



# IN OUR HANDS

ANNUAL FINANCIAL REPORT  
2013|14



# ANNUAL FINANCIAL REPORT 2013|14

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<sup>1</sup> In German only



# GROUP MANAGEMENT REPORT 2013|14

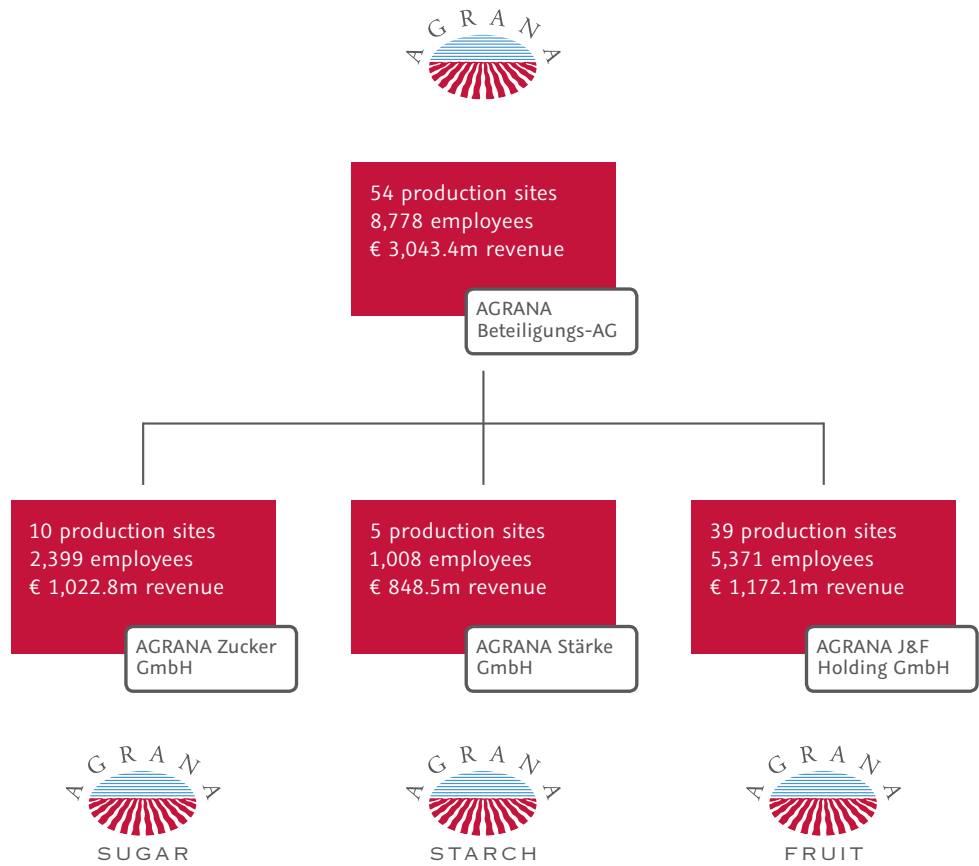
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# ORGANISATIONAL STRUCTURE



AGRANA is a globally operating processor of agricultural raw materials, with its Sugar, Starch and Fruit segments manufacturing high-quality foods and many intermediate products for the downstream food industry as well as for non-food applications. With about 8,800 employees at 54 production sites on every continent, the Group generated revenue of almost € 3.1 billion in the 2013|14 financial year. AGRANA was established in 1988 and has been quoted on the Vienna Stock Exchange since 1991.



## BUSINESS SEGMENTS AND SOURCING MODELS

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In the **Sugar segment**, AGRANA processes sugar beet from contract growers and also refines raw sugar purchased worldwide. The products are sold into downstream industries for use in, for example, sweets, non-alcoholic beverages and pharmaceutical applications. Under country-specific sugar consumer brands, AGRANA also markets a wide range of sugars and sugar specialty products to consumers through food retailers. In addition, in the interest of the most complete possible utilisation of the agricultural raw materials used, AGRANA produces a large number of fertilisers and feedstuffs for animals. These not only help the economic bottom line but also ecologically close the material cycle by returning minerals and other nutrients to the land and the food chain.

In the **Starch segment**, AGRANA processes and refines raw materials grown by contract farmers or purchased in the open market – mainly corn (maize), wheat and potatoes – into premium starch products. These products are made in the EU and are sold both to the food and beverage industry and into non-food industries, such as the paper, textile, cosmetics and building materials sectors. The starch operations as well produce fertilisers and high-quality animal feeds. The production of climate-friendly bioethanol for blending with petrol is also part of the Starch segment.

The **Fruit segment** custom-designs and produces fruit preparations (fruit ingredients) and fruit juice concentrates. AGRANA is the world's leading manufacturer of fruit preparations for the dairy, bakery and ice-cream industries. The fruit used in the fruit preparations is sourced largely from primary processors in frozen or aseptic form. In some countries, AGRANA operates its own primary processing plants where fresh fruit (in some cases from contract growers) is received and readied for processing into fruit preparations. In the fruit juice concentrates business, at production sites located mainly in Europe, apple and berry juice

concentrates as well as not-from-concentrate juices and purees are manufactured for the highly specialised fruit juice industry. In the Fruit segment too, the most sustainable and complete utilisation of raw materials is important to AGRANA. While fruit preparations production generates very little residue suitable for further use, the press cake from apple juice production, known as apple pomace, is processed into by-products. As valuable dietary fibre, it is used in mueslis and snack products or can be added to baked goods in the form of "apple flour", a proprietary AGRANA product.

In all three business segments, AGRANA also processes raw materials from certified organic farming. The Group is one of the largest organic manufacturers in Europe. As the relevant demand for organic products is confined mainly to the German, Austrian and US markets, the organic portion of AGRANA's total sales is a (relatively stable) percentage in the single digits.

## SUSTAINABILITY IN THE UPSTREAM VALUE CHAIN

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Each year, AGRANA's three business segments process about 9.4 million tonnes of agricultural raw materials into approximately 4.0 million tonnes of core and by-products.

In its own value-added processing, AGRANA strives for the near-total utilisation of these raw materials and the use of low-emission technologies. This is clearly beneficial both economically and environmentally. In its mission statement and its Code of Conduct, AGRANA has enshrined its social values as a responsible employer and corporate member of society. AGRANA also pays attention to suppliers' compliance with minimum social standards. AGRANA's Code of Conduct is therefore incorporated in contracts with suppliers.

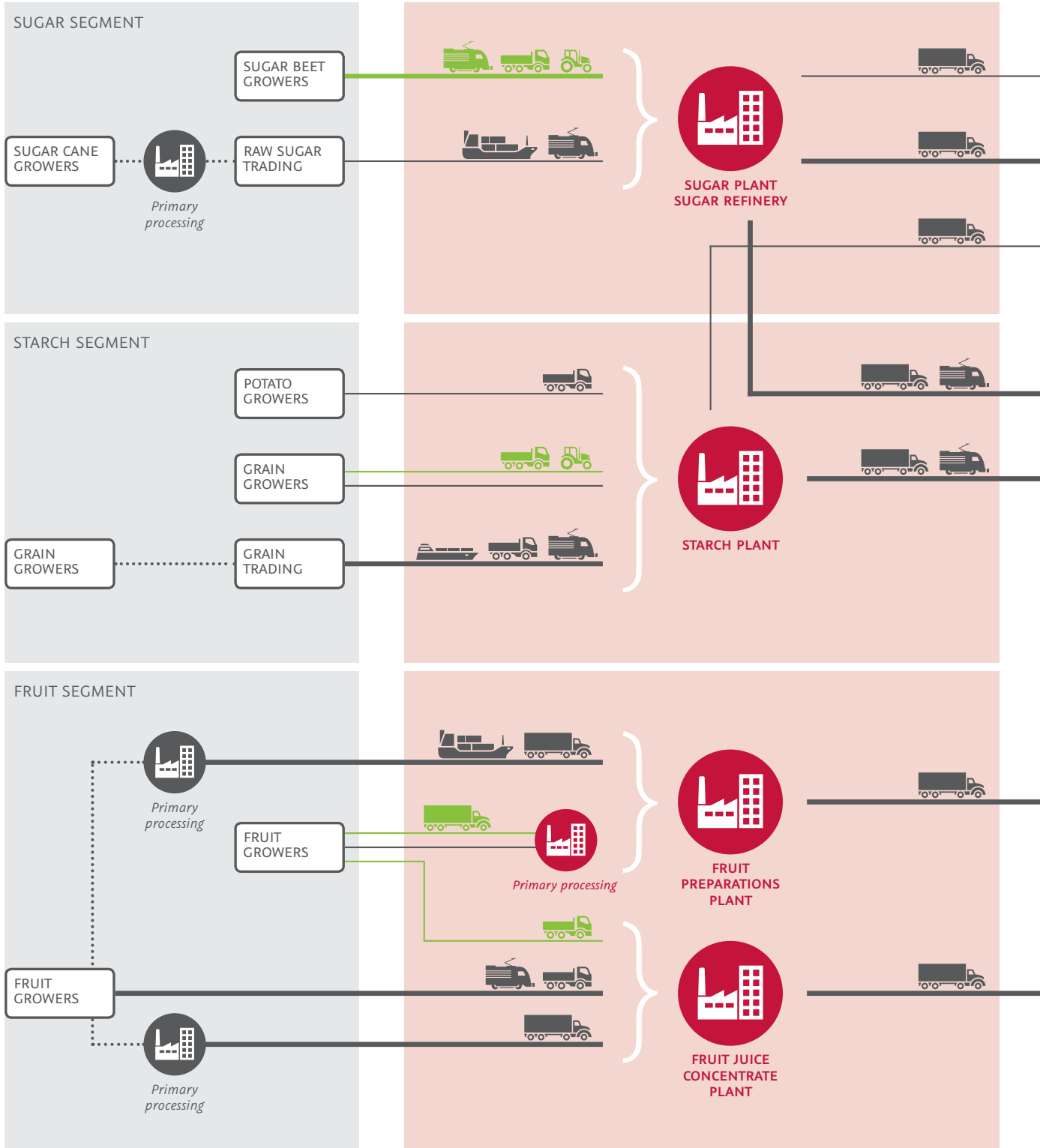




**SCHEMATIC VALUE CHAIN**

**SOURCING AGRICULTURAL RAW MATERIALS**

**AGRANA PROCESSING: ADDING VALUE**



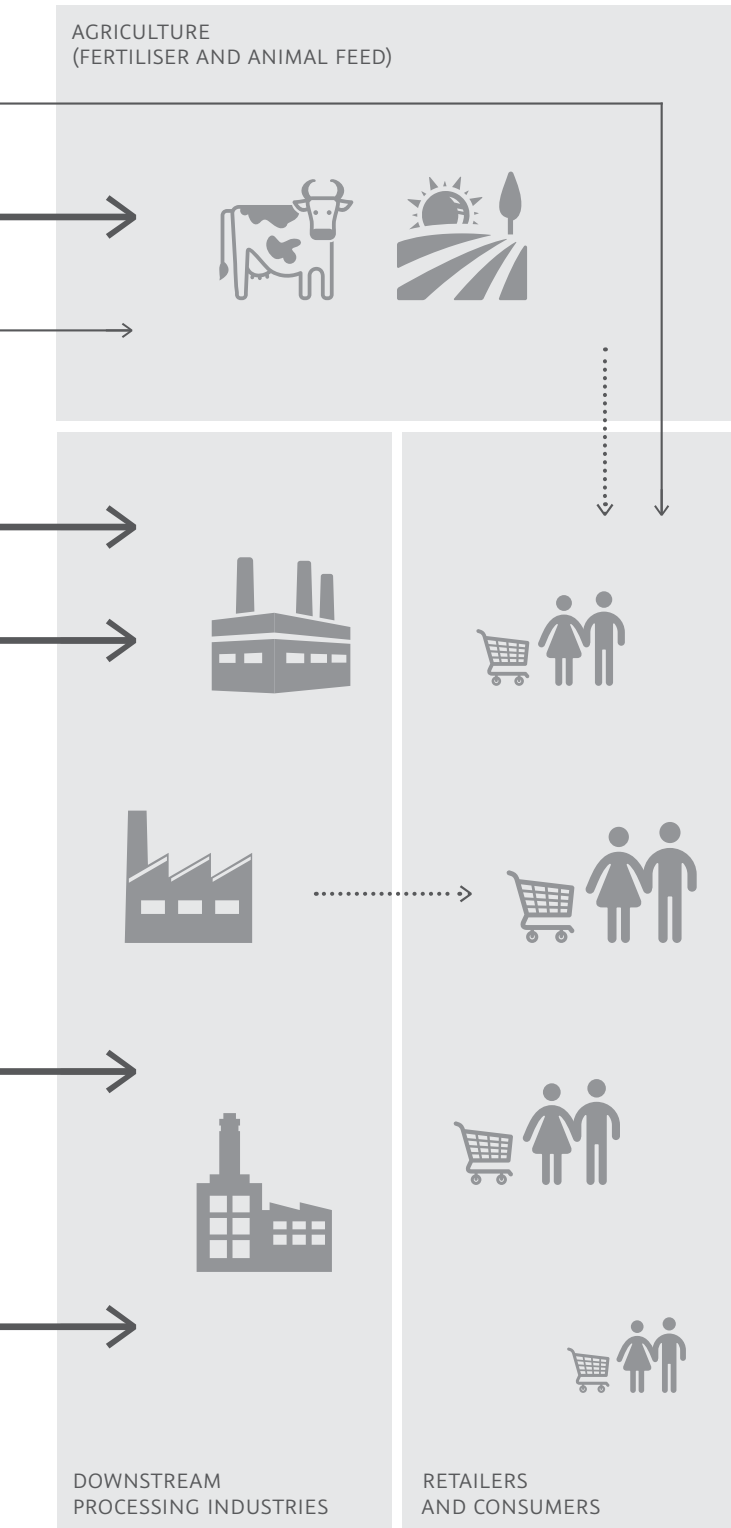
— Contract farming  
 — Direct business relationship  
 ..... No direct business relationship

The thickness of lines marking the business relationships represents the relative volume of flows within the respective business segment.





CUSTOMERS AND CONSUMERS



The growing sustainability consciousness on the part of consumers, and thus of the Group's customers in the downstream food processing industry, increasingly makes the assurance of sustainability criteria along the entire product value chain a condition of buying and sourcing decisions.

As a long-term average, AGRANA procures about 90% of its agricultural raw materials in the European Union, where rigorously enforced legal requirements as well as socio-cultural conditions impose very high social and environmental standards. In the EU the challenge is to document the relevant sustainability aspects without unreasonable administrative effort.

In the Fruit segment, AGRANA sources its raw materials worldwide. Here, sustainable production conditions in the upstream supply chain can only be ensured by sourcing primary raw materials that are certified to international sustainability standards, or alternatively by expanding direct procurement from contract growers. As the available worldwide supply of certified agricultural crops and fruits for industrial processing is still very small, AGRANA's Fruit segment wants to further expand the model of buying from contract growers, which is well-established in the other segments. By working directly with the contract farmers, not only is a supply of raw materials secured economically, but environmental and social criteria for agricultural production can be established and implemented together with these suppliers.

At the end of 2013|14, to deepen the work on the environmental and social aspects relevant to AGRANA's procurement of crops and on the associated economic impacts in the upstream supply chain, AGRANA formed a working group on sustainable sourcing. Its members come from all AGRANA business segments and, in 2014|15, will develop strategies for the future according to the degree of vertical integration of the respective sourcing model.

# FINANCIAL RESULTS

08

<b>GROUP FINANCIAL PERFORMANCE</b>	<b>2013 14</b>	<b>2012 13<sup>1</sup></b>	<b>Change</b>
	€000	€000	%
Revenue	<b>3,043,430</b>	3,065,906	-0.7
EBITDA <sup>2</sup>	<b>258,922</b>	318,350	-18.7
Operating profit before exceptional items	<b>171,385</b>	236,939	-27.7
Operating margin before exceptional items	<b>5.6%</b>	7.7%	
Exceptional items	<b>3,944</b>	(19,077)	> 100
Operating profit after exceptional items [EBIT]	<b>175,329</b>	217,862	-19.5
Net financial items	<b>(27,200)</b>	(27,656)	+1.6
Profit before tax	<b>148,129</b>	190,206	-22.1
Profit for the period	<b>109,774</b>	156,508	-29.9
Purchases of property, plant and equipment and intangibles <sup>3</sup>	<b>135,951</b>	149,848	-9.3
Purchases of non-current financial assets	<b>177</b>	58	> 100
Staff count	<b>8,778</b>	8,449	+3.9

<sup>1</sup> The prior-year data were restated under IAS 8 in conjunction with IAS 19 (Employee Benefits, Revised 2011).

<sup>2</sup> Operating profit before exceptional items, depreciation and amortisation.

<sup>3</sup> Excluding goodwill.

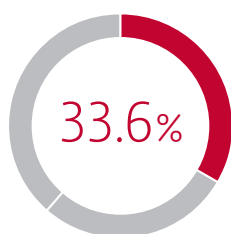
The consolidated financial statements for the 2013|14 financial year (the twelve months ended 28 February 2014) were prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union.

## CHANGES IN THE SCOPE OF CONSOLIDATION

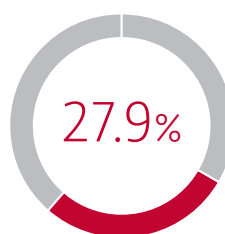
In the 2013|14 financial year the Group saw two internal mergers, and five additional companies were included in the accounts by proportionate consolidation.

Thus, the Vienna-based "Agrofrucht, Handel mit landwirtschaftlichen Produkten Gesellschaft m.b.H." was merged into AGRANA Group-Services GmbH, Vienna, while Frefrost SARL of Laouamra, Morocco, was merged into the Laouamra-based Dirafrost Maroc SARL.

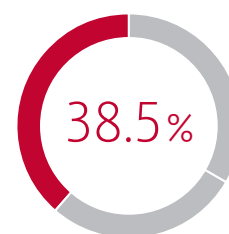
## REVENUE BY SEGMENT IN 2013|14



Sugar segment



Starch segment



Fruit segment

The five newly consolidated companies are AGRAGOLD sugar trading companies registered in Bosnia-Herzegovina, Croatia, Macedonia, Serbia and Slovenia. These joint venture firms had been acquired by AGRANA in prior years as part of the investment in the Studen group based in Vienna, Austria, but for reasons of immateriality had not been consolidated. With the organisational conditions now in place for doing so, the five companies were proportionately consolidated for the first time from 1 December 2013.

## REVENUE AND EARNINGS

**Revenue of the AGRANA Group** eased slightly in the 2013|14 financial year by € 22.5 million or 0.7% to € 3,043.4 million (prior year: € 3,065.9 million), on a combination of higher sales volumes in all segments and a price-driven revenue decline in the Sugar segment. The Sugar segment's revenue, at € 1,022.8 million (prior year: € 1,121.5 million) was down both in quota and non-quota sugar, as sugar sales prices fell significantly. Revenue in the Starch segment rose to € 848.5 million (prior year: € 804.3 million), driven especially by rising volumes. In the Fruit segment, AGRANA also achieved revenue growth, to € 1,172.1 million (prior year: € 1,140.1 million), thanks to volume gains.

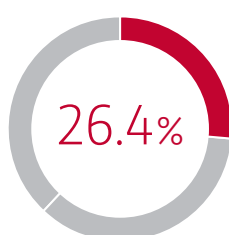
The **Group's operating profit** of € 171.4 million before exceptional items was well below the prior year's result of € 236.9 million. While the Fruit segment greatly improved its pre-exceptionals operating profit, declining selling prices and higher raw material costs weighed on margins in the Sugar and Starch segments since the summer. Particularly the Sugar segment, after two exceptionally good years, saw a very pronounced earnings reduction owing to the difficult conditions in the sugar market.

The **net exceptional items income** of € 3.9 million resulted primarily from reimbursements of the EU production levy in the Sugar segment (income of € 4.7 million), which more than offset the € 0.8 million expense for moving the fruit preparations plant that had been located in Cape Town, South Africa. In the prior year, reorganisation in Europe and provisions in connection with irregularities uncovered at the Mexican subsidiary, AGRANA Fruit México, S.A. de C.V., had led to a net exceptional items expense of € 19.1 million. AGRANA's **operating profit after exceptional items** in 2013|14 was € 175.3 million (prior year: € 217.9 million).

The **net financial items** expense improved marginally to € 27.2 million (prior year: € 27.7 million). Reflected in this number was a significant increase in net interest, which improved by € 13.3 million. The key reasons for this were the lower borrowing needs in view of the reduced working capital; lower interest expense thanks to new, short-term refinancings; and effects from the restructuring of interest rate hedging instruments. On the other hand, significant negative currency effects led to a clear increase in currency translation losses by € 15.7 million.

**Profit before tax** decreased from € 190.2 million in the prior year to € 148.1 million. After an income tax expense of € 38.4 million based on a tax rate of 25.9% (prior year: 17.7%), the **Group's profit for the period** was € 109.8 million (prior year: € 156.5 million). Profit for the period attributable to shareholders of AGRANA was € 107.9 million (prior year: € 149.4 million); earnings per share eased to € 7.60 (prior year: € 10.52).

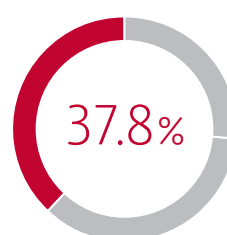
## OPERATING PROFIT BY SEGMENT<sup>1</sup> IN 2013|14



Sugar segment



Starch segment



Fruit segment

<sup>1</sup> Before exceptional items.

## INVESTMENT

In the 2013|14 financial year a total of € 136.0 million was invested in purchases of property, plant and equipment and intangible assets (prior year: € 149.8 million); as in the year before, this significantly exceeded the rate of depreciation. The Sugar segment's € 43.2 million share of this capital expenditure (prior year: € 55.9 million) related mainly to logistics improvements in Hungary and Romania. Investment in the Starch segment amounted to € 41.0 million (prior year: € 59.0 million), primarily for the construction of the wheat starch plant and for energy efficiency measures at the Pischelsdorf site in Austria. The capital spending of € 51.8 million in the Fruit segment (prior year: € 34.9 million) related mostly to the new US fruit preparations plant in Lysander, New York.

## FINANCIAL POSITION

Total assets at 28 February 2014 were € 2,452.1 million, a decrease of € 126.3 million from the year-earlier level of € 2,578.4 million. As investment significantly exceeded depreciation, non-current assets grew by € 21.8 million. Current assets declined by € 148.1 million from the prior year. This was driven both by volumes, lower raw material prices and active working capital management.

With total assets down by about 5% from 28 February 2013, AGRANA's equity ratio improved slightly from 47.0% to 48.6%. Net debt at 28 February 2014 was € 410.6 million, well below the year-earlier level of € 483.7 million, and the debt-equity gearing thus improved to 34.4% (prior year: 39.9%). Non-current liabilities declined as long-term borrowings were paid down. Current liabilities decreased somewhat, thanks largely to lower trade and other payables.

## CASH FLOW

As a result of the lower operating profit, operating cash flow before changes in working capital fell by 23.4% to € 196.2 million (prior year: € 256.3 million). After a reduction of € 88.1 million in working capital (prior year: increase of € 50.9 million), net cash from operating activities amounted to € 283.2 million (prior year: € 204.8 million). Net cash used in investing activities, taking into account outflows for investment in property, plant and equipment and intangible

assets, was € 131.1 million (prior year: net cash used of € 136.9 million). With a net decrease in borrowings and after payment of the dividend for the 2012|13 financial year, net cash used in financing activities was € 142.7 million (prior year: net cash used of € 21.6 million).

## SEGMENT FINANCIAL RESULTS

### Sugar segment

€000	2013 14	2012 13
Total revenue	1,109,678	1,202,208
Inter-segment revenue	(86,903)	(80,692)
Revenue	1,022,775	1,121,516
EBITDA <sup>1</sup>	65,839	138,851
Operating profit <sup>2</sup>	45,306	119,115
Operating margin <sup>2</sup>	4.4%	10.6%
Exceptional items	4,677	0
Operating profit after exceptional items [EBIT]	49,983	119,115
Purchases of property, plant and equipment and intangibles <sup>3</sup>	43,185	55,903
Purchases of non-current financial assets	15	17
Staff count	2,399	2,315

In the 2013|14 financial year, revenue in the Sugar segment eased by 8.8% to € 1,022.8 million (prior year: € 1,121.5 million). The reduction was due to sharply lower selling prices. In volume terms, both with resellers and the sugar-using industry, the market-leading position was further consolidated through high quota sugar sales quantities and good service. In non-quota sugar sales as well (i.e., sugar deliveries to countries outside the EU and into the chemical industry), AGRANA was able to keep sales volumes stable. The Sugar segment accounted for 33.6% of Group revenue (prior year: 36.6%).

As expected, the segment's pre-exceptionals operating profit, at € 45.3 million, marked a substantial reduction from the prior year's record result of € 119.1 million. Key factors behind this were the falling sales prices combined with still high raw material costs both for beet and for raw sugar. The by-products business (dried beet pulp and molasses) performed well, generating good additional contribution margins. Through focused investment, numerous quality improvements and cost savings were also realised, especially in energy use.

<sup>1</sup> Operating profit before exceptional items, depreciation and amortisation.

<sup>2</sup> Before exceptional items.

<sup>3</sup> Excluding goodwill.

The exceptional item in the Sugar segment represented EU refunds related to the sugar production levy (*also see page 17*).

### Starch segment

€000	2013 14	2012 13
Total revenue	858,556	813,724
Inter-segment revenue	(10,044)	(9,420)
Revenue	848,512	804,304
EBITDA <sup>1</sup>	87,722	96,193
Operating profit <sup>2</sup>	61,440	72,614
Operating margin <sup>2</sup>	7.2%	9.0%
Exceptional items	53	0
Operating profit after exceptional items [EBIT]	61,493	72,614
Purchases of property, plant and equipment and intangibles <sup>3</sup>	40,952	59,081
Purchases of non-current financial assets	0	0
Staff count	1,008	950

Revenue in the Starch segment in 2013|14 was € 848.5 million, or 5.5% higher than the previous year's € 804.3 million. The revenue increase mainly reflected stronger sales volumes of core products and by-products. As planned, the newly built wheat starch plant in Pischelsdorf, Austria, boosted the quantities of starch sold by AGRANA. The selling prices for core and by-products were somewhat lower than one year earlier. The Starch segment's share of Group revenue increased to 27.9% (prior year: 26.2%).

Operating profit before exceptional items was € 61.4 million, a decrease of 15.4% from the prior-year result of € 72.6 million. The earnings reduction was caused primarily by the lower profit contribution from the bioethanol activities. As well, the commissioning of the wheat starch plant in Pischelsdorf, Austria, entailed the expected start-up losses. The combination of decreased earnings and higher revenue meant a contraction in operating margin from 9.0% to 7.2%.

### Fruit segment

€000	2013 14	2012 13 <sup>4</sup>
Total revenue	1,172,672	1,141,255
Inter-segment revenue	(529)	(1,169)
Revenue	1,172,143	1,140,086
EBITDA <sup>1</sup>	105,361	83,306
Operating profit <sup>2</sup>	64,639	45,210
Operating margin <sup>2</sup>	5.5%	4.0%
Exceptional items	(786)	(19,077)
Operating profit after exceptional items [EBIT]	63,853	26,133
Purchases of property, plant and equipment and intangibles <sup>3</sup>	51,814	34,864
Purchases of non-current financial assets	162	41
Staff count	5,371	5,184

Revenue in the Fruit segment increased by 2.8% in the 2013|14 financial year to a new total of € 1,172.1 million (prior year: € 1,140.1 million). The quantity of fruit preparations sold was expanded by approximately 6%, composed of growth of about 5% at the EU plants and of around 7% at the facilities outside Europe. The revenue growth in fruit juice concentrates was driven primarily by higher sales quantities of apple juice concentrate (partly as a result of the Ybbstaler volume, which the first quarter of the prior year did not yet include). Fruit segment revenue as a share of Group revenue was 38.5% (prior year: 37.2%).

Segment operating profit before exceptional items was € 64.6 million, up 42.9% from the year-earlier level of € 45.2 million, and the operating margin of 5.5% was 1.5 percentage points better than a year ago. The key driving factor was sales volume growth in the fruit preparations business. In fruit juice concentrates, operating profit before exceptional items was pushed up thanks to a favourable contract situation from the prior-year (2012) campaign. Additional earnings also arose in the first quarter of 2013|14 from the full consolidation of the Ybbstaler companies, which were not yet included in the Group accounts in the first quarter of the prior year (being consolidated only since the second quarter of 2012|13).

### EVENTS AFTER THE BALANCE SHEET DATE

No significant events occurred after the balance sheet date of 28 February 2014 that had a material effect on AGRANA's financial position, results of operations or cash flows.

<sup>1</sup> Operating profit before exceptional items, depreciation and amortisation.

<sup>2</sup> Before exceptional items.

<sup>3</sup> Excluding goodwill.

<sup>4</sup> The prior-year data were restated under IAS 8 in conjunction with IAS 19 (Employee Benefits, Revised 2011).

<b>SUGAR SEGMENT RESULTS</b>	<b>2013 14</b>	<b>2012 13</b>	<b>Change</b>
	€m	€m	%
Revenue	<b>1,022.8</b>	1,121.5	-8.8
Operating profit before exceptional items	<b>45.3</b>	119.1	-62.0
Operating margin before exceptional items	<b>4.4%</b>	10.6%	
Purchases of property, plant and equipment and intangibles <sup>1</sup>	<b>43.2</b>	55.9	-22.7

<sup>1</sup> Excluding goodwill.

## BASICS OF THE SUGAR SEGMENT

**Marketing relationship**  
B2B and B2C

**Products** Sugars and sugar specialty products, by-products (fertilisers and feedstuffs)

**Raw materials processed**  
Sugar beet, and raw sugar from sugar cane

**Key markets** Austria, Hungary, Romania, Czech Republic, Slovakia, Bosnia (Western Balkans region), Bulgaria

**Customers** Food retailers (for consumer products), downstream manufacturers (confectionery, beverage and fermentation industries)

**Special strengths** High product quality standards; product offering tailored to customer needs

AGRANA Zucker GmbH, Vienna, as the parent company for the Group's Sugar activities, both has direct Austrian operations and acts as the holding company for the Sugar segment's businesses in Hungary, the Czech Republic, Slovakia, Romania, Bulgaria and Bosnia-Herzegovina. Also assigned to the Sugar segment are INSTANTINA Nahrungsmittel Entwicklungs- und Produktionsgesellschaft m.b.H., Vienna, and AGRANA Beteiligungs-AG, Vienna, as the Group holding company.

## MARKET ENVIRONMENT

### World sugar market

For the 2013|14 sugar marketing year ("SMY", October 2013 to September 2014), market research firm F.O. Licht's current forecast of world sugar supply and demand predicts production of 181.0 million tonnes (compared with 184.0 million tonnes in SMY 2012|13) and consumption of 175.8 million tonnes (SMY 2012|13: 172.3 million tonnes). This implies a further stabilisation in world sugar stocks at 76.2 million tonnes (SMY 2012|13: 72.6 million tonnes), or 43.3% (SMY 2012|13: 42.1%) of annual consumption.

<b>World sugar balance</b>	<b>2013 14</b>	<b>2012 13</b>	<b>2011 12</b>
Million tonnes			
<b>Opening stocks</b>	<b>72.6</b>	<b>64.9</b>	<b>58.7</b>
Production	181.0	184.0	174.9
Consumption	(175.8)	(172.3)	(167.8)
Corrections	(1.7)	(4.0)	(0.9)
<b>Closing stocks</b>	<b>76.1</b>	<b>72.6</b>	<b>64.9</b>
In % of consumption	43.3	42.1	38.7

Source: F.O. Licht, *Second Estimate of the World Sugar Balance 2013/14*, dated 25 February 2014.

Prices on sugar markets were volatile for much of the financial year. In the final months of the reporting period, a steady downward pressure on prices set in that culminated in a three-year low at the end of January 2014. Reports of drought-driven reduced production volumes in South America and a possible cutting of export subsidies in India subsequently brought the downward trend in prices to a halt. At the balance sheet date of 28 February 2014, the closing quotations on commodity exchanges were US\$ 476 per tonne for white sugar and US\$ 363 per tonne for raw sugar.



### EU sugar market

Sugar production in the EU-28 for SMY 2013|14 is expected to fall by about 0.9 million tonnes from the prior year, to 16.4 million tonnes. The reason lies in challenging weather conditions during cultivation and harvesting (ranging from severe drought to heavy rain and extreme cold).

In the completed 2012|13 sugar marketing year, as in the previous year, the European Commission took two exceptional measures to increase the level of supply in the sugar market. By means of a standing invitation to tender for sugar imports at reduced tariffs, approximately 550,000 tonnes of sugar was cleared for preferential import. In addition, four tranches of out-of-quota sugar of 150,000 tonnes each were reclassified as quota sugar and sold into the EU food market. Overall, according to European Commission statistics, an additional total of 1.15 million tonnes of sugar was thus available to the market.

At the same time, for SMY 2013|14, the Commission set a total ceiling of 1.35 million tonnes for exports of European non-quota sugar (this corresponds to the export limit imposed by the World Trade Organisation, the WTO).

### EU sugar policy

In the talks to extend the Common Agricultural Policy to 2020, the European Parliament and the EU Agriculture and Fisheries Council have corrected the European Commission's proposal to let the quota and minimum beet price regulations expire as early as the end of SMY 2014|15. Instead they have agreed on an extension to the end of SMY 2016|17 (30 September 2017).

After the expiration at 30 September 2017 of the sugar and isoglucose quotas and of the arrangements on the minimum price for beet, the new regime for the intra-EU market – in addition to an unchanged reference price of € 404 per tonne for white sugar – provides for the possibility of government-funded private storage, and contracts between beet growers and the sugar industry will remain mandatory. As a consequence, all players in the sugar value chain must prepare themselves for the fact that volume and price volatility on the world market will make itself felt more strongly in the EU sugar market than before.

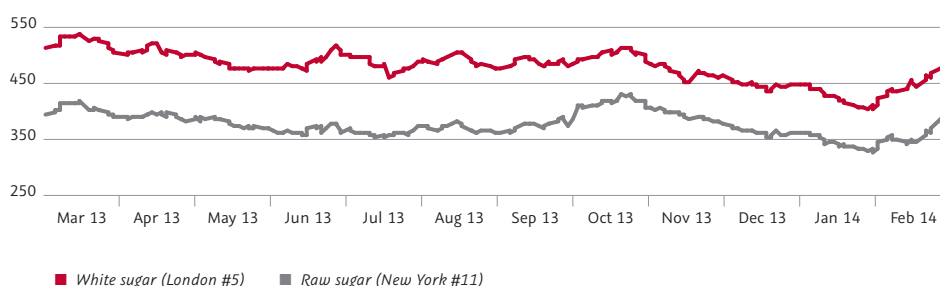
The tariff protection of the EU sugar market for imports from non-EU countries remains unchanged. AGRANA also believes that, after the quotas are abolished, sugar exports will no longer be subject to volume limits in the future, as the absence of quotas and of a minimum beet price will remove any (regulatory) basis for the WTO export limit.

### Sugar exports

While the international Ministerial Conference in Bali, Indonesia, from 3 to 6 December 2013 was not able to conclude the WTO-II negotiations (the "Doha Round") that have run since 2001, it did produce a partial solution: Of the total of 43 subjects on the Doha Development Agenda, at least the "trade facilitation" pillar was implemented, which reduces bureaucratic red tape as an obstacle to trade. The further schedule is not yet known.

### INTERNATIONAL SUGAR PRICES DURING AGRANA'S 2013|14 FINANCIAL YEAR

US\$ per tonne



**RAW MATERIALS, CROPS AND PRODUCTION**

The area planted to sugar beet by AGRANA’s contract farmers in the 2013|14 sugar marketing year (SMY) was about 105,000 hectares (SMY 2012|13: 104,000 hectares); a little over 650 hectares of this was used for organic production in Austria. The 2013 growing season was a period of extremes: About 3,000 hectares of beet fields were lost from production in the spring as a result of frost, mud and other emergence problems, and in the summer due first to flooding and later to drought and heat. However, growing conditions from the end of August to late autumn were favourable again for sugar beet. Overall across AGRANA’s beet-growing regions, beet yields in 2013 were average compared to other years, with dramatic regional differences. In total, around 6.2 million tonnes of beet were harvested for AGRANA (prior year: 5.5 million tonnes).

The seven beet-using AGRANA sugar factories processed a daily average of about 50,500 tonnes of beet (prior year: 48,800 tonnes). Over an average campaign length of 125 days (prior year: 117 days), this raw material was processed into approximately 953,000 tonnes of sugar (prior year: 823,000 tonnes). Sugar production thus significantly exceeded the Group’s EU sugar beet quota of 618,000 tonnes and was up about 16% from the prior year. The quantities in excess of the quota are marketed as out-of-quota sugar to the chemical industry, sold into the EU food market within the regulatory limits, or exported to the world market. In 2013|14 AGRANA also refined approximately 274,700 tonnes of white sugar equivalent from raw sugar (prior year: 296,600 tonnes). As well, in the organic beet campaign, the Group produced around 3,900 tonnes of organic sugar (prior year: about 5,000 tonnes).

**Energy use and emissions during processing**

In the 2013|14 financial year, average specific direct energy consumption in processing operations at AGRANA sugar plants<sup>1</sup> per tonne of core and by-products decreased by 1.1% compared with the prior year.

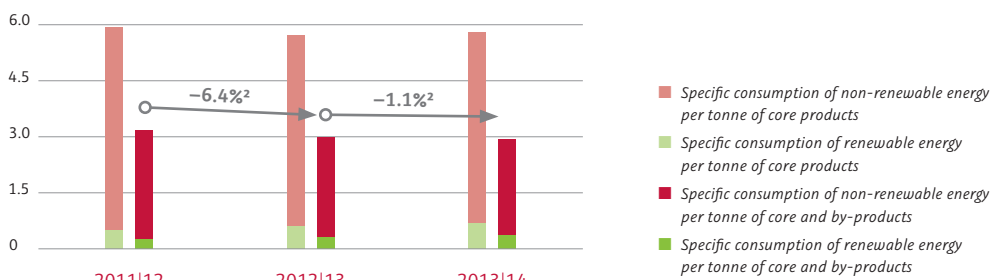
A major driver of energy consumption is the beet campaign. A consistently higher sucrose content in the year’s beet crop and higher juice purity, along with technical measures implemented at some factories, led to a reduction of 5.3% in energy consumption in the 2013|14 campaign per tonne of white sugar equivalent produced. Particularly at the Czech site in Opava and the facility in Roman, Romania, considerable reductions of 10.2% and 13.6% were achieved, respectively. In Kaposvár, Hungary, in the 2013|14 financial year the operation of a third fermenter enabled about 71.2% of primary energy needs to be met from biogas produced on site (versus about 66.5% in the prior-year campaign).

The average specific emissions from direct and indirect energy use during processing for AGRANA’s sugar manufacturing operations<sup>1</sup> based on the total production volume of core and by-products fell by about 2.7% over the reporting period. The biggest contributions to these reductions were made by two sites in Eastern Europe: the greater use of biogas in Kaposvár, Hungary, led to a reduction of about 2,400 tonnes of carbon dioxide equivalent in emissions compared with the prior year, while in Roman, Romania, improvements to beet delivery and to the factory’s heat management even saved approximately 3,600 tonnes of emissions of CO<sub>2</sub> equivalent. In total, emissions equivalent to about 9,000 tonnes of CO<sub>2</sub> were avoided in the beet campaigns.

In November 2013, AGRANA Zucker GmbH was honoured with the “klima:aktiv” certificate for its installation of low-temperature dryers at the Tulln and Leopoldsdorf sugar

**AVERAGE SPECIFIC DIRECT ENERGY CONSUMPTION IN PROCESSING OPERATIONS AT AGRANA SUGAR PLANTS<sup>1</sup>**

In gigajoules (GJ) per tonne of core products only and per tonne of core and by-products combined



<sup>1</sup> See GRI report boundary on page 28.  
<sup>2</sup> Percentage change based on average specific total energy consumption per tonne of core and by-products.

plants in Austria in 2011|12. This recognition from the Austrian environment ministry is accorded to companies for energy conservation efforts that help climate protection. By using waste heat from earlier process steps for the gentle drying of desugared beet pulp for processing into feedstuffs, these low-temperature dryers saved total emissions of about 59,000 tonnes of CO<sub>2</sub> equivalent in 2012|13 and 2013|14.

Over the coming years, AGRANA plans the gradual introduction of an ISO 50001-certifiable energy management system in its sugar manufacturing. In the 2014|15 financial year, initial experience in this regard is being gained in the Austrian plants.

**Waste**

Sugar segment	2013 14	2012 13
Tonnes, except percent		
Waste disposed	464,402	377,942
Of which hazardous waste	116	212
Waste per tonne of product	20.2%	17.8%
Hazardous waste per tonne of product	0.005%	0.009%
<b>Waste disposed, by disposal method</b>		
Composting	902	970
Energy recovery	792	239
Reuse	357,874	242,792
Recycling	7,942	54,116
Landfill	96,826	79,778
Other	66	47

Source: Reports by waste management contractors, AGRANA calculations.

AGRANA's operating principle of maximising the utilisation of agricultural inputs by making valuable by-products contributes to its economic, environmental and not least social bottom line and is the basis for the Group's low production of waste.

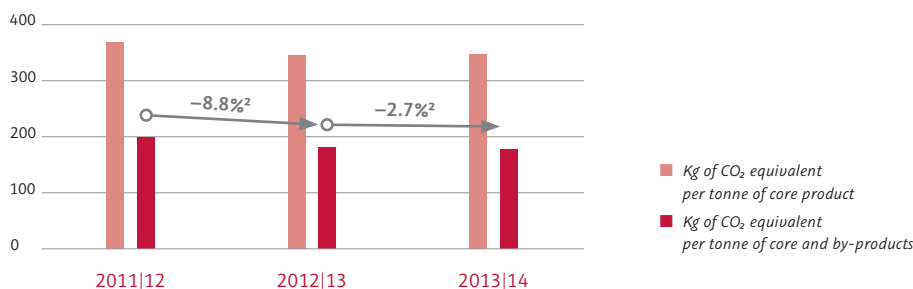
Per tonne of product (counting both core and by-products), the Sugar segment generated about 202 kg of waste in 2013|14 (prior year: 178 kg). This value is explained largely by the reporting effects of local legislation. The increase in the amounts of waste shown within the item "Reuse" resulted mainly from a 38% rise in the quantity of beet processed, and thus in pressed beet pulp, at the sugar factory in Roman, Romania. As well, the reduced pressing of the wet beet pulp to accommodate the higher daily throughput resulted in heavier pressed beet pulp – a by-product which in Romania must be reported as waste but is sold as animal feed. "Reuse" also includes beet pulp at the plant in Kaposvár, Hungary, that is used as a biogas substrate or sold as feedstuff but must be categorised as waste under local legislation.

**Biodiversity**

Consistent with the nature of its core business activity, its associated dependence on agricultural crops and its commitment to social responsibility, AGRANA places emphasis on the protection of ecosystems and species diversity. Especially in the farm landscape, biodiversity is an important element of sustainability. Both in projects with contract growers and in its own core business of processing farm products, AGRANA therefore strives to protect local ecosystems and conserve biodiversity.

**AVERAGE SPECIFIC EMISSIONS  
(FROM DIRECT AND INDIRECT ENERGY USE)  
FROM PROCESSING AT AGRANA SUGAR PLANTS<sup>1</sup>**

In kg of CO<sub>2</sub> equivalent per tonne of core product or of core and by-products



<sup>1</sup> See GRI report boundary on page 28.

<sup>2</sup> Percentage change based on average specific emissions (from direct and indirect energy use) per tonne of core and by-products.

The settling ponds of the AGRANA sugar plant in Hohenau an der March, Austria, which was closed down in 2006, lie in an area of high diversity value identified under the RAMSAR Convention on Wetlands (*see glossary*) and have been a popular destination for bird watchers for many years. On the former factory site, together with the AURING conservationist club, AGRANA provides a rare staging area for water birds, most notably waders.

At the sugar plant in Kaposvár, Hungary, a tank containing about 4,600 tonnes of vinasse broke at the end of September 2013. Vinasse is a by-product of the fermentation of molasses. It is free from toxins and is used as organic fertiliser, as an ingredient in livestock feed and as a raw material in the production of biogas. Through the immediate transfer of the remaining tank contents and by containing the escaped material, most of the vinasse was kept safely in place. However, 15 tonnes of vinasse flowed into the nearby Kapos river as a result of a broken retaining dam.

The responsible environmental and water authorities and the fire department immediately released large volumes of fresh water from two reservoirs into the Kapos river. At no time did the discharged vinasse present a threat to humans. However, it resulted in damage to the fish stocks in the river in the immediate vicinity of the plant. AGRANA is working with local fishing associations on a compensation solution for regeneration of the fish population.

#### Engagement in the upstream stages of the value chain

In the 2012|13 financial year AGRANA had started the “Mont Blanc” project for efficiency improvement in beet production, with environmental aspects also considered. The objective of the project is to increase sugar yield per hectare by 10% to 20% (depending on current yields per hectare in each country) by the year 2017.

The project is being carried out in all countries where AGRANA contracts for sugar beet. Mont Blanc involves agricultural extension, with detailed consulting and education offered to farmers on everything from field preparation and planting of the seeds, through the whole growing season, all the way to harvesting. Prominent subjects include seeding methods, seed drill capacity, seeding timing, fertilising, herbicide and fungicide strategies and correct harvesting. In 2013, extension in Austria focused on beet seeding technology. This involved both analyses related to the seeding method used, and expert inspection and certification of equipment.

Technical information is made available to farmers through personal conversations, field visits, and communication channels such as AGRANA's Raw Material Information System site for beet and potato growers, the AGRANA trade magazine “Agrozucker/Agrostärke” (Agrosugar/Agrostarch), information leaflets and Facebook.

#### INVESTMENT

In the Sugar segment, AGRANA invested € 43.2 million (prior year: € 55.9 million) in new assets and asset replacement during the 2013|14 financial year. In Tulln, Austria, the laboratory building expansion of Zuckerforschung Tulln's research facility was completed as planned. In November 2013 in Kaposvár, Hungary, the new 60,000 tonne capacity silo for granulated sugar was inaugurated. To further improve sugar quality, beet thin-juice softening plants started operation at the Czech sites of Hrušovany and Opava. In Roman and Buzău, Romania, the packaging facilities were further modernised and, to ensure sugar quality, two silos were equipped with conditioning systems.

## TOP-LINE PERFORMANCE

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Sales volumes in the Sugar segment in 2013|14 were expanded in almost all areas. The constantly changing market conditions, however, are increasingly causing business activities to become more complex, both from a vendor and buyer perspective.

Especially positive was the rise in quantities sold to wholesalers and retailers, particularly in the Eastern European countries. Overall, despite the challenging environment, the Sugar operations were able to hold or even grow market positions. The situation in Hungary, where market prices continue to be manipulated by widespread VAT fraud, remains difficult.

In sales to the beverage and food industry, the agreements with local and international key accounts resulted in stable volumes. Volumes of non-quota sugar sold to customers in the chemical industry and exports to points outside the EU were largely in line with the prior year.

The previous year's high level of prices, however, could not be duplicated and this significantly hurt margins in the Sugar segment.

In the year under review, the sales volumes of AGRANA Zucker GmbH in Austria were slightly below the prior-year level. The market position was nevertheless maintained. Sales into the food and beverage industry were stable thanks to the intensive collaboration with major local and international customers.

In Hungary in 2013|14, AGRANA was able to increase sales volumes to retailers and industrial customers (by 8.5%) despite difficult market conditions. Because of a high VAT rate, many small importers still neglect to charge or pay value added tax, thus gaining a competitive advantage over AGRANA and driving down prices. To supply the Hungarian market as well as possible, the Group continued to refine imported raw sugar in Hungary. Quota sugar exports from Hungary fell sharply as a result of much lower amounts of sugar swaps and greater shipments to EU customers from Austria.

Within the Czech Republic, overall sugar sales volume in the financial year was up from one year earlier (by 5.1%). While sales to the sugar processing industry grew (up 18.2%), quantities sold to food retailers declined by 15.4%. Quota sugar exports from the Czech Republic too fell markedly as sugar swaps were not entered into on the previous year's scale.

In Slovakia, the total volume of sugar sales in 2013|14 was in line with one year earlier. A drop in sales to the food industry (down 8.3%) was offset by a positive trend in sales to food retailers (up 13.0%). Owing to reduced availability, exports of surplus sugar and of quota sugar decreased significantly.

AGRANA again sold more sugar in Romania in 2013|14 (up 20.3%) than in the year before. The main contributing factors were significantly higher sales to retailers and stronger exports.

Within Bulgaria, intensive marketing in the year continued to drive up sales volume, by 20.6%. The growth occurred evenly in sales to industry and resellers.

In the Western Balkans region, sugar sales quantities grew further year-on-year (by 19.0%). This was driven primarily by a positive trend in reselling of purchased sugar.

## EXCEPTIONAL ITEMS IN THE SUGAR SEGMENT

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In December 2013 the European Commission complied with a judgment of the European Court of Justice to reimburse the European Sugar industry for wrongly collected so-called production levies. As a result, AGRANA received a refund of € 4.7 million. This amount was recognised as exceptional income in the 2013|14 financial year.

STARCH SEGMENT RESULTS	2013 14	2012 13	Change
	€m	€m	%
Revenue	848.5	804.3	+5.5
Operating profit before exceptional items	61.4	72.6	-15.4
Operating margin before exceptional items	7.2%	9.0%	
Purchases of property, plant and equipment and intangibles <sup>1</sup>	41.0	59.1	-30.6

<sup>1</sup> Excluding goodwill.

## BASICS OF THE STARCH SEGMENT

**Marketing relationship**  
B2B

### Products

General division into food, non-food and feed sectors; native and modified starches, saccharification products, alcohols/bio-ethanol, by-products (fertilisers and feedstuffs)

### Raw materials processed

Corn (maize), wheat, potato

**Key markets** Central and Eastern Europe, principally Austria and Germany; also specialty markets, e.g., in USA and UAE

### Customers

Food sector: food industry; Non-food sector: paper, textile, construction chemicals, pharmaceutical, cosmetics and petroleum industries; Feed sector: feed industry

### Special strengths

GM-free and strong organic focus

The Starch segment consists of AGRANA Stärke GmbH, which holds the Austrian plants in Aschach (corn starch), Gmünd (potato starch) and Pischelsdorf (integrated wheat starch and bioethanol plants). The company also manages and coordinates the international starch and bioethanol holdings in Hungary and Romania.

## MARKET ENVIRONMENT

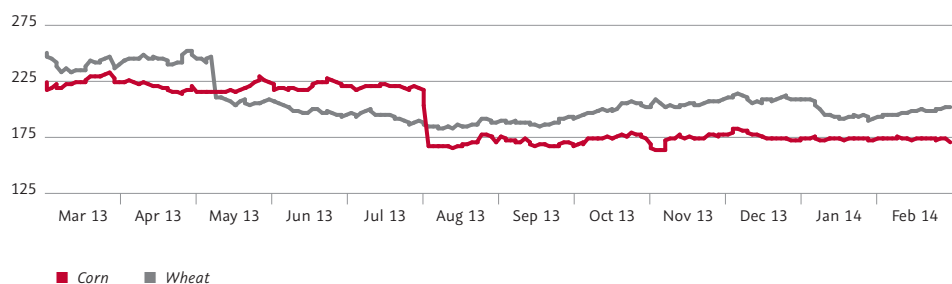
World grain supply and demand for the 2013|14 grain marketing year<sup>1</sup>, according to the International Grains Council, shows significantly higher production and demand than in the prior year. Global corn production, at 959 million tonnes, will exceed supply (by 27 million tonnes), as will wheat production at 708 million tonnes compared with demand of 691 million tonnes. Accordingly, both of these raw materials can be expected to see an increase in global stocks.

Consistent with the better supply on international commodity markets, futures prices declined in the course of the year. At the beginning of March 2014 the corn quotation on NYSE Euronext Liffe derivatives exchange in Paris was about € 169 per tonne and that for wheat was around € 201 per tonne, versus respective year-earlier prices of € 227 and € 248 per tonne.

The total isoglucose quota of the EU-28 is approximately 720,000 tonnes, of which HUNGRANA holds the largest single share at 250,000 tonnes.

## COMMODITY PRICES DURING AGRANA'S 2013|14 FINANCIAL YEAR

€ per tonne (NYSE Euronext Liffe commodity derivatives exchange in Paris)



<sup>1</sup> Grain marketing year: July to June.



## RAW MATERIALS, CROPS AND PRODUCTION

### Potato starch

In the 2013|14 campaign the Austrian starch plant in Gmünd, over a campaign lasting 101 days (prior year: 127 days), processed about 160,200 tonnes of starch potatoes (prior year: 217,900 tonnes) with an average starch content of 18.7% (prior year: 18.5%). The organically grown portion, measured by input volume, amounted to approximately 4% (prior year: 6%). For the 2014 campaign year, AGRANA is planning for a starch potato contract volume of about 220,000 tonnes. About 23,000 tonnes of food potatoes (prior year: 24,000 tonnes) were processed into around 4,300 tonnes of long-life potato products (prior year: 4,400 tonnes), with an organic share of approximately 19% (prior year: 29%).

### Corn starch

Total corn processing volume (excluding corn for bioethanol) in the AGRANA starch plants in Austria, Hungary (based on the Group's 50% share in HUNGRANA's volume) and Romania grew to about 805,000 tonnes in the 2013|14 financial year (prior year: 791,000 tonnes). Within this total, processing of freshly harvested, so-called wet corn accounted for approximately 200,000 tonnes by wet weight (prior year: 173,000 tonnes). The amount of specialty corn processed (waxy corn, organic corn, and Guaranteed Non-GMO corn) increased to about 62,000 tonnes (prior year: 59,000 tonnes).

### Wheat starch

At the new wheat starch plant in Pischelsdorf, Austria, which started operation in June 2013, a net total of about 66,500 tonnes of wheat was used in the 2013|14 financial year to produce wheat starch.

### Energy use and emissions during processing

The average specific direct energy consumption per tonne of core products and by-products in the Starch segment<sup>1</sup> eased in 2013|14 by approximately 0.5% from the prior year. The greatest contribution to this reduction, at about 55 GWh per year, came from the installation of a waste heat recovery system in the feedstuff drying operations in Pischelsdorf, Austria.

In 2013|14 the average specific emissions from direct and indirect energy use per tonne of core and by-product increased by 0.9% from 2012|13. This is explained primarily by a volume increase in the production of bioethanol (up 7.0% year-on-year) and of feedstuffs, which required the use of additional indirect, i.e. purchased, energy.

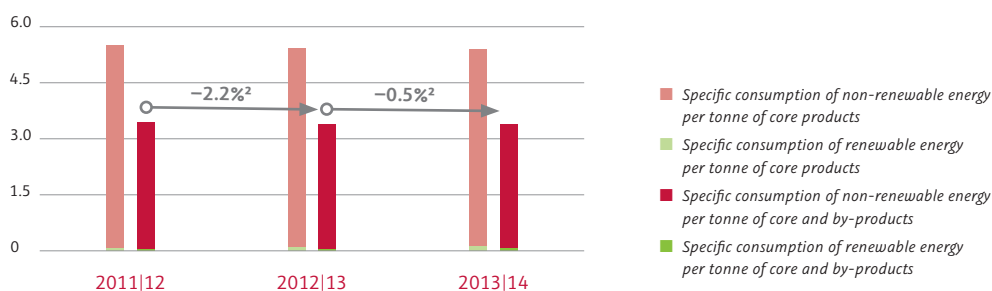
### One raw material = four products + zero waste

With the wheat starch factory commissioned in June 2013 on the site of the bioethanol plant in Pischelsdorf, Austria, AGRANA has expanded its product portfolio from corn and potato starch to wheat starch. Locating the starch production immediately next to the bioethanol plant permits an important further advance in resource efficiency.

Through the close integration of the wheat starch plant and the existing bioethanol facility, the process grain is 100% utilised. Those raw material fractions not utilised in the production of wheat starch and of gluten are used to produce bioethanol and ActiProt®, the premium GMO-free protein feed. Including the high-purity biogenic carbon dioxide which industrial gas group Air Liquide harvests

### AVERAGE SPECIFIC DIRECT ENERGY CONSUMPTION IN PROCESSING OPERATIONS AT AGRANA STARCH PLANTS<sup>1</sup>

In gigajoules (GJ) per tonne of core products only and per tonne of core and by-products combined



<sup>1</sup> See GRI report boundary on page 28.

<sup>2</sup> Percentage change based on average specific total energy consumption per tonne of core and by-products.

from the fermentation tanks of the bioethanol plant, the Pischelsdorf complex thus manufactures four high-quality products from a single raw material.

**Waste**

Starch segment	2013 14	2012 13
Tonnes, except percent		
Waste disposed	13,098	9,683
Of which hazardous waste	68	42
Waste per tonne of product	1.3%	1.0%
Hazardous waste per tonne of product	0.007%	0.004%
<b>Waste disposed, by disposal method</b>		
Composting	8,462	7,775
Energy recovery	1,609	1,095
Reuse	207	23
Recycling	950	459
Landfill	0	0
Other	1,870	331

Source: Reports by waste management contractors, AGRANA calculations.

In the 2013|14 financial year the Starch segment generated about 13 kg (prior year: 10 kg) of waste per tonne of core and by-products. The increase in the amount of waste compared to the year before can be attributed mainly to higher production volumes. The item “other” (disposal method) included above all organic process residues generated at the Romanian starch factory that are spread at the site to dry for future use as a soil conditioner in agriculture. Although this material will be reused, local law requires it to be reported as waste.

**Biodiversity**

For the long-term preservation of biological diversity and the associated ability of the ecosystem to function, the sustainable use and management of natural resources are critically important. Through the shared “Business & Biodiversity” platform of the Lower Austrian regional government and Österreichischer Umweltdachverband (an Austrian umbrella organisation for environmental protection), business and conservation are joining forces to work more closely together for their mutual benefit.

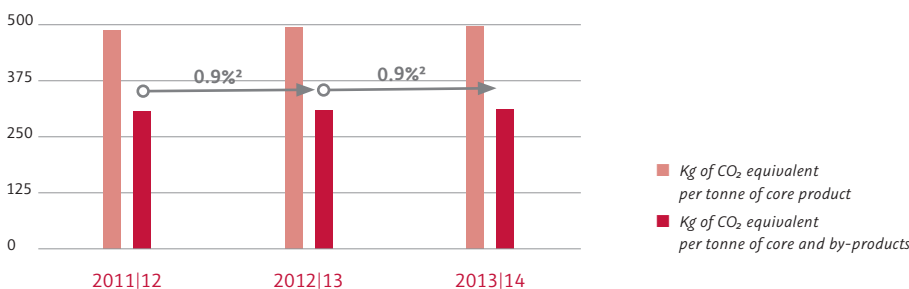
In its business activity, AGRANA is dependent on the availability of agricultural raw materials and hence on the functioning of local ecosystems. In summer 2013, mindful of this reliance on nature, the Group together with Lower Austrian contract suppliers carried out the first physical project over this platform: an initiative for bat conservation in Austria’s Waldviertel district. Thirty farmers who supply food potatoes to the AGRANA starch factory in Gmünd installed bat boxes on their farm buildings as additional summer quarters for crevice-nesting bat species, since cavities in trees and traditional entry points in buildings are increasingly being lost as nesting locations.

**INVESTMENT**

Investment in the Starch segment in 2013|14 was € 41.0 million (prior year: € 59.1 million) and largely flowed to the site in Pischelsdorf, Austria. At this location the wheat starch plant was completed with total project-related capital expenditure over several years of € 70 million and with financial support of about € 3.4 million from the federal government and the government of Lower Austria; an administra-

**AVERAGE SPECIFIC EMISSIONS (FROM DIRECT AND INDIRECT ENERGY USE) FROM PROCESSING AT AGRANA STARCH PLANTS<sup>1</sup>**

In kg of CO<sub>2</sub> equivalent per tonne of core product or of core and by-products



<sup>1</sup> See GRI report boundary on page 28.

<sup>2</sup> Percentage change based on average specific emissions (from direct and indirect energy use) per tonne of core and by-products.

tion building was also built. As well, energy efficiency at the Pischelsdorf site was improved, by capturing waste heat from the feed drying plant. At the Hungarian joint venture, HUNGRANA, investment targeted the “Water-Free Ethanol” project and a new gas turbine. At the facility in Aschach, Austria, investment related to the expansion of the capacity for waxy corn derivative production and to an additional syrup loading lane. In Gmünd, Austria, investment was allocated to the drum drying operations among other areas.

## TOP-LINE PERFORMANCE

In 2013|14, revenue of AGRANA Stärke GmbH rose by about 13% as a result mainly of higher sales volumes of core and by-products and also of somewhat higher selling prices for both types of products. Selling prices for starch products as such, however, were down from the prior year, for market reasons. In combination with lower raw material costs, the positive revenue trend led to an increase in operating profit before exceptional items. As a result of steady market demand and consistent marketing, as well as the additional quantities from the wheat starch plant in Pischelsdorf, Austria, sales volumes of core and by-products grew from one year earlier. Total sales volume (including by-products) increased considerably to 1,322,200 tonnes from 1,182,300 tonnes in the prior year. Sales of by-products rose significantly to 797,200 tonnes (prior year: 680,800 tonnes), primarily because of higher volumes of purchased feed resold. The tight worldwide supply of protein feeds caused prices for by-products (corn gluten feed, corn gluten meal and potato proteins) to rise from the prior year.

In 2013|14, revenue of HUNGRANA, the joint venture in Hungary, decreased by about 7%. This was caused by lower sales prices for core products – especially bioethanol and isoglucose – and reduced sales quantities of core products (down 2%) and by-products (down 9%). Total sales volume was 505,500 tonnes, off 25,300 tonnes from a year ago. As the lower raw material costs were not able to make up for the decline in sales prices and quantities, the earnings contribution from HUNGRANA decreased compared to the prior year.

In Romania, despite lower sales prices for core and by-products, revenue of the local company remained at the previous year’s level, although operating profit before exceptional items fell visibly.

## BIOETHANOL

### Economic policy environment

The proposal published by the European Commission in 2012 to incorporate the subject of indirect land use change (ILUC) into the existing renewable energy directive (2009/28/EC) was rejected in its present form by a majority of votes in the Council of the European Union. The Commission must revise the proposal. In view of the upcoming European elections, a solution is not likely before 2015. AGRANA sees this as validating its raising of synergies in the production of food, feed and energy through investment in modern technologies and the cascading utilisation of raw materials. For instance, the co-product ActiProt®, a premium protein feed, reduces the requirement for soy imports from overseas. For bioethanol production, AGRANA uses only regional surplus feed grain that meets the European sustainability criteria.

### AGRANA bioethanol activities in 2013|14

AGRANA operates two combination starch and bioethanol manufacturing plants – one in Pischelsdorf, Austria and one through the Group’s 50% ownership of HUNGRANA Kft. in Szabadegyháza, Hungary. In the 2013|14 financial year, the Austrian beet farmers association (Rübenproduzenten Beteiligungs GesmbH) sold its 25.1% stake in AGRANA Bioethanol GmbH in Pischelsdorf to AGRANA Stärke GmbH. The total bioethanol production capacity of the two plants is about 400,000 cubic metres per year.

Sales of bioethanol (on a consolidated basis including Austria and AGRANA’s 50% share of results in Hungary; excluding industrial alcohol), were 336,100 cubic metres, just ahead of the prior-year level (331,500 cubic metres). Selling prices of bioethanol, however, were 7% lower than in the prior year.

At the Austrian bioethanol plant in Pischelsdorf, a total of about 601,000 tonnes (prior year: 568,000 tonnes) of grain was processed, with a ratio of wheat (incl. triticale) to corn of about 45 to 55 (the corn consisted of dry and wet corn; the wet corn was measured on a wet-weight basis in the ratio). As in the previous years, farmers were offered contracts to grow ethanol grains for the 2014 crop.

The ethanol production in Hungary is integrated in the HUNGRANA starch factory in Szabadegyháza, which processes corn into starch, isoglucose and bioethanol. In the year, expressed in terms of the 50% share of HUNGRANA’s results attributable to AGRANA, this facility used approximately 190,000 tonnes (prior year: 222,000 tonnes) of corn for processing into bioethanol (total figures for HUNGRANA were thus twice these amounts).

FRUIT SEGMENT RESULTS	2013 14	2012 13	Change
	€m	€m	%
Revenue	1,172.1	1,140.1	+2.8
Operating profit before exceptional items	64.6	45.2	+42.9
Operating margin before exceptional items	5.5%	4.0%	
Purchases of property, plant and equipment and intangibles <sup>1</sup>	51.8	34.9	+48.4

<sup>1</sup> Excluding goodwill.

## BASICS OF THE FRUIT SEGMENT

**Marketing relationship**  
B2B

**Products** Fruit preparations, fruit juice concentrates, not-from-concentrate juices, purees

**Raw materials processed**  
Fruits (leading raw material for fruit preparations: strawberry; raw materials for fruit juice concentrates: apples and berries)

**Key markets**  
Marketed worldwide

**Customers**  
Dairy, bakery, food service and beverage industries

**Special strengths**  
Custom-designed, innovative products

AGRANA J&F Holding GmbH is the holding company for the Fruit segment as a whole. The coordination and operational management of the fruit preparations activities are provided by the holding company AGRANA Fruit S.A.S., based in Mitry-Mory, France. Since the merger of AGRANA Juice and Ybbstaler, the holding company operating in the fruit juice concentrates business is AUSTRIA JUICE GmbH, based in Kröllendorf/Allhartsberg, Austria.

## MARKET ENVIRONMENT

Worldwide the demand for **fruit preparations** for use in yoghurts, ice-cream and food services continues to grow by about 3% per year. A number of non-EU markets, where per-capita consumption is still relatively low, are growing vigorously.

For the United States, the latest market data from IRI<sup>1</sup> show strong growth for fruit yoghurts both by volume (3%) and value (8%). In fact, US demand specifically for fruit preparations is growing even more strongly than this, as the product group of Greek yoghurts, which is burgeoning at a growth rate of 29%, has a comparatively higher average content of fruit preparations.

Other regions with strong growth rates of up to 10% remain Brazil, North Africa, Ukraine, China and Southeast Asia. Lower growth rates of around 3% are seen in highly developed markets (notably South Korea and Australia) and in countries where overall economic growth has slowed (Russia, Mexico and South Africa).

In the EU, demand for fruit preparations continues to ease by about 1.5% per year. This decline continues to be driven by lower consumer confidence over the macroeconomic situation and by a slight trend towards natural yoghurts without fruit ingredients. Positive exceptions are the relatively small Scandinavian markets, which are showing mild growth, and France (the second largest market after Germany), where the fruit yoghurt market is stabilising.

In the **juice concentrate business**, the trend towards fruit juice beverages with low juice content continues unbroken. For beverages high in fruit juice, consumption in Western Europe remains on a mild easing trend, with most of this decrease occurring in Germany. Prices for fruit juice concentrates in Europe have settled in at a low overall level as a result mainly of three factors: inventories carried over from the very good 2012 crop, average processing volumes in the most important European growing regions (Poland, Italy, and Hungary) in the 2013 processing season, and an above-average harvest in Turkey.

<sup>1</sup> Information Resources, Inc.

### Production sites

AGRANA is the world's leading manufacturer of **fruit preparations** for the dairy, bakery and ice-cream industries, with a global market share of about one-third. At the balance sheet date the Group had a total of 25 production sites for fruit preparations in 20 countries. With the new facility in Lysander in the state of New York (to come on-stream in the middle of May 2014) AGRANA plans to meet the growing demand from customers in Canada and the Northeastern United States. In South Africa the plant in Cape Town was closed at the end of January 2014 and local production concentrated at the more centrally located site in Johannesburg.

AUSTRIA JUICE is the leading manufacturer of **apple and berry juice concentrates** in Europe, with 14 production sites, including one in China. Since the merger of AGRANA Juice with the Ybbstaler group, the enlarged company is taking advantage of synergies, intensifying its international marketing and creating additional opportunities for growth. The company aims to further strengthen its leading position as a supplier of fruit juice concentrates, fruit purees, beverage bases, natural aromas and not-from-concentrate juices for the downstream beverage industry.

In Europe, AUSTRIA JUICE produces largely apple juice concentrate with a relatively high acid content for use in the production of pure apple juices and non-alcoholic apple spritzers. The Chinese juice production site is in Xianyang City, located in the world's largest apple growing region, and thus enjoys access to a good supply of raw materials for making "sweet" (low-acid) Chinese apple juice concentrate. Besides apples, AGRANA also processes berries into berry juice concentrates for the international market. As part of the streamlining of the site network for fruit juice concentrate production in Austria, AUSTRIA JUICE closed the facility in Gleisdorf after the 2013 processing season. Key components of the plant were relocated to the Austrian site in Kröllendorf/Allhartsberg to expand the processing capacity there.

### RAW MATERIALS, CROPS AND PRODUCTION

The financial year under review brought an improvement on raw material markets, thanks to a combination of moderate demand on fruit markets and trends in emerging market exchange rates. Generally, purchasing prices on average found a level slightly below that of the prior year. The prices for sugar, starch and liquid sugar, which are a major cost factor in fruit preparations ingredients, were significantly lower than in the year before.

The harvests in the main procurement regions were, with few exceptions, average to better than average.

Within the Group, AGRANA is always striving to buffer possible adverse impacts of raw material prices through effective procurement strategies and the use of the global sourcing network.

The growing product diversity and constantly rising quality requirements make it necessary to refine and expand the AGRANA supplier network in addition to expanding the Group's internal production of raw materials. Especially the mounting demand for sustainably produced raw materials requires intensified efforts in the collaboration with producers; these efforts already yielded demonstrable results and boosted sales of end products.

In the fruit juice concentrates business, available supplies of apples in the foremost European processing regions (Poland and Hungary) were down by about 20% from the prior year. The low apple crop volumes in Germany arrested the previous decline in raw material prices in the neighbouring countries. Chinese apple juice concentrate became less competitive in Europe with an increase in European duties on imports and significantly reduced production quantities, which made it more expensive.

The berry processing season was on the whole marked by good available volumes of the principal fruits. Only the supply of raspberries tightened considerably in the second half of the season as a consequence of dry, hot weather.

By adjusting the sourcing strategy, AUSTRIA JUICE succeeded in meeting its targeted sales quantities. Especially the increase in the proportion of raw materials produced internally, which had been one of the goals motivating the merger, generated a very significant positive earnings contribution.



**Energy use and emissions during processing**

The data for the average specific direct energy consumption and for specific emissions (from direct and indirect energy use) per tonne of core and by-products from processing in AGRANA fruit preparations plants<sup>1</sup> for the 2013|14 financial year include, for the first time, the data for AUSTRIA JUICE GmbH. For organisational and other reasons, the data on energy, emissions and waste do not include the AUSTRIA JUICE sites Gleisdorf, Austria (closed after the 2013 campaign), Bingen, Germany (fruit wine production) and Xianyang City, China (data quality).

The year-on-year rise of 45.0% in average specific direct energy consumption per tonne of core and by-products in 2013|14 in the Fruit segment is attributable to the fact that the – more energy-intensive – production of fruit juice concentrates was included in the reporting for the first time. Average specific direct energy consumption in the production of fruit preparations eased by about 0.7% from the prior year.

Average specific emissions from direct and indirect energy use per tonne of core and by-product in the Fruit segment increased by only 5.8%. In fruit preparations, the reduction in average specific indirect energy use led to a reduction of 3.8% in average specific emissions.

**Waste**

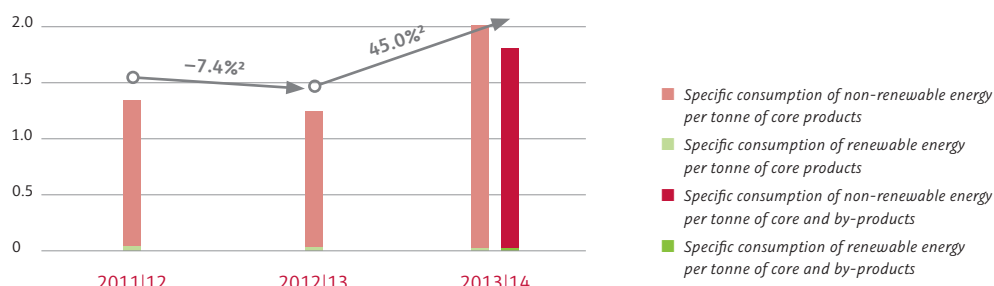
Fruit segment	2013 14	2012 13
Tonnes, except percent		
Waste disposed	49,359	29,795
Of which hazardous waste	206	301
Waste per tonne of product	7.1%	5.9%
Hazardous waste per tonne of product	0.03%	0.06%
<b>Waste disposed, by disposal method</b>		
Composting	6,243	7,465
Energy recovery	686	433
Reuse	23,708	3,732
Recycling	8,971	11,506
Landfill	5,806	4,527
Other	3,945	2,132

Source: Reports by waste management contractors, AGRANA calculations.

The amount of waste in the Fruit segment increased with the inclusion of AUSTRIA JUICE GmbH in the reporting, to 71 kg (prior year: 59 kg) per tonne of core and by-products. This was largely because of local legal definitions of waste. Thus, waste quantities shown in the “reuse” category in 2013|14 included about 18,500 tonnes of residues from fruit juice production, such as pomace, apple stems and leaves, which in some countries must legally be reported as waste although AGRANA sells these materials as by-products or gives them to farmers as soil conditioners. The “recycling” item consisted mainly of carton board and plastic packaging. Waste sent to the landfill was primarily fruit matter and

**AVERAGE SPECIFIC DIRECT ENERGY CONSUMPTION IN PROCESSING OPERATIONS AT AGRANA FRUIT PREPARATIONS PLANTS<sup>1</sup>**

In gigajoules (GJ) per tonne of core products only and per tonne of core and by-products combined



<sup>1</sup> See GRI report boundary on page 28.

<sup>2</sup> Percentage change based on average specific total energy consumption per tonne of core and by-products.





reject product. The specific waste generation in the fruit preparations business, at 56 kg per tonne of product, eased by 5.1% from the prior year despite an increase of about 5.0% in the amounts of product manufactured.

**Sustainability engagement in the upstream value chain**

The growing sustainability consciousness on the part of consumers and existing or planned reporting requirements for non-financial performance indicators are helping to prompt companies to honour, and document, their responsibility for the environmental and social impacts of their activities. Customers in the downstream food processing industry with international operations are thus increasingly inquiring with AGRANA about documentation of and compliance with environmental and social standards in the upstream value chain, specifically by AGRANA's agricultural suppliers.

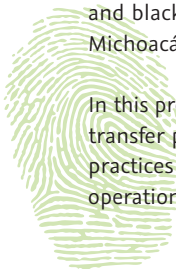
Through a range of projects in different countries (most of them emerging markets), the Fruit segment has for many years been working to improve social and environmental standards in farming, particularly in sourcing from contract growers. In the 2012|13 financial year, in an initiative going beyond customer requirements, the Fruit segment launched a pilot project for the certification of strawberry and blackberry growers in Jacona in the Mexican state of Michoacán to the global standard of the RainforestAlliance.

In this project, AGRANA together with local other knowledge transfer partners offered trainings in sustainable agricultural practices to interested contract farmers to prepare their operations for the certification audits – for example, instruc-

tion in pesticide use, water and waste management and reporting. The support offered also includes financial and technical support for the development of farms' ecosystem structure and infrastructure; for instance, planting of trees and grass strips to increase local biodiversity, installation of toilets and showers and the introduction of preventive healthcare for the employees of the growers.

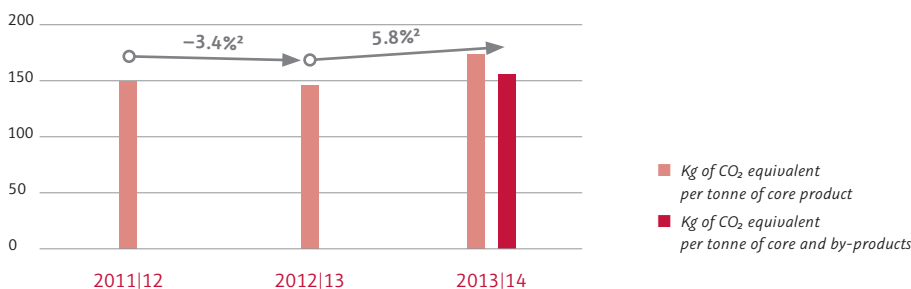
After only six months of implementation, in November 2013 the RainforestAlliance Certified™ seal was won by all participating strawberry farms and, ahead of schedule, by three of seven blackberry producers.

Co-financed with development assistance funds from the Austrian Development Agency, the project creates a win-win situation for all its stakeholders: The approximately 1,100 workers of the farms involved are benefiting from better safety and social standards on the job, while the more sustainable agricultural practices protect the environment for the well-being of the communities at large. The broader social and environmental value lies in the long-term conservation of natural resources and biodiversity. The farmers hope to gain competitive advantage through improved product quality, labour efficiency and the innovativeness of the certification in Michoacán. AGRANA benefits from the internationally recognised certification of its suppliers to a standard going beyond that of any specific customer and, in this pilot project, is reaping important insights regarding the staff resources and expense required for contract supplier certification under an international standard. This knowledge can then also be used in other emerging markets through the sustainable sourcing strategic process.



**AVERAGE SPECIFIC EMISSIONS (FROM DIRECT AND INDIRECT ENERGY USE) FROM PROCESSING AT AGRANA FRUIT PREPARATIONS PLANTS<sup>1</sup>**

In kg of CO<sub>2</sub> equivalent per tonne of core product or of core and by-products



<sup>1</sup> See GRI report boundary on page 28.

<sup>2</sup> Percentage change based on average specific emissions (from direct and indirect energy use) per tonne of core and by-products.

## INVESTMENT

The capital expenditure of € 51.8 million in the Fruit segment (prior year: € 34.9 million) represented maintenance investment and capacity expansion projects. Topping the list of projects in this segment is the construction of the fourth North American fruit preparations plant, in Lysander, New York, which will supply customers in the North-eastern United States and in Canada. It is scheduled to come on-stream in the middle of May 2014. Plant capacity in Ukraine was expanded by adding a new production line. The global growth in sales volumes of fruit preparations also increased the need for stainless steel containers for transport. Investment in the fruit juice concentrates business was primarily directed to the improvement of production efficiency. Besides other necessary asset replacement spending, the segment began to streamline the network of production sites in Austria and worked on the introduction of a uniform ERP system.

## TOP-LINE PERFORMANCE

In the 2013|14 financial year, sales volumes in the fruit preparations business grew by 3.8% to 518,000 tonnes, thus further expanding the Group's lead as the world's largest supplier of fruit preparations.

Despite the challenging market environment, the Group was able to marginally expand its position in the EU (excluding Eastern Europe) as the most important region for this business and also slightly increased its profit. This was made possible mainly through volume growth and good cost management. AGRANA will continue to take measures to further raise profitability in the EU.

In Eastern Europe (Russia and Ukraine), although lower trading volume did not allow AGRANA to hold fruit preparations revenue constant, the operating margin improved.

Revenue in North America remained stable despite volume growth. This reflected the strong euro and the fact that major customers in some cases provided raw materials themselves. However, earnings increased substantially as costs rose disproportionately less than volumes.

Overall in the three Latin American countries where the Group operates (Argentina, Brazil and Mexico), AGRANA held the line on revenue and improved the profit situation despite weak currencies. Although the after-effects of the fraud case uncovered in 2012 in Mexico are weighing on the resources of the local organisation through many pending civil and criminal cases, business in the financial year under review was satisfactory.

In the Asia/Australia region, revenue was boosted and the high profitability was maintained. Particularly the production expansion in China drove the growth in this region.

Revenue and earnings in the Middle East/North Africa region also saw a positive trend. Defying the difficult political environment, the Egyptian joint venture delivered very good results and met expectations. Only in South Africa was there a drastic decline in revenue, in response to which the production operations in this country were concentrated at the Johannesburg site and the plant in Cape Town was closed ahead of schedule.

Compared with the 2012|13 financial year, sales volumes in the fruit juice concentrate activities grew by almost 8%. AUSTRIA JUICE operates globally, centred on the EU as the core market. Other major geographic markets are North America, Russia, the Middle East and Far East. The apple juice concentrate manufactured in the Chinese plant is shipped largely to the USA, Japan, India, Russia and Australia. The fruit wine product area showed growth in revenue and volume from the year before.

Price trends remained volatile in the year under review, with an easing tendency on balance. Through the customary annual contracts, most of the production from the 2013 harvest was already sold worldwide while the campaign was still in progress.

For earnings purposes, the reduced selling prices were only partly offset by lower raw material prices.

The integration of AGRANA Juice and Ybbstaler in AUSTRIA JUICE continues to progress as planned. The harmonisation of the business model and of systems is expected to be largely completed in the present 2014|15 financial year and the synergies are likely to be fully effective from 2015|16.

## EXCEPTIONAL ITEMS IN THE FRUIT SEGMENT

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In the Fruit segment, exceptional items in the 2013|14 financial year represented one-off effects in the fruit preparations company AGRANA Fruit South Africa (Proprietary) Ltd. For partly logistic reasons, all South African production will from now on be concentrated at the Johannesburg site; the plant in Cape Town was closed in January 2014. The related exceptional expense of € 0.8 million resulted mostly from termination benefit obligations and impairment charges.

In the prior year, exceptional items related to reorganisation measures in the fruit preparations business in Europe, and provisions in connection with the irregularities in business conduct uncovered at AGRANA Fruit México, S.A. de C.V.



*The variety of hands-on ways in which AGRANA practices sustainable action ranges from responsible raw material sourcing and low-emission production technologies all the way to social engagement.*

## AGRANA'S PRACTICAL UNDERSTANDING OF SUSTAINABILITY

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By sustainability, AGRANA means a harmonious balance of economic, environmental and social responsibility. In developing the Group-wide sustainability management system, AGRANA formulated three principles that sum up its concept of sustainability more concretely and reflect the six core subjects most significant for the Group.

At AGRANA we:

- Utilise almost 100% of our raw materials and employ low-emission technologies to protect the environment
- Respect all our stakeholders and the communities where we operate
- Engage in long-term partnerships

The essence of these three principles is also incorporated in AGRANA's mission statement. Beyond legal requirements and voluntary reporting commitments and standards, these principles are meant to serve management and employees as a practical and intuitive guide to daily sustainable action.

## SUSTAINABILITY REPORTING

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### Organisational boundaries of sustainability reporting

The sustainability information integrated in this 2013|14 annual report which is considered material to AGRANA's business activities is marked with a green fingerprint. The content is selected and structured based on the questionnaire of the Global Reporting Initiative (GRI version 3.1) and on the GRI's food processing sector supplement. For the first time, the performance figures assembled for the Sugar, Starch and Fruit segments include data for AUSTRIA JUICE GmbH, a joint venture firm created in the 2012|13 financial year by the merger of AGRANA Juice Holding GmbH and Ybbstaler Fruit Austria GmbH that is fully consolidated by AGRANA in the Fruit segment.

For organisational boundary reasons, the joint ventures that are proportionately consolidated in the financial statements of the AGRANA Group – i. e., the AGRANA-Studen group (in the Sugar segment) and the HUNGRANA group (in the Starch segment) – as well as companies not material for sustainability reporting purposes, such as INSTANTINA (in the Sugar segment), remain excluded from the scope of the data. In total, operations excluded from the sustainability data for 2013|14 represented revenue of € 299.4 million and an average of 367 employees.

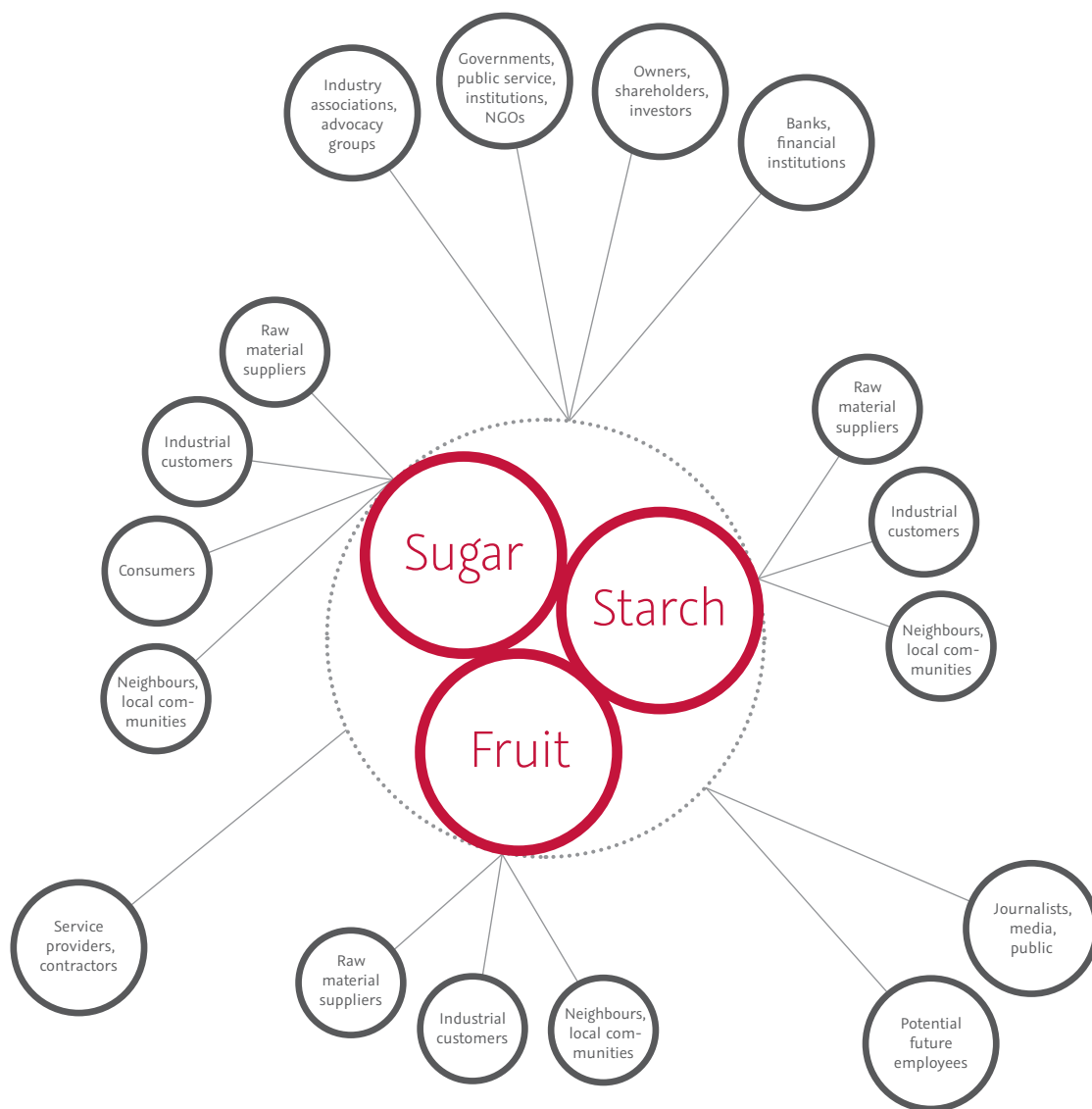
### Content boundaries of sustainability reporting

At the Group's 54 production sites worldwide, AGRANA's Sugar, Starch and Fruit segments use agricultural raw materials to make premium foods and many high-quality intermediate products both for the downstream food industry and for non-food applications. In 2012|13 AGRANA's cross-segment, cross-functional sustainability core team grouped the sustainability aspects that are material to the business activities into the following six subject areas:

- Environmental and social criteria in the sourcing of agricultural raw materials
- Environmental and energy aspects of production
- Labour practices and human rights of employees
- Product responsibility and sustainable products
- Compliance and business conduct
- Social engagement



To these six topics, AGRANA assigned the GRI indicators relevant for its business activities. The most relevant indicators are covered in this annual report. The materiality of the individual indicators was determined based on stakeholder feedback received by the various business segments and functional departments. This materiality information was for the first time recorded in a structured manner Group-wide by the AGRANA sustainability core team in the 2012|13 financial year and the materiality of the indicators was confirmed in 2013|14.





## ACHIEVEMENTS IN 2013|14 AND FURTHER PLANS

The following projects within the six key subject areas were implemented in the 2013|14 financial year, are in progress or are planned for the next several years:

### Environmental and social criteria in the sourcing of agricultural raw materials

■ At the end of the 2013|14 financial year, AGRANA started a working group on sustainable sourcing, in order to do justice to the growing consumer awareness – and the resulting higher expectations by customers especially in the food industry – regarding environmental and social criteria in the upstream agricultural supply chain, and thus to honour its responsibilities as a corporate citizen. In the current, 2014|15 financial year the participants, drawn from all AGRANA business segments, will evaluate environmental and social criteria in the procurement strategy – taking into consideration the degree of vertical integration of the respective sourcing model (*also see the value chain from page 6*) and AGRANA's resulting ability to influence sustainability aspects – and will refine these criteria with the help of a materiality analysis.

■ As early as the 2012|13 financial year, the Fruit segment launched a pilot project based on – and surpassing – customer-specific expectations for compliance with social criteria and certain agricultural practices. The project objective was the certification of strawberry and blackberry suppliers in the Mexican state of Michoacán to the standards of the international RainforestAlliance. Under this project, AGRANA together with other knowledge transfer partners offered trainings to interested contract farmers to prepare for the certification audits – for example, instruction in pesticide use, water and waste management, and reporting. The support offered also includes financial and technical assistance with the development of infrastructure, such as toilets, showers and preventive healthcare. After only six months of implementation, in November 2013 the RainforestAlliance Certified™ seal was won by all participating strawberry farms and, ahead of schedule, by three of seven blackberry producers.

Co-financed with development assistance funds from the Austrian Development Agency, the project creates a win-win situation for all its stakeholders: The approximately 1,100 workers of the farms involved are benefiting from better safety and social standards on the job, while the more sustainable agricultural practices protect the environment for the well-being of the communities at large. The broader social and environmental value lies in the long-term conservation of natural resources and biodiversity. The farmers hope to gain a competitive advantage through improved product quality, labour efficiency and the innovativeness of the certification in Michoacán. AGRANA benefits from the internationally recognised certification of its suppliers to a standard going beyond that of any specific customer and, in this pilot project, is reaping important insights regarding the staff resources and expense required for contract supplier certification under an international standard. In the future, this knowledge can also be used in other emerging markets through the sustainable sourcing strategic process.

### Environmental and energy aspects of production

■ In the 2013|14 financial year AGRANA prepared for the introduction of an ISO 50001-certifiable energy management system for all Austrian production sites. In 2014|15 the Group is collecting the defined energy data and training the staff involved. Based on analysis of the energy figures, action plans are prepared for further energy savings measures. AGRANA is aiming for certification to ISO 50001 for autumn 2014.

■ "klima:aktiv", the climate protection initiative of the Austrian environment ministry, in November 2013 gave recognition to companies for energy conservation efforts in the context of corporate climate protection. AGRANA Zucker GmbH received the "klima:aktiv" honorary certificate for its installation in 2011|12 of low-temperature dryers at the Tulln and Leopoldsdorf sugar plants in Austria. The use of this technology, which captures waste heat from earlier process steps and harnesses it for the drying of desugared beet pulp to produce animal feeds, has already saved emissions of about 59,000 tonnes of CO<sub>2</sub> equivalent.

### Working conditions and human rights in respect of AGRANA employees

■ The workplace safety data collected for the first time in the 2013|14 financial year across all business segments by uniform worldwide criteria are currently being analysed. On the basis of this analysis, potential for improvement and best practices are being identified and the latter progressively implemented, with adaptations to fit the individual sites (*also see the section "AGRANA's people", page 38*).





■ In a pilot project during the 2014 summer holidays, to support parents in reconciling work with their family obligations, AGRANA is offering childcare for children of staff working at the Tulln sugar plant: During the pre-school and school holidays in Lower Austria, trained educators from the local section of Hilfswerk (the large social service organisation) will provide a varied, age-appropriate all-day programme for employees' children.

### Product responsibility and sustainable products

■ As AGRANA primarily makes intermediate products for the downstream food industry, the priorities in terms of product responsibility are food safety and food defense. The compliance with applicable national laws and regulations at all production sites is regarded by AGRANA as merely the baseline from which to reach for even higher voluntary standards. In addition, AGRANA is guided by internationally recognised standards for food safety, such as the Codex Alimentarius (the food code of the Food and Agriculture Organisation (FAO) of the World Health Organisation). In the Codex Alimentarius, the General Principles of Food Hygiene introduced the Hazard Analysis and Critical Control Point (HACCP) system. The HACCP system is used to analyse and evaluate potential hazards to human health, whether chemical, physical or microbial in nature. Appropriate steps are then taken to eliminate or reduce these threats as necessary. In its assurance of food safety, the Group goes beyond the legal requirements. It has implemented and is externally certified to globally recognised standards of food safety and food defense. Among the most significant of these standards are FSSC 22000, ISO 22000 and IFS. In the 2013|14 financial year, 92.5% of all production sites were certified under at least one international food safety standard. Ultimately, it is product responsibility as a daily practice and the honouring of the three sustainability principles that underpin AGRANA's production of sustainable goods.

### Social engagement

■ In autumn 2013 AGRANA celebrated 25 years in business. During the whole 2013|14 financial year, external events and the company's communications bore the theme of successful development from an Austrian sugar and starch producer with sales of about € 360 million to an internationally operating group with approximately 8,800 employees and revenue of about € 3 billion.

To make this anniversary truly memorable for employees, a celebration was held in September 2013 at the Tulln sugar factory for the staff of all Austrian plants. As well, a benefit concert was organised in cooperation with Theater an der Wien to which employees from AGRANA's international locations had a chance to win 25 tickets in a sweepstake. AGRANA made a donation matching the ticket revenue from this concert, thus donating (together with Theater an der Wien) a total of € 70,000, of which one-half each went to the children's services and disaster aid organisations "Malteser Care-Ring Kinderhilfe" and "Hilfe im eigenen Land – Katastrophenhilfe Österreich". Malteser Care-Ring Kinderhilfe provides hands-on support with home care for families with severely ill children, youths and young adults. "Hilfe im eigenen Land" is an Austria-wide organisation that, through financial aid, quickly and directly helps individuals and families who are in crisis because of an unexpected death, a serious illness or natural disaster.

### Helping hands

■ In 2013|14 as in the previous years, AGRANA continued its tradition of donating sugar to the "Le+O markets" operated by Caritas, a charity. These regularly held markets offer food at a symbolic price, together with orientation, social counselling and support for people with low incomes. As in the past, AGRANA employees from the head office in Vienna volunteered their help with the weekly food distribution at a nearby Le+O market during working hours.

■ The AGRANA potato starch factory in Gmünd, Austria, supported "SOMAmobil Waldviertel" by supplying it with long-life potato products, such as potato puree. SOMAmobil is a mobile Sozialmarkt (food bank store) providing food and other essential goods to more than 800 economically disadvantaged people in 16 communities of the Waldviertel region.

■ In 2013|14, AGRANA Fruit México took part in an initiative of the Mexican Center for Philanthropy, which annually recognises companies for activities in the realm of corporate social responsibility. Candidates are evaluated by a number of criteria within the four categories business ethics, social standards and services for employees, environmental protection, and social engagement in the local community. AGRANA's Mexican manufacturing site received the Center's "ESR" seal (Empresa Socialmente Responsable – socially responsible business) for the broad range of physical and mental health measures provided for its staff and the volunteer work done by its employees on renovation projects at 20 local schools.



*We are always trying out new ideas and seeking innovative solutions.*

RESEARCH & DEVELOPMENT		2013 14	2012 13	2011 12
R&D expenditure (total internal and external)	€m	17.2	18.2	15.1
R&D-to-sales ratio <sup>1</sup>	%	0.57	0.59	0.59
Employees in R&D		218	204	199

<sup>1</sup> R&D expenditure as a share of revenue.

Operating in a highly competitive market environment, it is vital for AGRANA to be a market trendsetter and differentiate itself from the competition through product innovations. In close partnership with customers, AGRANA's research and development (R&D) teams are always working on new recipes, specialty products and innovative applications for existing products, in a tribute also to the Group's strategic focus on lasting, sustainable success.

In the 2013|14 financial year AGRANA maintained two research and development facilities. The activities of Zuckerforschung Tulln Ges.m.b.H. (ZFT) in Tulln, Austria, ranged from agricultural R&D, to food, sugar, starch and bioethanol technology, all the way to microbiology and biotechnology projects. Meanwhile, the Centre of Innovation and Excellence in Gleisdorf, Austria, conducted the centralised research and development for the fruit preparations business. This facility was responsible for the development of products and production methods, in addition to longer-term R&D projects to provide AGRANA's international customers with innovative solutions in direct response to the needs of the market.

With the help of a physical expansion of the research site in Tulln, AGRANA's research and innovation activities at the existing two centres will soon be combined in this one location. From July 2014 the new AGRANA Research & Innovation Center (ARIC) with a staff of about 60 people will be the Group's central research and development institute. This merging of resources is expected not only to yield administrative synergies but is especially intended to promote the closer collaboration of the previously geographically separate groups of researchers. The complementarity between the knowledge and experience of both groups will generate advantages in cross-segment areas of research such as clean label, nutrition physiology, sweeteners and aromas. In this way, the growing number of projects that pertain to more than one AGRANA business segment is expected to be carried out much more simply and efficiently. This new AGRANA "research cluster" at the Tulln facility also makes for easy and close connectivity with relevant university institutions and their graduates.

## SUGAR SEGMENT

Methods developed and operationally used by AGRANA in recent years for the objective detection of deteriorated beet (beet damaged by changes in weather conditions during storage) won international recognition at the 3<sup>rd</sup> general meeting of the ESST, the European Society for Sugar Technology. AGRANA's report on this subject received the Best Paper Award. With the methods described by AGRANA, such as image analysis and the detection of volatile organic compounds and of glucose produced during the natural breakdown of sucrose, beets that will be difficult to process can be identified well in advance and remedial measures taken early enough. This largely avoids disruptions of operations and reduces expenses for the necessary process additives.

Besides the well-known criteria of sugar quality, such as “colour in solution” and ash content, properties that are increasingly gaining importance are odour and flavour. A research project was therefore started to help secure the desired sensory characteristics of powdered sugar by studying the factors that control them. The systematic trials already conducted have shown that both the granulated sugar used as the raw material and the conditions associated with grinding, packaging and storage of the powdered sugar significantly affect the sensory quality of the product. Top-grade powdered sugar can only be produced when the granular sugar used for grinding has itself been manufactured under specific conditions and when the air coming into contact with the sugar meets certain specifications. In the further course of this two-year project supported by Austria’s Research Promotion Agency (Forschungsfördergesellschaft, or FFG), trials are planned on the objective assessment of sensory characteristics. This objective determination will employ highly advanced analytics, including, for example, gas chromatography after special enrichment of the aroma compounds using solid-phase dynamic extraction (SPDE), as well as gas chromatography coupled with ion mobility spectroscopy.

The segment-wide quality monitoring programme for white sugar instituted by ZFT is also already beginning to yield benefits. The programme is not confined to mere monitoring – when necessary, the production processes can be optimised by providing consulting on site. Thus, during the last campaign, technological modifications to one facility’s beet juice purification system were able to bring down the so-called floc potential – a quality parameter of white sugar important for certain customers – to well within the desired range. These consulting and training activities will continue to be expanded in the future.

In order to improve the microbiological quality of sugar products, a new project was launched last year around the detection of thermoacidophiles (bacteria-like, single-celled organisms) in the sugar manufacturing process. The project goal is to identify potential sources of infection and minimise the risk of sugar product contamination with thermoacidophiles.

## STARCH SEGMENT

In R&D on potato starch raw material, a joint project was begun with the Austrian Institute of Technology and the Lower Austria Seed Growers Cooperative (Niederösterreichische Saatbaugenossenschaft). The aim of this FFG-supported project is to breed new potato varieties with special starch properties. The role of ZFT in the coming years of the project will be to process potatoes from the trials on a laboratory scale and assess the quality of the starch derived from them. The resulting findings will help the project partners evaluate progress and direct the breeding programme.

Production of silage from wet corn is being investigated as a way of extending the wet corn campaign, which has ecological and economic benefits by saving the energy-intensive step of drying the corn. To this end, a new ensilage technique was tested in which the wet corn is stored in plastic film tunnels. The early positive results are to be verified in the next campaign.

In food starches, the focus was on the expansion of application expertise. This included improving and enlarging the array of procedures available to test newly developed starches. Particular emphasis was also placed on expanding the line of organic products, using specially developed organic starches. These innovations are intended for use in organic gourmet foods among other market segments.

Work also began on developing new modified pregelatinized food starches and evaluating them for applications such as baking-stable fruit preparations. The goal is to expand the portfolio of functional pregelatinized starches in order to safeguard the necessary capacity utilisation of the production facilities in the future.

Another research priority at ZFT in food starches was the study of the nutrition physiology of specialty starches as dietary fibre. For this purpose, together with the University of Veterinary Medicine in Vienna, a preliminary stage to testing in humans is to be established using a porcine model. Two AGRANA specialty starches are already being studied by means of this test. A transglucosidated dextrin was developed that is suitable for the proxy to studies in humans.

A major area of R&D in the 2013|14 financial year was the development of starch products for non-food applications in the building, adhesive, paper and biopolymer sectors.

Important projects revolved around the development of special modified sustainable starches as substitutes for synthetic latex. These activities were targeted both to the paper market and to applications in textiles and construction, where such sustainable materials are also attracting more and more interest from customers.

Sustainable and biodegradable adhesives are becoming ever more significant in the market and for consumers. In partnership with well-known companies, modified starches were developed for the DIY market segment for use in consumer products, such as craft adhesives and glue sticks. These so-called green glues offer both environmental benefits and economic and quality advantages.

The replacement of synthetic glues with the use of the innovative NOVACOLL starch led to the development of ready-to-use adhesives and pastes with outstanding stability and adhesive strength. In the areas of bread bags and lamination, AGRANA positioned itself with new, intelligent products.

Growing environmental and sustainability consciousness is heightening the interest in and demand for biodegradable bioplastics. Thermoplastic starches are a major component of bioplastics. AGRANA was able to develop modified thermoplastic starches specifically for injection moulding in the production of consumer goods and of other biodegradable products suitable for everyday use. For example, it created vine clips for vineyards and gardening that contain a significant proportion of the proprietary new thermoplastic starch. AGRANA also plans to bring to market other new developments in specialty starch products for blown film applications where sustainability, environmental protection, and safety of direct contact with food are primary considerations.

Another new project, in collaboration with an Austrian civil engineering firm, is centred on the bio-sealing of dams: Cracks and tears in the soil of leaking dams are to be closed by promoting soil bacteria growth and thus stimulating the production of a polysaccharide matrix to reseal the dams.

Supporting the bioethanol plant in Pischelsdorf is a big part of the biotechnology activities. The continual adjustment of process parameters to the varying raw material composition, and the evaluation of enzymes and yeasts newly available on the market, contribute to the step-by-step optimisation of processes.

## FRUIT SEGMENT

In the 2013|14 financial year, AGRANA's Centre of Innovation and Excellence further expanded its Consumer-Relevant Innovation Strategy and launched the "Gold" project, a cornerstone of its work on continuous quality improvement of fruit preparations. The aim of this long-term project is to achieve and secure the best possible (natural) texture of fruit pieces in the product while at the same time preserving the fruit's own aromas responsible for the natural fruit taste. Through the development of a building block system, potential for improvement in the individual steps of the basic operations/production processes can be identified and sub-projects started and implemented in a goal-oriented manner.

Other R&D priorities in the financial year were:

- Implementing the potential improvements identified for fruit raw materials in Morocco
- Testing different treatment and processing options immediately after harvesting
- Identification of significant process parameters such as pasteurisation temperature and time
- Evaluation of innovative cooker kettle designs with a view to quality improvement of fruit preparations
- Introduction of novel stabilisation systems
- Collaboration with filling and dosing machinery manufacturers supplying the dairy and beverage industries

In the new 2014|15 financial year, the previously begun activities are being continued, and with the improvement of the individual process building blocks, a solid foundation is to be laid for supporting the AGRANA plants and local developer teams. The right combinations of the optimised building blocks are to ensure made-to-measure product development.

In R&D for fruit juice concentrates, AGRANA worked on the optimisation of aroma yield and aroma quality in its production plants. A project to improve the utilisation and marketing of press cake, such as apple and blueberry pomace, in the form of by-products was successfully carried out. A patent was issued in Austria for the process for producing "apple flour", a valuable, low-calorie source of dietary fibre for use especially in the baking industry.

In 2014|15 the central research priority for AUSTRIA JUICE will be the further expansion of the development capabilities for beverage bases and aromas.

Special attention in this regard is placed on the development, and ultimately the marketing, of premium natural fruit flavourings known as FTNF ("from the named fruit") flavours. Other R&D objectives are the improvement of manufacturing processes for water phase flavours, and the evaluation of the technical feasibility of reducing critical herbicide use in the fruit juice supply chain by physical methods.



*We challenge our people to excel and we support them with focused training and development.*

In the 2013|14 financial year the AGRANA Group as a whole employed an average of 8,778 people (prior year: 8,449). Of this total, 2,131 worked in Austria (prior year: 1,993) and 6,647 in other countries (prior year: 6,456). The average number of employees in each business segment was as follows:

- Sugar segment: 2,399 employees (prior year: 2,315)
- Starch segment: 1,008 employees (prior year: 950)
- Fruit segment: 5,371 employees (prior year: 5,184)

The average age of permanent employees<sup>1</sup> on 28 February 2014 was 41 years, as in the prior year. Of the permanent employees, 28.9% (prior year: 28.4%) were women, and 60.1% of salaried staff had an academic degree (prior year: 57.7%).

The increase in staff numbers in the Sugar segment resulted partly from the fact that the employees of the AGRAGOLD companies were included for the first time. As well, the production operations of AGRANA Zucker GmbH required more staff than in the previous year. In the Starch segment, the growth of about 6% in the staff count was driven primarily by the start of operations of the new wheat starch plant in Pischelsdorf, Austria. The higher number of people working in the Fruit segment was attributable both to the coming opening of the new US production facility in Lysander in New York state and a volume-induced greater need for seasonal workers, particularly at the plants in Mexico and Ukraine.

## HUMAN RESOURCES STRATEGY AND MANAGEMENT

AGRANA's personnel strategy follows sustainable principles. It is defined by mutual respect – including respect for different cultures and religions – and seeks to encourage entrepreneurial thinking and action.

AGRANA's human resources management in 2013|14 continued to focus on the judicious support and development of employees as key factors for the Group's success in the future.

Additionally, the processes in HR administration were further harmonised and standardised, and information technology solutions were revised from the ground up to enhance the level of detail of, for instance, the monthly reporting while at the same time improving administrative

### AGRANA EMPLOYEES WITHIN THE GRI REPORT BOUNDARY<sup>2</sup>

at the balance sheet date of 28 February 2014

Segment	Non-permanent staff <sup>3</sup>		Permanent staff				Managers <sup>4</sup>		Of which Executive Leadership <sup>5</sup>			
	Total	Female	Blue-collar	Female	White-collar	Female	Total	Female	Total	Female		
Sugar <sup>6</sup>	168	23.8%	1,050	14.3%	729	41.4%	1,779	25.4%	152	21.7%	18	16.7%
Starch	43	27.9%	563	12.8%	247	41.3%	810	21.5%	37	13.5%	3	0.0%
Fruit	2,202	77.2%	2,257	25.1%	1,299	46.3%	3,556	32.8%	224	26.3%	15	6.7%
<b>Total</b>	<b>2,413</b>	<b>72.6%</b>	<b>3,870</b>	<b>20.4%</b>	<b>2,275</b>	<b>44.2%</b>	<b>6,145</b>	<b>29.2%</b>	<b>413</b>	<b>23.5%</b>	<b>36</b>	<b>11.1%</b>

<sup>1</sup> Employees of AGRANA Group companies hired for an indefinite period, i.e. excluding temporary staff.

<sup>2</sup> See GRI report boundary on page 28.

<sup>3</sup> Almost all non-permanent positions represent seasonal local workers in harvesting and processing campaigns.

<sup>4</sup> Reporting level 2 and 3.

<sup>5</sup> Reporting level 1 (i.e., the reporting level immediately below the Management Board of AGRANA Beteiligungs-AG).

<sup>6</sup> The Sugar segment includes the staff of AGRANA Beteiligungs-AG.



efficiency. This makes it possible to also show components like the monthly workplace safety reporting and human resource planning on the same system and to benefit from improved plausibility checks and flexible analytical options. As well, the merging begun in 2011|12 of the payroll services for Austrian companies of the AGRANA Group at the HR services center in Tulln has contributed to higher quality and scalable solutions.

AGRANA's compensation policy is generally based on collective bargaining agreements. For its management, AGRANA maintains a global, objectively based compensation system consisting of a fixed (salary) element and a variable element. The fixed compensation is based on the job duties, market rates of pay and the need for internal fairness. The amount of variable pay is dependent on achievement of the respective corporate business targets and individual targets.

In the 2013|14 financial year, 6.7% (prior year: 6.0%) of all employees were covered by this incentive-enhanced compensation scheme.

### STAFF DEVELOPMENT AND TRAINING

As in the previous years, AGRANA offered numerous trainings, in subject areas spanning both professional skills and personal development. Ongoing Group-wide programmes were continued to foster interaction between the segments, strengthen the Group's international integration and encourage broad horizons. Only this consistent effort can ensure the lasting success of these trainings and trainee programmes and ensure they add value for the Group and for employees.

In the 2013|14 financial year, special focus continued to be placed on onboarding programmes and welcome days, which were organised in all segments and in the holding company to swiftly give new hires an overview of their own part of the organisation and the whole AGRANA universe. Subsequently, employees can take part in cross-segment, Group-wide exchanges, e.g. INCA (International Communication at AGRANA).

AGRANA makes a particular point of encouraging and developing talent. In January 2014, twenty-two men and seven women completed what was already the third cycle of AGRANA Competencies Training (ACT), a two-year talent development curriculum for employees. The project presentation which concluded it showcased results that surpassed the already high expectations, such as regarding further marketing opportunities for residues from apple juice concentrate production. However, equally striking was the positive development in the participating employees themselves over the course of the programme. The results of the specific projects completed within ACT, as well as the intensive training of selected staff members, are doing their part to prepare AGRANA for the future.

In the year under review, AGRANA provided training to a total of 78 apprentices (prior year: 65) in Austria and Germany in preparation for careers as, among others, mechanical engineering technicians, electrical engineering technicians, plant electricians and process control technicians, metalworking technicians, chemical lab technicians, food technicians, mechatronics technicians, industrial sales representatives and computer technicians. The proportion of female apprentices was 10.3%.

### TRAINING HOURS OF AGRANA EMPLOYEES<sup>1</sup>

in the 2013|14 financial year

Segment	Average training hours per employee			Proportion of employees who received a training	Training & development costs <sup>2</sup>
	Male	Female	Total		
Sugar <sup>3</sup>	37.9	47.5	40.4	92.0%	1.8%
Starch	24.8	18.4	23.5	75.2%	0.7%
Fruit	17.7	16.6	17.3	81.0%	1.1%
<b>Total</b>	<b>24.9</b>	<b>24.6</b>	<b>24.8</b>	<b>83.4%</b>	<b>1.3%</b>

<sup>1</sup> Permanent staff within the GRI report boundary (see page 28).

<sup>2</sup> As a share of pay.

<sup>3</sup> The Sugar segment includes the staff of AGRANA Beteiligungs-AG.





**“AGRANA Academy” launched Group-wide**

The name AGRANA Academy stands for the company’s programme for training all senior managers in the AGRANA core skills and corporate principles. The various workshops are intended to establish a shared understanding of the Group and develop a common management culture. The competency selected as a focus for the year under review and for 2014|15 was that of leadership. Through the Academy, AGRANA aims to prepare all levels of its management even better for future challenges.

The Group-wide expenditure for external training and development in the 2013|14 financial year amounted to about € 2.7 million (prior year: € 2.3 million), equivalent to approximately 1.2% (prior year: 1.1%) of total wages and salaries.

**WORKPLACE SAFETY AND HEALTH**

In 2013|14 AGRANA for the first time collected fully standardised workplace safety data globally across all business segments, additional to legal and segment-specific reporting requirements.

These data collected by uniform worldwide criteria for the first time in 2013|14 are being analysed in detail in the 2014|15 financial year. Based on the findings of this analysis,

potential for improvement and best practices are being identified and the latter will be adapted to the individual locations and progressively implemented.

**Health programmes**

Under the “AGRANA Fit” programme, with the goal of maintaining and improving employees’ health and wellness, AGRANA in many locations offers a comprehensive range of health services and sports. Besides routine health check-ups, tips for balanced and healthy eating, ergonomic help at work to prevent muscle tension and more serious issues, many different sports and exercise activities are available. In 2013, combining sports with an opportunity to practice team spirit, AGRANA once again invited its staff to participate in the annual Wien Energie Business Run. No fewer than 177 employees from all business segments took up this challenge in September 2013.

Aside from these opportunities to improve and maintain physical health, a (legally required) assessment of psychological strain in the work place was conducted in February 2014 at all Austrian sites. With the help of an employee survey, work-related psychological stress factors are now also captured in addition to the ongoing workplace evaluation by the preventive health and safety specialists at the company sites. Appropriate measures will be taken in the 2014|15 financial year after analysis of the results.

**WORKPLACE SAFETY DATA FOR THE AGRANA GROUP<sup>1</sup>**

in the 2013|14 financial year

Segment	Injury rate <sup>2</sup>			Lost day rate <sup>3</sup>			Absentee rate <sup>4</sup>		
	Total	Male	Female	Total	Male	Female	Total	Male	Female
Sugar	2.0	2.4	0.6	19.9	23.0	10.6	4,442.1	4,549.1	4,114.0
Starch	1.6	1.8	0.5	19.2	24.1	–	5,540.8	5,445.7	5,917.0
Fruit	3.1	4.1	1.8	34.6	47.3	17.9	3,239.8	3,482.1	2,919.9
<b>Total</b>	<b>2.6</b>	<b>3.2</b>	<b>1.5</b>	<b>28.6</b>	<b>35.8</b>	<b>15.2</b>	<b>3,864.5</b>	<b>4,130.8</b>	<b>3,370.7</b>

In the 2013|14 financial year there were no fatal accidents in the workplace at the AGRANA Group<sup>1</sup>. In the 2013|14 financial year there were five accidents of AGRANA contractors. For organisational reasons, these are not included in the AGRANA workplace safety data such as the injury rate, lost day rate and absentee rate.

<sup>1</sup> Non-permanent (i. e., fixed-term or temporary) and permanent employees within the GRI reporting boundaries (see page 28).  
<sup>2</sup> Injury rate = (total number of accidents<sup>5</sup> ÷ total paid hours worked<sup>6</sup>) × 200,000  
<sup>3</sup> Lost day rate = (total number of lost days<sup>7</sup> ÷ total paid hours worked<sup>6</sup>) × 200,000  
<sup>4</sup> Absentee rate = (total number of missed hours due to accident<sup>5</sup> and sickness ÷ total paid hours worked<sup>6</sup>) × 200,000  
<sup>5</sup> In AGRANA’s workplace safety data, injuries are counted as accidents if a scheduled work day is lost. Days are counted as lost from the first scheduled work day missed after the accident (excluding accidents on the way to or from work).  
<sup>6</sup> Total paid hours worked are defined by AGRANA as contractual work hours plus paid overtime.  
<sup>7</sup> A work day is assumed to have eight hours.



**DIVERSITY**

For its core business of the industrial processing of agricultural raw materials into foods and high-quality intermediate products for the downstream food industry and for non-food applications, AGRANA regularly seeks employees with a vocational background or higher technical education. As the proportion of women with vocational training or technical academic degrees is relatively low in Austria and other countries, a “Daughters’ Day” was again held in 2013 to raise girls’ interest in the technical trades and professions.

A significant challenge on the career path is that of keeping work and family life in harmony. AGRANA already provides a company kindergarten, as well as a childcare service for children of staff in Vienna on days when schools close locally for a day, and on longweekend days falling between a public holiday and the weekend. Going a step further, on a pilot basis in summer 2014, the company is for the first time offering a week of childcare during the summer holidays for children of employees at the sugar plant in Tulln, Austria. During the pre-school and school holidays in Lower Austria, trained educators from the Lower Austria section of Hilfswerk, a care services organisation, will provide age-specific, rich and diverse programmes for children aged three to ten years, ranging from creative workshops to excursions and sports activities.



# RISK MANAGEMENT

## AND SYSTEM OF INTERNAL CONTROL

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*We accept and manage calculated risks and avoid excessive uncertainty.*

The Management Board of the AGRANA Group recognises the importance of active risk management. The basic aim of such risk management is to identify risks and opportunities as early as possible and take appropriate measures to safeguard the profitability and continued existence of the Group.

The AGRANA Group uses integrated monitoring and reporting systems that permit regular assessment of the risk situation. For the early identification and monitoring of risks relevant to the Group, two mutually complementary control tools are in place:

- An enterprise-wide, *operational* planning and reporting system forms the basis for the monthly reporting to the appropriate decision-makers. Under this reporting process, a separate risk report is prepared for the Group and each business segment. Its focus is on risks and opportunities arising from changing market prices for the current and next financial year. Besides these ongoing reports, the risk managers from the different business areas regularly discuss with the Management Board the business situation and the use of risk mitigation measures.
- The aim of *strategic* risk management is to identify material individual risks and evaluate their implications for the overall profile of risks and opportunities. Twice every year, the medium- to long-term risks in the individual business areas are analysed by a designated risk management team together with the Group's central risk management function. The process involves risk identification and risk assessment by probability of occurrence and potential magnitude of risk/opportunity, the definition of early warning indicators and the taking of countermeasures. Also, the aggregate risk position of the AGRANA Group is determined for the current financial year using a Monte Carlo simulation. This allows a judgement to be made as to whether a combination or accumulation of individual risks could pose a threat to the ability to continue in business as a going concern. The results are reported to the Management Board and the Audit Committee of the Supervisory Board.

The business segments of the AGRANA Group have designated risk management representatives responsible for initiating loss-minimising measures as required, subject to Management Board approval.

### RISK POLICY

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AGRANA sees the responsible treatment of business opportunities and risks as an essential basis for purposeful, value-driven and sustainable business management. The Group's risk policy seeks to ensure risk-aware behaviour and stipulates clearly defined responsibilities, independent risk control, and integrated internal controls.

Throughout the Group, risks may be assumed only if they arise from the core business of the AGRANA Group and it does not make economic sense to avoid, insure or hedge them. The policy is to minimise risks to the extent reasonably possible while achieving an appropriate balance of risks and returns. The assumption of risks outside the operating business is strictly prohibited.

AGRANA Beteiligungs-AG is responsible for the Group-wide coordination and implementation of risk management arrangements determined by the Management Board. The use of derivative financial instruments is permitted only for the purpose of hedging business transactions, not for speculative purposes. Use of derivatives is subject to regular reporting to the Management Board.

## SIGNIFICANT RISKS AND UNCERTAINTIES

The AGRANA Group is exposed to risks both from its business operations and from its national and international operating environment. As a globally operating processor of agricultural raw materials, climatic changes and their impacts on the availability of raw materials pose risks for AGRANA. With its energy-intensive production activities, particularly in the Sugar and Starch segments, AGRANA is also subject to risks from energy-related and environmental legislation in the various countries.

## OPERATIONAL RISKS

### Procurement risks

AGRANA is dependent on the availability of sufficient amounts of agricultural raw materials of the necessary quality. Beyond a possible supply shortfall of appropriate raw materials, fluctuation in the prices of these inputs (to the extent that it cannot be passed through to customers) also represents a risk. Major drivers of availability, quality and price are weather conditions in the growing regions, the competitive situation, regulatory and legal requirements, and movements in the exchange rates of relevant currencies.

In the **Sugar segment**, sugar beet and raw sugar are used as raw materials. Besides weather factors, an important determinant of sugar beet availability is the profitability for farmers of growing beet rather than other field crops. For the refining facilities in Bosnia-Herzegovina, Hungary and Romania, the basic driver of AGRANA's profitability is how much value can be added by processing the purchased raw sugar, taking into account the market prices achievable for white sugar. Next to the risk of high raw sugar purchasing prices, another procurement risk lies in the regulations on the import of white and raw sugar into the European Union. The prices for the required raw sugar are hedged through commodity derivatives where financially appropriate. This hedging is performed in accordance with internal policies and must be reported to the Management Board.

In the **Starch segment**, sufficient supply contracts are concluded to secure the required quantities of raw materials. When economical, the hedging can also take the form of futures contracts, which require management approval. The volume and results of these hedges are included in the monthly reporting and are reported to AGRANA's Management Board.

In bioethanol production, when prices for the grains used as input materials change, the selling price of the co-product ActiProt® generally changes in the same direction. This acts as a natural hedge by partly offsetting the grain price movements. However, there remains a residual risk that rising raw material costs cannot be fully passed on to bioethanol customers.

In the **Fruit segment**, crop failures caused by unfavourable weather and plant diseases can adversely affect the availability and purchasing prices of raw materials. In the fruit preparations business, with its worldwide presence and knowledge of procurement markets, AGRANA is able to anticipate regional supply bottlenecks and price volatility and take appropriate action in response. Where possible, one-year contracts are used both with suppliers and customers.

The production processes are energy-intensive, especially in the Sugar and Starch segments. AGRANA therefore continually invests in improving energy efficiency in the manufacturing facilities and designs them for the most cost-effective use of different sources of energy. The quantities and prices of the required energy are also to some extent secured, for the short and medium term.

### Product quality and safety

AGRANA sees the manufacturing and marketing of high-quality, safe products as a fundamental prerequisite of sustained economic success. The Group applies rigorous quality management that is continually refined, meets the requirements of the relevant food and beverage legislation, standards and customer specifications, and covers the entire process from raw material sourcing, to manufacturing, to the delivery of the finished product. The compliance with legal and other quality standards is regularly verified by internal and external audits. In addition, product liability insurance is carried to cover any remaining risks.

### Market risks and competitive risks

In its worldwide operations, AGRANA is exposed to intense competition from regional and supraregional competitors. The Group's own market position is continually monitored so that any required corrective action can be rapidly initiated. In response to demand and other factors, capacity and cost structures are frequently adjusted to maintain competitiveness in the core markets. The early detection of changes in demand patterns and consumer behaviour is based on the constant analysis of sales variances. In this context, AGRANA also monitors new technological developments and production processes in the market that, going forward, could lead to a partial backward integration on the part of customers into core businesses of individual segments of the AGRANA Group.

## REGULATORY RISKS

### Risks from sugar market regulation

**Sugar regime:** The Council of European Union and the European Parliament reached agreement in October 2013 to let the EU sugar regime expire in September 2017. The quota system for sugar and isoglucose will thus end on 30 September 2017 and both products can then be manufactured and sold in any quantity.

**Free trade agreement:** The free trade agreement currently being negotiated between the European Union and the United States could have economic impacts on AGRANA. As it currently stands, agricultural products (especially sugar and starch) are classified as sensitive products and are thus excluded from the talks. However, this may change in further rounds of negotiation that are to begin in 2015. Details of the agreement texts under negotiation are not yet publicly available.

As part of the risk management process, potential scenarios and their impacts are analysed and evaluated from an early stage. Current developments and their implications are also reported beginning on page 13 of this report, in the section on the Sugar segment.

### EU renewable energy directive (2009/28/EC)

The EU renewables directive forms the basis for the requirement – in place in Austria since October 2007 – for the minimum bioethanol content in petrol. The level at which this minimum is set has a strong impact on AGRANA's bioethanol business. Based on the current status of Austrian and European legislation, it can be assumed that the present ethanol content percentages will, at the least, be maintained until 2020. Nonetheless, new initiatives at EU level (indirect land use change) and the public debate and national law-making initiatives on this subject are all very closely monitored, analysed, and evaluated in the risk management process.

## LEGAL RISKS

AGRANA continually monitors possible changes in the legal setting that could lead to a risk situation, and takes anticipative action as appropriate. This applies particularly to food and environmental legislation.

There are currently no civil actions pending against companies of the AGRANA Group that could have a material impact on the Group's financial position, results of operations and cash flows.

As noted in previous annual reports, the Slovak competition authority opened investigations in the 2009|10 financial year into, among other entities, the local AGRANA sugar company. However, to date no further steps have been taken.

The antitrust case filed in 2010 by the Austrian Federal Competition Authority against AGRANA Zucker GmbH, Vienna, and Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany, for alleged competition-restricting arrangements with respect to Austria has thus far not brought a further ruling by the Cartel Court. AGRANA continues to regard the allegation as unfounded.

## FINANCIAL RISKS

AGRANA is subject to risks from movements in exchange rates, interest rates and product prices. The financing of the Group is largely provided centrally by the Treasury department, which regularly reports to the Management Board on the movement in and structure of the Group's net debt, on financial risks and the amounts and results of the hedging positions taken.

### Interest rate risks

Interest rate risks arise from fluctuation in the value of fixed interest financial instruments as a result of changes in market interest rates; this is referred to as interest rate price risk. By contrast, floating rate investments or borrowings are subject to minimal price risk, as their interest rate is adjusted to market rates very frequently. However, the fluctuation in market interest rates creates risk as to the amounts of future interest rate payments; this is referred to as interest rate cash flow risk. In accordance with IFRS 7, the existing interest rate risks are determined by calculating Cash-Flow-at-Risk and the modified duration and are presented in detail in the notes to the consolidated financial statements.

### Currency risks

Currency risks arise mainly from the purchase and sale of goods in foreign currencies and from financing in foreign currencies or local financing in euros. For AGRANA, the principal relevant exchange rates are those between the euro and the US dollar, Hungarian forint, Polish zloty, Romanian leu, Ukrainian hryvnia, Russian ruble and Brazilian real.

For hedging, AGRANA primarily employs forward foreign exchange contracts (also known as currency forwards). Through these, the value of cash flows denominated in foreign currencies is protected against exchange rate movements. In countries with volatile currencies, these risks are further reduced through the shortening of credit periods, indexing of selling prices to the euro or US dollar, and similar methods of risk mitigation.

Currency risk is determined using the Value-at-Risk approach and presented in the notes to the consolidated financial statements.

### Liquidity risks at single-company or country level

Liquidity risks at single-company or country level are detected early through the standardised reporting, thus allowing timely mitigative action to be taken as appropriate. The liquidity of the AGRANA Group is sufficiently assured at all times through credit lines committed by banks.

### Risks of default on receivables

Risks of default on receivables are mitigated by trade credit insurance, strict credit limits, and the ongoing monitoring of customers' credit quality. The residual risk is covered by appropriate amounts of provisions.

## RISKS FROM IRREGULARITIES

The auditing of the 2011|12 annual financial statements of AGRANA Fruit México, S.A. de C.V., Michoacán, Mexico, had uncovered grounds for suspicion that various business transactions were not in compliance with the AGRANA Code of Conduct and that their financial reporting did not meet the applicable external and internal accounting standards. On the basis of intensive investigations, the local management was replaced in June 2012, the facts of the case were established and appropriate provisions set aside in the 2012|13 accounts.

In the 2013|14 financial year no material new information emerged in this fraud case, and the internal and external investigations conducted in 2012|13 proved to have been sufficiently comprehensive. Criminal complaints filed by AGRANA are pending against the former local management and against companies which are or were owned by them. Negotiations with the insurance company regarding cover of the reputational damage are in progress.

Arrangements for internal and external audits are in place to assure, to the extent possible, that similar occurrences are prevented or detected at an early stage.

## AGGREGATE RISK

The Group's aggregate risk exposure was marked by continuing high volatility in selling prices and raw material purchasing prices, and on balance remained the same as in the prior year. At present there are no discernible risks to the AGRANA Group's ability to continue in business.

## SYSTEM OF INTERNAL CONTROL AND OF RISK MANAGEMENT (DISCLOSURES UNDER SECTION 243A (2) AUSTRIAN COMMERCIAL CODE)

The Management Board of AGRANA recognises its responsibility for the establishment and design of an internal control system and risk management system in respect of the accounting process and of compliance with the relevant legal requirements.

Standardised Group-wide accounting rules, the internal control system and International Financial Reporting Standards (IFRS) assure both the uniformity of accounting and the reliability of the financial reporting and externally published financial statements.

Most Group companies use SAP as the primary ERP system. The data from the separate financial statements are collected in the central SAP consolidation module. This permits the reporting system to operate on the basis of uniform data. The consolidated financial statements are prepared by the Group Accounting department. The department is responsible for ensuring the correct and complete transfer of financial data from Group companies, carrying out the financial statement consolidation, performing analytical processing of the data and preparing financial reports. On a monthly basis, the Controlling and Group Accounting departments validate and assure the congruence of the internal and external reporting.

The primary control tool for AGRANA's management is the enterprise-wide, uniform planning and reporting system. The system comprises a medium-term plan with a planning horizon of five years, budget planning for the next financial year, monthly reporting including a separate monthly risk report, and, three times per year, a projection for the current financial year that incorporates the significant financial developments. In the event of substantial changes in the planning assumptions, this system is supplemented with ad-hoc forecasts.

The monthly financial reporting produced by Controlling portrays the performance of all Group companies. The contents of this report are standardised across the Group and include detailed sales data, the balance sheet, income statement and the financials derived from them, as well as an analysis of significant variances. This monthly report includes a dedicated risk report both for each business segment and the AGRANA Group. It calculates the risk potential for the current and the next financial year, based on the assumption that the key profitability factors (energy prices, raw material prices, selling prices, etc.) remain constant at their current level to the end of the respective financial year.

A Group-wide risk management system at both operational and strategic level in which all sources and types of risk relevant to AGRANA – such as the regulatory and legal environment, raw material procurement, competitive and market risks, and financing – are analysed for risks and opportunities, enables the management to identify changes in the Group's environment at an early stage and to take timely corrective action as required.

Internal Audit monitors all operational and business processes in the Group for compliance with legal provisions and with internal policies and procedures, and for the effectiveness of risk management and the systems of internal control. The unit's audit activities are guided by a Management-Board-approved annual audit plan that is based on a Group-wide risk assessment. When requested by the Management Board, Internal Audit also performs ad-hoc audits focusing on current and future risks. The audit findings are regularly reported to AGRANA's Management Board and the respective managers responsible. The implementation of the actions proposed by Internal Audit is assured by follow-up verifications.

As part of the audit of the financial statements, the external independent auditor, to the extent required for the audit opinion, annually evaluates the internal control system of the accounting processes and of the information technology systems. The audit findings are reported to the Audit Committee of the Supervisory Board.



# CAPITAL, SHARES, VOTING RIGHTS AND RIGHTS OF CONTROL

(DISCLOSURES UNDER SECTION 243A (1) AUSTRIAN COMMERCIAL CODE)

The share capital of AGRANA Beteiligungs-AG at the balance sheet date of 28 February 2014 was € 103.2 million, divided into 14,202,040 voting ordinary no-par value bearer shares. There are no other classes of shares.

Z&S Zucker und Stärke Holding AG (“Z&S”), based in Vienna, is the majority shareholder, directly holding 86.2% of the share capital of AGRANA Beteiligungs-AG. Z&S is a wholly-owned subsidiary of AGRANA Zucker, Stärke und Frucht Holding AG, Vienna, in which Zucker-Beteiligungsgesellschaft m.b.H. (“ZBG”), Vienna, in turn holds 50% less one share (that share being held by AGRANA Zucker GmbH, a subsidiary of AGRANA Beteiligungs-AG) and in which Südzucker AG Mannheim/Ochsenfurt (“Südzucker”), Mannheim, Germany, holds the other 50%. The following five Vienna-based entities are shareholders of ZBG: „ALMARA“ Holding GmbH (a subsidiary of Raiffeisen-Holding Niederösterreich-Wien registrierte Genossenschaft mit beschränkter Haftung); Marchfelder Zuckerfabriken Gesellschaft m.b.H.; Estezet Beteiligungsgesellschaft m.b.H.; Rübenproduzenten Beteiligungs GesmbH; and Leipnik-Lundenburger Invest Beteiligungs AG. Under a syndicate agreement between Südzucker and ZBG, the voting rights of the syndicate partners are combined in Z&S, there are restrictions on the transfer of shares, and the partners in the syndicate have certain mutual rights to nominate members of each other’s management board and supervisory board. Thus, Johann Marihart has been nominated by ZBG and appointed as a member of the management board of Südzucker, and Thomas Kölbl has been nominated by Südzucker and appointed as a member of the management board of AGRANA Beteiligungs-AG.

Until 27 February 2014, M&G Investments, a subsidiary of London, UK-based financial services firm Prudential plc, held 15.6% of AGRANA’s share capital. Z&S, which as the majority shareholder of AGRANA Beteiligungs-AG had until then held 75.5% of the share capital, acquired an additional, direct interest of 10.7% from M&G Investments, giving Z&S a new total of 86.2% of the voting rights in AGRANA. Another 4.9% of AGRANA’s shares were acquired directly by Südzucker, which thus increased its direct interest in AGRANA Beteiligungs-AG to about 6.5%. Of this total, the newly acquired stake of almost 5 percentage points is to be placed on the market again in order to increase the widely held (free float) portion of shares of AGRANA Beteiligungs-AG. The aim is to boost the liquidity of AGRANA shares and thus enhance their attractiveness for investors. On any shares within this stake of 4.9% that are not placed, Z&S holds a call option that can be exercised from 1 March 2015, with Südzucker as the counterparty.

No shareholder has special rights of control. Employees who are also shareholders of AGRANA Beteiligungs-AG exercise their voting rights individually.

The Management Board does not have powers to issue or repurchase shares except to the extent provided by law.

The agreements pertaining to the Schuldscheindarlehen (bonded loan) and credit lines (syndicated loan agreements) contain change of control clauses that grant the lenders an extraordinary right to call the loans.

With this exception, there are no significant agreements that take effect, change materially, or end, in the case of a change of control resulting from a takeover offer. No compensation agreements in the event of a public takeover offer exist between the Company and its Management Board, Supervisory Board or other staff.

*The power to  
achieve continuing  
success rests  
in our hands.*

## CHANGES RESULTING FROM USE OF EQUITY ACCOUNTING FROM 2014|15 FINANCIAL YEAR

The application of IFRS 11 (Joint Arrangements) is mandatory from the new 2014|15 financial year. As a result, the companies of the HUNGRANA group (in the Starch segment) and of the Western Balkans group (in the Sugar segment) will no longer be proportionately consolidated in AGRANA's consolidated financial statements but instead will be accounted for using the equity method (details are provided in the notes from page 63). The transition to the equity method of accounting will have impacts particularly on the reporting of sales revenue, operating profit before exceptional items and operating profit after exceptional items.

The outlook for 2014|15 is already presented on the basis of using equity accounting to restate the 2013|14 comparative data, as shown in the following table.

€m	2013 14 published <sup>1</sup>	IFRS 11 restatement	2013 14 restated <sup>2</sup>
Revenue	3,043.4	(201.7)	2,841.7
Operating profit before exceptional items	171.4	(36.6)	134.8
Share of results of associates	0.0	28.4	28.4
Operating profit after exceptional items [EBIT]	175.3	(8.3)	167.0

<sup>1</sup> Proportionate consolidation.

<sup>2</sup> Equity accounting.

It should be noted that, as a result of the adoption of equity accounting referred to above, the focus of the earnings outlook is now on profit after exceptional items (EBIT). The reason is that under the new accounting standard, operating profit before exceptional items, which was the target parameter until now, no longer includes the HUNGRANA and Western Balkans groups and, in the future, would thus not fairly present the AGRANA Group's actual results.

As the Fruit segment is not affected by the new method of inclusion in the accounts, no IFRS 11 reconciliation is provided for this segment.

## OUTLOOK FOR THE 2014|15 FINANCIAL YEAR

In view of the healthy balance sheet structure on 28 February 2014 and the well-diversified business model, AGRANA believes it is soundly positioned for the new financial year, but expects a slightly lower earnings trend.

At present, AGRANA expects a small decrease in **Group revenue** for the 2014|15 financial year as a result of a combination of somewhat lower average selling prices and a slight increase in sales volumes. The Group also foresees a mild decrease in **operating profit after exceptional items (EBIT)**.

**Sugar segment**

€m	2013 14 published <sup>1</sup>	IFRS 11 restatement	2013 14 restated <sup>2</sup>
Revenue	1,022.8	(59.9)	962.9
Operating profit before exceptional items	45.3	0.2	45.5
Share of results of associates	0.0	(0.9)	(0.9)
Operating profit after exceptional items [EBIT]	50.0	(0.8)	49.2

<sup>1</sup> Proportionate consolidation.<sup>2</sup> Equity accounting.

In the Sugar segment AGRANA expects a decline in revenue amid the continuing low selling prices for sugar. It is believed that, in the new 2014|15 financial year, the raw sugar refining volumes in the EU and Bosnia will see an increase. For the 2014|15 campaign year, AGRANA is planning on a similarly high acreage of beet fields as in the 2013|14 sugar marketing year. As the revenue reduction will only partly be offset by lower raw material costs, a further decrease in EBIT is projected.

**Starch segment**

€m	2013 14 published <sup>1</sup>	IFRS 11 restatement	2013 14 restated <sup>2</sup>
Revenue	848,5	(141,8)	706,7
Operating profit before exceptional items	61,5	(36,8)	24,7
Share of results of associates	0,0	29,3	29,3
Operating profit after exceptional items [EBIT]	61,5	(7,5)	54,0

<sup>1</sup> Proportionate consolidation.<sup>2</sup> Equity accounting.

In the Starch segment, AGRANA is expecting a small, price-driven revenue reduction for 2014|15. The new wheat starch plant in Pischelsdorf will be fully operational all year and produce native wheat starch, wheat gluten and wheat bran. The resulting potential positive impact on sales volumes will probably not be able to make up for the price decline – especially in saccharification products and bioethanol – as a result of the high levels of supply on the market. Nonetheless, AGRANA expects EBIT in the Starch segment to come in slightly ahead of the year-earlier result.

**Fruit segment**

€m	2013 14
Revenue	1,172.1
Operating profit before exceptional items	64.6
Share of results of associates	0.0
Operating profit after exceptional items [EBIT]	63.8

The projection in the Fruit segment for the 2014|15 financial year is for sustained growth in revenue thanks to rising sales volumes. EBIT is also seen as rising. In fruit preparations, both revenue and EBIT are expected to increase. AGRANA thinks that volumes of fruit preparations sales will expand in all regions. Despite the start-up costs for the new US plant, it should be possible to raise EBIT earnings, thanks particularly to synergy effects in production costs and structural costs. In the fruit juice concentrate activities, a gentle easing trend in revenue is expected year-on-year. For efficiency improvement, a uniform shared enterprise resource planning (ERP) system is being implemented at all juice companies in Austria, Poland and Hungary to allow synergies to be fully mobilised. EBIT of AUSTRIA JUICE should be marginally below the 2013|14 result.

## PLANNED INVESTMENT IN 2014|15

During 2014|15, total investment in the three segments, at about € 96 million, will be in line with the rate of depreciation.

The investment planned for the **Sugar segment** is approximately € 37 million. Most of this spending will target the areas of packaging and storage. In Tulln, Austria, a reconfiguration of the molasses desugaring plant is to be begun. In Kaposvár, Hungary, work will continue on the construction of the central packaging facility for Hungary. At three sites – in Hrušovany and Opava in the Czech Republic, and in Sereď, Slovakia – a total of four beet pulp presses need to be replaced as a result of wear and aging technology after having been in use for decades. As well, the building expansion at the research facility in Tulln is being completed.

The investment budget for the **Starch segment** is approximately € 11 million. At the plant in Pischelsdorf, Austria, investment will flow to the expansion of DDGS<sup>1</sup> storage and to the facilities for the unloading of ships. Capital spending in Gmünd, Austria, is to pay for boosting the performance of the MSD3 multi-stage spray dryer and replacing the existing automatic filter press. At the factories in Aschach, Austria, and Tăndărei, Romania, various asset replacement and maintenance investment is planned.

The **Fruit segment** has the Group's highest budgeted investment for the year, at about € 48 million. The main capital expenditure project in 2014|15 is the completion of the new US fruit preparations plant in Lysander, New York. Investment in Morocco is to focus on a warehouse expansion. Central projects in the fruit juice concentrate operations are asset replacement and maintenance investment, continuous improvement of product quality, and implementing the optimisation of the network of production sites in Austria.

### INVESTMENT

€m	2013 14 published <sup>2</sup>	IFRS 11 restatement	2013 14 restated <sup>3</sup>	2014 15 planned <sup>3</sup>
Sugar segment	43.2	(0.1)	43.1	37
Starch segment	41.0	(5.9)	35.1	11
Fruit segment	51.8	0.0	51.8	48
<b>Total</b>	<b>136.0</b>	<b>(6.0)</b>	<b>130.0</b>	<b>96</b>

<sup>1</sup> Distiller's dried grain with solubles.

<sup>2</sup> Proportionate consolidation.

<sup>3</sup> Equity accounting.

# CONSOLIDATED FINANCIAL STATEMENTS 2013|14

AGRANA GROUP (UNDER IFRS)

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# CONSOLIDATED INCOME STATEMENT

FOR THE YEAR ENDED 28 FEBRUARY 2014

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€000	2013 14	2012 13 <sup>1</sup>
(1) Revenue	3,043,430	3,065,906
(2) Changes in inventories of finished and unfinished goods	(111,024)	70,284
(2) Own work capitalised	2,796	4,955
(3) Other operating income	30,542	29,804
(4) Cost of materials	(2,065,969)	(2,234,147)
(5) Staff costs	(281,380)	(274,268)
(6) Depreciation, amortisation and impairment losses	(87,537)	(81,411)
(7) Other operating expenses	(355,529)	(363,261)
(8) <b>Operating profit after exceptional items</b>	<b>175,329</b>	<b>217,862</b>
(9) Finance income	18,738	16,475
(10) Finance expense	(45,938)	(44,131)
<b>Net financial items</b>	<b>(27,200)</b>	<b>(27,656)</b>
<b>Profit before tax</b>	<b>148,129</b>	<b>190,206</b>
(11) Income tax expense	(38,355)	(33,698)
<b>Profit for the period</b>	<b>109,774</b>	<b>156,508</b>
– Attributable to shareholders of the parent	107,947	149,445
– Attributable to non-controlling interests	1,827	7,063
(12) Earnings per share under IFRS (basic and diluted)	€ 7.60	€ 10.52

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 28 FEBRUARY 2014

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€000	2013 14	2012 13 <sup>1</sup>
<b>Profit for the period</b>	<b>109,774</b>	<b>156,508</b>
Other comprehensive (expense)/income		
Currency translation differences	(45,324)	(5,502)
Available-for-sale financial assets (IAS 39) after deferred taxes	(442)	223
Cash flow hedges (IAS 39) after deferred taxes	(1,797)	2,084
(Expense) to be recognised in the income statement in the future	(47,563)	(3,195)
Change in actuarial gains and losses on defined benefit pension obligations and similar liabilities (IAS 19) after deferred taxes	104	(5,130)
<b>(Expense) recognised directly in equity</b>	<b>(47,459)</b>	<b>(8,325)</b>
<b>Total comprehensive income for the period</b>	<b>62,315</b>	<b>148,183</b>
– Attributable to shareholders of the parent	62,540	139,659
– Attributable to non-controlling interests	(225)	8,524

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.



# CONSOLIDATED CASH FLOW STATEMENT

FOR THE YEAR ENDED 28 FEBRUARY 2014

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€000	2013 14	2012 13
Profit for the period	109,774	156,508
Depreciation, amortisation and impairment of non-current assets	87,582	81,870
Reversal of impairment losses on non-current assets	(1,098)	0
Changes in non-current provisions	(4,646)	(455)
Other non-cash expenses and income	4,625	18,387
<b>Operating cash flow before changes in working capital</b>	<b>196,237</b>	<b>256,310</b>
<b>Gains on disposal of non-current assets</b>	<b>(1,080)</b>	<b>(672)</b>
Changes in inventories	143,313	(41,840)
Changes in receivables, deferred tax assets and current assets	22,099	27,723
Changes in current provisions	8,255	2,392
Changes in payables (excluding borrowings)	(73,867)	(38,504)
Effect of movements in foreign exchange rates on non-cash items	(11,716)	(653)
<b>Changes in working capital</b>	<b>88,084</b>	<b>(50,882)</b>
(13) <b>Net cash from operating activities</b>	<b>283,241</b>	<b>204,756</b>
Proceeds from disposal of non-current assets	3,685	2,275
Purchases of property, plant and equipment and intangible assets, net of government grants	(138,181)	(148,973)
Proceeds from disposal of securities	987	248
Purchases of non-current financial assets	(177)	(59)
Proceeds from initial consolidation or purchase of businesses	2,636	9,625
(14) <b>Net cash (used in) investing activities</b>	<b>(131,050)</b>	<b>(136,884)</b>
Capital increase in a subsidiary through non-controlling interests	547	3,765
Issue of Schuldscheindarlehen, or bonded loan	0	110,000
Proceeds from loans	0	50,000
Outflows from repayment of non-current borrowings	0	(30,675)
Proceeds/(outflows) from bank overdrafts and cash advances	(91,118)	(102,209)
Dividends paid	(52,080)	(52,447)
(15) <b>Net cash (used in) financing activities</b>	<b>(142,651)</b>	<b>(21,566)</b>
<b>Net increase in cash and cash equivalents</b>	<b>9,540</b>	<b>46,306</b>
Effect of movements in foreign exchange rates on cash and cash equivalents	(9,465)	(401)
Cash and cash equivalents at beginning of period	144,409	98,504
<b>Cash and cash equivalents at end of period</b>	<b>144,484</b>	<b>144,409</b>
€000	2013 14	2012 13
Dividends received	1,047	1,005
Interest received	15,474	17,555
Interest paid	(23,671)	(33,387)
Tax paid	(46,474)	(36,439)

# CONSOLIDATED BALANCE SHEET

AT 28 FEBRUARY 2014

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€000	28 February 2014	28 February 2013 <sup>1</sup>	
<b>ASSETS</b>			
<b>A. Non-current assets</b>			
(16)	Intangible assets	247,763	249,338
(17)	Property, plant and equipment	711,626	685,481
(18)	Securities	104,584	105,264
(18)	Investments in non-consolidated subsidiaries and outside companies	1,169	5,745
(19)	Receivables and other assets	24,532	18,945
(20)	Deferred tax assets	30,084	33,137
		<b>1,119,758</b>	<b>1,097,910</b>
<b>B. Current assets</b>			
(21)	Inventories	712,222	851,492
(19)	Trade receivables and other assets	461,090	472,084
	Current tax assets	14,364	11,271
(22)	Securities	146	1,198
	Cash and cash equivalents	144,484	144,409
		<b>1,332,306</b>	<b>1,480,454</b>
	<b>Total assets</b>	<b>2,452,064</b>	<b>2,578,364</b>
<b>EQUITY AND LIABILITIES</b>			
(23)	<b>A. Equity</b>		
	Share capital	103,210	103,210
	Share premium and other capital reserves	411,362	411,362
	Retained earnings	611,906	611,257
	Equity attributable to shareholders of the parent	1,126,478	1,125,829
	Non-controlling interests	66,255	86,060
		<b>1,192,733</b>	<b>1,211,889</b>
<b>B. Non-current liabilities</b>			
(24a)	Retirement and termination benefit obligations	56,796	58,844
(24b)	Other provisions	12,642	14,435
(25)	Borrowings	331,469	428,788
(26)	Other payables	1,387	2,283
	Tax liabilities	0	744
(27)	Deferred tax liabilities	15,614	14,368
		<b>417,908</b>	<b>519,462</b>
<b>C. Current liabilities</b>			
(24b)	Other provisions	37,441	29,186
(25)	Borrowings	328,316	305,802
(26)	Trade and other payables	444,012	471,421
	Tax liabilities	31,654	40,604
		<b>841,423</b>	<b>847,013</b>
	<b>Total equity and liabilities</b>	<b>2,452,064</b>	<b>2,578,364</b>

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 28 FEBRUARY 2014

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€000	Attributable to the shareholders				
	Share capital	Share premium and other capital reserves	Available-for-sale reserve	Cash flow hedge reserve	Retained Reserve for actuarial gains and losses
<b>2013 14</b>					
<b>At 1 March 2013</b>	<b>103,210</b>	<b>411,362</b>	<b>4,411</b>	<b>(693)</b>	<b>(15,028)</b>
Fair value movements under IAS 39	0	0	(567)	(2,662)	0
Change in actuarial gains and losses on defined benefit pension obligations and similar liabilities	0	0	0	0	140
Tax effects	0	0	127	699	(37)
Currency translation loss	0	0	0	0	0
<b>Other comprehensive income/(expense) for the period</b>	<b>0</b>	<b>0</b>	<b>(440)</b>	<b>(1,963)</b>	<b>103</b>
Profit for the period	0	0	0	0	0
<b>Total comprehensive income for the period</b>	<b>0</b>	<b>0</b>	<b>(440)</b>	<b>(1,963)</b>	<b>103</b>
Dividends paid	0	0	0	0	0
Transfer to reserves	0	0	0	0	0
Additional contributions from other shareholders	0	0	0	0	0
Changes in equity interests and in scope consolidation	0	0	0	0	0
Other changes	0	0	0	0	(481)
<b>At 28 February 2014</b>	<b>103,210</b>	<b>411,362</b>	<b>3,971</b>	<b>(2,656)</b>	<b>(15,406)</b>
					<b>611,906</b>
<b>2012 13<sup>1</sup></b>					
<b>At 1 March 2012 (published)</b>	<b>103,210</b>	<b>411,362</b>	<b>4,097</b>	<b>(1,608)</b>	<b>(9,799)</b>
Restatement under IAS 8	0	0	0	0	(233)
<b>At 1 March 2012 (restated)</b>	<b>103,210</b>	<b>411,362</b>	<b>4,097</b>	<b>(1,608)</b>	<b>(10,032)</b>
Fair value movements under IAS 39	0	0	387	1,285	0
Change in actuarial gains and losses on defined benefit pension obligations and similar liabilities	0	0	0	0	(6,706)
Tax effects	0	0	(73)	(370)	1,710
Currency translation loss	0	0	0	0	0
<b>Other comprehensive income/(expense) for the period</b>	<b>0</b>	<b>0</b>	<b>314</b>	<b>915</b>	<b>(4,996)</b>
Profit for the period (including IAS 8 restatement)	0	0	0	0	0
<b>Total comprehensive income for the period</b>	<b>0</b>	<b>0</b>	<b>314</b>	<b>915</b>	<b>(4,996)</b>
Dividends paid	0	0	0	0	0
Transfer to reserves	0	0	0	0	0
Additional contributions from other shareholders	0	0	0	0	0
Changes in equity interests and in scope consolidation	0	0	0	0	0
Other changes	0	0	0	0	0
<b>At 28 February 2013</b>	<b>103,210</b>	<b>411,362</b>	<b>4,411</b>	<b>(693)</b>	<b>(15,028)</b>
					<b>611,257</b>

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

of AGRANA Beteiligungs-AG

earnings

Other retained earnings	Currency translation reserve	Profit for the period	Equity attributable to shareholders of the parent	Non-controlling interests	Total
513,521	(40,399)	149,445	1,125,829	86,060	1,211,889
0	0	0	(3,229)	218	(3,011)
0	0	0	140	1	141
0	0	0	789	(54)	735
0	(43,107)	0	(43,107)	(2,217)	(45,324)
<b>0</b>	<b>(43,107)</b>	<b>0</b>	<b>(45,407)</b>	<b>(2,052)</b>	<b>(47,459)</b>
0	0	107,947	107,947	1,827	109,774
<b>0</b>	<b>(43,107)</b>	<b>107,947</b>	<b>62,540</b>	<b>(225)</b>	<b>62,315</b>
0	0	(51,127)	(51,127)	(952)	(52,079)
98,318	0	(98,318)	0	0	0
0	0	0	0	547	547
(10,811)	0	0	(10,811)	(19,014)	(29,825)
528	0	0	47	(161)	(114)
<b>601,556</b>	<b>(83,506)</b>	<b>107,947</b>	<b>1,126,478</b>	<b>66,255</b>	<b>1,192,733</b>
<b>414,230</b>	<b>(34,380)</b>	<b>152,360</b>	<b>1,039,472</b>	<b>33,516</b>	<b>1,072,988</b>
0	0	0	(233)	0	(233)
<b>414,230</b>	<b>(34,380)</b>	<b>152,360</b>	<b>1,039,239</b>	<b>33,516</b>	<b>1,072,755</b>
0	0	0	1,672	1,470	3,142
0	0	0	(6,706)	(179)	(6,885)
0	0	0	1,267	(347)	920
0	(6,019)	0	(6,019)	517	(5,502)
<b>0</b>	<b>(6,019)</b>	<b>0</b>	<b>(9,786)</b>	<b>1,461</b>	<b>(8,325)</b>
0	0	149,445	149,445	7,063	156,508
<b>0</b>	<b>(6,019)</b>	<b>149,445</b>	<b>139,659</b>	<b>8,524</b>	<b>148,183</b>
0	0	(51,127)	(51,127)	(1,319)	(52,446)
101,233	0	(101,233)	0	0	0
0	0	0	0	3,765	3,765
(1,729)	0	0	(1,729)	41,812	40,083
(213)	0	0	(213)	(238)	(451)
<b>513,521</b>	<b>(40,399)</b>	<b>149,445</b>	<b>1,125,829</b>	<b>86,060</b>	<b>1,211,889</b>

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

AGRANA Beteiligungs-AG (“the Company”) is the parent company of the AGRANA Group and has its registered office at Friedrich-Wilhelm-Raiffeisen-Platz 1, A-1020 Vienna. The Company together with its subsidiaries constitutes an international group engaged mainly in the worldwide industrial processing of agricultural raw materials.

The consolidated financial statements of the AGRANA Group for 2013|14 were prepared in accordance with International Financial Reporting Standards (IFRS) in effect at the balance sheet date and with International Financial Reporting Interpretations Committee (IFRIC) interpretations, as adopted by the European Union.

## 1. SEGMENT INFORMATION

The segment reporting, which conforms with International Financial Reporting Standard (IFRS) 8, distinguishes between three business segments – Sugar, Starch and Fruit – and thus follows the AGRANA Group’s internal reporting structure.

The AGRANA Group has the three reportable segments Sugar, Starch and Fruit, which correspond to its strategic businesses. Each of the segments offers a different product portfolio and is managed separately in view of the different production technologies, raw material procurement and sales strategies. AGRANA Beteiligungs-Aktiengesellschaft (“AGRANA Beteiligungs-AG”), the Group’s holding company, is considered part of the Sugar segment.

For each segment, there is internal monthly reporting to the Group’s chief operating decision maker. Information on the results of the reportable segments is given below. Segment profitability is evaluated primarily on the basis of operating profit before exceptional items, which is a key performance indicator in every internal management report.

### 1.1. SEGMENTATION BY BUSINESS ACTIVITY

€000	Sugar	Starch	Fruit	Consolidation	Group
<b>2013 14</b>					
Total revenue	1,109,678	858,556	1,172,672	(97,476)	3,043,430
Inter-segment revenue	(86,903)	(10,044)	(529)	97,476	0
<b>Revenue</b>	<b>1,022,775</b>	<b>848,512</b>	<b>1,172,143</b>	<b>0</b>	<b>3,043,430</b>
EBITDA	65,839	87,722	105,361	0	258,922
Depreciation, amortisation and impairment of property, plant and equipment and intangibles <sup>1</sup>	(20,533)	(26,282)	(40,722)	0	(87,537)
<b>Operating profit before exceptional items</b>	<b>45,306</b>	<b>61,440</b>	<b>64,639</b>	<b>0</b>	<b>171,385</b>
Exceptional items	4,677	53	(786)	0	3,944
Operating profit after exceptional items	49,983	61,493	63,853	0	175,329
Segment assets	1,869,500	562,154	1,066,887	(1,046,477)	2,452,064
Segment liabilities	930,971	281,260	765,178	(718,078)	1,259,331

<sup>1</sup> Excluding goodwill.

€000	Sugar	Starch	Fruit	Consolidation	Group
Purchases of property, plant and equipment and intangibles <sup>1</sup>	43,185	40,952	51,814	0	135,951
Purchases of non-current financial assets	15	0	162	0	177
Total capital expenditure	43,200	40,952	51,976	0	136,128
Staff count	2,399	1,008	5,371	0	8,778
<b>2012 13<sup>2</sup></b>					
Total revenue	1,202,208	813,724	1,141,255	(91,281)	3,065,906
Inter-segment revenue	(80,692)	(9,420)	(1,169)	91,281	0
<b>Revenue</b>	<b>1,121,516</b>	<b>804,304</b>	<b>1,140,086</b>	<b>0</b>	<b>3,065,906</b>
EBITDA	138,851	96,193	83,306	0	318,350
Depreciation, amortisation and impairment of property, plant and equipment and intangibles <sup>1</sup>	(19,736)	(23,579)	(38,096)	0	(81,411)
<b>Operating profit before exceptional items</b>	<b>119,115</b>	<b>72,614</b>	<b>45,210</b>	<b>0</b>	<b>236,939</b>
Exceptional items	0	0	(19,077)	0	(19,077)
Operating profit after exceptional items	119,115	72,614	26,133	0	217,862
Segment assets	1,849,353	541,734	1,156,812	(969,535)	2,578,364
Segment liabilities	915,807	246,787	845,018	(641,137)	1,366,475
Purchases of property, plant and equipment and intangibles <sup>1</sup>	55,903	59,081	34,864	0	149,848
Purchases of non-current financial assets	17	0	41	0	58
Total capital expenditure	55,920	59,081	34,905	0	149,906
Staff count	2,315	950	5,184	0	8,449

The revenue and asset data represent consolidated amounts. Inter-segment charges for products and services are based on comparable market prices.

Exceptional items consisted of income from reimbursement for excess amounts of production levy paid for the 2001|02 to 2005|06 sugar marketing years, and expenses for the closure of a fruit preparations plant in South Africa.

The items "segment assets" and "segment liabilities" match the allocation used in internal reporting.

<sup>1</sup> Excluding goodwill.

<sup>2</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

## 1.2. SEGMENTATION BY REGION

Companies are assigned to geographic segments based on the location of their registered office.

€000	2013 14	2012 13
<b>Revenue</b>		
Austria	1,553,283	1,524,219
Hungary	258,268	306,763
Romania	225,393	228,706
Rest of EU	455,863	454,113
EU-28	2,492,807	2,513,801
Rest of Europe (Bosnia-Herzegovina, Macedonia, Russia, Serbia, Turkey, Ukraine)	151,312	168,349
Other foreign countries	399,311	383,756
<b>Total</b>	<b>3,043,430</b>	<b>3,065,906</b>

Group revenue remained steady at approximately the prior-year level. The revenue generated by the Eastern European companies was € 870,938 thousand (prior year: € 957,514 thousand), or about 29% of total revenue. The countries defined as Eastern Europe are Bosnia-Herzegovina, Bulgaria, Croatia, Czech Republic, Hungary, Macedonia, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Turkey and Ukraine. No single customer represented 10% or more of the consolidated revenue of the AGRANA Group.

€000	2013 14	2012 13
<b>Purchases of property, plant and equipment and intangibles<sup>1</sup></b>		
Austria	50,550	86,587
Hungary	20,930	13,759
Romania	13,574	9,238
Rest of EU	16,588	17,463
EU-28	101,642	127,047
Rest of Europe (Bosnia-Herzegovina, Macedonia, Russia, Serbia, Turkey, Ukraine)	5,089	6,827
Other foreign countries	29,220	15,974
<b>Total</b>	<b>135,951</b>	<b>149,848</b>

€000	2013 14	2012 13
<b>Carrying amount of property, plant and equipment and intangible assets<sup>1</sup></b>		
Austria	319,323	305,681
Hungary	103,063	99,535
Romania	38,585	28,972
Rest of EU	126,303	130,254
EU-28	587,274	564,442
Rest of Europe (Bosnia-Herzegovina, Macedonia, Russia, Serbia, Turkey, Ukraine)	45,539	53,937
Other foreign countries	96,262	88,506
<b>Total</b>	<b>729,075</b>	<b>706,885</b>

<sup>1</sup> Excluding goodwill.



## 2. BASIS OF PREPARATION

Amounts in the consolidated financial statements are presented in thousands of euros (€000) unless otherwise indicated. As a result of automated calculation, rounding errors may occur in totals of rounded amounts and percentages.

In preparing the consolidated financial statements, the principles of clarity, understandability and materiality were observed. In the presentation of the income statement, the nature of expense method was used. The separate financial statements of the fully consolidated companies represented in the consolidated financial statements are based on uniform accounting policies.

In addition to the income statement, statement of comprehensive income, cash flow statement and balance sheet, a statement of changes in equity is presented. The notes also include information on the business segments.

All IFRS issued by the International Accounting Standards Board (IASB) that were effective at the time of preparation of these consolidated financial statements and applied by AGRANA Beteiligungs-AG have been adopted by the European Commission for application in the EU.

The amendments to IFRS 7 (Financial Instruments: Disclosures) regarding expanded disclosures on instances of netting had no impacts. The newly effective IFRS 13 (Fair Value Measurement) introduced a single, cohesive standard for the determination of fair value. The new standard led to expanded disclosures on financial instruments, particularly in interim reporting; there were no material impacts on the Group's fair value accounting and measurement.

The amended IAS 12 (Income Taxes), the newly effective IFRIC 20 (Stripping Costs in the Production Phase of a Surface Mine) and the amendments to standards under the Annual Improvements Project 2009–2011 had no effects on the consolidated financial statements.

The impacts from the initial application of IAS 19 (Employee Benefits; Revised 2011) are presented later in this section. The amended IAS 1 (Presentation of Financial Statements) had been adopted early, at the beginning of the 2012|13 financial year.

The following standards and interpretations either have been adopted by the European Union and will become effective for the 2014|15 financial year or later, or have been issued by the IASB but not yet adopted by the EU. In the latter case, the effective year given in the table represents the expected time of adoption. AGRANA has not early-adopted any of the new or changed standards cited below.

Standard/Interpretation		Issued by the IASB	Effective for AGRANA from financial year	Adopted by the EU
IAS 19	Employee Benefits (Amended)	21 Nov 2013	2015 16	Not to date
IAS 28	Investments in Associates and Joint Ventures (Revised)	12 May 2011	2014 15	11 Dec 2012
IAS 32	Financial Instruments: Presentation (Amended)	16 Dec 2011	2014 15	13 Dec 2012
IAS 36	Impairment of Assets (Amended)	29 May 2013	2014 15	19 Dec 2013
IAS 39	Financial Instruments: Recognition and Measurement (Amended)	27 Jun 2013	2014 15	19 Dec 2013
IFRS 9	Financial Instruments	16 Dec 2011	2018 19	Not to date
IFRS 10	Consolidated Financial Statements	12 May 2011	2014 15	11 Dec 2012
IFRS 11	Joint Arrangements	12 May 2011	2014 15	11 Dec 2012

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**Expected impacts on AGRANA**

The amendments, titled “Defined Benefit Plans: Employee Contributions (Amendments to IAS 19 ‘Employee Benefits’)”, relate to the recognition of contributions from employees or third parties where the amount of the contributions is independent of the number of years of employee service. It will be permitted to recognise such contributions as a reduction in the service cost in the period in which the related service is rendered. No material impact on the presentation of the financial position, results of operations and cash flows is expected.

The scope of IAS 28 is expanded to include investments in joint ventures (*see explanations regarding IFRS 11*).

The amendment provides clarifications on the offsetting of financial assets and financial liabilities. AGRANA does not expect any material impacts.

The amendments titled “Recoverable Amount Disclosures for Non-Financial Assets” clarify that the recoverable amount of an asset or cash-generating unit for which an impairment loss was recognised or reversed during the period must be disclosed. Additional disclosures are required if the recoverable amount was determined based on fair value less costs of disposal. These disclosures include the level of the fair value hierarchy and, in the case of Level 2 and Level 3 measurements, a description of the valuation technique, key assumptions, and (if a fair value technique was employed) the discount rate used. For the Group this is expected to lead to expanded disclosures.

The amendments published as “Novation of Derivatives and Continuation of Hedge Accounting” clarify that, under certain conditions, derivatives may remain designated as hedging instruments in an existing hedge relationship despite their novation. This is not expected to have a material impact.

The new IFRS 9 standard sets out the classification and measurement requirements for financial assets and liabilities. Work to update the issued standard has already begun. The categories and associated measurement benchmarks are being revised. The existing classification and measurement model of IAS 39 is to be eliminated. The new rules for hedge accounting were published in November 2013. They set out the future requirements for accounting for hedging positions. The key differences from the existing requirements under IAS 39 include the elimination of the thresholds of hedge effectiveness to be used in the retrospective test of effectiveness, in favour of documentation of the economic relationship between the hedged item and the hedging instrument. A new effective date will be set by the IASB when the standard is complete. Only then is the standard to be endorsed by the European Union. AGRANA is reviewing the likely impacts on accounting and measurement. An expansion of disclosures is expected.

IFRS 10 replaces the guidelines in IAS 27 (Consolidated and Separate Financial Statements) and SIC 12 (Consolidation – Special Purpose Entities) on control and consolidation. IFRS 10 changes the definition of control such that the same criteria will be applied to all companies in determining a relationship of control. Having control now means having exposure or rights to variable returns, and the ability to affect those returns through power over an investee. In November 2012 the IASB amended the standard in relation to investment entities; these amendments were adopted by the EU in November 2013. There are no impacts on AGRANA’s consolidated financial statements.

The new standard defines two types of joint arrangements – joint operations and joint ventures. The existing option to account for jointly controlled entities using proportionate consolidation is removed. Partner entities in a joint venture (joint venturers) must now use the equity method of accounting. The accounting rules for parties to joint operations (joint operators) become consistent with the existing accounting treatment of jointly controlled assets and jointly controlled operations. In AGRANA’s consolidated financial statements for the year under review, twelve companies are included by proportionate consolidation. Had IFRS 11 already been applied in 2013|14, the impact would have been as presented in a table later in this section.

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Standard/Interpretation		Issued by the IASB	Effective for AGRANA from financial year	Adopted by the EU
IFRS 12	Disclosure of Interests in Other Entities	12 May 2011	2014 15	11 Dec 2012
IFRS 14	Regulatory Deferral Accounts	30 Jan 2014	2016 17	Not to date
Various	Annual Improvements to IFRSs 2010–2012 Cycle	12 Dec 2013	2015 16	Not to date
Various	Annual Improvements to IFRSs 2011–2013 Cycle	12 Dec 2013	2015 16	Not to date
IFRIC 21	Levies	20 May 2013	2014 15	Not to date

### RESTATEMENTS IN ACCORDANCE WITH IAS 8

IAS 19 (Employee Benefits, Revised 2011): The key revision to IAS 19 was that actuarial gains and losses must now be recognised in other comprehensive income; this change was early-adopted by AGRANA in the 2011|12 financial year under IAS 19 in its then current form. The accounting changes in the 2013|14 financial year relate to the correction of past service cost, with the effect of an increase in provisions for pensions and termination benefits. These changes were made retrospectively from the beginning of the 2012|13 financial year.

In the balance sheet at 28 February 2013, this restatement led to an increase of € 310 thousand in pension and termination benefit provisions and an increase of € 116 thousand in deferred tax assets. The net effect was a reduction of € 207 thousand in consolidated shareholders' equity.

## Expected impacts on AGRANA

IFRS 12 sets out the required disclosures for entities that report in accordance with IFRS 10 (Consolidated Financial Statements), IFRS 11 (Joint Arrangements) and IAS 28 (Investments in Associates and Joint Ventures). It will have the effect of expanding disclosures. In November 2012 the IASB amended the standard in relation to investment entities; these amendments were adopted by the EU in November 2013. The application of the standard will lead to expanded disclosures.

IFRS 14 permits entities that are first-time adopters of IFRS to continue to account for regulatory deferral account balances in accordance with their previous GAAP both on initial adoption of IFRS and in subsequent financial statements. The standard is not relevant to AGRANA.

The improvements relate mainly to IFRS 2 (Definition of vesting conditions), IFRS 3 (Accounting for contingent consideration in a business combination), IFRS 8 (Aggregation of operating segments), IFRS 13 (Short-term receivables and payables), IAS 16 and IAS 38 (Revaluation method – proportionate restatement of accumulated depreciation/amortisation) and IAS 24 (Key management personnel). The impacts on the presentation of the financial position, results of operations and cash flows are being assessed.

The improvements relate mainly to IFRS 1 (meaning of effective IFRSs), IFRS 3 (scope of exception for joint ventures), IFRS 13 (scope of IFRS 13) and IAS 40 (clarification of the interrelationship between IFRS 3 and IAS 40 when classifying property as investment property or as owner-occupied). The impacts on the presentation of the financial position, results of operations and cash flows are being assessed.

IFRIC 21 provides guidance on when to recognise a liability for a levy imposed by a government. Its scope does not cover income taxes (as defined in IAS 12), fines and other penalties. Its application to liabilities arising from emissions trading schemes is optional. The obligating event for the recognition of a liability is the activity that triggers the payment of the levy in accordance with the relevant legislation. If the obligating event occurs over a period of time, the liability is recognised progressively. By contrast, if the obligation is triggered by reaching a minimum threshold, the liability is recognised when that threshold is reached. The recognition requirements also apply to interim financial statements. The changes are not expected to have a material impact on the presentation of the financial position, results of operations and cash flows.

The adjustments to the 2012|13 income statement reduced staff costs for 2012|13 by € 39 thousand and increased profit for the period by € 26 thousand. This resulted in an increase of € 13 thousand in deferred tax liabilities. As non-cash items, none of the effects cited have an impact on the cash flow statement.

### Impacts from the adoption of IFRS 11 in the subsequent financial year

Through the application of IFRS 11, the companies of the HUNGRANA group and the Sugar segment's Western Balkans group will no longer be proportionately consolidated but instead included by the equity method of accounting. The transition date is 28 February 2013. This results in the following changes in the consolidated balance sheet and income statement:

€000	As published	Transition to equity method	Restated for equity method
<b>Consolidated balance sheet at 28 February 2014</b>			
Non-current assets	1,119,758	(17,120)	1,102,638
Current assets	1,332,306	(44,580)	1,287,726
<b>Total assets</b>	<b>2,452,064</b>	<b>(61,700)</b>	<b>2,390,364</b>
Equity	1,192,733	(1,273)	1,191,460
Non-current liabilities	417,908	(6,953)	410,955
Current liabilities	841,423	(53,474)	787,949
<b>Total equity and liabilities</b>	<b>2,452,064</b>	<b>(61,700)</b>	<b>2,390,364</b>

€000	As published IAS 19 restated	Transition to equity method	Restated for equity method
<b>Consolidated balance sheet at 28 February 2013 (transition date)</b>			
Non-current assets	1,097,910	(11,138)	1,086,772
Current assets	1,480,454	(45,985)	1,434,469
<b>Total assets</b>	<b>2,578,364</b>	<b>(57,123)</b>	<b>2,521,241</b>
Equity	1,211,889	(1,066)	1,210,823
Non-current liabilities	519,462	(5,895)	513,567
Current liabilities	847,013	(50,162)	796,851
<b>Total equity and liabilities</b>	<b>2,578,364</b>	<b>(57,123)</b>	<b>2,521,241</b>

€000	As published	Transition to equity method	Restated for equity method
<b>Consolidated income statement for the year ended 28 February 2014</b>			
Revenue	3,043,430	(201,714)	2,841,716
Changes in inventories of finished and unfinished goods	(111,024)	1,923	(109,101)
Own work capitalised	2,796	(275)	2,521
Other operating income	30,542	(1,139)	29,403
Cost of materials	(2,065,969)	133,949	(1,932,020)
Staff costs	(281,380)	6,326	(275,054)
Depreciation, amortisation and impairment losses	(87,537)	7,883	(79,654)
Other operating expenses	(355,529)	16,398	(339,131)
Share of results of associates	0	28,392	28,392
<b>Operating profit after exceptional items</b>	<b>175,329</b>	<b>(8,257)</b>	<b>167,072</b>
Finance income	18,738	86	18,824
Finance expense	(45,938)	447	(45,491)
<b>Net financial items</b>	<b>(27,200)</b>	<b>532</b>	<b>(26,668)</b>
<b>Profit before tax</b>	<b>148,129</b>	<b>(7,725)</b>	<b>140,404</b>
Income tax expense	(38,355)	7,725	(30,630)
<b>Profit for the period</b>	<b>109,774</b>	<b>0</b>	<b>109,774</b>
– Attributable to shareholders of the parent	107,947	0	107,947
– Attributable to non-controlling interests	1,827	0	1,827

### 3. SCOPE OF CONSOLIDATION

The consolidated financial statements include by full consolidation all domestic and foreign companies controlled by AGRANA Beteiligungs-AG (i.e., all subsidiaries), except where the subsidiary's effect on the Group's financial position, results of operations and cash flows is immaterial. Subsidiaries' accounts are consolidated from the time that control is acquired until control ceases.

Companies managed jointly with another entity (joint ventures) are included in the consolidated financial statements by proportionate consolidation based on the Group's equity interest in the joint venture.

At the balance sheet date, 64 (prior year: 66) companies besides the parent were fully consolidated in the Group financial statements and 12 (prior year: 7) companies were proportionately consolidated.

An overview of the fully and proportionately consolidated entities and other business interests is given beginning on page 119.

The number of companies that were fully or proportionately consolidated changed as follows in the 2013|14 financial year:

	Full consolidation	Proportionate consolidation
At 1 March 2013	66	7
Initial consolidation	0	5
Merger	(2)	0
<b>At 28 February 2014</b>	<b>64</b>	<b>12</b>

#### Mergers

The Vienna-based "Agrofrucht, Handel mit landwirtschaftlichen Produkten Gesellschaft m.b.H." was merged into AGRANA Group-Services GmbH, Vienna, while Frefrost SARL of Laouamra, Morocco, was merged into Dirafrost Maroc SARL, Laouamra, Morocco.

#### Initial proportionate consolidation of companies

The newly consolidated entities were five AGRAGOLD sugar trading companies registered in Bosnia-Herzegovina, Croatia, Macedonia, Serbia and Slovenia. These joint venture firms had been acquired by AGRANA in prior years as part of the investment in the Vienna-based STUDEN group, but for reasons of immateriality had not been consolidated. With the organisational conditions now in place for doing so, the five companies were proportionately consolidated for the first time with effect from 1 December 2013.

Within the financial year under review, during the period from 1 December 2013 to 28 February 2014 the AGRAGOLD companies contributed € 1,676 thousand to Group revenue and reduced Group profit for the period by € 233 thousand.

#### Joint ventures

The information in the table below presents the Group's share of the aggregated results of the proportionately consolidated companies. The companies involved were the following joint ventures:



- HUNGRANA Keményítő- és Isocukorgyártó és Forgalmazó Kft., Szabadegyháza, Hungary
- HungranaTrans Kft., Szabadegyháza, Hungary
- GreenPower E85 Kft, Szabadegyháza, Hungary
- AGRANA-STUDEN Beteiligungs GmbH, Vienna
- STUDEN-AGRANA Rafinerija Secera d.o.o., Brčko, Bosnia-Herzegovina
- AGRANA Studen Sugar Trading GmbH, Vienna
- AGRAGOLD Holding GmbH, Vienna
- "AGRAGOLD" d.o.o., Brčko, Bosnia-Herzegovina
- AGRAGOLD d.o.o., Zagreb, Croatia
- AGRAGOLD dooel Skopje, Skopje, Macedonia
- AGRAGOLD trgovina d.o.o., Ljubljana, Slovenia
- Company for trade and services AGRANA-STUDEN Serbia d.o.o. Beograd, Belgrade, Serbia

€000	28 Feb 2014	28 Feb 2013
Non-current assets	71,686	81,020
Inventories	26,772	26,370
Receivables and other assets	37,426	39,779
Cash, cash equivalents and securities	8,629	17,961
Current assets	72,827	84,110
<b>Total assets</b>	<b>144,513</b>	<b>165,130</b>
Equity	55,784	71,271
Non-current liabilities	7,008	5,572
Current liabilities	81,721	88,287
<b>Total equity and liabilities</b>	<b>144,513</b>	<b>165,130</b>
Revenue	278,739	298,955
Other (expense), net	(250,347)	(266,136)
<b>Profit for the period</b>	<b>28,392</b>	<b>32,819</b>

### 3.1. BALANCE SHEET DATE

The balance sheet date (reporting date) of the consolidated financial statements is the last day of February. Group companies with other reporting dates prepare interim financial statements at the Group reporting date.

## 4. CONSOLIDATION METHODS

■ Acquisitions of companies that are fully or proportionately consolidated are accounted for using the purchase method, by allocating their acquisition cost to the acquired identifiable assets and liabilities (including contingent liabilities) at the time of acquisition. Where the acquisition cost exceeds the net fair value of the acquired assets and liabilities, the difference is recognised as goodwill under intangible assets. Conversely, where the acquisition cost is less than the net fair value of the acquired assets and liabilities, this difference arising on initial consolidation (sometimes referred to as "negative goodwill") is recognised in income in the period of acquisition.

■ Pursuant to IFRS 3, goodwill is not amortised. Instead, using the impairment-only approach, goodwill is tested for impairment at least annually and written down only in the event of impairment.

■ All expenses, income, receivables, payables and provisions resulting from transactions between fully or proportionately consolidated companies are eliminated.

- For assets that arise from intragroup flows of products or services and are included in non-current assets or in inventories, intercompany balances are eliminated unless immaterial.

## 5. CURRENCY TRANSLATION

- Financial statements of foreign Group companies are translated into euros in accordance with IAS 21. The functional currency of every Group company is its respective national currency. Assets and liabilities are translated at middle rates of exchange at the balance sheet date. Expenses and income are translated at annual average rates of exchange, with the exception of the currency translation gains and losses from the measurement of receivables and liabilities related to Group financing.

- Differences compared to prior-year amounts arising from the translation of balance sheet items at current balance sheet date exchange rates or arising from the use of average rates in translating expenses and income compared to the use of current balance sheet date rates are recognised outside profit or loss, directly in equity.

- Foreign currency monetary items are measured at exchange rates at the balance sheet date, with currency translation gains and losses recognised in profit or loss in the consolidated income statement.

- In translating the financial statements of foreign Group companies, the following exchange rates were applied:

€	Currency	Rate at reporting date		Average rate for year		
		28 Feb 2014	28 Feb 2013	1 Mar 2013– 28 Feb 2014	1 Mar 2012– 28 Feb 2013	
	Argentina	ARS	10.87	6.60	7.88	6.03
	Australia	AUD	1.54	1.28	1.42	1.25
	Bosnia	BAM	1.96	1.96	1.96	1.96
	Brazil	BRL	3.21	2.59	2.96	2.57
	Bulgaria	BGN	1.96	1.96	1.96	1.96
	China	CNY	8.49	8.17	8.16	8.12
	Croatia	HRK	7.65	7.59	7.59	7.52
	Czech Republic	CZK	27.34	25.64	26.31	25.18
	Denmark	DKK	7.46	7.46	7.46	7.45
	Egypt	EGP	9.53	8.94	9.34	8.03
	Fiji	FJD	2.58	2.36	2.47	2.31
	Hungary	HUF	310.45	295.80	299.10	288.39
	Macedonia	MKD	61.69	61.62	61.59	61.54
	Mexico	MXN	18.31	16.76	17.15	16.88
	Morocco	MAD	11.24	11.13	11.16	11.09
	Poland	PLN	4.16	4.16	4.20	4.16
	Romania	RON	4.50	4.36	4.44	4.46
	Russia	RUB	49.94	40.08	43.47	39.97
	Serbia	CSD	115.94	111.52	113.75	113.85
	South Africa	ZAR	14.76	11.76	13.35	10.81
	South Korea	KRW	1,473.27	1,423.71	1,457.68	1,440.48
	Turkey	TRY	3.06	2.36	2.64	2.32
	USA	USD	1.38	1.31	1.33	1.29
	Ukraine	UAH	13.64	10.47	10.74	10.32

## 6. ACCOUNTING POLICIES

### 6.1. INTANGIBLE ASSETS AND PROPERTY, PLANT AND EQUIPMENT

- Purchased intangible assets (other than goodwill) are capitalised at cost and amortised on a straight-line basis over their expected useful lives of between 5 and 15 years. All intangible assets other than goodwill have a determinable useful life.
- Goodwill is not amortised, but is reviewed at least annually for impairment. Details on this impairment test are presented in the notes to the balance sheet.
- Intangible assets acquired through business combinations are recorded separately from goodwill if they are separable by the definition in IAS 38 or if they result from a contractual or legal right and their fair value can be reliably measured.
- Product development costs are capitalised at cost if they can be accurately allocated to a product and if both the technical feasibility and the marketing of the new product are assured. In addition, the development work must be sufficiently likely to generate future cash inflows. Under IAS 38, research costs cannot be capitalised. They are charged directly to expense in the income statement.
- Items of property, plant and equipment are valued at cost of purchase and/or conversion, less straight-line depreciation and impairment losses. For the bioethanol plant in Austria, a unit-of-production method of depreciation was used in the financial year. Besides materials and labour costs, prorated overheads are capitalised in the conversion costs of internally generated assets. Borrowing costs directly attributable to the production of an asset that are incurred during the production period are capitalised in accordance with IAS 23. All other borrowing costs are recognised as an expense in the period during which they are incurred. Maintenance costs are expensed as incurred, unless they result in an expansion or material improvement of the asset concerned, in which case they are capitalised.
- Where rental agreements or leases transfer all material risks and rewards of ownership to the AGRANA Group (finance leases), the assets rented or leased are recorded as an asset. The asset is initially measured at the lower of (i) its fair value at the inception of the rental period or lease and (ii) the present value of the future minimum rental or lease payments. This amount is simultaneously recorded as a liability under borrowings.
- Depreciation of property, plant and equipment is generally based on the following useful lives:

Buildings	15 to 50 years
Plant and machinery	10 to 15 years
Office furniture and equipment	3 to 10 years

- Impairment losses are recognised, in accordance with IAS 36, if the recoverable amount of an asset has declined below its carrying amount. The recoverable amount is the higher of the asset's net selling price and its value in use.

## 6.2. GOVERNMENT ASSISTANCE

- Government grants to reimburse the Group for costs are recognised as other operating income in the period in which the related costs are incurred, unless the grant is contingent on conditions that are not yet sufficiently likely to be met.
- Grants to support capital expenditure are deducted from the cost of intangible assets and property, plant and equipment beginning at the time of the binding award of the grant.

## 6.3. FINANCIAL INSTRUMENTS

- The AGRANA Group distinguishes the following classes of financial instruments:

### Financial assets

- Securities, and investments in non-consolidated subsidiaries and outside companies
- Trade receivables
- Other financial assets
- Cash and cash equivalents

### Financial liabilities

- Bank loans and overdrafts, and other loans from non-Group entities
- Borrowings from affiliated companies in the Südzucker group
- Trade payables
- Financial other payables

### Derivative financial instruments

- Interest-rate derivatives
- Currency derivatives
- Commodity derivatives

- Investments in non-consolidated subsidiaries and outside companies are as a rule measured at fair value in accordance with IAS 39. If fair value cannot be reliably determined, they are recorded at cost. An impairment loss is recognised upon evidence of sustained impairment.

- Inasmuch as the Group has the intent and ability to hold fixed-maturity securities until maturity (these assets are referred to as “held-to-maturity”), they are measured at amortised cost. Any difference between their cost and redemption value is allocated over the total life of the security using the effective interest method. Securities “held for trading” are measured at market prices, with changes in fair value recognised in profit or loss. All other securities (these assets are referred to as “available-for-sale”) are measured at market prices, with changes in fair value recognised outside profit or loss (after deferred taxes) in a separate reserve item in equity. Only after the cumulative changes in fair value are realised by selling the security are they recognised in profit or loss.

- Financial assets are recognised at the settlement date.

- Where there is substantial evidence of impairment and the estimated recoverable amount of a non-current financial asset is lower than its carrying amount, an impairment loss is recognised in the income statement for the period.

- Cash and cash equivalents are measured at their face amount, which represents their market value. Cash and cash equivalents include cash on hand and bank deposits having a remaining term to maturity of up to three months at the time of investment.

#### **Derivative financial instruments**

- Derivative financial instruments are used to hedge risks from changes in interest rates, exchange rates and commodity prices. At inception of the derivative contract, derivatives are recognised at cost. Subsequently they are measured at market value at every balance sheet date. Changes in value are as a rule recognised in profit or loss. Where the conditions for cash flow hedge accounting under IAS 39 are met, unrealised fair value changes are recognised directly in equity.

- The market value of derivative financial instruments is determined on the basis of quoted market prices, information from banks or discounting-based valuation methods. The market value of forward foreign exchange contracts is the difference between the contract rate and the current forward rate.

#### **Receivables**

- Receivables are initially recognised at fair value and subsequently measured at amortised cost. Non-interest-bearing receivables with a remaining maturity of more than one year are recognised at their present value using the effective interest method. For default risks or other risks contained in receivables, sufficient impairment provisions are individually allowed. The face amounts of the receivables net of necessary impairment provisions represent the fair values. Irrecoverable receivables are derecognised on an individual case-by-case basis. Impairment provisions are recorded in an allowance account. If the reasons for an impairment provision cease to apply, the impairment loss is reversed, to no more than the asset's historical cost.

- Foreign currency receivables are measured at middle rates of exchange in effect at the balance sheet date.

#### **Payables**

- Borrowings are initially measured at their actual proceeds. Premiums, discounts or other differences between the proceeds and the repayment amount are realised over the term of the instrument by the effective interest method and recognised in net financial items (at amortised cost).

- Trade payables are initially measured (at inception of the liability) at the fair value of the goods or services received. Subsequently these payables are measured at amortised cost. Other payables not resulting from the receipt of goods or services are measured at their payable amount.

- Payables denominated in foreign currencies are recognised at middle rates of exchange at the balance sheet date.

#### 6.4. INVENTORIES

■ Inventories are measured at the lower of cost of purchase and/or conversion and net selling price. The weighted average cost formula is used. In accordance with IAS 2, the conversion costs of unfinished and finished products include – in addition to directly attributable unit costs – reasonable proportions of the necessary material costs and production overheads inclusive of depreciation of manufacturing plant (based on the assumption of normal capacity utilisation) as well as production-related administrative costs. Financing costs are not taken into account. To the extent that inventories are at risk as a result of prolonged storage or reduced saleability, a write-down is recognised.

#### 6.5. EMISSION ALLOWANCES

■ Emission rights are accounted for in accordance with IAS 38 (Intangible Assets), IAS 20 (Accounting for Government Grants and Disclosure of Government Assistance) and IAS 37 (Provisions, Contingent Liabilities and Contingent Assets). Emission allowances are issued for a given calendar year and are intangible assets for the purposes of IAS 38 that, except as noted below, are to be classified as current assets. They are assigned a cost of zero. From the point when emissions exceed allocated allowances (one allowance represents one tonne of carbon dioxide), a provision for CO<sub>2</sub> emissions must be established for actual additional emissions and recognised in the income statement. The provision is calculated by taking into account the cost incurred for purchased emission allowances or any excess of their market value at the measurement date over their cost. CO<sub>2</sub> emission allowances that have already been purchased for use in a subsequent trading period are recorded in non-current assets.

#### 6.6. IMPAIRMENT

■ Assets (other than inventories and deferred tax assets) are tested at every balance sheet date for evidence of impairment. Goodwill and other intangible assets with an indefinite useful life are reviewed for impairment annually at 31 August regardless of whether there is indication of possible impairment.

■ The impairment test involves determining the asset's recoverable amount. The recoverable amount is the higher of the asset's value in use and its net selling price. If the asset's recoverable amount is less than its carrying amount, the difference is expensed as an impairment loss in the income statement.

■ An asset's value in use is the present value of the estimated future cash flows from the asset's continuing use and from its disposal at the end of its useful life. The discount rate used in determining present value is a pre-tax market rate adjusted for the specific risks of the asset concerned. Where no independent cash flows can be determined for the individual asset, value in use is determined on the basis of the next larger unit (the cash-generating unit) to which the asset belongs and for which independent cash flows can be identified.

■ The net selling price of an asset is its fair value (the amount obtainable from its sale in a bargained transaction between knowledgeable, willing parties) less costs to sell.

- Where an impairment loss later decreases or is eliminated, the amount of the reversal of the impairment loss (except in the case of goodwill and equity-like securities classified as available-for-sale) is recognised as income in the income statement up to the lower of amortised original cost and value in use. Impairment losses on goodwill are not reversed.

## 6.7. EMPLOYEE BENEFIT OBLIGATIONS

- The AGRANA Group maintains both defined contribution and defined benefit plans for pensions and termination benefits. Under the defined contribution pension and termination benefit arrangements, AGRANA has no further obligation after paying the agreed premium. Contributions to defined contribution plans are recognised as an expense when they fall due, and are reported in staff costs. Contributions paid to government plans are treated in the same manner as those paid to defined contribution plans. As the Group has no payment obligations beyond making the contributions, no provision is maintained.
- The provisions for defined benefit pension, termination and long-service obligations are calculated using the projected unit credit method in accordance with IAS 19 (Employee Benefits), based on actuarial valuations. This involves determining the present value of the defined benefit obligation and comparing it to the fair value of plan assets at the balance sheet date. In the case of a deficit, a provision is recorded; in the case of a surplus, an asset (other receivable) is recorded. The defined benefit obligation is measured by the projected unit credit method. Under this method, the future payments determined on the basis of realistic assumptions are accumulated over the period during which the respective beneficiaries acquire the entitlement to these benefits.
- Actuarial gains and losses arising from changes in actuarial assumptions or from differences between previous actuarial assumptions and observed outcomes are recognised directly in equity in the period in which they occur, along with their effect on deferred taxes. Correspondingly, the full amount of the obligation is recognised in the balance sheet. The changes in actuarial gains and losses recognised in the respective period are presented separately on the face of the statement of comprehensive income.
- Effects from past service cost arising from plan curtailments or changes are recognised immediately in profit or loss for the period.
- The calculation is based on extrapolated future trends in salaries, retirement benefits and employee turnover, as well as a discount rate of 3.5% (prior year: 3.5%).
- A portion of pension obligations was transferred to pension funds. The retirement benefit contributions to be paid are calculated so as to fully fund the retirement benefit obligation at the time of retirement. If a plan deficit occurs, there is an obligation to fund the shortfall. The Group also holds benefit insurance policies to secure its ability to meet obligations under pension and termination benefit plans. The individual assets allocated to the pension plan are netted against the present value of the pension obligation to arrive at the net obligation. The qualifying insurance policies are also treated as plan assets and thus also reduce the present value of the obligation to its net level.



## 6.8. OTHER PROVISIONS

- Other provisions are recognised where the following conditions are met: the AGRANA Group has a legal or constructive obligation to a third party as a result of a past event, the obligation is likely to lead to an outflow of resources, and whether the amount of the obligation can be reliably estimated.
- Provisions are measured at the amount representing the best estimate of the expenditure required to settle the obligation. If the present value of the obligation determined on the basis of a market interest rate differs materially from its nominal amount, the present value of the obligation is used.
- The risks arising from contingent liabilities are covered by sufficient provisions.

## 6.9. DEFERRED TAXES

- Deferred taxes are recognised on temporary differences between the IFRS carrying amounts of assets and liabilities and the tax base; on consolidation entries; and on tax loss carryforwards expected to be utilised. Significant differences existed between the IFRS carrying amounts and the tax base for property, plant and equipment, inventories and provisions. Deferred tax assets are recognised for unused tax loss carryforwards insofar as these are expected to be utilised within five years.
- Deferred taxes are calculated by the liability method (under IAS 12), based on the pertinent national income tax rates. Consequently, with the exception of goodwill arising on consolidation, deferred taxes are recognised for all temporary differences between the IFRS balance sheet and the tax base, to the extent that deferred tax assets are likely to be realised.
- Deferred taxes are measured on the basis of legislation in force or enacted at the balance sheet date, in the amount expected to be payable. Future changes in tax rates are taken into account if the change in tax rate has already been enacted in law at the time of preparation of the financial statements.
- When income and expenses are recognised directly in equity, the respective deferred tax assets and liabilities are also taken directly to equity. The assessment of the recoverability of deferred tax assets arising from temporary differences and from tax loss carryforwards takes into account company-specific forecasts of, for instance, the future earnings situation in the respective Group company.
- Deferred tax assets are classified as non-current assets; deferred tax liabilities are recorded as non-current liabilities. Deferred tax assets are offset against deferred tax liabilities if they relate to the same tax authority.
- The income tax reported represents the tax levied in the individual countries on taxable income, and the movement in deferred taxes.

## 6.10. RECOGNITION OF REVENUE AND COSTS

- Revenue from goods sold is recognised when substantially all risks and rewards incident to ownership have passed to the purchaser. Revenue from services provided is recognised to the extent that the services have been rendered by the balance sheet date.
- Operating expenses are recognised in the income statement upon use of the product or service or as incurred.
- Finance expenses comprise the interest expense, similar expenses and transaction costs on borrowings including finance leases; financing-related currency translation gains and losses; and financing-related hedging gains and losses.
- Income from financial investments represents interest, dividend and similar income realised from cash-equivalent investments and investments in other financial assets; gains and losses on the disposal of financial assets; and impairment losses and impairment loss reversals.
- Interest income is recognised on an accrual basis using the effective interest method. Dividend income is recognised at the time of the decision to pay the dividend.

## 6.11. CRITICAL ASSUMPTIONS AND JUDGEMENTS

- The preparation of these consolidated financial statements in accordance with IFRS requires the Company's management to make judgements and to act on assumptions about future developments. These judgements and assumptions can have a material effect on the recognition and measurement of the assets and liabilities, the disclosure of other liabilities at the balance sheet date, and the amounts of income and expenses reported for the financial year.
- The following assumptions involve a not insignificant risk that they may lead to a material change in the carrying amounts of assets and liabilities in the next financial year:
  - The impairment testing of goodwill (carrying amount at 28 February 2014: € 230,314 thousand), other intangible assets (carrying amount at 28 February 2014: € 17,449 thousand) and property, plant and equipment (carrying amount at 28 February 2014: € 711,626 thousand) is based on forward-looking assumptions. The determination of the recoverable amounts for the purpose of the impairment review involves several assumptions, such as regarding future net cash flows and the discount rate. The net cash flows are the amounts in those five-year cash flow forecasts for the cash generating units that are most current at the time of preparation of the financial statements. The discount rate varies by industry, company risk level and specific market environment; in the financial year it ranged from 8.3% to 9.4% (prior year: 7.6% to 8.7%).
  - Had the WACC been 1 percentage point higher, no goodwill impairment would have required recognition in any of the segments.
  - Financial instruments for which no active market exists are reviewed for impairment by using alternative discounting-based valuation methods. The inputs used for the determination of fair value are based in part on assumptions concerning the future.

- The measurement of existing retirement and termination benefit obligations (carrying amount 28 February 2014: € 56,796 thousand) involves assumptions regarding discount rate, age at retirement, life expectancy, employee turnover and future increases in pay and benefits.
- The sensitivity analysis below is based on varying one assumption at a time with the other assumptions remaining unchanged from the original calculation. Potential correlation effects between assumptions are thus not taken into account. The changes in assumptions would have the following effects on the present values of the obligations stated in note 24a:

€000	28 Feb 2014		28 Feb 2013	
	Pension benefits	Termination benefits	Pension benefits	Termination benefits
<b>Change in actuarial assumptions</b>				
Discount rate				
+ 0.5 percentage points	(1,820)	(1,347)	(1,788)	(1,246)
- 0.5 percentage points	1,989	1,456	1,953	1,481
Wage and salary increase				
+ 0.25 percentage points	125	720	126	762
- 0.25 percentage points	(123)	(695)	(124)	(612)
Pension increase				
+ 0.25 percentage points	839	-	824	-
- 0.25 percentage points	(809)	-	(795)	-
Life expectancy				
Increase by 1 year	3,315	-	3,553	-
Decrease by 1 year	(3,504)	-	(3,754)	-

- The recognition of deferred tax assets (carrying amount at 28 February 2014: € 30,084 thousand) is based on the assumption that sufficient tax income will be realised in the future to utilise tax loss carryforwards.
- The off-balance sheet obligations from financial guarantees and from other contingent liabilities, and any reductions in these obligations, are regularly reviewed as to whether they require recognition in the balance sheet.
- In determining the amount of other provisions (carrying amount at 28 February 2014: 50,083 thousand), management exercises judgement as to whether AGRANA is likely to incur an outflow of resources from the obligation concerned and whether the amount of the obligation can be estimated reliably. Provisions are measured at the amount of the likely outflow of resources.
  - The estimates and underlying assumptions are reviewed on an ongoing basis. The actual values may deviate from the assumptions and estimates made if the actual general conditions do not match the expectations held at the balance sheet date. Changes in estimates of assets, liabilities, income and expense are recognised in profit or loss as they become known, and the assumptions adjusted accordingly.

## 7. NOTES TO THE CONSOLIDATED INCOME STATEMENT

Note (1)

### 7.1. REVENUE

€000	2013 14	2012 13
By nature of activity		
Revenue from sale of finished goods	2,851,776	2,761,091
Revenue from sale of goods purchased for resale	186,223	300,998
Service revenue	5,431	3,817
<b>Total</b>	<b>3,043,430</b>	<b>3,065,906</b>

The regional analysis of revenue is presented in the Segment reporting section (see on page 58).

The Group's top ten customers accounted for 26% of consolidated revenue.

Note (2)

### 7.2. CHANGE IN INVENTORIES AND OWN WORK CAPITALISED

€000	2013 14	2012 13
Change in inventories of finished and unfinished goods	(111,024)	70,284
Own work capitalised	2,796	4,955

The decrease of € 111,024 thousand in inventories of finished and unfinished goods (prior year: increase of € 70,284 thousand) occurred mainly in the Sugar segment, at a decrease of € 61,606 thousand (prior year: increase of € 24,764 thousand), and in the Fruit segment (particularly the juice activities), at a decrease of € 50,364 thousand (prior year: increase of € 40,526 thousand).

Note (3)

### 7.3. OTHER OPERATING INCOME

€000	2013 14	2012 13
Income from		
Exceptional income from production levy refund	4,730	0
Derivatives	3,717	478
Insurance benefits and payments for damages	2,335	9,438
Disposal of non-current assets other than financial assets	1,547	2,010
Rent and leases	1,126	1,149
Services rendered to third parties	1,058	134
Beet and pulp cleaning, transport and handling	771	791
Currency translation gains	217	0
Other items	15,041	15,804
<b>Total</b>	<b>30,542</b>	<b>29,804</b>

Within other operating income, "other items" represent, for instance, revenue from the sale of raw materials and consumables.

Note (4)

#### 7.4. COST OF MATERIALS

€000	2013 14	2012 13
Costs of		
Raw materials	1,125,605	1,301,633
Consumables and goods purchased for resale	899,452	881,995
Purchased services	40,912	50,519
<b>Total</b>	<b>2,065,969</b>	<b>2,234,147</b>

Note (5)

#### 7.5. STAFF COSTS

€000	2013 14	2012 13 <sup>1</sup>
Wages and salaries	219,766	215,711
Social security taxes	55,150	51,978
Expenses for retirement benefits	1,473	1,567
Expenses for termination benefits	4,991	5,012
<b>Total</b>	<b>281,380</b>	<b>274,268</b>

The expense for the unwinding of discount on the pension and termination benefits newly accrued in prior years, less the return on plan assets, is included within net financial items. The interest component, at € 1,948 thousand (prior year: € 2,579 thousand) is included in net financial items. The current and past service costs are included in staff costs.

In the 2013|14 financial year an expense of € 6,565 thousand (prior year: € 6,302 thousand) was recognised for contributions to government pension plans.

€ 849 thousand of contributions to a defined contribution termination benefit fund were recognised in the income statement for the year (prior year: € 727 thousand).

Expenses for termination benefits included € 189 thousand of exceptional items.

#### Average number of employees during the financial year

	2013 14	2012 13
By employee category		
Wage-earning staff	6,169	6,007
Salaried staff	2,514	2,361
Apprentices	95	81
<b>Total</b>	<b>8,778</b>	<b>8,449</b>

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

	2013 14	2012 13
By region		
Austria	2,131	1,993
Hungary	574	546
Romania	698	740
Rest of EU	1,656	1,627
EU-28	5,059	4,906
Rest of Europe (Bosnia-Herzegovina, Macedonia, Russia, Serbia, Turkey, Ukraine)	1,143	1,054
Other foreign countries	2,576	2,489
<b>Total</b>	<b>8,778</b>	<b>8,449</b>

The average number of employees in joint ventures was as follows (based on 50% of these companies' total employees):

	2013 14	2012 13
Wage-earning staff	157	156
Salaried staff	116	71
<b>Total</b>	<b>273</b>	<b>227</b>

Note (6)

## 7.6. DEPRECIATION, AMORTISATION AND IMPAIRMENT

€000	2013 14				2012 13		
	Total	Amortisation, depreciation	Impairment	Reversal of impairment losses	Total	Amortisation, depreciation	Impairment
Intangible assets	6,587	6,516	212	(141)	6,693	6,552	141
Property, plant and equipment	80,950	78,969	2,938	(957)	74,718	73,922	796
<b>Recognised in operating profit before exceptional items</b>	<b>87,537</b>	<b>85,485</b>	<b>3,150</b>	<b>(1,098)</b>	<b>81,411</b>	<b>80,474</b>	<b>937</b>
<b>Recognised in operating profit after exceptional items</b>	<b>87,537</b>	<b>85,485</b>	<b>3,150</b>	<b>(1,098)</b>	<b>81,411</b>	<b>80,474</b>	<b>937</b>
Financial assets	44	0	44	0	460	0	460
<b>Recognised in net financial items</b>	<b>44</b>	<b>0</b>	<b>44</b>	<b>0</b>	<b>460</b>	<b>0</b>	<b>460</b>
<b>Total</b>	<b>87,581</b>	<b>85,485</b>	<b>3,194</b>	<b>(1,098)</b>	<b>81,871</b>	<b>80,474</b>	<b>1,397</b>

Impairment losses and reversals of impairment losses, by segment, were as follows:

€000	2013 14	2012 13
Sugar segment	(183)	1,105
Starch segment	(864)	18
Fruit segment	3,143	274
<b>Total</b>	<b>2,096</b>	<b>1,397</b>

Note (7)

### 7.7. OTHER OPERATING EXPENSES

€000	2013 14	2012 13
Selling and freight costs	138,369	129,324
Operating and administrative expenses	135,246	134,562
Rent and lease expenses	12,008	7,449
Other taxes	8,572	7,463
Research and development expenses (external)	8,421	7,772
Advertising expenses	8,025	7,985
Production levy	4,474	4,412
Lease expenses	2,622	2,673
Derivatives	2,187	2,303
Reclassification of non-quota sugar	1,645	7,295
Losses on disposal of non-current assets	1,076	1,627
Damage payments	863	2,697
Exceptional items	597	16,572
Currency translation losses	0	2,521
Other items	31,424	28,606
<b>Total</b>	<b>355,529</b>	<b>363,261</b>

Internal and external R&D costs totalled € 17,225 thousand (prior year: € 18,186 thousand).

Within other operating expenses, “other items” included provisions, as well as expenses for cleaning and waste removal.

The costs incurred in the financial year for external auditor KPMG Austria AG Wirtschaftsprüfungs- und Steuerberatungsgesellschaft were € 838 thousand (prior year: € 584 thousand). Of this total, € 496 thousand (prior year: € 414 thousand) related to the audit of the consolidated financial statements (including the audit of the separate financial statements of individual subsidiaries and joint ventures), € 141 thousand (prior year: EUR 64 thousand) was for other assurance services, and € 201 thousand (prior year: 106 thousand) represented other non-audit services.

Note (8)

### 7.8. OPERATING PROFIT AFTER EXCEPTIONAL ITEMS

€000	2013 14	2012 13 <sup>1</sup>
Operating profit before exceptional items	171,385	236,939
Exceptional items	3,944	(19,077)
<b>Total</b>	<b>175,329</b>	<b>217,862</b>

Exceptional items consisted of income of € 4,730 thousand from reimbursement for excess amounts of production levy paid for the 2001|02 to 2005|06 sugar marketing years, recognised in other operating income, and expenses for the closure of a South African fruit preparations plant, recognised in the consolidated income statement at € 189 thousand within staff costs and at € 597 thousand within other operating expenses.

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.



Note (9)

### 7.9. FINANCE INCOME

€000	2013 14	2012 13
Interest income	15,288	12,073
Other finance income		
Share of results of non-consolidated subsidiaries	1,047	1,005
Gains on derivatives	1,555	2,786
Other items	848	611
<b>Total</b>	<b>18,738</b>	<b>16,475</b>

Interest income by segment was as follows:

€000	2013 14	2012 13
Sugar segment	13,280	8,670
Starch segment	177	586
Fruit segment	1,831	2,817
<b>Total</b>	<b>15,288</b>	<b>12,073</b>

Note (10)

### 7.10. FINANCE EXPENSE

€000	2013 14	2012 13
Interest expense	25,983	36,075
Other finance expenses		
Currency translation losses	16,411	670
Losses from derivatives	81	2,684
Other items	3,463	4,702
<b>Total</b>	<b>45,938</b>	<b>44,131</b>

Interest expense by segment was as follows:

€000	2013 14	2012 13
Sugar segment	18,989	6,836
Starch segment	677	3,408
Fruit segment	6,317	25,831
<b>Total</b>	<b>25,983</b>	<b>36,075</b>

Interest expense includes the interest component of allocations to the provisions for retirement and termination benefits. In the financial year, this interest component was € 1,948 thousand (prior year: € 2,579 thousand).

The analysis of net financial items (finance income less expenses) is as follows:

€000	2013 14	2012 13
Net interest (expense)	(10,695)	(24,002)
Currency translation differences	(16,411)	(670)
Share of results of non-consolidated subsidiaries and outside companies	1,047	1,005
Net (loss) on disposal of non-consolidated subsidiaries and outside companies	(18)	(459)
Other financial items	(1,123)	(3,530)
<b>Total</b>	<b>(27,200)</b>	<b>(27,656)</b>

Net currency translation differences on financing activities amounted to a loss of € 16,411 thousand (prior year: loss of € 670 thousand). This represented the balance of a realised loss of € 98 thousand (prior year: realised gain of € 1,063 thousand) and an unrealised loss of € 16,313 thousand (prior year: unrealised loss of € 1,733 thousand). The loss was attributable largely to movements in exchange rates for the currencies of Ukraine, Romania, Argentina, Russia, South Africa and Brazil.

Note (11)

#### 7.11. INCOME TAX EXPENSE

Current and deferred tax expenses and credits pertained to Austrian and foreign income taxes and had the following composition:

€000	2013 14	2012 13 <sup>1</sup>
Current tax expense	34,432	39,367
– Of which Austrian	7,631	16,006
– Of which foreign	26,801	23,361
Deferred tax expense	3,923	(5,669)
– Of which Austrian	5,035	(1,251)
– Of which foreign	(1,112)	(4,418)
<b>Total tax expense</b>	<b>38,355</b>	<b>33,698</b>
– Of which Austrian	12,666	14,755
– Of which foreign	25,689	18,943

Reconciliation of the deferred tax amounts in the balance sheet to the deferred taxes in the income statement:

€000	2013 14	2012 13 <sup>1</sup>
(Decrease)/increase in deferred tax assets in the consolidated balance sheet	(3,053)	3,373
(Decrease)/increase in deferred tax liabilities in the consolidated balance sheet	(1,246)	2,885
<b>Total change in deferred taxes before changes in scope of consolidation</b>	<b>(4,299)</b>	<b>6,258</b>
– Of which from changes in scope of consolidation, recognised directly in equity	(31)	(406)
– Of which from other changes recognised directly in equity [fair value changes, cash flow hedges, IAS 19, and other]	(345)	995
– Of which from changes recognised in the income statement	(3,923)	5,669

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

### Reconciliation of profit before tax to income tax expense

€000	2013 14	2012 13 <sup>1</sup>
Profit before tax	148,129	190,206
Standard Austrian tax rate	25%	25%
<b>Nominal tax expense at standard Austrian rate</b>	<b>37,032</b>	<b>47,552</b>
Tax effect of:		
Different tax rates applied on foreign income	(2,031)	(7,602)
Tax-exempt income and tax deductions	(1,601)	(1,590)
Non-tax-deductible expenses and additional tax debits	2,545	3,235
Non-recurring tax (income)/expenses	2,410	(4,032)
Non-temporary differences resulting from consolidation	0	(3,865)
<b>Income tax expense</b>	<b>38,355</b>	<b>33,698</b>
<b>Effective tax rate</b>	<b>25.9%</b>	<b>17.7%</b>

The nominal tax charge or credit is based on application of the standard Austrian corporation tax rate of 25%.

The Tax Reform Act of 2005 introduced a new concept for the taxation of company groups. In accordance with the provisions of this Act, the AGRANA Group established a group consisting of AGRANA Beteiligungs-AG as the group parent and the following group members: AGRANA Zucker GmbH, AGRANA Stärke GmbH, AGRANA Marketing- und Vertriebsservice Gesellschaft m.b.H., AGRANA Bioethanol GmbH, AGRANA J&F Holding GmbH, AGRANA Internationale Verwaltungs- und Asset-Management GmbH, AGRANA Juice Holding GmbH, AGRANA Group-Services GmbH, INSTANTINA Nahrungsmittel Entwicklungs- und Produktionsgesellschaft m.b.H., AGRANA Juice Sales & Customer Service GmbH and AUSTRIA JUICE GmbH.

Deferred taxes are recognised on differences between carrying amounts in the consolidated financial statements and the tax bases of the individual companies in their home countries. Deferred taxes take into account carryforwards of unused tax losses.

In the interest of conservative planning, deferred taxes reflect carryforwards of tax losses only to the extent that sufficient taxable profit is likely to be earned over the next five years to utilise the deferred tax assets. € 7,051 thousand (prior year: € 8,377 thousand) of potential tax assets were not recognised. These related to cumulative unused tax loss carryforwards of € 24,895 thousand (prior year: € 37,919 thousand).

At the balance sheet date the deferred tax assets and liabilities recognised directly in equity amounted to a net asset of € 5,085 thousand (prior year: € 4,063 thousand).

For temporary differences on investments in subsidiaries, deferred tax liabilities of € 231,801 thousand (prior year: € 253,877 thousand) were not recognised, as these gains are intended to be reinvested for an indefinite period and these temporary differences are thus not likely to reverse in the foreseeable future.

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

Note (12)

## 7.12. EARNINGS PER SHARE

		2013 14	2012 13 <sup>1</sup>
Profit for the period attributable to shareholders of the parent (AGRANA Beteiligungs-AG)	€000	107,947	149,445
Average number of shares outstanding		14,202,040	14,202,040
Earnings per share under IFRS (basic and diluted)	€	7.60	10.52
Dividend per share	€	3.60 <sup>2</sup>	3.60

Subject to the Annual General Meeting's approval of the proposed allocation of profit for the 2013|14 financial year, AGRANA Beteiligungs-AG will pay a dividend of € 51,127 thousand (prior year: € 51,127 thousand).

## 8. NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT

The cash flow statement is prepared using the indirect method and in accordance with IAS 7. The statement traces the movements in the AGRANA Group's cash and cash equivalents arising from operating, investing and financing activities.

Cash and cash equivalents, for the purpose of the cash flow statement, represent cash on hand, cheques and bank deposits. They do not include current bank borrowings or securities classified as current assets.

The effects of business acquisitions are stated in the item "purchases of businesses".

Currency translation differences, with the exception of those relating to cash and cash equivalents, are already eliminated within the corresponding items in the balance sheet.

Note (13)

### 8.1. CASH FLOWS FROM OPERATING ACTIVITIES

Operating cash flow before changes in working capital was € 196,237 thousand (prior year: € 256,310 thousand), or 6.45% of revenue (prior year: 8.36%). The item "other non-cash expenses and income" consisted of, among other items, the unrealised foreign currency translation losses reflected in net financial items, with a positive effect of € 16,313 thousand in this part of the cash flow statement (prior year: translation losses with a positive impact of € 1,733 thousand); a positive effect of € 4,299 thousand from deferred taxes (prior year: negative effect of € 6,581 thousand); a negative impact of € 12,043 thousand from non-cash current taxes (prior year: positive effect of € 2,927 thousand); the negative effect of the non-cash net exceptional items income of € 3,944 thousand (prior year: positive effect from a net exceptional items expense of € 19,077 thousand from reorganisation and the fraud case in Mexico). After changes in working capital, net cash from operating activities was € 283,241 thousand (prior year: € 204,756 thousand).

There were no restrictions on the use of items of cash and cash equivalents.

Note (14)

### 8.2. CASH FLOWS FROM INVESTING ACTIVITIES

In the financial year, € 131,050 thousand was required to fund the investing activities (prior year: € 136,884 thousand). Outflows from purchases of property, plant and equipment and intangible assets declined to € 138,181 thousand (prior year: € 148,973 thousand). Proceeds from disposal of non-current assets were € 3,685 thousand (prior year: € 2,275 thousand).

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

<sup>2</sup> Proposal to the Annual General Meeting.

Note (15)

### 8.3. CASH FLOWS FROM FINANCING ACTIVITIES

In the 2013|14 financial year, borrowings, net of unrealised currency translation losses, fell by € 91,118 thousand (prior year: increase of € 58,883 thousand, of which € 27,116 thousand represented actual cash flows).

Dividends paid consisted mainly of the cash dividend distributed to the shareholders of AGRANA Beteiligungs-AG.

Note (16)

## 9. NOTES TO THE CONSOLIDATED BALANCE SHEET

### 9.1. INTANGIBLE ASSETS

€000	Goodwill	Concessions, licences, and similar rights	Total
<b>2013 14</b>			
Cost			
At 1 March 2013	227,934	85,986	313,920
Currency translation differences	0	(1,036)	(1,036)
Changes in scope of consolidation	2,380	33	2,413
Additions	0	2,701	2,701
Reclassifications	0	206	206
Disposals	0	(674)	(674)
<b>At 28 February 2014</b>	<b>230,314</b>	<b>87,216</b>	<b>317,530</b>
Accumulated amortisation and impairment			
At 1 March 2013	0	64,582	64,582
Currency translation differences	0	(857)	(857)
Changes in scope of consolidation	0	3	3
Amortisation for the period	0	6,516	6,516
Impairment	0	212	212
Reclassifications	0	92	92
Disposals	0	(640)	(640)
Reversal of impairment losses	0	(141)	(141)
<b>At 28 February 2014</b>	<b>0</b>	<b>69,767</b>	<b>69,767</b>
<b>Carrying amount at 28 February 2013</b>	<b>230,314</b>	<b>17,449</b>	<b>247,763</b>
<b>2012 13</b>			
Cost			
At 1 March 2012	222,332	86,235	308,567
Currency translation differences	(12)	5	(7)
Changes in scope of consolidation	5,614	(31)	5,583
Additions	0	1,856	1,856
Reclassifications	0	88	88
Disposals	0	(2,167)	(2,167)
<b>At 28 February 2013</b>	<b>227,934</b>	<b>85,986</b>	<b>313,920</b>

€000	Goodwill	Concessions, licences, and similar rights	Total
Accumulated amortisation and impairment			
At 1 March 2012	0	60,184	60,184
Currency translation differences	0	(30)	(30)
Changes in scope of consolidation	0	(145)	(145)
Amortisation for the period	0	6,552	6,552
Impairment	0	141	141
Reclassifications	0	(4)	(4)
Disposals	0	(2,116)	(2,116)
<b>At 28 February 2013</b>	<b>0</b>	<b>64,582</b>	<b>64,582</b>
<b>Carrying amount at 28 February 2013</b>	<b>227,934</b>	<b>21,404</b>	<b>249,338</b>

- The additions of € 2,701 thousand of non-goodwill intangible assets related primarily to software.
- The goodwill of € 2,380 thousand associated with changes in the scope of consolidation relates to the first-time inclusion of the AGRAGOLD companies.
- Intangible assets consist largely of goodwill, capitalised in accordance with IFRS 3, that resulted from the acquisition of companies beginning in the 1995/96 financial year. Intangibles also include acquired customer relationships, software, patents and similar rights, as well as non-current prepayments. and similar rights.
- Of the total carrying amount of goodwill, the Sugar segment accounted for € 23,764 thousand (prior year: € 21,384 thousand), the Starch segment for € 2,090 thousand (prior year: € 2,090 thousand) and the Fruit segment for € 204,460 thousand (prior year: € 204,460 thousand).
- To satisfy the provisions of IFRS 3 in conjunction with IAS 36 and to allow the calculation of any impairment of goodwill, AGRANA has defined its cash-generating units to match its internal reporting structure. The cash-generating units in the AGRANA Group are the Sugar segment, Starch segment and Fruit segment, consistent with the internal management accounting and reporting processes. All goodwill was allocated to cash-generating units.
- To test for impairment, the carrying amount of each cash-generating unit is measured by allocating to it the corresponding assets and liabilities, inclusive of attributable goodwill and other intangible assets. An impairment loss is recognised in profit or loss when the recoverable amount of a cash-generating unit is less than its carrying amount inclusive of goodwill. The recoverable amount is the higher of net realisable value and the present value of future cash flows expected from an asset.
- In testing for impairment, AGRANA uses a Discounted-Cash-flow method to determine the value in use of the cash-generating units. The determination of expected cash flows from each cash-generating unit is based on business plans that are validated and approved by Supervisory Board committees and have a planning horizon of five years. Projections beyond a five-year horizon are based on the assumption of a constant, inflation-induced growth rate of 1.5% per year (assumption in the prior year: 0.75%). The weighted average cost of capital (WACC) derived from the AGRANA Group's capital costs is calculated at 9.4% (prior year: 8.2%) for the Fruit segment, at 8.9% (prior year: 8.7%) for the Starch segment and at 8.3% (prior year: 7.6%) for the Sugar segment.

- The quality of the forecast data is frequently tested against actual outcomes with the help of variance analysis. The insights gained are then taken into account during the preparation of the next annual plan. Projections of value in use are highly sensitive to assumptions regarding future local market developments and volume trends. Value in use is therefore ascertained both on the basis of experience and of assumptions that are reviewed with experts for the regional markets.
- All goodwill reported in the consolidated financial statements was shown to be free of impairment. A comparison of the carrying amounts of the CGUs with the respective value in use shows the following excess of value in use over carrying amount: € 165 million for the Fruit segment (prior year: € 205 million); € 634 million for the Starch segment (prior year: € 543 million); and € 96 million for the Sugar segment (prior year: € 254 million).
- The goodwill is not tax-deductible.
- No other intangible assets with indefinite useful lives required recognition at the balance sheet date.

Note (17)

## 9.2. PROPERTY, PLANT AND EQUIPMENT

€000	Land, leasehold rights and buildings	Technical plant and machinery	Other plant, furniture and equipment	Assets under con- struction	Total
<b>2013 14</b>					
Cost					
At 1 March 2013	514,184	1,087,199	191,221	84,419	1,877,023
Currency translation differences	(17,135)	(27,043)	(4,489)	(2,610)	(51,277)
Changes in scope of consolidation	(34)	(197)	318	1,088	1,175
Additions	16,760	39,815	10,961	65,714	133,250
Reclassifications	26,416	81,111	2,450	(110,183)	(206)
Disposals	(3,146)	(15,134)	(6,232)	(341)	(24,853)
Government grants	(210)	(391)	(36)	(573)	(1,210)
<b>At 28 February 2014</b>	<b>536,835</b>	<b>1,165,360</b>	<b>194,193</b>	<b>37,514</b>	<b>1,933,902</b>
Accumulated depreciation and impairment					
At 1 March 2013	272,304	772,895	145,753	590	1,191,542
Currency translation differences	(6,674)	(17,541)	(3,381)	(1)	(27,597)
Changes in scope of consolidation	(27)	3	89	0	65
Depreciation for the period	15,440	52,038	11,491	0	78,969
Impairment	5	2,886	41	6	2,938
Reclassifications	2	93	(187)	0	(92)
Disposals	(2,386)	(14,358)	(5,842)	(6)	(22,592)
Reversal of impairment losses	(347)	(595)	0	(15)	(957)
<b>At 28 February 2014</b>	<b>278,317</b>	<b>795,421</b>	<b>147,964</b>	<b>574</b>	<b>1,222,276</b>
<b>Carrying amount</b>					
<b>at 28 February 2014</b>	<b>258,518</b>	<b>369,939</b>	<b>46,229</b>	<b>36,940</b>	<b>711,626</b>



€000	Land, leasehold rights and buildings	Technical plant and machinery	Other plant, furniture and equipment	Assets under con- struction	Total
<b>2012 13</b>					
<b>Cost</b>					
At 1 March 2012	489,161	1,024,495	181,630	42,358	1,737,644
Currency translation differences	(2,712)	(5,489)	(509)	(208)	(8,918)
Changes in scope of consolidation	12,713	7,952	2,241	512	23,418
Additions	12,725	60,814	10,311	64,142	147,992
Reclassifications	5,640	13,406	1,675	(20,808)	(87)
Disposals	(3,346)	(13,991)	(4,134)	(12)	(21,483)
Government grants	3	12	7	(1,565)	(1,543)
<b>At 28 February 2013</b>	<b>514,184</b>	<b>1,087,199</b>	<b>191,221</b>	<b>84,419</b>	<b>1,877,023</b>
<b>Accumulated depreciation and impairment</b>					
At 1 March 2012	260,871	740,978	139,281	590	1,141,720
Currency translation differences	(1,089)	(3,289)	(294)	0	(4,672)
Changes in scope of consolidation	0	(312)	(230)	0	(542)
Depreciation for the period	14,548	48,515	10,859	0	73,922
Impairment	454	306	36	0	796
Reclassifications	3	(4)	4	0	3
Disposals	(2,483)	(13,299)	(3,903)	0	(19,685)
<b>At 28 February 2013</b>	<b>272,304</b>	<b>772,895</b>	<b>145,753</b>	<b>590</b>	<b>1,191,542</b>
<b>Carrying amount</b>					
<b>at 28 February 2013</b>	<b>241,880</b>	<b>314,304</b>	<b>45,468</b>	<b>83,829</b>	<b>685,481</b>

■ Additions (i. e., purchases) of intangible assets (other than goodwill) and property, plant and equipment:

€000	2013 14	2012 13
Sugar segment	43,185	55,903
Starch segment	40,952	59,081
Fruit segment	51,814	34,864
<b>Total</b>	<b>135,951</b>	<b>149,848</b>

■ Currency translation differences are the differences between amounts arising from the translation of the opening balances of foreign Group companies at the exchange rates prevailing at the start and at the end of the reporting period.

■ Government grants consisted of investment assistance in Hungary in the Sugar and Starch segments.

■ No interest expense was recognised.

- The AGRANA Group, in addition to operating leases, also employs a small number of finance leases. The movement in property, plant and equipment under finance leases was as follows:

€000	2013 14	2012 13
Cost	287	245
Less accumulated depreciation and impairment	(94)	(62)
<b>Carrying amount</b>	<b>193</b>	<b>183</b>

- The use of off-balance sheet property, plant and equipment (under operating leases) gives rise to the following obligations under lease, licence and rental agreements:

€000	2013 14	2012 13
In the subsequent year	3,895	3,561
In years 2 to 5	11,940	9,381
In more than 5 years	6,340	6,989

- The AGRANA Group does not act as a lessor.

Note (18)

### 9.3. SECURITIES, INVESTMENTS IN NON-CONSOLIDATED SUBSIDIARIES AND OUTSIDE COMPANIES

€000	Investments <sup>1</sup>	Securities (non-current)	Total
<b>2013 14</b>			
At 1 March 2013	5,745	105,264	111,009
Currency translation differences	(2)	(42)	(44)
Changes in scope of consolidation	(4,530)	0	(4,530)
Additions	15	162	177
Impairment	(44)	0	(44)
Disposals	(15)	(297)	(312)
Fair value changes under IAS 39	0	(503)	(503)
<b>At 28 February 2014</b>	<b>1,169</b>	<b>104,584</b>	<b>105,753</b>
<b>AT 1 MARCH 2012</b>			
Stand 1 Mar 2012	7,265	104,909	112,174
Currency translation differences	0	3	3
Changes in scope of consolidation	40	1	41
Additions	0	58	58
Impairment	(460)	0	(460)
Disposals	(1,100)	0	(1,100)
Fair value changes under IAS 39	0	293	293
<b>At 28 February 2013</b>	<b>5,745</b>	<b>105,264</b>	<b>111,009</b>

<sup>1</sup> Investments in non-consolidated subsidiaries and outside companies.

- The securities were predominantly securities of Austrian issuers.
- The negative amount of € 4,530 thousand of changes in scope of consolidation represents the accounting disposal of the investments in the AGRAGOLD companies, which were proportionately consolidated from 1 December 2013 after having been carried as non-consolidated joint ventures until 30 November 2013.

Note (19)

#### 9.4. RECEIVABLES AND OTHER ASSETS

€000	28 Feb 2014	28 Feb 2013
Trade receivables	306,222	315,108
– Of which due after more than 1 year	0	14
Reimbursement receivable under the sugar regime	11,476	477
Amounts due from affiliated companies	8,519	11,190
Receivable under government grants	4,686	6,189
– Of which due after more than 1 year	3,686	6,189
Positive fair value of derivatives	3,302	3,446
Amounts due from associates in the Südzucker group	2,215	4,750
Receivable for legacy soil reclamation	645	1,081
– Of which due after more than 1 year	645	863
Insurance and damage payments	0	595
– Of which due after more than 1 year	0	589
Other financial assets	56,056	43,831
– Of which due after more than 1 year	20,201	11,158
<b>Financial instruments</b>	<b>393,121</b>	<b>386,667</b>
– Of which due after more than 1 year	24,532	18,813
VAT credits and other tax credits	74,814	86,408
– Of which due after more than 1 year	0	132
Prepaid expenses	12,490	8,620
Accrued income	5,197	9,334
<b>Total</b>	<b>485,622</b>	<b>491,029</b>
– Of which due after more than 1 year	24,532	18,945

Amounts due from affiliated companies represent open accounts with non-consolidated subsidiaries as well as with the Group's parent – Südzucker AG – and the parent's subsidiaries.

The net carrying amount of trade receivables after provision for impairment is determined as follows:

€000	28 Feb 2014	28 Feb 2013
Carrying amount of trade receivables, gross	318,753	326,663
Provisions for impairment of trade receivables	(12,531)	(11,555)
<b>Carrying amount, net</b>	<b>306,222</b>	<b>315,108</b>

The provision for impairment of trade receivables showed the following movements:

€000	2013 14	2012 13
Provision at 1 March	11,555	7,154
Currency translation adjustments/Other change	340	(22)
Added	1,437	6,544
Used	(95)	(748)
Released	(706)	(1,373)
<b>Provision at 28 February</b>	<b>12,531</b>	<b>11,555</b>

The partial release of the provision resulted in interest income of € 11 thousand (prior year: € 21 thousand).

Receivables are as a rule individually reviewed for their collectability and measured on the basis of estimated future cash flows.

The table below provides information on the credit risks in respect of trade receivables. The maturity profile of trade receivables was as follows:

€000	28 Feb 2014	28 Feb 2013
Trade receivables past due and with no impairment provided		
Up to 30 days	37,604	32,160
31 to 90 days	22,114	11,432
More than 90 days	7,339	8,056
<b>Total</b>	<b>67,057</b>	<b>51,648</b>

The assets which are neither past due nor impaired relate to customers with excellent credit ratings.

Note (20)

## 9.5. DEFERRED TAX ASSETS

Deferred tax assets were attributable to balance sheet items as follows:

€000	28 Feb 2014	28 Feb 2013 <sup>1</sup>
Deferred tax assets		
Intangible assets and property, plant and equipment	3,560	3,805
Non-current financial assets (primarily "one-seventh" write-downs on non-consolidated subsidiaries and on outside companies)	5,978	9,435
Inventories	8,112	6,002
Receivables, other assets and accrued income	4,339	10,151
Carryforwards of unused tax losses	8,473	6,695
Retirement, termination and long-service benefit obligations	5,830	5,679
Other provisions and liabilities	9,549	6,227
<b>Total deferred tax assets</b>	<b>45,841</b>	<b>47,994</b>
Deferred tax assets offset against deferred tax liabilities relating to the same tax authority	(15,757)	(14,857)
<b>Net deferred tax assets</b>	<b>30,084</b>	<b>33,137</b>

Deferred tax liabilities are detailed in note 27.

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

Note (21)

## 9.6. INVENTORIES

€000	28 Feb 2014	28 Feb 2013
Raw materials and consumables	199,087	201,688
Finished and unfinished goods	479,891	607,776
Goods purchased for resale	33,244	42,028
<b>Total</b>	<b>712,222</b>	<b>851,492</b>

The carrying amount of those inventories measured at fair value less costs to sell was € 55,490 thousand for inventories on which a write-down was recognised and € 53,621 thousand for inventories on which a remeasurement gain was recognised.

A write-down of € 12,891 thousand was recognised on inventories (prior year: € 8,939 thousand).

Note (22)

## 9.7. SECURITIES

Securities held as current assets had a carrying amount of € 146 thousand (prior year: € 1,198 thousand) and consisted mainly of floating rate debt securities held as a liquidity reserve.

Note (23)

## 9.8. EQUITY

- The Company had share capital of € 103,210,250 at the balance sheet date, consisting of 14,202,040 ordinary voting bearer shares without par value. All shares were fully paid.
- The movements in the Group's equity are presented on pages 54 and 55.
- The capital reserves ("share premium and other capital reserves") consist of share premium (i. e., additional paid-in capital) and of reserves resulting from the reorganisation of companies. The capital reserves remained unchanged in the 2013|14 financial year. Retained earnings consist of the available-for-sale reserve, the cash flow hedge reserve, the effects of consolidation-related foreign currency translation, and accumulated profits/losses.
- In February 2014, AGRANA Stärke GmbH increased its ownership interest in AGRANA Bio-ethanol GmbH from 74.9% to 100%. The difference of € 10,811 thousand between the purchase price paid and the carrying amount of the acquired net assets was offset against retained earnings.

### Disclosures on capital management

A key goal of equity management is the maintenance of sufficient equity resources to safeguard the Company's continuing existence as a going concern and ensure continuity of dividends. Equity bore the following relationship to total capital:

€000	28 Feb 2014	28 Feb 2013 <sup>1</sup>
Total equity	1,192,733	1,211,889
Total assets	2,452,064	2,578,364
<b>Equity ratio</b>	<b>48.6%</b>	<b>47.0%</b>

Capital management at AGRANA means the management of equity and of net debt. By optimising these two measures, the Company seeks to achieve the best possible shareholder returns. In addition to the equity ratio, the most important control variable is the gearing ratio (net debt divided by total equity). The total cost of equity and debt capital employed and the risks associated with the different types of capital are continuously monitored.

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

The sound equity base gives AGRANA strategic flexibility and also demonstrates the Group's financial stability and independence. In addition to its self-financing ability, AGRANA also has access to high, committed credit lines for its overall financing needs.

The approach to capital management was unchanged from the prior year.

Note (24)

## 9.9. PROVISIONS

€000	28 Feb 2014	28 Feb 2013 <sup>1</sup>
Provisions for		
Retirement benefits	28,153	31,341
Termination benefits	28,643	27,503
Other	50,083	43,621
<b>Total</b>	<b>106,879</b>	<b>102,465</b>

Note (24a)

### a) Provisions for retirement and termination benefit obligations

Provisions for retirement and termination benefits are measured in accordance with IAS 19, using the projected unit credit method and taking into account future trends on an actuarial basis. For both the retirement and termination benefit obligations, the plans are defined benefit plans.

The present values of the obligations, and the associated plan assets where applicable, were determined based on the following actuarial parameters:

%	28 Feb 2014	28 Feb 2013
Expected rate of wage and salary increases		
Austria/Europe	2.50	2.50
Mexico/USA/South Korea	6.00/3.00/4.00	6.00/3.00/-
Expected trend of pension increases		
Austria	2.00	2.00
Mexico	4.00	0.00
Discount rate		
Austria/Europe/USA	3.50	3.50
Mexico/South Korea	8.00/4.20	6.75/-

A discount rate of 3.50% (prior year: 3.50%) was used in almost all cases in the determination of the provisions for pensions and termination benefits. The discount rate is based on the yield of high-quality corporate bonds with a duration matching the average weighted duration of the obligations.

The measurement process also involves other company-specific actuarial assumptions, such as the staff turnover rate. The current mortality tables recognised in the respective country are used as the biometric basis for the calculations – in Austria, this is the version of the computation tables by Pagler & Pagler specific to salaried employees ("AVÖ 2008-P-Rechnungsgrundlagen für die Pensionsversicherung").

The rate of return on plan assets depends on the strategic portfolio structure of the pension fund and of the insurance policies that are held to secure plan benefits.

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

### Defined benefit plans

Pension plans in the AGRANA Group are based largely on direct defined benefit commitments. The amounts of the pension benefits are usually determined by length of service and pensionable pay. Termination benefit plans exist mainly as a result of legal requirements or of obligations under collective agreements and the benefits represent one-time, lump sum payments. The amount of the termination benefits typically depends on final pay and length of service.

The provision in the balance sheet (the net liability) for pensions and termination benefits in the AGRANA Group represents the present value of the defined benefit obligation less the fair value of the plan assets:

€000	28 Feb 2014	28 Feb 2013 <sup>1</sup>
Pension plans		
Present value of defined benefit obligation	37,522	38,846
Fair value of plan assets	(9,369)	(7,505)
<b>Pension provisions (net liability)</b>	<b>28,153</b>	<b>31,341</b>
Termination benefit plans		
Present value of defined benefit obligation	29,253	27,526
Fair value of plan assets	(610)	(23)
<b>Termination benefit provisions (net liability)</b>	<b>28,643</b>	<b>27,503</b>

In connection with defined benefit pension commitments, the AGRANA Group's major plans are the following:

- AGRANA Beteiligungs-AG has direct defined benefit commitments in respect of Management Board members for retirement, disability and survivor pensions based on a fixed percentage of a pension assessment base. All pension benefit obligations are transferred to and administered by an external pension fund. The present value of the obligation was € 12,637 thousand (prior year: € 10,685 thousand) and the plan assets amounted to € 8,697 thousand (prior year: € 7,399 thousand). Further detail is provided in the section "Related party disclosures" in these notes.

- In addition, there were direct defined benefit commitments, including survivor benefits, in respect of retired former employees of AGRANA Zucker GmbH in the amount of € 20,805 thousand (prior year: € 23,081 thousand), of AGRANA Stärke GmbH in the amount of € 2,638 thousand (prior year: € 2,762 thousand) and of AGRANA Juice Holding GmbH in the amount of € 186 thousand (prior year: € 127 thousand). The present value of the obligation of AGRANA Juice Holding GmbH is offset by plan assets in the form of pension risk transfer insurance of € 170 thousand.

- At AGRANA Fruit Austria GmbH there are pension commitments in respect of active employees for retirement, disability and survivor benefits with a contractual (in some cases length-of-service-dependent) fixed benefit amount, and direct obligations in respect of retired former employees, including survivor benefits. The present value of these obligations was € 786 thousand (prior year: € 934 thousand) and there were plan assets in the form of pension insurance of € 406 thousand.

- In Mexico there is a contractual obligation in respect of a defined set of recipients in the event of retirement or early retirement to pay a fixed percentage of a specified pensionable pay base in monthly instalments for a period of ten years. Alternatively, the recipient may choose a lump sum payment. The present value of this obligation was € 470 thousand (prior year: € 562 thousand), with plan assets in the form of pension insurance of € 96 thousand (prior year: € 106 thousand).

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

The pension provisions showed the following movement:

€000	Present value of obligation	Fair value of plan assets	Pension provisions
<b>2013 14</b>			
At 1 March 2013	38,846	(7,505)	31,341
Service cost	756	0	756
Interest expense/(income)	1,298	(292)	1,006
Past service cost	63	(68)	(5)
Effects of plan curtailments and settlements	(22)	(1)	(23)
Taxes and administration cost	0	51	51
<b>Total recognised in the income statement (net pension cost)</b>	<b>2,095</b>	<b>(310)</b>	<b>1,785</b>
(Gains)/losses from:			
Actual return on plan assets	0	(98)	(98)
Changes in financial assumptions	(120)	0	(120)
Experience adjustments	307	0	307
Currency translation differences	(55)	9	(47)
<b>Total remeasurement gain/(loss) recognised in the statement of comprehensive income</b>	<b>132</b>	<b>(89)</b>	<b>43</b>
Changes in scope of consolidation/reclassifications	(696)	(502)	(1,198)
Benefits paid	(2,855)	0	(2,855)
Employer contributions to plan assets	0	(963)	(963)
<b>Other movements</b>	<b>(3,551)</b>	<b>(1,465)</b>	<b>(5,016)</b>
<b>At 28 February 2014</b>	<b>37,522</b>	<b>(9,369)</b>	<b>28,153</b>
<b>2012 13</b>			
At 1 March 2012	35,729	(6,114)	29,615
Service cost	666	0	666
Interest expense/(income)	1,547	(301)	1,246
Effects of plan curtailments and settlements	(68)	0	(68)
<b>Total recognised in the income statement (net pension cost)</b>	<b>2,145</b>	<b>(301)</b>	<b>1,844</b>
(Gains)/losses from:			
Actual return on plan assets	0	(126)	(126)
Changes in demographic assumptions	119	0	119
Changes in financial assumptions	3,457	0	3,457
Experience adjustments	624	0	624
Currency translation differences	24	(3)	21
<b>Total remeasurement gain/(loss) recognised in the statement of comprehensive income</b>	<b>4,224</b>	<b>(129)</b>	<b>4,095</b>
Benefits paid	(3,252)	0	(3,252)
Employer contributions to plan assets	0	(961)	(961)
<b>Other movements</b>	<b>(3,252)</b>	<b>(961)</b>	<b>(4,213)</b>
<b>At 28 February 2013</b>	<b>38,846</b>	<b>(7,505)</b>	<b>31,341</b>

The AGRANA Group's has the following main termination benefit plans:

- The termination benefit plans most significant in amount exist in Austria and France. The plans represent legislated commitments to pay a lumpsum benefit on termination of employment (unless terminated by the employee) and in the event of retirement or death. The amount of



the benefit depends on final pay and length of service. Termination benefit obligations in Austria and France are funded solely by provisions, in the amount of € 27,262 thousand (prior year: € 27,202 thousand).

■ In Russia and Ukraine there are termination benefit commitments (either legislated or based on company-wide agreements) that are minor in amount. These are payable as a lump sum on termination of employment (unless terminated by the employee) or on retirement. The benefit amount depends on final pay and length of service. These commitments in the amount of € 117 thousand (prior year: € 136 thousand) are covered solely by provisions.

■ The termination benefit arrangements in the USA consist of contractual commitments in respect of a defined set of recipients, while the commitments in Mexico are legislated obligations to all permanent and full-time employees. In Mexico the termination benefit is paid if the employment relationship is terminated after 15 years or more of service, at retirement or in the event of disability or death. It takes the form of a lump sum in an amount that is based on final salary and length of service. In the USA, the benefit is paid on termination of employment and is based on final salary and length of service. In Mexico, plan assets of € 21 thousand (prior year: € 23 thousand) offset the present value of the obligation of € 104 thousand (prior year: € 188 thousand). In the USA, the commitments of € 672 thousand (prior year: € 696 thousand) are funded solely by provisions.

■ The termination benefit plan for South Korea was included in the Group accounts for the first time in the 2013|14 financial year, with a present value of the obligation of € 1,098 thousand and with plan assets of € 589 thousand.

The termination benefit provisions showed the following movement:

€000	Present value of obligation	Fair value of plan assets	Termination benefit provisions
<b>2013 14</b>			
At 1 March 2013	27,526	(23)	27,504
Service cost	1,465	0	1,465
Interest expense/(income)	961	(19)	942
Past service cost	970	(534)	436
Effects of plan curtailments and settlements	71	0	71
Taxes and administration costs	0	2	2
<b>Total recognised in the income statement (net termination benefit cost)</b>	<b>3,467</b>	<b>(551)</b>	<b>2,916</b>
(Gains)/losses from:			
Actual return on plan assets	0	5	5
Changes in demographic assumptions	(44)	0	(44)
Changes in financial assumptions	(119)	0	(119)
Experience adjustments	343	0	343
Currency translation differences	(108)	20	(88)
<b>Total remeasurement gain/(loss) recognised in the statement of comprehensive income</b>	<b>72</b>	<b>25</b>	<b>97</b>
Changes in scope of consolidation/reclassifications	679	0	679
Benefits paid	(2,491)	71	(2,420)
Employer contributions to plan assets	0	(132)	(132)
<b>Other movements</b>	<b>(1,812)</b>	<b>(61)</b>	<b>(1,873)</b>
<b>At 28 February 2014</b>	<b>29,253</b>	<b>(610)</b>	<b>28,643</b>

€000	Present value of obligation	Fair value of plan assets	Termination benefit provisions
<b>2012 13<sup>1</sup></b>			
At 1 March 2012	23,432	(23)	23,409
Service cost	1,151	0	1,151
Interest expense/(income)	1,032	(1)	1,031
Past service cost	52	0	52
Effects of plan curtailments and settlements	40	0	40
<b>Total recognised in the income statement (net termination benefit cost)</b>	<b>2,275</b>	<b>(1)</b>	<b>2,274</b>
(Gains)/losses from:			
Actual return on plan assets	0	2	2
Changes in demographic assumptions	160	0	160
Changes in financial assumptions	2,314	0	2,314
Experience adjustments	373	0	373
Currency translation differences	7	(1)	6
<b>Total remeasurement gain/(loss) recognised in the statement of comprehensive income</b>	<b>2,854</b>	<b>1</b>	<b>2,855</b>
Changes in scope of consolidation	1,456	0	1,456
Benefits paid	(2,491)	0	(2,491)
<b>Other movements</b>	<b>(1,035)</b>	<b>0</b>	<b>(1,035)</b>
<b>At 28 February 2013</b>	<b>27,526</b>	<b>(23)</b>	<b>27,503</b>

The expense for the unwinding of discount on benefits accrued in prior years, less the return on plan assets, is included within net financial items. The current service cost is included in staff costs. The actual return on plan assets was € 391 thousand (prior year: € 427 thousand).

The change in actuarial gains and losses of the pension and termination benefit provisions, which is recognised directly in equity, was a reduction of € 341 thousand (prior year: increase of € 6,706 thousand). The change resulted primarily from experience adjustments concerning factors such as expected retirement age, wage and salary growth rates and assumed employee turnover rates. As of 28 February 2014, cumulative actuarial gains and losses of € 20,662 thousand (prior year: € 19,915 thousand) had been offset against retained earnings, not taking into account deferred taxes.

The experience adjustments reflect the impacts on the plan liabilities of differences between the actual movement in the plan obligation during the year and the assumptions made at the beginning of the year. Such differences arise, especially, from actual rates of wage and salary increases, changes in pension benefits, employee turnover and biometric variables such as disability and mortality.

#### Composition of plan assets

The plan assets consist primarily of investments in an external pension fund and of pension benefit insurance policies. The fundamental objective for the plan assets is to provide, at all times, full coverage of the payment obligations arising from the respective benefit plans. The plan assets include neither financial instruments issued by the Group nor owner-occupied property.

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

At the balance sheet date the plan assets were invested in the following asset categories:

%	28 Feb 2014	28 Feb 2013
Fixed income securities	53.87	55.22
Equity securities	30.38	31.69
Real estate	3.83	4.56
Other	11.92	8.53

### Risks

Defined benefit plans are associated with various risks for the AGRANA Group. Besides general actuarial risks such as discount rate risk and longevity risk, these include the risk that actual outcomes will differ from actuarial assumptions such as rates of wage and salary growth, pension benefit trends, retirement age and employee turnover (early departures). Risks in connection with the plan assets are capital market risks, credit risks and investment risks. Other risks lie in exchange rate fluctuation and changes in inflation rates.

The rate of return on plan assets is assumed to equal the discount rate. If the actual rate of return on plan assets is less than the discount rate used, the respective net liability increases. The net liability is particularly strongly influenced by the discount rate, with the current low market interest rates contributing to a relatively high liability. A further decline in corporate bond yields would lead to a further increase in defined benefit liabilities that can only be offset to a small degree by the increase in market values of the corporate bonds in the plan assets.

Potential inflation risks that may lead to an increase in the defined benefit obligations lie, indirectly, in inflation-driven salary growth during active service and in inflation-induced pension benefit increases.

### Duration and future payments

The average weighted duration of the present value of the pension obligations at 28 February 2014 was 9.97 years (prior year: 9.45 years) and that of the termination benefit obligations was 9.46 years (prior year: 8.75 years).

€ 1,007 thousand (prior year: € 665 thousand) of contributions are expected to be paid into the plan assets in the subsequent reporting period.

The amounts of pension and termination benefit payments in the next ten years are expected to be as follows:

€000	Pension benefits	Termination benefits
Financial year		
2014 15	2,774	1,668
2015 16	2,726	1,958
2016 17	2,878	2,550
2017 18	2,755	1,972
2018 19	2,634	2,409
2019 20 to 2023 24	12,448	14,961
<b>Total</b>	<b>26,215</b>	<b>25,518</b>

**b) Other provisions**

€000	Recultivation	Staff costs including long-service awards	Uncertain liabilities	Total
<b>2013 14</b>				
At 1 March 2013	3,797	15,607	24,217	43,621
Currency translation differences	0	(104)	(618)	(722)
Used	(28)	(2,179)	(8,692)	(10,899)
Released	(1,030)	(3,723)	(5,038)	(9,791)
Added	29	4,336	23,509	27,874
<b>At 28 February 2014</b>	<b>2,768</b>	<b>13,937</b>	<b>33,378</b>	<b>50,083</b>
– Of which due within 1 year	28	4,224	33,189	37,441
<b>2012 13</b>				
At 1 March 2012	3,820	12,343	23,011	39,174
Currency translation differences	0	10	(132)	(122)
Changes in scope of consolidation	0	479	16	495
Used	(84)	(2,591)	(3,781)	(6,456)
Released	(27)	(1,761)	(6,820)	(8,608)
Added	88	7,127	11,923	19,138
<b>At 28 February 2013</b>	<b>3,797</b>	<b>15,607</b>	<b>24,217</b>	<b>43,621</b>
– Of which due within 1 year	28	6,195	22,963	29,186

Of the total other provisions, € 12,642 thousand (prior year: € 14,435 thousand) were classified as non-current liabilities and € 37,441 thousand (prior year: € 29,186 thousand) were current liabilities.

The provision for reclamation comprises recultivation obligations as well as the emptying of landfills and removal of waste residues.

The provisions for staff costs also include the provision for long-service awards.

The provisions for uncertain liabilities include, among other items, provisions for litigation risks (€ 1,118 thousand; prior year: € 2,995 thousand), beet transitional storage costs charged by Vereinigung Österreichischer Rübenbauern (the umbrella organisation of Austrian beet farmers) (€ 3,757 thousand; prior year: € 3,973 thousand), and other risk provisions (€ 3,839 thousand; prior year: € 4,320 thousand).

In the financial year under review, the non-current tax liabilities that were included in the prior year are presented as a separate line item in the balance sheet under non-current liabilities.

Note (25)

9.10. BORROWINGS

€000	28 Feb 2014	Of which due in			28 Feb 2013	Of which due in		
		Up to 1 year	1 to 5 years	More than 5 years		Up to 1 year	1 to 5 years	More than 5 years
Bank loans and overdrafts, and other loans from non-Group entities	409,592	228,302	105,488	75,802	484,407	235,781	164,461	84,165
Borrowings from affiliated companies in the Südzucker group	250,000	100,000	150,000	0	250,000	70,000	180,000	0
Lease liabilities	193	14	179	0	183	21	162	0
<b>Borrowings</b>	<b>659,785</b>	<b>328,316</b>	<b>255,667</b>	<b>75,802</b>	<b>734,590</b>	<b>305,802</b>	<b>344,623</b>	<b>84,165</b>
Securities (non-current assets)	(104,584)				(105,264)			
Securities (current assets)	(146)				(1,198)			
Cash and cash equivalents	(144,484)				(144,409)			
<b>Net debt</b>	<b>410,571</b>				<b>483,719</b>			

Details of bank loans and overdrafts are presented in sections 10.1. to 10.4.

Bank loans and overdrafts were secured as follows at the balance sheet date:

€000	28 Feb 2014	28 Feb 2013
Mortgage liens	687	702
Other liens	7,900	7,900
<b>Total</b>	<b>8,587</b>	<b>8,602</b>

The item "other liens" related to collateral representing a fully secured export credit.

Note (26)

9.11. TRADE AND OTHER PAYABLES

€000	28 Feb 2014	Of which due in		28 Feb 2013	Of which due in	
		Up to 1 year	More than 1 year		Up to 1 year	More than 1 year
Trade payables	299,490	299,490	0	313,462	313,462	0
Amounts due to affiliated companies in the Südzucker group	11,835	11,835	0	50,661	50,661	0
Financial other payables	112,731	111,344	1,387	86,257	83,974	2,283
Non-financial other payables	21,343	21,343	0	23,324	23,324	0
– Of which deferred income	4,582	4,582	0	4,890	4,890	0
– Of which prepayments	134	134	0	242	242	0
– Of which other tax	11,044	11,044	0	12,549	12,549	0
– Of which social security	5,583	5,583	0	5,643	5,643	0
<b>Total</b>	<b>445,399</b>	<b>444,012</b>	<b>1,387</b>	<b>473,704</b>	<b>471,421</b>	<b>2,283</b>

Trade payables included obligations to beet growers of € 116,423 thousand (prior year: € 122,787 thousand).

Financial other payables included, among other items, liabilities to employees, payroll liabilities, and liabilities from derivatives. Also included in this item were the claims of the beet growers to refunds from the European Union for excess amounts of production levies collected in the 2001|02 to 2005|06 sugar marketing years. The reimbursement in full by the EU will be made to the sugar industry no later than September 2014. The industry will in turn pass the beet growers' refund through to the growers. Financial other payables also included the deferred consideration from the acquisition by AGRANA Stärke GmbH of the remaining shares of AGRANA Bioethanol GmbH.

Note (27)

## 9.12. DEFERRED TAX LIABILITIES

Deferred tax liabilities were attributable to balance sheet items as follows:

€000	28 Feb 2014	28 Feb 2013 <sup>1</sup>
Deferred tax liabilities		
Non-current assets	17,340	15,845
Inventories	2,353	2,653
Receivables and other assets	3,600	1,730
Untaxed reserves in separate financial statements	6,183	6,155
Provisions and other liabilities	1,895	2,842
<b>Total deferred tax liabilities</b>	<b>31,371</b>	<b>29,225</b>
Deferred tax assets offset against deferred tax liabilities relating to the same tax authority	(15,757)	(14,857)
<b>Net deferred tax liabilities</b>	<b>15,614</b>	<b>14,368</b>

Deferred tax assets are detailed in note 20.

## 10. NOTES ON FINANCIAL INSTRUMENTS

### 10.1. INVESTMENT AND CREDIT TRANSACTIONS (NON-DERIVATIVE FINANCIAL INSTRUMENTS)

To cover its overall funding needs, the AGRANA Group, in addition to its self-financing capability, has access to syndicated credit lines and bilateral credit lines from banks.

Financial instruments are generally procured centrally and distributed Group-wide. The principal aims of obtaining financing are to achieve a sustained increase in enterprise value, safeguard the Group's credit quality and ensure its liquidity.

To manage the seasonally fluctuating cash flows, the AGRANA Group in the course of its day-to-day financial management uses conventional investments (demand deposits, time deposits and securities) and borrowings (in the form of overdrafts, short-term funds and fixed rate loans).

<sup>1</sup> The prior-year data were restated in accordance with IAS 8. Further information is provided from page 62.

	Average effective interest rate		28 Feb 2014	Of which due in			28 Feb 2013	Of which due in		
	2013 14	2012 13		Up to 1 year	1 to 5 years	More than 5 years		Up to 1 year	1 to 5 years	More than 5 years
	%	%	€000	€000	€000	€000	€000	€000	€000	€000
Fixed rate										
EUR	3.45	3.54	240,220	33,690	176,748	29,782	284,982	4,336	238,541	42,105
CNY	6.65	–	1,414	1,414	0	0	0	0	0	0
	<b>3.46</b>	<b>3.54</b>	<b>241,634</b>	<b>35,104</b>	<b>176,748</b>	<b>29,782</b>	<b>284,982</b>	<b>4,336</b>	<b>238,541</b>	<b>42,105</b>
Variable rate										
ARS	34.31	20.61	606	606	0	0	690	690	0	0
BAM	–	4.70	0	0	0	0	254	254	0	0
CNY	–	5.94	0	0	0	0	11,125	9,901	1,224	0
EGP	7.80	8.00	801	801	0	0	1,180	1,180	0	0
EUR	1.48	1.21	378,030	253,270	78,740	46,020	364,052	218,492	103,500	42,060
HUF	3.39	6.33	20,489	20,489	0	0	30,924	30,924	0	0
KRW	4.08	4.34	5,091	5,091	0	0	5,268	5,268	0	0
PLN	2.72	4.60	8,322	8,322	0	0	22,072	22,072	0	0
MXN	8.00	10.50	2,145	2,145	0	0	5,125	3,929	1,196	0
USD	2.32	1.88	2,474	2,474	0	0	8,735	8,735	0	0
	<b>1.73</b>	<b>2.05</b>	<b>417,958</b>	<b>293,198</b>	<b>78,740</b>	<b>46,020</b>	<b>449,425</b>	<b>301,445</b>	<b>105,920</b>	<b>42,060</b>
<b>Total</b>	<b>2.36</b>	<b>2.63</b>	<b>659,592</b>	<b>328,302</b>	<b>255,488</b>	<b>75,802</b>	<b>734,407</b>	<b>305,781</b>	<b>344,461</b>	<b>84,165</b>

Bank loans and overdrafts, other loans from non-Group entities (excluding finance lease obligations) and amounts due to affiliated companies of the Südzucker group amounted to € 659,592 thousand (prior year: € 734,407 thousand) and carried interest at an average rate of 2.36% (prior year: 2.63%). They are measured at repayable amounts. In the case of bank debt denominated in foreign currencies, nominal values are translated into euros by applying the exchange rates prevailing at the balance sheet date. Fair values may therefore increase or decrease from the prior-period values, depending on movements in exchange rates.

The fixed interest portion of bank loans and overdrafts and amounts due to affiliated companies was € 241,634 thousand (prior year: € 284,982 thousand). The fair values (i.e., market values) of the variable rate bank loans and overdrafts are equivalent to their carrying amounts. At the balance sheet date, € 687 thousand (prior year: € 702 thousand) of bank loans and overdrafts were secured by mortgage liens and € 7,900 thousand (prior year: € 7.900 thousand) were secured by other liens.

In the course of its day-to-day financial management, the Group invests in demand deposits and time deposits. Cash and cash equivalents, at € 144,484 thousand, were closely in line with the prior-year level. In addition, securities in the amount of € 146 thousand (prior year: € 1,198 thousand) were held as current assets; these were categorised as held-for-trading.

## 10.2. DERIVATIVE FINANCIAL INSTRUMENTS

To hedge part of the risks arising from its operating activities (risks due to movements in interest rates, foreign exchange rates and raw material prices), the AGRANA Group to a limited extent uses derivative financial instruments. AGRANA employs derivatives largely to hedge the following exposures:

- Interest rate risks from money market rates, arising mainly from liquidity fluctuation typical during campaigns or from existing or planned floating rate borrowings.

- Currency risks, which may arise primarily from the purchase and sale of products in US dollars and Eastern European currencies and from finance in foreign currencies.
- Market price risks, arising especially from changes in commodity prices for sugar in the world market, energy and grain prices, and selling prices for sugar and ethanol.

The Group employs only conventional derivatives for which there is a sufficiently liquid market (for example, interest rate swaps, interest rate options, caps, forward foreign exchange contracts, currency options or commodity futures). The use of these instruments is governed by Group policies under the Group's risk management system. These policies prohibit the speculative use of derivative financial instruments, set ceilings appropriate to the underlying transactions, define authorisation procedures, minimise credit risks, and specify internal reporting rules and the organisational separation of risk-taking and risk oversight. Adherence to these standards and the proper processing and valuation of transactions are regularly monitored by an internal department whose independence is ensured by organisational separation from risk origination.

The notional principal amounts and the fair values of the derivative financial instruments held by the AGRANA Group were as follows:

€000	Notional principal amount		Fair value	
	28 Feb 2014	28 Feb 2013	28 Feb 2014	28 Feb 2013
Purchase USD	1,326	65,547	(225)	(1,307)
Sale USD	94,589	30,205	966	(758)
Purchase AUD	0	388	0	1
Purchase CZK	17,145	15,288	(147)	(290)
Purchase HUF	23,391	30,274	(701)	(896)
Sale HUF	5,166	7,485	22	73
Purchase PLN	43,831	58,538	805	518
Sale PLN	1,807	9,294	(6)	(22)
Sale GBP	1,200	1,467	(14)	80
Currency derivatives	188,455	218,486	700	(2,601)
Interest rate derivatives	191,500	125,117	(6,055)	(8,000)
Commodity derivatives	52,156	43,606	(571)	(345)
<b>Total</b>	<b>432,111</b>	<b>387,209</b>	<b>(5,926)</b>	<b>(10,946)</b>

The currency derivatives and commodity derivatives are used to hedge cash flows over periods of up to one year; the interest rate derivatives serve to hedge cash flows for periods of one to ten years.

The notional principal amount of the derivatives represents the face amount of all hedges, translated into euros.

The fair value of a derivative is the amount which the AGRANA Group would have to pay or would receive at the balance sheet date in the hypothetical event of early termination of the hedge position. As the hedging transactions involve only standardised, fungible financial instruments, fair value is determined on the basis of quoted market prices.

Fair value changes of derivatives employed to hedge future cash flows (cash flow hedges) are initially recognised directly in equity. Only when the cash flows are realised are the value changes recognised in profit or loss. The fair value of cash flow hedges at 28 February 2014 was a liability of € 3,255 thousand (prior year: liability of € 368 thousand).



The value changes of those derivative positions to which cash flow hedge accounting is not applied are recognised in profit or loss. The hedging transactions were carried out both to hedge sales revenue and raw material costs for the Juice activities, and to hedge sales contracts in the Sugar segment.

### 10.3. ADDITIONAL DISCLOSURES ON FINANCIAL INSTRUMENTS

#### Carrying amounts and fair values of financial instruments

Set out in the table below are the carrying amounts and fair values of the Group's financial assets and liabilities. The fair value of a financial instrument is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

€000	Measurement category under IAS 39	28 Feb 2014		28 Feb 2013	
		Carrying amount	Fair value	Carrying amount	Fair value
<b>Financial assets</b>					
Securities (non-current)	Available-for-sale financial assets (at cost)	85,000	85,000	85,000	85,000
Securities (non-current)	Available-for-sale financial assets	19,584	19,584	20,264	20,264
<b>Securities (non-current)</b>		<b>104,584</b>	<b>104,584</b>	<b>105,264</b>	<b>105,264</b>
Investments in non-consolidated subsidiaries and outside companies	Available-for-sale financial assets	276	276	278	278
Investments in non-consolidated subsidiaries and outside companies	Available-for-sale financial assets (at cost)	893	893	5,467	5,467
<b>Investments in non-consolidated subsidiaries and outside companies (non-current assets)</b>		<b>1,169</b>	<b>1,169</b>	<b>5,745</b>	<b>5,745</b>
Trade receivables	Loans and receivables	306,222	306,222	315,108	315,108
Other financial assets <sup>1</sup>	Loans and receivables	83,597	83,597	68,113	68,113
Derivative financial assets	Derivatives at fair value through equity (hedge accounting)	419	419	2,101	2,101
Derivative financial assets	Derivatives at fair value through profit or loss (held for trading)	2,883	2,883	1,345	1,345
<b>Trade receivables and other financial assets</b>		<b>393,121</b>	<b>393,121</b>	<b>386,667</b>	<b>386,667</b>
Securities (current)	Available-for-sale financial assets	146	146	1,198	1,198
<b>Securities (current)</b>		<b>146</b>	<b>146</b>	<b>1,198</b>	<b>1,198</b>
<b>Cash and cash equivalents</b>	Loans and receivables	<b>144,484</b>	<b>144,484</b>	<b>144,409</b>	<b>144,409</b>
<b>Total</b>		<b>643,504</b>	<b>643,504</b>	<b>643,283</b>	<b>643,283</b>

<sup>1</sup> Excluding other tax receivables and positive fair values of derivatives, and excluding prepaid expenses and accrued income not resulting in a cash inflow.

€000	Measurement category under IAS 39	28 Feb 2014		28 Feb 2013	
		Carrying amount	Fair value	Carrying amount	Fair value
<b>Financial liabilities</b>					
Bank loans and overdrafts, and other loans from non-Group entities	Liabilities at (amortised) cost	409,592	411,895	484,407	490,342
Borrowings from affiliated companies in the Südzucker group	Liabilities at (amortised) cost	250,000	257,147	250,000	257,508
<b>Borrowings</b>		<b>659,592</b>	<b>669,042</b>	<b>734,407</b>	<b>747,850</b>
Trade payables	Liabilities at (amortised) cost	299,490	299,490	313,462	313,462
Financial other payables <sup>1</sup>	Liabilities at (amortised) cost	115,338	115,338	122,526	122,526
Derivative liabilities	Derivatives at fair value through equity (hedge accounting)	3,674	3,674	2,469	2,469
Derivative liabilities	Financial liabilities at fair value through profit or loss (held for trading)	5,554	5,554	11,923	11,923
<b>Trade and other financial payables</b>		<b>424,056</b>	<b>424,056</b>	<b>450,380</b>	<b>450,380</b>
<b>Total</b>		<b>1,083,648</b>	<b>1,093,098</b>	<b>1,184,787</b>	<b>1,198,230</b>

The carrying amounts and fair values of financial instruments had the following composition by measurement category:

€000	28 Feb 2014		28 Feb 2013	
	Carrying amount	Fair value	Carrying amount	Fair value
<b>Total by measurement category under IAS 39</b>				
Available-for-sale financial assets	20,006	20,006	21,740	21,740
Available-for-sale financial assets (at cost)	85,893	85,893	90,467	90,467
Loans and receivables	534,303	534,303	527,630	527,630
Liabilities at (amortised) cost	(1,074,420)	(1,083,870)	(1,170,395)	(1,183,838)
Derivatives at fair value through equity (hedge accounting)	(3,255)	(3,255)	(368)	(368)
Financial assets/liabilities at fair value through profit or loss (held for trading)	(2,671)	(2,671)	(10,578)	(10,578)

<sup>1</sup> Excluding payables from other tax, social security, negative fair values of derivatives, customer prepayments, and deferred income.

The fair values of financial instruments were determined on the basis of the market information available at the balance sheet date and of the methods and assumptions outlined below.

The non-current assets item “investments in non-consolidated subsidiaries and outside companies”, and the securities held as non-current and as current assets, include available-for-sale securities. These are measured at current securities exchange prices or market value.

Other investees as well as those securities for which fair value could not be determined due to a lack of market prices in absence of active markets, are measured at cost. These are primarily shares of unlisted companies where the shares were not measured by the discounted cash flow method because cash flows could not be reliably determined. For these shares it is assumed that the fair values are equivalent to the carrying amounts.

As a result of the short maturities of the trade receivables, other financial assets and cash and cash equivalents, their fair values are assumed to be equivalent to their carrying amounts.

The positive and negative fair values of interest rate, currency and commodity derivatives relate partly to cash flow hedges. For the interest rate hedges, the fair values are determined on the basis of discounted future cash flows. Forward foreign exchange contracts are measured on the basis of reference rates, taking into account forward premiums or discounts. The fair values of interest rate and commodity derivatives are obtained from the bank confirmations as at the balance sheet date. The fair values of currency derivatives represent the difference between the forward rates determined by AGRANA at the balance sheet date and the hedged exchange rates. The interest rates and exchange rates used for the determination of the forward rates are based on the reference rates published by the ECB or the national central banks. In some cases, as a result of differences in interest rates, the fair values determined by the Group may differ to an insignificant extent from the fair values calculated by the commercial banks that issue the bank confirmations.

For trade payables and current other financial liabilities, it is assumed in view of the short maturities that the fair values equal the carrying amounts.

The table below shows how the fair values were determined, broken down by category of financial instrument. The fair value measurements were classified into three categories according to how closely the inputs used were based on quoted market data:

€000	Measurement category	Level 1	Level 2	Level 3
<b>2013 14</b>				
Securities (non-current)	Available-for-sale financial assets	19,584	0	0
Securities (current)	Available-for-sale financial assets	146	0	0
Investments in non-consolidated subsidiaries and outside companies (non-current)	Available-for-sale financial assets	0	0	276
<b>Financial assets available-for-sale</b>		<b>19,730</b>	<b>0</b>	<b>276</b>
Derivative assets	Derivatives at fair value through equity (hedge accounting)	419	0	0
<b>Financial assets at fair value through equity (hedge accounting)</b>		<b>419</b>	<b>0</b>	<b>0</b>
Derivative assets	Financial assets at fair value through profit or loss (held for trading)	152	2,731	0
<b>Financial assets at fair value through profit or loss (held for trading)</b>		<b>152</b>	<b>2,731</b>	<b>0</b>
<b>Financial assets at fair value</b>		<b>20,301</b>	<b>2,731</b>	<b>276</b>
Derivative liabilities	Derivatives at fair value through equity (hedge accounting)	22	3,652	0
<b>Financial liabilities at fair value through equity (hedge accounting)</b>		<b>22</b>	<b>3,652</b>	<b>0</b>
Derivative liabilities	Financial liabilities at fair value through profit or loss (held for trading)	1,002	4,552	0
<b>Financial liabilities at fair value through profit or loss (held for trading)</b>		<b>1,002</b>	<b>4,552</b>	<b>0</b>
<b>Financial liabilities at fair value</b>		<b>1,024</b>	<b>8,204</b>	<b>0</b>

€000	Measurement category	Level 1	Level 2	Level 3
<b>2012 13</b>				
Securities (non-current)	Available-for-sale financial assets	20,264	0	0
Securities (current)	Available-for-sale financial assets	1,198	0	0
Investments in non-consolidated subsidiaries and outside companies (non-current)	Available-for-sale financial assets	0	0	278
<b>Financial assets available-for-sale</b>		<b>21,462</b>	<b>0</b>	<b>278</b>
Derivative assets	Derivatives at fair value through equity (hedge accounting)	2,101	0	0
<b>Financial assets at fair value through equity (hedge accounting)</b>		<b>2,101</b>	<b>0</b>	<b>0</b>
Derivative assets	Financial assets at fair value through profit or loss (held for trading)	532	813	0
<b>Financial assets at fair value through profit or loss (held for trading)</b>		<b>532</b>	<b>813</b>	<b>0</b>
<b>Financial assets at fair value</b>		<b>24,095</b>	<b>813</b>	<b>278</b>
Derivative liabilities	Derivatives at fair value through equity (hedge accounting)	111	2,358	0
<b>Financial liabilities at fair value through equity (hedge accounting)</b>		<b>111</b>	<b>2,358</b>	<b>0</b>
Derivative liabilities	Financial liabilities at fair value through profit or loss (held for trading)	999	10,924	0
<b>Financial liabilities at fair value through profit or loss (held for trading)</b>		<b>999</b>	<b>10,924</b>	<b>0</b>
<b>Financial liabilities at fair value</b>		<b>1,110</b>	<b>13,282</b>	<b>0</b>

The three levels were defined as follows:

- Level 1 consists of those financial instruments for which the fair value represents exchange or market prices quoted for the exact instrument on an active market (i.e., these prices are used without adjustment or change in composition).
- In Level 2, the fair values are determined on the basis of exchange or market prices quoted on an active market for similar assets or liabilities, or using other valuation techniques for which the significant inputs are based on observable market data.
- Level 3 consists of those financial instruments for which the fair values are determined on the basis of valuation techniques using significant inputs that are not based on observable market data.

The fair value of Level 2 currency derivatives is measured based on the exchange rate at the balance sheet date and the underlying currencies' interest rate differential relevant for the remaining maturity. The mark-to-market price is determined and compared with the price of the hedged item or transaction. The input factors for this are the reference rates of the ECB (daily fixing) or selected national central banks, and the daily EURIBOR and LIBOR/IBOR quotes.

For Level 2 interest rate derivatives, the measurement of fair value involves comparing the fixed interest rate with the swap rates as at the balance sheet date or with the yield curve relevant for the maturity. The fair value is obtained from a separate calculation provided by banking institutions.

Financial instruments in the following amounts of income or expense were recorded in the income statement within finance income or expense and within operating profit before exceptional items, by measurement category:

€000	Assets		Liabilities		Total	Reconciliation	
	Available for sale	Loans and receivables	Financial liabilities at cost	Not classified		Not a financial instrument	Net financial item
<b>2013 14</b>							
Net interest income/(expense)	0	6,995	(16,322)	0	(9,327)	0	(9,327)
Interest on derivatives	0	0	0	580	580	0	580
Interest component of retirement benefit provisions	0	0	0	0	0	(1,948)	(1,948)
Total net interest income/(expense)	0	6,995	(16,322)	580	(8,747)	(1,948)	(10,695)
Share of results of non-consolidated subsidiaries and outside companies	1,029	0	0	0	1,029	0	1,029
Total share of results of non-consolidated subsidiaries and outside companies	1,029	0	0	0	1,029	0	1,029
Currency translation losses	0	0	(16,411)	0	(16,411)	0	(16,411)
Total other net financial items	0	0	(2,597)	0	(2,597)	0	(2,597)
Net financial items from derivatives	0	0	0	1,474	1,474	0	1,474
Total net financial items	0	0	(19,008)	1,474	(17,534)	0	(17,534)
<b>Total income/(expense) from financial instruments in net financial items</b>	<b>1,029</b>	<b>6,995</b>	<b>(35,330)</b>	<b>2,054</b>	<b>(25,252)</b>	<b>(1,948)</b>	<b>(27,200)</b>
Net gains from derivatives	0	1,854	0	0	1,854	0	1,854
Currency translation gains	0	0	0	217	217	0	217
Impairment loss on receivables	0	(1,437)	0	0	(1,437)	0	(1,437)
<b>Total income/(expense) from financial instruments in operating profit before exceptional items</b>	<b>0</b>	<b>417</b>	<b>0</b>	<b>217</b>	<b>634</b>	<b>0</b>	<b>634</b>

€000	Assets		Liabilities		Total	Reconciliation	
	Available for sale	Loans and receivables	Financial liabilities at cost	Not classified		Not a financial instrument	Net financial item
<b>2012 13</b>							
Net interest income/(expense)	0	6,177	(19,039)	0	(12,862)	0	(12,862)
Interest on derivatives	0	0	0	(8,561)	(8,561)	0	(8,561)
Interest component of retirement benefit provisions	0	0	0	0	0	(2,579)	(2,579)
Total net interest income/(expense)	0	6,177	(19,039)	(8,561)	(21,423)	(2,579)	(24,002)
Share of results of non-consolidated subsidiaries and outside companies	546	0	0	0	546	0	546
Total share of results of non-consolidated subsidiaries and outside companies	546	0	0	0	546	0	546
Currency translation losses	0	0	(670)	0	(670)	0	(670)
Total other net financial items	0	0	(3,632)	0	(3,632)	0	(3,632)
Net financial items from derivatives	0	0	0	102	102	0	102
Total net financial items	0	0	(4,302)	102	(4,200)	0	(4,200)
<b>Total income/(expense) from financial instruments in net financial items</b>	<b>546</b>	<b>6,177</b>	<b>(23,341)</b>	<b>(8,459)</b>	<b>(25,077)</b>	<b>(2,579)</b>	<b>(27,656)</b>
Net gains from derivatives	0	(1,401)	0	0	(1,401)	0	(1,401)
Currency translation gains	0	0	0	(2,521)	(2,521)	0	(2,521)
Impairment loss on receivables	0	(4,401)	0	0	(4,401)	0	(4,401)
Impairment loss on other assets	0	(6,643)	0	0	(6,643)	0	(6,643)
<b>Total income/(expense) from financial instruments in operating profit before exceptional items</b>	<b>0</b>	<b>(12,445)</b>	<b>0</b>	<b>(2,521)</b>	<b>(14,966)</b>	<b>0</b>	<b>(14,966)</b>

#### 10.4. RISK MANAGEMENT IN THE AGRANA GROUP

The AGRANA Group is exposed to market price risks through changes in exchange rates, interest rates and security prices. In the Group's operating activities, price risks arise largely from the costs of raw materials (mainly sugar beet, sugar purchased in the world market, grains, potatoes, and fruit) and energy, and from selling prices of sugar, starch, ethanol and fruit products. In addition, the Group is exposed to credit risks, associated especially with trade receivables.

AGRANA uses an integrated system for the early identification and monitoring of risks relevant to the Group. The Group's proven approach to risk management is guided by the aim of balancing risks and returns. The Group's risk culture is characterised by risk-aware behaviour, clearly defined responsibilities, independent risk control, and the implementation of internal control systems.

AGRANA regards the responsible management of business risks and opportunities as an important part of sustainable, value-driven corporate governance. Risk management thus forms an integral part of the entire planning, management and reporting process and is directed by the Management Board. The parent company and all subsidiaries employ risk management systems that are tailored to their respective operating activity. The systems' purpose is the methodical identification, assessment, control and documenting of risks.

In a three-pronged approach, risk management at the AGRANA Group is based on risk control at the operational level, on strategic control of Group companies by the Group, and on an internal monitoring system delivered by the Group's internal audit department. In addition, emerging trends that could develop into threats to the viability of the AGRANA Group as a going concern are identified and analysed at an early stage and continually re-evaluated as part of the risk management process.

#### **Credit risk**

Credit risk is the risk of an economic loss as a result of a counterparty's failure to honour its payment obligations. Credit risk includes both the risk of a deterioration in customers' or other counterparties' credit quality, and the risk of their immediate default.

The trade receivables of the AGRANA Group are largely with the food, chemical and retail industries. Credit risk in respect of trade receivables is managed on the basis of internal standards and guidelines. Thus, a credit analysis is generally conducted for new customers. The Group also uses credit insurance and security such as bank guarantees.

For the residual risk from trade receivables, the Group establishes provisions for impairment. The maximum exposure from trade receivables is equivalent to the carrying amount of the trade receivables. The carrying amounts of past due and of impaired trade receivables are set out in note 19.

The maximum exposure of € 484,131 thousand (prior year: € 501,668 thousand) to credit risk consisted of the carrying amounts of all receivables and other current assets plus contingent liabilities, and was equivalent to the carrying amount of these instruments. AGRANA does not consider the actual credit risk to be material.

AGRANA maintains business relationships with many large international industrial customers having excellent credit ratings.

#### **Liquidity risk**

Liquidity risk is the risk that a company will not be able to meet its financial obligations when due or in sufficient measure.

The AGRANA Group generates liquidity with its business operations and from external financing. The funds are used to fund working capital, investment and business acquisitions.

In order to ensure the Group's solvency at all times and safeguard its financial flexibility, a liquidity reserve is maintained in the form of credit lines and, to the extent necessary, of cash.

To manage the seasonally fluctuating cash flows, both short-term and long-term finance is raised in the course of day-to-day financial management.

The following maturity profile shows the effects of the cash outflows from liabilities as at 28 February 2014 on the Group's liquidity situation. All cash outflows are undiscounted.



€000	Carrying amount	Total	Contractual payment outflows					
			Up to 1 year	1 to 2 years	2 to 3 years	3 to 4 years	4 to 5 years	More than 5 years
<b>28 February 2014</b>								
<b>Borrowings</b>								
Bank loans and overdrafts, and other loans from non-Group entities	409,592	427,697	232,855	6,553	46,777	53,880	10,551	77,081
Borrowings from affiliated companies in the Südzucker group	250,000	264,322	105,133	53,769	3,558	101,862	0	0
Obligations under finance leases	193	212	15	197	0	0	0	0
	<b>659,785</b>	<b>692,231</b>	<b>338,003</b>	<b>60,519</b>	<b>50,335</b>	<b>155,742</b>	<b>10,551</b>	<b>77,081</b>
<b>Trade and financial other payables</b>								
Trade payables	299,490	299,490	299,490	0	0	0	0	0
Amounts due to affiliated companies in the Südzucker group and financial other payables	124,566	124,566	123,179	1,387	0	0	0	0
– Of which interest rate derivatives	6,583	6,583	6,583	0	0	0	0	0
– Of which currency derivatives	1,503	1,503	1,503	0	0	0	0	0
– Of which commodity derivatives	1,142	1,142	1,142	0	0	0	0	0
	<b>424,056</b>	<b>424,056</b>	<b>422,669</b>	<b>1,387</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>28 February 2013</b>								
<b>Borrowings</b>								
Bank loans and overdrafts, and other loans from non-Group entities	484,407	511,588	243,451	72,182	9,258	45,689	52,816	88,192
Borrowings from affiliated companies in the Südzucker group	250,000	271,615	76,550	34,953	54,692	3,558	101,862	0
Obligations under finance leases	183	200	22	178	0	0	0	0
	<b>734,590</b>	<b>783,403</b>	<b>320,023</b>	<b>107,313</b>	<b>63,950</b>	<b>49,247</b>	<b>154,678</b>	<b>88,192</b>
<b>Trade and financial other payables</b>								
Trade payables	313,462	313,462	313,462	0	0	0	0	0
Amounts due to affiliated companies in the Südzucker group and financial other payables	136,918	136,918	134,635	2,283	0	0	0	0
– Of which interest rate derivatives	8,000	8,000	8,000	0	0	0	0	0
– Of which currency derivatives	3,413	3,413	3,413	0	0	0	0	0
– Of which commodity derivatives	2,979	2,979	2,979	0	0	0	0	0
	<b>450,380</b>	<b>450,380</b>	<b>448,097</b>	<b>2,283</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

The undiscounted cash outflows as presented are based on the assumption that repayment of liabilities is applied to the earliest maturity date. Interest payments on floating rate financial instruments are determined by reference to the most recent prevailing rates.

At the end of the year under review there were no projected cash flows from derivatives used for cash flow hedging. At the end of the prior year, the projected cash flows from derivatives were as follows:

€000	Carrying amount	Total	Contractual payment outflows			
			Up to 6 months	6 to 12 months	1 to 2 years	More than 2 years
<b>28 February 2013</b>						
Forward foreign exchange contracts						
CZK	8,263	8,400	7,700	700	0	0
HUF	22,614	23,316	11,006	12,310	0	0
PLN	44,557	44,019	26,382	17,637	0	0
<b>Total</b>	<b>75,434</b>	<b>75,735</b>	<b>45,088</b>	<b>30,647</b>	<b>0</b>	<b>0</b>

All interest rate swaps and currency swaps were used for fair value hedging.

### Currency risk

The Group's international business operations expose AGRANA to foreign exchange risks from financing and financial investment as well as from trade receivables and trade payables. Since the 2011|12 financial year, to measure and control these risks, the AGRANA Group uses Value-at-Risk based on the variance-covariance approach at a 95% confidence level. This involves the measurement of the various currency pairs at the given volatilities and takes into account the correlations between them. The result is stated as the diversified VaR from currencies and is analysed by borrowings and operating business:

€000	Value-at-Risk from borrowings		Value-at-Risk from operating receivables/payables	
	28 Feb 2014	28 Feb 2013	28 Feb 2014	28 Feb 2013
Sum of absolute net positions of the currency pairs	235,950	224,734	156,324	169,014
Value-at-Risk diversified	12,953	8,862	10,267	9,975

Most of the Group's foreign exchange risk arises in the operating business, when revenue is generated in a different currency than are the related costs.

In the Sugar segment, Group companies based in the European Union whose local currency is not the euro are exposed to sugar-regime-induced foreign exchange risk between the euro and their respective local currency, as the beet prices for a given campaign are set in euros EU-wide. The subsidiaries in Romania and Bosnia-Herzegovina are subject to additional currency risk from raw sugar purchases in US dollars

In the Starch segment, foreign exchange risks arise from borrowings not denominated in local currency.

In the Fruit segment, foreign exchange risks arise when revenue and materials costs are in foreign currency rather than local currency. In addition, risks arise from borrowings not denominated in local currency.

For active hedging of risks, the AGRANA Group mainly uses forward foreign exchange contracts. In the financial year under review, forward foreign exchange contracts were employed to hedge revenue, purchasing commitments and foreign currency borrowings totalling a gross € 292,809 thousand (prior year: € 374,850 thousand) against exchange rate fluctuation. The following currencies were hedged:

'000	2013 14		2012 13	
	Hedged currency	EUR	Hedged currency	EUR
Hungarian forint (HUF)	13,019,814	43,418	21,980,932	75,225
US dollar (USD)	80,642	60,519	195,307	152,077
Czech koruna (CZK)	875,105	32,941	582,212	23,222
Romanian leu (RON)	307,665	69,291	104,603	22,901
Polish zloty (PLN)	345,342	80,904	412,024	94,332
Australian dollar (AUD)	4,378	2,911	1,320	1,050
Danish krone (DKK)	1,100	148	14,150	1,903
British pound (GBP)	2,116	2,513	2,692	3,269
Canadian dollar (CAD)	231	164	1,230	871
<b>Total</b>		<b>292,809</b>		<b>374,850</b>

### Interest rate risk

The AGRANA Group is exposed to interest rate risks primarily in the euro zone.

Beginning in the year under review, risks from potential changes in interest rates are reported on an "at risk" basis. AGRANA distinguishes between Cash-Flow-at-Risk (CFaR) for variable rate borrowings and Value-at-Risk (VaR) for changes in market interest rates on fixed rate borrowings.

CFaR: An increase in interest rates would cause an increase in funding costs from variable rate borrowings. The CFaR analysis is based on the volatilities of the individual funding currencies and the correlations between them.

VaR: The analysis examines the implied risk from a decrease in interest rates, as existing fixed rate borrowings would continue to incur interest costs at a constant rate instead of following the market trend. The different maturities of fixed interest borrowings are taken into account through weighted present values and a potential change in variable interest rates under the modified duration approach. The CFaR and VaR from borrowings were as follows:

€000	28 Feb 2014	28 Feb 2013
Net position of variable interest borrowings	417,957	449,425
Cash-Flow-at-Risk diversified	2,453	3,069
Net position of fixed interest borrowings	206,709	280,808
Value-at-Risk upon change in interest rates	6,688	10,039

The floating rate borrowings are subject to interest rate risk. To hedge against this risk, interest rate swaps were entered into for a portion of the borrowings, thus achieving fixed interest rates on this portion.

### Commodity price risk

AGRANA's business activities expose it to market price risk from purchases of commodities and the sale of finished products (ethanol). This is particularly true in the production of bioethanol, where the most important cost factors by far are the prices of the main inputs, corn and wheat. To a lesser but still significant extent, the Sugar segment has exposure to the purchase prices of raw sugar.

At the balance sheet date the Group had open commodity derivative contracts to purchase 508 tonnes of raw sugar in Eastern Europe (prior year: 4,064 tonnes), to sell 77,800 tonnes of white sugar (prior year: 23,500 tonnes), to purchase 90,200 tonnes of wheat for the Austrian bioethanol production facility (prior year: 55,100 tonnes), to sell 2,252 tonnes of gasoline (prior year: 26,960 tonnes), and to purchase 35,400 tonnes of corn (prior year: 7,500). These positions represented an aggregate contract amount of € 53,087 thousand (prior year: € 43,606 thousand) and, based on the underlying closing prices, had a negative fair value of € 571 thousand (prior year: € 345 thousand).

A change in the underlying raw material prices of plus or minus 10% would result in the following changes in the value of these commodity derivative positions:

€000	28 Feb 2014		28 Feb 2013	
	Sensitivity if 10% higher	Sensitivity if 10% lower	Sensitivity if 10% higher	Sensitivity if 10% lower
Change in value of commodity derivatives	2,432	(7,482)	4,043	(4,557)
– Of which through equity	3,360	(1,772)	7,201	272

### Legal risks

AGRANA continually monitors possible changes in the legal setting that could lead to a risk situation, and takes proactive measures as appropriate. This applies particularly to food and environmental legislation.

There are currently no civil actions pending against companies of the AGRANA Group that could have a material impact on the Group's financial position, results of operations and cash flows.

As noted in previous annual reports, in the 2009|10 financial year the Slovak competition authority opened antitrust investigations into, among others, the local AGRANA sugar company. However, to date no further steps have been taken.

The antitrust case filed in 2010 by the Austrian Federal Competition Authority against AGRANA Zucker GmbH, Vienna, and Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany, for alleged competition-restricting arrangements with respect to Austria has thus far not brought a further ruling by the Cartel Court. AGRANA continues to regard the allegation as unfounded.

## 10.5. CONTINGENT LIABILITIES AND COMMITMENTS

The guarantees relate primarily to bank loans of the joint ventures in the Sugar segment.

€000	28 Feb 2014	28 Feb 2013
Guarantees	24,254	27,937
Warranties, cooperative liabilities	1,647	1,647
<b>Contingent liabilities</b>	<b>25,901</b>	<b>29,584</b>

Guarantees issued on behalf of related companies amounted to € 14,953 thousand (prior year: € 14,363 thousand).

The guarantees are not expected to be utilised.

Commitments were as presented in the table below:

€000	28 Feb 2014	28 Feb 2013
Present value of lease payments due within 5 years	15,836	12,942
Commitments for the purchase of property, plant and equipment	4,279	21,403
<b>Commitments</b>	<b>20,115</b>	<b>34,345</b>

## 11. EVENTS AFTER THE BALANCE SHEET DATE

No other significant events occurred after the balance sheet date of 28 February 2014 that had a material effect on AGRANA's financial position, results of operations or cash flows.

## 12. RELATED PARTY DISCLOSURES

AGRANA Zucker, Stärke und Frucht Holding AG, Vienna, holds 100% of the ordinary shares of Z&S Zucker und Stärke Holding AG, Vienna, which in turn holds 86.10% of the ordinary shares of AGRANA Beteiligungs-AG. Both holding companies are exempt from the obligation to prepare consolidated financial statements, as their accounts are included in the consolidated financial statements of Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany.

Related parties for the purposes of IAS 24 are Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany, and Zucker-Beteiligungsgesellschaft m.b.H, Vienna, as shareholders of AGRANA Zucker, Stärke und Frucht Holding AG, Vienna. AGRANA's consolidated financial statements are included in the consolidated accounts of Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany.

In addition to Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany, and its subsidiaries, other related parties are Raiffeisen-Holding Niederösterreich-Wien reg. Gen.b.H., Vienna, and its subsidiaries. These are referred to below as indirect shareholders.

Business relationships with related parties at the balance sheet date can be analysed as follows:

€000	Indirect shareholders	Companies with significant influence	Joint ventures (50%)	Total
<b>2013 14</b>				
Revenue	131,976	17,900	8,912	158,788
Credit relationships	(250,071)	(30,164)	10,121	(270,114)
Participation capital	0	91,462	0	91,462
Bank balances and current receivables	0	12,945	0	12,945
Net interest (expense)/income	(7,193)	5,284	477	(1,432)
Guarantees issued	8,200	38,558	16,000	62,758
Guarantees utilised	5,140	30,301	14,953	50,394
<b>2012 13</b>				
Revenue	241,558	15,727	18,528	275,813
Credit relationships	(251,254)	(46,478)	10,102	(287,630)
Participation capital	0	91,462	0	91,462
Bank balances and current receivables	0	17,001	0	17,001
Net interest (expense)/income	(7,227)	2,550	269	(4,408)
Guarantees issued	8,200	87,958	20,908	117,066
Guarantees utilised	5,590	40,863	19,171	65,624

In addition, at the balance sheet date, borrowings from related parties amounted to € 280,235 thousand (prior year: € 297,732 thousand); these borrowings were on normal commercial terms. Of this total, € 150,000 thousand represented non-current borrowings (prior year: € 195,475 thousand).

With related parties, there were current net trade payables of € 5,478 thousand from the sale and purchase of goods (prior year: net receivables of € 32,035 thousand).

In respect of joint venture partners, there were other receivables of € 1,110 thousand (prior year: other payables of € 116 thousand).

The remuneration of the members of the Management Board of AGRANA Beteiligungs-AG totalled € 3,167 thousand (prior year: € 3,005 thousand), consisting of total fixed base salaries of € 1,659 thousand (prior year: € 1,497 thousand) and a total performance-based, variable component of € 1,508 thousand (prior year: € 1,508 thousand). The performance-based elements of the compensation are linked to the amount of the dividend to be paid for the financial year completed. The Management Board member of AGRANA Beteiligungs-AG appointed on the basis of the syndicate agreement between Südzucker AG Mannheim/Ochsenfurt, Mannheim, Germany, and Zucker-Beteiligungsgesellschaft m.b.H, Vienna, does not receive compensation for serving on the Management Board.

On 5 July 2013 the Annual General Meeting approved an annual aggregate remuneration for the Supervisory Board of € 250 thousand (prior year: € 200 thousand) and delegated to the Supervisory Board Chairman the responsibility for allocating this sum. The amount paid to the individual Supervisory Board members is tied to their function on the Board. No meeting fees were paid in the year under review.

Post-employment benefits granted to the Management Board under the Company's plan are pension, disability insurance and survivor benefits. The pension becomes available when the pension eligibility criteria of the Austrian public pension scheme (ASVG) are met. The amount of the pension is calculated as a percentage of a contractually agreed assessment base. In the event of early retirement within ASVG rules, the amount of the pension is reduced.

The retirement benefit obligations in respect of the Management Board are administered by an external pension fund. For the 2013|14 financial year, pension fund contributions of € 968 thousand (prior year: € 684 thousand) were paid, while € 655 thousand (prior year: € 848 thousand) was added to pension provisions within the balance sheet item "retirement and termination benefit obligations". An amount of € 3,940 thousand (prior year: € 3,285 thousand) was recognised in the balance sheet at 28 February 2014.

In the event that a Management Board appointment is withdrawn, severance pay has been agreed consistent with the Employees Act.

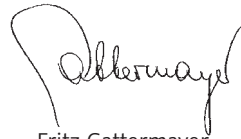
Information on the Management Board and Supervisory Board is provided on page 118.

On 29 April 2014 the Management Board of AGRANA Beteiligungs-AG released the consolidated financial statements for review by the Supervisory Board and the Audit Committee and for presentation to the Annual General Meeting and subsequent publication. The Supervisory Board has responsibility for reviewing the consolidated financial statements and stating whether it approves them.

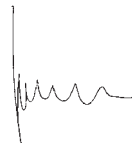
Vienna, 29 April 2014



Johann Marihart  
Chief Executive Officer



Fritz Gattermayer  
Member of the Management Board



Walter Grausam  
Member of the Management Board



Thomas Kölbl  
Member of the Management Board

# LIST OF MEMBERS OF AGRANA'S BOARDS

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## MANAGEMENT BOARD

Johann Marihart  
Chief Executive Officer

Fritz Gattermayer  
Member

Walter Grausam  
Member

Thomas Kölbl  
Member

## SUPERVISORY BOARD

Christian Konrad  
Chairman

Wolfgang Heer  
First Vice-Chairman

Erwin Hameseder  
Second Vice-Chairman

Jochen Fenner  
Member

Hans-Jörg Gebhard  
Member

Ernst Karpfinger  
Member

Thomas Kirchberg  
Member

Josef Pröll  
Member

## Employee representatives

Thomas Buder  
Chairman of the Group Staff Council  
and the Central Staff Council

Gerhard Glatz

Stephan Savic

Peter Vymyslicky



# SUBSIDIARIES AND BUSINESS INTERESTS AT 28 FEBRUARY 2014

(DISCLOSURES UNDER SECTION 265 (2) AND (4) AUSTRIAN COMMERCIAL CODE)

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Name of company	City/town	Country	Equity interest	
			Direct	Indirect
AGRANA Beteiligungs-AG (the parent company)	Vienna	Austria	-	-
<b>I. Subsidiaries</b>				
<b>Fully consolidated subsidiaries</b>				
AGRANA AGRO SRL	Roman	Romania	-	100.00%
AGRANA BIH Holding GmbH	Vienna	Austria	-	75.00%
AGRANA Bioethanol GmbH	Vienna	Austria	-	100.00%
AGRANA Bulgaria AD	Sofia	Bulgaria	-	100.00%
AGRANA BUZAU SRL	Buzău	Romania	-	100.00%
AGRANA d.o.o.	Brčko	Bosnia- Herzegovina	-	100.00%
AGRANA Fruit Argentina S.A.	Buenos Aires	Argentina	-	99.99%
AGRANA Fruit Australia Pty Ltd.	Central Mangrove	Australia	-	100.00%
AGRANA Fruit Austria GmbH	Gleisdorf	Austria	-	100.00%
AGRANA Fruit Brasil Indústria, Comércio, Importacao e Exportacao Ltda.	São Paulo	Brazil	-	75.00%
AGRANA Fruit Brasil Participacoes Ltda.	São Paulo	Brazil	-	99.99%
AGRANA Fruit Dachang Co., Ltd.	Dachang	China	-	100.00%
AGRANA Fruit Fiji Pty Ltd.	Sigatoka	Fiji	-	100.00%
AGRANA Fruit France S.A.	Paris	France	-	100.00%
AGRANA Fruit Germany GmbH	Konstanz	Germany	-	100.00%
AGRANA Fruit Istanbul Gida Sanayi ve Ticaret A.S.	Zincirlikuyu	Turkey	-	100.00%
AGRANA Fruit Korea Co. Ltd.	Seoul	South Korea	-	100.00%
AGRANA Fruit Latinoamerica S. de R.L. de C.V.	Michoacán	Mexico	-	100.00%
AGRANA Fruit Luka TOV	Vinnitsia	Ukraine	-	99.97%
AGRANA Fruit México, S.A. de C.V.	Michoacán	Mexico	-	100.00%
AGRANA Fruit Polska SP z.o.o.	Ostrołęka	Poland	-	100.00%
AGRANA Fruit S.A.S.	Paris	France	-	100.00%
AGRANA Fruit Services GmbH	Vienna	Austria	-	100.00%
AGRANA Fruit Services Inc.	Brecksville	USA	-	100.00%
AGRANA Fruit Services S.A.S.	Paris	France	-	100.00%
AGRANA Fruit South Africa (Proprietary) Ltd.	Cape Town	South Africa	-	100.00%
AGRANA Fruit Ukraine TOV	Vinnitsia	Ukraine	-	99.80%
AGRANA Fruit US, Inc.	Brecksville	USA	-	100.00%
AGRANA Group-Services GmbH	Vienna	Austria	-	100.00%
AGRANA Internationale Verwaltungs- und Asset-Management GmbH	Vienna	Austria	-	100.00%
AGRANA J&F Holding GmbH	Vienna	Austria	98.91%	1.09%
AGRANA Juice Denmark A/S	Køge	Denmark	-	50.01%
AGRANA Juice Holding GmbH	Gleisdorf	Austria	-	50.01%
AGRANA Juice Magyarország Kft.	Vásárosnamény	Hungary	-	50.01%
AGRANA Juice Poland Sp. z.o.o.	Białobrzegi	Poland	-	50.01%
AGRANA Juice Romania Vaslui s.r.l.	Vaslui	Romania	-	50.01%
AGRANA Juice Sales & Customer Service GmbH	Gleisdorf	Austria	-	50.01%
AGRANA Juice Sales & Marketing GmbH	Bingen	Germany	-	50.01%
AGRANA Juice Service & Logistik GmbH	Bingen	Germany	-	50.01%
AGRANA Juice Ukraine TOV	Vinnitsia	Ukraine	-	50.01%
AGRANA JUICE (XIANYANG) CO., LTD	Xianyang City	China	-	50.01%
AGRANA Magyarország Értékesítési Kft.	Budapest	Hungary	-	100.00%
AGRANA Marketing- und Vertriebsservice Gesellschaft m.b.H.	Vienna	Austria	100.00%	-

Name of company	City/town	Country	Equity interest	
			Direct	Indirect
Agrana Nile Fruits Processing SAE	Qalyoubia	Egypt	–	51.00%
AGRANA Stärke GmbH	Vienna	Austria	98.91%	1.09%
AGRANA TANDAREI SRL	Țândărei	Romania	–	100.00%
AGRANA Trading EOOD	Sofia	Bulgaria	–	100.00%
AGRANA Zucker GmbH	Vienna	Austria	98.91%	1.09%
AUSTRIA JUICE GmbH	Kröllendorf/ Allhartsberg	Austria	–	50.01%
Biogáz Fejlesztő Kft.	Kaposvár	Hungary	–	100.00%
Dirafrost FFI N.V.	Herk-de-Stad	Belgium	–	100.00%
Dirafrost Maroc SARL	Laouamra	Morocco	–	100.00%
Financière Atys S.A.S.	Paris	France	–	100.00%
INSTANTINA Nahrungsmittel Entwicklungs- und Produktionsgesellschaft m.b.H.	Vienna	Austria	66.67%	–
Koronás Irodaház Szolgáltató Korlátolt Felelősségű Társaság	Budapest	Hungary	–	100.00%
Magyar Cukorgyártó és Forgalmazó Zrt.	Budapest	Hungary	–	87.59%
Moravskoslezské Cukrovarý A.S.	Hrušovany	Czech Republic	–	97.66%
o.o.o. AGRANA Fruit Moscow Region	Serpuchov	Russia	–	100.00%
S.C. A.G.F.D. Tandarei s.r.l.	Țândărei	Romania	–	99.99%
S.C. AGRANA Romania S.A.	Bucharest	Romania	–	91.33%
Slovenské Cukrovarý s.r.o.	Sereď	Slovakia	–	100.00%
Ybbstaler Fruit Austria GmbH	Kröllendorf/ Allhartsberg	Austria	–	50.01%
Ybbstaler Fruit Polska Sp. Z.o.o	Chefm	Poland	–	50.01%
Yube d.o.o.	Požega	Serbia	–	100.00%
<b>Non-consolidated subsidiaries</b>				
AGRANA Skrob s.r.o.	Hrušovany	Czech Republic	–	100.00%
<i>Reporting date: 31 Dec 2013   Equity: € 74.9 thousand   Profit for the period: € 38.4 thousand</i>				
AGRANA ZHG Zucker Handels GmbH	Vienna	Austria	–	100.00%
<i>Reporting date: 28 Feb 2014   Equity: € 8.1 thousand   Loss for the period: € 1.9 thousand</i>				
Dr. Hauser Gesellschaft m.b.H.	Hamburg	Germany	–	100.00%
<i>Reporting date: 28 Feb 2014   Equity: € 48.2 thousand   Loss for the period: € 2.9 thousand</i>				
Österreichische Rübensamenzucht Gesellschaft m.b.H.	Vienna	Austria	–	86.00%
<i>Reporting date: 30 Apr 2013   Equity: € 1,585.0 thousand   Profit for the period: € 245.9 thousand</i>				
PERCA s.r.o.	Hrušovany	Czech Republic	–	100.00%
<i>Reporting date: 31 Dec 2013   Equity: € 436.4 thousand   Profit for the period: € 42.5 thousand</i>				
Zuckerforschung Tulln Gesellschaft m.b.H.	Vienna	Austria	100.00%	–
<i>Reporting date: 31 Dec 2013   Equity: € 4,587.1 thousand   Profit for the period: € 1,611.1 thousand</i>				

Name of company	City/town	Country	Equity interest	
			Direct	Indirect
<b>II. Joint ventures</b>				
<b>Joint ventures accounted for by proportionate consolidation</b>				
"AGRAGOLD" d.o.o.	Brčko	Bosnia- Herzegovina	–	50.00%
AGRAGOLD d.o.o.	Zagreb	Croatia	–	50.00%
AGRAGOLD dooel Skopje	Skopje	Macedonia	–	50.00%
AGRAGOLD Holding GmbH	Vienna	Austria	–	50.00%
AGRAGOLD trgovina d.o.o.	Ljubljana	Slovenia	–	50.00%
AGRANA-STUDEN Beteiligungs GmbH	Vienna	Austria	–	50.00%
AGRANA Studen Sugar Trading GmbH	Vienna	Austria	–	50.00%
Company for trade and services AGRANA-STUDEN Serbia d.o.o. Beograd	Belgrade	Serbia	–	50.00%
GreenPower E85 Kft	Szabadegyháza	Hungary	–	50.00%
HUNGRANA Keményítő- és Isocukorgyártó és Forgalmazó Kft.	Szabadegyháza	Hungary	–	50.00%
HungranaTrans Kft.	Szabadegyháza	Hungary	–	50.00%
STUDEN-AGRANA Rafinerija Secera d.o.o.	Brčko	Bosnia- Herzegovina	–	50.00%
<b>Non-consolidated joint ventures</b>				
SCO STUDEN & CO. BRASIL EXPORTACAO E IMPORTACAO LTDA.	São Paulo	Brazil	–	37.75%
<i>Reporting date: 31 Dec 2013   Equity: € 348.4 thousand   Loss for the period: € 1.7 thousand</i>				

## REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

We have audited the accompanying consolidated financial statements of AGRANA Beteiligungs-Aktiengesellschaft, Vienna, for the year from 1 March 2013 to 28 February 2014. These consolidated financial statements comprise the consolidated statement of financial position as of 28 February 2014, the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of cash flows and the consolidated statement of changes in equity for the fiscal year ending on 28 February 2014 and a summary of significant accounting policies and other explanatory notes.

### **Management's Responsibility for the Consolidated Financial Statements and for the Accounting System**

The Company's management is responsible for the group accounting system and for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU, and the additional requirements pursuant to Section 245a UGB (Austrian Commercial Code). This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### **Auditor's Responsibility and Description of Type and Scope of the Statutory Audit**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with laws and regulations applicable in Austria and in accordance with International Standards on Auditing, issued by the International Auditing and Assurance Standards Board (IAASB) of the International Federation of Accountants (IFAC). Those standards require that we comply with professional guidelines and that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Group's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

Our audit did not give rise to any objections. In our opinion, which is based on the results of our audit, the consolidated financial statements comply with legal requirements and give a true and fair view of the financial position of the Group as of 28 February 2014 and of its financial performance and its cash flows for the year from 1 March 2013 to 28 February 2014 in accordance with International Financial Reporting Standards (IFRSs) as adopted by the EU.

### REPORT ON THE MANAGEMENT REPORT FOR THE GROUP

Pursuant to statutory provisions, the management report for the Group is to be audited as to whether it is consistent with the consolidated financial statements and as to whether the other disclosures are not misleading with respect to the Company's position. The auditor's report also has to contain a statement as to whether the management report for the Group is consistent with the consolidated financial statements and whether the disclosures pursuant to Section 243a UGB (Austrian Commercial Code) are appropriate.

In our opinion, the management report for the Group is consistent with the consolidated financial statements. The disclosures pursuant to Section 243a UGB (Austrian Commercial Code) are appropriate.

Vienna, 29 April 2014

KPMG Austria AG  
Wirtschaftsprüfungs- und Steuerberatungsgesellschaft

signed by:

Mag. Rainer Hassler	ppa. Mag. Nikolaus Urschler
Wirtschaftsprüfer	Wirtschaftsprüfer

(Austrian Chartered Accountants)

# STATEMENT BY THE MEMBERS OF THE MANAGEMENT BOARD

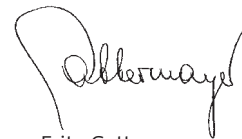
In accordance with section 82 (4) Austrian Stock Exchange Act, the undersigned members of the Management Board, as the legal representatives of AGRANA Beteiligungs-AG, confirm to the best of their knowledge that:

- the consolidated financial statements of AGRANA Beteiligungs-AG for the year ended 28 February 2014, which have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union, give a true and fair view of the financial position, results of operations and cash flows of the AGRANA Group;
- the Group management report for the 2013|14 financial year presents the business performance, financial results and situation of the AGRANA Group so as to provide a true and fair view of the Group's financial position, results of operations and cash flows, together with a description of the principal risks and uncertainties faced by the Group.

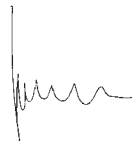
Vienna, 29 April 2014



Johann Marihart  
Chief Executive Officer  
Present responsibilities: Business Strategy,  
Production, Quality Management, Human Resources,  
Communication (including Investor Relations),  
Research & Development, and Starch Segment



Fritz Gattermayer  
Member of the Management Board  
Present responsibilities: Sales, Raw Materials,  
Purchasing, and Sugar Segment



Walter Grausam  
Member of the Management Board  
Present responsibilities: Finance, Controlling,  
Treasury, Information Technology and Organisation,  
Mergers & Acquisitions, Legal, and Fruit Segment



Thomas Kölbl  
Member of the Management Board  
Responsibility on Internal Audit

# PARENT COMPANY FINANCIAL STATEMENTS AND PARENT COMPANY MANAGEMENT REPORT 2013|14

AGRANA BETEILIGUNGS-AG  
UNDER AUSTRIAN COMMERCIAL CODE (UGB)

**126** Parent company management report<sup>1</sup>

**163** Parent company financial statements

**164** Parent company income statement

**165** Parent company balance sheet

**166** Notes to the parent company  
financial statements<sup>1</sup>

**188** Independent auditor's report

**190** Statement by the members  
of the Management Board

**191** Proposed appropriation of profit

<sup>1</sup> In German only

# PARENT COMPANY MANAGEMENT REPORT

FOR THE YEAR ENDED 28 FEBRUARY 2014

AGRANA BETEILIGUNGS-AG

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## INHALTSVERZEICHNIS

Überblick

Geschäftsverlauf und wirtschaftliche Lage der AGRANA Beteiligungs-Aktiengesellschaft

Beteiligungen der AGRANA Beteiligungs-Aktiengesellschaft

Segmente der AGRANA-Gruppe

Umwelt und Nachhaltigkeit

Forschung und Entwicklung

Personal- und Sozialbericht

Risikomanagement und Internes Kontrollsystem

Zweigniederlassungen

Ereignisse nach dem Bilanzstichtag

Prognosebericht

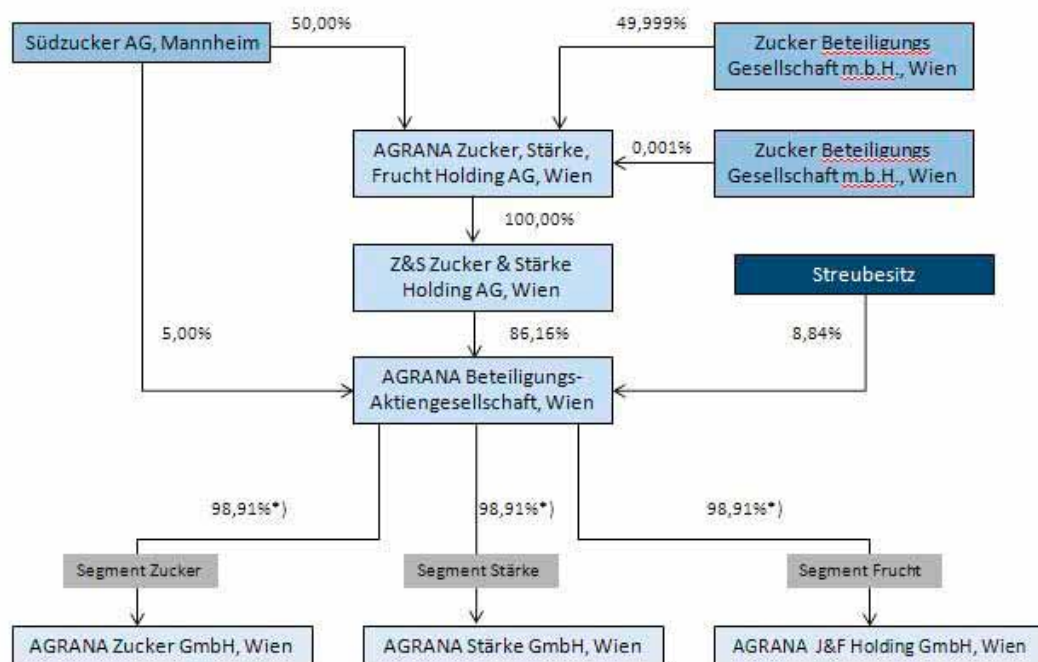


## ÜBERBLICK

Die AGRANA Beteiligungs-Aktiengesellschaft ist die Holding-Gesellschaft der AGRANA-Gruppe („AGRANA“). Die AGRANA-Gruppe ist ein international ausgerichteter Konzern, welcher landwirtschaftliche Rohstoffe zu einer Vielzahl von industriellen Produkten für die weiterverarbeitende Industrie veredelt. Rund 8.000 Mitarbeiter an 54 Produktionsstandorten auf allen fünf Kontinenten erwirtschafteten im Geschäftsjahr 2013|14 einen Konzernumsatz von rund 3,04 Mrd. €. Die AGRANA Beteiligungs-Aktiengesellschaft notiert seit 1991 im Prime Market Segment der Wiener Börse.

AGRANA beliefert in den drei Geschäftssegmenten Zucker, Stärke (inklusive Bioethanol) und Frucht lokale Produzenten sowie große internationale Konzerne speziell im Nahrungsmittelsektor. Im Segment Zucker wird auch der Endkonsument direkt über den Lebensmitteleinzelhandel bedient.

Folgendes Organigramm zeigt die Eigentümerstruktur sowie wesentliche Beteiligungen der AGRANA Beteiligungs-Aktiengesellschaft zum 28. Februar 2014:



\* ) Die restlichen Anteile auf 100% werden von der Tochtergesellschaft AGRANA Marketing- und Vertriebsservice Gesellschaft m.b.H. gehalten.

Die AGRANA Beteiligungs-Aktiengesellschaft hält zum 28. Februar 2014 auch Beteiligungen an INSTANTINA Nahrungsmittel Entwicklungs- und Produktions Gesellschaft m.b.H., Wien (66,67 %), Zuckerforschung Tulln Ges.m.b.H., Tulln (100,00 %), AGRANA Marketing- und Vertriebsservice Gesellschaft m.b.H., Wien (100,00 %) und AGRANA Group Services GmbH, Wien (100,00 %).

## GESCHÄFTSVERLAUF UND WIRTSCHAFTLICHE LAGE DER AGRANA BETEILIGUNGS-AKTIENGESELLSCHAFT

basierend auf dem Jahresabschluss nach UGB zum 28. Februar 2014

<b>Geschäftsentwicklung</b>		<b>2013   14</b>	<b>2012   13</b>
Umsatzerlöse	t€	71	71
Sonstige betriebliche Erträge	t€	37.972	37.478
Betriebsleistung	t€	38.043	37.549
Operatives Ergebnis (Betriebserfolg)	t€	-9.067	-7.476
Operative Marge <sup>1</sup>	%	-23,8%	-19,9%
Beteiligungserträge	t€	53.745	53.825
Finanzerfolg	t€	61.948	60.089
Ergebnis der gewöhnlichen Geschäftstätigkeit	t€	52.881	52.612
Jahresüberschuss	t€	53.411	52.693
Investitionen in Sachanlagen und immaterielle Vermögenswerte	t€	3.131	1.996
Investitionen in Finanzanlagen	t€	0	129.256

<sup>1</sup> Operative Marge = Operatives Ergebnis / Betriebsleistung

### Ertragslage

Weder das Ergebnis der gewöhnlichen Geschäftstätigkeit noch der Jahresüberschuss der Gesellschaft haben sich gegenüber dem Vorjahr wesentlich verändert.

### Investitionen

Im Geschäftsjahr wurden keine Investitionen in Finanzanlagen vorgenommen. Die AGROFRUCHT GmbH (100 %ige Beteiligung) wurde in die AGRANA Group-Services GmbH (100 %ige Beteiligung) verschmolzen.

## Vermögens- und Finanzlage

Bilanzkennzahlen		Veränderung		
		2013   14	2012   13	in %
Bilanzsumme	t€	761.858	762.077	0,0%
Grundkapital	t€	103.210	103.210	0,0%
Immaterielle Vermögensgegenstände und Sachanlagen	t€	4.158	3.171	31,1%
Anteile an verbundenen Unternehmen	t€	422.485	422.485	0,0%
Andere Finanzanlagen	t€	195.456	195.456	0,0%
Eigenkapital	t€	594.716	592.433	0,4%
Eigenkapitalquote <sup>1</sup>	%	78,1%	77,7%	0,4%
Haftungsverhältnisse	t€	272.361	320.211	-14,9%

<sup>1</sup> Eigenkapitalquote = Eigenkapital / Gesamtkapital

Die Bilanzsumme verzeichnete gegenüber dem Vorjahr eine unwesentlich rückläufige Entwicklung von 219 t€ bzw. -0,03 %.

Die Eigenkapitalquote von 78,1 % (Vorjahr: 77,7 %) zeigt eine solide Eigenkapitalausstattung und Bilanzstruktur der Gesellschaft.

## Cashflow

		<b>2013   14</b>	<b>2012   13</b>	<b>Veränderung in %</b>
Cashflow aus laufender				
Geschäftstätigkeit	t€	55.578	53.121	4,6%
Cashflow aus Investitionstätigkeit	t€	-3.107	-131.093	-97,6%
Cashflow aus Finanzierungstätigkeit	t€	-51.182	58.935	-186,8%
Veränderung der flüssigen Mittel	t€	-1.931	-19.037	-89,9%
Bestand an flüssigen Mittel <sup>1</sup>	t€	130	2.061	-93,7%

<sup>1</sup> einschließlich Forderungen gegenüber dem Konzern-Cash-Pooling mit AGRANA Group-Services GmbH  
2013|14: t€ 0; 2012|13: t€ 1.863

Der Cashflow aus der laufenden Geschäftstätigkeit verringerte sich im Geschäftsjahr 2013|14 um 763 t€ auf 52.358 t€ (Vorjahr: 53.121 t€).

Der Cashflow aus der Investitionstätigkeit reduzierte sich im Vergleich zum Vorjahr um 97,6 % auf 3.107 t€ und enthält im Wesentlichen Investitionen in immaterielles Anlagevermögen und Sachanlagen.

Der Cashflow aus der Finanzierungstätigkeit war im Vorjahr trotz Dividendenauszahlung von rd. 51.127 T€ durch die Aufnahme eines Schuldscheindarlehens in Höhe von rd. 110.000 T€ positiv. Heuer enthält er im Wesentlichen die Dividendenauszahlung von rd. 51.127 T€.

## BETEILIGUNGEN DER AGRANA BETEILIGUNGS- AKTIENGESELLSCHAFT

### **AGRANA Zucker GmbH**

Die AGRANA Zucker GmbH ist als Dachgesellschaft für die Zuckeraktivitäten des Konzerns operativ in Österreich tätig und fungiert als Holding für die Zucker-Beteiligungen in Ungarn, Tschechien, der Slowakei, Rumänien, Bulgarien und Bosnien-Herzegowina. Der Zuckervertrieb sowie der Vertrieb der Gastronomie-Produkte der zur PortionPack Europe-Gruppe gehörenden Hellma Lebensmittel-Verpackungs Ges.m.b.H. erfolgen ebenfalls durch die AGRANA Zucker GmbH.

Für Erläuterungen des wirtschaftlichen Umfelds und der Geschäftsentwicklung des Segments ZUCKER wird auf die nachfolgenden Ausführungen im Kapitel „Segmente der AGRANA-Gruppe“ verwiesen.

### **AGRANA Stärke GmbH**

Die AGRANA Stärke GmbH stellt an den österreichischen Produktionsstandorten Gmünd und Aschach Kartoffel- und Maisstärkeprodukte her und fungiert als Holding für die internationalen Beteiligungen in Ungarn und Rumänien sowie für die AGRANA Bioethanol GmbH, Wien.

Für Erläuterungen des wirtschaftlichen Umfelds und der Geschäftsentwicklung des Segments STÄRKE wird auf die nachfolgenden Ausführungen im Kapitel „Segmente der AGRANA-Gruppe“ verwiesen.

### **AGRANA Juice & Fruit Holding GmbH**

Die AGRANA J & F Holding GmbH fungiert als Holding für sämtliche nationale und internationale Tochtergesellschaften im Segment Frucht. Die Koordination und operative Führung für den Bereich Fruchtzubereitungen erfolgt durch die Holdinggesellschaft AGRANA Fruit S.A.S. mit Sitz in Mity-Mory|Frankreich. Im Bereich Fruchtsaftkonzentrate operiert als Holding die AGRANA Juice Holding GmbH mit Sitz in Gleisdorf|Österreich.

Für Erläuterungen des wirtschaftlichen Umfelds und der Geschäftsentwicklung des Segments FRUCHT wird auf die nachfolgenden Ausführungen im Kapitel „Segmente der AGRANA-Gruppe“ verwiesen.

### **INSTANTINA Nahrungsmittel Entwicklungs- und Produktions Gesellschaft m.b.H.**

Die INSTANTINA Nahrungsmittel Entwicklungs- und Produktions Gesellschaft m.b.H. ist auf die Entwicklung und Produktion von Instantprodukten spezialisiert und ist dem Segment Zucker zugeordnet.

### **AGRANA Marketing- und Vertriebservice Gesellschaft m.b.H.**

Die AGRANA Marketing- und Vertriebservice Gesellschaft m.b.H. fungiert als Holding Gesellschaft und hält neben der AGRANA Beteiligungs-Aktiengesellschaft die Anteile an AGRANA Zucker GmbH, AGRANA Stärke GmbH und AGRANA J & F Holding GmbH.

### **Zuckerforschung Tulln Ges.m.b.H.**

Bei der Zuckerforschung Tulln Ges.m.b.H, Tulln, werden schwerpunktmäßig die Forschungs- und Entwicklungsaktivitäten für Zucker und Stärke der AGRANA-Gruppe gebündelt.

### **AGRANA Group Services GmbH**

Die AGRANA Group Services GmbH erfüllt im Konzern die Finanzierungsfunktion und betreibt das Cash-Pooling. Sie ist, wie die Holding, dem Segment Zucker zugeordnet.

## SEGMENTE DER AGRANA-GRUPPE

Da die AGRANA Beteiligungs-Aktiengesellschaft die Holding-Funktion für die AGRANA-Gruppe („AGRANA“) und ihre wesentlichen Beteiligungen die Holding-Funktionen für die Segmente der Gruppe übernehmen, wird nachfolgend auch auf die Geschäftsentwicklung und das wirtschaftliche Umfeld der Segmente eingegangen.

Angaben zur Geschäftsentwicklung basieren auf dem IFRS-Konzernabschluss der AGRANA-Gruppe für das Geschäftsjahr 2013|14.

### SEGMENT ZUCKER

Die AGRANA Zucker GmbH, Wien, ist als Dachgesellschaft für die Zuckeraktivitäten des Konzerns operativ in Österreich tätig und fungiert als Holding für die Zucker-Beteiligungen in Ungarn, Tschechien, der Slowakei, Rumänien, Bulgarien, Mazedonien, Serbien, Kroatien, Slowenien und Bosnien-Herzegowina. Im Segment Zucker sind weiters die Instantina Nahrungsmittel Entwicklungs- und Produktionsgesellschaft m.b.H., Wien, sowie die AGRANA Beteiligungs-Aktiengesellschaft, Wien, als Gruppen-Holding angesiedelt. Der Zuckervertrieb sowie der Vertrieb der Gastronomie-Produkte der zur PortionPack Europe-Gruppe gehörenden Hellma Lebensmittel-Verpackungs Ges.m.b.H., Wien, erfolgen ebenfalls durch die AGRANA Zucker GmbH.

#### **Wirtschaftliches Umfeld**

##### Zuckerweltmarkt

Mengenmäßig geht das Marktforschungsinstitut F.O. Licht für das Zuckerwirtschaftsjahr (ZWJ) 2013|14 (Oktober 2013 bis September 2014) aktuell von einer Erzeugung von 181,0 (ZWJ 2012|13: 183,1) Mio. Tonnen und einem Verbrauch von 175,8 (ZWJ 2012|13: 168,7) Mio. Tonnen aus. Das würde eine weitere Stabilisierung der Weltzuckerbestände bei 76,2 (ZWJ 2012|13: 78,5) Mio. Tonnen bzw. 43,3 % (ZWJ 2012|13: 46,5 %) des Jahresverbrauchs bedeuten.

Die Preisentwicklung auf den Zuckermärkten war über weite Strecken des Geschäftsjahres volatil. In den letzten Monaten des Geschäftsjahres setzte ein steter Preisdruck ein, der Ende Jänner 2014 sogar zu einem 3-Jahres-Tiefstkurs führte. Meldungen über geringere Produktionsmengen in Südamerika aufgrund von Trockenheit und möglicherweise ausfallende Exportförderungen in Indien führten in weiterer Folge zu einem Ende der Abwärtsbewegung. Zum Stichtag 28. Februar 2014 schlossen die Börsen mit 476 \$ je Tonne für Weißzucker bzw. 363 € je Tonne für Rohzucker.

##### EU-Zuckermarkt

Die Zuckerproduktion der EU-28 für das ZWJ 2013|14 soll im Vergleich zum Vorjahr um rund 0,9 Mio. auf 16,4 Mio. Tonnen fallen. Verantwortlich dafür sind herausfordernde Witterungsbedingungen (teils extreme Trockenheit, teils ausgiebige Regenfälle sowie extreme Kälte) während des Anbaus und der Ernte.

Die Europäische Kommission führte im abgelaufenen ZWJ 2013|14 – wie auch schon im Jahr zuvor – zwei außerordentliche Maßnahmen zur Erhöhung der Marktversorgung durch. Mittels einer Dauerausschreibung für Einfuhren von Zucker zu einem ermäßigten Zollsatz wurden rund 550.000 Tonnen Zucker für den zollbegünstigten Import freigegeben. Zudem wurden vier Tranchen Nicht-Quotenzucker zu jeweils 150.000 Tonnen in Quotenzucker „umgewandelt“ und an den EU-Food-

Markt geliefert. Somit standen laut Statistiken der Europäischen Kommission insgesamt 1,15 Mio. Tonnen Zucker zusätzlich für den Markt zur Verfügung. Im ZWJ 2013|14 ist ohne weitere Maßnahmen der EU-Kommission eine ausgeglichene Zuckerbilanz zwischen Angebot und Nachfrage zu erwarten.

Gleichzeitig gab die Europäische Kommission für das ZWJ 2013|14 Exportkontingente in Höhe von 1,35 Mio. Tonnen für europäischen Nicht-Quotenzucker frei (dies entspricht dem Exportlimit der World Trade Organisation, WTO).

#### EU-Zuckerpolitik

Das EU-Parlament und der EU-Agrarministerrat haben im Rahmen der Verhandlungen zur Verlängerung der Gemeinsamen Agrarpolitik bis 2020 den Vorschlag der EU-Kommission, die Quoten- und Rübenmindestpreisregelungen bereits nach dem ZWJ 2014|15 auslaufen zu lassen, korrigiert und sich auf eine Verlängerung bis zum Ende des ZWJ 2016|17 (30. September 2017) geeinigt.

Nach dem Auslaufen der Zucker- und Isoglukosequoten und der Regelungen betreffend Rübenmindestpreis zum 30. September 2017 sieht die neue Marktordnung für den Binnenmarkt neben einer unveränderten Referenzschwelle für Weißzucker von 404 € je Tonne die Möglichkeit einer staatlich finanzierten privaten Lagerhaltung und eine fortgesetzte Vertragspflicht zwischen Rübenanbauern und Zuckerindustrie vor. Als Konsequenz müssen sich alle Akteure in der Zucker-Wertschöpfungskette darauf einstellen, dass die Mengen- und Preisvolatilitäten des Weltmarkts stärker als bisher auf den EU-Zuckermarkt durchschlagen.

Der Außenschutz des EU-Zuckermarktes gegenüber Drittländern ist davon nicht betroffen und bleibt unverändert. AGRANA erwartet darüber hinaus, dass die Zuckerexporte nach Wegfall der Quoten zukünftig keiner Mengenbegrenzung mehr unterliegen, weil dann Quoten- und Mindestrübenpreis als (ordnungspolitische) Grundlage für das WTO-Exportlimit entfallen.

#### Außenhandel Zucker

Bei der internationalen Ministerkonferenz in Bali|Indonesien (3. bis 6. Dezember 2013) konnten zwar die seit 2001 laufenden WTO-II-Verhandlungen („Doha-Runde“) nicht abgeschlossen werden, allerdings wurde eine Teillösung erarbeitet: Von den insgesamt 43 Teilbereichen der Doha-Development-Agenda („DDA“) wurde zumindest der Punkt „Handelserleichterungen“ umgesetzt, der Vereinfachungen in der administrativen Abwicklung mit sich bringt. Der weitere Zeitplan ist derzeit noch unbekannt.

### **Rohstoff, Ernte und Produktion**

Die Zuckerrübenanbaufläche der AGRANA-Kontraktbauern betrug im ZWJ 2013|14 rund 105.000 (ZWJ 2012|13: 102.000) Hektar, wobei etwas mehr als 650 Hektar in Österreich für den biologischen Anbau verwendet wurden. 2013 war hinsichtlich der Vegetationsbedingungen ein Jahr der Extreme: Rund 3.000 Hektar Anbaufläche gingen im Frühjahr infolge von Frost, Verschlammungen und anderen Aufgangsproblemen sowie im Sommer zuerst durch Überschwemmungen und später durch Trockenheit und Hitze verloren. Die Wachstumsbedingungen ab Ende August bis zum Spätherbst waren für die Zuckerrübe aber wieder positiv. Im gesamten Rübenanbaubereich der AGRANA-Gruppe wurden durchschnittliche Rübenenerträge erzielt, wobei es in den verschiedenen Regionen massive Unterschiede gab. Insgesamt wurde für AGRANA eine Rübenmenge von rund 6,2 Mio. (Vorjahr: 5,5 Mio.) Tonnen geerntet.



Die sieben AGRANA-Zuckerrübenfabriken verarbeiteten täglich rund 50.500 (Vorjahr: 48.800) Tonnen Rüben. In durchschnittlich 125 (Vorjahr: 117) Tagen pro Werk wurden daraus rund 953.000 (Vorjahr: 823.000) Tonnen Zucker erzeugt. Die Zuckerproduktion lag damit deutlich über der AGRANA-EU-Rübenzuckerquote von 618.000 Tonnen und übertraf auch die Vorjahresmenge um ca. 16%. Die Quote übersteigende Mengen werden als Nicht-Quotenzucker an die chemische Industrie vermarktet, im Rahmen der freigegebenen Mengen im EU-Food-Markt abgesetzt oder auf den Weltmarkt exportiert. Im Geschäftsjahr 2013|14 raffinierte AGRANA rund 274.700 (Vorjahr: 296.600) Tonnen Weißwert aus Rohzucker, wobei auf das Werk in Kaposvár|Ungarn rund 50.500 (Vorjahr: 23.100) Tonnen Weißzucker zur Versorgung des Defizitmarktes Ungarn entfielen. Das Unternehmen produzierte in der vergangenen Bio-Rüben-Kampagne rund 3.900 (Vorjahr: rund 5.000) Tonnen Bio-Zucker.

## Investitionen

Im Segment Zucker gab AGRANA im Geschäftsjahr 2013|14 43,2 (Vorjahr: 55,9) Mio. € für Neu- und Ersatzinvestitionen aus. Am österreichischen Standort Tulln wurde die Laborgebäudeerweiterung der Zuckerforschung Tulln planmäßig fertiggestellt. Im November 2013 konnte in Kaposvár|Ungarn der neue 60.000 Tonnen fassende Kristallzuckersilo eröffnet werden. In Hrušovany und Opava, beide in Tschechien, wurden zur Verbesserung der Zuckerqualität Dünnsaft-Enthärtungsanlagen in Betrieb genommen. In Roman und Buzau, beide in Rumänien, wurde die Abpackung weiter modernisiert und zur Sicherung der Zuckerqualität wurden zwei Silos mit Konditionierungssystemen ausgestattet.

## Geschäftsentwicklung

Der Absatz im Segment Zucker konnte im Geschäftsjahr 2013|14 im Vergleich zum Vorjahr in fast allen Bereichen gesteigert werden. Die sich laufend ändernden Marktgegebenheiten führen jedoch zunehmend zu einer Erhöhung der Komplexität der Geschäftstätigkeit sowohl auf der Verkäufer- als auch Käuferseite.

Besonders erfreulich zeigte sich der höhere Absatz an den Groß- und Einzelhandel, insbesondere in den osteuropäischen Ländern. Insgesamt ist es trotz des schwierigen Umfelds gelungen, Marktpositionen zu halten oder sogar auszubauen. Die Situation in Ungarn, wo weiterhin durch Mehrwertsteuerbetrug in signifikantem Ausmaß das Preisniveau manipuliert wird, stellt sich weiterhin schwierig dar.

Im Bereich der Getränke- und Lebensmittelindustrie sorgten die Vereinbarungen mit lokalen und internationalen Key Account-Kunden für stabile Abnahmemengen. Der Absatz von Nicht-Quotenzucker an Kunden der chemischen Industrie sowie die Drittlandexporte lagen weitgehend auf Vorjahresniveau.

An das hohe Preisniveau des Vorjahres konnte hingegen nicht angeschlossen werden, was sich auf die Margen im Segment Zucker erheblich negativ auswirkte.

Die Absätze von AGRANA Zucker lagen in Österreich im abgelaufenen Geschäftsjahr leicht unter dem Vorjahresniveau. Die Marktposition konnte dennoch gehalten werden. Der Absatz an die Lebensmittel- und Getränkeindustrie zeigte sich aufgrund der intensiven Zusammenarbeit mit lokalen und internationalen Großkunden stabil.

Im Geschäftsjahr 2013|14 konnte AGRANA in Ungarn im Retail- und im Industriegeschäft trotz eines schwierigen Marktumfelds die Absatzmenge steigern (+8,5 %). Getrieben durch einen hohen Umsatzsteuersatz, gibt es weiterhin viele kleine Importeure, die durch unterlassene Steuerzahlungen einen Wettbewerbsvorteil gegenüber AGRANA genießen und damit das Preisniveau negativ beeinflussen. Um die bestmögliche Versorgung des ungarischen Marktes zu gewährleisten, wurde in Ungarn auch in diesem Jahr importierter Rohzucker raffiniert. Der Quotenzuckerexport ist durch wesentlich geringere Mengen von Zuckerswaps und die Belieferung von EU-Kunden aus Österreich stark zurückgegangen.

Innerhalb Tschechiens lag der Zuckerabsatz im abgelaufenen Geschäftsjahr insgesamt über Vorjahresniveau (+5,1 %). Während sich das Geschäft mit der Industrie positiv entwickelte (+18,2 %), sank der Absatz an den Lebensmittelhandel um 15,4 %. Auch in Tschechien ging der Quotenzuckerexport durch nicht in der Dimension des Vorjahres durchgeführte Zuckerswaps stark zurück.

In der Slowakei lag der Gesamtzuckerabsatz im Geschäftsjahr 2013|14 auf dem Niveau des Vorjahres. Das Minus im Bereich der Lebensmittelindustrie (-8,3 %) konnte durch die positive Entwicklung des Geschäftes mit dem Handel kompensiert werden (+13,0 %). Der Export von Überschusszucker und Quotenzucker zeigt aufgrund der niedrigeren Verfügbarkeit ein deutliches Minus gegenüber dem Vorjahr.

AGRANA konnte in Rumänien im Geschäftsjahr 2013|14 zum wiederholten Mal eine Steigerung des Zuckerabsatzes um insgesamt 20,3 % erzielen. Dafür waren insbesondere deutlich höhere Handelsabsätze, aber auch verstärkte Exporte verantwortlich.

Innerhalb Bulgariens konnte durch eine intensive Marktbearbeitung im abgelaufenen Geschäftsjahr wieder eine Absatzsteigerung erzielt werden (+20,6%). Das Wachstum wurde in Industrie und Handel gleichermaßen erreicht.

In der Region Westbalkan konnte der Zuckerabsatz im Vergleich zur Vorjahresperiode wieder gesteigert werden (+19,0%). Dies war insbesondere auf eine positive Entwicklung des Zuckerhandels zurückzuführen.

### **Ergebnis aus Sondereinflüssen im Segment Zucker**

Die Europäische Kommission hat im Dezember 2013 ein EuGH-Urteil umgesetzt, demzufolge die europäische Zuckerwirtschaft zu Unrecht eingehobene Beiträge aus der sogenannten Produktionsabgabe zurückerhalten soll. Aus diesem Titel wurden AGRANA 4,7 Mio. € rückerstattet. Dieser Betrag wurde als Sonderergebnis im Geschäftsjahr 2013|14 verbucht.

**GESCHÄFTSENTWICKLUNG****SEGMENT ZUCKER**

		<b>2013   14</b>	<b>2012   13</b>
Umsatzerlöse (brutto)	t€	1.109.678	1.202.208
Umsätze zwischen den Segmenten	t€	-86.903	-80.692
Umsatzerlöse	t€	1.022.775	1.121.516
EBITDA <sup>1</sup>	t€	65.839	138.851
Operatives Ergebnis <sup>1</sup>	t€	45.306	119.115
Operative Marge	%	4,4	10,6
Ergebnis aus Sondereinflüssen	t€	4.677	0
Ergebnis der Betriebstätigkeit	t€	49.983	119.115
Investitionen in Sachanlagen und immaterielle Vermögenswerte <sup>2</sup>	t€	43.185	55.903
Investitionen in Finanzanlagen	t€	15	17
Mitarbeiter		2.399	2.315

<sup>1</sup> Vor Sondereinflüssen<sup>2</sup> Ausgenommen Geschäfts-/Firmenwerte

Im Geschäftsjahr 2013|14 sank der Umsatz im Segment Zucker um -8,8 % auf 1.022,8 (Vorjahr: 1.121,5) Mio. €. Die Reduktion war auf stark rückläufige Verkaufspreise zurückzuführen. Mengenmäßig konnte sowohl im Handels- als auch im Industriezuckergeschäft die führende Position mit hohen Quotenzuckerabsätzen und gutem Service weiter gefestigt werden. Auch im Nicht-Quotenzuckerbereich, also bei Zuckerlieferungen an Drittländer (außerhalb der EU) und an die chemische Industrie, konnte AGRANA mengenmäßig leicht zulegen. Der Umsatzanteil des Segments Zucker am Konzernumsatz betrug 33,6 % (Vorjahr: 36,6 %).

Das operative Ergebnis des Segments Zucker in Höhe von 45,3 Mio. € lag wie erwartet deutlich unter dem Rekordergebnis des Vorjahres (119,1 Mio. €). Einflussfaktoren waren die fallenden Verkaufspreise bei noch hohen Rohstoffkosten, sowohl für Rüben als auch für Rohzucker. Erfreulich zeigte sich die Entwicklung bei den Nebenprodukten (Trockenschnitzel und Melasse), wo gute Zusatzdeckungsbeiträge erwirtschaftet werden konnten. Durch gezielte Investitionen wurden zudem zahlreiche Qualitätsverbesserungen und Kosteneinsparungen, insbesondere im Energiebereich, erreicht.

Das Ergebnis aus Sondereinflüssen im Segment Zucker resultierte aus EU-Rückerstattungen in Zusammenhang mit der Produktionsabgabe im Segment Zucker.

## SEGMENT STÄRKE

Das Segment Stärke umfasst die AGRANA Stärke GmbH mit den österreichischen Stärkeprodukten der Kartoffelstärkefabrik in Gmünd und der Maisstärkefabrik in Aschach sowie die Führung und Koordination der internationalen Beteiligungen in Ungarn und Rumänien. Das Geschäftsfeld Bioethanol ist ebenfalls Teil des Segments Stärke.

### Wirtschaftliches Umfeld

Die Weltgetreidebilanz für das Wirtschaftsjahr 2013|14<sup>1</sup> ergibt laut Internationalem Getreiderat (IGC<sup>2</sup>) eine gegenüber dem Vorjahr deutlich höhere Produktion und Nachfrage. Die weltweite Maisproduktion in Höhe von 959 Mio. Tonnen wird den Verbrauch um 27 Mio. Tonnen ebenso übersteigen, wie die Weizenproduktion von 708 Mio. Tonnen die Nachfrage in Höhe von 691 Mio. Tonnen. Demnach ist für beide Rohstoffe ein Anstieg der globalen Lagerbestände zu erwarten.

Der günstigeren Versorgungssituation auf den internationalen Rohstoffmärkten folgend, sind die Terminnotierungen im Jahresverlauf gesunken. Zum Zeitpunkt Anfang März 2014 lag die Maisnotierung an der NYSE Euronext Liffe Paris bei rund 169 € je Tonne und jene für Weizen bei rund 201 € je Tonne; die entsprechenden Vorjahresnotierungen lagen noch bei 227 bzw. 248 € je Tonne. Die Isoglukose-Quote der EU-28 beträgt rund 720.000 Tonnen, wobei auf HUNGRANA mit 250.000 Tonnen der größte Anteil entfällt.

### Rohstoff, Ernte und Produktion

#### Kartoffelstärke

In der Kampagne 2013|14 hat die österreichische Stärkefabrik in Gmünd in 101 (Vorjahr: 127) Tagen rund 160.200 (Vorjahr: 216.800) Tonnen Stärkeindustriekartoffeln mit einem durchschnittlichen Stärkegehalt von 18,7 % (Vorjahr: 18,5 %) verarbeitet. Dabei lag der Bio-Anteil (gemessen an der Einsatzmenge) bei rund 4 % (Vorjahr: 6 %). Für das Anbaujahr 2014 plant AGRANA eine Stärkekartoffel-Kontraktmenge von rund 220.000 Tonnen. Aus rund 23.000 (Vorjahr: 24.000) Tonnen Speiseindustriekartoffeln wurden etwa 4.300 (Vorjahr: 4.400) Tonnen Kartoffeldauerprodukte erzeugt, wobei der Bio-Anteil bei rund 19 % (Vorjahr: 29 %) lag.

#### Maisstärke

Die gesamte Maisverarbeitungsmenge (ohne Bioethanolverarbeitung) in den AGRANA-Stärkefabriken in Österreich, Ungarn (50 %) und Rumänien wuchs im Geschäftsjahr 2013|14 auf rund 805.000 (Vorjahr: 791.000) Tonnen. Davon entfiel auf die Verarbeitung von Nassmais (auf Basis Feuchtgewicht) eine Menge von rund 200.000 (Vorjahr: 173.000) Tonnen. Der Anteil an Spezialmais (Wachsmas, Bio-Mais, Garantiert Gentechnikfreier Mais) stieg auf rund 62.000 (Vorjahr: 59.000) Tonnen.

#### Weizenstärke

In der im Juni 2013 neu eröffneten Weizenstärke-Anlage am Standort Pischelsdorf wurden im Geschäftsjahr 2013|14 netto rund 66.500 Tonnen Weizen zur Gewinnung von Weizenstärke eingesetzt.

<sup>1</sup> Getreidewirtschaftsjahr: Juli bis Juni

<sup>2</sup> International Grains Council

## Investitionen

Die Investitionen im Segment Stärke betragen im Geschäftsjahr 2013|14 41,0 (Vorjahr: 59,1) Mio. € und flossen zum Großteil in den Standort Pischelsdorf|Österreich. Dort wurde die Weizenstärkefabrik mit einem mehrjährigen projektbezogenen Gesamtinvestitionsvolumen von 70 Mio. €, unter Nutzung von Förderungen des Bundes (Österreich) sowie des Bundeslandes Niederösterreich von rund 3,4 Mio. €, fertiggestellt sowie ein Verwaltungsgebäude errichtet. Daneben wurde am Standort Pischelsdorf die Energieeffizienz durch Wärmerückgewinnung aus der Futtermittel-trocknung erhöht. Bei der ungarischen Beteiligung HUNGRANA erfolgten Investitionen in das Projekt „Wasserfreies Ethanol“ sowie in eine neue Gasturbine. Im Werk Aschach|Österreich wurde die Kapazität der Produktion von Wachsmasderivaten erweitert sowie in eine zusätzliche Sirup-Verladespur investiert. Am Standort Gmünd|Österreich wurde u.a. in die Walzentrocknung investiert.

## Geschäftsentwicklung

Im Geschäftsjahr 2013|14 stieg der Umsatz der AGRANA Stärke GmbH, vor allem aufgrund höherer Verkaufsmengen sowie leicht höherer Verkaufspreise für Haupt- und Nebenprodukte, um rund 13 %. Bei den Stärkeprodukten im Speziellen wurden jedoch marktbedingt geringere Verkaufspreise als im Vorjahr erzielt. Zusammen mit den gesunkenen Rohstoffaufwendungen führte die positive Umsatzentwicklung auch zu einem Anstieg des operativen Ergebnisses. Aufgrund einer stabilen Marktnachfrage und der konsequenten Marktbearbeitung sowie der zusätzlichen Mengen aus der Weizenstärkefabrik in Pischelsdorf|Österreich konnten die Absatzmengen der Haupt- und Nebenprodukte gegenüber dem Vorjahr gesteigert werden. In Summe legte der Mengenabsatz von 1.182.300 Tonnen im Vorjahr auf heuer 1.322.200 Tonnen deutlich zu. Der Absatz von Nebenprodukten lag mit 797.200 (Vorjahr: 680.800) Tonnen deutlich über dem Vorjahreswert, was insbesondere auf höhere Verkäufe von Futtermittel-Handelswaren zurückzuführen war. Die knappe weltweite Versorgungslage mit Proteinfuttermitteln führte im Jahresvergleich zu einem höheren Preisniveau der Nebenprodukte (Maiskraftfutter, Maiskleber und Kartoffelproteine).

Im Geschäftsjahr 2013|14 ging der Umsatz der ungarischen Beteiligung HUNGRANA um rund 7 % zurück. Rückläufige Verkaufspreise bei den Hauptprodukten – insbesondere Bioethanol und Isoglukose – sowie geringere Verkaufsmengen für Haupt- und Nebenprodukte von -2 % bzw. -9 % waren für den Umsatzrückgang verantwortlich. Die Absatzmenge lag mit insgesamt 505.500 Tonnen um 25.300 Tonnen unter dem Niveau des Vorjahres. Die geringeren Rohstoffpreise konnten die rückläufigen Verkaufspreise und -mengen nicht kompensieren, sodass HUNGRANA im abgelaufenen Geschäftsjahr einen geringeren Ergebnisbeitrag lieferte.

Trotz niedriger Verkaufspreise für Haupt- und Nebenprodukte lag der Umsatz der rumänischen Beteiligung auf Vorjahresniveau, beim operativen Ergebnis war aber ein deutlicher Rückgang zu verzeichnen.

## Bioethanol

### Wirtschaftspolitisches Umfeld und Rahmenbedingungen

Der 2012 von der Europäischen Kommission veröffentlichte Richtlinienvorschlag, das Thema der indirekten Landnutzungsänderungen („Indirect Land Use Change“ oder ILUC) in die bestehende „Erneuerbare-Energien-Richtlinie“ (2009/28/EG) aufzunehmen, wurde in seiner gegenwärtigen Form mehrheitlich vom Rat der Europäischen Union abgelehnt. Der Vorschlag muss von der Kommission überarbeitet werden. Aufgrund der bevorstehenden Europawahlen ist allerdings mit einer Lösung vor 2015 nicht zu rechnen. Daher sieht sich AGRANA darin bestätigt, die Synergien

der Produktion von Nahrung, Futtermittel und Energie durch Investitionen in moderne Technologien und die Kaskaden-Nutzung der eingesetzten Rohstoffe zu realisieren. So reduziert das Nebenprodukt ActiProt®, ein hochwertiges Eiweißfuttermittel, den Bedarf an Sojaimporten aus Übersee. AGRANA verwendet für die Bioethanolproduktion ausschließlich den europäischen Nachhaltigkeitskriterien entsprechende, regionale Futtergetreideüberschüsse.

#### AGRANA Bioethanol-Aktivitäten in 2013|14

AGRANA betreibt in Pischelsdorf|Österreich und im Rahmen ihrer 50%-Beteiligung an HUNGRANA Kft. in Szabadegyháza|Ungarn zwei kombinierte Stärke- und Bioethanolerzeugungsanlagen. Im Geschäftsjahr 2013|14 haben die österreichischen Rübenbauern (Rübenproduzenten Beteiligungs GesmbH) ihren Anteil von 25,1 % an der AGRANA Bioethanol GmbH in Pischelsdorf an die AGRANA Stärke GmbH verkauft. Die gesamte Bioethanol-Produktionskapazität der beiden Werke beträgt rund 400.000 m<sup>3</sup>.

Der Absatz von Bioethanol (konsolidiert Österreich und 50 %-Anteil Ungarn, ohne Industrialkohol) lag mit 336.100 m<sup>3</sup> knapp über dem Vorjahresniveau (Vorjahr: 331.500 m<sup>3</sup>). Die Verkaufspreise von Bioethanol lagen jedoch unter dem Vorjahr (-7 %).

In der österreichischen Bioethanol-Anlage in Pischelsdorf wurden in Summe rund 601.000 (Vorjahr: 567.000) Tonnen Getreide – mit einem Verhältnis von Weizen (inkl. Triticale) zu Mais von etwa 45:55 (anteiliger Nassmais auf Basis Feuchtgewicht) – verarbeitet. Für die Ernte 2014 wurden wieder Anbauverträge für Ethanolgetreide angeboten.

Die ungarische Ethanolproduktion ist Teil der Stärkefabrik HUNGRANA in Szabadegyháza, die Mais zu Stärke, Isoglukose und Bioethanol verarbeitet. Dort wurden rund 190.000 (Vorjahr: 222.000) Tonnen Mais (bezogen auf den 50 %-Anteil der AGRANA) für die Verarbeitung zu Bioethanol eingesetzt.

**GESCHÄFTSENTWICKLUNG****SEGMENT STÄRKE**

		<b>2013   14</b>	<b>2012   13</b>
Umsatzerlöse (brutto)	t€	858.556	813.724
Umsätze zwischen den Segmenten	t€	-10.044	-9.420
Umsatzerlöse	t€	848.512	804.304
EBITDA <sup>1</sup>	t€	87.722	96.193
Operatives Ergebnis <sup>1</sup>	t€	61.440	72.614
Operative Marge	%	7,2	9,0
Ergebnis aus Sondereinflüssen	t€	53	0
Ergebnis der Betriebstätigkeit	t€	61.493	72.614
Investitionen in Sachanlagen und immaterielle Vermögenswerte <sup>2</sup>	t€	40.952	59.081
Investitionen in Finanzanlagen	t€	0	0
Mitarbeiter		1.008	950

<sup>1</sup> Vor Sondereinflüssen<sup>2</sup> Ausgenommen Geschäfts-/Firmenwerte

Der Umsatz des Segments Stärke im Geschäftsjahr 2013|14 lag mit 848,5 Mio. € um 5,5 % über dem Vorjahreswert (804,3 Mio. €). Der Umsatzanstieg wurde vor allem durch höhere Verkaufsmengen für Haupt- und Nebenprodukte hervorgerufen. Die neu errichtete Weizenstärkefabrik in Pischelsdorf|Österreich konnte plangemäß zusätzliche Stärkemengen in den Markt bringen. Die Verkaufspreise für Haupt- und Nebenprodukte lagen etwas unter dem Vorjahresniveau. Der Umsatzanteil des Segments Stärke am Konzernumsatz erhöhte sich auf 27,9 % (Vorjahr: 26,2 %).

Das operative Ergebnis in der Höhe von 61,4 Mio. € lag um 15,4 % unter dem Vorjahreswert von 72,6 Mio. €. Die rückläufige Ergebnisentwicklung war vor allem dem geringeren Ergebnisbeitrag der Bioethanol-Aktivitäten geschuldet. Sowohl die AGRANA Bioethanol GmbH als auch die ungarische Beteiligung HUNGRANA konnten niedrigere Verkaufspreise von Bioethanol nicht durch geringere Rohstoffaufwendungen kompensieren. Darüber hinaus führte die Inbetriebnahme der Weizenstärkefabrik am Standort Pischelsdorf|Österreich zu den erwarteten Anlaufverlusten. Die rückläufige Ergebnisentwicklung führte – bei einem höheren Umsatz – zu einem Rückgang der operativen Marge von 9,0 % auf 7,2 %.

## SEGMENT FRUCHT

Die AGRANA J & F Holding GmbH ist die Dachgesellschaft für das Segment Frucht. Die Koordination und operative Führung für den Bereich Fruchtzubereitungen erfolgt durch die Holdinggesellschaft AGRANA Fruit S.A.S. mit Sitz in Mitry-Mory|Frankreich. Im Bereich Fruchtsaftkonzentrate operiert seit dem Zusammenschluss von AGRANA Juice und Ybbstaler die AUSTRIA JUICE GmbH mit Sitz in Kröllendorf/Allhartsberg|Österreich als Holding.

### Wirtschaftliches Umfeld

#### Marktumfeld

Die weltweite Nachfrage nach *Fruchtzubereitungen* für Joghurts, Eiscreme und Food Services legt weiterhin um ca. 3 % pro Jahr zu. Dabei wächst eine Reihe von Nicht-EU-Märkten, wo der Pro-Kopf-Verbrauch auf einem verhältnismäßig geringen Niveau liegt, dynamisch.

Für die USA zeigen die neuesten Marktdaten von IRI<sup>3</sup> für Fruchtjoghurts ein starkes mengenmäßiges (+ 3 %) und wertmäßiges Wachstum (+8 %). Der Bedarf an Fruchtzubereitungen nimmt dabei noch stärker zu, da in der mit 29 % stark wachsenden Produktgruppe der „Greek Yoghurts“ eine relativ höhere Beimischung von Fruchtzubereitungen vorgenommen wird.

Weitere Regionen mit starken Wachstumsraten von bis zu 10 % bleiben Brasilien, Nordafrika, Ukraine, China und Südostasien. Geringere Wachstumsraten um rund 3 % gibt es in Ländern, in denen der Markt schon weit entwickelt ist (wie z.B. in Südkorea und Australien), oder in Ländern, in denen sich die generelle Wirtschaftsdynamik abgeschwächt hat (Russland, Mexiko und Südafrika).

In der EU sinkt der Bedarf an Fruchtzubereitungen weiterhin im Ausmaß von ca. 1,5 % pro Jahr. Ursachen dafür sind wie in der Vergangenheit die Konsumzurückhaltung aufgrund der gesamtwirtschaftlichen Situation und ein leichter Trend zu Naturjoghurts ohne Fruchtzubereitungen. Positive Ausnahmen sind die relativ kleinen Märkte in Skandinavien, die ein leichtes Wachstum aufweisen, sowie Frankreich (zweitgrößter Markt nach Deutschland), wo sich der Fruchtjoghurtmarkt stabilisiert.

Im *Konzentratgeschäft* ist der Trend zu Fruchtsaftgetränken mit niedrigem Saftgehalt ungebrochen. Bei hochfruchtsafthaltigen Getränken ist die Konsumententwicklung in Westeuropa (im Wesentlichen Deutschland) weiterhin leicht rückläufig. Das Preisniveau für Fruchtsaftkonzentrate hat sich in Europa aufgrund der vorhandenen Restbestände aus der sehr guten Ernte 2012, den durchschnittlichen Verarbeitungsmengen in den wichtigsten Anbaugebieten Europas (Polen, Italien, Ungarn) in der Verarbeitungssaison 2013 und der überdurchschnittlichen Ernte in der Türkei bei einem niedrigen Preis stabilisiert.

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<sup>3</sup> Information Resources, Inc.



### Produktionsstandorte

AGRANA ist weltweit führender Hersteller von **Fruchtzubereitungen** für die Molkerei-, Backwaren- sowie Eiscremeindustrie mit einem globalen Marktanteil von rund einem Drittel. Insgesamt betrieb die Gruppe zum Bilanzstichtag 25 Produktionsstandorte für Fruchtzubereitungen in 20 Ländern. Mit dem neuen Standort in Lysander im Bundesstaat New York|USA (Inbetriebnahme Mitte Mai 2014) soll vor allem der steigenden Kundennachfrage in Kanada und im Nordosten der USA Rechnung getragen werden. In Südafrika wurde der Produktionsstandort Kapstadt Ende Jänner 2014 geschlossen und die lokale Produktion auf den zentraler gelegenen Standort Johannesburg konzentriert.

AUSTRIA JUICE ist mit 14 Produktionsstandorten, davon einem in China, der führende Hersteller von **Apfel- und Beerensaftkonzentraten** in Europa. Seit dem Zusammenschluss von AGRANA Juice mit der Ybbstaler-Gruppe werden erfolgreich Synergien genutzt, eine verstärkte Betreuung internationaler Märkte gewährleistet und weitere Wachstumsmöglichkeiten geschaffen. Das Unternehmen möchte seine führende Rolle als Lieferant von Fruchtsaftkonzentraten, Fruchtprärees, Getränkegrundstoffen, natürlichen Aromen sowie Direktsäften für die weiterverarbeitende Getränkeindustrie weiter stärken.

AUSTRIA JUICE produziert in Europa hauptsächlich Apfelsaftkonzentrat mit einem relativ hohen Säuregrad zur weiteren Herstellung von 100 %-Apfelsäften und Apfelschorlen. Der chinesische Standort liegt in Xianyang City in der größten Apfelanbauregion der Welt und zeichnet sich dementsprechend durch eine gute Rohstoffversorgung für „süßes“ chinesisches Apfelsaftkonzentrat aus. Neben Äpfeln verarbeitet AGRANA auch Beeren zu Buntsaftkonzentraten für den Absatz auf dem internationalen Markt. Im Zuge der Optimierung der Standortstruktur für die Fruchtsaftkonzentratproduktion in Österreich schloss AUSTRIA JUICE den Produktionsstandort Gleisdorf nach Beendigung der Verarbeitung 2013. Wesentliche Anlagenteile für die Erweiterung der Verarbeitungskapazität wurden nach Kröllendorf/Allhartsberg verlegt.

### **Rohstoff, Ernte und Produktion**

Das abgelaufene Wirtschaftsjahr brachte eine Entlastung auf den Rohstoffmärkten mit sich. Gründe dafür waren die moderate Nachfrage auf den Fruchtmärkten sowie Währungskursentwicklungen in den Schwellenländern. Generell haben sich die Einkaufspreise im Durchschnitt leicht unter dem Vorjahresniveau eingependelt. Die Preise für Zucker, Stärke und Flüssigzucker, die einen wesentlichen Kostenfaktor in den Fruchtzubereitungsrezepturen darstellen, lagen deutlich unter jenen des Vorjahres.

Die Ernten in den Hauptbeschaffungsregionen waren mit wenigen Ausnahmen durchschnittlich bis überdurchschnittlich gut.

Innerhalb der AGRANA-Gruppe wird stets versucht, mögliche negative Rohstoffpreiseffekte durch eine gute Deckungspolitik und die Nutzung des globalen Sourcing-Netzwerks abzumildern.

Die zunehmende Produktvielfalt und laufend steigende Qualitätsanforderungen machen eine Weiterentwicklung und Vergrößerung des AGRANA-Lieferantennetzwerkes neben der Ausweitung der unternehmensinternen Rohwarenerzeugung notwendig. Vor allem die zunehmende Nachfrage nach nachhaltig erzeugten Rohstoffen bedarf verstärkter Anstrengungen in der Zusammenarbeit mit den Erzeugern, die bereits nachweisbare Erfolge brachten und sich positiv in den Verkäufen der Endprodukte niederschlugen.

Im Geschäftsbereich *Fruchtsaftkonzentrate* lagen die verfügbaren Apfelmengen in den Haupt-Verarbeitungsregionen in Europa (Polen, Ungarn) rund 20 % unter den Mengen des Vorjahres. Die geringen Ernten in Deutschland führten in den angrenzenden Ländern zu einer Stabilisierung der zuvor gefallen Rohstoffpreise. Eine Erhöhung des Importzolles nach Europa sowie deutlich reduzierte Produktionsmengen und folglich höhere Preise für chinesisches Apfelsaftkonzentrat verringerten dessen Wettbewerbsfähigkeit in Europa.

Die Beerenverarbeitungssaison war in Summe von guten Mengenverfügbarkeiten bei den Hauptfrüchten gekennzeichnet. Einzig bei Himbeeren war in der zweiten Saisonhälfte, bedingt durch die Trockenheit und hohe Temperaturen, eine deutliche Verknappung des Angebotes feststellbar.

AUSTRIA JUICE konnte durch eine gezielte Anpassung der Sourcing-Strategie die vertriebsseitig geplanten Mengenziele erreichen. Vor allem die durch den Merger angestrebte Erhöhung der Eigenproduktionsquote konnte einen wesentlichen positiven Ergebnisbeitrag erwirken.

### **Investitionen**

Die Investitionen im Segment Frucht betrugen 51,8 (Vorjahr: 34,9) Mio. € und betrafen neben Instandhaltungsmaßnahmen auch Kapazitätserweiterungen. Das Hauptprojekt in diesem Segment ist die Errichtung des vierten Fruchtzubereitungswerks in Nordamerika (Lysander|New York), von dem aus zukünftig der Nordosten der USA sowie Kanada beliefert werden wird. Die Inbetriebnahme ist für Mitte Mai 2014 geplant. In der Ukraine wurde die Kapazität durch die Installierung einer neuen Produktionslinie erweitert. Zudem vergrößerte das weltweite Absatzwachstum bei Fruchtzubereitungen den Bedarf an Edelstahlcontainern für den Transport. Im Geschäftsbereich *Fruchtsaftkonzentrate* wurden vorrangig Investitionen zur Verbesserung der Produktionseffizienz vorgenommen. Neben den sonstigen erforderlichen Ersatzinvestitionen wurde mit der Optimierung der Standortstruktur in Österreich begonnen sowie an der Einführung eines einheitlichen Warenwirtschaftssystems gearbeitet.

### **Geschäftsentwicklung**

Im Geschäftsjahr 2013|14 konnten der Absatz im *Fruchtzubereitungsbereich* um 3,8 % auf 518.000 Tonnen gesteigert und die weltweite Marktführerschaft bei Fruchtzubereitungen weiter ausgebaut werden.

Trotz des herausfordernden Marktumfeldes konnte das Unternehmen seine Position in der EU (ohne Osteuropa) als bedeutendste Region für den Geschäftsbereich marginal ausbauen und auch den Gewinn leicht steigern. Dies war v.a. durch Mengenwachstum und gutes Kostenmanagement möglich. AGRANA wird weiterhin Maßnahmen treffen, um die Rentabilität in der EU weiter zu erhöhen.

In Osteuropa (Russland, Ukraine) konnte AGRANA aufgrund eines geringeren Handelsvolumens zwar den Umsatz nicht halten, aber die operative Marge verbessern.

In Nordamerika blieb der Umsatz trotz Mengenwachstums stabil. Dafür waren der starke Euro und die teilweise Bereitstellung von Rohstoffen durch Großkunden verantwortlich. Der Ertrag konnte jedoch durch den im Vergleich zum Mengenwachstum unterproportionalen Kostenanstieg wesentlich gesteigert werden.

In Lateinamerika konnte AGRANA trotz schwacher Währungen in allen drei Ländern, in denen der Konzern tätig ist (Argentinien, Brasilien und Mexiko), den Umsatz halten und die Ertragslage verbessern. Die Nachwirkungen der im Jahr 2012 aufgedeckten Betrugsaffäre in Mexiko belasten zwar die lokale Organisation durch die Abwicklung vieler gerichtsanhängiger zivil- und strafrechtlicher Verfahren, die Geschäfte liefen aber zufriedenstellend.

In der Region Asien/Australien konnten der Umsatz gesteigert und die hohe Rentabilität gehalten werden. Vor allem die Produktionserweiterung in China ermöglichte das Wachstum in dieser Region.

Auch Umsatz und Ertrag in der Region Naher Osten/Nordafrika entwickelten sich gut. Trotz der schwierigen politischen Umstände entwickelte sich das ägyptische Joint Venture ausgezeichnet und erfüllte die Erwartungen. Lediglich in Südafrika kam es zu einem massiven Absatzrückgang, welcher mit der vorgezogenen Zusammenlegung der Produktion am Standort Johannesburg und Schließung des Werkes in Kapstadt beantwortet wurde.

Im Vergleich zum Geschäftsjahr 2012|13 stieg der Absatz im Bereich *Fruchtsaftkonzentrate* um knapp 8 %. AUSTRIA JUICE ist global tätig, wobei die EU den Kernabsatzmarkt darstellt. Weitere wesentliche Absatzmärkte sind Nordamerika, Russland sowie der Mittlere und Ferne Osten. Das im chinesischen Werk hergestellte Apfelsaftkonzentrat wird vor allem in die USA, nach Japan, Indien, Russland und Australien geliefert. Das Geschäftsfeld „Fruchtwein“ zeigte im Vergleich zum Geschäftsjahr 2012|13 ein Umsatz- und Absatzwachstum.

Die Preisentwicklungen waren auch im abgelaufenen Geschäftsjahr volatil, wobei in Summe eine sinkende Tendenz festzustellen war. In Form von branchenüblichen Jahreskontrakten wurde der Großteil der Produktion aus der Ernte 2013 bereits während der laufenden Kampagne weltweit verkauft.

Ergebnisseitig konnte das gesunkene Preisniveau nur teilweise durch niedrigere Rohstoffpreise abgemildert werden.

Die Integration von AGRANA Juice und Ybbstaler in AUSTRIA JUICE verläuft nach wie vor planmäßig. Es ist davon auszugehen, dass die Harmonisierung des Geschäftsmodells und der Systeme im kommenden Geschäftsjahr im Wesentlichen abgeschlossen wird und ab dem Geschäftsjahr 2015|16 die Synergien voll umgesetzt werden können.

### **Ergebnis aus Sondereinflüssen im Segment Frucht**

Das Ergebnis aus Sondereinflüssen im Geschäftsjahr 2013|14 basiert auf einmaligen Effekten in der Fruchtzubereitungs-Gesellschaft AGRANA Fruit South Africa (Proprietary) Ltd. Die gesamte südafrikanische Produktion wird u.a. aufgrund logistischer Gründe zukünftig am Standort Johannesburg konzentriert; das Werk in Kapstadt wurde im Jänner 2014 geschlossen. Die diesbezüglichen Einmalkosten in Höhe von 0,8 Mio. € resultierten vor allem aus Abfertigungsverpflichtungen und Sonderabschreibungen.

Das Sonderergebnis des Vorjahres betraf einerseits Reorganisationsmaßnahmen im Fruchtzubereitungsgeschäft in Europa sowie Vorsorgen im Zuge der aufgedeckten Unregelmäßigkeiten in der Geschäftsgebarung von AGRANA Fruit México, S.A. de C.V.

## GESCHÄFTSENTWICKLUNG

### SEGMENT FRUCHT

		2013 14	2012 13 <sup>3</sup>
Umsatzerlöse (brutto)	t€	1.172.672	1.141.255
Umsätze zwischen den Segmenten	t€	-529	-1.169
Umsatzerlöse	t€	1.172.143	1.140.086
EBITDA <sup>1</sup>	t€	105.361	83.306
Operatives Ergebnis <sup>1</sup>	t€	64.639	45.210
Operative Marge	%	5,5	4,0
Ergebnis aus Sondereinflüssen	t€	-786	-19.077
Ergebnis der Betriebstätigkeit	t€	63.853	26.133
Investitionen in Sachanlagen und immaterielle Vermögenswerte <sup>2</sup>	t€	51.814	34.864
Investitionen in Finanzanlagen	t€	162	41
Mitarbeiter		5.371	5.184

<sup>1</sup> Vor Sondereinflüssen

<sup>2</sup> Ausgenommen Geschäfts-/Firmenwerte

<sup>3</sup> Die Vorjahreswerte wurde gemäß IAS 8 in Verbindung mit IAS 19 Leistungen an Arbeitnehmer (revised 2011) angepasst.

Der Umsatz im Segment Frucht legte im Geschäftsjahr 2013|14 um 2,8 % auf 1.172,1 (Vorjahr: 1.140,1) Mio. € zu. Der Mengenabsatz von Fruchtzubereitungen konnte um rund 6 % gesteigert werden, wobei die Zuwächse in den Werken der EU rund 5 % und jene außerhalb von Europa rund 7 % betragen. Die positive Umsatzentwicklung im Bereich Fruchtsaftkonzentrate war vor allem auf eine höhere Absatzmenge von Apfelsaftkonzentrat (auch aufgrund der im ersten Quartal des Vorjahres noch nicht enthaltenen Ybbstaler-Mengen) zurückzuführen. Der Umsatzanteil des Segments Frucht am Konzernumsatz betrug 38,5 % (Vorjahr: 37,2 %).

Das operative Ergebnis lag mit 64,6 Mio. € um 42,9 % über dem Vorjahreswert von 45,2 Mio. €. Die operative Marge betrug 5,5 % und konnte somit um 1,5 Prozentpunkte gegenüber dem Vorjahr gesteigert werden. Ausschlaggebend dafür waren Absatzsteigerungen im Fruchtzubereitungsgeschäft. Im Fruchtsaftkonzentratgeschäft konnte das operative Ergebnis aufgrund der günstigen Kontraktssituation aus der Vorjahreskampagne (2012) gesteigert werden. Zusatzerträge ergaben sich ebenfalls aufgrund der Vollkonsolidierung der Ybbstaler-Gesellschaften im ersten Quartal 2013|14 (Konsolidierung erfolgte seit dem zweiten Quartal 2012|13).

## UMWELT UND NACHHALTIGKEIT

AGRANA versteht unter Nachhaltigkeit die Balance zwischen Ökonomie, Ökologie und Sozialem. Im Rahmen des konzernweiten Nachhaltigkeits-Managements hat AGRANA drei Leitsätze formuliert, die ihr Nachhaltigkeitsverständnis im Rahmen ihrer Geschäftstätigkeit noch konkreter zusammenfassen:

- verwerten annähernd 100 % der eingesetzten Rohstoffe und nutzen emissionsarme Technologien zum Schutz der Umwelt;
- achten alle unsere Stakeholder und die Gesellschaften, in denen wir tätig sind;
- leben langfristige Partnerschaften.

Diese drei Leitsätze sind inhaltlich auch in AGRANAs Unternehmensleitbild integriert und sollen dem Management und allen Mitarbeitern, über gesetzliche Anforderungen und freiwillige Verpflichtungen und Standards hinaus, als praktische und leicht verständliche Anleitung zu täglich nachhaltigem Handeln dienen.

### **Nachhaltigkeitsberichterstattung**

#### Organisatorische Berichtsgrenzen

Die in diesen Geschäftsbericht 2013|14 integrierten, mit dem grünen Fingerabdruck gekennzeichneten, für AGRANAs Geschäftstätigkeit wesentlichen Nachhaltigkeitsinformationen orientieren sich am Fragebogen der Global Reporting Initiative (GRI-Version 3.1.) bzw. an deren Branchenzusatz für die Lebensmittelindustrie.

Die für die Segmente Zucker, Stärke und Frucht erstellten Kennzahlen enthalten erstmals auch Daten der AUSTRIA JUICE GmbH, einem Joint Venture-Unternehmen, das im Geschäftsjahr 2012|13 durch die Fusion von AGRANA Juice Holding GmbH und Ybbstaler Fruit Austria GmbH entstand und von AGRANA im Segment Frucht finanziell vollkonsolidiert wird.

Aus organisatorischen Gründen sind die finanziell quotenkonsolidierten Joint Venture-Unternehmen des AGRANA-Konzerns, die AGRANA-Studen-Gruppe (Segment Zucker), die INSTANTINA (Segment Zucker) sowie die HUNGRANA-Gruppe (Segment Stärke) weiterhin nicht in der Datensammlung enthalten.

#### Inhaltliche Berichtsgrenzen

AGRANA widmet sich weltweit an den wesentlichsten Standorten in den Geschäftssegmenten Zucker, Stärke und Frucht der Veredelung von agrarischen Rohstoffen zu Lebensmitteln bzw. hochwertigen Vorprodukten, v.a. für weiterverarbeitende Nahrungsmittelunternehmen sowie technische Anwendungen.

Die im Rahmen ihrer Geschäftstätigkeit wesentlichen Nachhaltigkeitsaspekte wurden im Geschäftsjahr 2012|13 von einem segment- und funktionenübergreifenden AGRANA-Nachhaltigkeits-Kernteam in folgende sechs Themenfelder gegliedert:

- Umwelt- und Sozialkriterien in der Beschaffung agrarischer Rohstoffe
- Umwelt- und Energieaspekte in der Produktion
- Arbeitsbedingungen und Menschenrechte der Mitarbeiter
- Produktverantwortung und nachhaltige Produkte
- Gesetzes- und Regelkonformität sowie Geschäftsgebarung
- Gesellschaftliches Engagement



AGRANA ordnete diesen sechs Themenfeldern, die jeweils für ihre Geschäftstätigkeit inhaltlich relevanten Indikatoren der GRI zu. Die Wesentlichkeit der einzelnen Indikatoren wurde auf Basis von in den verschiedenen Geschäftssegmenten und Funktionen von Stakeholder-Gruppen erhaltenen Rückmeldungen festgestellt und durch das AGRANA-Nachhaltigkeits-Kernteam im Geschäftsjahr 2012|13 erstmals konzernweit strukturiert erfasst sowie 2013|14 bestätigt.

Die folgenden Projekte wurden in den sechs Themenfeldern im Geschäftsjahr 2013|14 bereits umgesetzt bzw. erfolgt ein Ausblick auf laufende Programme sowie Projekte in den Folgejahren:

#### Umwelt- und Sozialkriterien in der Beschaffung:

- Um dem wachsenden Konsumentenbewusstsein und daraus resultierenden erhöhten Kundenanforderungen, v.a. der weiterverarbeitenden Lebensmittelindustrie, in Hinblick auf Umwelt - und Sozialkriterien in der vorgelagerten, agrarischen Lieferkette gerecht zu werden und ihre gesellschaftliche Verantwortung wahrzunehmen, startete AGRANA Ende des Geschäftsjahres 2013|14 eine Arbeitsgruppe zum Thema nachhaltige Beschaffung. Die Teilnehmer aus allen AGRANA Geschäftssegmenten werden im laufenden Geschäftsjahr 2014|15, abhängig von der Integrationstiefe des Beschaffungsmodells dem damit verbundenen Einfluss auf Nachhaltigkeitsaspekte, diese in der Beschaffungsstrategie evaluieren und im Rahmen einer Wesentlichkeitsanalyse weiterentwickeln.
- Bereits im Geschäftsjahr 2012|13 startete das Segment Frucht auf Basis von kundenspezifischen Forderungen zur Einhaltung von Sozialkriterien und Umsetzung von bestimmten Agrarpraktiken ein über diese Forderungen hinausgehendes Pilotprojekt. Ziel des Projektes war die Zertifizierung von Erdbeer- und Brombeerlieferanten im Bundesstaat Michoacán|Mexiko nach den Kriterien des internationalen RainforestAlliance-Standards. Im Rahmen des Projektes bot AGRANA interessierten Vertragsfarmern in Kooperation mit anderen wissensvermittelnden Partnern zur Vorbereitung auf die Zertifizierungs-Audits Schulungen z.B. zu Pestizideinsatz, Wasser- und Abfall-Management, Reporting an. Das Angebot umfasst außerdem finanzielle und fachliche Unterstützung beim Aufbau von Infrastruktur z.B. Toiletten, Duschen, medizinischer Vorsorge. Nach nur sechs Monaten Umsetzungszeitraum bestanden im November 2013 alle teilnehmenden Erdbeer- und, früher als geplant, auch drei von sieben teilnehmenden Brombeerfarmen die Zertifizierung. Das aus Geldern der Österreichischen Entwicklungszusammenarbeit im Rahmen einer Wirtschaftspartnerschaft der Austrian Development Agency geförderte Projekt stellt eine Win-win-Situation für alle beteiligten Stakeholder dar: Die rund 1.100 Mitarbeiter der teilnehmenden Anbaubetriebe profitieren von besseren Sicherheits- und Sozialstandards am Arbeitsplatz und schützen durch nachhaltigere Bewirtschaftungsmethoden zum Wohl der gesamten Gemeinschaft langfristig die Umwelt. Der weitere gesellschaftliche und



ökologische Nutzen liegt im langfristigen Schutz natürlicher Ressourcen und der Biodiversität. Die Landwirte erhoffen sich durch die Verbesserung der Produktqualität und Arbeitseffizienz sowie die im Bundesstaat Michoacán innovative Zertifizierung einen Wettbewerbsvorteil. AGRANA profitiert durch die über einen kundenspezifischen Standard hinausgehende international anerkannte Zertifizierung ihrer Lieferanten und gewinnt in diesem Pilotprojekt wichtige Erkenntnisse bzgl. des personellen Aufwands und der Kosten der Zertifizierung von Vertragslieferanten nach einem internationalen Standard. Dieses Wissen kann künftig im Rahmen des Strategieprozesses „nachhaltige Beschaffung“ auch in anderen Schwellenmärkten einfließen.

#### Umwelt- und Energieaspekte in der Produktion:

- AGRANA hat im Geschäftsjahr 2013|14 die Einführung eines nach ISO 50001 zertifizierbaren Energie-Management-Systems für alle österreichischen Produktionsstandorte vorbereitet. Im Geschäftsjahr 2014|15 werden die definierten Energiekennzahlen erhoben sowie die zuständigen Mitarbeiter eingeschult. Basierend auf der Auswertung der Energiekennzahlen, werden Aktionspläne für weitere Energiesparmaßnahmen erstellt. AGRANA strebt eine Zertifizierung nach ISO 50001 für Herbst 2014 an.
- „klima:aktiv“, die Klimaschutzinitiative des Lebensministeriums, zeichnete im November 2013 Unternehmen für Energiesparmaßnahmen im Rahmen des betrieblichen Klimaschutzes aus. AGRANA Zucker GmbH wurde für die Installation von Niedertemperaturtrocknern im Geschäftsjahr 2011|12 in den Zuckerfabriken Tulln und Leopoldsdorf|Österreich mit der „klima:aktiv“-Urkunde geehrt.

#### Arbeitsbedingungen und Menschenrechte in Bezug auf AGRANA-Mitarbeiter:

- Die im Geschäftsjahr 2013|14 erstmals über alle Geschäftssegmente nach weltweit einheitlich definierten Kriterien erhobenen Arbeitssicherheits-Kennzahlen werden aktuell analysiert. Aufgrund der Ergebnisse dieser Analyse werden Verbesserungspotenziale identifiziert und Best Practices an den einzelnen Standorten entsprechend angepasst bzw. schrittweise umgesetzt
- Zur Unterstützung der zeitlichen Vereinbarkeit von Berufs- und Familien-Anforderungen bietet AGRANA im Sommer 2014 im Rahmen eines Pilotprojektes Ferienbetreuung für Kinder von Mitarbeitern der Zuckerfabriken Tulln, Leopoldsdorf und des Werkes Pischelsdorf an. Während der niederösterreichischen Kindergarten- bzw. Schulferien werden ausgebildete Pädagogen des Niederösterreichischen Hilfswerks für Kinder von Mitarbeitern ein ganztägiges jeweils altersgerechtes, buntes Betreuungsprogramm gestalten.

#### Produktverantwortung und nachhaltige Produkte:

- Produktverantwortung ist eines der sechs Nachhaltigkeits-Kernthemen bei AGRANA. Da AGRANA hauptsächlich Vorprodukte für die weiterverarbeitende Lebensmittelindustrie erzeugt, stellen „Lebensmittelsicherheit“ und „Produktschutz“ die Arbeitsschwerpunkte in diesem Bereich dar. Die Einhaltung geltender nationaler rechtlicher Anforderungen an allen Produktionsstätten stellt für AGRANA den Basisanspruch dar. Zusätzlich orientiert sich AGRANA an international anerkannten Standards im Bereich Lebensmittelsicherheit, wie dem Codex Alimentarius (Lebensmittelkodex der FAO – Food and Agriculture Organization und der WHO – World Health Organization). Im Codex Alimentarius wird mit den „General Principles of Food Hygiene“ das Hazard Analysis and Critical Control Point (HACCP)-System eingeführt. Damit werden mögliche Gefahren für die menschliche Gesundheit, die von chemischer, physikalischer oder mikrobiologischer Natur sein können, analysiert und bewertet. In weiterer Folge werden entsprechende Schritte zur Beseitigung bzw. notwendigen Reduktion dieser Gefahren gesetzt.

Das Unternehmen geht in seinem Bestreben nach Lebensmittelsicherheit über die gesetzlichen Anforderungen hinaus und hat daher weltweit anerkannte Standards für Lebensmittelsicherheit und Produktschutz im Zuge von externen Zertifizierungen eingeführt. Die bedeutendsten Standards sind z.B. der FSSC 22000, die ISO 22000 und der IFS. Im Geschäftsjahr 2013|14 waren mehr als 90% aller Produktionsstandorte nach mindestens einem internationalen Standard zur Lebensmittelsicherheit zertifiziert.

#### Gesellschaftliches Engagement:

- Im Herbst 2013 beging AGRANA ihr 25-jähriges Firmenjubiläum. Das gesamte Geschäftsjahr 2013|14 standen externe Veranstaltungen und die Unternehmenskommunikation im Zeichen der erfolgreichen Entwicklung von einem österreichischen Zucker- und Stärkeproduzenten zu einem international tätigen Konzern. Um dieses Jubiläum mit den Mitarbeitern gebührend zu feiern fand im September 2013 ein Fest für die Beschäftigten aller österreichischen Werke am Standort der Zuckerfabrik Tulln statt. Daneben wurde ein Benefizkonzert in Kooperation mit dem Theater an der Wien veranstaltet zu dem 25 Mitarbeiter internationaler Standorte im Rahmen eines Gewinnspiels Tickets gewinnen konnten. Den Kartenerlös dieses Benefiz-Abends verdoppelte AGRANA und spendete gemeinsam mit dem „Theater an der Wien“ einen Gesamtbetrag von 70.000 € jeweils zur Hälfte an die Organisationen „Malteser Care Ring Kinderhilfe“ und „Hilfe im eigenen Land – Katastrophenhilfe Österreich“. Die „Malteser Care-Ring Kinderhilfe“ bietet fachliche Unterstützung in der häuslichen Pflege für Familien mit schwer erkrankten Kindern, Jugendlichen und jungen Erwachsenen. Der Verein „Hilfe im eigenen Land“ ist eine österreichweit tätige Organisation, die nach einem unerwarteten Todesfall, einer schlimmen Erkrankung oder Naturkatastrophen plötzlich in Not geratenen Menschen und Familien rasch und unmittelbar finanziell hilft.
- Helfende Hände: Auch im Geschäftsjahr 2013|14 spendete AGRANA wie in den Vorjahren Zucker für die „Le+O“-Märkte der Caritas. Diese Märkte bieten Lebensmittel zu einem symbolischen Preis und Orientierung in Form von Sozialberatung für einkommensschwache Menschen. Wie auch in der Vergangenheit haben AGRANA Mitarbeiter der Zentrale in Wien die wöchentlichen Lebensmittelausgaben in einem nahegelegenen „Le+O“-Markt im Rahmen von Freiwilligenarbeit in ihrer Arbeitszeit tatkräftig unterstützt. Die AGRANA-Kartoffelstärkefabrik in Gmünd|Österreich unterstützte „SOMAmobil Waldviertel“, einen mobilen Sozialmarkt, der mehr als 800 Menschen mit geringem Einkommen in 16 Waldviertler Gemeinden mit Lebensmitteln und Produkten des täglichen Bedarfs versorgt mit Kartoffeldauerprodukten wie z.B. Kartoffelpüree. AGRANA Fruit Mexico hat im Geschäftsjahr 2013|14 an einer Aktion des mexikanischen Zentrums für Philanthropie teilgenommen, das jährlich Unternehmen für Aktivitäten im Bereich Corporate Social Responsibility auszeichnet. Die Bewertungskriterien sind in vier Kategorien gegliedert: Unternehmensethik, Sozialstandards und -leistungen für Mitarbeiter, Umweltschutz sowie gesellschaftliches Engagement in der lokalen Gemeinschaft. AGRANAs mexikanischer Produktionsstandort wurde für sein vielfältiges Angebot im Bereich physischer und psychischer Gesundheitsmaßnahmen für seine Mitarbeiter sowie die von Mitarbeitern im Rahmen von Renovierungsprojekten an 20 lokalen Schulen geleistete Freiwilligenarbeit mit dem „ESR“ (Empresa Socialmente Responsable)-Zeichen geehrt.



## FORSCHUNG UND ENTWICKLUNG

Die AGRANA Beteiligungs-Aktiengesellschaft betreibt selbst keine Forschungs- und Entwicklungstätigkeit.

Die AGRANA-Gruppe („AGRANA“) verfolgt in einem hochkompetitiven Marktumfeld das strategische Ziel, durch Produktinnovationen Markttrends zu setzen und sich von den Mitbewerbern zu differenzieren. In enger Partnerschaft mit ihren Kunden entwickelt AGRANA laufend neue Rezepturen, Spezialprodukte und neue, innovative Anwendungsmöglichkeiten bestehender Produkte. Der Bereich Forschung und Entwicklung (F&E) stellt somit einen unverzichtbaren Bestandteil der auf nachhaltigen Erfolg ausgelegten Unternehmensstrategie dar.

AGRANA unterhielt im Geschäftsjahr 2013|14 zwei Forschungs- und Entwicklungseinrichtungen. Die Zuck erforsch ung Tulln Ges.m.b.H. (ZFT), Tulln|Österreich, beschäftigte sich mit Landwirtschaft, Lebensmittel-, Zucker-, Stärke- und Bioethanoltechnologie bis hin zur Mikrobiologie und Biotechnologie. Im Innovations- und Kompetenzzentrum (ICC<sup>4</sup>) Gleisdorf|Österreich war die zentrale Forschung und Entwicklung des Fruchtzubereitungsbereiches organisiert. Die Aufgabe des ICC bestand in der Entwicklung von Produkten und Produktionsverfahren sowie Durchführung längerfristiger F&E-Projekte, um den international tätigen AGRANA-Kunden marktnahe Lösungen zu präsentieren.

Im Innovations- und Kompetenzzentrum (ICC, „Innovation and Competence Center“) Gleisdorf|Österreich ist die zentrale Forschung und Entwicklung des Fruchtzubereitungsbereiches organisiert. Aufgabe dieser Einrichtung ist die Entwicklung von innovativen Produkten und Produktionsverfahren sowie die Durchführung längerfristiger F&E-Projekte, um den international tätigen AGRANA-Kunden marktnahe Lösungen zu präsentieren. Eine zentrale Marktentwicklungsabteilung in Mity-Mory|Frankreich unterstützt das ICC in Gleisdorf.

Im Geschäftsjahr 2013|14 investierte AGRANA rund 17,2 (Vorjahr: 18,2) m€ in Forschung und Entwicklung, was, gemessen am Konzernumsatz, einer F&E-Quote von 0,57 % (Vorjahr von 0,59 %) entsprach. Innerhalb der AGRANA-Gruppe waren 218 (Vorjahr: 204) Mitarbeiter mit Forschung und Produktentwicklung beschäftigt.

## PERSONAL- UND SOZIALBERICHT

Im Geschäftsjahr 2013|14 beschäftigte die AGRANA Beteiligungs-Aktiengesellschaft durchschnittlich 174 (Vorjahr 153) Mitarbeiter (ohne Vorstandsmitglieder).

Die gesamte AGRANA-Gruppe beschäftigte im Geschäftsjahr 2013|14 durchschnittlich 8.778 Mitarbeiter, die sich wie folgt auf die einzelnen Segmente aufteilen: Im Segment Zucker waren 2.399 Mitarbeiter und im Segment Stärke 1.008 Mitarbeiter beschäftigt. Den höchsten Mitarbeiterstand verzeichnete das Segment Frucht mit 5.371 Beschäftigten.

<sup>4</sup> Innovation and Competence Center

## **Personalstrategie als langfristige Perspektive**

AGRANA versteht sich als internationale Unternehmensgruppe. Integrität, Leistungsbereitschaft und soziales Bewusstsein sollen verbinden, die Mitarbeiter werden gefördert und ermutigt, unternehmerisch zu denken und zu handeln. Der Arbeits- und Führungsstil ist von Kooperation und gegenseitiger Wertschätzung bestimmt.

In diesem Sinne übernimmt auch jeder AGRANA-Mitarbeiter Verantwortung für die eigene Weiterentwicklung. Die Führungskräfte und die Personalabteilungen bieten dafür allen Mitarbeitern Möglichkeiten und Hilfestellungen im Einklang mit den Geschäftszielen. Dadurch konnte ein wertvoller Beitrag zur Profitabilität und zum Wachstum der Geschäftsbereiche geleistet werden.

Zur Unterstützung der strategischen Ziele existiert ein konzernweit implementiertes „Performance-Management“ in Verbindung mit einem erfolgsabhängigen Entlohnungssystem für das Management. Die Kriterien für die variable Vergütung umfassen neben Finanz- und Ertragszielen auch individuelle Zielvereinbarungen. Im Geschäftsjahr 2013|14 waren 6,7 % (Vorjahr: 6,0 %) aller Beschäftigten Teil dieses erfolgsorientierten Entlohnungssystems.

## **Personalentwicklung und Weiterbildung in der AGRANA-Gruppe**

Wie auch in den Vorjahren bot AGRANA zahlreiche Trainings, sowohl im fachlichen wie auch im persönlichkeitsbildenden Bereich, an. Laufende unternehmensübergreifende Programme, um den Austausch der Segmente zu fördern und die Internationalität des Konzerns zu unterstützen, wurden fortgeführt. Erst durch diese Beständigkeit können der nachhaltige Erfolg dieser Trainings- aber auch Traineeprogramme und der Mehrwert für das Unternehmen und seine Mitarbeiter sichergestellt werden.

Ein besonderer Fokus wurde auch im Geschäftsjahr 2013|14 auf „Onboarding“-Programme und „Welcome Days“ gelegt, die in allen Segmenten und der Holding organisiert wurden, um neuen Mitarbeitern einen schnellen Überblick über den eigenen Bereich, aber auch die gesamte AGRANA-Welt zu geben. In der Folge können Mitarbeiter am segmentübergreifenden, konzernweiten Austausch INCA (International Communication at AGRANA) teilnehmen.

Die Förderung von Talenten hat bei AGRANA einen hohen Stellenwert. Im Jänner 2014 haben 22 Mitarbeiter und 7 Mitarbeiterinnen den dritten Durchgang des Talente-Programmes „ACT“ (AGRANA Competencies Training) beendet. Bei der abschließenden Projektpräsentation wurden über den hoch gesteckten Erwartungen liegende Ergebnisse z.B. im Bereich weiterer Vermarktungsmöglichkeiten für Reststoffe aus der Apfelsaftkonzentratsproduktion vorgestellt. Aber auch die Entwicklung der Mitarbeiter im Laufe des Programmes war auffallend positiv. Mit den Ergebnissen der Projekte aber auch der intensiven Weiterbildung einer ausgewählten Anzahl von Mitarbeitern ist AGRANA für die Zukunft bestens vorbereitet.

Konzernweit bot AGRANA im Geschäftsjahr 2013|14 insgesamt 78 Lehrlingen (Vorjahr: 65) in Österreich und Deutschland eine Ausbildungsmöglichkeit, u.a. als MaschinenbautechnikerIn, ElektrotechnikerIn, Elektrobetriebs- und ProzessleittechnikerIn, MetalltechnikerIn, Chemielabor-technikerIn, LebensmitteltechnikerIn, MechatronikerIn, Industriekauffrau/-mann sowie als Informationstechnologie-TechnikerIn. Der Anteil weiblicher Lehrlinge lag bei 10,3 %.

## Gesundheit & Arbeitssicherheit

AGRANA hat im Geschäftsjahr 2013|14, zusätzlich zu gesetzlichen und segmentbezogenen Berichtspflichten, erstmals globale, über alle Geschäftssegmente einheitlich definierte Arbeitssicherheitskennzahlen erhoben. Diese im Geschäftsjahr 2013|14 erstmals weltweit nach einheitlichen Kriterien erhobenen Kennzahlen werden im Geschäftsjahr 2014|15 im Detail analysiert. Aufgrund der Ergebnisse dieser Analyse werden im Rahmen eines internationalen Vergleichs Verbesserungspotentiale sowie Best Practices identifiziert, um in den einzelnen Standorten – entsprechend adaptiert – schrittweise umgesetzt zu werden.

Zusätzlich zum Angebot der laufenden arbeitsmedizinischen Betreuung bestehen an einigen Standorten individuelle Kooperationen mit lokalen Fitnessseinrichtungen. Ziel ist die Verbesserung des Gesundheitszustandes sowie des Wohlbefindens der Mitarbeiter.

Neben gesundheitlichen Routine-Checks, Tipps zu ausgewogener, gesunder Ernährung, Ergonomie am Arbeitsplatz zur Prävention von Verspannungen und schwerwiegenden Problemen, werden viele unterschiedliche sportliche Aktivitäten angeboten. Weiters gelang es erneut, zahlreiche Laufsportler für die Teilnahme am jährlichen „Wien Energie Business Run“ zu begeistern.

Als führendes Unternehmen in der Lebensmittelbranche weist AGRANA auch die eigenen Mitarbeiter auf die Wichtigkeit einer gesunden und vitaminreichen Ernährung hin. Mit lokalen Aktionen wie dem „Obstkorb“ – frisches Obst zur freien Entnahme – und der freien Verfügbarkeit von Mineralwasser soll dies unterstrichen werden.

Neben diesen Angeboten zur Verbesserung der physischen Gesundheit, wurde im Februar 2014 an allen österreichischen Standorten eine (gesetzlich vorgeschriebene) Evaluierung der psychischen Belastungen am Arbeitsplatz durchgeführt. Mit Hilfe einer Mitarbeiterumfrage werden nun zusätzlich zur laufenden Arbeitsplatzevaluierung durch die Präventivfachkräfte an den Standorten auch die arbeitsbedingten psychischen Belastungen erhoben. Nach Analyse der Ergebnisse werden im Geschäftsjahr 2014|15 geeignete Maßnahmen umgesetzt werden.

## RISIKOMANAGEMENT UND INTERNES KONTROLLSYSTEM

Der Vorstand der AGRANA-Gruppe ist sich der Bedeutung eines aktiven Risikomanagements bewusst. Dieses verfolgt als grundsätzliches Ziel, das Chancen- und Risikopotenzial ehestmöglich zu erkennen und geeignete Maßnahmen zur Erhaltung der Ertragskraft sowie zur Sicherung des Fortbestands der Unternehmensgruppe zu setzen.

Die AGRANA-Gruppe bedient sich integrierter Kontroll- und Berichtssysteme, die eine regelmäßige Einschätzung der Risikosituation ermöglichen. Im Rahmen der Früherkennung und Überwachung von konzernrelevanten Risiken wurden *zwei* einander ergänzende Steuerungsinstrumente implementiert:

Ein konzernweites, *operatives* Planungs- und Berichtssystem bildet die Basis für die monatliche Berichterstattung an die zuständigen Entscheidungsträger. Im Rahmen dieses Reporting-Prozesses wird für die Gruppe und für jedes Segment ein separater Risikobericht erstellt. Der Fokus liegt dabei auf Chancen und Risiken aus sich verändernden Marktpreisen für das gegenwärtige und folgende Geschäftsjahr. Neben der laufenden Berichterstattung diskutieren die Verantwortlichen aus den Geschäftsbereichen regelmäßig direkt mit dem Vorstand über die wirtschaftliche Situation sowie den Einsatz risikoreduzierender Maßnahmen.

Das *strategische* Risikomanagement verfolgt die Zielsetzung, wesentliche Einzelrisiken hinsichtlich ihrer Auswirkungen auf das Chancen- und Risikopotenzial zu identifizieren und zu bewerten. Zweimal jährlich werden die mittel- bis langfristigen Risiken in den einzelnen Geschäftsbereichen durch ein definiertes Risikomanagement-Team in Kooperation mit dem zentralen Risikomanagement analysiert. Der Prozess beinhaltet die Risikoidentifikation und deren Bewertung nach Eintrittswahrscheinlichkeit und möglichem Risiko-/Chancenpotenzial, die Definition von Frühwarnindikatoren sowie Maßnahmen zur Gegensteuerung. Zudem wird für das laufende Geschäftsjahr die aggregierte Risikoposition der AGRANA-Gruppe mittels einer „Monte-Carlo-Simulation“ ermittelt. So kann beurteilt werden, ob ein Zusammenwirken oder die Kumulation von Einzelrisiken ein bestandsgefährdendes Risiko darstellen könnte. Die Ergebnisse werden an den Vorstand sowie den Prüfungsausschuss des Aufsichtsrates berichtet.

Für die Segmente der AGRANA-Gruppe wurden Risikomanagement-Verantwortliche definiert, die in Abstimmung mit dem Vorstand im Bedarfsfall Maßnahmen zur Schadensminimierung einleiten sollen.

### **Risikopolitik**

AGRANA sieht im verantwortungsvollen Umgang mit Chancen und Risiken eine wesentliche Grundlage für eine ziel- und wertorientierte sowie nachhaltige Unternehmensführung. Die Risikopolitik der Unternehmensgruppe zielt auf risikobewusstes Verhalten ab und sieht klare Verantwortlichkeiten, Unabhängigkeit im Risikomanagement und die Durchführung interner Kontrollen vor.

Risiken dürfen konzernweit nur dann eingegangen werden, wenn sich diese aus dem Kerngeschäft der AGRANA-Gruppe ergeben und nicht ökonomisch sinnvoll vermieden oder abgesichert werden können. Sie sind möglichst zu minimieren, wobei auf ein ausgewogenes Verhältnis von Risiko und Chance Bedacht zu nehmen ist. Das Eingehen von Risiken außerhalb des operativen Geschäfts wird ohne Ausnahmen abgelehnt.

Die AGRANA Beteiligungs-Aktiengesellschaft ist für die konzernweite Koordinierung und Umsetzung der vom Vorstand festgelegten Maßnahmen zum Risikomanagement verantwortlich. Der Einsatz von derivativen Instrumenten ist nur zur Absicherung von Grundgeschäften, nicht jedoch zu Spekulationszwecken erlaubt. Über die Verwendung von Derivaten wird regelmäßig an den Vorstand berichtet.

## Wesentliche Risiken und Ungewissheiten

Die Unternehmensgruppe ist Risiken ausgesetzt, die sich sowohl aus dem operativen Geschäft als auch von nationalen und internationalen Rahmenbedingungen ableiten. In den Risiken der AGRANA-Gruppe schlagen sich auch Aspekte der Nachhaltigkeit, wie z.B. der Klimawandel, nieder. Im Zuge der Geschäftstätigkeit als weltweit tätiger Veredler agrarischer Rohstoffe betreffen Risiken aufgrund klimatischer Veränderungen in erster Linie deren Verfügbarkeit. Daneben ist AGRANA, aufgrund der vor allem in den Geschäftssegmenten Zucker und Stärke energieintensiven Produktion, einem Risiko durch die Energie- und Umweltgesetzgebung ausgesetzt.

### Operative Risiken

#### Beschaffungsrisiken

AGRANA ist auf ausreichende Verfügbarkeit agrarischer Rohmaterialien in der benötigten Qualität angewiesen. Neben einer möglichen Unterversorgung mit geeigneten Rohstoffen stellen deren Preisschwankungen, wenn sie nicht oder nicht ausreichend an die Abnehmer weitergegeben werden können, ein Risiko dar. Wesentliche Treiber für Verfügbarkeit, Qualität und Preis sind wetterbedingte Gegebenheiten in den Anbaugebieten, die Wettbewerbssituation, regulatorische und gesetzliche Regelungen sowie die Veränderung der Wechselkurse relevanter Währungen.

Im Segment Zucker werden Zuckerrüben und Rohzucker als Rohstoffe verwendet. Neben witterungsbedingten Einflussfaktoren spielt für die Verfügbarkeit des Rohstoffs Zuckerrübe auch die Wirtschaftlichkeit des Rübenanbaus – im Vergleich mit der Kultivierung anderer Feldfrüchte – für die zuliefernden Bauern eine wichtige Rolle. Für die Raffinationsstandorte in Bosnien-Herzegowina, Ungarn und Rumänien stellt die Möglichkeit der Wertschöpfung aus der Verarbeitung des bezogenen Rohzuckers unter Berücksichtigung der erzielbaren Marktpreise für Weißzucker den grundlegenden Rentabilitätsfaktor dar. Neben dem Risiko aus hohen Einstandspreisen für Rohzucker stellen auch die Bestimmungen für den Import von Weiß- und Rohzucker in die EU ein Beschaffungsrisiko dar. Der Rohzuckerbedarf wird nach Maßgabe der Wirtschaftlichkeit durch Warentermingeschäfte abgesichert. Diese werden gemäß den internen Richtlinien ausgeführt und unterliegen der Berichtspflicht gegenüber dem Vorstand.

Im Segment Stärke werden Lieferverträge in adäquatem Ausmaß zur Sicherung der Bedarfsmengen an Rohstoffen abgeschlossen. Wenn wirtschaftlich sinnvoll, kann die Absicherung auch durch intern genehmigungspflichtige Termingeschäfte (Future-Kontrakte) erfolgen. Umfang und Ergebnis dieser Sicherungsgeschäfte sind Bestandteil des monatlichen Reporting und werden dem AGRANA-Vorstand berichtet.

Bei der Bioethanolproduktion führen Preisveränderungen beim Rohstoff Getreide in der Regel auch zu einer gleichgerichteten Preisänderung des Nebenproduktes ActiProt®. Dadurch können Rohstoffpreisrisiken teilweise kompensiert werden („Natural Hedge“). Es verbleibt jedoch das Restrisiko, dass steigende Rohstoffkosten nicht in vollem Ausmaß an die Abnehmer von Bioethanol weitergegeben werden können.

Im Segment Frucht können sich durch nachteilige Witterungsverhältnisse sowie Pflanzenkrankheiten verursachte Ernteaufälle negativ auf Verfügbarkeit und Einstandspreis der Rohstoffe auswirken. AGRANA ist es durch ihre weltweite Präsenz und die Kenntnis der Beschaffungsmärkte möglich, im Geschäftsbereich Fruchtzubereitungen regionale Versorgungsengpässe und Preisvolatilitäten frühzeitig zu erkennen und entsprechend entgegenzuwirken. Wo möglich werden zudem sowohl beschaffungs- als auch absatzseitig Jahresverträge abgeschlossen.

Die Produktionsvorgänge vor allem in den Segmenten Zucker und Stärke sind energieintensiv. Daher investiert AGRANA fortlaufend in die Steigerung der Energieeffizienz ihrer Produktionsanlagen und richtet sie auf den kostenoptimierenden Einsatz von unterschiedlichen Energieträgern aus. Für die eingesetzten Energieträger werden zudem teilweise kurz- und mittelfristige Mengen- und Preissicherungen vorgenommen.

#### Produktqualität und -sicherheit

AGRANA sieht in der Produktion und im Vertrieb von qualitativ hochwertigen und sicheren Produkten eine Grundvoraussetzung für nachhaltigen wirtschaftlichen Erfolg. Das Unternehmen verfügt über ein streng ausgelegtes und laufend weiterentwickeltes Qualitätsmanagement, das den Anforderungen der relevanten lebensmittelrechtlichen Standards und den kundenseitig festgelegten Kriterien entspricht und den gesamten Prozess von der Rohstoffbeschaffung, über die Produktion bis zur Auslieferung der gefertigten Waren umfasst. Die Einhaltung der Qualitätsstandards wird regelmäßig durch interne und externe Audits verifiziert. Darüber hinaus sollen abgeschlossene Produkthaftpflichtversicherungen allfällige Restrisiken abdecken.

#### Markt- und Wettbewerbsrisiken

AGRANA steht im Rahmen ihrer globalen Tätigkeit im intensiven Wettbewerb mit regionalen wie auch überregionalen Mitbewerbern. Die eigene Marktposition wird laufend beobachtet, sodass etwaig notwendige, korrigierende Maßnahmen schnell eingeleitet werden können. Entsprechend der Nachfrage und auch aufgrund anderer Einflussfaktoren werden die Kapazitäten und die Kostenstrukturen zur Erhaltung der Wettbewerbsfähigkeit auf den Kernmärkten stetig angepasst. Die frühzeitige Erkennung von Änderungen des Nachfrage- und Konsumverhaltens basiert auf stetigen Analysen von Planabweichungen. In diesem Zusammenhang stehen auch neue technologische Entwicklungen und Produktionsprozesse am Markt unter Beobachtung, die in Zukunft zu einer teilweisen Rückwärtsintegration von Kunden in Kernbereiche einzelner Segmente der AGRANA-Gruppe führen können.

### **Regulatorische Risiken**

#### Marktordnungsrisiken für Zucker

##### *Zuckermarktordnung:*

Der Rat der Europäischen Union sowie das Parlament konnten sich im Oktober 2013 darauf verständigen, dass die Zuckermarktordnung mit September 2017 auslaufen wird. Mit 30. September 2017 entfällt demzufolge die Quotenregelung für Zucker und Isoglukose und beide Produkte können dann in beliebigen Quantitäten erzeugt und verkauft werden.

##### *Freihandelsabkommen:*

Das derzeit verhandelte Freihandelsabkommen zwischen der EU und den USA könnte wirtschaftliche Auswirkungen auf AGRANA haben. Nach derzeitigem Stand werden landwirtschaftliche Erzeugnisse (insbesondere Zucker und Stärke) als sensible Produkte klassifiziert und sind somit nicht Gegenstand der Verhandlungen. Es ist allerdings möglich, dass sich das in weiteren Verhandlungsrunden, ab 2015, ändern wird. Details der Verhandlungstexte sind bis dato nicht öffentlich einsehbar.

Im Rahmen des Risikomanagements werden bereits im Vorfeld mögliche Szenarien und ihre Auswirkungen analysiert und bewertet.

#### EU-Richtlinie für erneuerbare Energien (2009/28/EG)

Die EU-Richtlinie für erneuerbare Energien bildet die Basis für die seit Oktober 2007 gültige Mindestbeimischung von Bioethanol zu Benzin, deren Höhe eine starke Auswirkung auf den Geschäftsbereich Bioethanol hat. Aufgrund der aktuellen österreichischen und europäischen Gesetzeslage ist zumindest von einer Beibehaltung der derzeitigen Beimischungsquoten bis 2020 auszugehen. Trotzdem werden neue Initiativen auf EU-Ebene (indirekte Landnutzungsänderungen) sowie die öffentliche Diskussion und nationale Gesetzesinitiativen zu diesem Thema genauestens beobachtet, analysiert und durch das Risikomanagement bewertet.

### **Rechtliche Risiken**

AGRANA verfolgt laufend mögliche rechtliche Änderungen, die zu einer Risikosituation führen können, und trifft gegebenenfalls antizipative Maßnahmen. Dies betrifft besonders die Bereiche Lebensmittel- und Umweltrecht.

Derzeit bestehen keine zivilrechtlichen Klagen gegen Unternehmen der AGRANA-Gruppe, die eine nachhaltige Auswirkung auf die Ertrags-, Finanz- und Vermögenslage haben könnten.

Wie in den Vorjahresberichten dargestellt, leitete die slowakische Wettbewerbsbehörde im Geschäftsjahr 2009|10 Erhebungen unter anderem gegen die lokale AGRANA-Zuckergesellschaft ein. Bis heute erfolgten jedoch keine weiteren Schritte.

Das im Jahr 2010 durch die österreichische Bundeswettbewerbsbehörde beantragte Kartellverfahren wegen des Verdachts wettbewerbsbeschränkender Absprachen in Bezug auf Österreich gegen die AGRANA Zucker GmbH, Wien, und die Südzucker AG Mannheim/Ochsenfurt, Mannheim|Deutschland, brachte bis dato keine weitere Entscheidung des Kartellgerichts. AGRANA hält die Beschuldigung weiterhin für unbegründet und es wurden bis dato keine rechtlichen Schritte seitens der Behörden eingeleitet.

### **Finanzielle Risiken**

AGRANA ist Risiken durch Veränderungen von Wechselkursen, Zinssätzen und Produktpreisen ausgesetzt. Die Finanzierung der Unternehmensgruppe erfolgt im Wesentlichen zentral durch die Treasury-Abteilung, die dem Vorstand laufend über die Entwicklung und Struktur der Nettofinanzschulden des Konzerns, finanzielle Risiken und den Umfang und das Ergebnis der getätigten Sicherungsgeschäfte berichtet.

- *Zinsänderungsrisiken* ergeben sich durch Wertschwankungen von fix verzinsten Finanzinstrumenten infolge einer Änderung des Marktzinssatzes (zinsbedingtes Kursrisiko). Variabel verzinsliche Anlagen oder Kreditaufnahmen unterliegen dagegen keinem Wertrisiko, da der Zinssatz zeitnah der Marktzinslage angepasst wird. Durch die Schwankung des Marktzinsniveaus ergibt sich aber ein Risiko hinsichtlich der künftigen Zinszahlungen (zinsbedingtes Zahlungsstromrisiko). Im Rahmen der Umsetzung des IFRS 7 wurden die bestehenden Zinsrisiken durch Berechnung des „Cash Flow at Risk“ bzw. der „Modified Duration“ ermittelt und im Konzernanhang detailliert dargestellt.



- *Währungsrisiken* können im Wesentlichen aus dem Erwerb und Verkauf von Waren in Fremdwährungen sowie aufgrund von Finanzierungen in Fremdwährungen bzw. lokalen Euro-Finanzierungen entstehen. Für AGRANA sind vor allem die Kursrelationen von Euro zu US-Dollar, ungarischem Forint, polnischem Zloty, rumänischem Leu, ukrainischer Griwna, russischem Rubel und brasilianischem Real von Relevanz.

Als Sicherungsinstrument setzt AGRANA vorrangig Devisentermingeschäfte ein, mit denen die in Fremdwährung anfallenden Zahlungsströme gegen Kursschwankungen abgesichert werden. In Ländern mit volatilen Währungen werden diese Risiken zusätzlich durch eine Verkürzung von Zahlungsfristen, eine Indizierung der Verkaufspreise zum Euro oder US-Dollar und analoge Sicherungsmechanismen weiter reduziert.

Das Währungsrisiko wird durch den „Value at Risk“-Ansatz ermittelt und im Konzernanhang dargestellt.

- *Liquiditätsrisiken* auf Einzelgesellschafts- oder Länderebene werden durch das einheitliche Berichtswesen frühzeitig erkannt, wodurch eventuelle Gegenmaßnahmen rechtzeitig eingeleitet werden können. Die Liquidität der AGRANA-Gruppe ist, durch von Kreditinstituten zugesagte Kreditlinien, jederzeit ausreichend gesichert.
- *Risiken aus Forderungsausfällen* werden durch die bestehenden Warenkreditversicherungen, durch strikte Kreditlimits und laufende Überprüfungen der Kundenbonität minimiert. Das verbleibende Risiko wird durch Vorsorgen in angemessener Höhe abgedeckt.

### **Risiken aus Unregelmäßigkeiten**

Im Zuge der Jahresabschlussprüfung 2011|12 der AGRANA Fruit México, S.A. de C.V., Michoacán|Mexiko, traten Verdachtsmomente auf, dass verschiedene Geschäftsvorfälle nicht im Einklang mit dem AGRANA „Code of Conduct“ standen und deren finanzieller Ausweis nicht den geltenden externen und internen Bilanzierungsvorschriften entsprach. Nach intensiven Erhebungen wurde Anfang Juni 2012 das lokale Management ausgetauscht, der Fall aufgearbeitet, und im Jahresabschluss 2012|13 entsprechende finanzielle Vorsorgen getroffen.

Im Geschäftsjahr 2013|14 ergaben sich keine wesentlichen, neuen Erkenntnisse zu diesem Betrugsfall, und die im Geschäftsjahr 2012|13 erfolgten internen und externen Ermittlungen erwiesen sich als umfassend. Es laufen Strafanzeigen gegen das frühere Management sowie Zivilklagen gegen Firmen, welche in deren Eigentum stehen bzw. standen.

Interne und externe Prüfungen sollen bestmöglich sicherstellen, dass ähnliche Vorfälle verhindert bzw. frühzeitig erkannt werden.

### **Gesamtrisiko**

Die derzeitige Gesamtrisikoposition des Konzerns ist durch anhaltend hohe Volatilitäten von Absatz- und Rohstoffpreisen gekennzeichnet und entspricht in Summe dem Niveau des Vorjahres. Es sind gegenwärtig keine bestandsgefährdenden Risiken für die AGRANA-Gruppe erkennbar.



## **Internes Kontroll- und Risikomanagementsystem (Berichterstattung gemäß § 243a Abs. 2 UGB)**

Der Vorstand der AGRANA ist sich der Verantwortung zur Einrichtung und Ausgestaltung eines internen Kontrollsystems (IKS) und Risikomanagementsystems (RMS) im Hinblick auf den Rechnungslegungsprozess sowie die Einhaltung der maßgeblichen gesetzlichen Vorschriften bewusst.

Konzernweit geltende Bilanzierungs- und Bewertungsrichtlinien, das interne Kontrollsystem (IKS) sowie die Vorschriften zur Rechnungslegung nach den International Financial Reporting Standards (IFRS) sichern sowohl Einheitlichkeit der Rechnungslegung als auch die Verlässlichkeit der Finanzberichterstattung und der extern publizierten Abschlüsse.

Der überwiegende Anteil der Konzerngesellschaften verwendet SAP als führendes ERP-System. Die Werte der Einzelabschlüsse werden in das zentrale SAP-Konsolidierungsmodul übernommen. Es kann somit sichergestellt werden, dass das Berichtswesen auf einer einheitlichen Datenbasis erfolgt. Die Erstellung des Konzernabschlusses erfolgt durch das Konzernrechnungswesen. Es zeichnet für die Betreuung der Meldedatenübernahme der lokalen Gesellschaften, die Durchführung der Konsolidierungsmaßnahmen, die analytische Aufbereitung und Erstellung von Finanzberichten verantwortlich. Die Kontrolle und Abstimmung des internen und externen Berichtswesens werden monatlich durch das Controlling und Konzernrechnungswesen durchgeführt.

Das wesentliche Steuerungsinstrument für das Management von AGRANA ist das konzernweit implementierte einheitliche Planungs- und Berichtssystem. Es umfasst eine Mittelfristplanung mit einem Planungshorizont von fünf Jahren, eine Budgetplanung (für das folgende Geschäftsjahr), Monatsberichte inklusive eines eigenen Risikoberichtes sowie dreimal jährlich eine Vorscheurechnung des laufenden Geschäftsjahres, in dem die wesentlichen wirtschaftlichen Entwicklungen berücksichtigt werden. Im Falle von gravierenden Änderungen der Planungsprämissen wird dieses System durch Ad-hoc-Planungen ergänzt.

Die vom Controlling erstellte monatliche Finanzberichterstattung zeigt die Entwicklung aller Konzerngesellschaften. Der Inhalt dieses Berichtes ist konzernweit vereinheitlicht und umfasst neben detaillierten Verkaufsdaten, Bilanz, Gewinn- und Verlustrechnung, die daraus ableitbaren Kennzahlen und auch eine Analyse der wesentlichen Abweichungen. Teil dieses Monatsberichtes ist auch ein eigener Risikobericht, sowohl für jedes Segment als auch für die AGRANA-Gruppe, indem unter der Annahme des Einfrierens der wesentlichen Ergebnisfaktoren (wie z.B. Energie-, Rohstoff-, Verkaufspreise etc.) auf dem aktuellen Niveau bis Geschäftsjahresende ein Risikopotenzial für das laufende und das nachfolgende Geschäftsjahr errechnet wird.

Ein konzernweites Risikomanagementsystem, sowohl auf operativer als auch strategischer Ebene, in dessen Rahmen alle für das Unternehmen relevanten Risikofelder wie regulatorische und rechtliche Rahmenbedingungen, Rohstoffbeschaffung, Wettbewerbs- und Marktrisiken und Finanzierung auf Chancen und Risiken analysiert werden, ermöglicht es dem Management, frühzeitig Veränderungen im Unternehmensumfeld zu erkennen und rechtzeitig Gegenmaßnahmen einzuleiten.

Die Interne Revision überwacht sämtliche Betriebs- und Geschäftsabläufe in der Gruppe im Hinblick auf die Einhaltung gesetzlicher Bestimmungen und interner Richtlinien sowie auf Wirksamkeit des Risikomanagements und der internen Kontrollsysteme. Grundlage der Prüfungshandlungen ist ein vom Vorstand beschlossener jährlicher Revisionsplan auf Basis einer

konzernweiten Risikobewertung. Auf Veranlassung des Managements werden Ad-hoc-Prüfungen durchgeführt, die auf aktuelle und zukünftige Risiken abzielen. Die Ergebnisse der Prüfungshandlungen werden regelmäßig an den AGRANA-Vorstand und an das verantwortliche Management berichtet. Die Umsetzung der von der Revision vorgeschlagenen Maßnahmen wird durch Folgekontrollen überprüft.

Im Rahmen der Abschlussprüfung beurteilt der Wirtschaftsprüfer jährlich, soweit es für sein Prüfungsurteil erforderlich ist, das interne Kontrollsystem des Rechnungslegungsprozesses und der IT-Systeme. Die Ergebnisse der Prüfungshandlungen werden dem Prüfungsausschuss im Aufsichtsrat berichtet

### **Angaben gemäß § 243a Abs. 1 UGB**

Das Grundkapital der AGRANA Beteiligungs-Aktiengesellschaft beträgt zum Stichtag 28. Februar 2014 103,2 Mio. € und ist in 14.202.040 auf Inhaber lautende Stückaktien (Stammaktien mit Stimmrecht) geteilt. Weitere Aktiegattungen bestehen nicht.

Die Z&S Zucker und Stärke Holding AG (Z&S) mit Sitz in Wien hält als Mehrheitsaktionär direkt 86,2 % des Grundkapitals der AGRANA Beteiligungs-Aktiengesellschaft. Die Z&S ist eine 100 %-Tochter der AGRANA Zucker, Stärke und Frucht Holding AG, Wien, an welcher die Zucker-Beteiligungsgesellschaft m.b.H. (ZBG), Wien, mit 50 % abzüglich einer Aktie, die von der AGRANA Zucker GmbH, einer Tochter der AGRANA Beteiligungs-Aktiengesellschaft, gehalten wird, sowie die Südzucker AG Mannheim/Ochsenfurt (Südzucker), Mannheim|Deutschland, mit 50% beteiligt sind. An der ZBG halten die „ALMARA“ Holding GmbH, eine Tochtergesellschaft der Raiffeisen-Holding Niederösterreich Wien registrierte Genossenschaft mit beschränkter Haftung, die Marchfelder Zuckerfabriken Gesellschaft m.b.H., die Estezet Beteiligungsgesellschaft m.b.H., die Rübenproduzenten Beteiligungs GesmbH und die Leipnik-Lundenburger Invest Beteiligungs AG, jeweils Wien, Beteiligungen. Aufgrund eines zwischen der Südzucker und der ZBG abgeschlossenen Syndikatsvertrages sind die Stimmrechte der Syndikatspartner in der Z&S gebündelt und es bestehen unter anderem Übertragungsbeschränkungen der Aktien und bestimmte Nominierungsrechte der Syndikatspartner für die Organe der AGRANA Beteiligungs-Aktiengesellschaft und der Südzucker. So ist Dipl.-Ing. Johann Marihart von der ZBG als Mitglied des Vorstandes der Südzucker und Dkfm. Thomas Kölbl seitens Südzucker als Vorstandsmitglied der AGRANA Beteiligungs-Aktiengesellschaft nominiert und bestellt.

M&G Investmentfonds des britischen Finanzunternehmens Prudential plc, London|Großbritannien, hielten bis 27. Februar 2014 mehr als 15 % am AGRANA-Grundkapital. Die Z&S, die als Mehrheitsaktionärin der AGRANA Beteiligungs-Aktiengesellschaft bis zu diesem Zeitpunkt 75,5 % des Grundkapitals hielt, hat von M&G Investmentfonds einen Anteil in Höhe von 10,7 % unmittelbar übernommen, wodurch die Z&S nach dieser Transaktion 86,2 % der Stimmrechte an AGRANA hält. Weitere 4,9 % an AGRANA-Aktien wurden unmittelbar von Südzucker erworben, die dadurch ihren direkten Anteil an der AGRANA Beteiligungs-Aktiengesellschaft auf rund 6,5 % aufgestockt hat, von denen 4,9 % wieder platziert werden sollen, um den Streubesitz der AGRANA Beteiligungs-Aktiengesellschaft zu erhöhen. Ziel ist es, die Liquidität der AGRANA-Aktie zu erhöhen und so die Attraktivität für Investoren zu verbessern. Auf nicht platzierte Aktien hat die Z&S eine ab dem 1. März 2015 ausübbar Call-Option gegenüber Südzucker.

Keine Inhaber von Aktien verfügen über besondere Kontrollrechte. Mitarbeiter, die auch Aktionäre der AGRANA Beteiligungs-Aktiengesellschaft sind, üben ihre Stimmrechte individuell aus.

Der Vorstand verfügt über keine über die unmittelbaren gesetzlichen Regelungen hinausgehenden Befugnisse, Aktien auszugeben oder zurückzukaufen.

In den Verträgen betreffend Schuldscheindarlehen und Kreditlinien („Syndicated Loans“) sind „Change of Control“-Klauseln enthalten, die den Darlehensgebern ein außerordentliches Kündigungsrecht einräumen.

Darüber hinaus bestehen keine bedeutenden Vereinbarungen, die bei einem Kontrollwechsel infolge eines Übernahmeangebotes wirksam werden, sich wesentlich ändern oder enden. Entschädigungsvereinbarungen zwischen der Gesellschaft und ihren Organen oder Arbeitnehmern im Falle eines öffentlichen Übernahmeangebots bestehen nicht.

## ZWEIGNIEDERLASSUNGEN

Die AGRANA Beteiligungs-Aktiengesellschaft hatte in 2013|14 keine Zweigniederlassungen

## EREIGNISSE NACH DEM BILANZSTICHTAG

Es sind nach dem Bilanzstichtag keine wesentlichen berichtspflichtigen Ereignisse eingetreten.

## PROGNOSEBERICHT

Basierend auf einer soliden Bilanzstruktur zum 28. Februar 2014 und einem gut diversifizierten Geschäftsmodell, sieht sich AGRANA auch für das neue Geschäftsjahr gut gerüstet, rechnet aber mit einer etwas schwächeren Ergebnisentwicklung.

Aus heutiger Sicht geht AGRANA für das Geschäftsjahr 2014|15 von einem leichten Rückgang beim **Konzernumsatz** aus, der auf ein im Durchschnitt etwas niedrigeres Preisniveau bei leicht steigenden Verkaufsmengen zurückzuführen ist. Beim **Ergebnis der Betriebstätigkeit (EBIT)** erwartet der Konzern ebenfalls eine geringfügige Abschwächung.

Wien, am 29. April 2014

### Der Vorstand

Dipl.-Ing. Johann Marihart e.h.

Mag. Dipl.-Ing. Dr. Fritz Gattermayer e.h.

Mag. Walter Grausam e.h.

Dkfm. Thomas Kölbl e.h.



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## INHALTSVERZEICHNIS

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Allgemeines

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Erläuterungen zur Bilanz

Erläuterungen zur Gewinn- und Verlustrechnung

Sonstige Angaben

Aufwendungen für den Abschlussprüfer

Organe und Arbeitnehmer

### **Entwicklung des Anlagevermögens**

# PARENT COMPANY INCOME STATEMENT

FOR THE YEAR ENDED 28 FEBRUARY 2014

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€000	2013 14	2012 13
1. Revenue	71	71
2. Other operating income	37,972	37,478
3. Staff costs	(22,003)	(19,511)
4. Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	(2,074)	(1,418)
5. Other operating expenses	(23,033)	(24,096)
<b>6. Operating (loss) [subtotal of items 1 to 5]</b>	<b>(9,067)</b>	<b>(7,476)</b>
7. Income from investments in subsidiaries and other companies <i>– Of which from subsidiaries: € 53,740 thousand (prior year: € 53,820 thousand)</i>	53,745	53,825
8. Income from other non-current securities	5,215	5,207
9. Other interest and similar income <i>– Of which from subsidiaries: € 5,707 thousand (prior year: € 4,606 thousand)</i>	5,707	4,761
10. Income from valuation gains on non-current financial assets	0	1,211
11. Expenses from non-current financial assets <i>– Of which from impairment: € 0 (prior year: € 1,661 thousand)</i> <i>– Of which from subsidiaries: € 0 (prior year: € 1,661 thousand)</i>	0	(1,661)
12. Interest and similar expense	(2,719)	(3,255)
<b>13. Net financial items [subtotal of items 7 to 12]</b>	<b>61,948</b>	<b>60,089</b>
<b>14. Profit before tax [subtotal of items 1 to 13]</b>	<b>52,881</b>	<b>52,612</b>
15. Income tax credit	530	81
<b>16. Profit for the period</b>	<b>53,411</b>	<b>52,693</b>
17. Profit brought forward from prior year	5,177	3,612
<b>18. Net profit available for distribution</b>	<b>58,588</b>	<b>56,305</b>

# PARENT COMPANY BALANCE SHEET

AT 28 FEBRUARY 2014

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€000	28 February 2014	28 February 2013
<b>ASSETS</b>		
<b>A. Non-current assets</b>		
I. Intangible assets	1,423	1,584
II. Property, plant and equipment	2,735	1,587
III. Non-current financial assets	617,941	617,941
	<b>622,099</b>	<b>621,112</b>
<b>B. Current assets</b>		
I. Receivables and other assets	139,628	140,767
II. Cash and bank balances	130	198
	<b>139,758</b>	<b>140,965</b>
<b>Total assets</b>	<b>761,857</b>	<b>762,077</b>
<b>EQUITY AND LIABILITIES</b>		
<b>A. Equity</b>		
I. Share capital	103,210	103,210
II. Share premium and other capital reserves	418,990	418,990
III. Retained earnings	13,928	13,928
IV. Net profit available for distribution	58,588	56,305
– Of which brought forward from prior year: € 5,177 thousand (prior year: € 3,612 thousand)		
	<b>594,716</b>	<b>592,433</b>
<b>B. Provisions</b>		
I. Provisions for retirement, termination and long-service benefit obligations	4,311	3,520
II. Provisions for tax and other liabilities	30,117	32,046
	<b>34,428</b>	<b>35,565</b>
<b>C. Payables</b>		
I. Borrowings	110,031	110,087
II. Other payables	22,682	23,993
	<b>132,713</b>	<b>134,079</b>
<b>Total equity and liabilities</b>	<b>761,857</b>	<b>762,077</b>
Contingent liabilities	272,361	320,211

# NOTES TO THE PARENT COMPANY FINANCIAL STATEMENTS

FOR THE YEAR ENDED 28 FEBRUARY 2014  
AGRANA BETEILIGUNGS-AG

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## A. ALLGEMEINES

Die Erstellung des Jahresabschlusses erfolgte nach den Bestimmungen des Unternehmensgesetzbuches (§ 189 ff UGB) in der geltenden Fassung.

Die Gesellschaft ist als große Gesellschaft gemäß § 221 UGB einzustufen. Die Gliederungsvorschriften der §§ 224 und 231 Abs 2 UGB wurden eingehalten, wobei für den Ausweis des Anlagevermögens das Wahlrecht gemäß § 223 Abs 6 UGB zur Verbesserung der Klarheit der Darstellung in Anspruch genommen wurde. Die zusammengefassten Posten sind im Anhang aufgliedert.

Die zahlenmäßige Darstellung erfolgt in Euro (EUR), jene der Vorjahresbeträge in tausend Euro (TEUR).

Für die Darstellung der Gewinn- und Verlustrechnung wurde das Gesamtkostenverfahren gewählt.

## B. BILANZIERUNGS- UND BEWERTUNGSMETHODEN

### 1. Allgemeine Grundsätze

Der Jahresabschluss wurde unter Beachtung der Grundsätze ordnungsmäßiger Buchführung sowie unter Beachtung der Generalnorm, ein möglichst getreues Bild der Vermögens-, Finanz- und Ertragslage des Unternehmens zu vermitteln, aufgestellt.

Bei der Erstellung des Jahresabschlusses wurde der Grundsatz der Vollständigkeit eingehalten.

Bei der Bewertung der einzelnen Vermögensgegenstände und Schulden wurde der Grundsatz der Einzelbewertung beachtet und eine Fortführung des Unternehmens unterstellt.

Dem Vorsichtsprinzip wurde dadurch Rechnung getragen, dass nur die am Abschlussstichtag verwirklichten Gewinne ausgewiesen wurden. Alle erkennbaren Risiken und drohenden Verluste wurden berücksichtigt.

Der Jahresabschluss der Gesellschaft wird beim Firmenbuch des Handelsgerichtes Wien eingereicht.

Der Teil-Konzernabschluss der AGRANA Beteiligungs-Aktiengesellschaft, Wien, wird in den Konzernabschluss der Südzucker Aktiengesellschaft Mannheim/Ochsenfurt, Mannheim aufgenommen und dieser beim Handelsregister des Amtsgerichtes Mannheim hin-



terlegt. Der Konzernabschluss der AGRANA Beteiligungs-Aktiengesellschaft wird beim Handelsgericht Wien hinterlegt.

## 2. Anlagevermögen

### a. *Immaterielle Vermögensgegenstände*

Die immateriellen Vermögensgegenstände werden zu Anschaffungskosten bewertet, die um die planmäßigen Abschreibungen vermindert sind.

Die planmäßige Abschreibung wird linear vorgenommen.

Folgende Nutzungsdauer wird der planmäßigen Abschreibung zugrundegelegt:

	Jahre	Prozent
Markenrechte	10	10
EDV-Software	3	33,33

Außerplanmäßige Abschreibungen auf einen zum Abschlussstichtag niedrigeren beizulegenden Wert werden vorgenommen, wenn die Wertminderungen voraussichtlich von Dauer sind.

### b. *Sachanlagevermögen*

Das Sachanlagevermögen wird zu Anschaffungskosten bewertet, die um die planmäßigen Abschreibungen vermindert sind.

Die planmäßige Abschreibung wird linear vorgenommen.

Folgende Nutzungsdauern werden der planmäßigen Abschreibung zugrundegelegt:

	Jahre	Prozent
Gebäude	40 - 50	2,5 - 2
Geschäftsausstattung	5 - 10	20 - 10
EDV-Ausstattung	3	33,33
Gebrauchte Geschäftsausstattung und EDV	1 - 5	100 - 20

Gemäß Strukturanpassungsgesetz 1996 ergibt sich eine steuerliche Abschreibungsdauer für Personenkraftfahrzeuge von 8 Jahren. Unternehmensrechtlich wird eine Nutzungsdauer von 5 Jahren zugrundegelegt.

Außerplanmäßige Abschreibungen auf einen zum Abschlussstichtag niedrigeren beizulegenden Wert werden vorgenommen, wenn die Wertminderungen voraussichtlich von Dauer sind.

### **c. Finanzanlagen**

Die Anteile an verbundenen Unternehmen und Beteiligungen werden zu Anschaffungskosten oder zu dem niedrigeren Wert, der ihnen gemäß § 204 (2) UGB beizulegen ist, bewertet.

Gemäß Strukturanpassungsgesetz 1996 werden Abschreibungen bzw. Verluste aus Beteiligungen steuerrechtlich auf 7 Jahre verteilt angesetzt. Unternehmensrechtlich wird dieser Aufwand im Entstehungsjahr zur Gänze geltend gemacht.

Die Ausleihungen werden zum Nennwert bewertet. Im Falle einer dauerhaften Wertminderung werden außerplanmäßige Abschreibungen auf den beizulegenden Zeitwert vorgenommen.

Wertpapiere (Wertrechte) des Anlagevermögens werden zu den Anschaffungskosten bzw. niedrigeren Marktwerten am Bilanzstichtag bewertet.

Der Gesamtwert der unterlassenen Zuschreibung (gemäß § 208 Abs. 3 UGB) beläuft sich bei Wertpapieren auf EUR 2.802 (im Vorjahr 7 TEUR).

## **3. Umlaufvermögen**

### **a. Forderungen und sonstige Vermögensgegenstände**

Die Forderungen und sonstigen Vermögensgegenstände sind mit dem Nennwert angesetzt, soweit nicht im Fall erkennbarer Einzelrisiken der niedrigere beizulegende Wert angesetzt wird.

### **b. Aktive Steuerabgrenzung**

Der gemäß § 198 (10) UGB aktivierbare Betrag in der Höhe von EUR 638.727,94 (im Vorjahr 454 TEUR) wurde in die Bilanz nicht aufgenommen.

## 4. Rückstellungen

### **a. Rückstellungen für Abfertigungen**

Die Rückstellungen für Abfertigungen wurden gemäß § 198 und 211 UGB nach finanzmathematischen Grundsätzen ermittelt. Dazu wurde ein Gutachten der Valida Consulting GmbH, Wien, eingeholt. Der Rückstellungsberechnung liegen ein Rechnungszinssatz von 2,75 % (im Vorjahr 3,0 %), Fluktuationsabschläge je nach Dienstangehörigkeit von 0 bis 7,61 % (im Vorjahr 0 bis 8,31 %) sowie Gehaltsanpassungen zugrunde.

### **b. Rückstellung für Pensionen**

Die Pensionsverpflichtungen sind seit 2002 an eine Pensionskasse ausgegliedert. Es wurde der Gesamtbetrag der rückgestellten Pensionsansprüche an die Kasse übertragen.

Die zu entrichtenden Pensionsbeiträge werden auf Basis eines Rechnungszinssatzes von 2,75 % (im Vorjahr 3,0 %) so bemessen, dass die vereinbarte Alterspension ausfinanziert ist, wenn die Anwartschaftsberechtigten das 65. (Vorjahr: 65.) Lebensjahr vollendet haben. Bei Auftreten von kapitalmäßigen Deckungslücken besteht eine Nachschusspflicht an die Pensionskassa. Die Rückstellung für die Nachschussverpflichtung wird unter den sonstigen Rückstellungen ausgewiesen.

### **c. Sonstige Rückstellungen**

Die Rückstellungen für nicht verbrauchte Urlaube wurden in voller erforderlicher Höhe passiviert. Die Jubiläumsgelder wurden nach finanzmathematischen Grundsätzen ermittelt und der Rechnungszinssatz von 2,75 % (im Vorjahr 3,0 %) verwendet, wobei je nach Dienstangehörigkeit von 0 bis 7,61 % (im Vorjahr 0 bis 8,31 %) Fluktuationsabschlag in der Berechnung berücksichtigt wurden.

Die übrigen Rückstellungen berücksichtigen alle nach vernünftiger unternehmerischer Beurteilung erkennbaren Risiken und ungewissen Verpflichtungen.

## 5. Verbindlichkeiten

Die Verbindlichkeiten sind mit dem Rückzahlungsbetrag angesetzt. Fremdwährungsverbindlichkeiten sind mit dem höheren Devisenbriefkurs am Bilanzstichtag bewertet.

## C. ERLÄUTERUNGEN ZUR BILANZ

### (1) Anlagevermögen

Die Entwicklung der einzelnen Posten des Anlagevermögens ist im Anlagespiegel (Anlage 1) dargestellt.

Der Anteilsbesitz gemäß § 238 Z 2 UGB (mindestens 20 % Kapitalanteil) stellt sich wie folgt dar:

Beteiligungsunternehmen	Höhe des Anteils %	Eigenkapital gem. § 229 UGB EUR	Geschäftsjahr	Jahresüberschuss/fehlbetrag EUR
Anteile an verbundenen Unternehmen:				
AGRANA Marketing- und Vertriebsservice Ges.m.b.H, Wien	100	6.859.027,68	2013/14	584.503,22
AGRANA J & F Holding GmbH, Wien*)	98,91	247.733.628,90	2013/14	-546.207,35
AGRANA Zucker GmbH., Wien*)	98,91	362.653.766,09	2013/14	51.192.199,11
AGRANA Stärke GmbH., Wien*)	98,91	277.299.975,78	2013/14	63.220.847,77
AGRANA Group-Service GmbH	100	3.459.127,11	2013/14	-267.883,37
INSTANTINA Nahrungsmittel Entwicklungs- und Produktions- GesmbH, Wien	66,67	7.728.632,69	2013/14	587.792,80
Zuckerforschung Tulln Ges.m.b.H., Tulln	100	4.587.121,73	2013	1.611.173,23

\*) Die restlichen Anteile auf 100 % werden von Tochtergesellschaften gehalten.

Die Ausleihungen an verbundene Unternehmen betreffen die AGRANA Group-Services GmbH, Wien und haben eine Restlaufzeit von 1 bis 5 Jahren (€ 45.000.000,00) bzw. von mehr als 5 Jahren (€ 65.000.000,00).

Die Agrofrucht, Handel mit landwirtschaftlichen Produkten Gesellschaft m.b.H., Wien wurde in die AGRANA Group-Services GmbH, Wien verschmolzen. Da beide Gesellschaften vor der Verschmelzung bereits zu 100 % im Eigentum der Gesellschaft standen, erfolgte die Verschmelzung erfolgsneutral.

## (2) Forderungen und sonstige Vermögensgegenstände

in EUR (Vorjahr in TEUR)	Restlaufzeit bis 1 Jahr	Restlaufzeit von mehr als 1 Jahr	Bilanzwert
Forderungen gegenüber verbundenen Unternehmen (28.02.2013)	129.142.425,29 (131.633)	0,00 0	129.142.425,29 (131.633)
Sonstige Forderungen und Vermögensgegenstände (28.02.2013)	10.473.805,61 (9.116)	12.169,52 (17)	10.485.975,13 (9.133)
<b>Summe</b> (28.02.2013)	<b>139.616.230,90</b> (140.750)	<b>12.169,52</b> (17)	<b>139.628.400,42</b> (140.767)

Die Forderungen gegen verbundene Unternehmen betreffen in Höhe von EUR 129.142.425,29 (im Vorjahr 131.633 TEUR) sonstige Forderungen.

Die sonstigen Forderungen und Vermögensgegenstände enthalten im Wesentlichen Abgrenzungen von Zinsen aus Partizipationsscheinern in Höhe von EUR 5.206.250,00 (im Vorjahr 5.206 TEUR), Forderungen aus Kapitalertragsteuer gegenüber dem Finanzamt Wien 1/23 in Höhe von EUR 5.122.104,44 (im Vorjahr 3.809 TEUR) sowie andere kurzfristige Forderungen.

In den sonstigen Forderungen sind wesentliche Erträge, die erst nach dem Bilanzstichtag zahlungswirksam werden, in der Höhe von EUR 5.206.250,00 (im Vorjahr 5.206 TEUR) enthalten.

### (3) Grundkapital

Das Grundkapital in Höhe von EUR 103.210.249,78 setzt sich aus 14.202.040 Stück nennbetragslose Stückaktien – Stammaktien zusammen.

### (4) Kapitalrücklagen

Kapitalrücklagen	Stand 01.03.2013 EUR	Veränderung EUR	Stand 28.02.2014 EUR
Gebundene	373.422.710,55	0,00	373.422.710,55
Nicht gebundene	45.566.884,45	0,00	45.566.884,45
<b>Summe</b>	<b>418.989.595,00</b>	<b>0,00</b>	<b>418.989.595,00</b>

### (5) Gewinnrücklagen

	Stand 01.03.2013 EUR	Veränderung EUR	Stand 28.02.2014 EUR
Gesetzliche Rücklage	47.964,07	0,00	47.964,07
Andere Rücklagen (freie Rücklagen)	13.880.000,00	0,00	13.880.000,00
<b>Summe</b>	<b>13.927.964,07</b>	<b>0,00</b>	<b>13.927.964,07</b>

## (6) Rückstellungen

Die Berechnung der Rückstellungen für Abfertigungen und der sonstigen Rückstellungen wird unter den Bilanzierungs- und Bewertungsgrundsätzen erläutert.

Die Abfertigungsrückstellungen und die sonstigen Rückstellungen gliedern sich wie folgt:

	Stand 28.02.2013 in EUR	Verbrauch in EUR	Auflösung in EUR	Zuweisung in EUR	Stand am 28.02.2014 in EUR
Abfertigung	2.726.869,61			10.750,22	2.737.619,83
Pensionsansprüche	458.564,27			744.349,73	1.202.914,00
Jubiläumsgelder	334.153,33			36.651,31	370.804,64
Altersteilzeit	37.748,81	37.748,81			0,00
Nicht konsumierte Urlaube	1.607.777,35			237.187,20	1.844.964,55
Sonderzahlungen	483.873,05	142.000,00		34.898,76	376.771,81
Prüfungsaufwand	205.000,00	205.000,00		228.000,00	228.000,00
Veröffentlichungsaufwand	186.500,00	110.637,23	75.862,77	157.000,00	157.000,00
Kosten der Hauptversammlung	40.000,00	40.000,00		45.000,00	45.000,00
Kosten Bilanzpresse- konferenz	4.000,00	4.000,00		3.500,00	3.500,00
Konzernkommunikation	88.130,00	74.130,00	14.000,00	10.000,00	10.000,00
Aufsichtsratsvergütungen	200.000,00	200.000,00		250.000,00	250.000,00
Pensionskasse	59.662,83	59.662,83		2.822,40	2.822,40
Sonstige ausstehende Eingangsrechnungen	582.309,54	582.309,54		576.510,06	576.510,06
Sonstiges	300.000,00	222.203,74	77.796,26		0,00
<b>Summe</b>	<b>7.314.588,79</b>	<b>1.677.692,15</b>	<b>167.659,03</b>	<b>2.336.669,68</b>	<b>7.805.907,29</b>

## (7) Verbindlichkeiten

	28.02.14 in EUR	28.02.13 in TEUR
Verbindlichkeiten gegenüber Kreditinstituten	110.031.099,51	110.000
davon mit RLZ von bis 1 Jahr	(31.099,51)	(0)
davon mit RLZ von 1 bis 5 Jahren	(45.000.000,00)	(45.000)
davon mit RLZ von mehr als 5 Jahren	(65.000.000,00)	(65.000)
Verbindlichkeiten aus Lieferungen und Leistungen	1.214.980,63	1.572
davon mit RLZ von bis 1 Jahr	(1.214.980,63)	(1.572)
davon mit RLZ von 1 bis 5 Jahren	(0,00)	(0)
davon mit RLZ von mehr als 5 Jahren	(0,00)	(0)
Verbindlichkeiten gegenüber verbundenen Unternehmen	15.642.020,87	10.053
davon mit RLZ von bis 1 Jahr	(15.642.020,87)	(10.053)
Sonstige Verbindlichkeiten	5.825.353,06	12.454
davon mit RLZ von bis 1 Jahr	(5.825.353,06)	(12.368)
<b>Summe</b>	<b>132.713.454,07</b>	<b>134.079</b>
davon mit RLZ von bis 1 Jahr	(22.713.454,07)	(23.993)
davon mit RLZ von 1 bis 5 Jahren	(45.000.000,00)	(45.000)
davon mit RLZ von mehr als 5 Jahren	(65.000.000,00)	(65.000)

RLZ = Restlaufzeit

Aufgrund der weiterhin andauernden, weltweiten Finanz- und Wirtschaftskrise, hat sich die AGRANA Beteiligungs-Aktiengesellschaft im Geschäftsjahr 2012/13 entschieden, das günstige Umfeld zu nutzen und erstmalig am Kapitalmarkt ein Schuldscheindarlehen über EUR 110.000.000,00 aufgenommen.

Mit dieser Transaktion wurden die Helaba Landesbank Hessen/Thüringen sowie die Raiffeisenbank International AG mandatiert.

Das Schuldscheindarlehen wurde in Tranchen von 5, 7 und 10 Jahren begeben und leistet somit einen wesentlichen Beitrag für die langfristige finanzielle Absicherung des Konzerns. Als weiteres strategisches Ziel wurde die Verbreiterung der Investorenbasis angestrebt. Insgesamt haben 31 Banken bzw. Pensionsfonds gezeichnet.

Der gesamte Gegenwert des Schuldscheindarlehens wurde konzernintern mit gleicher Kondition und Laufzeit an die für Finanzierungen zuständige AGRANA Group-Services GmbH weitergereicht und wird dort für allgemeine Refinanzierungszwecke, insbesondere für den Bau der Weizenstärkefabrik in Pischelsdorf verwendet.

In den sonstigen Verbindlichkeiten sind die Abgrenzungen für erfolgsabhängige Personalprämien in Höhe von EUR 3.054.800,52 (im Vorjahr 2.822 TEUR) und Verbindlichkeiten von Abgaben in Höhe von EUR 1.154.459,08 (im Vorjahr 7.979 TEUR) enthalten.



In den sonstigen Verbindlichkeiten sind wesentliche Aufwendungen, die erst nach dem Bilanzstichtag zahlungswirksam werden, in folgender Höhe enthalten: erfolgsabhängige Personalprämien EUR 3.054.800,52 (im Vorjahr 2.822 TEUR) sowie Verbindlichkeiten von Abgaben in Höhe von EUR 632.399,40 (im Vorjahr 573 TEUR).

In den Verbindlichkeiten gegen verbundenen Unternehmen sind sonstige Verbindlichkeiten in Höhe von EUR 15.642.020,87 (im Vorjahr 10.053 TEUR) enthalten.

Das Mietverhältnis im Strabaghaus endete am 30.04.2013.

Die Miete im Raiffeisenhaus für das Geschäftsjahr 2014/15 beträgt EUR 1.355.319,72 (im Vorjahr 1.024 TEUR). Für fünf Jahre beträgt die Miete aus heutiger Sicht insgesamt EUR 6.776.598,60.

Der Mietvertrag für die Telefonanlage Alcatel endete am 31.07.2013. Die Telefonanlage ging in das Eigentum von AGRANA Beteiligungs-Aktiengesellschaft durch Bezahlung des Restwerts in Höhe von EUR 166.240,00 netto über.

**(8) Haftungsverhältnisse, sonstige Verpflichtungen  
 (§ 237 Z 3 und Z 8 UGB)**

	28.02.2014 in EUR	28.02.2013 in TEUR
Haftungen aus Wechselobliga	7.800.000,00	37.800
Haftungen aus Zahlungsgarantien	264.561.060,00	282.411
<b>Summe</b>	<b>272.361.060,00</b>	<b>320.211</b>
davon gegenüber verbundenen Unternehmen	229.121.281,00	242.286

## D. ERLÄUTERUNGEN ZUR GEWINN- UND VERLUSTRECHNUNG

Die Gewinn- und Verlustrechnung umfasst im Berichtsjahr den Zeitraum vom 01. März 2013 bis 28. Februar 2014, im Vorjahr jenen vom 01. März 2012 bis 28. Februar 2013.

### (9) Umsatzerlöse

Die Umsatzerlöse in Höhe von EUR 70.995,74 (im Vorjahr 71 TEUR) beinhalten nur Inlandsumsätze.

**(10)** Die **Erträge aus dem Abgang von Anlagevermögen mit Ausnahme der Finanzanlagen** belaufen sich auf EUR 24.707,00 (im Vorjahr 73 TEUR).

**(11)** Die **Erträge aus der Auflösung von Rückstellungen** von EUR 167.659,03 (im Vorjahr 112 TEUR) beinhalten im Wesentlichen die Auflösung von Rückstellungen für ausstehende Eingangsrechnungen in Höhe von EUR 89.862,77 (im Vorjahr 49 TEUR) betreffend Veröffentlichungsaufwand und Konzernkommunikation.

**(12)** Die **übrigen sonstigen betrieblichen Erträge** von EUR 37.780.073,44 (im Vorjahr 37.293 TEUR) enthalten Erträge aus Konzernverrechnungen für die Nutzung der Markenrechte in Höhe von EUR 13.603.200,00 (im Vorjahr 13.814 TEUR), für IT-Leistungen und Personal in Höhe von EUR 23.968.215,39 (im Vorjahr 21.976 TEUR), die Auflösung von Einzelwertberichtigungen in Höhe von EUR 68.514,00 (im Vorjahr 1.136 TEUR), Durchlaufposten in Höhe von EUR 83.989,76 (im Vorjahr 182 TEUR) sowie andere Erträge in Höhe von EUR 56.154,29 (im Vorjahr 185 TEUR).

**(13) Personalaufwand**

	2013/14 in EUR	2012/13 in TEUR
Gehälter	16.249.126,04	14.966
Aufwendungen für Abfertigungen	404.187,56	404
Leistungen an betriebliche Mitarbeitervorsorgekassen (MVK)	131.554,40	109
Aufwendungen für Altersversorgung	1.724.191,27	1.005
Sozialabgaben und Personalnebenkosten	3.156.678,38	2.874
Sonstige Sozialaufwendungen	336.822,60	153
<b>Summe</b>	<b>22.002.560,25</b>	<b>19.511</b>

davon entfallen

	Abfertigungen und Leistungengenen an betriebliche Mitarbeitervorsorgekassen		Pensionen (Rückstellungen)	
	2013/14 EUR	2012/13 TEUR	2013/14 EUR	2012/13 TEUR
Vorstand u. Personen lt. § 80 AktG	187.184,95	-6	1.706.556,57	987
andere Arbeitnehmer	348.557,01	518	17.634,70	18
<b>Summe</b>	<b>535.741,96</b>	<b>512</b>	<b>1.724.191,27</b>	<b>1.005</b>

Die durchschnittliche Zahl der Arbeitnehmer (ohne Vorstandsmitglieder) während des Geschäftsjahres betrug 174 Angestellte (im Vorjahr 153 Angestellte).

Die Gesamtbezüge der Vorstandsmitglieder betragen im Berichtsjahr EUR 3.165.292,90 (im Vorjahr 2.983 TEUR). An die Pensionskasse wurden an laufenden Beiträgen EUR 967.719,84 (im Vorjahr 741 TEUR) für die Vorstandsmitglieder bezahlt. Weiters wurde der Vorsorge für künftige Pensionsansprüche ein Betrag in Höhe von EUR 744.349,73 (im Vorjahr 246 TEUR Zuführung) zugewiesen und eine Rückstellung für Nachschussverpflichtung in Höhe von EUR 0,00 (im Vorjahr 0,00 TEUR) gebildet.

Die Mitglieder des Aufsichtsrates erhielten für ihre Tätigkeit im Geschäftsjahr 2013/14 eine Vergütung von EUR 250.000,00 (im Vorjahr 200 TEUR).

### **(14) Sonstige betriebliche Aufwendungen**

Die **übrigen sonstigen betriebliche Aufwendungen** betragen EUR 23.034.321,59 (im Vorjahr 24.096 TEUR) und umfassen im Wesentlichen EDV-Aufwand inkl. EDV-Beratung von EUR 8.421.864,23 (im Vorjahr 7.088 TEUR), Rechts-, Prüfungs- und Beratungsaufwendungen von EUR 4.930.093,63 (im Vorjahr 6.659 TEUR), Leasing, Mieten und Pachten von EUR 1.432.295,46 (im Vorjahr 1.387 TEUR), die Zuweisung zur Einzelwertberichtigung Forderung von EUR 0,00 (im Vorjahr 69 TEUR), Werbeaufwendungen von EUR 1.422.384,25 (im Vorjahr 1.246 TEUR) sowie andere Aufwendungen in Höhe von EUR 6.827.684,02 (im Vorjahr 6.563 TEUR).

### **(15) Erträge aus Beteiligungen**

	2013/14 in EUR	2012/13 in TEUR
Erträge von verbundenen Unternehmen	53.740.266,00	53.820
Erträge von sonstigen Beteiligungen	5.000,00	5
<b>Summe</b>	<b>53.745.266,00</b>	<b>53.825</b>

**(17) Steuern vom Einkommen**

	2013/14 in EUR	2012/13 in TEUR
Körperschaftsteuer	-6.536.730,00	-14.170
Körperschaftsteuer Vorperioden	10.329,16	-3.133
Steuerumlagen	7.097.562,65	17.452
nicht abzugsfähige Quellensteuer	-41.410,81	-69
<b>Summe</b>	<b>529.751,00</b>	<b>81</b>

Mit dem Steuerreformgesetz 2005 wurde ein neues Konzept der Besteuerung von Unternehmensgruppen eingeführt. Die AGRANA-Gruppe hat entsprechend dieser Bestimmungen eine Unternehmensgruppe bestehend aus AGRANA Beteiligungs-Aktiengesellschaft als Gruppenträger und AGRANA Zucker GmbH, AGRANA Stärke GmbH, AGRANA Marketing- und Vertriebsservice Gesellschaft m.b.H., AGRANA Bioethanol GmbH, AGRANA Internationale Verwaltungs- und Asset-Management GmbH, AGRANA J & F Holding GmbH, AGRANA Juice Holding GmbH, AGRANA Group-Services GmbH, INSTANTINA Nahrungsmittel Entwicklungs- und Produktionsgesellschaft m.b.H., die AGRANA Juice Sales & Customer Service GmbH und die AUSTRIA JUICE GmbH als Gruppenmitglieder gebildet. Zwischen den Gruppenmitgliedern und dem Gruppenträger erfolgt eine Steuerumlagenverrechnung.

## F. SONSTIGE ANGABEN

### **Beziehungen zu verbundenen Unternehmen (§ 238 Z 3 UGB)**

AGRANA AGRO SRL, Roman, Rumänien

AGRANA Beteiligungs-Aktiengesellschaft, Wien, Österreich

AGRANA BiH Holding GmbH, Wien, Österreich

AGRANA Bioethanol GmbH, Wien, Österreich

AGRANA Bulgaria AD, Sofia, Bulgarien

AGRANA BUZAU SRL, Buzau, Rumänien

AGRANA d.o.o., Brčko, Bosnien-Herzegowina

AGRANA Fruit Argentina S.A., Buenos Aires, Argentinien

AGRANA Fruit Australia Pty Ltd, Central Mangrove, Australien

AGRANA Fruit Austria GmbH, Gleisdorf, Österreich

AGRANA Fruit Brasil Indústria, Comércio, Importacao e Exportacao Ltda., São Paulo, Brasilien

AGRANA Fruit Brasil Participacoes Ltda., São Paulo, Brasilien

AGRANA Fruit Dachang Co., Ltd, Dachang, China

AGRANA Fruit Fiji Pty. Ltd, Sigatoka, Fidschi

AGRANA Fruit France S.A., Mitry-Mory, Frankreich

AGRANA Fruit Germany GmbH, Konstanz, Deutschland

AGRANA Fruit Istanbul Gida Sanayi ve Ticaret A.S., Zincirlikuyu, Türkei

AGRANA Fruit Korea Co. Ltd, Seoul, Südkorea

AGRANA Fruit Latinoamerica S. de R.L de C.V, Michoacán, Mexico

AGRANA Fruit Luka TOV, Winniza, Ukraine

AGRANA Fruit México, S.A. de C.V., Michoacán, Mexico

AGRANA Fruit Polska SP z.o.o., Ostrołęka, Polen

AGRANA Fruit S.A.S., Mitry-Mory, Frankreich

AGRANA Fruit Services GmbH, Wien, Österreich

AGRANA Fruit Services Inc., Brecksville, USA

AGRANA Fruit Services S.A.S., Mitry-Mory, Frankreich

AGRANA Fruit South Africa (Proprietary) Ltd, Kapstadt, Südafrika

AGRANA Fruit Ukraine TOV, Winniza, Ukraine  
AGRANA Fruit US, Inc, Brecksville, USA  
AGRANA Group-Services GmbH, Wien, Österreich  
AGRANA Internationale Verwaltungs- und Asset-Management GmbH, Wien, Österreich  
AGRANA J & F Holding GmbH, Wien, Österreich  
AGRANA Juice Denmark A/S, Køge, Dänemark  
AGRANA Juice Holding GmbH, Gleisdorf, Österreich  
AGRANA Juice Magyarorzág Kft., Vásárosnamény, Ungarn  
AGRANA Juice Poland Sp z.o.o., Białobrzegi, Polen  
AGRANA Juice Romania Vaslui s.r.l., Vaslui, Rumänien  
AGRANA Juice Sales & Customer Service GmbH, Gleisdorf, Österreich  
AGRANA Juice Sales & Marketing GmbH, Bingen, Deutschland  
AGRANA Juice Service & Logistik GmbH, Bingen, Deutschland  
AGRANA Juice Ukraine TOV, Winniza, Ukraine  
AGRANA JUICE (XIANYANG) CO., LTD, Xianyang City, China  
AGRANA Magyarorzág Értékesítési Kft., Budapest, Ungarn  
AGRANA Marketing- und Vertriebsservice Gesellschaft m.b.H., Wien, Österreich  
AGRANA Nile Fruits Processing (SAE), Qalyoubia, Ägypten  
AGRANA Skrob s.r.o., Hrušovany, Tschechien  
AGRANA Stärke GmbH, Wien, Österreich  
AGRANA TANDAREI SRL, Țăndărei, Rumänien  
AGRANA Trading EOOD, Sofia, Bulgarien  
AGRANA Zucker GmbH, Wien, Österreich  
AUSTRIA JUICE GmbH, Allhartsberg, Österreich  
Biogáz Fejlesztő Kft., Kaposvár, Ungarn  
Dirafrost FFI N.V., Herk-de-Stad, Belgien  
Dirafrost Maroc SARL, Laouamra, Marokko  
Dr. Hauser Gesellschaft m.b.H., Hamburg, Deutschland  
Financière Atys S.A.S., Mitry-Mory, Frankreich  
INSTANTINA Nahrungsmittel Entwicklungs- und Produktionsgesellschaft m.b.H., Wien, Österreich  
Koronás Irodaház Szolgáltató Korlátolt Felelősségű Társaság, Budapest, Ungarn  
Magyar Cukorgyártó és Forgalmazó Zrt., Budapest, Ungarn

Moravskoslezské Cukrovary A.S., Hrušovany, Tschechien  
o.o.o. AGRANA Fruit Moscow Region, Serpuchov, Russland  
Österreichische Rübensamenzucht Gesellschaft m.b.H., Wien, Österreich  
PERCA s.r.o., Hrušovany, Tschechien  
S.C. A.G.F.D. Tandarei s.r.l., Țândărei, Rumänien  
S.C. AGRANA Romania S.A., Bukarest, Rumänien  
Slovenské Cukrovary s.r.o., Sered', Slowakei  
Ybbstaler Fruit Austria GmbH, Allhartsberg, Österreich  
Ybbstaler Fruit Polska Sp.z.o.o., Chełm, Polen  
Yube d.o.o., Požega, Serbien  
Zuckerforschung Tulln Gesellschaft m.b.H., Wien, Österreich

SÜDZUCKER Aktiengesellschaft Mannheim/Ochsenfurt, Mannheim, Deutschland  
mit ihren Tochtergesellschaften

### **Beziehungen zu assoziierten Unternehmen**

"AGRAGOLD" d.o.o., Brcko, Bosnien-Herzegowina  
AGRAGOLD d.o.o., Zagreb, Kroatien  
AGRAGOLD dooel, Skopje, Mazedonien  
AGRAGOLD Holding GmbH, Wien, Österreich  
AGRAGOLD trgovina d.o.o., Ljubljana, Slowenien  
AGRANA-STUDEN Beteiligungs GmbH, Wien, Österreich  
AGRANA-STUDEN Sugar Trading GmbH, Wien, Österreich  
Company for trade and services AGRANA-STUDEN Serbia d.o.o. Beograd, Beograd, Serbien  
GreenPower E85 Kft, Szabadegyháza, Ungarn  
HUNGRANA Keményitő- és Isocukorgyártó és Forgalmazó Kft., Szabadegyháza, Ungarn  
HungranaTrans Kft., Szabadegyháza, Ungarn  
STUDEN-AGRANA Rafinerija Secera d.o.o., Brčko, Bosnien-Herzegowina



G. AUFWENDUNGEN FÜR DEN ABSCHLUSSPRÜFER (§ 237 Z14 UGB)

	2013/14 Jahres- abschluss EUR	Andere Bestätigungs- leistungen EUR	sonstige Leistungen EUR	Gesamt EUR	2012/13 Jahres- abschluss TEUR	Andere Bestätigungs- leistungen TEUR	sonstige Leistungen TEUR	Gesamt TEUR
KPMG Austria AG Wirtschaftsprüfungs- und Steuerberatungsgesellschaft	30.280,00	300.370,98	201.105,39	531.756,37	26	219	106	351
<b>Summe</b>	<b>30.280,00</b>	<b>300.370,98</b>	<b>201.105,39</b>	<b>531.756,37</b>	<b>26</b>	<b>219</b>	<b>106</b>	<b>351</b>

## H. ORGANE UND ARBEITNEHMER (§ 239 UGB)

### Aufsichtsrat:

Dr. Christian KONRAD, Wien	Vorsitzender
Dr. Wolfgang HEER, Mannheim	Stellvertreter des Vorsitzenden
Mag. Erwin HAMESEDER, Mühldorf	Stellvertreter des Vorsitzenden
Dr. Hans-Jörg GEBHARD, Eppingen	
Dipl.-Ing. Josef PRÖLL, Wien	
Dipl.-Ing. Ernst KARPFFINGER, Oberweiden	
Dr. Thomas KIRCHBERG, Ochsenfurt	
Dr. Jochen FENNER, Gelchsheim	

### Vom Betriebsrat delegiert:

Dipl.-Ing. Stephan SAVIC, Wien  
Ing. Peter VYMYSLICKY, Leopoldsdorf  
Thomas BUDER, Katzelsdorf  
Gerhard GLATZ, Hohenberg

Vorstand:

Dipl.-Ing. Johann MARIHART, Limberg	Vorsitzender
Mag. Dipl.-Ing. Dr. Fritz GATTERMAYER, Klosterneuburg	
Mag. Walter GRAUSAM, Wien	
Dkfm. Thomas KÖLBL, Speyer	

Wien, am 29. April 2014

**Der Vorstand:**

Dipl.-Ing. Johann Marihart  
e.h.

Mag. Dipl.-Ing. Dr. Fritz Gattermayer  
e.h.

Mag. Walter Grausam  
e.h.

Dkfm. Thomas Kölbl  
e.h.

## ENTWICKLUNG DES ANLAGEVERMÖGENS

ANLAGEVERMÖGEN	Anschaffungskosten			
	Stand 01.03.13	Zugang	Abgang	Stand 28.02.14
<u>I. Immaterielle Vermögensgegenstände</u>				
1. Markenrechte	611.300,93	0,00	0,00	611.300,93
2. EDV-Software	6.816.291,40	860.150,84	0,00	7.676.442,24
3. Geringwertige Vermögensgegenstände	189.849,17	62.891,35	189.849,17	62.891,35
	<b>7.617.441,50</b>	<b>923.042,19</b>	<b>189.849,17</b>	<b>8.350.634,52</b>
<u>II. Sachanlagen</u>				
1. Bauten, einschließlich der Bauten auf fremdem Grund	0,00	0,00	0,00	0,00
2. Betriebs- und Geschäftsausstattung	3.848.056,32	2.122.886,70	1.301.294,00	4.669.649,02
3. Geringwertige Vermögensgegenstände	0,00	84.636,73	84.636,73	0,00
	<b>3.848.056,32</b>	<b>2.207.523,43</b>	<b>1.385.930,73</b>	<b>4.669.649,02</b>
<u>III. Finanzanlagen</u>				
1. Anteile an verbundenen Unternehmen	424.145.490,31	0,00	0,00	424.145.490,31
2. Ausleihungen an verbundenen Unternehmen	110.000.000,00	0,00	0,00	110.000.000,00
3. Beteiligungen	258.620,00	0,00	0,00	258.620,00
4. Wertpapiere (Wertrechte) des Anlagevermögens	85.206.800,00	0,00	0,00	85.206.800,00
	<b>619.610.910,31</b>	<b>0,00</b>	<b>0,00</b>	<b>619.610.910,31</b>
<b>Gesamtsumme</b>	<b>631.076.408,13</b>	<b>3.130.565,62</b>	<b>1.575.779,90</b>	<b>632.631.193,85</b>

Abschreibungen					Buchwerte		
Stand 01.03.13	Jahres- abschreibung	Zuschreibung	Abgang	Stand 28.02.14	Stand 28.02.14	Stand 28.02.13	
380.374,93	61.060,00	0,00	0,00	441.434,93	169.866,00	230.926,00	
5.463.292,40	960.072,84	0,00	0,00	6.423.365,24	1.253.077,00	1.352.999,00	
189.849,17	62.891,35	0,00	189.849,17	62.891,35	0,00	0,00	
<b>6.033.516,50</b>	<b>1.084.024,19</b>	<b>0,00</b>	<b>189.849,17</b>	<b>6.927.691,52</b>	<b>1.422.943,00</b>	<b>1.583.925,00</b>	
0,00	0,00	0,00	0,00	0,00	0,00	0,00	
2.260.770,13	904.927,71	0,00	1.231.427,00	1.934.270,84	2.735.378,18	1.587.286,19	
0,00	84.636,73	0,00	84.636,73	0,00	0,00	0,00	
<b>2.260.770,13</b>	<b>989.564,44</b>	<b>0,00</b>	<b>1.316.063,73</b>	<b>1.934.270,84</b>	<b>2.735.378,18</b>	<b>1.587.286,19</b>	
1.660.724,48	0,00	0,00	0,00	1.660.724,48	422.484.765,83	422.484.765,83	
0,00	0,00	0,00	0,00	0,00	110.000.000,00	110.000.000,00	
0,00	0,00	0,00	0,00	0,00	258.620,00	258.620,00	
9.204,00	0,00	0,00	0,00	9.204,00	85.197.596,00	85.197.596,00	
<b>1.669.928,48</b>	<b>0,00</b>	<b>0,00</b>	<b>0,00</b>	<b>1.669.928,48</b>	<b>617.940.981,83</b>	<b>617.940.981,83</b>	
<b>9.964.215,11</b>	<b>2.073.588,63</b>	<b>0,00</b>	<b>1.505.912,90</b>	<b>10.531.890,84</b>	<b>622.099.303,01</b>	<b>621.112.193,02</b>	

## **Report on the Financial Statements**

We have audited the accompanying financial statements, including the accounting system, of

### **AGRANA Beteiligungs-Aktiengesellschaft, Vienna,**

for the fiscal year from 1 March 2013 to 28 February 2014. These financial statements comprise the statement of financial position as of 28 February 2014, the income statement for the fiscal year ending on 28 February 2014, and the notes.

### ***Management's Responsibility for the Financial Statements and for the Accounting System***

The Company's management is responsible for the accounting system and for the preparation and fair presentation of these financial statements in accordance with Austrian Generally Accepted Accounting Principles. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### ***Auditors' Responsibility and Description of Type and Scope of the statutory audit***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with laws and regulations applicable in Austria and Austrian Standards on Auditing. Those standards require that we comply with professional guidelines and that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

Our audit did not give rise to any objections. In our opinion, which is based on the results of our audit, the financial statements comply with legal requirements and give a true and fair view of the financial position of the Company as of 28 February 2014 and of its financial performance for the year from 1 March 2013 to 28 February 2014 in accordance with Austrian Generally Accepted Accounting Principles.

**Report on Other Legal Requirements (Management Report)**

Pursuant to statutory provisions, the management report is to be audited as to whether it is consistent with the financial statements and as to whether the other disclosures are not misleading with respect to the Company's position. The auditor's report also has to contain a statement as to whether the management report is consistent with the financial statements and whether the disclosures pursuant to Section 243a UGB (Austrian Commercial Code) are appropriate.

In our opinion, the management report is consistent with the financial statements. The disclosures pursuant to Section 243a UGB (Austrian Commercial Code) are appropriate.

Vienna, 29 April 2014

KPMG Austria AG  
Wirtschaftsprüfungs- und Steuerberatungsgesellschaft

Signed by:

Mag. Rainer Hassler	pp Mag. Nikolaus Urschler
Wirtschaftsprüfer	Wirtschaftsprüfer
(Austrian Chartered Accountants)	

The financial statements together with our auditor's opinion may only be published if the financial statements and the management report are identical with the audited version attached to this report. Section 281 paragraph 2 UGB (Austrian Commercial Code) applies.

# STATEMENT BY THE MEMBERS OF THE MANAGEMENT BOARD

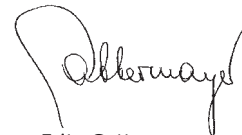
In accordance with section 82 (4) Austrian Stock Exchange Act, the undersigned members of the Management Board, as the legal representatives of AGRANA Beteiligungs-AG, confirm to the best of their knowledge that:

- the separate financial statements for the year ended 28 February 2014 give a true and fair view of the financial position, results of operations and cash flows of the parent company as required by the applicable accounting standards;
- the management report for the 2013|14 financial year presents the business performance, financial results and situation of AGRANA Beteiligungs-AG in such a way as to provide a true and fair view of AGRANA's financial position, results of operations and cash flows, together with a description of the principal risks and uncertainties faced by the company.

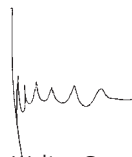
Vienna, 29 April 2014



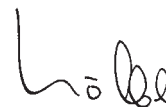
Johann Marihart  
Chief Executive Officer  
Present responsibilities: Business Strategy,  
Production, Quality Management, Human Resources,  
Communication (including Investor Relations),  
Research & Development, and Starch Segment



Fritz Gattermayer  
Member of the Management Board  
Present responsibilities: Sales, Raw Materials,  
Purchasing, and Sugar Segment



Walter Grausam  
Member of the Management Board  
Present responsibilities: Finance, Controlling,  
Treasury, Information Technology and Organisation,  
Mergers & Acquisitions, Legal, and Fruit Segment



Thomas Kölbl  
Member of the Management Board  
Responsibility on Internal Audit



# PROPOSED APPROPRIATION OF PROFIT

UNDER AUSTRIAN COMMERCIAL CODE (UGB)

AGRANA BETEILIGUNGS-AG

	2013 14 €
The financial year to 28 February 2014 closed with the following net profit available for distribution	58,588,379
The Management Board proposes to the Annual General Meeting to allocate this profit as follows:	
Distribution of a dividend of € 3.60 per ordinary no-par value share on 14,202,040 participating ordinary shares, that is, a total of	51,127,344
Profit to be carried forward	7,461,035
	<b>58,588,379</b>

## PUBLICATION INFORMATION

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### **Published by:**

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Creative photography and Management Board portraits: Stefan Badegruber

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### **Forward-looking statements**

This annual report contains forward-looking statements, which are based on assumptions and estimates made by the Management Board of AGRANA Beteiligungs-AG. Although these assumptions, plans and projections represent the Management Board's current intentions and best knowledge, a large number of internal and external factors may cause actual future developments and results to differ materially from these assumptions and estimates. Some examples of such factors are, without limitation: negotiations concerning world trade agreements; changes in the overall economic environment, especially in macroeconomic variables such as exchange rates, inflation and interest rates; EU sugar policy; consumer behaviour; and public policy related to food and energy. AGRANA Beteiligungs-AG does not guarantee in any way that the actual future developments and actual future results achieved will match the assumptions and estimates expressed or made in this annual report, and does not accept any liability in the event that assumptions and estimates prove to be incorrect.

As a result of the standard round-half-up convention used in rounding individual amounts and percentages, this report may contain minor, immaterial rounding errors.

No liability is assumed for misprints, typographical or similar errors.

The English translation of the AGRANA Annual Report is solely for readers' convenience and is not definitive. In the event of discrepancy or dispute, only the German-language version shall govern.



