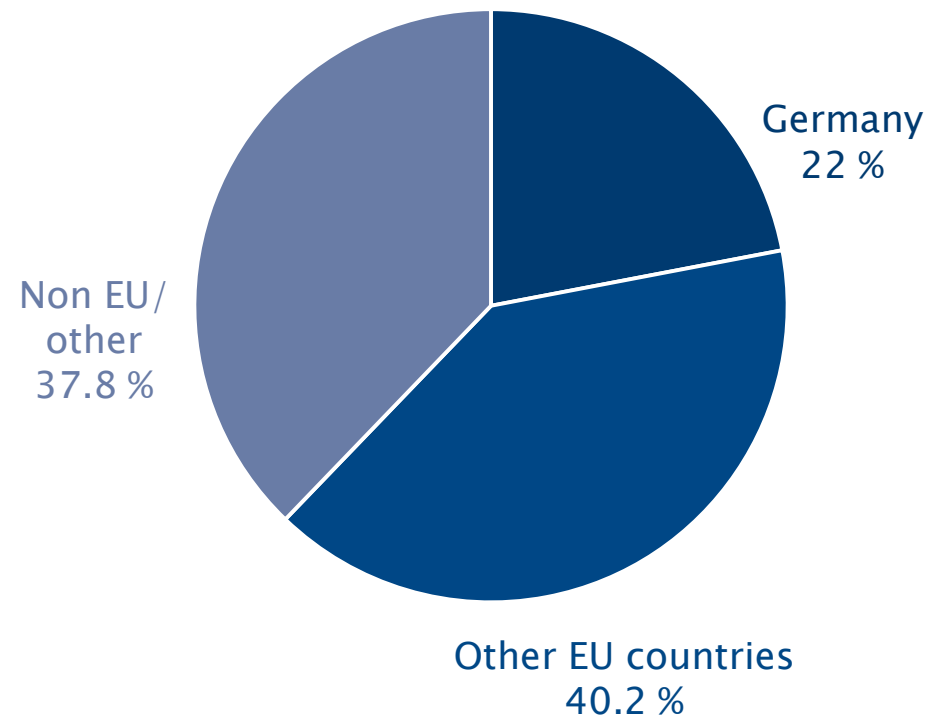
Operating result		€ million	2019/20	2018/19
		Sugar segment	-236	-239
		Special products segment	190	156
		CropEnergies segment	104	33
		Fruit segment	58	77
		Group		116

1.8 Südzucker Group: Employees*

Employees by segments*: 19,188



Employees by region



* Based on full-time equivalents.

1.9 Executive board



Dr. Niels Pörksen
(CEO)

- Sales
- Strategy
- Public Relations
- Compliance
- Organisation/IT
- Audit
- Quality management



Dr. Thomas Kirchberg
(COO)

- Agricultural commodities
- Production
- Human resources
- Research/development
- Convenience Food/ Functional Food
- Farms



Thomas Kölbl
(CFO)

- Finance/accounting
- Controlling
- Investor Relations
- Legal issues
- Taxation
- Procurement of supplies and consumables
- Property/insurance
- Ethanol (CropEnergies)



Johann Marihart
(CEO of AGRANA Beteiligungs-AG)

- Sugar (AGRANA)
- Starch (AGRANA)
- Fruit

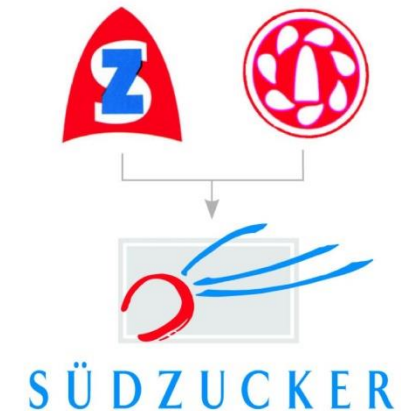
1.10 Supervisory board

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



1.11 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



1.11 More than 175 years of tradition (II)

- 2003 Establishment of fruit division by AGRANA
- 2004 Worldwide expansion of fruit division
- 2005 Start of bioethanol production in Zeitz
- 2006 BENEÓ–Orafti factory in Chile starts production
- 2006 IPO for the Südzucker subsidiary CropEnergies (ethanol) and European–wide expansion of the ethanol division
- 2006 First Joint Venture with a leading apple juice concentrate producer in China
- 2007 Fruit preparations factory in Brazil starts production
- 2007 BENEÓ Group founded: Orafti, Palatinit and Remy functional food activities merged
- 2008 Ethanol plant in Wanze, Belgium with an annual capacity of 300,000 m³ starts production
- 2008 Ethanol plant in Pischelsdorf, Austria with an annual capacity of 240,000 m³ starts production



1.11 More than 175 years of tradition (III)



- 2009 Freiburger takes over the pizza production site in Osterweddingen
- 2010 New pizza factory starts up in Westhoughton, Great Britain
- 2010 CO₂ 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
- 2012 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
- 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

**ED&F
MAN**

**AUSTRIA
JUICE**



SÜDZUCKER




SÜDZUCKER

1.11 More than 175 years of tradition (IV)

- 2015 Completion of renovation and new construction of headquarters in Mannheim
- 2016 Wheat starch factory in Zeitz starts operations
- 2016 Südzucker raises stake in ED&F Man to 35 % minus one share
- 2016 AGRANA acquires Argentinian fruit preparations producer MAIN PROCESS S.A.
- 2017 Freiberger acquires German frozen pizza producer HASA GmbH
- 2017 AGRANA acquires fruit processing plant in India
- 2017 Freiberger acquires U.S. frozen and deli pizza producer Richelieu Foods
- 2018 AGRANA acquires stake in Algerian fruit preparations producer Elafruits SPA
- 2018 Südzucker and DouxMatok announce partnership
- 2018 PortionPack acquires British single portion items producer CustomPack Ltd.
- 2018 AGRANA signs joint venture agreement with US sugar producer The Amalgamated Sugar Company



1.11 More than 175 years of tradition (V)

- 
- 2019 AGRANA opens new fruit preparations plant in Changzhou, China
 - 2019 BENEIO opens production plant for vegetal protein in Wanze, Belgium
 - 2019 AGRANA: ground-breaking ceremony for betaine plant at Tulln, Austria
 - 2019 AGRANA opens second wheat starch plant in Pischelsdorf, Austria



SÜDZUCKER SHARE



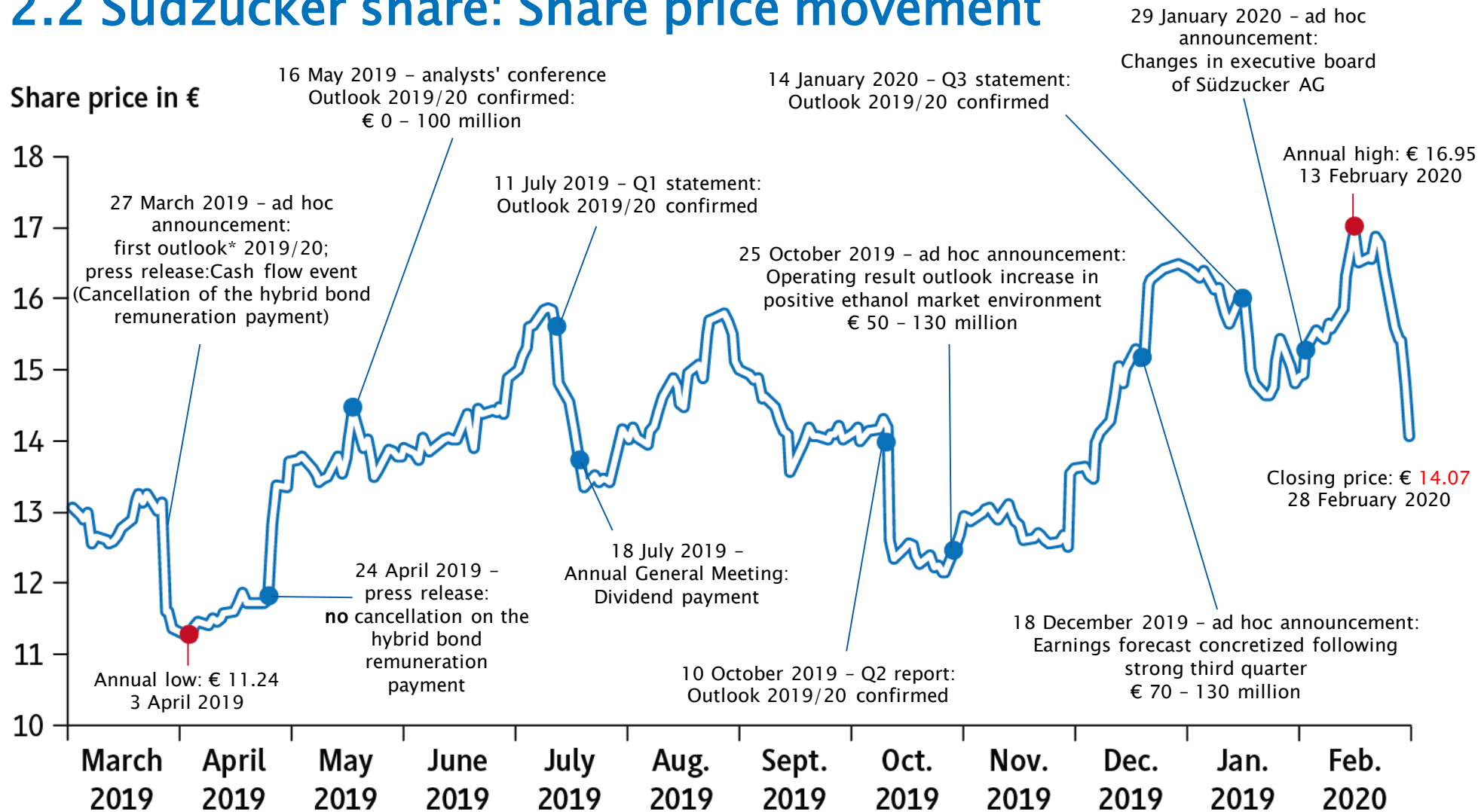
2.1 Südzucker share: Overview

		2019/20	2018/19
Market capitalization ¹⁾	€ million	2,873	2,625
Freefloat – market capitalization ¹⁾	€ million	903	892
Number of shares issued at € 1 ¹⁾	million shares	204.2	204.2
Xetra® closing price ¹⁾	€	14.07	12.86
High of the year (Xetra®)	€	16.95	15.51
Low of the year (Xetra®)	€	11.24	10.99
Average trading volume/day ²⁾	thousand of shares	683	851
Cumulative trading turnover	€ million	2,420	2,832
SDAX® closing rate / previous year: MDAX® ¹⁾	points	11,331	10,805
Performance Südzucker share (1 Mar. to 28 Feb.) ³⁾	%	11.1	-12.9
Performance SDAX® / previous year: MDAX® (1 Mar. to 28 Feb.)	%	4.9	-11.0
Dividend ⁴⁾	€/share	0.20	0.20
Dividend yield	%	1.4	1.6
Earnings per share	€	-0.60	-4.14

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

³⁾ Südzucker total return index, considers share development and dividend distribution. ⁴⁾ 2019/20: Proposal.

2.2 Südzucker share: Share price movement



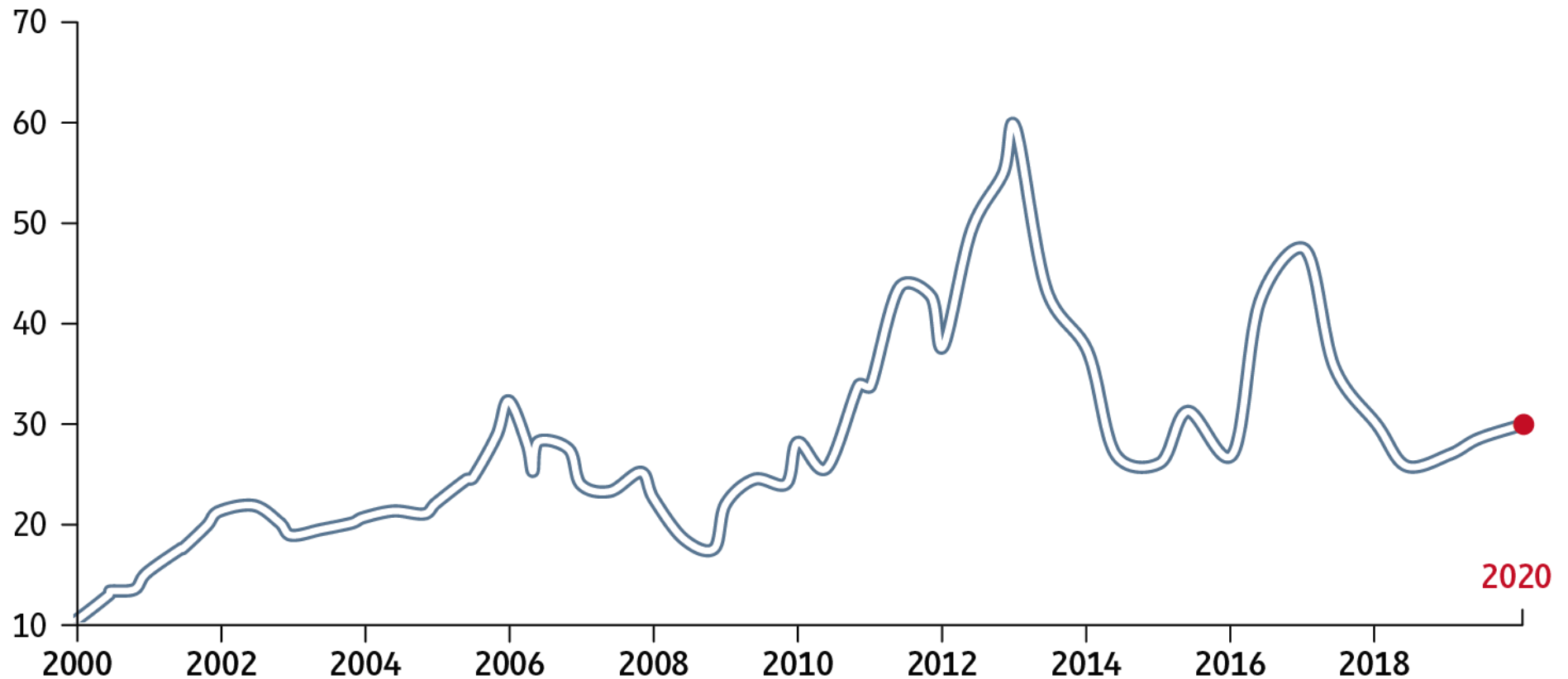
* The outlook relates to the expected consolidated group operating result during the respective fiscal year.

The current share price movement can be found here: <https://www.suedzucker.de/en/investor-relations/share>

2.3 Südzucker share: Long-term performance

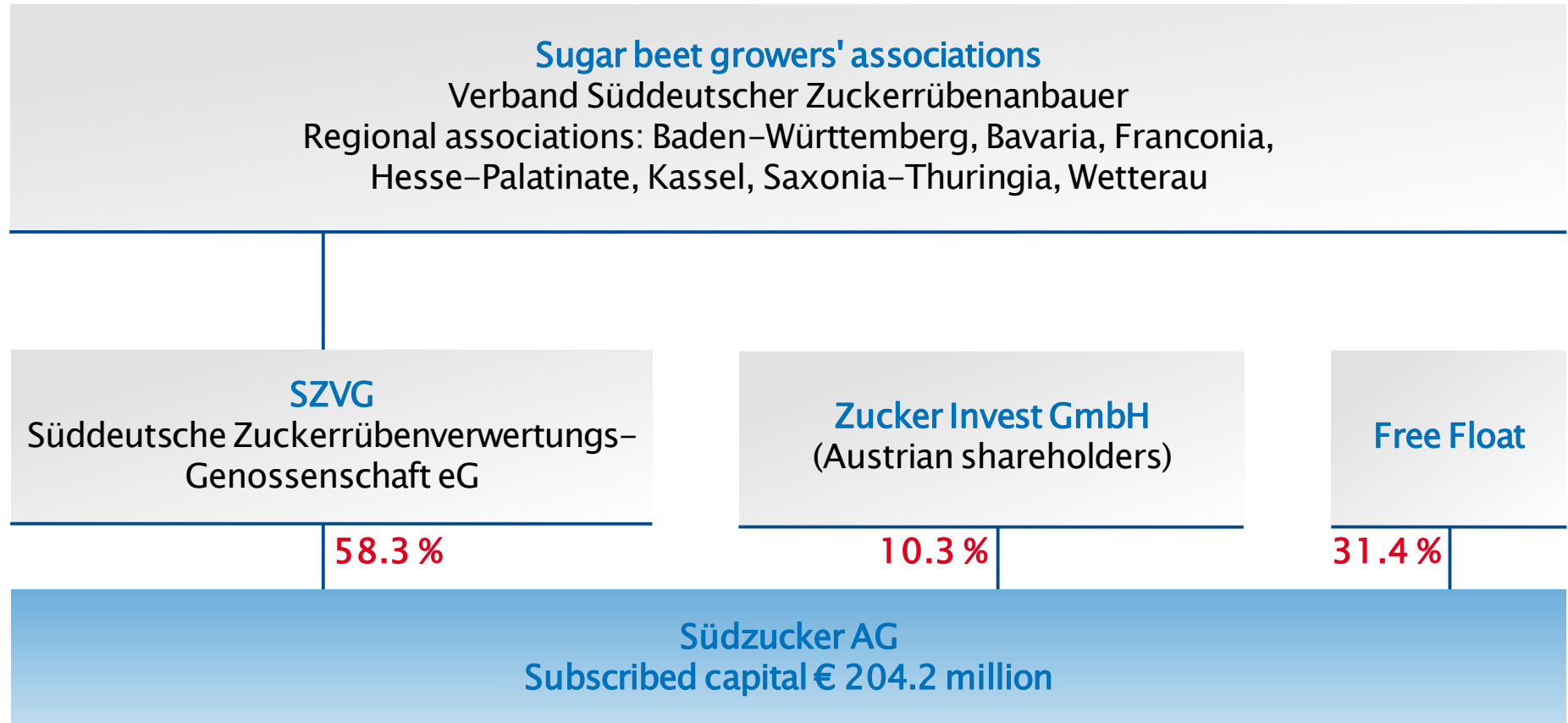
(assuming reinvestment of dividends* and rights)

Fiscal year end value in € thousands



* excluding tax credit.

2.4 Shareholder structure



Status at: 29 February 2020



SUGAR SEGMENT



3.1 Sugar segment: Overview

The sugar segment produces and markets sugar, specialty sugar products and animal feed.

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
- Farming operations in Germany, Poland, Moldova and Chile
- Bodengesundheitsdienst
- Animal feed and other co-products
- Distributors in Greece, the United Kingdom, Israel, Italy and Spain
- Studen Group (including sugar production in Bosnia)
- Maxi S.r.l., an Italian marketing joint venture



3.2 Sugar segment: Figures

		2019/20	2018/19
Revenues	€ million	2,258	2,588
EBITDA	€ million	-75	-102
Depreciation on fixed assets and intangible assets	€ million	-161	-137
Operating result	€ million	-236	-239
Result from restructuring/special items	€ million	-17	-769
Result from companies consolidated at equity	€ million	-66	5
Result from operations	€ million	-319	-1,003
EBITDA margin	%	-3.3	-3.9
Operating margin	%	-10.4	-9.2
Investments in fixed assets ¹⁾	€ million	103	145
Investments in financial assets/acquisitions	€ million	10	2
Total investments	€ million	113	147
Shares in companies consolidated at equity	€ million	252	326
Capital employed	€ million	2,815	2,653
Return on Capital Employed	%	-8.4	-9.0

¹⁾Including intangible assets.

3.3 Sugar segment: Campaign 2019/2020

■ Group

28 sugar factories all over Europe

(Closure of 4 plants in Germany and France at the end of the 2019/20 campaign; temporary production stop 2020/21 in one plant in Moldova)

2 refineries

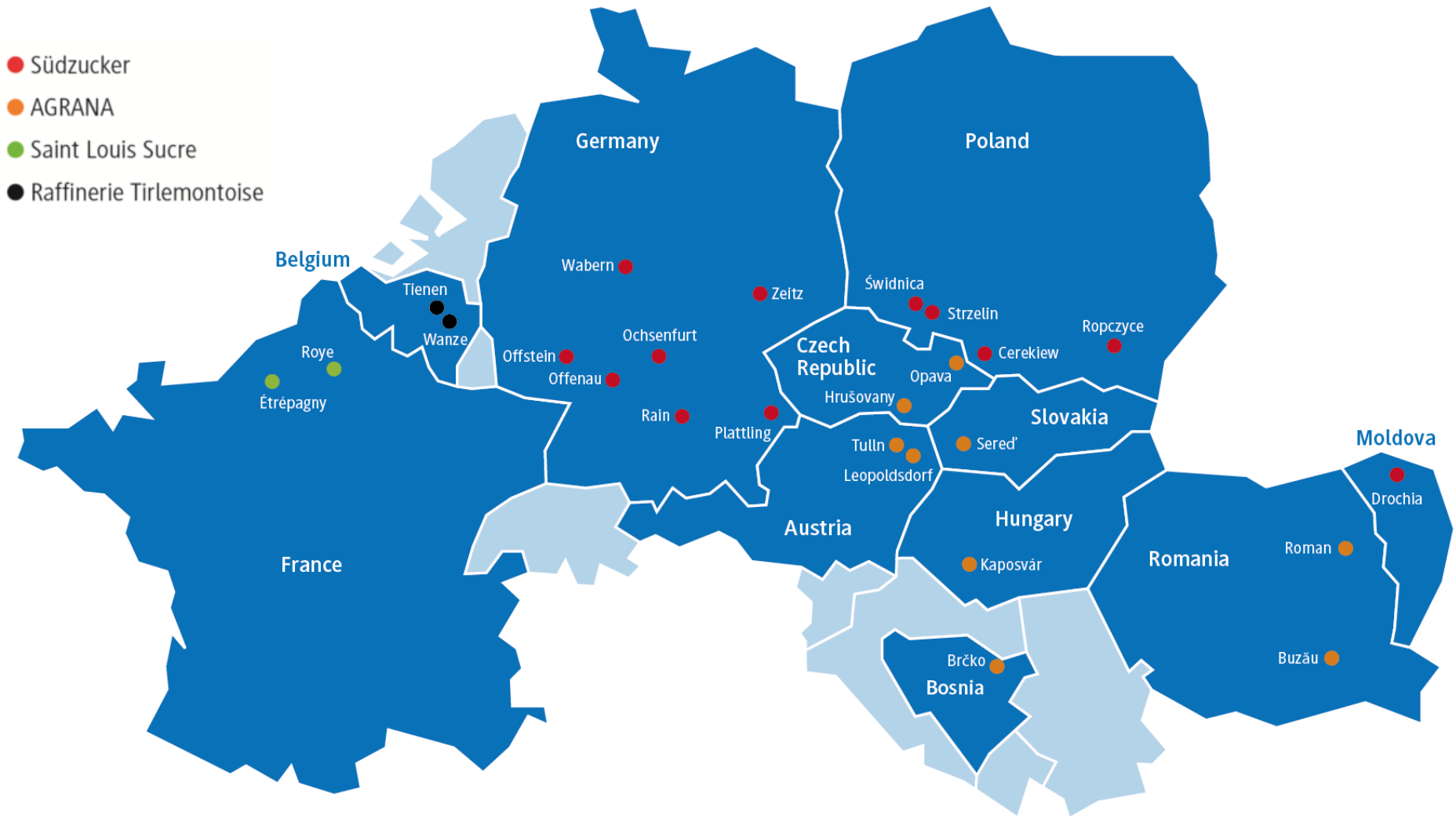
Cultivated area: 391,000 hectares

Beet processing: 28.4 million tonnes

Total sugar production: 4.5 million tonnes (including raw sugar refining)

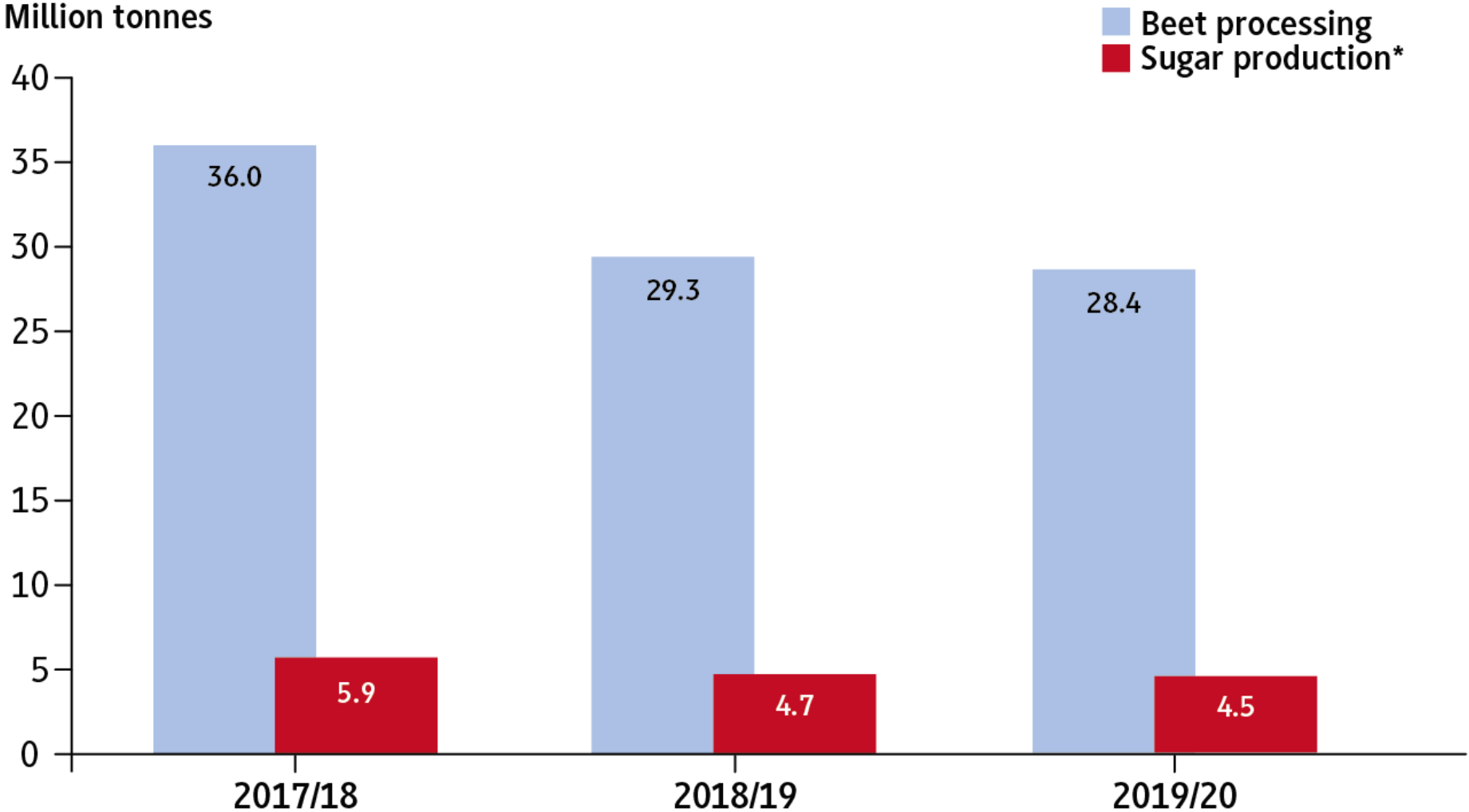


3.4 Sites of the sugar factories/refineries, campaign 2020/21



3.5 Beet processing/sugar production

Million tonnes



* Group, incl. raw sugar refinery.

3.6 Südzucker AG

- Founded 1926
- 7 sugar factories in Germany (*as of campaign 2020/21*)
- 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 1 plus 1
- Gelier Zucker 2 plus 1
- Gelier Zucker 3 plus 1
- Einmach Zucker
- Zucker Hut
- Kandissorten
- 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
- Brown cane sugar
- Organic beet sugar
- Organic cane sugar



Liquid

- Liquid sugar
- Invert sugar syrup
- Glucose 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 four factories in Cerekiew, Ropczyce, Strzelin and Świdnica. The Cukier Królewski brand has been known on the Polish market for 20 years. Its high quality has been recognized with awards from customers and also retail and industry specialists. Cukier Królewski is proud of being the local brand and having a strong connection to the growers who supply their valuable raw material – the beets – to the factories.



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

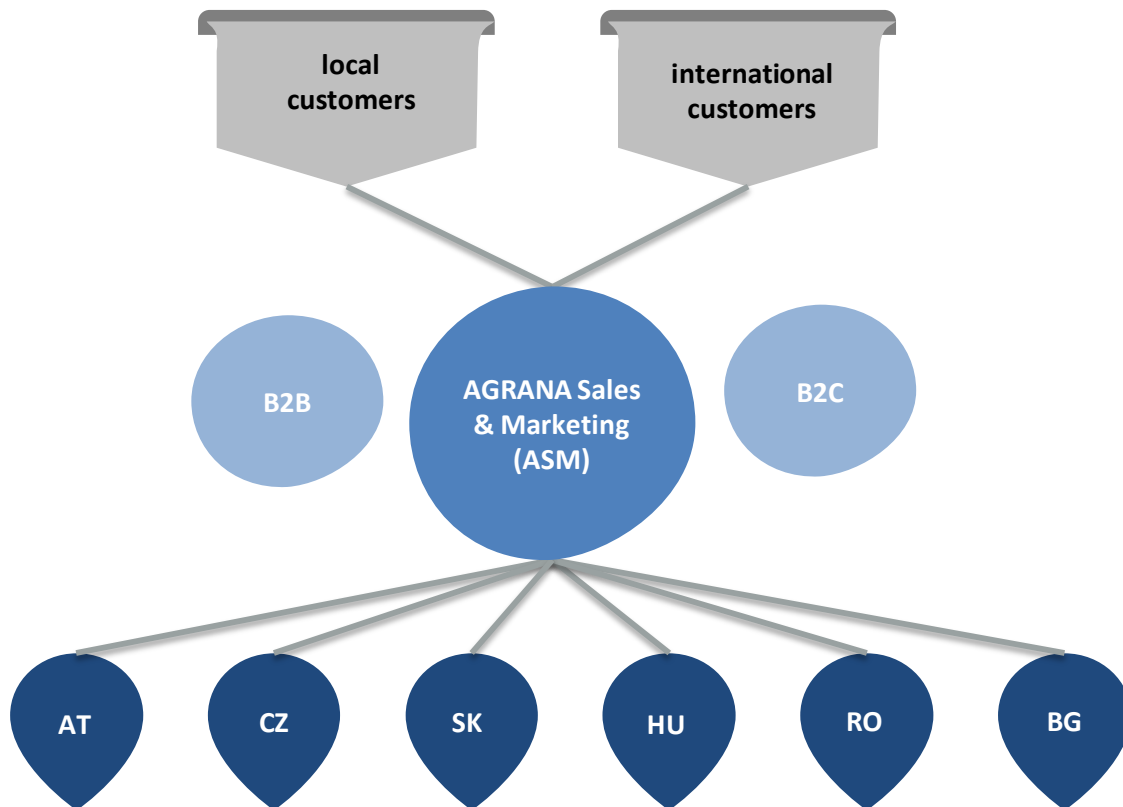
Saint Louis Sucre in France operates two sugar factories, one with a packaging plant, another packaging plant, a pulp dehydration facility, a liquid sugar facility and three storage centers.



3.11 AGRANA



Sugar Division: AGRANA Sales & Marketing GmbH as central sales platform with local implementation and customer support.



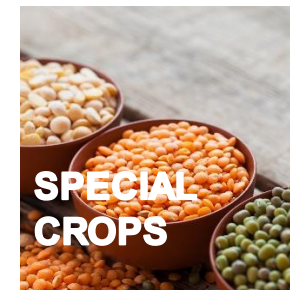
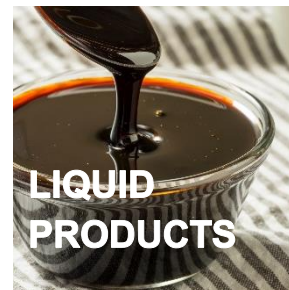
Wide range of products from conventional or organic farming for B2B, B2C (e.g. “Wiener Zucker”, “Koronas Cukor”, ...) and gastronomy.

3.12 ED&F Man Holdings Ltd.

Stake of Südzucker in British commodities trading company ED&F Man: 34.56 %

- About ED&F Man:
 - Founded 1783
 - 7,000 employees in 60 countries
 - Worldwide presence / international orientation

- Operations:
 - Sugar trading and participation in sugar production companies
 - Trade in coffee, liquid animal feed and pulses
 - Financial services

3.13 Farms

Since its founding Südzucker manages its own farming operations in Germany, Poland, Moldova and Chile close to its production sites:

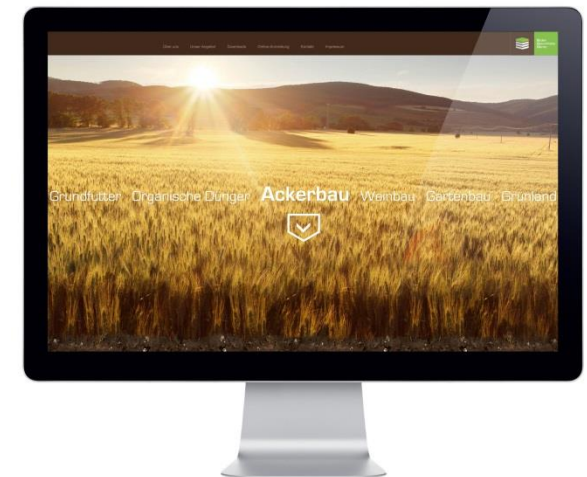
- Cultivation of wheat, sugar beet, maize, chicory, rapeseed, soybean and other
- Partly organic farming of the areas (e.g. organic sugar beets) and organic turkey production
- Steady enhancement of modern farming methods and transfer of knowledge into practice



3.14 Bodengesundheitsdienst, co-products

- **BGD Bodengesundheitsdienst GmbH**
 - Soil testing in compliance with the fertilizer ordinance
 - Fertilization advice
 - Comparison of plant nutrients
 - Virus and bacteria analyses
 - Animal feed testing
 - Organic fertilizer testing

- **Co-products**
 - Marketing of co-products of sugar, starch and ethanol production



SPECIAL PRODUCTS SEGMENT



4.1 Special products segment: Overview



- Specialty ingredients on a natural basis for food, feed and pharmaceuticals
- 5 production sites worldwide



- Deep-frozen and chilled pizza, as well as deep-frozen pasta dishes and snacks; sauces and dressings
- 11 production sites worldwide (6 in Europe, 5 in the USA)



- Starch for use in food and non-food areas as well as ethanol
- 5 production sites and 1 joint venture
- Maize starch, isoglucose and ethanol plant Hungrana Kft. (50 % joint venture)



- Production and distribution of portion packs for out-of-home use
- 8 production sites worldwide

4.2 Special products segment: Figures

		2019/20	2018/19
Revenues	€ million	2,409	2,294
EBITDA	€ million	306	268
Depreciation on fixed assets and intangible assets	€ million	-116	-112
Operating result	€ million	190	156
Result from restructuring/special items	€ million	0	-51
Result from companies consolidated at equity	€ million	17	17
Result from operations	€ million	207	122
EBITDA margin	%	12.7	11.7
Operating margin	%	7.9	6.8
Investments in fixed assets ¹⁾	€ million	150	165
Investments in financial assets/acquisitions	€ million	2	7
Total investments	€ million	152	172
Shares in companies consolidated at equity	€ million	58	62
Capital employed	€ million	2,267	2,133
Return on Capital Employed	%	8.4	7.3

¹⁾Including intangible assets.

4.3 BENE0 – Connecting nutrition & health



A contribution to better nutrition

- Made from raw materials BENE0 produces and markets specialty ingredients with nutritional benefits.
- Main market segments: food, feed
- Additionally BENE0 actively supports its customers in the areas nutritional science and application technology to support the successful development of innovative ingredients.
- Sales offices in the United States, Asia, South America and Europe as well as a coordinated sales team in more than 70 countries for worldwide tailor-made customer support and a strong market position
- 5 production sites in Belgium, Chile, Germany and Italy
- About 1,000 employees



4.3.1 BENE0: Product portfolio and benefits

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

4.3.2 BENE0: Application focus



BENE0 – Ingredients for high standards:

- Tasteful recipes with an optimized nutritional profile
- Applications that go hand in hand with worldwide dietary trends

4.3.3 BENE0: Science as basis for customer success

- With expert services from R&D as well as the areas regulatory affairs and market intelligence BENE0 supports successful product launches and marketing of BENE0's customers.
- Focus in research are the topics nutritional science and application technology that are of central interest for food industry.
- On the basis of the research results BENE0 was able to reach several positive evaluations by the European Food Safety Authority (EFSA).
- The BENE0 Institute focuses on:
 - Weight management
 - Gut health
 - Dental health
 - Bone health
 - Physical performance
 - Controlling blood sugar



4.4 Freiburger



- One of the three largest manufacturers of frozen and chilled pizza worldwide
- Products: deep-frozen and chilled pizza as well as deep-frozen pasta dishes and snacks; sauces and dressings
- Production sites: Berlin, Muggensturm, Osterweddingen, Burg, Oberhofen/Austria, Westhoughton/Great Britain and another 5 in the USA – in Wisconsin, Ohio, Illinois and Iowa
- 19 production lines in Europe and 12 in the USA; daily output of up to 4.2 million products
- Specialist for private labels, supplier of many leading food retailers in Europe and North America
- Further target markets: South Africa, Korea
- Brands: Alberto, al Forno, Stateside
- Innovations 2019/2020: colourful pizza range with vegetable bases in the flavors cauliflower–turmeric, tomato, spinach and beetroot



4.5 Starch



- 6 production sites in Austria, Germany, 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 ethanol, additional production of isoglucose in Hungary
- Since 2016: wheat starch plant in Zeitz



4.6 PortionPack Europe

PortionPack
Europe Group 

- 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)
- 10 affiliates in 8 European countries: Austria, Belgium, Czech Republic, Germany, Great Britain, Netherlands and Spain
- New in the PPE Group since October 2019: CoSo (Collaborative Packing Solutions Ltd.), Johannesburg, South Africa
- New in the PPE Group since February 2020: Portion Solutions Ltd., Telford, Great Britain (formerly CustomPack and Single Source Ltd.)





CROPENERGIES SEGMENT

5.1 CropEnergies segment: Overview

- The CropEnergies Group is the leading European producer of sustainably produced ethanol.
- The CropEnergies Group includes:
 - CropEnergies Bioethanol GmbH, Zeitz, Germany
 - BioWanze SA, Brussels, Belgium
 - Ryssen Alcools SAS, Loon-Plage, France
 - Ensus UK Ltd., Wilton, Great Britain
 - CT Biocarbonic, Zeitz, Germany (joint venture)
- Ethanol production 2019/20: 1.0 million m³
- Production of dried food and animal feed 2019/20: 580 thousand tonnes
- 4 production sites in Belgium, France, Germany and Great Britain with an annual production capacity of about 1.3 million m³ ethanol
- Branch office in Chile



● Plants ● Fuel depots ● Branch offices

5.2 CropEnergies segment: Figures

		2019/20	2018/19
Revenues	€ million	819	693
EBITDA	€ million	146	72
Depreciation on fixed assets and intangible assets	€ million	-42	-39
Operating result	€ million	104	33
Result from restructuring/special items	€ million	0	10
Result from companies consolidated at equity	€ million	0	0
Result from operations	€ million	104	43
EBITDA margin	%	17.8	10.4
Operating margin	%	12.7	4.7
Investments in fixed assets ¹⁾	€ million	30	13
Investments in financial assets/acquisitions	€ million	0	0
Total investments	€ million	30	13
Shares in companies consolidated at equity	€ million	2	2
Capital employed	€ million	450	456
Return on Capital Employed	%	23.1	7.2

¹⁾Including intangible assets.

5.3 CropEnergies Bioethanol GmbH

- One of Europe's biggest ethanol plants with an annual capacity of about 400,000 m³ ethanol, 60,000 m³ can be refined to neutral alcohol, more than 300,000 tonnes ProtiGrain® (protein animal feed) as well as 100,000 tonnes liquefied CO₂
- Renewable ethanol: 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®: high protein animal feed distributed all over Europe
- Purification and liquefaction of CO₂ 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 ethanol, gluten and ProtiWanze® (liquid protein animal feed)
- Innovative production process: on average about 70 % CO₂ 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 m³ ethanol
 - more than 400,000 tonnes ProtiWanze®
 - up to 60,000 tonnes gluten



5.5 Ryssen Alcools SAS

- Production site in Loon-Plage, France
- Part of the CropEnergies Group since June 2008
- Annual capacity:
 - more than 100,000 m³ ethanol for fuel applications
 - up to 90,000 m³ ethanol 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 ethanol plants in Europe in Wilton, Great Britain
- Since July 2013 member of CropEnergies Group
- Production of ethanol and high-quality protein animal feed (DDGS)
- Annual capacity:
 - 400,000 m³ ethanol
 - 350,000 tonnes DDGS
- Delivers carbon dioxide to a liquefaction plant which processes it for use in the food and beverage industry; annual capacity: 250,000 tonnes liquefied biogenic CO₂



5.7 CT Biocarbonic

- Joint venture to liquefy the CO₂ generated at the ethanol facility in Zeitz
 - Partner: SOL Group
 - Largest biogenic CO₂ liquefaction plant in Germany
- CO₂ 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 CO₂/annum
- Startup: end of 2010
- Shares the existing ethanol plant's infrastructure, such as water/wastewater, energy, CO₂





FRUIT SEGMENT





6.1 Fruit segment: Overview

- Segment with a global reach and 42 production facilities
- Global market leader in fruit preparations (AGRANA Fruit)
- Most significant producer of fruit juice concentrates in Europe (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

		2019/20	2018/19
Revenues	€ million	1,185	1,179
EBITDA	€ million	101	115
Depreciation on fixed assets and intangible assets	€ million	-43	-38
Operating result	€ million	58	77
Result from restructuring/special items	€ million	-2	0
Result from companies consolidated at equity	€ million	0	0
Result from operations	€ million	56	77
EBITDA margin	%	8.5	9.8
Operating margin	%	4.9	6.6
Investments in fixed assets ¹⁾	€ million	52	56
Investments in financial assets/acquisitions	€ million	1	6
Total investments	€ million	53	62
Shares in companies consolidated at equity	€ million	0	0
Capital employed	€ million	855	830
Return on Capital Employed	%	6.8	9.3

¹⁾Including intangible assets.

6.3 Fruit preparations (AGRANA Fruit)

- Global market leader in fruit preparations
- 27 production sites worldwide
- 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
- Research center for fruit preparations in Tulln, Austria and 17 “New Product Development Centers” worldwide
- 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, flavours, fruit wine, direct juices, purees and beverage bases
- 15 production locations worldwide
- Bundling all business activities into AUSTRIA JUICE GmbH, headquartered in Kröllendorf, Austria

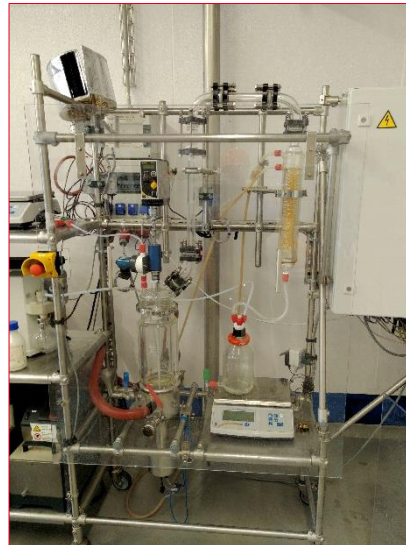


RESEARCH AND DEVELOPMENT



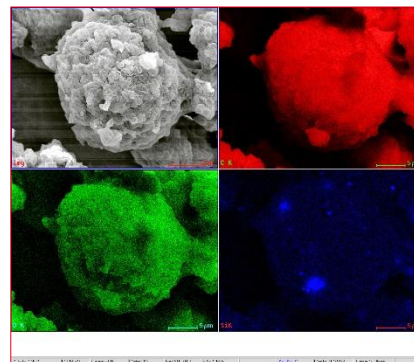
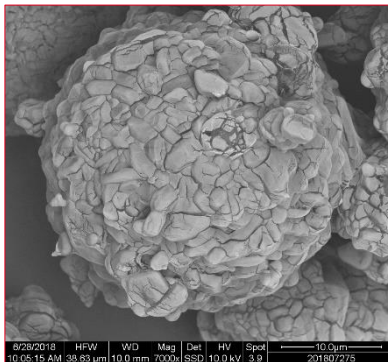
7. Research and development (I)

- 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



7. Research and development (II)

- Assignments:
Sugar technology and sugar specialities, functional food ingredients (Isomalt, Palatinose™, rice derivatives, inulin, oligofructose, proteins), pharmaceutical additives, starch and starch derivatives, fruit preparations, fruit juice concentrates, bioethanol, bio-based chemicals
- Expenditure for R&D in 2019/20: € 46.3 million
- 453 employees worldwide



SUSTAINABILITY



8.1 Sustainability: Rooted in our corporate culture

- Südzucker has a strong association with agriculture and thus also with nature, since its founding in the nineteenth century.
- Refining agricultural raw materials (e.g. sugar beets, grain, maize, chicory, fruits) to produce high-quality products is central to our business model.
- These raw materials must be available at all times if the medium to long-term business foundation of the company is to be sustained.
- The principle of sustainability traditionally is a deeply rooted component of corporate strategy.
- Sustainability is also one of our customers' corporate values and increasingly influences consumers' buying decisions.



8.2 Sustainability: Our strategy

Our business conduct along the entire value chain, from agricultural raw materials to finished products, is guided by sustainability and we take responsibility for our customers, employees, the environment and society.

- Südzucker pays special attention to the following aspects, which apply in all segments:
 - Procure the agricultural raw materials in compliance with high quality and sustainability requirements
 - Use raw materials to the greatest extent possible
 - Continuously enhance production technologies in order to conserve resources
 - Apply effective quality, environmental and energy management systems
 - Respect the interests of all major Südzucker stakeholders
 - Produce a wide range of safe and high-quality products



8.3 Sustainability: Environment (I)

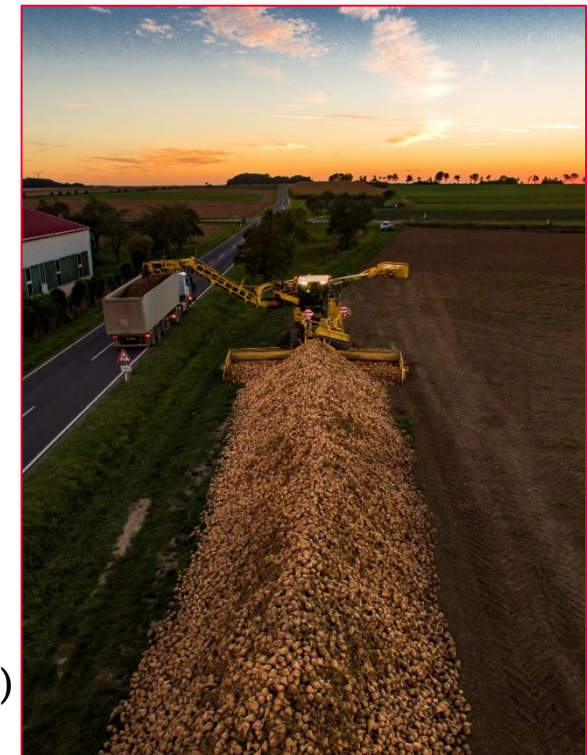
Südzucker Group undertakes to adhere to environmental and energy policies that reduce resource consumption and the environmental impact of the company's business activities and to constantly improve the efficiency of its production processes.

Sustainability in the value chain

- Agricultural raw materials mainly of European origin
- Contract farming
- Member of the Sustainable Agriculture Initiative Platform (SAI)
- More than 300 raw material consultants available to support growers throughout Europe
- Research on Digital Farming

Energy and emissions

- Modern energy technology (e.g. combined heat and power plants)
- Certified energy management systems
- Focus on renewable energies



8.3 Sustainability: Environment (II)

Biodiversity

- Ensure that crop rotation is maintained
- Flowering strips at the edge of sugar beet fields
- Seeds for flowering mixtures as an alternative to catch crops
- Active bird protection

Water

- Required amount of fresh water is reduced to a minimum
- Use of water from raw materials – about 75 % of a processed sugar beet consists of water – for unloading the beets, washing them, transporting them through the factory and extracting the sugar from the cossettes
- Growing areas in optimal climatic regions: more than 95 % of the sugar beet grown for Südzucker is not artificially irrigated



8.3 Sustainability: Environment (III)

Logistics

- Reduce transport-related CO₂ emissions as far as possible by selecting suitable means of transport and continuously optimizing routes
- Use of modern IT systems to optimize routes
- Wide range of different means of transport (e.g. train, ship)

Packaging

- Large part of the products is delivered to our customers without packaging (e.g. loose sugar, pressed pulp, carbolime or ethanol)
- Reduce packaging to the bare essentials
- Use of environmentally friendly materials (recycling)
- Testing and research into various new materials based either on renewable raw materials or recyclates



8.4 Sustainability: Employees and society (I)

Entrepreneurial success and the assumption of social responsibility go hand in hand and represent an important prerequisite for sustainable business. In addition to special consideration for our employees, this includes respect for human rights, the creation of value added in rural areas and consideration for the interests of consumers who consume our products.

Safety at work

- Creating a safe working environment
- Raising the awareness for safe behaviour, use of an occupational health and safety management system
- Measures from prevention to re-integration

Apprenticeship and further training

- Wide range of apprenticeships; dual study program; trainee program
- Lifelong learning: range of training courses and seminars



8.4 Sustainability: Employees and society (II)

Human rights

- For the Südzucker Group as a whole, compliance with human rights in conjunction with appropriate working conditions are a matter of course
- Code of conduct: commitment to conducting our business activities in an ethical, legal and responsible manner
- Application of the regulations of the International Labor Organization; membership in SEDEX

Rural areas

- More than 80 % of the value added at Südzucker locations remains in rural areas
- The business activities of the Südzucker Group create a gross value added of about € 4.5 billion worldwide
- Südzucker provides about 90,000 direct, indirect and induced jobs: This means that many more jobs are supported per direct employee



8.4 Sustainability: Employees and society (III)

Social commitment

- Contribution to many projects and initiatives oriented towards the common good: focus on the promotion of science and teaching, the preservation of the historical heritage of the sugar industry, sports sponsorship and the promotion of local projects of various orientations in the direct vicinity of the production sites
- Dialogue and good relations with neighbors and communities at our production sites
- Dialogue with politicians, institutions and non-governmental organizations
- Support of industry associations through active membership

Sustainable Development Goals

- Contribution to achieve the sustainability goals of the United Nations
- Focus on those SDGs that are significantly influenced by our business model and where we can make a real difference



8.5 Sustainability: Nutrition

The safety and quality of our products is one of the fundamental prerequisites for the success of our company.



We are convinced that sugar, as a valuable, traditional ingredient, can be part of a healthy diet. In addition to traditional sugar products, we also offer interesting alternatives for various food applications. In addition, the promotion of a healthy, active lifestyle is an important concern for us.

Product safety

- Quality management systems based on internationally recognized standards with extensive requirements and standardized assessment procedures, (e.g. IFS Food, BRC Global Standard Food Safety and FSSC 22000)
- specific certificates for individual product groups, such as organic, kosher, halal or no genetic engineering
- HACCP concept
- certificates of internationally recognised feed safety standards such as GMP+International, QS Quality and Safety or FCA

SUGAR MARKET



9.1 German sugar market

		2019/20	2018/19
Number of sugar factories		20	20
Number of beet growers		25,832	26,571
Area under beet cultivation	hectares	372,287	390,285
Sugar production	million tonnes	4.24	4.19
Domestic sugar sales	million tonnes	2.84*	3.04*

Source: WVZ. *2018/19. **2017/18.



9.2 German sugar sales

7.1 % Industry non-food
(ethanol, chemical, pharma etc.)

Households 15.2 %

17.0 % Other
(e.g. spirits)

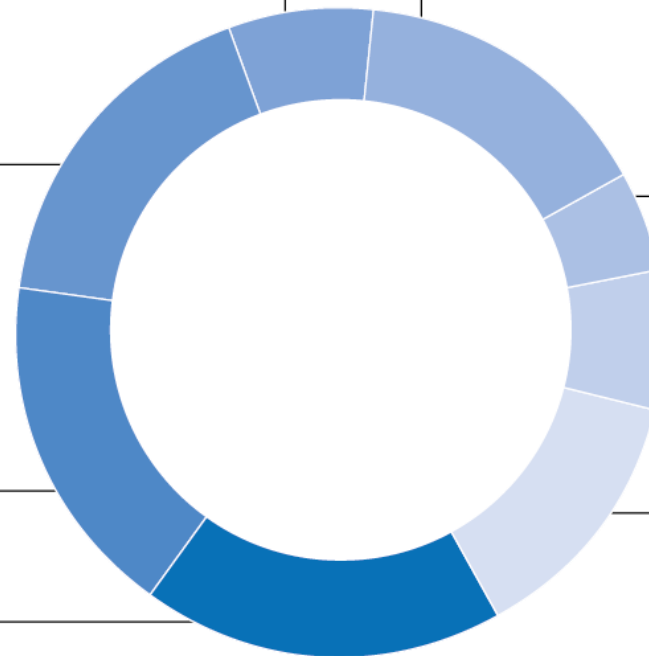
Toppings,
preserved fruit 5.0 %

17.9 % Soft drinks and
fruit juices

Milk products,
ice cream 6.8 %

17.9 % Candies

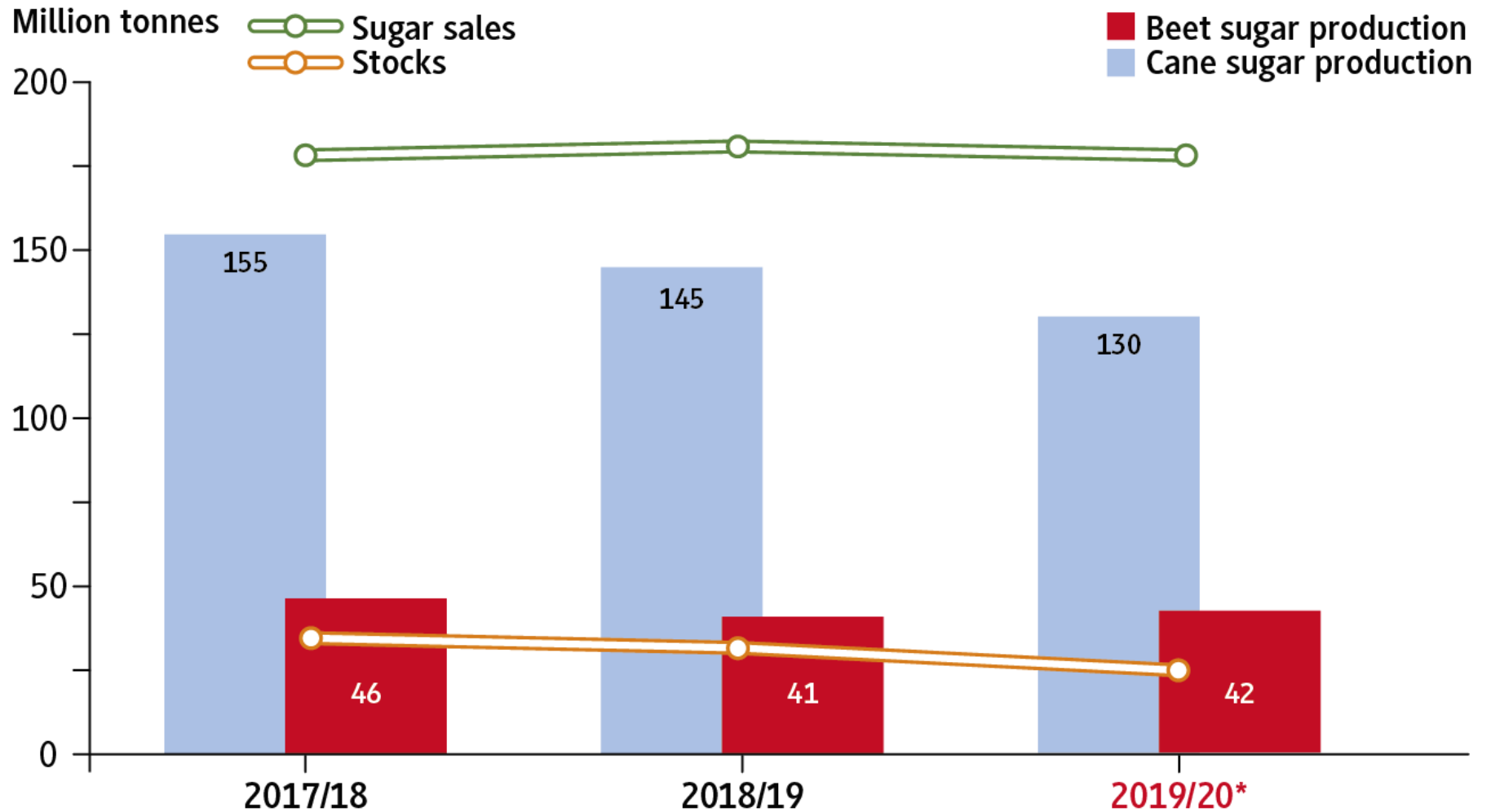
Baked goods 13.1 %



**Processing sugar 84.8 %
(total)**

Source: BLE, Stb; 2017/18

9.3 Global sugar production and sales

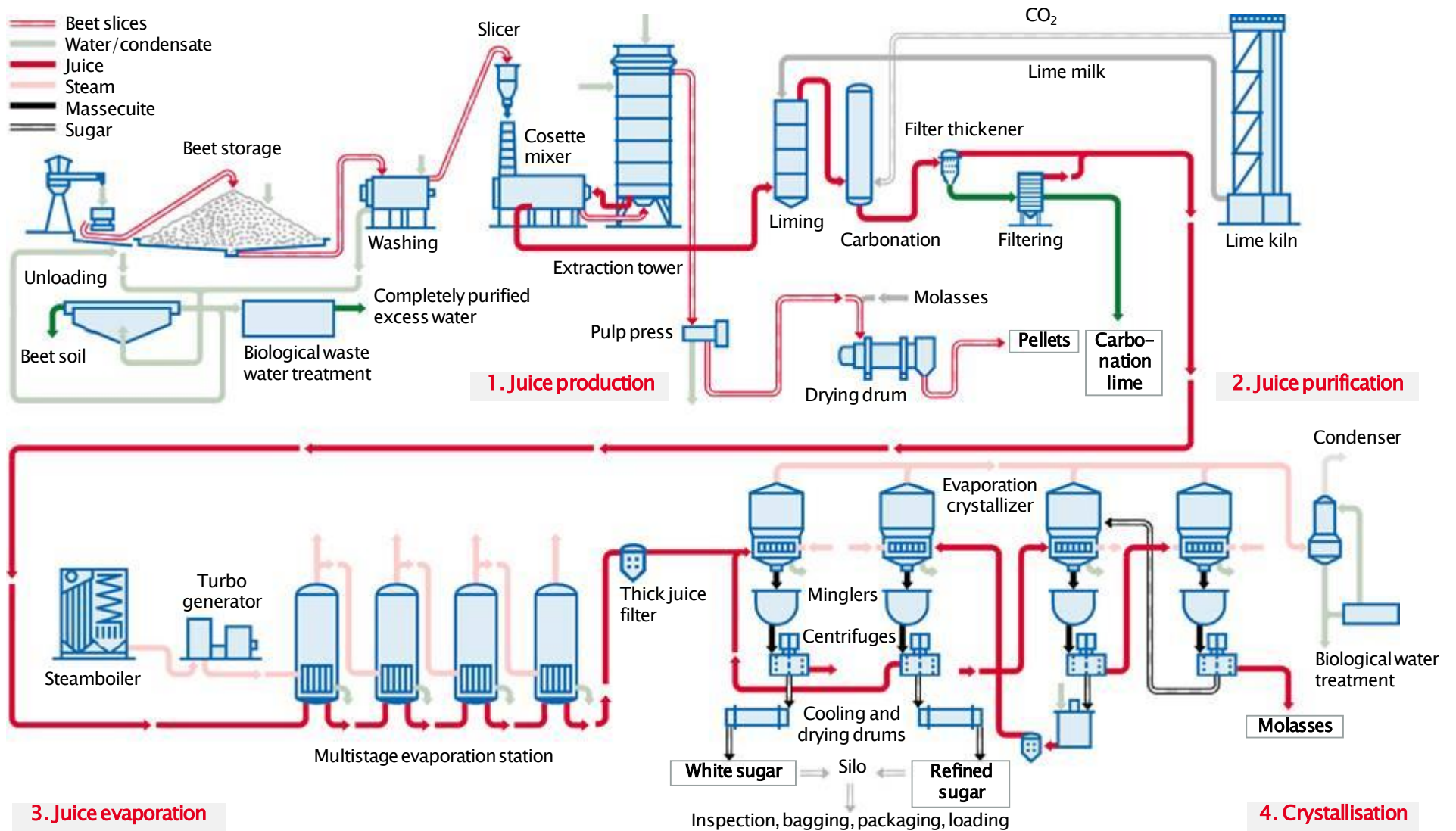


* preliminary. Source: F.O. Licht

SUGAR PRODUCTION



10. Sugar production



Links

Südzucker Group



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www.suedzucker.com
www.facebook.com/suedzuckerkarriere

Sugar segment



www.mein-suedzucker.de
www.bienenfutter.eu
www.suedzucker.pl
www.cukier-krolewski.pl
www.suedzucker.md
www.edfman.com



www.raffinerietirlemontoise.com
www.tiensesuiker.com
www.sweet-moments.be



www.saintlouis-sucre.com



www.agrana.com
www.wiener-zucker.at



www.bodengesundheitsdienst.de



Beratung und Information für den süddeutschen Zuckerrübenanbau

www.bisz.suedzucker.de

Special products segment



www.beneo.com



www.freiberger-pizza.com



www.portionpackeurope.com



www.agrana.com

CropEnergies segment



www.cropenergies.com
www.biowanze.be
www.ryssen.com
www.ensus.co.uk

Fruit segment



www.agrana.com

Initiatives



www.schmecktrichtig.de

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