

Ktg fully relies on sustainable farming

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CORPORATE NEWS

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KTG Group strongly expands its marketing activities through LEH

- Positive signals from LEH: 'From the field to the plate' meets consumers' demand for sustainable food of identifiable origin
- KTG to focus on organic farming and regional products in the long term

Hamburg, 21 January 2013. Over the past two years, [KTG Agrar AG](#), one of the leading agricultural companies in Europe, has focused on extending its value chain to the consumer and refining its products. Besides fresh produce such as potatoes, onions, carrots and organic milk, the company has so far offered conventional and organic frozen food. In the context of a strategic expansion of the organic segment, the KTG Group will now add grain products such as flour, muesli and oat flakes to its product range. KTG will concentrate all its marketing activities in BZ Foods SE, which will form an independent business unit. For this purpose, Bio-Zentrale Naturprodukte GmbH, a leading distributor of organic food, will be placed under the umbrella of BZ Foods SE. 'With BZ Foods SE, we are setting another milestone, as we continue to extend our sales of sustainably produced regional products from the field to the plate,' says Dr. Hubertus Fleßner, CEO of BZ Foods SE.

The KTG Group has been the pioneer of large-scale organic farming and currently manages about 15,000 hectares. Going forward, the company will continue to fully rely on sustainable farming. 'No other agricultural company in Western Europe produces more organic agricultural products from a single source than KTG. For two decades, we have attached top priority to growing diverse crops such as organic grain, organic rapeseed, organic lupines and organic beans and to maintaining lush organic meadows,' says Ulf Hammerich, [KTG Agrar AG](#)'s Board member in charge of the farming segment. The combined expertise of KTG, an experienced producer of organic food, and Bio-Zentrale, a competent long-standing partner to the retail sector, will greatly expand the availability and sales of organic foods, especially of German origin. 'In KTG we have found an excellent long-term partner, together with whom we will pave the way for a healthy diet based on high-quality products from controlled cultivation across all stages of the value chain,' says Stefan Lipgens, Managing Director of Bio-Zentrale Naturprodukte GmbH.

'The additional sales revenues of about 50 million euros generated by Bio-Zentrale will clearly strengthen our market position and allow us to continue our dynamic activities in the market,' says Dr. Hubertus Fleßner.

About KTG Agrar

With cultivable land of more than 35,000 hectares, [KTG Agrar AG](#) (ISIN: DE000A0DN1J4) is one of the leading producers of agricultural commodities in Europe. As an integrated supplier, the company produces agricultural commodities and renewable energy and food. The Hamburg-based company's core area of expertise is the organic and traditional cultivation of market products such as cereals, maize and rapeseed. For organic market products KTG Agrar is the European market leader. The company mainly produces in Germany but has also operated production in the EU member state of Lithuania since 2005. The company's third mainstay is the production of bio-energy. At present, KTG Agrar operates biogas plants with a total capacity of around 30 megawatts. As a result of the takeover of Frenzel Tiefkühlkost in 2011, KTG has expanded the value chain by the production of food. In the year 2011, KTG achieved a total output of EUR 112,1 million and EBIT of EUR 15,0 million. Since November 2007 the company is listed on

the Frankfurt Stock Exchange and has currently about 600 employees. Further information can be found at www.ktg-agrar.de.

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