



# HALF YEAR RESULTS

*For the period ended 31 March 2025*

**DAVID SHANNON**  
Chief Executive Officer

**RYAN GOVENDER**  
Chief Financial Officer

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# 2025 SUMMARY OF THE HALF YEAR

**REVENUE & PROFIT** decline to £64.2m and £3.6m driven by lower citrus and slow US consumer demand

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**NET CASH** of £0.9m, and share buyback announced

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**STRATEGIC PROGRESS** getting closer to customer and broadening into premium categories

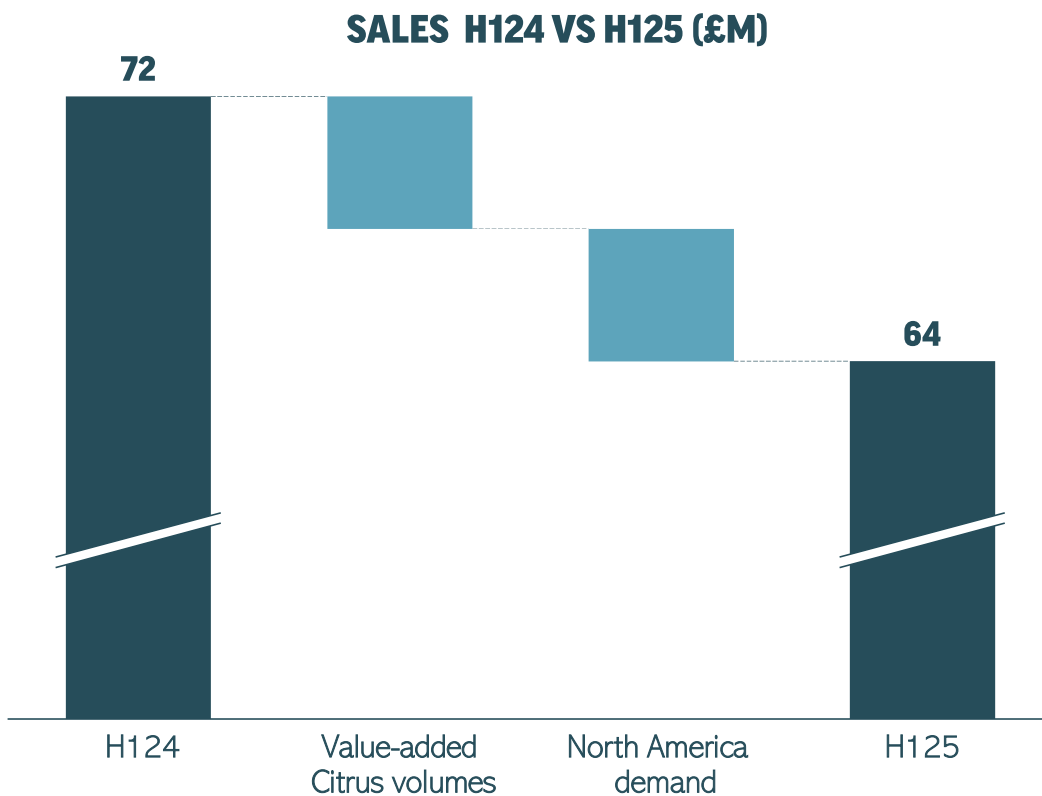
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**FY25 OUTLOOK** revised guidance confirmed

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# IMPACT OF KEY HEADWINDS



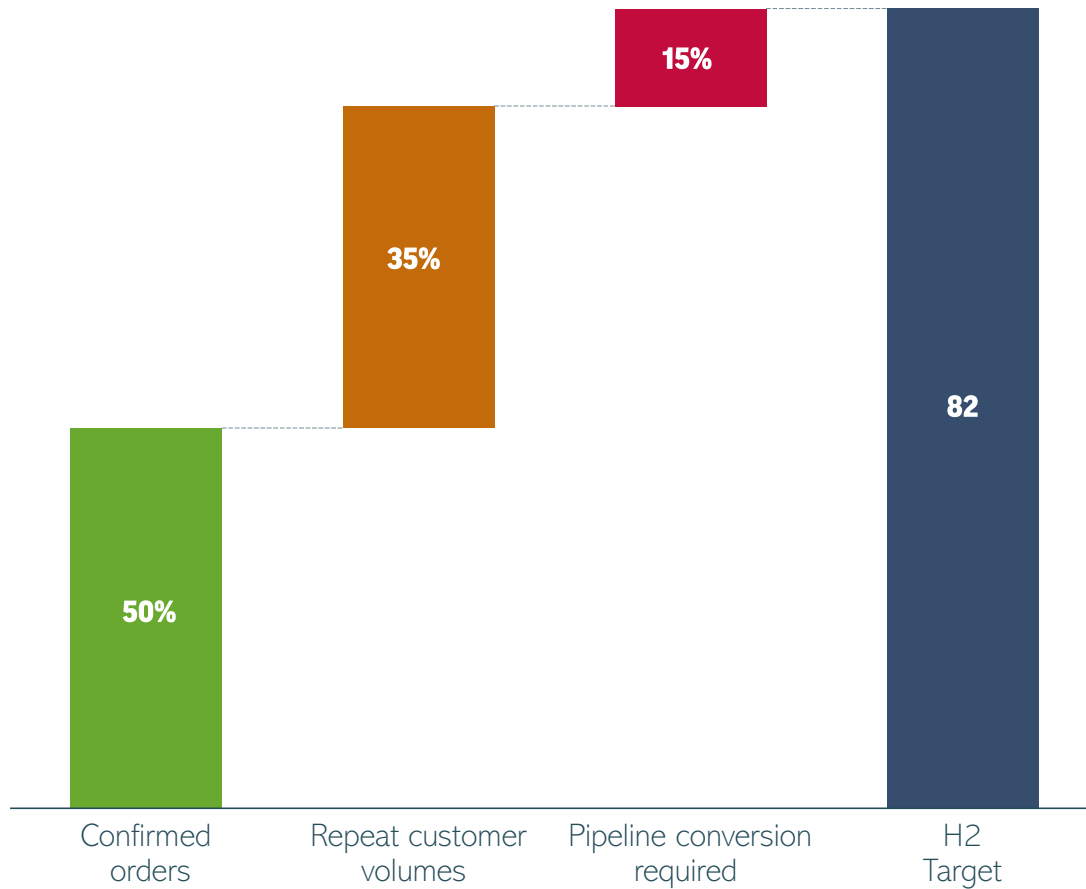
## H1 UPDATE

Sustained high citrus prices leading to lower citrus value-add volumes

Slowness in North America end consumer demand impacting premium volumes

Ongoing challenging market conditions and geopolitical uncertainty

# H2 DELIVERY



## REPEAT CUSTOMER VOLUMES

- Repeat volumes from top 40 customers
- Recurring spot from smaller customers
- Forecasted from historical trends and current indicators

## PIPELINE OPPORTUNITIES c£25m

- North America sugar reduction opportunities
- North America coffee pipeline
- Global citrus opportunities
- China heritage opportunities
- North America synthetic aroma opportunities
- Several citrus and premium pipeline



# FINANCIAL REVIEW



# H1 INCOME STATEMENT

Period Ended 31 March	2025 H1 £m	2024 H1 £m	Change
Revenue	<b>64.2</b>	<b>72.1</b>	<b>(11.0%)</b>
Gross profit	<b>16.0</b>	<b>20.0</b>	<b>(20.1%)</b>
Gross profit margin	<b>24.9%</b>	<b>27.8%</b>	
Administrative expenses <sup>(1)</sup>	<b>(12.2)</b>	<b>(11.9)</b>	<b>2.7%</b>
Adjusted Operating profit <sup>(1)</sup>	<b>3.8</b>	<b>8.1</b>	<b>(53.1%)</b>
Adjusted Operating profit margin <sup>(1)</sup>	<b>6.0%</b>	<b>11.3%</b>	
Net finance costs	<b>(0.2)</b>	<b>(0.5)</b>	
Adjusted profit before tax <sup>(1)</sup>	<b>3.6</b>	<b>7.6</b>	<b>(52.1%)</b>
Exceptional items	<b>(0.7)</b>	<b>(0.5)</b>	
Profit before taxation	<b>2.9</b>	<b>7.1</b>	<b>(59.6%)</b>
Taxation	<b>(0.7)</b>	<b>(1.8)</b>	
Profit for the period	<b>2.2</b>	<b>5.3</b>	<b>(59.1%)</b>
Adjusted EBITDA <sup>(1)</sup>	<b>6.5</b>	<b>10.6</b>	<b>(38.9%)</b>
Adjusted earnings per share <sup>(1)</sup>	<b>4.49p</b>	<b>9.35p</b>	<b>(52.0%)</b>

## KEY POINTS

**REVENUE AND GROSS MARGIN** impacted by high citrus prices affecting buying patterns, and slower US consumer demand impacting premium sales

**ADMINISTRATIVE EXPENSES** reflects upfront investment in new regional structure, however self-help measures implemented helping in H2

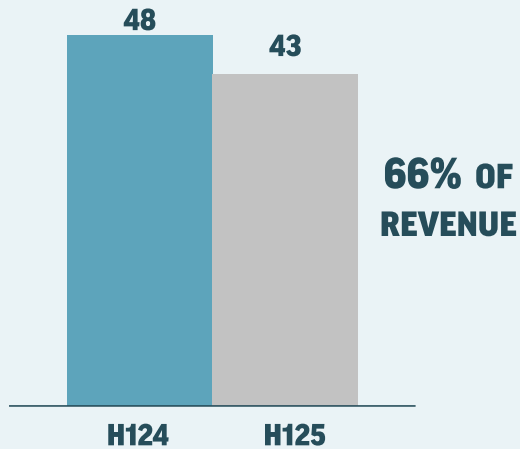
**OPERATING MARGIN** Impacted by mainly by sales decline, expect increase in H2 as premium weighted and costs in control

<sup>1</sup> excluding exceptional items

# H1 SALES PERFORMANCE

## GROUP REVENUE (£M)

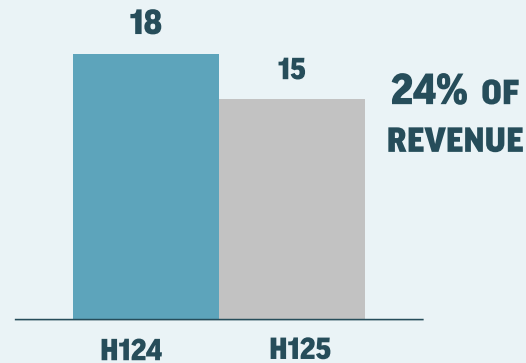
### HERITAGE



- Synthetic Aroma performing well
- Sustained high citrus prices affecting buying patterns



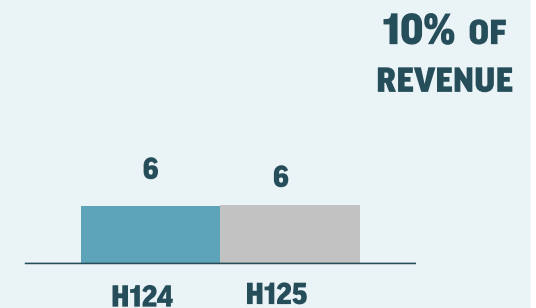
### PREMIUM



- Exciting sugar reduction win
- Slowness in US consumer demand impacting premium volumes



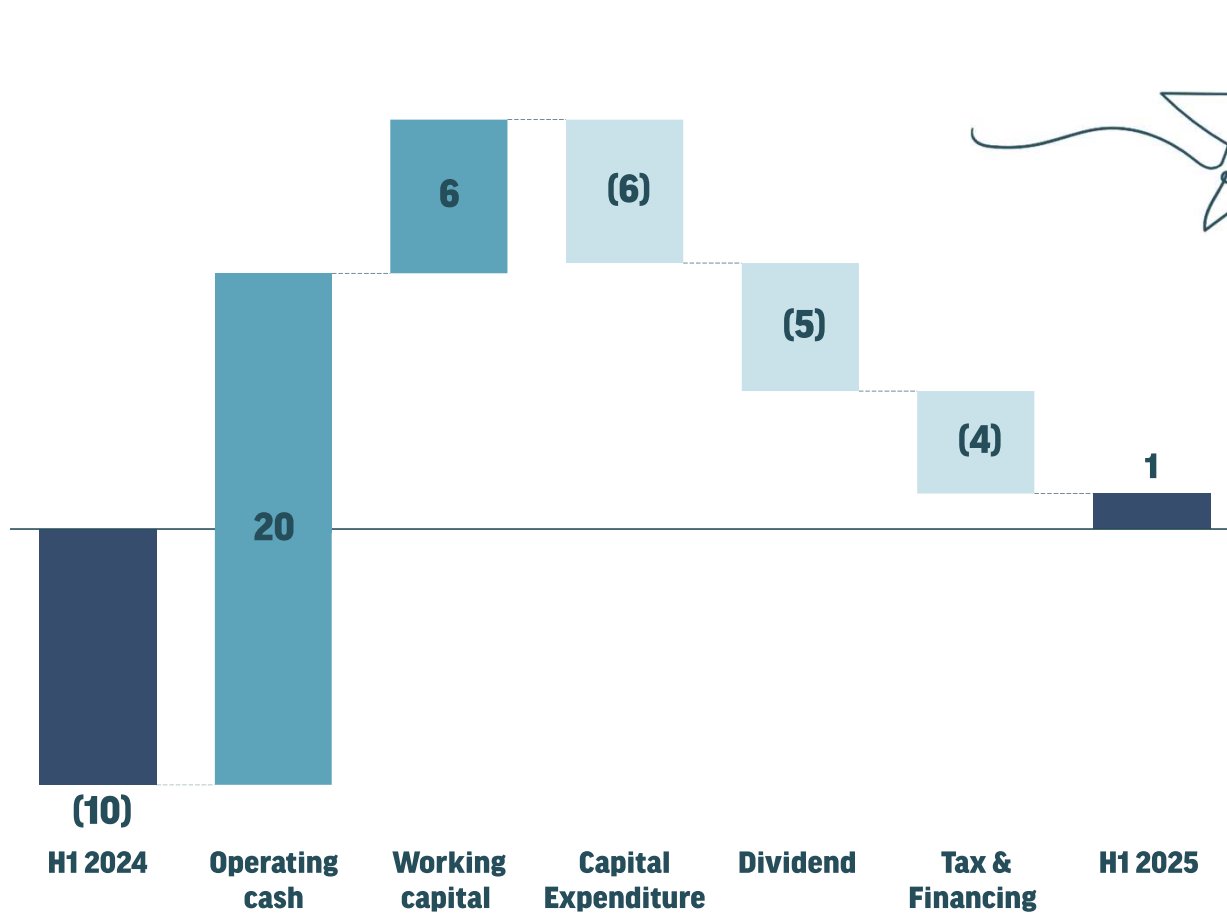
### NEW



- China and Treattzeest sales ahead
- Focus on building coffee pipeline



# NET CASH



## KEY POINTS

### STRONG CASH GENERATION

over the last twelve months

### WORKING CAPITAL

Improved again despite high raw material prices

### SHARE BUYBACK

£5m announced and progressing well

# FY25 GUIDANCE

IN LINE WITH REVISION ON 10 APRIL



## SALES

H2 Sales target £82m

H2 85% visibility (50% coverage & 35% recurring spot)

£10-12m sales gap with key targets identified in pipeline



## PBTE

H2 sales and margin delivery is key to deliver PBTE range

Self-help measures actioned helping to maintain appropriate cost base



## OPERATING MARGIN

Reflects higher H2 Sales weighting

Anticipate higher margin Premium growth in H2 in line with previous years

Operational efficiencies



## BALANCE SHEET

Normalised capex, focus on innovation capex

Strategic inventory with key customers

Share buyback programme of £5m

GUIDANCE

**SALES**  
**£146 -153M**

**PBTE**  
**£16-18M**

**NET OPERATING MARGIN**  
**11%-12%**

**NET CASH**  
**£1 -3M**

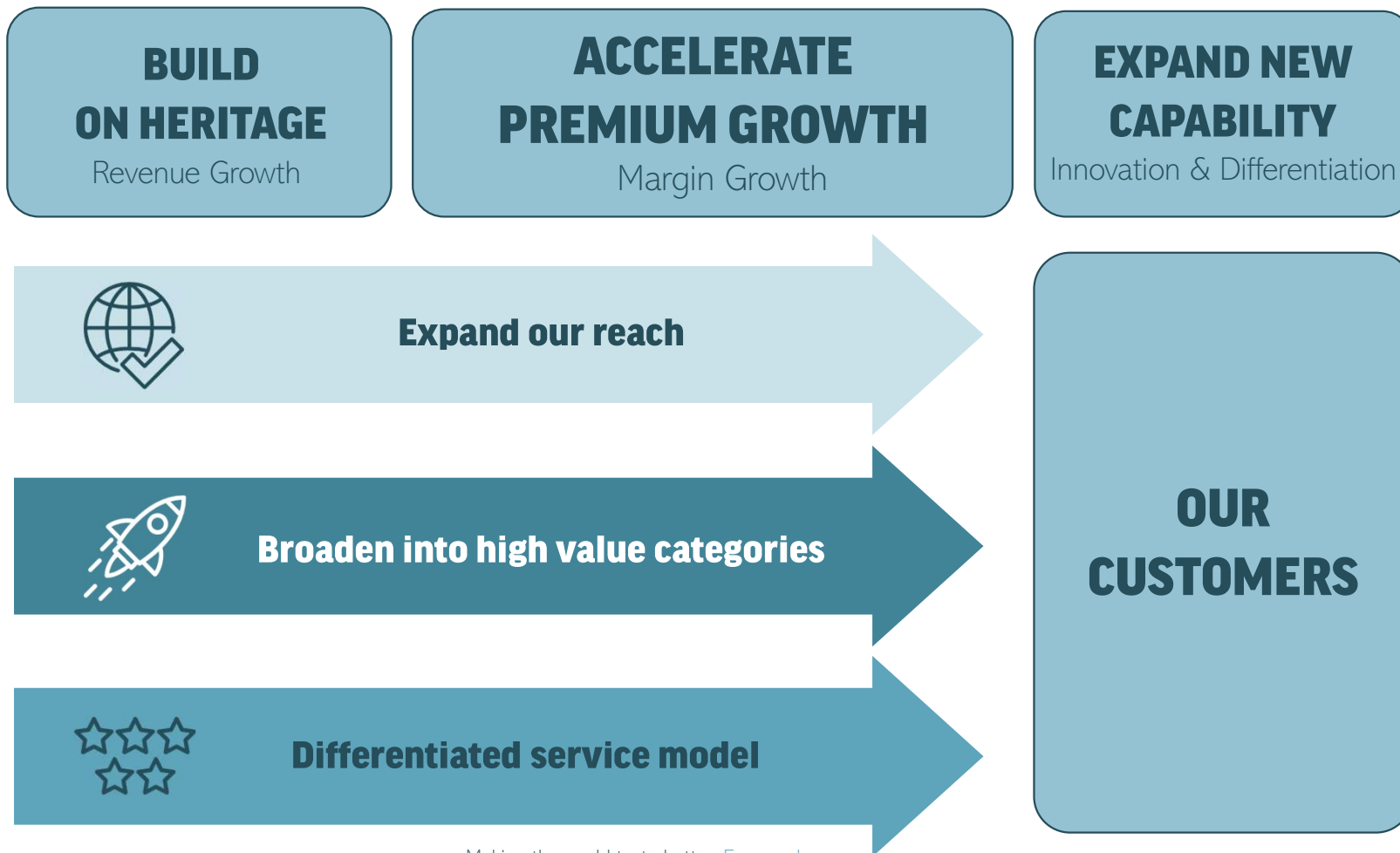


# KEY PERFORMANCE DRIVERS



# OUR STRATEGY FOCUS

## EXPAND MARGINS THROUGH LASER FOCUS ON PREMIUM



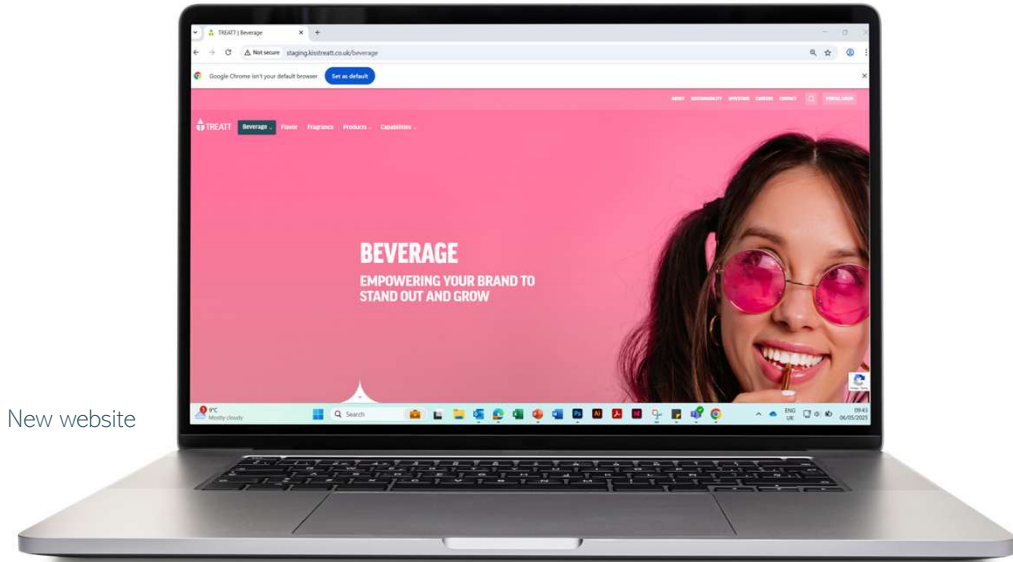
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# EXPAND OUR REACH



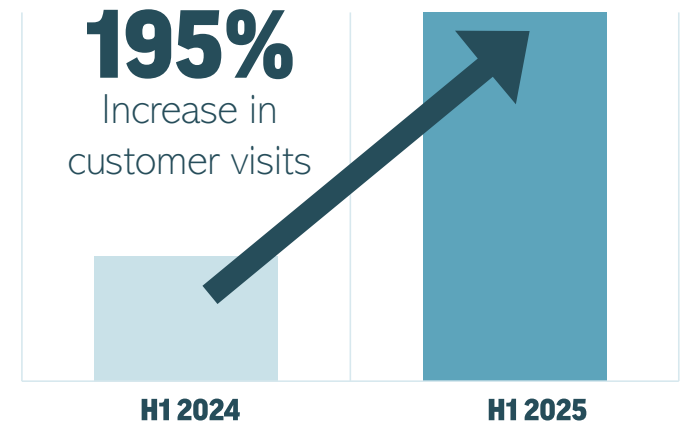
- **EXPANDING CUSTOMER BASE**
- **NEW CUSTOMER FOCUSED WEBSITE**
- **ASIA DISTRIBUTION**
- **SHANGHAI INNOVATION CENTRE**

New website



## GLOBAL CUSTOMER VISITS

**27**  
**NEW CUSTOMERS**  
**IN H125**



# BROADEN INTO HIGH VALUE CATEGORIES



- **WINNING THROUGH OUR TECHNOLOGIES ESPECIALLY SUGAR REDUCTION**
- **PREMIUM PIPELINE BUILD**
- **EXPANDING INTO POWDERED CITRUS**

**CUT  
SUGAR,  
NOT TASTE.**

Learn more today!



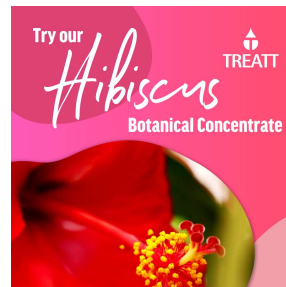
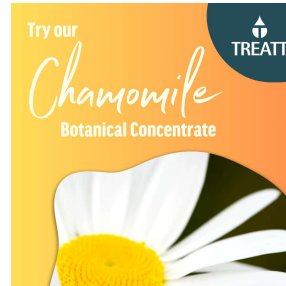
## **BENEFITS OF SUGAR REDUCTION**

- **CONSUMERS WANT LESS SUGAR, BUT THEY DON'T WANT TO SACRIFICE TASTE.**
- **OUR SOLUTIONS DELIVER GEAR-SHIFTING CHANGES IN TASTE EXPERIENCE FOR THE CONSUMER**

## **BENEFITS OF POWDERED CITRUS**

- **EXPANDING TREATT'S CAPABILITIES INTO NEW AND GROWING MARKETS**
- **OPENING UP POTENTIAL TO SERVICE HEALTH AND NUTRITION AND MANY MORE APPLICATIONS.**

# DIFFERENTIATED SERVICE MODEL

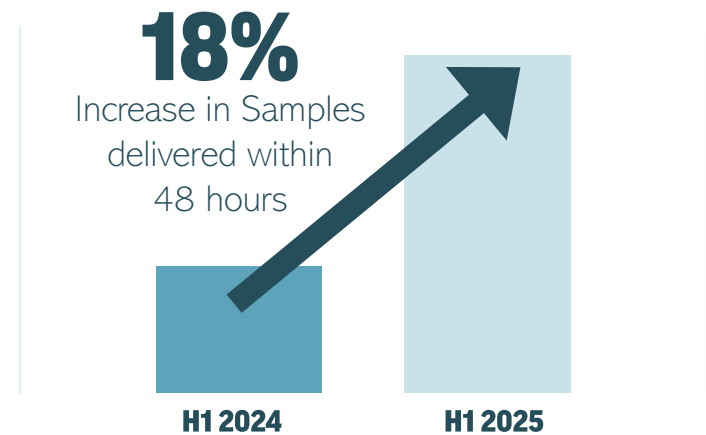


**3**  
**NEW PRODUCT LAUNCHES IN H1**

**7**  
**PLANNED NEW PRODUCT LAUNCHES IN H2**

- **LOCALISED INNOVATION**
- **INCREASED PRODUCT LAUNCHES**
- **FRANCE SAMPLE LAB**
- **REGIONAL AGILITY**

## SAMPLES DELIVERED WITHIN 48 HOURS



# SUMMARY

**H1** challenging due to US & citrus market conditions, however some encouraging customer wins in the period

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**H2** sales has 85% visibility (50% coverage, 35% recurring spot), sales team focused on customer engagement to drive performance

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**STRATEGY** acceleration of strategic initiatives underpinning medium term confidence in outlook





**THANK YOU**

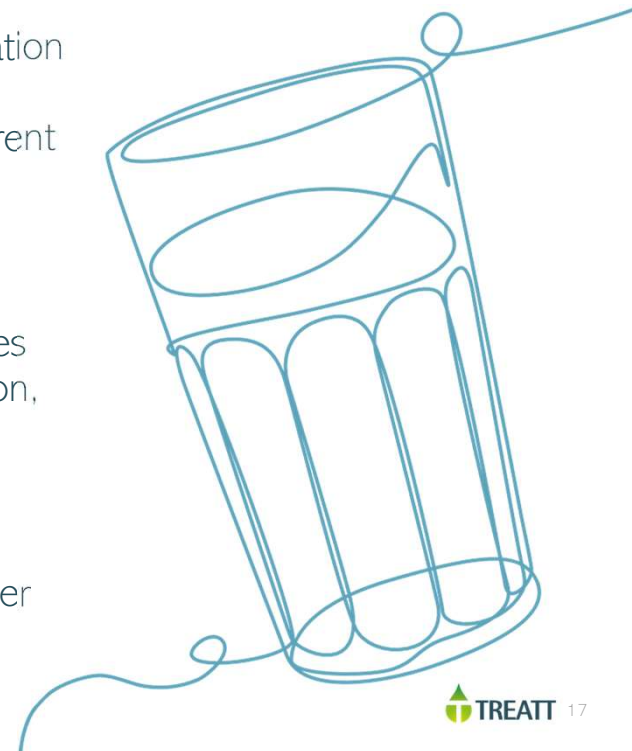
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A photograph of three people in a modern office setting. Two men and one woman are seated around a small white table. The woman in the center is looking at a laptop on the table. The man on the left is looking towards her, and the man on the right is also looking towards her. The background features a wall with four colorful posters: 'CITRUS' (orange), 'TEA' (green), 'FRUIT & VEGETABLE' (pink), and a purple one. There are large green plants in the foreground and background. The word 'APPENDIX' is overlaid in large white letters in the center of the image.

# APPENDIX



# FINANCIAL SUMMARY

## REVENUE

**£64.2m**

-10.9%

## GROSS MARGIN

**24.9%**

-290BPS

## PROFIT BEFORE TAX & EXCEPTIONALS

**£3.6m**

-52.1%

## NET OPERATING MARGIN

**6.0%**

-530BPS

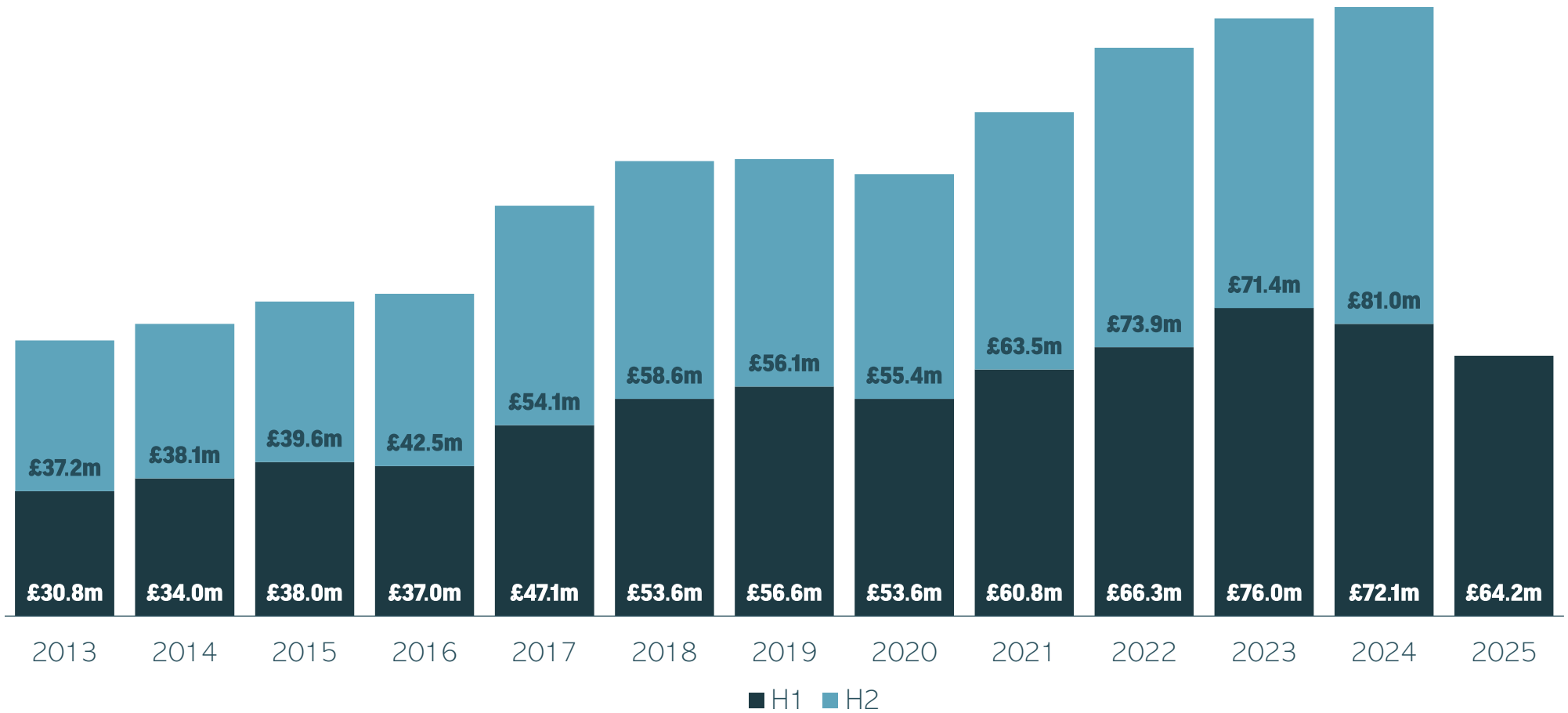
## DIVIDEND

**2.60p**

0.0%

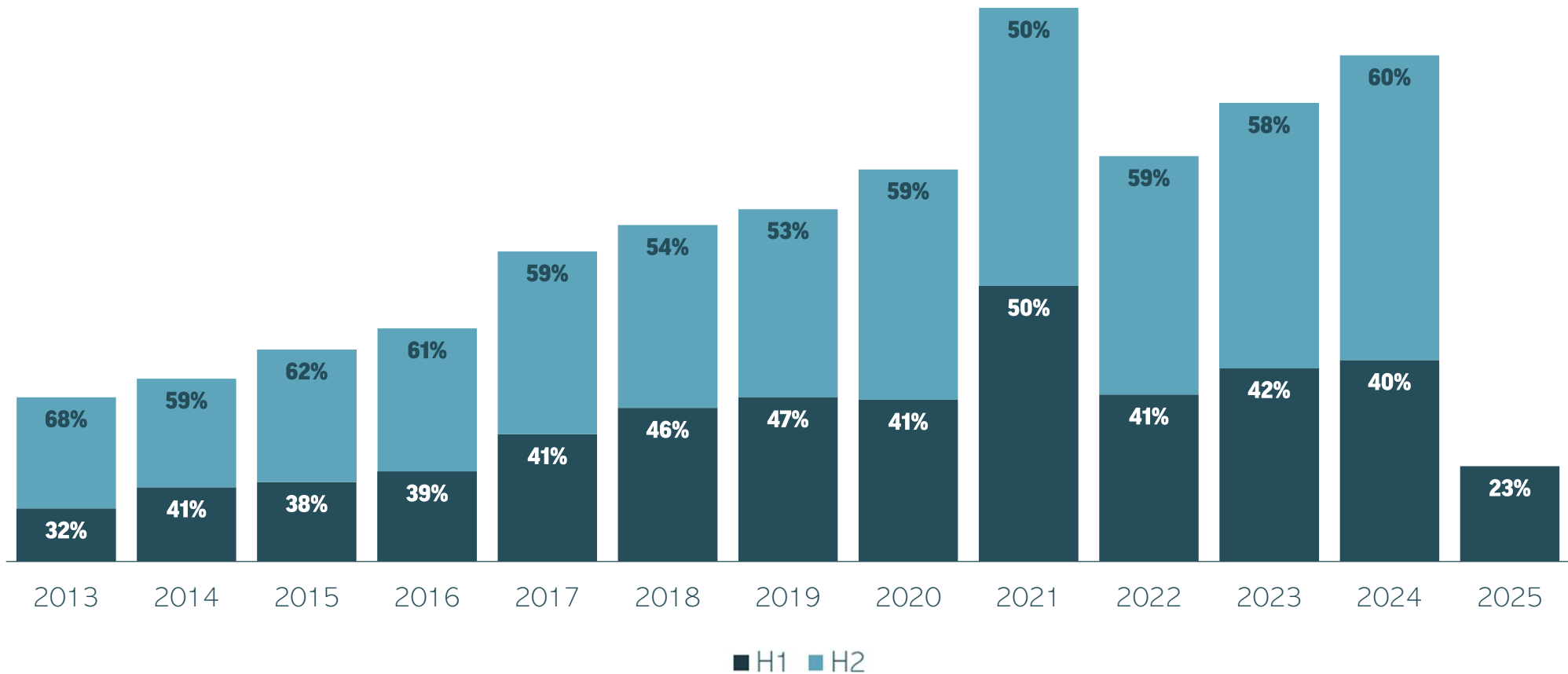


# REVENUE PROGRESSION



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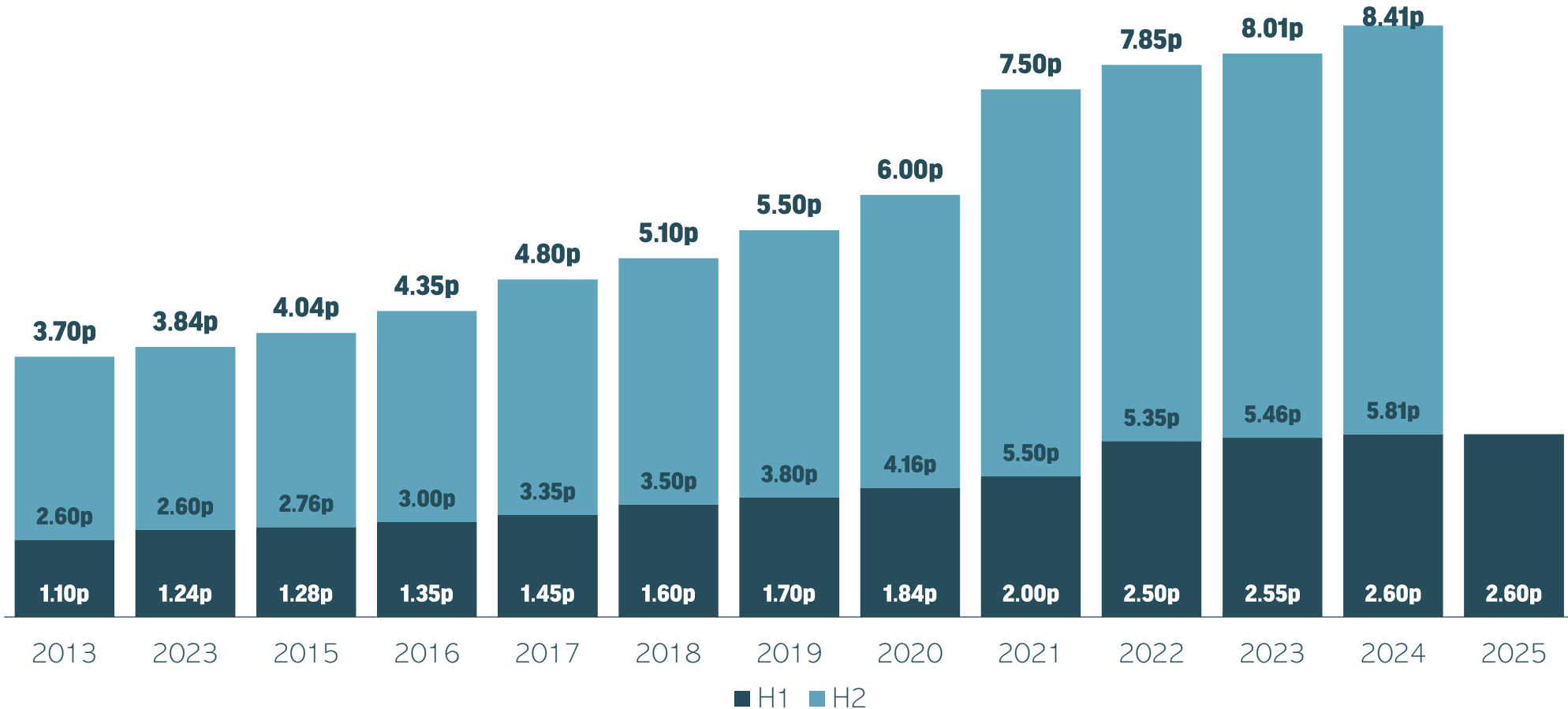
# PROFIT BEFORE TAX<sup>(1)</sup> PROGRESSION



<sup>1</sup> Excluding exceptional items

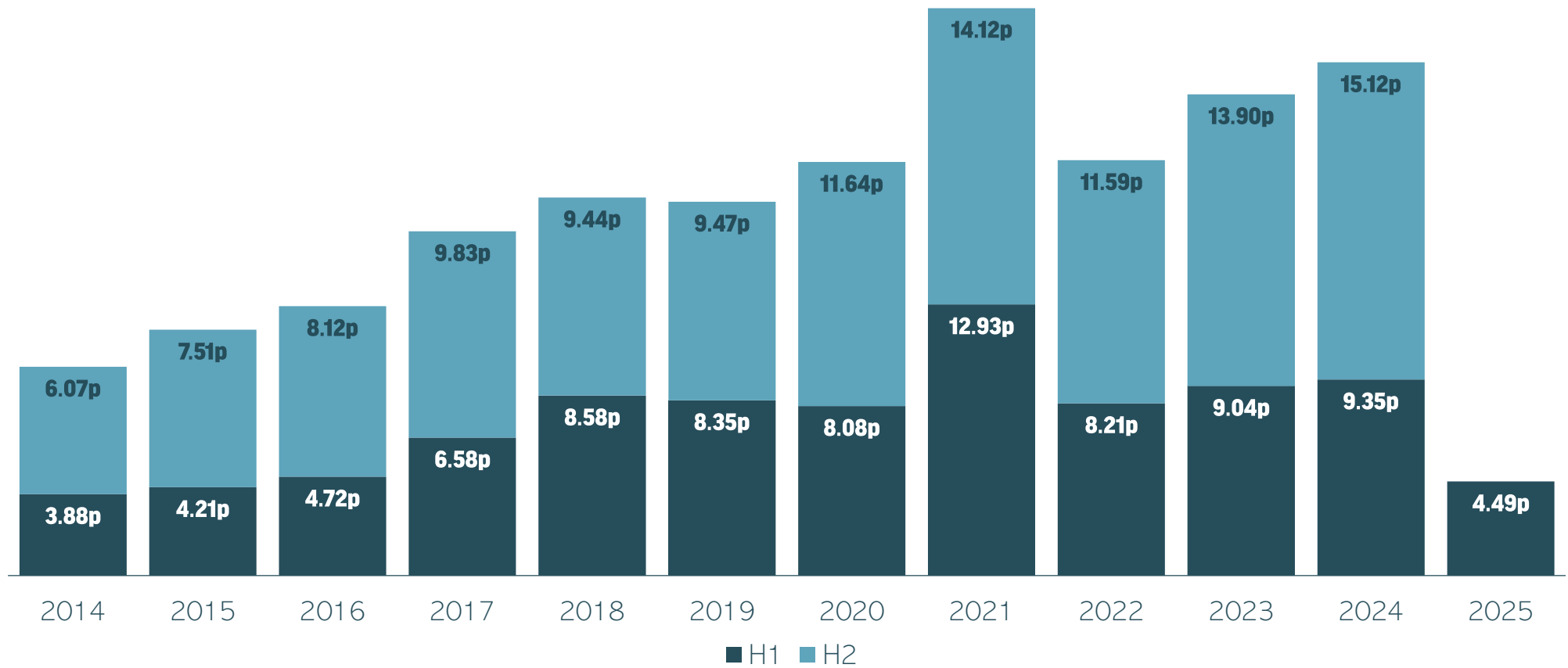
<sup>2</sup> Treatt compiled consensus of four analyst forecasts for FY22 profit before tax and exceptional items

# DIVIDEND PER SHARE 2025: +0%



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# ADJUSTED EARNINGS PER SHARE<sup>(1)</sup>



*1 2018 – 2020 EPS is shown from continuing activities*

# 2025 BALANCE SHEET

	As at 31 March 2025	As at 30 September 2024
Fixed assets	£74.0m	£72.7m
Inventories	£54.1m	£51.9m
Receivables	£36.0m	£37.1m
Payables	(£20.2m)	(£18.7m)
Working capital	£69.9m	£70.3m
Taxation	(£6.8m)	(£5.9m)
Net cash/(debt)	£0.9m	(£0.7m)
Pension asset	£5.7m	£5.6m
Other net liabilities	(£0.6m)	(£0.0m)
Shareholder funds	£143.1m	£142.0m

## KEY POINTS

**INVENTORY** holding strategic stocks for key customers and the appropriate stock levels to service demand

**DIVIDEND** announced of 2.60p consistent with H124

**WORKING CAPITAL** disciplines remain

# 2025 CASH FLOW

Period Ended 31 March	2025 H1 £'000	2024 H1 £'000
Operating cash flow	<b>6.3</b>	<b>10.5</b>
(Increase)/Decrease in inventories	<b>(1.1)</b>	<b>0.2</b>
(Increase)/Decrease in receivables	<b>1.7</b>	<b>(4.9)</b>
Increase in payables	<b>1.6</b>	<b>1.3</b>
Cash generated from operations	<b>8.5</b>	<b>7.1</b>
Contributions to pension scheme	-	<b>(0.2)</b>
Taxation reclaim/(paid)	<b>0.2</b>	<b>(1.1)</b>
Net cash from operating activities	<b>8.3</b>	<b>5.8</b>
Purchase of property, plant & equipment	<b>(1.9)</b>	<b>(1.8)</b>
Purchase of intangible assets	<b>(0.2)</b>	<b>(0.1)</b>
Proceeds on disposal of property, plant & equipment	-	-
Free cash inflow	<b>6.2</b>	<b>3.9</b>
Dividends paid	<b>(3.6)</b>	<b>(3.3)</b>
Other financing activities	<b>(1.0)</b>	<b>(0.5)</b>
FX	-	-
Movement in net (debt)/cash	<b>1.6</b>	<b>0.1</b>
Net debt at beginning of period	<b>(0.7)</b>	<b>(10.4)</b>
Net debt at the end of the period	<b>0.9</b>	<b>(10.3)</b>

## KEY POINTS

**CONTINUED CAPITAL INVESTMENT** Normalised capex, focus on innovation capex

**NET CASH POSITION** Strong cash generation, expected to continue in H2

**SHARE BUYBACK £5M** announced on 10 April and progressing well