

Total Produce plc Preliminary Results 3 March 2011



TotalProduce™

Let's Grow Together

Company Overview

➤ **Scale and reach.....**

- ❖ One of Europe's leading fresh produce companies with:
 - Sales of c. €2.6 billion +
 - EBITDA of €60.9m
- ❖ Leading produce company in Czech Republic, Denmark, Ireland, Spain and Sweden. Large operations in Italy, the Netherlands, Slovakia and the UK
- ❖ 88 facilities in 19 countries
- ❖ 4,000+ employees
- ❖ 200+ lines of fresh produce and vegetables
- ❖ 250m cartons distributed annually



2010 Financial Highlights

	<u>2010</u>	<u>2009</u>	% change
Revenue	€2,600m	€2,431m	+7.0%
Adjusted EBITDA*	€60.9m	€57.1m	+6.7%
Adjusted EBITA*	€47.8m	€43.9m	+9.0%
Adjusted PBT*	€43.2m	€40.1m	+7.7%
Free cashflow	€32.6m	€27.2m	+19.9%
Adjusted EPS*	6.84 cent	6.47 cent	+5.7%
Total dividend per share	1.783 cent	1.690 cent	+5.5%

*Excludes exceptional items, amortisation of intangible assets and related tax



2010 Summary Income Statement

	2010 €m	2009 €m
Revenue	2,600	2,431
Adjusted EBITDA*	60.9	57.1
Adjusted EBITA*	47.8	43.9
Interest <i>(including share of JV charge)</i>	(4.6)	(3.8)
Taxation <i>(including share of JV change and excluding exceptional items)</i>	(11.8)	(10.9)
Non-controlling interests <i>(excluding exceptional items)</i>	<u>(7.5)</u>	<u>(6.4)</u>
Adjusted earnings attributable to equity shareholders	<u>23.9</u>	<u>22.8</u>
Adjusted earnings per share (cent)*	<u>6.84</u>	<u>6.47</u>

* Excludes exceptional items, amortisation of intangible assets and related tax



Segmental Performance

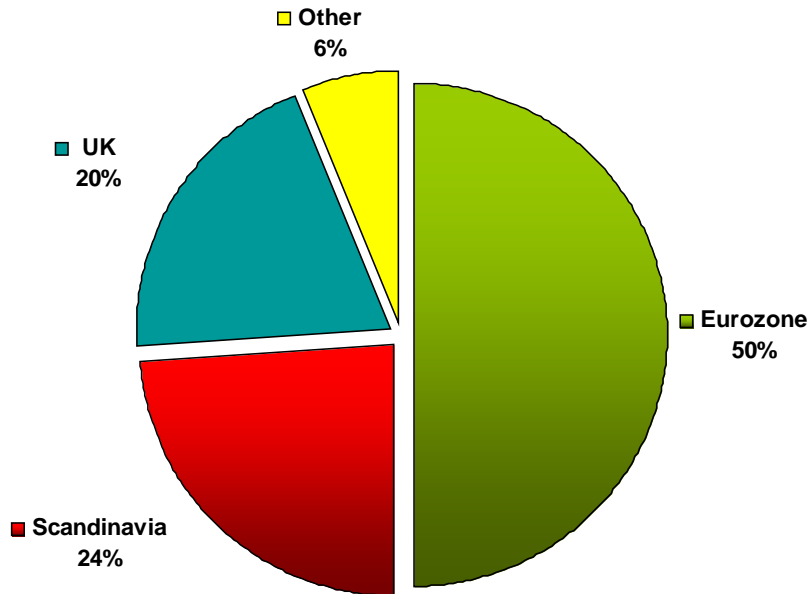
	2010		2009	
	Revenue €m	EBITA * €m	Revenue €m	EBITA * €m
Eurozone Fresh Produce	1,282	27.9	1,151	23.3
Scandinavia Fresh Produce	602	16.4	550	13.7
UK Fresh Produce	508	4.0	519	6.0
Other Fresh Produce	159	3.3	132	3.1
Inter-segment revenue	(33)	-	(27)	-
Total Fresh Produce	2,518	51.6	2,325	46.1
Consumer Goods and Healthfoods	82	(0.6)	106	0.8
Unallocated costs	-	(3.2)	-	(3.0)
Total	2,600	47.8	2,431	43.9

* Excludes exceptional items



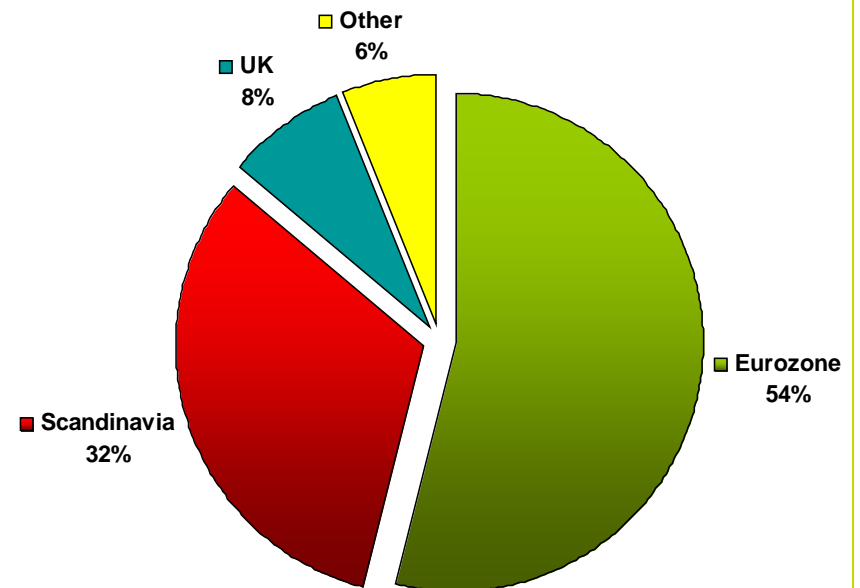
Segmental Analysis – Fresh Produce Division

Fresh Produce Division - Revenue by Segment *



* Based on 3rd party revenue

Fresh Produce Division - adjusted EBITA by Segment



Eurozone Fresh Produce

	2010 €m	2009 €m
Revenue	1,282	1,151
% change	+11%	

Revenue

- up €131m (11.4%)
- strong performance in Continental Europe
- mid single-digit increase in both volumes and average prices

	2010 €m	2009 €m
Adjusted EBITA	27.9	23.3
Adjusted EBITA Margin	2.2%	2.0%

Adjusted EBITA

- €4.6m increase
- increase driven by increased revenue with improved margins



Scandinavia Fresh Produce

	2010 €m	2009 €m
Revenue	602	550
% change	+10%	
% constant currency	+1%	

Revenue

- up €52m (10%)
- assisted by strength of SEK

	2010 €m	2009 €m
Adjusted EBITA	16.4	13.7
Adjusted EBITA Margin	2.7%	2.5%

Adjusted EBITA

- €2.7m increase largely on stronger SEK
- benefit of 0.2% increase in margin



UK Fresh Produce

	2010 €m	2009 €m
Revenue	508	519
% change	(2%)	
% constant currency	(7%)	

	2010 €m	2009 €m
Adjusted EBITA	4.0	6.0
Adjusted EBITA margin	0.79%	1.16%

Revenue

- revenue down €11m (2%)
- Adverse weather in first quarter significantly impacted mainland UK
- constant currency revenue down 7% primarily due to volume decrease

Adjusted EBITA

- €2m decrease in EBITA
- impact of poor weather in Q1
- rationalisation expenditure during the year



Other Fresh Produce

	2010 €m	2009 €m
Revenue	159	132
% change	+21%	
% constant currency	+17%	

Revenue

- up €27m (21%)
- constant currency revenue up 17% primarily driven by increased volumes

	2010 €m	2009 €m
Adjusted EBITA	3.3	3.1
Adjusted EBITA margin	2.1%	2.3%

Adjusted EBITA

- €0.2m increase in EBITA, driven by increased revenue offset partly by lower margins



Consumer Goods and Healthfoods

	2010 €m	2009 €m
Revenue	82	106
% change	(23%)	

	2010 €m	2009 €m
Adjusted EBITA	(0.6)	0.8

Revenue

- down €24m (23%)
- Difficult trading conditions in the sector

Adjusted EBITA

- €0.6m loss for the year down from contribution of €0.8m in 2009
- focus on using the Division's flexible and low cost operating base to restore profitability



2010 Summary Cashflow

	2010 €m	2009 €m
Operating cashflows (see appendix)	46.4	38.8
Capital expenditure (net of disposals)	(10.7)	(8.4)
Dividends from joint ventures	1.9	1.8
Dividends to non-controlling interests	(5.0)	(5.0)
Total free cashflow	32.6	27.2
Acquisition related expenditure (including JV's and earn out payments)	(7.4)	(9.0)
Acquisition of own shares	(8.7)	-
Dividends to equity holders of the parent	<u>(5.9)</u>	<u>(5.9)</u>
Total cashflow for the year	10.6	12.3
Net debt at beginning of year	(50.6)	(60.2)
Drawdown of finance lease	(3.9)	(0.1)
Foreign exchange	(4.0)	(2.6)
Net debt at year end	(47.9)	(50.6)



Summary Balance Sheet

	31 Dec 10 €m	31 Dec 09 €m
Tangible assets	145.3	137.0
Intangible assets / goodwill	140.6	127.2
Investment in joint ventures and associates	34.1	33.0
Other financial assets	9.7	10.3
Other (including working capital)	(2.1)	12.1
Provisions (mainly deferred consideration)	(19.5)	(15.7)
Pension liability (net of DT)	(8.8)	(6.3)
Corporation and deferred tax (ex. DT on pension)	(24.8)	(26.0)
Net debt	(47.9)	(50.6)
Net assets	226.6	221.0
Shareholders' equity	168.6	165.2
Non-controlling interests	58.0	55.8
Shareholders' equity & non-controlling interests	226.6	221.0



Key Ratios

	2010	2009
Return on average capital employed	16.0%	15.1%
EV / EBITDA	4.2 times	4.2 times
Net debt / adjusted EBITDA	0.8 times	0.9 times
Adjusted EBITA / net interest	13.9 times	13.9 times
Dividend cover	3.8 times	3.8 times



Dividend

Final Dividend

1.243 cent

Interim Dividend

0.540 cent

Total Dividend

1.783 cent

Payable on

26 May 2011



Development Activity

- The Group invested €31m including capital expenditure, share buy-back and investments in new and existing business interests
- Share buyback of €8.7m completed in November 2010 of 22m shares representing 6.3% of shares in issue which will be earnings accretive
- Capital expenditure of €14.5m in the year inclusive of extension to state of the art distribution facility in Scandinavia
- During 2010, the Group invested €2.9m on a number of bolt on acquisitions in Ireland, the UK and Spain and a number of existing business interests. Deferred consideration payments of €4.9m relating to previous acquisitions were also made
- The Group continues to pursue acquisition opportunities in both its existing and new markets



Our Competitive Advantage

➤ ***Total Produce: well positioned to operate in a demanding environment***

- ❖ Leading fruit company in Europe
- ❖ Diversified customer portfolio across Europe
- ❖ Very good distribution facilities
- ❖ Very experienced management
- ❖ Successful track record of acquisitions
- ❖ Strong balance sheet and generating cash to facilitate expansion



Conclusion and Outlook

- The Group has delivered a good performance in 2010 with a strong second half to the year
- Trading conditions in early 2011 have been satisfactory
- Total Produce remains positive about the fundamentals in its markets and its position as one of the leading produce companies in Europe
- With the continued benefit of a geographic spread of activities across Europe, the Group is targeting adjusted EPS for 2011 in the range of 6.5 to 7.5 cent per share
- The Group is cash generative with a strong balance sheet and continues to seek attractive acquisition opportunities



Further Information

For additional information, please contact:

Frank Davis

Finance Director

Tel: +353 1 887 2721

E-mail: fdavis@totalproduce.com





TotalProduce™

Let's Grow Together

Summary Income Statement

	2010 €000	2009 €000
Revenue <i>(including Group share of JV's)</i>	2,600,460	2,431,423
Operating profit <i>(before exceptional items)</i>	39,387	36,325
Exceptional items	(2,350)	(4,795)
Interest, net	(3,441)	(3,166)
Profit before tax	33,596	28,364
Taxation	(8,371)	(9,157)
Profit for the year	25,225	19,207
<i>Attributable as follows:</i>		
Equity holders of the parent	18,377	13,018
Non-controlling interests	<u>6,888</u>	<u>6,189</u>
	<u>25,225</u>	<u>19,207</u>



Adjusted EPS Calculation

	2010 €000	2009 €000
Profit attributable to equity holders of the parent	18,337	13,018
Exceptional items	2,350	4,795
Amortisation of intangible assets (inc. share of JV's)	5,741	5,666
Related tax on exceptional items / amortisation	(1,932)	(400)
Minority share of exceptional items / amortisation	<u>(594)</u>	<u>(302)</u>
Adjusted profit attributable to equity holders of the parent	<u>23,902</u>	<u>22,777</u>
Weighted average number of shares ('000)	349,536	351,887
Adjusted earnings per share	<u>6.84</u>	<u>6.47</u>



2010 Operating Cashflows

	2010	2009
	€m	€m
EBITDA (including JV's)	60.9	57.1
Deduct share of JV's adjusted EBITA	(5.0)	(4.1)
Net interest paid	(3.4)	(2.9)
Tax paid	(9.8)	(7.6)
Other	<u>(3.3)</u>	<u>(3.6)</u>
Operating cashflows before working capital movement	39.4	38.9
Working capital movements	7.0	(0.1)
Operating cashflows	46.4	38.8



5 Year Summary

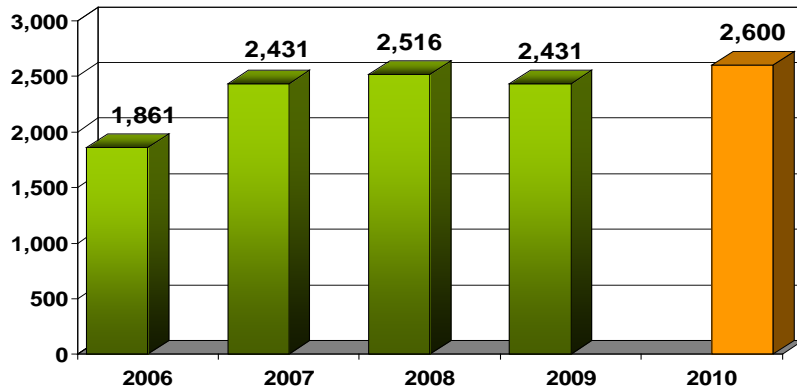
	2010 €m	2009 €m	2008 €m	2007 €m	2006 €m
Revenue	2,600	2,431	2,516	2,431	1,861
Adjusted EBITDA*	60.9	57.1	60.4	57.4	51.1
Adjusted EBITA*	47.8	43.9	46.5	43.7	38.8
Interest (<i>including share of JV interest charge</i>)	(4.6)	(3.8)	(5.7)	(4.8)	(2.8)
Taxation (<i>excluding exceptional items</i>)	(11.8)	(10.9)	(10.7)	(11.5)	(9.7)
Non-controlling interests (<i>excluding exceptional items</i>)	<u>(7.5)</u>	<u>(6.4)</u>	<u>(6.3)</u>	<u>(5.1)</u>	<u>(6.2)</u>
Adjusted earnings attributable	<u>23.9</u>	<u>22.8</u>	<u>23.8</u>	<u>22.3</u>	<u>20.2</u>
Adjusted earnings per share (cent)*	<u>6.84</u>	6.47	6.75	6.35	5.70

* Excludes exceptional items, amortisation of intangible assets and related tax

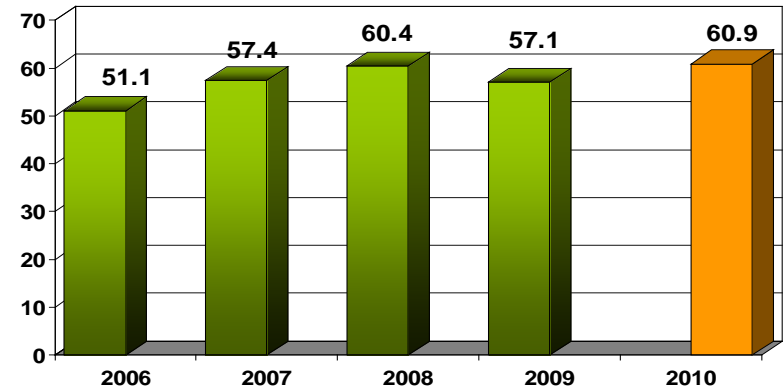


Revenues and Profitability

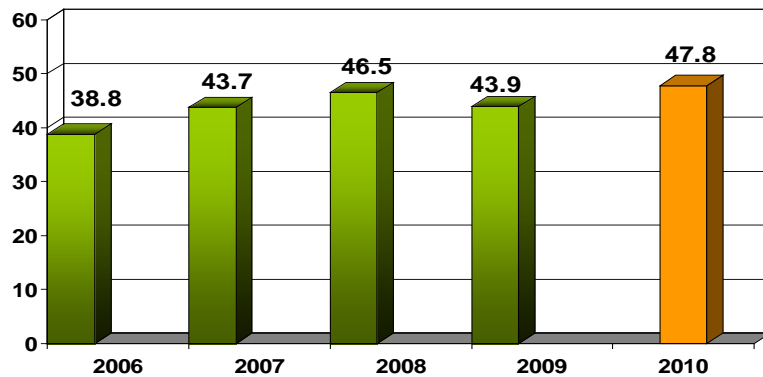
Sales (€M)



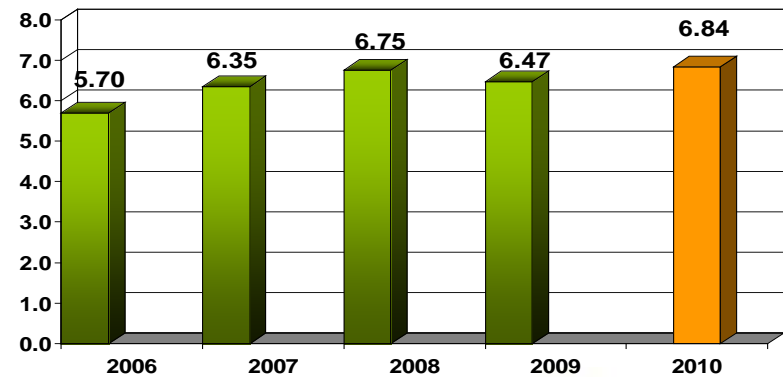
EBITDA (€M)



Adjusted EBITA (€M)

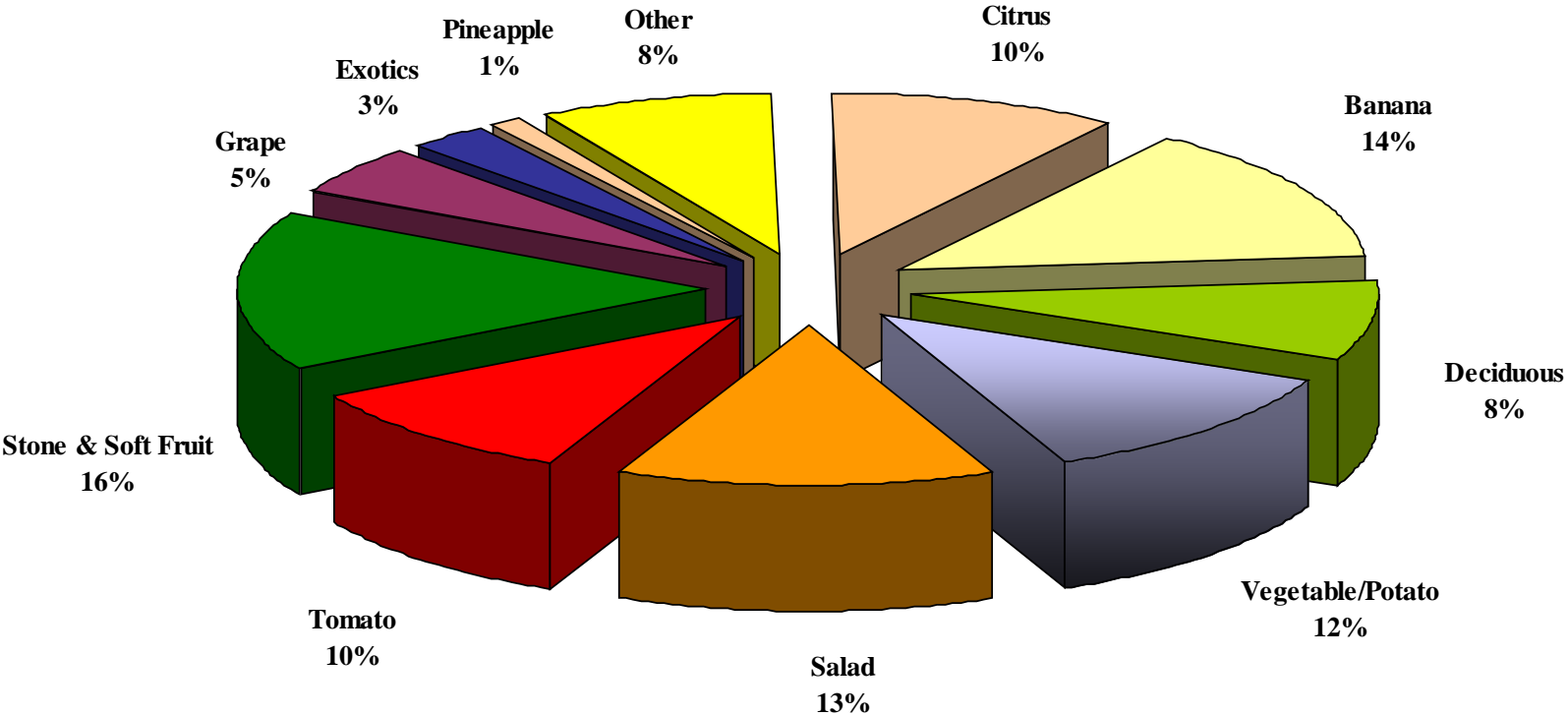


Adjusted EPS (€cent)



Company Overview

Our Produce Portfolio



Company Overview

Our Reach





TotalProduce™

Let's Grow Together