CHR HANSEN Improving food & health

Group performance

Cash flow and investments

Operating cash flow

Investing cash flow

Free cash flow b.s.i.a.

M&A and sale of PPE

Free cash flow

	Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Income statement				
Revenue	283.7	294.7	553.2	567.1
Gross profit	155.1	161.7	303.0	312.4
EBITDA before special items	94.7	102.4	181.2	191.2
EBIT before special items	78.8	83.2	149.6	153.3
EBIT	78.3	81.8	148.6	151.1
Net financial items	(3.0)	(5.2)	(6.9)	(8.0)
Profit for the period	58.0	58.9	109.1	108.8

69.7

(30.1)

39.6

40.1

Q2 19/20

72.1

(31.2)

40.9

47.4

Group growth drivers

	Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Organic growth	8%	5%	9%	3%
Volume/mix	6%	5%	6%	3%
Price	2%	0%	3%	0%
Currencies	0%	-1%	-2%	0%
M&A	0%	0%	0%	0%
EUR growth	8%	4%	7%	3%

Regional performance

YTD 18/19 YTD 19/20

94.0

(65.7)

28.3

41.1

66.6

(69.3)

(2.7)

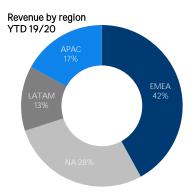
7.6

(9.3)

Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Organic growth by region			
9%	0%	9%	-2%
5%	7%	5%	7%
23%	16%	27%	13%
0%	5%	5%	1%
	egion 9% 5% 23%	egion 9% 0% 5% 7% 23% 16%	egion 9% 0% 9% 5% 7% 5% 23% 16% 27%

YTD 19/20 Financial position at February 28 Total assets 1,926.1 2,109.8 Invested capital 1,738.7 1,844.2 249.5 265.0 Net working capital 782.2 Equity 772.5 Net interest-bearing debt 785.0 879.2

	Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Key ratios				
Gross margin	54.7%	54.9%	54.8%	55.1%
EBITDA margin b.s.i.	33.4%	34.7%	32.8%	33.7%
EBIT margin b.s.i	27.8%	28.2%	27.0%	27.0%
EBIT margin	27.6%	27.8%	26.9%	26.6%
ROIC excl. goodwill	33.3%	31.8%	32.8%	30.2%
ROIC	18.4%	18.4%	17.9%	17.3%
NWC	22.0%	22.6%	22.0%	22.6%
R&D	7.5%	7.6%	7.6%	8.0%
Сарех	10.6%	8.9%	10.8%	9.7%
Net debt to EBITDA b.s.i.			2.0x	2.1x





Business performance

	Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Food Cultures & Enzy				
Revenue	166.0	172.5	327.1	338.6
EUR growth	8%	4%	6%	4%
Organic growth	11%	5%	10%	4%
Volume/mix	7%	4%	6%	3%
EBIT	53.3	55.6	104.3	108.8
EBIT margin	32.1%	32.2%	31.9%	32.1%
ROIC excl. goodwill			39.1%	37.1%

	Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Health & Nutrition				
Revenue	62.5	67.1	118.1	121.0
EUR growth	9%	7%	12%	2%
Organic growth	6%	8%	11%	2%
Volume/mix	6%	9%	10%	3%
EBIT	19.5	21.5	33.5	32.1
EBIT margin, %	31.0%	32.1%	28.4%	26.5%
ROIC excl. Goodwill, %			25.3%	21.5%

	Q2 18/19	Q2 19/20	YTD 18/19	YTD 19/20
Natural Colors				
Revenue	55.2	55.1	108.0	107.5
EUR growth	4%	0%	4%	0%
Organic growth	5%	1%	5%	0%
Volume/mix	6%	3%	5%	2%
EBIT	6.0	6.1	11.8	12.4
EBIT margin	11.0%	11.0%	10.9%	11.5%
ROIC excl. goodwill			19.4%	17.1%

KEY FIGURES Q2 AND YTD 2019/20