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### CONTACT
**Leader of the European sugar market**

- Total sugar production in Europe: 5.4 mln t
- Percentage of EU’s sugar quota: 24.1%
- Annual turnover: 7 bn €
- Permanent employees: 17,500
- Sugar beet growers: 42,950

**Segments**

- Sugar
- Special products
- CropEnergies
- Fruit
Sugar
29 sugar factories and 3 refineries in Austria, Belgium, Bosnia and Herzegovina, Czech Republic, France, Germany, Hungary, Moldova, Poland, Romania and Slovakia

Special products
BENE (BENE-Orafti, BENE-Remy, BENE-Palatinit)
Freiberger PortionPack Europe Starch

CropEnergies
3 production sites in Belgium, France and Germany

Fruit
Fruit preserves
Fruit juice concentrates
41 production sites worldwide
The sugar segment consists of:

- **Sugar plants of**
  - Südzucker AG in Germany
  - Südzucker Polska in Poland
  - Südzucker Moldova in Moldova
  - Raffinerie Tirlemontoise in Belgium
  - Saint Louis Sucre in France
  - AGRANA in Austria, Czech Republic, Hungary, Romania and Slovakia

- **Agriculture/commodity markets**
- **Animal feed**
- **Soil health department**
- **Europe-wide: 29 sugar factories, 3 refineries**
**Group**

- Cultivated area: 412,000 hectares
- Beet processing: 31.3 million tonnes
- Sugar production: 5.4 million tonnes*

**Number of locations**

- Germany: 9 sugar factories
- France: 4 sugar factories and 1 refinery
- Belgium: 2 sugar factories
- Austria: 2 sugar factories
- Poland: 5 sugar factories
- Romania: 1 sugar factory and 1 refinery
- Czech Republic: 2 sugar factories
- Hungary: 1 sugar factory
- Bosnia and Herzegovina: 1 refinery
- Slovakia: 1 sugar factory
- Moldova: 2 sugar factories

*Including raw sugar refining
Beet yield (t/h) in the 2011/12 campaign (2010/11 campaign)

- Belgium: 81.2 (72.6)
- Germany: 79.3 (70.0)
- Poland: 67.0 (56.7)
- Czech Republic: 66.3 (53.7)
- Slovakia: 62.6 (59.7)
- Austria: 74.0 (69.8)
- Hungary: 56.6 (62.5)
- Bosnia and Herzegovina: 35.1 (41.4)
- Romania: 30.8 (32.7)
- Moldova: 30.8 (32.7)
- France: 78.2 (69.7)
**SUGAR SEGMENT**  
Beet processing and sugar production* (mln t)

<table>
<thead>
<tr>
<th>Year</th>
<th>Beet Processing</th>
<th>Sugar Production</th>
<th>Sugar Refining</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009/10</td>
<td>28.4</td>
<td>4.8</td>
<td></td>
</tr>
<tr>
<td>2010/11</td>
<td>26.1</td>
<td>4.2</td>
<td></td>
</tr>
<tr>
<td>2011/12</td>
<td>31.3</td>
<td>5.4</td>
<td></td>
</tr>
</tbody>
</table>

*Including raw sugar refining
The Mauritius Sugar Syndicate is the sole sugar sales and marketing organisation of Mauritian sugar producers.

Südzucker has signed an exclusive partnership agreement with the Mauritius Sugar Syndicate to market up to 400,000 tonnes of top-quality white sugar per annum in the EU.

Südzucker has established a delivery and distribution infrastructure to handle up to 15,000 containers per annum between Mauritius and EU end customers.

Deliveries started in 2010.
### Beneo Group
- World market leader for isomalt and oligofructose
- Strong market position - sales teams in over 70 countries
- Functional ingredients for food and non-food applications, pharmaceuticals and animal feed
- 5 production facilities (Belgium x 2, Chile, Germany, Italy)

### Freiberger
- No. 1 in Europe Frozen products: pizza, pasta dishes and snacks
- Private labels for leading food retailers worldwide
- 7 private labels (e.g. Alberto, Gourmet Royal) and Freiberger Pizza-Selection
- 5 production facilities (Austria, Germany x 3, Great Britain)

### PortionPack Europe
- European market leader
- Production and distribution of portion packed products
- Wide range of products in the food (e.g. sugar, snacks, sweets) and non-food range (e.g. shampoos and shower gels)
- 8 production facilities in Europe

### Agrana
- Leading supplier of ‘bio’ products for the B2B sector
- Starch and special starch products for food and non-food areas as well as bioethanol
- 4 starch production facilities (Austria x 2, Hungary, Romania)
- Annual bioethanol production capacity: 240,000 m³ in Austria, 187,000 m³ in Hungary
CropEnergies Group is one of the leading European producers of bioethanol for the fuel sector

Overall annual production capacity: more than 700,000 m³ bioethanol and 500,000 t by-products

Bioethanol sales in 2011/12: 0.7 mln m³ including 71,000 m³ trading goods

Raw materials: sugar syrup, corn (wheat, barley and maize)

CropEnergies Group includes also CropEnergies Inc., Houston (USA)
### CropEnergies Segment

**Bioethanol Gmbh, Zeitz, Germany**
- One of the biggest bioethanol plants in the EU
- Annual capacity: 360,000 m³
- CropPower85 high quality fuel
- ProtiGrain® (high-protein animal feed): 260,000 t per annum

**BioWanze S.A. Wanze, Belgium**
- Innovative production process: biomass is used as a source of energy (70% reduction of CO₂ emissions)
- Annual processing capacity:
  - up to 300,000 m³ bioethanol
  - more than 200,000 t ProtiWanze® protein animal feed
  - 55,000 t gluten

**Ryssen Alcools S.A.S. Loon-Plage, France**
- Dehydration of 100,000 m³ bioethanol p.a. for the fuel sector
- Rectification of 80,000 m³ bioethanol p.a. for industrial applications
- Customers: fuel, beverage, cosmetic, pharmaceutical and chemical industries

**CT Biocarbonic Zeitz, Germany**
- Joint venture with Tyczka Energie GmbH
- Largest plant of this kind in Germany
- Production capacity: 100,000 tonnes of liquefied CO₂ per annum
- Used in the beverage and food industries as a cooling and freezing agent and in dry ice production
The fruit segment is a showpiece of AGRANA’s global operations

AGRANA FRUIT S.A.S.
Mitry-Mory, France

- Global market leader in fruit preparations
- Production of top-quality products and sales to international food groups
- 27 production sites worldwide

YBBSTALER AGRANA JUICE GmbH*
Kröllendorf/Austria

- Europe’s leading producer of fruit juice concentrates
- Production and marketing of high-value apple and berry concentrates
- 14* productions locations in Europe and China

*Since June 2012
SÜDZUCKER
POLSKA
<table>
<thead>
<tr>
<th><strong>Basic facts</strong></th>
<th></th>
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<tbody>
<tr>
<td><strong>Foundation year</strong></td>
<td>1997</td>
</tr>
<tr>
<td><strong>Share of Poland’s sugar quota</strong></td>
<td>25%</td>
</tr>
<tr>
<td><strong>Sugar plants</strong></td>
<td>5</td>
</tr>
<tr>
<td><strong>Permanent employees</strong></td>
<td>685</td>
</tr>
<tr>
<td><strong>Sugar beet growers</strong></td>
<td>6,764</td>
</tr>
<tr>
<td><strong>Our brand</strong></td>
<td>Cukier Królewski</td>
</tr>
</tbody>
</table>
OUR MISSION

We sow, produce and sell with passion!

Our goal is to produce high quality sugar on the basis of the highest competence and trust of our employees and growers. We care for long-lasting relationships with our customers. We act in harmony with the environment.
MANAGEMENT BOARD

Piotr Chrobot
- Finance
- Balance sheet
- Controlling
- Taxes
- Legal
- Sales
- Marketing
- PR/Communication
- Quality Management
- IT

Marek Wójcik
- Raw materials/Agriculture
- Technology/ Production
- Investments and Maintenance
- Locations
- Environmental Protection
- Bioenergy
- HR
- Work Safety
- Audit
- Procurement
- Archive
Headquarters: Wrocław
Sales Office: Kraków
Regional Sales Offices: Cerekiew, Ropczyce
Production facilities
PRODUCTION FACILITIES

Cerekiew Sugar Plant

- First campaign: 1870

Key investments

- Sugar end
- Beet yard
- Silo of 40,000 t capacity
- Waste water plant
- Sugar storage
- Massecuite II mixer
- Tank for thick juice and molasses
- Beet end/purification: 5,000 t/day
- Boiler houses
PRODUCTION FACILITIES

Ropczyce Sugar Plant

- First campaign: 1979

Key investments
- Beet yard
- Boiler house
- Sugar storage
- Tower extractor
- Separation unit
- Silo of 40,000 t capacity
- Packing unit
- Sugar end

Strzelin Sugar Plant

- First campaign: 1872

Key investments
- Beet yard
- Central beet laboratory
- Silo of 50,000 t capacity
- Beet end/purification: 5,000 t/day
- Boiler house
- Thick juice tank
- Waste water plant
- Modernisation of centrifuges: A, B, C
- Biogas plant
PRODUCTION FACILITIES

Strzyżów Sugar Plant

- First campaign: 1901

Key investments
- Beet yard
- Biological waste water plant
- Settling basin
- Boiler house
- Heat management
- Extraction unit
- Packing unit

Świdnica Sugar Plant

- First campaign: 1848

Key investments
- Beet yard
- Heat management
- Extraction unit
- Boiler house
- Modernisation of centrifuges: B, C
- Waste water plant
- Modernisation of beet end/purification
OUR PRODUCTS ➤ Retail

- White sugar
- Tetra Rex fine white sugar
- Icing sugar
- Icing sugar mill
- Caster sugar
- Refined sugar
- Nib sugar
- White sugar cubes
- White lucky cubes
- Fine candy sugar
- Dolcetino sweetener

- Cane sugar
- Tetra Rex fine cane sugar
- Cane sugar cubes
- Cane sugar BIO
The high quality, wide range of products and innovative solutions introduced by Cukier Królewski have been greatly appreciated by Polish consumers. Cukier Królewski products have been awarded the Consumers Laurel golden medal again.
OUR PRODUCTS  ›› Industry

- Crystal sugar
- Icing sugar
- Liquid sugar
- Nib sugar
- Basic fondant
- Special fondant
- Brown sugar
- BIO sugar
- Bee feed
  - Apiinvert
  - Apifonda
  - Apipuder
- Molasses
- Beet pulp pellets
OUR PRODUCTS  ➤ HoReCa

- White sugar in sticks
- Cane sugar in sticks
Cukier Królewski corporate fanpage ‘Życie jest słodkie’ has been launched on the popular social networking site – facebook.com. It is a culinary profile that boasts a wide range of sweet recipes.

By joining our group of sweet life lovers, fans have a chance to share photos, links, photographed accounts of their culinary adventures and inspirations.

Join us!
All our products are manufactured in accordance with the Good Manufacturing and Hygiene Practice as confirmed by certificates granted to SZP which evidence compliance with the requirements of:

- ISO 9001
- HACCP - Codex Alimentarius
- IFS Standard
- BRC Standard
- Kosher law
Minimizing our adverse environmental impact by reducing:
- water and fuel consumption
- air pollution emissions
- amount of waste produced
- noise emission

Preventing the risk of environmental accidents

Improving existing means of environmental protection in accordance with relevant applicable laws

Reduction of environmental nuisance in 2011 as compared with 2002 (in %)

- Coal consumption: 83%
- Coke consumption: 79%
- Dust emissions: 64%
- Water consumption: 49%
- NO₂ emissions: 42%
- SO₂ emissions: 25%
- CO emissions: 23%
Average beet area and number of beet growers

- **Poland, average beet area in ha**
- **SZP, average beet area in ha**
- **Poland, beet growers, 03/04 = 100%**
- **SZP, beet growers, 03/04 = 100%**
Development of average sugar beet yield and biological sugar yield

- **Poland, average sugar yield in t/ha:**
  - 2003/04: 40.6 t/ha
  - 2004/05: 42.1 t/ha
  - 2006/07: 59.1 t/ha
  - 2007/08: 59.1 t/ha
  - 2008/09: 59.1 t/ha
  - 2009/10: 67.0 t/ha

- **SZP, average sugar yield in t/ha:**
  - 2003/04: 40.6 t/ha
  - 2004/05: 42.1 t/ha
  - 2006/07: 59.1 t/ha
  - 2007/08: 59.1 t/ha
  - 2008/09: 59.1 t/ha
  - 2009/10: 67.0 t/ha

- **Poland, % change of biological sugar yield, 02/03 = 100%**
- **SZP, % change of biological sugar yield, 02/03 = 100%**
### Campaign Figures

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>SZP 07/08</th>
<th>SZP 08/09</th>
<th>SZP 09/10</th>
<th>SZP 10/11</th>
<th>SZP 11/12</th>
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</thead>
<tbody>
<tr>
<td>Beet growers</td>
<td></td>
<td>12,383</td>
<td>8,407</td>
<td>8,084</td>
<td>7,586</td>
<td>6,764</td>
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<tr>
<td>Beet yield</td>
<td>t/ha</td>
<td>58.2</td>
<td>54.5</td>
<td>59.4</td>
<td>56.7</td>
<td>67.0</td>
</tr>
<tr>
<td>Beet volume</td>
<td>1,000 t</td>
<td>3,184.3</td>
<td>2,165.2</td>
<td>2,591.6</td>
<td>2,498.5</td>
<td>2,960.1</td>
</tr>
<tr>
<td>Polarization</td>
<td>%</td>
<td>16.4</td>
<td>17.2</td>
<td>16.4</td>
<td>16.2</td>
<td>18.0</td>
</tr>
<tr>
<td>Campaign start date</td>
<td></td>
<td>21.09.</td>
<td>20.09.</td>
<td>10.09.</td>
<td>10.09.</td>
<td><strong>10.09</strong></td>
</tr>
<tr>
<td>Campaign duration</td>
<td>d</td>
<td>98</td>
<td>88</td>
<td>114</td>
<td>108</td>
<td>126</td>
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</tbody>
</table>
Approximately 38.2 million consumers
Annual sugar consumption: 38.5 kg per capita
10.5% of EU’s sugar quota
Poland is the third largest sugar producer in EU after France and Germany
Growing customer expectations (product quality, appropriate environmental standards, sales service)
POLISH SUGAR MARKET  »  Facts

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

Share of sugar quota (%)

Total sugar quota for Poland is 1,405,608 t (10.5% in the EU)

Locations
- Gdańsk
- Szczecin
- Poznań
- Wrocław
- Kraków
- Warszawa
- Wrocław
- Poznań
- Gdańsk
## Figures

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>2004</th>
<th>2006</th>
<th>2008</th>
<th>2010</th>
<th>2011</th>
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<tr>
<td>Sugar quota</td>
<td>1,000 t</td>
<td>1,672</td>
<td>1,672</td>
<td>1,406</td>
<td>1,406</td>
<td>1,406</td>
</tr>
<tr>
<td>Beet growers</td>
<td>1,000</td>
<td>78</td>
<td>62</td>
<td>41</td>
<td>38</td>
<td>36</td>
</tr>
<tr>
<td>Beet area</td>
<td>1,000 ha</td>
<td>297</td>
<td>237</td>
<td>177</td>
<td>196</td>
<td>196</td>
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<tr>
<td>Beet yield</td>
<td>t/ha</td>
<td>42.5</td>
<td>47.0</td>
<td>48.0</td>
<td>50.9</td>
<td>59.6</td>
</tr>
<tr>
<td>Sugar plants</td>
<td>43</td>
<td>31</td>
<td>19</td>
<td>18</td>
<td>18</td>
<td>18</td>
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<tr>
<td>Sugar production</td>
<td>1,000 t</td>
<td>2,002</td>
<td>1,720</td>
<td>1,275</td>
<td>1,433</td>
<td>1,888</td>
</tr>
</tbody>
</table>

**Restucturing in Poland**  
**EU reform**
SUGAR MARKET
IN THE EU
### 2011/12 Campaign in the EU

#### Selected Country Figures

<table>
<thead>
<tr>
<th></th>
<th>Beet area in 1,000 h</th>
<th>Sugar yield in t/h</th>
<th>Sugar production in 1,000 t</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2010/11</td>
<td>2011/12*</td>
<td>2010/11</td>
</tr>
<tr>
<td>France**</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>342</td>
<td>359</td>
<td>12.4</td>
</tr>
<tr>
<td>Germany</td>
<td></td>
<td></td>
<td>9.6</td>
</tr>
<tr>
<td>Poland</td>
<td></td>
<td></td>
<td>7.4</td>
</tr>
<tr>
<td>Great Britain</td>
<td></td>
<td></td>
<td>9.6</td>
</tr>
<tr>
<td>Netherlands</td>
<td></td>
<td></td>
<td>12.3</td>
</tr>
<tr>
<td>Belgium</td>
<td></td>
<td></td>
<td>11.7</td>
</tr>
<tr>
<td>EU27</td>
<td>1,519</td>
<td>1,559</td>
<td>10.0</td>
</tr>
</tbody>
</table>

*Preliminary figures according to the European Commission

** France without overseas departments

- Slight increase of beet cultivation area (+2.6%)
- Very high beet and sugar yield per hectare in nearly all regions
- Current forecasts indicate production growth of 3.1 mln t sugar (+20%)
- Sugar production exceeds EU sugar quota by ca. 5.2 mln t
**Sugar Quotas in the EU**

0.1% Portugal ***
0.6% Finland
0.7% Lithuania
0.8% Hungary
0.8% Slovakia
0.8% Romania
1.2% Greece
2.2% Sweden
2.6% Austria

2.8% Denmark
2.8% Czech Republic
3.7% Spain
3.8% Italy
5.1% Belgium

**France 25.8%**
Germany 21.7%

Poland 10.5%
Great Britain 7.9%
Netherlands 6.0%

* Sugar, business year 2009/10
** Incl. overseas departments
*** Incl. the Azores
Source: WVZ
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