



A G R A N A
FRUIT

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AGRANA AT A GLANCE

Fruit, sugar and starch – AGRANA is successfully active around the world in these three segments. We refine agricultural raw materials, turning them into a range of different industrial products to supply local producers as well as large multinational companies active in the food and beverage industry.

AN INTEGRAL PART OF MODERN LIFE. The product range extends from fruit preparations for yogurt, fruit juice concentrates, sugar for food products, starch for textiles and technical applications to bioethanol as a sustainable and environmentally sensitive fuel.

OUR EMPLOYEES ARE OUR MOST IMPORTANT RESOURCE. AGRANA maintains a global presence with around 8,700 employees based at 58 production facilities located on five continents. Their dedication and expertise ensure the company's success.

AGRANA IS A STOCK CORPORATION. The Group has been listed in the Prime Market segment of the Vienna Stock Exchange since 1991. AGRANA most recently generated consolidated revenues of approximately EUR 2.6 billion.

SUSTAINABLE OPERATIONS. In view of our commercial activities and the associated proximity to raw agricultural crops, striving for sustainability represents an existential and integral part of AGRANA's business model.



World market leader
in the production of
FRUIT
PREPARATIONS



Leading
SUGAR
SUPPLIER
in Central-, Eastern &
South-Eastern Europe



Major manufacturer of
customer-specific
STARCH
PRODUCTS and BIO-
ETHANOL in Europe



AGRANA Fruit is your partner for creative fruit solutions.

ABOUT AGRANA FRUIT

We love to inspire with creative fruit solutions for a delicious consumer experience. We develop innovative ideas and concepts for food service, ice cream, dairy and bakery. During the business year 2017/18 the fruit segment (fruit and juice) generated a turnover of approx. € 1.2 billion.

AGRANA produces fruit preparations at 28 Production sites around the world. Bolstered by its global presence, AGRANA Fruit continues to develop its strategic market footprint in emerging international markets. AGRANA Fruit has more than 5,000 employees and our sales teams are working for customers in over 80 countries. Working in exclusive long-term partnerships with our farmers, we have developed a key competitive advantage in terms of quality, traceability and sustainability.



We truly care about fruits from the moment they are cultivated until they are mixed with the final products. This is what makes us different.

ACCORDINGLY, OUR CORE VALUES ARE:

We  **Sourcing.**
GLOBAL SOURCING FOR YOU.

We  **Our Customers.**
CUSTOMIZED R&D FOR YOU.

We  **Excellence.**
PREMIUM QUALITY FOR YOU.

We  **the World.**
GLOBAL PRESENCE FOR YOU.



AGRANA FRUIT is your partner for creative fruit solutions.



OUR VISION STATEMENT
„We are the undisputed global leader in bringing inspiring fruit solutions to the world.“



OUR MISSION STATEMENT
„AGRANA Fruit globally provides innovative fruit solutions to the food and beverage markets. Our focus is profitability, sustainability, efficiency and quality.“

We Sourcing.

GLOBAL SOURCING
FOR YOU.

Through long-term relationships with our dedicated contract farmers, we have established a formidable competitive advantage within the core areas of our business including: **QUALITY, TRACEABILITY and SUSTAINABILITY.**

Sourcing is considered an art at AGRANA Fruit. We offer a highly-skilled team of experts who travel the globe in search of the most heavily sought after fruits.

Our standardized worldwide network of cultivation, growing, harvesting and first transformation gives AGRANA Fruit the distinct pleasure of delivering the highest quality fruit preparations to our customers.



We Our Customers.

CUSTOMIZED R&D
FOR YOU.

To inspire and continuously delight our customers is a top priority at AGRANA Fruit. Globally we launch about 850 new and innovative products across several markets including the dairy, ice cream, bakery, beverage and food service industries every year. We are enthusiastic about partnering with our customers to help support and grow their business.

Our leadership position in the global market as a fruit preparation producer gives us a well-defined view of local markets providing insight related to our customers and the consumer.

Our worldwide network of R&D specialists champion each customers request, delivering fast and efficient solutions that align best with the demands of local markets.

Our global research institute, the AGRANA Research and Innovation Center (ARIC) is located in Austria. In order to provide the most innovative solutions for our customers, multinational experts work on the latest technologies, as well as upgrades to our current production procedures. Furthermore, they are connected to our network of international R&D specialists around the globe, who focus on market proximity and local customer needs.



We bring around 850 new and innovative products to the market every year.



We  Excellence.
PREMIUM QUALITY FOR YOU.

AGRANA Fruit has established the highest standards for fruit selection and processing, guaranteeing our customers unsurpassed food safety standards and premium quality. Food safety is a strategic priority throughout the organization, compromising our standards is not an option.

A zero defect policy has been established based on agreed specifications with our customers in all aspects of our business. Due to our robust monitoring our consumer complaints are less than 1 in 13 million final products.



The AGRANA Fruit Quality Management team consists of more than 200 highly qualified employees worldwide, who are responsible for verifying the quality and food safety of raw materials and finished goods.

We have instituted the e-PACT (management by Example, Prevention, Auditing, Continuous Improvement, Training and People) focusing on managing our main risks: foreign objects, microbiology, chemicals and allergens.

Our quality management programs offer full traceability of raw material and final products, which includes 100% of supplier documentation from audit to supply. Final products are audited both internally by our quality and management teams and externally through customer and third party auditors. We utilize these audit results to define continuous improvement opportunities. We are proud that our quality management programs always achieve top evaluations from our customers.

AGRANA FRUIT CERTIFICATIONS & MEMBERSHIPS:
ISO9001, ISO22000, ISO FSSC, Organic, IFS, BRC, HACCP, LEED, SEDEX.
Different certifications depending on the production sites.



RAW MATERIAL EXPERTISE
Our fruit supply is secured from company owned fields and from strategic fruit suppliers



GLOBAL SOURCING
through a highly experienced purchasing and supply chain organisation



QUALITY MANAGEMENT
More than 200 highly qualified employees worldwide

AGRANA FRUIT
**PRODUCTION
SITES**

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 Egypt, Morocco, South Africa, Turkey, Algeria

EUROPE
10 Fruit plants in Austria, France, Germany, Poland, Russia, Serbia, Ukraine

ASIA
4 Fruit Plants in China, India & South Korea

AUSTRALIA & OCEANIA
2 Fruit Plants in Australia & Fiji

PRODUCTION SITES





We  the World.
GLOBAL PRESENCE
FOR YOU.

AGRANA Fruit is truly the only global fruit preparation supplier, with 28 fruit processing plants located across the globe. We have over 5,000 employees, offering a comprehensive knowledge base allowing us to meet the needs of both local and global customers.

The close proximity of AGRANA Fruit to our customers enables high reactivity and our network flexibility offers the highest service level. Our employees are connected through a global network that focuses on market proximity, local customer needs and local taste.

COUNTRIES WITH AGRANA FRUIT PRODUCTION SITES:
Algeria, Argentina, Australia, Austria, Brazil, China, Egypt, Fiji, France, Germany, India, Mexico, Morocco, Poland, Russia, Serbia, South Africa, South Korea, Turkey, Ukraine and USA.

COUNTRIES WITH CURRENT AGRANA FRUIT SALES ACTIVITIES:

Asia Pacific: Australia, Bangladesh, China, Fiji, Hong Kong, India, Indonesia, Japan, Malaysia, New Caledonia, New Zealand, Philippines, Singapore, South Korea, Thailand, Vietnam

Europe: Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal, Romania, Serbia, Slovakia, Slovenia, Spain, Sweden, Switzerland, United Kingdom

Eastern Europe: Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Russia, Ukraine, Uzbekistan

Near, Middle East & Africa: Algeria, Egypt, Iran, Israel, Jordan, Kenya, Lebanon, Madagascar, Malawi, Mauritius, Morocco, Namibia, Saudi Arabia, South Africa, Swaziland, Turkey, UAE

North America: Canada, USA

Latin America: Argentina, Brazil, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama



EMPLOYEES

Around the globe, we have more than 5,000 employees



PRODUCTION SITES

We operate production sites in 21 countries across all continents



SALES ACTIVITIES

AGRANA Fruit currently has sales activities in 84 countries

AGRANA Fruit has production sites on all continents.



FOCUS ON

SUSTAINABILITY

At AGRANA, sustainability is more than just a buzzword - it is an integral component of our corporate culture. It means acting in an economically viable, sparingly and energy-efficient way, and, in doing so, respecting its internal and external stakeholders.

In view of our commercial activities and the associated proximity to raw agricultural products, acting sustainably represents an integral part of AGRANA's business model. Relevant aspects of sustainability along our product added-value chain start from the sourcing of the agricultural raw materials and intermediary products used, comprising energy and environmental aspects in our own production processes, employee working conditions,

aspects of product responsibility and ethical business activities, as well as social commitment.

AGRANA's understanding of sustainability can be summarized by the following statements:

WE PROCESS ALMOST 100% of the agricultural raw materials used and use low-emission technologies to protect the environment.

WE CONSIDER ALL OF OUR STAKEHOLDERS AND THE SOCIETIES in which we operate.

WE ENGAGE IN LONG-TERM PARTNERSHIPS with our suppliers and customers.



SUSTAINABILITY BEGINS IN THE FIELD

The path to sustainability begins with our crops in the field. Ensuring sustainable farming methods, fair working conditions and resource-efficient production across the value chain is a top priority. In order to ensure sustainability from field to final product, we have implemented initiatives in a number of areas.

In 2011, AGRANA Fruit began supporting contract farmers by introducing „good agricultural practice“ in countries such as Morocco and Mexico. More specifically, in Mexico our team of economists worked with other knowledge providers (as part of a project sponsored by the Austrian Development Agency (ADA)) to help strawberry and blackberry suppliers obtain certification in accordance with the international Rainforest Alliance standard. AGRANA also pays attention to social aspects in its production. We have been a member of the Supplier Ethical Data Exchange (SEDEX) since 2009. SEDEX is an organisation of companies which are committed to strive for continuous improvement in their social-ethical behaviour and which promote ethical and responsible practices along their supply chains.

ORGANIC AT AGRANA FRUIT

We support our customers in the production of certified organic goods. Our products are made from high quality organic ingredients. We are committed to working with growers who are aligned with and adhere to the standards and values established by the organic farming community. We truly believe our organic fruit preparations help contribute to healthy nutrition across a wide range of consumer groups. We have been supporting our customers with their organic products for more than 20 years and we continuously expand our product range aligning our customers' products with consumer needs.



SUSTAINABLE FRUIT GROWING
International projects e.g. in Mexico, Fiji and Hungary



MEMBERSHIP OF SEDEX AND SAI as well as several audits and certifications at many sites



SUSTAINABLE PRODUCTS
Organic and clean label products

PREPARATIONS FOR DAIRY

We have built a library of knowledge around the following fruits that is referenced and applied to the products we develop:

FRUIT PREPARATIONS:

- Berries
- Stone and pip fruits
- Citrus fruits
- Tropical or exotic fruits with pieces or without pieces.

NON-FRUIT PREPARATIONS:

- Brown flavor preparations: chocolate, caramel, coffee, nuts, vanilla, etc.
- Inclusions: chocolate chips, crunchy chocolate balls, cake pieces, dry infused fruits, jelly balls, nut pieces, restructured fruits, etc.
- Cereal, grain and seed preparations
- Savory preparations: vegetables, herbs, spices, meat and fish

At AGRANA we partner with our customers to develop tailor-made solutions according to their needs. Our toolkit of know-how and expertise in the core areas of product development include:

FORMULATION & TECHNOLOGY:

- Fruit size, cut and variety
- Stabilization systems
- Formulation development for products with „health & wellness” positioning (e.g. enrichment in vitamins/minerals, etc.)
- Formulation development for products with „indulgent” positioning
- Formulation development for products with „natural” positioning: all natural, clean label, organic, GMO-free, fair trade
- Formulation development for specific consumer groups: Halal, Kosher, Vegan

AGRANA FRUIT

DAIRY APPLICATIONS:

- Yogurts (spoonable & drinkable)
- Dairy desserts
- Fresh cheese
- Curds and quarks
- Cream cheese
- Milk drinks
- Other fermented dairy products
- Plant-based products

AGRANA FRUIT PACKAGING SOLUTIONS (ASEPTIC):

- Stainless steel container
 - Bag-in-drum
 - Bag-in-box
- Packaging solutions to be checked with your AGRANA Fruit Sales contact.

APPLICATIONS OF AGRANA FRUIT PREPARATIONS INTO DAIRY PRODUCTS:

- Stirred
- Layer(s)
- Swirl
- Side compartment

FRUIT PREPARATIONS



BROWN FLAVOR PREPARATIONS



PREPARATIONS WITH INCLUSIONS



CEREAL, GRAIN & SEED PREPARATIONS



SAVORY PREPARATIONS



PREPARATIONS

FOR ICE CREAM

We have the experience and creativity to develop preparations for the ice cream industry.

FRUIT PREPARATIONS:

- With standard fruit pieces
- With semi-infused fruit pieces
- With small fruit chunks
- Without pieces but with fruit purée, fruit juice, etc.

NON-FRUIT PREPARATIONS:

- Brown flavor preparations (chocolate, caramel, coffee, vanilla, nuts, cake, biscuit, etc.)
- Inclusions (nuts, cake pieces, cereals, chocolate chips, crunchy chocolate balls, dry infused fruits, restructured fruits, jelly balls, etc.)

FORMULATION & TECHNOLOGY:

- Preparations with suitable stabilization systems
- Formulation development for products with „health & wellness” positioning
- Formulation development for products with „indulgent” positioning
- Formulation development for products with „natural” positioning: all natural, clean label, organic, GMO free, fair trade
- Formulation development for specific consumer groups: Halal, Kosher, Vegan

ICE CREAM APPLICATIONS:

- Water-based ice cream
- Dairy-based ice cream, including frozen yogurt
- Plant-based ice cream

AGRANA FRUIT PACKAGING SOLUTIONS:

- Stainless steel container
 - Bag-in-drum
 - Bag-in-box
- Packaging solutions to be checked with your AGRANA Fruit Sales contact.

APPLICATIONS OF AGRANA FRUIT PREPARATIONS INTO ICE CREAM:

- On top: coating, topping, ripple & sauce
- In the ice-mix: swirl, variegate, core filling

FRUIT PREPARATIONS



BROWN FLAVOR SAUCES & SYRUPS



INCLUSIONS





PREPARATIONS

FOR BAKERY

We are specialized in the custom development of various products for the bakery industry.

- Ambient stored & dry products: filled biscuits, filled coextruded biscuits, sandwich biscuits, cereal bars
- Ambient stored & medium dry products: sponge cakes, soft cakes, pastries
- Frozen stored products: frozen desserts, frozen tarts, frozen pastries

FRUIT PREPARATIONS:

- With fruit pieces
- Without pieces

FORMULATION & TECHNOLOGY:

- Products with enhanced shelf life stability
- Products with suitable stabilization systems
- Low water activity products
- Jellified fruit preparations
- Bake-stable fruit preparations

BAKERY APPLICATIONS:

- Biscuits: filled biscuits, filled coextruded biscuits, sandwich biscuits
- Cereal bars
- Cakes: cake, Jaffa cake, sponge cake, soft cake, filled pastry
- Frozen desserts, frozen tarts
- Frozen dumplings
- Frozen pastries

APPLICATIONS OF AGRANA FRUIT PREPARATIONS INTO BAKERY:

- Ambient stored & dry products
- Ambient stored & medium dry products
- Frozen stored products

AGRANA FRUIT PACKAGING SOLUTIONS:

- Stainless steel container
- Bag-in-drum
- Bag-in-box
- Buckets

Availability of packaging solutions to be checked with your local AGRANA Fruit Sales contact.

AMBIENT STORED & DRY PRODUCTS



AMBIENT STORED & MEDIUM DRY PRODUCTS



FROZEN STORED PRODUCTS





PREPARATIONS

FOR FOOD SERVICE

We support our customers in the food service industry in developing tailor-made solutions.

FRUIT PREPARATIONS:

- With fruit pieces
- Without fruit pieces

NON-FRUIT PREPARATIONS:

- Brown flavor preparations with or without pieces
- Preparations with inclusions: cereals, splits, crisps

FORMULATION & TECHNOLOGY:

- Preparations with suitable stabilization systems
- Formulation development for products with „health & wellness” positioning
- Formulation development for products with „indulgent” positioning
- Formulation development for products with „natural” positioning: all natural, clean label, organic, GMO free, fair trade
- Formulation development for specific consumer groups: Halal, Kosher

FOOD SERVICE APPLICATIONS:

- Ice cream & Sundae
- Milk shakes & other drinks
- Smoothies
- Bakery products

AGRANA FRUIT PACKAGING SOLUTIONS:

- Stainless steel container
- Bag-in-drum
- Bag-in-box
- Pouches

Other possible packaging solutions to be checked with your AGRANA Fruit Sales contact.

APPLICATIONS OF AGRANA FRUIT PREPARATIONS INTO FOOD SERVICE PRODUCTS:

- Sauces & Toppings
- Syrups for drinks
- Smoothies
- Bake-stable fillings (for more information, please see „Preparations for bakery”)

SAUCES & TOPPINGS



SYRUPS FOR DRINKS



SMOOTHIES





FROZEN FRUIT

PREPARATIONS

We can create premium quality tailor-made frozen fruit solutions for retail, food service and the food industry.

- Individually quick frozen (IQF) fruits
- Mixed frozen fruits
- Premium fruit purees, including specific range for cocktails
- Fruit coulis
- Coated and pre-formed deco fruit discs that lose less juice after thawing

FORMULATION & TECHNOLOGY:

Our products are natural and unprocessed.

- Fruit purees without stabilizers
- Formulation development for products with „natural” positioning: all natural, GMO free
- Formulation development for specific consumer groups: Halal, Kosher

FROZEN FRUIT APPLICATIONS:

- Smoothies
- Pies, cakes, tartlets and other bakery products
- Jams
- Ice cream & others

APPLICATIONS OF AGRANA FRUIT FROZEN FRUIT SOLUTIONS:

- IQF frozen fruits
- Fruit purees
- Fruit coulis
- Frozen fruit decoration and specialties

AGRANA FRUIT PACKAGING SOLUTIONS:

- Boxes
- Bags (pillow, zip lock)
- Bag-in-bag
- Stand-up pouches
- Bottle
- Tray
- Bucket

Availability of packaging solutions to be checked with your local AGRANA Fruit Sales contact.

IQF FROZEN FRUITS



FRUIT COULIS



DECO FRUIT



AGRANA FRUIT

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