

Conference Call

1st quarter 2020/21
8 July 2020

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Dr Stephan Meeder, CFO

Highlights

- **Market and political environment**

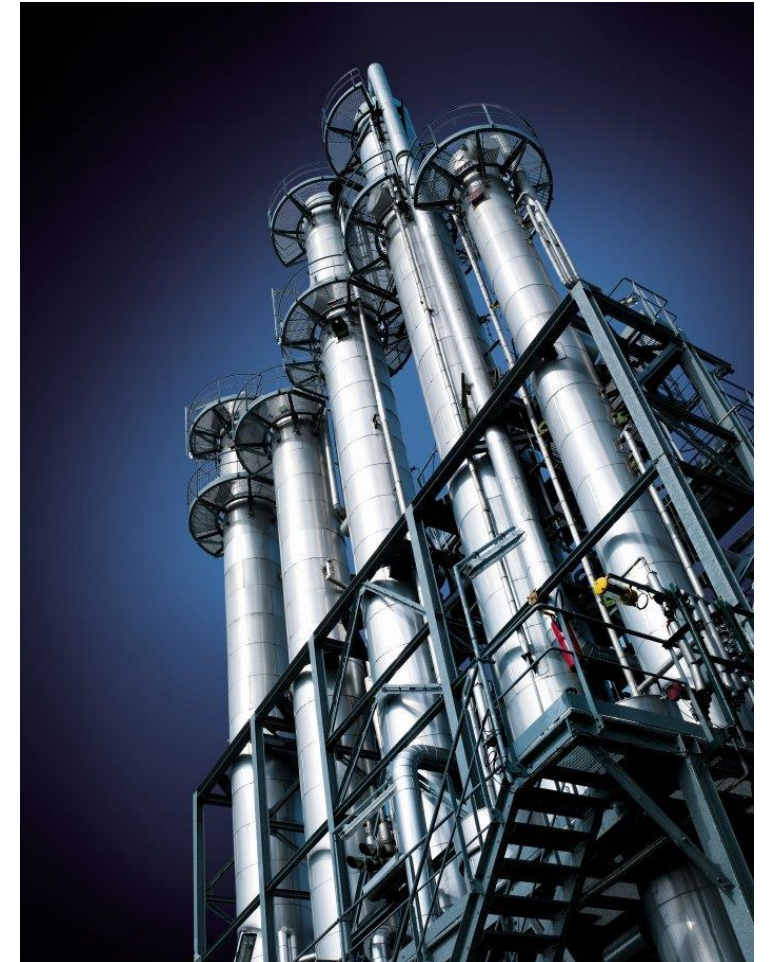
- Climate protection in Germany and the EU
- Development of market volume and prices

- **Development of CropEnergies Group**

- Stable production – higher investments

- **Financials 1st quarter 2020/21**

- Start of year better than expected (Corona): op. profit € 8 (15) mn
- Outlook for FY 2020/21 below previous record year



More climate protection for Germany & Europe



■ EU targets in transport 2020

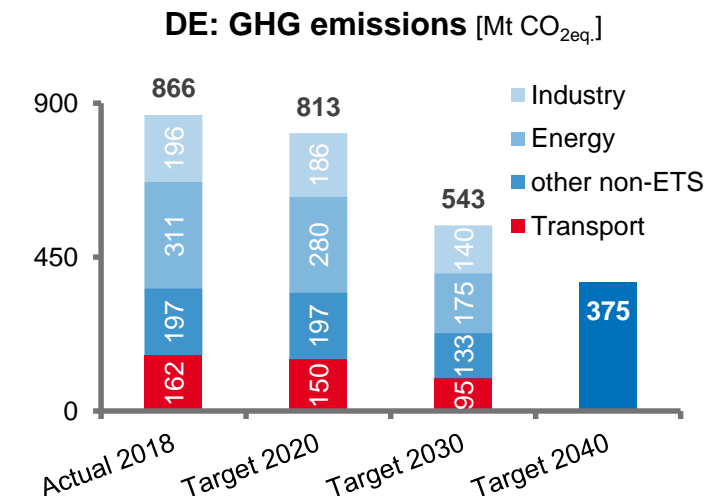
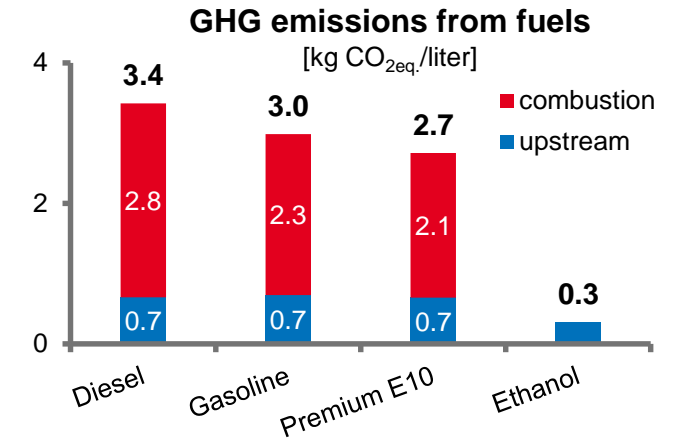
- GHG emissions in fuels -6%; 10% renewables

■ EU: on the way to climate neutrality in 2050

- Currently: 40% less GHG – thereof non-ETS (e.g. transport): -30%
- “Green Deal”: EU climate target 2030 to be increased to at least -50% GHG
- RED II 2030: mandatory higher share of renewables, min. 14% in transport

■ DE: climate protection law & trading of CO₂ emissions from fuels

- Legal GHG limit in transport: 95 (150) Mt CO_{2eq.} 2030 (2020)
- CO₂ pricing of fossil fuels: from € 25 /t (2021) to € 55 /t (2025)



Market development: volumes

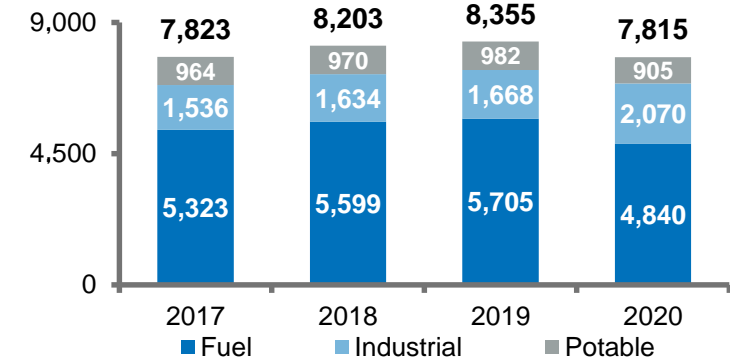
■ Ethanol market in the EU27 & UK in 2020 (in million m³)

- Consumption: 7.8 -6% (4.8 fuel | 3.0 non-fuel)
- Production: 7.2 -4% (4.7 fuel | 2.5 non-fuel)
- Corona crisis 2020: fuel drops, disinfectants (industrial) increase

■ Mobility and modal split change due to Corona

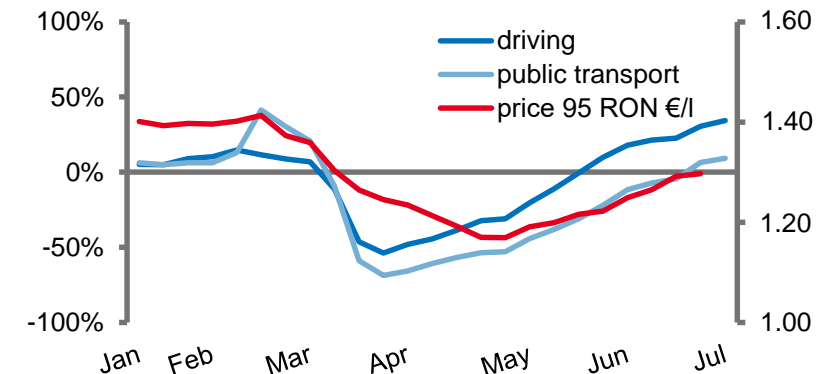
- Sharp drop in mobility and in fuel consumption mid of March
- Petrol consumption decreased in April in Germany by almost 35%
- Increase of mobility in May and June with higher use of cars

EU27 & UK: ethanol sales [1,000 m³]



Source: F.O. Licht (2020)

Germany mobility data* 2020



Source: Apple, EU Commission (2020)

* number of requests made to Apple Maps for directions, data sets compared to reflect changes in volume of people driving, etc.

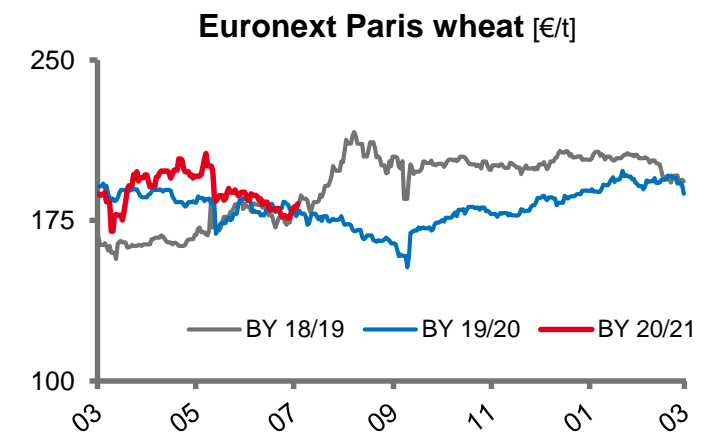
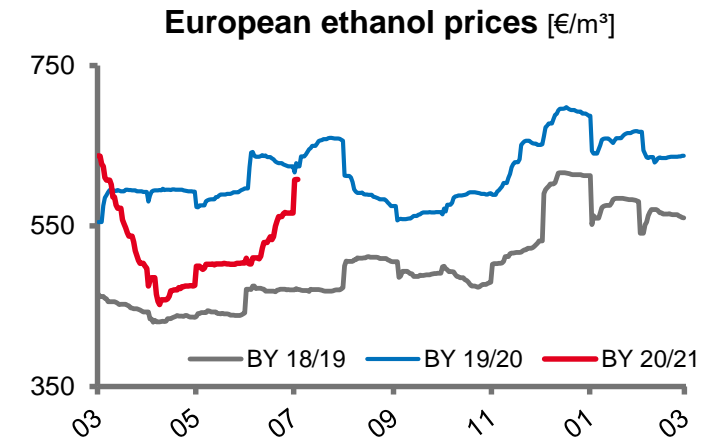
Market development: prices

■ Ethanol prices in Q1

- High volatility due to Corona
- Historic low in March: crude oil negative, ethanol € 350 /m³
- Average*: € 490 (595) /m³
- As per 30 June 2020: approx. € 570 /m³

■ Feedstock markets 2020/21

- Grain prices **: € 190 (185) /t
- EU27 grain harvest: 287 Mt (-2%) exceeds consumption of 260 Mt



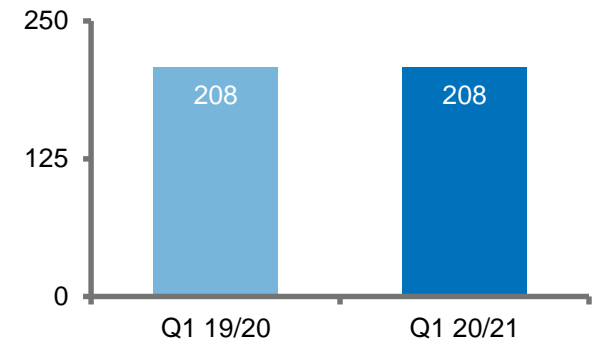
* T2 FOB Rdam, rounded ** Wheat (Euronext), next expiry *** all varieties, except rice

Developments in the CropEnergies Group

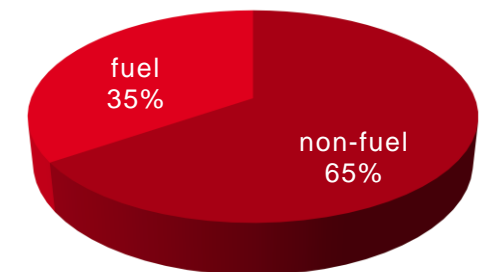


- **Q1: Ethanol production 208 (208),000 m³ (+/- 0%)**
 - Lockdown-delay of BioWanze compensated by other CE factories
- **Our strategy: bio-based products for a climate friendly world**
 - Climate change remains challenge: GHG targets remain in place
 - Climate protection “Made in Europe”
- **Short-term focus: optimisation of our sites**
 - Diversification of feedstock flexibility and expansion of feed production
 - Extension of cooperation for CO₂ liquefaction
- **Mid-term: diversification under investigation**
 - R&D process innovation, alternative feedstocks
 - R&D renewable chemicals, portfolio expansion/growth

Ethanol Production [1,000 m³]



Product mix Q1 20/21
[by weight of dry matter]



Note: non-fuel includes protein-rich food and feed, neutral alcohol, liquefied CO₂

Overview 1st quarter 2020/21



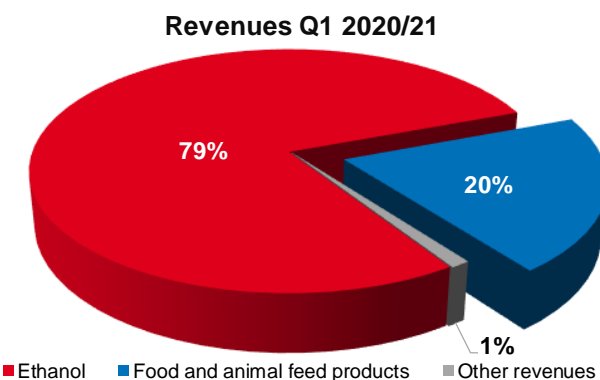
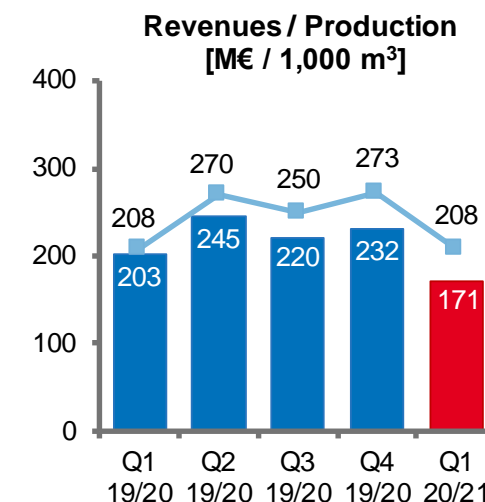
■ Ethanol production	208 (208) ,000 m ³	-
■ Revenues	€ 170.7 (202.7) million	- 16%
■ EBITDA	€ 18.2 (25.8) million	- € 8 million
■ Operating profit	€ 8.1 (15.2) million	- € 7 million
■ Net earnings	€ 7.9 (10.6) million	- € 3 million
■ Net financial assets (vs. 29 Feb. 2020)	€ 130.2 (107.3) million	+ € 23 million

Revenues

(in € million)	Q1 20/21	Q1 19/20	Δ
Revenues	170.7	202.7	- 16%
EBITDA*	18.2	25.8	- 29%
Margin	10.7%	12.7%	-
Depreciation*	-10.1	-10.7	+ 5%
Operating profit	8.1	15.2	- 46%

*without restructuring costs and special items

- Revenues decreased by 16% to € 170.7 (202.7) million
 - Reduced sales and trading volumes
 - Lower sales prices for both fuel ethanol and food and animal feed products
- Ethanol production constant at 208 (208) ,000 m³
 - Production volumes constant yoy despite delay in restarting after maintenance in Wanze due to lockdown restrictions in Belgium
 - Significant increase in the production of neutral alcohol at Zeitz and Loon Plage

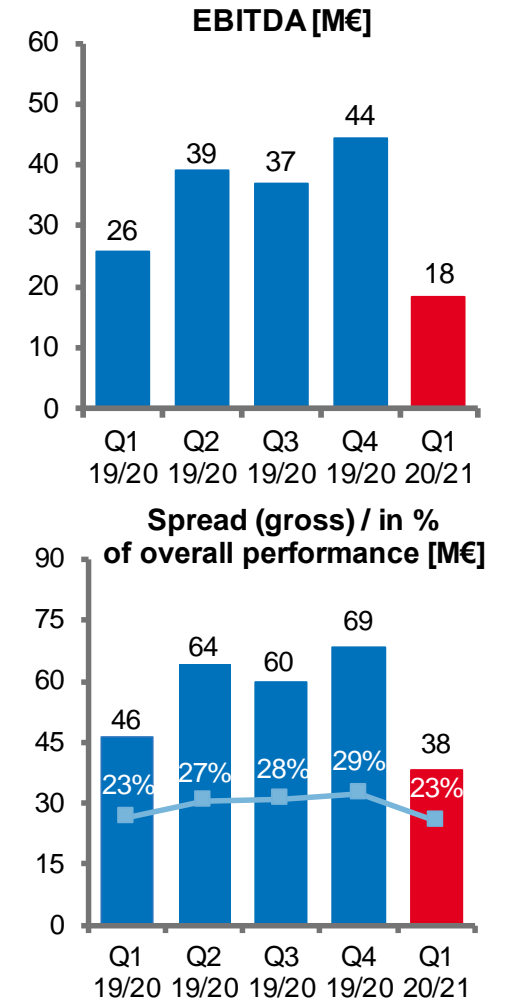


EBITDA

(in € million)	Q1 20/21	Q1 19/20	Δ
Revenues	170.7	202.7	- 16%
Overall performance	169.6	197.8	- 14%
Cost of materials*	-131.3	-151.6	+ 13%
Spread (gross)	38.3	46.2	- 17%
<i>in % of overall performance</i>	22.6%	23.4%	-
Further operating expenses/income*	-20.1	-20.4	+ 1%
EBITDA*	18.2	25.8	- 29%

*without restructuring costs and special items

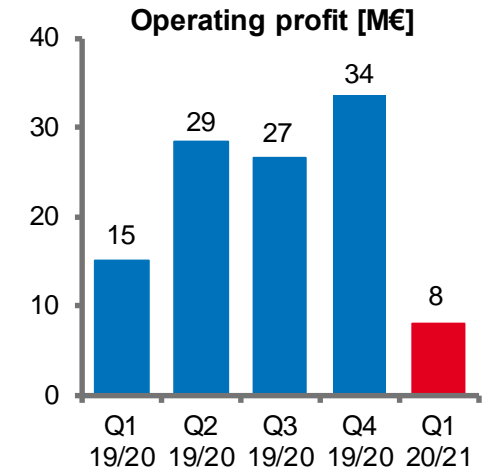
- EBITDA declining despite lower raw material prices mainly due to lower sales volumes
- Gross margin slightly decreased to 22.6 (23.4)%



Operating profit

(in € million)	Q1 20/21	Q1 19/20	Δ
Revenues	170.7	202.7	- 16%
EBITDA*	18.2	25.8	- 29%
<i>Margin</i>	10.7%	12.7%	-
Depreciation*	-10.1	-10.7	+ 5%
Operating profit	8.1	15.2	- 46%
<i>Margin</i>	4.8%	7.5%	-

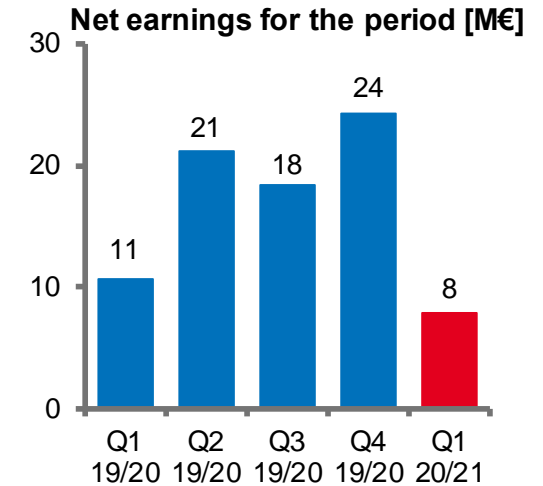
*without restructuring costs and special items



- Depreciation slightly reduced
- Operating profit better than expected at € 8.1 (15.2) million
 - Operating margin decreased to 4.8 (7.5)%

Net earnings for the period

(in € million)	Q1 20/21	Q1 19/20	Δ
Operating profit	8.1	15.2	- 46%
Restructuring costs / special items	0.0	0.0	-
At equity result	0.1	-0.1	-
Income from operations	8.2	15.1	- 46%
Financial result	2.3	-0.1	-
Earnings before income taxes	10.5	15.0	- 30%
Taxes on income	-2.6	-4.3	+ 39%
Net earnings for the period	7.9	10.6	- 26%



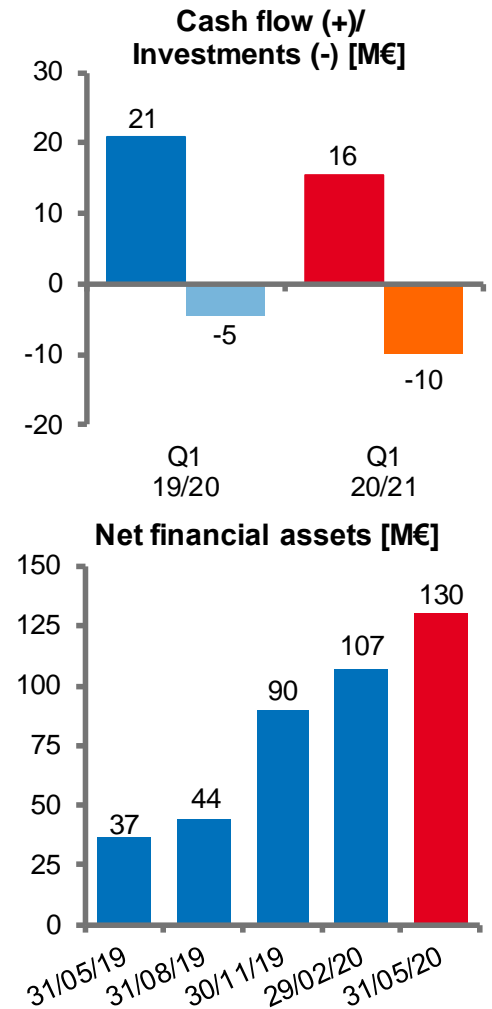
- Financial result supported by unrealised currency effects
- Tax rate decreased to 25 (29)%

Cash flow

(in € million)	Q1 20/21	Q1 19/20	Δ
Cash flow	15.5	20.8	- 5.3
Change in net working capital	18.5	-6.0	+ 24.5
Net cash flow from operating activities	34.0	14.8	+ 19.2
Investments in property, plant et al.	-10.1	-4.5	- 5.6
Payments into current financial investments	-16.9	0.0	- 16.9
Cash flow from investing activities	-26.9	-4.6	- 22.3
Cash flow from financing activities	-0.9	4.5	- 5.4
Exchange rate changes	-0.1	0.3	- 0.4
Change in cash and cash equivalents	6.1	15.1	- 9.0

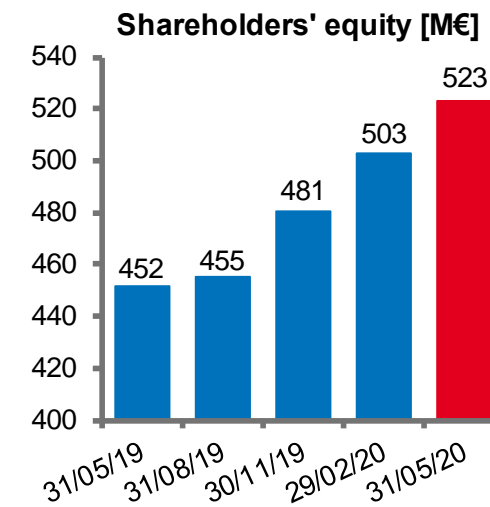
	31/05/2020	31/05/2019	Δ
Net financial assets	130.2	36.5	+ 93.7

- Based on a lower EBITDA cash flow declined by € 5 million to € 15.5 (20.8) million
- Net financial assets rose to € 130.2 (36.5) million



Balance sheet structure

(in € million)	31/05/2020	31/05/2019	Δ
Assets			
Non-current assets	382.8	385.6	- 2.8
Current assets	313.1	226.7	+ 86.4
Total assets	695.8	612.3	+ 83.5
Liabilities			
Shareholders' equity	522.9	452.0	+ 70.9
Non-current liabilities	65.3	55.7	+ 9.6
Current liabilities	107.6	104.6	+ 3.0
Total liabilities and equity	695.8	612.3	+ 83.5
Capital Employed	430.2	464.7	- 34.5
ROCE	8%	13%	-
Net financial assets	130.2	36.5	+ 93.7
Equity ratio	75%	74%	-



- Solid balance sheet structure with equity ratio of 75%

Outlook 2020/21

- Start to the 2020/21 financial year has been better than expected
- CropEnergies continues to expect revenues and operating profit to decline significantly in the 2020/21 financial year as a result of the corona pandemic
- Improvement in the 2nd quarter compared with the 1st expected, as the operating and mobility restrictions mandated since mid-March 2020 have been eased in more and more countries in the past few weeks
- Due to the uncertainty about the further course of the corona pandemic, the earnings forecast for the 2020/21 financial year will be specified in more detail over the course of the financial year

Financial Calendar

8 July 2020:	Statement for the 1 st quarter of 2020/21
14 July 2020:	Annual General Meeting 2020 (virtual)
7 October 2020:	Report for the 1 st half of 2020/21
13 January 2021:	Statement for the 1 st -3 rd quarter of 2020/21
19 May 2021:	Annual report and press and analysts' conference financial year 2020/21

Stock Information

ISIN:	DE000A0LAUP1
Symbol:	CE2
Bloomberg / Reuters:	CE2 GY / CE2G.DE
Transparency standard:	Prime Standard

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Thank you!