



TREATT

Preliminary Results for the year ended
30 September 2012



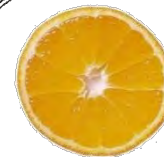
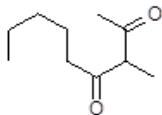
Daemmon Reeve
Chief Executive Officer

Richard Hope
Finance Director

Summary 2012

Highlights

- Group revenue flat £74m (11/12) vs £74.5m (10/11) despite falling commodity markets
- Group EBITDA £6.9m (11/12) vs £8.0m (10/11) in the absence of windfall Orange stock gains
- Group profit £5.1m, second highest reported
- 1 year dividend growth 7%, 19% growth over 2 years
- Treatt USA performance continues to be strong, despite absence of windfall gains and falling markets



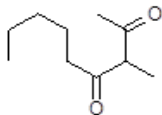
Group Profile

⊕ Top Customer – 6% of group sales

⊕ Top Ten Customers – 33% of group sales

⊕↑ Consumer product Manufacturers – 4 of the top 10

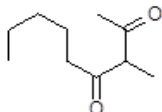
⊕↓ Flavour & Fragrance Houses – 6 of the top 10



Review 2012

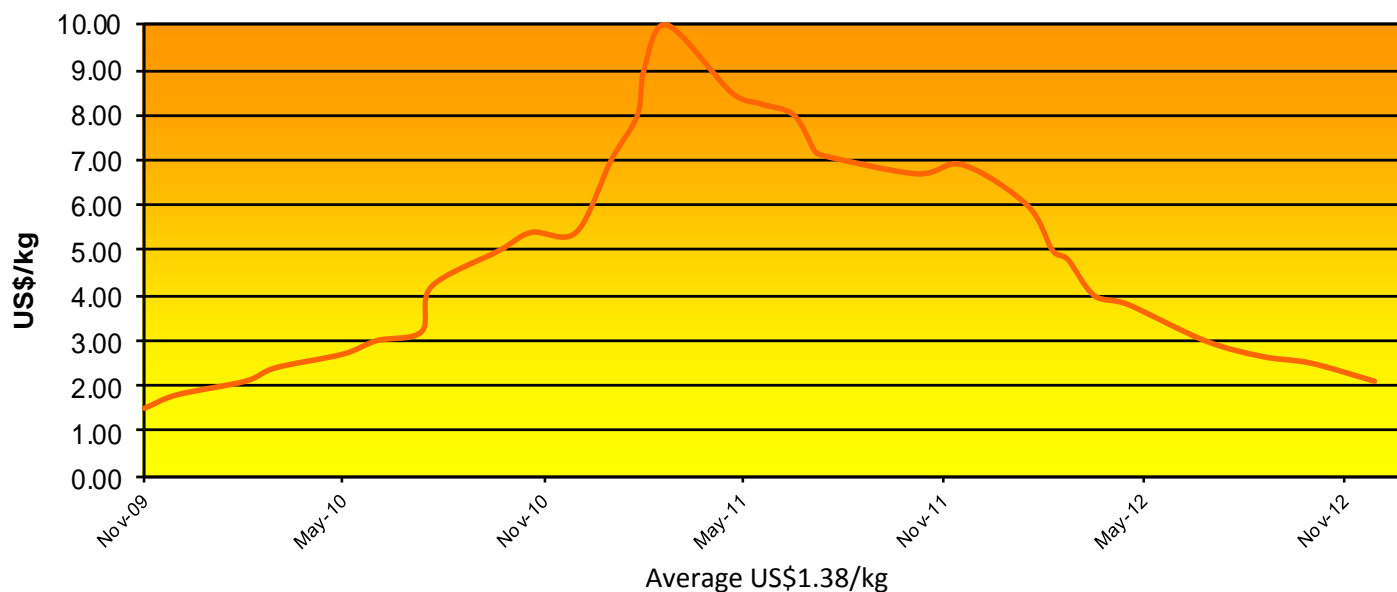
Tea

- ⊕ Second most important commodity by volume
- ⊕ Volume of tea processed up 53%
- ⊕ Short pay back of \$3m CAPEX
- ⊕ Significant market opportunities
- ⊕ In addition to tea, sugar volumes sharply up

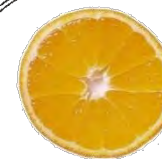
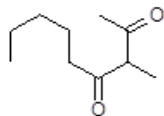


Review 2012

Orange Oil

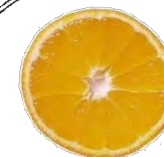
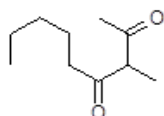


- ⊕ Raw material prices down 60% in the year
- ⊕ 24% of group revenue by value (2011: 24%)
- ⊕ 16% increase in volumes sold
- ⊕ Inventory risk managed on a group basis



Group Turnover Analysis 2012 (£000's)

	R.C. Treatt	Treatt USA	Earthoil
Sales by Subsidiary	43,534	24,253	6,222
% Orange Oil	16% (15%)	46% (50%)	3% (2%)
% Lemon Oil	11% (11%)	11% (11%)	1% (1%)

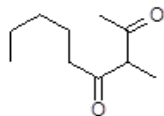


Review 2012

R.C. Treatt



- ⊕ Euro zone trading conditions continue to be tough
- ⊕ Sales to largest customer down
- ⊕ Sales fell 4% to £43.5m
- ⊕ Contribution down 9%
- ⊕ Weak start in Q1, remainder of year steady

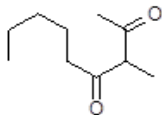


Review 2012

Treatt USA



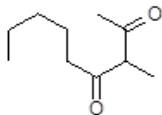
- ⊕ Sales increase by 4% to \$38.2 million
- ⊕ Specialty distillation capacity investment has seen sales growth of 25%
- ⊕ Key account sales growth
- ⊕ Prior year 'windfall' orange profits absent



Review 2012

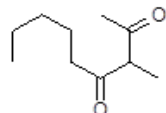
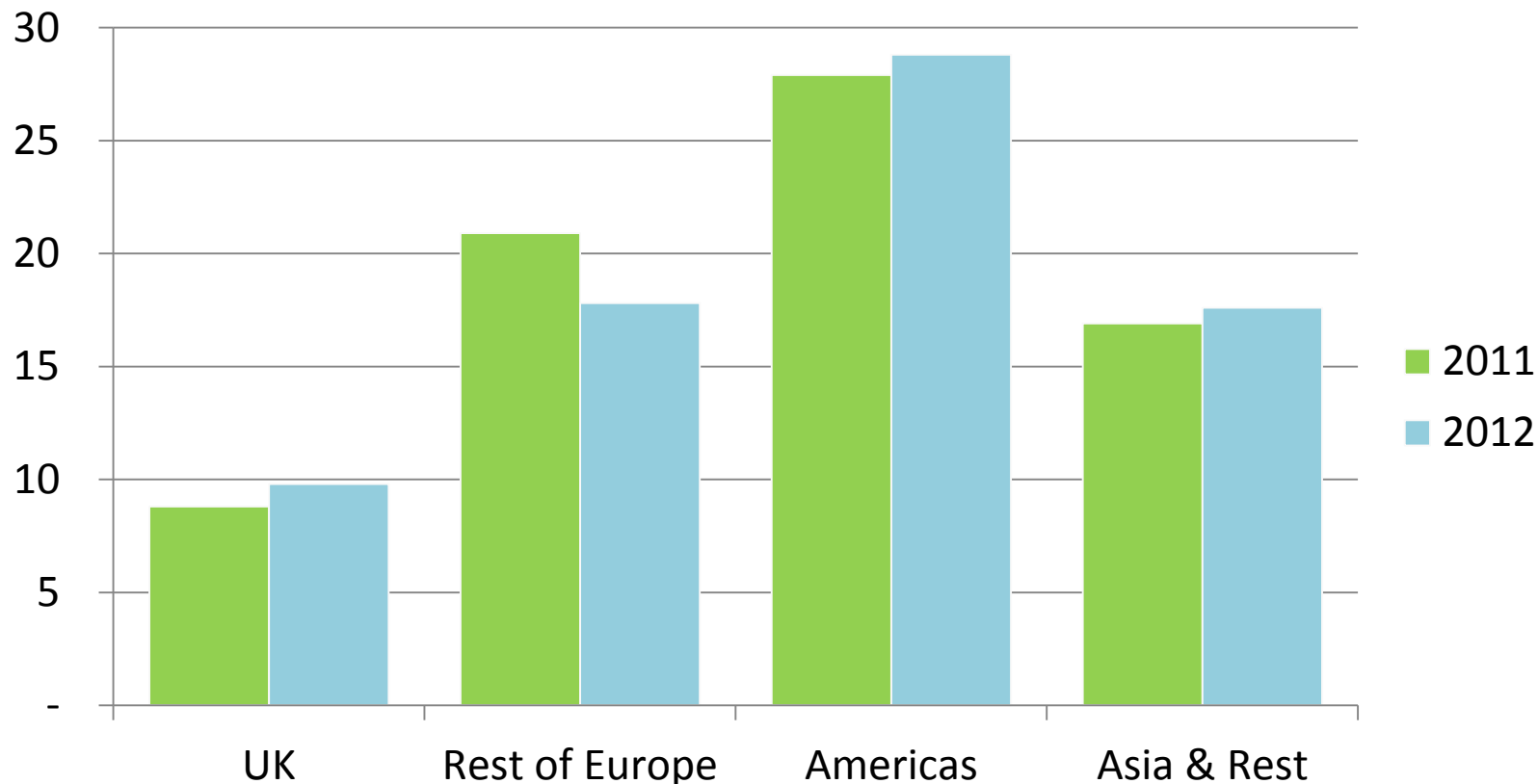
Earthoil

- ⊕ As with RCT, experiencing difficult Euro Zone trading conditions
- ⊕ Like for like sales up 12%
- ⊕ Second consecutive year of profit
- ⊕ Steady growth in order intake



Review 2012

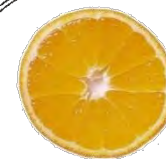
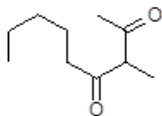
Group Geographic Sales in £m



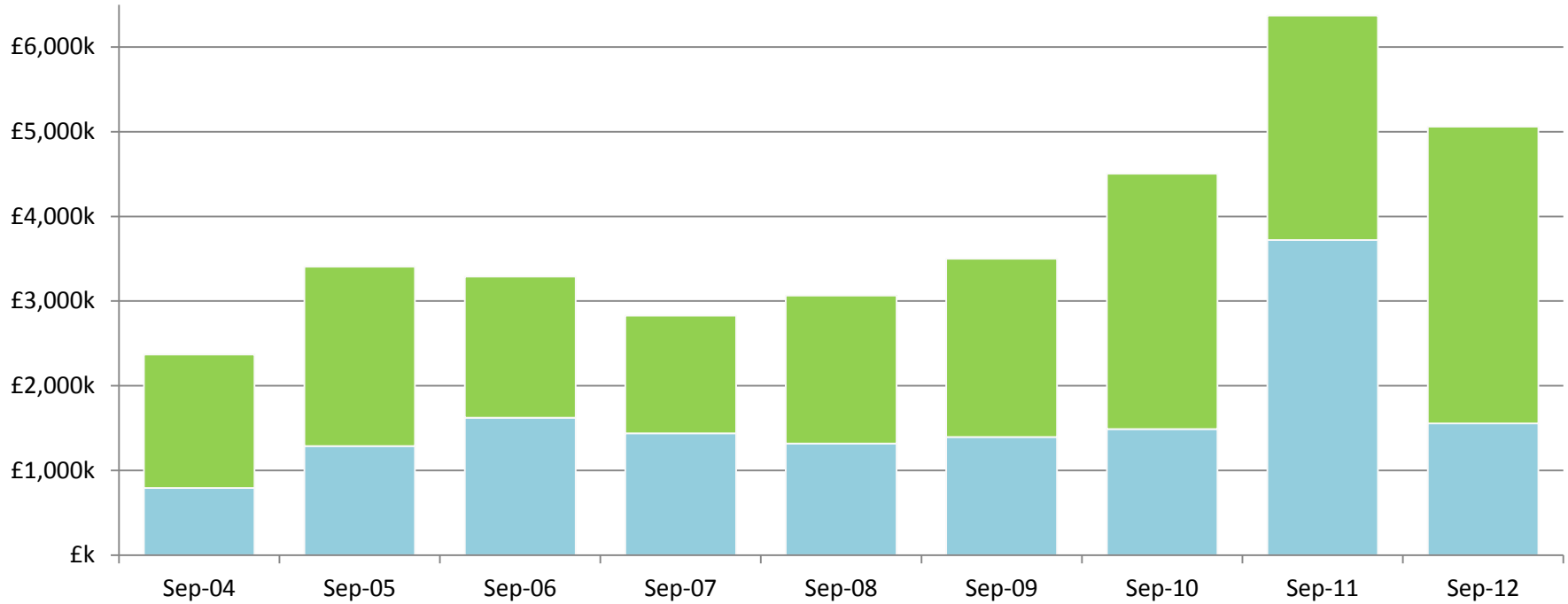
Financial Overview

	2012	2011
Revenue	£74.00m	£74.52m
EBITDA*	£6.89m	£8.03m
Profit before tax *	£5.06m	£6.37m
Earnings per share *	£34.4p	£42.5p
Dividends per share	15.5p	14.5p
Net Assets per share	248p	244p

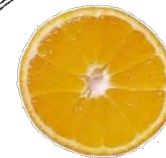
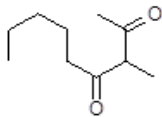
* Excluding exceptional item 2012



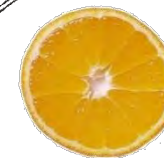
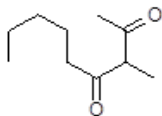
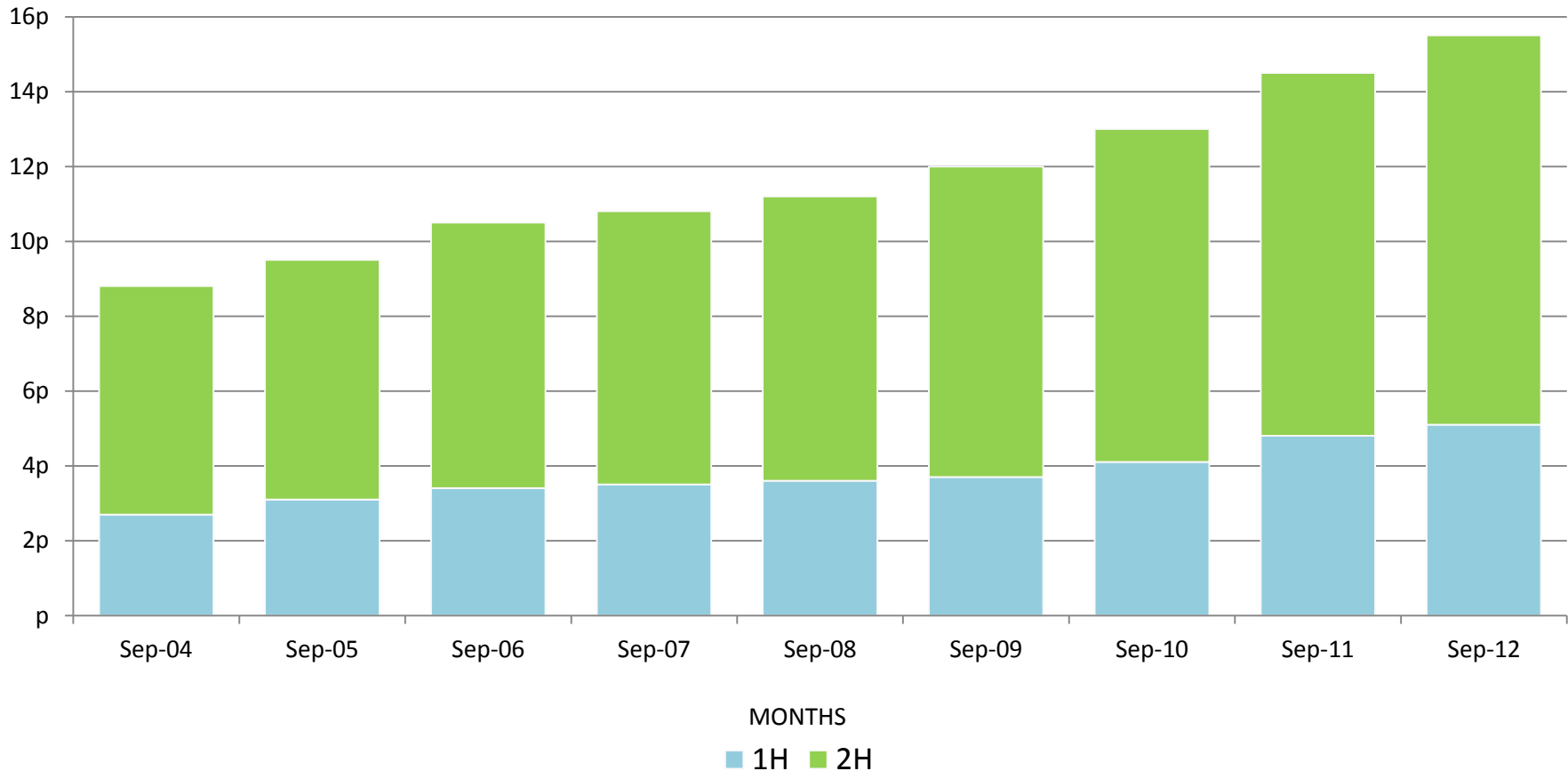
Interim / Final Profit Before Tax 2004-2012



MONTHS
■ 1H ■ 2H



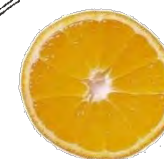
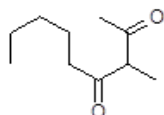
Interim / Final Dividends 2004-2012



Summary Balance Sheet

<u>All figures £m</u>	<u>2012</u>	<u>2011</u>
Goodwill	£1.1m	£1.2m
Fixed Assets	£12.3m	£10.9m
Inventories	£22.9m	£20.3m
Debtors	£14.0m	£11.9m
Creditors	<u>(£8.9m)</u>	<u>(£8.4m)</u>
Working Capital	£28.0m	£23.8m
Taxation	£0.3m	(£0.1m)
Net Debt	(£12.9m)	(£8.0m)
Other net liabilities	<u>(£2.8m)</u>	<u>(£2.2m)</u>
Shareholders' Funds	<u>£26.0m</u>	<u>£25.6m</u>

⊕ Group headroom = £7m



2013 Prospects

- ⊕ Clear long term strategy
- ⊕ Steady start to new financial year
- ⊕ Lower orange oil prices
- ⊕ Growth from largest customer
- ⊕ Increased focus on cost control

