

# AGRANA AT A GLANCE

Since 1988 AGRANA has been processing agricultural raw materials to produce high quality foodstuffs as well as products for the food processing industry and for technical applications in the three core business areas sugar, starch and fruit.

AGRANA is...

- the leading sugar manufacturer in Central, Eastern and Southeastern Europe.
- a major supplier of customised starch products in Europe.
- the largest producer of bioethanol in Austria.
- the world market leader in the production of fruit preparations.
- the largest producer of fruit juice concentrates in Europe.
- operating 54 production sites in 25 countries around the world as of 28 February 2015.

The 2014|15 financial year, as expected, was defined by numerous challenges. A difficult price situation in the Sugar segment, the Russia-Ukraine conflict and the trend in the prices of crude oil and ethanol were among the key drivers for AGRANA in the year under review. As a result of market prices, Group revenue declined significantly. Especially in the Sugar segment, EBIT also fell sharply. The coming months will continue to be very challenging for Sugar, and in the short term we see at best break-even results in this segment. Our Starch and Fruit segments have proved a strong stabilising influence, with Starch even slightly improving on the prior year and with the small decrease in Fruit profit explained by one-time effects.

- **Sugar segment:** In the 2014|15 FY, revenue fell by a significant 24.1% year-on-year to € 731.1 m. The reasons were a sharp reduction in sales prices and, to a lesser extent, a decrease in quantities sold into the sugar-using industry and

in non-quota sugar. EBIT, at € 9.0 m, was sharply lower than in the prior year. The key negative driver was the drastic decline in sugar sales prices, which could not be made up for by the lower raw material prices paid especially for raw sugar.

- **Starch segment:** Revenue in 2014|15 was € 700.1 m, just 0.9% less than in the previous year. The decrease resulted primarily from lower sales prices for bioethanol, native starches and starch saccharification products. The price effect was almost completely offset by higher volumes. EBIT, at € 54.1 m, was up 0.4% from the prior year. Lower raw material and energy prices and higher sales quantities compensated for the revenue decrease caused by lower sales prices.
- **Fruit segment:** Revenue decreased by 9.4% in the 2014|15 FY, to € 1,062.3 m. The sales volumes of fruit preparations were slightly below the year-earlier level. The revenue reduction of just under one-quarter in the fruit juice concentrate division resulted mainly from steeply lower selling prices of apple juice concentrate. EBIT was € 58.6 m, or 8.2% less than one year earlier. Operating profit in the fruit juice concentrate business was down in absolute terms as a consequence of selling prices, but the margin was held constant. In fruit preparations, operating profit was reduced by a net exceptional items expense of € 6.7 m, mostly for the costs of closing the plant in Kröllendorf/Allhartsberg, Austria, and moving its production to Gleisdorf, Austria.

**Outlook:** AGRANA (as of May 2015) expects Group revenue to remain steady in the 2015|16 financial year. For operating profit (EBIT), the Group is projecting a significant decrease. Total investment in the three business segments in 2015|16, at about € 93 m, will be slightly above the rate of depreciation.

## AGRANA SHARE



As of 28 February 2015

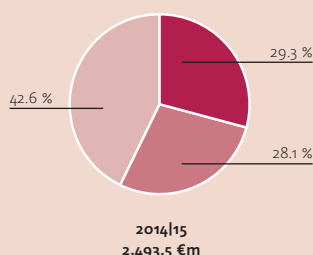
Type of shares:	Ordinary shares
Number of shares:	14,202,040
Share capital:	€ 103.2 million
Market capitalisation:	€ 1,143.4 million
Stock exchange segment, index:	Prime Market
ISIN:	AT0000603709
Reuters code:	AGRVI
Bloomberg code:	AGR AV
Stock exchange abbreviation:	AGR

## COMPANY KEY FIGURES

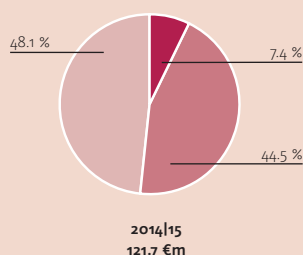
		2014 15	2013 14 <sup>1)</sup>	2012 13	2011 12	2010 11
Revenue	€m	2,493.5	2,841.7	3,065.9	2,577.6	2,165.9
Operating profit [EBIT] <sup>2)</sup>	€m	121.7	166.9	217.9	231.0	128.6
EBIT margin	%	4.9	5.9	7.1	9.0	5.9
Profit before tax	€m	84.6	107.0	156.5	155.7	87.1
Investment <sup>3)</sup>	€m	91.2	130.0	149.8	97.1	55.9
Staff count		8,708	8,505	8,449	7,982	8,243
Earnings per share	€	5.70	7.40	10.52	10.73	5.98
Dividend per share	€	3.60 <sup>4)</sup>	3.60	3.60	3.60	2.40
Equity ratio	%	49.6	49.8	47.0	45.4	48.4
Gearing ratio <sup>5)</sup>	%	27.7	32.5	39.9	43.7	39.7

1) The prior-year data have been restated under IAS 8. 2) Operating profit (EBIT) is after exceptional items and results of equity-accounted joint ventures. 3) Investment represents purchases of property, plant and equipment and intangible assets, excluding goodwill. 4) Based on the dividend proposal to the Annual General Meeting on 3 July 2015. 5) Ratio of net debt to total equity.

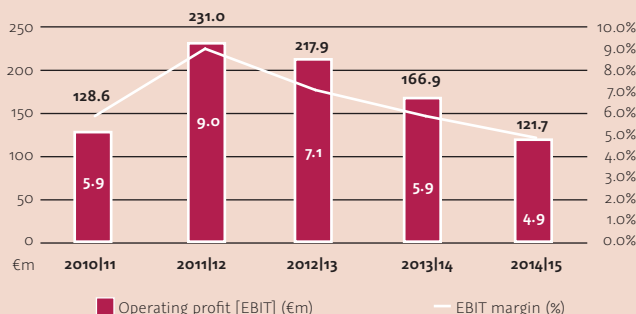
### Revenue by segment



### EBIT by segment



### Evolution of EBIT and EBIT margin



The forward-looking statements in this fact sheet refer to future events. Such projections and forecasts are subject to specific risks that cannot be predicted and that cannot be influenced by the issuer. Therefore the issuer cannot guarantee the accuracy of economic projections and forecasts or their effect on the economic situation or the market of the issuer's shares. The statements relating to the past are no guarantee of future profit developments. This fact sheet does not constitute an offer to purchase shares.

