
Half Year Results

Six Months Ended 30th June 2009

Continued progress towards profitable UK
focussed business

UNIQ

the European chilled foods group

Geoff Eaton

Chief Executive

Highlights of the first half

- UK loss reduced from £3.6m* to a continuing business loss of £0.5m
- UK momentum improving into second half due to business wins and structural improvements
- Sale of loss making Pinneys
- Agreed sale of Marie for €73m to facilitate consolidation of French market
- Northern Europe loss of £2.0m turned into profit of £2.6m
- Achieved important milestones in delivering strategic objectives

*Including the loss in Pinneys

2009 – a recessionary environment

- Input costs more stable
- Consumer behaviour constrained
- Customers competing hard for footfall
- Ongoing pressure on suppliers
- An environment suited to supplier consolidation
- Expect conditions to remain challenging

The Uniq strategy – 2006 to 2010

Stage 1 – Secure the Balance sheet

- Strengthen the balance sheet and repay debt
- Offset the UK IAS 19 pension deficit at the time
- Fund the recovery programme

} Completed

Stage 2 – Recover the Businesses and crystallise value

- Appoint experienced entrepreneurial divisional leaders
- De-centralise to achieve local accountability and focus
- Re-engage with our customers
- Reduce costs
- Re-invest in product, quality, innovation and brands

} Largely completed

Stage 3 – Crystallise value on the Continent and focus on UK

- Complete sale of businesses on the Continent
- Strengthen and build businesses in the UK
- Address the exposure to the pension fund

} Underway

Modified recovery plan

Crystallising value on the Continent

- Agreement to sell Marie to LDC announced
- Northern European process on track

Re-focus the business to the UK

- Desserts site consolidation on track
- Desserts management reorganised
- £15m new business in M&S Food to Go
- £14m new business in Salads
- Focusing resources is delivering improved performance

Address the UK pension deficit

- Deficit increased due to weak financial markets since summer 2008
- Appointed new Chair of Trustee

Sale of France to LDC

- Enterprise value €73m
- Well received internally and externally in France
- Positions Marie in a strong French group with compelling industrial logic
- Strengthens financial position of Uniq
- General meeting to seek shareholder approval 12th August
- Completion expected in the autumn following anti-trust approval

Overall market environment challenging

- Decline in consumption, national brands under-perform, price law change
- Chilled market particularly tough

Marie 1st half result

- Sales down 10.4% and profit lower by £4.1m
- Branded frozen maintained share in declining market
- Branded chilled impacted by strong private label and competitor actions
- Hard discount segment weaker than expected

Action plan in place to improve performance

- Reorganisation to business units to sharpen focus
- New listings and promotions in place for “back to school”
- Continuing tight control of costs

Northern Europe process

- Seeking to realise value through sale or joint venture
- A number of parties in 2nd phase
- Robust process with a number of alternative outcomes
- Expect to complete the process this year

Germany

- Nadler brand share broadly stable
- Fish market back in growth and margins improving
- First half close to breakeven due to focus on margin management

Poland

- Positive sales growth continues and accelerated in 2nd quarter
- Export margins benefit from depreciated Zloty
- Operational efficiencies further improve margins

Netherlands Salads and sandwiches

- Salads back into profit
- Redundancy programme reducing costs and improving flexibility
- Sandwiches continue to grow despite recession

Desserts

- Flat sales and reduced losses
- Closure of Paignton into Minsterley on track
- Cost savings of £11m by end 2009
- Reorganised management structure
- New strategy agreed to deliver growth

Food to Go

- Sales down 3.6% and profit down £1.2m
 - Dips discontinued
 - Costs to build capacity for new business
 - Strong prior year comparative
- £15m additional business won at Northampton
- £14m of new business won at Spalding

UK potential

- Focusing resources on fewer businesses with the best potential
- Implementing key strategies
 - Desserts site consolidation
 - Food to Go supplier consolidation
 - Salads turnaround
- Re-aligning the portfolio to a broader consumer appeal
- Reaching out to more customers
- Efficiency through lean programme
- Establishing a strong foundation from which to grow profitably and tax-free

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Martin Beer

Finance Director

Financial summary

6 months ended 30 June 2009

Income Statement £m	2009	2008
Continuing Operations		
Revenue	141.1	143.4
Operating loss before significant items	(3.7)	(4.5)
Finance (expense)/income	(9.1)	1.9
Significant items before tax	0.3	5.6
Tax	-	0.9
Net (loss)/profit after tax	(12.5)	3.9
Discontinued Operations		
Net loss after tax	(1.8)	(2.5)
Total Group	(14.3)	1.4

Discontinued Operations

6 months ended 30 June 2009

Operating Profit £m	2009	2008
Pinneys	(0.7)	(1.8)
France	(1.9)	2.2
Northern Europe	2.6	(2.0)
Operating result	-	(1.6)
Depreciation adjustment	3.1	-
Total operating profit/(loss)	3.1	(1.6)
Significant items	(2.0)	(0.6)
Finance charges	(1.3)	-
Income tax	(1.6)	(0.3)
Loss for Discontinued operations	(1.8)	(2.5)

France

6 months ended 30 June 2009

Financial Performance £m	2009	2008	Var
Revenue (at constant currency)			
Branded Frozen	23.8	25.8	(7.9%)
Branded Chilled	34.3	42.2	(18.9%)
Food Solutions	52.4	55.3	(5.2%)
Total Revenue	110.5	123.3	(10.4%)
Operating (Loss)/Profit	(1.9)	2.2	(4.1)

Northern Europe

6 months ended 30 June 2009

Financial Performance £m	2009	2008	Var
Revenue (at constant currency)			
Germany	72.2	79.2	(8.8%)
Poland	20.3	18.2	11.5%
Netherland Salads	26.2	27.8	(5.8%)
Netherland Sandwiches	8.5	8.0	6.3%
	127.2	133.2	(4.5%)
Operating Profit			
Germany	(0.3)	(2.2)	1.9
Poland	2.0	1.1	0.9
Netherland Salads	0.6	(1.2)	1.8
Netherland Sandwiches	0.3	0.3	-
	2.6	(2.0)	4.6

Reported Operating Profit

6 months ended 30 June 2009

Reconciliation of Operating Profit £m			2009	2008	Var
Continuing operations					
UK			(0.5)	(1.8)	1.3
Group costs			(3.2)	(2.7)	(0.5)
			(3.7)	(4.5)	0.8
Discontinued operations			3.1	(1.6)	4.7
Group operating loss			(0.6)	(6.1)	5.5

UK

6 months ended 30 June 2009

Financial Performance £m	2009	2008	Var
Revenue			
Desserts	76.0	75.9	0.1%
Food to Go	65.1	67.5	(3.6%)
	141.1	143.4	(1.6%)
Operating Profit			
Desserts	(2.2)	(4.7)	2.5
Food to Go	1.7	2.9	(1.2)
	(0.5)	(1.8)	1.3

Significant items

6 months ended 30 June 2009

Significant items before tax £m	Continuing	Discontinuing
Paignton transfer	(2.9)	-
Restructuring	(1.2)	(0.8)
Pension - curtailment	4.4	1.0
Pension - other	-	(0.4)
Business disposals	-	(1.5)
Asset impairment	-	(0.3)
	0.3	(2.0)

Net finance charges

6 months ended 30 June 2009

Net finance charges £m	June 09	June 08
Cash interest	(1.1)	0.2
Secure account interest	0.9	2.6
Net cash interest	(0.2)	2.8
Warrants/fees/discounting/finance leases	(0.7)	(0.5)
Foreign exchange	(2.4)	0.3
IAS 19 net pension interest	(5.8)	(0.7)
Net finance charges	(9.1)	1.9

Underlying cash flow

6 months ended 30 June 2009

Underlying cash flow £m	June 09
Operating loss	(0.6)
Depreciation - normal	9.7
Depreciation – held for sale adjustment	(3.1)
Capital expenditure	(12.9)
Working capital	(5.0)
Tax	2.1
Net interest paid	(1.9)
Underlying cash outflow	(11.7)

Total cash flow

6 months ended 30 June 2009

Total cash flow £m	2009
Underlying cash outflow	(11.7)
Provisions & significant items - Northern Europe & France	(1.2)
- UK	(5.2)
- Wincanton	(10.1)
Other	(0.1)
Total cash flow	(28.1)
Opening net cash	(8.4)
Closing net cash	(36.5)

Proforma net (debt)/cash

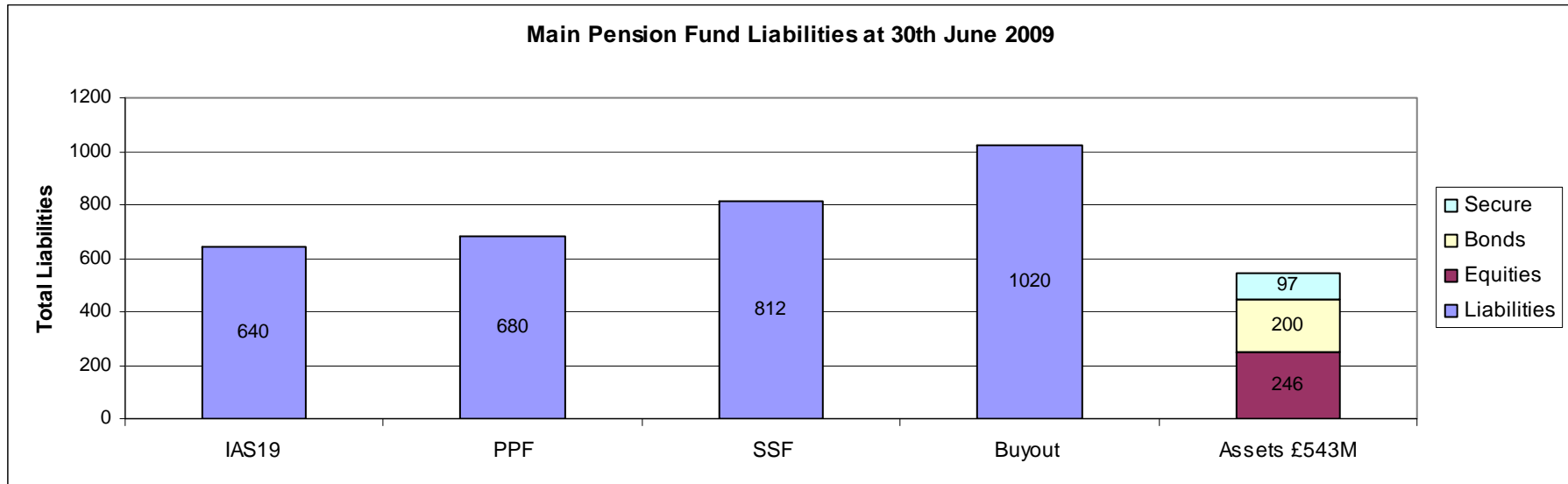
Proforma net (debt)/cash £m	£m	£m
Net Debt at 30.06.09		(36.5)
Gross proceeds from French sale	51.3	
Half year debt passed on with Marie disposal	4.4	
Escrow account	(5.1)	
Costs	(4.0)	
		46.6
Proforma net cash position		10.1

IAS19 pension deficit

6 months ended 30 June 2009

£m	UK Main	Total UK	Europe	Total
Deficit at December 2008	(143.7)	(152.5)	(18.4)	(170.9)
Impact of future increases in inflation	(39.0)	(39.0)	-	(39.0)
Impact of interest rate changes	(11.0)	(11.0)	-	(11.0)
Changes in investment returns	(11.0)	(11.0)	-	(11.0)
Curtailments	5.4	5.4	-	5.4
Other	5.5	8.0	2.8	10.8
Deficit at June 2009 (before secure account cash)	(193.8)	(200.1)	(15.6)	(215.7)
Secure account cash at June 2009	96.5			
Net deficit	97.3			

Main UK Pension Fund



Shortfall £97m £137m £269m £477m

- 20,600 members (0 Active*, 11,200 Deferred, 9,400 Pensioners)
- PPF does not value 100% of liabilities as only pays at c. 90%
- PPF, SSF and Buyout are all estimates as at 30.06.09

*still open for DC

Managing the interests of all stakeholders

- Build the UK businesses
- Considering all options to address the pension deficit
 - Triennial scheme specific funding process commenced
 - Needs to be agreed by June 2010
- Bank facilities will reduce to £35m following sale of Marie
 - Need to be renewed in March 2010
- Seeking the most value adding path that delivers for the business, the pension fund members and the shareholders

Outlook

- Economic conditions remain tough in second half
- Complete transition to UK focused group by year end
- Expectations unchanged for full year
- Structural changes will lead to significant progress in 2010