

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

Biofuel and Technology

**Press and Analysts' conference
1st half-year 2016/2017
VERBIO Vereinigte BioEnergie AG**

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Leipzig, February 9th, 2017

Disclaimer

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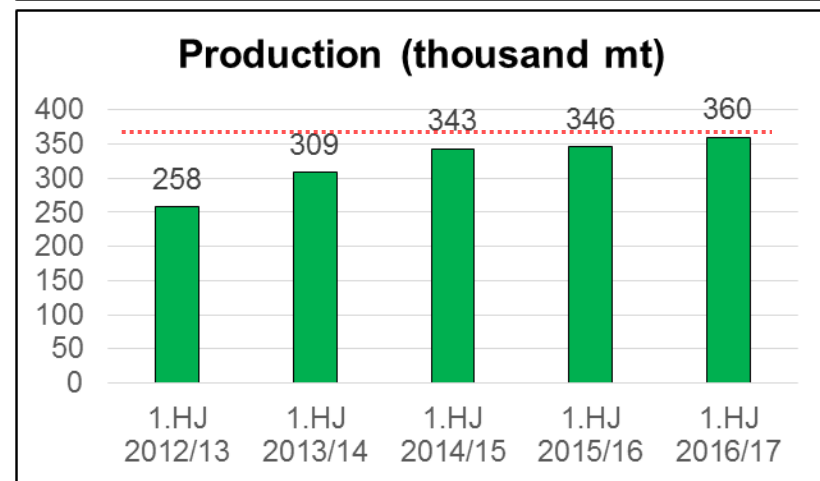
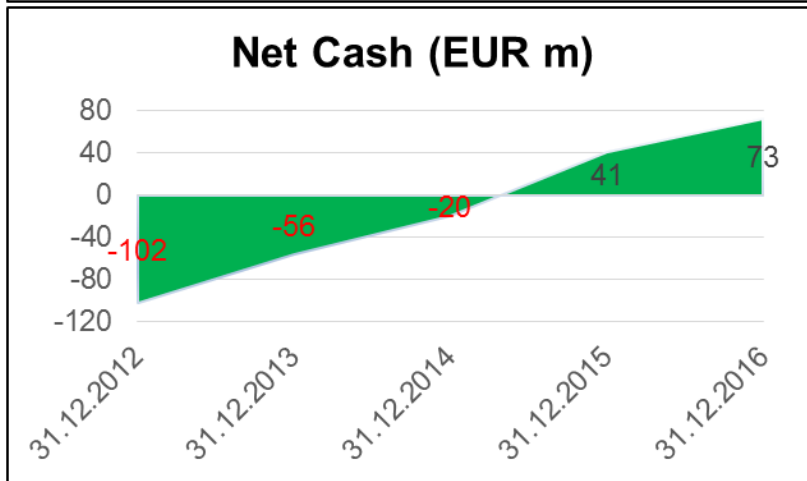
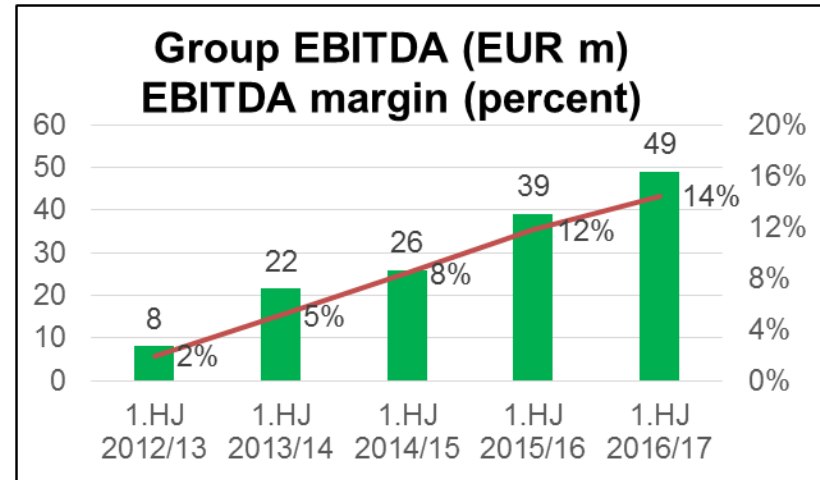
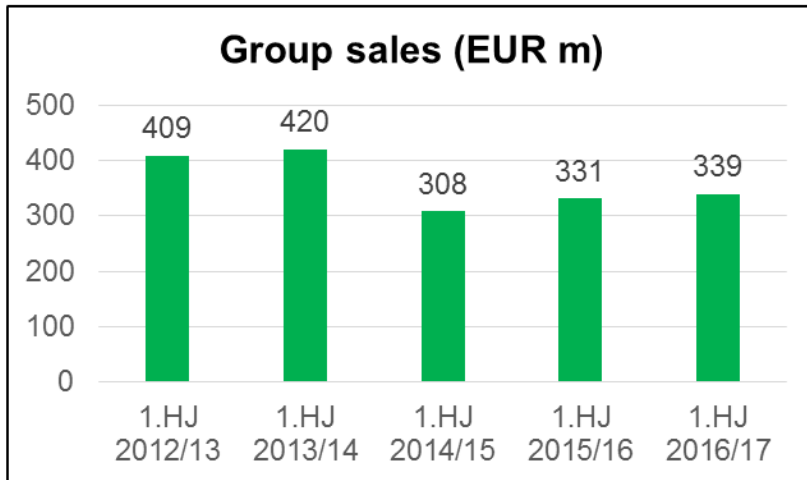
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Financials

1 HY 2016/2017

1. Financials 1 HY 2016/2017

Comparison 1 HY 2016/2017



- Steady improvement of group figures.
- Instead of decreasing biofuel blending rates in Germany, capacity utilisation nearly 100 percent.

1. Financials 1 HY 2016/2017

Key financials VERBIO group 1 HY 2016/2017

EUR m	1 HY 2016/2017	1 HY 2015/2016	change
Production (mt)	360,142	346,007	4.1%
Sales	338.8	330.8	2.4%
EBITDA	49.0	39.1	25.3%
EBIT	38.3	28.7	33.4%
EPS (EUR/share)	0.41	0.34	20.6%
Equity ratio (%)	80.4	74.4	
Operating Cash Flow	15.5	38.9	EUR -23.4 m
Liquid funds	76.0	56.2	EUR 19.8 m
Net Cash	72.6	40.5	EUR 32.1 m

- Increase in sales and production due to higher available production capacity.
- OCF influenced by increased inventories and higher trade receivables.
- CAPEX EUR 9.0 m (1 HY 2015/16 EUR 6.0 m) / maintenance costs EUR 4.2 m (1 HY 2015/16: EUR 5.3 m)

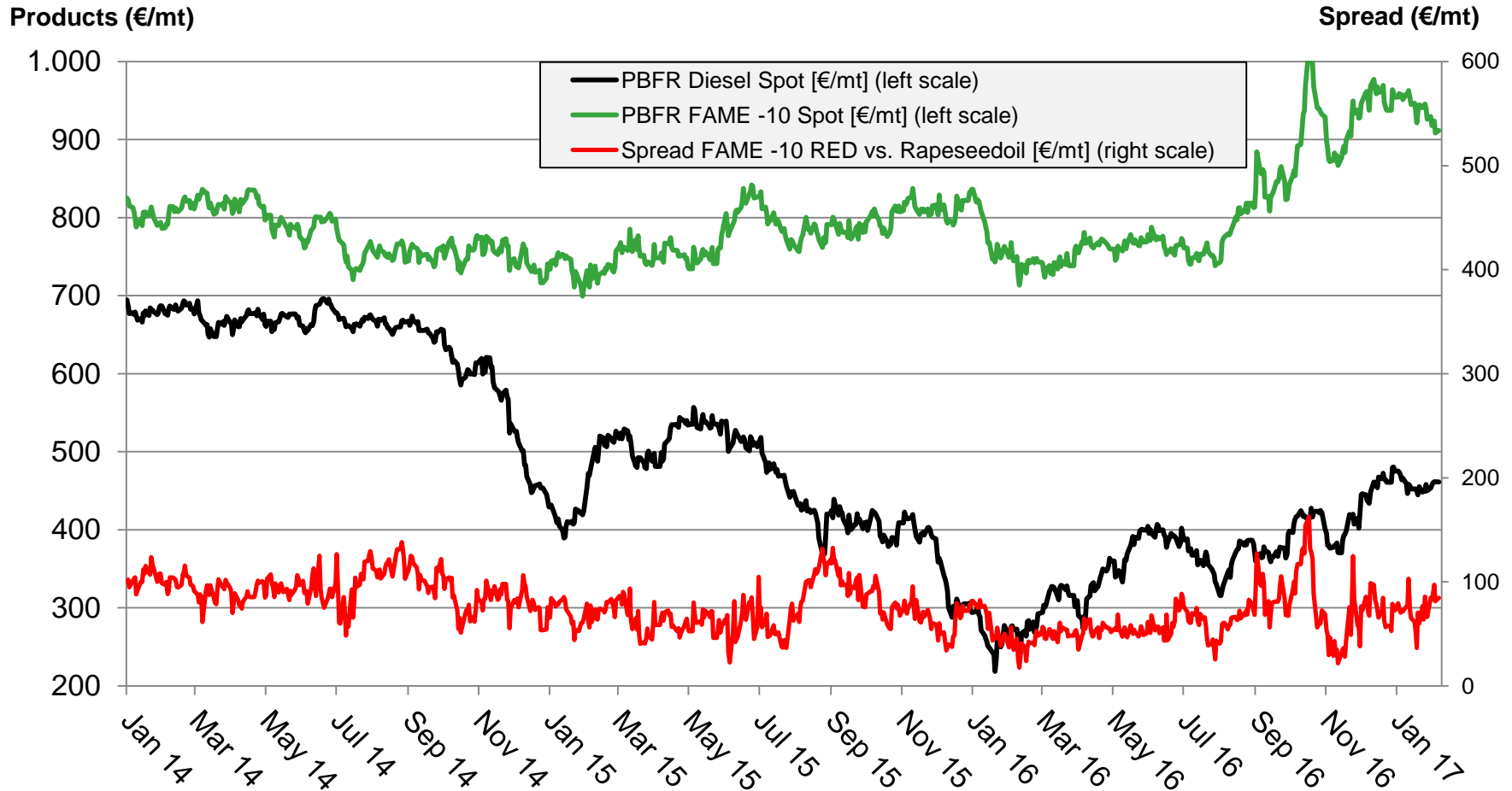
Key figures segment biodiesel 1 HY 2016/2017

EUR m	1 HY 2016/2017	1 HY 2015/2016	change
Production (mt)	236,430	227,101	4.1%
Utilisation* (in %)	100.6	100.9	
Sales	236.3	217.2	8.8%
EBITDA	27.8	15.5	79.4%
EBIT	25.4	13.4	89.6%

* Production capacity increased by 20,000 mt to 470,000 mt p.a.

- Full capacity utilisation accomplished.
- Increase in sales and gross margin due to higher production volumes.
- Margins expected to remain stable in Q3 2016/2017.

Market price trends biodiesel, rapeseed oil and diesel



- Production margin biodiesel remain stable.
- Biodiesel price has only partial correlation with fossil diesel.

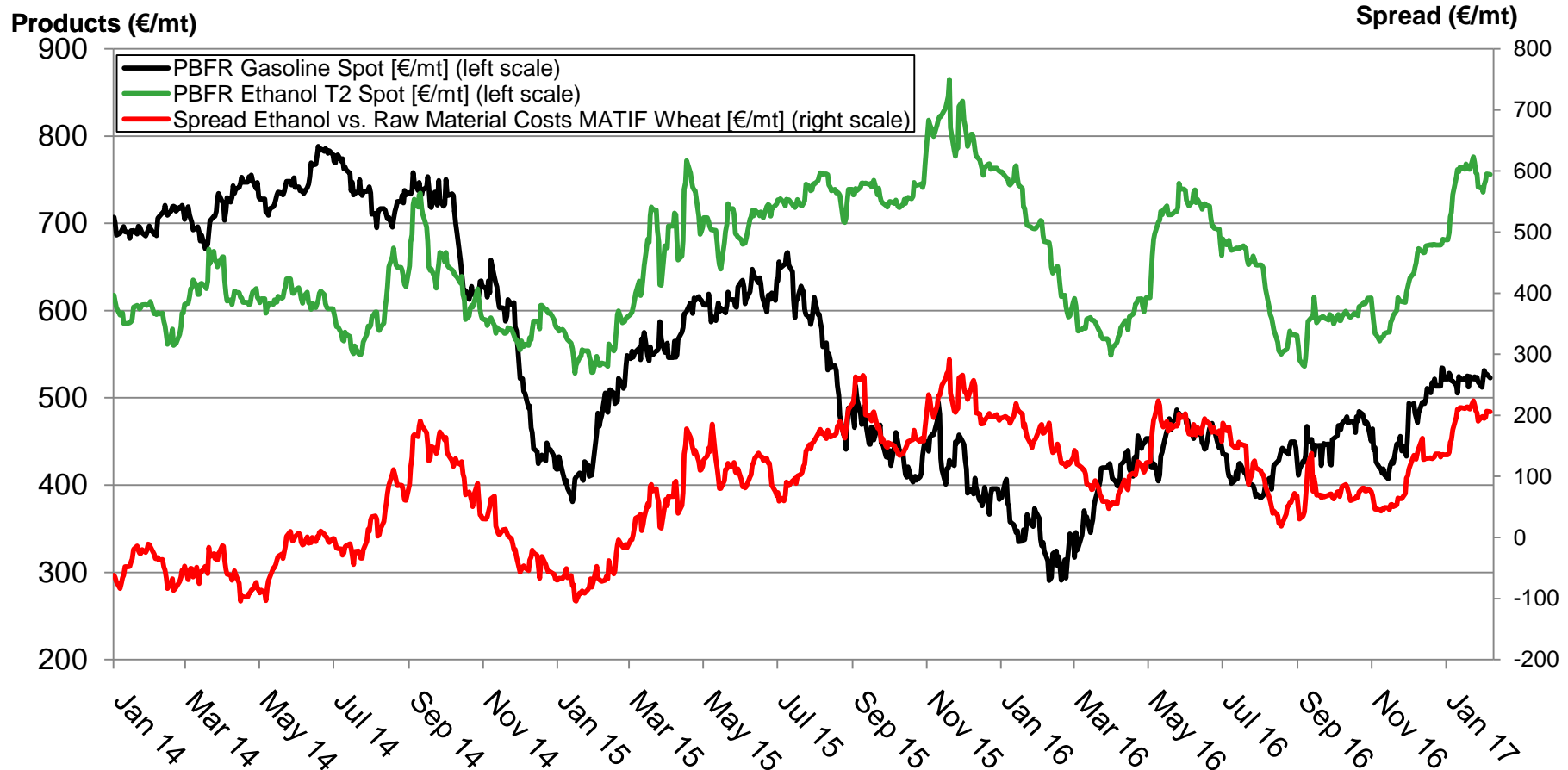
Key figures segment bioethanol 1 HY 2016/2017

EUR m	1 HY 2016/2017	1 HY 2015/2016	change
Production (mt)	123,712	118,906	4.0%
Utilisation (in %)	95.2	91.5	
Production (GWh)	283.5	264.0	7.4%
Utilisation* (in %)	94.7	110.0	
Sales	97.5	109.1	-10.6%
EBITDA	20.8	22.7	-8.4%
EBIT	12.7	14.7	-13.6%

* Production capacity increased by 120 GWh to 600 GWh p.a.

- Production of bioethanol slightly increased (previous 1 HY maintenance work bioethanol).
- EBITDA slightly lower due to lower market margins bioethanol. Effect partially offset by higher production volumes bioethanol / bio-methane.
- Good gross margin expected in Q3 2016/2017 due to higher spot prices for Ethanol T2.

Market price trends of gasoline, bioethanol and wheat



- 1. HY 2016/2017 comparably good bioethanol market margins.
- Currently high spot margins against low forward margins due to backwardation for quoted ethanol prices based on PLATTS T2.

A large, stylized number '2' is positioned on the left side of the slide. The number is white with a thick green outline, set against a solid green background. The '2' is composed of several rounded, overlapping shapes, giving it a modern, organic feel.

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**Outlook
FY 2016/2017**

Outlook Financial Year 2016/2017

■ Capacity Utilisation:

Q3 2016/2017: high capacity utilisation over all segments achieved

Q4 2016/2017: overall satisfactory capacity utilisation expected

■ Market-Margins:

Biodiesel: satisfactory and stable biodiesel margins anticipated in Q3 2016/2017

Bioethanol: satisfactory, but fluctuating bioethanol margins in Q3 2016/2017 anticipated

■ CAPEX FY 2016/2017:

Biodiesel: EUR 3.5 m (1 HY 2016/2017: EUR 2.4 m)

Bioethanol: EUR 8.6 m (1 HY 2016/2017: EUR 6.4 m)

Outlook FY 2016/2017 (guidance increased on January 12th, 2017):

EBITDA: EUR 90 m (prev. EUR 55 m)

Net Cash: EUR 120 m (end of FY) (prev. EUR 88 m)

Steady dividend disbursement is basically sought*

* see additional information annual report 2016/2017



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**Thank you for
your attention!**

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