



## Company Profile 2019/20

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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
- » **More than 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

## » SEGMENT OVERVIEW

Sugar is a main segment of operation of Südzucker but the company's activities are much broader.

<b>Sugar Segment</b>	<b>Special Products Segment</b>	<b>CropEnergies Segment</b>	<b>Fruit Segment</b>
<p>28 sugar factories and 2 refineries across Europe</p> 	<p>BENEO Freiberger PortionPack Europe Starch 28 production sites worldwide</p> 	<p>Bioethanol 4 production sites in Europe</p> 	<p>Fruit preserves Fruit juice concentrates 43 production sites worldwide</p> 

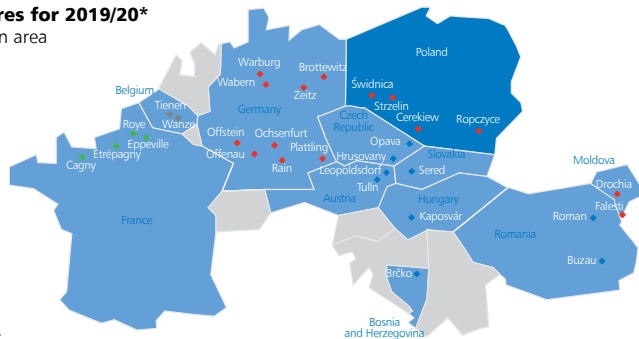
# SUGAR SEGMENT

## » OVERVIEW

### Overall campaign figures for 2019/20\*

- » 392,000 ha of cultivation area
- » 28.5 m t beet processed
- » 4.3 m t sugar produced

\*Preliminary data



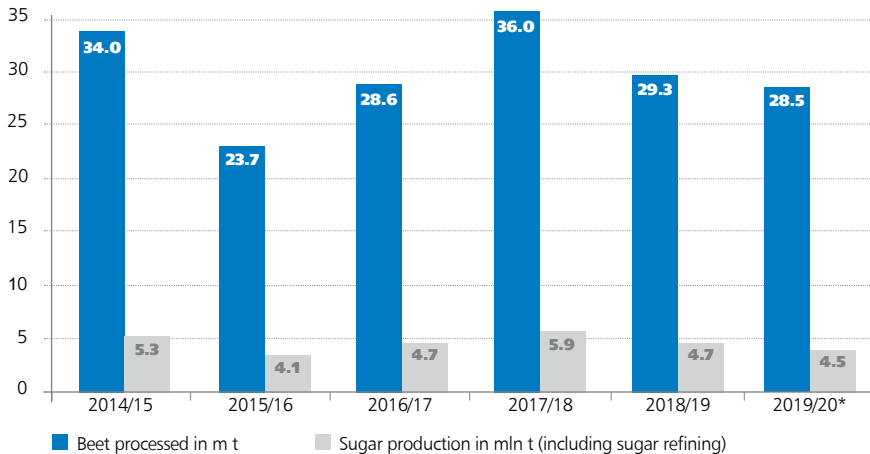
### Other areas

- » ED&F Man Holdings Ltd.
- » Agriculture
- » 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 mln t (including sugar refining)

\*Preliminary data

# SPECIAL PRODUCTS SEGMENT

## » 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 PRODUCTS SEGMENT

## » OVERVIEW

### Freiberger Group

- » One of the leading producers of frozen products in the world (European market share\*, e.g. 21.7% in frozen pizzas, 20.6% in chilled pizzas)
- » Products: pizza, pasta, snacks, sauces and dressings
- » 11 production facilities (Austria, Germany x4, GB, US x5)
  - » 19 production lines in Europe and 12 in the US
  - » Up to 4.2 m of packages a day
- » Sales markets: international chain stores in Europe, South and North America, Southern Africa and Australia
- » Brands: Alberto, Italissimo, al Forno, Stateside and Levi Roots
- » Objective: production with plastic-free packaging
  - » By the end of 2019 down by 25% (i.a. by using natural resources and "eco-plastics")
  - » Research on new packaging materials (complete elimination of plastic)



\* By sales/piece

# SPECIAL PRODUCTS SEGMENT

## » 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.
- » 9 locations in 7 countries (Austria, Belgium, Czech Republic, Germany, Great Britain, Netherlands and Spain)
- » Cooperation (minority stake) with Collaborative Packing Solution Ltd. (CoSo) in Southern Africa
- » CustomPack Ltd., Telford, UK



# SPECIAL PRODUCTS SEGMENT

## » 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 non-food applications
  - » Food, beverage and tobacco industry
  - » Infant nutrition
  - » Paper-making, textiles, chemical building materials
  - » 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 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 SA in Wanze, Belgium (300,000 m<sup>3</sup> bioethanol, 400,000 t ProtiWanze® and 60,000 t gluten per year)
  - » Ryssen Alcools SAS in Loon-Plage, France (dehydration of 100,000 m<sup>3</sup> bioethanol (fuel) and rectification of 90,000 m<sup>3</sup> bioethanol (technical application) per year)
  - » Ensus UK Ltd. in Yarm, UK (400,000 m<sup>3</sup> bioethanol, 350,000 t DDGS (protein animal feed) and 250,000 t 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)
  - » CropEnergies Inc. in Houston, USA
- » 4 production plants (Belgium, France, Germany, UK) with an annual production capacity of 1.3 m m<sup>3</sup>
- » Bioethanol production in 2018/19 was almost 967 m m<sup>3</sup>
- » Production of 574,000 t of dried foods and animal feed
- » Trading companies in Brazil and 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
- » 28 production sites in Africa, America, Asia and 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
- » 15 production sites in Europe and 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 and proteins)
- » Pharmaceutical additives
- » Starch and starch derivatives
- » Fruit preserves
- » Bioethanol and green chemicals

## » R&D budget in 2018/19: € 44.9 million





Südzucker Polska



# ORGANISATION AND LOCATIONS

» Founded	<b>1997</b>
» Headquarters	<b>Wrocław</b>
» Sales office	<b>Kraków</b>
» Sugar plants	<b>4</b>



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.





**Mariusz Pawelek**  
Chairman of the Board (CEO)

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.

# 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**

Sign up for our newsletter at [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
- » 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 non-segregated 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**
- » **REDcert<sup>2</sup> and REDcert-EU Standards**
- » **GMP+ Standard**
- » **Kosher and halal laws**
- » **Organic sugar distribution and storage**
- » **International Sustainability & Carbon Certification (ISCC)**



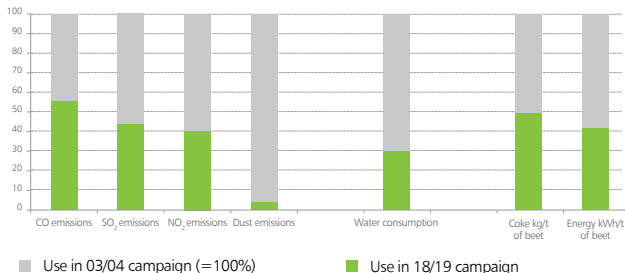
# ENVIRONMENT

## » FACTS AND FIGURES

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

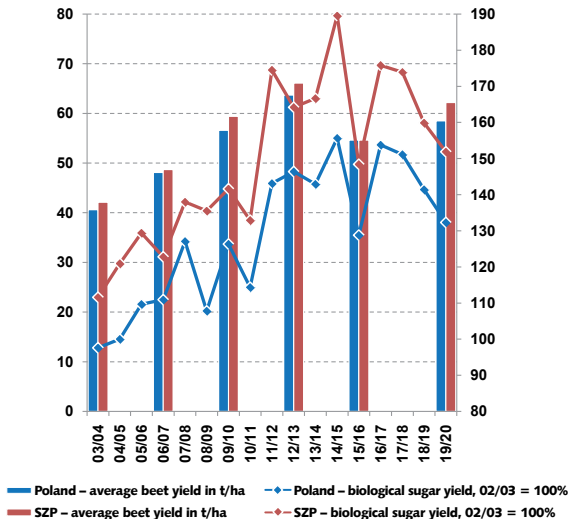
- » We act responsibly by using state-of-the-art technologies, modernising our production processes and reducing the consumption of energy and other resources
- » Minimizing our negative environmental impact
- » Preventing the risk of environmental accidents
- » Improving existing methods of environmental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

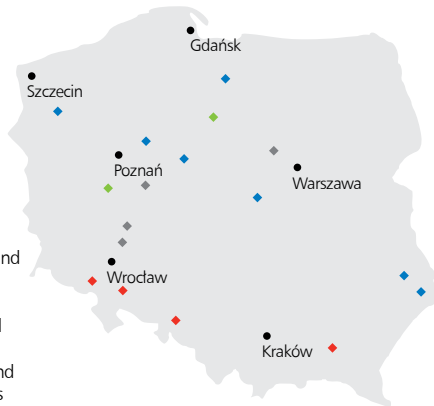
### Producers

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

### Basic information

- » Approx. 38.4 m consumers
- » 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%)
- » Ongoing negotiations between the Ministry of Health and the beverage industry regarding the sugar tax (on drinks with added sugar or other sweeteners)

### Locations



# CAMPAIGN RESULTS

	Unit	00/01	04/05	08/09	12/13	16/17	18/19	19/20
<b>Beet area</b>	1,000 ha	311	297	177	193	203	239	<b>241</b>
<b>Number of beet growers</b>	1,000	112	78	41	36	34	33	<b>31</b>
<b>Average plantation area</b>	ha	2,8	3,8	4,3	5,4	6,0	7,8	<b>8,4</b>
<b>Beet yield</b>	t/ha	42,4	42,5	48,0	63,7	66,5	59,7	<b>58,5</b>
<b>Actual sugar yield</b>	t/ha	6,5	6,8	7,2	9,6	10,3	9,3	<b>8,8</b>
<b>Number of active sugar plants</b>		76	43	19	18	18	18	<b>17</b>
<b>Average daily beet processing</b>	1,000 t/d	176.0	160.7	102.2	104.6	121.1	122.8	<b>129.3</b>
<b>Per sugar plant</b>	t/d	2,270	4,330	5,175	5,810	6,730	6,820	<b>7,610</b>
<b>Campaign duration</b>	d	61	78	86	118	112	117	<b>109</b>
<b>Sugar production</b>	1,000 t	2,013	2,002	1,275	1,864	2,084	2,191	<b>2,065</b>

# CONTACT

## Headquarters

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# NOTES



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