Welcome to Nordzucker
Company Presentation
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- Products, quality & customer orientation
- Sustainability is in our nature
- Financial key figures
The Sugar Company
A global sugar producer

We are...

... one of the world's leading sugar producers

... a processor of more than 3 million tons of sugar from beet and cane

... about 4,000 dedicated employees

... improving the production of sugar constantly

... also producing e.g. feed, fertilizer, molasses

... producing biofuels and electricity

... supporting and advising our beet and cane farmers in successful cultivation

... a modern company and attractive employer
Nordzucker: in Europe and Australia

Our sites

Administration
- Germany: Head Quarters Braunschweig (Group)
- Denmark: Administration Nordic Sugar, Copenhagen

Plants
- Germany: Sugar factory Clauen, Sugar factory Nordstemmen, Sugar factory Uelzen, Bioethanol Klei Wanzleben, Sugar factory Schladen, Liquid sugar plant Groß Munzel
- Denmark: Sugar factory Nakskov, Sugar factory Nykøbing
- Sweden: Sugar factory Örtofta, Refinery / Liquid sugar plant Arlöv
- Finland: Sugar factory Säkylä, Refinery Porkkala
- Lithuania: Sugar factory Kėdainiai
- Poland: Sugar factory Opalenica, Sugar factory / Refinery Chełmża
- Slovakia: Sugar factory Trenčianska Teplá
- Australia: Sugar factory Farleigh, Sugar factory Marian, Sugar factory / Refinery Racecourse

Sugar plants / refineries
- non-consolidated minority stakes
- Czech-Republic: Sugar factory Dobrovíce, Sugar factory České Meziříčí
- Australia: Refinery Racecourse, Refinery Yarraville
- New Zealand: Refinery Auckland

Other locations
- Latvia: Riga
- Lithuania: Kaunas, Nordzucker Business Services Vilnius
- Ireland: Dublin

Repräsentanzen
- Belgium: Office Brussels
- Estonia: Tallinn
- Norway: Oslo
- Iceland: Reykjavik
- Greece: Athens
- Australia: Brisbane
More than 180 years of Nordzucker
Progress and change

1838
Start of sugar production at the Klein Wanzleben plant, Germany

1865
Foundation of many new companies and plants in Germany and Europe

1969
Acquisition of Nordic Sugar, market leader in Northern Europe

1996
Start of expansion to Eastern Europe

1997
Foundation of Nordzucker AG by a merger of Northern German sugar producers

2009
Entry into cane sugar production, acquisition of majority stake in Mackay Sugar Ltd., Australia’s second-largest sugar producer
The Nordzucker Executive Board

Competence and experience

Alexander Bott
Chief Financial Officer

Axel Aumüller
Chief Operating Officer

Dr. Lars Gorissen
Chief Executive Officer

Erik Bertelsen
Chief Marketing Officer
The Nordzucker Supervisory Board
Together for transparency and success

<table>
<thead>
<tr>
<th>Supervisory Board</th>
<th>Chairman of the board</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member</td>
<td>15</td>
</tr>
<tr>
<td>Shareholder representatives</td>
<td>10</td>
</tr>
<tr>
<td>Employee representatives</td>
<td>5</td>
</tr>
<tr>
<td>Jochen Johannes Juister</td>
<td>2007</td>
</tr>
<tr>
<td>Member since</td>
<td>August 2018</td>
</tr>
<tr>
<td>Chairman since</td>
<td></td>
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</table>
Deeply rooted
Shareholders' structure of Nordzucker AG

83.8%
Nordzucker Holding AG

11.1%
Union-Zucker Südhannover GmbH

5.1%
Direct interests

Share capital: 123.7 Million Euro

- Not listed on the stock exchange
- Large fraction of share-holders are beet growers
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Productive

Sugar beet campaign 2018/19 in Europe

- 2.4 Mio. tonnes of sugar from beet
- 18 Production sites

- 0.7 Mio. tonnes of raw sugar from cane
- 3 Cane sugar mills

Cane sugar season in Australia

Sugar from beet and cane

Over 3 Mio. tonnes
More from sugar - bioethanol

Bioethanol plant Klein Wanzleben (Germany)

- Production capacity: 130,000 m³/year
- Production of bioethanol mainly for the fuel industry
More than 250 products

**Traditional**
- Refined sugar
- White sugar
- Lump sugar
- Icing sugar
- Nib sugar
- Fructose
- Raw Sugar

**Specialities**
- Fondant
- Glaze
- Brown Sugar
- Raw sugar
- White candy sugar
- Brown candy sugar
- Jam sugar
- Organic sugar

**Industrial liquid**
- Liquid sugar
- Invert sugar syrup
- Fructose syrup
- Mixed syrup

**Fertilizer, fuel and electricity**
- Carbolime
- Bioethanol
- Use of bagasse as a basis for power generation

**Feeds and molasses**
- Bee feed
- Beet pulp (pellets)
- Molasses, Vinasse, Bagasse
Our customers in European business
Food industry and retail

> 80%
Sugar for the food industry
including leading manufacturers of bakery, confectionery and dairy products, jams, beverages and ice cream

< 20%
Sugar for retail
distributed by retailers
Strong brands for consumers in Europe

Strong brand in Central and Eastern Europe
Additional information:
www.sweet-family.de

Market leader in Northern Europe
Additional information:
www.dansukker.com
Sugar extraction from beet – step-by-step

1. Weight-bridge
2. Beet sampling
3. Unloading
4. Beet washing
5. Slicing
6. Extraction tower
7. Juice purification
8. Evaporation
9. Crystallisation
10. Centrifuging
11. Dryer
12. Silos
13. Service Center
14. Sugar products
Our Certifications
Product quality and product safety are the top priority

- Proven sustainable and safe processes
- Ongoing review and transparency for our customers
- International high standards
The Nordzucker Code of Conduct - also for suppliers - is based on our four corporate values:
responsibility, dedication, appreciation and courage

Partnerships and commitments:
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Sustainability is integrated
Our focus areas

Cultivation & Procurement
- Audited beet cultivation
- Yield increase / resource efficiency
- Code of Conduct

Production & Quality
- Energy efficiency
- Climate protection
- Quality standards

Staff & Society
- Work safety
- Health protection
- Good neighbour

Customer & Consumers
- Transparency
- Sugar & nutrition
- Product safety

Customer loyalty and customer acquisition

Strengthening the reputation

Attractive employer

Enable investment

Efficient use of resources
A multifunctional foodstuff

Sugar …

… is a pure and high-quality product from the nature and free of "side-" or "aftertaste"

… is a carbohydrate

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

… is a provider of volume and structure for foodstuffs

… is a natural preservative

… intensifies and maintains colors

… lowers the freezing point

… is a raising agent and fluid storage

… intensifies the taste even without sweet
The calories are the crucial factor

- Anyone who absorbs more calories than he consumes gain weight
- A nutrient alone is not responsible for overweight and disease
- Sugar is more than just sweet and comes from nature
- Consumer deception: Less sugar in food does not automatically mean fewer calories
- Nutrition education - from elementary school
- We are dedicated

More information: www.schmecktrichtig.de
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Investments*

in Mio. EUR

<table>
<thead>
<tr>
<th>Year</th>
<th>Investments (in Mio. EUR)</th>
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<tr>
<td>2015/16</td>
<td>60</td>
</tr>
<tr>
<td>2016/17</td>
<td>84</td>
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<td>2017/18</td>
<td>89</td>
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<tr>
<td>2018/19</td>
<td>106</td>
</tr>
<tr>
<td>2019/20</td>
<td>100</td>
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* Initial consolidation of Mackay Sugar Ltd. in Australia as of 31 July 2019
Revenues*

* Initial consolidation of Mackay Sugar Ltd. in Australia as of 31 July 2019
Net Income*

in Mio. EUR

15 99 118 -36 -15


* Initial consolidation of Mackay Sugar Ltd. in Australia as of 31 July 2019
Dividend per share*

in EUR per share

Again no dividend payout

* Initial consolidation of Mackay Sugar Ltd. in Australia as of 31 July 2019
Financial key figures at a glance*

<table>
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<tbody>
<tr>
<td>Revenue</td>
<td>Mio. EUR</td>
<td>1.607</td>
<td>1.708</td>
<td>1.605</td>
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<tr>
<td>EBIT</td>
<td>Mio. EUR</td>
<td>16</td>
<td>131</td>
<td>154</td>
<td>-58</td>
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<tr>
<td>Net income</td>
<td>Mio. EUR</td>
<td>15</td>
<td>99</td>
<td>118</td>
<td>-36</td>
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<tr>
<td>Cash flow from operating</td>
<td>Mio. EUR</td>
<td>199</td>
<td>266</td>
<td>219</td>
<td>10</td>
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<tr>
<td>activities</td>
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<tr>
<td>Equity</td>
<td>Mio. EUR</td>
<td>1.278</td>
<td>1.375</td>
<td>1.429</td>
<td>1.316</td>
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<tr>
<td>RoCE</td>
<td>%</td>
<td>1,0</td>
<td>8,5</td>
<td>10,2</td>
<td>-3,8</td>
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<tr>
<td>EBIT margin</td>
<td>%</td>
<td>1,0</td>
<td>7,7</td>
<td>9,3</td>
<td>-4,3</td>
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<td>Equity ratio</td>
<td>%</td>
<td>64</td>
<td>65</td>
<td>66</td>
<td>66</td>
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<tr>
<td>Sugar production</td>
<td>Mio. t</td>
<td>2,0</td>
<td>2,5</td>
<td>2,7</td>
<td>2,4</td>
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<td>Employees</td>
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<td>3.206</td>
<td>3.236</td>
<td>3.234</td>
<td>3.208</td>
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</tbody>
</table>

* Initial consolidation of Mackay Sugar Ltd. in Australia as of 31 July 2019
Communications & Public Affairs

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Thank you very much for your attention!