TATE & LYLE

Results for six months ended 30 September 2013

7 November 2013, London

Agenda

Headline Results and KPIs	Javed Ahmed
Financial Review	Tim Lodge
Operating Highlights and Progress Update	Javed Ahmed
Outlook	Javed Ahmed

Headline Results

Six months ended 30 September

Continuing operations[1]

	2013 (£1=US$1.54)	2012[5] (£1=US$1.58)	Change	Change (constant currency)
Adjusted operating profit[2] *- SFI up 1% in constant currency* *- BI down 11% in constant currency*	**£187m**	£194m	- 4%	- 6%
Adjusted profit before tax[3]	**£173m**	£178m	- 3%	- 5%
Diluted EPS[3]	**29.9p**	30.5p	- 2%	- 4%
Net debt[4]	**£336m**	£386m		
Dividend	**7.8p**	7.4p	+ 5.4%	

[1] Excluding the results of discontinued operations in both periods
[2] Excluding exceptional items and amortisation of acquired intangible assets
[3] Excluding exceptional items, amortisation of acquired intangible assets and post retirement benefit interest and, for adjusted diluted earnings per share, the tax effect of these items
[4] Net debt translated at closing exchange rates (2013: £1=$1.62, 2012: £1=$1.61)
[5] Restated for the revision of IAS19

Key Performance Indicators

	KPI	Measure	Six months ended 30 September 2013	2012[4,5]	Change[6]
Financial performance[1]	Growth in Speciality Food Ingredients	**Sales**	**£519m**	£471m	+ 7%
	Profitability	**Adjusted operating profit**	**£187m**	£194m	- 6%
	Working capital efficiency	**Cash conversion cycle[2]**	**43 days**	42 days	Lengthened by 1 day
Financial strength	Balance sheet	**Net debt / EBITDA[3]**	**0.8x**	0.9x	
		Interest cover[3]	**10.9x**	11.4x	

[1] Excluding the results of discontinued operations in both periods
[2] Calculated as the average cash conversion cycle at the end of each of the four quarter ends to show the underlying performance throughout the year
[3] Calculated under banking covenant definitions
[4] Restated for the revision of IAS19
[5] All comparative period measures relate to the period ending 30 September 2012 apart from the cash conversion cycle which is for the period ending 31 March 2013
[6] Change reported in constant currency

Financial Review

Tim Lodge, Chief Financial Officer

Income Statement

Six months ended 30 September

Continuing operations[1]

£m, unless stated	2013 (£1=US$1.54)	2012[5] (£1=US$1.58)	At constant currency
Sales	1,737	1,631	3%
Adjusted operating profit[2]			
- SFI	112	108	1%
- BI	92	101	(11%)
- Central	(17)	(15)	(9%)
	187	**194**	**(6%)**
Net finance expense[3]	(14)	(16)	14%
Adjusted profit before tax[4]	**173**	**178**	**(5%)**
Effective tax rate[4]	18.7%	18.9%	
Adjusted diluted earnings per share[4]	**29.9p**	**30.5p**	**(4%)**

[1] Excluding the results of discontinued operations in both periods
[2] Excluding exceptional items and amortisation of intangible assets acquired through business combinations
[3] Excluding post-retirement benefit interest
[4] Excluding exceptional items, amortisation of acquired intangible assets and post retirement benefit interest and, for adjusted diluted earnings per share, the tax effect of these items
[5] Restated for the revision of IAS19

Speciality Food Ingredients

Six months ended 30 September

£m, unless stated	2013	2012	Reported	At constant currency
Sales	519	471	10%	7%
Adjusted operating profit[1]	112	108	3%	1%
Margin[1]	21.5%	22.9%		

Impact of exchange: Sales £15m higher, Operating profit £3m higher

- Sales[2] up by 7% with operating profit[2] 1% above the comparative period
- Margins reduced as a result of lower selling prices for SPLENDA® Sucralose and pass through of higher corn prices
- Starch-based speciality ingredients:
  - Sales[2] up 13% to £314 million reflecting volume growth and pass through of higher corn costs
- High-intensity sweeteners:
  - Sales[2] up 1% to £106 million
- Food systems:
  - Sales[2] down 3% at £99 million

[1] Excluding exceptional items and amortisation of intangible assets acquired through business combinations
[2] Change reported in constant currency

Bulk Ingredients

Six months ended 30 September

£m, unless stated	2013	2012	Reported	At constant currency
Sales	1,218	1,160	5%	2%
Adjusted operating profit[1]	92	101	(9%)	(11%)
Margin[1]	7.5%	8.7%		

Impact of exchange: Sales £36m higher, Operating profit £3m higher

- Sweeteners:
  - Americas: Sales[2] down 2% to £518 million; lower volumes as a result of soft beverage season
  - Europe: Sales[2] up 7% to £86 million; high European sugar prices
- Industrial starches, acidulants and ethanol:
  - Sales[2] up 5% to £333 million
  - Softer industrial starch prices in Europe more than offset slightly better market conditions in US ethanol

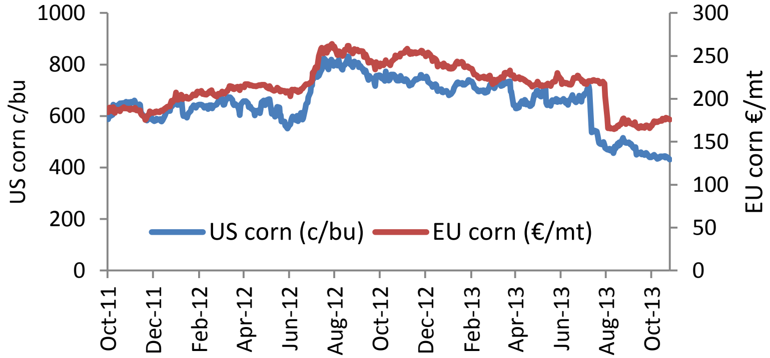
[1] Excluding exceptional items and amortisation of intangible assets acquired through business combinations
[2] Change in sales reported in constant currency

Corn and co-products

Co-product sales[1] increased by 5% to £281 million

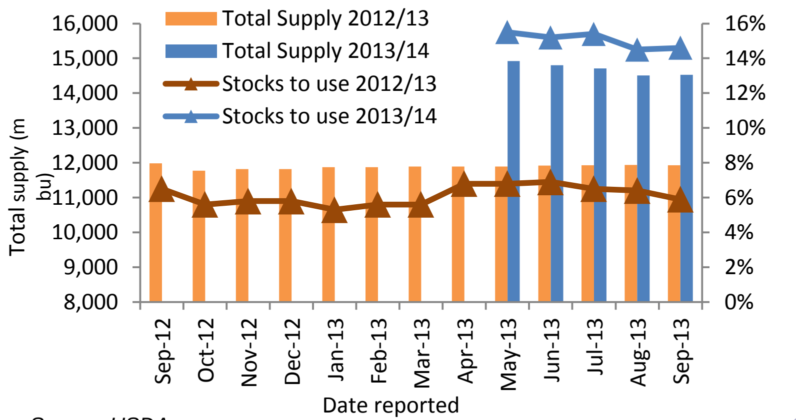
- Significant fall in US and European corn prices on expectation of bumper harvests
- Production expected to be up by 28% and stocks to use ratio recovering to around 15% in the US
- Successfully managed impact of sharply lower corn prices and poor corn quality towards the end of H1:
  - Tight inventory management
  - Longer-term contracting on co-products

US and European Corn – spot prices



Source: Bloomberg

USDA estimated Corn Supply and Stocks-to-use ratio



Source: USDA

[1] Change in sales reported in constant currency

Interest and Tax – Continuing Operations[1]

Six months ended 30 September

Interest

£m, unless stated	2013	2012	At constant currency
Net finance expense[2]	(14)	(16)	14%
Add back			
- Net hedge unwind	-	(1)	
Underlying net interest	**(14)**	**(17)**	

- Lower interest charge as a result of repayment of £100 million bond

Tax

£m, unless stated	2013	2012[4]	At constant currency
Adjusted profit before tax[3]	173	178	(5%)
Tax[3]	(32)	(34)	6%
Effective tax rate[3]	18.7%	18.9%	
Adjusted diluted earnings per share[3]	29.9p	30.5p	(4%)

- Lower effective rate in H1 reflects non-recurring tax credit - full impact taken in H1
- Expect higher effective rate for the full year

[1] Excluding the results of discontinued operations in both periods
[2] Excluding post-retirement benefit interest
[3] Excluding exceptional items, amortisation of acquired intangible assets and post retirement benefit interest and, for adjusted diluted earnings per share, the tax effect of these items
[4] Restated for the revision of IAS19

Business Transformation

£m	Six months to Sept 2013	Total cumulative costs to Sept 2013
IS/IT & Global Shared Services	20	98
Total	**20**	**98**
P&L exceptional	6	39
Capital	14	59
Total	**20**	**98**

Balance Sheet

£m, unless stated	30 Sept 2013	31 Mar 2013	30 Sept 2012
Goodwill, intangibles and fixed assets	1,273	1,320	1,231
Working capital	385	532	382
Pension deficit	(232)	(265)	(217)
Other provisions	(32)	(35)	(25)
Other	28	27	25
Assets and liabilities held for sale	-	1	3
Net operating assets	**1,422**	**1,580**	**1,399**
Net debt	(336)	(479)	(386)
Net tax liability	(99)	(65)	(36)
Shareholders' equity	**987**	**1,036**	**977**
Cash Conversion Cycle (days) *	43	42	37

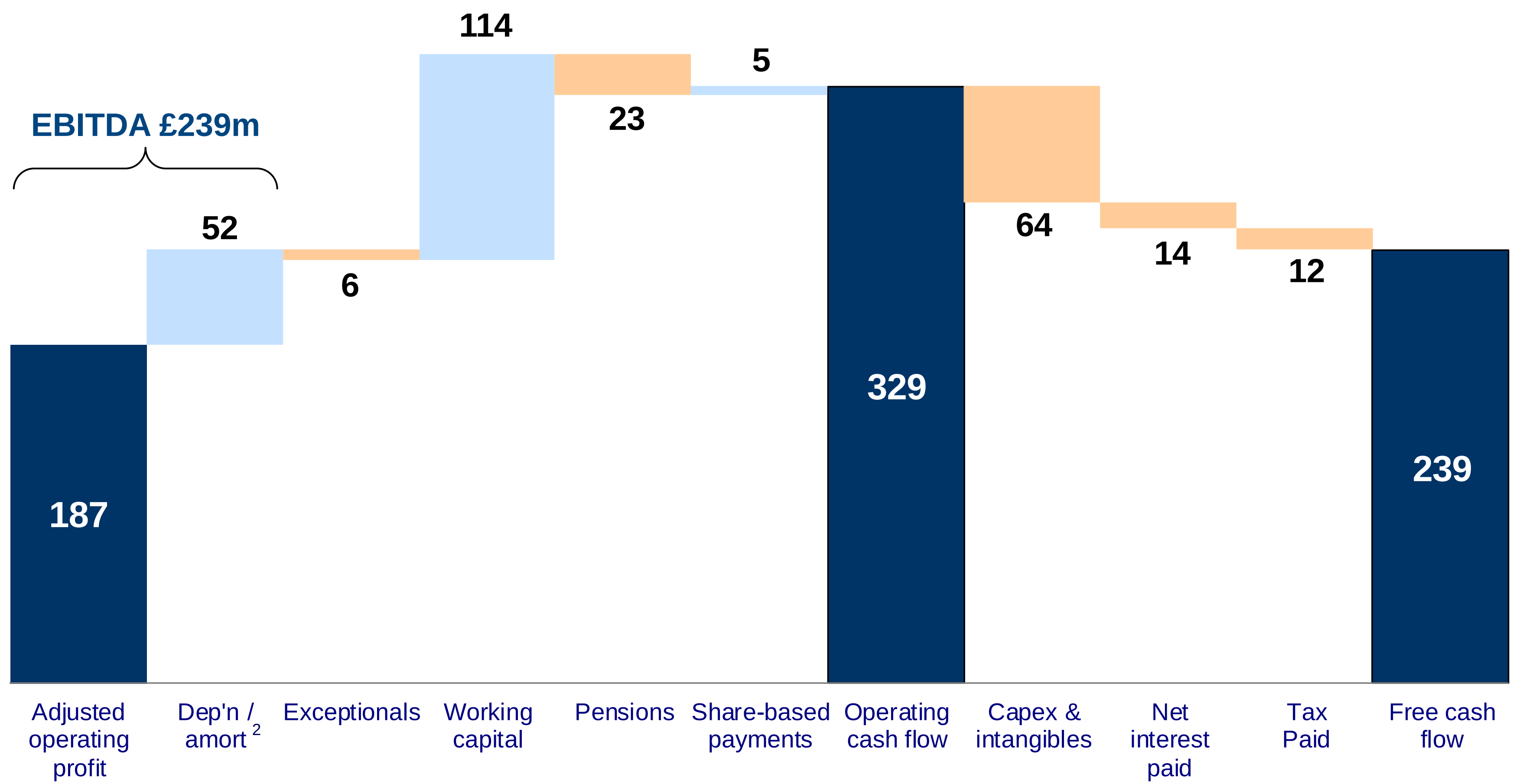
* Average quarterly Cash Conversion Cycle

Free Cash Flow

Six months ended 30 September 2013

Continuing operations[1]

£m

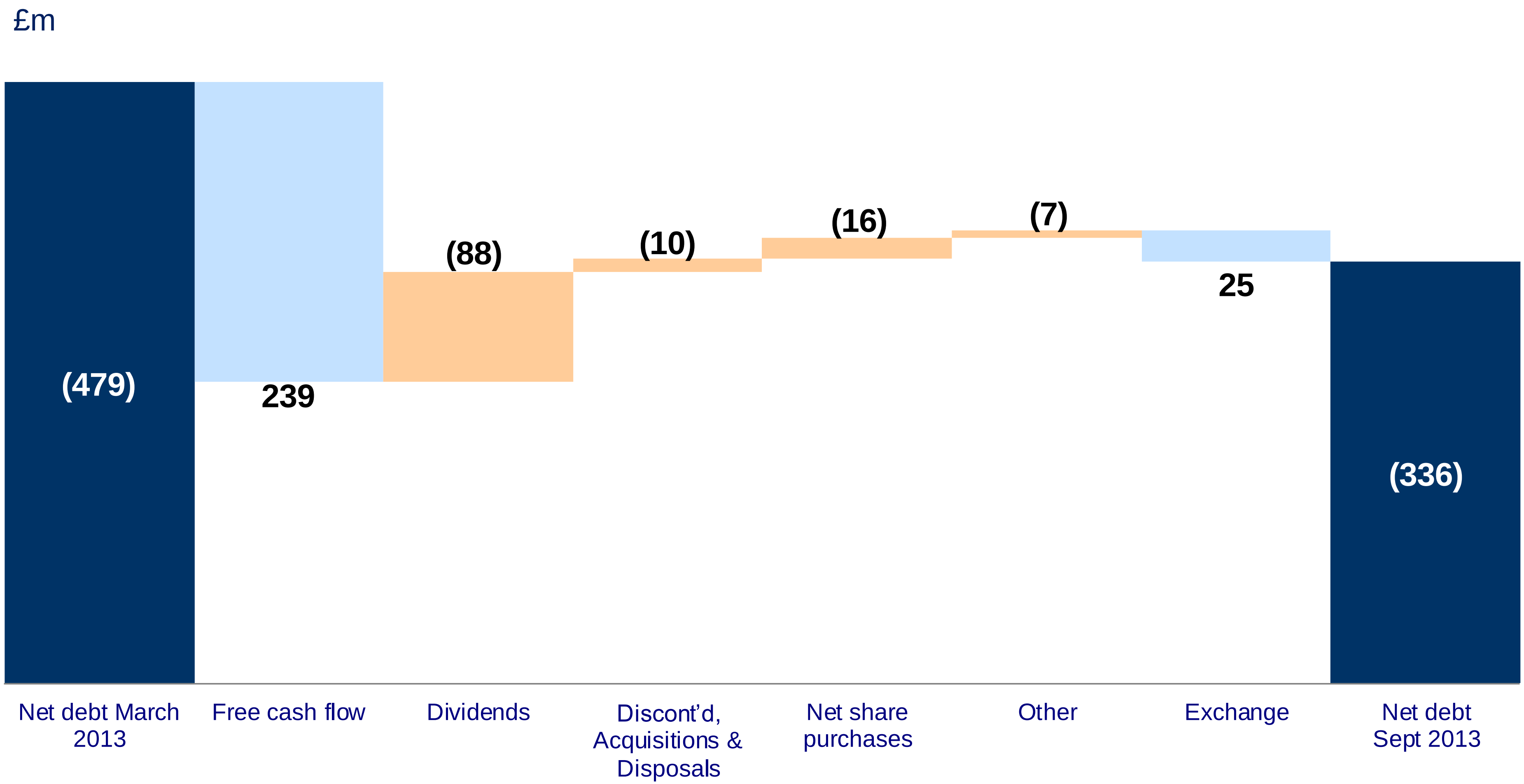


[1] Excluding the results of discontinued operations

[2] Depreciation / amortisation excludes amortisation of intangible assets acquired through business combinations

Movements in Net Debt

Six months ended 30 September



Capital allocation priorities

Maintain investment grade credit rating

Invest in the business

- Provide a buffer against working capital volatility
- Invest to drive organic growth

Progressive dividend policy

- Recognise importance of dividend to shareholders
- Grow dividend over time taking into account earnings prospects of the business

Selective acquisitions

- Accelerate growth through selective acquisitions
- Focus on sweeteners, texturants and health & wellness

Focus on pursuing organic and inorganic growth opportunities in short-term

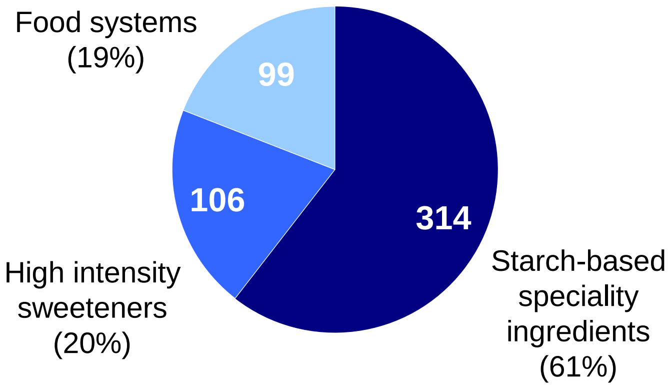
Operating Highlights

Javed Ahmed, Chief Executive

Speciality Food Ingredients
Highlights

- Volumes up 5% with sales[1] growth of 7% at £519 million
  - Strong growth in Europe, Asia and Latin America
  - Slightly lower volumes in the US
- Adjusted operating profit[1] 1% higher at £112 million
  - Soft US beverage season held back volume growth in speciality sweeteners
  - Slightly lower selling prices for SPLENDA® Sucralose than expected

Speciality Food Ingredients
Sales £519m



Convenience

Health and Wellness

Natural

[1] Change reported in constant currency

Starch-based speciality ingredients

Sales[1] up 13% to £314 million with volume growth of 6%

- **Speciality food starches**
  - Volume growth across all regions with strong growth in Europe, Asia and Latin America
  - Emerging market growth reflects strong underlying consumer demand for convenience

- **Speciality corn sweeteners**
  - Good volume growth in Asia and Europe and particularly strong growth in Latin America more than offset lower US volumes

- **Speciality fibres**
  - Volume growth across all regions
  - Particularly strong growth in Asia
  - Expanded fibres portfolio with addition of oat-based fibres through Biovelop acquisition

[1] Change in sales reported in constant currency

High-intensity sweeteners

Sales[1] up 1% at £106 million with volume growth of 6%

- **Good long-term growth potential for high-intensity sweeteners**
  - Strong focus on calorie-reduction globally
  - Tate & Lyle well placed to address this trend
- **SPLENDA® Sucralose**
  - Volumes held back by soft US beverage consumption
  - Continue to focus on growing the global market
  - Leveraging our technical and operational strengths
- **PUREFRUIT™ Monk Fruit Extract and TASTEVA™ Stevia Sweetener**
  - Strong volume growth in H1
  - Contribution to overall performance remains relatively small

[1] Change in sales reported in constant currency

Food systems

Sales[1] down 3% to £99 million with volumes down 8%

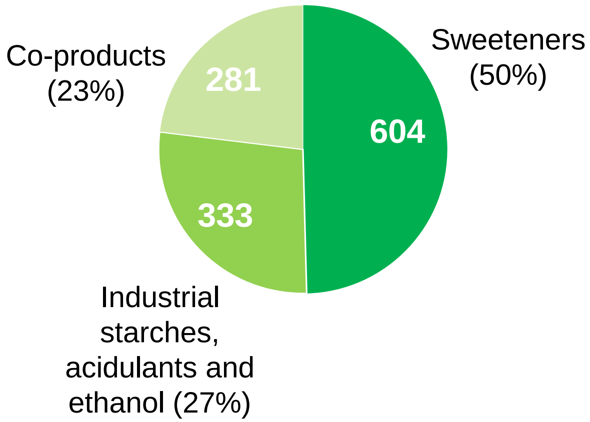
- Focus on higher margin blends led to lower volumes
- Profit ahead due to improved mix and effective control of input costs
- Good level of customer interaction through new facility in Roggenhorst, Germany
- New Tate & Lyle Howbetter venture expands our emerging market presence and broadens our Food Systems capabilities in Asia

[1] Change in sales reported in constant currency

Bulk Ingredients
Highlights

- Sales[1] up 2% to £1,218 million on flat volumes
- Adjusted operating profit[1] down 11% to £92 million
  - Lower US sweetener volumes as a result of reduced demand for soft beverages
- Significant fall in US and European corn prices on expectation of bumper harvest

Bulk Ingredients
Sales £1,218m



Soft beverage season in US

Lower US sweetener volumes

Significantly lower corn prices

[1] Change reported in constant currency

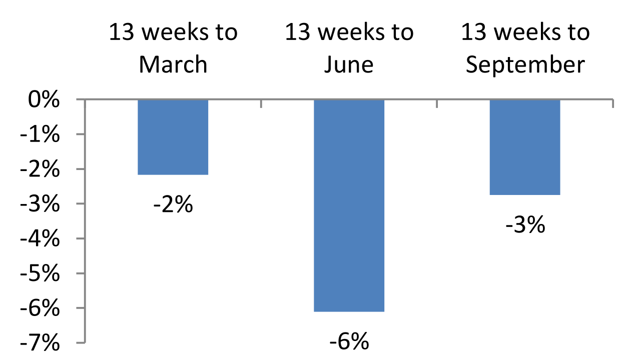
Sweeteners

Sales[1] down 1% to £604 million with volumes 4% lower

- **US sweeteners – sales[1] 2% lower at £518 million**
  - Lower HFCS volumes reflects lower carbonated soft drink consumption
  - Operating profit lower than the comparative period

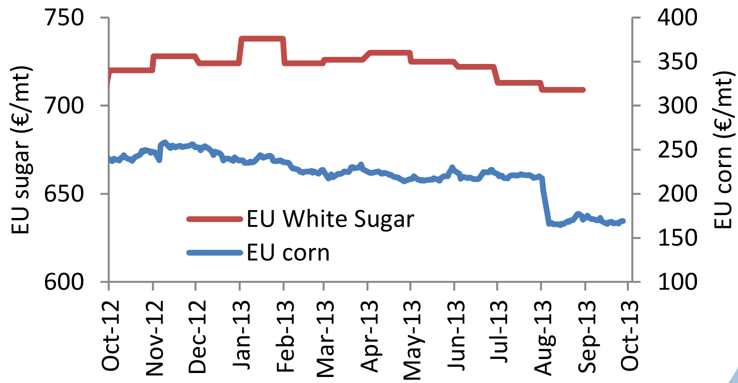
- **EU sweeteners – sales[1] up 7% at £86 million**
  - Volumes up 4%; lower levels in comparative period due to strike at our JV plant in Turkey
  - High European sugar prices supported isoglucose margins

US Carbonated Soft Drinks Volume[2] 2013 vs 2012 (%)



Source: IRI Infoscan Reviews

EU Average White Sugar Selling Price vs. EU Spot Corn Price



Source: Bloomberg, EU Commission

[1] Change in sales reported in constant currency
[2] Multi-Outlet (FDM, WMT, Dollar, Club, Convenience Stores)

Industrial starches, acidulants and ethanol

Sales[1] up 5% at £333 million with volumes up 4%

- **Industrial starches**
  - Higher margins in US driven by firmer pricing
  - Margins in Europe squeezed by lower prices

- **Ethanol**
  - Overall improvement in market conditions
  - Margins ahead of comparative period

- **Acidulants**
  - Profits slightly lower on reduced volumes

- **Bio-based materials**
  - Bio-PDO™ broke even

[1] Change in sales reported in constant currency

TATE & LYLE

Delivering our strategy

Javed Ahmed, Chief Executive

Recap: Growth in Speciality Food Ingredients from three main sources

Grow Speciality Food Ingredients

Customer

- Deeper understanding and analysis
- Closer interaction and collaboration

Innovation

- Right organisation, skills and processes
- Focus resources/expertise behind key platforms

New markets

- Build infrastructure, increase coverage
- Strengthen capabilities, increase direct customer contact

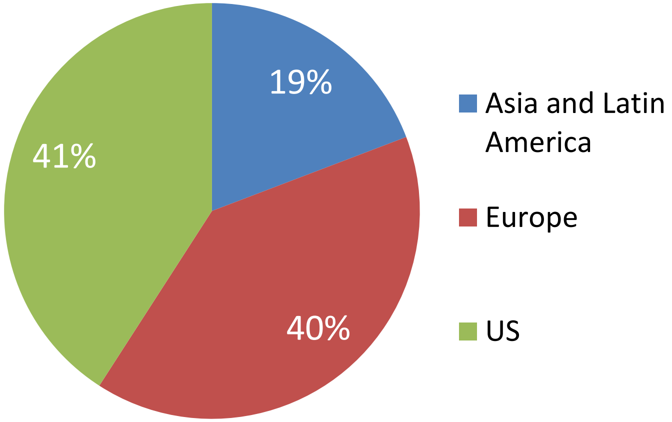
Focus on the Customer

Customer visits to Global Commercial and Food Innovation Center in Chicago[1]

✚ 38%

Frequency and quality of collaboration is increasing

Customer visits to six main facilities globally by region[2]



Interaction is becoming more global

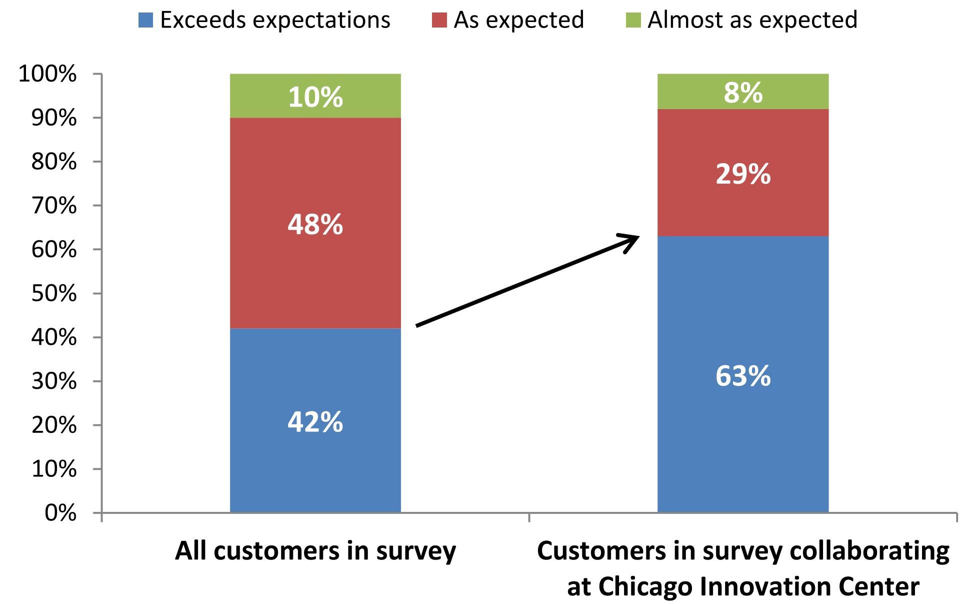
[1] Six months ended 30 September 2013 compared with six months ended 30 September 2012

[2] Based on 200 visits to our facilities in Chicago and Sycamore (US), Lille (France), Roggenhorst (Germany), São Paulo (Brazil), Shanghai (China)

Significant change in customer perception

- Independent survey[1] of 197 Speciality Food Ingredients customers in North America
- Assessed level of satisfaction with Tate & Lyle and our innovation capabilities
- 63% of customers who visit the Chicago Innovation Center see Tate & Lyle as 'exceeding their expectations'

Impact of visiting Commercial and Food Innovation Centre in Chicago on customer satisfaction[1]



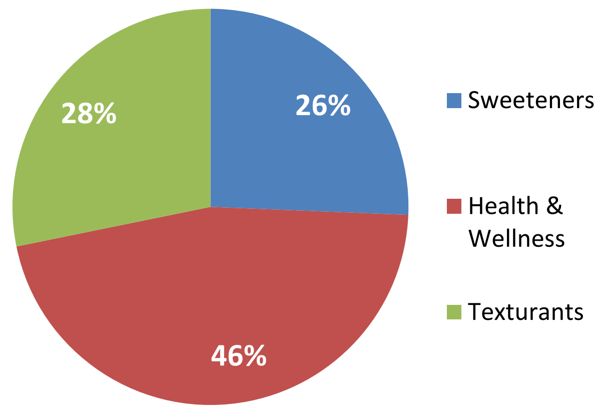
Customers' perception of our innovation capabilities is improving

[1] Survey conducted between October and December 2012, and March and April 2013

Focus on Innovation

- **New product development pipeline**
  - Innovation pipeline remains healthy
  - Average size of each project higher today than year ago
- **Recent launches and portfolio expansion**
  - PULPIZ™ Pulp Extender
  - PromOat® Beta Glucan and prOATein® Oat Protein
- **Recently launched products continue to gain traction**
  - Strong volume growth in natural high intensity sweeteners
  - Customers continue to qualify SODA-LO® Salt Microspheres

% split of projects by platform[1]



PULPIZ™ Pulp Extender

Acquisition

Open Innovation

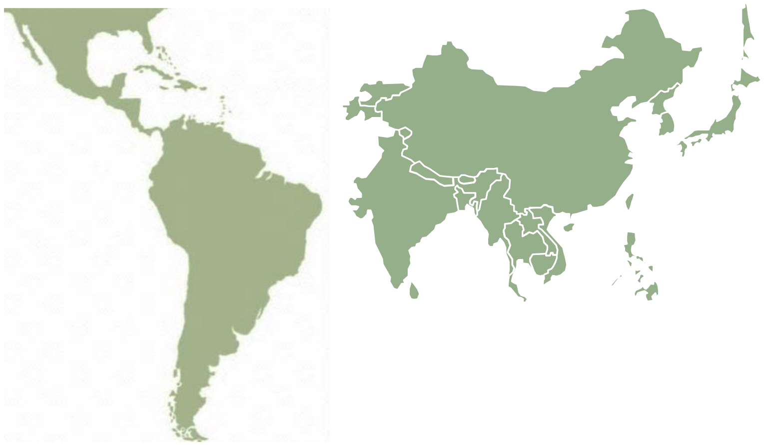
In-house

[1] As at 30 September 2013

Focus on new markets

- **Continued strong growth in Asia and Latin America**
  - Strong volume growth in H1
  - Increasing our coverage and direct relationships with customers

- **Expanding local presence and infrastructure**
  - New Applications and technical service facilities are helping to strengthen customer relationships and increase speed to market
  - New Food Systems venture in China, Tate & Lyle Howbetter, provides local production, technical capabilities and expands customer base



Strong double digit volume growth in Latin America and Asia in H1

Developing a more diversified business with an improved risk profile

Delivering on our strategy for Bulk Ingredients

- Bulk Ingredients' strategy is to provide stable, long-term cash flow to fund growth in Speciality Food Ingredients

- Bulk Ingredients has delivered a steady performance over the last few years through:
  - A relentless focus on efficiency and cost reduction
  - Trading up to higher margin products
  - Diverting grind into new areas
  - Investing to dampen future volatility

Manage Bulk Ingredients to dampen volatility
and provide steady support for growth in Speciality Food Ingredients

Steady progress delivering on our long-term strategy

- Good sales growth in Speciality Food Ingredients
- Strong, double digit volume growth in emerging markets
- Innovation pipeline remains healthy
- Continued momentum in customer collaboration
- Strong balance sheet provides strategic flexibility

The transformation of Tate & Lyle remains on track

Outlook for year ending 31 March 2014

Speciality Food Ingredients

- We expect to deliver growth in volumes, sales and profits across all regions for the full year

Bulk Ingredients

- In North America we expect solid demand for liquid sweeteners and stable demand for our other products
- In Europe, lower corn prices are expected to more than offset the impact of lower sugar prices on isoglucose margins
- Consequently, we anticipate this division delivering a stronger performance during the second half than the same period last year and full year profits to be more evenly distributed between the first and second half

Group

- Our profits remain sensitive to fluctuations in foreign currency particularly the US dollar to sterling exchange rate. In addition, as usual, the outcome of the calendar year sweetener pricing rounds will influence performance in the final quarter of the financial year
- Overall, we expect to deliver another year of profitable growth

Q&A

Supporting information

Key Financial Indicators

Six months ended 30 September

£m, unless stated	2013	2012[5]
Profit before tax[1,2]	173	178
Effective tax rate - continuing operations[1,2]	18.7%	18.9%
Diluted EPS - continuing operations[1,2]	29.9p	30.5p
Operating cash flow - continuing operations[2]	329	228
Net debt	**336**	**386**
Net debt/EBITDA[1,3]	0.8x	0.9x
Interest cover[1,3]	10.9x	11.4x
Cash dividend cover[4]	6.5x	4.1x
Available undrawn committed facilities	495	496

[1] Excluding exceptional items, amortisation of acquired intangible assets and post retirement benefit interest and, for adjusted diluted earnings per share, the tax effect of these items
[2] Excluding the results of discontinued operations in both periods
[3] This ratio is calculated using the Group's covenant definitions
[4] Calculated as free cash flow from continuing operations divided by dividends paid or proposed in respect of reporting period
[5] Restated for the revision of IAS19

Exceptional Items

Six months ended 30 September

£m, unless stated	**2013**	**2012**
Exceptional Items		
Continuing operations		
Business transformation costs	(6)	(10)
Gain on disposal - Columbian acidulants joint venture	-	8
Exceptional costs from continuing operations	**(6)**	**(2)**
Discontinued operations		
Gain on disposal - Vietnam Sugar	-	21
Exceptional gains from discontinued operations	**-**	**21**
Total exceptional (cost)/gain (pre-tax)	**(6)**	**19**

Change in Working Capital
Six months ended 30 September

Continuing operations[1]

£m, unless stated	2013	2012
Decrease in inventories	151	10
Decrease/(increase) in receivables	32	(48)
(Increase)/decrease in US margin calls	(3)	22
(Decrease)/increase in payables	(46)	20
Movement in derivatives and non-pension provisions	(20)	4
Change in working capital excluding pension provisions	**114**	**8**

	30 Sept 2013	31 Mar 2012	30 Sept 2012
Cash Conversion Cycle (days) *	43	42	37

[1] Excluding the results of discontinued operations in both periods
* Average quarterly Cash Conversion Cycle

Income Statement

Six months ended 30 September

£m, unless stated	2013 Cont'd	2013 Discont'd	2013 Total	2012[4] Cont'd	2012[4] Discont'd	2012[4] Total
Sales	1,737	-	1,737	1,631	10	1,641
Operating profit[1]	187	-	187	194	3	197
Net finance costs[2]	(14)	-	(14)	(16)	-	(16)
Profit before tax[3]	**173**	**-**	**173**	**178**	**3**	**181**
Exceptional items	(6)	-	(6)	(2)	21	19
Other adjusting items	(9)	-	(9)	(8)	-	(8)
Profit before tax	**158**	**-**	**158**	**168**	**24**	**192**
Tax	(28)	-	(28)	(28)	-	(28)
Profit after tax	**130**	**-**	**130**	**140**	**24**	**164**

[1] Excluding exceptional items and amortisation of intangible assets acquired through business combinations
[2] Excluding post-retirement benefit interest
[3] Excluding exceptional items, post-retirement benefit interest and amortisation of intangible assets acquired through business combinations
[4] Restated for the revision of IAS19

Profit before tax

Six months ended 30 September 2013

Continuing operations[1]

£m, unless stated	2012[5]	Forex	Activity	2013
- SFI	108	3	1	112
- BI	101	3	(12)	92
- Central	(15)	-	(2)	(17)
Adjusted operating profit[2]	**194**	**6**	**(13)**	**187**
Net finance expense[3]	(16)	(1)	3	(14)
Adjusted profit before tax[4]	**178**	**5**	**(10)**	**173**

[1] Excluding the results of discontinued operations in both periods
[2] Excluding exceptional items and amortisation of intangible assets acquired through business combinations
[3] Excluding post-retirement benefit interest
[4] Excluding exceptional items, post-retirement benefit interest and amortisation of intangible assets acquired through business combinations
[5] Restated for the revision of IAS19

Reconciliation of adjusted information

Continuing operations[1]

£m	Six months to 30 Sept 2013 Reported	Adjusting items	Adjusted[2]	Six months to 30 Sept 2012[3] Reported	Adjusting items	Adjusted[2]
Sales	1,737	-	1,737	1,631	-	1,631
Operating profit	**176**	**11**	**187**	**186**	**8**	**194**
Net finance expense	(18)	4	(14)	(18)	2	(16)
Profit before tax	**158**	**15**	**173**	**168**	**10**	**178**
Effective tax rate	17.7%		18.7%	16.7%		18.9%
Adjusted diluted earnings per share	27.6p	2.3p	29.9p	29.6p	0.9p	30.5p

[1] Excluding the results of discontinued operations in both periods
[2] Excluding exceptional items, amortisation of acquired intangible assets and post retirement benefit interest and, for adjusted diluted earnings per share, the tax effect of these items
[3] Restated for the revision of IAS19

Exchange rates

£m	30 Sept 2013	31 Mar 2013	30 Sept 2012
Closing rates			
US$	1.62	1.52	1.61
Euro	1.19	1.18	1.25
used to translate Balance Sheet			
Average rates			
US$	1.54	1.57	1.58
Euro	1.18	1.24	1.25
used to translate Income Statement			

Exchange Sensitivity

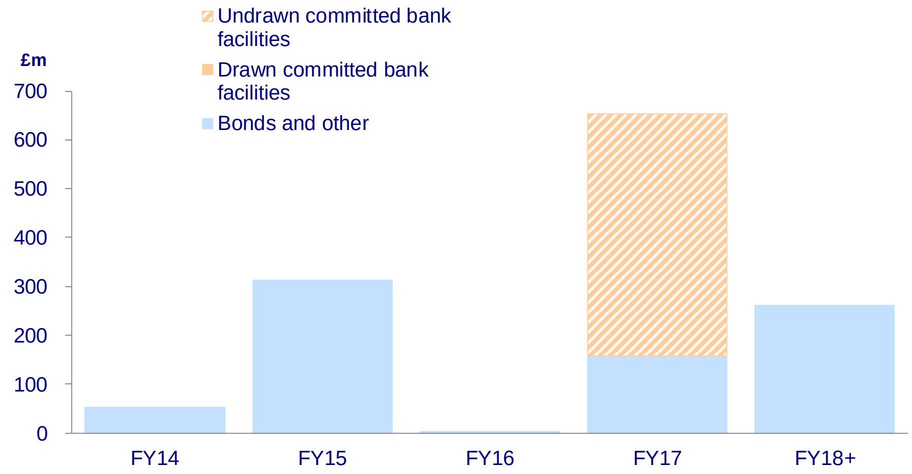
Estimated annual movement caused by a one cent movement in the US$/€ on the translation of continuing operations' profits

£m impact on PBITEA	**US$**	**EUR**
Speciality Food Ingredients	1.0	0.1
Bulk Ingredients	0.7	-
Central	0.1	-
Impact on operating profit before interest & tax[1]	**1.8**	**0.1**
Interest[2]	(0.2)	-
Impact on operating profit before tax[3]	**1.6**	**0.1**

[1] Excluding exceptional items and amortisation of intangible assets acquired through business combinations
[2] Excluding post-retirement benefit interest
[3] Excluding exceptional items, post-retirement benefit interest and amortisation of intangible assets acquired through business combinations

Debt Maturity Profile
September 2013

£m	2013	2012
Average net debt in period	439	421
Effective interest rate on gross debt	3.9%	4.1%
At period end		
Average maturity of total gross borrowings	4.1 yrs	5.1 yrs
Undrawn committed facilities	495	496
Cash and cash equivalents	449	419
Fixed and capped proportion of net debt[1]	86%	69%
Net debt as % of total net debt :		
- US$	94.0%	90.0%
- Sterling	7.0%	7.0%
- Euro	3.0%	4.0%
- Other	(4.0%)	(1.0%)



[1] Fixed for more than one year

IAS19

£m, unless stated	H1 FY13 reported	Deduct pension interest credit	IAS19 cost incl. in reported results	H1 FY13 restated
Operating profit	187	-	(1)	186
Net finance expense	(15)	(1)	(2)	(18)
Profit before tax	172	(1)	(3)	168

- The change to IAS 19 modifies the basis on which the financing charge is calculated by applying the discount rate to the net defined benefit obligation and requires the recognition of scheme administration costs within operating profit. For the period ended 30 September 2012, the new requirements have resulted in net finance costs recognises outside adjusted earnings of £2 million (the old requirement showed a net finance income of £1 million) and a reduction in operating profit by £1 million. The Group continues to recognise actuarial gains and losses directly in other comprehensive income, in line with the previous and current standard.
- As we do not include IAS19 post-retirement interest in our adjusted results, the impact on adjusted profits is to reduce operating profit by £1 million for the scheme admin costs in both periods.