



## Q3 2012 Results



October 25, 2012

# Key highlights Q3 2012

- Sales Q3 increased by 6.3%
  - Organic sales decline of 2.7%. Currency effect of 8.1%
  - Volumes Bakery Supplies -3.7%, volumes Purac -1.6%
- EBITA Q3 improved through both margin and cost improvements
  - EBITA Q3 before one-off costs € 40.4 M (Q3 2011 € 30.3 M)
- Relevance cost savings still expected to come in ahead of initial target
- Strategic transformation on track. Information Memorandum sent out as of today to selected potentially interested parties

# Profit & Loss statement

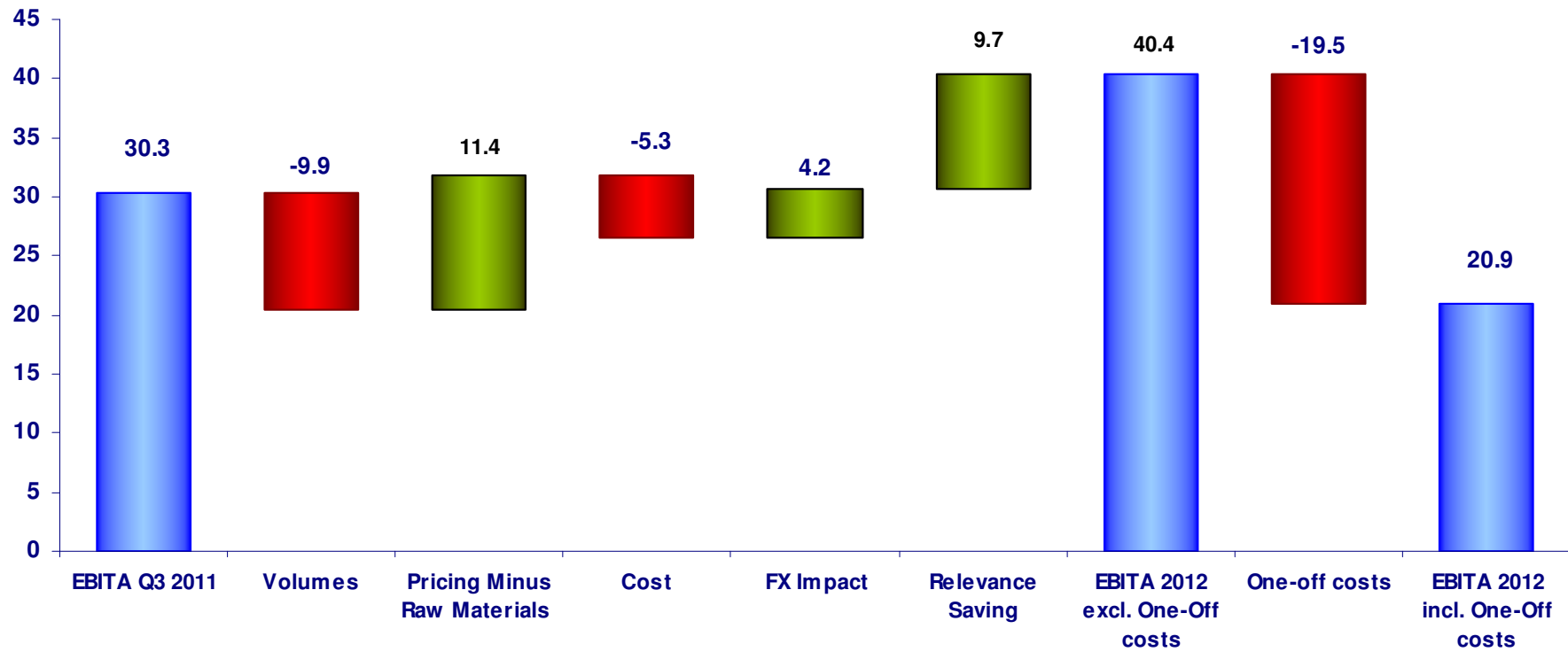
	Q3 € x 1M		YTD € x 1M	
	2012	2011	2012	2011
Net sales	834.2	784.8	2,459.9	2,310.1
EBITA excl. One-off costs	40.4	30.3	114.1	110.5
One-off costs	(19.5)	(2.0)	(26.5)	(7.7)
<b>EBITA</b>	<b>20.9</b>	<b>28.3</b>	<b>87.6</b>	<b>102.8</b>

# Sales and Volume Growth per Division

Net sales third parties - QTD Amounts in Million EUR	2012 Q3	2011 Q3	Organic growth	Volume growth	Price / Mix growth
BSNA	450.2	405.1	-6.2 -1.6%	-2.8%	1.2%
BSEU	277.5	276.7	-12.3 -4.4%	-5.6%	1.2%
PURAC Division	106.5	103.0	-2.5 -2.4%	-1.6%	-0.8%
<b>CSM Group - Continued Operations</b>	<b>834.2</b>	<b>784.8</b>	<b>-21.4</b> -2.7%	-3.4%	0.7%

# EBITA bridge Q3 2012

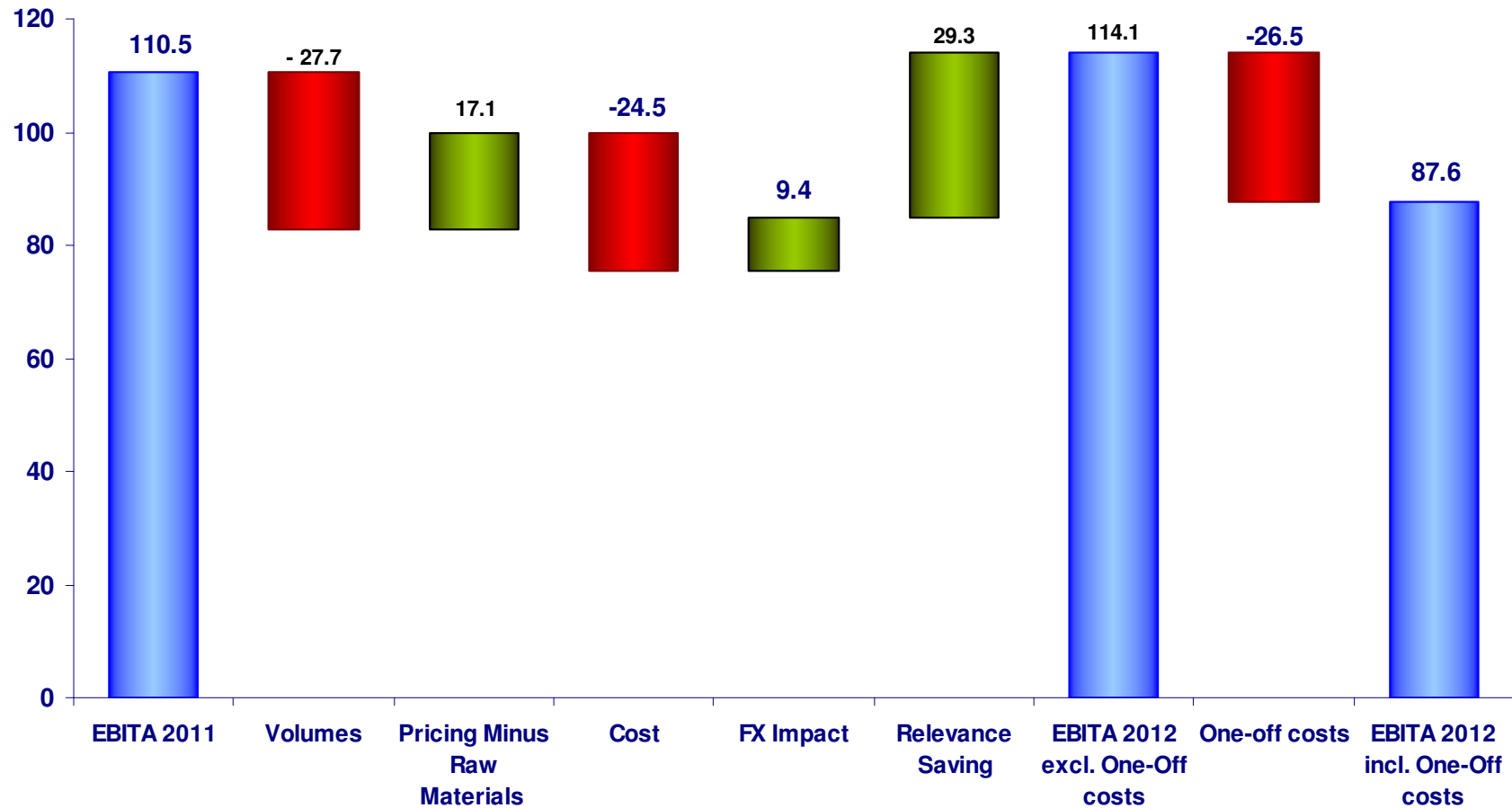
Amounts in € M



*FX impact = translation & transaction effects*

# EBITA bridge YTD Q3 2012

Amounts in € M



FX impact = translation & transaction effects

# Explanations EBITA bridge Costs & Forex

- Cost
  - The new Thai Lactide factory increased costs by € 1.5 M in Q3 ( YTD € 4.2 M)
  - Purac continues to invest in the organization for strategic growth projects
  - General inflation in wages and energy impacted results
- Relevance
  - In Q3 € 9.7 M (YTD € 29.3 M) benefits from the Relevance program, against one-off cost of € 1.0 M in Q3 (YTD € 7.4 M)
- FX translation gain amounted to € 4.2 M in Q3 and € 9.4 M YTD
- One-off costs amount to € 19.5 M of which € 18.5 M relates to strategic transformation (e.g. redundancies, advisors, retention/incentive)

<u>USD</u>	<u>Q3 2012</u>	<u>FY 2011</u>	<u>Q3 2011</u>
Average (P&L)	1.28	1.39	1.41
Ending (BS)	1.29	1.29	1.35

# BSNA: Market Developments and Results

	Q3 \$ x 1M		YTD \$ x 1M	
	2012	2011	2012	2011
Net sales	562.6	572.3	1,688.9	1,684.7
EBITA excluding one-off costs	36.1	26.6	107.8	99.6
EBITA % excluding one-off costs	6.4	4.6	6.4	5.9

## Sales

- Organic growth: -1.6%, supported by positive price/mix of 1.2%
- Overall weak economy continued to lead to softer volumes compared to last year (-2.8%)

## EBITA

- EBITA Q3 increased by \$ 9.5 million
- BSNA was able to compensate loss in volumes through better margins and strong cost control



# BSEU: Market Developments and Results

	Q3 € x 1M		YTD € x 1M	
	2012	2011	2012	2011
Net sales	277.5	276.7	823.4	803.6
EBITA excluding one-off costs	6.7	7.0	16.1	25.6
EBITA % excluding one-off costs	2.4	2.5	2.0	3.2

## Sales

- Sales Q3 are in line with prior year (+0.3%), supported by acquisitions/currencies
- In tough European market environment volumes decreased by 5.6%, mostly in Artisan and Industry channels. Positive price/mix effect of 1.2%
- Volume decrease exacerbated due to non-recurring promotional push in Q3 2011

## EBITA

- EBITA excluding one-off costs Q3 is in line with Q3 2011
- Negative impact of lower volumes compensated by improved margin and strong cost control, also driven by Relevance program

# PURAC: Market Developments and Results

	Q3 € x 1M		YTD € x 1M	
	2012	2011	2012	2011
Net sales	106.5	103.0	317.6	307.8
EBITA excluding one-off costs	11.5	10.2	32.8	35.1
EBITA % excluding one-off costs	10.8	9.9	10.3	11.4

## Sales

- Sales growth of 3.4%, positive \$/€ impact of 5.8%. Volumes -1.6%
- Growth still hampered by 2011 legislation change in meat preservation. Food segment decreased despite growth in Other Food activities
- Chemicals & Pharma segment showed growth

## EBITA

- EBITA Q3 excluding one-offs increased by 12.7%
- Production cost higher due to the start up of the Lactide plant
- Expenses up due to strategic projects. Compensated by Relevance savings

# Purac/Caravan: Market Developments and Results

	Q3 € x 1M		YTD € x 1M	
	2012	2011	2012	2011
Net sales	190.5	178.0	560.0	528.4
EBITA excluding one-off costs	25.3	21.5	70.5	71.1
EBITA % excluding one-off costs	13.3	12.1	12.6	13.5

- Both Purac and Caravan increased their EBITA Q3 versus last year

# YTD Results per business segment Q3 2012

	Net sales € x 1M		EBITA* € x 1M		EBITA % * %	
	2012 Q3	2011 Q3	2012 Q3	2011 Q3	2012 Q3	2011 Q3
BSEU	823.4	803.6	16.1	25.6	2.0	3.2
BSNA	1,318.9	1,198.7	84.2	70.8	6.4	5.9
<b>Total BS</b>	<b>2,142.3</b>	<b>2,002.3</b>	<b>100.3</b>	<b>96.4</b>	<b>4.7</b>	<b>4.8</b>
PURAC	317.6	307.8	32.8	35.1	10.3	11.4
Holding costs			(19.0)	(21.0)		
<b>CSM total</b>	<b>2,459.9</b>	<b>2,310.1</b>	<b>114.1</b>	<b>110.5</b>	<b>4.6</b>	<b>4.8</b>

\* Excluding one-off costs

# 2012 a transitional year for CSM

- We do not expect the current trading environment or consumer behavior to improve for the remainder of the year
- Increased selling prices versus last year and raw materials largely covered for the remainder of the year will support our EBITA
- Relevance program is on track, and will exceed the estimated € 30 M of savings in 2012
- We expect Interest in H2 to be in line with H1. Tax burden for the full year is expected to be between 25 and 30 percent
- We expect our net debt to come down for the full year as a result of cash flow generation, proper working capital control and capital expenditures below depreciation
- Strategic transformation is on track. Information Memorandum being sent out to selected potentially interested parties as of today. We continue to expect to have made significant progress by early 2013

