

The logo for Verbio, featuring the word "Verbio" in a bold, italicized, green sans-serif font.

Biofuel and Technology

The background is a solid green color with two large, white, abstract shapes that resemble stylized leaves or petals. One shape is on the left, and another is on the right, both pointing towards the center.

**Analysts' conference
Financial Year 2014/2015
VERBIO Vereinigte BioEnergie AG**

Claus Sauter (CEO)

Leipzig, September 23rd, 2015

Disclaimer

This presentation contains forward-looking information, which is based on assumptions and estimates of the company management of VERBIO Vereinigte BioEnergie AG. Even though company management believes that these assumptions and estimates are correct, the actual future development and actual future results can deviate substantially from these assumptions and estimates due to many factors. For example, these factors can include alteration of the economic situation, legal and regulatory constraints in Germany and the EU, and changes in the industry. VERBIO assumes no liability and provides no warranty that future developments and actual future results will agree with the assumptions and estimates expressed in this presentation.

Content

- 1 Market conditions
- 2 Business performance VERBIO group FY 2014/2015
- 3 Segment biodiesel
- 4 Segment bioethanol
- 5 Outlook FY 2015/2016



Verbio

Biofuel and Technology

**Market
conditions**

1.1 Legal framework RED

Amendment of the Renewable Energy Directive (RED)



On 14th April 2015 the Environment Committee of the European Parliament accepted the following proposal presented by the EU Council and EU commission:

- 1st generation biofuels are to be limited to a quota of max. 7% energetically
- Voluntary sub-quota for 2nd generation biofuels amounting to 0.5%
- Double counting on quota of selected biofuels (biodiesel made from fryer fat or animal fat).
- No binding iluc factor, just reporting requirement
- Option of continuing beyond 2020 kept open
- **Resolution published in the Official Journal of the on 15th September 2015.**

- Compromise to be evaluated positively.
- **Uncertainty beyond 2020 and voluntary sub-quota of 0.5% for 2nd generation biofuels do not boost investments in advanced biofuels.**
- Urgently needed reliable, clear and ambitious targets for the transport sector being accomplished with the use of biofuels.

1.2 Legal framework GHG quota



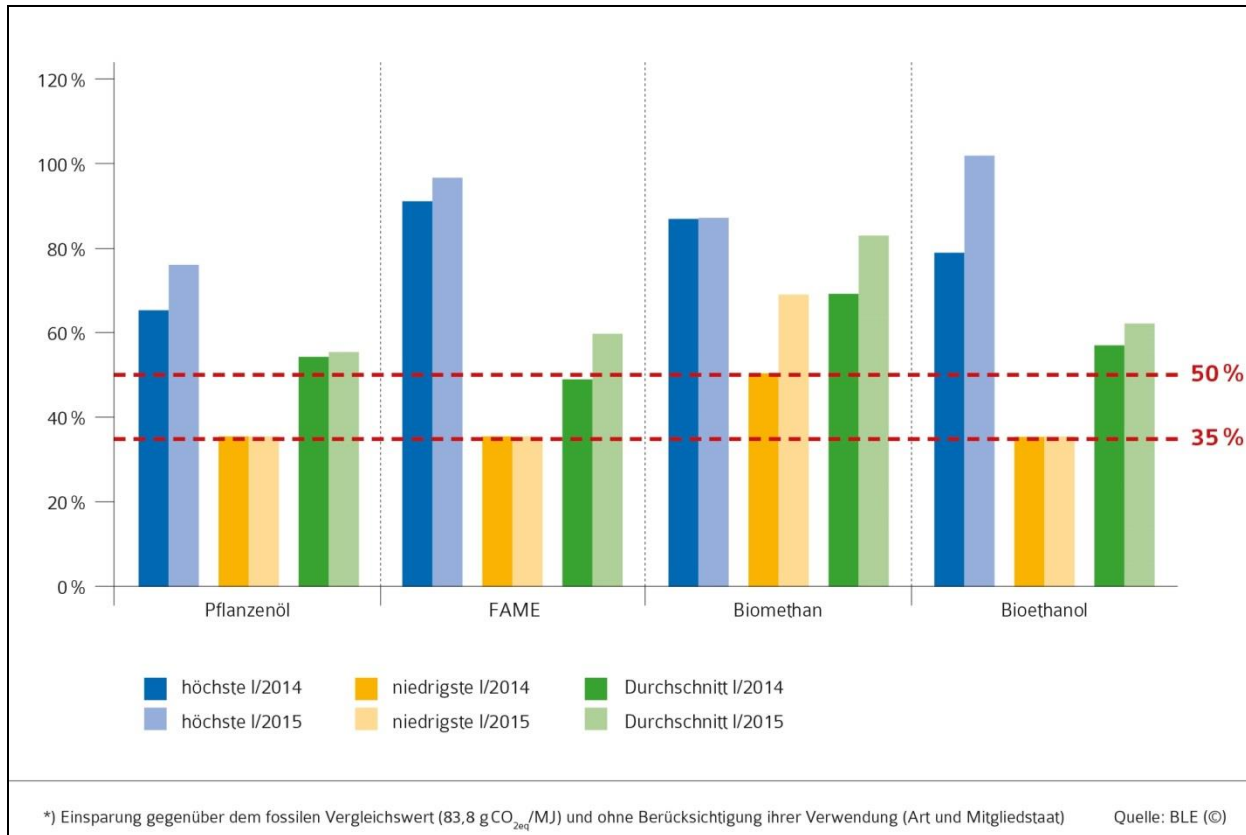
Introduction of GHG quota in Germany

GHG quota having been in force in Germany since 1st January 2015

- Quota developing from **3.5%** to **4%** in 2017 further to **6%** in 2020
- The higher GHG reduction against the legally set fossil base value of 83.8 kg CO₂eq/gigajoule, the higher fulfilment of the quota.
- The higher GHG reduction potential, the less biofuel the obligated party needs to fulfil the respective quota (see following slide).
- Calculations of GHG emissions from farming and production process are complicated and hardly to be controlled.
- No uniform international standard for calculation of GHG emissions defined.

- Legal framework valid until 2020 basically to be evaluated positively.
- We expect GHG reduction quota of biofuels to be further improved causing slightly decreasing market volume for biofuels in 2016.
- GHG quota of 6% set for 2020 (which means an increase by 50% against 2019) is impossible to be fulfilled without a binding sub-quota for advanced biofuels.

1.3 GHG-Saving Biofuels (pursuant to public database Nabisy*)



- Substantially higher GHG-Savings of Biofuels than expected.
- Peak values of Biodiesel **above 90%** and Bioethanol **above 100%**
- Within Q1 2015 at least 5% less Biodiesel / Bioethanol blended to archive Quota set.

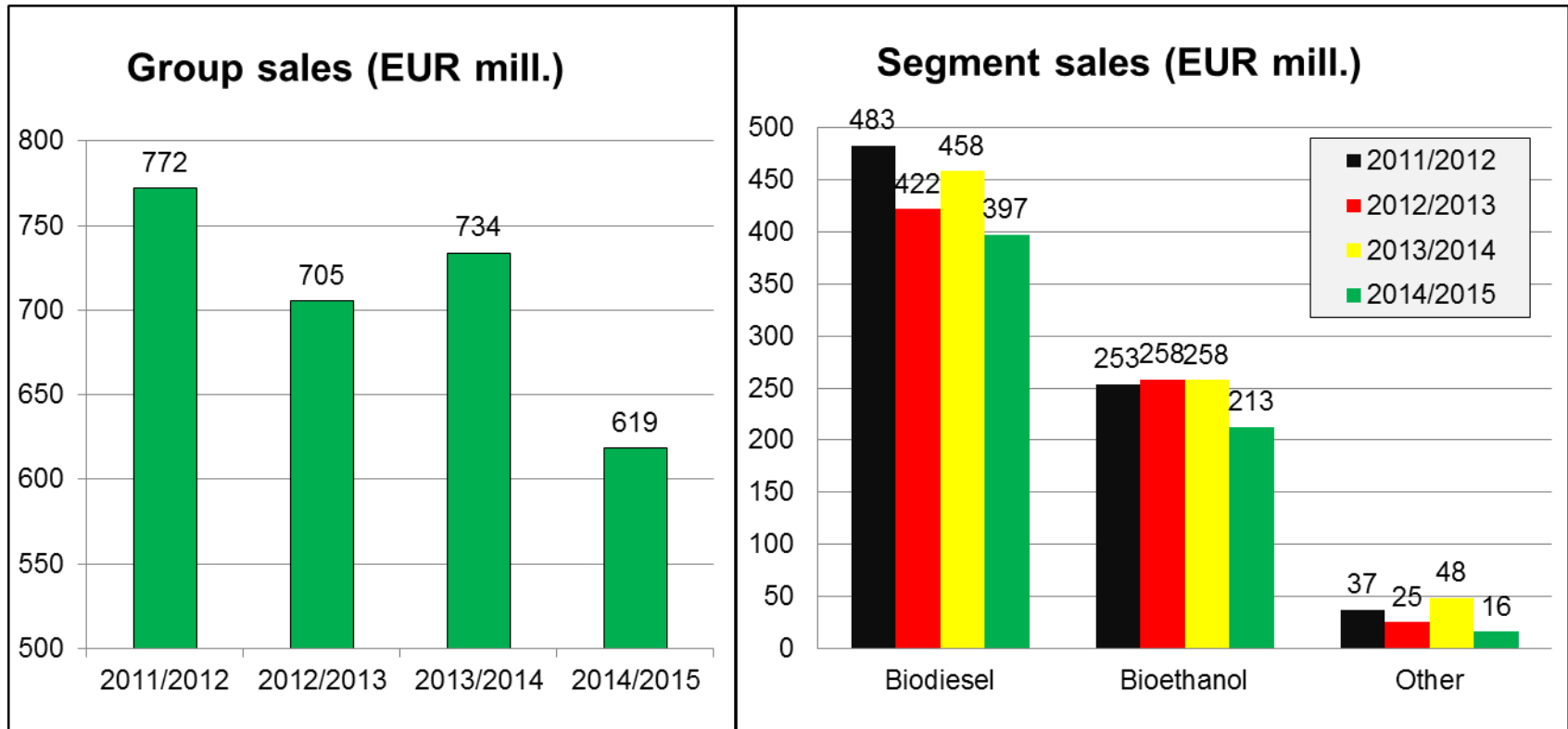
A large, stylized number '2' is positioned on the left side of the slide. The number is white and set against a green background. The top of the '2' is cut off by the top edge of the slide. The number has a thick, rounded stroke.

Verbio

Biofuel and Technology

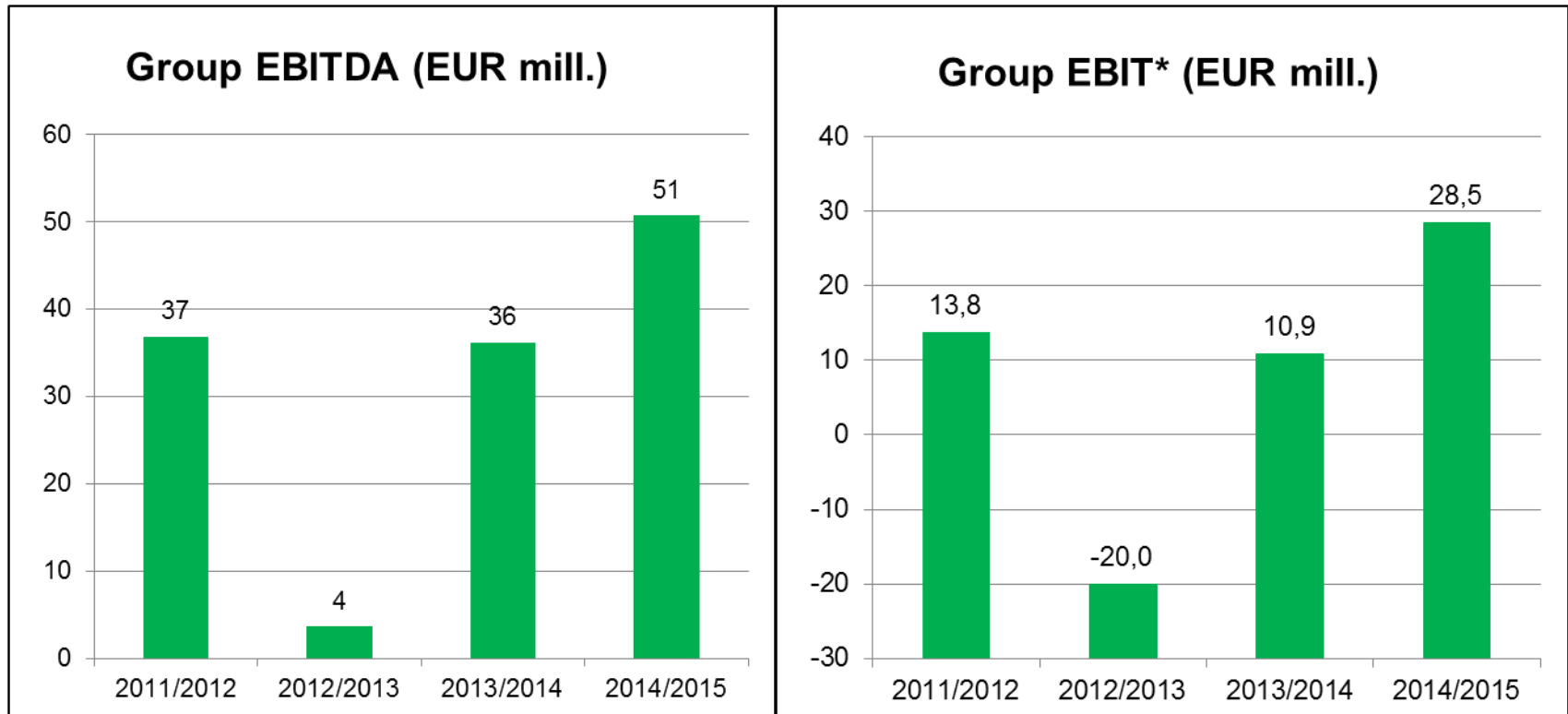
**Business performance
VERBIO group
FY 2014/2015**

2.1 Group sales (divisions to be continued)



- 2014/15: Decreasing sales caused by lower sales prices against higher production and reduction of trade in fossil/biogenic fuels EUR 22.0 mill. (LY: EUR 107.5 mill.)
- Trading in fossil fuels discontinued. Trading in biofuels is aimed to improve margin.

2.2 Development EBITDA and EBIT (divisions to be continued)



* 2012/2013 excluding depreciation and reduction of relationship capital

- Results 2012/2013 characterised by low capacity utilisation in combination with distortive effects from biodiesel imports (from Argentina/Indonesia).
- Increase in 2014/2015 reflects the full impact of the changes in business strategy made in 2013.

2.3 Key financials

EUR mill.	30.06.2015	30.06.2014	change
Production (mt)	690.970	627.885	10,0%
Sales	618,5	733,8	-15,7%
EBITDA	50,7	36,2	40,1%
EBIT	28,5	10,9	161,5%
EPS (EUR/share)*	0,43	0,08	437,5%
Equity ratio (%)	70,8	60,6	
Operating Cash Flow**	46,6	76,4	EUR -29,8 mill.
Liquid funds	26,7	24,3	EUR 2,4 mill.
Net Cash	7,8	-23,1	EUR 30,9 mill.

* EPS: affected by actual income tax revenues and deferred taxes.

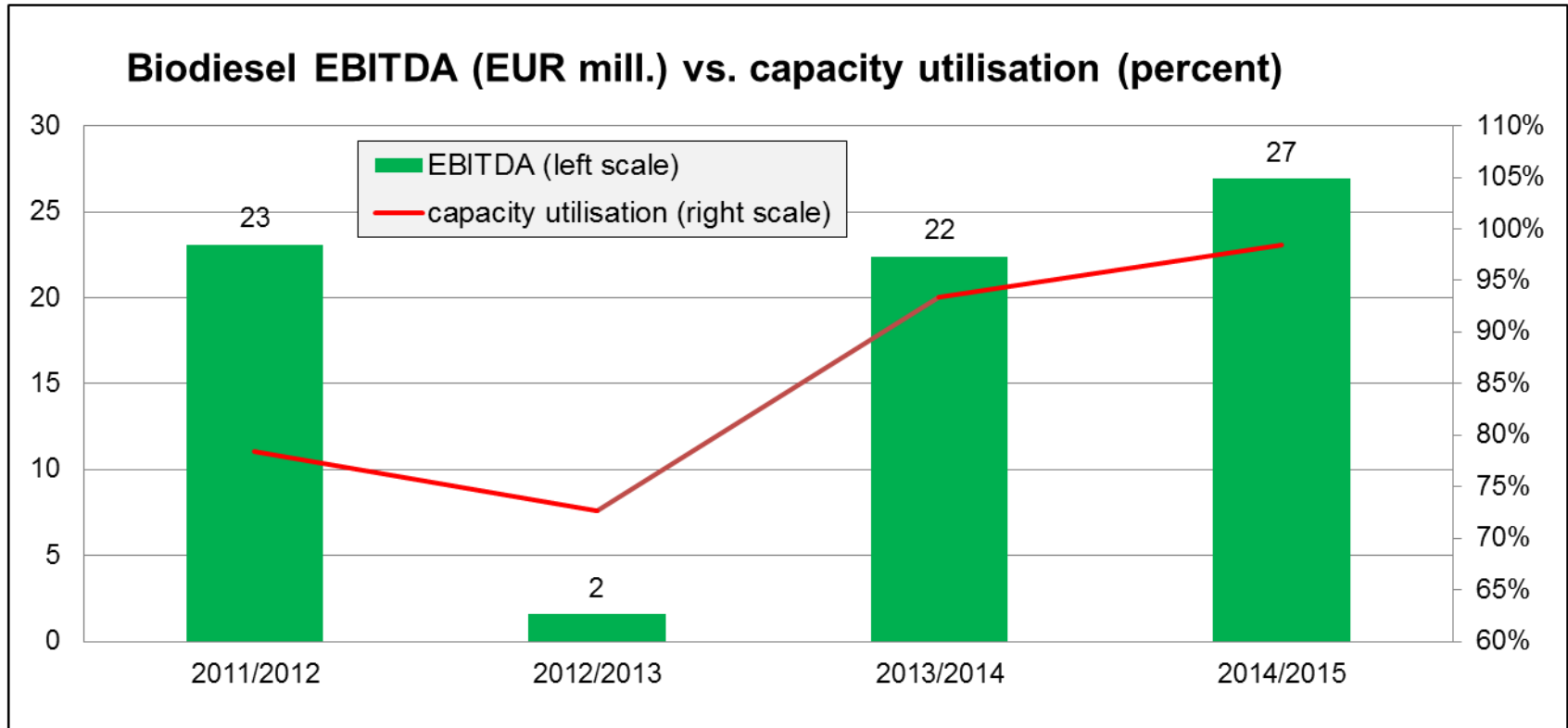
** OCF: previous year influenced by winding up asset of Märka GmbH.

Verbio

Biofuel and Technology

**Segment
biodiesel**

3.1 EBITDA and capacity utilisation



- Increased EBITDA in FY 2014/2015 mainly due to further improvement of efficiency and higher capacity utilisation (2014/2015: 98.4 %).
- Highest output of production since IPO in 2006 amounting to 442,867 metric tons.

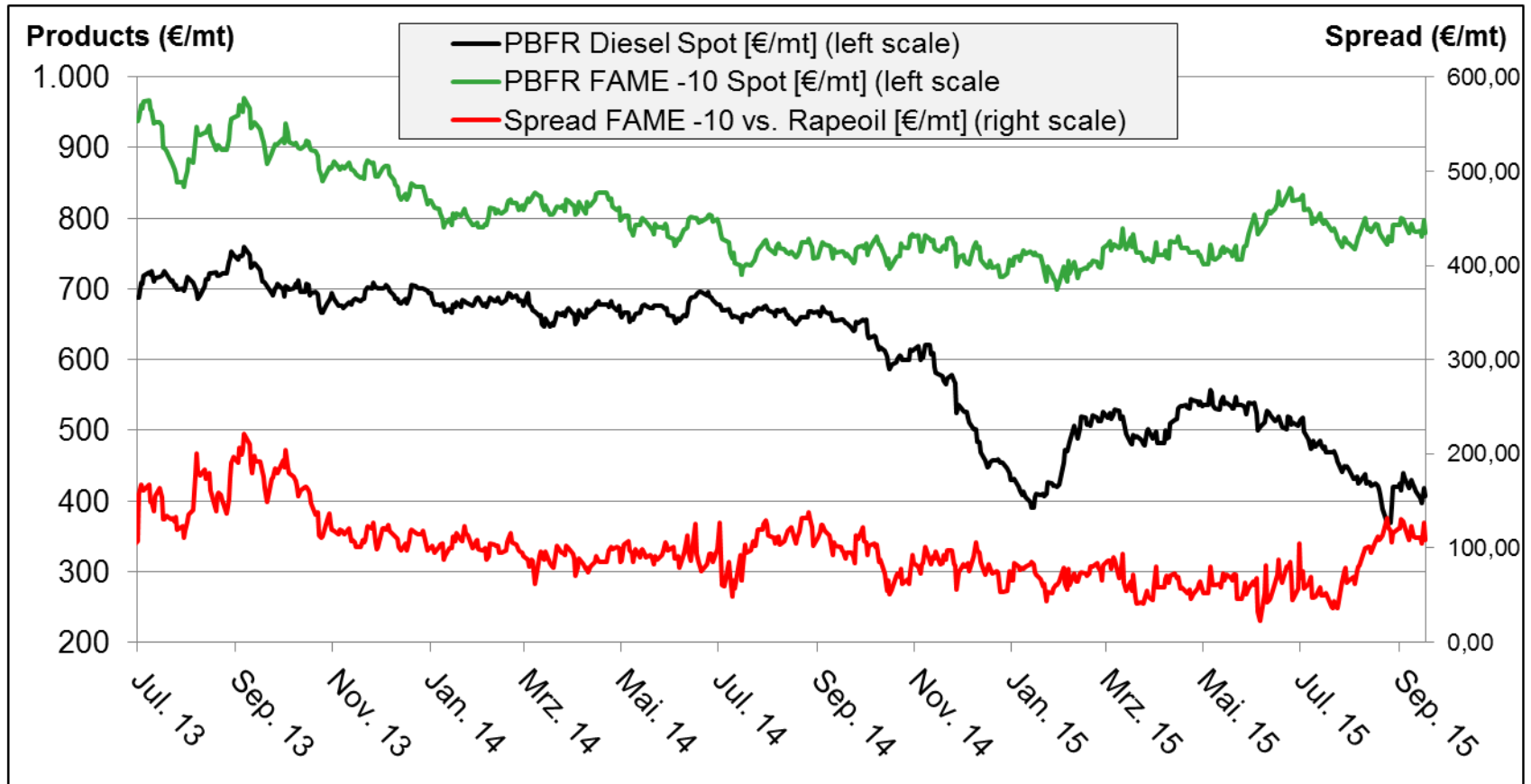
3. Segment biodiesel

3.2 Key figures segment biodiesel

EUR mill.	2014/2015	2013/2014	change
Production (mt)	442.867	420.315	5,4%
Utilisation (percent)	98,4	93,4	
Sales	397	458,2	-13,4%
Gross margin	43,6	38,1	14,4%
EBITDA	26,9	22,4	20,1%
EBIT	21,7	17,3	25,4%

- Comparably stable margins in FY 2014/2015 .
- Investments amounting to EUR 6.0 mill. (LY: EUR 2.3 mill.) predominant share allocated to completion of sterol plant at VERBIO Diesel Bitterfeld.
- Margins expected to remain stable in 1st HY 2015/2016.

3.3 Market price trends biodiesel, rapeseed oil and diesel



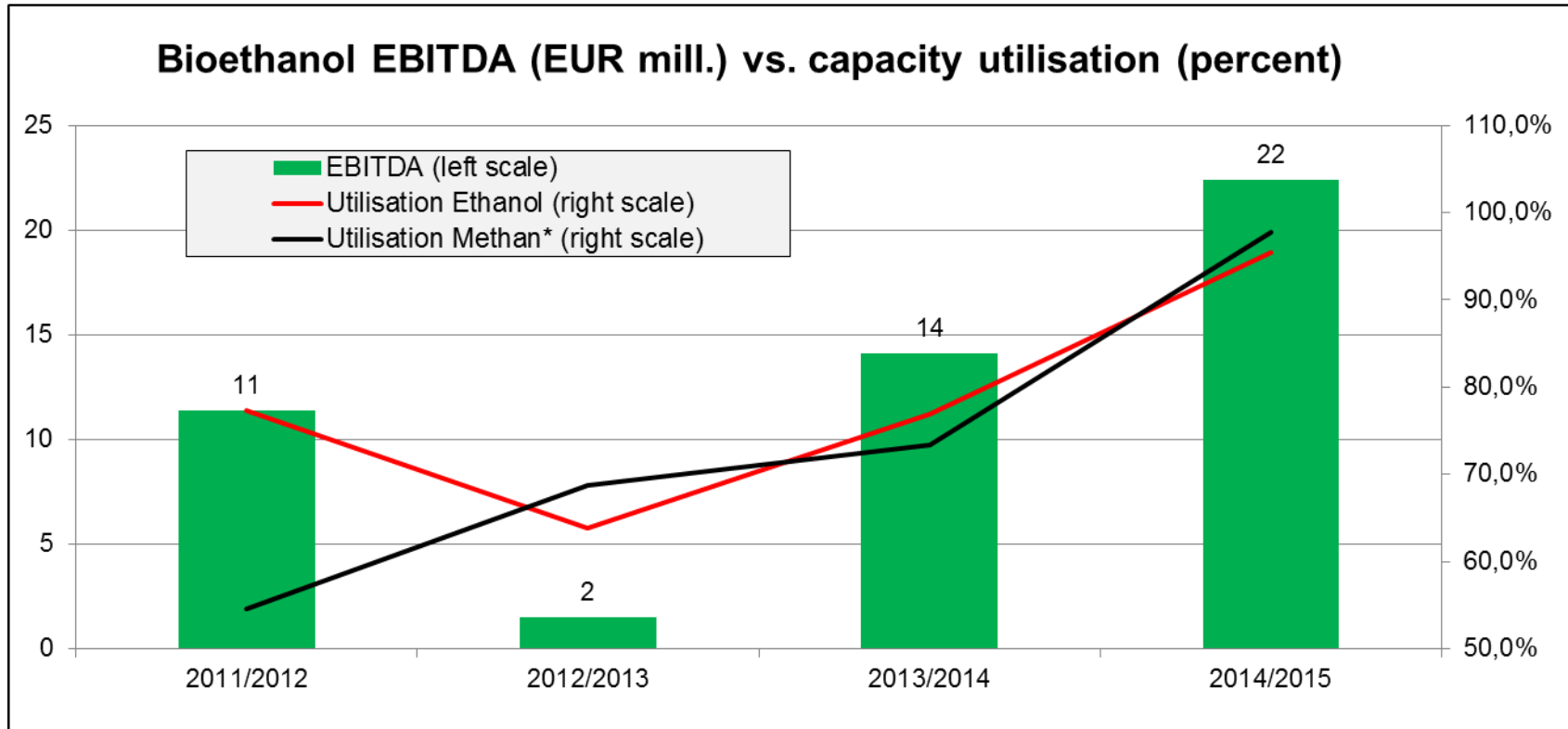
- Production margin largely stable within the last 18 months.
- Biodiesel price has only partial correlation with fossil diesel.

Verbio

Biofuel and Technology

**Segment
bioethanol**

4.1 EBITDA and capacity utilisation



* Based on capacity of 480 GWh p.a.

- Increased EBITDA mainly due to higher capacity utilisation and reduced costs of production.
- Steady increase in production to 248,103 mt bioethanol respectively 469.2 GWh biomethane in FY 2014/2015 (= highest production volume since IPO)

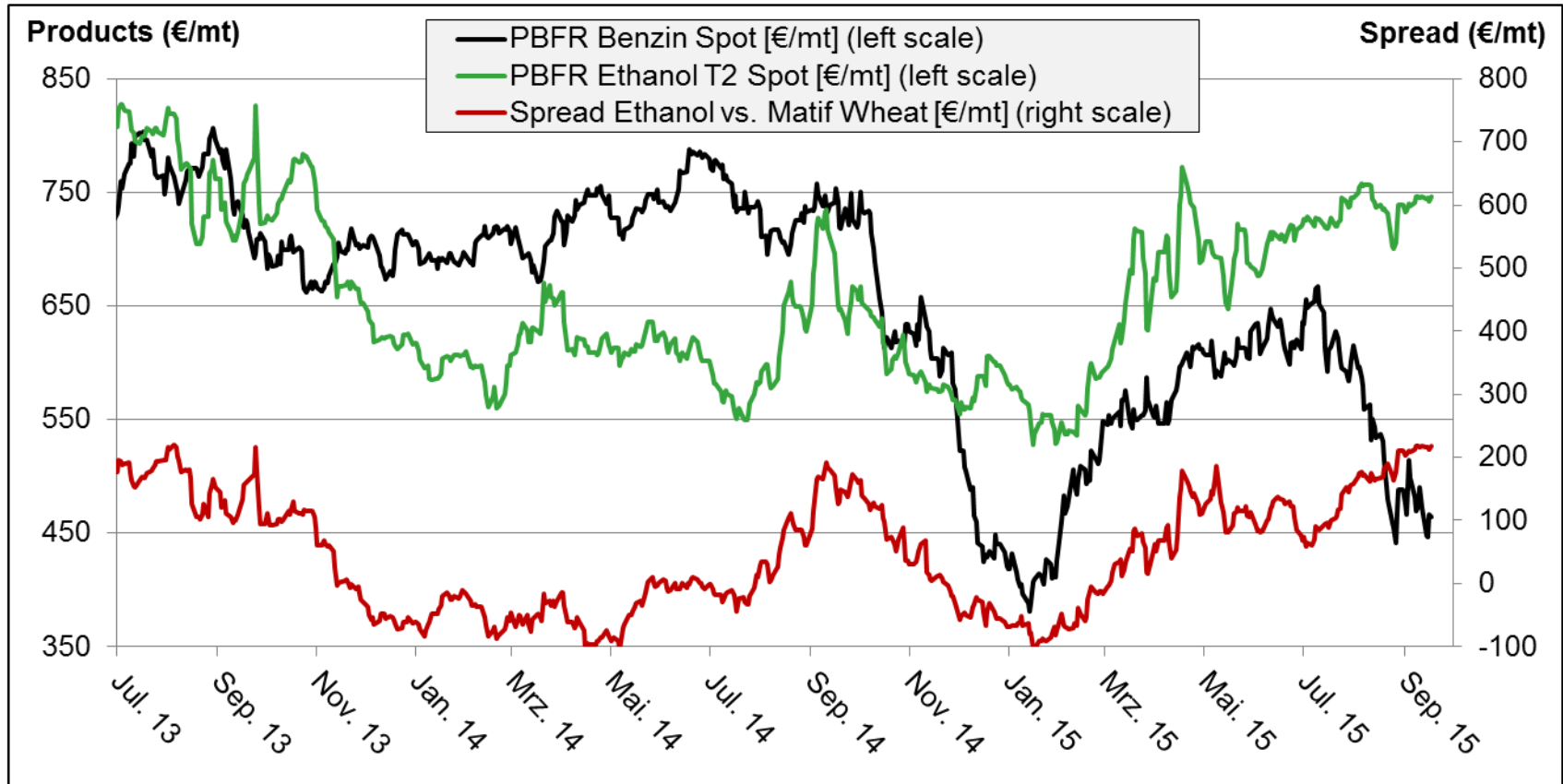
4. Segment bioethanol

4.2 Key figures segment bioethanol

EUR mill.	2014/2015	2013/2014	change
Production (mt)	248.103	207.570	19,5%
Utilisation (percent)	95,4	76,9	
Production (GWh)	469,2	322,9	45,3%
Utilisation (percent)	97,7	73,4	
Sales	212,9	257,8	-17,4%
Grossmargin	44,0	31,1	41,5%
EBITDA	22,4	14,1	58,9%
EBIT	6,3	-0,4	

- Comparatively stable raw material prices against volatile ethanol prices in the course of the FY.
- Investments amounting to EUR 7.0 mill. (LY: EUR 3.9 mill.) predominant share allocated to upgrading biomethane production.
- Satisfactory margins expected in 1st HY 2015/2016.

4.3 Market price trends of gasoline, bioethanol and wheat



- After a temporary low at the beginning of 2015 bioethanol margins substantial increased.
- Satisfactory spot margins against low forward margins due to backwardation for quoted ethanol prices based on PLATTS T2.

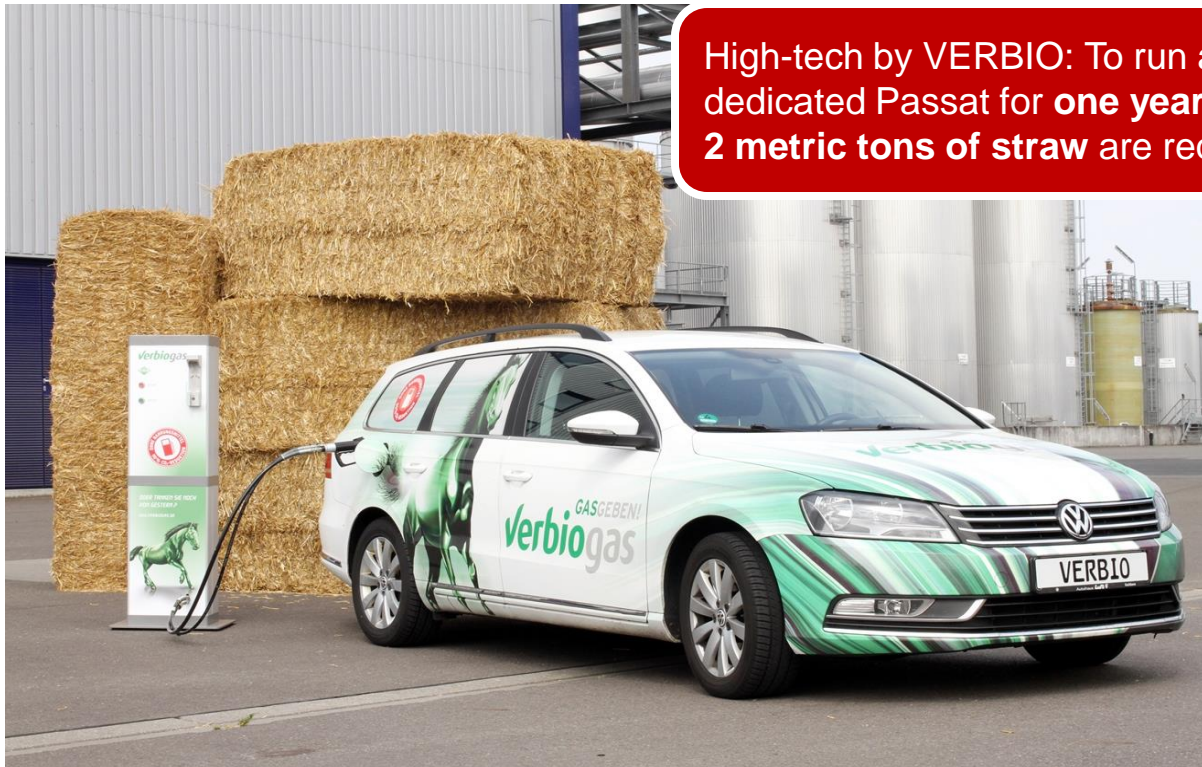
Verbio

Biofuel and Technology



**Outlook
FY 2015/2016**

5.1 VERBIO technology - advanced biofuel



High-tech by VERBIO: To run a natural gas-dedicated Passat for **one year**, approximately **2 metric tons of straw** are required.

VERBIO developed technology of mono fermentation of straw: natural gas quality produced with 100% straw.

Four bales of straw are sufficient to run a car for one year.

- Ground-breaking and worldwide unique technology, **advanced biofuel**
- Development of this innovative technology is supported by the EU's NER300 subsidy project
- Design the future: VERBIO – *Biofuel and Technology*

5.2 Outlook Financial Year 2015/2016

■ Capacity Utilisation:

Satisfactory capacity utilisation in all segments during 1st HY 2015/2016 expected.

■ Market-Margins:

Satisfactory and stable biodiesel margins expected. Satisfactory but fluctuating bioethanol margins with regard to stable prices of raw materials against volatile market prices for Bioethanol anticipated.

■ CAPEX FY 2015/2016:

biodiesel: EUR 3.1 mill. mainly for completion sterol plant production side Bitterfeld
bioethanol: EUR 6.4 mill. mainly for optimisation / upgrading of methane production

■ Others:

Interest expenses: reduced by 2/3 versus FY 2014/2015

sterol plant: just put into operation, first output of production

Outlook FY 2015/2016:

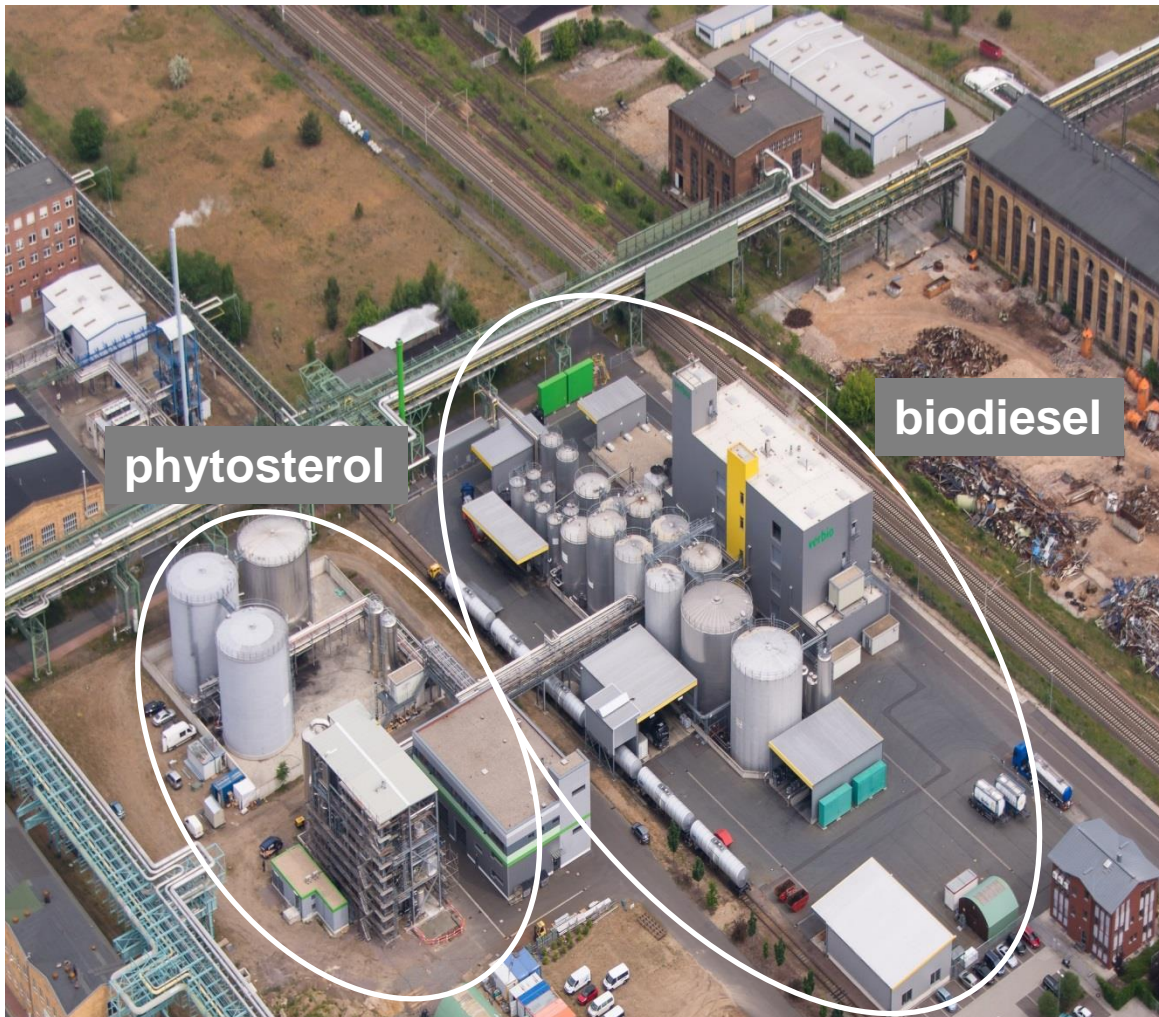
EBITDA: EUR 50 mill.

Net Cash: EUR 38 mill. (end of FY)

Steady dividend disbursement is basically sought

* see additional information annual report 2014/2015

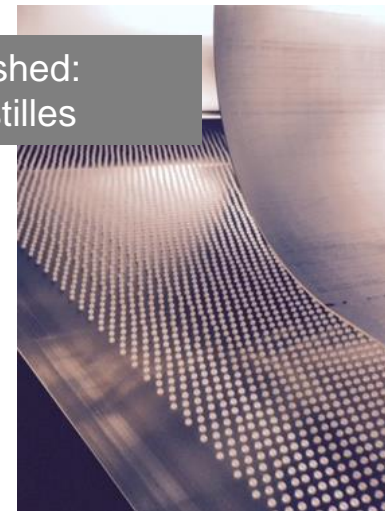
5.3 New sterol plant at production site in Bitterfeld



semi-finished:
powder



finished:
pastilles





verbio

Biofuel and Technology

**Thank you for
your attention!**

VERBIO Vereinigte BioEnergie AG

Ritterstraße 23 • 04109 Leipzig
T: +49 (0) 341 308530-0 • F: +49 (0) 341 308530-999
info@verbio.de • www.verbio.de

Investor Relations

Olaf Tröber
Investor Relations
Ritterstraße 23
04109 Leipzig
T: + 49 341 308530-251
F: + 49 341 308530-998
E-Mail: ir@verbio.de

Public Relations

Ulrike Kurze
Marketing/PR
Ritterstraße 23
04109 Leipzig
T: + 49 341 308530-287
M: + 49 176 13085404
E-Mail: ulrike.kurze@verbio.de