



TREATT

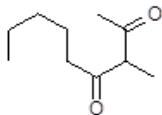
Preliminary Results for the year ended
30 September 2013

Daemmon Reeve
Chief Executive Officer

Richard Hope
Finance Director

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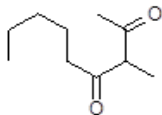
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Summary 2013

Highlights

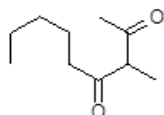
- New strategy implemented January 2013
- Dividend increased 19%
- Adjusted profit before tax £6.2m (2012: £5.1m)
- Adjusted earning per share 43.2p (2012: 34.4p)
- Net assets per share growth 5.6%
- Group revenue unchanged £74.1m (2012: £74.0m)



Key Performance Indicators

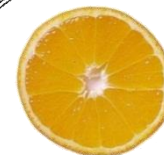
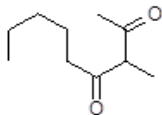
- ⊕ Growth in adjusted profit before tax +23.1%
- ⊕ Growth in adjusted basic earnings per share +25.6%

	2013	2012
Net operating margin	9.4%	7.6%
Return on capital employed	19.4%	14.4%
Average net debt to EBITDA	1.28 x	1.52 x



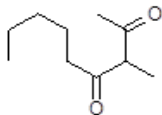
Cash

- Debt reduced by £4.7m
- Headroom of £12m
- Total of £22m bank facilities with HSBC, Lloyds and Bank of America
- Portion of all three facilities on three year renewal
- Renewals staggered



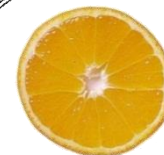
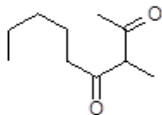
Customer Base

- ⊕ Top Customer – 9% of group sales
- ⊕ Top Ten Customers – 35% of group sales
- ⊕ Consumer product Manufacturers – 3 of the top 10
- ⊕ Flavour & Fragrance Houses – 7 of the top 10



Treatt in 2013

- ➊ Renewed focus on driving value for shareholders
- ➋ Strategy beginning to gain traction
- ➌ Managed change at the company
 - Centralised functions
 - Global sales structure
 - Purchasing
 - Finance
 - IT
- ➍ Refreshed leadership team



Strengths

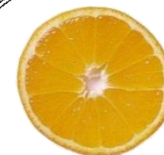
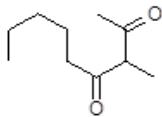
⊕ Focused

⊕ Innovative

⊕ Knowledgeable

⊕ Traceability

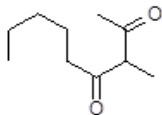
⊕ Sustainability



Group Strategy



- Global Sales Structure
- Product Rationalisation
- QC → QA
- Employee Engagement
- Centralised Group Functions
- Wellness & Flavour



Innovation

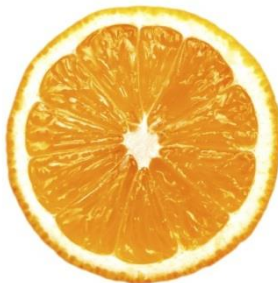
Wellness



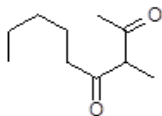
Treattaromes



TreattZest



TreattFusion



New Treatt



A CORNUCOPIA OF INNOVATIVE INGREDIENTS FOR YOUR FLAVOUR, FRAGRANCE AND COSMETIC PRODUCTS

Treatt offers an extensive range of essential oils (single, concentrated and terpenoid), cold pressed seed oils, certified organic and conventional, hexanone, FFA distillates, natural fractions/species and aromatic chemicals, especially synthetic high-impact aroma-chemicals.

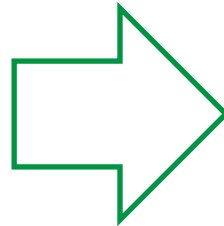
With more than 125 years of experience and exporting to over 90 countries, Treatt is known for its consistent quality, reliability, technical expertise and its global sourcing to maximise benefits for its customer base.

Earthoil, the cosmetics ingredients division of Treatt, specialises in pure, organic, fair trade essential and cold pressed vegetable seed oils, offering a broad spectrum of natural raw materials for cosmetic applications.

Treatt – your one stop shop for innovative flavour, fragrance & cosmetic ingredients

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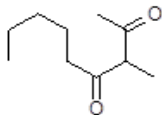
A world of difference

In the world of ingredients, we're at the core of product innovation.

Let us help you increase your slice of the market.

Innovative ingredients since 1886

enquiries@treatt.com www.treatt.com

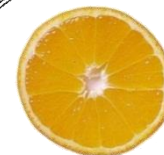
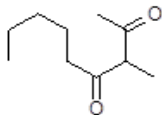


Exhibitions

Food Ingredients Europe 2011



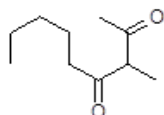
Food Ingredients Europe 2013



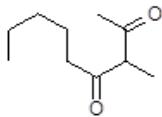
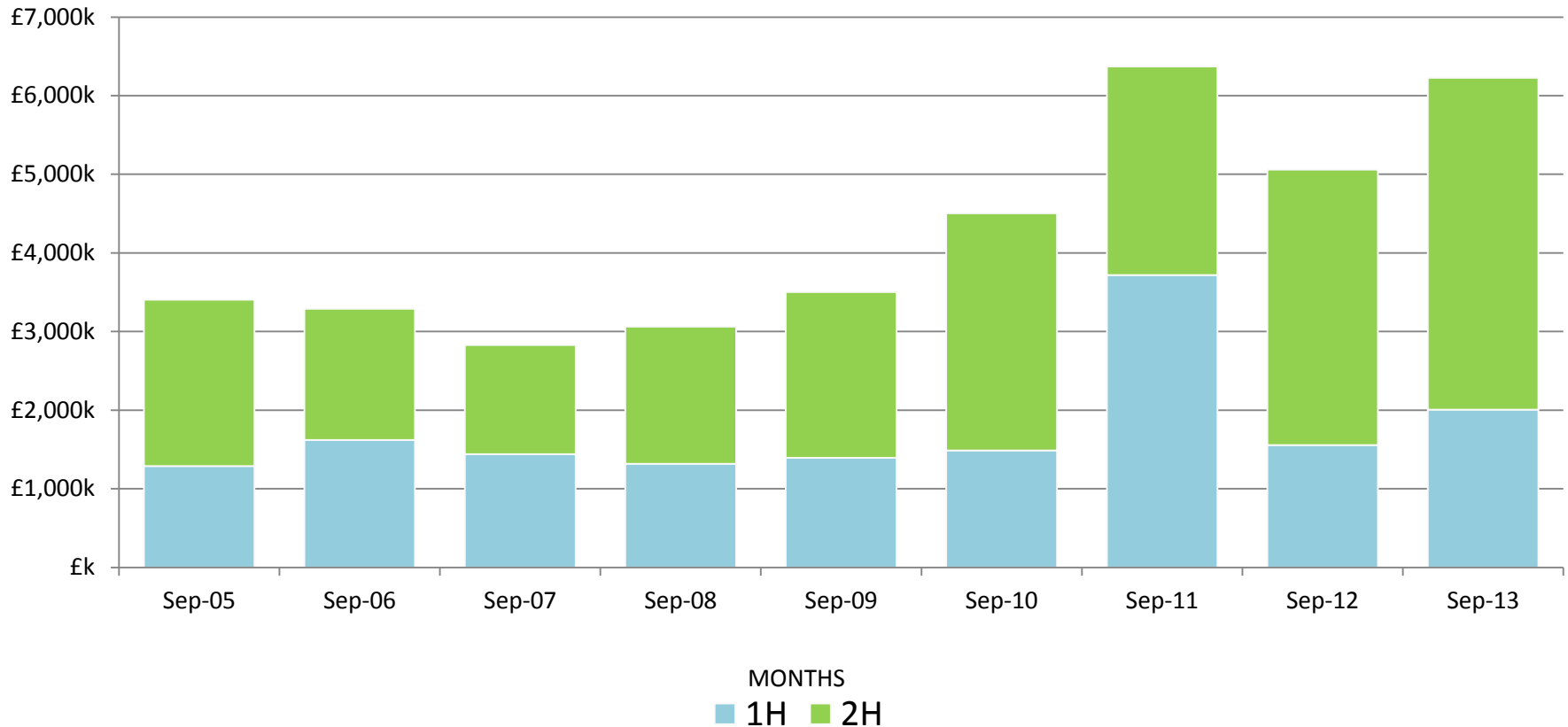
Financial Overview

	2013	2012
Revenue	£74.1m	£74.0m
EBITDA*	£8.3m	£6.9m
Profit before tax *	£6.2m	£5.1m
Earnings per share *	43.2p	34.4p
Dividends per share	18.5p	15.5p
Net Assets per share	262p	248p

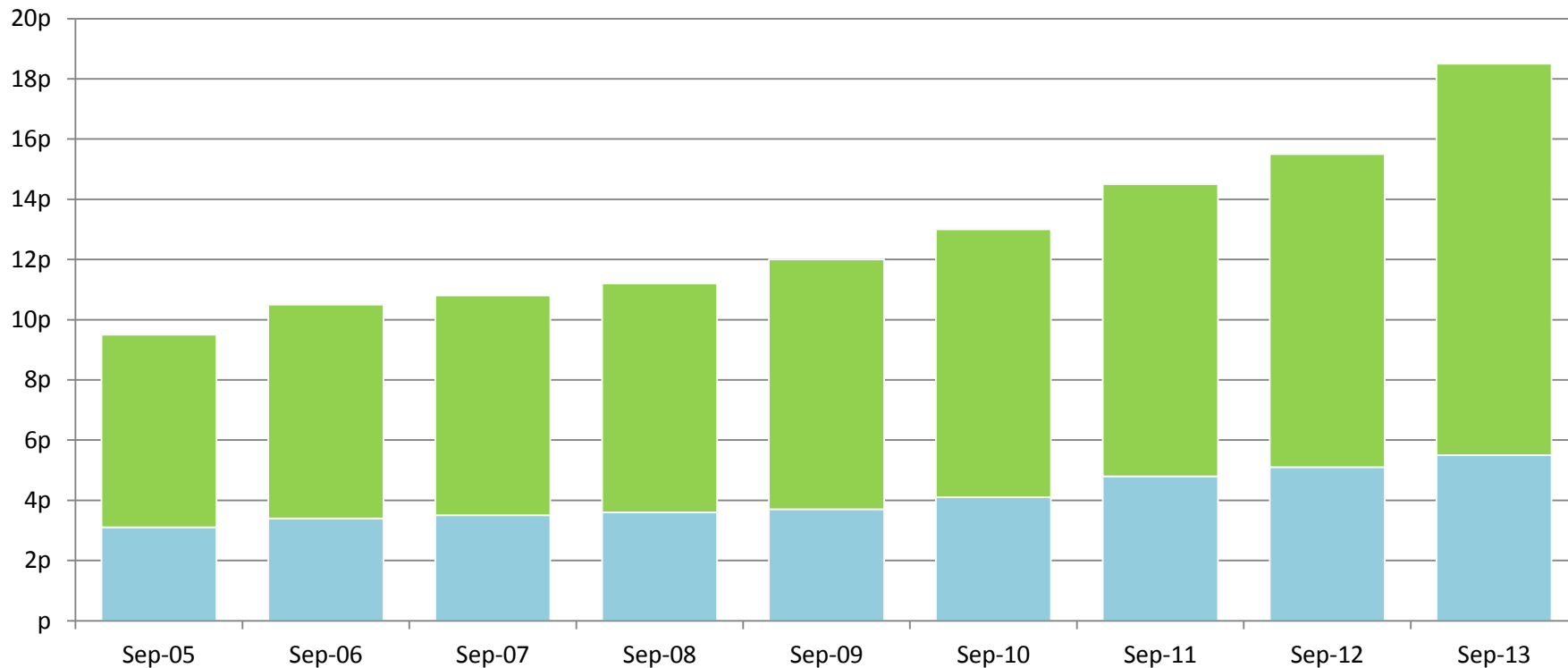
* Excluding exceptional items



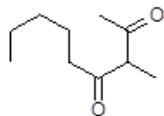
Interim / Final Profit Before Tax 2005-2013



Interim / Final Dividends 2005-2013



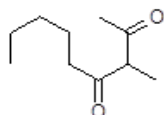
MONTHS
1H 2H



Summary Balance Sheet

<u>All figures £m</u>	<u>2013</u>	<u>2012</u>
Goodwill	£1.1m	£1.1m
Fixed Assets	£12.4m	£12.3m
Inventories	£23.7m	£22.9m
Debtors	£13.2m	£14.0m
Creditors	<u>(£11.3m)</u>	<u>(£8.9m)</u>
Working Capital	£25.6m	£28.0m
Taxation	(£1.2m)	(£0.3m)
Net Debt	(£8.3m)	(£12.9m)
Other net liabilities	<u>(£2.2m)</u>	<u>(£2.2m)</u>
Shareholders' Funds	<u>£27.4m</u>	<u>£26.0m</u>

⊕ Group headroom = £12m (2012: £7m)



2014 Prospects

- Group order books markedly up
- Costs under tight control
- Exciting sales opportunities in beverages
- Steady start to new financial year
- Small margin improvement?

