Associated British Foods plc

Review of interim results for 24 weeks ended 27 February 2010

20 April 2010



Financial Highlights



- Group revenue up 10% to £4,796m
- Adjusted operating profit up 25% at £370m*
- Adjusted profit before tax up 20% to £331m **
- Adjusted earnings per share up 21% at 30.5p **
- Interim dividend per share up 10% to 7.6p
- Net debt of £1,090m
- Operating profit up 29% to £336m, profit before tax up 80% to £320m and basic earnings per share up 80% to 31.6p

• Excellent set of results

- investment delivering returns
 - o enzymes, Zambia sugar, Primark
- benefits of restructuring
 - o US and UK grocery
- recovery
 - o UK sugar, China sugar, US vegetable oils
- Strong cash flow and financial position
- Continuing to invest for sustainable growth

£m	2010	2009	Change
Revenue	4,796	4,374	+10%
Operating costs	(4,470)	(4,116)	
Share of joint ventures and associates	6	2	
Profits less losses on sale of property, plant & equipment	4		
Operating profit	336	260	
Adjusted operating profit	370	297	+25%
Profits less losses on sale of property, plant & equipment	4	-	
Amortisation of non-operating intangibles	(38)	(37)	

£m	2010	2009	Change
Operating profit	336	260	+29%
Profit/(loss) on sale/closure of businesses	23	(60)	
Net interest expense	(37)	(30)	
Other financial (expense)/income	(2)	8	
Profit before tax	320	178	+80%
Тах	(74)	(36)	
Profit after tax	246	142	
Adjusted profit before tax*	331	275	+20%

* before amortisation of non-operating intangibles, profits less losses on the sale of PP&E, profits less losses on the sale and closure of businesses

Tax

	2010 £m		2009 £m	
Underlying charge	88	26.6%	69	25.1%
Credit on intangible amortisation	(12)		(12)	
Credit for net loss on sale of businesses and PP&E	(2)		(21)	
Reported charge	74	23.1%	36	20.2%

	2010	2009	Change
Adjusted earnings per share *	30.5p	25.2p	+21%
Earnings per share	31.6р	17.6p	+80%
Dividend per share	7.6p	6.9p	+10%

* before amortisation of non-operating intangibles, profits less losses on the sale of PP&E, profits less losses on the sale and closure of businesses

Balance Sheet

£m	2010	2009
Intangible assets (including goodwill)	1,972	1,938
PP&E and other non-current assets	4,242	3,516
Working capital	1,075	1,245
Biological assets - current	119	90
Current tax	(122)	(79)
Net debt	(1,090)	(1,143)
Other financial liabilities	(14)	(11)
Deferred tax	(233)	(230)
Provisions	(259)	(193)
Net pension liability	(114)	(304)
	5,576	4,829
Equity shareholders' funds	5,127	4,524
Minority interests	449	305
	5,576	4,829

Cash Flow

£m	2010	2009
Adjusted operating profit (before joint ventures and associates)	364	295
Depreciation and amortisation of operating intangibles	156	134
Working capital	(115)	(216)
Provisions	(18)	(12)
Capital expenditure - Primark	(87)	(70)
- Food	(216)	(209)
Tax	(52)	(49)
Net interest and other income	(23)	(32)
Other	15	13
Free cash flow	24	(146)
Dividends paid (including minorities)	(123)	(117)
Acquisitions less disposals	(69)	(14)
	(168)	(277)

By business	Reve	nue	Pro	ofit	Marg	gin	ROC (annual	
	2010	2009	2010	2009	2010	2009	2010	2009
	£m	£m	£m	£m	%	%	%	%
Grocery	1,597	1,537	95	62	5.9	4.0	18.0	12.4
Sugar	931	645	85	61	9.1	9.5	11.0	10.0
Agriculture	432	417	12	18	2.8	4.3	14.3	25.1
Ingredients	509	476	47	40	9.2	8.4	16.7	16.1
Retail	1,263	1,065	144	122	11.4	11.5	21.6	18.7
Central costs			(18)	(15)	n/a	n/a	n/a	n/a
Continuing businesses	4,732	4,140	365	288	7.7	7.0	15.7	13.9
Businesses disposed	64	234	5	9	n/a	n/a		
	4,796	4,374	370	297	7.7	6.8		

Segmental Analysis

By	geography
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	Rev	renue	Р	rofit	Ма	rgin
	2010	2009	2010	2009	2010	2009
	£m	£m	£m	£m	%	%
United Kingdom	2,061	1,914	195	175	9.5	9.1
Europe & Africa	1,202	840	63	74	5.2	8.8
The Americas	520	522	66	26	12.7	5.0
Asia Pacific	949	864	41	13	4.3	1.5
Continuing businesses	4,732	4,140	365	288	7.7	7.0
Businesses disposed	64	234	5	9	n/a	n/a
	4,796	4,374	370	297	7.7	6.8

Sugar

		2010	2009	Change
Revenue	£m	931	645	+44%
Operating profit	£m	85	61	+39%
Margin		9.1%	9.5%	
ROCE (annualised)		11.0%	10.0%	

- profit second half phased, Azucarera contribution
- recovery
 - EU market
 - China sugar prices
- investment
 - Zambia expansion completed
- Illovo difficult end of season





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Sugar		2010	2009	Change
	Revenue £m	931	645	+44%
	Operating Profit £m	85	61	+39%



- market more stable and strong euro
- excellent UK campaign
 - favourable growing conditions, high beet yields
 - 1.3 million tonnes sugar
 - excellent factory performance, lower energy cost
 - increased exports to world market
- Azucarera
 - high inventory cost in first half
 - increased volume and market share
 - sugar refinery commissioned
 - campaigns affected by excessive rain



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Sugar		2010	2009	Change
	Revenue £m	931	645	+44%
	Operating Profit £m	85	61	+39%



- short-term profit decline
- difficult second half to their season
 - weather affected South Africa, Zambia and Tanzania
 - sugar production 1.7 million tonnes
- weakening of currencies outside South Africa
- longer term development continuing
- progress with capacity expansion
 - Zambia, Mozambique factory now complete
 - Swaziland under way
- South African operations streamlined



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Sugar		2010	2009	Change
	Revenue £m	931	645	+44%
	Operating Profit £m	85	61	+39%



- considerable improvement in profitability
- South cane sugar profit increase good factory operations
- North beet sugar much reduced loss
- focus in North on increase in beet cultivation
 - local government support
 - extensive farmer training
- substantial sugar price increase



Agriculture

		2010	2009	Change
Revenue	£m	432	417	+4%
Operating profit	£m	12	18	-33%
Margin		2.8%	4.3%	
ROCE (annualised)		14.3%	25.1%	

- strong demand for UK pig and poultry feed
- growth in speciality and feed enzymes
- China poultry feed margins under pressure
- lower profit from previously exceptional Frontier trading activities



Grocery

		2010	2009	Change
Revenue	£m	1,597	1,537	+4%
Operating profit	£m	95	62	+53%
Margin		5.9%	4.0%	
ROCE (annualised)		18.0%	12.4%	

- restructuring
 - ACH, Silver Spoon, Jordans Ryvita, AB World Foods
- recovery
 - UK bread, US vegetable oils
- Twinings Ovaltine strong underlying profit growth
- 2010 charge of £19m for restructuring Twinings supply chain



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Grocery		2010	2009	Change
	Revenue £m	1,597	1,537	+4%
	Operating Profit £m	95	62	+53%

UK Grocery

- Allied Bakeries profit ahead
 - excellent operational performance
 - Kingsmill volume and share growth
- Silver Spoon packaging rationalisation benefit
- Patak's relaunch drives growth at AB World Foods
- Westmill increased profit and market share
- Jordans Ryvita business integration benefit





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Grocery		2010	2009	Change
	Revenue £m	1,597	1,537	+4%
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ACH / Stratas

- completion of commodity product transfer to Stratas in March
- pure FMCG business created
- absence of last year's corn oil hedge loss
- Mazola and category growth

Australia

- bread operational improvements, new product launches
- Castlemaine meat factory construction under way





Ingredients

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		2010	2009	Change
Revenue	£m	509	476	+7%
Operating profit	£m	47	40	+18%
Margin		9.2%	8.4%	
ROCE (annualised)		16.7%	16.1%	

AB Mauri

- yeast strong performance in South America
- continued expansion of technical and traditional bakery ingredients
- successful integration of recently acquired business in Europe

ABF Ingredients

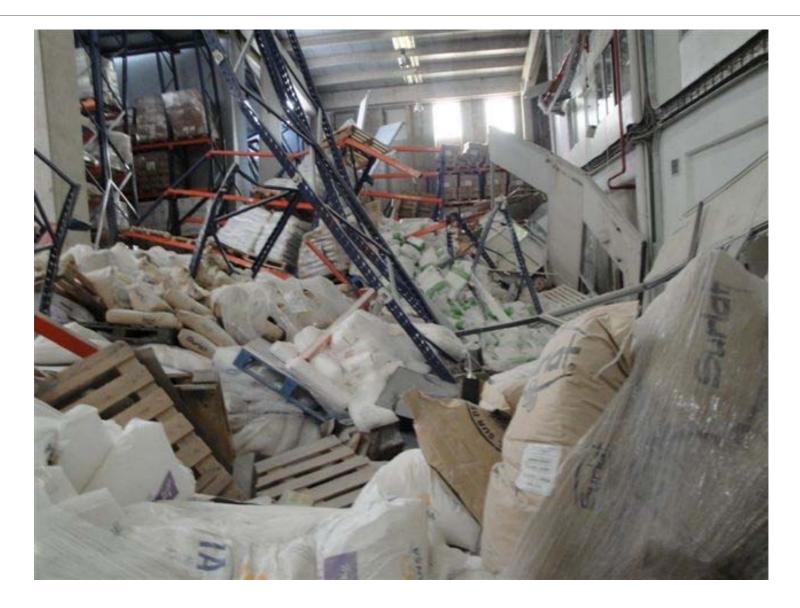
- yeast extracts and enzyme growth
- speciality protein profit improvement
- yeast extract capacity expansion due summer 2010





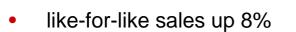
Chilean earthquake





Retail

		2010	2009	Change
Revenue	£m	1,263	1,065	+19%
Operating profit	£m	144	122	+18%
Margin		11.4%	11.5%	
ROCE (annualised)		21.6%	18.7%	



- exceptional growth from Spanish stores
- higher volumes overcome margin impact of weaker sterling on US dollar sourced goods
- investment in new stores across Europe







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Retail		2010	2009	Change
	Revenue £m	1,263	1,065	+19%
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Store openings

- five stores in first half
- first store in Belgium, Liège
- further six stores in second half
- UK pipeline ten Bhs stores in 2010/11

New warehouses summer 2010

- Naas will allow Irish warehouse consolidation
- Iberian facility to open north east of Madrid



	U	IK	-	blic of and	Sp	ain	Ot	her	То	otal
	sq ft '000	stores	sq ft '000	stores	sq ft '000	stores	sq ft '000	stores	sq ft '000	stores
February 2009	4,240	136	970	38	360	12	30	1	5,600	187
February 2010	4,460	138	980	38	410	14	250	6	6,100	196
	+5%		+1%		+14%				+9%	

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Retail		2010	2009	Change
	Revenue £m	1,263	1,065	+19%
	Operating Profit £m	144	122	+18%



- strong UK trading, especially Christmas and Spring
- Iberia
 - exceptional like-for-like growth
 - double digit operating profit margin
 - sales densities in line with UK
- encouraging early days in Netherlands, Belgium, Germany
- difficult trading in Ireland
- margin resilient
 - pressure from weak sterling subsides
 - benefit of higher volumes
 - freight cost increases



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	Revenue £m	1,263	1,065	+19%
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Retail Week Awards 2010

• Store design of the year





• Retailer of the year







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Retail		2010	2009	Change
	Revenue £m	1,263	1,065	+19%
	Operating Profit £m	144	122	+18%

Retail Week Awards 2010

• Lifetime Achievement Award for Arthur Ryan









Completed projects delivering profit this year

Sugar	Zambia, Mozambique factory capacity
Grocery	UK sugar packaging
Ingredients	Enzyme capacity
Retail	Primark stores

Projects still under wa	y – prospect of further returns	
-		Expected completion*
Sugar	Vivergo biofuels	end 2010
Sugar	Swaziland capacity	2011
Retail	Store expansion across Europe	continuing
Grocery	Castlemaine factory	end 2010
Grocery	Twinings manufacturing	2011/12
Ingredients	China yeast, yeast extracts	mid 2010

* calendar year

Summary



- Excellent set of results
 - investment delivering returns
 - o enzymes, Zambia sugar, Primark
 - benefits of restructuring
 - o US and UK grocery
 - recovery
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- Strong cash flow and financial position
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Average rates for the first half used to translate the income statement	2010	2009
US\$	1.62	1.55
euro	1.12	1.17
South African rand	12.15	15.11
Australian \$	1.79	2.27
Rates at half year end used to translate the balance sheet	2010	2009
US\$	1.52	1.42
euro	1.12	1.12
South African rand	11.71	14.32
Australian \$	1.70	2.22

This presentation pack is directed only at investment professionals falling within article 19 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2001 and to other persons to whom the presentation pack may lawfully be promoted.

Notes

- * before amortisation of non-operating intangibles, profits less losses on the sale of PP&E
- ** before amortisation of non-operating intangibles, profits less losses on the sale of PP&E, profits less losses on the sale and closure of businesses

All figures stated after amortisation of intangibles, profits or losses on the sale of PP&E, profits less losses on the sale and closure of businesses are shown on the face of the consolidated income statement

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