

# Parmalat IH 2010 Results



Listed on the Italian Stock Exchange since October 6 th, 2005

#### **Important information IH 2010**



- This presentation has been prepared by the Company only for illustrative purposes for use in communicating with the financial community. Readers are advised to refer to the press release issued by the Company on July 29, 2010, which contains the specific accounts and related matters approved by the Company's Board of Directors. Please note that this presentation includes IH 2010 and IH 2009 figures subject to external auditor limited review
- Mo reliance should be placed for any purposes whatsoever on the information contained in this presentation or on any other materials that may be discussed at the presentation, or on its completeness, accuracy, or fairness of any information contained in this presentation or of any other materials discussed at the presentation. Although care has been taken to ensure that the facts stated in this presentation are accurate, and that the opinions expressed are fair and reasonable, no representation or warranty, express or implied, is made or given by, or on behalf of, the Company or any of its respective members, directors, officers, employees, advisors, or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this presentation or any other material discussed at the presentation. None of the Company or any of its respective members, directors, officers, employees, advisors nor any other person accepts any liability whatsoever for any loss howsoever arising from any use of this presentation or any other materials discussed at the presentation or otherwise arising in connection therewith. The opinions expressed in the presentation may be those of the presenter(s) and may not be formally endorsed by the Company or its Board of Directors
- The information in this document may include forward-looking statements which are based on current expectations and projections about future events. These forward-looking statements, as well as those included in any other material discussed at the presentation, are subject to risks, uncertainties and assumptions about the Company and its subsidiaries and investments, including, among other things, the development of its business, trends of its operating industry, and future capital expenditures and acquisitions. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur. No one undertakes to publicly update or revise any forward-looking statement
- The information and opinions contained in this presentation are based on historical information. Facts and expectations about the Company and its financial condition are subject to change and Parmalat disclaims any obligation to update the facts reflected and the statements contained herein either at the presentation or after the presentation

# Table of contents Table of Contents

IH 2010: main achievements and key figures

Parmalat: operations

IH 2010 Group financials

Legal

Corporate events

#### Main achievements IH 2010



#### // Financial

- Net profit from operations € 113 m compared to IH 2009 net profit from operations € 69 m
- ∠ Cash flow from operation € 82 m compared to IH 2009 cash flow from operation € 72.3 m; net cash position € 1,297.6 m

#### Operations

- 8.6% EBITDA margin
- Good performance in Australia, Canada and South Africa
- Integration with the National Food assets in Australia is in line with the expectations

#### // Outlook

- 2010 Target is maintained unchanged
- A Positive trend of the exchange rate is supporting the financial performance

#### Legal matters

✓ Settlements: the settlement with Parmalat Capital Finance is now final.

# IH 2010 key consolidated figures



REVENUES € 2,026.2 m (+ 9.6% vs IH 2009)

NET CASH POSITION € 1,297.6 m

NET PROFIT FROM OPERATIONS € 113 m (€ 69 m in IH 2009)

EBITDA <sup>(1)</sup>
€ 174.5 m
Margin 8.6%
(+8% vs IH 2009)

CASH FLOW FROM OPERATIONS € 82 m

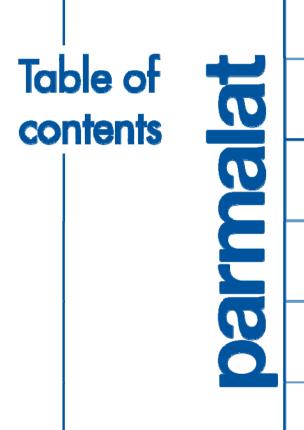
# **Share capital**



(€ m)	Extr. Gen. Meeting Extr. Gen. Meeting September 19, 2005 April 29, 2007		Update as of July 28, 2010
	<u>Approved</u>	<u>Approved</u>	<u>Issued</u>
Share Capital	1,930.0	1,930.0	1,710.4
Warrant	80.0	95.0	18.5
Total	2,010.0	2,025.0	1,728.9 <sup>(1)</sup>

#### (1) Of which approx. 9 million shares at par value (1 Euro) registered in the name of the Foundation, of which:

- 9 million shares or 0.5% of share capital which pertain to currently undisclosed creditors
- 120,000 shares representing the initial share capital of Parmalat S.p.A.



IH 2010: main achievements and key figures

**Parmalat: operations** 

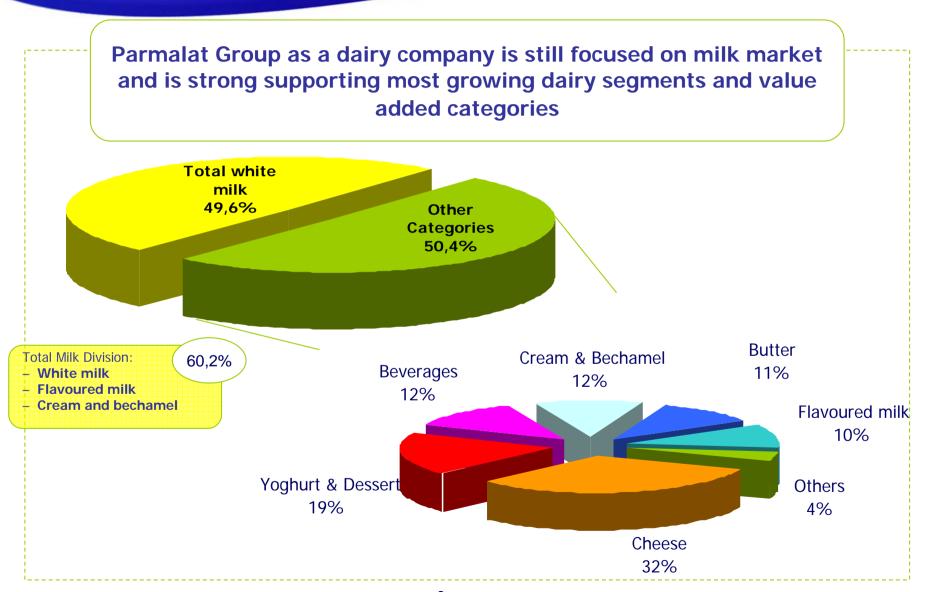
IH 2010 Group financials

Legal

Corporate events

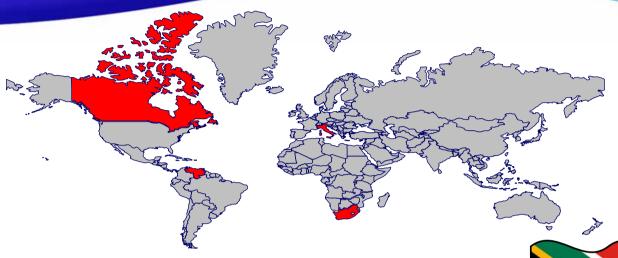
# Parmalat Group - Values breakdown





# **Parmalat Group - Cheese overview**







Value Market Share 17.3%

2<sup>nd</sup> Position

- "Specialities" → Balderson
- "Natural Cheese" → Black Diamond
- "Snack cheese for kids" → Cheesetrings



Strong market positions with specialized brands both in South Africa and Canada



1st Position

- "Specialities" → Simonsberg
- "Spreadable" → Melrose
- "Everyday cheese and slices"  $\rightarrow$  Parmalat









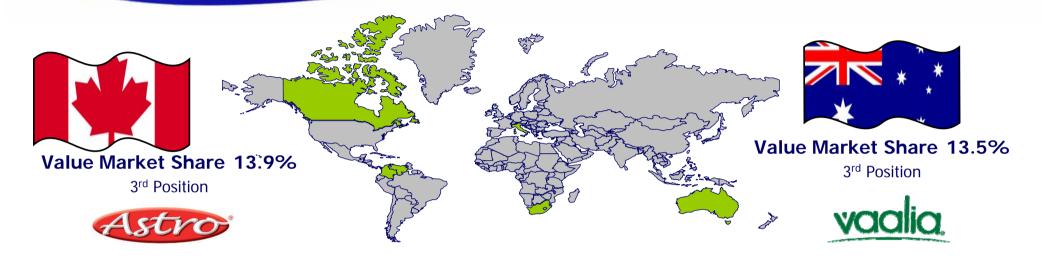




Market shares for 52 weeks ending June 2010

# Parmalat Group - Yoghurt overview







Value Market Share 27.6%

1st Position





#### YOGHURT OVERVIEW

International player with strong position in growing markets



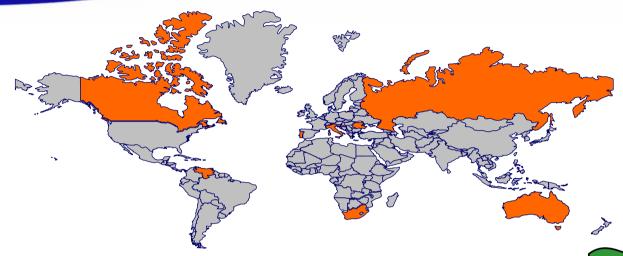
Value Market Share 16.7%

2nd Position

parmalat

# **Parmalat Group - Fruit Juices overview**







Value Market Share 23.2% 2° Position FRUIT JUICES OVERVIEW

One global brand: Santàl

**Value Market Share 15.7%** 

2° Position

Santal and strong local jewel brand as Frica



Market leader in Italy with a strong multichannel presence



# Parmalat Australia - Post acquisition



# Parmalat Group National vol. shares YTD JUNE

Category	Pre- Acquisition	Post- Acquisition
White Milk	13.8%	17.9%
Flavoured Milk	24.1%	30,4%

Northern Territory Qeensland

South Australia

White milk = 17.6% Flavoured milk = 12.8%

New South Wales

Victoria

White milk = 11.8%

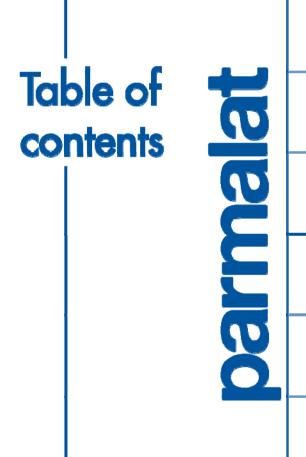
Flavoured milk = 30%

**New Brands in Parmalat milk portfolio** 



Source:

Dairy Australia YTD June 2010



IH 2010: main achievements and key figures

Parmalat: operations

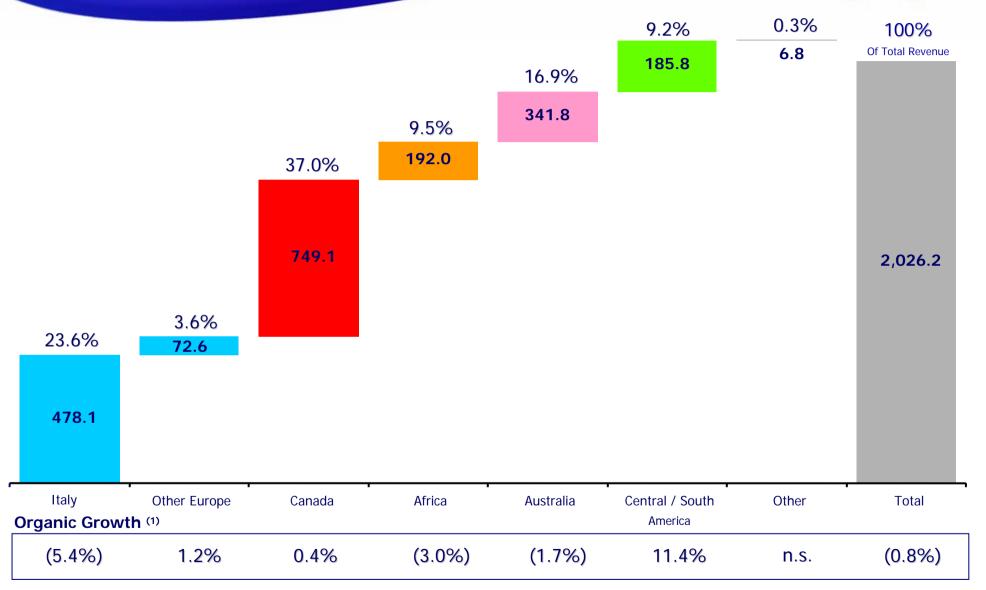
**IH 2010 Group financials** 

Legal

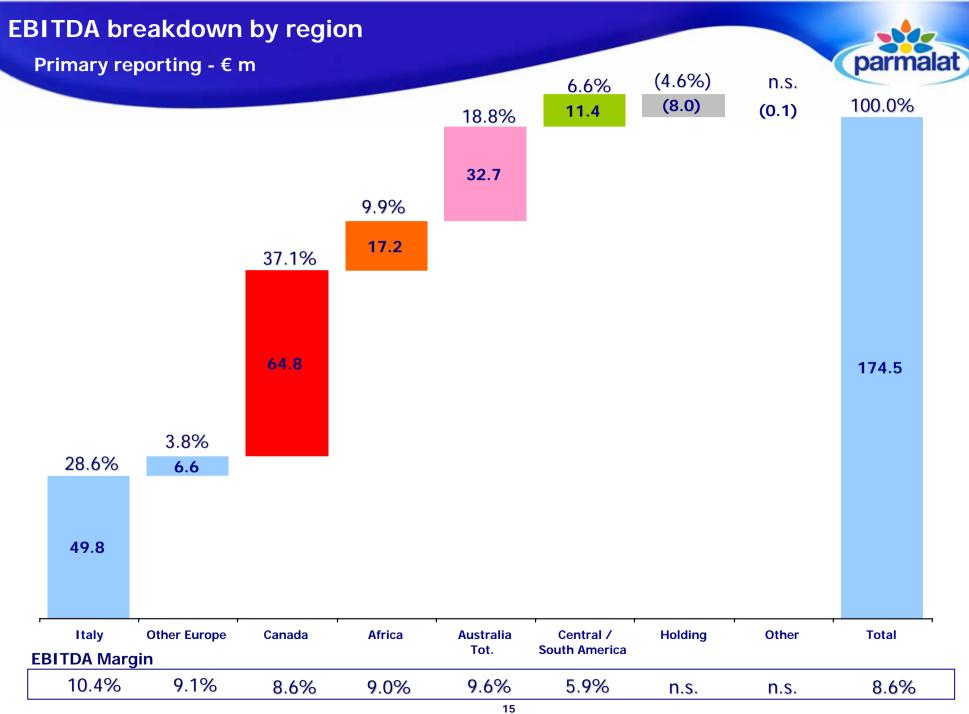
Corporate events

# Revenue breakdown by region Primary reporting - € m



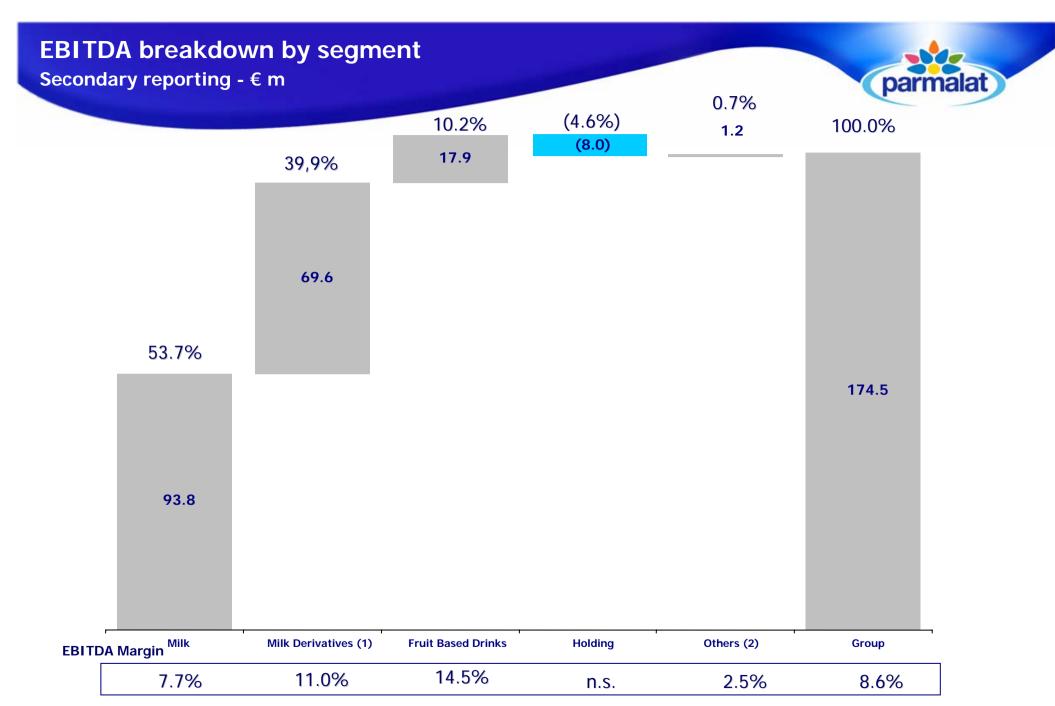


<sup>1.</sup> Constant perimeter, FX and excluding hyperinflation effect in Venezuela; 2009 Venezuela's figures have been restated due the devolution of Bolivar Fuertes occurred on January 8, 2010



# Revenue breakdown by segment Secondary reporting - € m 100% 2.4% 6.1% Of Total Revenue 49.4 123.3 31.3% 634.5 60.2% 2,026.2 1,219.1 Milk Others (2) Fruit Based Drinks Group Milk Derivatives (1) Organic Growth (3) (3.7%)(0.8%)(1.6%)0.2% n.s.

- 1. Includes Yogurt, Cheeses, Dessert
- 2. Includes mainly milk whey, other products and hyperinflation effect in Venezuela
- 3. Constant perimeter, FX and excluding hyperinflation effect in Venezuela; 2009 Venezuela's figures have been restated due the devalution of bolivar Fuerte occurred on January 8, 2010



<sup>1.</sup> Includes Yogurt, Cheeses, Dessert

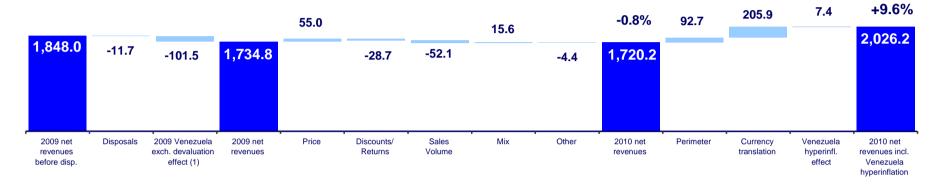
<sup>2.</sup> Includes mainly milk whey and other products and hyperinflation effect in Venezuela

# **Revenues and EBITDA analysis**



(€m)

#### **Cumulative Net Revenues June 2010 vs 2009**

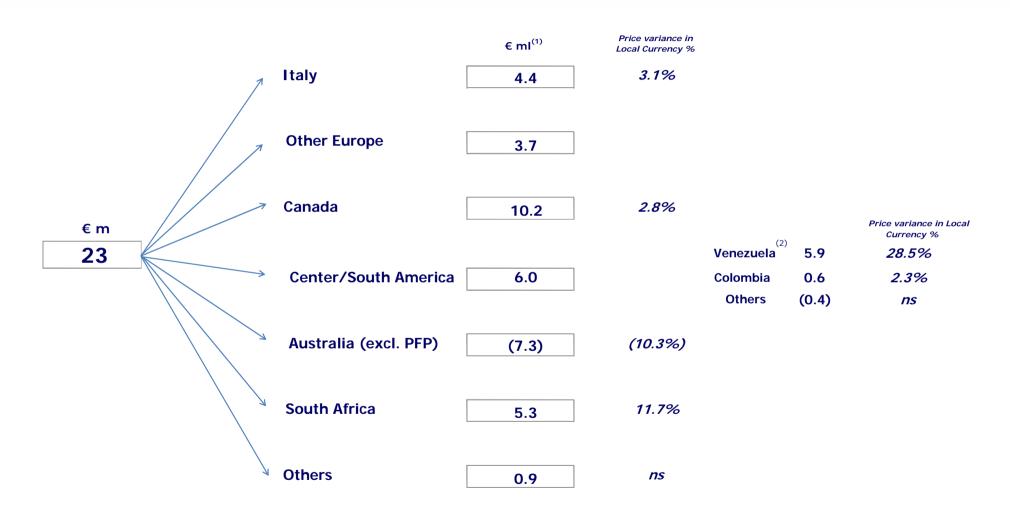


#### **Cumulative EBITDA June 2010 vs 2009**



# Parmalat – Raw milk price variance





<sup>(1)</sup> Data represent the raw milk cost variance due to price effect

<sup>(2)</sup> Fx 2009 Venezuela 1 VEF = 4.3 US\$

# Capex and advertising, promo consumer & other costs



CAPEX (1)							
€m	IH 2009	IH 2010	Δ%				
Europe	11.5	24.3	111.3%				
North America	10.6	9.2	(13.2%)				
Central/South America	5.5	3.5	(36.4%)				
Africa and Australia	5.8	10.8	86.2%				
Group	33.4	47.8	43.1%				

Advert., Promo Consumer & Other Costs						
€m	IH 2009	IH 2010	Δ%			
Europe	20.1	21.3	6.0%			
North America	11.8	16.7	41.0%			
Center and South America	4.3	2.8	(34.4%)			
Africa and Australia	11.1	15.2	36.8%			
Other	0.0		n.s.			
Group	47.4	56.0	18.3%			

# Key IH 2010 earnings figures (IFRS/IAS GAAP)



€m	IH 2009	IH 2010
Revenues	1,848.0	2,026.2
Growth	(2.9%)	9.6%
EBITDA	161.6	174.5
Margin	8.7%	8.6%
Other gains/(losses)	173.6	60.5
Depreciation and amortization	(46.7)	(58.3)
Net operating result (EBIT)	288.5	176.7
Margin	15.6%	8.7%
Net financial income/(charges) and other	7.0	0.1
Taxes	(46.3)	(28.2)
Result of the period	249.2	148.6
Margin	13.5%	7.3%
Minority interest (profit)/loss	(1.4)	(1.2)
Result for the period (of the Group)	247.8	147.4

#### IH 2010 Other gains/(losses) mainly include:

- Proceeds from litigation: € 56 m
- Legal fees: € 5.1 m

#### IH 2010 Taxes include:

- Current taxes:
  - Italy € 18.8 m
  - Other countries € 24.9 m
- Deferred taxes:
  - Italy € (2.0) m
  - Other countries € (13.5) m

# Key IH 2010 balance sheet items (IFRS/IAS GAAP)



€m	31 December 2009	30 June 2010
Fixed assets	1,900.1	<b>2,028.4</b> 1,139.9
Intangible assets Tangible assets	1,063.5 774.0	819.9
Financial assets and prepaid taxes	62.6	68.6
Net working capital	352.9	417.3
Operating working capital	343.1	364.7
Other assets/liabilities	9.8	52.6
Discontinuing operations	1.0	0.5
Employee severance indemnity liabiliti	es (92.6)	(95.9)
Provisions	(289.2)	(266.9)
Net invested capital	1,872.2	2,083.4

€m	31 December 2009	30 June 2010
Shareholders equity	3,256.8	3,381.0
Share capital	1,712.6	1,728.4
Contested liabilit. and late creditors excl. convert. into share capital	168.8	154.3
Other reserves and net result	1,350.9	1,473.3
Minority interest	24.5	25.0
Net financial debt	(1,384.6)	(1,297.6)
Financial debt	260.4	233.1
Cash & other financial assets	(1,645.0)	(1,530.7)
Total sources of funds	1,872.2	2,083.4

#### 30 June 2010 Operating working capital includes:

Inventories: € 430.4 m

Trade receivables: € 441.8 m

Trade payables: € (507.5) m

#### Other assets/liabilities include:

Other current assets: € 211.8 m

Other current liabilities: € (159.2) m

#### 30 June 2010 Provisions include:

Deferred tax liabilities: € 184.9 m

Provision for tax risk: € 35.9 m

Provision for contingent liabilities/Others:
 € 46.1 m

#### 30 June 2010 Other reserves and net result include:

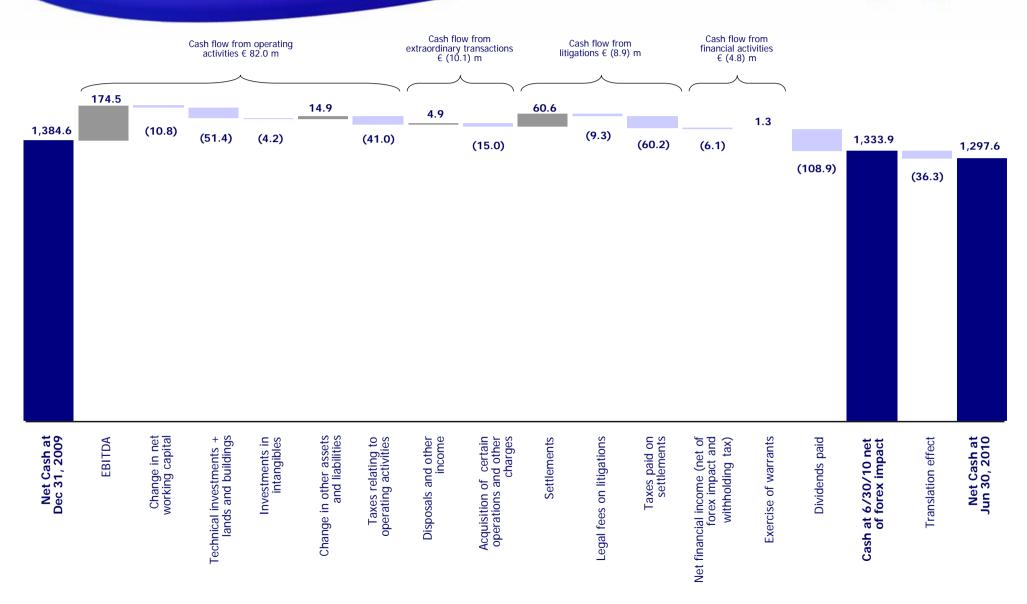
H 2010 result: € 147.4 m

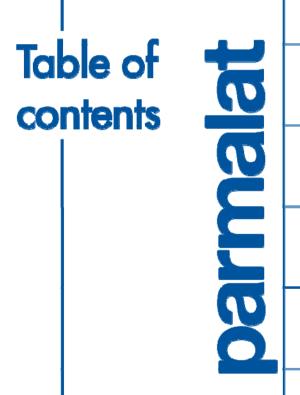
Prior year results and other reserves:
 € 1,284.2 m

Reserve for currency translation differences:
 € 41.7 m

## IH 2010 consolidated cash flow statement







IH 2010: main achievements and key figures

Parmalat: operations

IH 2010 Group financials

Legal

Corporate events



# 

Appeal, date for oral argument to be set. Likely in fall 2010 or spring 2011

## 

Appeal pending before Court of Second Circuit, oral argument may be heard in fall 2010 or spring 2011

# Italian cases



#### A Revocatory Actions

#### // Damages Actions

#### Contested and late claims

#### // Court of appeal of Bologna

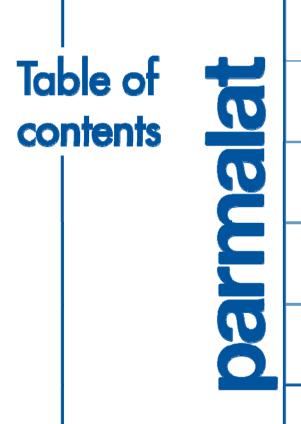
145 contested and late claims cases (some won, some lost)

#### Criminal Cases

#### Milan

2 nd Trial on market abuse, in progress. Citigroup among suspects.

#### 



IH 2010: main achievements and key figures

Parmalat: operations

IH 2010 Group financials

Legal

**Corporate events** 

# **Calendar of events**



#### **Board Meetings:**

Date Subject

**November 11, 2010** Approval of the Report for the Third Quarter 2010

Investor Relations contact:

Cristina Girelli

Tel +39 0521 80 85 50

Email: c.girelli@parmalat.net



# Table of parmalat contents

# **Appendix**

Parmalat SpA

**Country Analysis** 

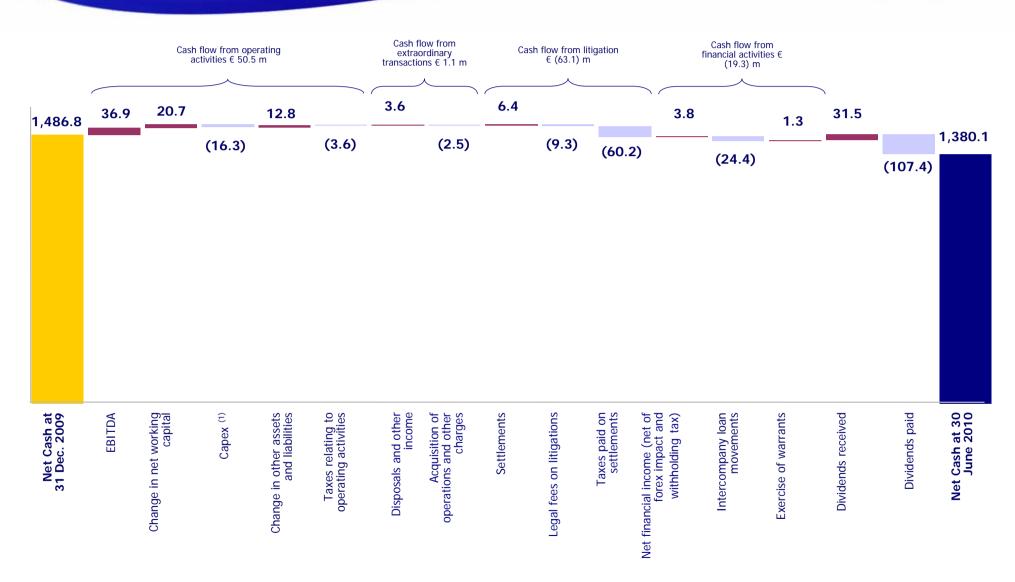
# Parmalat SpA: IH 2009 and IH 2010 figures



€ m	PARMALAT SPA						
			IH 20	10	%	IH 2009	%
REVENUES			€ 397.0	m	100.0	€ 416.6 n	n 100.0
EBITDA			€ 36.9 ı	m	9.3	€ 41.5 m	10.0
NET OPERA	TING RI	ESULT	€ 44.7 ı	m	11.3	€ 194.6 n	n 46.7
NET RESULT	Г		€ 77.7	m	19.6	€ 228.6 n	n 54.9
RATIONS IH 2010	%	IH 2009	%	C	ORPORATE	IH 2010	IH 2009
venues € 396.6 m	100.0	€ 416.2 m	100.0	R	Revenues	€ 0.4 m	€ 0.4 m
TDA € 44.9 m	11.3	€ 53.3 m	12.8	E	BITDA	€ (8.0) m	€ (11.8) m

# **IH 2010 Parmalat SpA cash flow statement**

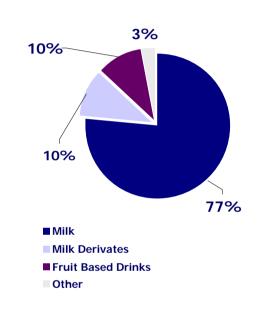


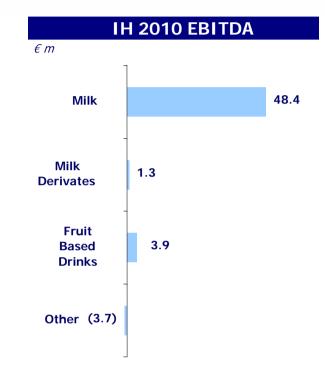


# Country analysis - Parmalat Italy



#### **IH 2010 Revenues**



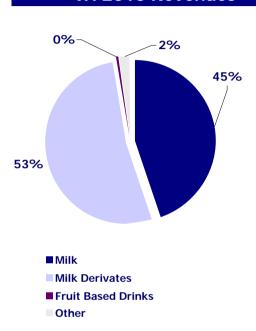


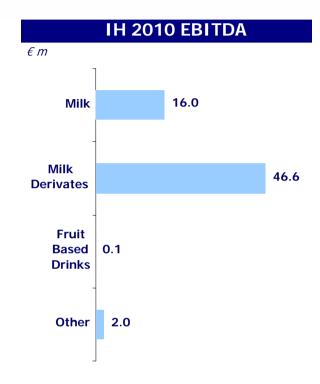
Italy	IH 2009				IH 2010	
<i>€ m</i>	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %
Milk	386.0	57.9	15.0%	367.9	48.4	13.1%
Milk Derivates	53.1	0.6	1.2%	46.4	1.3	2.8%
Fruit Based Drinks	51.8	4.2	8.2%	47.1	3.9	8.3%
Other	14.8	(1.1)	(7.2%)	16.8	(3.7)	(22.3%)
Total	505.6	61.7	12.2%	478.1	49.8	10.4%

# **Country analysis – Parmalat Canada**



#### **IH 2010 Revenues**



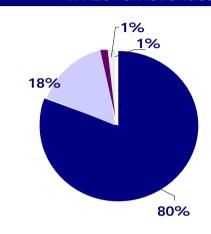


Canada	IH 2009				IH 2010	·
<i>€ m</i>	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %
Milk	286.2	14.2	5.0%	334.2	16.0	4.8%
Milk Derivates	336.5	35.1	10.4%	394.1	46.6	11.8%
Fruit Based Drinks	3.1	0.3	8.8%	2.7	0.1	4.5%
Other	12.7	1.5	11.6%	18.2	2.0	11.3%
Total	638.6	51.1	8.0%	749.1	64.8	8.6%

# Country analysis - Parmalat Australia (escl. PFP)

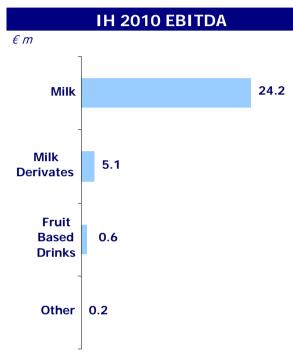


#### **IH 2010 Revenues**





Other

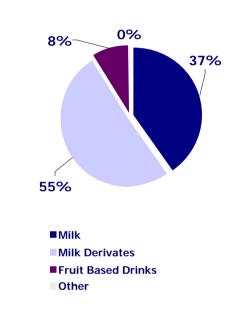


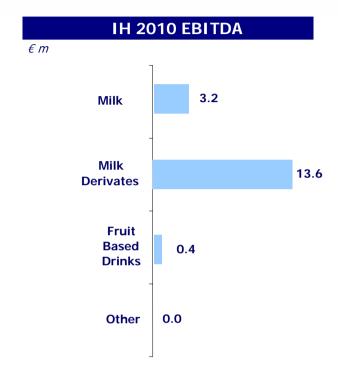
Australia		IH 2009			IH 2010	
<i>€ m</i>	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %
Milk	161.9	15.9	9.8%	204.4	24.2	11.8%
Milk Derivates	33.5	1.2	3.6%	45.5	5.1	11.3%
Fruit Based Drinks	2.4	0.5	22.3%	2.7	0.6	20.6%
Other	2.4	0.0	n.s.	2.8	0.2	n.s.
Total	200.2	17.6	8.8%	255.4	30.1	11.8%

# **Country analysis – Parmalat Africa**



#### **IH 2010 Revenues**





Africa		IH 2009			IH 2010	
<i>€ m</i>	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %
Milk	66.2	(2.5)	(3.8%)	71.6	3.2	4.5%
Milk Derivates	84.7	8.4	10.0%	105.8	13.6	12.9%
Fruit Based Drinks	14.1	(0.5)	(3.6%)	14.5	0.4	2.7%
Other	0.4	0.7	n.s.	0.1	0.0	53.0%
Total	165.5	6.2	3.7%	192.0	17.2	9.0%