

SÜDZUCKER POLSKA S.A.

2022/23



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SÜDZUCKER GROUP

OPERATIONS

» BASIC FACTS

- » **One of the leaders** in the food industry
- » **Operations (segments):** sugar, special products, CropEnergies, starch and fruit
- » More than **100 production plants** worldwide
- » **30–35 m t** of agricultural raw materials used
- » Fiscal Year from **1 March to 28/29 February**
- » Annual turnover of **7.6 bn €**
- » Legal form: **joint-stock company**
- » Approximately **18,000*** employees
- » Established in 1926
- » Included in the **SDAX®**



* Full time equivalents

OPERATIONS 2022/23

» SEGMENT OVERVIEW

Sugar is our core business, but Südzucker is much more than sugar...



Sugar Segment

23 sugar factories
2 refineries
1 starch production plant
1 betaine production plant in 11 European countries



Special Products Segment

BENEO
Freiberger
PortionPack Europe

23 production plants worldwide



Segment CropEnergies

Bioetanol

4 production plants in Europe



Starch Segment

Activities related to starch and ethanol production AGRANA

5 production plants in Europe



Fruit Segment

Fruit preserves/ fruit juice concentrates

40 production sites worldwide

- » Südzucker Group uses plants to develop, produce and market high-quality foods, food ingredients, animal feed, ethanol and other products.
- » In the traditional **sugar segment**, the group currently operates 23 plants and 2 refineries in Europe, producing sugar, sugar specialties and co-products, such as animal feed.
- » The **special products segment** operates in dynamic high-growth markets. It includes the functional food ingredients for food and animal feed (BENEQ), chilled/frozen products (Freiberger) and portion packs (PortionPack Europe) divisions.
- » **CropEnergies** produces ethanol and animal food from renewable raw materials in Germany, Belgium, France and the UK.
- » In the **starch segment**, **AGRANA** produces top quality starch products in Austria and Eastern Europe and is among the leading suppliers in Europe.
- » In the **fruit segment**, **AGRANA** is the world leader in fruit preparations for international groups and the leading supplier of fruit juice concentrates in Europe.

THE CORE OF OUR GROUP STRATEGY 2026 PLUS

We are transforming from a major processor of agricultural raw materials to a leading partner of plant-based solutions for a livable, healthy and sustainable world.

Our group of companies aims to be even more innovative, customer-focused and consistently aligned to sustainability and profitable growth.

Our strategy is based on our purpose, mission and vision.



PURPOSE

Our purpose is to contribute to an enjoyable, healthy and sustainable world based on the power of plants.



MISSION

Our mission is to create value from plants – for nutrition, energy and beyond – being the partner of choice for farmers, customers and consumers.



VISION

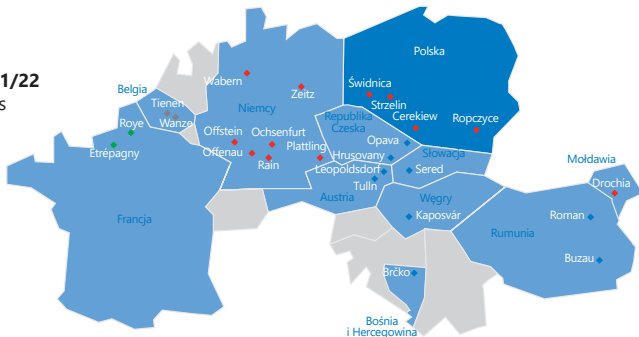
Our vision is to become the leading integrated group for plant-based solutions – locally, regionally and globally.

SUGAR SEGMENT

» OVERVIEW

Overall campaign figures for 2021/22

- » 23 sugar factories in 10 countries
- » 352,000 ha of cultivation area
- » 27.6 m t beet processed
- » 4.2 m t sugar produced of beets
- » 2 refineries (Brčko i Buzau)



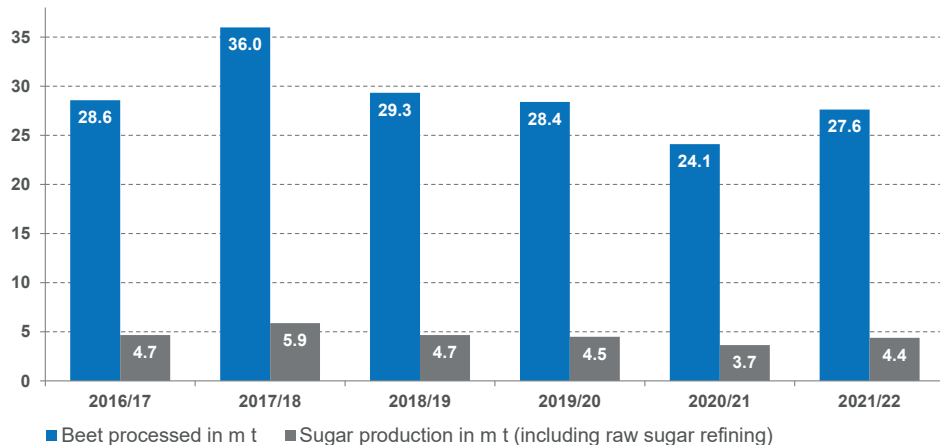
Other areas

- » ED&F Man Holdings Ltd. (34.37% share)
- » Agriculture in Chile, Germany, Moldova and Poland
- » Soil Health Department
- » Animal feed and other co-products
- » Distribution partnerships in Great Britain, Greece, Israel, Italy and Spain
- » AGRANA-Studen (including sugar production in Bosnia and Herzegovina)
- » Maxi S.r.l. (sales joint venture in Italy)
- » Südzucker - wheat starch plant in Germany
- » Beta Pura GmbH in Austria

- ♦ Südzucker
- ♦ Raffinerie Tirlémontoise
- ♦ Saint Louis Sucre
- ♦ AGRANA

SUGAR SEGMENT

» BEET PROCESSING AND SUGAR PRODUCTION



SPECIAL PRODUCTS SEGMENT

» OVERVIEW

Grupa BENE0

- » 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 fibres (inulin, oligofructose)
 - » Functional carbohydrates (Isomalt i Palatinose™)
 - » Rice derivatives (starch, flours, proteins, bran)
 - » Plant proteins (of wheat and field beans)
- » 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 80 countries
- » Major applications: meat substitutes, beverages, bakery, baby food, cereals dairy products, sweets, soups and sauces
- » Innovative research (dietetics and application technology that are significant for the food industry)
- » With expert services from R&D as well as the areas regulatory affairs and market intelligence, BENE0 supports its customers successful product development and marketing



SPECIAL PRODUCTS SEGMENT

» OVERVIEW

Freiberger Group

- » One of the three leading producers of frozen and chilled pizza in the world
- » Products: deep-frozen and chilled pizza, pasta dishes and snacks, sauces and dressings
- » 11 production facilities (Austria, Germany x4, Great Britain, United States x5)
 - » 21 production lines in Europe and 9 in the United States
 - » Up to 4.5 m of packages per day
- » Sales markets: international chain stores in Europe, South and North America, Southern Africa, Australia and Korea
- » Brands: Alberto, al Forno, Stateside
- » Objective: production with plastic-free packaging
 - » By the end of 2019, down by 25% (e.g. by using natural resources and „eco-plastics“)
 - » Development of new packaging technologies
 - » Research on new packaging materials (complete elimination of plastic)

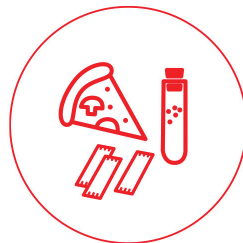


SPECIAL PRODUCTS SEGMENT

» OVERVIEW

PortionPack Europe

- » No. 1 in Europe – portioning, printing on packages and product distribution
 - » Product range for food applications: sugar portions, toppings, pastries, snacks, sweets, etc.
 - » Product range for non-food applications: shower gels, refreshing wipes, etc.
- » 9 locations in 7 countries (Belgium, Spain, Netherlands, Germany, Czech Republic, South Africa and 2x Great Britain)
- » More than 40 m portions sold daily Group-wide



CROPENERGIES SEGMENT

» OVERVIEW

- » Leading producer of bioethanol in Europe
- » 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 S.A. in Wanze, Belgium (300,000 m³ bioethanol, more than 400,000 t ProtiWanze® and up to 60,000 t gluten and 65,000 t liquefied CO₂)
 - Innovative production process: an average of about 70% CO₂ savings compared to fossil fuels thanks to the use of biomass as an energy source
 - » Ryssen Alcools SAS in Loon-Plage, France (dehydration of 100,000 m³ bioethanol (fuel) and rectification of up to 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 liquefied biogenic 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)
- » Ethanol production in 2021/22 was 1.05 m³
- » Production of 1 m t of dried foods and animal feed
- » 4 production plants (Belgium, France, Germany, Great Britain) with an annual production capacity of 1.3 m³



STARCH SEGMENT

» OVERVIEW (new segment from the 2021/22 marketing year)

Starch (AGRANA i Südzucker)

- » 4 production facilities (Austria x3, Romania) and 50% Joint-Venture in Hungary
- » Raw materials: potatoes, corn and wheat
- » Production of starch and special starch products for food and non-food applications:
 - » Food and tobacco industries
 - » Baby food industries
 - » Paper and textile industries
 - » Construction chemicals industry
 - » Pharmaceutical and cosmetic industries
- » One of Europe's leading suppliers in the organic sector (products and bioethanol)
- » Important supplier of specialty corn and GMO-free corn products
- » Since 2016, production of starch from wheat at a plant in Hungary
- » Production of isoglucose and ethanol in Zeitz (SZ AG)



FRUIT SEGMENT

» OVERVIEW

» AGRANA FRUIT

- » World leader in the production of fruit preserves
- » Integration of all operations in AGRANA Fruit S.A.S. in Mitry-Mory, France
- » 26 production plants worldwide (of which 10 in Europe)
- » Innovation and product development centre in Tulln, Austria and 17 New Product Development Centers around the world
- » R&D works closely with customers when designing and producing fruit preparation



» AUSTRIA JUICE

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



» Main focus

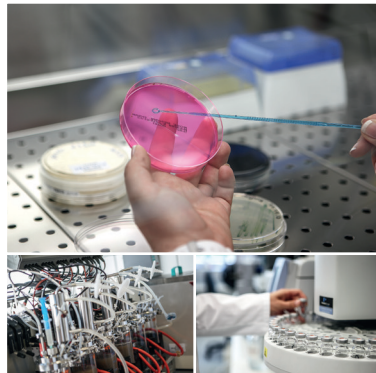
- » Developing new products and product variants
- » Food and non-food application technology
- » Optimizing production processes
- » Testing new technological processes
- » Evaluation and monitoring of key equipment
- » Sales and production support

» Scope

- » Sugar and special sugars production technology
- » Functional food ingredients Palatinose™, rice derivatives, inulin, oligofructose, proteins and fibre
- » Pharmaceutical additives
- » Starch and starch derivatives
- » Fruit preserves and concentrates
- » Bioethanol and bio-based chemicals
- » Fibres and biodegradable plastics

» R&D budget in 2021/22: 51.6 m €

» 522 employees worldwide





Südzucker Polska

ORGANISATION AND LOCATIONS

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



Our brand:
Cukier Królewski



» First campaign: 1848 r.



» First campaign: 1872 r.



» First campaign: 1870 r.



» First campaign: 1979 r.



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, and takes care of efficient and proper management of assets and human capital.

Mariusz Pawełek
Chairman of the Board (CEO)

CUKIER KRÓLEWSKI BRAND

» #Close to nature #Close to each other

- » The slogan #Close to nature #Close to each other means that 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

#NajlepszeJestBlisko

www.cukier-krolewski.pl



CUKIER
Królewski

SÜDZUCKER
POLSKA

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



Baking and decorating

- » Fine sugar
- » Icing sugar



Cane Sugar

- » Cane sugar
- » Cane sugar cubes
- » Bio cane sugar



PRODUCTS

» INDUSTRIAL SECTOR

- » White crystal sugar
 - » Cat. 1 – segregated
 - » Cat. 2 – segregated and standard
- » Icing sugar
- » Non-melting Raftisnow icing sugar
- » Compressible Compri sugar
- » Liquid sugar
- » Liquid feeds
- » Invert sugar syrup
- » Nib sugar
- » Brown sugar
- » Organic sugar
- » Fondant
 - » Basic
 - » Specialist
- » Glucose syrup
- » Glucose-fructose syrups
- » 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. New and renewed certificates confirm our compliance with the requirements of:

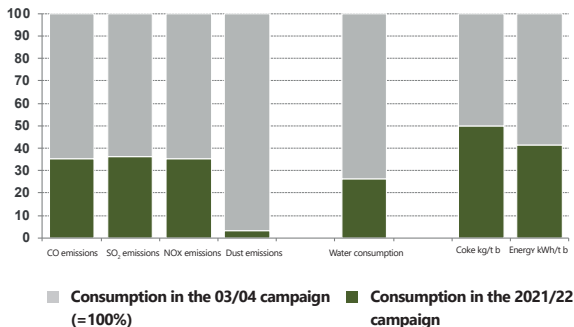
- » **ISO 9001**
- » **HACCP Standard**
- » **IFS and BRC Standards**
- » **REDcert² and REDcert-EU Standards**
- » **GMP+ Standard**
- » **Kosher and halal laws**
- » **Organic sugar distribution and storage**
- » **SMETA**
- » **IFS, BRC, kosher and halal certificates for brown sugar at the Strzelin sugar plant**



Climate change and reduction of CO₂ emissions are our priorities.

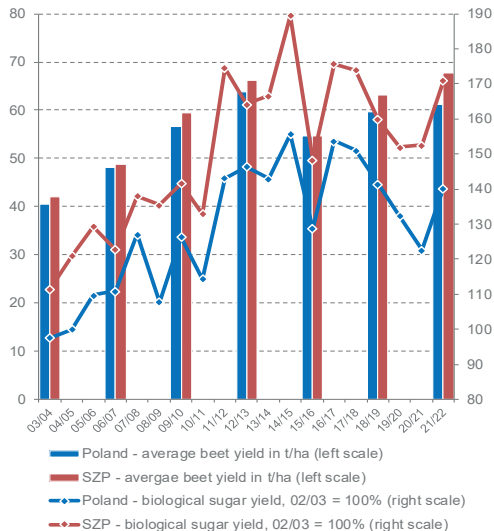
- » We act responsibly by using state-of-the-art technologies, modernising our production processes and reducing the consumption of energy and other resources
- » Minimizing our negative environmental impact
- » Preventing the risk of environmental accidents
- » Improving existing methods of environmental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

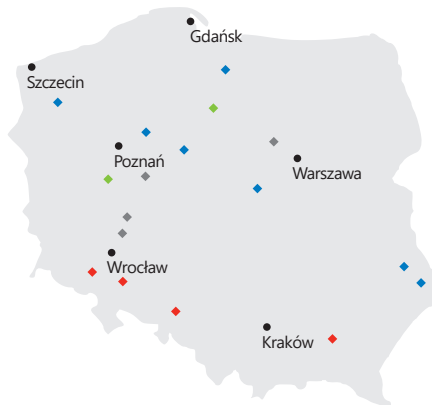
Producers

- ◆ KGS (National Food Group)
- ◆ Pfeifer & Langen Polska
- ◆ SÜDZUCKER Polska
- ◆ Nordzucker Polska

Basic Facts

- » Annual sugar consumption of up to 1.8 m t (theoretically ca. 45 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 became effective on 1 January 2021 (fixed fee of 50 gr/l of a drink with added sugar or sweetener; variable fee of 5 gr/g of sugar over 5 g/100 ml per litre of drink)

Locations



BASIC CAMPAIGN RESULTS

	00/01	08/09	16/17	19/20	20/21	21/22
Beet surface; 1,000 ha	311	177	203	241	251	250
Beet growers; 1,000	112	41	34	31	29	27
Average area per grower; ha	2.8	4.3	6.0	8.4	8.6	9.2
Beet yield; t/ha	42.4	48.0	66.5	58.5	59.5	61.1
Actual sugar yield; t/ha	6.5	7.2	10.3	8.8	8.5	9.2
Number of active sugar factories	76	19	18	17	17	17
Average processing capacity; 1,000 t/d	176.0	102.2	121.1	129.3	127.1	124.0
↪ Processing cap./sugar factory; t/d	2,270	5,175	6,730	7,610	7,480	7,290
Campaign length; d	61	86	112	109	118	123
Sugar production; 1,000 t	2,013	1,275	2,084	2,065	1,987	2,301

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NOTES

NOTES



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