



Arne Frank
CEO

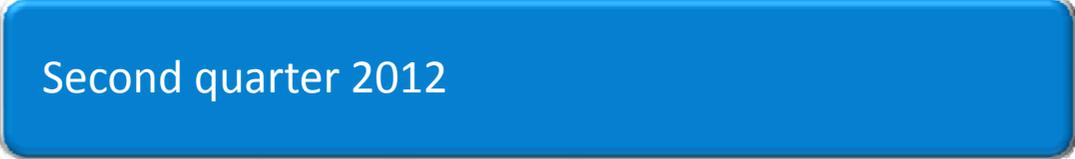
Peter Korsholm
CFO

Fredrik Nilsson
Head of IR

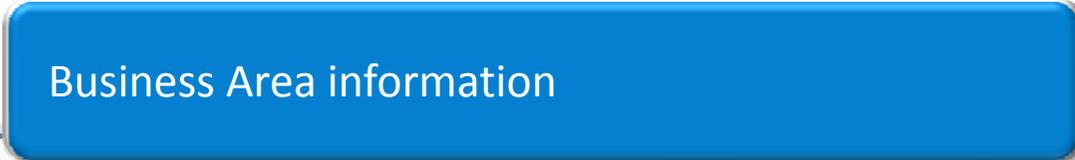
A close-up photograph of a glass filled with golden beer. The glass has the AAK logo embossed on it. The background is a light, textured surface. A large, light blue curved shape is overlaid on the right side of the image.

Interim Report
Second quarter 2012

Agenda

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Second quarter 2012

A blue rounded rectangular button with a white border and a drop shadow, containing the text "Business Area information".

Business Area information

A blue rounded rectangular button with a white border and a drop shadow, containing the text "AAK Acceleration".

AAK Acceleration

A blue rounded rectangular button with a white border and a drop shadow, containing the text "Other major events".

Other major events

A blue rounded rectangular button with a white border and a drop shadow, containing the text "Q & A".

Q & A



Second quarter 2012

- Volumes growth of 11 percent
- Net sales amounted to SEK 4,207 million (3,907) in the second quarter
- Operating profit (EBIT), reached SEK 218 million (196), before acquisition related costs of SEK 7 million, an improvement of 11 percent
 - Food Ingredients reached a record high second quarter of SEK 156 million (120), an improvement by 30 percent
 - Chocolate & Confectionery Fats reached SEK 65 million (70)
 - Technical Products & Feed had another challenging quarter but reached SEK 20 million (28)



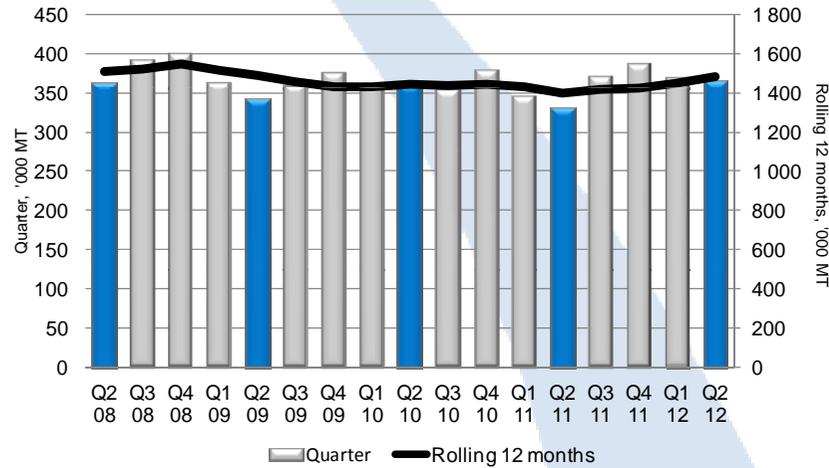
Second quarter 2012

- Operating profit per kilo excluding acquisition costs was SEK 0.60 (0.60)
- Very strong operational cash flow of SEK 351 million (-41). Includes changes in working capital which improved by SEK 196 million (-272)
- Earnings per share increased by 3 percent, from SEK 3.04 to SEK 3.14

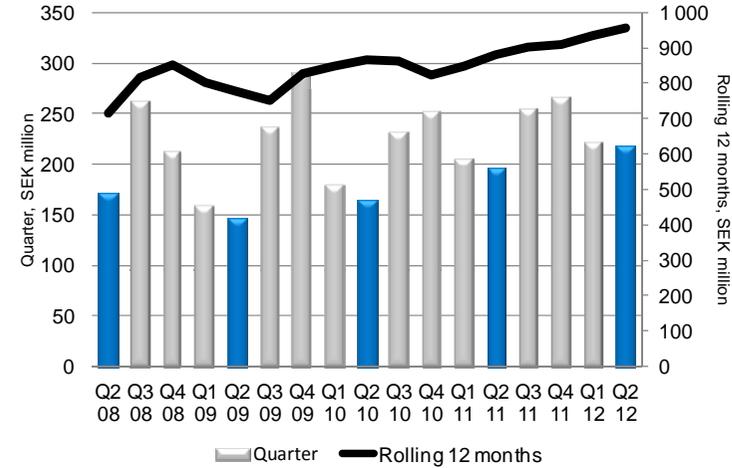
Financial summary



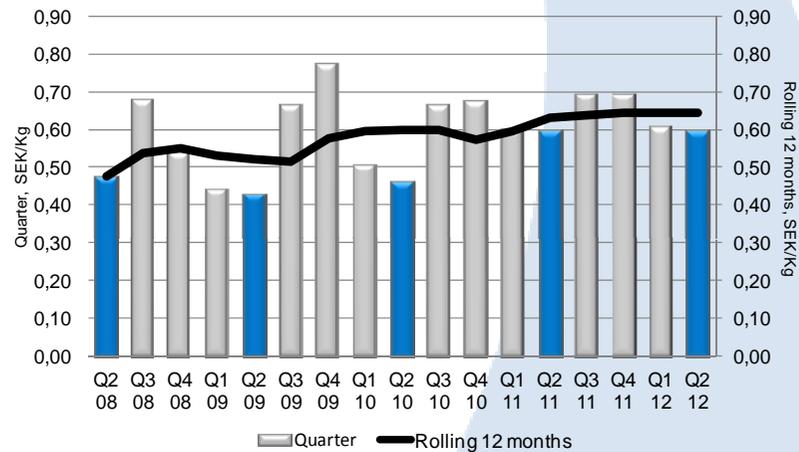
AAK Group - Volume



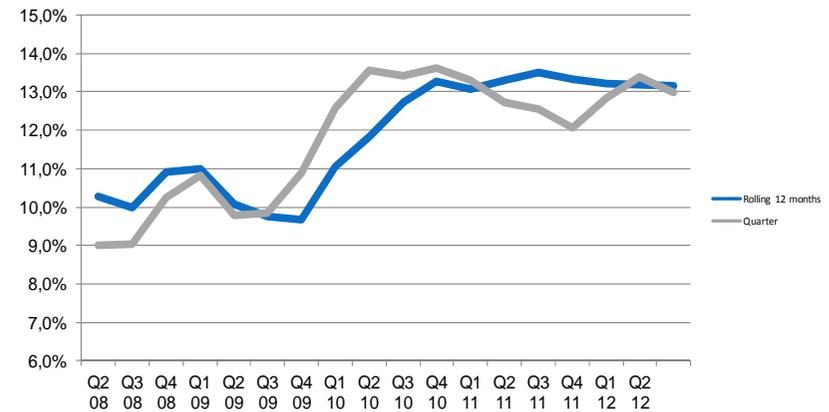
AAK Group - Operating profit*



AAK Group - Operating profit per kilo*



Return on Net Operating Assets



* Excluding acquisition related costs

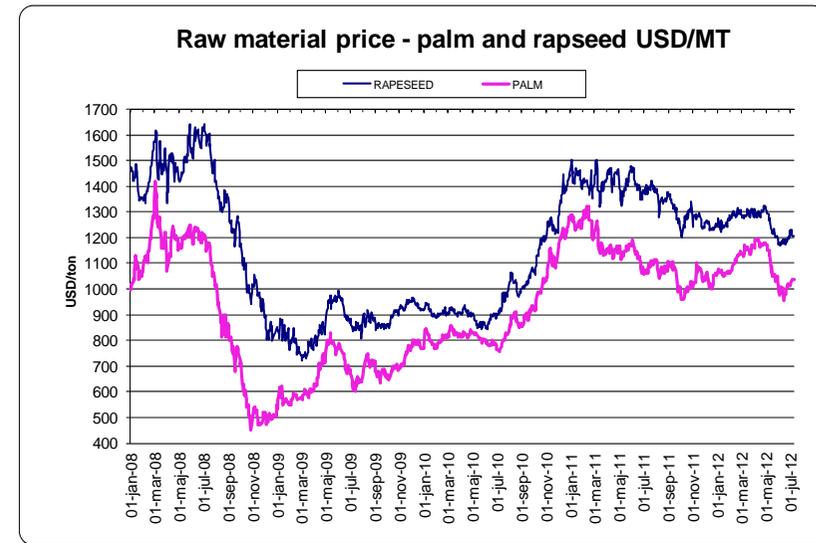
Strong cash flow



SEK million	Q2 2012	Q2 2011	Q1-2 2012	Q1-2 2011
Cash flow from operating activities	155	231	400	435
Change in working capital	196	-272	335	-834
Cash flow from operating activities incl change in working capital	351	-41	735	-399
Cash flow from investments	-517	-95	-623	-163
Free cash flow	-166	-136	112	-562

- Cash flow from operating activities including changes in working capital was positive SEK 351 million (negative 41)
 - Positive cash flow from reduction in working capital was SEK 196 million (negative 272)
- Cash flow, after net investments of SEK 517 million (95) was negative SEK 166 million (negative 136)
- Net debt/EBITDA at 30 June 2012 was 2.39 (31 December 2011: 2.44)

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

Food Ingredients



Second quarter 2012

- A record high operating profit reached SEK 156 million (120), an increase of 30 percent
- Operating profit per kilo improved substantially by 8 percent
 - From SEK 0.63 per kilo to 0.68 SEK per kilo
- Significant volume growth by 21 percent
 - For comparable units 2 percent
- Continued strong developments in many speciality product areas, in particular:
 - Bakery
 - Infant Nutrition
- We continue to remain clearly optimistic for the future of this business area

+30%



AAK Louisville



Second quarter 2012

- AAK Louisville has 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



Acquisition of Oasis Foods Company – May 25, 2012

• Oasis Foods

- Strong position in Food Service
- Revenues of SEK 925 million and 160 employees
- Located in Hillside, New Jersey

• Food Service

- Edible oils
- Margarine
- Spreads
- Shortenings
- Mayonnaise
- Sauces and dressings

• Strategic rationale

- Excellent platform for our Food Service strategy
- Significantly broadens our product offerings in the United States



Acquisition of Crown-Foods A/S in Denmark – May 31, 2012



• **Crown-Foods A/S**

- Scandinavian market leader producing sauces and dressings for Food Service customers
- Revenues of SEK 60 million and 20 employees
- Located in Mørkøv, Denmark
- The acquisition will be included in the Food Ingredients business area

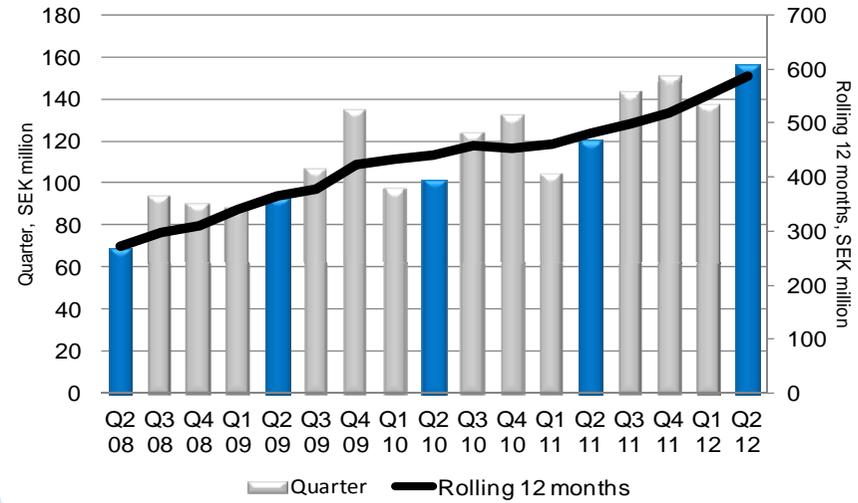
• **Strategic rationale**

- Strengthen our ability to supply a broader portfolio of Food Service products in Scandinavia

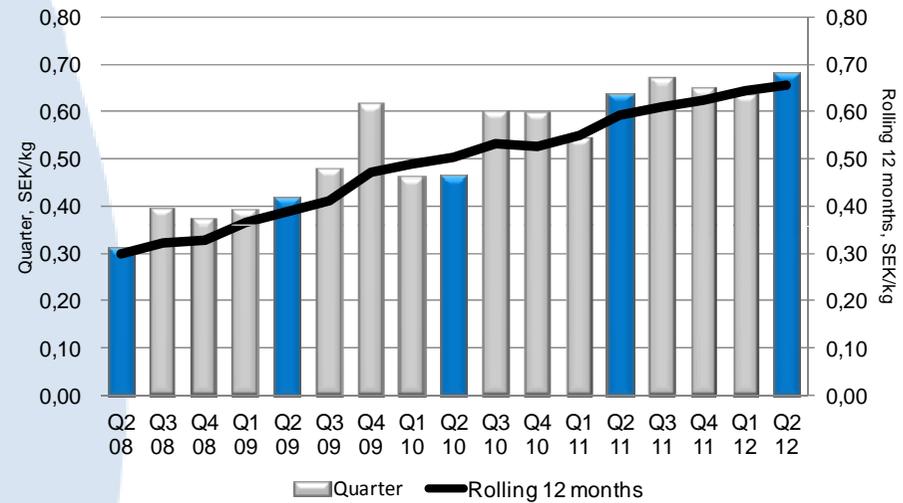
Food Ingredients



Food Ingredients - Operating profit



Food Ingredients - Operating profit per kg





Chocolate & Confectionery Fats



Second quarter 2012

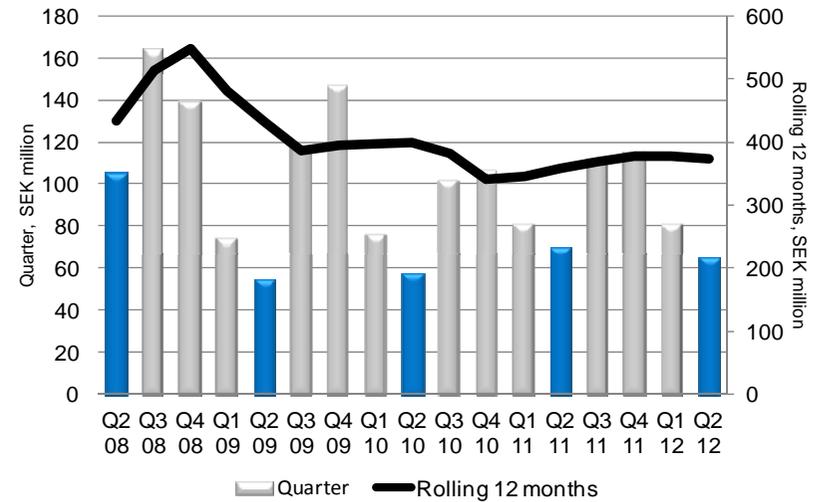
- The operating result reached SEK 65 million (70) -7%
- Operating profit per kilo at SEK 0,87 (0,95) was down mainly due to
 - Customer and product mix changes
 - The pressure on CBE margins continued
- Total volume remained stable, organic growth of 1 percent
- The record low cocoa butter price (approximately 30-40 percent lower than the three year average) represents a clear challenge in the short to medium term
- The business area remain challenged and is expected to be under pressure even during forthcoming quarters
- Seasonally the third and the fourth quarter are the strongest during the year and this seasonality is expected to continue



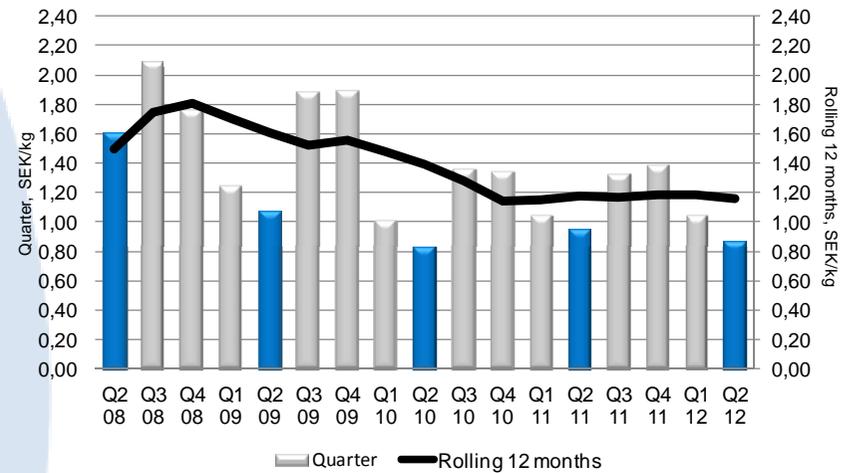
Chocolate & Confectionery Fats



Chocolate & Confectionery Fats - Operating profit



Chocolate & Confectionery Fats - Operating profit per kg



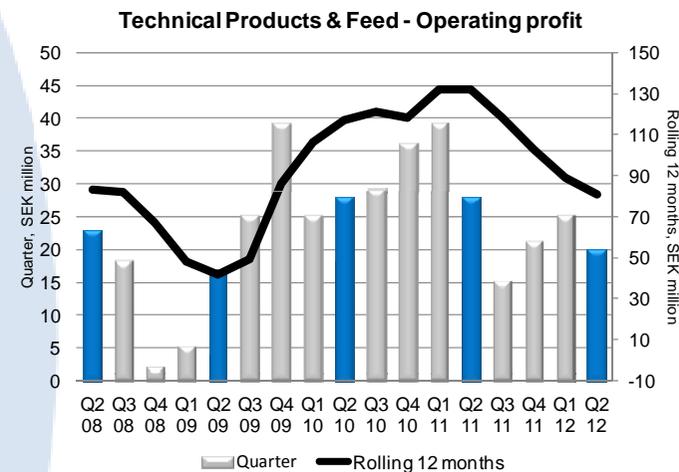
Technical Products & Feed



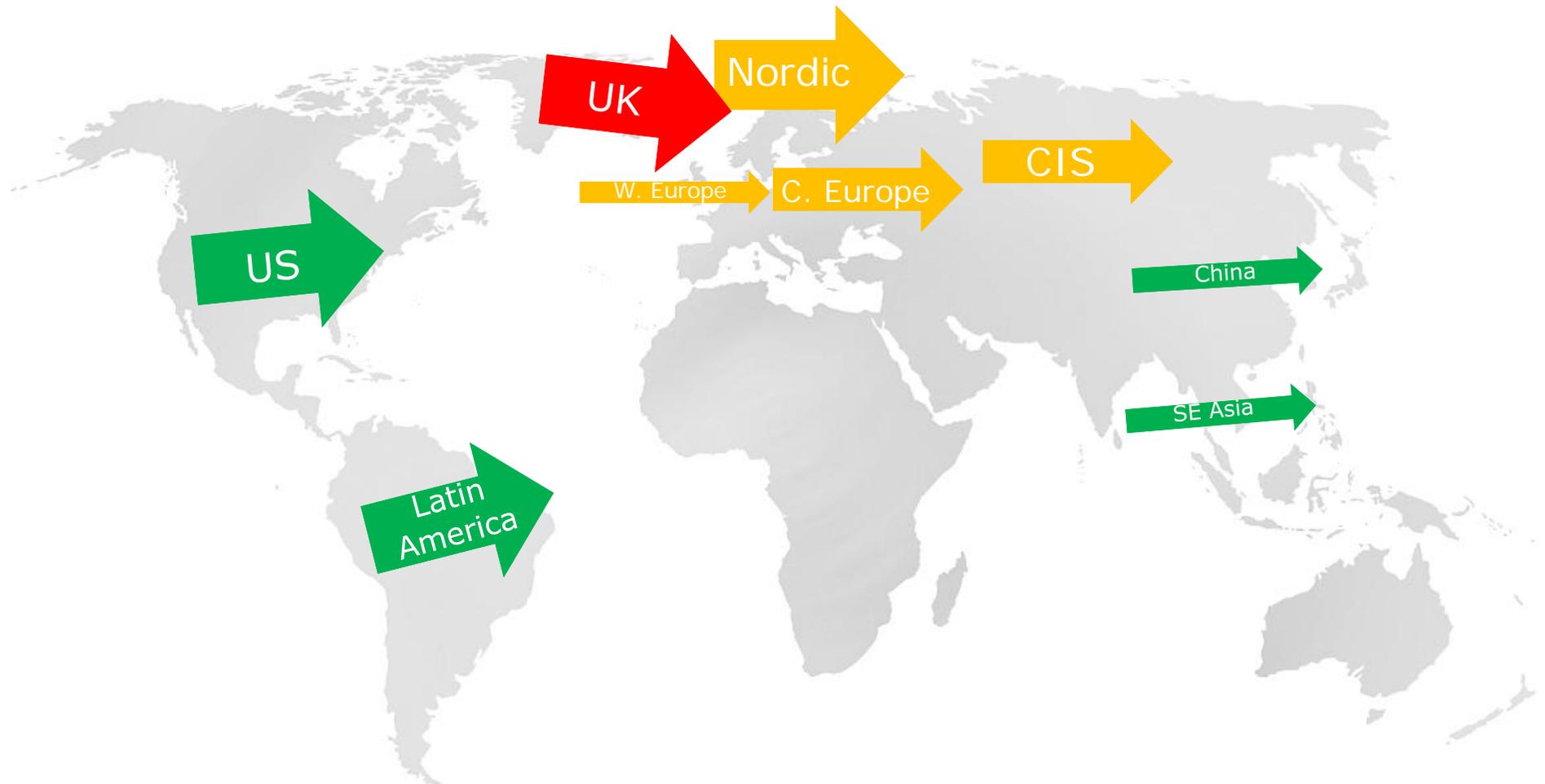
Second quarter 2012

-29%

- Operating profit was SEK 20 million (28)
- Volumes decreased by 6 percent
- Continued pressure on margins for technical fatty acids and in crushing
- Some volumes during the annual maintenance stop have been sourced externally to fulfill customer obligations, at significantly reduced margins
- As previously communicated the next quarter/ quarters will continue to be challenging, but profitability is expected to improve



Q2 volume trends by region





Agreement to develop the sustainable trade of shea kernels



- AAK and L'Oréal, have signed an agreement to develop the trade of shea kernels targeting to:
 - Improve the volumes
 - Improve the quality of the raw material
 - Secure improved living conditions for women in Burkina Faso, West Africa
- L'Oréal will now actively support AAK's programme and will be the receiver of the shea emanating from the project until at least 2014
- The agreement is linked to an initiative that AAK announced earlier this year

AAK Acceleration - Growth

AAK Acceleration projects

KPI
Q2

KPI
Q1

Bakery



Dairy



CCF



Infant Nutrition



Food Service



Merger & Acquisition

N.A

N.A

Fast-growing economies

- China



- Brazil



Ahead of plan



On plan



Slightly ahead of plan



Behind plan



AAK Acceleration - Efficiency

AAK Acceleration projects

Purchasing
Productivity

KPI
Q2

KPI
Q1



Ahead of plan



On plan

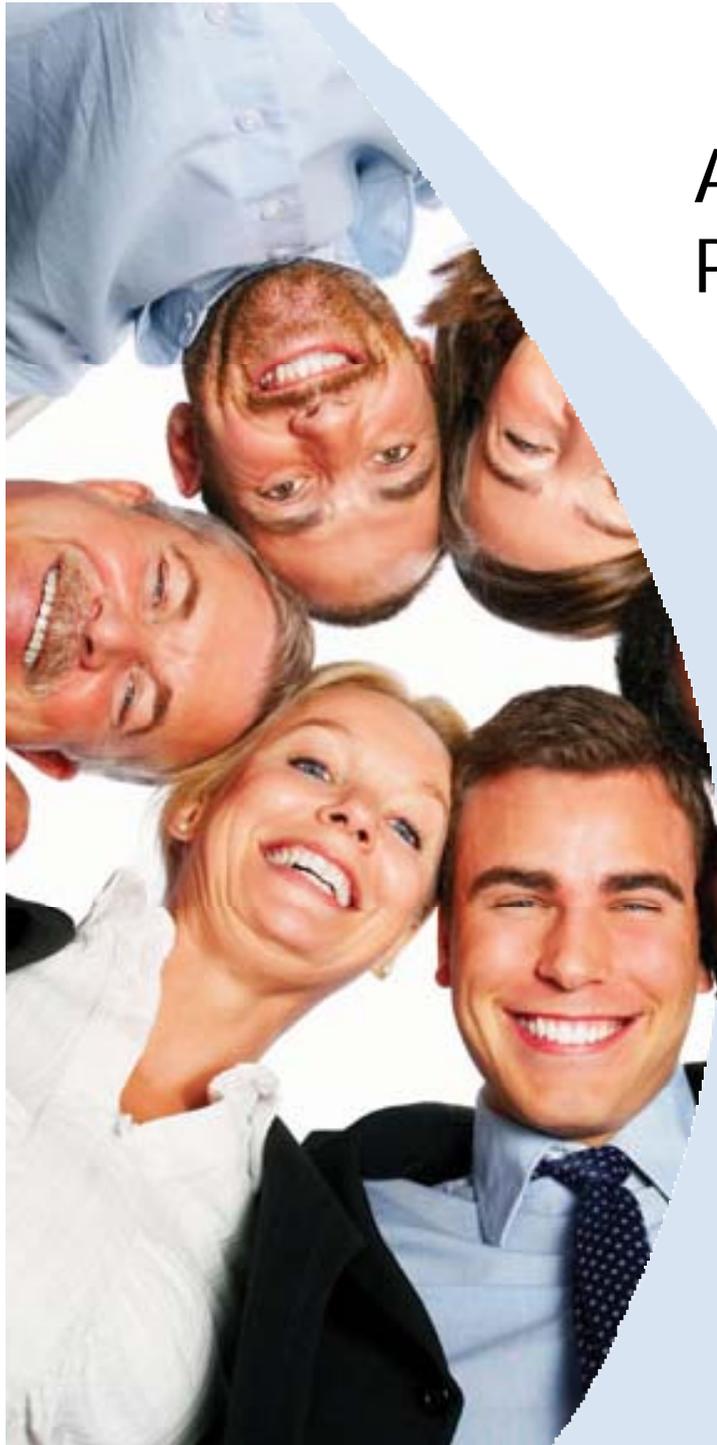


Slightly ahead of plan



Behind plan

AAK Acceleration - People



AAK Acceleration projects

Sales

Mobilize Ourselves

Internal communication

KPI
Q2

KPI
Q1



Ahead of plan



On plan



Slightly ahead of plan



Behind plan

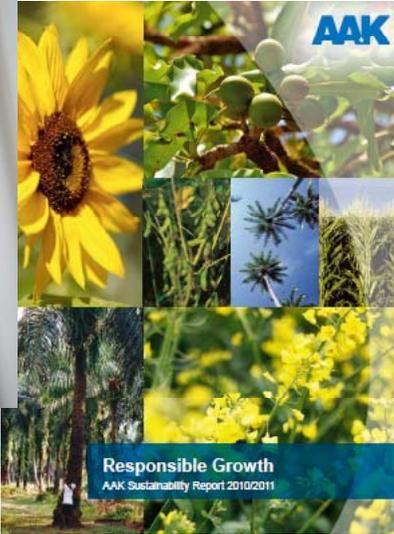
Concluding remarks from CEO



- 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
 - and the AAK Acceleration program
- We continue to remain prudently optimistic for the future mainly driven by a very strong Food Ingredients business



Questions & Answers



A large, semi-transparent image of an hourglass is positioned on the left side of the slide. The hourglass is filled with silver coins, and the top and bottom bulbs are overflowing with them. The hourglass is set against a dark background, and the coins are in sharp focus, showing details like the word 'SVERIGE' on the Swedish coins. The image is partially obscured by a light blue diagonal shape that separates it from the text area.

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

Financial calendar



Financial calendar 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

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