

# Analysts Briefing 2<sup>nd</sup> Quarter 2012

July 18, 2012



# Analysts Briefing – Business Update



## KEY HIGHLIGHTS OF 2Q2012

### DAIRY:

- Launch of Omung Lassi in two flavors – Sweet and Salty



### ICECREAM:

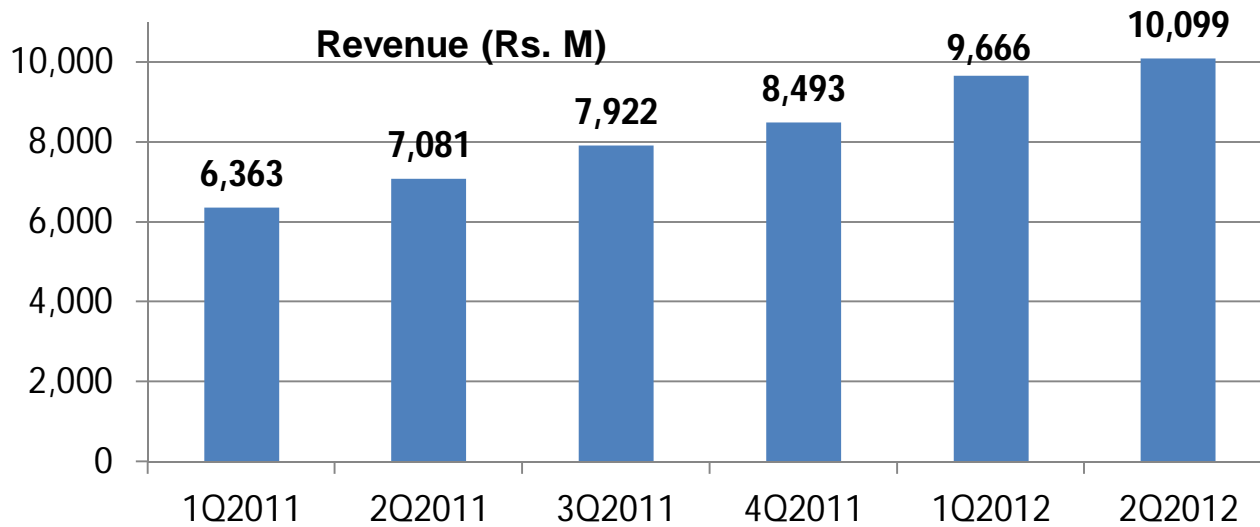
- Introduction of “Buzz” in teen segment with two new SKU’s – Tiramisu Cone and Strawberry Bliss
- Launch of Magic Hat in the kids segment
- Consumer promotion with Ice Age 4 on three SKU’s – Das Jigsaw and Lick-A-Flavor



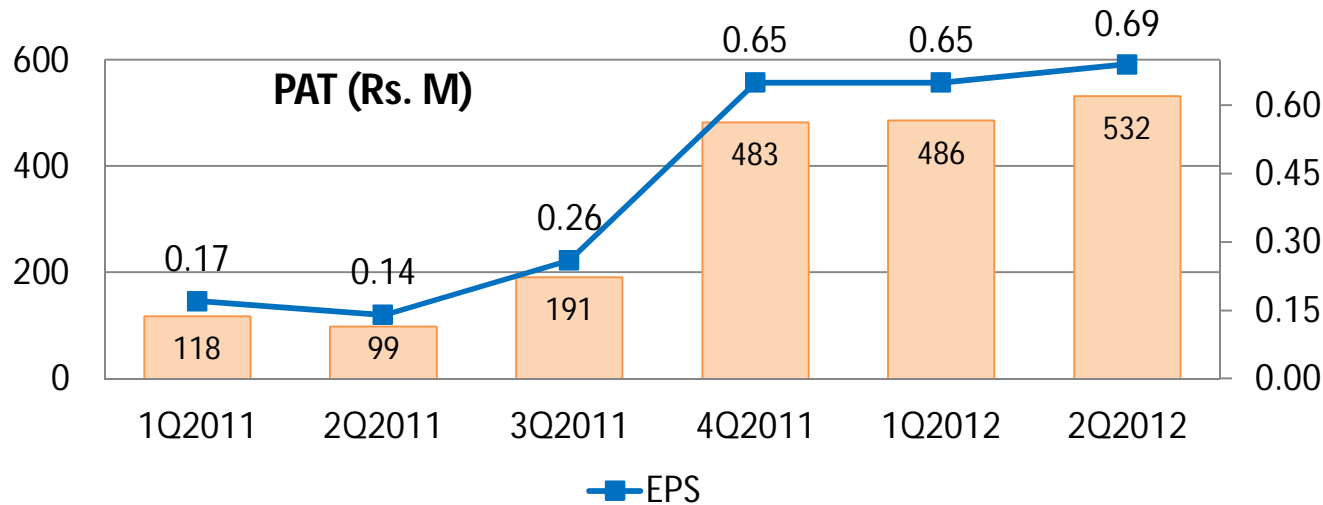
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## OVERALL BUSINESS



47% growth from 1H2011



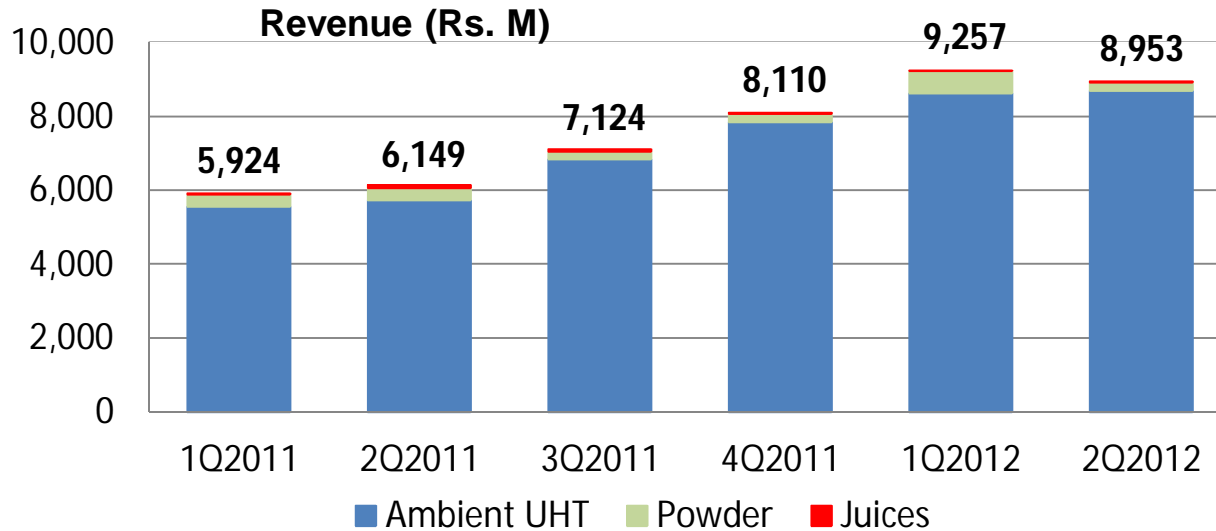
In 4Q2011, PAT included gain on sale of EFSL



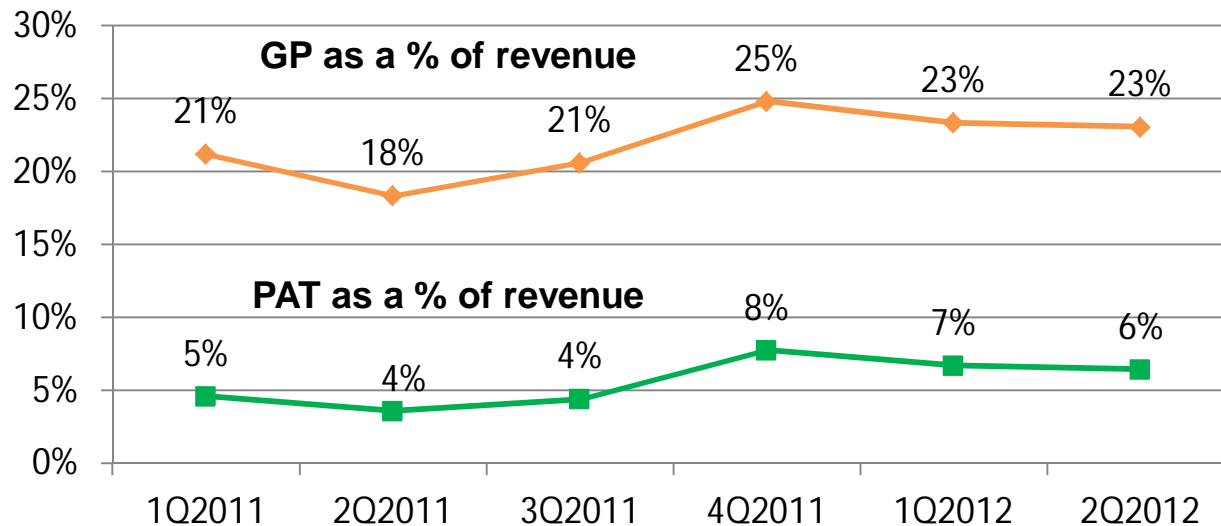
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## DAIRY & JUICES



1H2011 vs. 1H2012	
Ambient UHT Volume Growth	39%
Ambient UHT Value Growth	53%
Ambient UHT Mkt share Q2 - 2012	50%
Powder Value Growth	13%
Juices Value Growth	(59%)



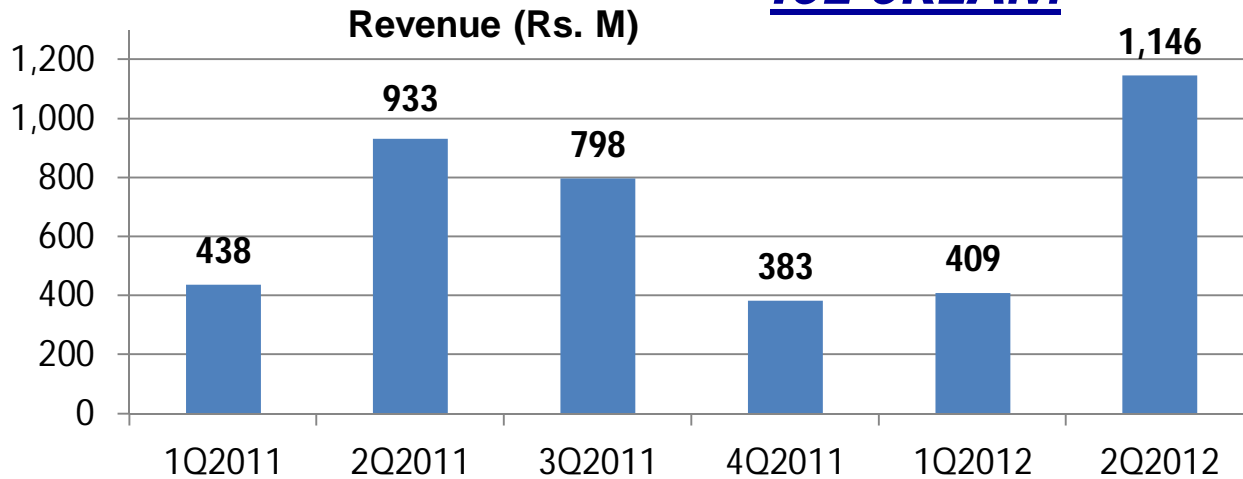
Distribution and marketing expenses were 14% of sales in 2Q2012 vs. 11% in 1Q2012



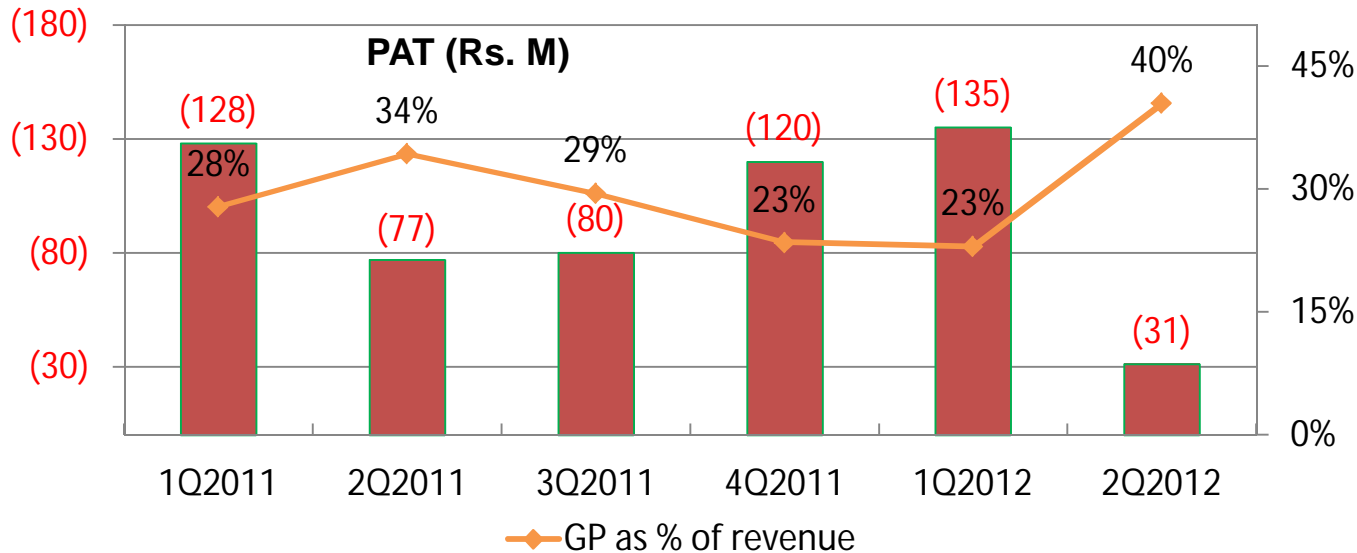
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## ICE CREAM



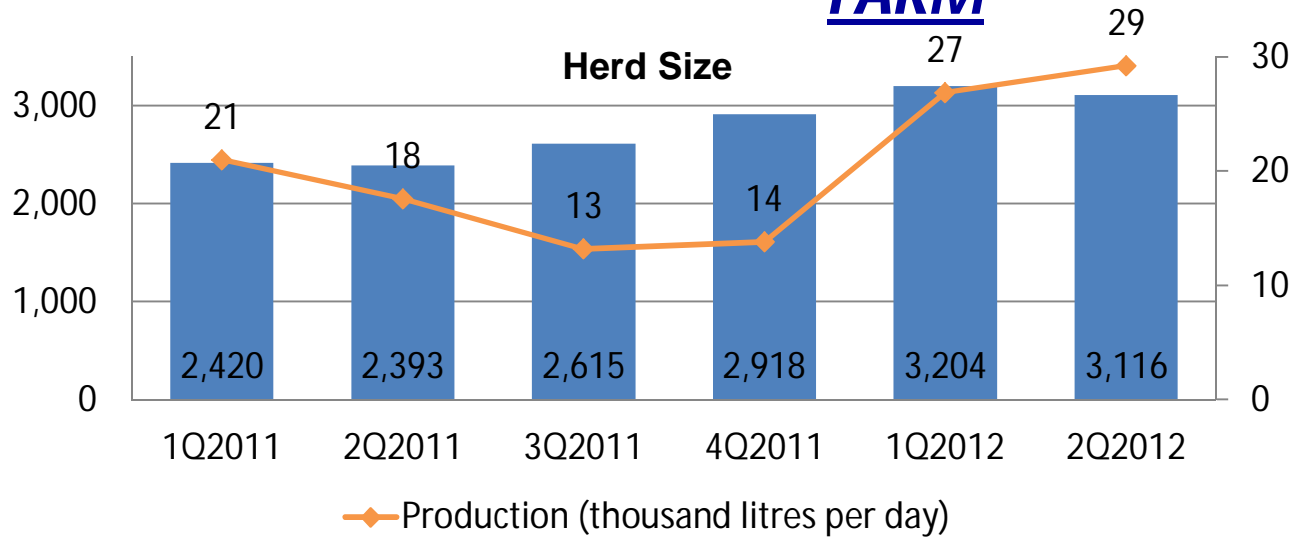
IH2011 vs. 1H2012	
Volume Growth	(1%)
Value Growth	13%



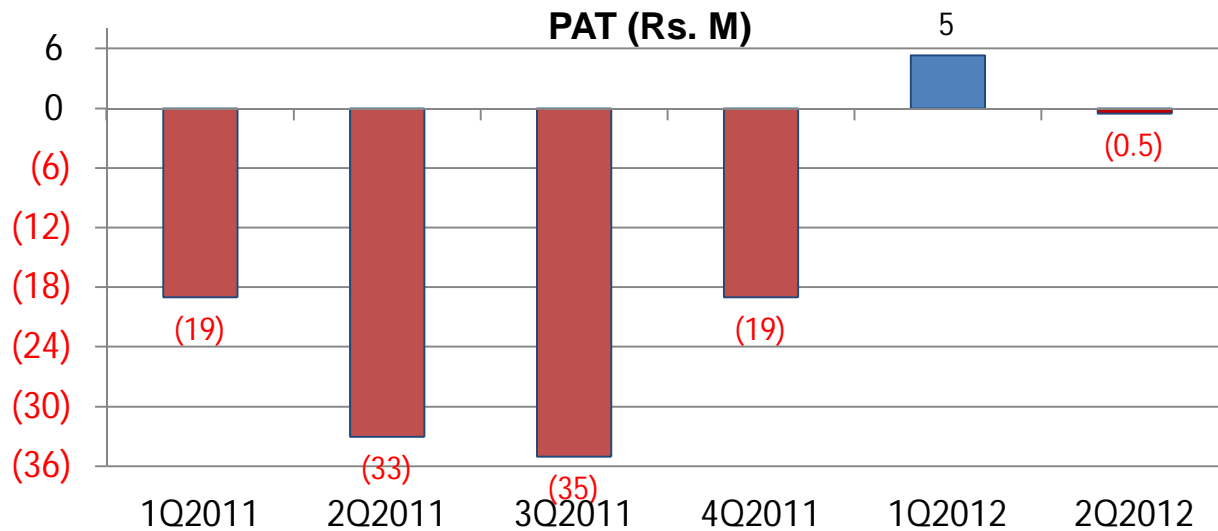
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## FARM



Production increased despite decrease in herd size, due to improved yields



# *THANK YOU*

