

GLOBAL AJC DEVELOPMENTS & TRADE

FRANZ ENNSER

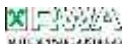
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Company Profile

Shareholders: AGRANA, RWA

Employees: 900



Managing directors:

Franz Ennser, CEO

Markus Wagner, CSO

Lukas Maier, CFO

AUSTRIA JUICE

Since 2012

JV AGRANA/YBBSTALER

14 plants:

Austria (Headquarter): Kröllendorf

Germany: Bingen

Hungary: Anarcs, Ersekhalma,
Hajdúsámson, Vásárosnameny

Poland: Biala Rawska, Bialobrzegi,
Chelm, Góra Kalwaria, Lipnik

Ukraine: Vinnitsa

Romania: Vaslui

China: Xianyang/Yongshou

Productportfolio:

Fruit juice concentrates
(apple, red berries)

Juice compounds

Flavours

Fruit wine

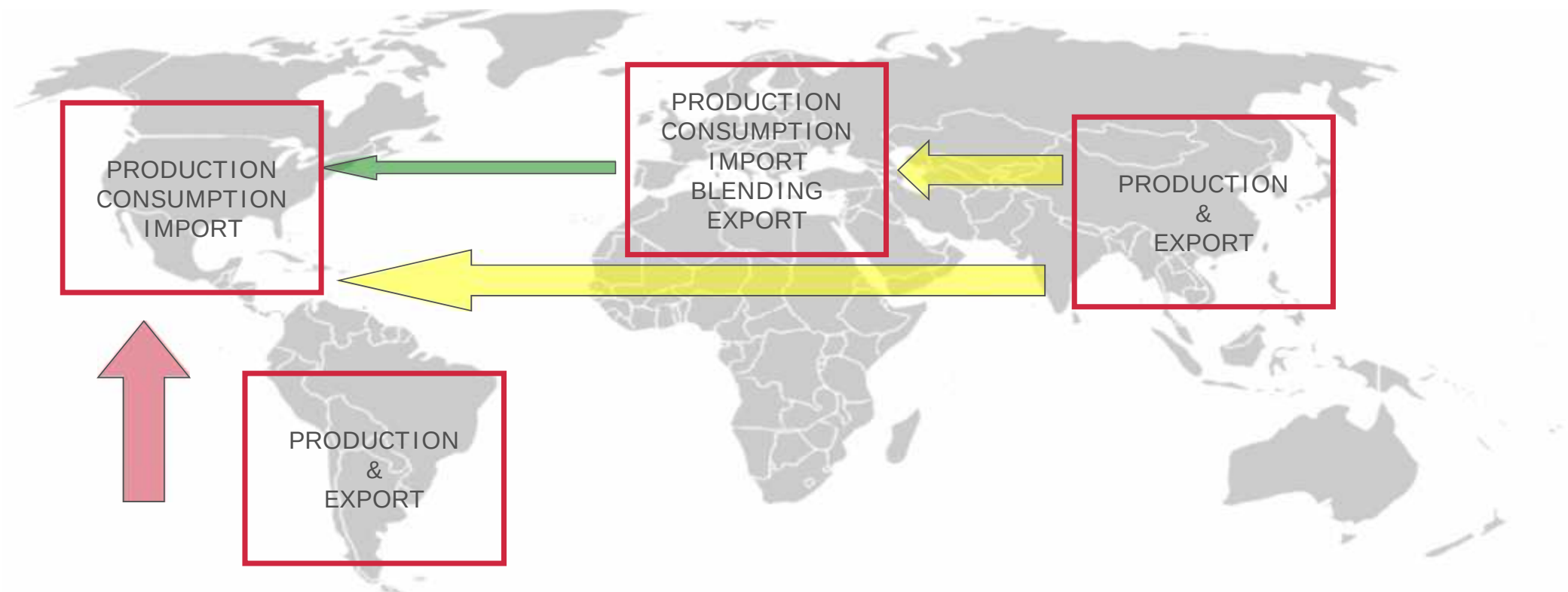
NFC

Fruit sweeteners

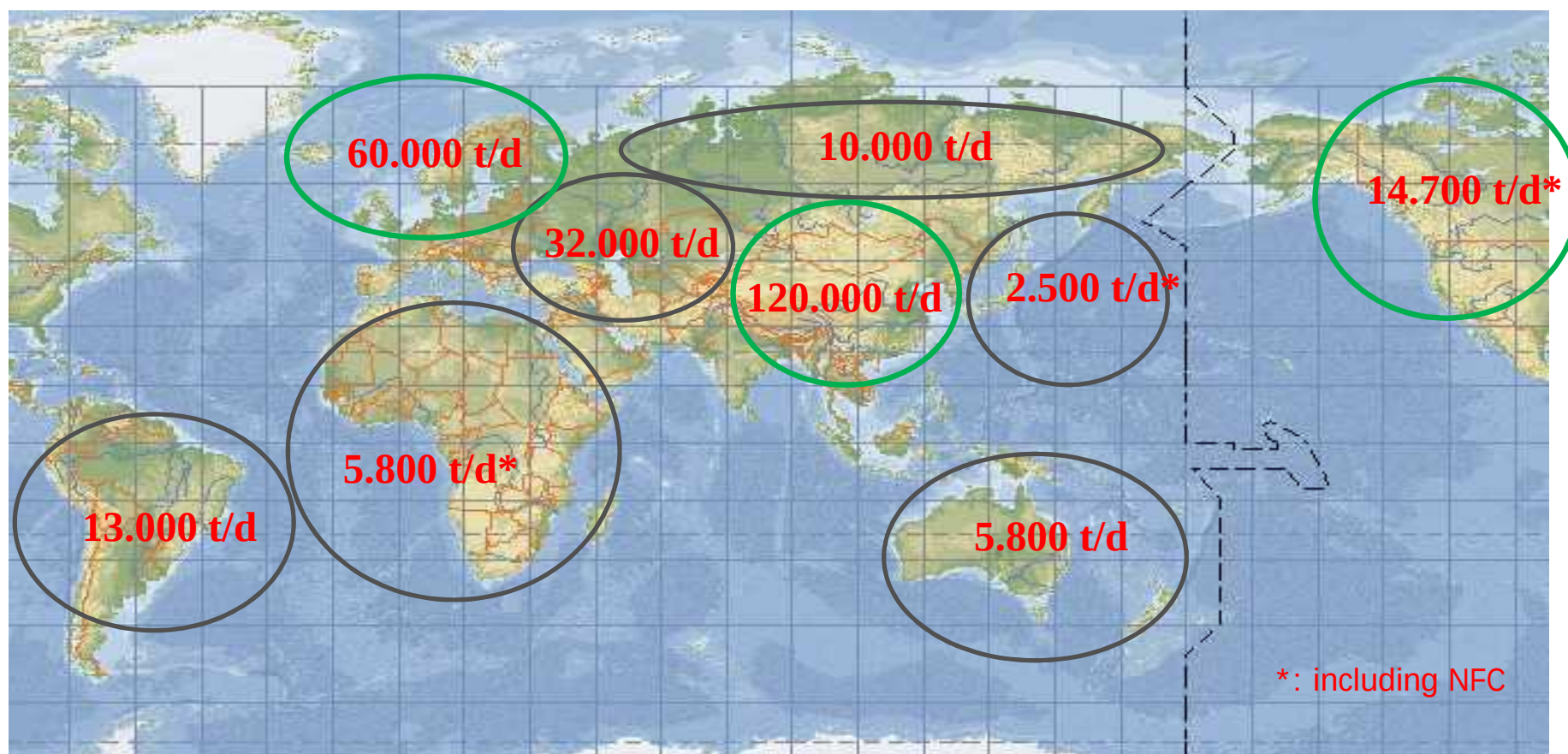
Export: > 95% global



AJC: GLOBAL TRADE FLOW



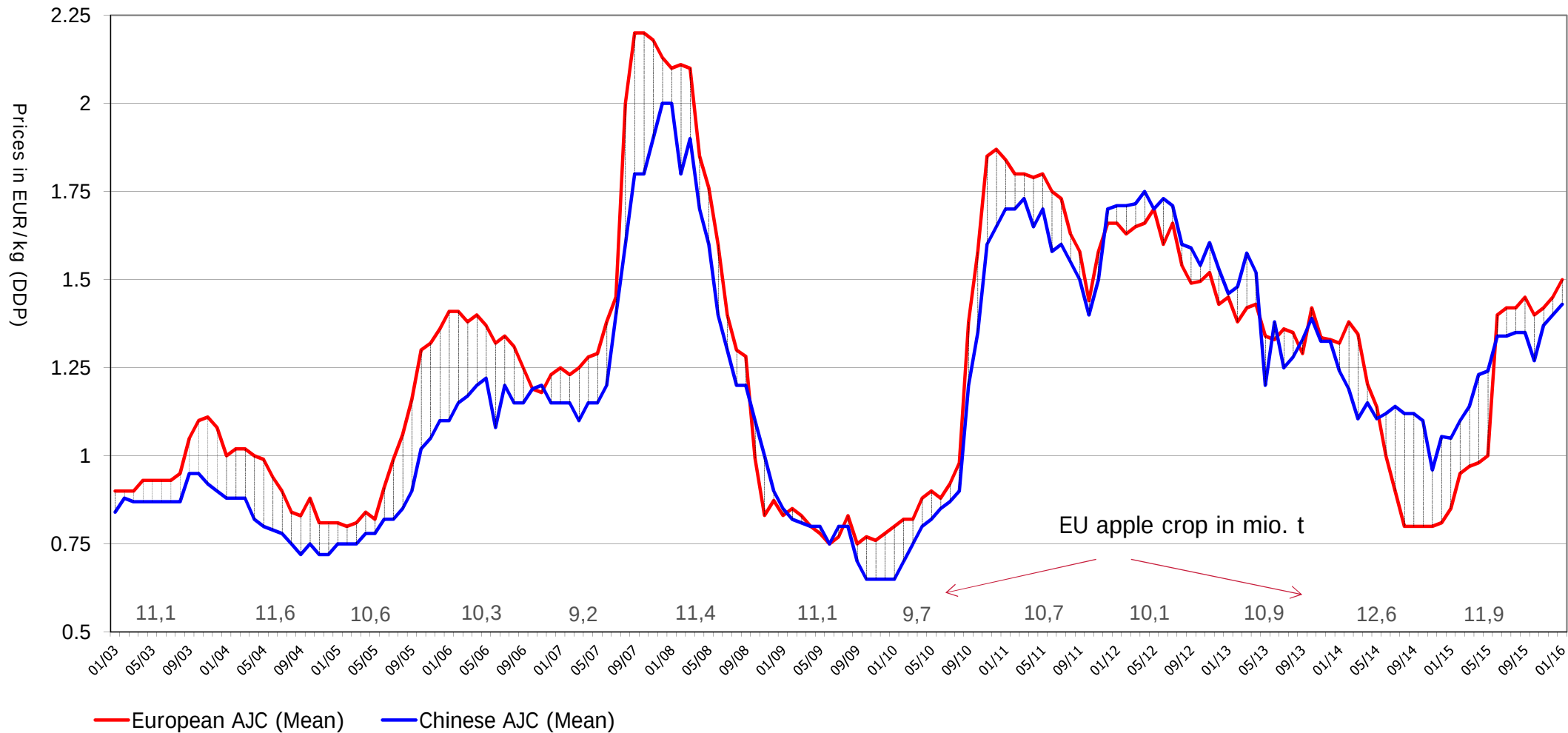
AJC PROCESSING CAPACITIES PER REGION & DAY



PRODUCTION AND ACIDITY LEVEL

Country	No of factories	Acidity level
Poland	47	High (> 3,0)
Ukraine	18	High
Baltic States	7	High
Germany	23	Medium (2,0-3,0)
Hungary	10	Medium
Italy	5	Medium
Austria	4	Medium
Romania	5	Medium
Moldova	11	Medium
Spain	7	Sweet (< 2,0)
Turkey	22	Sweet
China	60	Sweet
Argentina	4	Medium
Chile	4	Medium

APPLE JUICE CONCENTRATE PRICE DEVELOPMENT

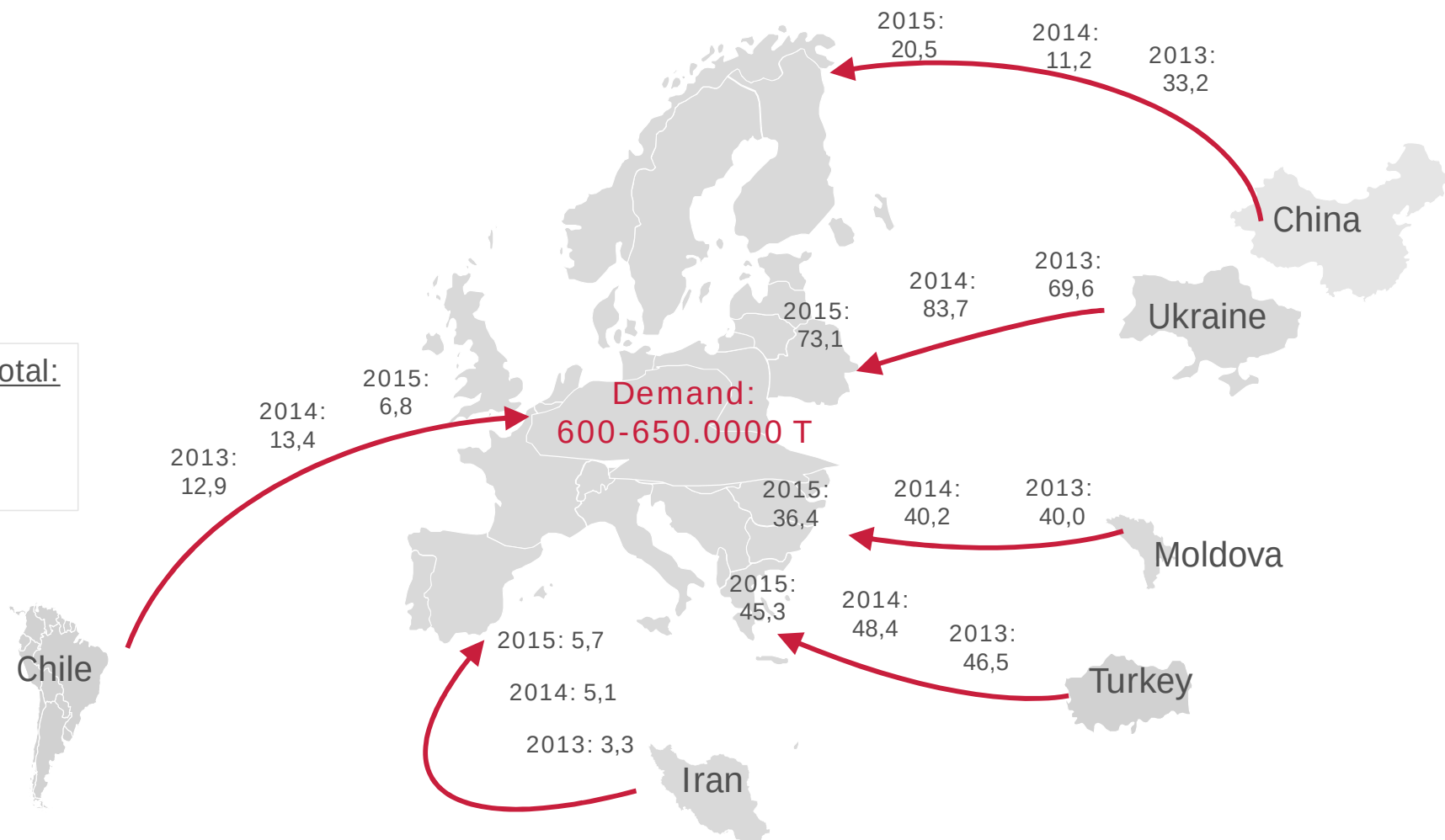


Main Source: Fruit Processing (confructa medien GmbH)

IMPORTS EUROPE (IN 1.000 MT)

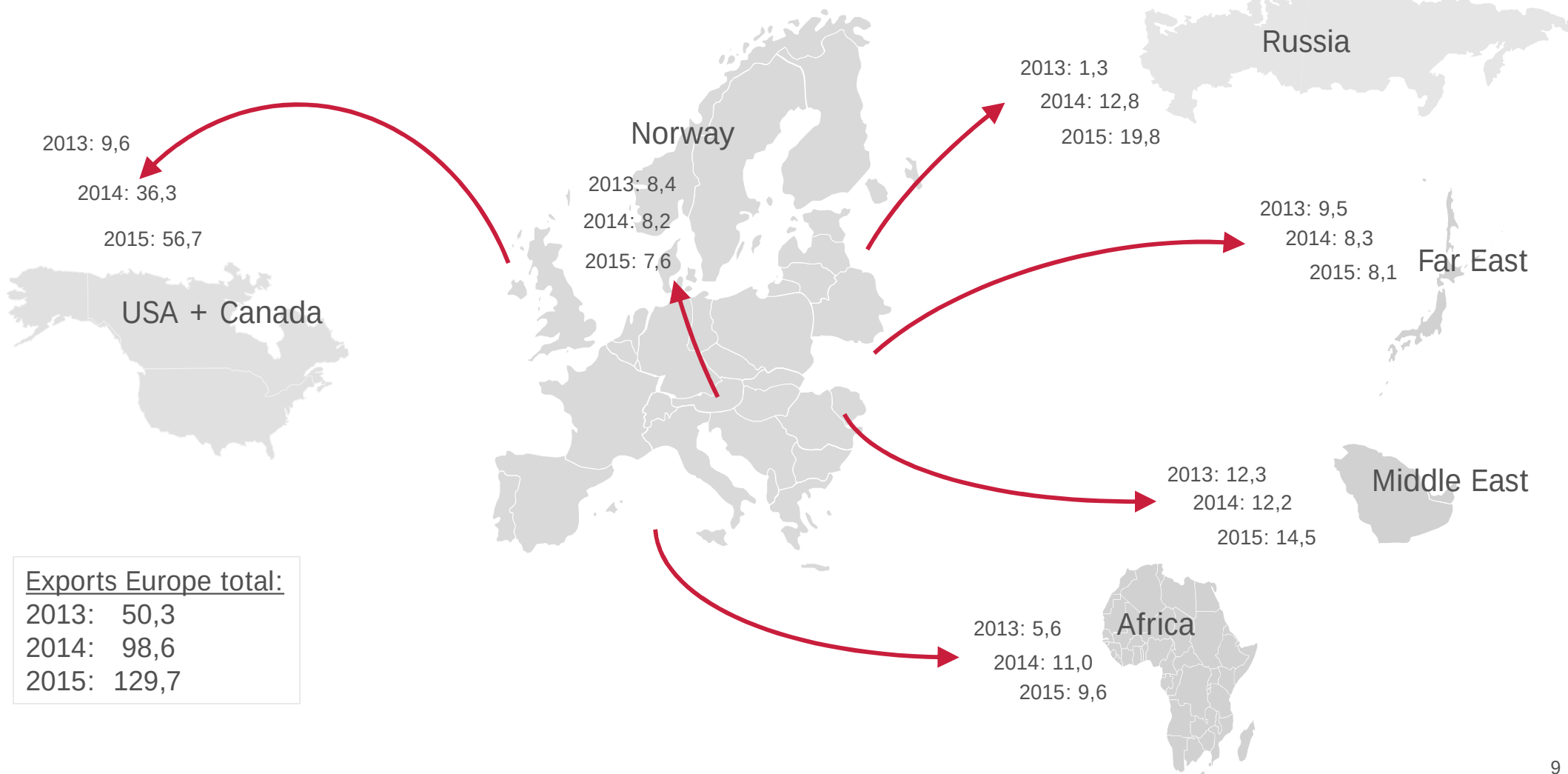
Imports Europe total:

2013:	218,6
2014:	206,6
2015:	198,2



EXPORTS EUROPE

**AUSTRIA
JUICE**

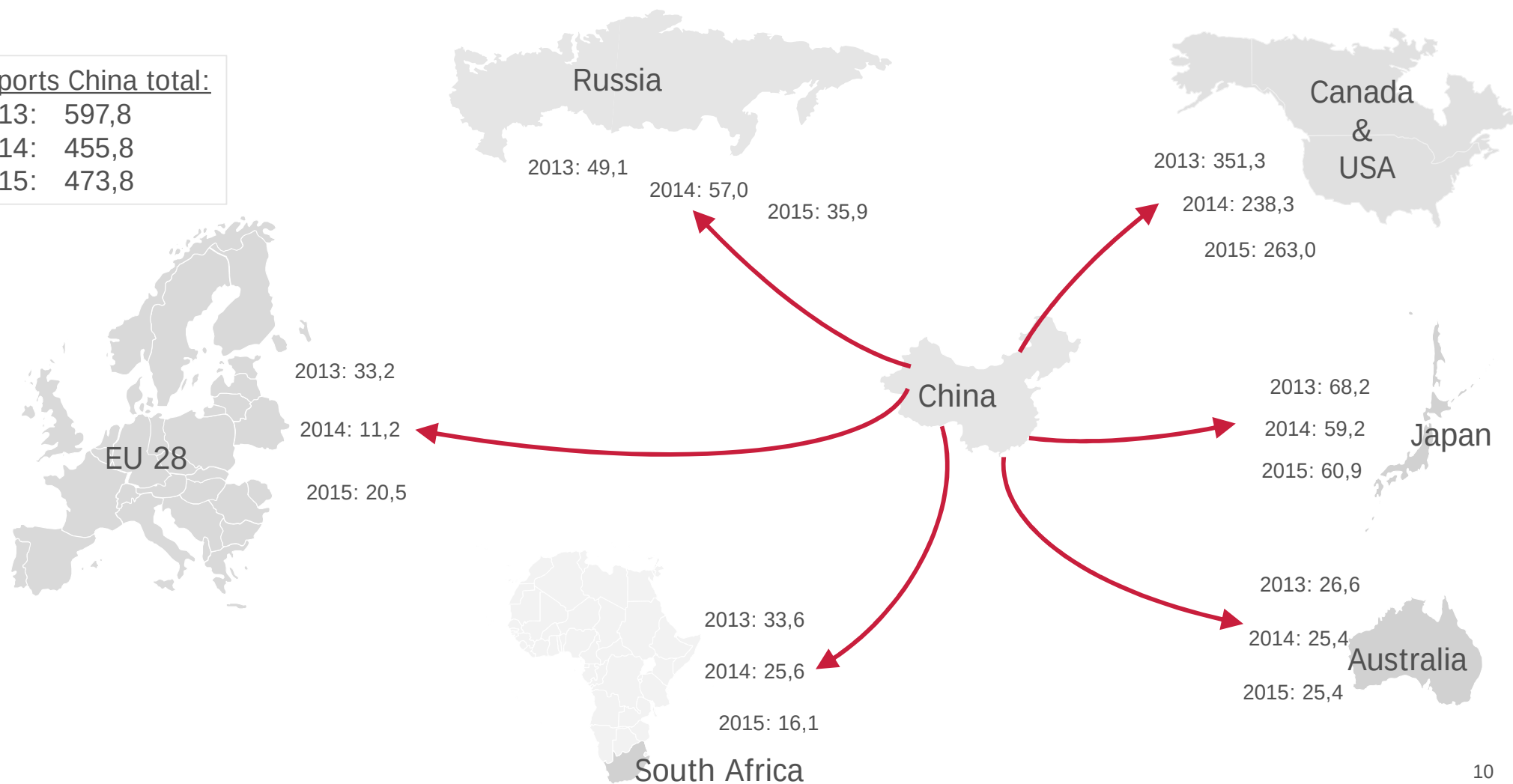


EXPORTS CHINA

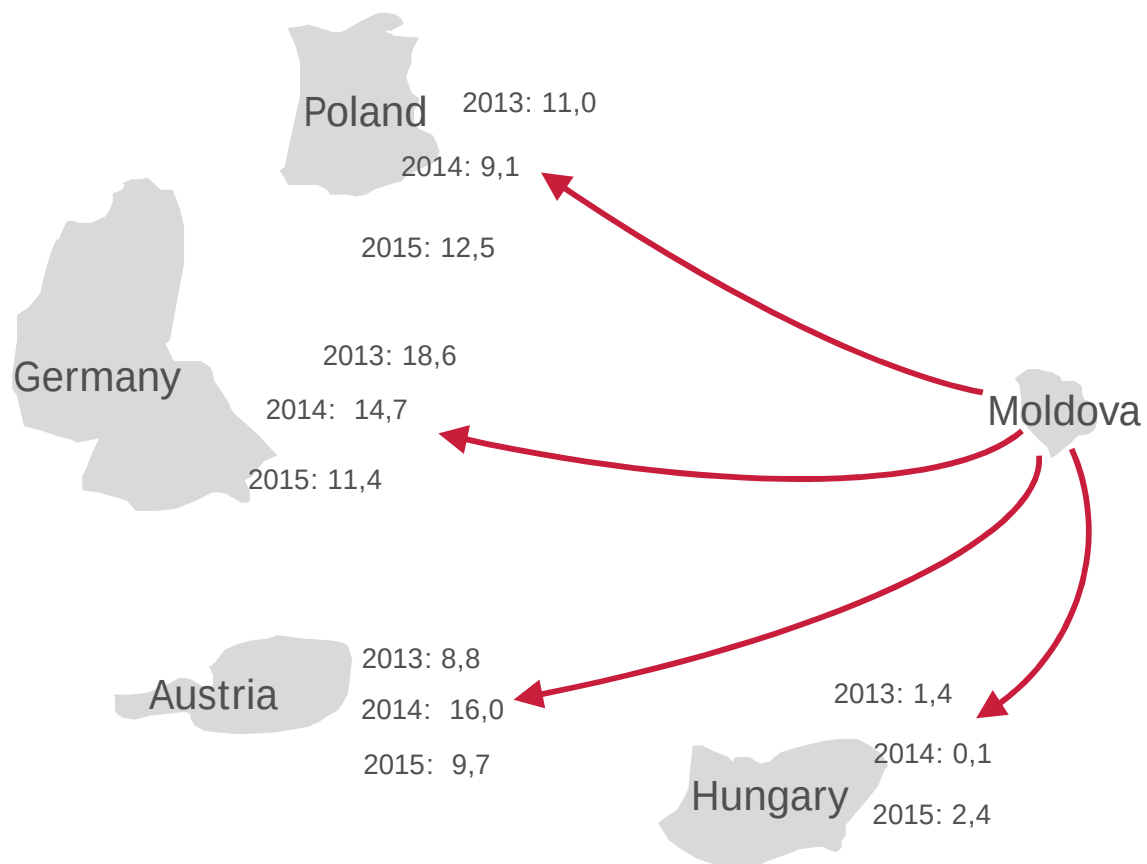


Exports China total:

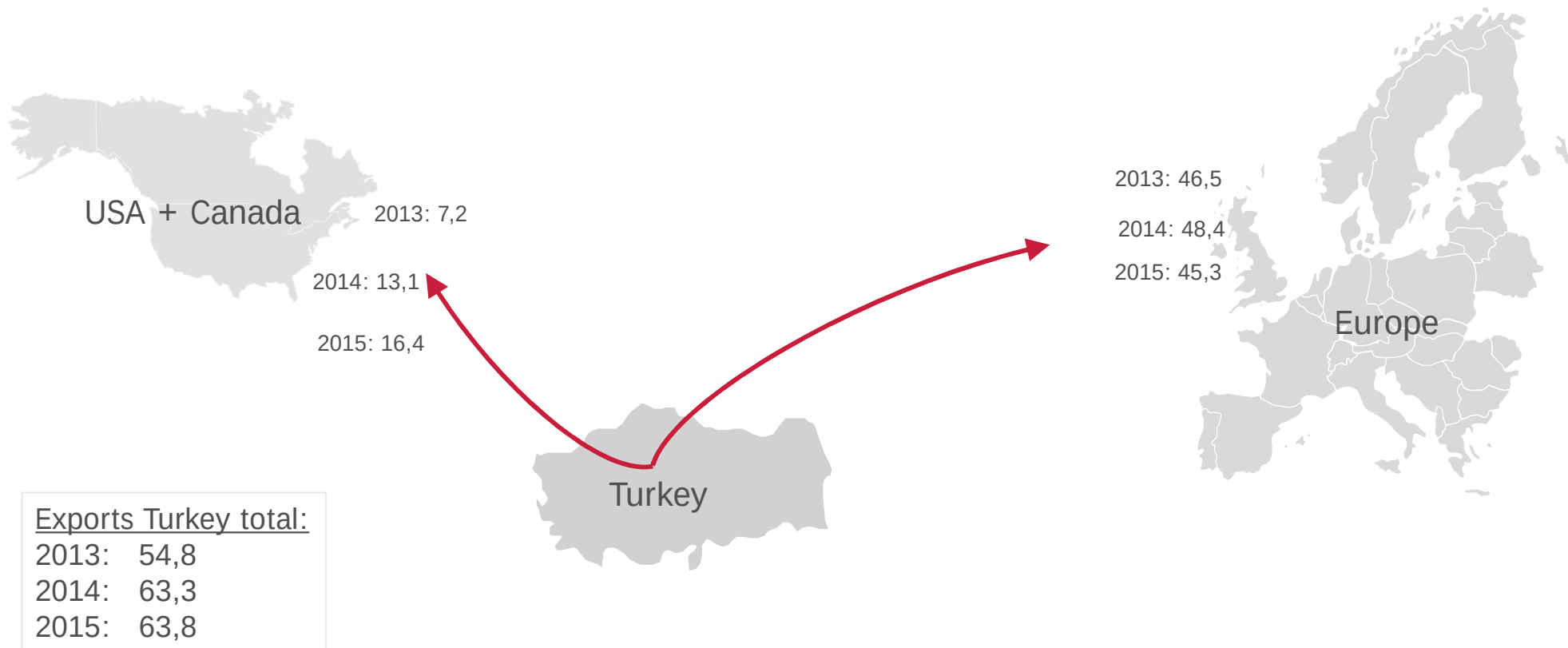
2013: 597,8
2014: 455,8
2015: 473,8



EXPORTS MOLDOVA



EXPORTS TURKEY



EXPORTS UKRAINE



EXPORTS CHILE

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EXPORTS ARGENTINA



2013: 22,2
2014: 15,9
2015: 15,9



2013: 9,4
2014: 5,2
2015: 7,3

Exports Argentina total:

2013: 33,5
2014: 22,1
2015: 24,4



SUMMARY

- Consumption is driven by EU, US, Russia, Japan
- Production is driven by China, EU, Ukraine, Turkey, Chile, Argentina, Iran
- EU-production in Eastern part, consumption mainly in western countries
- Trade-Embargo EU/UA/RUS impacts trade flow between UA/RUS/Europe
- AJC-price volatility impacts global flow
- China needs US-market & competitiveness against Europe
- Chile is opportunistic supplier into EU

Sources:

MADB 2013-2015

UNO statistics provided by WKO Austria

Chinese Customs 2013-2015

Own calculations