

# **DZ BANK Equity Conference**

Dr. Stephan Meeder (CFO) Frankfurt, 19-20 November 2024



### Disclaimer

This presentation contains forward looking statements. The statements are based on current assumptions and estimates made by the executive board and information currently available to its members. The forward looking statements are not to be viewed as guarantees of the future developments and results presented therein. Future developments and results are in fact dependent on a variety of factors and are subject to various risks and imponderables. They are based on assumptions that could in fact prove to be invalid. The risk and opportunity report in the 2023/24 annual report on pages 91 to 102 presents an overview of the risks. We assume no obligation to update the forward-looking statements made in this presentation.

*This presentation includes percentage and number rounding. Typing and printing errors reserved. In addition, all disclaimers published on the Südzucker website apply.* 

Written and visual value statements are standardized as follows:

<b>→</b>	¥/7	77/77	NNN/444
±1%	± 1-4 %	± 4-10 %	> ± 10 %
stable	slight	moderate	significant

## Agenda

#### **Executive Summary**

Financial Highlights H1 2024/25

**Capital Market and Financing** 

Development

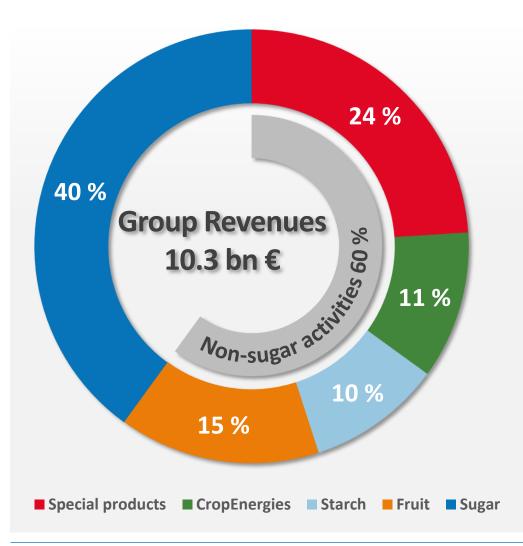
#### Non-sugar segments

#### - Sugar segment

Outlook 2024/25

#### Appendix

## Südzucker Group at a glance\*



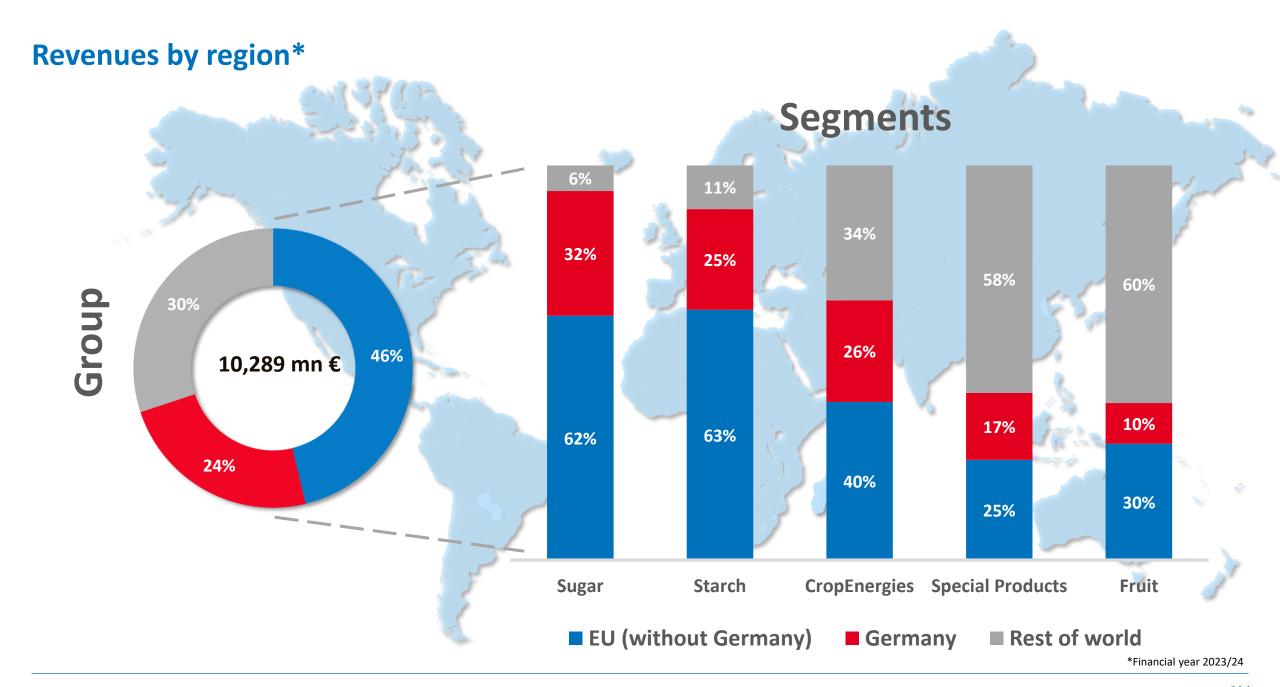
- Global operating German food group with long-standing corporate history and diversified business model:
  - 1837: Foundation of first sugar company
  - 1926: Foundation of Süddeutsche Zucker-AG
  - ~ 100 production facilities
  - ~ 19,200 employees, worldwide

#### - Majority shareholder / Key shareholders:

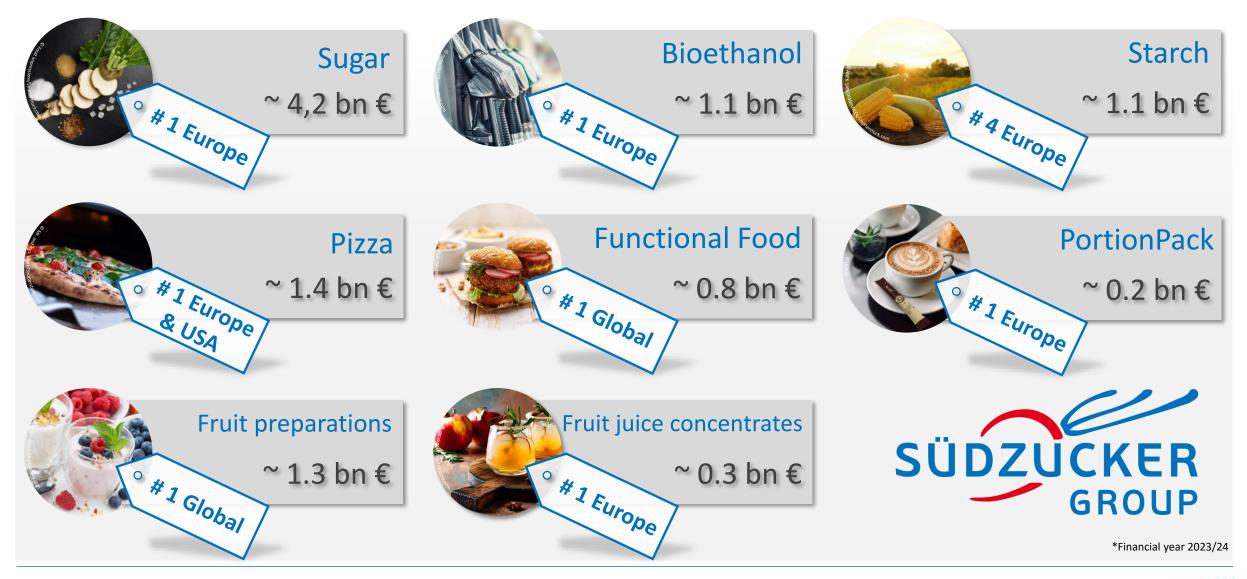
- SZVG: 63 %
- Zucker Invest GmbH: 10 %
- Stock exchange listing in Germany
  - SDAX-member
- Sustainable investment grade rating

\*Financial year 2023/24

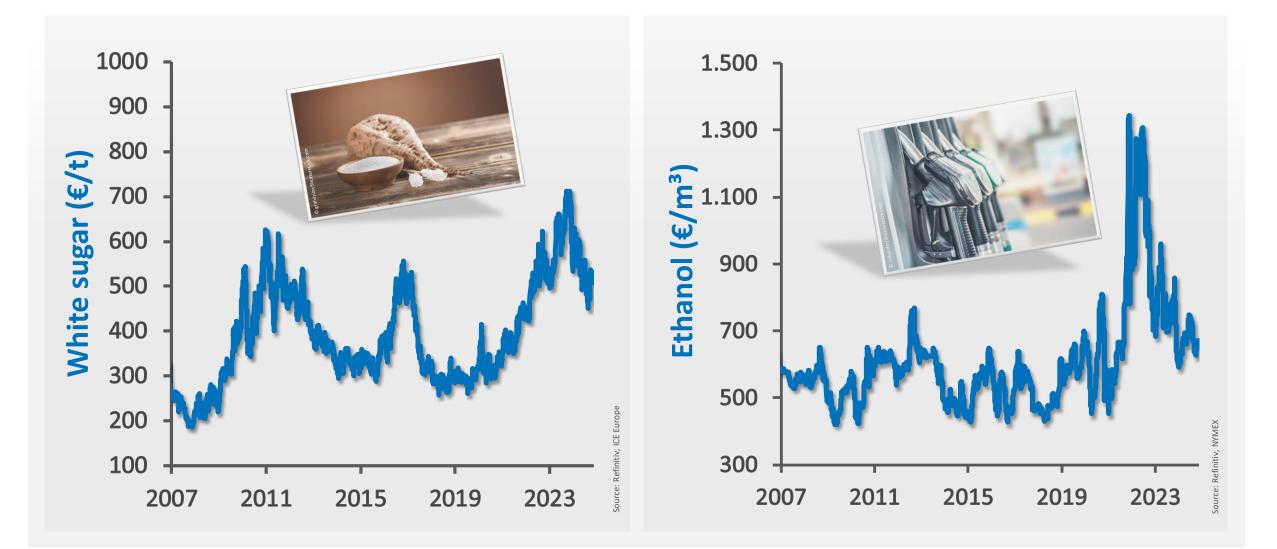




# **Divisions at a glance – Leading market positions\***



## Increased intrinsic volatility and cyclicality



### **Environment continues to pose major challenges**



 Further increase in global hot spots with potential direct and indirect influences, e.g. duty-free EU access for agricultural goods from Ukraine...



— A further intensification of the already high volatilities in the sales and procurement markets, e.g. supply chains, energy market, etc. ...

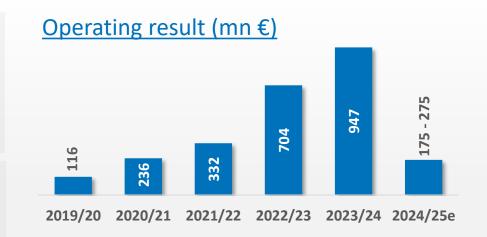


 — ...these effects can also contribute to continued strong fluctuations in earnings during the year.

## Decline in revenues and earnings expected in 2024/25

	2022/23	2023/24	2024/25e
Revenues	9.5 bn €	10.3 bn €	9.5-9.9 bn €
EBITDA	1.1 bn €	1.3 bn €	550-650 mn €
Operating result	704 mn €	947 mn €	175-275 mn €

- Sugar segment and non-sugar segments with significant decline in earnings compared to the previous year's high level
- Corresponding expectation of a Q3 result well below that of the previous year
- Upgrade of long-term rating due to performance in recent years
  - S&P to BBB (previously: BBB-) on 29 May 2024 and
  - Moody's to Baa2 (previously: Baa3) on 3 June 2024
- Reduction of rating outlook on 24 September 2024 from "neutral" to "negative" due to development in 2024/25



#### Net financial debt/Cash flow



## Clear focus on reducing debt and strengthening the diversified cash flow



## Agenda

#### **Executive Summary**

#### Financial Highlights H1 2024/25

**Capital Market and Financing** 

Development

Non-sugar segments

#### - Sugar segment

Outlook 2024/25

#### Appendix

## **Group income statement**

	1 <sup>st</sup> quarter			2 <sup>nd</sup> quarter			1 <sup>st</sup> half year		
<u>(</u> mn €)	2024/25	2023/24	+/-in %	2024/25	2023/24	+/-in %	2024/25	2023/24	+ / – in %
Revenues	2.551	2.518	1,3	2.541	2.560	-0,7	5.092	5.078	0,3
EBITDA	230	356	-35,4	190	383	-50,4	420	739	-43,2
EBITDA margin	9,0%	14,1%		7,5%	15,0%		8,2%	14,6%	
Depreciation	-75	-74	1,4	-76	-73	4,1	-151	-147	2,7
Operating result	155	282	-45,0	114	310	-63,2	269	592	-54,6
Operating margin	6,1%	11,2%		4,5%	12,1%		5,3%	11,7%	
Result from restructuring/special items	-2	1	-	15	-2	-	13	-1	-
Result from companies consolidated at equity	2	-2	-	2	0	-	4	-2	-
EBIT	155	281	-44,8	131	308	-57,5	286	589	-51,4
Net earnings attributable to shareholders	83	171	-51,5	59	189	-68,8	142	360	-60,6
Earnings per share (€)	0,36	0,80	-54,9	0,25	0,89	-71,8	0,61	1,69	-63,8
Cash flow	178	295	-39,7	165	297	-44,4	343	592	-42,1
Investments in fixed assets and intangible assets	113	79	43,0	155	120	29,2	268	199	34,7
Working Capital	2.869	3.312	-13,4				2.957	3.248	-9,0
Capital Employed	7.153	7.424	-3,7				7.268	7.378	-1,5
Net financial debt	1.639	1.952	-16,0				1.959	1.899	3,2
Employees	19.799	19.087	3,7				19.475	19.387	0,5

Revenues		5.1 (5.1) bn €		
	Sugar: Non-sugar:	2.1 (2.0) bn € 3.0 (3.1) bn €	Cash flow	343 (592) mn
EBITDA		420 (739) mn €	Working Capital	2,957 (3,248) mn
	Sugar: Non-sugar:	117 (423) mn € 303 (316) mn €	Net Financial Debt	1,959 (1,899) mm
Operating Re	sult	269 (592) mn €		
	Sugar: Non-sugar:	72 (380) mn € 197 (212) mn €	Equity ratio	<b>47 (48)</b> 9

## Overview segments – H1 2024/25

		1	<sup>st</sup> quarter		2 <sup>nd</sup>	quarter		<b>1</b> <sup>st</sup>	half year	
	(mn €)	2024/25	2023/24	%	2024/25	2023/24	%	2024/25	2023/24	%
<u>e</u>	Revenues	2.551	2.518	1,3	2.541	2.560	-0,7	5.092	5.078	0,3
Group	EBITDA	230	356	-35,4	190	383	-50,4	420	739	-43,2
G	Operating result	155	282	-45,0	114	310	-63,2	269	592	-54,6
5	Revenues	1.076	924	16,5	1.058	1.027	3,0	2.134	1.951	9,4
Sugar	EBITDA	79	191	-58,6	38	232	-83,6	117	423	-72,3
S	Operating result	59	169	-65,1	13	211	-93,8	72	380	-81,1
. 5	Revenues	1.475	1.594	-7,5	1.483	1.533	-3,3	2.958	3.127	-5,4
Non- sugar	EBITDA	151	165	-8,5	152	151	0,7	303	316	-4,1
~ v	Operating result	96	113	-15,0	101	99	2,0	197	212	-7,1
al	Revenues	579	611	-5,2	566	598	-5,4	1.145	1.209	-5,3
<b>Special</b> products	EBITDA	79	72	9,7	71	64	10,9	150	136	10,3
pro Sc	Operating result	57	52	9,6	51	43	18,6	108	95	13,7
ies	Revenues	231	289	-20,1	253	276	-8,3	484	565	-14,3
Crop- Energies	EBITDA	18	25	-28,0	22	31	-29,0	40	56	-28,6
ы С	Operating result	6	14	-57,1	11	20	-45,0	17	34	-50,0
Ę	Revenues	250	293	-14,7	255	269	-5,2	505	562	-10,1
Starch	EBITDA	18	34	-47,1	25	27	-7,4	43	61	-29,5
Š.	Operating result	6	23	-73,9	14	16	-12,5	20	39	-48,7
4	Revenues	415	401	3,5	409	390	4,9	824	791	4,2
Fruit	EBITDA	36	34	5,9	34	29	17,2	70	63	11,1
	Operating result	27	24	12,5	25	20	25,0	52	44	18,2

## Sugar segment – Development H1 2024/25



	1 <sup>st</sup> quarter			2 <sup>n</sup>	<sup>d</sup> quarter		1 <sup>st</sup> half year		
(mn €)	2024/25	2023/24	+/- in %	2024/25	2023/24	+/- in %	2024/25	2023/24	+ / – in %
Revenues	1.076	924	16,5	1.058	1.027	3,0	2.134	1.951	9,4
EBITDA	79	191	-58,6	38	232	-83,6	117	423	-72,3
EBITDA margin	7,3%	20,7%		3,6%	22,6%		5,5%	21,7%	
Depreciation	-20	-22	-9,1	-25	-21	19,0	-45	-43	4,7
Operating result	59	169	-65,1	13	211	-93,8	72	380	-81,1
Operating margin	5,5%	18,3%		1,2%	20,5%		3,4%	19,5%	

#### **Revenues**

Moderate increase in revenues. A significant growth in sales volumes was offset by progressively declining prices in the second quarter of 2024/25. This price decline was due to both increasingly falling prices in the EU in the second quarter of 2024/25 and significantly higher exports from the EU to the world market.

#### **Operating Result**

Significant decline. This sharp decline in results is mainly due to the further substantial rises in production costs in the 2023 campaign and the increasingly lower prices in the EU in the second quarter.

## **Special products segment – Development H1 2024/25**



	1 <sup>st</sup> quarter			<b>2</b> <sup>n</sup>	<sup>d</sup> quarter	1 <sup>st</sup> half year			
(mn €)	2024/25	2023/24	+/- in %	2024/25	2023/24	+/- in %	2024/25	2023/24	+ / – in %
Revenues	579	611	-5,2	566	598	-5,4	1.145	1.209	-5,3
EBITDA	79	72	9,7	71	64	10,9	150	136	10,3
EBITDA margin	13,6%	11,8%		12,5%	10,7%		13,1%	11,2%	
Depreciation	-22	-20	10,0	-20	-21	-4,8	-42	-41	2,4
Operating result	57	52	9,6	51	43	18,6	108	95	13,7
Operating margin	<i>9,8%</i>	8,5%		<i>9,0%</i>	7,2%		<i>9,4%</i>	7,9%	

#### **Revenues**

Moderately below the previous year's figure. The decline is volume and price-related.

#### **Operating Result**

Significant increase. This significant overall increase in the segment was mainly driven by higher margins and partly higher sales volumes. Raw material costs showed varying trends in the divisions, in some cases rising or remaining at the previous year's level.

## **CropEnergies segment – Development H1 2024/25**



	1 <sup>st</sup> quarter			<b>2</b> <sup>n</sup>	<sup>d</sup> quarter		1 <sup>st</sup> half year		
(mn €)	2024/25	2023/24	+/- in %	2024/25	2023/24	+/- in %	2024/25	2023/24	+/-in %
Revenues	231	289	-20,1	253	276	-8,3	484	565	-14,3
EBITDA	18	25	-28,0	22	31	-29,0	40	56	-28,6
EBITDA margin	7,8%	8,7%		8,7%	11,2%		8,3%	9,9%	
Depreciation	-12	-11	9,1	-11	-11	-	-23	-22	4,5
Operating result	6	14	-57,1	11	20	-45,0	17	34	-50,0
Operating margin	2,6%	4,8%		4,3%	7,2%		3,5%	6,0%	

#### **Revenues**

Significant decline in revenues. The decrease is due to significantly lower prices for ethanol as well as food and animal feed products. Volumes increased, however, compared to the previous year's low level due to scheduled maintenance shutdowns.

#### **Operating Result**

In line with the revenues trend, earnings were significantly lower than in the previous year. The main reason for this was that prices for renewable ethanol were significantly lower than in the previous year. Lower net raw material and energy costs as well as higher sales volumes were nowhere near able to compensate for the negative impact of falling prices.

## Starch segment – Development H1 2024/25

1000	1010	-	- The second	The	
					*
			B227	The second	

	1 <sup>st</sup> quarter				2 <sup>nd</sup> quarter		1 <sup>s</sup>	1 <sup>st</sup> half year		
(mn €)	2024/25	2023/24	+/- in %	2024/25	2023/24	+/- in %	2024/25	2023/24	+ / – in %	
Revenues	250	293	-14,7	255	269	-5,2	505	562	-10,1	
EBITDA	18	34	-47,1	25	27	-7,4	43	61	-29,5	
EBITDA margin	7,2%	11,6%		<i>9,8%</i>	10,0%		8,5%	10,9%		
Depreciation	-12	-11	9,1	-11	-11	-	-23	-22	4,5	
Operating result	6	23	-73,9	14	16	-12,5	20	39	-48,7	
Operating margin	2,4%	7,8%		5,5%	5,9%		4,0%	6,9%		

#### **Revenues**

Significant decline in revenues. This downturn was the result of significantly lower prices for products in the starch segment as well as for by-products and ethanol. In contrast, sales volumes developed positively and increased significantly in the reporting period.

#### **Operating Result**

Significant decline. The significant fall in prices could not be fully offset by lower raw material and energy costs and a significant volumes growth.

## Fruit segment – Development H1 2024/25



	1 <sup>st</sup> quarter			2 <sup>n</sup>	<sup>d</sup> quarter	1 <sup>st</sup> half year			
(mn €)	2024/25	2023/24	+/- in %	2024/25	2023/24	+/- in %	2024/25	2023/24	+/-in %
Revenues	415	401	3,5	409	390	4,9	824	791	4,2
EBITDA	36	34	5,9	34	29	17,2	70	63	11,1
EBITDA margin	8,7%	8,5%		8,3%	7,4%		8,5%	8,0%	
Depreciation	-9	-10	-10,0	-9	-9	_	-18	-19	-5,3
Operating result	27	24	12,5	25	20	25,0	52	44	18,2
Operating margin	<i>6,5%</i>	6,0%		6,1%	5,1%		6,3%	5,6%	

#### **Revenues**

Moderate increase; in particular thanks to higher sales volumes of both fruit preparations and fruit juice concentrates.

#### **Operating Result**

Significant increase. The earnings contribution from fruit preparations improved following a slight increase in sales volumes with moderately higher margins. In contrast, the contribution to earnings from fruit juice concentrates fell due to moderately lower margins despite higher sales volumes.

## **Income statement (I)**

		1 <sup>st</sup> quarter			2 <sup>nd</sup> quarter			1 <sup>st</sup> half year	
_(mn €)	2024/25	2023/24	+/-in%	2024/25	2023/24	+ / – in %	2024/25	2023/24	+ / – in %
Revenues	2.551	2.518	1,3	2.541	2.560	-0,7	5.092	5.078	0,3
Operating result	155	282	-45,0	114	310	-63,2	269	592	-54,6
Result from restructuring/special items	-2	1	_	15	-2	_	13	-1	_
Result from companies consolidated at equity	2	-2	-	2	0	-	4	-2	-
Result from operations	155	281	-44,8	131	308	-57,5	286	589	-51,4
Financial result	-23	-27	-14,8	-28	-38	-26,3	-51	-65	-21,5
Earnings before income taxes	132	254	-48,0	103	270	-61,9	235	524	-55,2

#### **Result from restructuring/special items:**

— Result from restructuring and special items amounted to 13 (-1) mn €; resulted primarily from segment special products.

#### **Result from companies consolidated at equity:**

— The result was generated almost exclusively by the segments sugar -1 (-1) mn € and starch 5 (-3) mn €.

#### **Financial result:**

Financial result -51 (-65) mn €; includes interest result of -49 (-45) mn € and other financial result of -2 (-20) mn €. The higher interest expense resulted from higher average interest rates of around 3.4 (2.9) %. By contrast, average net financial debt of about 2.0 (2.1) bn € was down by about 120 mn € compared to the same reporting period of the previous year. The improvement in the other financial result was mainly due to exchange rate gains from foreign currency loans of non-euro companies.

## **Income statement (II)**

1 <sup>st</sup> quarter			2 <sup>nd</sup> quarter			1 <sup>st</sup> half year		
2024/25	2023/24	+ / – in %	2024/25	2023/24	+/-in %	2024/25	2023/24	+ / – in %
132	254	-48,0	103	270	-61,9	235	524	-55,2
-38	-56	-32,1	-36	-59	-39,0	-74	-115	-35,7
94	198	-52,5	67	211	-68,2	161	409	-60,6
11	27	-59,3	8	22	-63,6	19	49	-61,2
9	7	28,6	8	8	0,0	17	15	13,3
83	171	-51,5	59	189	-68,8	142	360	-60,6
0,36	0,80	-54,9	0,25	0,89	-71,8	0,61	1,69	-63,8
0,87	1,45	60,3	0,81	1,46	-44,4	1,68	2,90	-42,1
	2024/25 132 -38 94 11 9 83 0,36	2024/25  2023/24    132  254    -38  -56    94  198    11  27    9  7    83  171    0,36  0,80	2024/25      2023/24      + / - in %        132      254      -48,0        -38      -56      -32,1        94      198      -52,5        11      27      -59,3        9      7      28,6        83      171      -51,5        0,36      0,80      -54,9	2024/25      2023/24      + / - in %      2024/25        132      254      -48,0      103        -38      -56      -32,1      -36        94      198      -52,5      67        11      27      -59,3      8        9      7      28,6      8        83      171      -51,5      59        0,36      0,80      -54,9      0,25	2024/25      2023/24      +/-in %      2024/25      2023/24        132      254      -48,0      103      270        -38      -56      -32,1      -36      -59        94      198      -52,5      67      211        11      27      -59,3      8      22        9      7      28,6      8      8        83      171      -51,5      59      189        0,36      0,80      -54,9      0,25      0,89	2024/25      2023/24      + / - in %      2024/25      2023/24      + / - in %        132      254      -48,0      103      270      -61,9        -38      -56      -32,1      -36      -59      -39,0        94      198      -52,5      67      211      -68,2        11      27      -59,3      8      22      -63,6        9      7      28,6      8      8      0,0        83      171      -51,5      59      189      -68,8        0,36      0,80      -54,9      0,25      0,89      -71,8	2024/25      2023/24      + / - in %      2024/25      2023/24      + / - in %      2024/25        132      254      -48,0      103      270      -61,9      235        -38      -56      -32,1      -36      -59      -39,0      -74        94      198      -52,5      67      211      -68,2      161        11      27      -59,3      8      22      -63,6      19        9      7      28,6      8      8      0,0      17        83      171      -51,5      59      189      -68,8      142        0,36      0,80      -54,9      0,25      0,89      -71,8      0,61	2024/25      2023/24      +/-in %      2024/25      2023/24      +/-in %      2024/25      2023/24        132      254      -48,0      103      270      -61,9      235      524        -38      -56      -32,1      -36      -59      -39,0      -74      -115        94      198      -52,5      67      211      -68,2      161      409        11      27      -59,3      8      22      -63,6      19      49        9      7      28,6      8      8      0,0      17      15        83      171      -51,5      59      189      -68,8      142      360        0,36      0,80      -54,9      0,25      0,89      -71,8      0,61      1,69

#### Taxes on income:

— -74 (-115) mn €; tax rate 31 (22) %

#### **Minority interests:**

— Mainly attributable to the co-owners of AGRANA Group and CropEnergies Group.

#### Earnings per share (EPS):

- 0.61 (1.69) €

### **Cash flow statement**

	1	1 <sup>st</sup> quarter		2 <sup>nd</sup> quarter			1 <sup>st</sup> half year		
_(mn €)	2024/25	2023/24	+/- in %	2024/25	2023/24	+ / – in %	2024/25	2023/24	+ / – in %
Cash flow	178	295	-39,7	165	297	-44,4	343	592	-42,1
Increase (-) / Decrease (+) in working capital	114	-296	-	-145	71	_	-31	-225	-86,2
Investments in fixed assets and intangible assets									
Sugar segment	57	34	67,6	86	62	38,7	143	96	49,0
Special products segment	29	26	11,5	30	25	20,0	59	51	15,7
CropEnergies segment	15	9	66,7	22	14	57,1	37	23	60,9
Starch segment	5	4	25,0	7	10	-30,0	12	14	-14,3
Fruit segment	7	6	16,7	10	9	11,1	17	15	13,3
Total investments in fixed assets	-113	-79	43,0	-155	-120	29,2	-268	-199	34,7
Investments in financial assets/acquisitions	-7	-1	> 100	0	0	_	-7	-1	> 100
Total investments	-120	-80	50,0	-155	-120	29,2	-275	-200	37,5
Increases in stakes held in subsidiaries / capital buyback (-)	-2	0	_	0	-2	-100,0	-2	-2	-
Decrease in stakes held in subsidiaries / capital increase (+)	0	0	-	0	0	-	0	0	-
Dividends paid	-12	-6	100,0	-230	-203	13,3	-242	-209	15,8

#### **Cash flow:**

— Cash flow at 343 (592) mn € and came in at 6.7 (11.7) % of revenues.

#### Working Capital:

Cash outflow from the increase in working capital during the first half of 2024/25 totaled 31 mn €, compared to 225 mn € in the prior year period. This was primarily attributable to the sale of sugar inventories and the beet payments effected.

## **Balance sheet**

(mn €)	31 August 2024	29 February 2024	riangle Aug 24 vs. Feb 24	31 August 2023	△ Aug 24 vs. Aug 23
Assets					
Non-current assets	4.517	4.445	72	4.276	241
Current assets	4.419	5.833	-1.414	4.908	-489
Total assets	8.936	10.278	-1.342	9.184	-248
Liabilities and equity					
Total equity	4.219	4.273	-54	4.364	-145
Non-current liabilities	2.850	2.853	-3	2.653	197
Current liabilities	1.867	3.152	-1.285	2.167	-300
Total liabilities and equity	8.936	10.278	-1.342	9.184	-248
Working Capital	2.957	2.967	-10	3.248	-291
Capital Employed	7.268	7.187	81	7.378	-110
Net financial debt	1.959	1.795	164	1.899	60
Equity ratio	47,2%	41,6%		47,5%	

#### Net financial debt:

The cash inflow from operating activities of 291 mn € includes, in particular, the cash flow of 343 mn € and an increase in working capital with a cash outflow of 31 mn €. The financing of investments in fixed assets and financial assets totaling 275 mn € and profit distributions of 242 mn € resulted in an increase in net financial debt of 164 mn € from 1,795 mn € on 29 February 2024 to 1,959 mn € on 31 August 2024.

## Agenda

Executive Summary Financial Highlights H1 2024/25

**Capital Market and Financing** 

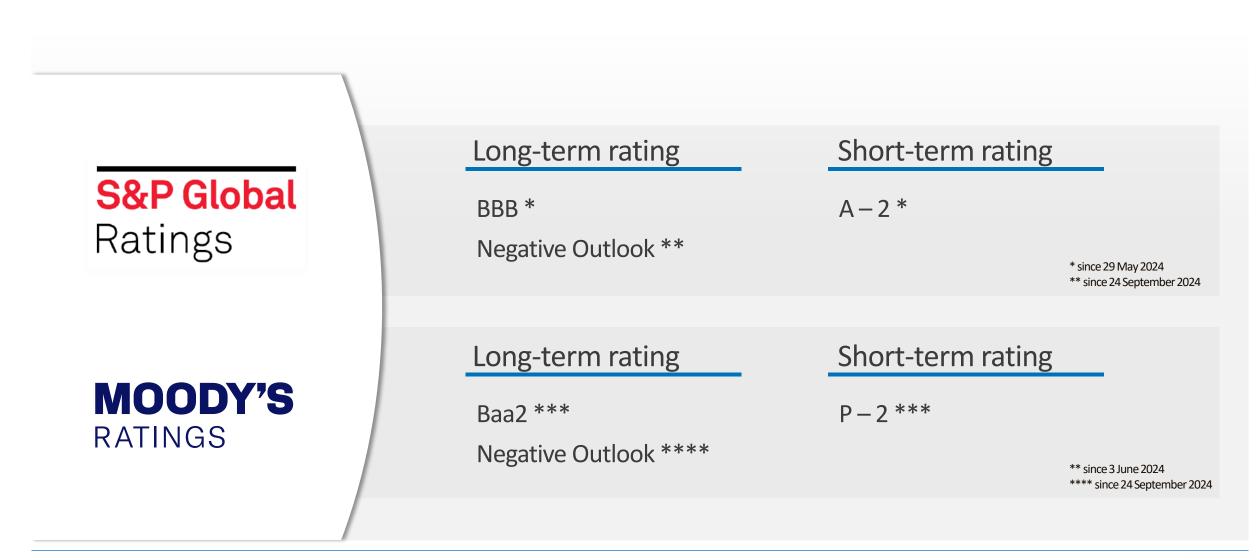
Development

- Non-sugar segments
- Sugar segment

Outlook 2024/25

Appendix

#### **Investment Grade Rating**

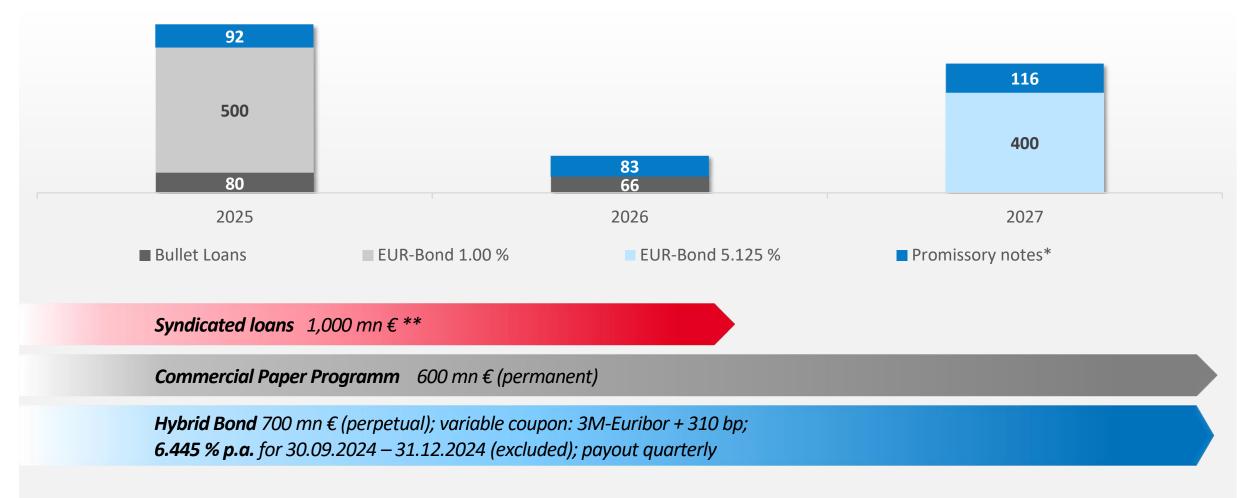


## **Continued high liquidity**

(mn €)	28.02.2021	28.02.2022	28.02.2023	29.02.2024
Net financial debt	-1.511	-1.466	-1.864	-1.795
Cash & Cash equivalents / securities	403	418	419	425
Gross financial debt	-1.914	-1.884	-2.283	-2.220
Long-term financial debt	-1.344	-1.244	-1.540	-1.637
Short-term financial debt	-446	-534	-628	-482
Leasing	-124	-106	-115	-102
Bank credit lines:	858	1.013	754	1.167
undrawn	382	356	324	448
Syndicated loan facility	600	600	600	600
undrawn	600	600	600	600
Syndicated loan facility Agrana	400	400	400	400
undrawn	385	400	260	400
Commercial paper program	600	600	600	600
undrawn	270	450	600	600
Bank credit lines (undrawn)	382	356	324	448
+ Cash & cash equivalents / securities	403	418	419	425
+ Syndicated loan (undrawn)	985	1.000	860	1.000
+ Commercial paper (undrawn)	270	450	600	600
= Total liquidity reserves	2.039	2.224	2.202	2.473

## Maturity profile of main financial liabilities

#### (mn € as of 31 August 2024)



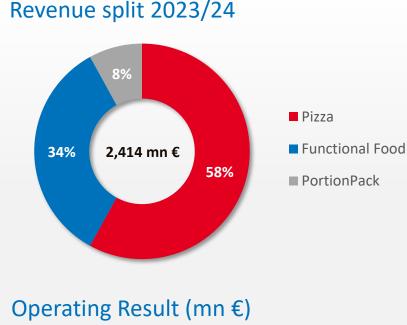
\* Maturity: December 2029/27 mn € \*\* Maturity: October 2027/115 mn €, December 2025/250 mn €, July 2026/600 mn €

## Agenda

- Executive Summary Financial Highlights H1 2024/25 Capital Market and Financing Development
- Non-sugar segments
- Sugar segment
- Outlook 2024/25
- Appendix

(mn €)	2023/24	2022/23	Δ	
Revenues	2.414	2.217	197	9 %
EBITDA	279	183	96	52 %
EBITDA margin	11,6%	8,3%		
Depreciation	-83	-81	-2	2 %
Operating result	196	102	94	92 %
Operating margin	8,1%	4,6%		
Result from restructuring / special items	-3	-10	7	-70 %
Result from companies consolidated at equity	0	0	0	-
Result from operations (EBIT)	193	92	101	> 100
Investments	128	205	-77	-38 %
in fixed assets including intangible assets	128	145	-17	-12 %
in financial assets / acquisitions	0	60	-60	-100 %
Capital Employed	2.013	1.979	34	2 %
RoCE	9,7%	5,2%		

### **Special products segment at a glance**





- Leading market positions in all three divisions
- High cash flow quality (EBITDA >200 mn €)
- Growth based on global megatrends:
  - Reinforced trend toward healthy diets supported by prebiotic fiber, functional carbohydrates and texturizing rice ingredients and plant-based proteins further increase in demand for convenience products
  - Additional impetus from trend toward plant-based (vegetarian and vegan) diets and interest in gluten-free products
  - Positive development in pet food and animal feed with functional ingredients
  - Further increase in demand for convenience products
- Continuous capacity adjustment follows healthy market growth



Division BENEO – Functional Food

- 6 production sites globally and international distribution network (more than 80 distribution partners)
- Raw materials such as chicory root, sugar beet, rice, wheat, field beans, etc. form the basis for ingredients such as:
  - Sugar replacers
  - Sugar with a low glycaemic index
  - Vegetable proteins
  - Plant-based texturisers
  - Dietary fibres
  - Flours and starches
  - Prebiotics

#### Further growth areas identified:

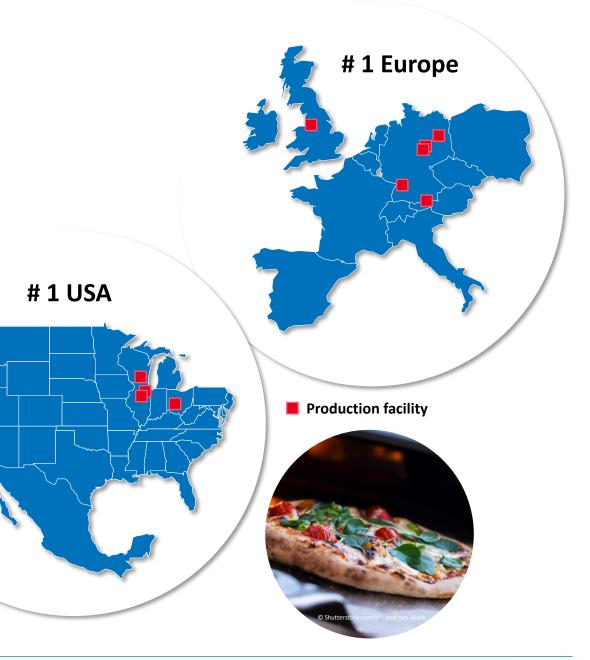
- With its versatile portfolio of plant-based ingredients with added benefits, BENEO serves the megatrends in the food and animal feed industry. These include plant-based alternatives, gut health, mental well-being, healthy ageing and clean labelling.
- Stronger diversification in the area of plant-based proteins through texturised ingredients and the construction of a mill for processing pulses.





#### Division Freiberger – Convenience Food

- 10 production sites in Europe (6) and in USA (4);
  distribution in Europe and USA
- Main product categories:
  - Deep frozen and chilled pizza
  - Pasta dishes
  - Snacks & baguettes
  - Sauces, dressings
- Mostly private label business for food retailing ("B2B")
- New marketing concept "Pizzatainment"
- Market leader private label pizza market in Europe and USA
- Products per day: ~ 4.0 mn
- Revenues: ~ 1.4 bn €

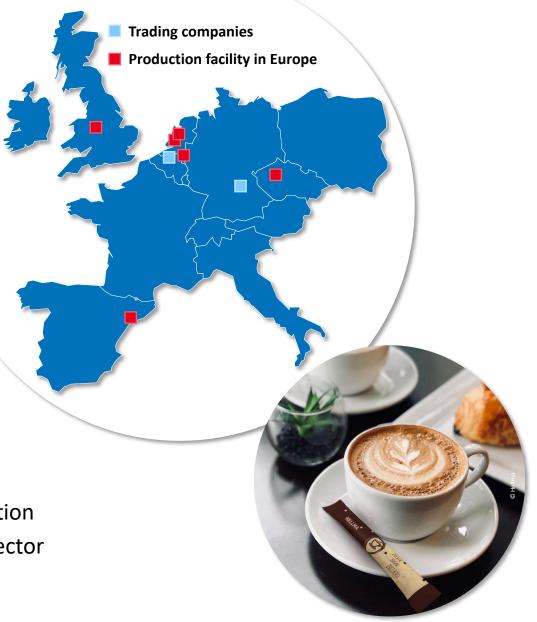


### *Division PortionPack – portion packs*

- 7 production sites (6 in Europe and 1 in South Africa)

#### — Main product categories:

- Coffee ingredients (sugar, coffee creamer, biscuits, chocolate...)
- Breakfast products (spreads, cereals...)
- Spices
- Sweets & Snacks
- Fruit purees
- Instant-Drinks
- Sauces (ketchup, mustard, mayonnaise...)
- Other individual packs (e.g. for hotels, etc.)
- European market leader in portion packs for out-of-home consumption
- Growing importance in the contract packaging and contract filling sector



#### **Special products segment (I) – Strategy**

Expand product portfolio to include textured plant proteins and dietary fibers with added benefits

Reinforce international sales expertise by building on and adapting regional sales strategies

Achieve greater market penetration with competitive application solutions for plant-based fish, meat and dairy alternatives with a focus on the European market Continuously expand product portfolio with focus on sustainable packaging

> Expand market position in Europe; expand activities in Southern Africa

Continue to grow in wholesale and food service, expand sales activities in retail, offer packaging solutions for food manufacturers (contract packaging)

**PORTIONPACK** GROUP

## **Special products segment (II) – Strategy**

Actively and flexibly align and adapt the product portfolio to address current trends, develop new marketing concepts and channels

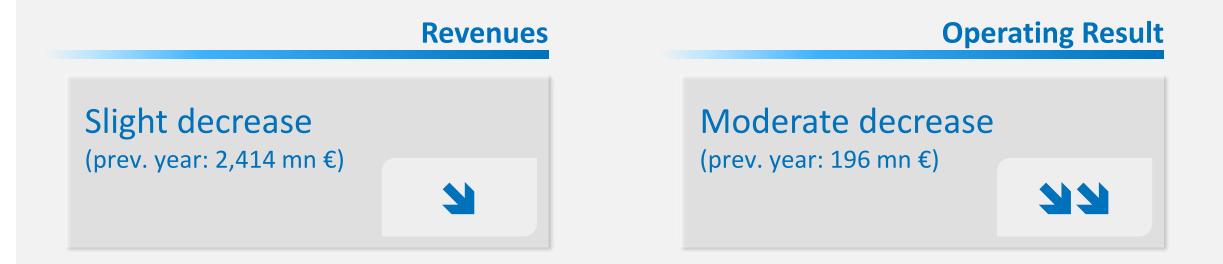


Fortify market position in Europe, expand market position in North America, analyze and develop third markets Actively embrace innovations and sustainability topics and refine existing approaches



## **Special products segment – Outlook 2024/25**

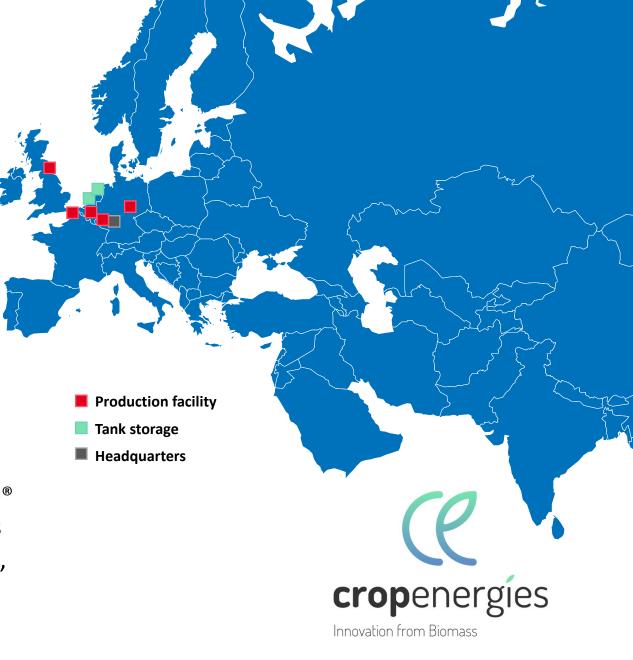
- Further increase in production and sales volumes
- Slight decrease in revenues
- Overall moderate decline in earnings compared to the earnings level achieved again in 2023/24 after weak years



(mn €)	2023/24	2022/23		2
Revenues	1.091	1.390	-299	-22 %
EBITDA	105	294	-189	-64 %
EBITDA margin	<i>9,6%</i>	21,2%		
Depreciation	-45	-43	-2	5 %
Operating result	60	251	-191	-76 %
Operating margin	5,5%	18,1%		
Result from restructuring / special items	-1	0	-1	-
Result from companies consolidated at equity	0	0	0	-
Result from operations (EBIT)	59	251	-192	-76 %
Investments	73	51	22	43 %
in fixed assets including intangible assets	72	47	25	53 %
in financial assets / acquisitions	1	4	-3	-75 %
Capital Employed	540	535	5	1 %
RoCE	11,1%	46,9%		

## Overview

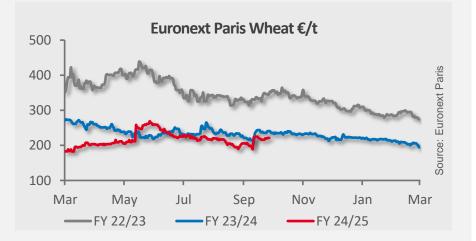
- 5 production sites in EU;
  offices/distribution sites in EU
- Main product categories/capacities p.a.:
  - 1.3 mn m<sup>3</sup> renewable ethanol for fuel sector
  - 150k m<sup>3</sup> of ethanol for technical and traditional applications
  - 400k t of CO<sub>2</sub> for liquification
  - > 1 mn t food and animal feed, thereof
    - 650k t of dried protein animal feed DDGS
    - -- > 400k t of liquid protein animal feed ProtiWanze<sup>®</sup>
    - > 60k t of gluten for food an animal feed products
- First plant for green ethyl acetate under construction, commissioning planned for late 2025/early 2026; investment: ~ 120-130 mn €



## Market development (I)



#### European ethanol prices €/m<sup>3</sup> 1500 1300 1100 900 700 500 Mar May Jul Sep Nov Jan Mar — FY 22/23 -FY 23/24



## European ethanol prices\* in the 2<sup>nd</sup> quarter of 2024/25

- Average ethanol price 710 (746) €/m<sup>3</sup>
- Price decline in the course of the 2<sup>nd</sup> quarter
- Higher imports from the USA

#### Grain market 2024/25

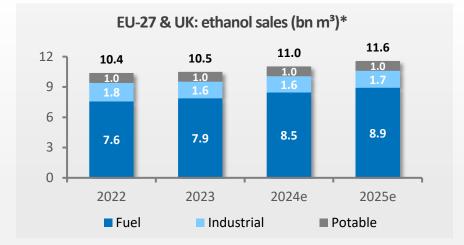
- Grain prices in the 2<sup>nd</sup> quarter of 2024/25\*\*: 221 (236) €/t
- EU grain harvest: 265 (270) mn tonnes exceeds consumption of 257 (257) mn tonnes
- IGC expects further increase in global grain harvest\*\* to 2,315 mn tonnes

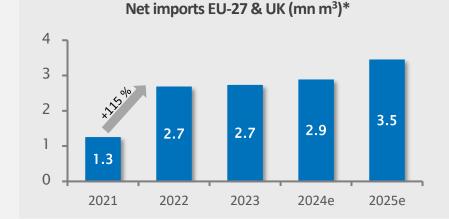
\* Ethanol T2 FOB Rdam, next date of expiry \*\* Wheat (Euronext Paris), next date of expiry

<sup>\*\*\*</sup> All varieties, excluding rice

## Market development (II)







## Ethanol market in EU-27 & UK in 2024 (in million m<sup>3</sup>)

- Production: 8.1 +6 % (6.1 fuel | 1.9 neutral alcohol)
- Consumption: 11.0 +5 % (8.5 fuel | 2.6 neutral alcohol)
- A further increase in sales of fuel ethanol is expected for 2025.
- Sales of neutral alcohol should remain stable

#### Imports to Europe remain at a high level in 2024

- Price difference makes imports to Europe still attractive
- Europe needs imports to meet rising demand, but a level playing field is needed

\* Source: S&P Global Commodity Insights (2024)

# **CropEnergies segment – Green Deal and Fit for 55 package**

Parliament and Council agree on several important legislative initiatives

#### Fit for 55: overall target to reduce greenhouse gas emissions by 55 % by 2030

#### **Emissions trading system (ETS)**

- More ambitious GHG reduction target of 62 %
- Separate system for buildings, road transport and fuels

#### **Renewable Energy Directive (RED III)**

- Share of renewable energies to rise to 42.5 % overall
- More renewable energies in industry, heating and cooling and transport

#### **ReFuel EU aviation and Fuel EU maritime**

- Sustainable aviation fuels (SAF) and GHG savings in marine fuels
- Exclusion of biofuels from arable crops ePURE files complaints with the European Court of Justice

#### CO<sub>2</sub> standards for cars and vans

- CO<sub>2</sub> emission targets of -55 % in 2030 and -100 % in 2035 for new vehicles
- Violation of the principle of technological openness and neutrality
- Italy and other member states want to bring forward the review of CO<sub>2</sub> limits planned for 2026 to 2025





## **Segment CropEnergies – "Renewable Energies Directive"**

## More renewable energies in the transport sector



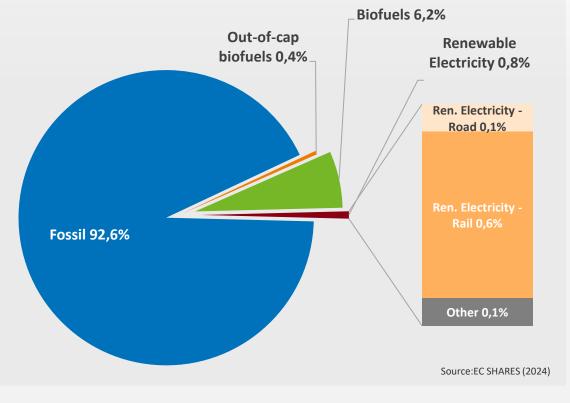
#### **Binding overall transport target for 2030**

- At least 29 % (previously: 14 %) of renewable energies
- Alternative: GHG reduction of at least 14.5 %

#### **Fulfilment options and eligibility**

- Biofuels from arable crops: national share 2020 plus max. 1 % (max. 7 %)
- Advanced biofuels and renewable fuels of non-biological origin (RFNBO): at least 5.5 %, of which at least 1 percentage point for RFNBOs
- Annex IX-B fuels (e.g. used cooking oils): max. 1.7 %
- Renewable electricity: 4x in road transport and 1.5x in rail transport

#### Implementation in the member states: by 21 May 2025



#### EU: Renewable energies in transport in 2022

## **CropEnergies segment – Strategy**

# **crop**energíes

Innovation from Biomass

Expand ethanol, neutral alcohol and protein-rich food and animal feed business activities; develop new businesses such as bio-based chemicals by drawing on the group's R&D expertise

Focus on European and regional raw materials and supply chains Establish new collaborative partnerships with customers and partners

## **CropEnergies segment – Outlook 2024/25**

- Ethanol prices lower once again despite stable demand, in particular due to the expectation of continued high import volumes
- The relief provided by lower raw material costs overall is offset by significantly lower prices for the food and animal feed produced



# Starch segment

(mn €)	2023/24	2022/23		2
Revenues	1.056	1.193	-137	-11 %
EBITDA	94	118	-24	-20 %
EBITDA margin	<b>8,9%</b>	9,9%		
Depreciation	-46	-48	2	-4 %
Operating result	48	70	-22	-31 %
Operating margin	4,5%	5,9%		
Result from restructuring / special items	0	0	0	-
Result from companies consolidated at equity	2	11	-9	-82 %
Result from operations (EBIT)	50	81	-31	-38 %
Investments	41	28	13	46 %
in fixed assets including intangible assets	41	28	13	46 %
in financial assets / acquisitions	0	0	0	-
Capital Employed	505	552	-47	-9 %
RoCE	9,5%	12,7%		

## Starch segment\*

- 4 production sites, a 50% joint venture within EU and distribution in the USA
- Starch and special starch products for the:
  - Food and luxury food industries
  - Infant and child food industries
  - Paper and paper converting industries
  - Textile industry
  - Construction chemicals industry
  - Pharmaceutical and cosmetic industries
  - Bio-plastics industry
- One of the leading suppliers for b2b solutions in the organic sector
- Provider of products from special corn e.g., waxy corn and GMO-free corn
- Important supplier of environmentally friendly ethanol
- Next to ethanol, additional production of isoglucose in Hungary





<sup>\*</sup> incorporates AGRANA bioethanol and starch activities

## **Starch segment – Strategy**

R A

STARCH

G

Further develop and expand specialization strategy for the product portfolio

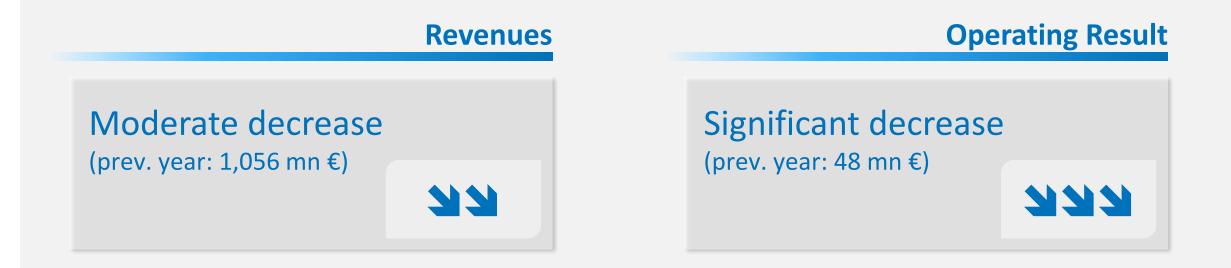
> Innovate products and strengthen application consulting

Grow market share in Europe; grow selectively outside Europe



## Starch segment – Outlook 2024/25

- Moderate price-related decline in revenues
- Expectation that sales prices will fall more sharply than manufacturing costs



## Fruit segment

(mn €)	2023/24	2022/23	L	2
Revenues	1.566	1.482	84	6 %
EBITDA	126	94	32	34 %
EBITDA margin	<b>8,0%</b>	6,3%		
Depreciation	-41	-43	2	-5 %
Operating result	85	51	34	67 %
Operating margin	5,4%	3,4%		
Result from restructuring / special items	-25	-48	23	-48 % 🔍
Result from companies consolidated at equity	0	0	0	-
Result from operations (EBIT)	60	3	57	> 100
Investments	48	36	12	33 %
in fixed assets including intangible assets	48	36	12	33 %
in financial assets / acquisitions	0	0	0	-
Capital Employed	782	828	-46	-6 %
RoCE	10,9%	6,2%		

## **Fruit segment**

Fruit preparations

- 26 production sites globally;
  distribution in more than 80 countries
- World market leader in fruit preparations (market share around 40 %)
- Main customer groups:
  - Dairy
  - Ice cream industries
  - Baked goods industries
  - Food services
- Unique global structure for sourcing, production and distribution

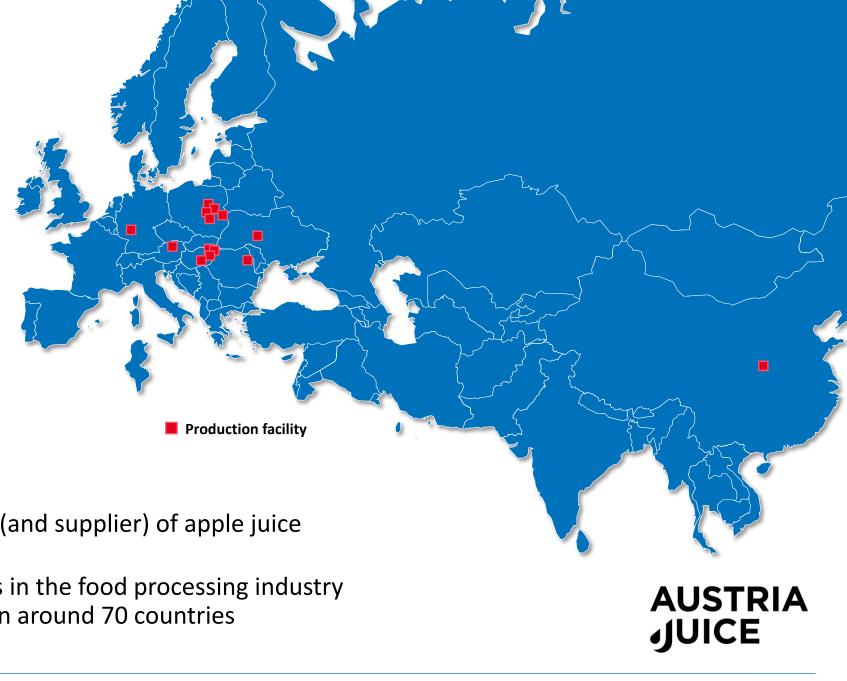




## **Fruit segment**

Fruit juice concentrates

- 13 production sites in Europe and one in China
- Main product categories:
  - Fruit juice concentrates
  - Pure juice
  - Fruit wines
  - Natural aromas
  - Beverage bases
- The world's leading manufacturer (and supplier) of apple juice and berry juice concentrates
- Supplies more than 750 customers in the food processing industry (primarily the beverage industry) in around 70 countries



FINANCIAL TRANSPARENCY

## **Fruit segment – Strategy**

GRAW FRUIT

Expand global presence by entering geographically attractive markets Further develop product categories; strengthen diversification and marketing of innovative plant-based product solutions

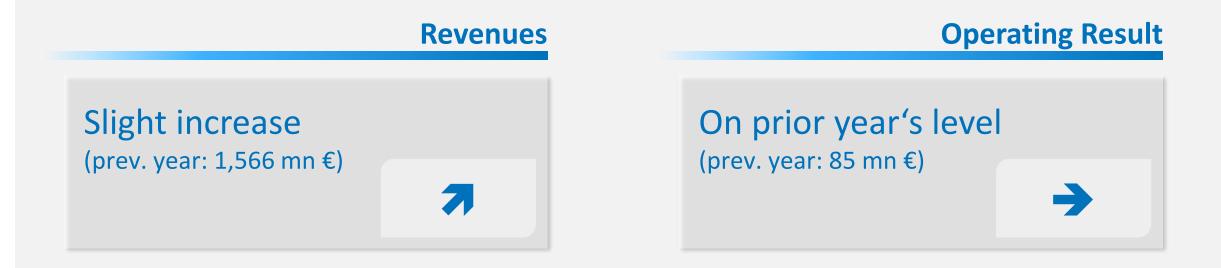
Focus on expanding out-of-home eating and ice cream sectors Expand product portfolio

Consolidate local and regional customer bases

> > FINANCIAL TRANSPARENCY SUDZUCKER

## Fruit segment – Outlook 2024/25

- Stable revenues in the fruit preparations and fruit juice concentrates divisions
- Stable volumes and prices in the fruit preparations division; fruit juice concentrates division continues to perform solidly





## Agenda

Executive Summary

Financial Highlights H1 2024/25

**Capital Market and Financing** 

Development

Non-sugar segments

# - Sugar segment

Outlook 2024/25

## Appendix

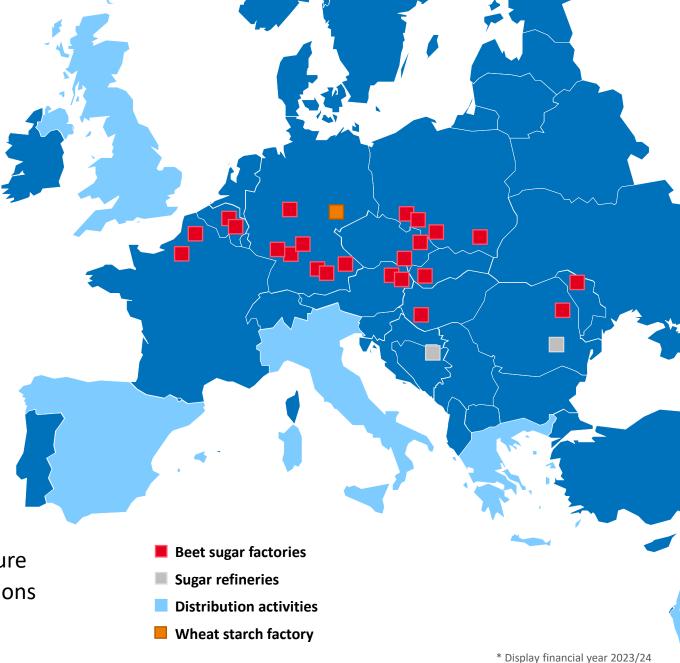
## Sugar segment

		and share the second			
(mn €)	2023/24	2022/23		Δ	
Revenues	4.162	3.216	946	29 %	
EBITDA	714	381	333	87 %	
EBITDA margin	17,2%	11,8%			
Depreciation	-156	-151	-5	3 %	
Operating result	558	230	328	> 100	
Operating margin	<b>13,4%</b>	7,2%			
Result from restructuring / special items	-6	55	-61	-	
Result from companies consolidated at equity	0	19	-19	-100 %	
Result from operations (EBIT)	552	304	248	82 %	
Investments	257	147	110	75 %	
in fixed assets including intangible assets	257	144	113	78 %	
in financial assets / acquisitions	0	3	-3	-100 %	
Capital Employed	3.347	3.201	146	5 %	
RoCE	16,7%	7,2%			

FINANCIAL TRANSPARENCY SUDZUCKER

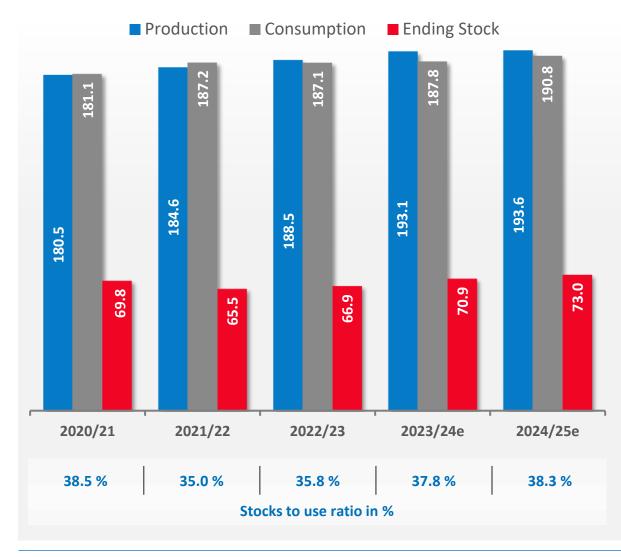
## Sugar segment

- 23 beet sugar production sites,
  2 sugar refining production sites,
  1 wheat starch production site and
  4 distribution additional activities in Europe
- Main product categories:
  - sugar and reduced sugar products, supplemented by starch-based sweeteners
  - non-food applications based on products and byproducts made from sugar beets
- 4.1 mn t of sugar production from beet and refining (thereof 3.8 from sugar beet and 0.3 from refining)
- 27.2 mn t of beet processing
- 354,000 ha growing area
- Leading market position in EU sugar
- Efficient pan-European distribution and logistics structure
- Sustainable production in highest-yielding growing regions



## Sugar balance world\*

## (*mn t*)



#### 2021/22: Market deficit (-4.3 mn t)

- Third deficit year in a row

#### 2022/23: Market with slight surplus (+1.4 mn t)

- Higher production, particularly in Brazil
- Low stock level remains

## **2023/24e:** Market with significant higher surplus

(+5.2 mn t; expected so far +5.4 mn t)

- Further production increase, particularly in Brazil, China and Europe
- Still low stock-to-use ratio but rising

#### **2024/25e:** Market now with significant surplus

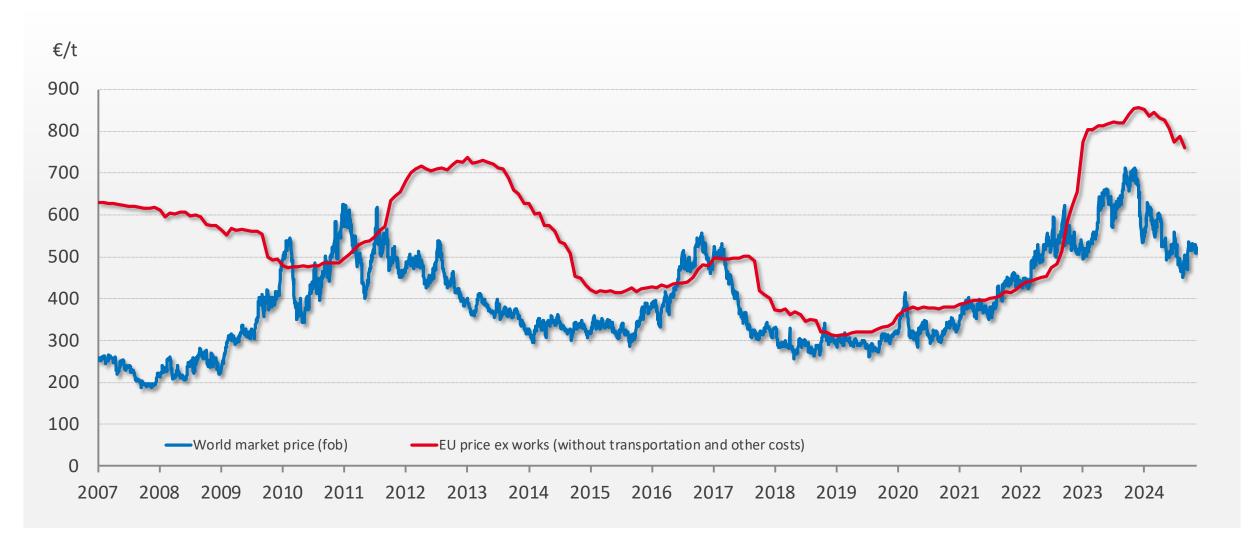
(+2.1 mn t; expected so far +3.9 mn t)

- Further production increase (Thailand, EU, China)
- Further increase in stock-to-use ratio

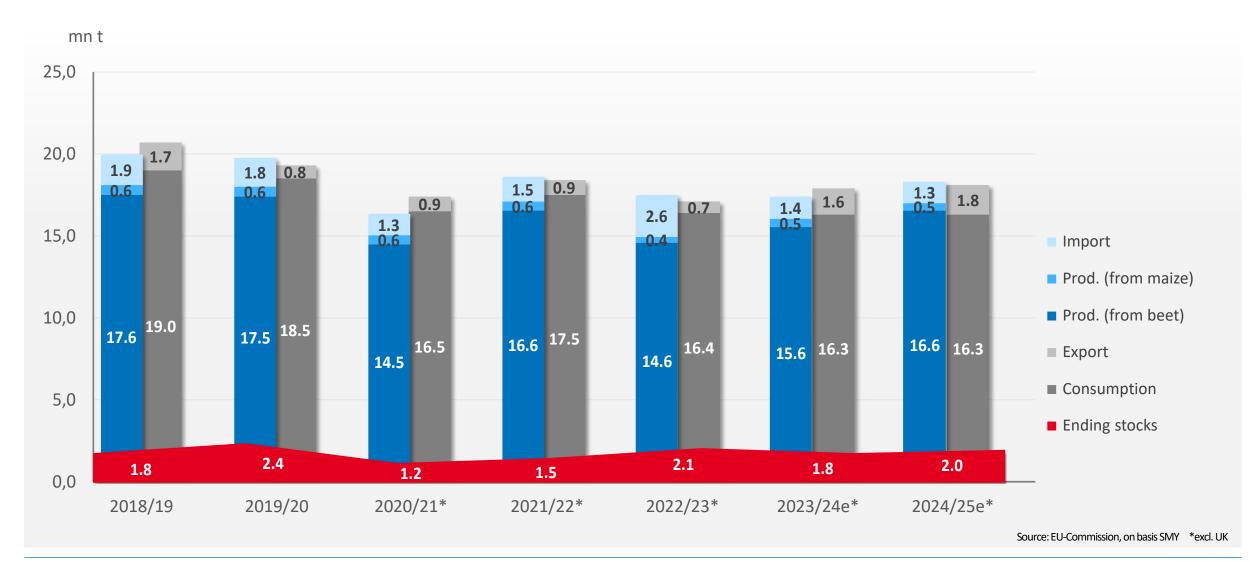
\* according to s&p global, November 2024

## Sugar price development

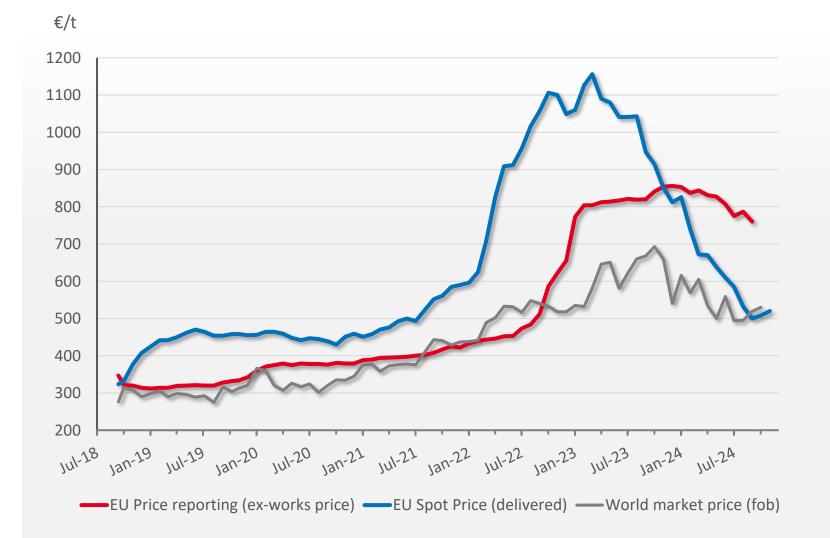
## Supply and demand as main drivers



## Sugar balance EU



## Sugar prices development



#### Campaign 2023:

- Slight increase in cultivation area
- Sugar production ~ 16 mn t
- EU price level since January 2023 confirmed
- EU remains net importer

#### Campaign 2024e:

- Moderate increase in cultivation area
- Good harvest expectations due to favorable weather conditions
- Resulting increase in sugar production
- Reduction of Ukraine imports through safeguard clause

#### Campaign 2025e:

 First market indications of potential lower cultivation area

## Sugar segment – Strategy



Focus on the EU sugar market and take advantage of any growth opportunities

Offer a product portfolio consisting of sugar and reduced sugar products, supplemented by starch-based sweeteners Offer sustainable non-food applications based on products and byproducts made from sugar beets

## Sugar segment – Outlook 2024/25

 With rising production and sales volumes, a moderate decrease in revenues is expected – with prices falling on average over the year. We assume that the previously expected negative effects from duty-free import volumes from Ukraine will not intensify.



## Agenda

Executive Summary

- Financial Highlights H1 2024/25
- **Capital Market and Financing**
- Development
- Non-sugar segments
- Sugar segment



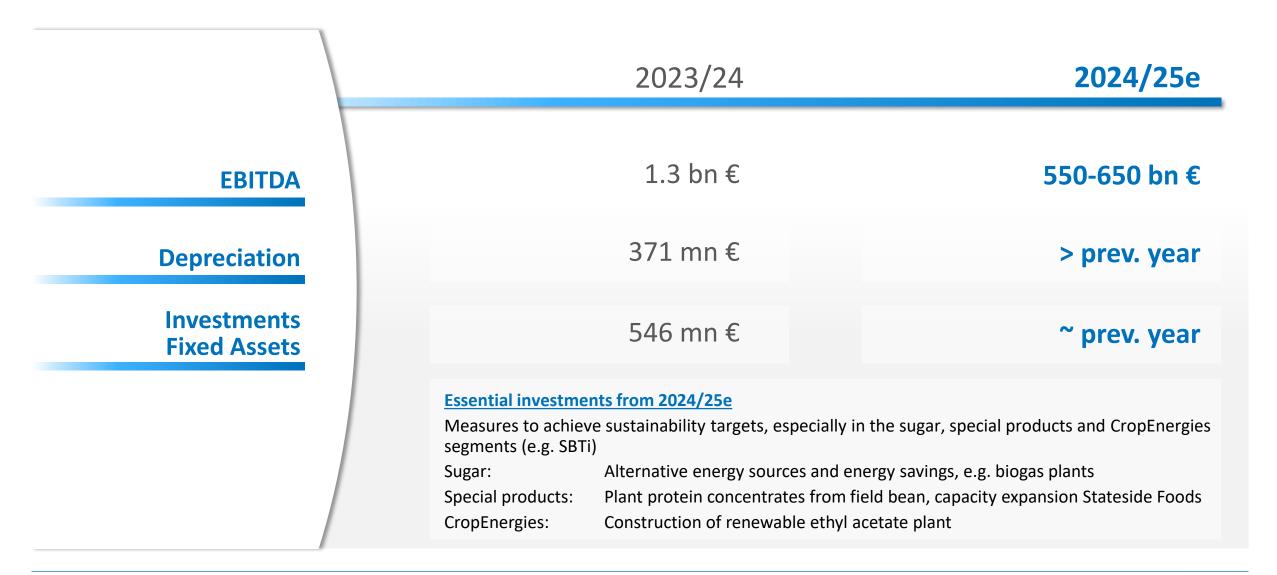
Outlook 2024/25

## Appendix

# **Outlook 2024/25 (I)** – Revenues and Operating Result

	Revenues		Opera	ting Result
	2023/24	2024/25e	2023/24	2024/25e
Sugar	4.2 bn €		558 mn €	-150 to -50 mn €
Special products	2.4 bn €	2	196 mn €	22
CropEnergies	1.1 bn €	0.9-1.1 bn €	60 mn €	20-60 mn €
Starch	1.1 bn €		48 mn €	222
Fruit	1.6 bn €	7	85 mn €	→
Group	10.3 bn €	9.5-9.9 bn €	947 mn €	175-275 mn €

## **Outlook 2024/25 (II) – Other key figures**





# **Outlook 2024/25 (III) – Other key figures**

2023/24	<b>2024/25</b> e
7,153 mn €	< prev. year
13.2 %	
1.8 bn €	< prev. year*
1.7x	> prev. year
10.2 %	> 5 %
41.6 %	< prev. year
	7,153 mn € 13.2 % 1.8 bn € 1.7x 10.2 %

## Agenda

**Executive Summary** 

Financial Highlights H1 2024/25

**Capital Market and Financing** 

Development

- Non-sugar segments
- Sugar segment

Outlook 2024/25

## Appendix

## Sustainability – successful target implementation in 2023/24





## What have we achieved in 2023/24

- Further development of the impact area programs
- Implementation of further emission reduction measures as part of our SBTi commitment
- Revision of the Capex process to systematically take sustainability criteria into account (CO<sub>2</sub>eq emissions and EU taxonomy)
- Development of a model to determine climate-related risks in our agricultural supply chains – sugar beet pilot
- Further development of the management approach to respecting human rights with a new organizational structure
- Updating the Code of Conduct (own business unit and suppliers)
- Continuous improvement in ESG ratings such as EcoVadis "Silver" (68 out of 100 points compared to 64 in the previous year) and CDP "B"

## Focus 2024/25

 Implementation of the new requirements under the Corporate Sustainability Reporting Directive (already applies to SZG for the financial year 2024/25)

## Sustainability program – eight impact areas

## In the 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.

## Sustainability – Südzucker sector pioneer at SBTi



*Emission reduction targets validated by the Science Based Targets initiative (SBTi)* 

#### In February 2023, our greenhouse gas emission reduction targets were confirmed by the Science Based Targets initiative (SBTi) as scientifically sound and in line with the Paris Agreement.

- SBTi is a joint initiative of CDP, the United Nations Global Compact, the World Resources Institute and the World Wide Fund for Nature and an internationally recognized gold standard for corporate climate targets.
- The validation of our emissions reduction targets by the SBTi is an important milestone in our sustainability strategy in the impact area of "emissions reduction". We have committed to the following targets:





(starting from 3.7 mn t  $CO_2$  in 2018)



**Emissions Scope 3 by 2030** (starting from 9.4 mn t CO<sub>2</sub>eq in 2018)



Climate neutrality of Südzucker Group by 2050 (Scope 1, 2 & 3)

## Südzucker is rising to the challenges – for example, the climate protection agreement

## Background

- Start-up assistance: The state finances the additional costs of innovative, climate-friendly production compared to conventional production
  - Learning curve: The necessary infrastructure and expertise are emerging
  - Cost reduction: Costs for climatefriendly systems are falling; no need for further state funding
- Successful market transformation

# Südzucker successful with first application

 Significant milestone in reducing emissions as part of Südzucker's "growing in balance" sustainability strategy



**Conversion of the sugar factory at the Zeitz site** 

- Climate-neutral sugar production (Scope 1) in three steps:
  - Construction of biogas plant
  - Installation of open heat pumps
  - Conversion of lime kiln
- 150,000 tons of CO<sub>2</sub> saved per year compared to the current situation

## **Bio-based chemicals – Strategy being implemented**

**BAU DER ERSTEN** 

N EUROPA

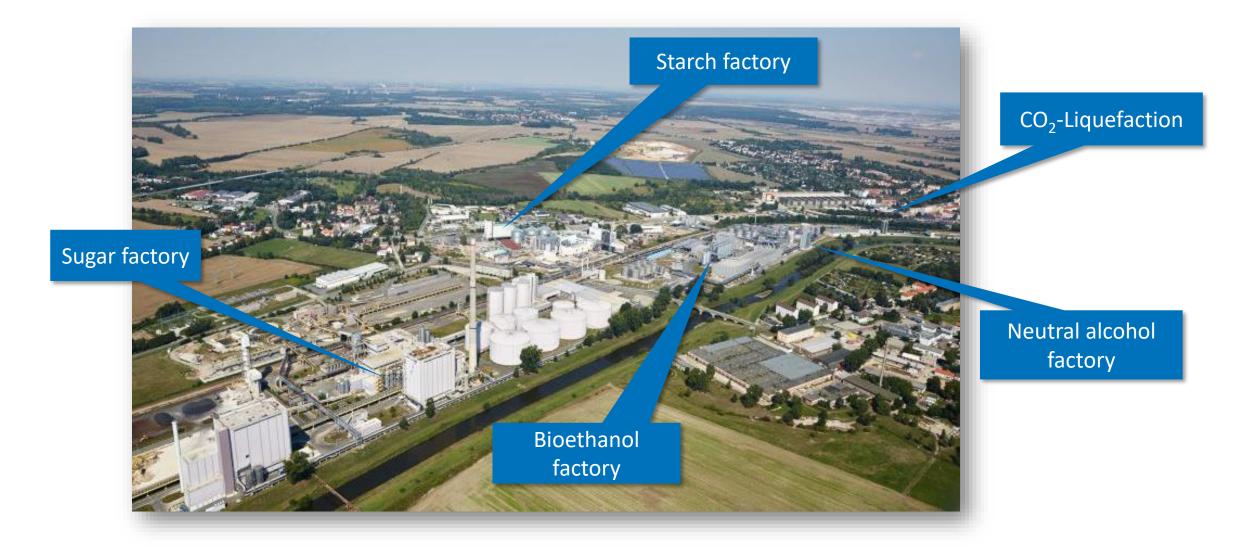
KTIONSANI AGE

- Construction of the first production plant of its kind in Europe based on Johnson Matthey technology
- Production of 50,000 tons of ethyl acetate with a valuable hydrogen by-product stream directly from ethanol

- Location: Zeitz Chemical and Industrial Park

- Investment: 120-130 mn €
- Renewable ethyl acetate chemical solvent
- Final decision made in December 2022
- Groundbreaking ceremony 5 April 2024
- Production start at the end of 2025

#### **Synergy example Zeitz site – five composite factories**

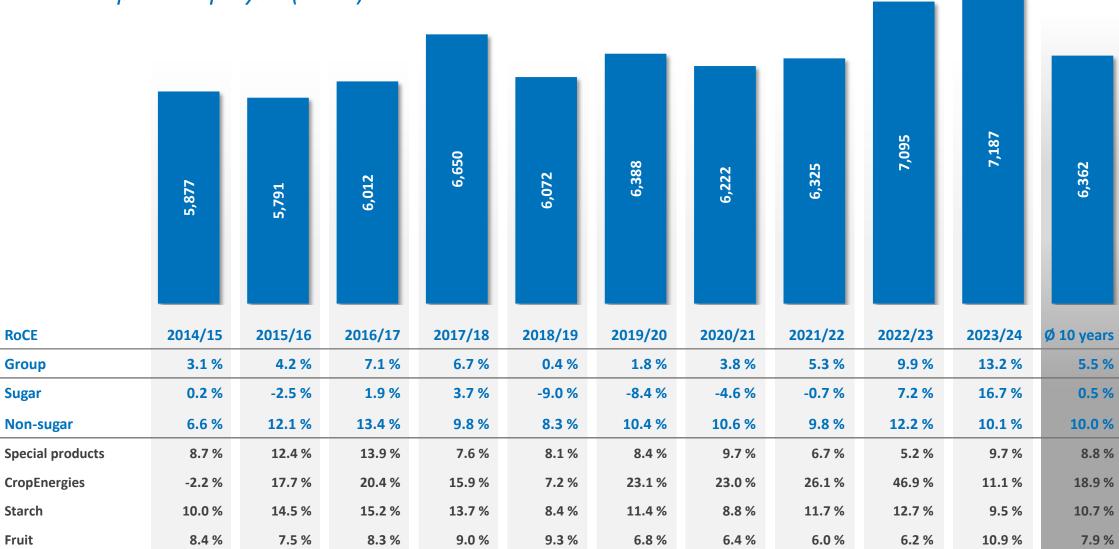


### Long-term development (I) – Group

<u>(mn €)</u>	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24
Revenues	7.533	6.778	6.387	6.476	6.983	6.754	6.671	6.679	7.599	9.498	10.289
Sugar segment	3.965	3.228	2.854	2.776	3.017	2.589	2.258	2.255	2.623	3.216	4.162
Non-sugar segments	3.568	3.550	3.533	3.700	3.966	4.165	4.413	4.424	4.976	6.282	6.127
EBITDA	889	453	518	709	758	353	478	597	692	1.070	1.318
EBITDA-Margin	11,8%	6,7%	8,1%	10,9%	10,8%	5,2%	7,2%	8,9%	9,1%	11,3%	12,8%
Sugar segment	558	132	49	198	278	-102	-78	31	133	381	714
Non-sugar segments	331	321	469	511	480	455	556	566	559	689	604
Operating Result	622	181	241	426	445	27	116	236	332	704	947
Operating Margin	8,3%	2,7%	3,8%	6,6%	6,4%	0,4%	1,7%	3,5%	4,4%	7,4%	9,2%
Sugar segment	437	7	-78	64	129	-249	-244	-128	-21	230	558
Non-sugar segments	185	174	319	362	316	276	360	364	353	474	389
Income from operations (EBIT)	554	159	277	441	467	-761	48	70	241	731	914
Earnings before income taxes (EBT)	491	127	227	407	426	-784	9	21	204	680	781
Net earnings	387	74	181	312	318	-805	-55	-36	123	529	648
thereof to SZ AG shareholders	280	20	109	214	205	-844	-122	-107	66	412	589
Market capitalization	4.114	2.782	3.834	4.921	3.014	2.625	2.873	2.661	2.493	3.278	2.670
Closing price on February 28/29	20,15	13,63	13,88	24,10	14,76	12,86	14,07	13,03	12,21	16,06	13,08
Earnings per share (€)	1,37	0,10	0,53	1,05	1,00	-4,14	-0,60	-0,52	0,32	1,93	2,72
Dividend per share (€)	0,50	0,25	0,30	0,45	0,45	0,20	0,20	0,20	0,40	0,70	0,90
Cash flow	697	389	480	634	693	377	372	475	560	927	1.046
Investments total	399	387	371	493	793	394	348	300	336	467	547
Working Capital	1.916	1.787	1.665	1.737	1.888	2.008	2.213	2.179	2.318	2.999	2.967
Capital Employed	5.873	5.877	5.791	6.012	6.650	6.072	6.388	6.222	6.325	7.095	7.187
RoCE	10,6%	3,1%	4,2%	7,1%	6,7%	0,4%	1,8%	3,8%	5,3%	9,9%	13,2%
Total Assets	8.663	8.474	8.133	8.736	9.334	8.188	8.415	7.973	8.441	9.698	10.278
Equity	4.625	4.461	4.473	4.888	5.024	4.018	3.673	3.536	3.699	4.199	4.273
Equity Ratio	53,4%	52,6%	55,0%	56,0%	53,8%	49,1%	43,6%	44,3%	43,8%	43,3%	41,6%
Net Financial Debt (NFD)	536	593	555	413	843	1.129	1.570	1.511	1.466	1.864	1.795
Gearing (NFD/Equity)	11,6%	13,3%	12,4%	8,4%	16,8%	28,1%	42,7%	42,7%	39,6%	44,4%	42,0%
NFD/Cash flow	0,8x	1,5x	1,2x	0,7x	1,2x	3,0x	4,2x	3,2x	2,6x	2,0x	1,7x

#### Long-term development (II) – Group

#### Return on Capital Employed (RoCE)



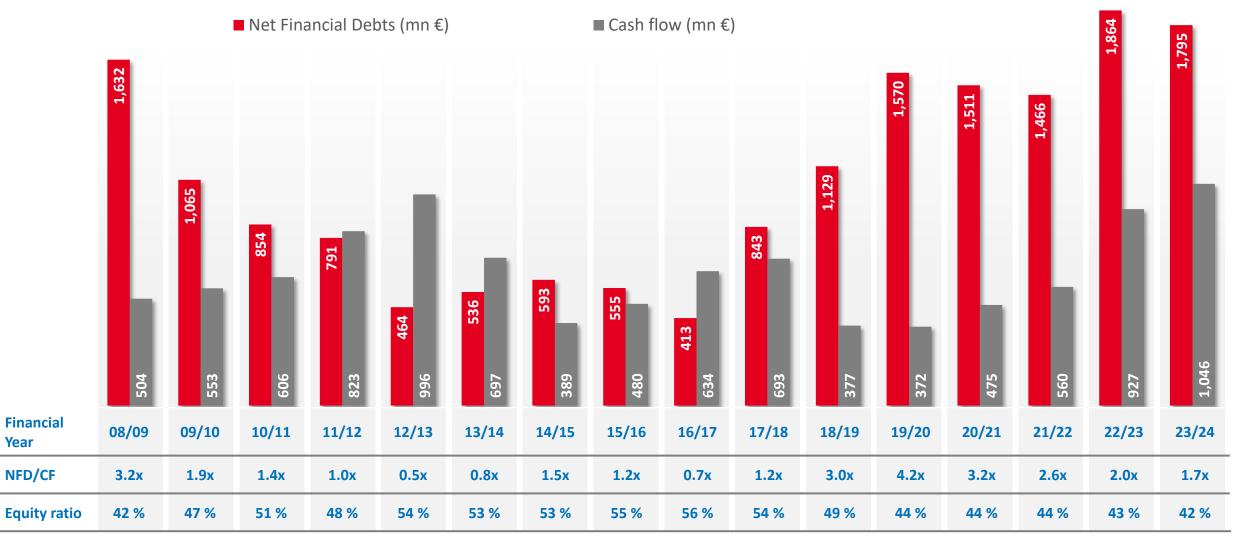


Capital Employed Group (mn €)

Fruit

### Long-term development (III) – Group

#### Financial key figures



Year

### Long-term development (IV) – Segments

#### Sugar segment

(mn €)	2019/20	2020/21	2021/22	2022/23	2023/24
Revenues	2.258	2.255	2.623	3.216	4.162
EBITDA	-78	31	134	381	714
EBITDA margin	-3,4%	1,4%	5,1%	11,8%	17,2%
Depreciation	-166	-159	-154	-151	-156
Operating result	-244	-128	-20	230	558
Operating margin	-10,8%	-5,7%	-0,8%	7,2%	<b>13,4%</b>
Result from restructuring / special items	-19	-30	0	55	-6
Result from companies consolidated at equity	-66	-144	-63	19	0
Result from operations (EBIT)	-328	-302	-84	304	552
Investments	120	131	114	147	257
in fixed assets including intangible assets	110	128	114	144	257
in financial assets / acquisitions	10	3	0	3	0
Capital Employed	2.908	2.773	2.740	3.201	3.347
RoCE	-8,4%	-4,6%	-0,7%	7,2%	16,7%

#### **CropEnergies segment**

(mn €)	2019/20	2020/21	2021/22	2022/23	2023/24
Revenues	819	774	1.004	1.390	1.091
EBITDA	146	148	169	294	105
EBITDA margin	17,8%	19,2%	16,8%	21,2%	<b>9,6%</b>
Depreciation	-42	-41	-42	-43	-45
Operating result	104	107	127	251	60
Operating margin	12,7%	13,8%	12,6%	18,1%	5,5%
Result from restructuring / special items	0	1	0	0	-1
Result from companies consolidated at equity	0	0	0	0	0
Result from operations (EBIT)	104	108	127	251	59
Investments	30	29	36	51	73
in fixed assets including intangible assets	30	29	36	47	72
in financial assets / acquisitions	0	0	0	4	1
Capital Employed	450	465	486	535	540
RoCE	23,1%	23,0%	26,1%	46,9%	11,1%

#### Special products segment

(mn €)	2019/20	2020/21	2021/22	2022/23	2023/24
Revenues	1.672	1.710	1.781	2.217	2.414
EBITDA	215	232	190	183	279
EBITDA margin	12,8%	13,5%	10,7%	8,3%	11,6%
Depreciation	-75	-73	-73	-81	-83
Operating result	140	159	117	102	196
Operating margin	8,3%	9,3%	6,6%	4,6%	<b>8,1%</b>
Result from restructuring / special items	1	0	0	-10	-3
Result from companies consolidated at equity	0	-1	0	0	0
Result from operations (EBIT)	141	158	117	92	193
Investments	72	82	124	205	128
in fixed assets including intangible assets	70	82	124	145	128
in financial assets / acquisitions	2	0	0	60	0
Capital Employed	1.657	1.640	1.740	1.979	2.013
RoCE	8,4%	9,7%	6,7%	5,2%	9,7%

### Long-term development (V) – Segments

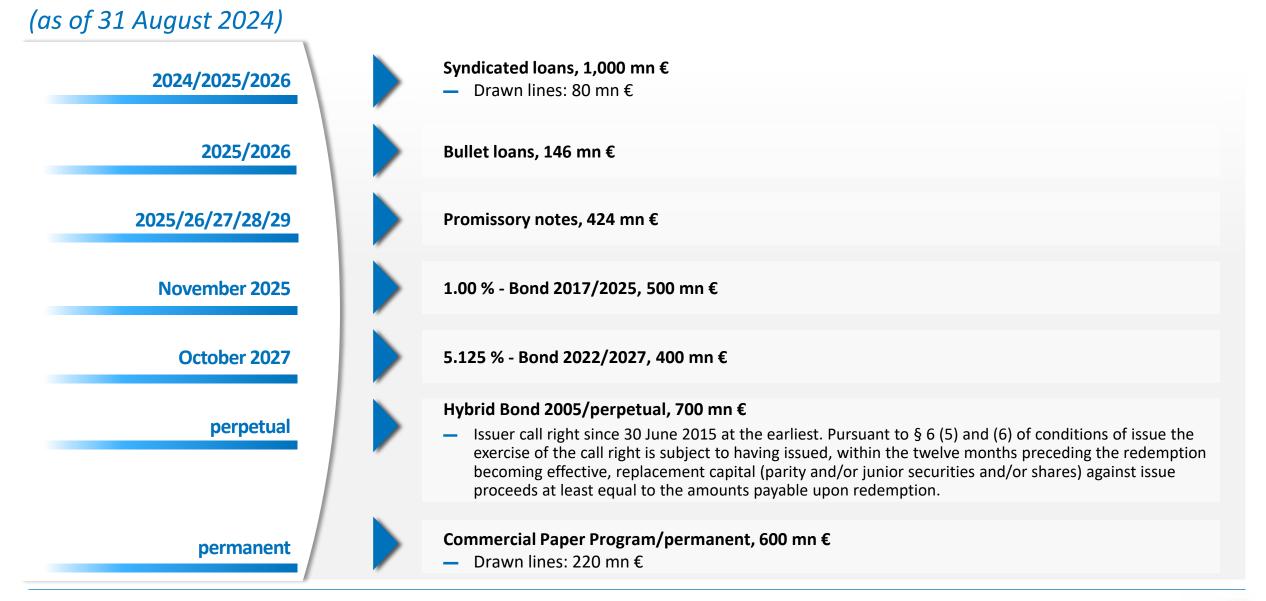
#### Starch segment

(mn €)	2019/20	2020/21	2021/22	2022/23	2023/24
Revenues	736	774	940	1.193	1.056
EBITDA	94	92	105	118	94
EBITDA margin	12,8%	11,9%	11,2%	9,9%	<b>8,9%</b>
Depreciation	-35	-47	-49	-48	-46
Operating result	59	45	57	70	48
Operating margin	8,0%	5,9%	6,1%	5,9%	4,5%
Result from restructuring / special items	0	1	0	0	0
Result from companies consolidated at equity	16	19	14	11	2
Result from operations (EBIT)	75	65	71	81	50
Investments	74	33	24	28	41
in fixed assets including intangible assets	74	22	24	28	41
in financial assets / acquisitions	0	11	0	0	0
Capital Employed	517	515	488	552	505
RoCE	11,4%	8,8%	11,7%	12,7%	9,5%

#### Fruit segment

(mn €)	2019/20	2020/21	2021/22	2022/23	2023/24
Revenues	1.185	1.166	1.251	1.482	1.566
EBITDA	101	94	93	94	126
EBITDA margin	8,5%	8,1%	7,5%	6,3%	<b>8,0%</b>
Depreciation	-43	-41	-42	-43	-41
Operating result	58	53	52	51	85
Operating margin	4,9%	4,5%	4,1%	3,4%	5,4%
Result from restructuring / special items	-2	-12	-42	-48	-25
Result from companies consolidated at equity	0	0	0	0	0
Result from operations (EBIT)	56	41	10	3	60
Investments	52	25	38	36	48
in fixed assets including intangible assets	52	24	34	36	48
in financial assets / acquisitions	1	1	4	0	0
Capital Employed	855	829	870	828	782
RoCE	6,8%	6,4%	6,0%	6,2%	10,9%

# Maturity profile of main financial liabilities





#### Hybrid bond – Cash flow covenant

<u>(</u> mn €)	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25e
Revenues	6.778	6.387	6.476	6.983	6.754	6.671	6.679	7.599	9.498	10.289	9.5-9.9 bn €
Cash flow	389	480	634	693	377	372	475	560	927	1.046	< prev. year
Cash flow / Revenues	5,7%	7,5%	9,8%	9,9%	5,6%	5,6%	7,1%	7,4%	9,8%	10,2%	> 5%

#### **Options for hybrid bond 2005 (depending on continuous financial planning):**

- Since 30 June 2015: quarterly variable interest payment, 3M Euribor plus 3.10 % p.a.
- Period from 30 September 2024 to 31 December 2024 (excl.), rate of remuneration fixed at 6.445 % p.a.
- Since 30 June 2015, bond can be called and redeemed on quarterly basis at nominal value (according to § 6 (5) & (6) of the terms and conditions)
- Precondition to use issuer call right is replacement through new hybrid or equity capital within 12 months
- A bond repurchase also partially is possible at any time
- Still preferred option: No call of hybrid bond

# Liquidity profile end of period

(mn €)	Q2 2023/24	Q3 2023/24	Q4 2022/23	Q1 2024/25	Q2 2024/25
Net financial debt	-1.899	-1.620	-1.795	-1.639	-1.959
Cash & Cash equivalents / securities	582	441	425	413	381
Gross financial debt	-2.481	-2.061	-2.220	-2.052	-2.340
Long-term financial debt	-1.499	-1.497	-1.637	-1.634	-1.631
Short-term financial debt	-879	-463	-482	-319	-616
Leasing	-104	-100	-102	-99	-92
Bank credit lines	854	865	1.167	852	936
undrawn	181	264	448	320	304
Syndicated loan	600	600	600	600	600
undrawn	600	600	600	600	600
Syndicated Ioan Agrana	400	400	400	400	400
undrawn	295	340	400	380	320
Commercial paper program	600	600	600	600	600
undrawn	600	600	600	600	380
Bank credit lines (undrawn)	181	264	448	320	304
+ Cash & cash equivalents / securities	582	441	425	413	381
+ Syndicated Ioan (undrawn)	895	940	1.000	980	920
+ Commercial paper (undrawn)	600	600	600	600	380
= Total liquidity reserves	2.258	2.245	2.473	2.313	1.985

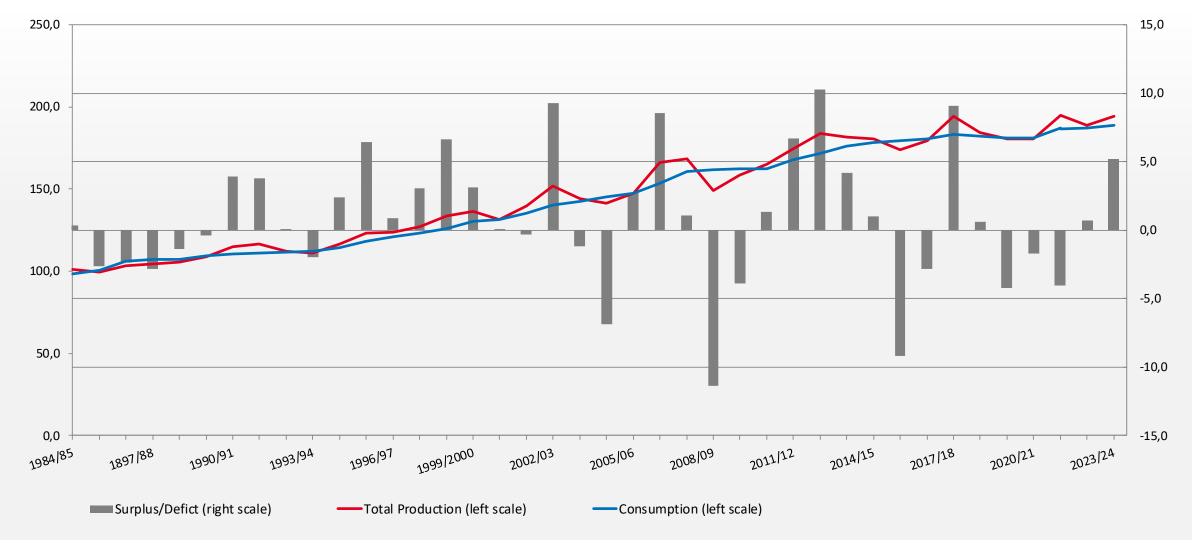
# **Group balance sheet**

(mn €)	29 Febr	uary 2024	28 February 2023		
Intangible assets	917	8,9%	942	9,7%	
Fixed assets	3.257	31,7%	3.109	32,1%	
Shares in companies consolidated at equity	80	0,8%	78	0,8%	
Other investments and loans	10	0,1%	15	0,2%	
Securities	18	0,2%	17	0,2%	
Receivables and other assets	45	0,4%	33	0,3%	
Deferred tax assets	118	1,1%	51	0,5%	
Non-current assets	4.445	43,2%	4.245	43,8%	
Inventories	3.511	34,2%	3.161	32,6%	
Trade receivables and other assets	1.865	18,1%	1.841	19,0%	
Current tax receivables	50	0,5%	50	0,5%	
Securities	102	1,0%	154	1,6%	
Cash and cash equivalents	305	3,0%	247	2,5%	
Current assets	5.833	56,8%	5.453	56,2%	
Total assets	10.278	100,0%	9.698	100,0%	

(mn €)	29 Febr	uary 2024	28 February 2023		
Equity attributable to shareholders of SZ AG	2.846	27,7%	2.572	26,5%	
Hybrid capital	654	6,4%	654	6,7%	
Other minority interest	773	7,5%	973	10,0%	
Shareholder's equity	4.273	41,6%	4.199	43,3%	
Provisions for pensions and similar obligations	769	7,5%	682	7,0%	
Other provisions	184	1,8%	202	2,1%	
Financial liabilities	1.707	16,6%	1.623	16,7%	
Other liabilities	6	0,1%	8	0,1%	
Tax liabilities	4	0,0%	4	0,0%	
Deferred tax liabilities	183	1,8%	164	1,7%	
Non-current liabilities	2.853	27,8%	2.683	27,7%	
Other provisions	77	0,7%	76	0,8%	
Financial liabilities	513	5,0%	660	6,8%	
Trade payables and other liabilities	2.455	23,9%	2.012	20,7%	
Current tax liabilities	107	1,0%	68	0,7%	
Current liabilities	3.152	30,7%	2.816	29,0%	
Total liabilities and shareholders' equity	10.278	100,0%	9.698	100,0%	

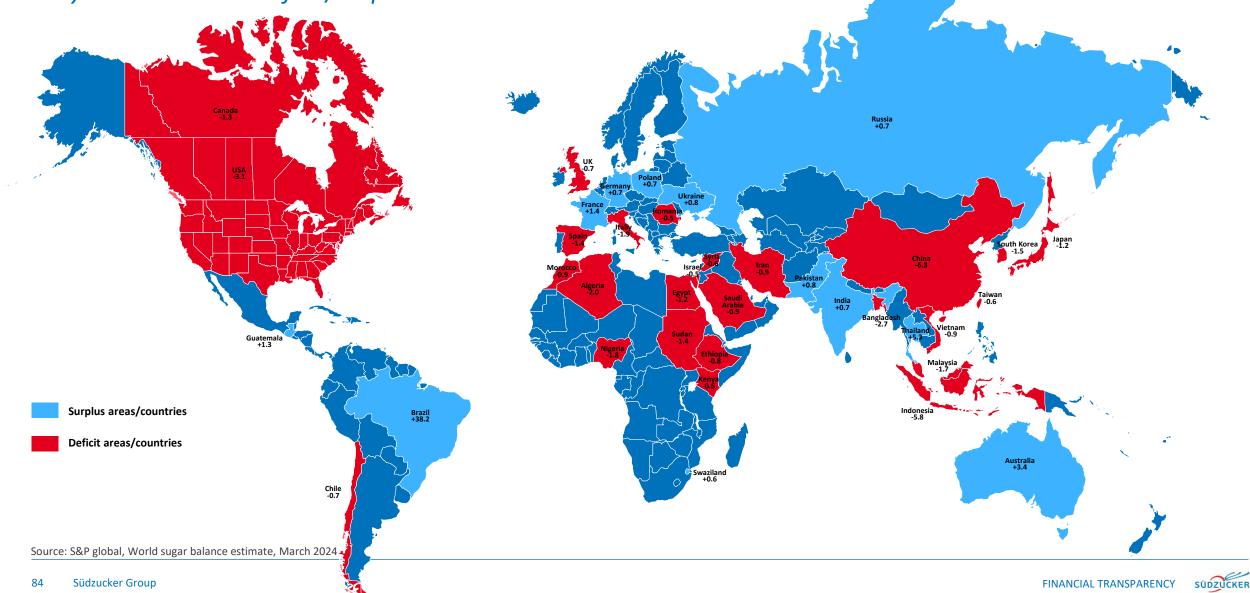
### World sugar market development

#### (mn t)



# **Global Sugar market – supply and demand (2023/24e)**

Only countries with deficit/surpluses over 500k tonnes are marked



# EU sugar balance

# (in mn t)

	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21*	2021/22*	2022/23*	2023/24e*	Ø 10 years	2024/25e*
Production EU	20.3	15.7	17.6	21.9	18.2	18.0	15.2	17.2	15.0	16.1	17.5	17.1
• from beet	19.5	14.9	16.8	21.3	17.6	17.5	14.5	16.6	14.6	15.6	16.9	16.6
from maize	0.8	0.8	0.8	0.6	0.6	0.6	0.6	0.6	0.4	0.5	0.6	0.5
Import	2.8	2.9	2.5	1.3	1.9	1.8	1.3	1.5	2.6	1.4	2.0	1.3
Import white sugar	0.7	0.7	0.8	0.3	0.6	0.6	0.6	0.5	n.a.	n.a.	0.5	n.a.
• EU refining of imported raw sugar	2.1	2.2	1.7	1.0	1.4	1.2	0.8	1.0	n.a.	n.a.	1.3	n.a.
Export	1.5	1.4	1.4	3.4	1.7	0.8	0.9	0.9	0.7	1.6	1.4	1.8
Consumption	20.2	19 <b>.3</b>	18.5	19.6	19.0	18.5	16.5	17.5	16.4	16.3	18.2	16.3
Ending stock	4.0	1.9	2.2	2.5	1.8	2.4	1.2	1.5	2.1	1.8	2.1	2.0
Source: EU Commission *excl. UK												

# Ranking global sugar market (I)

#### (in mn t)

Top-producer	2023/24e	2023/24e	Ø 10 years
Brazil	48.5	25.0 %	39.0
India	35.6	18.3 %	32.5
EU	16.2	8.4 %	16.5
China	10.8	5.6 %	10.8
Thailand	9.0	4.6 %	10.9
USA	8.3	4.2 %	8.1
Pakistan	7.9	4.1 %	6.7
Russia	7.4	3.8 %	6.5
Mexico	4.9	2.5 %	6.1
Australia	4.2	2.2 %	4.5
Others	41.4	21.3 %	42.5
<u>Total</u>	<u>194.3</u>	<u>100 %</u>	<u>184.2</u>

Top-consumer	2023/24e	2023/24e	Ø 10 years
India	30.1	15.9 %	27.3
EU*	17.8	9.4 %	17.4
China	17.0	9.0 %	16.6
USA	11.3	6.0 %	11.2
Brazil	11.0	5.8 %	11.2
Indonesia	8.0	4.2 %	7.6
Pakistan	6.5	3.4 %	6.0
Russia	6.4	3.4 %	6.3
Mexico	5.0	2.7 %	4.9
Egypt	3.8	2.0 %	3.7
Others	72.0	38.1 %	70.8
<u>Total</u>	<u>189.0</u>	<u>100 %</u>	<u>183.2</u>

Source: S&P global, World sugar balance estimate, March 2024



# Ranking global sugar market (II)

#### (in mn t)

Top-net-exporter	2023/24e	2023/24e	Ø 10 years
Brazil	38.2	69.2 %	27.6
Thailand	5.3	9.7 %	7.7
Australia	3.4	6.2 %	3.4
Guatemala	1.3	2.3 %	1.8
Ukraine	0.8	1.5 %	0.4
Pakistan	0.8	1.4 %	0.6
Russia	0.7	1.3 %	0.2
India	0.7	1.3 %	4.1
Swaziland	0.6	1.1 %	0.6
Nicaragua	0.5	0.8 %	0.4
Others	2.8	5.1 %	-
<u>Total</u>	<u>55.1</u>	<u>100 %</u>	-

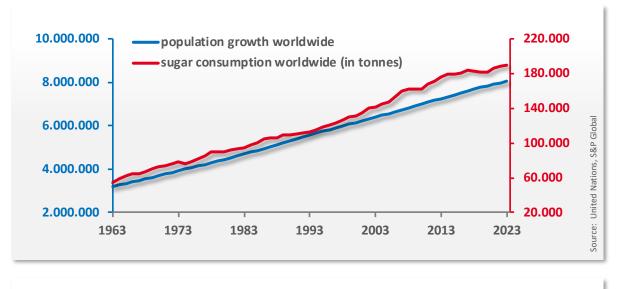
Top-net-importer	2023/24e	2023/24e	Ø 10 years
China	6.3	11.4 %	5.2
Indonesia	5.8	10.6 %	5.1
USA	3.1	5.7 %	3.1
Bangladesh	2.7	4.9 %	2.4
Algeria	2.0	3.6 %	1.7
EU	1.9	3.4 %	0.7
Nigeria	1.8	3.3 %	1.7
Malaysia	1.7	3.2 %	1.8
Korea, South	1.5	2.8 %	0.6
Ethiopia	1.4	2.5 %	1.3
Others	26.8	48.7 %	-
<u>Total</u>	<u>55.0</u>	<u>100 %</u>	-

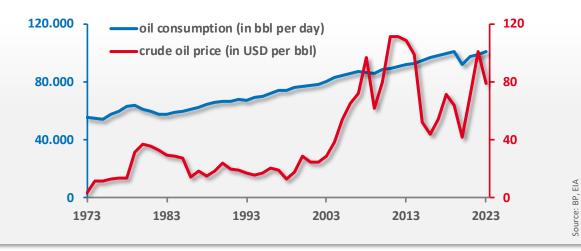
Source: S&P global, World sugar balance estimate, March 2024

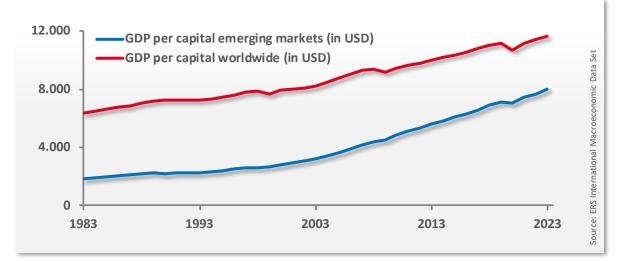
### **Segment Sugar – Campaign**

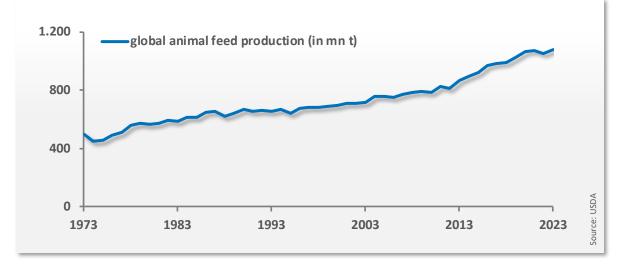
	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24
Beet acreage (in ha)	396,000	405,000	350,000	385,000	445,000	434,000	391,000	343,000	352,000	325,000	354,000
Sugar factories (incl. refineries)	32	32	31	31	31	31	30	25	25	25	25
Beet processing*	27.2	34.0	23.7	28.6	36.0	29.3	28.4	24.1	27.6	23.3	27.2
Campaign duration (in days)	102	127	89	107	133	115	114	108	124	107	128
Sugar production*	4.7	5.3	4.1	4.7	5.9	4.7	4.5	3.6	4.4	3.7	4.1
thereof from beets*	4.3	5.0	3.8	4.4	5.7	4.6	4.3	3.5	4.2	3.3	3.8
thereof raw sugar raffination*	0.5	0.3	0.4	0.2	0.2	0.1	0.2	0.1	0.2	0.4	0.3
*in mn t										and the second	And the second s

#### Portfolio benefits from long-term megatrends...

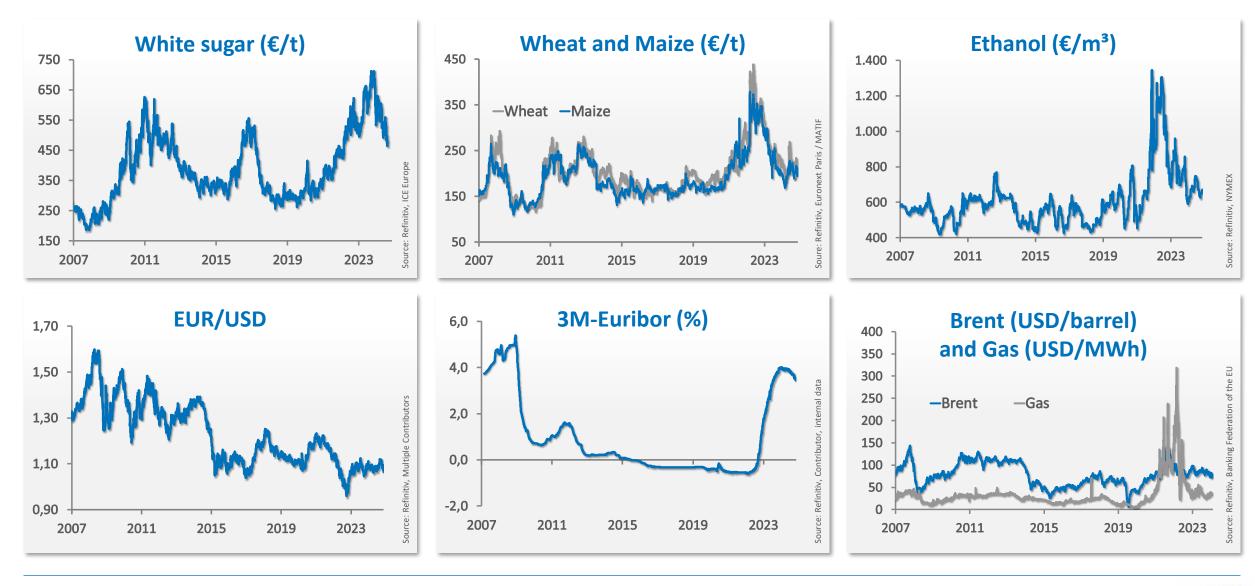






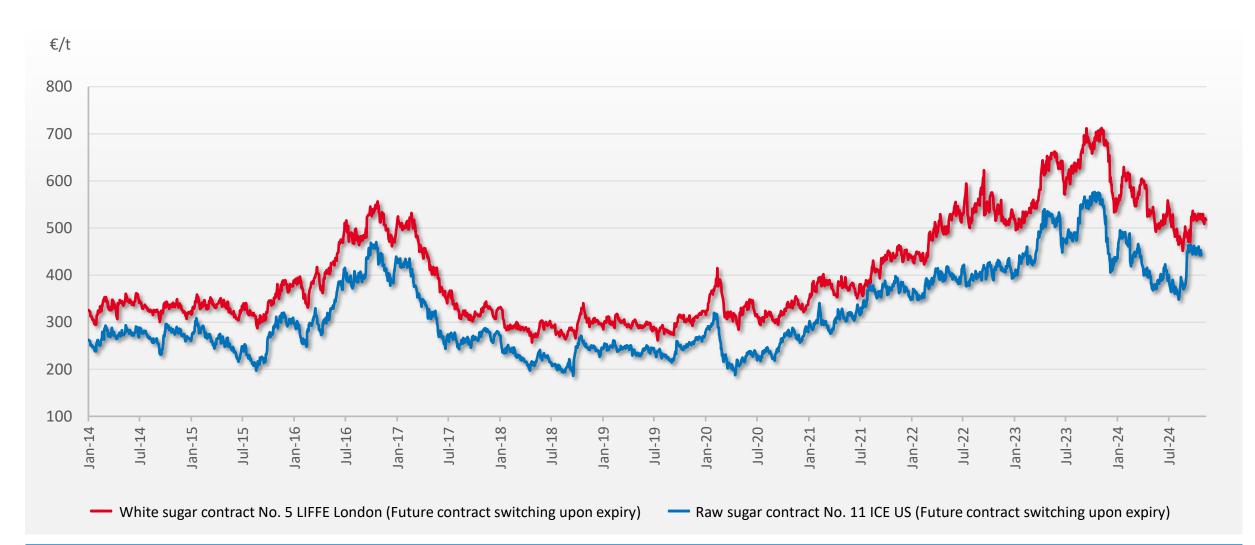


#### ... with volatile and cyclical market conditions



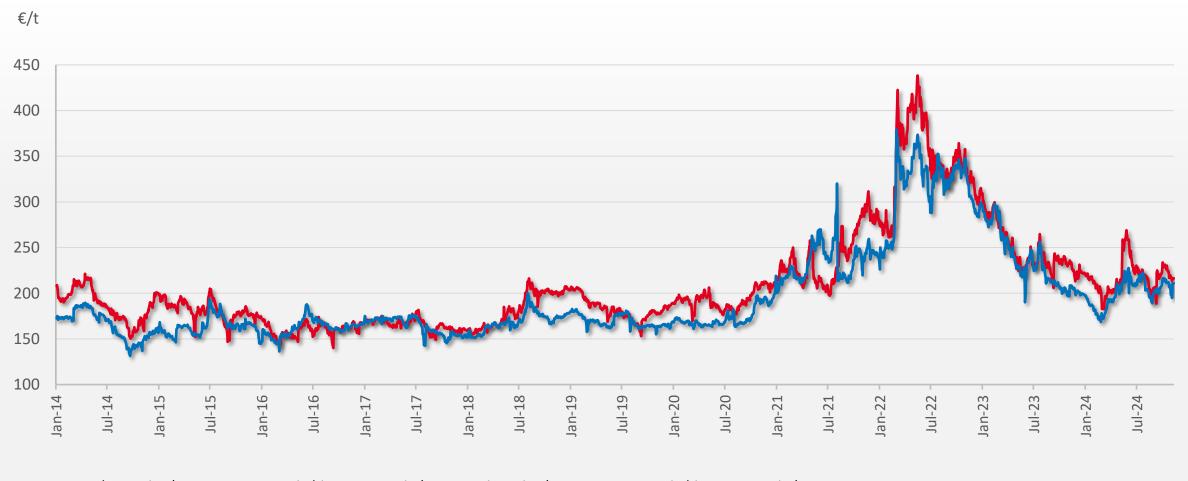
#### Price development for raw and white sugar

(ICE US, LIFFE)



### **Price development wheat and maize**

#### (Euronext)



— Wheat price (Future contract switching upon expiry) — Maize price (Future contract switching upon expiry)

#### **Investor Relations**

#### Financial calendar

**14 January 2025** Q3 – Quarterly statement 2024/25

**25 April 2025** Preliminary figures financial year 2024/25

**15 May 2025** Press and analysts' conference fiscal 2024/25

**10 July 2025** Q1 – Quarterly statement 2025/26

**17 July 2025** Annual general meeting fiscal 2024/25

**9 October 2025** Q2 – 1<sup>st</sup> Half-year financial report 2025/26 Nikolai Baltruschat Head of Investor Relations

Sandra Kochner Assistant Katrin Weber Assistant

Tel. +49 (621) 421 – 240 E-mail investor.relations@suedzucker.de

> Südzucker AG Maximilianstraße 10 68165 Mannheim, Germany

Contact