

Trading update Q1 2016: Strong profitable sustainable growth

Q1 2016 highlights

- Autonomous revenue growth of 9.3%
- EBITE increases to 14.1million (9.9% of revenue)

Consolidated key figures Q1 2016

In € million, unless stated otherwise

	Q1 2016	Q1 2015	% increase
Revenue	143.0	131.7	8.5%
Autonomous revenue development ¹	9.3%		
EBITDAIE²	15.8	14.2	11.3%
Normalised operating result (EBITE)	14.1	12.3	14.6%
Operating result (EBIT)	14.1	12.2	15.6%
Net financing costs	(0.5)	(0.8)	
Income tax expense	(4.5)	(3.6)	
Profit/(loss) after income tax from continuing operations	9.1	7.8	16.7%
Profit/(loss) from discontinued operations	–	4.8	–
Profit/(loss) for the period	9.1	12.6	(27.8)%
Net cash/(debt)	18.4	18.8	

¹Including adjustments for currency effects and acquisitions/divestments.

²Operating result before depreciation, amortisation, impairments and exceptional items.

CEO Statement

We had a good start in 2016 and our growth momentum on core brands and categories has continued. A&P investments have been slightly ahead of Q1 last year and still we delivered a further increase in EBITE. Performance of Isola Bio and recently integrated Piramide are in line with plans. We have further gained share on key brands in a growing market.

We are positive that 2016 will be yet another year where more consumers will shift to healthier and more sustainable food and we are in a good position to drive and benefit from this trend.

Business review

Our core brands and categories overall have continued to grow at double digit levels.

With our two biggest French brands, Bjorg (in Grocery) and Bonneterre (in HFS) we have continued to grow at very healthy levels. A generally favourable market for organic food in France coupled with strong brand plans are driving our success.





Our Clipper brand has continued to perform well in the UK but especially also in the roll-out and Export markets. Whole Earth in the UK continues to gain market share of the Peanut Butter market based on its successful “power fuel for athletes” positioning.

Zonnatura has performed at double digit rates and has leveraged a number of international innovations as well as brought out bespoke products for the Dutch market. The continuation of the “What happened to our food” campaign is showing promising results and 1 in 4 households are now buying the brand. Growth of Isola Bio has been strong both in Italy and abroad and we are starting to see benefits from the integration into the Wessanen family. In line with our strategy, we have seen a decline in private label volumes. Results in our German business were disappointing given slow uptake of Tartex Brotzeit and a strong prior year comparator for Allos. The integration of Piramide in the Netherlands happened according to plan in March.



Financial review

In Q1 revenue increased by 8.5% to €143.0 million. Autonomous revenue growth amounted to 9.3%. The depreciation of the British pound contributed (1.0)% and the first time inclusion of Piramide 0.2%.

EBITE increased by €1.8 million to €14.1 million, mainly driven by higher gross profit (following higher sales volumes), partly offset by higher marketing (phasing) and other overhead expenses. Depreciation and amortisation expenses decreased by €0.2 million, resulting in an EBITDAE of €15.8 million.

Guidance FY 2016

- We expect revenue growth of 5-7% for the full year
- We expect to report:
 - a higher EBITE in 2016 versus 2015
 - an increase of the EBITE % of revenue
- Net financing costs around €1-2 million
- Tax rate between 30-35%
- Capital expenditures €8-9 million
- Depreciation and amortisation €8-9 million

Analyst & investor meeting

At 10h00 CET, a conference call for analysts, investors, and media will be hosted by Ronald Merckx (CFO). The dial-in number is +31 20 716 8250 (toll free 0800 022 2330) – please quote “Wessanen”. There will also be a live audio webcast via www.wessanen.com.

The press release and presentation are available for download at www.wessanen.com.

Media, investor & analyst enquiries

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Important dates

26.07.2016 Publication Q2 2016 results
25.10.2016 Publication Q3 2016 trading update

Company profile

Wessanen is a leading company in the European market for healthy and sustainable food. In 2015, our revenue from continuing operations was €523 million and we employed on average 904 people. Our mission is Healthier Food, Healthier People, Healthier Planet and we focus on organic, vegetarian, fair trade and nutritionally beneficial products.

Our family of companies is committed to driving positive change in food in Europe. Our core brands include many pioneers and market leaders: Allos, Alter Eco, Bjorg, Bonneterre, Clipper, Gayelord Hauser, Isola Bio, Kallø, Tartex, Whole Earth and Zonnatura.

Note on forward-looking statements

This press release includes forward looking statements. Other than reported financial results and historical information, all statements included in this press release, including, without limitation, those regarding our financial position, business strategy and plans and objectives of management for future operations, are forward-looking statements. These forward-looking statements are based on our current expectations and projections about future events and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements.

Many of these risks and uncertainties relate to factors that are beyond Wessanen's ability to control or estimate precisely, such as future market conditions, the behaviour of other market participants and the actions of governmental regulators. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release and are subject to change without notice. Other than as required by applicable law or the applicable rules of any exchange on which our securities may be traded, we have no intention or obligation to update forward-looking statements.

