

SÜDZUCKER POLSKA S.A.

2020/21



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Südzucker Group



OPERATIONS

» BASIC FACTS

- » **One of the leaders** in the food industry
- » **Operations (segments):** sugar, special products, CropEnergies and fruit
- » More than **100 production plants** worldwide
- » **35–40 m t** of agricultural raw materials used
- » Marketing year from **1 March to 28/29 February**
- » Annual turnover of **EUR 6.7–7.0 bn**
- » Legal form: **joint-stock company**
- » Approximately **19,200** employees
- » Established in 1926
- » Included in the **SDAX®**



OPERATIONS 2020/21

» SEGMENT OVERVIEW

Sugar Segment

- 23 sugar factories and 2 refineries across Europe



Special Products Segmen

- BENE0
- Freiburger
- PortionPack Europe
- Starch
- 29 production sites worldwide



CropEnergies Segment

- Bioetanol
- 4 production sites in Europe



Fruit Segment

- Fruit preserves
- Fruit juice concentrates
- 42 production sites worldwide



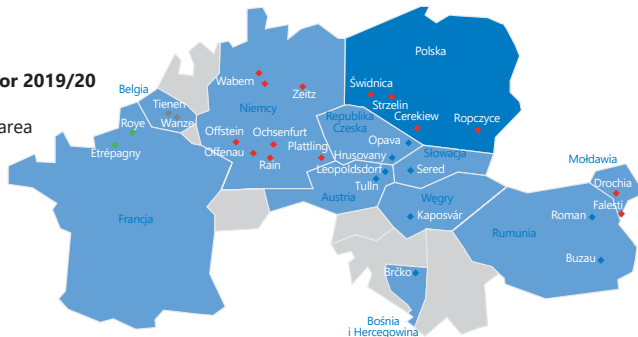
- » We are a reliable producer and supplier of high quality food, animal feed and ethanol, which we produce on a large scale from various agricultural raw materials. We focus on our customers' requirements and supply them with safe and innovative products.
- » Our aim is to grow profitability, meet our 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.

SUGAR SEGMENT

» OVERVIEW

Overall campaign figures for 2019/20

- » 28 sugar factories
- » 391,000 ha of cultivation area
- » 28.4 m t beet processed
- » 4.3 m t sugar produced



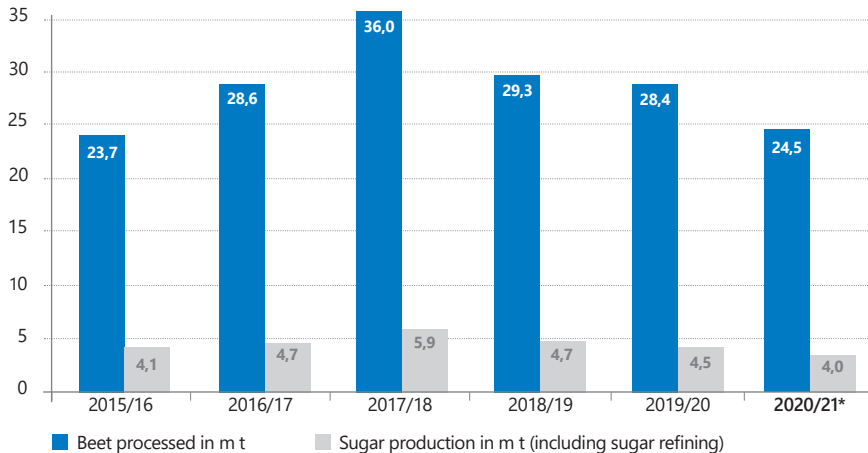
Other areas

- » ED&F Man Holdings Ltd.
- » Agriculture in Chile, Germany, Moldova and Poland
- » Soil Health Department
- » Animal feed and other byproducts
- » Distribution partnerships in Great Britain, Greece, Israel, Italy and Spain
- » Studen Group (including sugar production in Bosnia and Herzegovina)
- » Maxi S.r.l. (joint venture in Italy)

- ◆ Südzucker
- ◆ Raffinerie Tirlemontoise
- ◆ Saint Louis Sucre
- ◆ AGRANA

SUGAR SEGMENT

» BEET PROCESSING AND SUGAR PRODUCTION



■ Beet processed in m t

■ Sugar production in m t (including sugar refining)

*Preliminary data

SPECIAL PRODUCT SEGMENTS

» OVERVIEW

BENEO Group

- » Production at 5 facilities (Belgium x2, Chile, Germany, Italy)
Distribution of technological and functional/dietetic ingredients, nutritional/physiological benefits for food and non-food applications
 - » Natural dietary fibre (inulin, oligofructose)
 - » Functional carbohydrates (Isomalt and Palatinose™)
 - » Rice derivatives (starch, flour, protein, bran)
 - » Gluten (from wheat)
- » Offers broad guidance on dietetics and application technology regarding the support of innovative food products
- » Business activity in South and North America, Asia and Europe and a sales network in more than 70 countries
- » Major applications: meat alternatives, beverages, bread, infant food, grain food, dairy products, sweets, soups and sauces
- » Innovative research (dietetics and application technology that are significant for the food industry)



SPECIAL PRODUCT SEGMENTS

» OVERVIEW

Freiberger Group

- » One of the leading producers of frozen products in the world
- » Products: pizza, pasta, snacks, sauces and dressings
- » 11 production facilities (Austria, Germany x4, Great Britain, United States x5)
 - » 19 production lines in Europe and 12 in the United States
 - » Up to 4.2 m of packages per day
- » Sales markets: international chain stores in Europe, South and North America, Southern Africa and Australia
- » Brands: Alberto, Italissimo, al Forno, Stateside
- » Objective: production with plastic-free packaging
 - » By the end of 2019 down by 25% (i.a. by using natural resources and "eco-plastics")
 - » Development of new packaging technologies
 - » Research on new packaging materials (complete elimination of plastic)

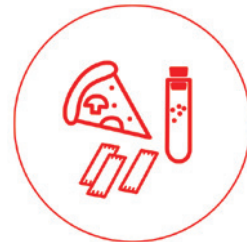


SPECIAL PRODUCT SEGMENTS

» OVERVIEW

PortionPack Europe

- » No. 1 in Europe — portioning, printing on packages and product distribution
 - » Product range for food applications: sugar portions, sandwich spreads, bread, snacks, sweets, etc.
 - » Product range for non-food applications: shower gels, refreshing wipes, etc.
- » 10 locations in 8 countries (Austria, 2x Belgium, Czech Republic, Germany, Great Britain, South Africa, Netherlands and Spain)
- » About 40 million portions daily
- » New in the PPE Group
 - » From November 2019, Collaborative Packing Solutions Ltd. in South Africa
 - » From February 2020, Portion Solutions Ltd. in Great Britain



SPECIAL PRODUCT SEGMENTS

» OVERVIEW

Starch (AGRANA and Südzucker)

- » 6 production facilities (Austria x3, Germany, Romania and Hungary)
- » Raw materials: potatoes, corn and wheat
- » Production of starch and special starch products for food and nonfood applications
 - » Food, beverage and tobacco industry
 - » Infant nutrition
 - » Paper, textile, chemical - and building materials industry
 - » Pharmaceuticals and cosmetics
- » One of the leading European suppliers in the organic sector (products and bioethanol)
- » Important supplier of specialty corn and GMO-free corn products
- » Additionally, isoglucose production in Hungary



CROPENERGIES SEGMENT

» OVERVIEW

- » Leading European producer of bioethanol
- » Members of the CropEnergies Group:
 - » CropEnergies Bioethanol GmbH in Zeitz, Germany (400,000 m³ bioethanol, 60,000 m³ alcohol, 300,000 t ProtiGrain® and 100,000 t liquefied CO₂ per year)
 - » BioWanze SA in Wanze, Belgium (300,000 m³ bioethanol, 400,000 t ProtiWanze® and 60,000 t gluten per year)
 - » Ryssen Alcools SAS in Loon-Plage, France (dehydration of 100,000 m³ bioethanol (fuel) and rectification of 90,000 m³ bioethanol (technical application) per year)
 - » Ensus UK Ltd. in Wilton, Great Britain (400,000 m³ bioethanol, 350,000 t DDGS (protein animal feed) and 250,000 t CO₂ delivered to a liquefaction plant per year)
 - » CT Biocarbonic (Joint Venture) in Zeitz, Germany (100,000 t liquefied CO₂ for food and non-food applications per year)
- » Bioethanol production in 2019/20 was 1.0 m m³
- » Production of 580,000 t of dried foods and animal feed
- » 4 production plants (Belgium, France, Germany, Great Britain) with an annual production capacity of 1.3 m m³
- » Trading companies in Chile



FRUIT SEGMENT

» OVERVIEW

» AGRANA FRUIT

- » World leader in production of fruit preserves
- » Integration of all operations in AGRANA Fruit S.A.S. in Mitry-Mory, France
- » 27 production sites 27 plants worldwide (thereof 10 in Europe)
- » Innovation and product development centre in Tulln, Austria

» AUSTRIA JUICE

- » Production of apple juice concentrates – no. 1 in Europe (also production of direct juices and purée)
- » One of the leading producers of berry juices in the world
- » Integration of all operations in AUSTRIA Juice GmbH in Kröllendorf, Austria and 1 production site in China
- » 14 production sites in Europe and 1 in China



- » **Main focus**
 - » Developing new products and product variants
 - » Food and non-food application technology
 - » Optimizing production processes
 - » Testing new technological processes
 - » Sales and production support
- » **Scope**
 - » Sugar and special sugars production technology
 - » Functional food ingredients (Isomalt, Palatinose™, rice derivatives, inulin, oligofructose nad proteins)
 - » Pharmaceutical additives
 - » Starch and starch derivatives
 - » Fruit preserves
 - » Bioethanol and green chemicals
- » **R&D budget in 2019/20: € 46.3 million**
- » **453 employees worldwide**





Südzucker Polska



ORGANISATION AND LOCATION

» Founded	1997
» Headquarters	Wrocław
» Sales office	Kraków
» Sugar plants	4



Our brand:
Cukier Królewski



» First campaign: 1848



» First campaign: 1872



» First campaign: 1870



» First campaign: 1979



OUR MISSION

We sow, produce and sell **with passion!**

Our goal is to produce sugar on the basis of the highest competence and trust of our employees and growers.

We care for long-lasting relationships with our customers.

We act in harmony with the environment.



MANAGEMENT BOARD



Chairman of the Board (CEO) represents the company outside. He exercises management control over the overall activity of the company and coordinates the work of all departments. The CEO implements development plans and strategies, as well as takes care of efficient and proper management of assets and human capital.

Mariusz Pawełek
Chairman of the Board (CEO)

CUKIER KRÓLEWSKI BRAND

» #TheBestIsClose

- » The slogan "The best is close" has a double meaning. Cukier Królewski sugar is made at local sugar plants in the south of Poland. It is made from sugar beet cultivated by farmers who, together with sugar plants, are responsible for sugar quality. On the other hand, we understand being "close" in terms of interpersonal relations and friendly, sweet gestures that we have been promoting for years and which make life simpler and sweeter.

Follow us on our social media channels!



Życie jest słodkie

#TheBestIsClose

www.cukier-krolewski.pl



SÜDZUCKER POLSKA S.A.

PRODUCTS

» RETAIL AND FOODSERVICE

Cukier Królewski offers a range of sugars for a variety of applications in retail, foodservice and industry sectors:



Sweetening

- » White sugar
- » White sugar cubes
- » White lucky cubes
- » White sugar in sticks



Decorating

- » Icing sugar mill
- » White coarse sugar crystals
- » Nib sugar



Baking

- » Fine sugar
- » Icing sugar



Cane Sugar

- » Cane sugar
- » Cane sugar cubes
- » Bio cane sugar
- » Cane sugar in sticks

PRODUCTS

» INDUSTRY

- » White sugar
 - » Cat. 1 "Refined" – segregated
 - » Cat. 2 – segregated and standard sugar
- » Icing sugar
- » Non-melting "Raftisnow" icing sugar
- » Compressible Compri sugar
- » Liquid sugar
- » Invert sugar syrup
- » Nib sugar
- » Brown sugar
- » Bio sugar
- » Fondant
 - » Basic
 - » Specialist
- » Glucose syrup
- » Bee feed:
 - » Apiinvert
 - » Apifonda
- » Sugar beet molasses
- » Beet pulp pellets



QUALITY

All our products are manufactured in accordance with the Good Manufacturing and Hygiene Practices. (Re)certificates confirm our compliance with the requirements of:

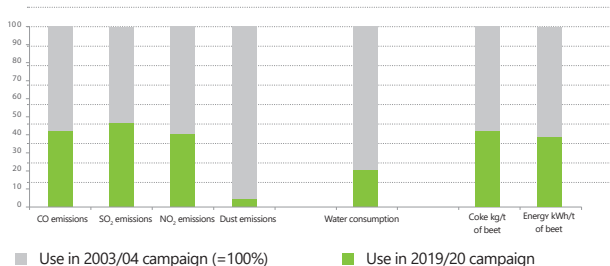
- » **ISO 9001**
- » **HACCP Standard**
- » **IFS and BRC Standards**
- » **REDcert² and REDcert-EU Standards**
- » **GMP+ Standard**
- » **Kosher and halal laws**
- » **Bio sugar distribution and storage**
- » **SMETA**



Climate change and reduction of CO₂ emissions are our priorities.

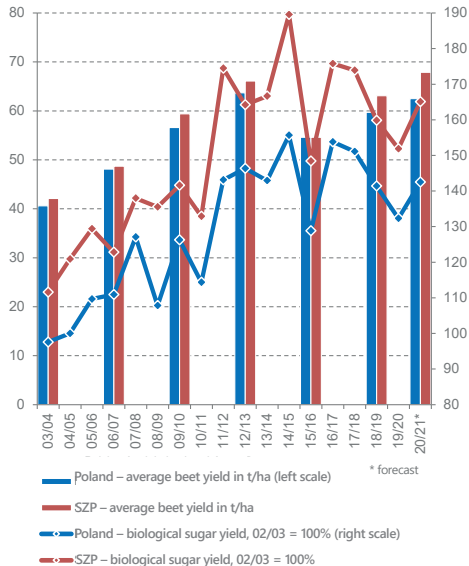
- » We act responsibly by using state-of-the-art technologies, modernising our production processes and reducing the consumption of energy and other resources
- » Minimizing our negative environmental impact
- » Preventing the risk of environmental accidents
- » Improving existing methods of environmental procedures

Reduction of adverse environmental factors in %



OUR PARTNERS

- » We are in constant contact with our key partners in beet cultivation – beet growers.
- » Sugar beets are the basic raw material used in sugar production. Our company and beet growers do their best to make beet cultivation sustainable and environmentally friendly.
- » Thanks to our commitment and good cooperation with beet growers, we pay special attention to soil protection, use of pesticides and fertilisers as and when required, optimisation of timing and methods of harvest, beet cleaning and transport to sugar plants.





Polish Sugar Market



SUGAR INDUSTRY

» OVERVIEW

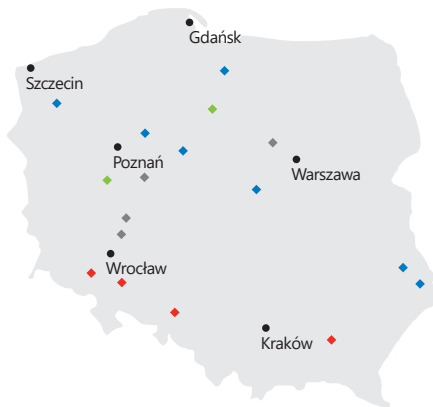
Producers

- ◆ Krajowa Spółka Cukrowa
- ◆ Pfeifer & Langen Polska
- ◆ Südzucker Polska
- ◆ Nordzucker Polska

Basic information

- » Annual sugar demand up to 1.8 m t (theoretically ca. 46 kg per capita)
Sugar demand in 2 main sectors: households (0.5 m t) and food processing 1.2 m t)
- » Since 2003, increased industry demand (49%) has been almost completely offset by reduced household demand (-35%)
- » The sugar tax will enter into force on 1 January 2021 (fixed fee: 50 gr / l of a drink with added sugar or sweetener / variable fee: 5 gr / g of sugar over 5 g / 100 ml per liter of drink)

Locations



BASIC CAMPAIGN RESULTS

	00/01	08/09	16/17	18/19	19/20	20/21*
Beet surface; K ha	311	177	203	239	241	251
Beet growers; K	112	41	34	33	31	29
Average area per grower; ha	2.8	4.3	6.0	7.8	8.4	8.6
Beet yield; t/ha	42.4	48.0	66.5	59.7	58.5	62.5
Real sugar yield; t/ha	6.5	7.2	10.3	9.3	8.8	9.4
Number of active sugar factories	76	19	18	18	17	17
Average processing capacity; K t/d	176	102.2	121.1	122.8	129.3	-
↪ Average per factory; t/d	2,270	5,175	6,730	6,820	7,610	-
Campaign length; d	61	86	112	117	109	-
Sugar production; K t	2,013	1,275	2,084	2,191	2,065	2,355

* forecast

CONTACT

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NOTE



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