

Interim Results
5 September 2007



- One of the leading companies in Europe with annualised sales of €2 billion+.
- The leading fresh produce company in Ireland, Spain, Sweden, Denmark and Czech Republic. Large operations in the Netherlands, UK, Italy and Slovakia.
- Owns 50% of Capespan Europe, the leading South African produce company.
- Provides all key fruit categories to European customers.
- Experienced management team ambitious to grow business.



- Sales revenue growth (incl share of JV's) of 33% to €1,220m.
- Operating profit up 14.8% to €23.5m
- EBITDA growth of 13.9% to €29.8m
- Profit before tax and amortisation up 13.0% to €21.5m
- Adjusted earnings per share up 18.3% to 3.62 cent
- Increase of €19.7m in shareholders funds in the six months period to €167.1m



- Revenue growth of 33% to €1,220m due to:
 - the acquisition of Redbridge Holdings
 - remaining 50% of Lembcke
 - organic growth in some of our markets
 - 5% increase in average selling prices and similar in costs
 - Weather conditions favourable to demand for produce in Europe in April and May.
- Net margins lower reflecting:
 - additional Blackrock rent costs of €0.7m.
 - UK rationalisation expense of €2.1m in period

	30-Jun-07	30-Jun-06
	€000	€000
Revenue (including share of JV's)	1,220,000	917,000
Operating profit (including joint ventures)	23,495	20,468
Amortisation	(2,048)	(1,437)
Interest	(2,042)	(1,477)
Taxation	<u>(5,502)</u>	<u>(4,086)</u>
Profit for the period	<u>13,903</u>	<u>13,468</u>
<i>Attributable as follows:</i>		
Equity shareholders	11,168	9,740
Minority interest	<u>2,735</u>	<u>3,728</u>
	<u>13,903</u>	<u>13,468</u>

Adjusted earnings per share calculation

	30-Jun-07	30-Jun-06
	€000	€000
Profit attributable to equity shareholders	11,168	9,740
Amortisation of intangible assets (net of tax)	2,048	1,437
Deferred tax credit on amortisation	<u>(527)</u>	<u>(354)</u>
Adjusted profit for the period	<u>12,689</u>	<u>10,823</u>
No. of shares in issue	350m	353m
Adjusted earnings per share	3.62 cent	3.06 cent

	30-Jun-07	30-Dec-06
	€M	€M
Tangible assets	125.0	121.0
Intangible assets	116.2	95.9
Investment in JV's	31.1	26.9
Other LT assets	11.1	12.7
Working capital	33.7	23.9
Deferred consideration	(13.0)	(50.8)
Pension asset	5.9	(0.2)
Corporation and deferred tax and other	(23.5)	(23.4)
Net debt	<u>(79.6)</u>	<u>(10.0)</u>
	<u>206.9</u>	<u>196.0</u>
Shareholders' funds	167.1	<u>147.5</u>
Minority interest	<u>39.8</u>	<u>48.5</u>
	<u>206.9</u>	<u>196.0</u>

- Agreed opening net debt of €10m on demerger
- Net debt at 30 June 2007 of €79.6m due to the following:
 - deferred consideration.
 - Redbridge acquisition
 - bolt-on acquisitions
 - seasonal working capital outflow
- Net finance expense of €2m for period.



	30-Jun-07	30-Jun-06
	€000	€000
Operating profit	21.5	19.0
Share of JV profit	(1.0)	(2.0)
Depreciation and amortisation	8.3	7.1
Interest paid	(1.2)	(0.8)
Other	(1.3)	(0.8)
Income tax paid	<u>(7.1)</u>	<u>(10.1)</u>
Cash generated from operations before working capital movements	<u>19.2</u>	<u>12.4</u>

	30-Jun-07	30-Jun-06
	€000	€000
Cash generated from operations before working capital movements	19.2	12.4
Working capital (increase) / decrease	<u>(19.7)</u>	<u>5.1</u>
Cash generated from operations after working capital movement	(0.5)	17.5
Acquisitions net of cash and debt acquired	(11.8)	(4.8)
Payment of deferred consideration	(41.7)	(3.7)
Capital expenditure net of disposals	(6.9)	(7.0)
Subsidiary becoming a joint venture	(8.6)	0.0
Cash outflow to Fyffes plc	-	(12.1)
Other	<u>(1.0)</u>	<u>(4.5)</u>
Cashflow movement	(70.5)	(14.6)
Translation adjustment	0.9	0.3
Net debt at beginning of period	<u>(10.0)</u>	<u>(13.8)</u>
Net debt at end of period	<u>(79.6)</u>	<u>(28.1)</u>

- The board has declared an interim dividend of €0.50 cent per share payable on 5th November 2007 to shareholders on the register on 12th October 2007 and subject to Irish withholding tax
- This is equal to a payment of €1.75m
- Approximately one-third : two-thirds split between interim and final dividend

- **Redbridge Holdings**

- Acquired in January 2007 for a consideration of €23 million including deferred consideration of €4.5m and pension deficit of €5.5m (net of deferred tax)
- Leading UK produce company with strong market position in wholesale and retail market.
- €2.1m in period has been expensed on a rationalisation and integration program to merge Redbridge with our existing UK operations
- Acquisition has been earnings enhancing during period.

- **Investment in India**

- Joint venture with Tata Limited in February 2007 to create state-of-the-art distribution facilities for fresh produce across India.
- Total Produce's initial investment will be €2.25m
- This gives access to a country with one of the largest populations and producers of fresh produce in the world.

- **Wholefoods Limited**
 - Post period end, the Group invested in Wholefoods Wholesale Limited
 - Leading distributor to independent health food stores in Ireland of high quality health products, including natural foods, vitamins and mineral supplements
 - Turnover of c. €18m per annum
 - Gives access to a sector which has grown strongly in recent years
 - Acquisition will complement the groups ambient distribution business
- **Other acquisitions**
 - A number of other bolt-on acquisitions.

- Total Produce is ambitious to continue to expand by:
 - Pursuing a focused strategy
 - Seeking medium and large acquisitions to expand the Group's existing operations
 - Acquisitions in existing and in new countries.
 - Will pursue alliances and investments with producers worldwide giving them access to the leading produce company in the EU.
 - Five year goal to double turnover to €4.0 bn.





- The company has reported satisfactory results in its first six months period post demerger
- Company is valued on a relatively low multiple
- Good progress on integration of acquired Redbridge business
- Upgrading full year adjusted EPS growth from mid to high single digit.
- Company is financially strong and has significant resources available for future development.