

# KTG Agrar AG signs contracts worth several million euros at Anuga food fair

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- Regional produce is scarce and in high demand
- Food retailers place orders in excess of EUR 10 million with Frenzel Tiefkühlkost
- Manschnow plant increases the production capacity
- Presentation of new 'Die Landwirte' brand

**Hamburg, 14 October 2013** - Regional food products are in high demand - this is the positive conclusion drawn by [KTG Agrar AG](#) (ISIN: DE000A0DN1J4), one of Europe's leading agricultural companies, after the Anuga show in Cologne, the world-leading food fair. During the five-day event, some 6,600 exhibitors and over 150,000 visitors turned the city on the Rhine into the capital of the food industry. One of the great trend themes of this year's event were German regional specialties. KTG Agrar caters to this trend with the high-quality products of its 'Frenzel Tiefkühlkost' and 'Bio-Zentrale' brands. On the occasion of the Anuga fair, the company also introduced the new 'Die Landwirte' brand, which offers regional products from 18 farms of the KTG Group such as muesli, vegetable oils, stir fries and flours.

'We not only held many exciting talks but also signed several major contracts,' said Siegfried Hofreiter, CEO of [KTG Agrar AG](#). Several leading German food retailers have ordered additional food products - mainly frozen vegetables and potato specialties - worth approx. EUR 12 million from Frenzel Tiefkühlkost for the 2013/2014 season.

To process the additional regional produce, Frenzel Tiefkühlkost has rented another plant in Manschnow, east of Berlin, and secured a purchase option. Says Siegfried Hofreiter: 'We are very pleased that Frenzel Tiefkühlkost has performed so well since the 2011 takeover and has excellent growth prospects.' The frozen food specialist from Ringleben not only provided the trade visitors with an overview over its range of approx. 200 products, but also presented numerous new products such as the 'Herzhafte Duett', cabbage roulades with potato dumplings. The meat and the cabbage are produced regionally and taste like home-made. The new cream spinach from Frenzel contains 0% milk and is lactose, gluten and cholesterol-free, making it the ideal choice not only for vegans and people suffering from lactose intolerance. Other new additions to the product range are 'Rustika' carrots in honey/ginger sauce and frozen pancakes for toasting.

## An integrated concept from the field to the plate

The Anuga fair has confirmed that KTG Agrar has chosen the right time to extend its value chain from the cultivation of organic and conventional food crops - for which the company cultivates some 40,100 hectares in east Germany and Lithuania - to the production of food such as fresh packed vegetables, frozen products and convenience food. KTG Agrar plans to increase its sales revenues in the Food segment to clearly in excess of EUR 100 million over the next two to three years.

## About KTG Agrar

With cultivable land of more than 40,000 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. As a result of the takeover of Frenzel Tiefkühlkost and Biozentrale Naturprodukte, KTG has expanded the value chain by

the production of food. In the year 2012, KTG achieved a total output of EUR 168 million and EBIT of EUR 29.5 million. Since November 2007 the company is listed on the Frankfurt Stock Exchange and had 591 employees at year end 2012. Further information can be found at [www.ktg-agrar.de](http://www.ktg-agrar.de).

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