AGRANA FRUIT COMPANY PRESENTATION





This is not a strawberry.

But our commitment to partnership.



Our roots

AGRANA Fruit is part of the AGRANA Group, a listed, global corporation that creates **innovative solutions from agricultural commodities**. We serve large **multinational companies** as well as local producers active in the food processing industry.

9,000 employees

50 production sites

€ 3.5bn revenue

AGRANA -products in daily life:



FRUIT

Innovative solutions for the dairy, ice cream, food service and other food industries.



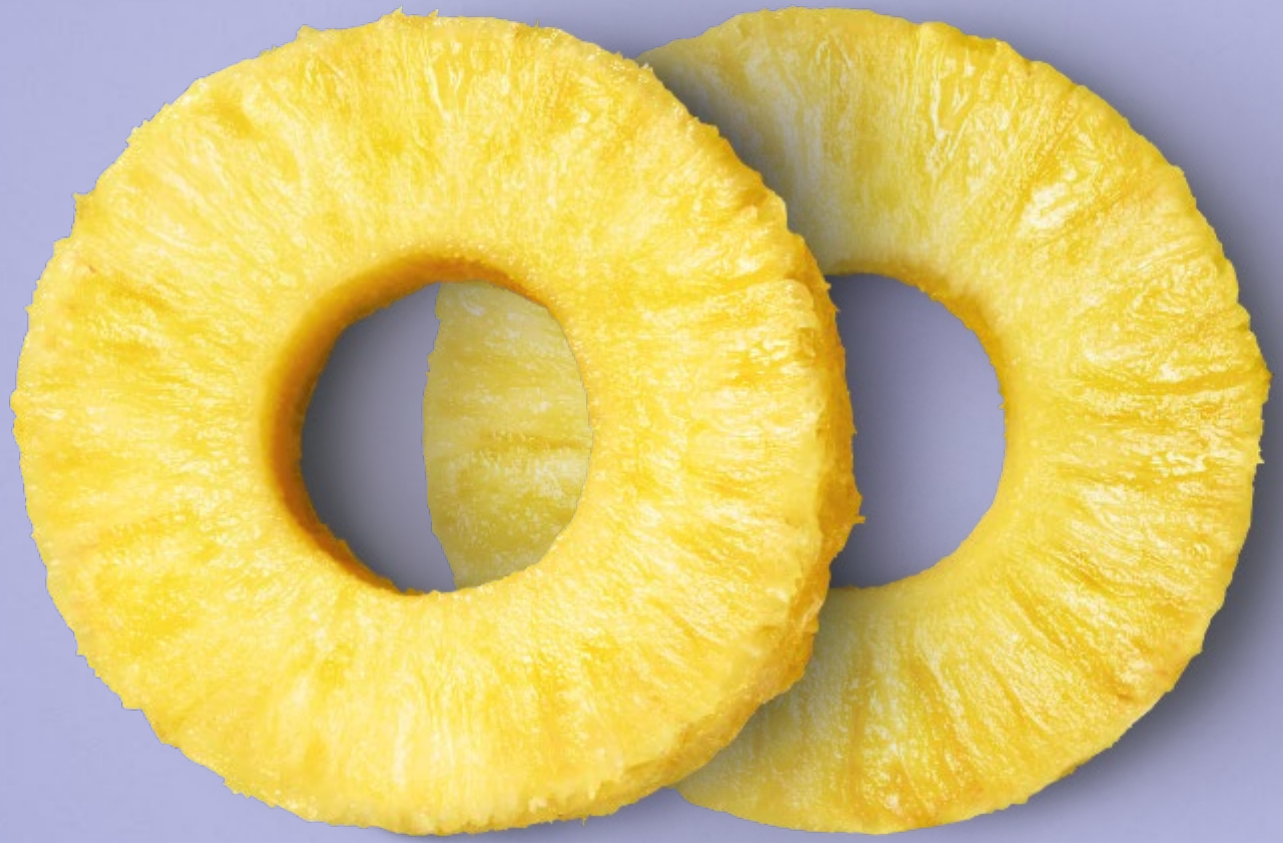
STARCH

Major manufacturer of customer-specific starch products and bioethanol in Europe.



SUGAR

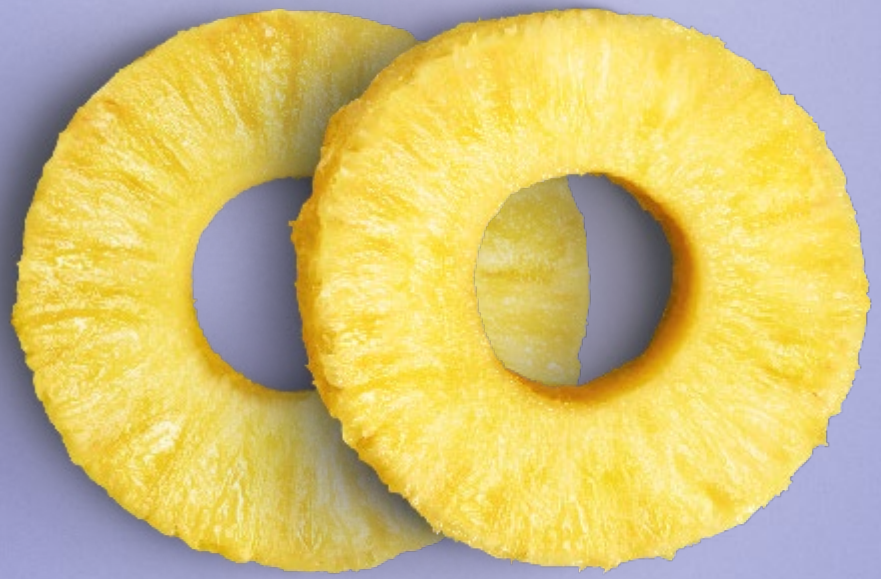
Leading sugar supplier in Central, Eastern & South-Eastern Europe



What we stand for.

This is not a pineapple.

But a partnership you can trust.





AGRANA Fruit is a **global company with a passion for companionship** – at our heart it's not just about being a successful company, but about caring for our customers' success.

We do this by offering our:
- Worldwide network of experts in 19 countries
- Focus on quality and sustainability
- Global innovation power and
- Decades of experience

Working side by side with our customers, partners and nature.



Inspiring with creative food solutions.

We are not in the food, but in the taste business.

Because we love what we do.

We love creating **innovative food solutions** from agricultural commodities. **Quality and service** are our top priorities for global and regional partners.

Great taste applies not only to our products, but also to our **responsibility** towards the environment, **respect** towards partners and employees as well as our **passion** for developing food solutions.



5,100
employees





24
production sites
in 19 countries

1,400
new and innovative
product launches per year





90
countries with
commercial activities

18
innovation hubs
around the globe

The world of AGRANA Fruit – always close to you.

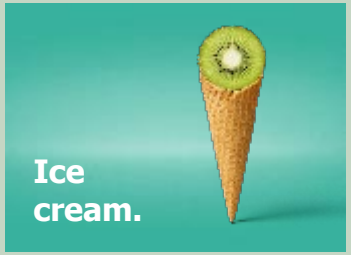
24 PRODUCTION SITES AROUND THE GLOBE.


NORTH AMERICA
5 fruit plants in the USA & Mexico
SOUTH AMERICA
2 fruit plants in Argentina & Brazil
NEAR MIDDLE EAST & AFRICA
5 fruit plants in Algeria, Egypt, Morocco, South Africa, Turkey
EUROPE
7 fruit plants in Austria, France, Germany, Poland, Ukraine
ASIA
4 fruit plants in China, Japan, South Korea
AUSTRALIA
1 fruit plant in Australia

Applications we serve.













Our expertise is evident in a **wide product range** for the dairy, dairy alternatives, ice cream, food service, beverage and bakery industries.

Solutions.

Fruit preparations
with berries, stone and pip fruits, citrus fruits tropical and exotic fruits (with or without pieces)

Indulgent preparations
with chocolate, caramel, coffee, vanilla, nuts, cake pieces, etc.

Preparations with inclusions
cereals, grains and seeds, chocolate chips, cake pieces

Dira brand
IQF frozen fruit, Frozen fruit puree, Frozen fruit coulis
> Find more on dirafruitsolutions.com

Savory preparations
for sauces, dips, chutneys, drinks, spreads, and cheese with vegetables, herbs and spices, fish and meat

Specialty products
Fruit purees, smoothies and frozen fruit solutions (find out more at dirafrost.com).
Compound for beverages, dried fruits, fresh fruits, inclusions

Watson Says brand
Syrups, sauces, concentrates, fruit mixes
> Find more on watsonsays.com

ICE CREAM

FOOD SERVICE

CONFECTIONERY

BAKERY &
DESSERTS

DAIRY
PRODUCTS

DAIRY
ALTERNATIVES

BEVERAGES





TRENDS

Evolving global trends are a decisive starting point for our innovation journey. We deep-dive into market dynamics and consumer needs across key areas such as:

- **Indulgence**
- **Health**
- **Naturality**
- **Convenience**
- **Sustainability**
- **Affordability**
- **Technology**

CONCEPTS

Building on trend-specific platforms – such as naturalness, inclusions, or sweetening solutions – we translate insights into tailored product concepts across a wide range of applications including:

- **Dairy and dairy alternatives**
- **Ice cream**
- **Baked goods**
- **Beverages**

With these concepts, we serve both **retail manufacturers** and the **food service channel**.

SOLUTIONS

Our process ensures that every product and service we develop is consumer-driven and aligned with market needs. The result: solutions that are…

- **Customized**
- **Innovative**
- **Sustainable**
- **Market-ready**

This is not a lemon.

But an invitation to think differently.



For us innovation is not just synonymous with having ideas. We believe in the **power of implementation**, a **creative culture of innovation** and the right partners and processes.

OUR INNOVATION MISSION:

We innovate to **anticipate and fulfil evolving consumer needs worldwide** with **customized, high-quality food and beverage solutions**.

Powered by our globally aligned **innovation portfolio** and our **structured "Concept to Cash" process**, we turn insights into **impactful innovations.** Blending our global reach with local expertise is what sets us apart in how we innovate with our partners across **19 innovation hubs around the globe**.

Our **culture of curiosity and collaboration** drives meaningful innovation that enables our partners' success. Fueled by our passion for the **future of food and beverage**, we work closely with our partners to create delicious, sustainable and innovative consumer favorites.

Our areas of innovation.



PRODUCT

INCLUSIONS

Multisensorial Solutions



- Inclusions are a key innovation area in food & beverages
- Creating the next sought-after texture experience

INDULGENCE

Fat-Based and Non-Fruit Solutions



- Indulgent solutions beyond fruit
- Expanding capabilities for fat-based products
- New application areas such as icing or coating

HEALTH & NATURALITY

Healthy and Nutritious Solutions



- Functional solutions
- Clean label
- Plant-based solutions

TECHNOLOGY

EMERGING TECHNOLOGY

Processing Differently



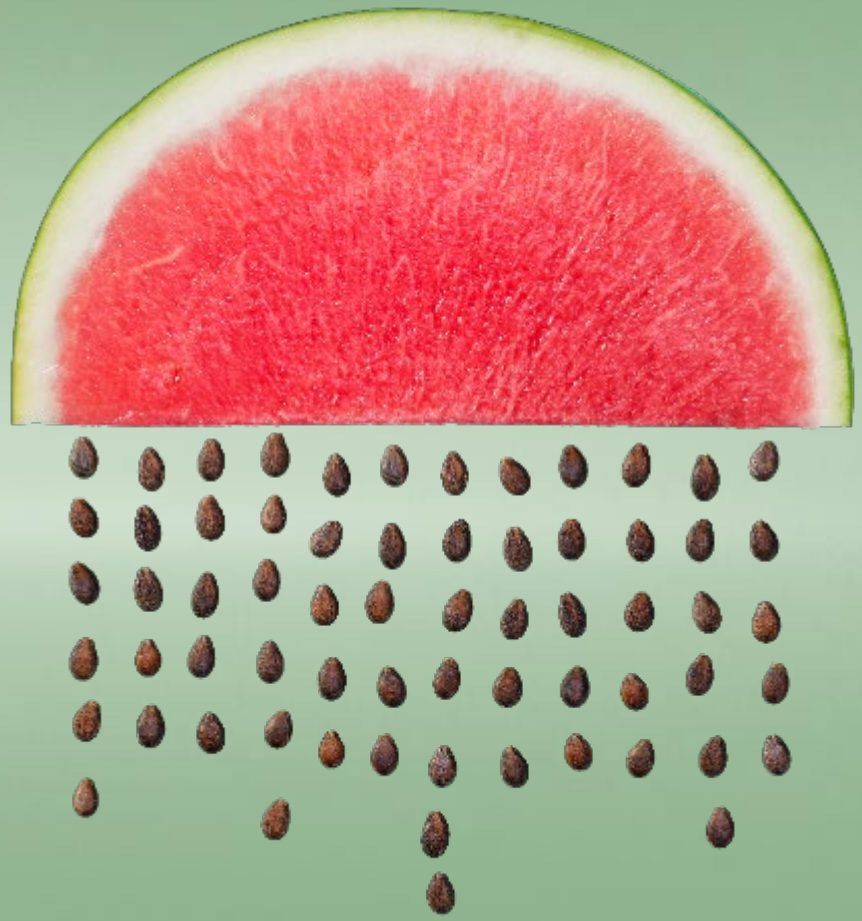
- Adopt technological advances to enhance manufacturing safety, quality, sustainability, and cost-efficiency at global scale
- Unlock opportunities to protect fruit identity

PACKAGING

Delivering Differently



- Expanding packaging and delivery formats for our industrial and food service customers



Solutions.

Our target markets.

We provide **innovative and tailor-made solutions** for various food industry segments.



ICE CREAM

FOOD SERVICE

CONFECTIONERY

BAKERY & DESSERTS

DAIRY PRODUCTS

DAIRY ALTERNATIVES

BEVERAGES















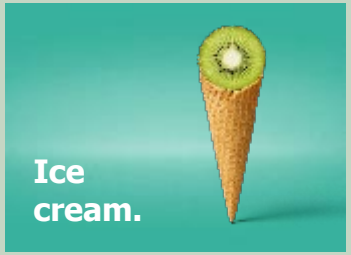




Applications we serve.













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Dairy.



Dairy.



This is not a peach yogurt.

But a big spoonful of love for dairy products.

As your trusted one-stop partner, we offer tailored solutions elevating the flavor, color, texture and nutritional profile of your dairy and dairy alternative products.





Dairy.



OUR ASEPTIC SOLUTIONS

- Fruit preparations
- Indulgent preparations
- Preparations with inclusions
- Savory preparations
- Functional preparations
- Nut butters and fat-based preparations

Flavor Profiles

- Fruits
- Indulgent
- Nuts
- Savory
- Botanicals

Preparation Usage

- Blended
- Layered or as Topping
- Side by Side
- Aerated

Applications

- Milk - Yogurts, Skyr, Kefir
- Milk Drinks
- Curds & Quarks
- Dairy Desserts
- Fresh, Cream & Spreadable Cheese

Formats

- Drinking
- Spoonable
- Spreadable
- Snacks







Dairy alternatives.

Dairy alternatives.



This is not a coconut.

But our plant-based ideas making waves.

To us, **plant-based** is not a trend – it is deeply rooted in our history. We manage resources carefully and optimally tap into the diverse potential of these **natural treasures**.

Worldwide the plant-based market is growing dynamically and it is our passion to **co-create natural, sustainable plant-based products** which consumers love.





Dairy alternatives.



ONE-STOP PARTNER

Bringing new products to market rapidly and safely – a convenient way with us as a one-stop partner! The way of working guarantees maximum scope for individualization and intervention in each of three key areas.

1

WHITE MASS

Almond, oat, or coconut bases.
Concentrated, standardized, and easy-to-use.

2

PREPARATIONS

Including fruit or other ingredients for spoonable, drinkable or other applications.

3

FUNCTIONAL ADD-ONS

Proteins, fibers, and vitamins.
Stabilization, texture, and off-note covering.

ALL-IN-ONE SOLUTION

Covering all three above mentioned focus areas.







Drinks & Desserts.

Food service

This is not a strawberry sauce.

But a swirl of indulgence for our customers' tastebuds.



Taste is at the forefront of our daily undertakings. We strive for perfect synergy between the very best nature has to offer and our commitments toward innovation and sustainability. As a result, our food service products deliver exceptional dining experiences.
Our solutions incorporate state-of-the-art technology, market trends and our proven global expertise makes us a trusted partner for all customers in the category.





Food service



FRUIT PUREE/ CONCENTRATES

- Concentrated juice
- Frozen puree
- Aseptic puree

SYRUPS

For blending

- Shakes
- Milks, coffee
- Carbonates, still
- Alcohol drinks
- Nonalcohol drinks

TOPPINGS

For decor

- desserts
- waffles
- pancakes
- coffee
- shakes





Beverages.



Beverages

FOR SMOOTHIE

- with a high fruit dosage

FOR REFRESHING

- lemonades
- fruit juice
- slash
- kvass

FOR HOT DRINKS

- tea
- grog
- glint wine
- punch
- with spices









Bakery.

Bakery



FRUIT IN GEL

For decor

- cake
- tart
- cookies
- dessert
- crostatta
- Open pie

PREPARATIONS

For filling

- donut
- berliner
- croissant
- cheescake
- candy
- chocolate bar

TERMOSTABLE

- for baking over+230ºC т
- for freezing lower -32 ºC





MARKET SAMPLES

BAKERY.



AGRANA FRUIT



Soups.

Soups

Its not a soup. It’s a big spoon of love for savory dishes.



- **soup**
- **cream soup**
- **porridge**

- concentrated or ready-to-use
- does not require water or steaming
- can be consumed hot or cold
- does not contain meat





AGRANA FRUIT



Sauces.

MARKET SAMPLES

SAUCES.



Sauces

Its not a spicy sauce. A burst of new ideas and spicy solutions.



SAUCES for

- meat
- fish
- salads
- pizza
- sushi
- burger
- hot dogs
- snacks

MARINADES for

- meat
- salo
- fish
- vegetables
- fruits
- cheese






AGRANA
FRUIT
Ice Cream.

Ice cream.



This is not a kiwi.

But next year’s must-have flavor.

Ice cream brings **joy to consumers** worldwide, and at AGRANA FRUIT, we collaborate with our customers to develop **irresistible flavors**.

Our services include **technical expertise** in frozen dairy, trend analysis, and **global insights**, all combined with customized product development.





Ice cream.



OUR SOLUTIONS

Blended in the ice cream base:

- Fruit Purees & Puree Concentrates
- Compounds (4:1, 7:1, 7:3 fruit:sugar ratio)
- Preparations
- Sorbet Bases

As crowning touch to elevate ice cream:

- Swirls & Variegates
- Coatings
- Liquid Core Fillings
- Toppings

All solutions available as:

- Fruit and indulgent flavors
- With or without inclusions such as fruit pieces, nuts, chocolate pieces
- Various textures (smooth, rough, chunky)
- Suitable for dairy, water or plant ice cream

Applications

- Frozen Yogurt
- Moulded Sticks
- Bucket/Tub
- Bite Size/Sandwich
- Cones
- Bars







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Food service.

BEVERAGES

For Hot and Cold Beverages

- Syrups
- Sauces
- Fruit mixes
- Frappe bases

ICE CREAM

Toppings for Soft Serve Ice Cream

- Fruity toppings
- Indulgent toppings

BAKERY AND PASTRY

Bake stable or standard solutions, fillers for extrusion and confectionery

- Sweet fillings
- Savory fillings

TABLE AND DIPPING SAUCES

Innovative flavor and texture profiles

- Dips
- Table sauces









Specialty products.

Specialty products.

This is not a frozen raspberry.

But one of many smart ideas.





As a trustworthy partner with a global network, experience, and a proven track record, we are not only geographically close to our customers but also have a professional understanding of how to implement **highly specific products and solutions**.

Frozen, dried, or inclusions – your product ideas and needs will be carefully considered, be it for retail, food service, and food industries.



Specialty products.

FROZEN FRUITS

Our frozen fruits are picked at the peak of their ripeness and immediately frozen. This ensures the best quality and taste.

DRIED FRUITS

From the healthiest low-calorie treat to indulgent and pleasant taste sensations: Our dried fruit range includes: fruit sheets, infused fruits and inclusions.

FILLINGS & TOPPINGS FOR BAKERY & DESSERTS

We offer a wide range of bakery solutions with fruit or brown flavor preparations. These products support artisanal creations as well as industrial profiles.









Specialty products.

FRUIT PUREES & PUREE CONCENTRATES

FRUIT COULIS

DECO FRUITS

SMOOTHIE FRUIT PORTIONS

FRUIT MIXES









For more information on these products check out our brand

dirafruitsolutions.com

Dira FRUIT SOLUTIONS

MARKET SAMPLES

ICE CREAM. BEVERAGES. DESSERTS.

AGRANA FRUIT





Sustainability.

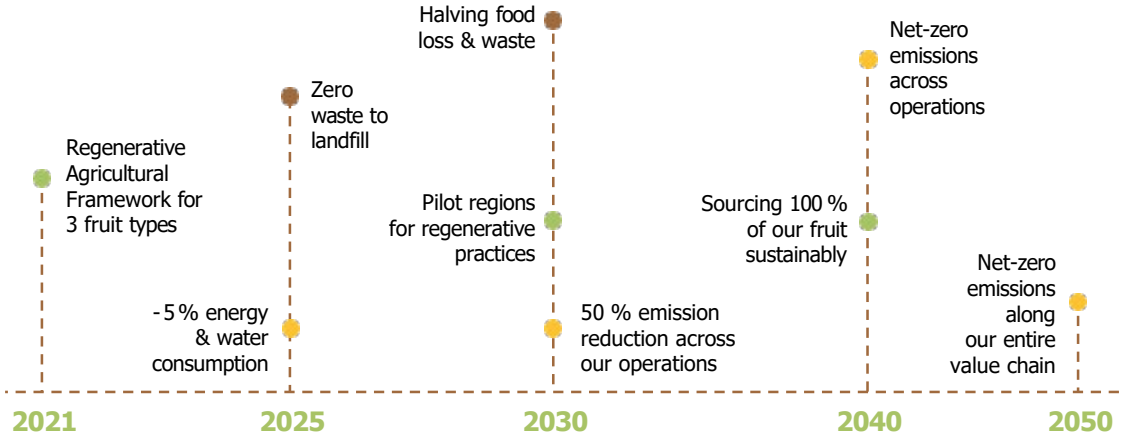
This is not a banana.

But sustainable packaging created by nature.



We have a responsibility to preserve the earth for **future generations**. Our mission for a **sustainable future** is authentic, aspirational, and altruistic.

NET-ZERO EMISSIONS | **SUSTAINABLE SOURCING** | **WASTE**









WE PROVIDE CERTIFIED PRODUCTS AND PACKAGINGS FOR OUR CUSTOMERS.

STANDART PACKAGING.

- plastic buckets 5, 10, 20, 25 kg
- aseptic bag in a cardboard box 25 kg 2 kg
- package 6 pieces in a cardboard box







PACKAGING WITH COPACKERS

СИРОПИ



Transparent PET bottle
700-1000мл

ТОПІНГИ



Plastic bottle
300-500мл

ПОРЦІЙНЕ ФАСУВАННЯ





Stick sachet
20-50мл





Deep pot format
30-50мл



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Frozen, dried, or inclusions – your product ideas and needs will be carefully considered, be it for retail, food service, and food industries.





Procurement.

This is not a grapefruit.

But your global access to fruit.



We **go beyond** order processing, considering the methods and procedures we employ. Procurement, to us, is an art benefiting farmers, customers, and the environment. Our **expert team** ensures quality, traceability, and sustainability by sourcing sought-after fruits globally.





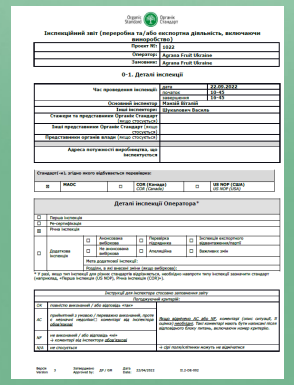


Quality.

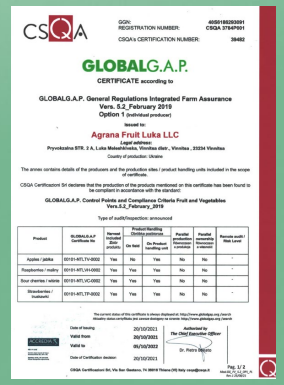
This is not a starfruit.

But a symbol of where we set our quality level.









Delivering tangible quality and product safety – for **everyone, everywhere, every day** – is of utmost importance for us.



AGRANA FRUIT'S QUALITY MISSION IS BASED ON FOUR PILLARS:

1. **GREAT CUSTOMER EXPERIENCE.**
2. **STATE-OF- THE-ART FRAMEWORK.**
3. **VALUED AND TRUSTED SUPPLIERS.**
4. **ENGAGED AND EMPOWERED EMPLOYEES.**



Our people.

These are not citrus fruits.

But our passion for Diversity, Equity & Inclusion.



The key to our success lies in our **employees**. Our focus is therefore the **growth and development** of our team members.

We **value** cooperation, cultural appreciation, diversity and inclusion for an empowering workplace that maximizes skill utilization.





THANK YOU!



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