

Quarterly Statement First quarter 2022/23

Thomas Kölbl (CFO)
7 July 2022



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Financial Highlights Q1 2022/23

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Group income statement

(mn €)	1 st quarter		+/- in %
	2022/23	2021/22	
Revenues	2.275	1.753	29,8
EBITDA	236	121	95,1
<i>EBITDA margin</i>	<i>10,4%</i>	<i>6,9%</i>	
Depreciation	-73	-72	1,0
Operating result	163	49	> 100
<i>Operating margin</i>	<i>7,2%</i>	<i>2,8%</i>	
Restructuring costs/special items	2	0	> 100
Result from companies consolidated at equity	17	-2	-
EBIT	182	47	> 100
Net earnings attributable to shareholders	87	15	> 100
Earnings per share (€)	0,43	0,07	> 100
Cash flow	183	96	91,2
Investments in fixed assets*	65	55	17,5
Net financial debt	1.358	1.425	-4,7
Employees	18.819	18.380	2,4

* Including intangible assets

Financial Highlights – Q1 2022/23

Revenues **2.3 (1.8) bn €**

Sugar: 0.7 (0.6) bn €
Non-sugar: 1.6 (1.2) bn €

EBITDA **236 (121) mn €**

Sugar: 22 (-3) mn €
Non-sugar: 214 (124) mn €

Operating Result **163 (49) mn €**

Sugar: 1 (-25) mn €
Non-sugar: 162 (74) mn €

Cash flow

183 (96) mn €

Net Financial Debt

1,358 (1,425) mn €

Equity ratio

48 (46) %

Overview segments Q1 2022/23

(mn €)		1 st quarter		
		2022/23	2021/22	%
Group	Revenues	2.275	1.753	29,8
	EBITDA	236	121	95,1
	Operating result	163	49	> 100
Sugar	Revenues	727	595	22,3
	EBITDA	22	-3	-
	Operating result	1	-25	-
Non-sugar	Revenues	1.548	1.158	33,7
	EBITDA	214	124	72,6
	Operating result	162	74	> 100
Special products	Revenues	515	421	22,3
	EBITDA	49	53	-7,0
	Operating result	30	34	-11,4
Crop-Energies	Revenues	377	195	93,6
	EBITDA	98	25	> 100
	Operating result	87	15	> 100
Starch	Revenues	295	221	33,1
	EBITDA	37	21	76,9
	Operating result	25	9	> 100
Fruit	Revenues	361	321	12,5
	EBITDA	30	25	18,3
	Operating result	20	16	25,2

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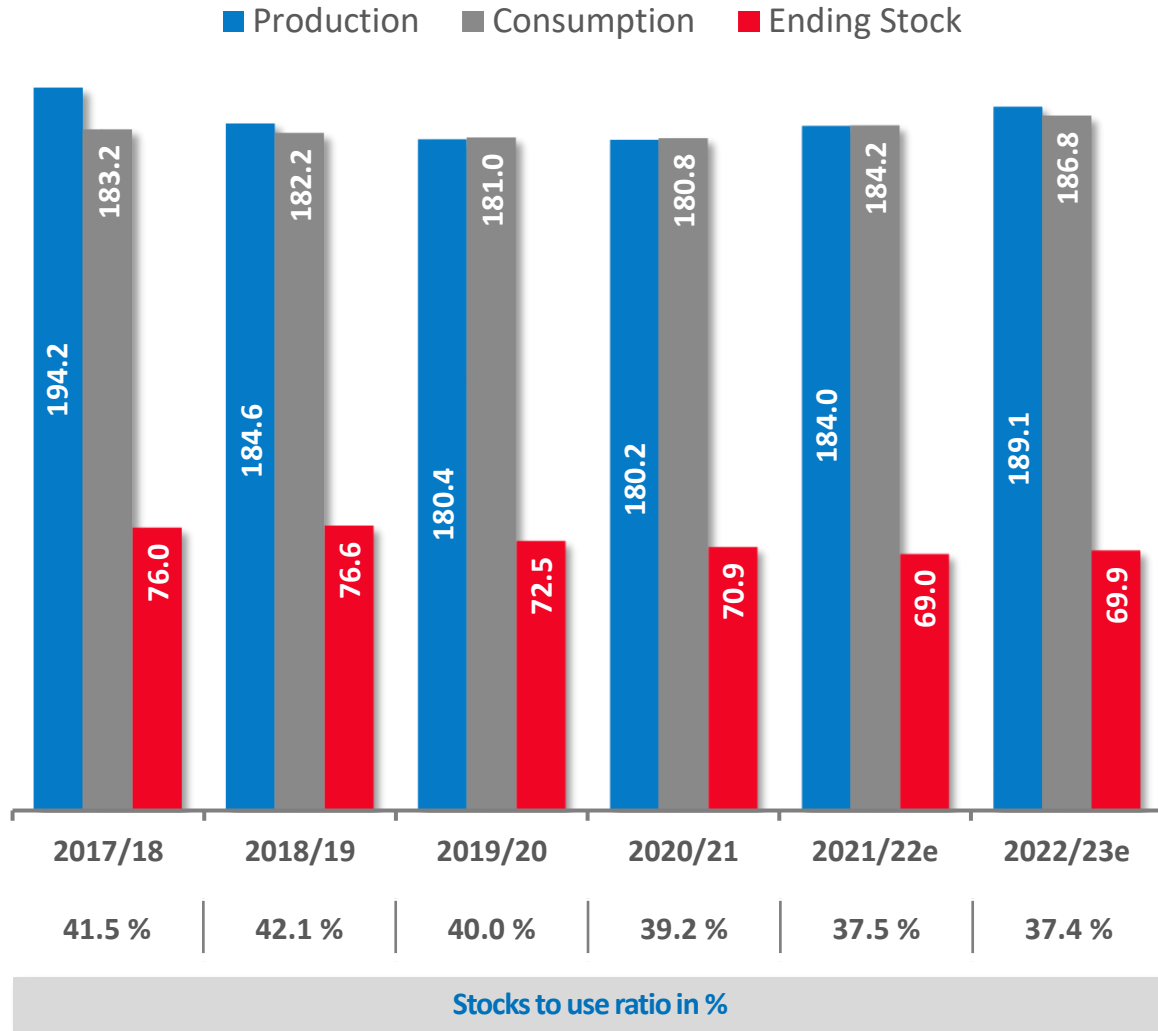
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Sugar balance world*

(mn t)



* according to IHS Markit, June 2022

2020/21: Market deficit higher vs. prev. expectation (-1.6 mn t)

- Lower production EU, Russia, and Brasil vs. recovery in production India
- Production below demand
- Lower demand due to Corona pandemic

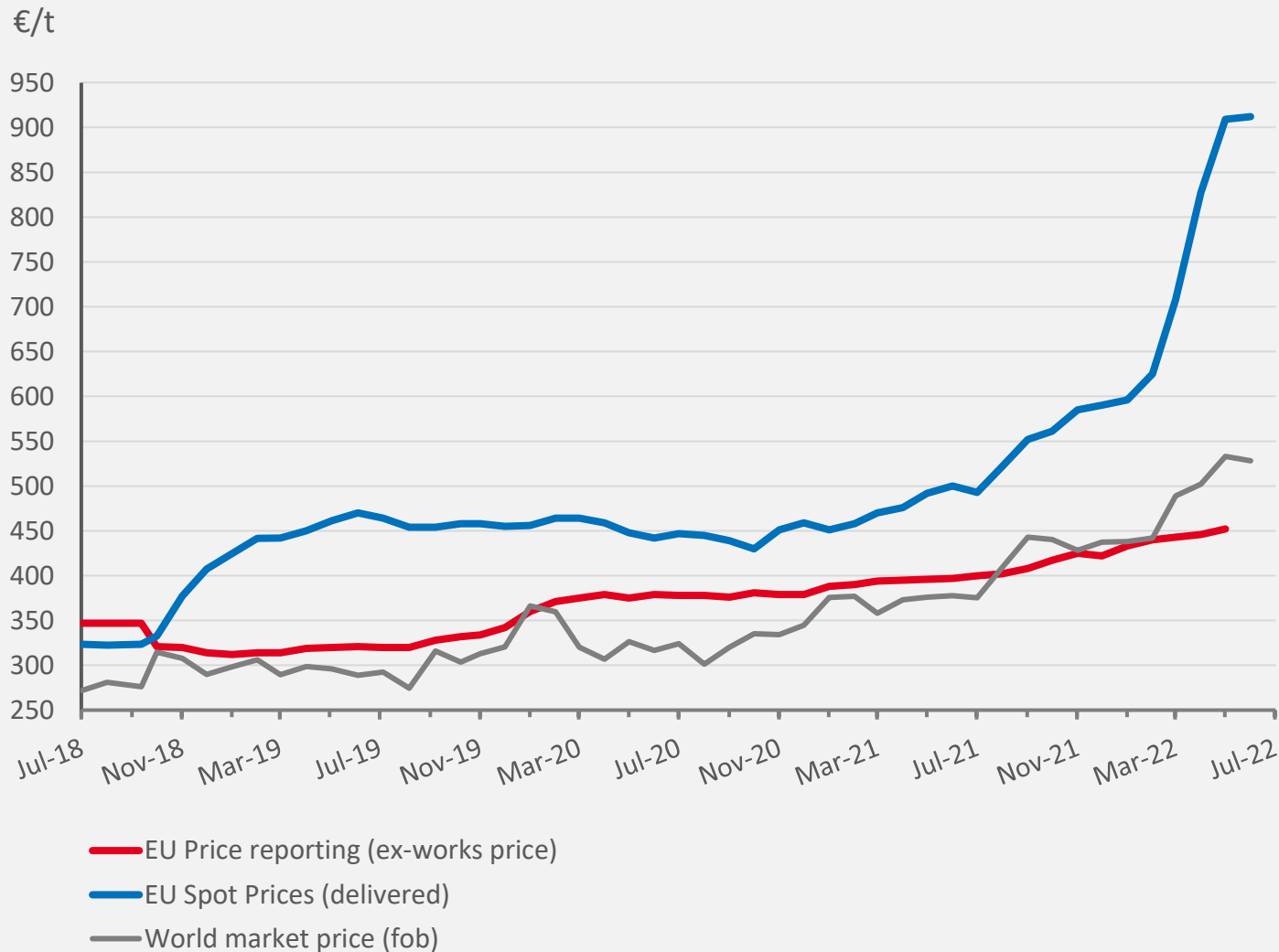
2021/22e: Further market deficit (-1.9 mn t)

- Significant production increase in Asia and EU, against lower production in Brasil
- with expected consumption increase (+3.4 mn t)

2022/23e: Almost balanced market (+0.9 mn t)

- Significant production increase in Brasil and Thailand with another consumption increase (+2.6 mn t)
- Low stock level remains

Average EU sugar price continues to rise



Campaign 2020:

- Further cultivation area decrease
- Sugar production ~ 15 mn t (excl. UK)
- Continued price increase
- EU net importer

Campaign 2021:

- Cultivation area decrease
- Sugar production ~ 17 mn t (excl. UK)
- Further price increase
- Due to increase in production EU sugar balance 2021/22e just even

Campaign 2022e:

- Cultivation area decrease
- Südzucker expects EU deficit year

Sugar segment – Development Q1 2022/23

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Revenues	727	595	22,3
EBITDA	22	-3	-
<i>EBITDA margin</i>	<i>3,0%</i>	<i>-0,6%</i>	
Depreciation	-21	-22	-2,8
Operating result	1	-25	-
<i>Operating margin</i>	<i>0,2%</i>	<i>-4,2%</i>	

Revenues

Significant increase in revenues. Significant increase in sales volumes and sales revenues.

Operating Result

Q1 just about balanced out. The significant increase in revenues was also offset by a substantial rise in raw material, energy and packaging costs.

Special products segment – Development Q1 2022/23

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Revenues	515	421	22,3
EBITDA	49	53	-7,0
<i>EBITDA margin</i>	<i>9,5%</i>	<i>12,5%</i>	
Depreciation	-19	-19	1,1
Operating result	30	34	-11,4
<i>Operating margin</i>	<i>5,9%</i>	<i>8,1%</i>	

Revenues

Significantly above prior-year level. Overall, increased sales volumes and higher prices had a positive effect.

Operating Result

Significant decline. The main drivers were charges for significantly higher raw material, packaging and energy costs, which could only be passed on to customers in part or with a time lag.

CropEnergies segment – Development Q1 2022/23

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Revenues	377	195	93,6
EBITDA	98	25	> 100
<i>EBITDA margin</i>	<i>25,9%</i>	<i>13,1%</i>	
Depreciation	-11	-10	1,9
Operating result	87	15	> 100
<i>Operating margin</i>	<i>23,1%</i>	<i>7,8%</i>	

Revenues

Significant increase in revenues. This was due to a significant increase in sales volumes and in particular significantly higher sales revenues.

Operating Result

In line with the development of sales volumes and sales revenues, operating result increased significantly in Q1. Significantly higher sales revenues and sales volumes in Q1 more than offset the significant rise in raw material and energy costs. The exceptionally good operating result was mainly due to price hedges for raw materials and energy, which were concluded before the start of the Ukraine war and the associated sharp rise in raw material and energy prices.

Starch segment – Development Q1 2022/23

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Revenues	295	221	33,1
EBITDA	37	21	76,9
<i>EBITDA margin</i>	12,5%	9,4%	
Depreciation	-12	-12	2,5
Operating result	25	9	> 100
<i>Operating margin</i>	8,3%	4,0%	

Revenues

Significant increase in revenues. Particularly as a result of significantly higher sales revenues in the ethanol area.

Operating Result

Operating result significantly higher year-on-year in line with sales revenues development. Substantially higher raw material and energy costs were more than offset by significant sales revenue growth. Price-hedged raw materials had a positive impact in Q1.

Fruit segment – Development Q1 2022/23

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Revenues	361	321	12,5
EBITDA	30	25	18,3
<i>EBITDA margin</i>	<i>8,3%</i>	<i>7,9%</i>	
Depreciation	-10	-9	6,5
Operating result	20	16	25,2
<i>Operating margin</i>	<i>5,5%</i>	<i>5,0%</i>	

Revenues

Significant increase. Price-related increase in fruit juice concentrates and fruit preparations.

Operating Result

Significant increase. The profit contribution from fruit preparations declined as a result of lower volumes and higher costs. By contrast, significantly higher margins for fruit juice concentrates led to a substantial increase in the operating result contribution. Sales volumes were slightly higher here and significantly higher prices more than offset the increased costs.

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Income statement (I)

(mn €)	1 st quarter		+/- in %
	2022/23	2021/22	
Revenues	2.275	1.753	29,8
Operating result	163	49	> 100
Restructuring costs/special items	2	0	> 100
Result from companies consolidated at equity	17	-2	-
Result from operations	182	47	> 100
Financial result	-12	-10	20,0
Earnings before income taxes	170	37	> 100

Result from companies consolidated at equity:

- The result was generated almost exclusively by the segments sugar 13 (-5) mn € and starch 4 (3) mn €.

Financial result:

- Financial result -12 (-10) mn €; comprises net interest result of -8 (-8) mn € and other financial result of -4 (-2) mn €.

Income statement (II)

(mn €)	1 st quarter		+/- in %
	2022/23	2021/22	
Earnings before income taxes	170	37	> 100
Taxes on income	-38	-9	> 100
Net earnings for the year	132	28	> 100
of which attributable to Südzucker AG shareholders	87	15	> 100
of which attributable to hybrid capital	3	3	3,3
of which attributable to minority interests	42	10	> 100
Earnings per share (€)	0,43	0,07	> 100

Taxes on income:

- -38 (-9) mn €

Minority interests:

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

Earnings per share (EPS):

- 0.43 (0.07) €

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Cash flow statement

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Cash flow	183	96	91,2
Increase (-) / Decrease (+) in working capital	39	55	-30,3
Investments in fixed assets*			
Sugar segment	23	23	-5,7
Special products segment	31	18	71,6
CropEnergies segment	4	5	-10,6
Starch segment	3	4	-23,8
Fruit segment	4	5	-14,6
Total investments in fixed assets	-65	-55	17,5
Investments in financial assets/acquisitions	-49	-5	> 100
Total investments	-114	-60	89,0
Increases in stakes held in subsidiaries	-1	-4	-85,7
Dividends paid	-4	-4	0,0

* incl. investments in intangible assets

Cash flow:

- Cash flow at 183 (96) mn € and came in at 8.0 (5.5) % of revenues.

Working Capital:

- Cash inflow of 39 mn € from decline in working capital was primarily due to the selloff of sugar inventories.

Investments in financial assets/acquisitions:

- Acquisition of Meatless Holding B.V., Goes, Netherlands.

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(mn €)	31 May 2022	28 February 2022	△ May 22 vs. Feb 22	31 May 2021	△ May 22 vs. May 21
Assets					
Non-current assets	4.192	4.094	98	4.175	17
Current assets	4.319	4.347	-28	3.652	667
Total assets	8.511	8.441	70	7.827	684
Liabilities and equity					
Total equity	4.068	3.699	369	3.578	490
Non-current liabilities	2.424	2.552	-128	2.665	-241
Current liabilities	2.019	2.190	-171	1.584	435
Total liabilities and equity	8.511	8.441	70	7.827	684
Net financial debt	1.358	1.466	-108	1.425	-67
Equity ratio	47,8%	43,8%		45,7%	
Net financial debt in percent of equity (gearing)	33,4%	39,6%		39,8%	

Net financial debt:

- Reduced by 67 mn € compared with prior year. Reduction of 108 mn € compared with 28 February 2022. Investments in fixed and financial assets totaling 114 mn € and profit distributions of 4 mn € were fully financed from cash flow of 183 mn € and cash inflow from working capital reduction of 39 mn €.

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Outlook 2022/23 (I) – Environment with major challenges

- **Ukraine war** that started at the beginning of fiscal 2022/23 and continues to this day has further **reinforced the already existing high volatility** in the target markets and price increases in the procurement markets
- Resulting **economic and financial ramifications** and duration of this temporary exceptional situation very difficult to assess
- Also further **risks related to the Corona pandemic**
- The outlook continues to be based on the assumptions that ...
 - ... **Ukraine war** will be temporary and remain regionally contained
 - ... despite current developments - **physical supplies** of energy and raw materials will be guaranteed
 - ... **sales and procurement markets** will at least partly return to more normal conditions over the course of fiscal 2022/23
 - ... **declaration of the gas emergency plan alert level** in Germany will not have a significant negative impact on prices
- Expected **pass-through** of **significantly higher prices**, particularly in the raw materials and energy sectors, **into new customer contracts** will be of decisive importance

Outlook 2022/23 (II) – Revenues and Operating Result

	Revenues		Operating Result	
	2021/22	2022/23e	2021/22	2022/23e
Sugar	2,6 bn €	↗↗↗	-21 mn €	0 to 100 mn €
Special products	1.8 bn €	↗↗↗	117 mn €	↗
CropEnergies	1.0 bn €	1.4 to 1.5 bn €	127 mn €	165 to 215 mn €
Starch	940 mn €	↗↗↗	57 mn €	↗
Fruit	1.3 bn €	↗↗	52 mn €	↘↘↘
Group	7.6 bn €	8.9 to 9.3 bn €	332 mn €	400 to 500 mn €

Outlook 2022/23 (III) – Other key figures

	2021/22	2022/23e
EBITDA	692 mn €	760 to 860 mn €
Depreciation	360 mn €	~ prev. year
Investments Fixed Assets	332 mn €	~ 450 mn €
Investments Financial Assets	4 mn €	~ 50 mn €
Net Financial Debt	1,466 mn €	> prev. year

Outlook 2022/23 (IV) – Other key figures

	2021/22	2022/23e
RoCE	5.3 %	↗↗↗
Cash flow / Revenues	7.4 %	> 5 %
Equity ratio	43.8 %	> prev. year

Summary

Increase in diversified structural cash flow increases scope for action

(mn €)	2018/19	2019/20	2020/21	2021/22	2022/23e
EBITDA Sugar	-102	-78	31	133	↗↗↗
EBITDA Non-Sugar	455	556	566	559	↗↗↗
EBITDA Group	353	478	597	692	760-860
Capex*	379	335	285	332	~ 450
Structural cash flow	-26	143	312	360	310-410

* without M&A

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Sugar segment

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Gross revenues	774,2	625,7	23,7
Consolidation	-46,2	-30,5	51,5
Revenues	728,0	595,2	22,3
EBITDA	22,1	-3,5	-
<i>EBITDA margin</i>	<i>3,0%</i>	<i>-0,6%</i>	
Depreciation	-21,0	-21,6	-2,8
Operating result	1,1	-25,1	-
<i>Operating margin</i>	<i>0,2%</i>	<i>-4,2%</i>	
Restructuring costs/special items	2,2	0,2	> 100
Result from companies consolidated at equity	12,4	-4,3	-
Result from operations	15,7	-29,2	-
Investments in fixed assets*	21,7	23,0	-5,7
Investments in financial assets/acquisitions	0,0	0,0	-
Total investments	21,7	23,0	-5,7
Shares in companies consolidated at equity	22,7	75,7	-70,0
Capital employed	2.632,1	2.651,4	-0,7
Employees	6.043	6.200	-2,5

* Including intangible assets

Special products segment

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Gross revenues	518,4	424,2	22,2
Consolidation	-3,6	-3,3	9,1
Revenues	514,8	420,9	22,3
EBITDA	49,0	52,7	-7,0
<i>EBITDA margin</i>	<i>9,5%</i>	<i>12,5%</i>	
Depreciation	-18,8	-18,6	1,1
Operating result	30,2	34,1	-11,4
<i>Operating margin</i>	<i>5,9%</i>	<i>8,1%</i>	
Restructuring costs/special items	0,0	0,0	-
Result from companies consolidated at equity	0,0	0,0	-
Result from operations	30,2	34,1	-11,4
Investments in fixed assets*	31,4	18,3	71,6
Investments in financial assets/acquisitions	47,7	0,0	-
Total investments	79,1	18,3	> 100
Shares in companies consolidated at equity	0,0	0,0	-
Capital employed	1.849,3	1.645,7	12,4
Employees	5.201	4.958	4,9

* Including intangible assets

CropEnergies segment

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Gross revenues	398,9	214,1	86,3
Consolidation	-21,8	-19,3	13,0
Revenues	377,1	194,8	93,6
EBITDA	97,8	25,5	> 100
<i>EBITDA margin</i>	<i>25,9%</i>	<i>13,1%</i>	
Depreciation	-10,6	-10,4	1,9
Operating result	87,2	15,1	> 100
<i>Operating margin</i>	<i>23,1%</i>	<i>7,8%</i>	
Restructuring costs/special items	-0,1	0,0	-
Result from companies consolidated at equity	0,1	-0,1	-
Result from operations	87,2	15,0	> 100
Investments in fixed assets*	4,2	4,7	-10,6
Investments in financial assets/acquisitions	1,1	0,0	-
Total investments	5,3	4,7	12,8
Shares in companies consolidated at equity	2,9	2,5	16,0
Capital employed	476,7	455,9	4,6
Employees	463	448	3,3

* Including intangible assets

Starch segment

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Gross revenues	322,1	237,4	35,7
Consolidation	-27,6	-16,2	70,4
Revenues	294,5	221,2	33,1
EBITDA	36,8	20,8	76,9
<i>EBITDA margin</i>	<i>12,5%</i>	<i>9,4%</i>	
Depreciation	-12,3	-12,0	2,5
Operating result	24,5	8,8	> 100
<i>Operating margin</i>	<i>8,3%</i>	<i>4,0%</i>	
Restructuring costs/special items	0,0	0,0	-
Result from companies consolidated at equity	4,3	2,7	59,3
Result from operations	28,8	11,5	> 100
Investments in fixed assets*	3,2	4,2	-23,8
Investments in financial assets/acquisitions	0,0	0,0	-
Total investments	3,2	4,2	-23,8
Shares in companies consolidated at equity	53,8	57,8	-6,9
Capital employed	504,3	545,3	-7,5
Employees	1.131	1.126	0,4

* Including intangible assets

Fruit segment

(mn €)	1 st quarter		
	2022/23	2021/22	+/- in %
Gross revenues	360,9	320,8	12,5
Consolidation	-0,3	-0,3	0,0
Revenues	360,6	320,5	12,5
EBITDA	29,8	25,2	18,3
<i>EBITDA margin</i>	<i>8,3%</i>	<i>7,9%</i>	
Depreciation	-9,9	-9,3	6,5
Operating result	19,9	15,9	25,2
<i>Operating margin</i>	<i>5,5%</i>	<i>5,0%</i>	
Restructuring costs/special items	0,0	0,0	-
Result from companies consolidated at equity	0,0	0,0	-
Result from operations	19,9	15,9	25,2
Investments in fixed assets*	4,1	4,8	-14,6
Investments in financial assets/acquisitions	0,0	5,0	-100,0
Total investments	4,1	9,8	-58,2
Shares in companies consolidated at equity	0,0	0,0	-
Capital employed	960,6	878,5	9,3
Employees	5.981	5.648	5,9

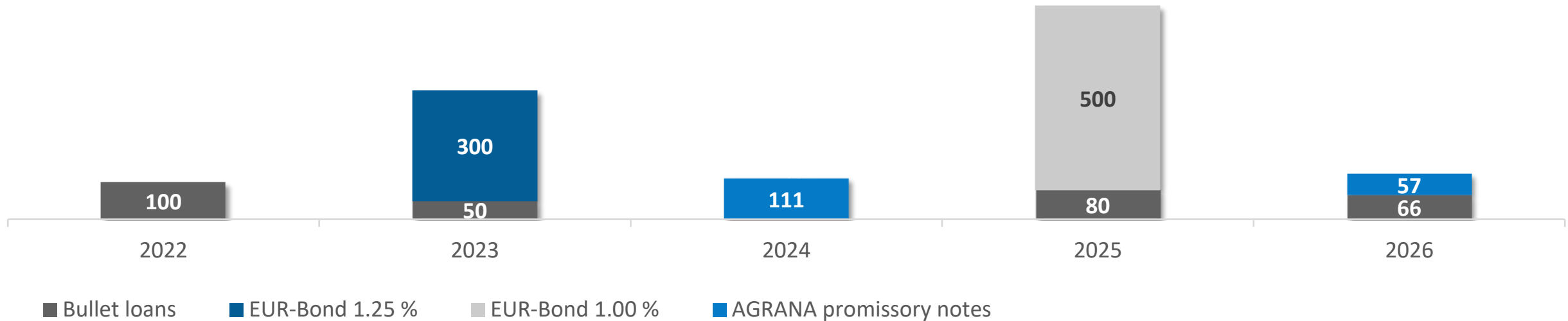
* Including intangible assets

Liquidity profile end of period

(mn €)	Q1 2022/23	Q4 2021/22	Q3 2021/22	Q2 2021/22	Q1 2021/22
Net financial debt	-1.358	-1.466	-1.252	-1.328	-1.425
Cash & Cash equivalents / securities	400	418	458	475	406
Gross financial debt	-1.758	-1.884	-1.710	-1.802	-1.830
Long-term financial debt	-1.242	-1.244	-1.348	-1.336	-1.347
Short-term financial debt	-414	-534	-249	-352	-365
Leasing	-102	-106	-112	-115	-119
Bank credit lines	961	1.013	973	922	916
undrawn	349	355	386	365	379
Syndicated loan	600	600	600	600	600
undrawn	600	600	600	600	600
Syndicated loan Agrana	400	400	400	400	400
undrawn	320	400	400	350	350
Commercial paper program	600	600	600	600	600
undrawn	600	450	560	490	445
Bank credit lines (undrawn)	349	355	386	365	379
+ Cash & cash equivalents / securities	400	418	458	475	406
+ Syndicated loan (undrawn)	920	1.000	1.000	950	950
+ Commercial paper (undrawn)	600	450	560	490	445
= Total liquidity reserves	2.269	2.223	2.404	2.280	2.180

Maturity profile of main financial liabilities

(mn € as of 31 May 2022)



Syndicated loans 1,000 mn € *

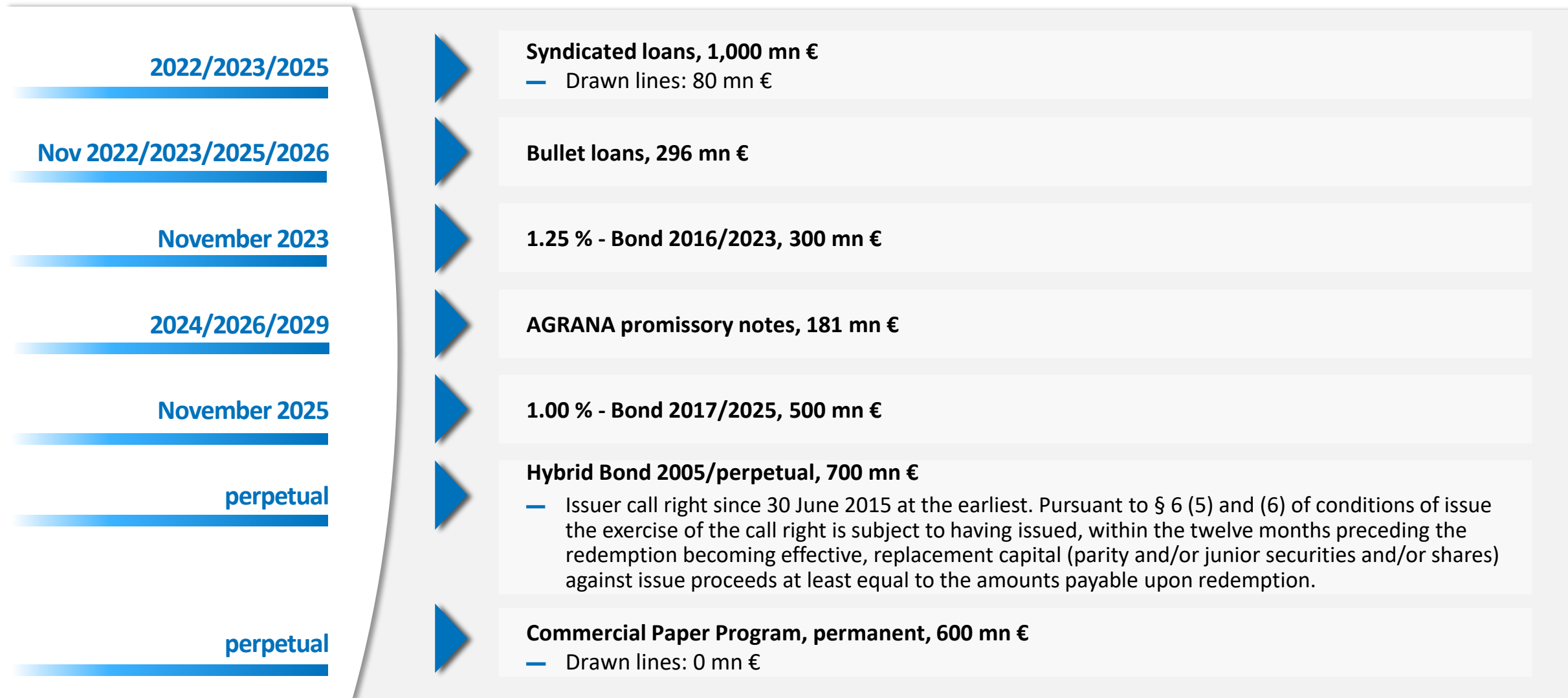
Commercial Paper Programm 600 mn € (perpetual)

Hybrid Bond 700 mn € (perpetual); variable coupon: 3M-Euribor + 310 bp;
 2.889 % p.a. for 30.06.2022 – 30.09.2022 (excluded); payout quarterly

* Maturity: August 2022/150 mn €, December 2023/250 mn €, July 2026/600 mn €

Maturity profile of main financial liabilities

(as of 31 May 2022)







Disclaimer

This presentation contains forward looking statements. The statements are based on current assumptions and estimates made by the executive board and information currently available to its members. The forward looking statements are not to be viewed as guarantees of the future developments and results presented therein. Future developments and results are in fact dependent on a variety of factors and are subject to various risks and imponderables. They are based on assumptions that could in fact prove to be invalid. The risk management report in the 2021/22 annual report on pages 87 to 98 presents an overview of the risks. We assume no obligation to update the forward-looking statements made in this presentation.

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Written and visual value statements are standardized as follows:

			
± 1 %	± 1-4 %	± 4-10 %	> ± 10 %
stable	slight	moderate	significant

Investor Relations

Financial calendar

14 July 2022

Annual general meeting fiscal 2021/22

13 October 2022

Q2 – 1st half-year financial report 2022/23

12 January 2023

Q3 – Quarterly statement 2022/23

27 April 2023

Preliminary figures financial year 2022/23

25 May 2023

Press and analysts' conference fiscal 2022/23

6 July 2023

Q1 – Quarterly statement 2023/24

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