# **Full Year Result** for the year ended 31 July 2016

# Zurich / Switzerland, 26 September 2016 – ARYZTA AG announces results for the financial year ended 31 July 2016

### **Key Performance Highlights**

- Strong cash generation in FY16 ahead of target at €267m
- FY17 cash generation in a range of €225m-€275m
- Long-term contract renewals signed; positioned for revenue stability
- Commissioned €150m of new capacity and retired older less efficient assets
- Continued progress in Group underlying revenue recovery of +0.8% in Q4 and +0.5% for FY16
- FY16 Group underlying revenue growth, excluding contract renewals, was +3.4%
- North America underlying revenue growth, excluding contract renewals, was +2.9% and +2.2% for Q4 and FY16, respectively
- FY16 margin decline of 100bps, with 50bps due to increased brand investment, with the remainder due to negative operating leverage
- Joint ventures performed well contributing €15.7m, net of interest and tax
- Completed early redemption of €1.2bn private placement, post balance sheet
- Refinancing mitigating negative operating leverage from contract renewals in FY17
- FY17 underlying fully diluted EPS guidance in-line with consensus of 358 cent

Commenting on the results, ARYZTA AG Chief Executive Officer Owen Killian said:

"The strategy to invert capital allocation and focus on free cash generation has been successful, with €267m generated in the year, demonstrating the highly cash-generative potential of speciality food. Underlying revenue growth has been subdued by the impact of contract renewals in North America during FY16. The cumulative effect of these contract renewals, combined with the long anticipated volume loss in Switzerland, will also negatively impact FY17. This is being mitigated by strong underlying growth in all regions, driven by investment in brands and food innovation. Consumer demand for high-quality speciality food is increasing, whether out of home or through modern retail, focused on freshly baked and prepared food, offering convenience and choice. ARYZTA is strategically well-positioned to serve this increasing demand. The attractive cash flow has provided an opportunity to retire relatively expensive long-term debt, which will reduce the cost of borrowing, as we enter a period of reducing debt. Lower interest costs will help maintain underlying fully diluted EPS at consensus levels in FY17."



# **Full Year Result** for the year ended 31 July 2016

The ARYZTA full year results for the year ended 31 July 2016 are available to download from the ARYZTA website and at the following link: http://www.aryzta.com/2016-FullYear-Results.pdf

### Analyst conference call

An analyst call will take place today at 09:00 CET (08:00 BST).

Dial in numbers are: Switzerland: 056 580 0007, Ireland: 01 431 9648, UK: 084 4493 3800, USA: 1 631 510 7498, International: +44 (0) 1452 555566.

Please provide the following code: 47661436 to access the call. A printable version of the slides will be available to download from the ARYZTA website **www.aryzta.com** 15 minutes before the call. A conference call webcast replay will be available from the ARYZTA website **www.aryzta.com** 

### About ARYZTA

ARYZTA AG ('ARYZTA') is a global food business with a leadership position in speciality bakery. ARYZTA is based in Zurich, Switzerland, with operations in North America, South America, Europe, Asia, Australia and New Zealand. ARYZTA has a primary listing on the SIX Swiss Exchange and a secondary listing on the ISE Irish Exchange (SIX: ARYN, ISE: YZA).

### Enquiries:

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#### Forward looking statement

This document contains forward looking statements which reflect management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.



# **Full Year Result** for the year ended 31 July 2016

### **1** ARYZTA Group – Underlying Income Statement

| in EUR `000  | July 2016 | July 2015 | % Change  |
|--|-----------|-----------|-----------|
| Group Revenue  | 3,878,871 | 3,820,231 | 1.5%      |
| EBITA <sup>1</sup>   | 484,867   | 513,965   | (5.7)%    |
| EBITA margin   | 12.5%     | 13.5%     | (100) bps |
| Joint ventures, net of tax                                   | 15,682    | (1,210)   | -         |
| EBITA including joint ventures                               | 500,549   | 512,755   | (2.4)%    |
| Finance cost, net  | (103,180) | (83,390)  | -         |
| Hybrid instrument accrued dividend                           | (31,882)  | (30,673)  | -         |
| Pre-tax profits  | 365,487   | 398,692   | _         |
| Income tax   | (51,169)  | (64,035)  | -         |
| Non-controlling interests                                    | (2,776)   | (4,669)   | -         |
| Underlying net profit - continuing operations                | 311,542   | 329,988   | (5.6)%    |
| Underlying net profit - discontinued operations <sup>2</sup> | -         | 29,735    | (100.0)%  |
| Underlying net profit - total <sup>3</sup>                   | 311,542   | 359,723   | (13.4)%   |
| Underlying fully diluted EPS (cent) - total <sup>4</sup>     | 350.3     | 402.2     | (12.9)%   |
| Underlying net profit - continuing operations <sup>3</sup>   | 311,542   | 329,988   | (5.6)%    |

1 See glossary in section 22 for definitions of financial terms and references used in the financial and business review.

350.3

(5.0)%

368.9

2 Following the reduction in the Group's investment in Origin during March 2015, the Group's proportion of Origin's results have been presented separately as discontinued operations.

3 See bridge from underlying net profit to reported net profit, as included on page 17.

Underlying fully diluted EPS (cent) - continuing operations<sup>4</sup>

4 The 31 July 2016 weighted average number of ordinary shares used to calculate underlying earnings per share is 88,929,096 (2015: 89,441,152).

# **Full Year Result** for the year ended 31 July 2016

### 2 ARYZTA Group – Underlying revenue growth

| in EUR million    | Europe  | North America | Rest of World | Total Group |
|-------------------|---------|---------------|---------------|-------------|
| Group Revenue     | 1,747.1 | 1,908.1       | 223.7         | 3,878.9     |
| Underlying growth | 4.0%    | (3.1)%        | 6.2%          | 0.5%        |
| Acquisitions, net | 1.9%    | (2.4)%        | _             | (0.4)%      |
| Currency          | 0.2%    | 3.7%          | (9.5)%        | 1.4%        |
| Revenue growth    | 6.1%    | (1.8)%        | (3.3)%        | 1.5%        |

### Underlying Volume & Price/Mix Trend

|  | Q1 2016  | Q2 2016 | Q3 2016 | Q4 2016 | FY 2016 |
|--|----------|---------|---------|---------|---------|
| Europe   |          |         |         |         |         |
| Volume %   | 2.1%     | 2.7%    | 3.3%    | 3.1%    | 2.8%    |
| Price/Mix %  | 3.4%     | 1.1%    | 0.6%    | (0.1)%  | 1.2%    |
| Underlying growth %                                | 5.5%     | 3.8%    | 3.9%    | 3.0%    | 4.0%    |
| North America                                      |          |         |         |         |         |
| Volume %   | (9.4)%   | (6.5)%  | (4.2)%  | (1.2)%  | (5.3)%  |
| Price/Mix %  | 3.8%     | 4.1%    | 1.9%    | (0.9)%  | 2.2%    |
| Underlying growth %                                | (5.6)%   | (2.4)%  | (2.3)%  | (2.1)%  | (3.1)%  |
| Underlying growth excluding contract renewals %    | (1.2)%   | 2.6%    | 4.7%    | 2.9%    | 2.2%    |
|  | (112)//0 |         |         | ,       |         |
| Rest of World                                      |          |         |         |         |         |
| Volume %   | (3.7)%   | (0.8)%  | 3.7%    | 0.1%    | (0.2)%  |
| Price/Mix %  | 5.9%     | 6.5%    | 3.8%    | 9.3%    | 6.4%    |
| Underlying growth %                                | 2.2%     | 5.7%    | 7.5%    | 9.4%    | 6.2%    |
| Total Group  |          |         |         |         |         |
| Volume %   | (4.0)%   | (2.1)%  | (0.3)%  | 0.8%    | (1.5)%  |
| Price/Mix %  | 3.6%     | 2.9%    | 1.2%    | 0.0%    | 2.0%    |
| Underlying growth %                                | (0.4)%   | 0.8%    | 0.9%    | 0.8%    | 0.5%    |
| Underlying growth excluding<br>contract renewals % | 2.4%     | 3.4%    | 4.4%    | 3.4%    | 3.4%    |

# **Full Year Result** for the year ended 31 July 2016

### 3 ARYZTA Group – Segmental EBITA

| in EUR `000       | July 2016 | July 2015 | % Change | EBITA<br>Margin<br>2016 | EBITA<br>Margin<br>2015 | % Change  |
|-------------------|-----------|-----------|----------|-------------------------|-------------------------|-----------|
| Europe            | 215,777   | 212,031   | 1.8%     | 12.4%                   | 12.9%                   | (50) bps  |
| North America     | 243,292   | 275,108   | (11.6)%  | 12.8%                   | 14.2%                   | (140) bps |
| Rest of World     | 25,798    | 26,826    | (3.8)%   | 11.5%                   | 11.6%                   | (10) bps  |
| Total Group EBITA | 484,867   | 513,965   | (5.7)%   | 12.5%                   | 13.5%                   | (100) bps |

### 4 Our business

ARYZTA's business is speciality food, with a primary focus on speciality baking, a niche segment of the overall bakery market. Speciality bakery consists of freshly prepared food, giving the best value, variety, taste and convenience to consumers at the point of sale. ARYZTA's customer channels consist of a mix of large retail, convenience and independent retail, Quick Serve Restaurants ('QSR') and other foodservice categories.

Total revenue from continuing operations increased by 1.5% to  $\leq$ 3.9bn during the year ended 31 July 2016, mainly due to a favourable currency impact of 1.4%, primarily related to the strengthening of the US Dollar.

Overall underlying revenues increased during the year by 0.5%, reflecting strong underlying growth in Europe of 4.0%, offset by a (3.1)% decline in underlying revenues in North America, due entirely to the impact of long-term contract renewals. Excluding the impact of these long-term contract renewals, underlying revenue growth for the Group would have been 3.4%.

Group EBITA from continuing operations decreased (5.7)% to €484.9m and Group EBITA margins declined by (100) bps to 12.5%. Approximately half of this EBITA margin decline relates to increased investments in marketing of the Group's brands, including La Brea Bakery, Otis Spunkmeyer, Cuisine de France, Hiestand and Fornetti, in order to drive future sales of these higher margin consumer-facing sales. The remainder of the decline primarily relates to the production inefficiencies and negative operating leverage caused by the volume reductions resulting from the North American long-term contract renewals.

As previously indicated, all long-term contracts have now been signed, which significantly increases revenue stability going forward.

### 5 ARYZTA Europe

ARYZTA Europe has leading market positions in the speciality bakery markets in Germany, Switzerland, France, Ireland, the UK, the Netherlands, Hungary, Poland, Denmark, Spain, Sweden, Romania, Czechia and other European countries. ARYZTA Europe's business continues to benefit from growth in In-Store Bakery, driven primarily by growth in the discounter channel, and is well positioned for improved performance.

ARYZTA Europe performed strongly during the year, with revenue growth of 6.1% to  $\leq$ 1,747.1m, of which underlying revenue increased by 4.0%. In addition, acquisitions, net of disposals, contributed 1.9% and there was also a favourable currency impact of 0.2%.

# **Full Year Result** for the year ended 31 July 2016

Europe EBITA increased by 1.8% to €215.8m and EBITA margins decreased by (50) bps to 12.4%.

The multi-year investment in additional bakery capacity in Germany was substantially completed during the year, enabling the consolidation of older less efficient capacity into a single highly-automated site by year-end. However, the level of change required during this transition period impacted production efficiencies and new product development, leading to reduced underlying revenue growth and operating leverage during Q4.

There was a good recovery in the ARYZTA Food Solutions businesses in Ireland and the UK during the year. The business performance in France suffered from a significant reduction in tourism, especially in Paris, due to heightened security concerns. In Switzerland, the strong Swiss franc continues to impact pricing strategies, in order to preserve market competitiveness.

ARYZTA Europe completed the divestment of Fresca in France and the acquisition of La Rousse Foods in Ireland during the year. These transactions reflect the ARYZTA Food Solutions strategy to focus on premium, higher-margin business. The recent European acquisitions of Fornetti and La Rousse performed well during the year, fully delivering their acquisition business plans.

During the year, ARYZTA Europe invested €91.1m in capital expansion, primarily related to extending capabilities and centralising production in Germany.

ARYZTA Europe also incurred €5.0m of non-cash asset write-downs of various manufacturing, distribution and administration assets and €57.1m of cash non-recurring costs, primarily related to severance and staff-related costs incurred as a direct result of bakery consolidation in Germany and de-layering of management functions across the region.

### 6 ARYZTA North America

ARYZTA North America is a leading player in the speciality bakery markets in the United States and Canada. ARYZTA has three routes to market; outsourced supply chain manufacturing, customer own brand manufacturing and ARYZTA brand manufacturing. ARYZTA's key consumer brands in North America are La Brea Bakery and Otis Spunkmeyer.

ARYZTA North America revenues declined by (1.8)% to €1.9bn. Underlying revenue declined by (3.1)% during the year. The disposal of a non-core, fillings and mixes business resulted in a further decline of (2.4)%, while favourable currency movements supported revenues by 3.7% during the year.

The ARYZTA North America decline in underlying revenues is entirely related to the impact of long-term contract renewals, as highlighted in previous announcements. Excluding the impact of these customers, underlying revenue growth in ARYZTA North

# **Full Year Result** for the year ended 31 July 2016

America would have been 2.2%, reflecting the success of the innovation driven pipeline of new food items, cross-selling and an overall extension of the customer base.

ARYZTA North America EBITA declined by (11.6)% to €243.3m, while EBITA margins declined (140) bps to 12.8%. These declines reflect the increased investment in consumer facing brands to support the nationwide roll-out of Otis Spunkmeyer. It also reflects the decreased operating leverage created by the decline in underlying revenues during the period.

During the year, ARYZTA North America invested an additional €39.8m to expand and modernise existing capabilities, primarily in the premium artisan bakery segment.

ARYZTA North America also incurred €9.7m of asset write-downs and €24.5m cash nonrecurring costs due to continued optimisation and efficiency programmes.

### 7 ARYZTA Rest of World

ARYZTA's operations in the Rest of World primarily includes businesses in Brazil, Australia, New Zealand, Japan, Malaysia and Singapore. While accounting for less than 6% of the total Group's business, these locations provide attractive future growth opportunities.

ARYZTA Rest of World revenues declined by (3.3)% to €223.7m, entirely due to unfavourable currency movements of (9.5)%, primarily from the weakening of the Brazilian Real. Underlying revenue growth across the region was strong at 6.2%, driven by improved product mix and customer channel diversification.

ARYZTA Rest of World EBITA declined by (3.8)% to €25.8m, entirely due to unfavourable currency movements. Local currency EBITA grew relatively in-line with revenues, as EBITA margins declined by only (10) bps to 11.5%.

### 8 Joint ventures

During August 2015, the Group invested €450.7m in a 49% interest in Picard, which operates an asset-light business-to-consumer platform, focused on premium speciality food. Picard is located primarily in France, but also has some international franchises.

While the Group retains the right to exercise a call option to acquire the remaining outstanding interest in Picard between FY 2019 and FY 2021, Picard remains separately managed and has separately funded debt structures, which are non-recourse to ARYZTA.

As ARYZTA is entitled to jointly approve key business decisions, including approval of proposed members of Picard management and the annual operating budget, the Group's interest in Picard has been presented as a joint venture.

# **Full Year Result** for the year ended 31 July 2016

During January 2015, the Group exchanged assets with a fair value of GBP 24.0m (€30.6m) for a 50% interest in Signature Flatbreads, a pioneering flatbread producer in the UK and India, producing an innovative range of authentic Indian breads, as well as high quality international flatbreads, tortillas, pizza bases and pitas.

As ARYZTA is entitled to jointly approve key business decisions, the Group's interest in Signature Flatbreads has been presented as a joint venture.

These joint venture investments, totalling €491.4m as of 31 July 2016, are financed entirely through the hybrid funding perpetual instruments, totalling €793.5m as of 31 July 2016.

Joint ventures had combined revenues of €1,403m during the ARYZTA year ended 31 July 2016 and delivered an underlying contribution to ARYZTA, after interest and tax, of €15.7m. Both joint ventures performed well, growing revenues and margins, while generating strong internal cash flows.

ARYZTA's share of Picard net profit was €13.6m reflecting 11 months of contributions. Pro forma 12 month revenue growth to July 2016 was 0.7% to €1.4 billion, while pro forma 12 month EBITDA growth to July 2016 was 6.3% to €198.8m. Picard incurred an effective tax rate of 60%, which significantly reduced its net profit contribution. Picard generated €40.5m of free cash during the period.

ARYZTA's share of Signature Flatbreads net profit was €2.1m. Following a successful refinancing, Signature repaid €21.5m of its outstanding vendor loan note to ARYZTA, during the year.

| in EUR '000                                | Picard<br>2016 | Signature<br>2016 | Total<br>July 2016 | Total<br>July 2015 |
|--|----------------|-------------------|--------------------|--------------------|
| Revenue                                    | 1,287,900      | 115,087           | 1,402,987          | 55,502             |
| EBITDA                                     | 186,743        | 11,108            | 197,851            | (27)               |
| Depreciation                               | (27,405)       | (4,805)           | (32,210)           | (2,227)            |
| EBITA                                      | 159,338        | 6,303             | 165,641            | (2,254)            |
| EBITA margin                               | 12.4%          | 5.5%              | 11.8%              | (4.1)%             |
| Finance costs, net                         | (88,746)       | (1,169)           | (89,915)           | (444)              |
| Pre-tax profits/(losses)                   | 70,592         | 5,134             | 75,726             | (2,698)            |
| Income tax'                                | (42,592)       | (1,024)           | (43,616)           | 278                |
| Joint venture underlying net profit/(loss) | 28,000         | 4,110             | 32,110             | (2,420)            |
| ARYZTA's share of underlying net profit    | 13,627         | 2,055             | 15,682             | (1,210)            |

# **Full Year Result** for the year ended 31 July 2016

### 9 Net acquisition, disposal and restructuring-related costs

During the year ended 31 July 2016, the Group incurred the following amounts related to integration, rationalisation and restructuring:

| in EUR `000   | Non-cash<br>2016 | Cash<br>2016 | Total<br>2016 | Total<br>2015 |
|---|------------------|--------------|---------------|---------------|
| Net gain/(loss) on disposal of businesses                     | 993              | _            | 993           | (45,685)      |
| Asset write-downs   | (14,787)         | -            | (14,787)      | (146,289)     |
| Acquisition-related costs                                     | _                | (2,330)      | (2,330)       | (9,982)       |
| Severance and other staff-related costs                       | _                | (65,447)     | (65,447)      | (48,642)      |
| Contractual obligations                                       | _                | (6,738)      | (6,738)       | (2,087)       |
| Advisory and other costs                                      | _                | (8,805)      | (8,805)       | (27,265)      |
| Net acquisition, disposal and restructuring-<br>related costs | (13,794)         | (83,320)     | (97,114)      | (279,950)     |

#### Continuing operations – non-cash

During the year ended 31 July 2016, the Group disposed of two businesses, which historically generated approximately  $\in$ 100,000,000 in annual revenues. As the  $\in$ 42,060,000 proceeds received, net of associated transaction costs, exceeded the  $\in$ 41,067,000 carrying value of the net assets disposed, a net gain on disposal of  $\in$ 993,000 has been reflected in the financial statements.

The Group incurred €14,787,000 (2015: €146,289,000) of asset write-downs during the year, primarily related to the write-down of various distribution, manufacturing and administration assets within the ARYZTA Europe and ARYZTA North America segments. These write-downs arose as a result of the closure or reduction in activities in these locations and are the direct result of the Group's recent integration and rationalisation programme investments, which have replaced obsolete assets, optimised the distribution network and streamlined administrative functions.

#### Continuing operations – cash

The Group also incurred €83,320,000 (2015: €87,976,000) of costs, primarily related to severance and other staff-related costs incurred as a result of the asset closures above, de-layering of management and administrative functions, and further costs associated with the continued integration of acquired businesses into the Group's bakery and distribution network.

As these non-cash gains and losses are added back to net assets and the cash costs are deducted from EBITA when calculating ROIC for management compensation purposes, these items had no impact on management compensation during the year ended 31 July 2016.

The Group expects these net acquisition, disposal and restructuring-related costs to decrease significantly going forward, compared to recent periods of the multi-year restructuring programme that was aimed at integrating over 30 separately acquired autonomous business units, replacing obsolete assets, optimising the distribution network and streamlining administrative functions.

### 10 Discontinued operations – Origin

During March 2015, ARYZTA announced the completion of its offering of 49 million ordinary shares of Origin for €8.25 per share, which raised net proceeds for ARYZTA of €398,108,000. At the time of the placing, the deemed fair value of the Group's remaining 29.0% interest in Origin was also valued at €8.25 per share, resulting in a value of €299,329,000. As the total deemed consideration exceeded the Group's €145,678,000 share of the disposed net assets and cash balances of Origin, the Group recognised a gain on disposal of discontinued operations of €551,759,000.

Following the March 2015 placing, the Group's remaining 29.0% interest in Origin was determined to be an associate held-for-sale, recorded at fair value, less costs to sell. Based on the unadjusted quoted price of  $\in$ 7.62 as of 31 July 2015 less estimated costs to sell, a fair value adjustment of  $\in$ 28,459,000 was recorded during the prior year to reduce the carrying value to  $\in$ 270,870,000 as of 31 July 2015, resulting in a total net gain in relation to the disposal of Origin of  $\in$ 523,300,000 during the year ended 31 July 2015.

| in EUR '000                                      | July 2015 |
|--|-----------|
| Cash received, net of transaction costs          | 398,108   |
| Net cash disposed                                | (25,133)  |
| Cash received, net of cash disposed              | 372,975   |
| Fair value of retained 29% interest              | 299,329   |
| Total consideration                              | 672,304   |
| ARYZTA's share of Origin net assets disposed     | (120,545) |
| Gain on disposal of discontinued operations      | 551,759   |
| Fair value adjustment to associate held-for-sale | (28,459)  |
| Net gain on disposal of discontinued operations  | 523,300   |

During September 2015, ARYZTA announced the completion of its offering of its remaining 36.3 million ordinary shares of Origin for  $\notin$ 6.30 per share, which raised net proceeds for ARYZTA of  $\notin$ 225,101,000. As the fair value of the 29.0% investment in associate held-for-sale at 31 July 2015 was  $\notin$ 270,870,000, this resulted in a net loss on disposal in the current year of  $\notin$ 45,769,000. This divestment simplifies the reporting structure and transforms ARYZTA into a business fully focused on speciality food.

| in EUR `000                                     | July 2016 |
|---|-----------|
| Underlying contribution associate held-for-sale | 48        |
| Cash received, net of transaction costs         | 225,101   |
| Carrying value of 29% interest disposed         | (270,870) |
| Net loss on disposal of associate held-for-sale | (45,721)  |

As Origin previously represented a significant component and a separately reported segment of the Group, Origin's results have been separately presented as discontinued operations, in both the current and prior years, as shown below:

| in EUR `000                                     | July 2016 | July 2015 |
|---|-----------|-----------|
| Revenue   | 194,721   | 1,458,098 |
| EBITA   | 146       | 78,895    |
| EBITA margin                                    | 0.1%      | 5.4%      |
| Associates and JV, net of tax                   | 881       | 14,076    |
| EBITA incl. associates and JV                   | 1,027     | 92,971    |
| Finance cost, net                               | (1,015)   | (4,810)   |
| Pre-tax profits                                 | 12        | 88,161    |
| Income tax                                      | 154       | (12,690)  |
| Total underlying net profit                     | 166       | 75,471    |
| Non-ARYZTA portion of discontinued operations   | (118)     | (45,736)  |
| Underlying contribution associate held-for-sale | (48)      | -         |
| Underlying net profit - discontinued operations | _         | 29,735    |

### 11 Cash generation

| in EUR `000  | July 2016 | July 2015 |
|--|-----------|-----------|
| EBIT   | 308,626   | 345,943   |
| Amortisation   | 176,241   | 168,022   |
| EBITA  | 484,867   | 513,965   |
| Depreciation   | 124,773   | 124,306   |
| EBITDA   | 609,640   | 638,271   |
| Working capital movement   | 40,586    | (63,319)  |
| Working capital movement from debtor securitisation <sup>1</sup>                                     | 54,258    | 104,077   |
| Maintenance capital expenditure  | (80,004)  | (80,725)  |
| Segmental operating free cash generation   | 624,480   | 598,304   |
| Investment capital expenditure <sup>2</sup>  | (132,901) | (329,412) |
| Acquisition and restructuring-related cash flows   | (81,702)  | (101,266) |
| Segmental operating free cash generation, after investment capital expenditure and integration costs | 409,877   | 167,626   |
| Dividends received from Origin   | _         | 17,056    |
| Hybrid dividend  | (31,788)  | (39,107)  |
| Interest and income tax  | (113,972) | (117,947) |
| Other <sup>3</sup>   | 2,615     | (6,200)   |
| Cash flow generated from activities  | 266,732   | 21,428    |

1 Total debtor balances securitised as of 31 July 2016 is €208m.

2 Includes expenditure on intangible assets.

3 Other cash generated from activities comprises primarily cash received from government grants, net of related amortisation.

### 12 Net debt and investment activity

| in EUR `000  | FY 2016     | FY 2015     |
|--|-------------|-------------|
| Group opening net debt as at 1 August                  | (1,725,103) | (1,642,079) |
| Cash flow generated from activities                    | 266,732     | 21,428      |
| Disposal of businesses, net of cash and finance leases | 42,060      | 22,728      |
| Proceeds from disposal of Origin, net of cash disposed | 225,101     | 398,108     |
| Investment in joint venture                            | (450,732)   | -           |
| Net debt cost of acquisitions                          | (26,917)    | (149,822)   |
| Collection of receivables from joint ventures          | 21,509      | -           |
| Contingent consideration paid                          | (46,916)    | (9,240)     |
| Hybrid instrument proceeds                             | -           | 69,334      |
| Dividends paid   | (57,313)    | (69,364)    |
| Foreign exchange movement <sup>1</sup>                 | 36,038      | (363,792)   |
| Other <sup>2</sup>                                     | (4,076)     | (2,404)     |
| Group closing net debt as at 31 July                   | (1.719.617) | (1.725.103) |

1 Foreign exchange movement for the year ended 31 July 2016 primarily attributable to the fluctuation in the GBP to euro rate from July 2015 (0.7091) to July 2016 (0.8399). Foreign exchange movement for the year ended 31 July 2015 is primarily attributable to the fluctuation in the US Dollar to euro rate from July 2014 (1.3430) to July 2015 (1.1109) and in the Swiss Franc to euro rate from July 2014 (1.2169) to July 2015 (1.0635).

2 Other comprises primarily amortisation of upfront financing costs.

As of 31 July 2016, the Group's financing facilities, related capitalised upfront borrowing costs, finance leases, overdrafts and cash balances outstanding were as follows:

| Debt Funding as at 31 July 2016              | Principal  | Outstanding<br>in EUR '000 |
|--|------------|----------------------------|
| Syndicated Bank Loan                         | EUR 100m   | (100,000)                  |
| Syndicated Bank Loan                         | USD 550m   | (492,744)                  |
| Syndicated Bank Loan                         | CAD 80m    | (54,936)                   |
| Syndicated Bank Loan                         | GBP 80m    | (95,247)                   |
| Syndicated Bank Loan                         | CHF 270m   | (248,740)                  |
| Private Placements                           | USD 1,300m | (1,164,666)                |
| Private Placements                           | EUR 50m    | (50,000)                   |
| Gross term debt                              |            | (2,206,333)                |
| Upfront borrowing costs                      |            | 20,020                     |
| Term debt, net of upfront borrowing costs    |            | (2,186,313)                |
| Finance leases                               |            | (2,277)                    |
| Cash and cash equivalents, net of overdrafts |            | 468,973                    |
| Net debt                                     |            | (1,719,617)                |

As of 31 July 2016, the Group's interest cover including hybrid interest was 4.50x (2015: 5.76x). The weighted average maturity of the Group gross term debt was 4.39 years (2015: 4.98 years). The weighted average interest cost of Group debt financing facilities (including overdrafts) is 4.49% (2015: 3.84%).

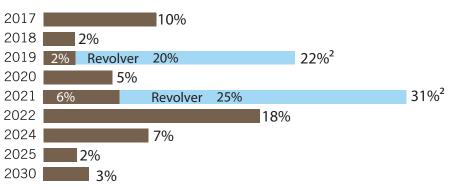
ARYZTA intends to maintain an investment grade position in the range of 2x - 3x Net debt: EBITDA on its syndicated bank loan. The Group's key financial ratio is as follows:

|  | July 2016 | July 2015 |
|--|-----------|-----------|
| Net Debt: EBITDA <sup>1</sup> (syndicated bank loan) | 2.90x     | 2.54x     |
|  |           |           |

1 Calculated based on the terms of the Group Syndicated Bank Loan Revolving Credit Facility.

### Gross Term Debt Maturity Profile<sup>1</sup>

Financial Year



1 The term debt maturity profile is set out as at 31 July 2016. Gross term debt at 31 July 2016 is €2,206.3m. Net debt at 31 July 2016 is €1,719.6m, which also includes overdrafts and finance leases, and is net of cash and related capitalised upfront borrowing costs.

2 Incorporating the drawn amount on the Revolving Credit Facility of €991.7m as at 31 July 2016, which represents 45% of the gross term debt.

### 13 Hybrid funding

| Perpetual Callable Subordinated Instruments as at 31 Ju    | ıly 2016  |           |
|--|-----------|-----------|
| Hybrid Funding - first call date April 2018                | CHF 400m  | (319,442) |
| Hybrid Funding - first call date March 2019                | EUR 250m  | (245,335) |
| Hybrid Funding - first call date April 2020                | CHF 190m  | (155,679) |
| Hybrid funding at historical cost, net of associated costs | (720,456) |           |
| Hybrid funding fair value adjustment to year-end exchange  | (73,087)  |           |
| Hybrid funding at 31 July 2016 exchange rates              | (793,543) |           |
|  |           |           |

### 14 Foreign currency

The principal euro foreign exchange currency rates used by the Group for the preparation of these Financial Statements are as follows:

| Currency | Average<br>2016 | Average<br>2015 | % Change | Closing<br>2016 | Closing<br>2015 | % Change |
|----------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| CHF      | 1.0905          | 1.1191          | 2.5%     | 1.0855          | 1.0635          | (2.1)%   |
| USD      | 1.1106          | 1.1799          | 5.9%     | 1.1162          | 1.1109          | (0.5)%   |
| CAD      | 1.4748          | 1.4009          | (5.3)%   | 1.4562          | 1.4446          | (0.8)%   |
| GBP      | 0.7602          | 0.7547          | (0.7)%   | 0.8399          | 0.7091          | (18.4)%  |

### 15 ARYZTA Group Return on invested capital

| in EUR million                      | Europe | North<br>America | Rest of<br>World | Total<br>Group |
|-------------------------------------|--------|------------------|------------------|----------------|
| 2016                                |        |                  |                  |                |
| Group share net assets <sup>1</sup> | 1,903  | 2,488            | 198              | 4,589          |
| EBITA <sup>1</sup>                  | 215    | 243              | 26               | 484            |
| ROIC                                | 11.3%  | 9.8%             | 13.0%            | 10.5%          |
| 2015                                | ·      |                  |                  |                |
| Group share net assets <sup>1</sup> | 1,963  | 2,602            | 204              | 4,769          |
| EBITA <sup>1</sup>                  | 220    | 275              | 27               | 522            |
| ROIC                                | 11.2%  | 10.6%            | 13.2%            | 10.9%          |

1 See glossary in section 22 for definitions of financial terms and references used.

2 Group WACC on a pre-tax basis is currently 8.0% (2015: 7.4%).

### 16 Net assets, goodwill and intangibles

| Group Balance Sheet<br>in EUR `000     | Total Group<br>2016 | Total Group<br>2015 |
|--|---------------------|---------------------|
| Property, plant and equipment          | 1,594,885           | 1,543,263           |
| Investment properties                  | 24,787              | 25,916              |
| Goodwill and intangible assets         | 3,617,194           | 3,797,269           |
| Deferred tax on acquired intangibles   | (210,635)           | (246,116)           |
| Working capital                        | (361,307)           | (218,669)           |
| Other segmental liabilities            | (76,109)            | (132,849)           |
| Segmental net assets                   | 4,588,815           | 4,768,814           |
| Joint ventures and related receivables | 495,402             | 60,711              |
| Associate held-for-sale                | _                   | 270,870             |
| Net debt                               | (1,719,617)         | (1,725,103)         |
| Deferred tax, net                      | (113,823)           | (95,423)            |
| Income tax                             | (49,118)            | (45,813)            |
| Derivative financial instruments       | (13,888)            | (12,113)            |
| Net assets                             | 3,187,771           | 3,221,943           |

### 17 Proposed dividend

At the Annual General Meeting on 13 December 2016, shareholders will be invited to approve a proposed dividend of CHF 0.5731 (€0.5255) per share. If approved, the dividend will be paid to shareholders on 1 February 2017. A dividend of CHF 0.6555 per share was paid during the year, as approved by shareholders at the Annual General Meeting on 8 December 2015.

### **18** Subsequent Events

During August 2016, the Group exercised its option to increase its Revolving Credit Facility ('RCF') by CHF 150m, to a total available capacity of CHF 1,550m (€1,428m). As of 31 July 2016 the balance outstanding on this facility was €991.7m.

During August 2016, the Group signed a new  $\in$ 1,000m Term Loan Facility, which matures in February 2018, with similar financial terms as the RCF.

During September 2016, the Group utilised the available capacity of the RCF, Term Loan Facility and existing cash resources to redeem all of its outstanding Private Placements, which totalled €1,215m as of 31 July 2016, for a total redemption cost of €1,410m, including the principal balance, early redemption costs of €169m, accrued interest, associated unamortised borrowing costs and other related fees.

These transactions are expected to result in a significant reduction in the Group's weighted average interest cost.

### 19 Outlook

During FY17 ARYZTA expects to generate free cash in a range of €225-€275m, excluding Private Placement early redemption costs, and deliver underlying fully diluted EPS in-line with consensus of 358 cent.

### 20 Principal risks and uncertainties

The Board and senior management have invested significant time and resources in identifying specific risks across the Group, and in developing a culture of balanced risk minimisation. The Board considers the risks and uncertainties disclosed on page 18 to continue to reflect the principal risks and uncertainties of the Group.

### 21 Forward looking statement

This report contains forward looking statements, which reflect management's current views and estimates. The forward looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those contained in the forward looking statements. Potential risks and uncertainties include such factors as general economic conditions, foreign exchange fluctuations, competitive product and pricing pressures and regulatory developments.

### 22 Glossary of financial terms and references

'Joint ventures, net' – presented as profit from joint ventures, net of taxes and interest, before non-ERP amortisation and the impact of associated non-recurring items.

'EBITA' – presented as earnings before interest, taxation, non-ERP related intangible amortisation; before net acquisition, disposal and restructuring-related costs and related tax credits.

'EBITDA' – presented as earnings before interest, taxation, depreciation and amortisation; before net acquisitions, disposal and restructuring-related costs and related tax credits.

'ERP' - Enterprise Resource Planning intangible assets include the Group SAP system.

'Hybrid instrument' – presented as Perpetual Callable Subordinated Instrument in the Financial Statements.

'Segmental Net Assets' – Based on segmental net assets, which excludes joint ventures, all bank debt, cash and cash equivalents and tax balances, with the exception of deferred tax liabilities associated with non-ERP intangible assets, as those deferred tax liabilities represent a notional non-cash tax impact directly linked to segmental intangible assets recorded as part of a business combination, rather than an actual cash tax obligation.

'ROIC' – Return On Invested Capital is calculated on a consistent basis year over year using a pro-forma trailing twelve months segmental EBITA ('TTM EBITA') reflecting the full twelve month contribution from acquisitions and full twelve month deductions from disposals, divided by the respective Segmental Net Assets, as of the end of each respective period.

'Underlying net profit' – presented as reported net profit, adjusted to include the Hybrid instrument accrued dividend as a finance cost; before non-ERP related intangible amortisation; before net acquisition, disposal and restructuring-related costs and before any non-controlling interest allocation of those adjustments, net of related income tax impacts.

The Group utilises the underlying net profit measure to enable comparability of the results from period to period, without the impact of transactions that do not relate to the underlying business. It is also the Group's policy to declare dividends based on underlying fully diluted earnings per share, as this provides a more consistent basis for returning dividends to shareholders.

# Bridge to Group Consolidated Income Statement

for the financial year ended 31 July 2016

|   | ARYZTA Group | ARYZTA Group |
|---|--------------|--------------|
| in EUR `000   | 2016         | 2015         |
| Underlying net profit – continuing operations   | 311,542      | 329,988      |
| Intangible amortisation   | (176,241)    | (168,022)    |
| Tax on amortisation   | 36,715       | 35,104       |
| Share of joint venture intangible amortisation and<br>restructuring-related costs, net of tax | (3,966)      | (310)        |
| Hybrid instrument accrued dividend  | 31,882       | 30,673       |
| Net acquisition, disposal and restructuring-related costs                                     | (97,114)     | (279,950)    |
| Tax on net acquisition, disposal and restructuring-related costs                              | 9,911        | 47,881       |
| Reported net profit/(loss) – continuing operations  | 112,729      | (4,636)      |
| Underlying net profit – discontinued operations   | _            | 29,735       |
| Underlying contribution associate held-for-sale   | 48           | (17,296)     |
| Intangible amortisation, non-recurring and other  | -            | (6,343       |
| Profit for the year – discontinued operations   | 48           | 6,096        |
| (Loss)/gain on disposal of discontinued operations  | (45,769)     | 523,300      |
| Reported net profit – discontinued operations   | (45,721)     | 529,396      |
|   |              | 504 760      |
| Reported net profit attributable to equity shareholders                                       | 67,008       | 524,760      |

## **Group Risk Statement** Principal Risks and Uncertainties

The Board and senior management continue to invest significant time and resources in identifying specific risks across the Group, and in developing a culture of balanced risk minimisation. The Group has formal risk assessment processes in place through which risks are identified and associated mitigating controls are evaluated. These processes are driven by local management, who are best placed to identify the significant ongoing and emerging risks facing the business. The outputs of these risk assessment processes are subject to various levels of review by Group management and Internal Audit, and a consolidated Risk Map denoting the potential frequency, severity and velocity of identified risks is reviewed by the Board of Directors on an annual basis. Risks identified, and associated mitigating controls, are also subject to audit as part of various operational, financial, health and safety audit programmes.

### The key risks facing the Group include the following: 1

- As an international group with substantial operations and interests outside the Eurozone, ARYZTA is subject to the risk of adverse movements in foreign currency exchange rates.
- The Group faces business risks associated with cash, receivables and other financial instruments.
- Operational risks facing the Group include product contamination and general food scares, which could impact relevant products or production and distribution processes.
- Changing dietary trends and the increased emphasis on health and wellness among consumers present both opportunities and risks for the Group.
- The Group faces increasing compliance requirements in areas such as health and safety, emissions and effluent control.
- The loss of a significant manufacturing/operational site through natural catastrophe or act of vandalism could have a material impact on the Group.
- A significant failure in the accounting, planning or internal financial controls and related systems could result in a material error or fraud.
- A significant IT or security system failure could adversely impact operations.
- Fluctuations in energy, commodities and other production inputs could materially impact the profitability of the Group.
- The Group faces the risk of a decrease in consumer spending.
- The Group faces the risk of impairment of its goodwill, brands and intangibles.
- Having grown both organically and through acquisitions, the Group faces risks and challenges associated with managing growth and ensuring that processes around acquiring and integrating new businesses are robust.
- The Group faces risks associated with the potential loss of key management personnel.
- Were the Group to breach a financing covenant, it may be required to renegotiate its financing facilities at less favourable terms resulting in higher financing costs, and/or be unable to finance operations.
- The loss of a significant supplier could adversely impact ongoing operations.
- As the Group operates in a competitive industry, it is subject to the risk of the loss of a significant customer.
- The implementation of a Group-wide ERP system requires substantial investment and ongoing monitoring.

## **Statement of Directors' Responsibilities** for the year ended 31 July 2016

Company law requires the directors to prepare Group consolidated and Company financial statements for each financial year. The directors are required to prepare the Group consolidated financial statements in accordance with International Financial Reporting Standards ('IFRS') and the requirements of Swiss law and to prepare the Company financial statements in accordance with Swiss law and the Company's Articles of Association.

This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation and fair presentation of the Group consolidated and Company financial statements that are free from material misstatement, whether due to fraud or error.

In preparing each of the Group consolidated and Company financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the financial statements on a going concern basis, unless it is inappropriate to presume that the Group and the Company will continue in business.

The directors are responsible for keeping proper books of account that present, with reasonable accuracy at any time, the financial position of the Group and Company and enable them to ensure that its financial statements comply with IFRS, the requirements of Swiss law and the Company's Articles of Association.

They are also responsible for taking such steps as are reasonably available to them to safeguard the assets of the Group and to prevent and detect fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Group's website.

On behalf of the Board

e ce e

**Denis Lucey** Chairman, Board of Directors

22 September 2016

**Owen Killian** CEO, Member of the Board of Directors

# **Group Consolidated Income Statement** for the year ended 31 July 2016

| in EUR `000  | Notes | 2016        | 2015        |
|--|-------|-------------|-------------|
| Continuing Operations  |       |             |             |
| Revenue  | 2     | 3,878,871   | 3,820,231   |
| Cost of sales  |       | (2,654,228) | (2,709,763) |
| Distribution expenses  |       | (414,410)   | (407,658)   |
| Gross profit   |       | 810,233     | 702,810     |
|  |       |             |             |
| Selling expenses   |       | (188,656)   | (167,646)   |
| Administration expenses  |       | (410,065)   | (469,171)   |
| Operating profit   | 2     | 211,512     | 65,993      |
| Chara of purfit //loop) often tou of init work was                     | c     | 11 710      | (1 5 2 0)   |
| Share of profit/(loss) after tax of joint ventures                     | 6     | 11,716      | (1,520)     |
| Profit before financing income, financing costs and income tax expense |       | 223,228     | 64,473      |
| Financing income   |       | 3,526       | 2,137       |
| Financing costs  |       | (106,706)   | (85,527)    |
| Profit/(loss) before income tax  |       | 120,048     | (18,917)    |
|  |       |             | (10)0177    |
| Income tax (expense)/credit  |       | (4,543)     | 18,950      |
| Profit for the year from continuing operations                         |       | 115,505     | 33          |
|  |       |             |             |
| Discontinued operations  |       |             |             |
| (Loss)/profit for the year from discontinued operations                | 3     | (45,721)    | 532,246     |
| Profit for the year  |       | 69,784      | 532,279     |
|  |       |             |             |
| Attributable as follows:   |       |             |             |
| Equity shareholders - continuing operations                            |       | 112,729     | (4,636)     |
| Equity shareholders - discontinued operations                          |       | (45,721)    | 529,396     |
| Equity shareholders - total  |       | 67,008      | 524,760     |
|  |       | 0.776       | 4.660       |
| Non-controlling interests - continuing operations                      |       | 2,776       | 4,669       |
| Non-controlling interests - discontinued operations                    |       |             | 2,850       |
| Non-controlling interests - total                                      |       | 2,776       | 7,519       |
| Profit for the year  |       | 69,784      | 532,279     |
|  |       | 2016        | 2015        |
| Basic earnings per share   | Notes | euro cent   | euro cent   |
| From continuing operations   | 5     | 91.1        | (39.8)      |
| From discontinued operations   | 5     | (51.5)      | 597.1       |
|  |       | 39.6        | 557.3       |
|  |       |             |             |
|  |       | 2016        | 2015        |
| Diluted earnings per share   | Notes | euro cent   | euro cent   |
| From continuing operations   | 5     | 90.9        | (39.8)      |
| From discontinued operations   | 5     | (51.4)      | 597.1       |
|  |       | 39.5        | 557.3       |

## **Group Consolidated Statement of Comprehensive Income** for the year ended 31 July 2016

| in EUR `000   | Notes | 2016     | 2015      |
|---|-------|----------|-----------|
| Profit for the year   |       | 69,784   | 532,279   |
| Other comprehensive income  |       |          |           |
| Items that may be reclassified subsequently to profit or loss:            |       |          |           |
| Foreign exchange translation effects                                      |       |          |           |
| - Foreign currency net investments  |       | (49,548) | 370,741   |
| <ul> <li>Foreign currency borrowings</li> </ul>                           | 8     | 36,027   | (359,872) |
| - Taxation effect of foreign exchange translation movements               |       | 198      | 5,265     |
| - Foreign exchange translation effects related to discontinued operations |       | -        | 9,286     |
| Cash flow hedges  |       |          |           |
| - Effective portion of changes in fair value of cash flow hedges          |       | 5,747    | (12,391)  |
| - Fair value of cash flow hedges transferred to income statement          |       | (7,380)  | 4,936     |
| - Deferred tax effect of cash flow hedges                                 |       | 376      | 599       |
| - Cash flow hedges gain related to discontinued operations, net of tax    |       | -        | 3,352     |
| Share of joint ventures' other comprehensive income                       | 6     | 304      | _         |
| Total of items that may be reclassified subsequently to profit or loss    |       | (14,276) | 21,916    |
| Items that will not be reclassified to profit or loss:                    |       |          |           |
| Defined benefit plans   |       |          |           |
| - Actuarial loss on Group defined benefit pension plans                   |       | (462)    | (6,882)   |
| - Deferred tax effect of actuarial loss                                   |       | (23)     | 1,216     |
| - Discontinued operations loss on defined benefit plans, net of tax       |       | -        | (17,789)  |
| Total of items that will not be reclassified to profit or loss            |       | (485)    | (23,455)  |
| Total other comprehensive loss  |       | (14,761) | (1,539)   |
| Total comprehensive income for the year                                   |       | 55,023   | 530,740   |
| Attributable as follows:  |       |          |           |
| Equity shareholders   |       | 53,757   | 522,888   |
| Non-controlling interests   |       | 1,266    | 7,852     |
| Total comprehensive income for the year                                   |       | 55,023   | 530,740   |

# Group Consolidated Balance Sheet as at 31 July 2016

| in EUR `000                      | Notes | 2016      | 2015      |
|----------------------------------|-------|-----------|-----------|
| Assets                           |       |           |           |
| Non-current assets               |       |           |           |
| Property, plant and equipment    |       | 1,594,885 | 1,543,263 |
| Investment properties            |       | 24,787    | 25,916    |
| Goodwill and intangible assets   |       | 3,617,194 | 3,797,269 |
| Investments in joint ventures    | 6     | 491,446   | 32,067    |
| Receivables from joint ventures  |       | 3,956     | 28,644    |
| Deferred income tax assets       |       | 133,176   | 105,579   |
| Total non-current assets         |       | 5,865,444 | 5,532,738 |
| Current assets                   |       |           |           |
| Inventory                        |       | 248,719   | 259,855   |
| Trade and other receivables      |       | 168,595   | 264,036   |
| Derivative financial instruments |       | 669       | 653       |
| Cash and cash equivalents        | 8     | 647,724   | 316,867   |
| Total current assets             |       | 1,065,707 | 841,411   |
| Associate held-for-sale          | 3     | -         | 270,870   |
| Total assets                     |       | 6,931,151 | 6,645,019 |

# **Group Consolidated Balance Sheet** (continued) as at 31 July 2016

| in EUR `000                                      | Notes | 2016      | 2015      |
|--|-------|-----------|-----------|
| Equity   |       |           |           |
| Called up share capital                          |       | 1,172     | 1,172     |
| Share premium                                    |       | 774,040   | 774,040   |
| Retained earnings and other reserves             |       | 2,397,460 | 2,428,295 |
| Total equity attributable to equity shareholders |       | 3,172,672 | 3,203,507 |
| Non-controlling interests                        |       | 15,099    | 18,436    |
| Total equity                                     |       | 3,187,771 | 3,221,943 |
| Liabilities                                      |       |           |           |
| Non-current liabilities                          |       |           |           |
| Interest-bearing loans and borrowings            | 8     | 1,963,709 | 1,937,176 |
| Employee benefits                                |       | 13,470    | 15,274    |
| Deferred income from government grants           |       | 23,945    | 16,998    |
| Other payables                                   |       | 37,678    | 51,917    |
| Deferred income tax liabilities                  |       | 457,634   | 447,118   |
| Derivative financial instruments                 |       | 4,618     | 5,401     |
| Total non-current liabilities                    |       | 2,501,054 | 2,473,884 |
| Current liabilities                              |       |           |           |
| Interest-bearing loans and borrowings            | 8     | 403,632   | 104,794   |
| Trade and other payables                         |       | 778,621   | 742,560   |
| Income tax payable                               |       | 49,118    | 45,813    |
| Derivative financial instruments                 |       | 9,939     | 7,365     |
| Contingent consideration                         |       | 1,016     | 48,660    |
| Total current liabilities                        |       | 1,242,326 | 949,192   |
| Total liabilities                                |       | 3,743,380 | 3,423,076 |
| Total equity and liabilities                     |       | 6,931,151 | 6,645,019 |

## **Group Consolidated Statement of Changes in Equity** for the year ended 31 July 2016

| <b>31 July 2016</b><br>in EUR '000  | Share<br>capital | Share<br>premium | Treasury<br>shares | Other<br>equity<br>reserve | Cash<br>flow<br>hedge<br>reserve | Share-<br>based<br>payment<br>reserve | Foreign<br>currency<br>trans-<br>lation<br>reserve |           |           | Non-<br>controlling<br>interests | Total     |
|---|------------------|------------------|--------------------|----------------------------|----------------------------------|---------------------------------------|--|-----------|-----------|----------------------------------|-----------|
| At 1 August 2015  | 1,172            | 774,040          | (47)               | 720,456                    | (10,264)                         | -                                     | (5,153)  | 1,723,303 | 3,203,507 | 18,436                           | 3,221,943 |
| Profit for the year   | -                | -                | -                  | -                          | -                                | -                                     | -  | 67,008    | 67,008    | 2,776                            | 69,784    |
| Other comprehensive (loss)/income   | -                | _                | -                  | -                          | (1,257)                          | -                                     | (12,961)   | 967       | (13,251)  | (1,510)                          | (14,761)  |
| Total comprehensive (loss)/income   | -                | -                | -                  | -                          | (1,257)                          | -                                     | (12,961)   | 67,975    | 53,757    | 1,266                            | 55,023    |
| Equity dividends (note 9)   | _                | _                | _                  | _                          | _                                | _                                     | _  | (52,710)  | (52,710)  | -                                | (52,710)  |
| Dividends to<br>non-controlling interests                                 | _                | _                | -                  | _                          | _                                | _                                     | _  | _         | _         | (4,603)                          | (4,603)   |
| Dividends accrued on<br>perpetual callable<br>subordinated<br>instruments | _                | -                | _                  | _                          | _                                | -                                     | _  | (31,882)  | (31,882)  | _                                | (31,882)  |
| Total transactions with owners<br>recognised directly in equity           | _                | _                | _                  | _                          | _                                | _                                     | _  | (84,592)  | (84,592)  | (4,603)                          | (89,195)  |
| At 31 July 2016   | 1,172            | 774,040          | (47)               | 720,456                    | (11,521)                         | -                                     | (18,114)   | 1,706,686 | 3,172,672 | 15,099                           | 3,187,771 |

## **Group Consolidated Statement of Changes in Equity** (continued) for the year ended 31 July 2016

| <b>31 July 2015</b><br>in EUR `000                                      | Share<br>capital | Share<br>premium | Treasury<br>shares | Other<br>equity<br>reserve | Cash<br>flow<br>hedge<br>reserve | Revaluation<br>reserve | Share-<br>based<br>payment<br>reserve | Foreign<br>currency<br>trans-<br>lation<br>reserve | Retained<br>earnings | Total<br>share-<br>holders<br>equity | Non-<br>controlling<br>interests | Total     |
|---|------------------|------------------|--------------------|----------------------------|----------------------------------|------------------------|---------------------------------------|--|----------------------|--------------------------------------|----------------------------------|-----------|
| At 1 August 2014  | 1,172            | 773,735          | (55)               | 604,446                    | (3,616)                          | 13,322                 | 19,454                                | (29,045)   | 1,324,292            | 2,703,705                            | 87,752                           | 2,791,457 |
| Profit for the year   | -                | -                | -                  | -                          | -                                | -                      | -                                     | -  | 524,760              | 524,760                              | 7,519                            | 532,279   |
| Other comprehensive (loss)/income                                       | -                | -                | -                  | -                          | (4,571)                          | -                      | -                                     | 20,487   | (17,788)             | (1,872)                              | 333                              | (1,539)   |
| Total comprehensive (loss)/income                                       | -                | -                | -                  | -                          | (4,571)                          | -                      | -                                     | 20,487   | 506,972              | 522,888                              | 7,852                            | 530,740   |
| Issue of perpetual callable<br>subordinated<br>instruments              | _                | _                | _                  | 401,014                    | _                                | _                      | _                                     | _  | -                    | 401,014                              | _                                | 401,014   |
| Redemption of perpetual<br>callable<br>subordinated<br>instrument       | _                | _                | _                  | (285,004)                  | _                                | _                      | _                                     | _  | (46,676)             | (331,680)                            | _                                | (331,680) |
| Release of treasury shares due to exercise of LTIP                      | _                | 305              | 8                  |                            | _                                | _                      | _                                     | _  |                      | 313                                  | _                                | 313       |
| Share-based payments  | _                | _                | _                  | _                          | _                                | -                      | 1,705                                 | -  | -                    | 1,705                                | -                                | 1,705     |
| Transfer of share-based payment<br>reserve to retained earnings         | _                | _                | _                  | _                          | _                                | -                      | (19,919)                              | _  | 19,919               | _                                    | _                                | _         |
| Equity dividends (note 9)   | -                | -                | -                  | -                          | -                                | -                      | -                                     | -  | (65,034)             | (65,034)                             | -                                | (65,034)  |
| Dividends to<br>non-controlling interests                               | -                | -                | _                  | _                          | _                                | -                      | _                                     | -  | _                    | _                                    | (12,307)                         | (12,307)  |
| Dividend accrued on<br>perpetual callable<br>subordinated<br>instrument | _                | _                | _                  | _                          | _                                | _                      | _                                     | _  | (30,673)             | (30,673)                             | _                                | (30,673)  |
| Total contributions by and distributions to owners                      | _                | 305              | 8                  | 116,010                    | _                                | _                      | (18,214)                              | _  | (122,464)            | (24,355)                             | (12,307)                         | (36,662)  |
| Disposal of Origin  | _                | _                | _                  | _                          | (2,077)                          | (13,322)               | (1,240)                               | 3,405  | 14,562               | 1,328                                | (64,727)                         | (63,399)  |
| Acquisition of  |                  |                  |                    |                            |                                  |                        | ., /                                  | ,  | , -                  | , .                                  | /                                | . , . ,   |
| non-controlling interests   | _                | -                | -                  | -                          | -                                | -                      | -                                     | -  | (59)                 | (59)                                 | (134)                            | (193)     |
| Total transactions with owners<br>recognised directly in equity         | -                | 305              | 8                  | 116,010                    | (2,077)                          | (13,322)               | (19,454)                              | 3,405  | (107,961)            | (23,086)                             | (77,168)                         | (100,254) |
| At 31 July 2015   | 1,172            | 774,040          | (47)               | 720,456                    | (10,264)                         | -                      | -                                     | (5,153)  | 1,723,303            | 3,203,507                            | 18,436                           | 3,221,943 |

# **Group Consolidated Cash Flow Statement** for the year ended 31 July 2016

| in EUR `000  | Notes | 2016     | 2015      |
|--|-------|----------|-----------|
| Cash flows from operating activities                                   |       |          |           |
| Profit for the year from continuing operations                         |       | 115,505  | 33        |
| Income tax expense/(credit)  |       | 4,543    | (18,950)  |
| Financing income   |       | (3,526)  | (2,137)   |
| Financing costs  |       | 106,706  | 85,527    |
| Share of (profit)/loss after tax of joint ventures                     | 6     | (11,716) | 1,520     |
| Net (gain)/loss on disposal of businesses                              | 4     | (993)    | 45,685    |
| Asset write-downs  | 4     | 14,787   | 146,289   |
| Other restructuring-related costs in excess of payments                |       | 1,618    | (14,650)  |
| Depreciation of property, plant and equipment                          | 2     | 112,030  | 114,519   |
| Amortisation of intangible assets                                      | 2     | 188,984  | 177,809   |
| Recognition of deferred income from government grants                  |       | (3,098)  | (4,107)   |
| Share-based payments   |       | -        | 1,705     |
| Other  |       | (4,332)  | (2,437)   |
| Cash flows from operating activities before changes in working capital |       | 520,508  | 530,806   |
| Increase in inventory  |       | (16,223) | (25,627)  |
| Decrease in trade and other receivables                                |       | 80,902   | 67,594    |
| Increase/(decrease)in trade and other payables                         |       | 30,165   | (1,209)   |
| Cash generated from operating activities                               |       | 615,352  | 571,564   |
| Interest paid  |       | (98,934) | (88,831)  |
| Interest received  |       | 3,331    | 1,666     |
| Income tax paid  |       | (18,369) | (30,782)  |
| Net cash flows from operating activities - continuing operations       |       | 501,380  | 453,617   |
| Net cash flows from operating activities - discontinued operations     |       | _        | (171,068) |
| Net cash flows from operating activities                               |       | 501,380  | 282,549   |

## **Group Consolidated Cash Flow Statement** (continued) for the year ended 31 July 2016

| in EUR '000   | Notes | 2016      | 2015      |
|---|-------|-----------|-----------|
| Cash flows from investing activities                          |       |           |           |
| Proceeds from sale of property, plant and equipment           |       | 1,030     | 1,120     |
| Purchase of property, plant and equipment                     |       |           |           |
| <ul> <li>maintenance capital expenditure</li> </ul>           |       | (81,034)  | (80,725)  |
| <ul> <li>investment capital expenditure</li> </ul>            |       | (102,985) | (269,290) |
| Grants received   |       | 10,045    | 193       |
| Investment in joint venture                                   | 6     | (450,732) | -         |
| Acquisition of businesses, net of cash acquired               | 7     | (26,447)  | (148,530) |
| Proceeds from disposal of Origin, net of cash disposed        | 3     | 225,101   | 372,975   |
| Disposal of businesses, net of cash disposed                  | 4     | 42,060    | 22,642    |
| Purchase of intangible assets                                 |       | (29,916)  | (60,122)  |
| Net receipts from joint ventures                              | 6     | 21,509    | -         |
| Contingent consideration paid                                 |       | (46,916)  | (9,240)   |
| Investing cash flows from discontinued operations             |       | -         | (4,224)   |
| Net cash flows from investing activities                      |       | (438,285) | (175,201) |
|   |       |           |           |
| Cash flows from financing activities                          |       |           |           |
| Issue of perpetual callable subordinated instrument           |       | -         | 401,014   |
| Repayment of perpetual callable subordinated instrument       |       | -         | (331,680) |
| Gross drawdown of Ioan capital                                | 8     | 290,887   | -         |
| Gross repayment of loan capital                               | 8     | (43,903)  | (337,668) |
| Capital element of finance lease liabilities                  | 8     | (26)      | (60)      |
| Dividends paid on perpetual callable subordinated instruments |       | (31,788)  | (39,107)  |
| Repurchase of non-controlling interests                       |       | -         | (193)     |
| Dividends paid to non-controlling interests                   |       | (4,603)   | (4,330)   |
| Dividends paid to equity shareholders                         |       | (52,710)  | (65,034)  |
| Financing cash flows from discontinued operations             |       | _         | 79,485    |
| Net cash flows from financing activities                      |       | 157,857   | (297,573) |
|   |       |           |           |
| Net increase in cash and cash equivalents                     |       | 220,952   | (190,225) |
| Translation adjustment  |       | (12)      | (549)     |
| Net cash and cash equivalents at start of year                |       | 248,033   | 438,807   |
| Net cash and cash equivalents at end of year                  | 8     | 468,973   | 248,033   |

### **1** Basis of preparation

ARYZTA AG (the 'Company') is domiciled and incorporated in Zurich, Switzerland. The consolidated financial statements for the year ended 31 July 2016 consolidate the individual financial statements of the Company and its subsidiaries (together referred to as the 'Group'), and show the Group's interest in joint ventures using the equity method of accounting, except where those investments are held-for-sale.

The Group consolidated financial statements are presented in euro, rounded to the nearest thousand, unless otherwise stated.

The financial information included on pages 20 to 44 of this News Release has been extracted from the ARYZTA Group consolidated financial statements for the year ended 31 July 2016, which are subject to approval by the shareholders at the Annual General Meeting on 13 December 2016.

The Group consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ('IFRS'). These policies have been consistently applied to all years presented, unless otherwise stated.

In the preparation of these Group consolidated financial statements, the Group has applied all standards that were required for accounting periods beginning on or before 1 August 2015. There are no new standards and interpretations, issued by the International Accounting Standards Board ('IASB') and the IFRS Interpretations Committee, which are effective for the first time in the current financial year. The Group has not applied early adoption of any standards which are not yet effective.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

### Income statement presentation

In accordance with IAS 1, the Group Consolidated Income Statement is presented by function of expense.

Management has also identified certain acquisition, disposal and restructuring-related costs and fair value adjustments within each functional area that do not relate to the underlying business of the Group. Due to the relative size and nature of these items, in order to enable comparability of the Group's underlying results from period to period, these items have been presented as separate components of operating profit within note 4 and have been excluded from the calculation of underlying net profit in note 5.

### **Reclassifications and adjustments**

Following the reduction in the Group's ownership interest in Origin Enterprises plc ('Origin') from 68.1% to 29.0% in March 2015, and the classification of the remaining investment in Origin as an associate held-for-sale, the corresponding amounts included in the 31 July 2015 Group Consolidated Income Statement, Consolidated Statement of Comprehensive Income and Consolidated Cash Flow Statement related to Origin have been presented as a single Discontinued Operations amount within these statements and the related notes in accordance with IFRS 5 "Non-current Assets Held for Sale and Discontinued Operations".

Certain other amounts in the 31 July 2015 Group consolidated financial statement notes have been reclassified or adjusted to conform to the 31 July 2016 presentation. These other reclassifications or adjustments were made for presentation purposes and have no effect on total revenues, expenses, profit for the year, total assets, total liabilities, equity or cash flow classifications as previously reported.

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### 2 Segment information

### 2.1 Analysis by business segment

|   |           |           |           |           |           |         | Tot                   | al        |
|---|-----------|-----------|-----------|-----------|-----------|---------|-----------------------|-----------|
| I) Segment revenue and result                                 | Euro      | pe        | North A   | merica    | Rest of V | Vorld   | Continuing Operations |           |
| in EUR `000   | 2016      | 2015      | 2016      | 2015      | 2016      | 2015    | 2016                  | 2015      |
| Segment revenue <sup>1</sup>                                  | 1,747,045 | 1,646,635 | 1,908,147 | 1,942,342 | 223,679   | 231,254 | 3,878,871             | 3,820,231 |
| Operating profit/(loss) <sup>2</sup>                          | 70,443    | (40,881)  | 124,954   | 96,077    | 16,115    | 10,797  | 211,512               | 65,993    |
| Share of profit/(loss) after tax of joint ventures            |           |           |           |           |           |         | 11,716                | (1,520)   |
| Financing income <sup>3</sup>                                 |           |           |           |           |           |         | 3,526                 | 2,137     |
| Financing costs <sup>3</sup>                                  |           |           |           |           |           |         | (106,706)             | (85,527)  |
| Profit/(loss) before income tax                               |           |           |           |           |           |         |                       |           |
| expense as reported in Group<br>Consolidated Income Statement |           |           |           |           |           |         | 120,048               | (18,917)  |

1 Revenues from external customers attributed to the Group's country of domicile, Switzerland, are 7.0% (2015: 6.8%) of total Group revenues. Revenues from external customers attributed to material foreign countries are United States 40.0% (2015: 40.2%), Germany 15.0% (2015: 15.1%) and Canada 9.2% (2015: 10.6%). For the purposes of this analysis, customer revenues are allocated based on the geographic location of the vendor. As is common in this industry, the Group has a large number of customers, and there is no single customer with a share of revenue greater than 10% of total Group revenue. There were no significant intercompany revenues between business segments.

2 Certain central executive and support costs have been allocated against the operating results of each business segment.

3 Joint ventures, finance income/(costs) and income tax expense are managed on a centralised basis. Therefore, these items are not allocated between business segments for the purposes of presenting information to the Chief Operating Decision Maker.

| II) Segment assets  | Fure      |           | North A   | morioo    | Rest of V | Norld   | Tot                   |           |
|---|-----------|-----------|-----------|-----------|-----------|---------|-----------------------|-----------|
| -   |           | Europe    |           |           |           |         | Continuing Operations |           |
| in EUR `000   | 2016      | 2015      | 2016      | 2015      | 2016      | 2015    | 2016                  | 2015      |
| Segment assets  | 2,411,081 | 2,513,401 | 2,967,117 | 3,107,704 | 275,982   | 269,234 | 5,654,180             | 5,890,339 |
| Reconciliation to total assets as reporte<br>Group Consolidated Balance Sheet | ed in the |           |           |           |           |         |                       |           |
| Investments in joint ventures and related financial assets                    |           |           |           |           |           |         | 495,402               | 60,711    |
| Associate held-for-sale   |           |           |           |           |           |         | -                     | 270,870   |
| Derivative financial instruments  |           |           |           |           |           |         | 669                   | 653       |
| Cash and cash equivalents   |           |           |           |           |           |         | 647,724               | 316,867   |
| Deferred income tax assets  |           |           |           |           |           |         | 133,176               | 105,579   |
| Total assets as reported in Group<br>Consolidated Balance Sheet               |           |           |           |           |           |         | 6,931,151             | 6,645,019 |

| III) Segment liabilities  | Europ      | e       | North Am | ierica  | Rest of W | /orld  | Tot<br>Continuing ( |           |
|---|------------|---------|----------|---------|-----------|--------|---------------------|-----------|
| in EUR `000   | 2016       | 2015    | 2016     | 2015    | 2016      | 2015   | 2016                | 2015      |
| Segment liabilities   | 508,256    | 550,965 | 479,005  | 505,284 | 78,104    | 65,276 | 1,065,365           | 1,121,525 |
| Reconciliation to total liabilities as re<br>Group Consolidated Balance Sheet | eported in |         |          |         |           |        |                     |           |
| Interest-bearing loans and borrowings   | 5          |         |          |         |           |        | 2,367,341           | 2,041,970 |
| Derivative financial instruments  |            |         |          |         |           |        | 14,557              | 12,766    |
| Current and deferred income tax liabilities                                   |            |         |          |         |           |        | 296,117             | 246,815   |
| Total liabilities as reported in Group<br>Consolidated Balance Sheet          |            |         |          |         |           |        | 3,743,380           | 3,423,076 |

| IV) Other segment<br>information                  | Europ   | e       | North Am | erica   | Rest of W | orld   | Total Cont<br>Operati | 0       |
|---|---------|---------|----------|---------|-----------|--------|-----------------------|---------|
| in EUR `000                                       | 2016    | 2015    | 2016     | 2015    | 2016      | 2015   | 2016                  | 2015    |
| Depreciation                                      | 50,143  | 57,368  | 53,276   | 47,547  | 8,611     | 9,604  | 112,030               | 114,519 |
| ERP amortisation                                  | 9,179   | 5,330   | 3,564    | 4,457   | -         | -      | 12,743                | 9,787   |
| Amortisation of other intangible assets           | 78,192  | 82,550  | 90,114   | 79,101  | 7,935     | 6,371  | 176,241               | 168,022 |
| Capital expenditure                               |         |         |          |         |           |        |                       |         |
| <ul> <li>Property, plant and equipment</li> </ul> | 108,420 | 180,113 | 64,976   | 153,204 | 10,916    | 10,963 | 184,312               | 344,280 |
| – Intangibles                                     | 14,273  | 39,577  | 16,364   | 21,328  | 65        | 316    | 30,702                | 61,221  |
| Total capital expenditure                         | 122,693 | 219,690 | 81,340   | 174,532 | 10,981    | 11,279 | 215,014               | 405,501 |

### 2.2 Segmental non-current assets

|  | Euro      | ре        | North A   | merica    | Rest of V | Vorld   | Tota      | al        |
|--|-----------|-----------|-----------|-----------|-----------|---------|-----------|-----------|
| in EUR `000                            | 2016      | 2015      | 2016      | 2015      | 2016      | 2015    | 2016      | 2015      |
| IFRS 8 non-current assets <sup>1</sup> | 2,750,410 | 2,343,064 | 2,737,659 | 2,837,326 | 244,199   | 246,769 | 5,732,268 | 5,427,159 |

1 Non-current assets as reported under IFRS 8, Operating Segments, include all non-current assets as presented in the Group Consolidated Balance Sheet, with the exception of deferred taxes and derivative financial instruments. Non-current assets attributed to the Group's country of domicile, Switzerland, are 5.9% of total Group non-current assets (2015: 6.6%). Non-current assets attributed to material foreign countries are: United States 35.9% (2015: 39.3%), Germany 13.9% (2015: 14.1%) and Canada 11.8% (2015: 12.9%).

### **3** Discontinued operations

During March 2015, ARYZTA announced the completion of its offering of 49 million ordinary shares of Origin for €8.25 per share, which raised net proceeds for ARYZTA of €398,108,000. At the time of the placing, the deemed fair value of the Group's remaining 29.0% interest in Origin was also valued at €8.25 per share, resulting in a value of €299,329,000. As the total deemed consideration exceeded the Group's €145,678,000 share of the disposed net assets and cash balances of Origin, the Group recognised a gain on disposal of discontinued operations of €551,759,000.

In accordance with IFRS 5, as Origin previously represented a significant component and separately reported segment of the Group, Origin's results have been separately presented in the Group Financial Statements as Discontinued Operations, in both the current and prior years.

A calculation of the March 2015 gain on disposal is shown below:

| in EUR `000  | Origin    |
|--|-----------|
| Net assets of discontinued operations disposed                             |           |
| Property, plant and equipment  | 96,394    |
| Investment properties  | 7,575     |
| Goodwill and intangible assets   | 160,495   |
| Investment in associates and joint venture (note 6)                        | 62,370    |
| Inventory  | 220,157   |
| Trade and other receivables  | 396,520   |
| Trade and other payables   | (458,284) |
| Interest bearing loans and borrowings                                      | (248,774) |
| Derivative financial liabilities, net                                      | (748)     |
| Employee benefits  | (24,240)  |
| Deferred income tax liabilities  | (10,355)  |
| Income tax payable   | (17,166)  |
| Total net assets disposed  | 183,944   |
| Other comprehensive income recycled on disposal of discontinued operations | 1,328     |
| Non-controlling interests disposed as part of discontinued operations      | (64,727)  |
| ARYZTA's share of Origin net assets disposed                               | 120,545   |
| Consideration  |           |
| - Cash received, net of transaction costs                                  | 398,108   |
| - Net cash disposed  | (25,133)  |
| - Cash received, net of cash disposed                                      | 372,975   |
| - Fair value of retained 29% interest                                      | 299,329   |
| Total consideration  | 672,304   |
|  |           |
| Gain on disposal of discontinued operations                                | 551,759   |
| Fair value adjustment to associate held-for-sale                           | (28,459)  |
| Net gain on disposal of discontinued operations                            | 523,300   |

Following the March 2015 placing, the Group's remaining 29.0% interest in Origin was determined to be an associate held-for-sale, recorded at fair value, less costs to sell. Based on the unadjusted quoted price of  $\in$ 7.62 as of 31 July 2015, less estimated costs to sell, a fair value adjustment of  $\in$ 28,459,000 was recorded during the prior year to reduce the carrying value to  $\in$ 270,870,000 as of 31 July 2015, resulting in a total net gain in relation to the disposal of Origin of  $\in$ 523,300,000 during the year ended 31 July 2015.

During September 2015, ARYZTA announced the completion of its offering of its remaining 36.3 million ordinary shares of Origin for €6.30 per share, which raised net proceeds for ARYZTA of €225,101,000. As the fair value of the 29.0% investment in associate held-for-sale at 31 July 2015 was €270,870,000, this resulted in a net loss on disposal in the current year of €45,769,000. This divestment simplifies the reporting structure and transforms ARYZTA into a business fully focused on speciality food.

Analysis of the result of discontinued operations in both years, including the loss recognised on the disposal of the associate held-for-sale, is as follows:

| in EUR `000  | 2016      | 2015      |
|--|-----------|-----------|
| Revenue  | _         | 829,518   |
| Cost of sales  | _         | (719,381) |
| Distribution expenses  | _         | (18,196)  |
| Gross profit   | -         | 91,941    |
| Selling expenses   | _         | (32,124)  |
| Administration expenses  | -         | (52,572)  |
| Operating profit   | -         | 7,245     |
| Share of profit after tax of associates and joint ventures             | -         | 6,026     |
| Profit before financing income, financing costs and income tax expense | -         | 13,271    |
| Financing income   | -         | 1,951     |
| Financing costs  | _         | (5,542)   |
| Profit before income tax   | -         | 9,680     |
| Income tax expense   | _         | (734)     |
| Profit after tax from discontinued operations                          | -         | 8,946     |
| Gain on disposal of discontinued operations                            | -         | 551,759   |
| Fair value adjustment to associate held-for-sale                       | -         | (28,459)  |
| Underlying contribution associate held-for-sale                        | 48        | -         |
| Cash received, net of transaction costs                                | 225,101   | -         |
| Carrying value of 29% interest disposed                                | (270,870) |           |
| (Loss)/profit for the year from discontinued operations                | (45,721)  | 532,246   |
| Attributable as follows:   |           |           |
| Equity shareholders – discontinued operations                          | (45,721)  | 529,396   |
| Non-controlling interests – discontinued operations                    | -         | 2,850     |
| (Loss)/profit for the year from discontinued operations                | (45,721)  | 532,246   |

4 **Net acquisition, disposal and restructuring-related costs** In accordance with IAS 1, the Group Consolidated Income Statement is presented by function of expense.

Management has also identified certain acquisition, disposal and restructuring-related costs within each functional area that do not relate to the underlying business of the Group. Due to the relative size and nature of these items, they have been presented as separate components of operating profit below, in order to enable comparability of the Group's underlying results and performance from period to period, and have been excluded from the calculation of underlying net profit in note 5.

|   |             | Net<br>acquisition,<br>disposal,<br>restructuring-<br>related costs | Intangible<br>amortisation |             |             | Net<br>acquisition,<br>disposal,<br>restructuring-<br>related costs | Intangible | Financial<br>Business<br>Review |
|---|-------------|---|----------------------------|-------------|-------------|---|------------|---------------------------------|
| in EUR `000   | 2016        | 2016  | 2016                       | 2016        | 2015        | 2015  | 2015       | 2015                            |
| Revenue   | 3,878,871   | -   | -                          | 3,878,871   | 3,820,231   | -   | -          | 3,820,231                       |
| Cost of sales   | (2,654,228) | 32,484  | -                          | (2,621,744) | (2,709,763) | 129,974   | -          | (2,579,789)                     |
| Distribution expenses   | (414,410)   | 3,983   | -                          | (410,427)   | (407,658)   | 7,706   | -          | (399,952)                       |
| Gross profit  | 810,233     | 36,467  | -                          | 846,700     | 702,810     | 137,680   | -          | 840,490                         |
| Selling expenses  | (188,656)   | 5,040   | _                          | (183,616)   | (167,646)   | 5,545   | _          | (162,101)                       |
| Administration expenses   | (410,065)   | 55,607  | 176,241                    | (178,217)   | (469,171)   | 136,725   | 168,022    | (164,424)                       |
| Operating profit of continuing operations   | 211,512     | 97,114  | 176,241                    | 484,867     | 65,993      | 279,950   | 168,022    | 513,965                         |
| Joint ventures  | 11,716      | 804   | 3,162                      | 15,682      | (1,520)     |   | 310        | (1,210)                         |
| Profit of continuing operations before<br>financing income, financing costs and<br>income tax expense | 223,228     | 97,918  | 179,403                    | 500,549     | 64,473      | 279,950   | 168,332    | 512,755                         |

|  |       |          |           |          |          |           |         | Tota<br>Contin |           |
|--|-------|----------|-----------|----------|----------|-----------|---------|----------------|-----------|
|  |       | Euro     | pe        | North Am | ierica   | Rest of W | orld    | Operat         | ions      |
| in EUR `000  | Notes | 2016     | 2015      | 2016     | 2015     | 2016      | 2015    | 2016           | 2015      |
| Net gain/(loss) on disposal  |       |          |           |          |          |           |         |                |           |
| of businesses  | 4.1   | (4,987)  | (45,685)  | 5,980    | -        | -         | -       | 993            | (45,685)  |
| Asset write-downs  | 4.2   | (5,040)  | (72,395)  | (9,747)  | (68,544) | -         | (5,350) | (14,787)       | (146,289) |
| Total net gain/(loss) on disposal of<br>businesses and asset write-downs |       | (10,027) | (118,080) | (3,767)  | (68,544) | -         | (5,350) | (13,794)       | (191,974) |
|  |       |          |           |          |          |           |         |                |           |
| Acquisition-related costs  |       | (2,330)  | (9,467)   | -        | (515)    | -         | -       | (2,330)        | (9,982)   |
| Severance and other staff-related costs                                  |       | (48,314) | (28,367)  | (15,614) | (18,916) | (1,519)   | (1,359) | (65,447)       | (48,642)  |
| Contractual obligations  |       | (1,402)  | (586)     | (5,305)  | (1,285)  | (31)      | (216)   | (6,738)        | (2,087)   |
| Advisory and other costs   |       | (5,069)  | (13,862)  | (3,538)  | (10,670) | (198)     | (2,733) | (8,805)        | (27,265)  |
| Total acquisition and restructuring-<br>related costs                    | 4.3   | (57,115) | (52,282)  | (24,457) | (31,386) | (1,748)   | (4,308) | (83,320)       | (87,976)  |
|  |       |          |           |          |          |           |         |                |           |
| Total acquisition, disposal and<br>restructuring-related costs           |       | (67,142) | (170,362) | (28,224) | (99,930) | (1,748)   | (9,658) | (97,114)       | (279,950) |

As these non-cash gains and losses are added back to net assets and the cash costs are deducted from EBITA when calculating ROIC for management compensation purposes, these items had no impact on management compensation during the year ended 31 July 2016.

### 4.1 Net gain/(loss) on disposal of businesses

During the year, the Group disposed of two businesses, which historically generated approximately  $\leq 100,000,000$  in total annual revenues. As the  $\leq 42,060,000$  proceeds received, net of associated transaction costs, exceeded the  $\leq 41,067,000$  carrying value of the net assets disposed (including  $\leq 20,573,000$  of goodwill), a net gain on disposal of  $\leq 993,000$  has been reflected in the financial statements during the year ended 31 July 2016.

During January 2015, the Group agreed to exchange certain assets, which historically generated approximately €100,000,000 in annual revenues, for a 50% interest in Signature Flatbreads. As the €53,106,000 total fair value of the Group's 50% interest and the Vendor Loan Note receivable from the joint venture, were less than the €66,659,000 carrying value of the net assets exchanged and related costs incurred, the transaction resulted in a loss on disposal in the amount of €13,789,000, including foreign exchange losses of €236,000.

During April 2015, the Group agreed to sell its 100% interest in Carroll Cuisine, which historically generated approximately  $\notin$ 45,000,000 in annual revenues, for cash consideration of  $\notin$ 37,276,000. As the proceeds received exceeded the  $\notin$ 12,970,000 carrying value of the net assets disposed and associated costs incurred, the transaction resulted in a gain on disposal of  $\notin$ 24,306,000.

As a result of the two disposals above, the Group also wrote-off a proportionate amount of goodwill within the UK and Ireland Cash Generating Unit in the amount of  $\in$ 56,202,000. The total of the above transactions and the associated write-down of Goodwill resulted in a net loss on disposal of businesses within continuing operations of  $\in$ 45,685,000 during the year ended 31 July 2015.

### 4.2 Asset write-downs

The Group incurred €14,787,000 (2015: €146,289,000) of asset write-downs during the year, primarily related to the write-down of various distribution, manufacturing, and administration assets within the ARYZTA Europe and ARYZTA North America segments. These asset write-downs arise following the closure of and/or reduction in activities in these locations. The reductions are the direct result of the Group's recent integration and rationalisation programme investments, which have replaced obsolete assets, optimised the distribution network and streamlined administrative functions.

### 4.3 Acquisition and restructuring-related costs

During the year ended 2016, the Group completed its joint venture investment in Picard (note 6), as well as a bolt-on acquisition in Ireland (note 7).

During the year ended 2016 and 2015, progress continued on integrating recent acquisitions and aligning the operational processes of those businesses to the Group's existing network. As a result of these investments, the Group has recognised costs, including, providing for amounts as required by IAS 37, 'Provisions, Contingent Liabilities and Contingent Assets', in the Group Consolidated Income Statement as follows:

#### Acquisition-related costs

During the year ended 31 July 2016, the Group incurred acquisition-related costs such as share purchase tax, due diligence and other professional services fees totalling  $\notin$ 2,330,000 (2015:  $\notin$ 9,982,000). These costs primarily related to activities associated with the Group's acquisition of La Rousse Foods, a supplier of fresh, frozen and ambient goods to various restaurants, hotels and caterers in Ireland. It also includes the finalisation of the Group's joint venture interest investment in Picard.

The costs incurred during the year ended 31 July 2015 primarily related to activities associated with the Group's various acquisitions, as well as the Group's investments in the Picard and Signature joint ventures.

#### Severance and other staff-related costs

The Group incurred and provided for €65,447,000 (2015: €48,642,000) in severance and other staff-related costs during the year. These related primarily to costs associated with employees whose service was discontinued following certain rationalisation decisions across the various business locations of the Group, primarily in Europe.

#### **Contractual obligations**

The operational decisions made as a result of the Group's integration and rationalisation projects triggered early termination penalties and resulted in certain long-term operational contracts becoming onerous. The Group incurred total costs of €6,738,000 (2015: €2,087,000) during the year to either exit or provide for such onerous contractual obligations.

### Advisory costs and other costs

During the year ended 31 July 2016, the Group incurred €8,805,000 (2015: €27,265,000) in advisory and other costs related directly to the rationalisation of certain bakery assets, integration of the supply chain and distribution functions of recently acquired businesses into the Group's network, and costs associated with centralisation of certain functions.

### 5 Earnings per share

|  | 2016  | 2015                                     |
|--|---|--|
| Basic earnings per share   | in EUR '000   | in EUR '000                              |
| Profit/(loss) attributable to equity shareholders – continuing operations  | 112,729   | (4,636)                                  |
| (Loss)/profit attributable to equity shareholders – discontinued operations  | (45,721)  | 529,396                                  |
| Profit attributable to equity shareholders – total   | 67,008  | 524,760                                  |
|  |   |  |
| Profit/(loss) attributable to equity shareholders – continuing operations  | 112,729   | (4,636)                                  |
| Perpetual callable subordinated instrument accrued dividend  | (31,882)  | (30,673)                                 |
| Profit/(loss) used to determine basic EPS – continuing operations  | 80,847  | (35,309)                                 |
| (Loss)/profit used to determine basic EPS – discontinued operations  | (45,721)  | 529,396                                  |
| Profit used to determine basic EPS – total   | 35,126  | 494,087                                  |
|  |   |  |
| Weighted average number of ordinary shares   | '000  | '000                                     |
| Ordinary shares outstanding at 1 August <sup>1</sup>   | 88,759  | 88,175                                   |
| Effect of exercise of equity instruments during the year   | -   | 481                                      |
| Weighted average number of ordinary shares used to determine basic   |   |  |
| earnings per share   | 88,759  | 88,656                                   |
|  |   |  |
| Basic earnings/(loss) per share from continuing operations   |   | (39.8) cent                              |
| Basic (loss)/earnings per share from discontinued operations   | (51.5) cent   |  |
| Basic earnings per share   | 39.6 cent   | 557.3 cent                               |
|  |   |  |
|  | 0010  | 0015                                     |
| Diluted consistent and have  | 2016  | 2015                                     |
| Diluted earnings per share   | in EUR '000   | in EUR '000                              |
| Profit/(loss) used to determine diluted EPS – continuing operations  | 80,847  | (35,309)                                 |
| (Less) / and its determine the is EDC discontinued an anti-  | (45 301)  | 500 200                                  |
| (Loss)/profit used to determine basic EPS – discontinued operations  | (45,721)  | 529,396                                  |
| Effect on non-controlling interests share of reported profits, due to<br>dilutive impact of Origin management equity entitlements  | _   | (27)                                     |
|  |   |  |
| (Loss)/profit used to determine diluted EPS – discontinued operations  | (45.721)  |  |
| (Loss)/profit used to determine diluted EPS – discontinued operations<br>Profit used to determine diluted EPS – total  | (45,721) 35.126   | 529,369                                  |
| (Loss)/profit used to determine diluted EPS – discontinued operations<br>Profit used to determine diluted EPS – total  | (45,721)<br>35,126  |  |
| Profit used to determine diluted EPS – total   |   | 529,369<br>494,060                       |
| Profit used to determine diluted EPS – total Weighted average number of ordinary shares (diluted)  | 35,126  | 529,369                                  |
| Profit used to determine diluted EPS – total   | 35,126  | 529,369<br>494,060                       |
| Profit used to determine diluted EPS – total Weighted average number of ordinary shares (diluted) Weighted average number of ordinary shares used to determine basic   | <b>35,126</b><br>'000   | 529,369<br>494,060<br>'000               |
| Profit used to determine diluted EPS – total<br>Weighted average number of ordinary shares (diluted)<br>Weighted average number of ordinary shares used to determine basic earnings per share  | 35,126<br>'000<br>88,759<br>170                                       | 529,369<br>494,060<br>'000               |
| Profit used to determine diluted EPS – total<br>Weighted average number of ordinary shares (diluted)<br>Weighted average number of ordinary shares used to determine basic<br>earnings per share<br>Effect of equity-based incentives with a dilutive impact <sup>2</sup>  | 35,126<br>'000<br>88,759  | 529,369<br>494,060<br>'000               |
| Profit used to determine diluted EPS – total         Weighted average number of ordinary shares (diluted)         Weighted average number of ordinary shares used to determine basic earnings per share         Effect of equity-based incentives with a dilutive impact <sup>2</sup> Weighted average number of ordinary shares used to determine diluted earnings per share  | 35,126<br>,000<br>88,759<br>170<br>88,929                             | 529,369<br>494,060<br>'000<br>88,656<br> |
| Profit used to determine diluted EPS – total         Weighted average number of ordinary shares (diluted)         Weighted average number of ordinary shares used to determine basic earnings per share         Effect of equity-based incentives with a dilutive impact <sup>2</sup> Weighted average number of ordinary shares used to determine diluted earnings per share         Diluted earnings/(loss) per share from continuing operations | 35,126<br>,000<br>88,759<br>170<br>88,929<br>90.9 cent                | 529,369<br>494,060<br>                   |
| Profit used to determine diluted EPS – total         Weighted average number of ordinary shares (diluted)         Weighted average number of ordinary shares used to determine basic earnings per share         Effect of equity-based incentives with a dilutive impact <sup>2</sup> Weighted average number of ordinary shares used to determine diluted earnings per share  | 35,126<br>'000<br>88,759<br>170<br>88,929<br>90.9 cent<br>(51.4) cent | 529,369<br>494,060<br>                   |

1 Issued share capital excludes treasury shares.

2 In accordance with IAS 33, potential ordinary shares are treated as dilutive only when their conversion would decrease profit per share or increase loss per share from continuing operations. As the impact related to the conversion of equity-based incentives would decrease the loss per share for the year ended 31 July 2015, no dilutive effect was given to outstanding equity based incentives during that period.

In addition to the basic and diluted earnings per share measures required by IAS 33, 'Earnings Per Share', as calculated above, the Group also presents an underlying fully diluted earnings per share measure, in accordance with IAS 33 paragraph 73. This additional measure enables comparability of the Group's underlying results from period to period, without the impact of transactions that do not relate to the underlying business. It is also the Group's policy to declare dividends based on underlying fully diluted earnings per share, as this provides a more consistent basis for returning dividends to shareholders.

As shown below, for purposes of calculating this measure, the Group adjusts reported net profit by the following items and their related tax impacts:

- includes the perpetual callable subordinated instrument accrued dividend as a finance cost, as already included in the calculation of basic and diluted EPS;
- excludes intangible amortisation, except ERP intangible amortisation;
- excludes net acquisition, disposal and restructuring-related costs and fair value adjustments; and
- adjusts for the impact of dilutive instruments on non-controlling interests share of adjusted profits.

2015

2016

|  | 2016        | 2015        |
|--|-------------|-------------|
| Underlying fully diluted earnings per share  | in EUR '000 | in EUR '000 |
| Profit/(loss) used to determine basic EPS – continuing operations  | 80,847      | (35,309)    |
| Amortisation of non-ERP intangible assets (note 2)   | 176,241     | 168,022     |
| Tax on amortisation of non-ERP intangible assets   | (36,715)    | (35,104)    |
| Share of joint venture intangible amortisation and restructuring-related costs, net of tax (note 6)      | 3,966       | 310         |
| Net acquisition, disposal and restructuring-related costs (note 4)                                       | 97,114      | 279,950     |
| Tax on net acquisition, disposal and restructuring-related costs   | (9,911)     | (47,881)    |
| Underlying net profit – continuing operations  | 311,542     | 329,988     |
| (Loss) / profit used to determine basic EPS – discontinued operations                                    | (45,721)    | 529,396     |
| Underlying contribution as associate – discontinuing operations  | (48)        | 17,296      |
| Amortisation, non-recurring and other – discontinued operations  | -           | 6,343       |
| Loss / (gain) on disposal of discontinued operations   | 45,769      | (551,759)   |
| Fair value adjustment - discontinuing operations   | -           | 28,459      |
| Underlying net profit – discontinued operations  | -           | 29,735      |
| Underlying net profit – total  | 311,542     | 359,723     |
| Weighted average number of ordinary shares used to determine basic earnings per share                    | 88,759      | 88,656      |
| Underlying basic earnings per share – continuing operations  | 351.0 cent  | 372.2 cent  |
| Underlying basic earnings per share – discontinued operations  | -           | 33.6 cent   |
| Underlying basic earnings per share – total  | 351.0 cent  | 405.8 cent  |
| Weighted average number of ordinary shares used to determine basic earnings per share                    | 88,759      | 88,656      |
| Effect of equity-based incentives with a dilutive impact   | 170         | 785         |
| Weighted average number of ordinary shares used to determine underlying fully diluted earnings per share | 88,929      | 89,441      |
| Underlying fully diluted earnings per share – continuing operations                                      | 350.3 cent  | 368.9 cent  |
| Underlying fully diluted earnings per share – discontinued operations                                    | -           | 33.3 cent   |
| Underlying fully diluted earnings per share – total  | 350.3 cent  | 402.2 cent  |
|  |             |             |

### 6 Investments in associates and joint ventures

| 21 1.1. 2010   | Share of<br>associates | Share of<br>joint ventures |          |
|--|------------------------|----------------------------|----------|
| <b>31 July 2016</b><br>in EUR '000   | net assets             | net assets                 | Total    |
| At 1 August 2015   | _                      | 32,067                     | 32,067   |
| Investment in joint venture  | _                      | 450,732                    | 450,732  |
| Share of profit after tax and before intangible amortisation               | _                      | 15,682                     | 15,682   |
| Group share of intangible amortisation                                     | _                      | (3,162)                    | (3,162)  |
| Group share of restructuring-related<br>costs                              | -                      | (804)                      | (804)    |
| Gains through other comprehensive<br>income                                | _                      | 304                        | 304      |
| Translation adjustments  | -                      | (3,373)                    | (3,373)  |
| At 31 July 2016  | -                      | 491,446                    | 491,446  |
| <b>31 July 2015</b><br>in EUR '000   |                        |                            |          |
| At 1 August 2014   | 41,323                 | 13,588                     | 54,911   |
| Investment in joint ventures   | _                      | 30,577                     | 30,577   |
| Share of losses, after tax and before intangible amortisation              | _                      | (1,210)                    | (1,210)  |
| Group share of intangible amortisation                                     | -                      | (310)                      | (310)    |
| Movements in investment in associates<br>and JV in discontinued operations | 4,326                  | 3,133                      | 7,459    |
| Disposals as part of discontinued operations (note 3)                      | (45,649)               | (16,721)                   | (62,370) |
| Translation adjustments  | -                      | 3,010                      | 3,010    |
| At 31 July 2015  | -                      | 32,067                     | 32,067   |

During August 2015, the Group acquired a 49% interest in Picard, which operates an asset light business-to-consumer platform focused on premium speciality food. Picard is located primarily in France, but also has some international franchises outside of France.

While ARYZTA holds only a minority shareholding and voting rights in Picard, the Group is entitled to jointly approve key business decisions, including approval of proposed members of Picard management and the annual operating budget which are considered relevant activities. Therefore, the Group's interest in Picard has been presented as a joint venture.

The Group also retains the right to exercise a call option to acquire the remaining outstanding interest in Picard between FY2019 and FY2021, Picard remains separately managed and has separately funded debt structures, which are non-recourse to ARYZTA.

During January 2015, the Group exchanged assets with a fair value of GBP 24,000,000 (€30,577,000) for a 50% interest in Signature Flatbreads, a pioneering flatbread producer in the UK and India, producing an innovative range of authentic Indian breads, as well as high quality international flatbreads, tortillas, pizza bases and pitas. As ARYZTA is entitled to jointly approve key business decisions, the Group's interest in Signature Flatbreads has been presented as a joint venture.

The Group also received a vendor loan note receivable from Signature Flatbreads, with an initial balance of GBP 17,683,000 (€22,529,000), of which GBP 17,700,000 (€21,509,000) was repaid during the year ended 31 July 2016.

The amounts included in these Group consolidated financial statements in respect of the current year post-acquisition profits or losses of joint ventures are taken from their latest financial statements, prepared up to their respective year-ends, together with management accounts for the intervening periods to the Group's year-end. Both Picard and Signature International Foods India Private Ltd have a year-end of 31 March, while Signature Flatbreads (UK) Ltd has a year-end of 31 May.

The investment in joint ventures is analysed as follows:

| 31 July 2016                  |             |           |             | ARYZTA    |
|-------------------------------|-------------|-----------|-------------|-----------|
| in EUR '000                   | Picard      | Signature | Total       | portion   |
| Cash and cash equivalents     | 122,594     | 3,769     | 126,363     | 61,551    |
| Other current assets          | 122,413     | 22,859    | 145,272     | 71,008    |
| Total current assets          | 245,007     | 26,628    | 271,635     | 132,559   |
| Total non-current assets      | 1,901,773   | 61,663    | 1,963,436   | 956,424   |
| Trade and other payables      | (230,334)   | (19,954)  | (250,288)   | (122,081) |
| Other current liabilities     | (62,241)    | (461)     | (62,702)    | (30,523)  |
| Total current liabilities     | (292,575)   | (20,415)  | (312,990)   | (152,604) |
| Total non-current liabilities | (1,690,737) | (23,968)  | (1,714,705) | (834,866) |
| Balance at 31 July 2016       | 163,468     | 43,908    | 207,376     | 101,513   |
| Goodwill                      |             |           |             | 389,933   |
| Investment in joint ventures  |             |           |             | 491,446   |

The share of revenues and results of joint ventures is as follows:

| 31 July 2016                                   |           |           |           | ARYZTA's      |
|--|-----------|-----------|-----------|---------------|
| in EUR '000                                    | Picard    | Signature | Total     | share thereof |
| Revenue  | 1,287,900 | 115,087   | 1,402,987 |               |
| EBITDA   | 186,743   | 11,108    | 197,851   |               |
| Depreciation                                   | (27,405)  | (4,805)   | (32,210)  |               |
| EBITA  | 159,338   | 6,303     | 165,641   |               |
| Finance costs, net                             | (88,746)  | (1,169)   | (89,915)  |               |
| Pre-tax profit                                 | 70,592    | 5,134     | 75,726    |               |
| Income tax                                     | (42,592)  | (1,024)   | (43,616)  |               |
| Joint venture underlying net profit            | 28,000    | 4,110     | 32,110    | 15,682        |
| Intangible amortisation, net of deferred taxes | (4,326)   | (2,113)   | (6,439)   | (3,162)       |
| Restructuring-related costs                    | (1,652)   | -         | (1,652)   | (804)         |
| Profit after tax                               | 22,022    | 1,997     | 24,019    | 11,716        |
| Gains through other comprehensive income       | 626       | _         | 626       | 304           |
| Total other comprehensive income               | 22,648    | 1,997     | 24,645    | 12,020        |

### 7 Business combinations

### 7.1 Acquisitions in financial year 2016

During the year ended 31 July 2016, the Group completed the acquisition of La Rousse Foods, a supplier of fresh, frozen and ambient goods to various restaurants, hotels and caterers across Ireland.

The details of the net assets acquired and goodwill arising from this business combination are set out below. The goodwill arising on this business combination is attributable to the skills and talent of the in-place work-force and the synergies expected to be achieved from integrating the acquired operations into the Group's existing businesses.

| in EUR `000                                    | Provisional fair values |
|--|-------------------------|
| Provisional fair value of net assets acquired: |                         |
| Property, plant and equipment                  | 4,451                   |
| Intangible assets                              | 19,300                  |
| Inventory                                      | 2,068                   |
| Trade and other receivables                    | 5,641                   |
| Trade and other payables                       | (7,884)                 |
| Finance leases                                 | (470)                   |
| Deferred tax                                   | (2,413)                 |
| Income tax payable                             | (592)                   |
| Net assets acquired                            | 20,101                  |
| Goodwill arising on acquisitions               | 6,918                   |
| Consideration                                  | 27,019                  |
|  |                         |
| Satisfied by:                                  |                         |

| 26,772 |
|--------|
| (325)  |
| 26,447 |
| 572    |
| 27,019 |
|        |

The net cash outflow on these acquisitions during the year is disclosed in the Group Consolidated Cash Flow Statement as follows:

| in EUR `000   | Total  |
|---|--------|
| Cash flows from investing activities                |        |
| Cash consideration                                  | 26,772 |
| Cash acquired                                       | (325)  |
| Net cash consideration within investment activities | 26,447 |
| Finance leases acquired within net debt             | 470    |
| Net debt consideration                              | 26,917 |

Acquisition-related costs of €2,330,000 related to the Group's acquisition and joint venture investment related activities were charged to the Group Consolidated Income Statement during the year ended 31 July 2016, as included in note 4, net acquisition disposal and restructuring-related costs.

The impact of this business combination during the year on the Group Consolidated Income Statement is set out in the following table:

| in EUR '000         | Total  |
|---------------------|--------|
| Revenue             | 35,720 |
| Profit for the year | 1,769  |

No material difference exists between the consolidated revenue and profit reported and the consolidated revenue and profit that would have been reported if this acquisition had occurred on 1 August 2015. In making this determination, management has assumed that the fair value adjustments that arose on the date of the acquisition would have been the same if the acquisition had occurred on 1 August 2015.

The identified intangibles associated with this acquisition primarily includes the fair value of customer relationships. The income approach method was the basis for the fair value of these intangibles.

The fair values presented in this note are based on provisional valuations due to the complexity of the transaction.

### 7.2 Acquisitions in financial year 2015

During the year ended 31 July 2015, the Group completed the 100% acquisitions of two businesses in the ARYZTA Europe segment.

The details of the net assets acquired and goodwill arising from these business combinations are set out below. The goodwill arising on these business combinations is attributable to the skills and talent of the in-place work-force and the synergies expected to be achieved from integrating the acquired operations into the Group's existing businesses.

\_. . . .

190,896

| in EUR `000                              | Final fair values |  |  |
|--|-------------------|--|--|
| Final fair value of net assets acquired: |                   |  |  |
| Property, plant and equipment            | 77,474            |  |  |
| Intangible assets                        | 55,671            |  |  |
| Inventory                                | 7,703             |  |  |
| Trade and other receivables              | 15,926            |  |  |
| Trade and other payables                 | (31,515)          |  |  |
| Finance leases                           | (1,292)           |  |  |
| Deferred tax                             | (17,511)          |  |  |
| Income tax payable                       | (2,672)           |  |  |
| Net assets acquired                      | 103,784           |  |  |
| Goodwill arising on acquisitions         | 87,112            |  |  |
| Consideration                            | 190,896           |  |  |
| Satisfied by:                            |                   |  |  |
| Cash consideration                       | 155,713           |  |  |
| Cash acquired                            | (7,183)           |  |  |
| Net cash consideration                   | 148,530           |  |  |
| Contingent consideration                 | 42,366            |  |  |
|  |                   |  |  |

The net cash outflow on acquisitions during the prior year was disclosed in the Group Consolidated Cash Flow Statement as follows:

**Total consideration** 

| in EUR '000   | Total   |
|---|---------|
| Cash flows from investing activities                |         |
| Cash consideration                                  | 155,713 |
| Cash acquired                                       | (7,183) |
| Net cash consideration within investment activities | 148,530 |
| Finance leases acquired within net debt             | 1,292   |
| Net debt consideration                              | 149,822 |

Costs of €9,982,000 related to the Group's acquisition and joint venture investment related activities were charged to the Group Consolidated Income Statement during the year ended 31 July 2015, as included in note 4.

For the identification and estimation of the fair value of the intangibles acquired as part of these acquisitions, ARYZTA was assisted by an independent non-audit appraisal firm. The identified intangibles acquired primarily related to customer relationships, which were valued using the income approach method.

### 8 Analysis of net debt

Details of the Group's interest bearing loans and borrowings are outlined below.

| Analysis of net debt<br>in EUR `000 | 1 August<br>2015 | Cash flows | Arising on<br>business<br>combination<br>/ disposal | Non-cash<br>movements | Translation<br>adjustment | 31 July<br>2016 |
|-------------------------------------|------------------|------------|---|-----------------------|---------------------------|-----------------|
| Cash                                | 316,867          | 319,991    | 15,613  | _                     | (4,747)                   | 647,724         |
| Overdrafts                          | (68,834)         | (114,652)  | _   | _                     | 4,735                     | (178,751)       |
| Cash and cash equivalents           | 248,033          | 205,339    | 15,613  | -                     | (12)                      | 468,973         |
| Loans                               | (1,971,711)      | (246,984)  | _   | (3,645)               | 36,027                    | (2,186,313)     |
| Finance leases                      | (1,425)          | 26         | (470)   | (431)                 | 23                        | (2,277)         |
| Net debt                            | (1,725,103)      | (41,619)   | 15,143  | (4,076)               | 36,038                    | (1,719,617)     |

### 9 Proposed dividend

At the Annual General Meeting on 13 December 2016, shareholders will be invited to approve a proposed dividend of CHF 0.5731 (€0.5255) per share. If approved, the dividend will be paid to shareholders on 1 February 2017. A dividend of CHF 0.6555 per share was paid during the year, as approved by shareholders at the Annual General Meeting on 8 December 2015.

### 10 Post balance sheet events – after 31 July 2016

During August 2016, the Group exercised its option to increase its Revolving Credit Facility ('RCF') by CHF 150m, to a total available capacity of CHF 1,550m (€1,428m). As of 31 July 2016 the balance outstanding on this facility was €991.7m.

During August 2016, the Group signed a new  $\in$ 1,000m Term Loan Facility, which matures in February 2018, with similar financial terms as the RCF.

During September 2016, the Group utilised the available capacity of the RCF, Term Loan Facility and existing cash resources to redeem all of its outstanding Private Placements, which totalled  $\in$ 1,215m as of 31 July 2016, for a total redemption cost of  $\in$ 1,410m, including the principal balance, early redemption costs of  $\in$ 169m, accrued interest, associated unamortised borrowing costs and other related fees.

These transactions are expected to result in a significant reduction in the Group's weighted average interest cost.