TATE 🔀 LYLE



Results for year ended 31 March 2014

London, 29 May 2014

Agenda

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

Continuing operations¹

	2014 (£1=US\$1.59)	2013 ⁵ (£1=US\$1.57)	Change	Change at constant currency
Adjusted operating profit ² - SFI up 1% in constant currency - BI down 4% in constant currency	£349m	£356m	(2%)	(1%)
Adjusted profit before tax ³	£322m	£327m	(2%)	0%
Diluted EPS ³	55.7p	56.6p	(2%)	0%
Net debt ⁴	£353m	£479m		
Dividend	27.6р	26.2p	5.3%	

¹ Excluding the results of discontinued operations in both periods

² Excluding exceptional items and amortisation of acquired intangible assets

³ Excluding exceptional items, amortisation of acquired intangible assets and net retirement benefit interest and, for adjusted diluted earnings per share, the tax effect of these items

⁴ Net debt translated at closing exchange rates (2014: £1=\$1.67, 2013: £1=\$1.52)

⁵ Restated for the revision of IAS19



Key Performance Indicators

		Year ended	31 March	Change at	
	KPI	Measure	2014	2013 ⁶	constant currency
	Growth in Speciality Food Ingredients	Sales	£983m	£947m	4%
Financial	Profitability	Adjusted operating profit ³	£349m	£356m	(1%)
performance ¹	Return on assets	ROCE	19.2%	19.7%	(50) bps
	Working capital efficiency	Cash conversion cycle ⁴	39 days	42 days	Improved by 3 days
Financial	Deleres chest	Net debt / EBITDA ⁵	0.8x	1.0x	
strength	Balance sheet	Interest cover ⁵	11.6x	11.1x	
Corporate	Cofoty	Recordable incident rate	0.58	0.85	
responsibility ²	Safety	Lost-work case rate	0.13	0.26	

¹ Excluding the results of discontinued operations in both periods

² We report safety performance by calendar year

³ Excluding exceptional items and amortisation of acquired intangible assets

⁴ Calculated as the average cash conversion cycle at the end of each of the four quarter ends to show the underlying performance throughout the year

⁵ Calculated under banking covenant definitions

⁶ Restated for the revision of IAS19

Financial Review

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Tim Lodge, Chief Financial Officer



£m, unless stated	2014 (£1=US\$1.59)	2013 ⁴ (£1=US\$1.57)	Change at constant currency
Sales	3,147	3,256	(3%)
Adjusted operating profit ¹			
- SFI	213	213	1%
- BI	172	182	(4%)
- Central	(36)	(39)	8%
	349	356	(1%)
Net finance expense ³	(27)	(29)	6%
Adjusted profit before tax ²	322	327	0%
Effective tax rate	18.5%	18.0%	
Adjusted diluted earnings per share ²	55.7p	56.6p	0%

• Sensitivity to currency movements: applying a sterling-dollar rate of \$1.67 would have resulted in FY14 adjusted profit before tax being approximately £13 million lower

³ Excluding net retirement benefit interest

⁴ Restated for the revision of IAS19



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¹ Excluding exceptional items and amortisation of acquired intangible assets

² Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets and for adjusted diluted earnings per share, the tax effect of these items

Speciality Food Ingredients Year ended 31 March

£m, unless stated	2014	2013	Change at constant currency	Impact of
Sales	983	947	4%	exchange: Sales £2m lower;
Adjusted operating profit ¹	213	213	1%	Operating profit
Margin ¹	21.7%	22.5%	(70) bps	£2m lower

- Volumes and sales up 4%
- Operating profit 1% higher with lower margins due to reduction in selling prices for sucralose
- Starch-based speciality ingredients:
 - Sales² up 7% to £595 million and volumes up 5%
 - Operating profit was ahead of the prior year
- High-intensity sweeteners:
 - Sales² up 1% at £198 million
 - Volumes 5% higher but offset by lower selling prices for sucralose
 - Last year of payments from McNeil (£7 million in 2014)
- Food systems:
 - Sales² down 1% at £190 million and volumes down 6%
 - Higher operating profit driven by a focus on higher margin blends and management of costs

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£m, unless stated	2014	2013	Change at constant currency
Sales	2,164	2,309	(6%)
Adjusted operating profit ¹	172	182	(4%)
Margin ¹	7.9%	7.9%	10 bps

• Volumes 1% lower with sales² down 6% due to lower corn prices

- Operating profits 4% lower
- Sweeteners:
 - Americas: modest unit margin increases partly offset by 2% lower volumes due to soft beverage season; Almex profits lower
 - Europe: ahead of prior year due to benefit from high sugar prices in first half and lower corn prices in second half
- Industrial starches, acidulants and ethanol:
 - Industrial starches: volumes up 2%; firm pricing in US more than offset competitive European market
 - US ethanol: better performance as market conditions improved
 - Lower profits from acidulants

¹ Excluding exceptional items and amortisation of acquired intangible assets

² In constant currency

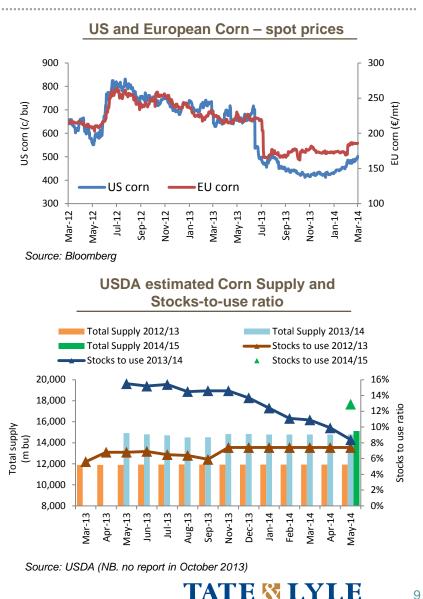


Impact of

exchange: Sales £11m lower; Operating profit £2m lower

Corn and co-products Co-product sales¹ down 11% to £492 million

- Significant reduction in US and European corn prices in the summer of 2013 as a result of a good corn harvest which eased tight supply
- Corn prices increased in our final quarter due to increased demand for ethanol and exports
- Co-product returns were lower than our expectations driven by corn oil and corn gluten feed



Interest and Tax – Continuing Operations¹ Year ended 31 March

Interest

£m, unless stated	2014	2013	Change at constant currency
Net finance expense ¹ Add back	(27)	(29)	6%
- Net hedge unwind	-	(1)	
Underlying net interest	(27)	(30)	

 Reduction in net interest expense driven by the repayment of our £100 million bond in June 2012 and lower interest rates on floating rate debt

Tax

£m, unless stated	2014	2013	Change at constant currency
Adjusted profit before tax ²	322	327	0%
Tax ²	(60)	(59)	(1%)
Effective tax rate ²	18.5%	18.0%	
Adjusted diluted earnings per share ²	55.7	56.6	0%

- Effective tax rate of 18.5% includes benefit of prior year adjustments in the US
- Geographic mix of profits will increase rate in FY2015

¹ Excluding net retirement benefit interest

² Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets and, for adjusted diluted earnings per share, the tax effect of these items

Business Transformation

£m	Year to 31 Mar 2014	Total cumulative costs to 31 Mar 2014
IS/IT & Global Shared Services	46	124
P&L exceptional	14	47
Capital	32	77
Total	46	124

- Successfully deployed upgraded IS/IT platform in Europe in May 2014
- On track for implementation in US and Singapore over the summer
- Expect total investment to be approximately £135 million
- Starting to derive benefits and still on track for 3 year cash payback post completion

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Adoption of IFRS11 – Joint Arrangements

Continuing operations		
£m, unless stated	Year ended/at 31	March 2014
Statutory View	As currently reported	As will be restated
Sales	3,147	2,754
Operating profit	325	251
Profit before tax	290	277
Profit after tax	245	245
EPS - diluted	52.1p	52.1p
Net debt	353	385

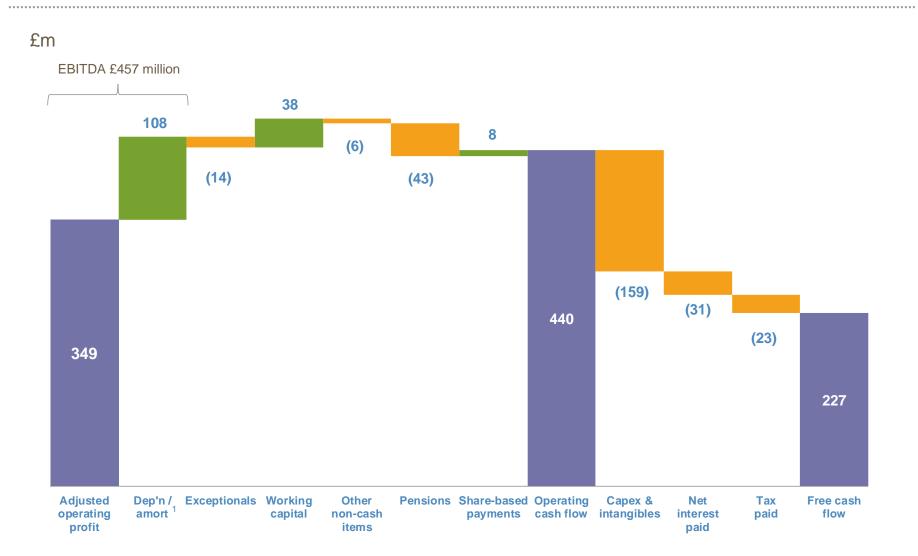
Continuing operations			
£m, unless stated	Year ended/at 31 March 2014		
Management (adjusted) View	As currently reported	As will be restated	
Adjusted sales	3,147	3,147	
Adjusted operating profit ¹	349	349	
Adjusted profit before tax ²	322	322	
EPS adjusted diluted ²	55.7p	55.7p	
Adjusted net debt	353	353	

- Adoption of IFRS11 for FY2015 removes option to proportionally consolidate; equity accounting required
- Statutory reported numbers will change (FY14 comparatives will be restated)
- Management (or adjusted) view does not change. Segments and Group adjusted measures will continue to be reported using proportionate consolidation

¹ Excluding exceptional items and amortisation of acquired intangible assets

² Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets and for adjusted diluted earnings per share, the tax effect of these items Key IFRS 11 changes, for full impact please see separate announcement on effect of adoption of IFRS 11 'Joint Arrangements'.

Free Cash Flow Year ended 31 March



¹ Depreciation / amortisation excludes amortisation of acquired intangible assets

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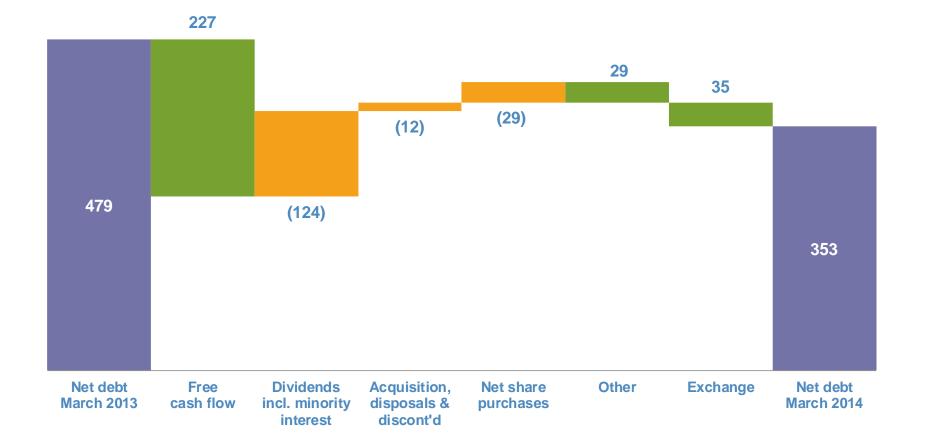
Change in Working Capital Year ended 31 March

£m, unless stated	2014	2013
Decrease/(Increase) in inventories	65	(47)
Decrease/(Increase) in receivables	37	(52)
Decrease in US margin calls	-	14
Decrease in payables	(57)	(20)
Movement in derivatives and non-pension provisions	(7)	(2)
Change in working capital excluding pension provisions	38	(107)
Cash Conversion Cycle (days) *	39	42



Movements in Net Debt Year ended 31 March

£m



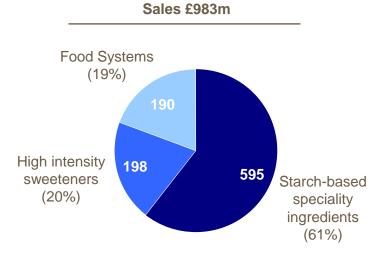
Operating Highlights

Javed Ahmed, Chief Executive



Speciality Food Ingredients Highlights

- Volume up 4% with sales¹ also up 4% at £983 million
 - Good growth in Europe, Asia and Latin America
 - Softer US market
- Adjusted operating profit¹ up 1% at £213 million
 - Good profit growth in all regions apart from the US
 - Lower selling prices for SPLENDA[®] Sucralose held back performance



Speciality Food Ingredients



¹ Change reported in constant currency

Health and Wellness





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Starch-based speciality ingredients Sales¹ increased by 7% to £595 million with volumes up 5%

Speciality food starches

- Growth in all regions, with especially strong performance in Europe and Latin America
- European growth driven by convenience and dairy

• Speciality corn sweeteners

- Volume growth across all regions excluding US
- Another year of particularly strong growth in Latin America
- Broader geographic mix reducing reliance on developed markets

• Speciality fibres

¹ Change in sales reported in constant currency

- Volume growth across all regions
- Particularly strong growth in Asia
- Broadened and expanded portfolio through acquisition of Biovelop and agreement to acquire Winway









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High-intensity sweeteners Sales¹ up 1% at £198 million with volume growth of 5%

- Good long-term growth potential for high-intensity sweeteners
 - Strong calorie-reduction drive globally
 - Tate & Lyle well placed to address this growing need

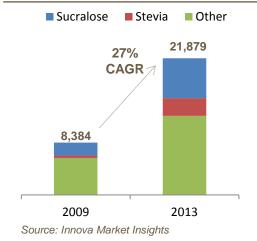
• SPLENDA[®] Sucralose

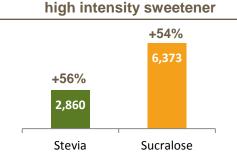
- Renewed a number of customer contracts in competitive market
- Rate of price decline increased in final quarter

PUREFRUIT[™] Monk Fruit Extract and TASTEVA[™] Stevia Sweetener

- Good volume growth
- Contribution to overall performance growing but still relatively small







New product launches in CY13 by

Source: Innova Market Insights

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¹ Change in sales reported in constant currency

¹ Change in sales reported in constant currency

Food Systems Profit well ahead with sales¹ 1% lower at £190 million and volumes down 6%

- Profit well ahead due to improved mix and lower costs
- Lower volumes reflects our decision to focus on higher margin blends
- Stronger customer interaction through recently expanded facility in Roggenhorst, Germany
- Tate & Lyle Howbetter expands our emerging market presence and broadens our Food Systems capabilities in Asia





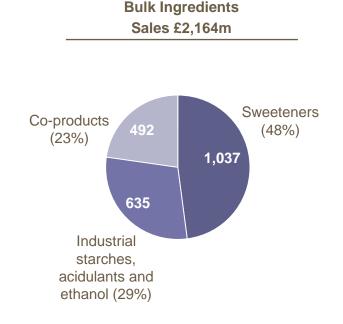






Bulk Ingredients Highlights

- Sales¹ 6% lower at £2,164 million due to pass through of lower corn prices with volumes down 1%
- Adjusted operating profit¹ down 4% to £172 million
 - Modest increase in US sweetener margins in CY13
 - Lower US sweetener volumes due to soft beverage season; severe winter weather also held back Q4
 - Lower returns from co-products
- Volatile corn prices in both US and Europe



Soft beverage season

Volatile corn prices

Unusually cold weather in US

¹ Change reported in constant currency

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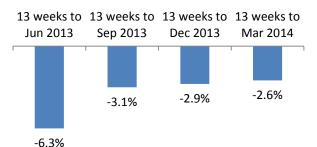
Sweeteners Sales¹ down 5% to £1,037 million with volumes 2% lower

- US sweeteners sales¹ 6% lower at £889 million with volumes down 2%
 - Unusually cold spring reduced carbonated soft drinks consumption
 - Lower contribution from Mexico
 - Profit ahead of prior year

• EU sweeteners – sales¹ flat at £148 million

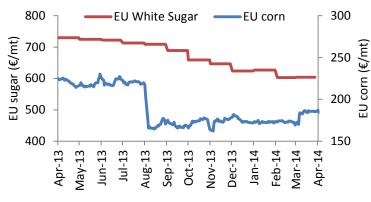
- Volumes up 1%
- High sugar prices in H1 and lower corn prices in H2 supported isoglucose margins
- Profit ahead of prior year

US Carbonated Soft Drinks Volume² (%)



Source: IRI Infoscan Reviews, Total U.S. Multi-Outlet + Convenience (FDM, WMT, Dollar, Club, Convenience Stores)





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Source: Bloomberg, EU Commission

¹ Change in sales reported in constant currency

² Multi-Outlet (FDM, WMT, Dollar, Club, Convenience Stores)

Industrial starches, acidulants and ethanol Sales¹ 3% lower at £635 million with volumes up 2%

- Industrial starches
 - Firmer pricing in US
 - More competitive European market put pressure on margins

Ethanol

- Overall improvement in market conditions during the year and improved industry margins
- Better year on year performance

Acidulants

 Despite lower raw material costs, performance behind due to lower volumes

Bio-based materials

- Generated small operating profit due to lower corn costs







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¹ Change in sales reported in constant currency

Outlook for year ending 31 March 2015

Speciality Food Ingredients

- We expect to deliver volume growth across all major product categories but a lower profit contribution from SPLENDA[®] Sucralose is expected to offset a good performance elsewhere in the division
- Profits expected to be more evenly weighted between H1 and H2 than in FY2014

Bulk Ingredients

• We now expect a slower start in the US in the first quarter, associated with the prolonged and severe winter, combined with lower European sugar prices in the second half, to outweigh a better performance across other product categories

Group

 Overall, and before the impact of currency movements, while we expect the Group's performance for the full year to be slightly lower than the comparative period, we are well placed to deliver growth in the longer term

Strategy Update

Javed Ahmed, Chief Executive



Key topics to cover today



- Market potential
- Opportunities and challenges

2 Growth in Speciality Food Ingredients

- Starch-based speciality ingredients
- Emerging markets
- Innovation



Tate & Lyle: A stronger, more diversified and more resilient business today

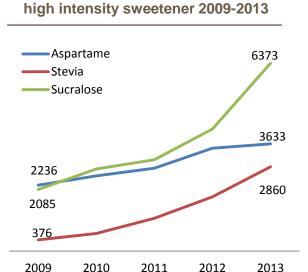
Innovation	 ICD group and global innovation centre established Strong pipeline and new product launches Much higher-quality customer engagement 	tasteva devia swederer	Eeta Glucan Beta Glucan
Emerging markets	 Larger and growing emerging market footprint Stronger local teams and enhanced infrastructure Direct relationships with growing regional customers 	19% ^{5%} 24%	 North America Europe & Middle East Emerging Markets Rest of World
Operational platform	 One global IS/IT platform being rolled out Operational processes strengthened Stronger balance sheet 	814 Net	debt (£m) 353 2014
Organisation and culture	 Strengthened bench across organisation More diverse and international workforce Common, global culture being built 		

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Strong global trends and functional advantages makes SPLENDA[®] Sucralose well placed for future growth

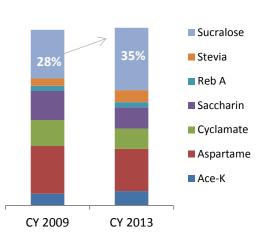


	Splenda.	Aspartame	RebA
Taste profile	√√	~	x
Stability	~ ~	×	$\checkmark\checkmark$
Label- friendly	✓	ઝ	√ √
Cost vs. sugar ¹	✓	√√	≅



New product launches by

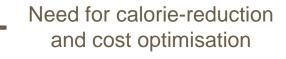
Sucralose value share of global high intensity sweetener market



Source: Innova Market Insights

Source: LMC International; Company analysis

Superior taste and functionality



Sucralose increasing its share of global HIS market

¹ Cost-in-use

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SPLENDA[®] Sucralose remains an important product for SFI and our Sweetener Platform

Increasing opportunities to grow volume to mitigate pricing pressure

- Reformulation e.g. lower calories, replace other sweeteners
- Cost optimisation
- Access to tabletop market worldwide

• Market likely to remain dynamic and very competitive for the time being

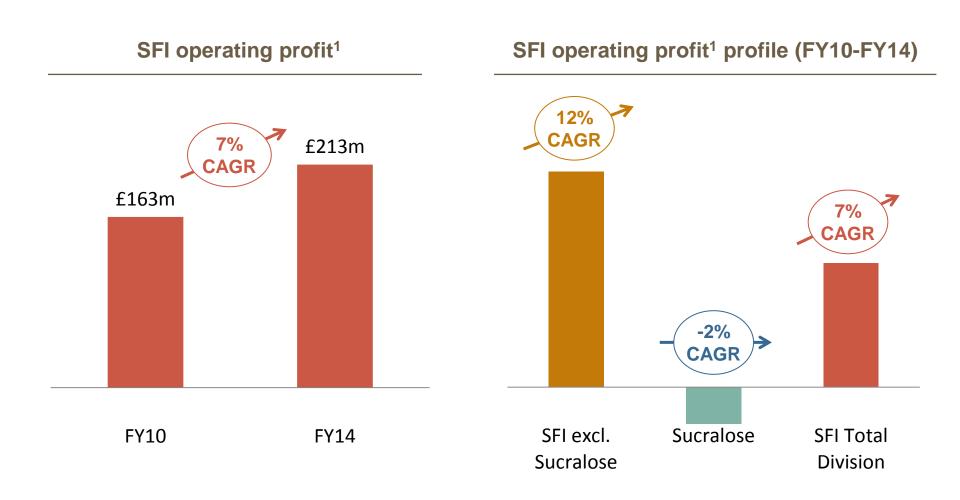
- Pricing headwinds in FY15
- Our focus is on the following key initiatives
 - Differentiate our offering
 - Continue to renew customer contracts
 - Aggressively seek incremental volume opportunities
 - Drive further costs savings and leverage manufacturing efficiencies



We are adapting our approach to meet evolving market dynamics



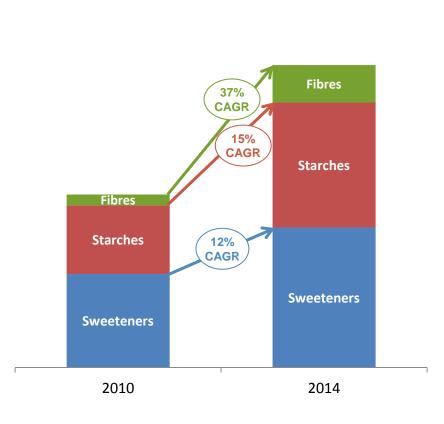
SFI has delivered strong profit growth ex-sucralose



¹ Excluding exceptional items and amortisation of acquired intangible assets

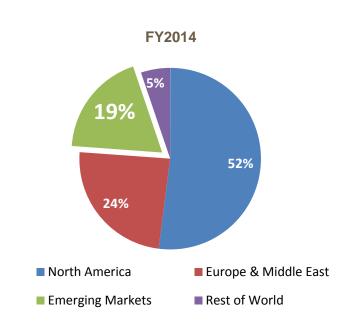
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SFI growth underpinned by strong performance in starch-based speciality ingredients and emerging markets



Starch-based speciality operating profit¹



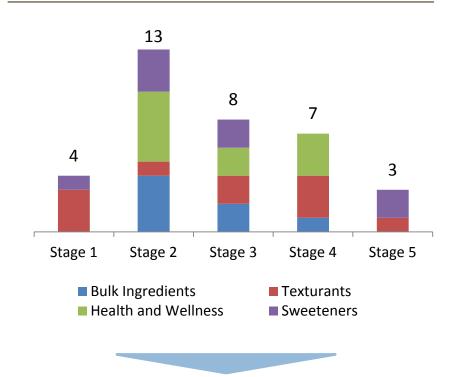


¹ Excluding exceptional items and amortisation of acquired intangible assets

² Calculated using sales of SFI Single Ingredients in Asia Pacific (excluding Japan, Australia and New Zealand), SFI Single Ingredients in Latin America (inc. Almex JV) and Food Systems in China and South Africa

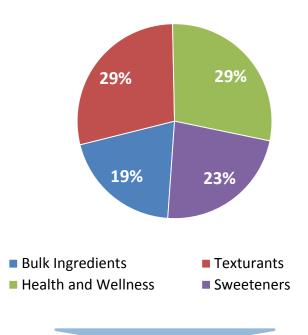
Pipeline of future product launches is strong and encouraging

Pipeline by stage of development (number of projects at 31 March 2014)



A number of new products are expected to launch in the next 12-18 months

% split of pipeline by platform (at 31 March 2014)



Pipeline remains well balanced between three SFI platforms

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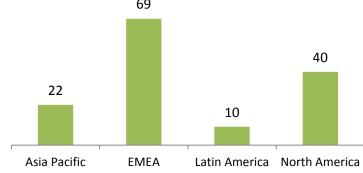
We have built strong innovation capabilities and are starting to see encouraging traction on new products

TASTEVA® Stevia Sweetener

- Launched in 25 countries
- Two innovation food industry awards in 2013¹
- Increasing pipeline of customer projects
- Leveraging new Global Marketing capabilities







¹Dairy Innovation Award 2013; Ringier Technology Innovation Award in the Food & Beverage Industry – Asian Food Ingredients China Exhibition



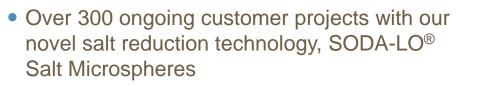




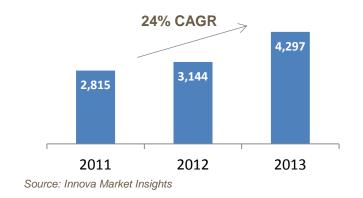
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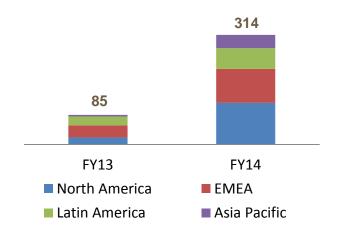


Global Launches – Low Sodium Claim



- Primary applications focus is on bread, snacks and seasoning – also exploring other applications
- Strong interest globally across the customer spectrum, including large global accounts, regional accounts, food service and private label
- Strong pipeline in place; key focus is now on converting opportunities into sales





SODA-LO® global customer sales opportunities

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We are continuing to invest in SFI growth

Capacity expansions	 £100m capital to be invested in SFI in next 2 years Speciality food starch capacity in Europe and US Oat beta glucan capacity in Sweden Capacity to support new product launches 	
Acquisitions	 Biovelop, manufacturer of oat beta glucan in Sweden Tate & Lyle Howbetter, a Food Systems JV¹ in China Agreement signed to acquire Winway Biotechnology², a leading producer of polydextrose fibre in China 	Eeta Glucan TATE IN LYLE
Infrastructure	 Opened new applications laboratory in Singapore Opened new sales office in Tokyo 	

¹ 51% equity interest

² Subject to closing of proposed acquisition agreed in March 2014

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Summary

- A more diversified, resilient and stronger business today
- Expanding presence in higher growth emerging markets
- Strengthened innovation capabilities with a strong future pipeline in place
- Revamped operational infrastructure, processes and new capabilities coming on stream
- Robust balance sheet providing much greater flexibility
- Significantly improving bench strength and developing a common global culture

Transformation of Tate & Lyle remains firmly on track and we are well placed to deliver growth over the longer term

Questions

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Supporting information

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Key Financial Indicators Year ended 31 March

£m, unless stated	2014	2013
Adjusted profit before tax ¹	322	327
Adjusted effective tax rate ¹	18.5%	18.0%
Adjusted diluted EPS ¹	55.7p	56.6p
Operating cash flow - continuing operations	440	297
Net debt	353	479
Net debt/EBITDA ²	0.8x	1.0x
Interest cover ²	11.6x	11.1x
Cash dividend cover ³	1.8x	0.9x
Earnings dividend cover - continuing operations ⁴	2.0x	2.2x
Available undrawn committed facilities	480	527

¹ From continuing operations, excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets and for adjusted diluted earnings per share, the tax effect of these items

² This ratio is calculated using the Group's covenant definitions

³ Calculated as free cash flow from continuing operations divided by dividends paid or proposed in respect of reporting period, excluding impact of any scrip dividend option where available

⁴ Calculated as adjusted basic earnings per share from continuing operations divided by dividend per share

£m, unless stated	2014	2013
Exceptional Items		
Continuing operations		
Business transformation costs	(14)	(20)
Gain on disposal of Sucromiles	-	8
Exceptional (costs)/gains from continuing operations	(14)	(12)
Discontinued operations		
Gain on disposal - Vietnam Sugar	-	21
Gain on disposal - Molasses	-	5
Exceptional gains from discontinued operations	-	26
Total exceptional (loss) gain (pre-tax)	(14)	14

Tax - settlement of Spanish Tax case

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		2014			2013		
£m	Cont'd	Discont'd	Total	Cont'd Di	scont'd	Total	
Sales	3,147	-	3,147	3,256	10	3,266	
Operating profit ¹	349	-	349	356	(8)	348	
Net finance expense ²	(27)	-	(27)	(29)	-	(29)	
Profit before tax ³	322		322	327	(8)	319	
Exceptional items	(14)	-	(14)	(12)	26	14	
Other adjusting items	(18)	-	(18)	(14)	-	(14)	
Profit before tax	290		290	301	18	319	
Тах	(45)	28	(17)	(46)	-	(46)	
Profit for the year	245	28	273	255	18	273	

¹ Excluding exceptional items and amortisation of acquired intangible assets

² Excluding net retirement benefit interest

³ Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets

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£m	2013	Forex	Activity	2014
- SFI	213	(2)	2	213
- BI	182	(2)	(8)	172
- Central	(39)	-	3	(36)
Adjusted operating profit ¹	356	(4)	(3)	349
Net finance expense ²	(29)	-	2	(27)
Adjusted profit before tax ³	327	(4)	(1)	322

¹ Excluding exceptional items and amortisation of acquired intangible assets

² Excluding net retirement benefit interest

³ Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets



Reconciliation of Adjusted Information Year ended 31 March

£m	Reported	Adjusting items ¹	Adjusted	Reported	Adjusting items ¹	Adjusted
Sales	3,147	-	3,147	3,256	-	3,256
Operating profit	325	24	349	334	22	356
Net finance expense	(35)	8	(27)	(33)	4	(29)
Profit before tax	290	32	322	301	26	327
Effective tax rate	15.6%		18.5%	15.3%		18.0%
Diluted earnings per share	52.1p	3.6p	55.7p	53.8p	2.8p	56.6p

Year to 31 March 2014

¹ Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets and for adjusted diluted earnings per share, the tax effect of these items

Year to 31 March 2013

Exchange Rates

£m	2014	2013	Change
Closing rates			
US\$	1.67	1.52	(10%)
Euro	1.21	1.18	(3%)
used to translate Balance Sheet			
Average rates			
US\$	1.59	1.57	(1%)
Euro	1.19	1.24	4%
used to translate Income Statement			

Exchange Sensitivity

£m impact on PBITEA	US\$	EUR
Speciality Food Ingredients	1.0	0.2
Bulk Ingredients	0.7	-
Central	-	-
Impact on profit before interest & tax ¹	1.7	0.2
Interest	(0.1)	-
Impact on profit before tax ²	1.6	0.2

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

¹ Excluding exceptional items and amortisation of acquired intangible assets

² Excluding exceptional items, net retirement benefit interest and amortisation of acquired intangible assets

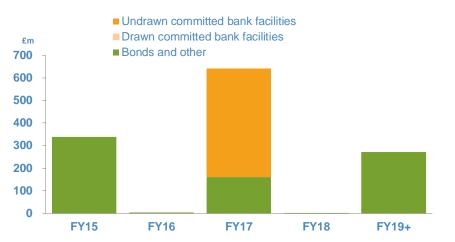


Balance Sheet

£m, unless stated	At 31 Mar 2014	At 31 Mar 2013
Goodwill, intangibles and fixed assets	1,260	1,320
Working capital (excluding provisions and pensions)	437	532
Pension deficit	(220)	(265)
Other provisions	(25)	(35)
Other	28	27
Assets and liabilities held for sale	-	1
Net operating assets	1,480	1,580
Net debt	(353)	(479)
Net tax liability	(77)	(65)
Total equity	1,050	1,036
ROCE	19.2%	19.7%

Debt Maturity Profile

£m	2014	2013
Average net debt in period	372	433
Effective interest rate on gross debt	3.4%	3.5%
At period end		
Average maturity of total gross borrowings	3.9 yrs	4.6 yrs
Undrawn committed facilities	480	527
Cash and cash equivalents	396	379
Fixed and capped proportion of net debt ¹	40%	64%
Net debt as % of total net debt :		
- US\$	114%	108%
- Sterling	(10%)	(10%)
- Euro	-	3%
- Other	(4%)	(1%)



¹ Fixed for more than one year