



Arne Frank
CEO

Anders Byström
CFO

Fredrik Nilsson
Head of IR

Interim Report Q1 2012

Agenda

First quarter 2012


Business Area information

AAK Acceleration

Other major events

Q & A

First quarter 2012

- 
- A black and white photograph of an hourglass with a gold-colored stopper. The hourglass is filled with Swedish Krona coins, with some visible in the top and bottom bulbs. The background is a light blue gradient.
- Volumes growth of 7 percent.
 - Net sales in the first quarter increased to SEK 4,222 million (3,843).
 - A record high operating profit (EBIT), reached SEK 220 million (204), an improvement of 8 percent.
 - Food Ingredients reached a record high first quarter of SEK 137 million (104), an improvement by 32 percent.
 - Chocolate & Confectionery Fats was stable, SEK 81 million (81).
 - Technical Products & Feed had another challenging quarter but reached SEK 25 million (39).
 - Operating profit per kilo continued to improve from SEK 0.59 to SEK 0.60.
 - As predicted we recorded a record high first quarter cash flow of SEK 384 million.
 - Earnings per share increased, from SEK 3.38 to SEK 3.43 despite higher interest costs.

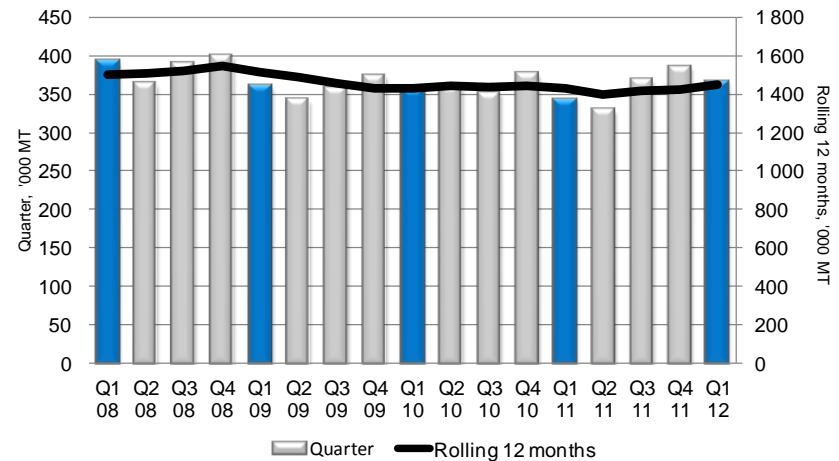
Financial summary



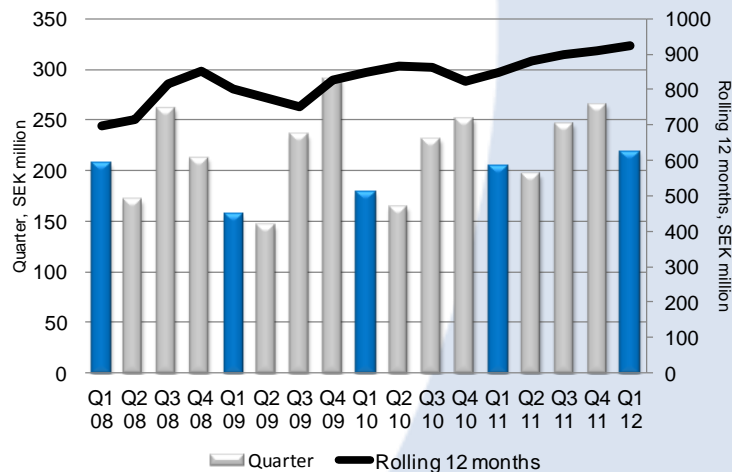
Focus the analysis on:

- **Volume**
- **Operating profit**
- **Operating profit per kilo**
- Return on Net Operating Assets
- Net Debt / EBITDA

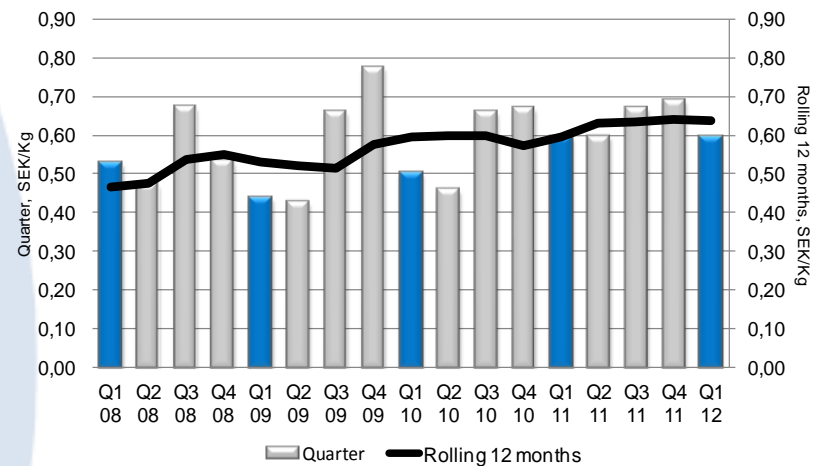
AAK Group - Volume



AAK Group - Operating profit



AAK Group - Operating profit per kilo



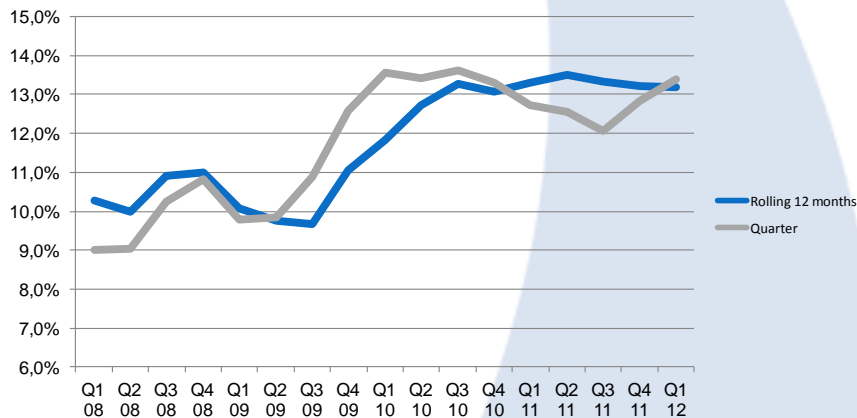
Financial summary



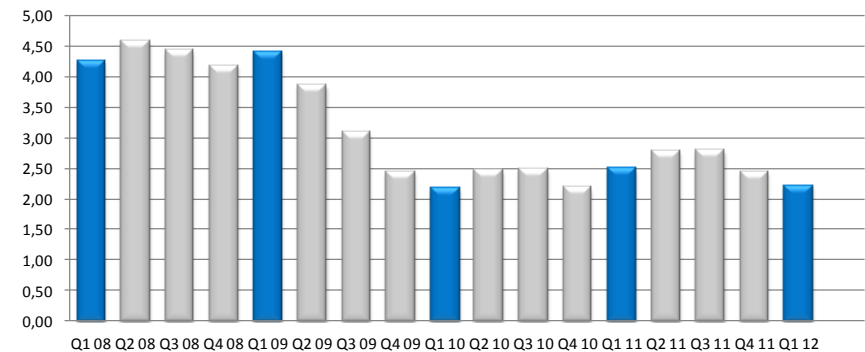
Focus the analysis on:

- Volume
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Return on Net Operating Assets



Net Debt/Ebitda



First quarter 2012

- A record high operating profit reached SEK 137 million (104), an increase of 32 percent
- Operating profit per kilo continued to improve – by 17 percent from SEK 0.54 per kilo to 0.63 SEK per kilo
- Volume increased by 12 percent
 - Like for like +1 percent
- Continued strong development in many speciality product areas, in particular:
 - Bakery
 - Dairy Fat Alternatives
 - Infant Nutrition
- We remain clearly optimistic for the future mainly driven by this business area

+32%



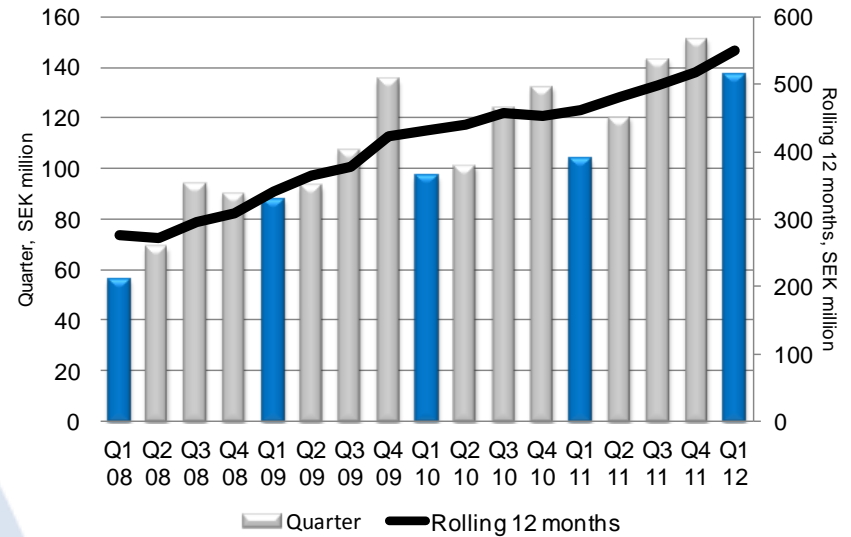
First quarter 2012

- AAK Louisville has now started to contribute to the Group result according to plan
- The AAK Louisville integration is continuing in line with plan
- Operating profit per kilo in line with current group average from January 2012
- The acquisition is reported in the Food Ingredients business area

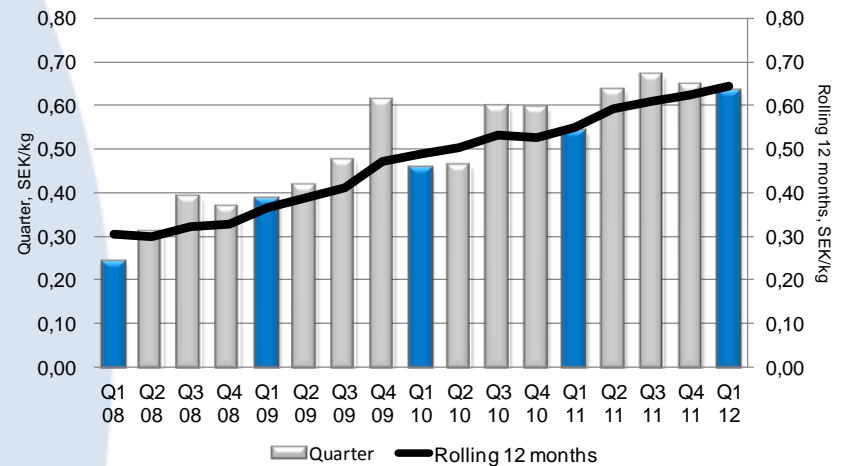
Food Ingredients



Food Ingredients - Operating profit



Food Ingredients - Operating profit per kg





Chocolate & Confectionery Fats



First quarter 2012

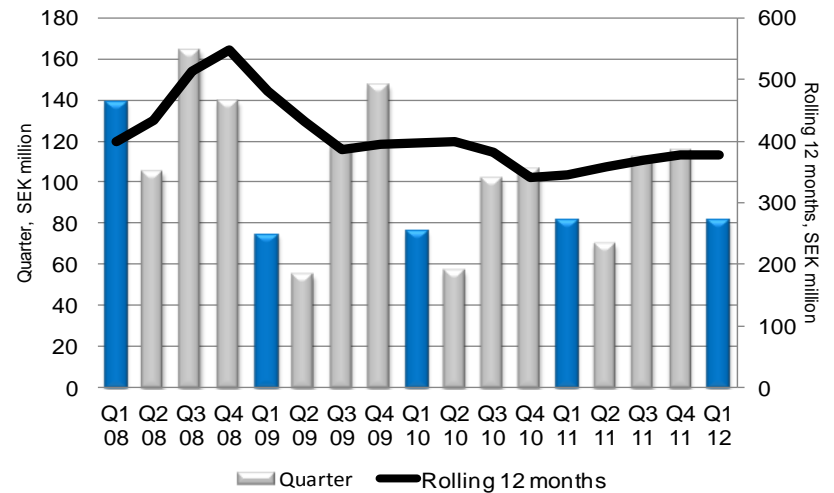
- The operating result reached SEK 81 million (81)
- Operating profit per kilo was also stable at SEK 1.03 (1.03)
- Volumes as well remained stable during the quarter, also as earlier predicted
- The continued record low cocoa butter price (minus approximately 30-40 percentage versus a three year average) represents a clear challenge for the business area in the short to medium term
- The management for the business area have very professionally succeeded in diversifying the business by taking it more into a solutions approach
- We expect the business area to remain approximately stable or somewhat challenged during the next quarters

+0%

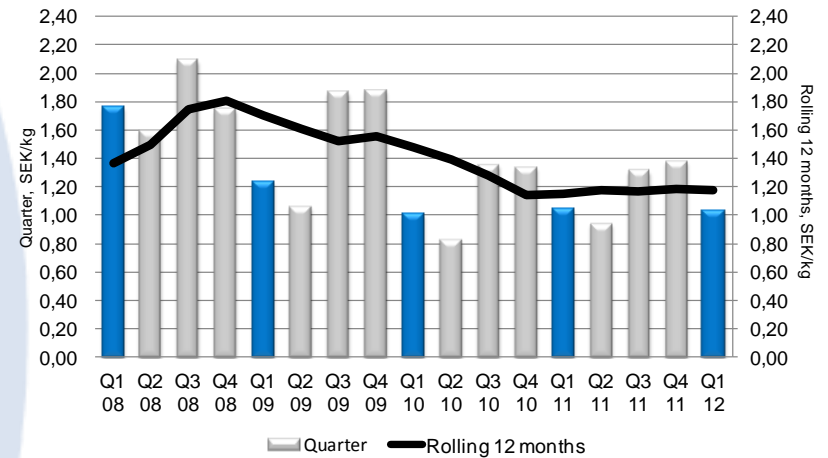
Chocolate & Confectionery Fats



Chocolate & Confectionery Fats - Operating profit



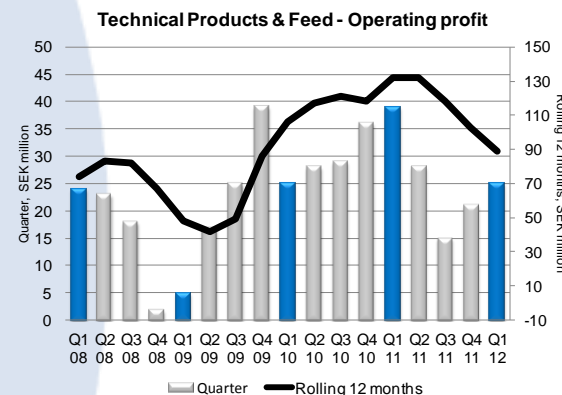
Chocolate & Confectionery Fats - Operating profit per kg



First quarter 2012

- Operating profit was SEK 25 million (39)
- Volumes decreased by 1 percent, which mainly was due to lower volumes of fatty acids
- The underlying trend in the first quarter 2012 was still very challenging but slightly less challenging than during the third and fourth quarter 2011
- As earlier communicated the next quarter/quarters will continue to be challenging but the situation is expected to gradually improve somewhat during the third and fourth quarter

-36%



Strong cash flow

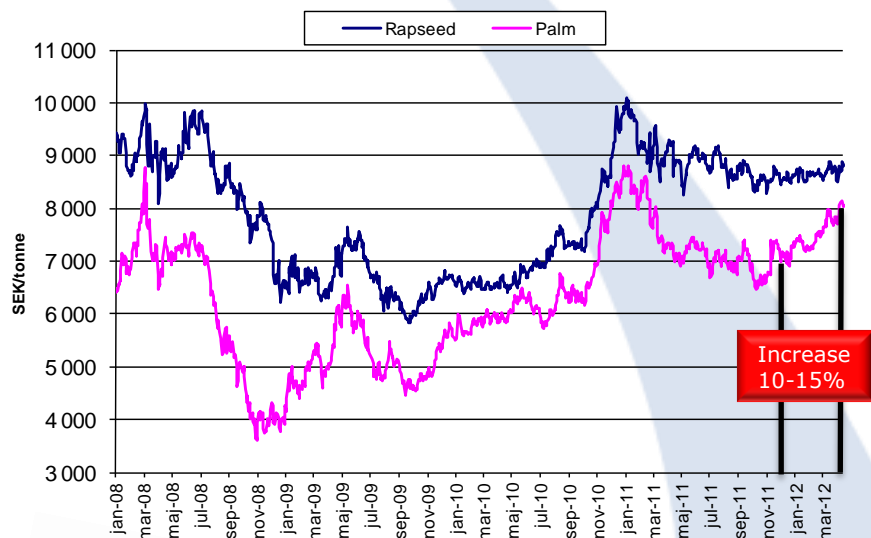


SEK million	Q1 2012	Q1 2011	Full Year 2011
Cash flow from operating activities	245	204	902
Change in working capital	139	-562	-613
Cash flow from operating activities incl change in working capital	384	-358	289
Cash flow from investments	-107	-68	-670
Free cash flow	277	-426	-381

- As predicted cash flow from operating activities incl change in working capital came in very strongly, SEK 384 million (negative 358)
 - Positive cash flow from a reduction in working capital was SEK 139 million (negative 562)
- Cash flow, after net investments of SEK 107 million (68) was SEK 277 million (negative 426)

Raw material prices

Raw material prices



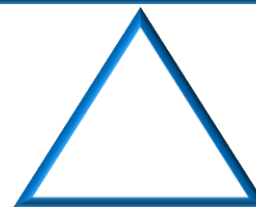
- 10 percent change in all raw material prices will effect working capital by +/-SEK 250 million
- Time lag of six to nine months

Q4 2012/Q1 2013?? Mainly Q1 2012

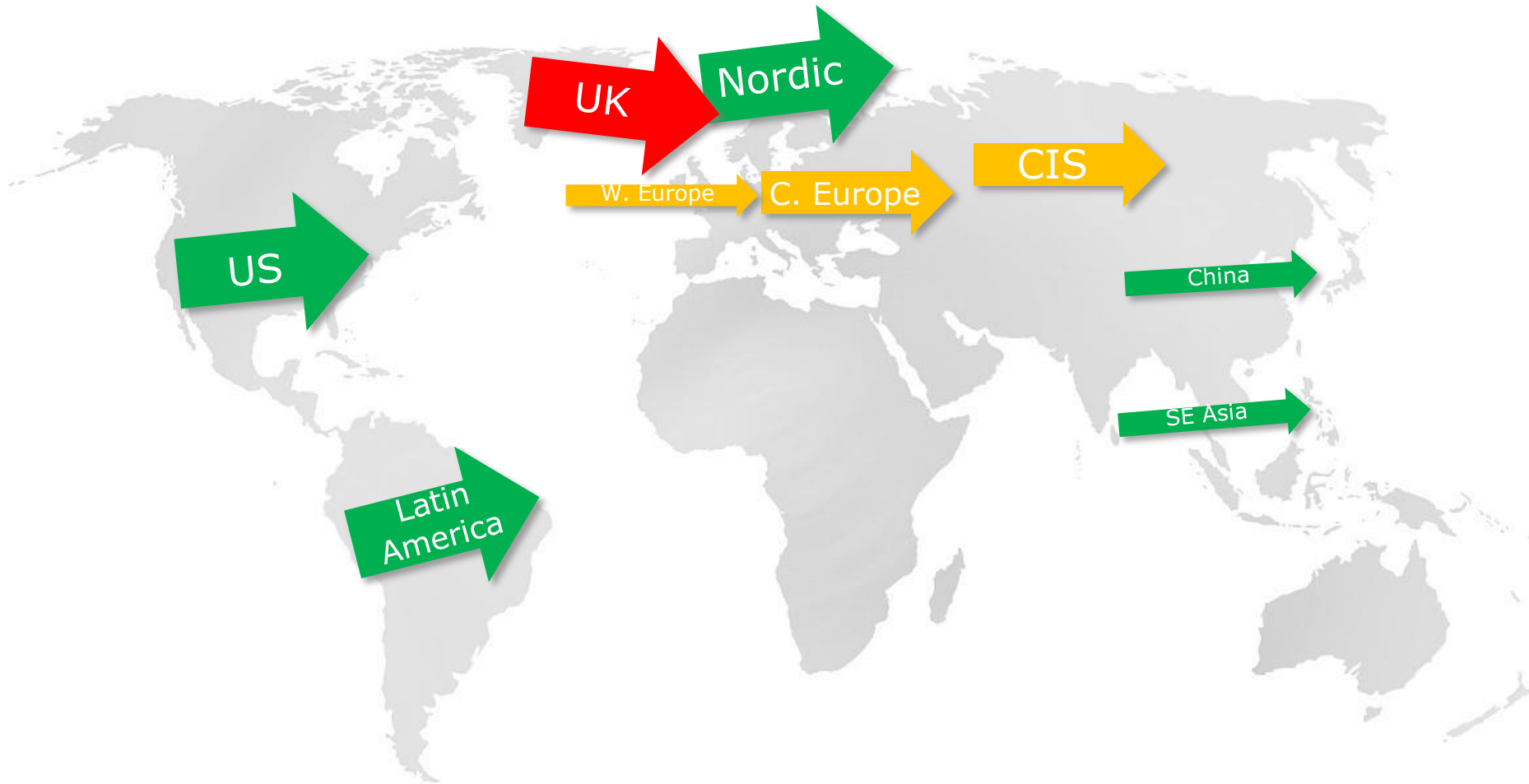
-250 MSEK

+250 MSEK

Working capital



Q1 volume trends by region





Capacity expansion for Infant Nutrition



- ◆ AAK expands capacity further for the production of InFat™ at the Karlshamn factory
 - ◆ InFat™ is produced in an unique enzymatic inter-esterification process and has proven to be a very effective and appreciated addition to Infant Formulas
- ◆ This product has been successfully introduced to the Infant Nutrition industry by Advanced Lipids, the Joint Venture, in this specific product/technology area, between AAK and Enzymotec
- ◆ AAK opened the state of the art factory for the manufacturing of InFat™ in Karlshamn in 2008
- ◆ The sales of the product has since then enjoyed a strong increase and the factory expansion will enable AAK to increase the production further to meet expectations for continued strong growth of InFat™ in the coming years

CSR in Western Africa



- AAK triples its activities with women groups in Burkina Faso, Western Africa
 - To ensure improved supply and quality of the strategically important shea kernels
 - Improve living conditions locally in the villages
 - The partnership based on the fair trade principles, ensuring the women a steady income and a bonus for delivering high-quality products, but without binding them to trading with AAK

AAK Acceleration - Growth

AAK Acceleration projects

Bakery

Dairy

CCF

Infant Nutrition

Food Service

Merger & Acquisition

Fast-growing economies

- China

- Brazil

KPI 's



N.A.



Ahead of plan



Slightly ahead of plan



On plan



Behind plan

AAK Acceleration - Efficiency

AAK Acceleration projects

Purchasing

Productivity

KPI's



Ahead of plan



Slightly ahead of plan



On plan



Behind plan

AAK Acceleration - People

AAK Acceleration projects

Sales

Mobilize Ourselves

Internal communication

KPI's



Ahead of plan



Slightly ahead of plan



On plan



Behind plan

Concluding remarks from CEO



- ◆ The impact on our industry from the more difficult general economy in Europe is difficult to predict
- ◆ However, based on AAK's customer value propositions for:
 - Health
 - Reduced costs
 - Customer product co development and solutions approach
 - The AAK Acceleration program, Growth-Efficiency-People
- ◆ We remain prudently optimistic for the future mainly driven by a very strong Food Ingredients business

Questions & Answers



The first choice
for value-added
vegetable oil
solutions

Investor Relations Contacts

An hourglass with a gold-colored bulb, filled with Swedish Krona coins. The coins are visible in both the top and bottom bulbs, with some showing the text 'SVERIGE' and 'KRONA'.

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Further Investor Relations material can be
found at www.aak.com/en/Investor

Financial calendar



Financial calendar 2012

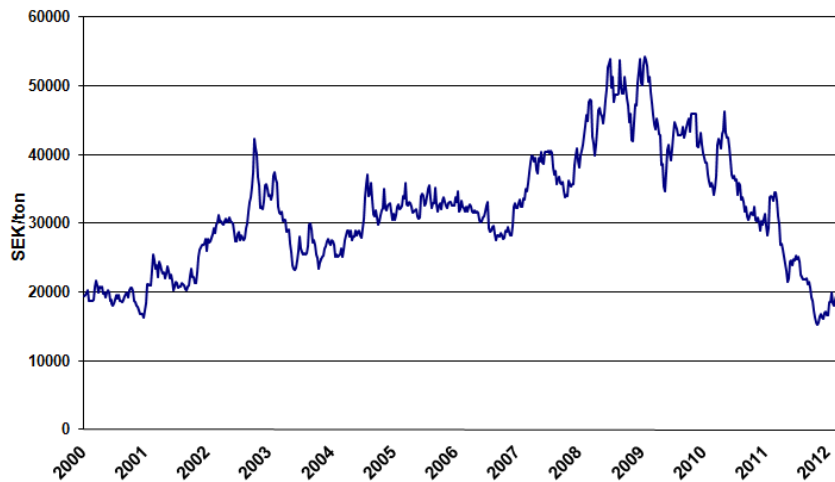
15 May, 2012	Annual General Meeting
19 July, 2012	Interim report for the second quarter 2012
7 November, 2012	Interim report for the third quarter 2012
19 November, 2012	Capital Market Day in Stockholm
21 November, 2012	Capital Market Day in Copenhagen
7 February, 2013	Fourth quarter and full-year report 2012

Cocoa Butter

SEK/tonne

USD/tonne

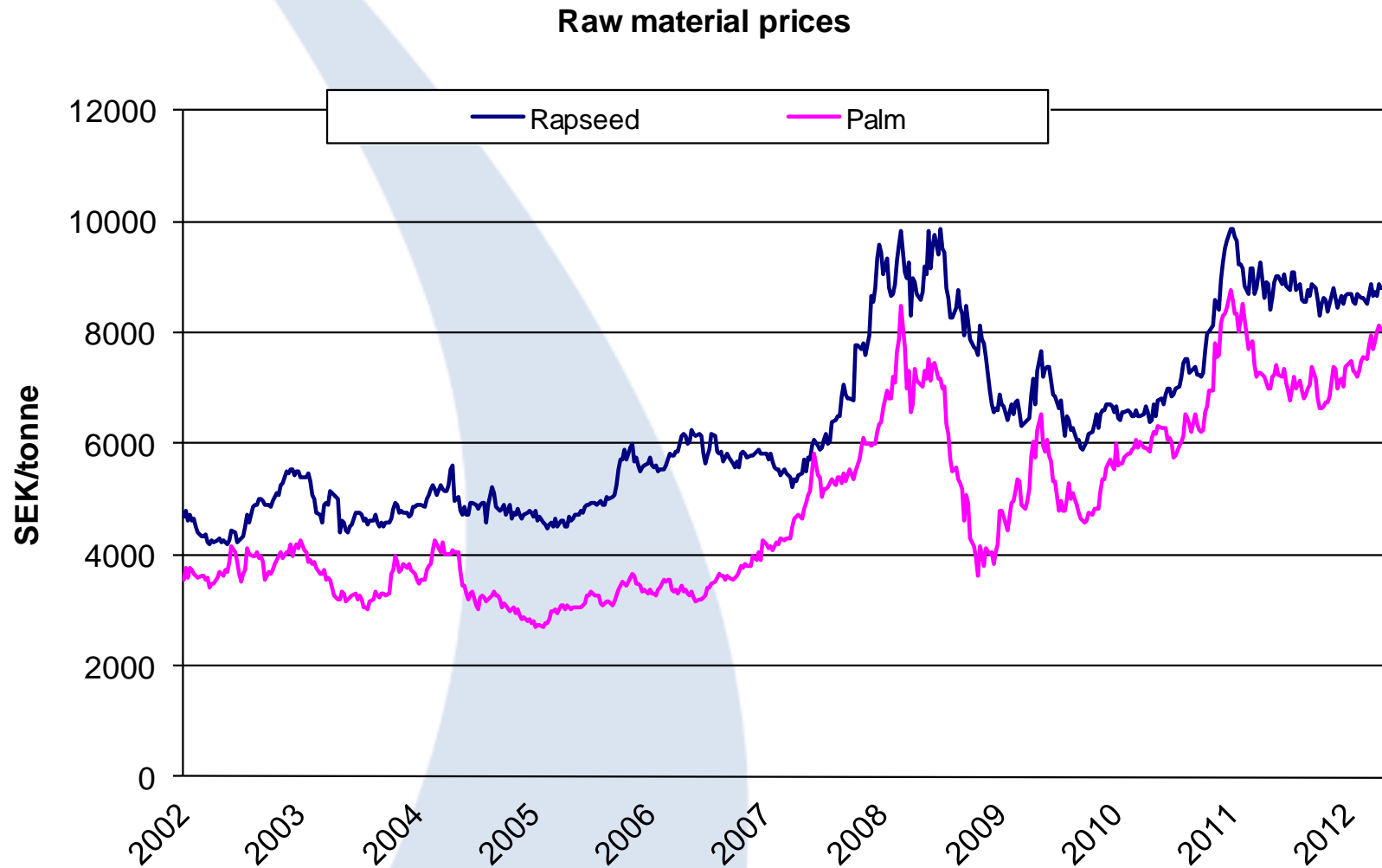
Kakaosmör - Prisutveckling



Cocoa Butter - Price development



Raw material price development, SEK/tonne

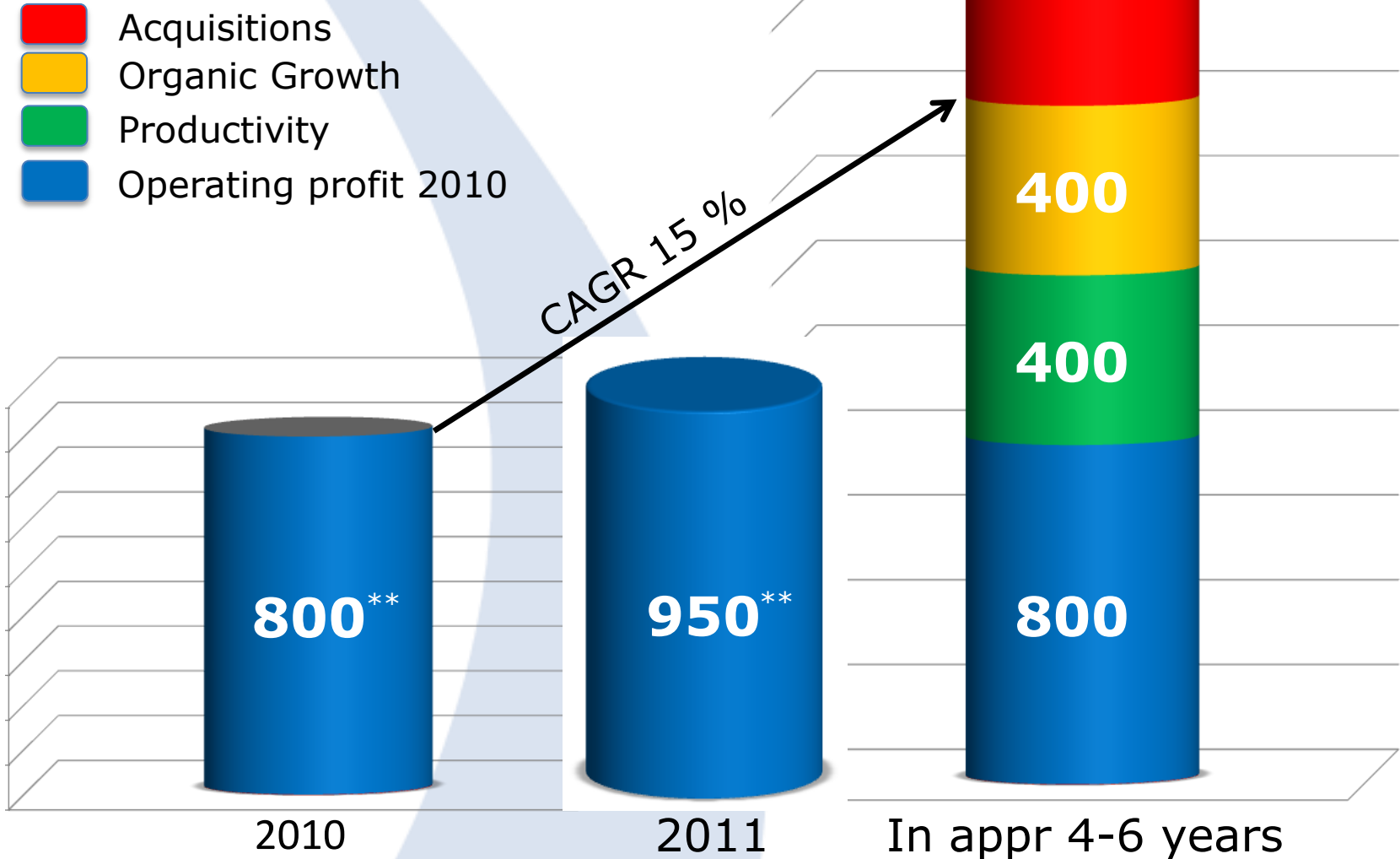


Group Financial Overview



Q1 2012	Q1 2011	% Change		Rolling 12 mth	YTD 2011
366	343	+7%	Volume ('000)	1 449	1 426
220	204	+8%	Operating profit (EBIT)	927	911
0.60	0.59	+2%	Operating profit per kilo	0.64	0.64
-24	-15	-60%	Financial net	-107	-98
141	139	+1%	Net result	606	604
3.43	3.38	+1%	Earnings per share (EPS)	14.77	14.72

AAK Acceleration - Management Growth ambition* on track



* As expressed at the Capital Market Day November 10, 2010 and at fixed exchange rates.

** Rolling 12 months third quarter at fixed exchange rates