

## Deutsche Bank Conference

John Nicholas, Group Finance Director

Paris, 12 June 2007



## Agenda

Overview and Key Financials

SPLENDA® Sucralose

Business Reshaping for Future Growth



## Strategic vision

## **PURPOSE** to create the world's leading renewable ingredients business

























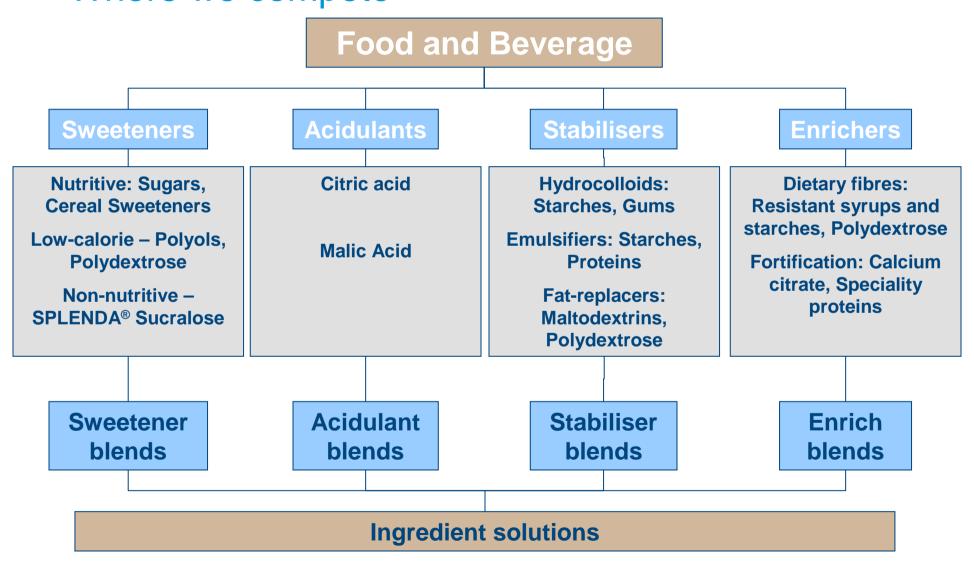






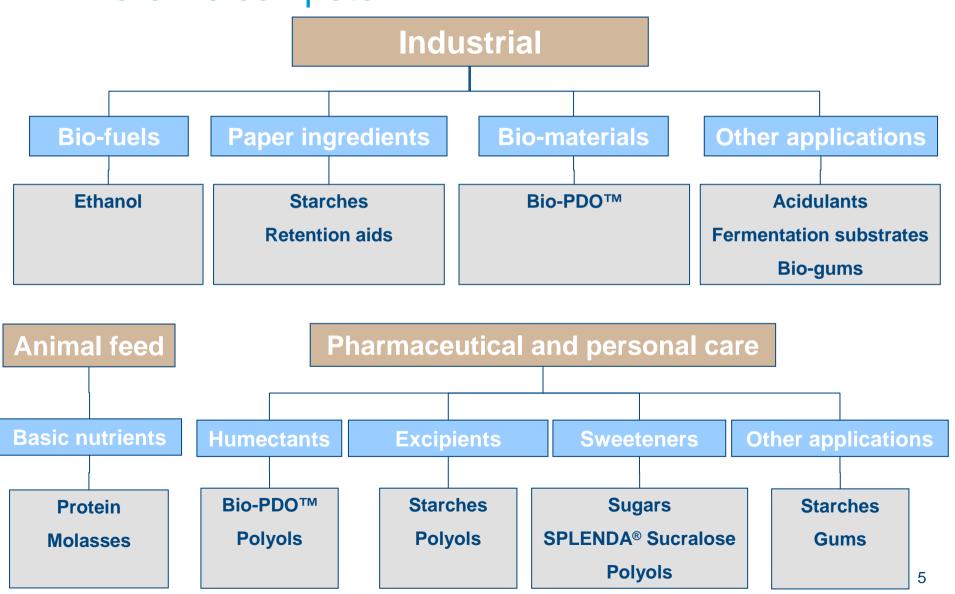


## Strategy for growth Where we compete





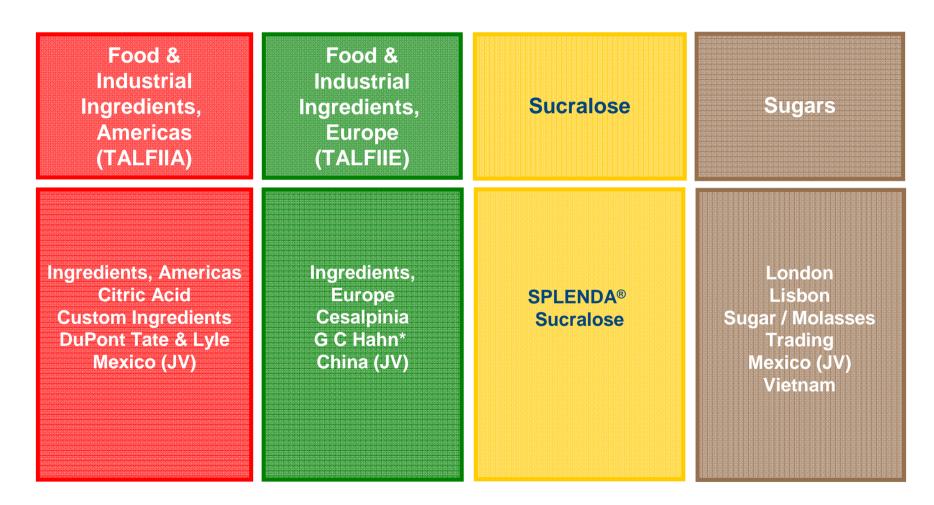
## Strategy for growth Where we compete





### Tate & Lyle Today

#### The leading renewable ingredients business



<sup>\*</sup>The acquisition of G C Hahn & Co in Germany has yet to complete



## Key Results Year to 31 March 2007

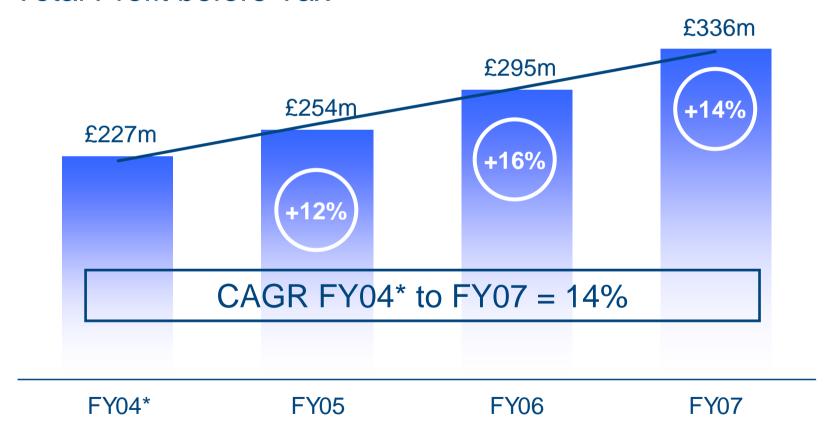
		vs 2006	
Total Profit Before Tax1	£336m	Up 14%	
Margin <sup>1</sup>	9.2%	Up 40 bp	
Diluted EPS <sup>1</sup>	47.9p	Up 15%	
Dividend	21.5p	Up 1.5p, 7.5%	

<sup>&</sup>lt;sup>1</sup> Before exceptional items and amortisation of acquired intangibles

# Three consecutive years of double digit profit growth



#### Total Profit before Tax<sup>1</sup>



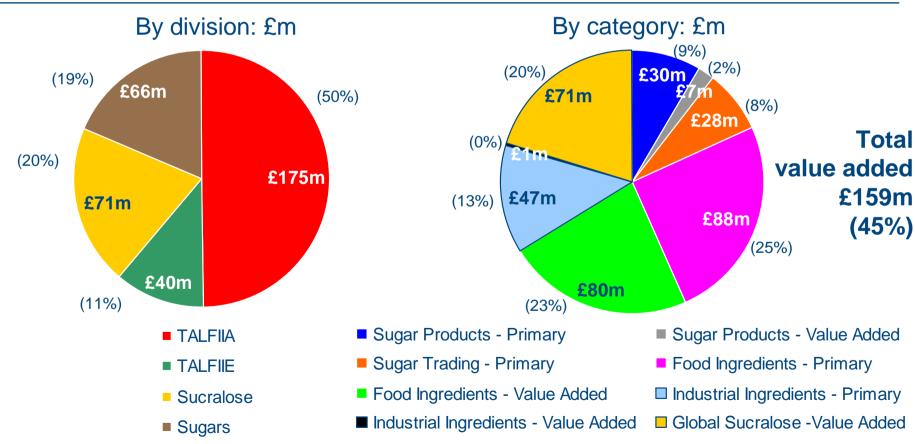
<sup>&</sup>lt;sup>1</sup> Before exceptional items and amortisation of acquired intangibles

<sup>\*</sup> Reported under UK GAAP



### Pro Forma Contribution to profitability

#### FY2007 Pro Forma# Operating Profit (ex Central Costs): £352m\*



<sup>•</sup>Before interest, exceptional items and amortisation of acquired intangible assets

<sup>#</sup> Discontinued operations represent Redpath and Eastern Sugar, proforma relates to the proposed disposal at TALFIIE 9



## Margin improvement

### Total PBI\*/Sales Margin#



<sup>\*</sup> Before exceptional items and amortisation of acquired intangibles

<sup>#2001-2004</sup> reported under UK GAAP, 2005-2007 reported under IFRS

### **Key Financial Ratios** Years to March



	2007	2006
Diluted adjusted earnings per share (pence) *		
- Total operations	47.9	41.7
- Continuing operations	45.2	37.8
Final dividend proposed (pence) ^	15.3	14.1
Full year dividend per share (pence)	21.5	20.0
Dividend cover (times) *#	2.3	2.1
Effective tax rate for the year (%)	29.2%	30.2%
RONOA	18.9%	18.9%
Net Debt / EBITDA §	1.9x	1.9x

<sup>\*</sup> Before exceptional items and amortisation of acquired intangible assets § Before exceptional items and total amortisation ^ The 2006 final dividend was paid in July 2006

<sup>#</sup> Using adjusted basic earnings per share



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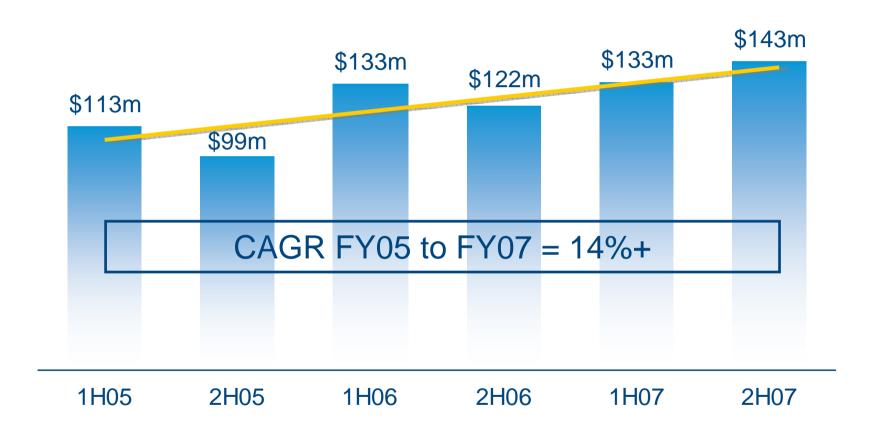
# SPLENDA® Sucralose We took over McIntosh, Alabama in April 2004

Challenge	Action
Reliability of production	Technical advances resulted in major turnaround by mid-2006
Capacity constraints	Doubled Alabama and built new plant in Singapore
Security of Supply	Built new plant in Singapore
Patent protection	US District Federal Court for Central Illinois case filed 23 May 2006
	US International Trade Commission case filed 6 April 2007, covering patents through to 2023

Refocused as sales & marketing-led, not manufacturing-led



## SPLENDA® Sucralose Strong historic sales growth



8% YOY growth in FY2007, 17% YOY growth in 2H07

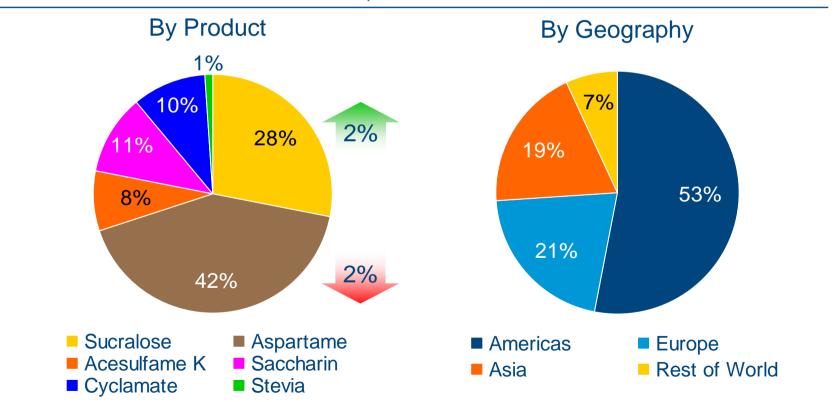


#### SPLENDA® Sucralose

### World intense sweetener market

#### Manufacturers' Sales FY2007

#### Total Market Value ~ US \$1billion



Source: Company Data. Excludes non food uses.



# SPLENDA® Sucralose High intensity sweeteners Market shares by region

US \$m	Global	North America	Latin America	Europe	Asia Pacific	Rest of World
TOTAL HIS	1,000	440	90	211	191	68
SPLENDA® Sucralose	276	197	29	26	23	1
Market share	28%	45%	32%	12%	12%	1%



## SPLENDA® Sucralose Household Penetration Data

US Household Penetration of SPLENDA® Brand higher than many iconic brands\*

SPLENDA® Brand 58.5%

Heinz 55.5%

McCormick Spices 53.1%

Tropicana 51.1%

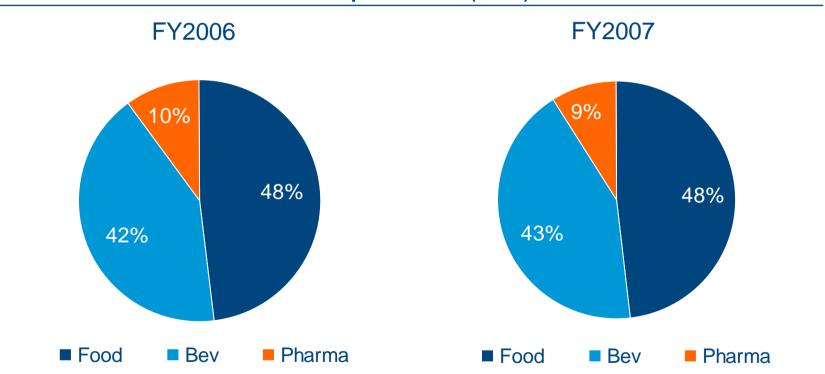
<sup>\* %</sup> of US households purchasing a product with the "Sweetened with SPLENDA® Brand " logo on the packaging in 2007 Source: Information Resources, Inc. - 52 weeks to January 28, 2007



#### SPLENDA® Sucralose

## Little change in overall breakdown of ingredient use year on year

#### Global Sucralose sales up \$21m (8%)



% split by sales revenue

Source: Company Data



## SPLENDA® Sucralose Pipeline update April 2007

### Number of new projects

Expected time to launch	3–6 months	6–12 months	12–18 months	
North America	77	62	94	
Latin America	13	20	10	
Europe	79	19	11	
TOTAL	169	101	115	

Source: Company data



#### SPLENDA® Sucralose

## Four drivers of growth

#### Tea drink in Pakistan



Entry into new geographies

New product lines which are difficult to manufacture with other HIS's Baked cookies in the United States



**SPLENDA®** Sucralose



Substitution for other HIS's in existing ranges

Mexican powdered soft drink reformulated from aspartame to SPLENDA® Sucralose

Sweetener optimisation – nutritive blending opportunity



Soft drink in United States



#### SPLENDA® Sucralose

# SPLENDA® Sucralose is a highly successful product

- SPLENDA® Sucralose is a strong brand with high consumer trust
- More than doubled sales since realigning the business with McNeil Nutritionals
- Capacity successfully added and we estimate this will achieve 70% utilisation by 2012
- We are defending our patent estate
- Robust new system for monitoring and reporting innovation pipeline implemented
- Additional resources in sales, marketing and R&D deployed to help customers reformulate products to include SPLENDA® Sucralose, supplemented by GFIG and bolt-on acquisitions



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SPLENDA® Sucralose

**Business Reshaping for Future Growth** 



## Business reshaping in line with Strategy

#### Investments

#### Investments in Global Food Ingredients

- 80% investment in G.C. Hahn in Germany, a leader in dairy stabiliser systems (expected to complete in June 2007)
- Established Health and Wellness centre in Lille and added new sales and R&D centres in Shanghai and Melbourne

#### Investment in European Sugar

- Destination markets: JV with Eridania Sadam
- Plant efficiency: bio-mass boiler, unloading cranes











## Business reshaping in line with Strategy

#### **Disposals**

#### Sale of Redpath

 completed on 21 April 2007 with a net consideration of £131m



#### Eastern Sugar

 surrender of quota and successful outcome of litigation resulted in net gain of £23m



#### **European Starches**

- discussions at an advanced stage of with Syral (subsidiary of Tereos)
- potential proceeds of £200-220m



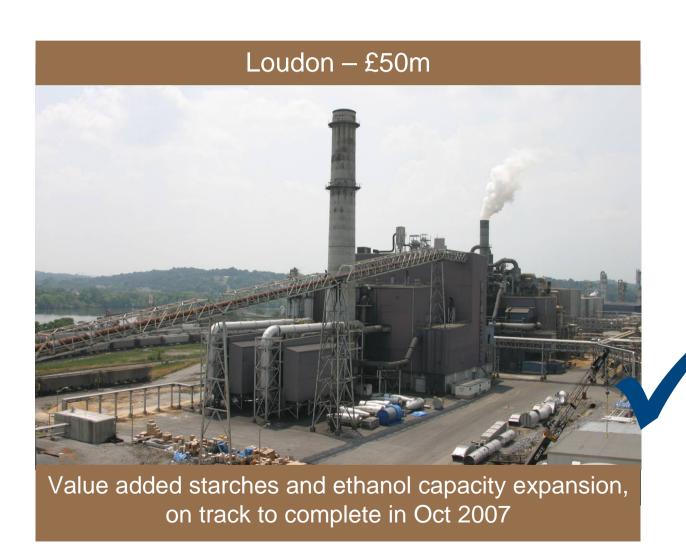


















## Key areas of focus

- Geographic and product expansion of SPLENDA® Sucralose
- Reshape our European ingredients business
- Continue European Sugar reshaping for the market beyond 2009
- Progress all expansion projects and continue to seek bolt-on acquisitions
- Improve balance sheet efficiency





### Conclusion

- Our long term strategy continues to serve us well
- We are confident we will be well-placed to deliver further growth in the years ahead





### **Question and Answers**





## Appendix

### Income Statement Year to March 2007



£m	Total	Discont'd#	Continuing	Pro forma TALFIIE Discont'd^	Pro forma Total
Sales	4,070	256	3,814	520	3,294
Profit before interest *	373	18	355	38	317
Net finance expense	(37)	1	(38)	(10)	(28)
Profit before taxation*	336	19	317	28	289
PBI*/Sales margin	9.2%	7.0%	9.3%	7.3%	9.6%
Interest cover*	10.1x		9.3x		11.3x

<sup>\*</sup> Before exceptional items and amortisation of acquired intangibles

<sup>\*</sup> Discontinued operations represent Redpath and Eastern Sugar

<sup>^</sup> Unaudited figures

### Income Statement Year to March 2007



£m	Total	Discont'd#	Continuing	Pro forma TALFIIE Discont'd^	Pro forma Total
Profit before taxation*	336	19	317	28	289
Amortisation of acquired intangibles	(9)	-	(9)	-	(9)
Exceptional items	10	23	(13)	-	(13)
Taxation	(120)	(15)	(105)	(19)	(86)
Minority interest	(3)	-	(3)	-	(3)
Profit for the period	214	27	187	9	178

<sup>\*</sup> Before exceptional items and amortisation of acquired intangibles

<sup>&</sup>lt;sup>#</sup> Discontinued operations represent Redpath and Eastern Sugar

<sup>^</sup> Unaudited figures

#### Pro Forma Revised Product Analysis Year to March 2007



	Sales			Ope	rating Prof	it*
£m	Primary	Value added	Total	Primary	Value added	Total
Sugar - Products	531	72	603	30	7	37
- Trading	985	-	985	28	-	28
Ingredients - Food	681	351	1,032	88	80	168
- Industrial	407	120	527	47	1	48
Global Sucralose	-	147	147	-	71	71
Total	2,604	690	3,294	193	159	352
Global Cost						(35)
<b>Group Total</b>						317

<sup>\*</sup> Profit before interest, exceptional items and amortisation of acquired intangible assets