

## AGREEMENT ON STRATEGIC PARTNERSHIP COOPERATION

between the Government of Hungary Magyar Cukor Zrt. and  
AGRANA-Juice Magyarország Kft.

This strategic cooperation agreement (hereinafter referred to as „**Agreement**”) was entered into by and between

the **Government of Hungary** (hereinafter referred to as: „**Government of Hungary**”),  
represented by Dr. László Szabó, State Secretary for Foreign Affairs and Trade;

and

**Magyar Cukor Zrt.** (registered seat: 1112 Budapest, Budaörsi út 161.; company registration number: 01-10-043032),

and **AGRANA-Juice Magyarország Kft.** (registered seat: 4800 Vásárosnamény, Nyíregyházi u. 3.;  
company registration number: 15-09-061873),

represented by Johann Marihart, CEO of AGRANA Beteiligungs-AG;

– hereinafter Magyar Cukor Zrt. and AGRANA-Juice Magyarország Kft. referred together as „**AGRANA**”; as well as Government of Hungary and AGRANA referred together as “**Parties**” – as follows:

### **Preamble**

Parties state that the investments, presence and activities of AGRANA in Hungary are significant for the Hungarian economy.

Magyar Cukor Zrt. and AGRANA Juice Magyarország Kft. belongs to the Austrian food industrial group AGRANA Beteiligungs-AG, which was founded in 1988. With around 8,800 personnel based at 54 production facilities located around the world, AGRANA maintains a global presence and generates consolidated revenues of about € 3 billion. In its three divisions, Sugar, Starch and Fruit, AGRANA supplies to local producers and large international players in the food processing industry.

The intention of this Agreement is to contribute intensively to maintain and further cultivate the already fruitful economic ties and cooperation of the Parties. The Government of Hungary expresses its pleasure and satisfaction with AGRANA – which has an important role in the Hungarian economy – as a long-term reliable partner.

The overall aims of this Strategic Cooperation Agreement are as follows:

Establish the framework for a dialogue characterised by mutual trust and predictability, to foster the long-term and permanent presence of AGRANA in Hungary.

Support the enhancement of the Hungarian production capacity of AGRANA and its deeper integration into the Hungarian economy.

Strengthen the active contribution of AGRANA to the implementation of the Government's economic policy in order to improve the performance and international competitiveness of the Hungarian economy.

**The Parties agreed as follows:**

1. Production development

AGRANA expresses its intention to expand its Hungarian investments as permitted by business results and market trends in the future as well as to deepen cooperation with Hungarian agricultural producers and food industry's participants.

The Government of Hungary hereby expresses its intent to support the Hungarian investments of AGRANA and the export of the products manufactured in Hungary, in accordance with applicable law in force.

2. Innovation and research and development

AGRANA hereby expresses its intent to carry out research and development and innovation activities, involving Hungarian educational institutions and research centres.

The Government of Hungary is ready to support such activities with all available means.

3. Development and training of employees

3.1 The renewal of the legislative framework underpinning educational cooperation

The Government of Hungary expresses its intention to make the system of training subsidies more effective and bureaucracy-free. For the renewal of the regulation on training subsidies the Government of Hungary welcomes those proposals that are consistent with these intentions.

3.2. Development and training of employees

The Government of Hungary welcomes the intent of AGRANA to train and educate new hires and thus enable them to operate the latest cutting-edge machines and equipment, and improve their skills which increases their application on the labour market.

As part of the renewal process mentioned in point 3.1., the Government Decree Nr. 149/2012. (VII.6.) on the detailed rules on the individual decision of the Government on subsidies from the training base of the National Employment Fund entered into force. Based on this decree in case of matching the criteria and if the decision of the Government of Hungary is positive AGRANA can avail itself of the special subsidy for the training of new employees.

### 3.3. Cooperation to facilitate the development of the training system

As a further result of the process aiming the renewal of the training system mentioned in point 3.1., the Act CLV of 2011 on the training contribution and the support of the development of trainings came into force which allows AGRANA – as required to contribute – to reduce the compulsory training contribution by the training normative related to the apprenticeship for students.

In case of compliance with the previously mentioned Act of number CLV of the year 2011, AGRANA might be entitled to reduce the compulsory training contribution by the amount spent on the training of its employees.

Based on Government Decree Nr. 149/2012. (VII. 6.) on the detailed rules on the individual decision of the Government on subsidies from the training base of the National Employment Fund, in case of positive decision of the Government of Hungary, AGRANA can avail itself of subsidies for the establishment of classrooms and for the development of the material conditions of practical trainings if AGRANA undertakes the implementation of the school-based practical training by apprenticeships.

### 4. Cooperation to help Hungarian suppliers

Both Parties are ready to enhance and improve their cooperation in the area of supplier activities. In full consideration of the industry's particulars, strict quality requirements and authority regulations, as well as the factors of cost effectiveness – and in full compliance with the EU and national competition rules – AGRANA endeavours to involve Hungarian companies in its supply chain, in the process of which it can rely on the active support of the **Hungarian Investment Promotion Agency** (hereinafter referred to as “HIPA”).

The **Hungarian Export-Import Bank Ltd.** (hereinafter referred to as “Eximbank”) facilitates supplier financing programs to suppliers of AGRANA which may help increase the number of Hungarian suppliers at the company.

### 5. Active participation of AGRANA in the public life of Hungary

The Government of Hungary welcomes that AGRANA is willing to actively participate in the life of local communities in Hungary and support them in many areas, including but not limited to education, culture, sports, social issues and healthcare.

### 6. Cooperation to promote Hungary

Being one of the key investors in Hungary, AGRANA hereby expresses its intent to recommend Hungary to international investors as an attractive economic partner and investment location. Furthermore, AGRANA is ready to take an active role in conferences and training courses organized by HIPA.

### 7. Cooperation to strengthen the competitiveness of Hungary

AGRANA is ready to take part actively in giving opinion related to the draft legislation affecting the competitiveness of Hungary.

## 8. Evaluation of the cooperation between the Government of Hungary and AGRANA

Parties shall regularly (at least every 6 months) review and evaluate the results of their cooperation and jointly establish the tasks that lie ahead. The cooperation is coordinated by the Ministry of Foreign Affairs and Trade of Hungary. A joint Task Force shall be set up that includes representatives of the Parties and HIPA. The place and date of meetings shall be established by the elected Head of the Task Force at the first meeting.

## 9. Miscellaneous

This Agreement shall take effect when duly signed by both Parties.

Representative of AGRANA hereby expresses his authorisation to sign this Agreement on the behalf of Magyar Cukor Zrt. and AGRANA-Juice Magyarország Kft..

This Agreement was prepared in Hungarian and English language. In case of any differences, the Hungarian version shall prevail.

After reading and joint interpretation, the Parties signed this Agreement as in full agreement with their will and intention. Any disputes or differences of opinion arising out of or in connection with this Agreement shall be settled amicably by the Parties.

Kaposvár, September 23, 2014



**Dr. László Szabó**

State Secretary for Foreign Affairs and Trade  
on behalf of the Hungarian Government



**Johann Marihart**

CEO AGRANA Beteiligungs-AG  
on behalf of  
Magyar Cukor Zrt. and AGRANA-Juice  
Magyarország Kft.