

# SÜDZUCKER POLSKA S.A.

## 2023/24



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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
- » About **100 production plants** worldwide
- » About **30 m t** of agricultural raw materials used
- » Fiscal Year from **1 March to 28/29 February**
- » Annual turnover of **9.5 bn €**
- » Legal form: **joint-stock company**
- » Approximately **18,300\*** employees
- » Established in 1926
- » Included in the **SDAX®**



\* Full time equivalents

# OPERATIONS 2023/24

## » SEGMENT OVERVIEW

	<b>Sugar segment</b>	<b>Special products segment</b>	<b>CropEnergies segment</b>	<b>Starch segment</b>	<b>Fruit segment</b>
 Companies	Südzucker, Raffinerie Tirlémontoise, Saint Louis Sucre, Südzucker Moldova, Südzucker Polska, AGRANA	<b>BENEÓ</b>  <b>Freiberger</b>  <b>PortionPack</b>	CropEnergies	AGRANA	AGRANA  AUSTRIA JUICE
 Products	Sugar, Sugar specialties, Glucose syrups, Animal feed	<b>Functional ingredients, Convenience-Food, Portion packs</b>	<b>Fuel ethanol, Neutral alcohol, High-protein food and animal feed, Liquid CO<sub>2</sub></b>	Native and modified starches, Saccharification products, Ethanol and co-products (animal feed and fertilizers)	<b>Fruit preparations, Fruit juice concentrates</b>
 Production	In Europe: 23 factories 2 refineries 1 wheat starch plant	<b>Worldwide: 24 production sites</b>	<b>4 production sites: DE, BE, FR i GB</b>	<b>3 production sites: AT, RO i HU</b>	<b>Worldwide: 40 production sites</b>
 Consumers	Food industry, Retailers, Agriculture	<b>Food and animal feed, Pharmaceutical industries, Food retailers, Hotels, gastronomy and caterers</b>	<b>Oil companies and traders, Food and animal feed producers, Beverage and cosmetics producers, Industrial and pharmaceutical comp.</b>	<b>Food, Paper, Textiles, Construction chemistry, Pharmaceutical, Cosmetics, Petroleum, Animal feed industry</b>	<b>Dairy, Ice cream and baked goods industry, Food services, Beverage industry</b>

# COMPANY PROFILE

## » SEGMENT OVERVIEW

- » 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 (BENEO), 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.

# OUR SUSTAINABILITY PROGRAM

» AT SÜDZUCKER GROUP, WE FOCUS ON EIGHT IMPACT AREAS

## Emissions reduction

We strive for net climate neutrality by continuously reducing our greenhouse gas emissions in cooperation with our partners.

## Sustainable farming

Together with farmers, we are committed to develop more sustainable agriculture by focusing on improving soil health, biodiversity, climate and water resources while strengthening family farming.

## Responsible sourcing

We increase the resilience of our supply chains by advocating human rights and environmental concerns and by fostering responsible supplier relationships.

## Safe operations

We create a working environment and safety culture that puts people's health and safety first by continuously optimizing our production facilities and constantly focusing on safe behavior.



## Responsible water use

We use water responsibly by minimizing our consumption and using the water contained in agricultural commodities in our processes.

## Circular economy

We generate value by making full use of agricultural commodities, minimizing waste and packaging, and thereby promoting the circular economy.

## Conscious consumption

We foster responsible consumer behavior by offering innovative, high-quality products and services and encouraging their responsible and enjoyable use.

## Attractive workplace

As an employer of choice, we create an attractive workplace by using diversity as a strength and promoting participation and individual development.



# FOUR FOCUS INITIATIVES IN THE SPOTLIGHT



## Proteins

Changing dietary habits, climate protection and animal welfare considerations continue to drive demand for plant-based protein products. In this context Südzucker's Focus is on the sales market for plant-based meat and fish alternatives. Our goal is to increase the added value of our existing protein sources as well as to develop new protein sources and establish additional businesses for the application of these proteins.



## Bio-based chemicals

Both the chemical industry and many further processing industries face the challenge of replacing their products with sustainable, bio-based alternatives over the long term.

Südzucker Group sees itself as a natural partner here to support the industry – where decarbonization is not possible – on the path defossilization.



## Sustainability

Südzucker Group is committed to sustainable business in all areas of the company and its activities. To this end, we have developed a Group-wide sustainability program and a wide range of sustainability measures.

To reduce our Energy requirements and switch to other Energy sources, we have set ourselves clear goals with a long-term climate strategy.



## Digitalization

For the Südzucker Group digitalization means ensuring and advancing an adequate, efficient IT infrastructure that digitally connects as many areas of the company as possible while supporting both existing and emerging business models. Networked solutions create a solid foundation for greater resource efficiency, strengthen our position in the competitive environment and make a decisive contribution towards sustainability.

# SUGAR SEGMENT

## » OVERVIEW

### Overall campaign figures for 2022/23

- » 23 sugar factories in 10 countries
- » 324,500 ha of cultivation area
- » 23.3 m t beet processed
- » 3.3 m t sugar produced of beets
- » 2 refineries (Brčko i Buzau)



### Other areas

#### » Südzucker Sugar Division

- » Sugar factories (look at the map: SZ AG, SLS, RT)
- » Wheat starch plant (DE)
- » Sales companies in GR, ES, UK and IT (sales joint venture Maxi S.r.l.)
- » Soil Health Service
- » Felix Koch Offenbach Couleur & Karamel GmbH (Ltd)

#### » AGRANA Sugar Division

- » Sugar factories and refineries (look at the map)
- » AGRANA-Studen (Bosnia and Herzegovina)
- » Beta Pura GmbH (Ltd in AT)

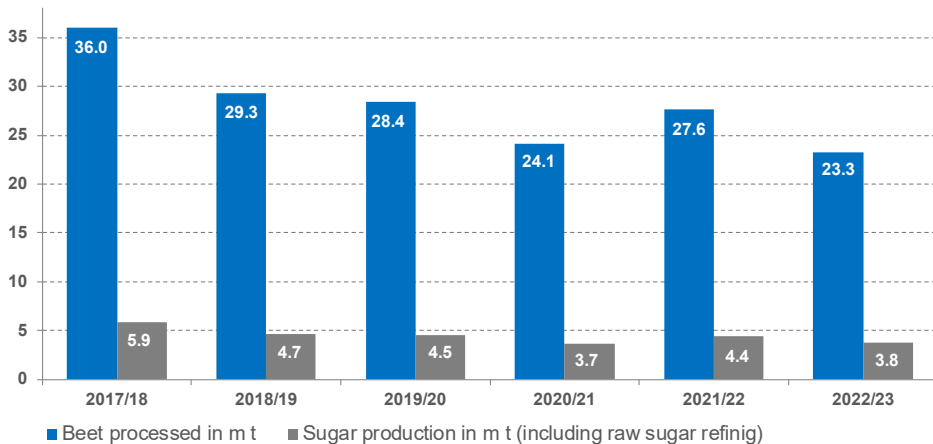
#### » Division Agriculture

- » Farming operations in DE, CL, PL and MD

- Südzucker Sugar Division
- AGRANA Sugar Division

# SUGAR SEGMENT

» BEET PROCESSING AND SUGAR PRODUCTION



# SPECIAL PRODUCTS SEGMENT

## » OVERVIEW

### Grupa BENE0

- » Production at 6 facilities (Belgium x2, Chile, Germany, Italy, Netherlands)
- » 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 x4)
  - » 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, Pizzatainment
- » Objective: production with plastic-free packaging



# 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 m<sup>3</sup> bioethanol, 60,000 m<sup>3</sup> alcohol, 300,000 t ProtiGrain® and 100,000 t liquefied CO<sub>2</sub> per year)
  - » BioWanze S.A. in Wanze, Belgium (300,000 m<sup>3</sup> bioethanol, more than 400,000 t ProtiWanze® and up to 60,000 t gluten and 65,000 t liquefied CO<sub>2</sub>)
    - Innovative production process: an average of about 70% CO<sub>2</sub> savings compared to fossil fuels thanks to the use of biomass as an energy source
  - » Rysen Alcools SAS in Loon-Plage, France (dehydration of 100,000 m<sup>3</sup> bioethanol (fuel) and rectification of up to 90,000 m<sup>3</sup> bioethanol (technical application) per year)
  - » Ensus UK Ltd. in Wilton, Great Britain (400,000 m<sup>3</sup> bioethanol, 350,000 t DDGS (protein animal feed) and 250,000 t liquefied biogenic CO<sub>2</sub> delivered to a liquefaction plant per year)
  - » CT Biocarbonic (Joint Venture) in Zeitz, Germany (100,000 t liquefied CO<sub>2</sub> for food and non-food applications per year)
- » Ethanol production in 2022/23 was 1.06 m<sup>3</sup>
- » 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 m<sup>3</sup>
- » Construction of a plant for renewable ethyl acetate from sustainable ethanol at Zeits Chemical (operation start in 2025)



# STARCH SEGMENT

## » OVERVIEW

### 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





# FRUIT SEGMENT

## » OVERVIEW

### » AGRANA FRUIT

- » World leader in the production of fruit preserves
- » Producer of brown flavors, inclusions and savory preparations
- » 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 21 New Product Development Centers around the world
- » Over 1,000 new product launches per year 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 sites (export to more than 750 customers in 65 countries worldwide)



- » **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 2022/23: 58.2 m €**
- » **534 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!**



cukierkrolewski  
#Blisko Siebie, Blisko Natury  
[www.cukier-krolewski.pl](http://www.cukier-krolewski.pl)



# 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
- » REDcert<sup>2</sup> 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

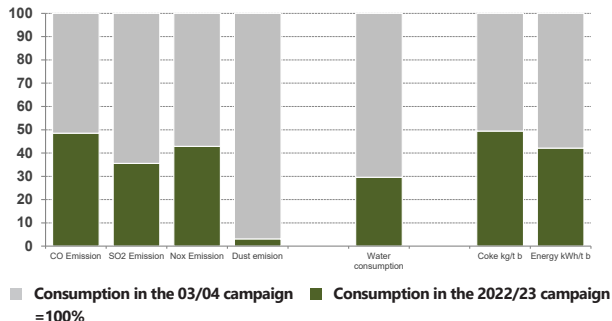


# ENVIRONMENT

Climate change and reduction of CO<sub>2</sub> emissions are our priorities.

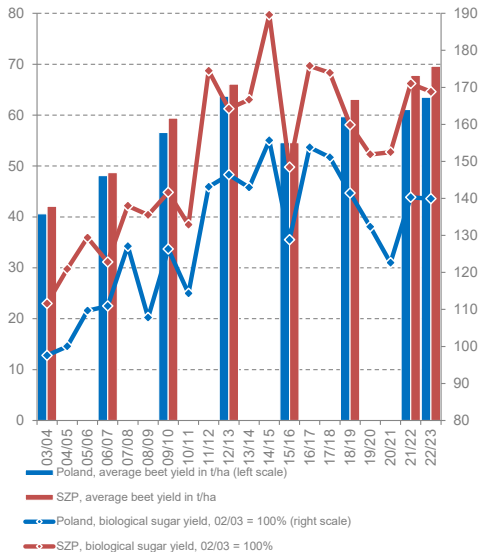
- » We act responsibly by using state-of-the-art technologies, modernising our production processes and reducing the consumption of energy and other resources
- » Minimizing our negative environmental impact
- » Preventing the risk of environmental accidents
- » Improving existing methods of environmental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

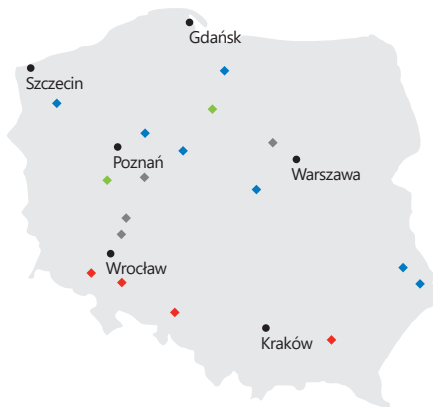
### Producers

- ◆ 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	21/22	22/23
<b>Beet surface; 1,000 ha</b>	311	177	203	241	250	223
<b>Beet growers; 1,000</b>	112	41	34	31	27	24
<b>Average area per grower; ha</b>	2.8	4.3	6.0	8,4	9.2	9.2
<b>Beet yield; t/ha</b>	42.4	48.0	66.5	58.5	61.1	63.5
<b>Actual sugar yield; t/ha</b>	6.5	7.2	10.3	8.8	9.2	9.0
<b>Number of active sugar factories</b>	76	19	18	17	17	17
<b>Average processing capacity; 1,000 t/d</b>	176.0	102.2	121.1	129.3	124.0	131.2
<b>↪ Processing capacity/factory; t/d</b>	2,270	5,175	6,730	7,610	7,290	7,715
<b>Campaign length; d</b>	61	86	112	109	123	108
<b>Sugar production; 1,000 t</b>	2,013	1,275	2,084	2,065	2,301	2,008

# CONTACT

## Headquarters

Südzucker Polska S.A.  
ul. Muchoborska 6  
54-424 Wrocław

tel.: +48 /71 79 88 900  
fax: +48 /71 79 88 901  
e-mail: sekretariat@suedzucker.pl

[www.suedzucker.pl](http://www.suedzucker.pl)

## Sales Office

Südzucker Polska S.A.  
ul. Kraszewskiego 10/7  
30-110 Kraków

tel.: +48 /12 261 80 00  
fax: +48 /12 261 80 02  
e-mail: sekretariat.krakow@suedzucker.pl

[www.cukier-krolewski.pl](http://www.cukier-krolewski.pl)



# NOTES

# NOTES



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