Tereos Group
Half-Year Results (April-September 2013)

November 2013

Disclaimer

This document was prepared by Tereos (the "Company") for the sole purpose of the presentations of its unaudited results for the Half-Year ended on 30th September 2013. Proforma figures as of 30th September 2012 are for comparison only.

Our financial statements have been prepared in accordance with the International Financial Reporting Standards ("IFRS") as adopted for use in the European Union.

This document contains certain statements that are forward-looking. These statements refer in particular to the Company's forecasts, its expansion of operations, projections, future events, trends or objectives which are naturally subject to risks and contingencies that may lead to actual results materially differing from those explicitly or implicitly included in these statements. Such forward-looking statements are not guarantees of future performance. The Company, as well as its affiliates, directors, advisors, employees and representatives, expressly disclaim any liability whatsoever for such forward-looking statements. The Company does not undertake to update or revise the forward-looking statements that may be presented in this document to reflect new information, future events or for any other reason and any opinion expressed in this presentation is subject to change without notice.

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In this document, Adjusted EBITDA means EBITDA excluding accounting effect of adjustments in the fair value of the financial instruments, in the fair value of biological assets and non-recurring items (mainly disposals of subsidiaries). EBITDA corresponds to net income adjusted by net financial income (loss), share of profit of associates, income taxes, amortization and depreciation. EBITDA is not a financial or accounting measure defined by IFRS as a measurement of financial performance and may not be comparable to other similarly-titled indicators used by other companies. EBITDA is provided as additional information only and should not be considered as a substitute for net cash provided by operating activities, operating income or net income.

Please note that all percentages included in the following presentation may be calculated on non-rounded figures and therefore may vary from percentages calculated on rounded figures.

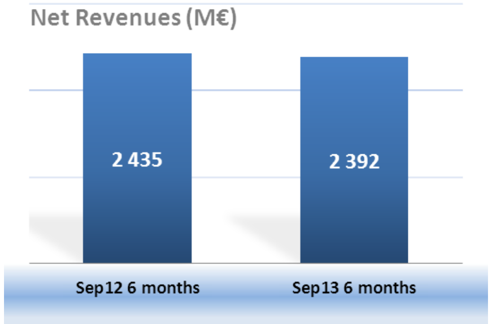
H-Y Results: Resilience in a More Challenging Environment Thanks Notably to Diversification

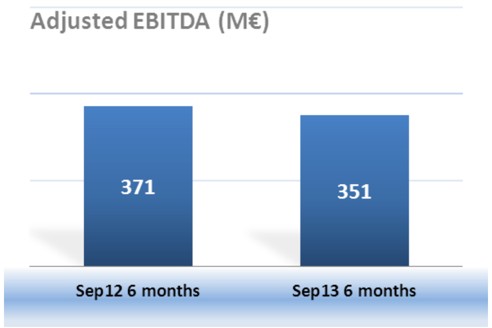
- **Net Revenues: 2,392 M€**
  (+0.5% at constant exchange rates)

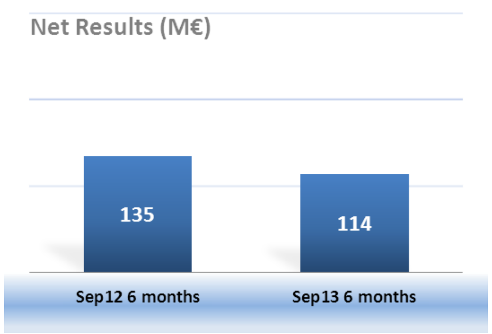
- **Adjusted EBITDA: 351 M€**
  (before price complements)
  (Nearly stable at constant exchange rates)

- **Net Results : 114 M€**
  (after price complements)

6 months







Tereos

H1 2013/2014 Major Highlights (1/3)

OPERATIONAL

- **Sugarbeet**
  - Overall lower volumes and prices: lower crop in 2012, ongoing slow economic conditions in Southern & Eastern Europe, climate conditions
  - Good industrial performance since start of the campaign
  - Successful start of energy efficiency investments (France and Czech Republic)
- **Sugarcane Brazil**
  - Strong yields in current crop thanks to past investments and favourable climate conditions
  - Higher production volumes lowering unit cost
  - Sharp increase in electricity sales (recent cogeneration investments)
  - “Guarani 2015-2016” efficiency plan showing benefits
- **Sugarcane Africa / Indian ocean**
  - **Indian Ocean:** Steady operational performance
  - **Mozambique:** Disappointing yields

H1 2013/2014 Major Highlights (2/3)

OPERATIONAL (cont'd)

- **Cereals Europe**
  - Lacklustre environment for starch-based products
  - Start of benefits from lower cereals input costs in Q2, but margins remain under pressure
  - Further improvement in Lillebonne industrial performance
  - "Performance 2015" cost reduction and efficiency plan launched

- **Cereals International**
  - **Brazil:** Ramp-up of production at Palmital corn plant

H1 2013/2014 Major Highlights (3/3)

STRATEGIC

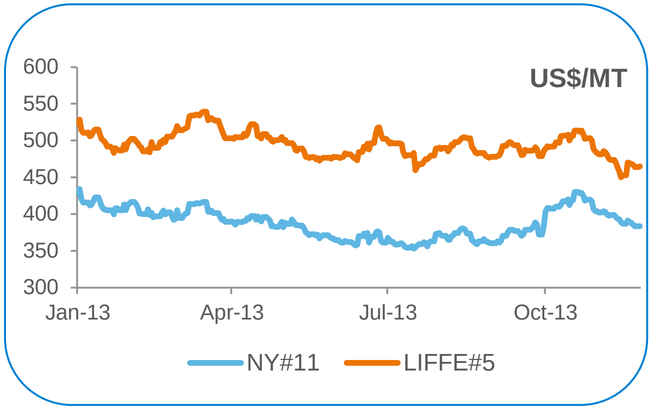
- **China – 2nd JV with Wilmar:** Formal approvals from Chinese authorities granted and acquisition of a 49% stake in Tieling (Northern China) completed on 8th November (for a consideration of c.25 M€)

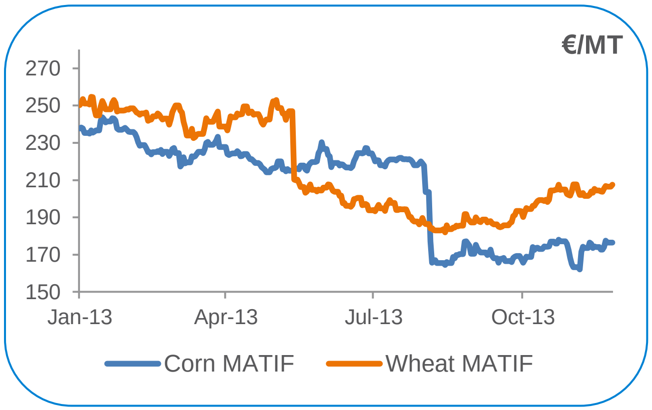
FINANCIAL

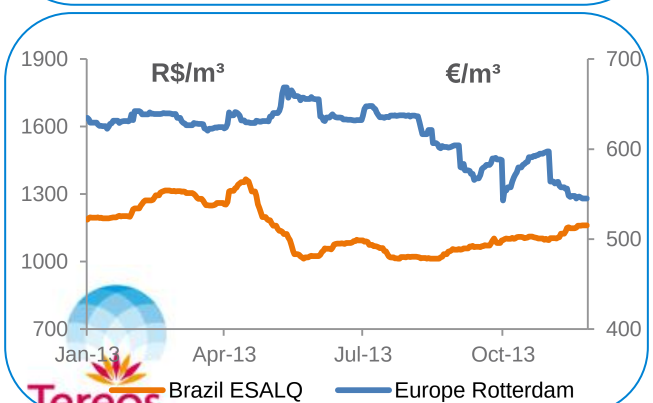
- **Guarani:**
  - Refinancing of 190 MUSD of export notes. 5-year duration at lower rates
  - 225 MR$ capital injection from Petrobras Biocombustivel in October 2013 as per agreement. Tereos Internacional stake now at 60.4%
- **Forex:** Depreciation of the Brazilian Real against the US Dollar (-9% on average s-on-s) and the Euro (-13.5% on average s-on-s)

Market Trends

Market Highlights







Source: Bloomberg

Sugar:

- Raw sugar prices (NY#11) reached 17.5 cents/lb at the end of Q2 13/14 (+9.4% since lowest level in H1) due to strong demand, weather concerns in C/S of Brazil and reversion of funds' position from net short to net long
- Weak economic conditions in Southern and Eastern Europe, poor weather in the Spring and 1.2Mt of additional volume of quota sugar (reclassification and imports) weighing on market balance and prices

Starch:

- Wheat prices decreased in H1, from an average of 222€/t in Q1 to an average of 189€/t in Q2, for the nearest future contract maturity
- Expectation of a bumper corn crop in the US on the back of strong yields led to a decrease in corn prices from 228€/t on 1st April to 168€/t on 30th September
- Wheat/Corn spread remain at historical highs

Ethanol:

- During H1, ethanol prices in Brazil have been falling steadily on the back of higher production level vs. last year (-12.2% for hydrous)
- In the US, latest EPA report shows a downward revision of incorporation rate for next year, by 17% vs. previously planned rate
- FOB Rotterdam T2 prices have dropped significantly reaching its lowest since March at 566 €/m³ on 12th September, on the back of a rebound in supply from US encouraged by declining corn prices

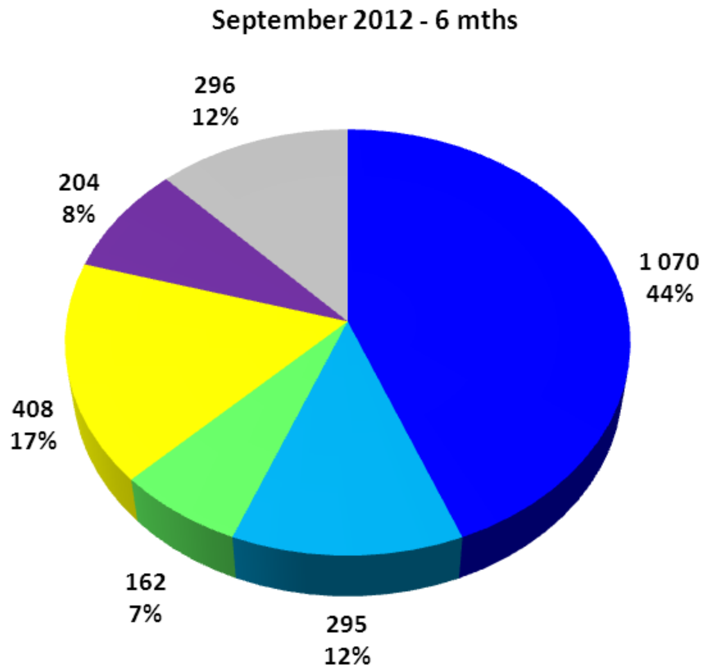
Half-Year Consolidated Results
Tereos Group

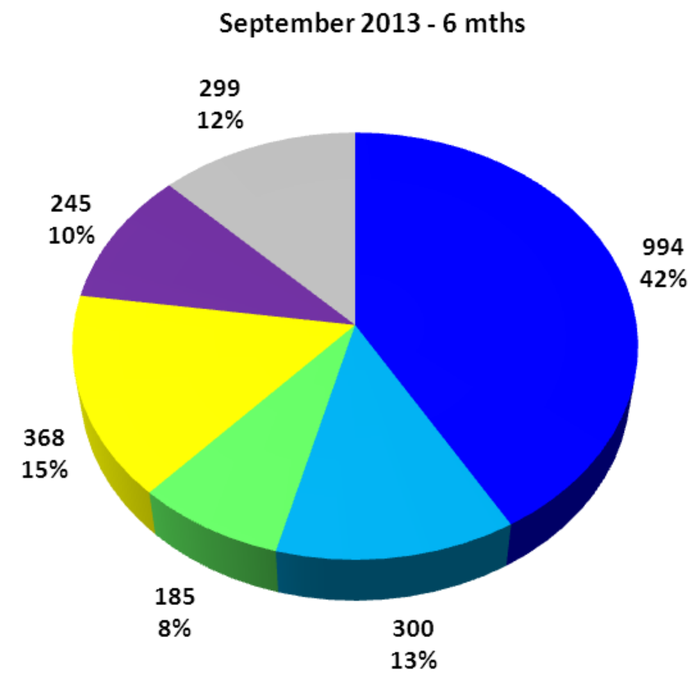
Profit and Loss

Tereos Group (in M€) 6 months	Sep12 6 months	Sep13 6 months	Variation [1] Sep13 x Sep12		Variation [1] Sep13cc x Sep12
Net Revenues	**2 435**	**2 392**	**-43**	***-1.8%***	**13**
Adjusted EBITDA (before price complements)	**371**	**351**	**-20**	***-5.4%***	**-4**
Margin	***15.2%***	***14.7%***			
EBIT (after price complements)	**208**	**191**	**-17**	***-8.2%***	**-15**
Margin	***8.5%***	***8.0%***			
Financial Results	-75	-72	3		
Corporate Income Taxes	-19	-12	8		
Share of profit of associates	21	6	-15		
Net Results	**135**	**114**	**-21**	***-15.4%***	**-23**

[1] Negative Forex impact on Net Revenues of -56 M€ and Adjusted EBITDA of -16 M€ for 6 months (Apr13-Sep13)

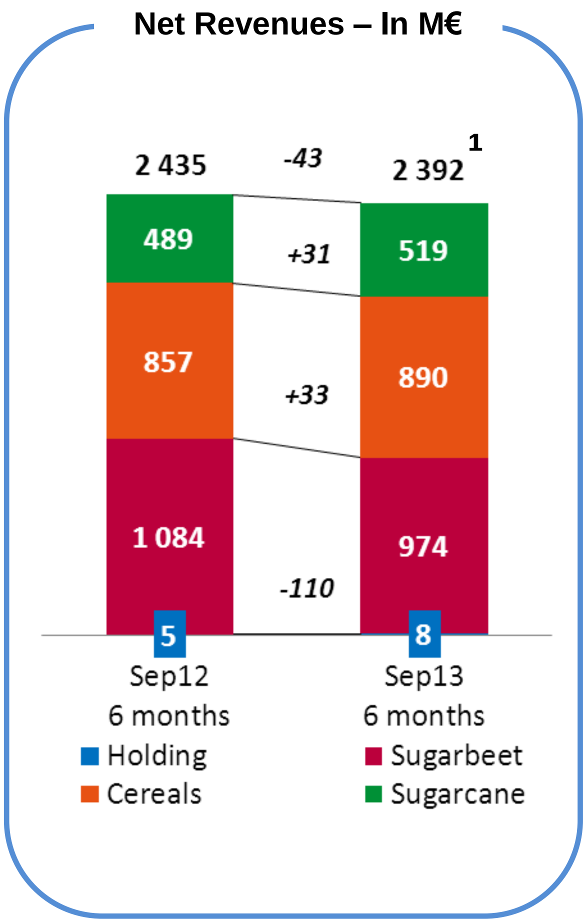
Net Revenues Evolution by Product – 6 months





- Sugar (sugarbeet, cane)
- Sweeteners (cereals)
- Starch and other derivatives (cereals)
- Alcohol / Ethanol (sugarbeet, cane, cereals)
- Co-products
- Other (including energy)

Net Revenues Evolution by Division – 6 months

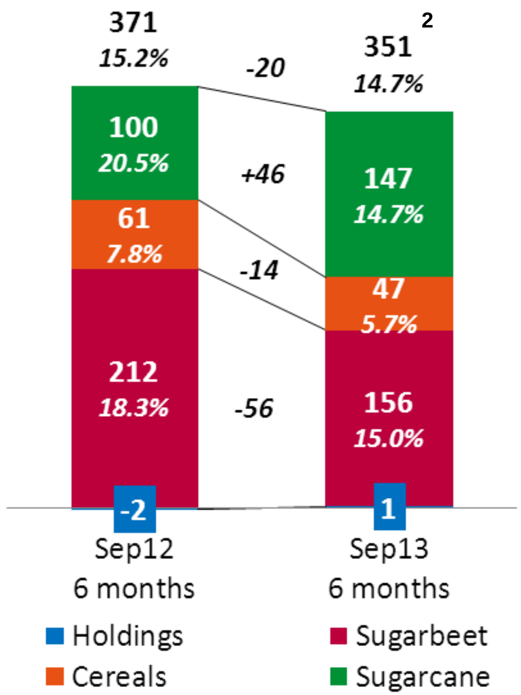


- **Sugarbeet:** Lower 2012 crop, weaker demand (economic conditions in Southern and Eastern Europe and wet Spring) and 1.2Mt of additional volume of quota sugar (reclassification and imports) impacting sales volumes (sugar and ethanol) and starting to weigh on sugar prices
- **Cereals:** Higher volumes and prices for starch & sweeteners and gluten, partly offset lower ethanol volumes (Lillebonne conversion, maintenance in September and lower trading)
- **Sugarcane:** +83 M€ at constant exchange rates. In Brazil, higher sugar and ethanol volumes, as well as electricity volume and prices, but negative impact of lower world sugar price

[1] At constant exchange rates, revenues variation amounts to +13 M€

Adjusted EBITDA Evolution by Division – 6 months

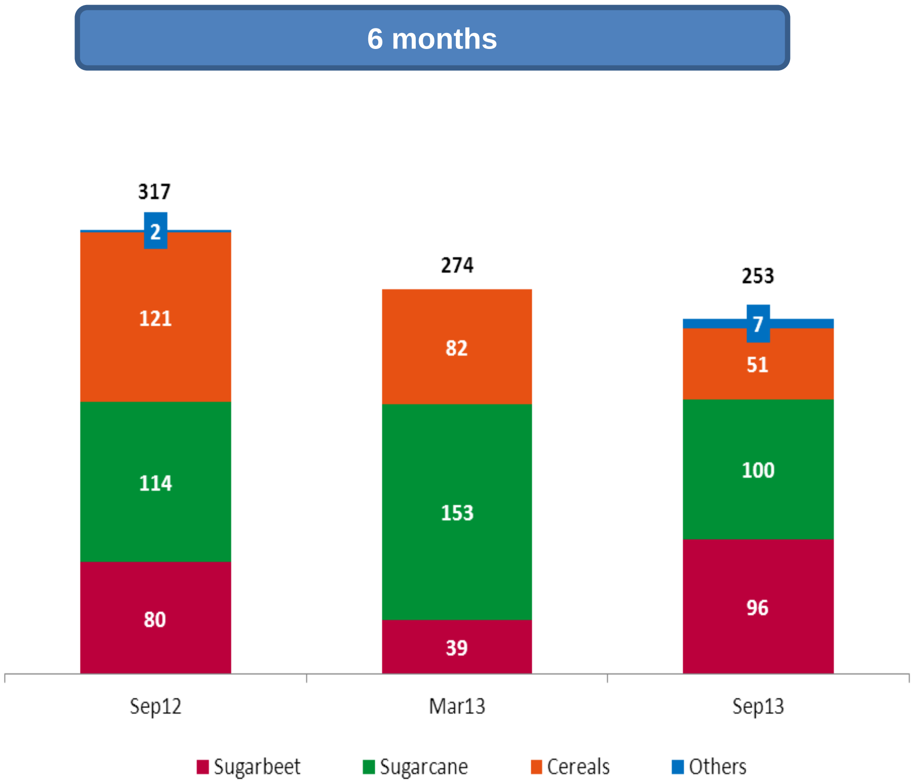
Adjusted EBITDA[1]– In M€



- **Sugarbeet:** Lower sugar and ethanol volumes sold and lower average prices for both sugar exports and alcohol
- **Cereals:** Positive impact of volumes (S&S and gluten), offset by lackluster economic conditions, which hampered our ability to rebuild margins, despite lower raw material costs, and take full benefit from latest investments
- **Sugarcane:** +62 M€ increase at constant exchange rates. High volume and cost dilution in Brazil, together with positive effect of higher electricity volumes and prices

[1] Before price complements
[2] At constant exchange rates, Adjusted EBITDA variation amounts to -4 M€

Multi-Year Investment Program in Brazil Nearing Completion



- c. 40% of maintenance capex (including replantation)
- **Cane**
  - 80% of multi-year capacity expansion and cogeneration plan completed in Brazil
- **Cereals**
  - Finalization of 1st phase of investments in Brazil corn starch facility
- **Sugarbeet**
  - Start of €150m multi-year energy consumption reduction investment program

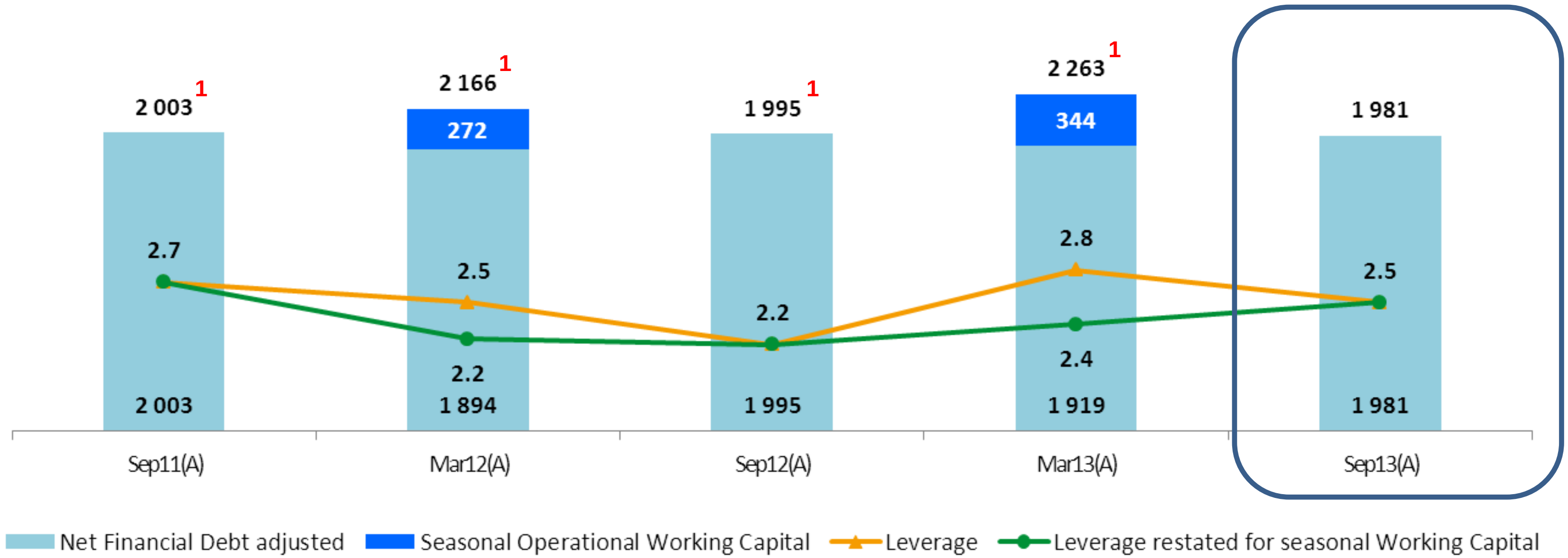
Free Cash Flow

Tereos Group (in M€) Net Debt Variation - 6 months	SEPT13 (6 months)	MAR13 (6 months)
Adjusted EBITDA	**351**	**434**
Other operating items	-11	0
Income taxes paid	-23	-33
Financial interests paid/received	-51	-53
Working capital variation	172	-262
Cash flow from operational activities	**438**	**86**
CAPEX	-253	-270
Financial assets	-14	-57
Disposal of assets	2	
Net Investments	***-265***	***-326***
Cash flow before Dividends and Capital Increase	**173**	**-240**
Dividends paid/received and price complements	26	-107
Capital increase	1	91
Free Cash-Flow	**200**	**-256**

Others (incl. Forex)	32	-12
Net Debt Variation	**232**	**-268**
Net Debt - opening incl. JVs	**-2 263**	**-1 995**
Net Debt - opening excl. JVs	**-2 212**	**-1 995**
Net Debt - closing	**-1 981**	**-2 263**

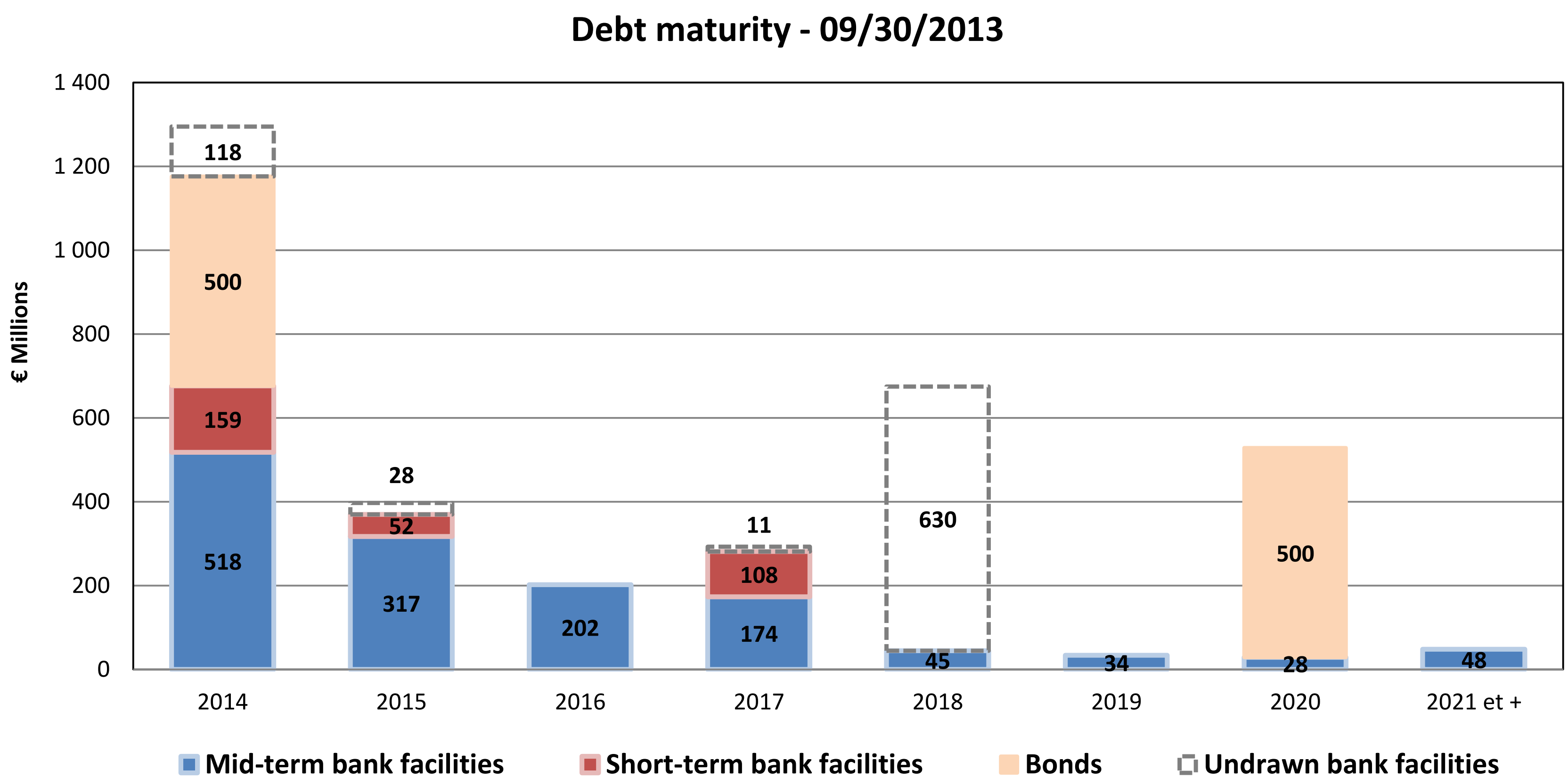
Net Debt and Leverage

In M€



[1] Reported figures with JVs consolidated under proportional consolidation

Satisfactory Maturity Profile and Liquidity Level



- Financial security of 1,489 M€ at the end of September 2013 (Undrawn bank lines: 787 M€, Cash and cash equivalent: 702 M€)

Group Ratings

	STANDARD & POOR'S	MOODY'S
Group Rating	BB+/Positive	Ba2/Stable
2020 Bond rating	BB+	Ba3
Last Change	From Neutral Outlook to Positive 02/25/2013	Upgrade 1 notch From Ba3 to Ba2 08/21/2012

Outlook

EU Sugar Regime (1/2)

- Decision in June 2013 by European bodies that current EU sugar regime will end in September 2017
  - No more sugar quotas in Europe for food end-markets
  - Isoglucose also liberalised
  - No more restrictions on export
  - No minimum beet price but contractual relationship with beet growers
- Import duties/quotas remain in place at the outskirt of Europe

- Tereos has been preparing for years to face those expected evolutions
  - Beet end-markets diversification
  - Cost competitiveness (agricultural/industrial)
  - Geographical and product diversification

EU Sugar Regime (2/2)

- Opportunities
  - Increase production
    - Available capacity and flexible industrial tools
    - Build on advantage of coop structure to secure beet volumes
  - Exploit potential for isoglucose (already 2nd producer in Europe)
  - Increase export

- Focus to remain on
  - Improvements in agricultural competitiveness
  - Improvements in industrial competitiveness including
    - Cost reduction and energy savings (150 M€ capex plan)
    - Saturation of production capacity through extension of campaign length
  - Strengthening of commercial capabilities to exploit export potential

Tereos Group Outlook

- **Sugarbeet**
  - **France**
    - Similar yield as previous campaign expected, at around 84t/ha
  - **Czech Republic and Romania**
    - Estimated yields at 69t/ha in the Czech Republic and 43t/ha in Romania
  - **Total beet production in Europe**
    - Expected at around 17.3Mt of which c.55% should be dedicated to quota sugar production and c.45% to out-of-quota, industrial applications and alcohol & ethanol

- **Sugarcane**
  - **Brazil**
    - Increased yield by 6t/ha to c.90t/ha. Total sugar cane volume at c. 20Mt (+10%) on full consolidated basis
    - Sharp increase in own electricity sales (x2 over last year)
    - Guarani 2015-2016 plan
  - **Africa/Indian Ocean**
    - Lower volume expected, 2.1Mt vs. 2.4Mt last year

- **Cereals**
  - **Europe**
    - Lower input prices than last year in Q3
    - Focus on “Performance 2015” plan
  - **Brazil**
    - Start of glucose sales planned end of Q3
  - **China**
    - Dongguan construction and diversification plan for Tieling

Appendices

Revenues by BUs

In M€	Sep12 6 months	Sep13 6 months	Variation Sep13 x Sep12
France	950	833	-118
Czech Rep.	134	111	-23
Romania	0	31	31
Total Sugarbeet	**1 084**	**974**	**-110**
Europe	853	882	29
Brazil	4	8	4
Total Cereals	**857**	**890**	**33**
Brazil	360	367	7
Mozambique	11	21	11
Indian Ocean	118	131	13
Total Sugarcane	**489**	**519**	**31**
Holdings	**5**	**8**	**3**
TOTAL	**2 435**	**2 392**	**-43**

Adjusted EBITDA by BUs

In M€	Sep12 6 months	Margin	Sep13 6 months	Margin	Variation Sep13 x Sep12
France	172	*18,1%*	124	*14,9%*	-48
Czech Rep.	39	*29,4%*	28	*25,0%*	-12
Romania	0	-	4	-	4
Total Sugarbeet	**212**	***19,5%***	**156**	***16,0%***	**-56**
Europe	64	*7,5%*	51	*5,8%*	-13
Brazil	-2	-	-3	-	-1
China	-1	-	-1	-	0
Total Cereals	**61**	***7,1%***	**47**	***5,3%***	**-14**
Brazil	76	*21,0%*	110	*29,9%*	34
Mozambique	-6	*-61,0%*	4	*18,4%*	10
Indian Ocean	31	*26,5%*	33	*25,4%*	2
Total Sugarcane	**100**	***20,5%***	**147**	***28,3%***	**46**
Holdings	**-2**	***-36,6%***	**1**	***13,0%***	**3**
TOTAL	**371**	***15,2%***	**351**	***14,7%***	**-20**

Preliminary Remark: Change in Accounting Rules

- Adoption of IFRS11 (Joint Arrangements): all joint ventures are no longer consolidated in Tereos Group's balance sheet, income statement and cash flow statement under proportional consolidation. JV's are now aggregated under the equity method, and the impact in the income statement will be limited to the share of profit in associates line

- For half-year results, the impact is presented below.

In M€	Sep12 6 months		Sep13 6 months	
	Equity Meth. (proforma)	Proport. Cons. (published)	Equity Meth. (for publication)	Proport. Cons. (for information)
Net Revenues	2,435	2,482	2,392	2,434
Adjusted EBITDA	371	385	31	363
%	*15.2%*	*15.5%*	*14.7%*	*14.9%*
Net Debt	1,959	1,995	1,981	2,036
Leverage		2.2x	2.5x	2.6x

JVs : Sedalcol France, Sedalcol UK, Sedalcol EU, Sedamyl, Sedamyl Services, Uniglad, Magnolia, Dongguan and Vertente