

# A company for all seasons

2014 Interim Results  
2 September 2014



# Forward-Looking Statement

Any forward-looking statements made in this presentation have been made in good faith based on the information available as of the date of this presentation and are not guarantees of future performance. Actual results or developments may differ materially from the expectations expressed or implied in these statements, and the company undertakes no obligation to update any such

statements whether as a result of new information, future events or otherwise. Total Produce's Annual Report contains and identifies important factors that could cause these developments or the company's actual results to differ materially from those expressed or implied in these forward-looking statements



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# Highlights

## Financial Highlights

Revenue	€1.588m	(4.5%)
Adj. EBITA	€30.2m	(3.7%)
Adj. EPS	4.86 cent per share	+0.4%
Total dividend	0.64 cent per share	+5.0%

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## Financial Ratios

Return on Average Capital Employed	15.0%
Net Debt / adj. EBITDA	0.95 times
Adj. EBITA / Net Interest	10.7 times

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## Development Highlights

- Completion of agreement to acquire final 50% of All Seasons Fruit ('ASF') in The Netherlands
- Post period-end completion of acquisition of 45% shareholding in Eco Farms in California, USA.

# Segmental Performance

	June 2014		June 2013	
	Revenue €'m	EBITA* €'m	Revenue €'m	EBITA* €'m
Fresh Produce				
- Eurozone	752	11.0	793	12.8
- Northern Europe	451	13.0	474	12.7
- UK	264	3.5	238	2.7
- International	91	1.8	132	1.6
Inter-segment revenue	(30)	—	(30)	—
<b>Total Fresh Produce</b>	<b>1,528</b>	<b>29.3</b>	<b>1,607</b>	<b>29.8</b>
<b>Healthfoods &amp; Consumer Products</b>	<b>60</b>	<b>0.9</b>	<b>56</b>	<b>1.6</b>
<b>Revenue and adj. EBITA</b>	<b>1,588</b>	<b>30.2</b>	<b>1,663</b>	<b>31.4</b>

\* Excludes acquisition related intangible assets amortisation charges and costs, fair value movements on contingent consideration and exceptional items

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Let's Grow Together

# Company Overview



# Company Overview

Europe's premier  
fresh produce provider

We grow, source, import,  
package, distribute and market  
hundreds of lines of fresh fruits,  
vegetables and flowers

Servicing Retailers,  
Wholesalers &  
Food Service sectors

SALES  
**€3.2bn**  
(FY 2013)

EBITDA  
**€74m**  
(FY 2013)

- 4,000+ people
- operating in 100+ facilities
- in 22 countries
- distributing 300m+ cartons of produce annually



**New Product  
Development**

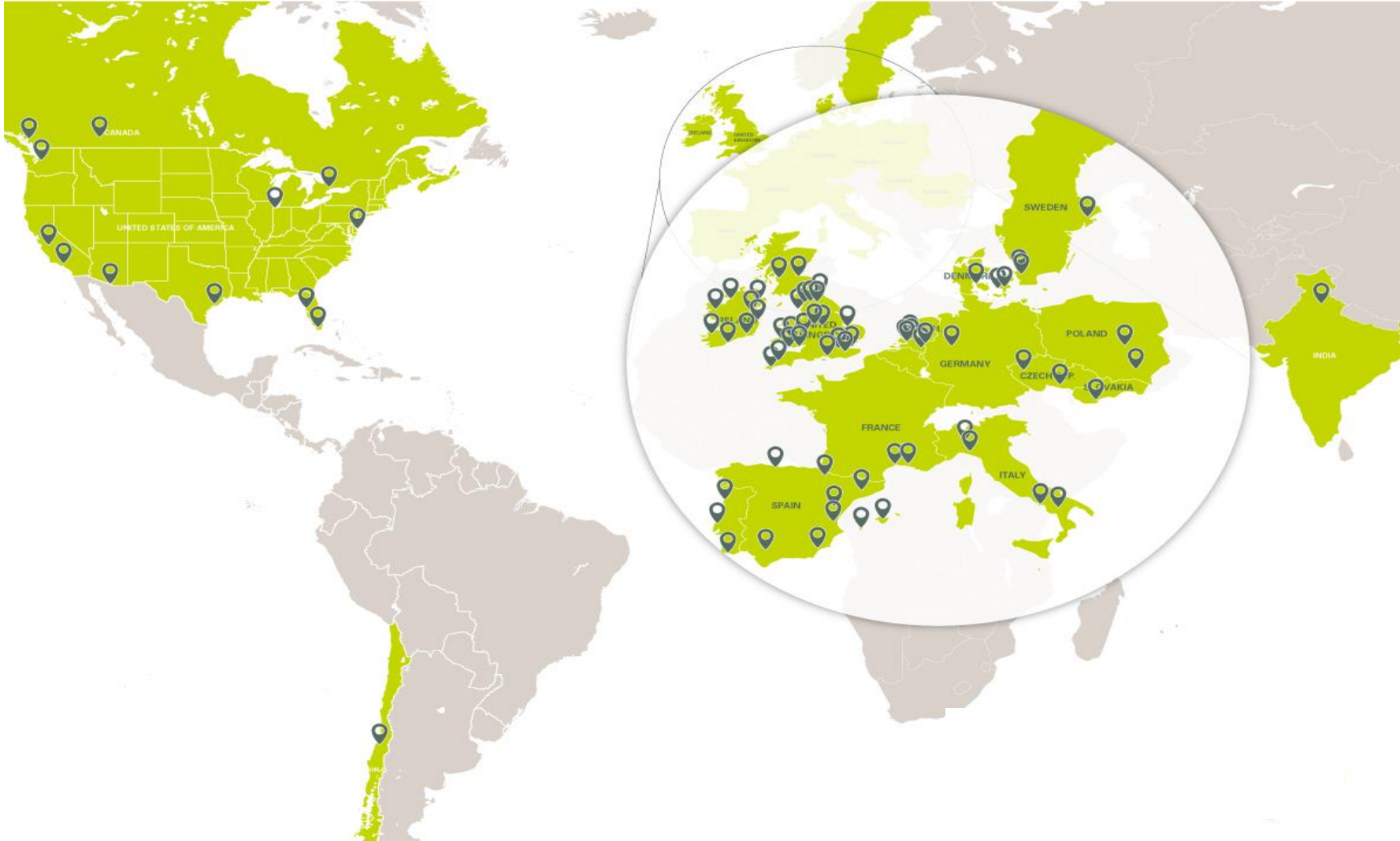


**Cultivation**



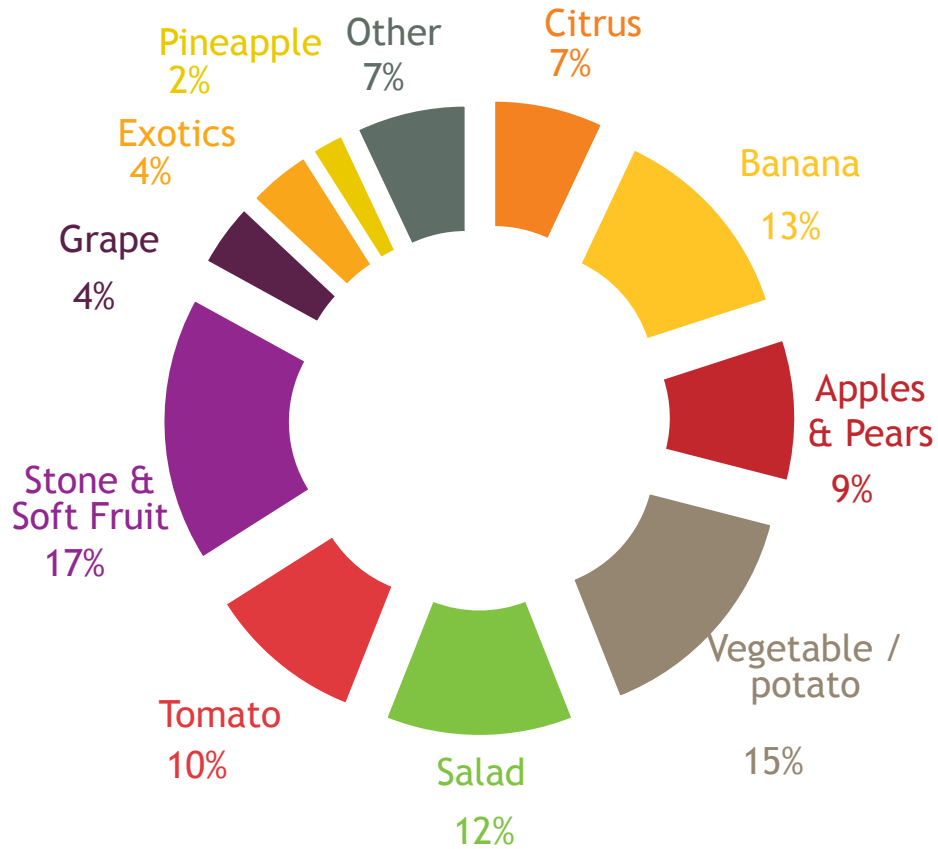
**Evaluation**

# Company Locations





## Produce Portfolio



## Our Vision

- Total Produce is today one of the largest fresh produce companies with significant operations in Europe and in North America
- Significant global industry - the largest grocery category
- The Group has an excellent team of very focused people
- Scale creates efficiencies allowing for higher shareholder returns
- Medium to long term goal is to increase scale by a multiple of our current size by organic growth, innovation and acquisitions in fresh produce and in related areas



# Competitive Advantage

## Growth

Well positioned  
for sector  
consolidation

## Economies of Scale

Scale offers  
operational  
& financial  
synergies

## Acquisition Track Record

Successful  
identification &  
integration of  
acquisitions

## Financial Strength

Strong balance sheet  
& cash generative

## Management Team

Highly experienced  
senior management  
team



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# Financials



# Financial Highlights

	<b>June 2014</b>	<b>June 2013</b>	<b>% change</b>
Revenue	<b>€1,588m</b>	€1,663m	<b>(4.5%)</b>
Adj. EBITDA <sup>1</sup>	<b>€38.1m</b>	€39.1m	<b>(2.7%)</b>
Adj. EBITA <sup>1</sup>	<b>€30.2m</b>	€31.4m	<b>(3.7%)</b>
Adj. profit before tax <sup>1</sup>	<b>€27.2m</b>	€28.5m	<b>(4.6%)</b>
Adj. fully diluted EPS <sup>2</sup>	<b>4.86 cent</b>	4.84 cent	<b>+0.4%</b>
Interim dividend per share	<b>0.64 cent</b>	0.6095 cent	<b>+5.0%</b>

<sup>1</sup> Excludes acquisition related intangible assets amortisation charges and costs, fair value movements on contingent consideration and exceptional items

<sup>2</sup> Excludes acquisition related intangible assets amortisation charges and costs and exceptional items

# Financials: Statutory Income Statement

	<b>June 2014 €'m</b>	<b>June 2013 €'m</b>
<b>Revenue</b>	<b>1,588</b>	1,663
<b>Adj. EBITA</b>	<b>30.2</b>	31.4
Intangible asset amortisation (incl. share of JV & associates)	(4.0)	(3.9)
Share of JV & Associates tax and interest charges	(1.2)	(1.5)
Acquisition costs / FV movements on contingent consideration	<u>(0.5)</u>	<u>(0.5)</u>
<b>Operating profit before exceptional items</b>	<b>24.5</b>	25.5
Exceptional items	<u>2.5</u>	—
<b>Operating profit after exceptional items</b>	<b>27.0</b>	25.5
Net finance expense	<u>(2.8)</u>	<u>(2.6)</u>
<b>Profit before tax</b>	<b>24.2</b>	22.9

# Financials: Cashflow

	2014 €'m	2013 €'m
<b>Operating cash flows</b>	<b>20.6</b>	25.4
Working capital movements	<u>(52.5)</u>	<u>(44.3)</u>
<b>Operating cash flows after working capital movements</b>	<b>(31.9)</b>	(18.9)
Routine capital expenditure (net of disposals)	<u>(5.9)</u>	<u>(5.7)</u>
Dividends from joint ventures & associates	<u>4.3</u>	<u>3.7</u>
Dividends to non-controlling interests	<u>(3.7)</u>	<u>(3.4)</u>
<b>Total free cash flow</b>	<b>(37.2)</b>	(24.3)
Proceeds from disposal of associate	<u>-</u>	<u>21.7</u>
Acquisition related expenditure	<u>(5.1)</u>	<u>(14.8)</u>
Debt assumed on acquisition	<u>(10.8)</u>	<u>-</u>
Development capital expenditure	<u>-</u>	<u>(0.6)</u>
Dividends to equity holders of the parent	<u>(5.5)</u>	<u>(5.0)</u>
Other, including translation movements	<u>0.5</u>	<u>1.9</u>
Movement in the period	<u>(58.1)</u>	<u>(21.1)</u>
Net debt at 1 January	<u>(11.0)</u>	<u>(53.0)</u>
<b>Net debt at 30 June</b>	<b>(69.1)</b>	(74.1)

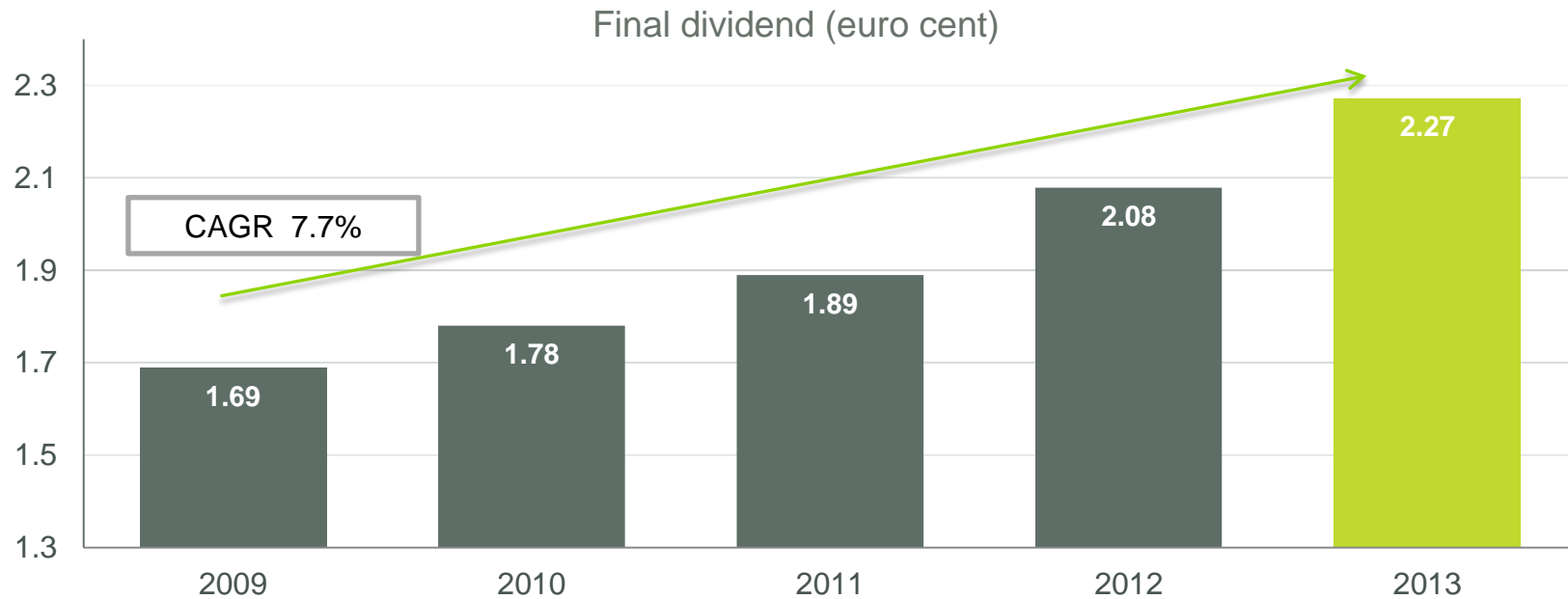
## Financials: Balance Sheet

	June 2014 €'m	June 2013 €'m	Dec 2013 €'m
Tangible assets	145.8	142.9	141.1
Intangible assets / goodwill	161.1	145.9	157.6
Investments (primarily joint ventures & associates )	55.8	54.0	55.4
Working capital & other	50.5	46.5	(11.3)
Contingent and deferred consideration	(29.5)	(18.0)	(24.8)
Pension liability (net of deferred tax)	(17.4)	(26.6)	(3.9)
Corporation and deferred tax (ex. DT on pension)	(16.5)	(20.2)	(17.2)
Net debt	(69.1)	(74.1)	(11.0)
<b>Net Assets</b>	<b>280.7</b>	<b>250.4</b>	<b>285.9</b>
Shareholders' equity	212.6	185.8	217.4
Non-controlling interests	68.1	64.6	68.5
<b>Shareholders' Equity &amp; Non-Controlling Interests</b>	<b>280.7</b>	<b>250.4</b>	<b>285.9</b>

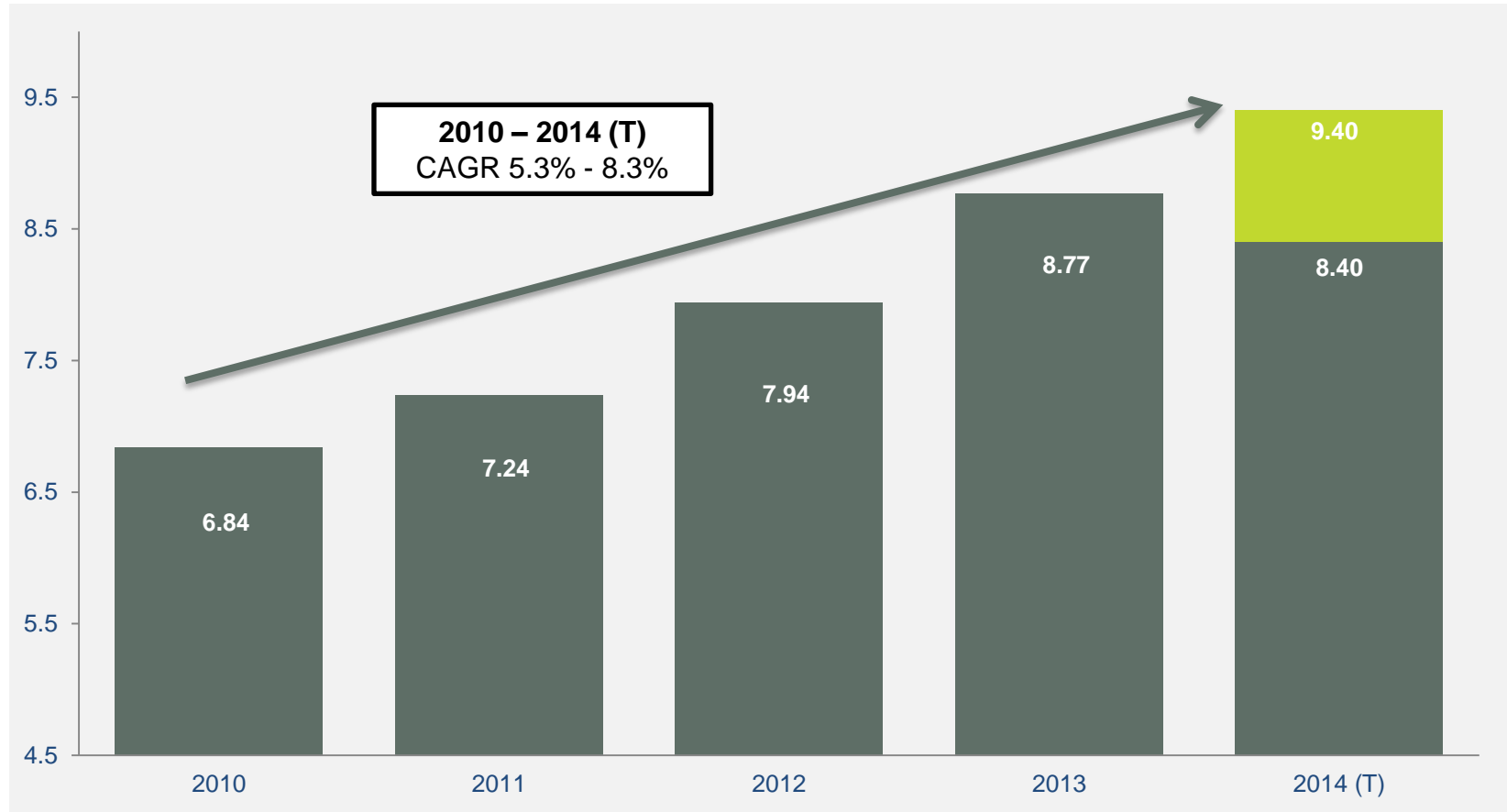


## Financials: Dividend

- 5% increase in 2014 interim dividend to €0.64 cent per share
- Prospective dividend yield: 2.4% based on share price of €1.01
- Average full year dividend pay-out of 26% of adjusted earnings

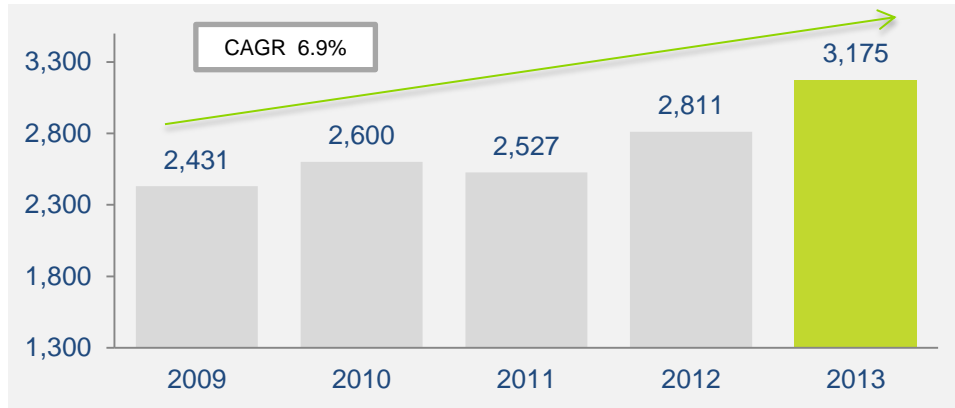


# Financials: 5 Year Earnings per Share (euro cent)

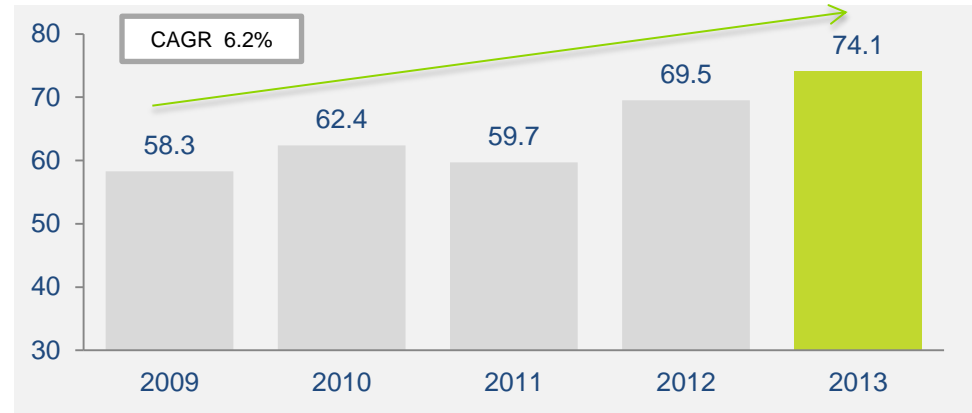


# 5 Year Summary (2009 - 2013)

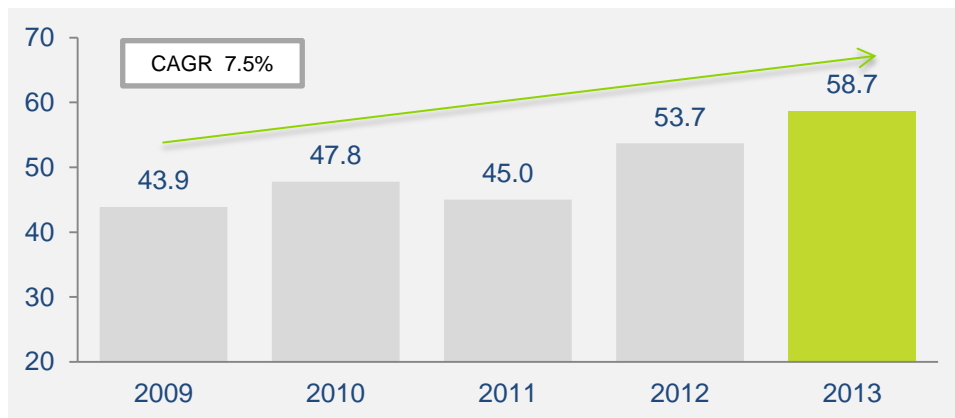
**Revenue (€'m)**



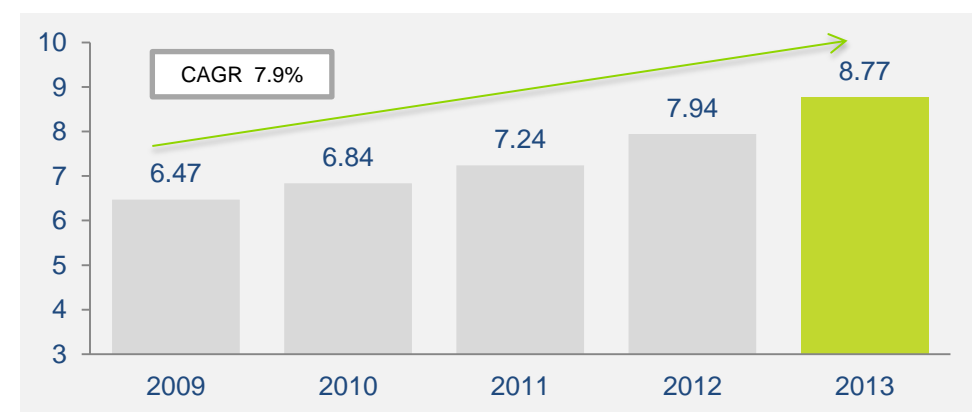
**Adjusted EBITDA (€'m)**



**Adjusted EBITA (€'m)**



**Adjusted EPS (€'cent)**



# Financials: 7 Year Cash Flow (2007 - 2013)

	2007- 2013 €'m
Net debt at 1 Jan 2007 (pro-forma)	(62)
<b>Operating cash flows</b>	<b>321</b>
Routine capital expenditure (net of disposals)	(57)
Dividends from joint ventures & associates	17
Dividends to non-controlling interests	(34)
<b>Total free cash flow</b>	<b>247</b>
Proceeds from disposal of investments	35
Acquisition related expenditure	(145)
Development capital expenditure	(37)
Dividends to equity holders of the parent, share buy back	(48)
Other, including translation movements	(1)
<b>Movement in net debt (1 Jan 2007 to 31 December 2013)</b>	<b>51</b>
<b>Net debt at 31 December 2013</b>	<b>(11)</b>

The image features a close-up of a hand holding a bright yellow lemon. The hand is positioned on the right side, with fingers gently gripping the fruit. The lemon is the central focus, showing its textured, bumpy skin. In the background, there are green leaves and other lemons on a branch, slightly out of focus. The overall scene is bright and natural, suggesting a fresh harvest.

**Total Produce.**  
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# 2014 Investment Activity

## 2014 Investment and Development Activity

In 2014, the Group invested over €9m including contingent consideration payable on achievement of profit targets

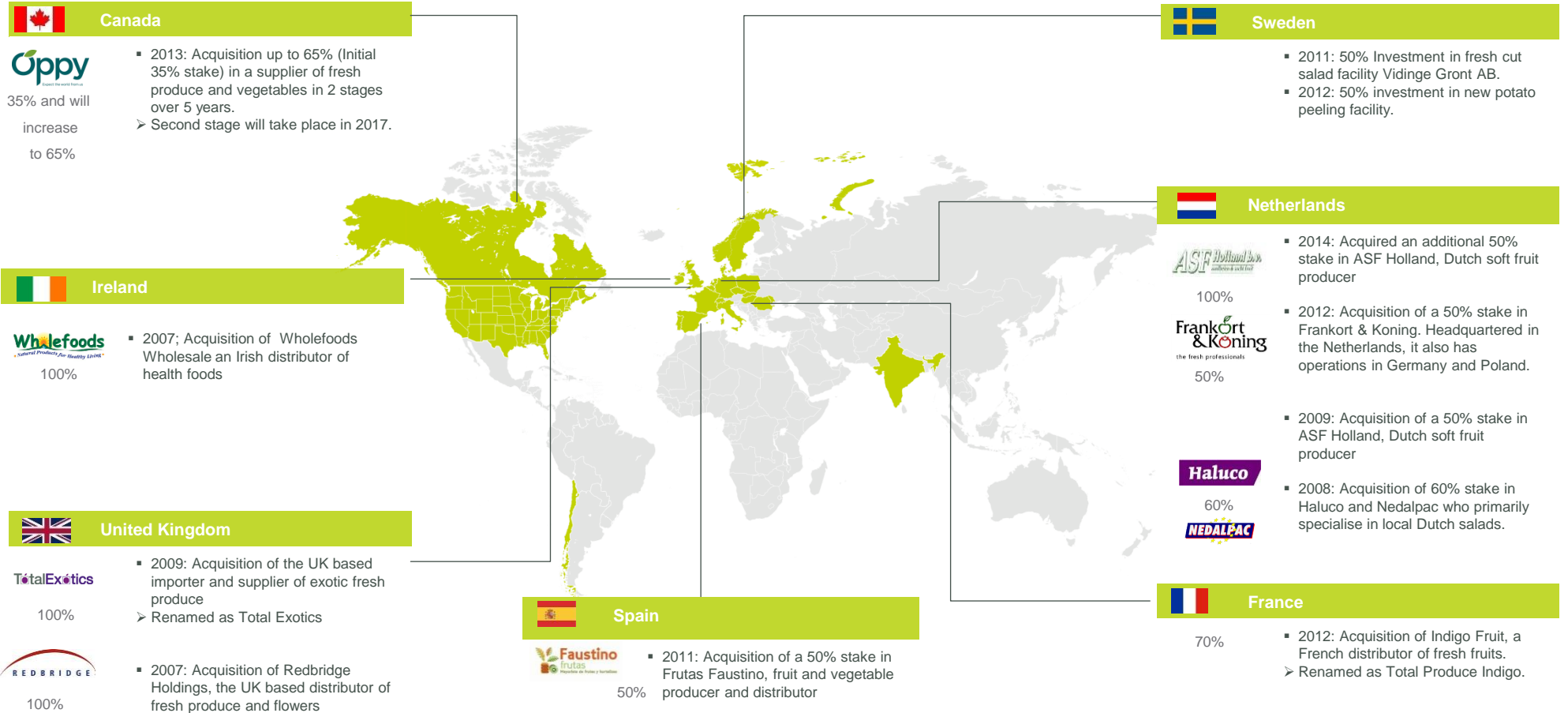
- Acquisition of the final 50% shareholding in All Seasons Fruit (ASF) in The Netherlands
- ASF specialises in the soft fruit category and strengthens our foothold in this market
- 20% shareholding acquired on completion with the balance to be acquired in subsequent years
- Other small bolt-on investments in Europe

## 2014 Investment Activity (continued)

### Continued expansion in North America and development activity in Morocco

- In August, completed acquisition of 45% interest in Eco Farms, in California
- Group has options in place to acquire a majority stake in the future
- Eco Farms is an avocado grower, marketer and distributor
- Founded in 1972, Eco Farms has been a key player in the Californian avocado industry for over 40 years
- In 2014, the Group increased its focus on the 10% investment in African Blue, a blueberry grower in Morocco
- The Group has exclusive rights for distribution of African Blue's product in UK and Europe

## Successful Acquisition Strategy





# Summary and Outlook



## Summary and Outlook

- Robust performance in first half of 2014 in weaker market conditions compared to a very strong first half in 2013
- Continued volume growth offset by average price decreases
- 5% increase in interim dividend
- Completion of deal to acquire final 50% of All Seasons Fruit in The Netherlands
- Continued expansion in North America with completion of deal to acquire a 45% shareholding in Eco Farms in California
- The Group is maintaining its full year adjusted earnings per share guidance of between 8.4 and 9.4 cent per share

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