

# KTG Agrar SE's food operations make buoyant start to 2016

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- BIOFACH, 10-13 February, Nuremberg; INTERNORGA, 11-16 March, Hamburg
- "From field to plate" strategy provides powerful USP
- KTG products occupy 50 kilometres of shelf and freezer space in German retail sector

Hamburg, 9 February 2016. KTG Foods, the foods arm of [KTG Agrar SE](#) (ISIN: DE000A0DN1J4), is making a confident start to the year 2016. "We are set to continue the dynamic growth curve achieved in the food area over the past two years and have our sights firmly on the EUR 150 million mark in terms of sales," says Siegfried Hofreiter, CEO of [KTG Agrar SE](#). Our innovative products will be bringing a breath of fresh air to retailers' shelves. Superfoods, vegan and online retailing are just three of the exciting trends which we are determined to capitalise on." To start the year, KTG Foods, which serves as the umbrella company for Frenzel Tiefkühlkost, Bio-Zentrale Naturprodukte, Ölmühle Naturoel Anklam, the Linthe Frischdienst and "Die Landwirte" brand will exhibit at the BIOFACH and INTERNORGA trade fairs.

When BIOFACH, the organic food industry's world-leading event, opens its doors on 10 February, the sector is looking at excellent prospects, with the boom in organic foods going from strength to strength in Germany and beyond. Retailers across the board - from farm shops and organic grocers to supermarkets - report growing demand for organic products. Being one of the largest growers of organic produce in Europe, KTG Agrar is bound to benefit from this trend. The agricultural company has farmed approximately half of its fields organically since 1994. In addition, KTG has a branded presence on supermarket shelves through Bio-Zentrale, which will once again be featured at a dedicated stand at BIOFACH. This year, too, will see an impressive array of new product launches. The line-up will be led by a superfood cereal bar with Chia seeds to be offered in three varieties. Moreover, another two varieties will be added to the successful range of vegetable crisps in order to consolidate its strong position in this segment. Bio-Zentrale products are carried by numerous leading retailers. At the same time, online availability is being pushed ahead; consumers can now also order these products on Amazon ([www.amazon.de/bio-zentrale](http://www.amazon.de/bio-zentrale))?.

Siegfried Hofreiter comments: "While 'organic' is not automatically synonymous with 'regional', consumers increasingly expect to be able to identify the origin of organically produced food when buying their daily groceries. Our »from field to plate« strategy offers these consumers an added bonus."

»From field to plate« is also the motto for KTG Agrar's conventionally grown products. In recent years the company has made inroads into an exciting new segment - KTG now supplies frozen food and muesli products to restaurants and commercial kitchens. To further establish its position as a supplier in this segment, KTG will for the first time exhibit at INTERNORGA in Hamburg (11-16 March).

Extended value chain supports stable margins

KTG's ability to process its produce at its own food production plants provides a buffer against price volatility in agricultural commodities. While potatoes, carrots, onions and non-GMO soybeans are processed into tasty frozen food products, grain provides the basis for healthy muesli and granola varieties. Considerable capital expenditure has gone into building this business model but these investments are now paying off handsomely in the current environment characterised by low commodities prices, helping to keep the company's margins at a healthy level on a sustained basis.

## About KTG Agrar SE

With cultivable land of over 45,000 hectares, [KTG Agrar SE](#) (ISIN: DE000A0DN1J4) is one of the leading producers of agricultural commodities in Europe. As an integrated supplier, the company produces agricultural commodities, 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, potatoes, soy and rapeseed. KTG Agrar is the European market leader in organic market products. The company mainly produces in Germany but since 2005 also in the EU member states of Lithuania and Rumania. [KTG Agrar SE](#) has been expanding the value chain since 2011 and added food production to its business portfolio. The brands

Frenzel Tiefkühlkost, Bio-Zentrale Naturprodukte, Ölmühle Naturoel Anklam and Die Landwirte are under the umbrella of KTG Foods SE. Since 2015 the KTG Group is maintaining a sales office in Shanghai. In the year 2014, [KTG Agrar SE](#) achieved a total output of EUR 297.7 million and an EBIT of EUR 37.1 million. The company has been listed on the Frankfurt Stock Exchange since November 2007 and employed more than 1,000 staff at year end 2014. Further information can be found on the company's website at [www.ktg.ag](http://www.ktg.ag).

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