

2016 Preliminary Results

2 March 2017



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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Financial Highlights

Total Revenue
€3.76bn

+8.9%

Adjusted EBITDA
€94.8m

+14.5%

Adjusted EBITA
€73.7m

+15.0%

Adjusted EPS
12.07cent

+14.1%

**Final
Dividend**
2.2297cent

+10.0%

**Return on Average
Capital Employed**
15.9%

**Net Debt /
Adjusted EBITDA**
0.51 times

**Adjusted EBITA /
Net Interest**
13.3 times

Development Highlights

- Acquisition of 65% of Progressive Produce in Los Angeles, California in February 2016

- Other investments in 2016 including:
 - Holland: acquisition of a 60% interest in Organic Trade Company Holland BV in April 2016
 - Scandinavia: new joint venture investment focusing on fresh cut and pre-packed meal salads
 - UK: acquisition of 100% of Planet Produce in April 2016
 - Chile: acquisition of 50% of El Parque Group in December 2016

- Total 2016 investment of €60m including €17m contingent on the achievement of profit targets

- €20m share buy-back program (October 2015 to January 2016)

- Agreement to acquire a further 30% of Oppy and enhancements made to strategic agreements between Oppy and the New Zealand based T&G Global

Segmental Performance

	2016		2015	
	Revenue €m	EBITA €m	Revenue €m	EBITA* €m
Europe – Eurozone	1,753	25.9	1,653	22.1
Europe – Non-Eurozone	1,522	38.8	1,538	38.6
International	544	9.0	321	3.4
- Inter-segment revenue	(57)	-	(58)	-
Revenue and adj. EBITA	3,762	73.7	3,454	64.1

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

Business Overview



Company Overview

Operating
Facilities

138



Countries

26



EBITA

€74m

Cartons sold
annually

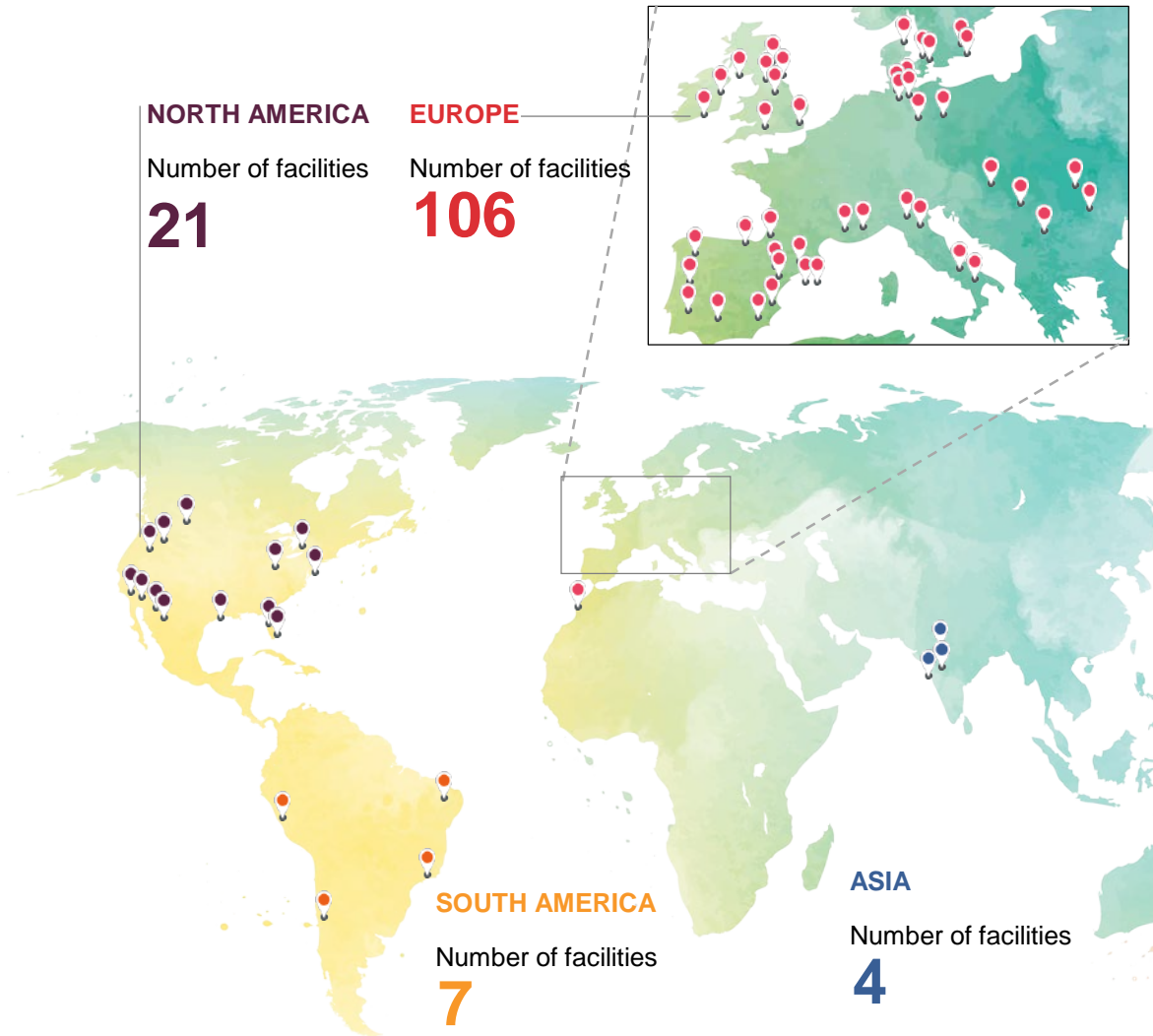
350m+

Revenue

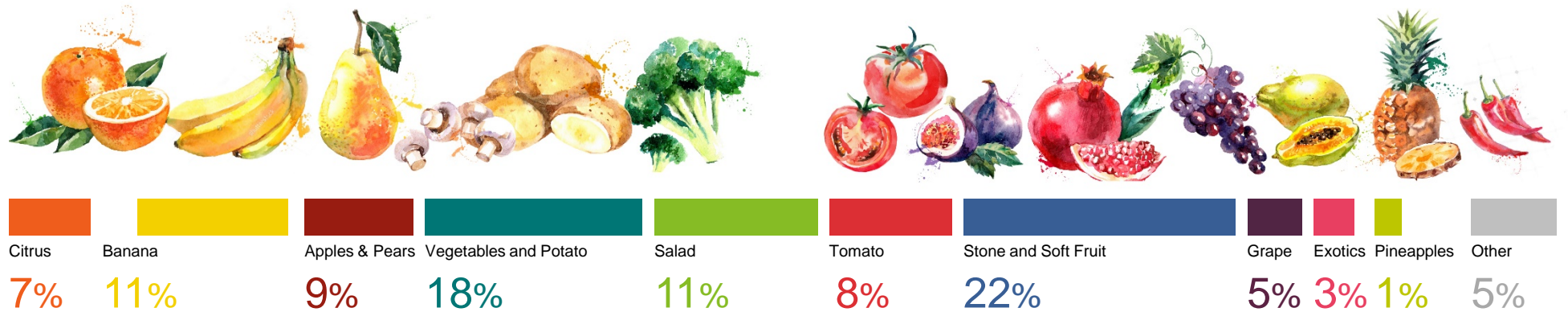
€3.76bn

EBITDA

€95m



Our Produce Portfolio



Vision and Strategy

Our vision

To continue to develop our position as one of the world's leading fresh produce companies



Our strategy:

Deliver long term shareholder value by

Leveraging our collective skills at a local level

Continued acquisition and partnerships

Ensuring operational excellence

Building on our core competencies

Business Model and Supply Chain



Local at heart

People

Experience
Expertise
Relationships

Growers

Supporting
Advising
Consolidating

Infrastructure

Facilities
Logistics
Customisation

Category Management

Local markets
Local trading
Local consumers

Global by nature

Scale

Collective procurement synergies
Efficiencies

Resources

Financial strength
Security
Investment Capacity

Reach

New markets
New growers
New products

Added Value

Marketing
NPD
Shared core competencies



Competitive Advantage



Growth

Well positioned
for sector
consolidation



Economies of Scale

Scale offers
operational and
financial synergies



Acquisition Track Record

Successful
identification and
integration of
acquisitions



Financial Strength

Strong balance
sheet and cash
generative



Management Team

Highly experienced
senior management
team



Financials

Financial Highlights

	2016	2015	% change
Revenue	€3,762m	€3,454m	+8.9%
Adjusted EBITDA ¹	€94.8m	€82.8m	+14.5%
Adjusted EBITA ¹	€73.7m	€64.1m	+15.0%
Adjusted profit before tax ¹	€67.7m	€58.0m	+16.8%
Adjusted fully diluted EPS ¹	12.07 cent	10.58 cent	+14.1%
Total dividend per share	3.0393 cent	2.763 cent	+10.0%

¹ Excludes acquisition related intangible asset amortisation charges and costs, fair value movements on contingent consideration and exceptional items

Financials

Statutory Income Statement

	2016 €m	2015 €m
Revenue	3,762	3,454
Adj. EBITA	73.7	64.1
<i>Intangible asset amortisation (incl. share of JV & Associates)</i>	<i>(10.2)</i>	<i>(7.6)</i>
<i>Share of JV & Associates tax and interest charges</i>	<i>(5.0)</i>	<i>(3.9)</i>
<i>Acquisition costs / FV movements on contingent consideration</i>	<i>(1.0)</i>	<i>(2.0)</i>
Operating profit before exceptional items	57.5	50.6
Exceptional items	(1.4)	2.0
Operating profit after exceptional items	56.1	52.6
Net finance expense	(5.5)	(5.8)
Profit before tax	50.6	46.8

Financials

Exceptional items

	2016 €m	2015 €m
Gains on property, plant and equipment and leasehold interests	3.8	2.0
Impairment of goodwill	(5.2)	–
Total exceptional items	(1.4)	2.0
Tax charge, net	(0.7)	(0.3)
Total exceptional items, net of tax	(2.1)	1.7

Financials

Cash flow statement

	2016 €m	2015 €m
Operating cash flows	53.7	45.9
Working capital movements	(9.5)	14.9
Operating cash flows after working capital movements	44.2	60.8
Routine capital expenditure (net)	(15.3)	(18.1)
Dividends from joint ventures and associates	8.3	8.1
Dividends to non-controlling interests	(6.8)	(2.4)
Total free cash flow	30.4	48.4
Acquisition expenditure (includes cash/debt acquired)	(43.4)	(12.0)
Contingent/deferred consideration payments	(4.8)	(12.7)
Non-routine capital expenditure/property additions	(7.8)	(4.2)
Cashflows on exceptional items	3.0	3.1
Disposal of trading assets	6.4	–
Dividends to shareholders	(9.1)	(8.3)
Buy-back of shares	(6.0)	(14.4)
Other, including translation movements	1.0	(1.2)
Movement in the year	(30.3)	(1.3)
Net debt at 1 January	(18.1)	(16.8)
Net debt at 31 December	(48.4)	(18.1)

Financials

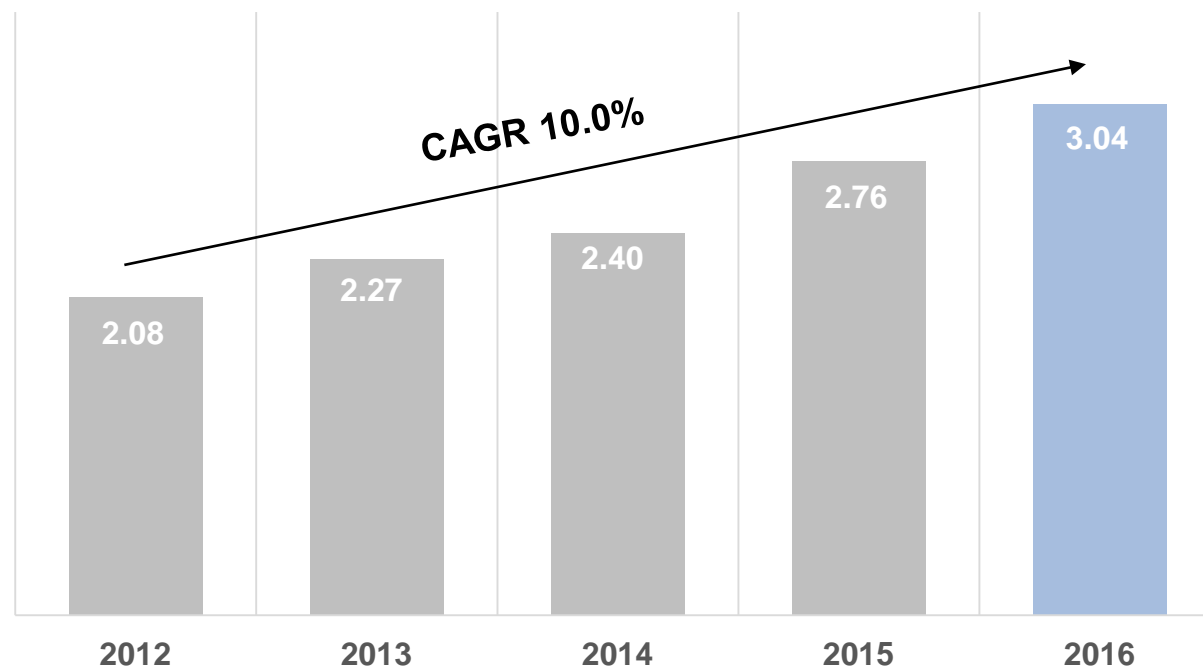
Balance sheet

	2016 €m	2015 €m
Tangible assets	153.8	151.7
Intangible assets / goodwill	220.5	190.5
Investments (primarily joint ventures and associates)	93.5	76.9
Working capital & other	(5.4)	(21.8)
Contingent and deferred consideration	(46.9)	(36.2)
Put option liability	(21.2)	–
Pension liability (net of deferred tax)	(31.8)	(14.5)
Corporation and deferred tax (ex. DT on pension)	(15.2)	(14.7)
Net debt	(48.4)	(18.1)
Net Assets	298.9	313.8
Shareholders' equity	226.3	238.8
Non-controlling interests	72.6	75.0
Shareholders' Equity & Non-Controlling Interests	298.9	313.8

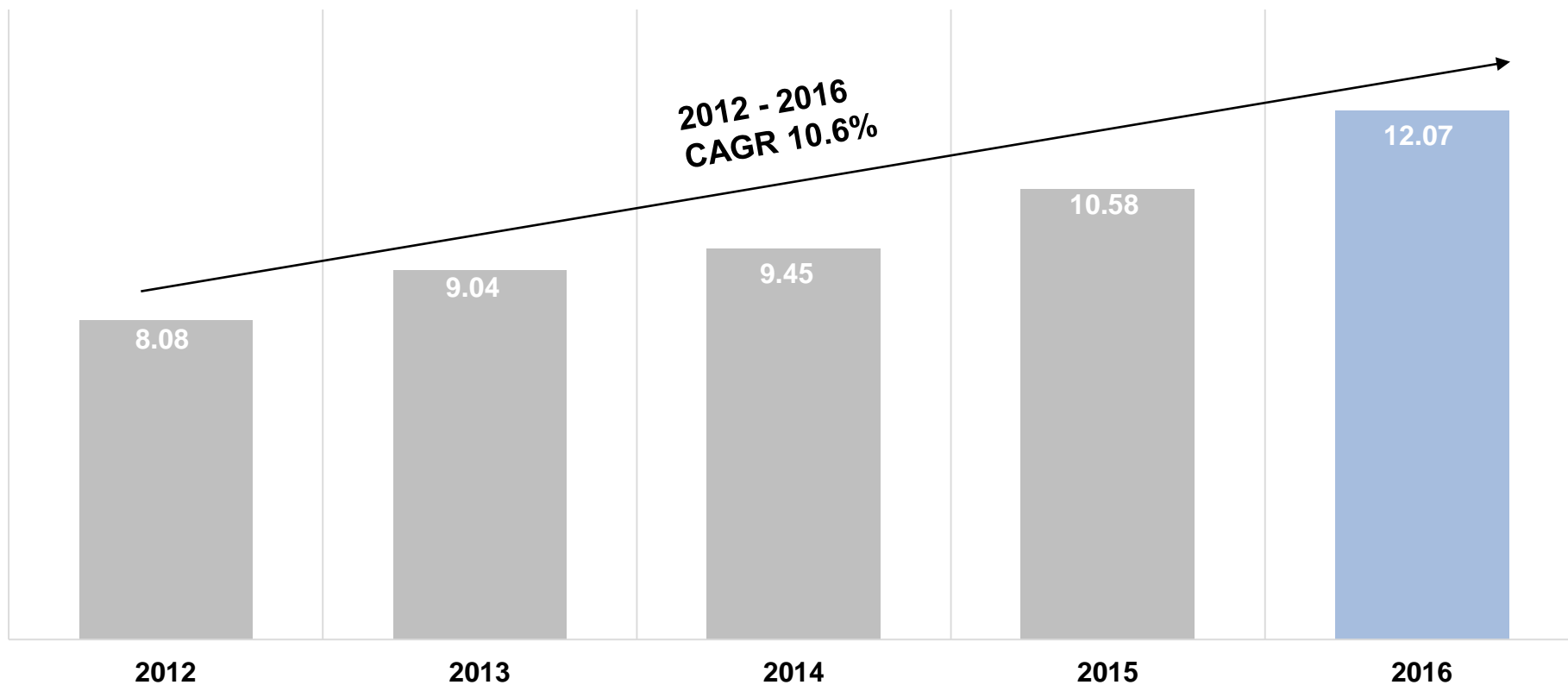
Dividends

Total dividend (euro cent)

- 10% increase in 2016 final dividend to 2.2297 cent per share
- 10% increase in 2016 FY dividend to 3.0393 cent per share
- Dividend yield of 1.6% based on share price of €1.85
- Dividend pay-out of 25.2% of adjusted earnings

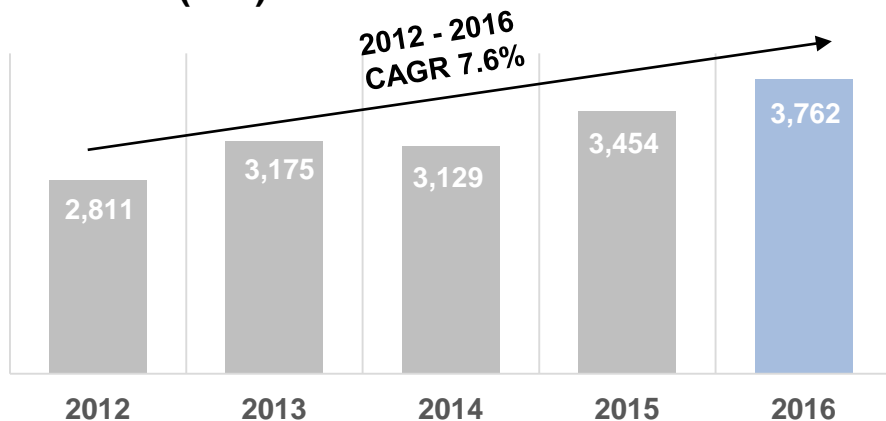


5 Year Earnings per Share (euro cent)

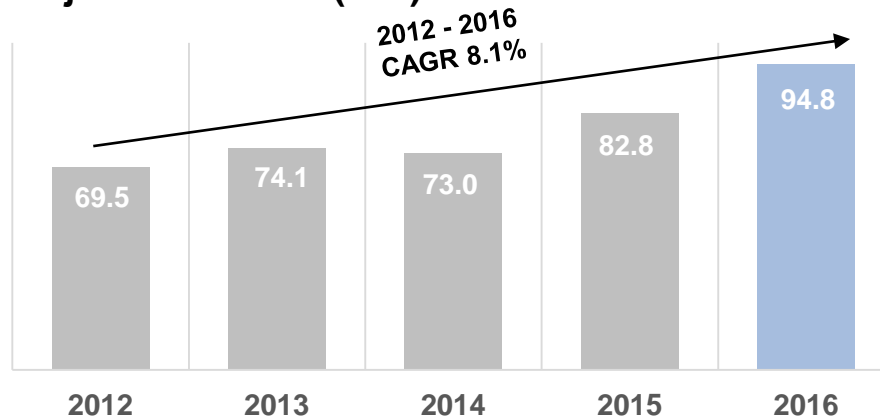


5 Year Summary (2012 – 2016)

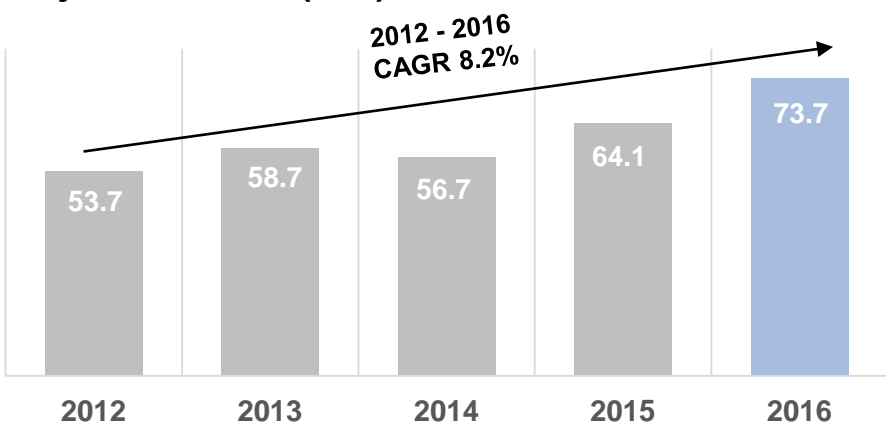
Revenue (€m)



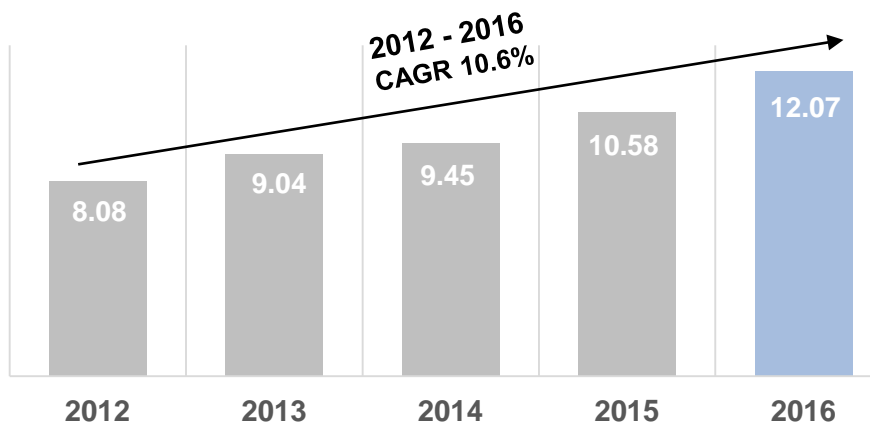
Adjusted EBITDA (€m)



Adjusted EBITA (€m)



Adjusted EPS (€cent)



Investment and Development Activity



2016 Investments

In 2016 the Group further expanded its footprint in the US with the acquisition of a 65% interest in Progressive Produce

- Total 2016 investment of €60m including €17m contingent on the achievement of profit targets
- In February 2016, the Group acquired a 65% interest in Progressive Produce headquartered in Los Angeles in California with put and call options in place for the remaining 35%
- Annual revenue in excess of US\$ 200m and operating from four strategically located distribution centres
- Progressive is a grower, packer and distributor of conventional and organic produce to the retail, wholesale and food service sectors in North America
- Specialises in asparagus, potatoes, onions and organics

2016 Investments (continued)

The Group also made a number of other strategic investments in Holland, UK, Scandinavia and Chile

In addition the Group made a number of other acquisitions in Holland, Scandinavia, UK and Chile including:

- Acquisition of a 60% interest in Organic Trade Company Holland BV which specialises in organic fruit and vegetables
- Investment in Vezet Convenience Nordic, a 50/50 joint venture which will invest in a facility for production of fresh cut and pre-packed meal salads for the Nordic market
- Acquisition of 100% of Planet Produce Limited, a UK company specialising in the import of exotic fruit and vegetables
- Acquisition in December 2016 of a 50% interest in El Parque, a fresh produce company headquartered in Chile and specialising in avocados, citrus and grapes

2017 Investments

- Agreement to acquire a further 30% of the Oppenheimer Group ('Oppy') for CAD\$39.5m (€28.0m) taking interest to 65%

- Concurrent with this transaction, Oppy entered into a series of strategic transactions to enhance its relationship with the New Zealand based T&G Global Limited ('T&G'):
 - Oppy will acquire 50% of Delica North America Inc. Delica is focused on the export of fresh produce from the US to the Chinese and South East Asian markets





 - T&G will increase its shareholding in Oppy's US subsidiary from 15% to 39.4%

- Oppy secures long term supply of key T&G proprietary varieties of apples and pears

North America

The story so far....



	Revenue of US\$ 750m
	Revenue of US\$ 60m
	Revenue of US\$ 160m
	Revenue of US\$ 220m
Total North America*	Revenue of US \$1.2 billion

* Gross 100% revenue of each Company



Summary and Outlook

Summary and Outlook

- A very strong performance in 2016
- Results benefited from contribution of acquisitions
- Good trading conditions overall
- Revenue up 8.9%, adjusted EBITA up 15.0% and adjusted EPS up 14.1%
- 10% increase in full year dividend
- Expansion in North America continues in 2016 and 2017
- Targeting 2017 adjusted EPS in the range of 12.0 to 13.0 cent per share



TotalProduce™

Let's Grow Together

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