

**Q1**  
2013/14

# Interim Report

First quarter 2013/14

March 1 to May 31, 2013

Publication date: July 11, 2013

- 
- Consolidated group revenues climb 8 % to € 2,030 (1,887) million
  - Consolidated group operating profit posted at € 230 (263) million, down from last year
  - Forecast for fiscal 2013/14 overall: consolidated group revenues of about € 8.0 (7.9) billion; consolidated group operating profit of about € 825 (974) million



SÜDZUCKER



## Financial calendar

|  |                  |
|--|------------------|
| Annual general meeting for fiscal 2012/13                      | August 1, 2013   |
| Q2 – 1 <sup>st</sup> half year report 2013/14                  | October 10, 2013 |
| Q3 – 1 <sup>st</sup> to 3 <sup>rd</sup> quarter report 2013/14 | January 13, 2014 |
| Press and analysts' conference fiscal 2013/14                  | May 15, 2014     |
| Q1 – 1 <sup>st</sup> quarter report 2014/15                    | July 10, 2014    |
| Annual general meeting for fiscal 2013/14                      | July 17, 2014    |
| Q2 – 1 <sup>st</sup> half year report 2014/15                  | October 9, 2014  |

This interim report is available in German and English. This translation is provided for convenience and should not be relied upon exclusively. Pdf files of the interim report can be downloaded from the company's homepage at:

■ [www.suedzucker.de/de/Investor-Relations/](http://www.suedzucker.de/de/Investor-Relations/)

or

■ [www.suedzucker.de/en/Investor-Relations/](http://www.suedzucker.de/en/Investor-Relations/)

Südzucker AG's fiscal year is not aligned with the calendar year. The first quarter covers the period March 1 to May 31.

On the following pages, the numbers in brackets represent the corresponding previous year's figures or items. Numbers and percentages stated are subject to differences due to rounding.

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# Group figures

to May 31, 2013

|   |                     | 1 <sup>st</sup> quarter |         |          |
|---|---------------------|-------------------------|---------|----------|
|   |                     | 2013/14                 | 2012/13 | +/- in % |
| <b>Revenues and earnings</b>                  |                     |                         |         |          |
| Revenues                                      | € million           | 2,030                   | 1,887   | 7.6      |
| EBITDA  | € million           | 281                     | 312     | -10.0    |
| EBITDA margin                                 | %                   | 13.8                    | 16.5    |          |
| Depreciation                                  | € million           | -51                     | -49     | 3.3      |
| Operating profit                              | € million           | 230                     | 263     | -12.5    |
| Operating margin                              | %                   | 11.3                    | 13.9    |          |
| Net earnings for the year                     | € million           | 168                     | 263     | -36.0    |
| <b>Cash flow and investments</b>              |                     |                         |         |          |
| Cash flow                                     | € million           | 243                     | 252     | -3.5     |
| Investments in fixed assets <sup>1</sup>      | € million           | 65                      | 58      | 11.3     |
| Investments in financial assets/acquisitions  | € million           | 0                       | 181     | -99.9    |
| Total investments                             | € million           | 65                      | 239     | -72.7    |
| <b>Performance</b>                            |                     |                         |         |          |
| Fixed assets <sup>1</sup>                     | € million           | 2,676                   | 2,606   | 2.7      |
| Goodwill                                      | € million           | 1,147                   | 1,141   | 0.6      |
| Working capital                               | € million           | 2,325                   | 2,235   | 4.0      |
| Capital employed                              | € million           | 6,261                   | 6,095   | 2.7      |
| <b>Capital structure</b>                      |                     |                         |         |          |
| Total assets                                  | € million           | 8,502                   | 7,922   | 7.3      |
| Shareholders' equity                          | € million           | 4,863                   | 4,167   | 16.7     |
| Net financial debt                            | € million           | 641                     | 1,223   | -47.6    |
| Equity ratio                                  | %                   | 57.2                    | 52.6    |          |
| Net financial debt as % of equity (Gearing)   | %                   | 13.2                    | 29.4    |          |
| <b>Shares</b>                                 |                     |                         |         |          |
| Market capitalization                         | € million           | 5,339                   | 4,656   | 14.7     |
| Total shares issued as of May 31              | million             | 204.2                   | 189.4   | 7.8      |
| Average price                                 | €                   | 30.72                   | 23.24   | 32.2     |
| Highest price                                 | €                   | 34.01                   | 24.81   | 37.1     |
| Lowest price                                  | €                   | 25.72                   | 21.84   | 17.8     |
| Closing price on May 31                       | €                   | 26.15                   | 24.59   | 6.3      |
| Average trading volume/day                    | thousands of shares | 997                     | 726     | 37.3     |
| MDAX® closing price on May 31                 | points              | 14,094                  | 10,148  | 38.9     |
| Performance Südzucker share March 1 to May 31 | %                   | -22                     | 13      |          |
| Performance MDAX® March 1 to May 31           | %                   | 6                       | 3       |          |
| <b>Employees</b>                              |                     | 18,230                  | 17,829  | 2.2      |

<sup>1</sup> Including intangible assets.

# Overview

## First quarter 2013/14

- Consolidated group revenues climb 8 % to € 2,030 (1,887) million
- Consolidated group operating profit declines 12 % to € 230 (263) million
- Sugar segment's revenues rise, driven especially by higher quota sugar volumes, but commodity costs rise once again and reduced 2012 harvest shortens campaign, with both factors weighing heavily on operating profit:
  - Revenues: +5 % to € 1,046 (998) million
  - Operating profit: € 159 (193) million
- Even though revenues are up, special products segment's profits significantly lower than last year as commodity costs rise further:
  - Revenues: +6 % to € 487 (460) million
  - Operating profit: € 31 (43) million
- CropEnergies segment again able to generate significantly higher revenues, but operating profit up only slightly from last year as commodity costs climb further:
  - Revenues: +12 % to € 171 (153) million
  - Operating profit: € 16 (15) million
- Fruit segment operating profit doubles driven by strong volume growth, especially outside Central Europe:
  - Revenues: +18 % to € 326 (276) million
  - Operating profit: € 24 (12) million

## Forecast for the 2013/14 fiscal year

- Consolidated group revenues expected to be about € 8.0 (7.9) billion.
- Operating profit expected to be about € 825 (974) million.

### Revenues by segment

|  |      | € million                | 1 <sup>st</sup> quarter |              |            |
|--|------|--------------------------|-------------------------|--------------|------------|
|  |      |                          | 2013/14                 | 2012/13      | +/- in %   |
|  | 52 % | Sugar segment            | 1,046                   | 998          | 4.9        |
|  | 24 % | Special products segment | 487                     | 460          | 5.7        |
|  | 8 %  | CropEnergies segment     | 171                     | 153          | 11.8       |
|  | 16 % | Fruit segment            | 326                     | 276          | 18.2       |
|  |      | <b>Group</b>             | <b>2,030</b>            | <b>1,887</b> | <b>7.6</b> |

### Operating profit by segment

|  |      | € million                | 1 <sup>st</sup> quarter |            |              |
|--|------|--------------------------|-------------------------|------------|--------------|
|  |      |                          | 2013/14                 | 2012/13    | +/- in %     |
|  | 70 % | Sugar segment            | 159                     | 193        | -17.5        |
|  | 13 % | Special products segment | 31                      | 43         | -26.8        |
|  | 7 %  | CropEnergies segment     | 16                      | 15         | 4.7          |
|  | 10 % | Fruit segment            | 24                      | 12         | 95.9         |
|  |      | <b>Group</b>             | <b>230</b>              | <b>263</b> | <b>-12.5</b> |

# Economic policy, general framework

## EU sugar market

Quota sugar production in the EU for the 2012/13 sugar marketing year is expected to remain stable. It is also expected that imports from preferred nations will rise, in part due to new free trade agreements. In spite of this, the EU Commission again launched a tender offering for imports in December 2012, consisting of four tenders between January and June 2013, and granted licenses allowing the import of about 0.55 million tonnes of sugar at reduced duties. In addition, 0.60 million tonnes of non-quota sugar were released for sale in the EU food market in four tranches, for which surplus levies of 224 and 148 €/t were payable. Overall, these measures will lead to significantly higher quota sugar inventories in the EU.

On July 1, 2013, Croatia joined the EU. Croatia has been granted a beet sugar quota of 0.19 million tonnes and a reduced duty import quota of 0.04 million tonnes. The combined total volume corresponds approximately to Croatia's consumption.

In April 2012, 0.65 million tonnes of sugar were approved for export for the current 2012/13 sugar marketing year. The associated export licenses were allocated at the beginning of October 2012. A further 0.7 million tonnes were added in January 2013. In April 2013, it was decided to grant export licenses for the 2013/14 sugar marketing year as well, initially for 0.65 million tonnes.

A duty-free world market import volume of 0.4 million tonnes per annum has been regularly granted for non-quota sugar for use by the chemical, pharmaceutical and fermentation industries, as well as for bioethanol production, since the 2008/09 sugar marketing year. The same applies for the 2012/13 sugar marketing year. As in previous years, this import quota was little used.

## EU sugar policies

In the course of tri-lateral negotiations, the EU Parliament and the Council of Agricultural Ministers revised the EU Commission's recommendation to let the current sugar beet quotas and minimum price regulations expire following the 2014/15 sugar marketing year, and agreed to extend the regulations until the end of the 2016/17 sugar marketing year. This political compromise is the result of lengthy discussions between the three European institutions. Not much consideration was given to logical arguments presented in favor of extending the current sugar policies until the 2019/20 sugar marketing year.

After expiry of the minimum beet price and quota rules as of September 30, 2017, the new regulations for the EU market provide for a reference price for white sugar of 404 €/t, a government-funded private warehouse and a contractual obligation between beet farmers and the sugar industry. As a result of these policies, all stakeholders in the sugar value added chain should expect that the greater volume and price volatility of the world market will have a stronger impact on the EU sugar market than previously. Südzucker calls for effective, budget-neutral safety nets to be installed when the current sugar market regulations terminate in order to be able to combat market crises. Similar crisis management mechanisms are available to other agricultural sectors and experience there has shown the necessity to install defined crisis management tools before crises actually occur.

The protection mechanisms concerning the EU sugar market and non-EU countries relating to foreign trade remain unchanged. We also expect that there will in future be no volume restriction related to sugar exports.

### Positioning following the amended framework

Südzucker considers its position after the quota regulations expire on September 30, 2017 to be excellent.

Südzucker's sugar segment is Europe's largest supplier of beet sugar from the most competitive European beet cultivation areas. The company operates its own raw sugar refineries and has established long-term partnerships with key sugar producers in the LDCs and ACP countries. Südzucker will continue to cut the sugar segment's costs and improve its logistics processes to further improve its competitiveness.

Südzucker Group's four business segments will benefit both in the medium and long term from megatrends such as the expanding world population, rising incomes – especially in the emerging countries – and the rising demand for food, animal feed and energy. Südzucker also enjoys a leading market position in Europe, especially in the sugar, starch and starch saccharification products sectors.

### WTO/free-trade agreement

To date, the ongoing WTO-II negotiations, which have been underway since 2001, have not been concluded.

The Doha round is not expected to terminate this year either. The WTO ministers have scheduled a meeting in Bali for December 2013.

In parallel with the ongoing WTO-II round, the EU Commission is also negotiating potential free trade agreements with various nations and communities, such as MERCOSUR, the South American common market. In the event sugar and sugary products are not defined as sensitive products – contrary to current trade practice – substantial additional duty-free sugar volumes could in future be imported into the European Union.

The EU Commission granted the Andean nations of Colombia and Peru and Central American states such as Costa Rica, Guatemala, Honduras, Nicaragua, Panama and El Salvador an annual duty-free import quota of 0.3 million tonnes of sugar and products containing substantial amounts of sugar. In addition, it was agreed to raise the share of these duty-free import volumes by 3 % per annum.

These settlements have to be ratified by all of the beneficiary nations and are then to be rolled out and utilized before they have been ratified by the EU committees and their member states. The settlement with Peru went into force on March 1, 2013. The other agreements are expected to become effective during the course of 2013.

## Implementation of the European climate and energy package

The EU's renewable energy and fuel quality directives form the legislative framework for the mandatory blend ratio of 10 % renewable energies in the transportation sector by 2020. Sustainability criteria ensure that only sustainably produced biofuels are used in the EU; among other things, producers must generate at least 35 % – 50 % starting in 2017 – less by weight of greenhouse gas emissions than fossil fuels. For biofuels produced in plants started up after January 1, 2017, greenhouse gas emissions savings of at least 60 % by weight will become mandatory starting in 2018. Compliance with other environmental and social standards is also mandatory. At the present time, the EU Commission has approved fourteen certification systems, valid throughout the EU, which can be used to verify the sustainable production of biofuels.

## EU Commission recommends amendments to avoid indirect land use changes (iLUC)

On October 17, 2012, the EU Commission presented draft amendments concerning the renewable energy and fuel quality directives to the European Parliament and the European Council, according to which of the 10 % energy in the transportation sector which is supposed to come from renewable sources by 2020, only 5 % might stem from biofuels made from grain, sugar and oil seeds. The EU Commission also recommends cancelling subsidies on biofuels after 2020 made from agricultural commodities that could be used as food or animal feed. In addition to the already planned double allocation of biofuels from a number of recyclable substances (for example, used food grade oils and animal fats), the proposals call for in future allocating certain waste and recyclable material (for example, crude glycerin, bagasse and straw) to the 10 % transportation sector target by a factor of four. Mandatory reporting of so-called iLUC factors is also to be introduced. The purpose is to capture greenhouse gas emissions from conceivable theoretical land use changes in non-EU countries. Here bioethanol produced from grain and other starchy plants or sugar scores considerably higher than biodiesel from oleaginous crops like rapeseed, soybeans and oil palms.

The European bioethanol industry considers the draft legislation to be a serious step backwards for European energy and climate policies. Multiple allocation of biofuels from waste and recyclable materials reduces actually achievable greenhouse gas savings and generates considerable counterproductive incentives, which could lead to the "production" of waste and import of waste from around the world. Should this draft proposal be implemented in its current form, there would also be a risk of substantially less protein-based animal feed production in the EU because biofuel, protein-rich food and animal feed generation is predominantly integrated in the eurozone. The existing protein deficit would thereby increase even further and would have to be covered by additional soya imports, primarily from South America. Multiple allocation should be replaced by a competition-neutral supporting mechanism. An effective approach would be to introduce an additional, specific minimum volume of clearly defined biofuels made from waste and scrap materials.

In presenting its position regarding the draft legislation on June 30, 2013, the European Parliament's Committee for Industry, Research and Energy (ITRE) stressed especially that the share of conventional biofuels should be raised to 6.5 %. The committee recom-



mended that instead of multiple allocation, binding secondary targets be defined to promote the production of biofuels from waste and recycled materials, beginning at 0.5 % in 2016 and rising to 2.5 % in 2020 and 4 % in 2025. It further stated that iLUC factors should not be taken into consideration at this juncture due to the continuing associated uncertainties. For the gasoline sector, the committee recommends introducing a separate minimum contribution of 7.5 % from renewable energies in 2020. The leading committee for the environment, ENVI, is expected to deliver its opinion on July 10, 2013. The European Parliament and Council, both of which must approve any amendments, are expected to reach a decision around the end of 2013 or the beginning of 2014. CropEnergies will continue to work hard in the coming months at national and European levels, both directly and through the relevant associations, to prevent a reversal of Europe's energy and climate protection policy direction.

### Belgian biofuel regulation extended

Belgium's current biofuel regulation was extended for a further six years. The tax breaks granted for the bioethanol production licenses issued in 2006 not used up by September 30, 2013 will thus remain in effect until September 30, 2019. The minimum volume of bioethanol in fuel that qualifies for the tax incentives has been increased to 10 % by volume from the previous 7 %. The amendments to the legislation are subject to approval by the EU Commission. A decision is expected to be announced following the discussions between the Directorates-General for energy and competition. The new European EN 228 fuel directive, which specifies blending up to 10 % by volume of bioethanol, will also have to be implemented in Belgium before the legislation can be enacted and E10 can be introduced into the country.

## Market developments

### Sugar

German market analyst F.O. Licht's second estimate of the world's sugar balance for the 2012/13 campaign year, released in March 2013, forecasts that production will increase to 183.1 (175.3) million tonnes and consumption rise to 168.7 (165.5) million tonnes. This means that inventories will rise to 78.5 (68.5) million tonnes of sugar, or 46.5 (41.4) % of one year's consumption.

World market prices for sugar rose slightly at the beginning of the fiscal year, but have since declined and at the end of May 2013 were quoted at 477 USD/t or 367 €/t for white sugar.

### Grain

According to the US Department of Agriculture's (USDA) June 12, 2013 estimate, global grain production (excluding rice) for the 2013/14 harvest is expected to rise 9.2 % to about 1,946 million tonnes. The corn harvest yield in particular is expected to rise 12.5 % to

963 million tonnes, despite initial poor weather conditions and delayed planting. Grain consumption is expected to rise only 5.5 % to 1,914 million tonnes, boosting global inventories 9.5 % to 365 million tonnes.

The EU Commission is expecting a harvest yield of 291 million tonnes of grain for the 2013/14 grain marketing year in the EU, up 5.4 % from last year. Consumption is expected to rise slightly to 275 million tonnes, and inventories are expected to swell by 9.1 % to 35 million tonnes. Net exports from the EU should reach 13 million tonnes, up 21 %. Animal feed is expected to account for 57 % of the grain harvest and only 3.4 % is the amount forecast for the production of bioethanol. One-third of the grain used for the latter is normally returned to the feed and food chain in the form of protein-rich food and animal feed byproducts of the bioethanol production process.

As a result of the expected excellent harvest for the 2013/14 grain marketing year, especially in Russia and in the EU, one-month futures for bread wheat on the NYSE Liffe Paris dropped sharply from 250 €/t at the beginning of March 2013 to 205 €/t at the end of May 2013.

## Ethanol

In Brazil, gasoline prices rose 6.6 % in January 2013 and mandatory blend ratios were raised from 20 to 25 % effective May 1, 2013. This initially caused Brazilian ethanol prices to rise from 713 USD/m<sup>3</sup> FOB Santos at the beginning of March 2013 to 745 USD/m<sup>3</sup> at the beginning of May 2013. However, significantly higher production in April 2013 at the start of the cane sugar harvest in central and southern Brazil caused prices to fall back to 705 USD/m<sup>3</sup> at the end of May 2013. Market analysts expect ethanol grade fuel production in Brazil to come in at 24.7 million m<sup>3</sup> for the 2013/14 sugar marketing year, up 14.4 % from last year.

Ethanol prices in the United States rose in tandem with higher gasoline prices and lower ethanol inventories. One-month futures for bioethanol on the Chicago Board of Trade (CBOT) and the Chicago Mercantile Exchange (CME) rose from 637 USD/m<sup>3</sup> at the beginning of March 2013 to 713 USD/m<sup>3</sup> at the end of May 2013.

Despite strong fluctuations and occasionally significantly higher prices, European bioethanol prices rose only slightly, from 630 €/m<sup>3</sup> FOB Rotterdam at the beginning of March 2013 to 635 €/m<sup>3</sup> at the end of May 2013.

Market analysts are expecting total ethanol grade fuel demand to rise 1.4 % to 5.7 million m<sup>3</sup> in the EU in 2013. However, due to lower gasoline volumes, ethanol grade fuel consumption in Germany is expected to fall about 3.8 % to 1.5 million m<sup>3</sup>.

## Fruit

No price increases are expected this year for Mediterranean type strawberries because of the excellent winter and spring harvests in Morocco, Egypt and Spain, as well as across the ocean in Mexico. On the other hand, due to the weather conditions experienced so far, prices are expected to increase for Continental varieties, which come mainly from Poland, Serbia and China. Price increases are also expected for stone fruit and pomes in Europe and in the United States. Prices for berries such as raspberries, blackberries and blueberries are expected to remain at roughly the same level as last year. With a few exceptions, the availability of relevant tropical fruits has been very satisfactory; however, exchange-rate fluctuations impact the prices of these products.

During the last quarter, Poland only processed winter apples available during this season to make fruit juice concentrates. Development in the first months of the year was affected by an unusually long winter. As a result, harvesting is expected to take place later than usual. Thankfully there was only a minimal amount of frost damage.

## Energy

Strong demand as a result of the severe winter initially drove Brent crude oil prices to a high of 120 USD/barrel in February 2013. Revised demand forecasts by the three leading oil market agencies in March 2013 then exerted strong downward pressure on global crude oil prices as the markets showed continued oversupply. Crude oil futures quotations dropped sharply to a low for the year of 98 USD/barrel in mid-April 2013. Concerns about shrinking demand due to weaker economic data from the two most important oil-consuming nations, the United States and China, together with the highest American oil production levels and crude inventories since 1992, also weighed on prices. Further downward price pressure was exerted when investors began to reduce net long positions. In the wake of a temporary improvement in sentiment in the financial markets, Brent crude prices rose to 105 USD/barrel and trading ended at 101 USD/barrel on May 31, 2013.

Gas prices remained high through the end of the first quarter of 2013/14, driven by the severity of the winter and historically low gas inventories.

## Business performance

### Revenues and operating profit | Group

#### Revenues

| € million                | 1 <sup>st</sup> quarter |              |            |
|--------------------------|-------------------------|--------------|------------|
|                          | 2013/14                 | 2012/13      | +/- in %   |
| Sugar segment            | 1,046                   | 998          | 4.9        |
| Special products segment | 487                     | 460          | 5.7        |
| CropEnergies segment     | 171                     | 153          | 11.8       |
| Fruit segment            | 326                     | 276          | 18.2       |
| <b>Group</b>             | <b>2,030</b>            | <b>1,887</b> | <b>7.6</b> |

The group's consolidated first-quarter revenues rose 8 % to € 2,030 (1,887) million. All segments contributed to the revenue growth.

#### Operating profit

| € million                | 1 <sup>st</sup> quarter |            |              |
|--------------------------|-------------------------|------------|--------------|
|                          | 2013/14                 | 2012/13    | +/- in %     |
| Sugar segment            | 159                     | 193        | -17.5        |
| Special products segment | 31                      | 43         | -26.8        |
| CropEnergies segment     | 16                      | 15         | 4.7          |
| Fruit segment            | 24                      | 12         | 95.9         |
| <b>Group</b>             | <b>230</b>              | <b>263</b> | <b>-12.5</b> |

As expected, consolidated group operating profit was lower. It came in at € 230 (263) million. The decline was driven by lower operating profit in the sugar and special products segments. The CropEnergies and Fruit segments' profits were higher.

## Revenues and operating profit | Sugar segment

|   |           | 1 <sup>st</sup> quarter |            |              |
|---|-----------|-------------------------|------------|--------------|
|   |           | 2013/14                 | 2012/13    | +/- in %     |
| <b>Revenues</b>                                       | € million | <b>1,046</b>            | <b>998</b> | <b>4.9</b>   |
| EBITDA  | € million | 174                     | 206        | -15.5        |
| Depreciation on fixed assets<br>and intangible assets | € million | -15                     | -13        | 13.5         |
| <b>Operating profit</b>                               | € million | <b>159</b>              | <b>193</b> | <b>-17.5</b> |
| Restructuring/special items                           | € million | 0                       | 0          | > 100        |
| <b>Income from operations</b>                         | € million | <b>159</b>              | <b>193</b> | <b>-17.7</b> |
| EBITDA margin   | %         | 16.6                    | 20.7       |              |
| Operating margin                                      | %         | 15.2                    | 19.3       |              |
| Investments in fixed assets                           | € million | 34                      | 30         | 9.9          |
| Investments in financial assets/<br>acquisitions      | € million | 0                       | 181        | -99.9        |
| <b>Total investments</b>                              | € million | <b>34</b>               | <b>211</b> | <b>-83.7</b> |
| Employees   |           | 7,536                   | 7,590      | -0.7         |

The sugar segment's revenues rose 5 % to € 1,046 (998) million in the first quarter. The increase was driven especially by higher quota sugar volumes.

Operating profit in the first quarter came in at € 159 (193) million, below last year's high level as had been forecast. The decline was mostly the result of the higher commodity prices during the 2012 campaign, and the shorter campaign due to the lower harvest yield in 2012.

### Revenues and operating profit | Special products segment

|  |           | 1 <sup>st</sup> quarter |            |              |
|--|-----------|-------------------------|------------|--------------|
|  |           | 2013/14                 | 2012/13    | +/- in %     |
| <b>Revenues</b>                                    | € million | <b>487</b>              | <b>460</b> | <b>5.7</b>   |
| EBITDA   | € million | 50                      | 63         | -20.3        |
| Depreciation on fixed assets and intangible assets | € million | -19                     | -20        | -6.5         |
| <b>Operating profit</b>                            | € million | <b>31</b>               | <b>43</b>  | <b>-26.8</b> |
| Restructuring/special items                        | € million | 1                       | 0          | > 100        |
| <b>Income from operations</b>                      | € million | <b>32</b>               | <b>43</b>  | <b>-24.8</b> |
| EBITDA margin                                      | %         | 10.3                    | 13.7       |              |
| Operating margin                                   | %         | 6.5                     | 9.3        |              |
| Investments in fixed assets                        | € million | 22                      | 17         | 32.7         |
| Investments in financial assets/ acquisitions      | € million | 0                       | 0          | -            |
| <b>Total investments</b>                           | € million | <b>22</b>               | <b>17</b>  | <b>32.7</b>  |
| Employees  |           | 4,577                   | 4,445      | 3.0          |

The special products segment was again able to increase revenues, by 6 % to € 487 (460) million. The growth was primarily driven by higher volumes and sales revenues from the starch division's animal feed products.

The special products segment's first quarter operating profit of € 31 (43) million was below the previous year quarter's strong results, mainly due to higher commodity costs compared to last year, many of which the segment was unable to pass on to the market.

## Revenues and operating profit | CropEnergies segment

|  |           | 1 <sup>st</sup> quarter |            |              |
|--|-----------|-------------------------|------------|--------------|
|  |           | 2013/14                 | 2012/13    | +/- in %     |
| <b>Revenues</b>                                    | € million | <b>171</b>              | <b>153</b> | <b>11.8</b>  |
| EBITDA   | € million | 24                      | 23         | 3.5          |
| Depreciation on fixed assets and intangible assets | € million | -8                      | -8         | 1.3          |
| <b>Operating profit</b>                            | € million | <b>16</b>               | <b>15</b>  | <b>4.7</b>   |
| Restructuring/special items                        | € million | 0                       | 0          | -            |
| <b>Income from operations</b>                      | € million | <b>16</b>               | <b>15</b>  | <b>4.7</b>   |
| EBITDA margin                                      | %         | 13.8                    | 14.9       |              |
| Operating margin                                   | %         | 9.1                     | 9.7        |              |
| Investments in fixed assets                        | € million | 3                       | 5          | -40.4        |
| Investments in financial assets/ acquisitions      | € million | 0                       | 0          | -            |
| <b>Total investments</b>                           | € million | <b>3</b>                | <b>5</b>   | <b>-40.4</b> |
| Employees  |           | 327                     | 315        | 3.8          |

The CropEnergies segment's revenues rose 12 % to € 171 (153) million in the first quarter, driven by higher sales revenues from ethanol, food and animal feed. Ethanol production and volumes rose slightly.

The segment's operating profit was slightly higher than last year, coming in at € 16 (15) million. Raw material prices rose again and offset most of the higher sales revenues from ethanol, food and animal feed.

## Revenues and operating profit | Fruit segment

|   |           | 1 <sup>st</sup> quarter |            |             |
|---|-----------|-------------------------|------------|-------------|
|   |           | 2013/14                 | 2012/13    | +/- in %    |
| <b>Revenues</b>                                       | € million | <b>326</b>              | <b>276</b> | <b>18.2</b> |
| EBITDA  | € million | 33                      | 20         | 64.0        |
| Depreciation on fixed assets<br>and intangible assets | € million | -9                      | -8         | 13.0        |
| <b>Operating profit</b>                               | € million | <b>24</b>               | <b>12</b>  | <b>95.9</b> |
| Restructuring/special items                           | € million | 0                       | 0          | -           |
| <b>Income from operations</b>                         | € million | <b>24</b>               | <b>12</b>  | <b>95.9</b> |
| EBITDA margin   | %         | 10.1                    | 7.3        |             |
| Operating margin                                      | %         | 7.4                     | 4.5        |             |
| Investments in fixed assets                           | € million | 6                       | 6          | -1.8        |
| Investments in financial assets/<br>acquisitions      | € million | 0                       | 0          | -           |
| <b>Total investments</b>                              | € million | <b>6</b>                | <b>6</b>   | <b>-1.8</b> |
| Employees   |           | 5,790                   | 5,479      | 5.7         |

In the fruit segment, sales revenues rose sharply in the first quarter, up 18 % to € 326 (276) million. The year-over-year increase was driven by higher volumes, among other things because the YBBSTALER companies were not fully consolidated under AUSTRIA JUICE GmbH until the second quarter of last year.

The fruit segment was able to almost double operating profit to € 24 (12) million, driven by strong volume growth for fruit preparations in the regions outside Central Europe, as well as significantly higher volumes for fruit juice concentrates.



## Income statement | Group

| € million  | 1 <sup>st</sup> quarter |              |              |
|--|-------------------------|--------------|--------------|
|  | 2013/14                 | 2012/13      | +/- in %     |
| <b>Revenues</b>                                    | <b>2,030</b>            | <b>1,887</b> | <b>7.6</b>   |
| Operating profit                                   | 230                     | 263          | -12.5        |
| Result from restructuring and special items        | 1                       | 0            | > 100        |
| <b>Income from operations</b>                      | <b>231</b>              | <b>263</b>   | <b>-12.3</b> |
| Income from companies consolidated at equity       | 4                       | 1            | > 100        |
| Financial result                                   | -15                     | -26          | -42.3        |
| <b>Earnings before income taxes</b>                | <b>220</b>              | <b>238</b>   | <b>-7.8</b>  |
| Taxes on income                                    | -52                     | 25           | -            |
| <b>Net earnings for the year</b>                   | <b>168</b>              | <b>263</b>   | <b>-36.0</b> |
| of which attributable to Südzucker AG shareholders | 131                     | 220          | -40.4        |
| of which attributable to hybrid capital            | 7                       | 7            | 0.0          |
| of which attributable to minority interests        | 30                      | 36           | -16.0        |
| <b>Earnings per share (€)</b>                      | <b>0.64</b>             | <b>1.17</b>  | <b>-45.3</b> |

**Income from operations** in the first three months of fiscal 2013/14 was € 231 (263) million, more or less in line with the lower **operating profit** of € 230 (263) million.

**Income from companies consolidated at equity** of € 4 (1) million includes the company's share of earnings from a joint-venture distributor and from London-based British trading house ED&F Man. Last year, the prorated share of earnings from ED&F Man was reported for the first time as of the second quarter of 2012/13.

The **financial result** clearly improved in the first three months of fiscal 2013/14, going from € -26 million to € -15 million. Interest expense fell sharply. It went from € -17 million to € -10 million as average debt declined year-over-year by about € 394 million and interest rates were also lower. The other interest expense item was € -4 (-9) million for the first three months of the fiscal year, and similar to last year at the same time, was significantly impacted by losses resulting from euro financing of Eastern European subsidiaries. Since the 2009/2016 convertible bond was redeemed in fiscal 2012/13, there will be no option premium expense during the current fiscal year.

Lower **earnings before taxes** of € 220 (238) million resulted in **taxes on income** of € -52 (25) million. The same quarter last year includes a one-time tax yield of € 76 million resulting from the successful conclusion of a long-standing appeal before the financial courts regarding taxation issues surrounding the Foreign Tax Act. As a result, the comparable tax expense during the same quarter last year was € -51 million. The group's tax rate was 23.6 % versus an adjusted rate of 21.4 % during the same quarter last year.

Of the **consolidated net earnings** of € 168 (263) million, € 131 (220) million were allocated to Südzucker AG shareholders, € 7 (7) million to hybrid bondholders and € 30 (36) million to other non-controlling interests, mainly the co-owners of AGRANA Group and CropEnergies Group.

**Earnings per share** came in at € 0.64. Last year, earnings per share of € 1.17 reflected the aforementioned one-time tax income of € 76 million or € 0.40 per share resulting from the successful conclusion of the tax appeal. The adjusted earnings per share for the same quarter last year were € 0.77. The calculation was based on the time-weighted average of 204.2 (188.8) million shares outstanding.

### Cash flow | Group

| € million                                    | 1 <sup>st</sup> quarter |           |             |
|--|-------------------------|-----------|-------------|
|  | 2013/14                 | 2012/13   | +/- in %    |
| Cash flow                                    | 243                     | 252       | -3.5        |
| Increase (-)/Decrease (+) in working capital | -334                    | -430      | -22.3       |
| <b>Investments in fixed assets</b>           |                         |           |             |
| Sugar segment                                | 34                      | 30        | 9.9         |
| Special products segment                     | 22                      | 17        | 32.7        |
| CropEnergies segment                         | 3                       | 5         | -40.4       |
| Fruit segment                                | 6                       | 6         | -1.8        |
| <b>Total</b>                                 | <b>65</b>               | <b>58</b> | <b>11.3</b> |
| Investments in financial assets/acquisitions | 0                       | 181       | -99.9       |
| Capital increase/decrease                    | 0                       | -4        | -100.0      |
| Dividends paid                               | 0                       | 0         | -100.0      |

The reported **cash flow** of € 243 (252) million is almost the same as last year. The one-time tax yield contained in the net income in the first quarter of 2012/13 had no impact on cash flow and the item was thus adjusted by this amount.

**Working capital** expenditures of € -334 million compare to € -430 million during the same period last year and are mainly for beet payments totaling € 697 (703) million.

**Investments in fixed assets** (including intangible assets) totaled € 65 (58) million. The sugar segment's investments of € 34 (30) million and the special products segment's investments of € 22 (17) million were allocated for replacements, projects to improve energy efficiency and the wheat starch facility in Pischelsdorf, Austria. The CropEnergies segment invested € 3 (5) million to further optimize its production systems. The fruit segment invested € 6 (6) million, mainly in the fruit preparations area.

**Investments in financial assets** totaled € 0 (181) million. Last year's investments were for the acquisition of a 25 % stake minus one share in the British trading company ED&F Man based in London, UK.

## Balance sheet | Group

| € million   | 31.05.2013   | 31.05.2012   | +/- in %   |
|---|--------------|--------------|------------|
| <b>Assets</b>                                     |              |              |            |
| Non-current assets                                | 4,318        | 4,243        | 1.8        |
| Current assets                                    | 4,184        | 3,679        | 13.7       |
| <b>Total assets</b>                               | <b>8,502</b> | <b>7,922</b> | <b>7.3</b> |
| <b>Liabilities and shareholders' equity</b>       |              |              |            |
| Shareholders' equity                              | 4,863        | 4,167        | 16.7       |
| Non-current liabilities                           | 1,747        | 1,876        | -6.9       |
| Current liabilities                               | 1,892        | 1,879        | 0.7        |
| <b>Total liabilities and shareholders' equity</b> | <b>8,502</b> | <b>7,922</b> | <b>7.3</b> |
| Net financial debt                                | 641          | 1,223        | -47.6      |
| Equity ratio in %                                 | 57           | 53           |            |
| Net financial debt as % of equity (Gearing)       | 13           | 29           |            |

The € 75 million increase in **non-current assets** to € 4,318 (4,243) million is mainly the result of investments in fixed assets since last fiscal year.

The increase in **current assets** of € 505 million, bringing the total to € 4,184 (3,679) million, is largely due to the volume and price-driven increase of € 238 million in inventories, which ended at € 2,105 (1,867) million, and an increase in cash and cash equivalents and securities.

**Shareholders' equity** rose € 696 million to € 4,863 (4,167) million; despite higher total assets, the equity ratio was higher than last year at 57 (53) %. The increase is in part due to the cash inflow from capital increases related to the redemption of the 2009/2016 convertible bond in November 2012. The higher shareholders' equity also reflects the positive earnings.

**Non-current liabilities** fell € 129 million to € 1,747 (1,876) million. This is primarily due to the redemption of the 2009/2016 convertible bond, which at the end of the same period last year had still been reported under long-term bonds in the amount of € 248 million. This was offset by valuation adjustments of € 97 million to provisions for pensions and similar obligations, which drove the item to € 693 (596) million. The discount rate had to be adjusted from 4.00 % effective May 31, 2012 to 3.50 % as of February 28, 2013, which caused the present value of the obligations to rise substantially. The valuation adjustment was allocated and recognized directly in equity, taking into consideration deferred taxes.

**Current liabilities** climbed € 13 million to € 1,892 (1,879) million. The rise of € 121 million in trade payables to € 577 (456) million was the result of higher investments and commodity costs. The increase was offset by a decline of € 111 million in financial liabilities, which ended at € 621 (732) million. Financial liabilities declined in part because fewer commercial papers were issued than during the prior quarter.

**Net financial debt** was cut substantially by € 582 million to € 641 (1,223) million as of May 31, 2013. The redemption of the 2009/2016 convertible bond in November 2012 was primarily financed by a capital increase (for further details, please refer to the discussion in

the notes to the 2012/13 annual report, especially item 26 "Shareholders' equity"). This and the continuing improvement in cash flow caused the volume of commercial papers issued during the first quarter to come down by € 250 million to € 120 (370) million. The ratio of net financial debt to equity improved significantly as a result: It went from 29 % to 13 %.

## Employees | Group

|                          | 1 <sup>st</sup> quarter |               |            |
|--------------------------|-------------------------|---------------|------------|
|                          | 2013/14                 | 2012/13       | +/- in %   |
| Sugar segment            | 7,536                   | 7,590         | -0.7       |
| Special products segment | 4,577                   | 4,445         | 3.0        |
| CropEnergies segment     | 327                     | 315           | 3.8        |
| Fruit segment            | 5,790                   | 5,479         | 5.7        |
| <b>Group</b>             | <b>18,230</b>           | <b>17,829</b> | <b>2.2</b> |

The average number of persons employed by the group in the first three months of fiscal 2013/14 rose to 18,230 (17,829). The increase of 311 persons in the fruit segment relates primarily to the consolidation of the two Ybbstaler companies, Ybbstaler Fruit Austria GmbH and Ybbstaler Fruit Polska Sp. z.o.o. in the second quarter of 2012/13 and the increased requirement for seasonal workers.

## Risk management

Südzucker uses an integrated system for the early identification and monitoring of group-specific risks. Successful risk management is based on achieving an appropriate balance between opportunities and risks. The company's risk culture is characterized by risk-aware conduct, clear responsibilities, independent risk controlling and internal audits.

Currently there are no risks that threaten the organization's continued existence, nor do we foresee any such risks.

Detailed information about the group's risk management system and its opportunities and risks can be found in the 2012/13 annual report under the risks section on pages 75 – 83.

As already outlined therein, in March 2009, the German Federal Antitrust Authority launched an inquiry into the activities of Südzucker AG and others. To date, no formal summary of the accusations has been released. However, at this stage of the process, the Antitrust Authority assumes that there were violations of the cartel law and that Südzucker AG allegedly participated in same. There is therefore a risk that Südzucker AG will be fined.

On April 23, 2013, the European Commission conducted a Europe-wide investigation of Südzucker AG and other European sugar companies. To date, the accusations have not been formally released. Südzucker AG has no evidence to date that it is considered to be a party to the cartel right violations being investigated in this matter.

# Outlook

## Group performance

We expect consolidated group revenues to increase slightly in fiscal 2013/14, to about € 8.0 billion from € 7.9 billion last year. We expect the CropEnergies and sugar segments' revenues to be flat and the special products and fruit segments' revenues to rise.

We do not expect to match 2012/13's record operating profit in fiscal 2013/14. From today's perspective, we expect operating profit to decline significantly to about € 825 (974) million.

Furthermore we expect earnings to be lower in the sugar, special products and CropEnergies segments but are expecting the fruit segment's operating profit to rise sharply.

This forecast continuously bases on the assumption that economic conditions will not deteriorate in spite of the tensions caused by the ongoing euro and state debt crises.

## Sugar segment

We expect the sugar segment's revenues for fiscal 2013/14 to be approximately the same as last year. Although non-quota sugar volumes are expected to decline, quota sugar volumes are expected to rise slightly.

Besides, we expect operating profit to be down sharply. This will be driven primarily by the application of higher production costs for the entire year, a lower world market price level and fewer opportunities to sell non-quota sugar. Volume development in the EU will be also of key importance to business performance for the remainder of fiscal 2013/14.

The late, cool spring and the floods in Central Europe will likely result in a below average harvest yield in 2013.

### Special products segment

The special products segment's revenues are forecast to rise moderately in fiscal 2013/14. We calculate with a decrease of operating profit compared to last year. Although we expect the Freiburger, BENEIO and PortionPack divisions' overall performance to remain stable, the starch division's results will be lower. On average, commodity costs are expected to be higher over the course of the fiscal year. Higher volumes and sales revenues will not be enough to completely offset any increases. We also expect extraordinary expenses from the June startup of the new wheat starch factory in Pischelsdorf, Austria and temporary capacity bottlenecks in the isoglucose and bioethanol production lines at Hungrana in Hungary as a result of a dust explosion in June.

### CropEnergies segment

CropEnergies will solidify its market position in fiscal 2013/14. It is expected that production and sales volumes will be near the record numbers set last year. We also expect that market prices for bioethanol and plant-based proteins will hover around last year's levels and that the production facilities will continue to be nearly completely loaded. Capacity utilization bottlenecks arose in June because of the floods at the Zeitz facility. Overall, CropEnergies expects stable revenue development. In fiscal 2012/13, operating profit reached record levels due to the especially favorable constellation of commodity costs and sales revenues. In fiscal 2013/14, CropEnergies expects earnings to normalize due to higher prices for commodities, especially grain. Operating profit is therefore forecast to come in somewhere between € 50 and € 60 million.

### Fruit segment

We expect the fruit segment to generate higher revenues for both fruit preparations and fruit juice concentrates in 2013/14. Operating profit should improve significantly. Here too, both divisions are expected to contribute. We expect volume growth for fruit preparations, which is now again stable overall, to continue. Volume for fruit concentrations is also expected to increase, in part also because the consolidation of the joint venture with Ybbstaler will apply for the entire year.

# Consolidated statement of comprehensive income

| € million  | 1 <sup>st</sup> quarter |                |              |
|--|-------------------------|----------------|--------------|
|  | 2013/14                 | 2012/13        | +/- in %     |
| <b>Income statement</b>  |                         |                |              |
| <b>Revenues</b>  | <b>2,030.3</b>          | <b>1,886.6</b> | <b>7.6</b>   |
| Change in work in progress and finished goods inventories and internal costs capitalized                 | -479.2                  | -428.3         | 11.9         |
| Other operating income   | 16.3                    | 25.9           | -37.1        |
| Cost of materials  | -896.6                  | -764.6         | 17.3         |
| Personnel expenses   | -196.4                  | -185.5         | 5.9          |
| Depreciation   | -50.6                   | -49.0          | 3.3          |
| Other operating expenses   | -193.0                  | -222.0         | -13.1        |
| <b>Income from operations</b>  | <b>230.8</b>            | <b>263.1</b>   | <b>-12.3</b> |
| Income from companies consolidated at equity   | 3.7                     | 1.0            | > 100        |
| Financial income   | 8.8                     | 12.2           | -27.9        |
| Financial expense  | -23.6                   | -37.9          | -37.7        |
| <b>Earnings before income taxes</b>  | <b>219.7</b>            | <b>238.4</b>   | <b>-7.8</b>  |
| Taxes on income  | -51.7                   | 24.3           | -            |
| <b>Net earnings for the year</b>   | <b>168.0</b>            | <b>262.7</b>   | <b>-36.0</b> |
| of which attributable to Südzucker AG shareholders   | 131.5                   | 220.5          | -40.4        |
| of which attributable to hybrid capital  | 6.5                     | 6.5            | 0.0          |
| of which attributable to minority interests  | 30.0                    | 35.7           | -16.0        |
| <b>Earnings per share (€)</b>  | <b>0.64</b>             | <b>1.17</b>    | <b>-45.3</b> |
| Dilution effect  | 0.00                    | -0.07          | -100.0       |
| Diluted earnings per share   | 0.64                    | 1.10           | -41.8        |
| <b>Statement of income and expenses recognized directly in equity</b>                                    |                         |                |              |
| <b>Net earnings for the year</b>   | <b>168.0</b>            | <b>262.7</b>   | <b>-36.0</b> |
| Market value of hedging instruments (cash flow hedge) after deferred taxes                               | -3.4                    | 0.2            | -            |
| Market value of securities (available for sale) after deferred taxes                                     | 0.3                     | -0.2           | -            |
| Exchange differences on net investments in foreign operations after deferred taxes                       | -2.2                    | -3.9           | -43.6        |
| Foreign currency translation differences <sup>1</sup>  | -23.4                   | -19.3          | 21.2         |
| <b>Income and expenses to be recognized in the income statement in the future</b>                        | <b>-28.7</b>            | <b>-23.2</b>   | <b>23.7</b>  |
| Actuarial gains and losses of defined benefit pension plans and similar obligations after deferred taxes | -0.1                    | -31.8          | -99.7        |
| <b>Income and expenses recognized directly in equity</b>   | <b>-28.8</b>            | <b>-55.0</b>   | <b>-47.6</b> |
| <b>Comprehensive income</b>  | <b>139.2</b>            | <b>207.7</b>   | <b>-33.0</b> |
| of which attributable to Südzucker AG shareholders   | 107.2                   | 170.7          | -37.2        |
| of which attributable to hybrid capital  | 6.5                     | 6.5            | 0.0          |
| of which attributable to minority interests  | 25.5                    | 30.5           | -16.4        |

<sup>1</sup> Foreign currency differences from consolidation (including companies accounted for using the equity method).

## Consolidated cash flow statement

| € million   | 1 <sup>st</sup> quarter |               |              |
|---|-------------------------|---------------|--------------|
|   | 2013/14                 | 2012/13       | +/- in %     |
| Net earnings for the period   | 168.0                   | 262.7         | -36.0        |
| Depreciation and amortization of intangible assets, fixed assets and other investments  | 50.6                    | 49.0          | 3.3          |
| Decrease (-)/Increase (+) in non-current provisions and deferred tax liabilities and increase (-)/decrease (+) in deferred tax assets | 21.4                    | -6.0          | -            |
| Other income (-)/expenses (+) not affecting cash  | 3.1                     | -53.9         | -            |
| <b>Cash flow</b>  | <b>243.1</b>            | <b>251.8</b>  | <b>-3.5</b>  |
| Gain (-)/Loss (+) on disposal of items included in non-current assets and of securities   | -0.2                    | -1.6          | -87.5        |
| Decrease (-)/Increase (+) in current provisions   | -4.0                    | -20.8         | -80.8        |
| Increase (-)/Decrease (+) in inventories, receivables and other current assets  | 415.4                   | 366.5         | 13.3         |
| Decrease (-)/Increase (+) in liabilities (excluding financial liabilities)  | -745.8                  | -776.1        | -3.9         |
| <b>Increase (-)/Decrease (+) in working capital</b>   | <b>-334.4</b>           | <b>-430.4</b> | <b>-22.3</b> |
| <b>I. Net cash flow from operating activities</b>   | <b>-91.5</b>            | <b>-180.2</b> | <b>-49.2</b> |
| Investments in fixed assets and intangible assets   | -65.0                   | -58.4         | 11.3         |
| Investments in financial assets   | -0.2                    | -180.5        | -99.9        |
| <b>Investments</b>  | <b>-65.2</b>            | <b>-238.9</b> | <b>-72.7</b> |
| Cash received on disposal of non-current assets   | 1.2                     | 2.6           | -53.8        |
| Cash paid (-)/received (+) for the purchase/sale of securities  | -49.2                   | 69.2          | -            |
| <b>II. Cash flow from investing activities</b>  | <b>-113.2</b>           | <b>-167.1</b> | <b>-32.3</b> |
| Capital decrease (-)/increase (+)/acquisition (-)/sale (+) of own shares  | 0.0                     | -4.4          | -100.0       |
| Dividends paid  | 0.0                     | -0.1          | -100.0       |
| Repayment (-)/Refund (+) of financial liabilities   | 267.7                   | 204.3         | 31.0         |
| <b>III. Cash flow from financing activities</b>   | <b>267.7</b>            | <b>199.8</b>  | <b>34.0</b>  |
| <b>Change in cash and cash equivalent (total of I., II. and III.)</b>   | <b>63.0</b>             | <b>-147.5</b> | <b>-</b>     |
| Change in cash and cash equivalents due to exchange rate changes  | -5.8                    | -11.1         | -47.7        |
| due to changes in entities included in consolidation  | 0.0                     | 0.0           | -            |
| <b>Decrease (-)/Increase (+) in cash and cash equivalents</b>   | <b>57.2</b>             | <b>-158.6</b> | <b>-</b>     |
| Cash and cash equivalents at the beginning of the period  | 483.5                   | 501.5         | -3.6         |
| <b>Cash and cash equivalents at the end of the period</b>   | <b>540.7</b>            | <b>342.9</b>  | <b>57.7</b>  |

| € million  | 1 <sup>st</sup> quarter |         |          |
|--|-------------------------|---------|----------|
|  | 2013/14                 | 2012/13 | +/- in % |
| Dividends received from companies consolidated at equity and other investments | 4.5                     | 0.9     | > 100    |
| Interest receipts  | 10.4                    | 10.5    | -1.0     |
| Interest payments  | -25.6                   | -24.6   | 4.1      |
| Income taxes paid  | -39.9                   | -23.7   | 68.4     |



## Consolidated balance sheet<sup>1</sup>

| € million  | 31.05.2013     | 31.05.2012     | +/- in %    | 28.02.2013     | +/- in %     |
|--|----------------|----------------|-------------|----------------|--------------|
| <b>Assets</b>  |                |                |             |                |              |
| Intangible assets  | 1,187.2        | 1,188.7        | -0.1        | 1,189.4        | -0.2         |
| Fixed assets   | 2,636.2        | 2,557.4        | 3.1         | 2,633.4        | 0.1          |
| Shares in companies consolidated at equity                 | 193.3          | 193.9          | -0.3        | 190.1          | 1.7          |
| Other investments  | 30.2           | 33.7           | -10.4       | 30.2           | 0.0          |
| Securities   | 105.8          | 105.1          | 0.7         | 105.5          | 0.3          |
| Other assets   | 44.6           | 34.6           | 28.9        | 44.3           | 0.7          |
| Deferred tax assets  | 120.5          | 129.3          | -6.8        | 121.5          | -0.8         |
| <b>Non-current assets</b>                                  | <b>4,317.8</b> | <b>4,242.7</b> | <b>1.8</b>  | <b>4,314.4</b> | <b>0.1</b>   |
| Inventories  | 2,104.8        | 1,866.9        | 12.7        | 2,567.6        | -18.0        |
| Trade receivables  | 1,103.4        | 1,063.2        | 3.8         | 1,025.7        | 7.6          |
| Other assets   | 243.7          | 287.2          | -15.1       | 281.3          | -13.4        |
| Current tax receivables                                    | 101.4          | 77.4           | 31.0        | 91.4           | 10.9         |
| Securities   | 90.6           | 41.2           | > 100       | 42.1           | > 100        |
| Cash and cash equivalents                                  | 540.7          | 342.9          | 57.7        | 483.5          | 11.8         |
| <b>Current assets</b>                                      | <b>4,184.6</b> | <b>3,678.8</b> | <b>13.7</b> | <b>4,491.6</b> | <b>-6.8</b>  |
| <b>Total assets</b>  | <b>8,502.4</b> | <b>7,921.5</b> | <b>7.3</b>  | <b>8,806.0</b> | <b>-3.4</b>  |
| <b>Liabilities and shareholders' equity</b>                |                |                |             |                |              |
| Issued subscribed capital                                  | 204.2          | 189.4          | 7.8         | 204.2          | 0.0          |
| Nominal value own shares                                   | 0.0            | -0.6           | -100.0      | 0.0            | -            |
| <i>Outstanding subscribed capital</i>                      | <i>204.2</i>   | <i>188.8</i>   | <i>8.2</i>  | <i>204.2</i>   | <i>0.0</i>   |
| Capital reserves   | 1,614.9        | 1,189.3        | 35.8        | 1,614.9        | 0.0          |
| Revenue reserves and other comprehensive income            | 1,552.0        | 1,405.1        | 10.5        | 1,445.2        | 7.4          |
| <i>Equity attributable to shareholders of Südzucker AG</i> | <i>3,371.1</i> | <i>2,783.2</i> | <i>21.1</i> | <i>3,264.3</i> | <i>3.3</i>   |
| Hybrid capital   | 683.9          | 683.9          | 0.0         | 683.9          | 0.0          |
| Other minority interests                                   | 808.2          | 699.5          | 15.5        | 782.7          | 3.3          |
| <b>Shareholders' equity</b>                                | <b>4,863.2</b> | <b>4,166.6</b> | <b>16.7</b> | <b>4,730.9</b> | <b>2.8</b>   |
| Provisions for pensions and similar obligations            | 693.1          | 595.8          | 16.3        | 687.7          | 0.8          |
| Other provisions   | 187.1          | 152.5          | 22.7        | 181.7          | 3.0          |
| Financial liabilities                                      | 756.5          | 980.4          | -22.8       | 808.2          | -6.4         |
| Other liabilities  | 16.2           | 13.1           | 23.7        | 16.3           | -0.6         |
| Deferred tax liabilities                                   | 93.7           | 133.9          | -30.0       | 88.8           | 5.5          |
| <b>Non-current liabilities</b>                             | <b>1,746.6</b> | <b>1,875.7</b> | <b>-6.9</b> | <b>1,782.7</b> | <b>-2.0</b>  |
| Other provisions   | 184.9          | 162.6          | 13.7        | 189.0          | -2.2         |
| Financial liabilities                                      | 621.2          | 732.2          | -15.2       | 287.3          | > 100        |
| Trade payables   | 577.4          | 456.5          | 26.5        | 1,316.9        | -56.2        |
| Other liabilities  | 414.4          | 419.4          | -1.2        | 412.6          | 0.4          |
| Current tax liabilities                                    | 94.7           | 108.5          | -12.7       | 86.6           | 9.4          |
| <b>Current liabilities</b>                                 | <b>1,892.6</b> | <b>1,879.2</b> | <b>0.7</b>  | <b>2,292.4</b> | <b>-17.4</b> |
| <b>Total liabilities and shareholders' equity</b>          | <b>8,502.4</b> | <b>7,921.5</b> | <b>7.3</b>  | <b>8,806.0</b> | <b>-3.4</b>  |
| Net financial debt   | 640.6          | 1,223.4        | -47.6       | 464.4          | 37.9         |
| Equity ratio in %  | 57.2           | 52.6           |             | 53.7           |              |
| Net financial debt as % of equity (Gearing)                | 13.2           | 29.4           |             | 9.8            |              |

<sup>1</sup> The prior year's numbers have been adjusted in accordance with IAS 8; further disclosures are included in item (1) of the notes.

## Consolidated statement of changes in shareholders' equity<sup>1</sup>

| € million  | Issued<br>subscribed<br>capital | Nominal<br>value<br>own<br>shares | Capital<br>reserve | Other<br>compre-<br>hensive<br>Income | Revenue<br>reserves | Equity of<br>Südzucker<br>share-<br>holders | Hybrid<br>capital | Other<br>minority<br>interests | Total<br>share-<br>holders'<br>equity |
|--|---------------------------------|-----------------------------------|--------------------|---------------------------------------|---------------------|---|-------------------|--------------------------------|---------------------------------------|
| <b>March 1, 2012 (published)</b>   | <b>189.4</b>                    | <b>-0.4</b>                       | <b>1,189.3</b>     | <b>-1.5</b>                           | <b>1,239.4</b>      | <b>2,616.2</b>                              | <b>683.9</b>      | <b>669.1</b>                   | <b>3,969.2</b>                        |
| Adjustment as per IAS 8  | 0.0                             | 0.0                               | 0.0                | 0.0                                   | 0.9                 | 0.9   | 0.0               | -0.2                           | 0.7                                   |
| <b>March 1, 2012 (adjusted)</b>  | <b>189.4</b>                    | <b>-0.4</b>                       | <b>1,189.3</b>     | <b>-1.5</b>                           | <b>1,240.3</b>      | <b>2,617.1</b>                              | <b>683.9</b>      | <b>668.9</b>                   | <b>3,969.9</b>                        |
| Market valuations and exchange differences on net investments  |                                 |                                   |                    | -5.6                                  |                     | -5.6  | 0.0               | 1.7                            | -3.9                                  |
| Foreign currency translation differences <sup>2</sup>  |                                 |                                   |                    | -13.9                                 |                     | -13.9                                       | 0.0               | -5.4                           | -19.3                                 |
| <b>Income and expenses to be recognized in the income statement in the future</b>                        |                                 |                                   |                    | <b>-19.5</b>                          |                     | <b>-19.5</b>                                | <b>0.0</b>        | <b>-3.7</b>                    | <b>-23.2</b>                          |
| Actuarial gains and losses of defined benefit pension plans and similar obligations after deferred taxes |                                 |                                   |                    |                                       | -30.3               | -30.3                                       | 0.0               | -1.5                           | -31.8                                 |
| <b>Income and expenses recognized directly in equity</b>   |                                 |                                   |                    | <b>-19.5</b>                          | <b>-30.3</b>        | <b>-49.8</b>                                | <b>0.0</b>        | <b>-5.2</b>                    | <b>-55.0</b>                          |
| Net earnings   |                                 |                                   |                    |                                       | 220.5               | 220.5                                       | 6.5               | 35.7                           | 262.7                                 |
| <b>Comprehensive income</b>  |                                 |                                   |                    | <b>-19.5</b>                          | <b>190.2</b>        | <b>170.7</b>                                | <b>6.5</b>        | <b>30.5</b>                    | <b>207.7</b>                          |
| Distributions  |                                 |                                   |                    |                                       | 0.0                 | 0.0   | -6.5              | -0.1                           | -6.6                                  |
| Capital increase/decrease  | 0.0                             |                                   | 0.0                |                                       | 0.0                 | 0.0   | 0.0               | 0.0                            | 0.0                                   |
| Own shares   | 0.0                             | -0.2                              | 0.0                |                                       | -4.2                | -4.4  |                   |                                | -4.4                                  |
| Other changes  |                                 |                                   |                    |                                       | -0.2                | -0.2  | 0.0               | 0.2                            | 0.0                                   |
| <b>May 31, 2012</b>  | <b>189.4</b>                    | <b>-0.6</b>                       | <b>1,189.3</b>     | <b>-21.0</b>                          | <b>1,426.1</b>      | <b>2,783.2</b>                              | <b>683.9</b>      | <b>699.5</b>                   | <b>4,166.6</b>                        |
| <b>March 1, 2013 (published)</b>   | <b>204.2</b>                    | <b>0.0</b>                        | <b>1,614.9</b>     | <b>-12.1</b>                          | <b>1,457.4</b>      | <b>3,264.4</b>                              | <b>683.9</b>      | <b>782.8</b>                   | <b>4,731.1</b>                        |
| Adjustment as per IAS 8  | 0.0                             | 0.0                               | 0.0                | 0.0                                   | -0.1                | -0.1  | 0.0               | -0.1                           | -0.2                                  |
| <b>March 1, 2013 (adjusted)</b>  | <b>204.2</b>                    | <b>0.0</b>                        | <b>1,614.9</b>     | <b>-12.1</b>                          | <b>1,457.3</b>      | <b>3,264.3</b>                              | <b>683.9</b>      | <b>782.7</b>                   | <b>4,730.9</b>                        |
| Market valuations and exchange differences on net investments  |                                 |                                   |                    | -4.3                                  |                     | -4.3  | 0.0               | -1.0                           | -5.3                                  |
| Foreign currency translation differences <sup>2</sup>  |                                 |                                   |                    | -20.0                                 |                     | -20.0                                       | 0.0               | -3.4                           | -23.4                                 |
| <b>Income and expenses to be recognized in the income statement in the future</b>                        |                                 |                                   |                    | <b>-24.3</b>                          |                     | <b>-24.3</b>                                | <b>0.0</b>        | <b>-4.4</b>                    | <b>-28.7</b>                          |
| Actuarial gains and losses of defined benefit pension plans and similar obligations after deferred taxes |                                 |                                   |                    |                                       | 0.0                 | 0.0   | 0.0               | -0.1                           | -0.1                                  |
| <b>Income and expenses recognized directly in equity</b>   |                                 |                                   |                    | <b>-24.3</b>                          | <b>0.0</b>          | <b>-24.3</b>                                | <b>0.0</b>        | <b>-4.5</b>                    | <b>-28.8</b>                          |
| Net earnings   |                                 |                                   |                    |                                       | 131.5               | 131.5                                       | 6.5               | 30.0                           | 168.0                                 |
| <b>Comprehensive income</b>  |                                 |                                   |                    | <b>-24.3</b>                          | <b>131.5</b>        | <b>107.2</b>                                | <b>6.5</b>        | <b>25.5</b>                    | <b>139.2</b>                          |
| Distributions  |                                 |                                   |                    |                                       | 0.0                 | 0.0   | -6.5              | 0.0                            | -6.5                                  |
| Capital increase/decrease  | 0.0                             |                                   | 0.0                |                                       | 0.0                 | 0.0   | 0.0               | 0.0                            | 0.0                                   |
| Own shares   | 0.0                             | 0.0                               | 0.0                |                                       | 0.0                 | 0.0   |                   |                                | 0.0                                   |
| Other changes  |                                 |                                   |                    |                                       | -0.4                | -0.4  | 0.0               | 0.0                            | -0.4                                  |
| <b>Mai 31, 2013</b>  | <b>204.2</b>                    | <b>0.0</b>                        | <b>1,614.9</b>     | <b>-36.3</b>                          | <b>1,588.3</b>      | <b>3,371.1</b>                              | <b>683.9</b>      | <b>808.2</b>                   | <b>4,863.2</b>                        |

<sup>1</sup> The prior year's numbers have been adjusted in accordance with IAS 8; further disclosures are included in item (1) of the notes.

<sup>2</sup> Foreign currency differences from consolidation (including companies accounted for using the equity method).

## Development of income and expenses recognized directly in group equity<sup>1</sup>

| € million                            | Other comprehensive Income                            |   |   |   |  | Revenue reserves           | Total income and expenses recognized directly in equity |
|--------------------------------------|---|---|---|---|--|----------------------------|---|
|                                      | Market value of hedging instruments (cash flow hedge) | Market value of securities (available for sale) | Exchange differences on net investments in foreign operations | Foreign currency translation differences <sup>2</sup> | Total income and expenses to be recognized in the income statement in the future | Actuarial gains and losses |   |
| <b>March 1, 2012 (published)</b>     | -0.3  | 4.2   | -10.3   | -13.4   | -19.8  | -107.8                     | -127.6  |
| Adjustment as per IAS 8              | 0.0   | 0.0   | 0.0   | 0.0   | 0.0  | 0.0                        | 0.0   |
| <b>March 1, 2012 (adjusted)</b>      | -0.3  | 4.2   | -10.3   | -13.4   | -19.8  | -107.8                     | -127.6  |
| Changes recognized in equity         | 23.5  | -0.2  | -4.9  | -19.3   | -0.9   | -44.7                      | -45.6   |
| Changes recognized in profit or loss | -22.2   |   |   |   | -22.2  |                            | -22.2   |
| Deferred tax                         | -1.1  | 0.0   | 1.0   |   | -0.1   | 12.9                       | 12.8  |
| <b>May 31, 2012</b>                  | -0.1  | 4.0   | -14.2   | -32.7   | -43.0  | -139.6                     | -182.6  |
| <b>March 1, 2013 (published)</b>     | -3.4  | 4.5   | -10.6   | -24.1   | -33.6  | -199.6                     | -233.2  |
| Adjustment as per IAS 8              | 0.0   | 0.0   | 0.0   | 0.0   | 0.0  | -0.5                       | -0.5  |
| <b>March 1, 2013 (adjusted)</b>      | -3.4  | 4.5   | -10.6   | -24.1   | -33.6  | -200.1                     | -233.7  |
| Changes recognized in equity         | -3.4  | 0.3   | -2.7  | -23.4   | -29.2  | -0.1                       | -29.3   |
| Changes recognized in profit or loss | -1.5  |   |   |   | -1.5   |                            | -1.5  |
| Deferred tax                         | 1.5   | 0.0   | 0.5   |   | 2.0  | 0.0                        | 2.0   |
| <b>May 31, 2013</b>                  | -6.8  | 4.8   | -12.8   | -47.5   | -62.3  | -200.2                     | -262.5  |

<sup>1</sup> The prior year's numbers have been adjusted in accordance with IAS 8; further disclosures are included in item (1) of the notes.

<sup>2</sup> Foreign currency differences from consolidation (including companies accounted for using the equity method).

## Notes

### Segment report | Group

| € million                                    | 1 <sup>st</sup> quarter |                |              |
|--|-------------------------|----------------|--------------|
|  | 2013/14                 | 2012/13        | +/- in %     |
| <b>Südzucker Group</b>                       |                         |                |              |
| Gross revenues                               | 2,119.6                 | 1,969.8        | 7.6          |
| Consolidation                                | -89.3                   | -83.2          | 7.3          |
| <b>Revenues</b>                              | <b>2,030.3</b>          | <b>1,886.6</b> | <b>7.6</b>   |
| <b>EBITDA</b>                                | <b>280.7</b>            | <b>311.9</b>   | <b>-10.0</b> |
| EBITDA margin                                | 13.8 %                  | 16.5 %         |              |
| Depreciation                                 | -50.6                   | -49.0          | 3.3          |
| <b>Operating profit</b>                      | <b>230.1</b>            | <b>262.9</b>   | <b>-12.5</b> |
| Operating margin                             | 11.3 %                  | 13.9 %         |              |
| Result from restructuring and special items  | 0.7                     | 0.2            | > 100        |
| <b>Income from operations</b>                | <b>230.8</b>            | <b>263.1</b>   | <b>-12.3</b> |
| Investments in fixed assets <sup>1</sup>     | 65.0                    | 58.4           | 11.3         |
| Investments in financial assets/acquisitions | 0.2                     | 180.5          | -99.9        |
| <b>Total Investments</b>                     | <b>65.2</b>             | <b>238.9</b>   | <b>-72.7</b> |
| <b>Capital employed</b>                      | <b>6,260.5</b>          | <b>6,094.5</b> | <b>2.7</b>   |
| <b>Average number of employees</b>           | <b>18,230</b>           | <b>17,829</b>  | <b>2.2</b>   |

<sup>1</sup> Including intangible assets.

## Segment report | Sugar, Special products

| € million                                    | 1 <sup>st</sup> quarter |                |              |
|--|-------------------------|----------------|--------------|
|  | 2013/14                 | 2012/13        | +/- in %     |
| <b>Sugar segment</b>                         |                         |                |              |
| <b>Gross revenues</b>                        | <b>1,108.4</b>          | <b>1,064.4</b> | <b>4.1</b>   |
| Consolidation                                | -61.3                   | -66.5          | -7.8         |
| <b>Revenues</b>                              | <b>1,047.1</b>          | <b>997.9</b>   | <b>4.9</b>   |
| <b>EBITDA</b>                                | <b>174.1</b>            | <b>206.1</b>   | <b>-15.5</b> |
| EBITDA margin                                | 16.6 %                  | 20.7 %         |              |
| Depreciation                                 | -15.1                   | -13.3          | 13.5         |
| <b>Operating profit</b>                      | <b>159.0</b>            | <b>192.8</b>   | <b>-17.5</b> |
| Operating margin                             | 15.2 %                  | 19.3 %         |              |
| Result from restructuring and special items  | -0.3                    | -0.1           | > 100        |
| <b>Income from operations</b>                | <b>158.7</b>            | <b>192.8</b>   | <b>-17.7</b> |
| Investments in fixed assets <sup>1</sup>     | 34.4                    | 31.3           | 9.9          |
| Investments in financial assets/acquisitions | 0.2                     | 180.5          | -99.9        |
| <b>Total Investments</b>                     | <b>34.6</b>             | <b>211.8</b>   | <b>-83.7</b> |
| <b>Capital employed</b>                      | <b>3,500.6</b>          | <b>3,392.8</b> | <b>3.2</b>   |
| <b>Average number of employees</b>           | <b>7,536</b>            | <b>7,590</b>   | <b>-0.7</b>  |
| <b>Special products segment</b>              |                         |                |              |
| <b>Gross revenues</b>                        | <b>499.5</b>            | <b>469.0</b>   | <b>6.5</b>   |
| Consolidation                                | -12.9                   | -8.7           | 48.3         |
| <b>Revenues</b>                              | <b>486.6</b>            | <b>460.3</b>   | <b>5.7</b>   |
| <b>EBITDA</b>                                | <b>50.2</b>             | <b>63.0</b>    | <b>-20.3</b> |
| EBITDA margin                                | 10.3 %                  | 13.7 %         |              |
| Depreciation                                 | -18.8                   | -20.1          | -6.5         |
| <b>Operating profit</b>                      | <b>31.4</b>             | <b>42.9</b>    | <b>-26.8</b> |
| Operating margin                             | 6.5 %                   | 9.3 %          |              |
| Result from restructuring and special items  | 1.0                     | 0.3            | > 100        |
| <b>Income from operations</b>                | <b>32.4</b>             | <b>43.1</b>    | <b>-24.8</b> |
| Investments in fixed assets <sup>1</sup>     | 22.3                    | 16.8           | 32.7         |
| Investments in financial assets/acquisitions | 0.0                     | 0.0            | -            |
| <b>Total Investments</b>                     | <b>22.3</b>             | <b>16.8</b>    | <b>32.7</b>  |
| <b>Capital employed</b>                      | <b>1,397.4</b>          | <b>1,381.3</b> | <b>1.2</b>   |
| <b>Average number of employees</b>           | <b>4,577</b>            | <b>4,445</b>   | <b>3.0</b>   |

<sup>1</sup> Including intangible assets.

## Segment report | CropEnergies, Fruit

| € million                                    | 1 <sup>st</sup> quarter |              |              |
|--|-------------------------|--------------|--------------|
|  | 2013/14                 | 2012/13      | +/- in %     |
| <b>CropEnergies segment</b>                  |                         |              |              |
| <b>Gross revenues</b>                        | <b>186.0</b>            | <b>160.5</b> | <b>15.9</b>  |
| Consolidation                                | -15.0                   | -7.6         | 97.4         |
| <b>Revenues</b>                              | <b>171.0</b>            | <b>152.9</b> | <b>11.8</b>  |
| <b>EBITDA</b>                                | <b>23.6</b>             | <b>22.8</b>  | <b>3.5</b>   |
| EBITDA margin                                | 13.8 %                  | 14.9 %       |              |
| Depreciation                                 | -8.0                    | -7.9         | 1.3          |
| <b>Operating profit</b>                      | <b>15.6</b>             | <b>14.9</b>  | <b>4.7</b>   |
| Operating margin                             | 9.1 %                   | 9.7 %        |              |
| Result from restructuring and special items  | 0.0                     | 0.0          | -            |
| <b>Income from operations</b>                | <b>15.6</b>             | <b>14.9</b>  | <b>4.7</b>   |
| Investments in fixed assets <sup>1</sup>     | 2.8                     | 4.7          | -40.4        |
| Investments in financial assets/acquisitions | 0.0                     | 0.0          | -            |
| <b>Total Investments</b>                     | <b>2.8</b>              | <b>4.7</b>   | <b>-40.4</b> |
| <b>Capital employed</b>                      | <b>481.9</b>            | <b>498.2</b> | <b>-3.3</b>  |
| <b>Average number of employees</b>           | <b>327</b>              | <b>315</b>   | <b>3.8</b>   |
| <b>Fruit segment</b>                         |                         |              |              |
| <b>Gross revenues</b>                        | <b>325.7</b>            | <b>275.9</b> | <b>18.1</b>  |
| Consolidation                                | -0.1                    | -0.4         | -75.0        |
| <b>Revenues</b>                              | <b>325.6</b>            | <b>275.5</b> | <b>18.2</b>  |
| <b>EBITDA</b>                                | <b>32.8</b>             | <b>20.0</b>  | <b>64.0</b>  |
| EBITDA margin                                | 10.1 %                  | 7.3 %        |              |
| Depreciation                                 | -8.7                    | -7.7         | 13.0         |
| <b>Operating profit</b>                      | <b>24.1</b>             | <b>12.3</b>  | <b>95.9</b>  |
| Operating margin                             | 7.4 %                   | 4.5 %        |              |
| Result from restructuring and special items  | 0.0                     | 0.0          | -            |
| <b>Income from operations</b>                | <b>24.1</b>             | <b>12.3</b>  | <b>95.9</b>  |
| Investments in fixed assets <sup>1</sup>     | 5.5                     | 5.6          | -1.8         |
| Investments in financial assets/acquisitions | 0.0                     | 0.0          | -            |
| <b>Total Investments</b>                     | <b>5.5</b>              | <b>5.6</b>   | <b>-1.8</b>  |
| <b>Capital employed</b>                      | <b>880.6</b>            | <b>822.2</b> | <b>7.1</b>   |
| <b>Average number of employees</b>           | <b>5,790</b>            | <b>5,479</b> | <b>5.7</b>   |

<sup>1</sup> Including intangible assets.

## (1) Principles of preparation of the interim consolidated financial statements

Südzucker Group's interim financial statements as of May 31, 2013 were prepared in accordance with the rules on interim financial reporting pursuant to IAS 34 (Interim Financial Reporting), in conformance with the International Financial Reporting Standards (IFRS) published by the International Accounting Standards Board (IASB). Südzucker AG's group financial statement dated May 31, 2013 has been condensed as per IAS 34. The consolidated interim statements dated May 31, 2013 were not subjected to any inspection or audit review. Südzucker AG's board of directors released this interim report for publication on July 1, 2013.

The standards and interpretations that came into effect for the first time in fiscal 2013/14 and were applied for the first time in preparing these interim financial statements are as follows:

IAS 19 – employee benefits (revised 2011). The main IAS 19 amendment states that actuarial gains and losses must be exclusively recognized without impacting net income under the item: other equity. This amendment was already implemented in fiscal 2011/12 in conjunction with the governing IAS 19 standard at that time. The adjustments made in the first quarter of 2013/14 relate to correcting unrecognized past service costs, which increased provisions for pensions and similar obligations, as well as calculating expected plan income on the basis of the discount rate for determining the present value of the defined benefit obligation, provided this was not already done the year prior. The amendments to IAS 19 also resulted in reduced provisions for partial retirement, because in some cases increases may only be recognized as expenses in subsequent periods. These adjustments were made retroactively as of the beginning of fiscal 2012/13.

The changes caused provisions for pensions and similar obligations to increase by € 1.9 million and non-current other provisions, which include partial retirement provisions, to decline by € 2.7 million on the opening balance sheet dated March 1, 2012. Deferred tax liabilities of € 0.6 and 0.7 million respectively also had to be recognized. The adjustments caused the group's equity to increase by € 0.7 million. The material adjustments as they relate to the 2012/13 income statement will not be made until the end of the fiscal year. Since personnel expenses for 2012/13 will rise € 1.8 million, interest expenses will be € 0.9 million lower and deferred taxes will be € 0.4 million less, 0.5 million will be the net charge against net income for the year. The income-neutral actuarial losses (after deferred taxes) recognized in equity in fiscal 2012/13 will increase by € -0.4 million. Since none of the above changes impact cash, they cancel each other under the cash flow subtotal in the cash flow statement.

The revised IFRS 7 (Financial Instruments: Disclosure) and the first time application of IFRS 13 (Fair Value Assessment) in conjunction with the amended IAS 34 standard (Interim Financial Reporting) resulted in new disclosures regarding financial instruments and the accounting related reported fair values. These are presented under item (8) "Additional disclosures regarding financial instruments (fair values)".

The amendments to IAS 12 (Income Taxes) and the first-time application of IFRIC 20 (Stripping Costs in the Production Phase of a Surface Mine) had no material impact on the consolidated interim financial statements.

The same accounting and valuation methods as those used to prepare the group annual financial statements dated February 28, 2013 were applied for the remainder of this interim report. The relevant explanatory notes under item 5, pages 104 to 110 of the 2012/13 annual report, thus also apply here.

Income taxes were calculated on the basis of local corporate income tax rates in consideration of the income tax forecast for the entire business year. Material special items are fully recognized neglecting the determination of the annual tax rate in the respective quarter.

Sugar is primarily produced from September to January. This is why depreciation on systems used for the campaign is primarily applied to the third quarter results. The material, personnel and other operating expenses incurred prior to the sugar campaign to prepare for production are itemized over the course of the fiscal year and capitalized as work in progress via changes in inventories.

Südzucker Group's 2012/13 annual report can be viewed or downloaded at [www.suedzucker.de/de/Investor-Relations/](http://www.suedzucker.de/de/Investor-Relations/) and/or [www.suedzucker.de/en/Investor-Relations/](http://www.suedzucker.de/en/Investor-Relations/).

## (2) Companies included in consolidation

As of the end of the first quarter of 2013/14, the scope of consolidation included 157 companies in addition to Südzucker AG (end of fiscal 2012/13: 158 companies). Proportionate consolidation was applied to eight (eight) companies and the equity method continues to be applied to two (two) companies.

## (3) Earnings per share

The calculation of earnings per share according to IAS 33 from March 1 to May 31, 2013 was based on a time-weighted average of 204.2 million shares outstanding. Earnings per share came in at € 0.64 for the first quarter. Earnings were not diluted. In the same quarter last year, earnings per share of € 1.17 – referred to a time-weighted average of 188.8 million shares outstanding – reflected the aforementioned one-time tax yield of € 76 million or € 0.40 per share resulting from the successful conclusion of a tax appeal. The adjusted earnings per share for the same quarter last year were thus € 0.77. None of the holders of the 2009/2016 convertible bond issued on June 30, 2009 applied for share conversion during the period from March 1 to May 31, 2012. Assuming total conversion to shares, the diluted earnings per share were € 1.10 per share (adjusted: 0.70). The calculation of the diluted earnings per share for the first quarter of 2012/13 is based on the theoretical issue of 15 million shares or a total of 203.8 million shares.



#### (4) Inventories

| € million                                    | May 31 | 2013           | 2012           |
|--|--------|----------------|----------------|
| Raw materials and supplies                   |        | 449.9          | 406.0          |
| Work in progress and finished goods          |        |                |                |
| Sugar segment                                |        | 1,149.2        | 1,018.6        |
| Special products segment                     |        | 195.2          | 191.7          |
| CropEnergies segment                         |        | 34.2           | 30.0           |
| Fruit segment                                |        | 166.8          | 107.2          |
| Total of work in progress and finished goods |        | 1,545.4        | 1,347.5        |
| Merchandise                                  |        | 109.5          | 113.4          |
|  |        | <b>2,104.8</b> | <b>1,866.9</b> |

Inventories were higher than the year prior at € 2,104.8 (1,866.9) million, mainly due to the rise in commodity costs, but also to higher stocks. Because beet prices rose and inventories remained relatively steady, the finished and unfinished goods reported by the sugar segment declined. The higher inventories in the fruit segment are primarily due to the first-time consolidation of the Ybbstaler companies in the second quarter of 2012/13.

#### (5) Trade receivables and other assets

| € million  | May 31 | Remaining term |                | Remaining term |                |                |             |
|--|--------|----------------|----------------|----------------|----------------|----------------|-------------|
|  |        | 2013           | to 1 year      | over 1 year    | 2012           |                | to 1 year   |
| <b>Trade receivables</b>                           |        | <b>1,103.4</b> | <b>1,103.4</b> | <b>0.0</b>     | <b>1,063.2</b> | <b>1,063.2</b> | <b>0.0</b>  |
| Receivables due from the EU from export recoveries |        | 4.4            | 4.4            | 0.0            | 5.3            | 5.3            | 0.0         |
| Other taxes recoverable                            |        | 100.6          | 100.6          | 0.0            | 114.4          | 114.4          | 0.0         |
| Positive market value derivatives                  |        | 3.9            | 3.9            | 0.0            | 24.4           | 24.4           | 0.0         |
| Other financial assets                             |        | 99.5           | 54.9           | 44.6           | 92.7           | 58.3           | 34.4        |
| Other non-financial assets                         |        | 79.9           | 79.9           | 0.0            | 85.0           | 84.8           | 0.2         |
| <b>Other assets</b>                                |        | <b>288.3</b>   | <b>243.7</b>   | <b>44.6</b>    | <b>321.8</b>   | <b>287.2</b>   | <b>34.6</b> |

Trade receivables rose € 40.2 million to € 1,103.4 (1,063.2) million, due mainly to higher sales revenues in the sugar segment while payment due dates were unchanged.

**(6) Trade payables and other liabilities**

| € million   | May 31 | Remaining term |              |             | Remaining term |              |             |
|---|--------|----------------|--------------|-------------|----------------|--------------|-------------|
|   |        | 2013           | to 1 year    | over 1 year | 2012           | to 1 year    | over 1 year |
| Liabilities to beet growers                                   |        | 162.7          | 162.7        | 0.0         | 91.2           | 91.2         | 0.0         |
| Liabilities to other trade payables                           |        | 414.7          | 414.7        | 0.0         | 365.3          | 365.3        | 0.0         |
| <b>Trade payables</b>   |        | <b>577.4</b>   | <b>577.4</b> | <b>0.0</b>  | <b>456.5</b>   | <b>456.5</b> | <b>0.0</b>  |
| Liabilities for production levy                               |        | 0.0            | 0.0          | 0.0         | 0.9            | 0.9          | 0.0         |
| Liabilities for personnel expenses                            |        | 138.0          | 137.4        | 0.6         | 120.3          | 119.7        | 0.6         |
| Liabilities for other taxes and social security contributions |        | 73.1           | 73.1         | 0.0         | 60.5           | 60.5         | 0.0         |
| Negative market value derivatives                             |        | 20.5           | 20.5         | 0.0         | 35.5           | 35.5         | 0.0         |
| Other liabilities   |        | 174.3          | 158.7        | 15.6        | 187.4          | 174.9        | 12.5        |
| Other non-financial liabilities                               |        | 19.0           | 19.0         | 0.0         | 19.9           | 19.9         | 0.0         |
| On-account payments received on orders                        |        | 5.7            | 5.7          | 0.0         | 8.0            | 8.0          | 0.0         |
| <b>Other liabilities</b>                                      |        | <b>430.6</b>   | <b>414.4</b> | <b>16.2</b> | <b>432.5</b>   | <b>419.4</b> | <b>13.1</b> |

Liabilities to beet farmers on February 28, 2013 totaled € 860.0 (794.6) million. Of this total, € 697.3 (703.4) million was paid out in the first quarter of 2013/14. The outstanding liabilities of € 162.7 (91.2) million as of May 31, 2013 are for the final installments for beets in France, Belgium and Poland.

Liabilities for personnel expenses mainly represent commitments for bonuses, premiums, vacation and overtime pay.

**(7) Financial liabilities, securities and cash and cash equivalents (net financial debt)**

| € million                        | May 31 | Remaining term |              |              | Remaining term |              |              |
|----------------------------------|--------|----------------|--------------|--------------|----------------|--------------|--------------|
|                                  |        | 2013           | to 1 year    | over 1 year  | 2012           | to 1 year    | over 1 year  |
| Bonds                            |        | 553.3          | 146.9        | 406.4        | 1,049.4        | 396.8        | 652.6        |
| of which convertible             |        | 0.0            | 0.0          | 0.0          | 248.0          | 0.0          | 248.0        |
| Liabilities to banks             |        | 824.2          | 474.3        | 349.9        | 662.9          | 335.3        | 327.6        |
| Liabilities from finance leasing |        | 0.2            | 0.0          | 0.2          | 0.3            | 0.1          | 0.2          |
| <b>Financial liabilities</b>     |        | <b>1,377.7</b> | <b>621.2</b> | <b>756.5</b> | <b>1,712.6</b> | <b>732.2</b> | <b>980.4</b> |
| Securities (non-current assets)  |        | -105.8         |              |              | -105.1         |              |              |
| Securities (current assets)      |        | -90.6          |              |              | -41.2          |              |              |
| Cash and cash equivalents        |        | -540.7         |              |              | -342.9         |              |              |
| <b>Net financial debt</b>        |        | <b>640.6</b>   |              |              | <b>1,223.4</b> |              |              |

Financial liabilities fell € 334.9 million to € 1,377.7 (1,712.6) million and investments (securities, cash and cash equivalents) rose € 247.9 million to € 737.1 (489.2) million. As a result, net financial debt declined € 582.8 million to € 640.6 (1,223.4) million.

The lower debt is in part due to the redemption of the 2009/2016 convertible bond in the fourth quarter of 2012/13. At the end of the same period last year, it was still reported under long-term bonds in the amount of € 248.0 million. Commercial papers totaling € 120.0 (369.9) million were also reported under loans. The higher investments in securities and cash and cash equivalents were driven by a structural liquidity surplus.

## (8) Additional disclosures on financial instruments (fair values)

### Fair values of the original financial instruments

The following table lists the book values and fair values of Südzucker's gross financial liabilities. The fair values for listed bonds are based on the quoted prices on the last trading day of the respective interim reporting period. For non-listed bonds, including commercial papers, it is assumed that the fair values are the same as the reported carrying amounts. Commercial papers totaling € 120.0 (369.9) million were issued as of the end of this reporting period. The fair values of liabilities to banks and finance lease liabilities are calculated as the present value of the payments associated with the liabilities, using the relevant current yield curve as the basis.

| € million<br>May 31                | IAS 39<br>measurement<br>category | 2013               |                | 2012               |                |
|------------------------------------|-----------------------------------|--------------------|----------------|--------------------|----------------|
|                                    |                                   | Carrying<br>amount | Fair value     | Carrying<br>amount | Fair value     |
| Bonds                              | FLAC                              | 553.3              | 605.9          | 1,049.4            | 1,267.3        |
| Liabilities to banks               | FLAC                              | 824.2              | 827.6          | 662.9              | 666.6          |
| Liabilities from finance leasing   | n. a.                             | 0.2                | 0.2            | 0.3                | 0.3            |
| <b>Gross financial liabilities</b> |                                   | <b>1,377.7</b>     | <b>1,433.7</b> | <b>1,712.6</b>     | <b>1,934.2</b> |

The book value of liquid assets, securities, trade and other receivables, trade and other payables is considered a reasonable estimate of the fair value.

### Fair values of the derivative financial instruments

Südzucker Group uses typical derivative instruments to a limited extent to hedge currency exchange rate, interest rate and commodity price risks arising from its operating and financial activities. The derivatives are always accounted for as a cash flow hedge whereby the changes in values of derivative transactions are initially recorded to a fair value reserve in equity and are only subsequently recorded in the income statement when the cash flow occurs (hedge-related derivative).

We also have balance sheet classifications that require immediate reporting of the impact on net income of changes in values in the income statement (derivatives without hedging relationship).

The market prices of commodity derivatives (sugar, wheat, corn and bioethanol futures and petroleum, coal and bioethanol swaps) is determined on the basis of prices quoted as at the reference date (Level 1); the fair value of these derivatives was € -7.5 million (€ 11.6 million), of which fair values totaling € -7.5 (6.6) million were reported as hedge-related derivatives. Forex futures were measured on the basis of reference rates, taking forward premiums or discounts into consideration (Level 2). The interest derivative contracts entered into were exclusively interest rate swaps. The fair values of these interest rate hedging transactions were determined on the basis of discounted expected future cash flows (Level 2). The fair values of the currency and interest hedging transactions totaled € -9.1 (-23.6) million, of which fair values of € -1.6 (-5.1) million were reported as hedge-related derivatives.

## (9) Related parties

There have been no material changes to the related parties described in the notes to the 2012/13 annual report under item (36).

Mannheim, July 1, 2013  
Südzucker Aktiengesellschaft Mannheim/Ochsenfurt  
The executive board

The image shows six handwritten signatures in blue ink, arranged horizontally. From left to right, they correspond to the names listed below: Dr. Wolfgang Heer, Dr. Lutz Guderjahn, Dr. Thomas Kirchberg, Thomas Kölbl, Prof. Dr. Markwart Kunz, and Johann Marihart.

Dr. Wolfgang Heer    Dr. Lutz Guderjahn    Dr. Thomas Kirchberg    Thomas Kölbl    Prof. Dr. Markwart Kunz    Johann Marihart

## Forward looking statements/forecasts

This interim report contains forward looking statements based on assumptions and estimates made by the executive board of Südzucker AG. Although the executive board may be convinced that these assumptions and estimates are reasonable the future actual developments and future actual results may vary considerably from the assumptions and estimates due to many external and internal factors. For example, matters to be mentioned in this connection include negotiations relating to the world trade agreement (WTA), changes to the overall economic situation, changes to EU sugar policies, consumer behavior and state food and energy policies. Südzucker AG assumes no responsibility and accepts no liability for future developments and future actual results achieved being the same as the assumptions and estimates included in this interim report.

# SÜDZUCKER AG

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## Südzucker on the Internet

For more information about Südzucker Group please go to our website: [www.suedzucker.de](http://www.suedzucker.de)

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