

# Agenda

- > Who we are: Facts and figures
- > Sustainable at the core
- > Excellence: Continuously improving
- Our growth strategy



# Nordzucker at a glance



21

Locations in Europe and Australia

2.5 million t Sugar

Raw cane sugar



CO<sub>2</sub>



0.7 million t

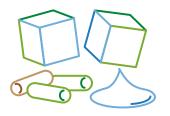


50 %

less CO<sub>2</sub> until 2030 > 250

**Products** 

- Sugar from beet and cane
  - Feed
  - **Fertiliser**
- Molasses
- **Bio-fuel**
- Electricity





~3.800

**Employees** 

## 2.3 billion Euro

Annual turnover



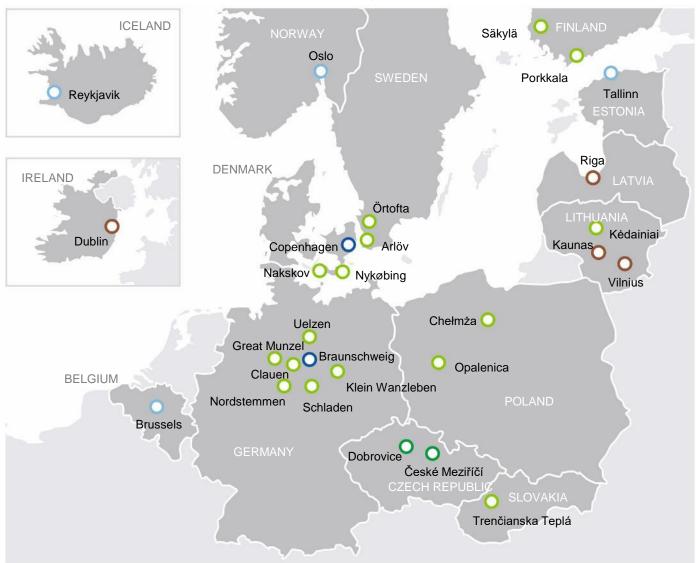
211 million Euro

**EBIT** 





# Nordzucker in Europe and Australia



- Administration
- Plants
- Non-consolidated Minority interests
- Other locations
- Representative offices







## The Nordzucker Executive Board



### **Alexander Godow (COO):**

- GoGreen
- Product & Quality Management
- Operations
- Digitalization & Technology Service
- Sales & Marketing
- Supply Chain Management
- Business Unit Plant Based Ingredients

#### Lars Gorissen (CEO):

- Agri Analysis
- Agri Consulting & Shared Agri Services
- > Business Development
- Business Unit Cane Sugar
- Communications
- Human Resources
- Legal & Governance
- > Public Affairs
- Sustainability

### **Alexander Bott (CFO):**

- Accounting & Financial Controlling
- Corporate Finance
- **>** IT
- > Procurement
- Sales & Operations Controlling
- Tax

# More than 180 years of Nordzucker

 1838
 1865
 1900
 1950
 2000



Start of sugar production at the Klein Wanzleben plant

#### 1865-1900

Sugar boom: new companies and factories founded in Germany and Europe

1865: Nordstemmen

1869: Clauen

1869: Arlöv

1870: Schladen

1881: Chełmža

1882: Nakskov

1883: Uelzen

1883: Opalenica

1884: Nykøbing

1890: Örtofta

1900: Trenčianska Teplá

#### 1900-1950

Sugar crises, destruction and new beginnings

#### From 1950

Densification to a few sugar companies

#### 1985

Founding of Zucker-AG Uelzen-Braunschweig

#### 1990

Foundation of Zuckerverbund Nord AG

#### 1997

Nordzucker AG founded through the merger of North German sugar companies

#### 1998-2000

Entry into the Polish and Slovakian sugar markets

#### 2003

Merger of Union-Zucker into Nordzucker AG

#### 2009

Acquisition of Nordic Sugar, market leader in Northern Europe



#### 2019

Entry into cane sugar production: acquisition of a majority stake in Mackay Sugar Ltd, Australia's secondlargest sugar producer



# Deeply rooted - Nordzucker AG's shareholding structure



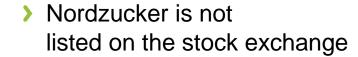
Nordzucker Holding AG

11.1 %

Union-Zucker Südhannover GmbH

5.1 %

Direct shareholders



A significant proportion of the shareholders are beet growers



## Committed to our values

### Responsibility

We take responsibility for people, the environment and future generations

#### Dedication

High commitment to sugar, our work and always the best solution for the customer

#### Courage

Breaking new ground, being open to ideas and listening: That is courage for us

### Appreciation

We always treat each other with appreciation



# **Strategy**





#### Sustainability

Focus on people Sustainable sourcing Sustainable production Sustainable products





#### Excellence

Customer relations Beet cultivation Digitisation Cost leadership





#### Growth

Cane Plant-based proteins Alternative products



**RESPONSIBILITY - DEDICATION - COURAGE - APPRECIATION** 



We are excellent.

We are growing.

# Our strategy: securing the future with sustainability





**Sustainability in the supply** chain



More transparency: Science Based Targets



Sustainable packaging CO<sub>2</sub> footprint of the products



CO<sub>2</sub> neutrality by 2050 Reduction of CO<sub>2</sub> emissions by 50 % by 2030

Phasing out coal | Energy savings | Use of renewable energies (e.g. biomethane)



Focus on people: values and cooperation



# We care: focus on people

Work safety and health protection for our employees

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Everyone can contribute their ideas and get involved

Jobs with prospects in a secure industry



Work-life balance and leadership principles

Group values, code of conduct and sustainable thinking



 Diverse, international company with an inclusive culture

# Changes in beet cultivation

Climate change

EU Green Deal

Reduction of Crop Protection

Cost increases

Lower yield increases and yield fluctuations

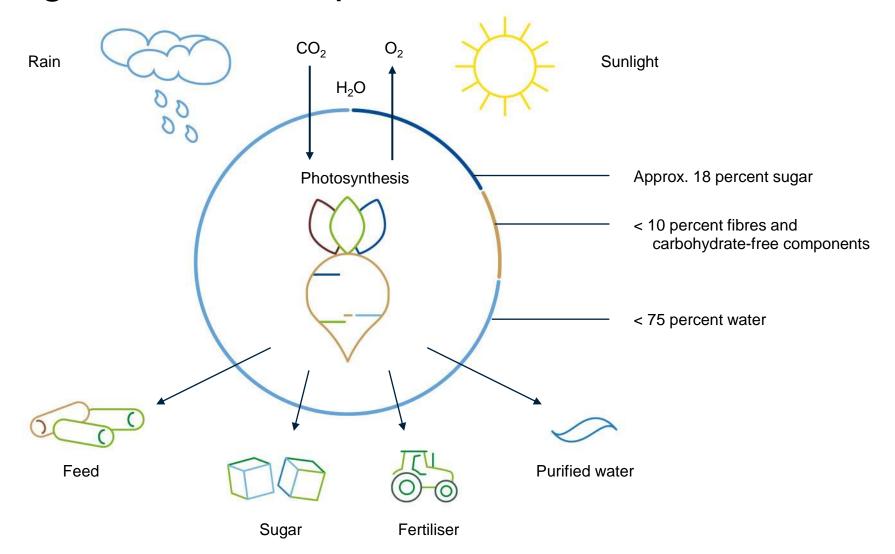
Competition with other crops



- Use of chopping technology
- Insecticide reduction through flowering strips



# The sugar beet is 100 percent utilised



# GoGreen: Climate-neutral production



#### CO<sub>2</sub> neutrality by 2050 at the latest

Reduction of the CO<sub>2</sub> emissions by 50 % by 2030 Compliance with country-specific climate protection targets

1. Phasing out Coal/Oil

2. Energy savings

3. Renewable energies

Investment sum more than 250 million Euro in the next five years



# Sustainable packaging: avoid, reduce, reuse and recycle

#### Is packaging necessary?

80 percent unpackaged (sugar, feed and molasses)

### A small footprint

If packaging required, ecological footprint as small as possible



#### Fully recyclable by 2030

Target: Plastic packaging fully recyclable by 2030 at the latest

### Sustainable paper packaging

 Sustainable procurement of all primary and secondary paper packaging by the end of 2023
 e.g. FSC certification, two years earlier than expected



### Initiatives for excellence



- Development of a supporting software for our beet growers
- Accompaniment from sowing to harvesting and marketing



- Continuous improvement and harmonisation of processes within the Group
- Work via the factory network is optimised and digitalised

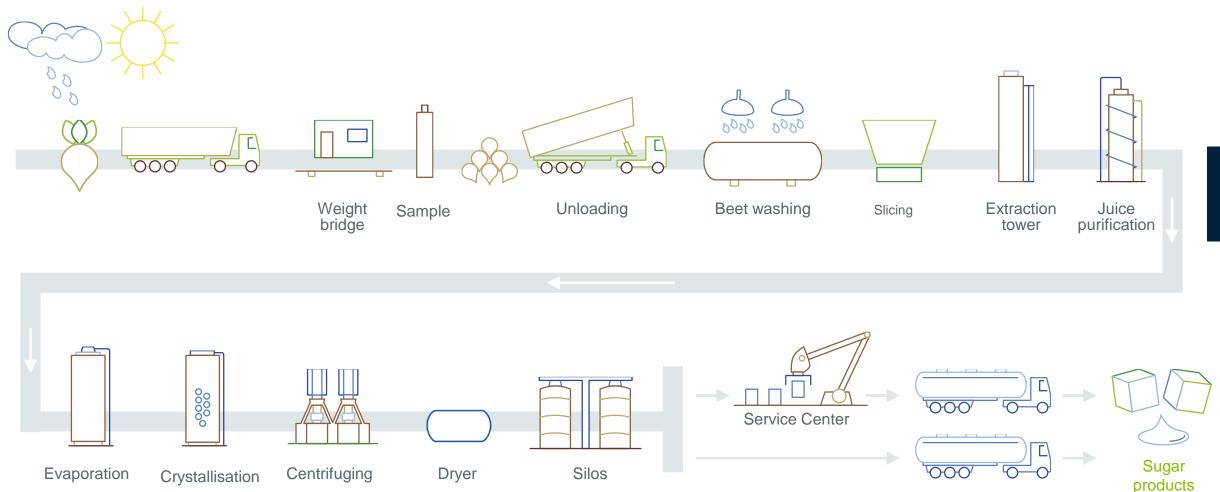


- Optimise supply chains by means of group-wide sales and production planning
- Digitalisation of the flow of goods and goods control



- Local cost reduction targets at country level
- Raising potential within the local value chain

# Sugar from the beet - step by step



# Our customers in the European business

> 80 %

# Sugar for the Food industry

including manufacturers of dairy products, jam, baked goods, ice cream and beverages



< 20 %

# Sugar for end consumers

via the food retail trade

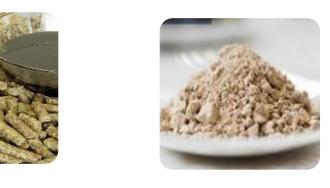


# Over 250 products









#### Classic

- Raffinade
- White sugar
- Lump sugar
- Icing sugar
- Hail sugar
- Fructose
- Raw sugar

#### **Specialities**

- Fondant
- Glaze
- Brown sugar
- Brown cane sugar
- White tea sugar
- Brown tea sugar
- Gelling sugar
- Organic sugar

### Liquid sugars

- Liquid sugar
- Invert sugar syrups
- Fructose syrup
- Mixed syrups

### > Fodder and molasses > Fertiliser, fuel,

- Bee feed
- Chips (pellets)
- Molasses, vinasse

# electricity

- Carbolime
- Bioethanol
- Use of bagasse as the basis for electricity generation



### Our retail brands





Strong brand in Central and

Eastern Europe

More information:

www.sweet-family.de



Market leader in Northern

Europe

More information:

www.dansukker.com



# Our products























# An indispensable ingredient in many foods

### > Sugar ...

... is a pure and high quality product from nature and free of by- or aftertaste

... is a carbohydrate

... is an integral part of a balanced diet and part of our everyday culture

... gives food volume and structure





... intensifies and preserves colours

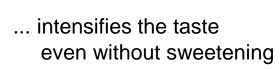
... lowers the freezing point

... is a leavening agent and liquid reservoir

... is a natural

preservative

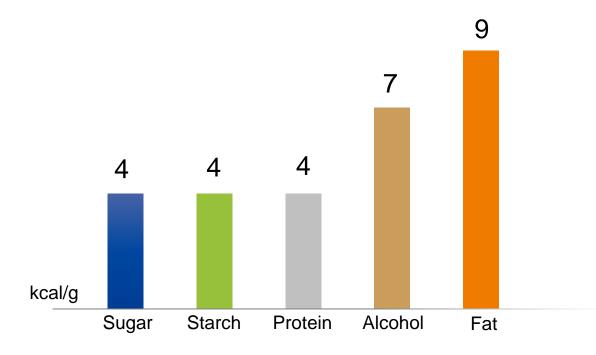






### The calories are decisive

### **Energy content of food**



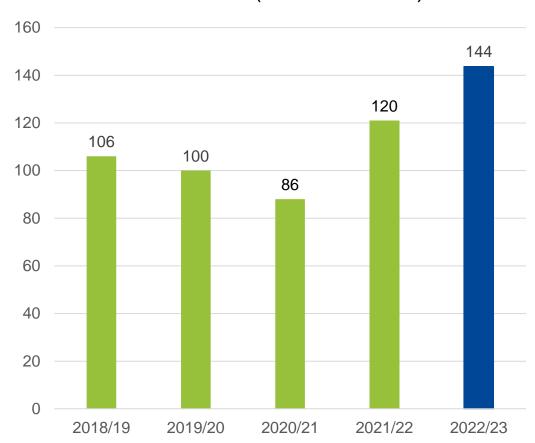
- Those who take in more calories than they consume gain weight
- One nutrient alone is not responsible for obesity and disease
  - Sugar comes from nature and is more than just sweet
- Consumer deception: Less sugar in food does not automatically mean fewer calories
- Nutrition education from elementary school on
- We are dedicated

More information: www.schmecktrichtig.de



# Investments Group

### Investments (in EUR million)



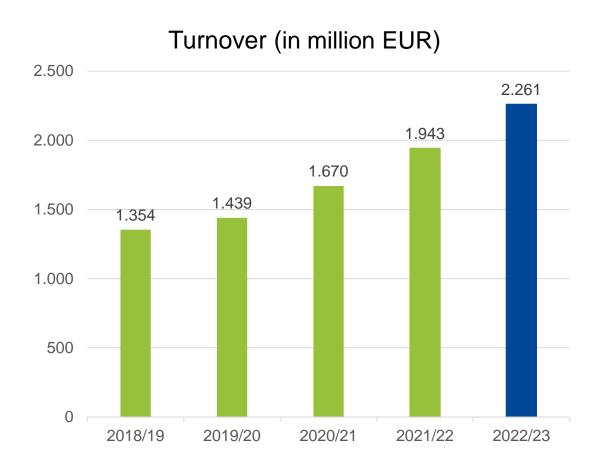


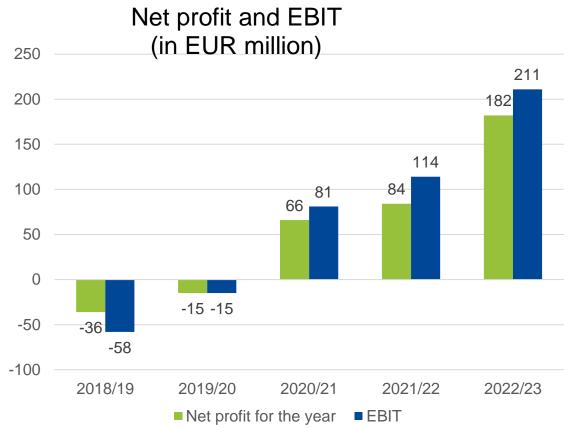






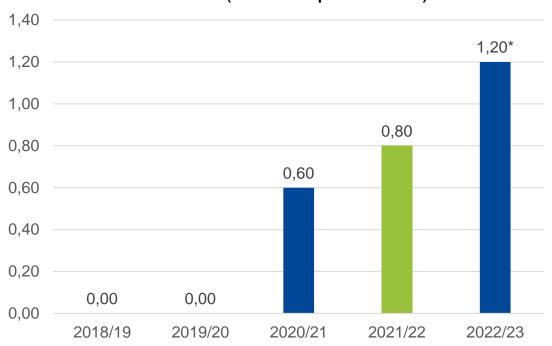
# Financial key figures Group



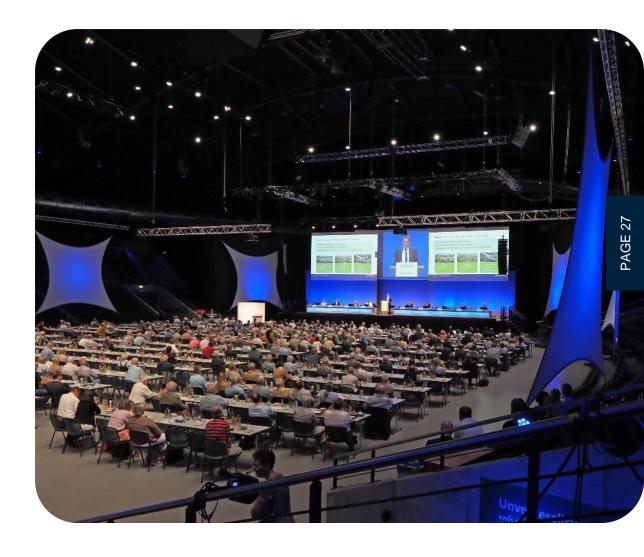


# Dividend per share

### Dividend (in EUR per share)



\*Suggestion



# Our growth path - products from nature



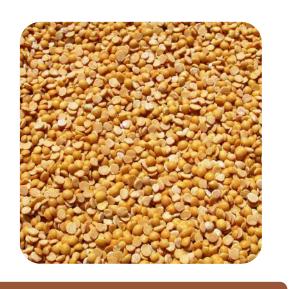
Sugar cane





Alternative products





Protein crops



Good results at Mackay Sugar in Australia

> 5.5 million t of sugar cane processed

0.7 million t raw sugar production

Processing period from mid-June 2022 to mid-January 2023

- Nordzucker holds a 70.94 percent stake
- > Products from sugar cane: raw sugar, molasses, bagasse and electricity
- Sales markets: Australia via Sugar Australia, New Zealand via New Zealand Sugar, Southeast Asia





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