



Q3 INTERIM MANAGEMENT STATEMENT

6 NOVEMBER 2014

This presentation/announcement may contain forward looking statements with projections regarding, among other things, the Company's strategy, revenues, earnings, trading profit, trading margin, finance costs, tax rate, capital expenditure, dividends, cash flow, net debt or other financial measures, the impact of foreign exchange fluctuations, the impact of raw material fluctuations and other competitive pressures. These and other forward looking statements reflect management expectations based on currently available data.

However actual results will be influenced by, among other things, macro-economic conditions, food industry supply and demand issues, foreign exchange fluctuations, raw material and commodity fluctuations, the successful acquisition and integration of new businesses, the successful execution of business transformation programmes and other, as of today, unknown factors and therefore actual results may differ materially from these projections.

These forward looking statements speak only as of the date they were made and the Company undertakes no obligation to publicly update any forward looking statement, whether as a result of new information, future events or otherwise.



CONTINUING
VOLUMES

+2.4%

PRICING

-0.2%

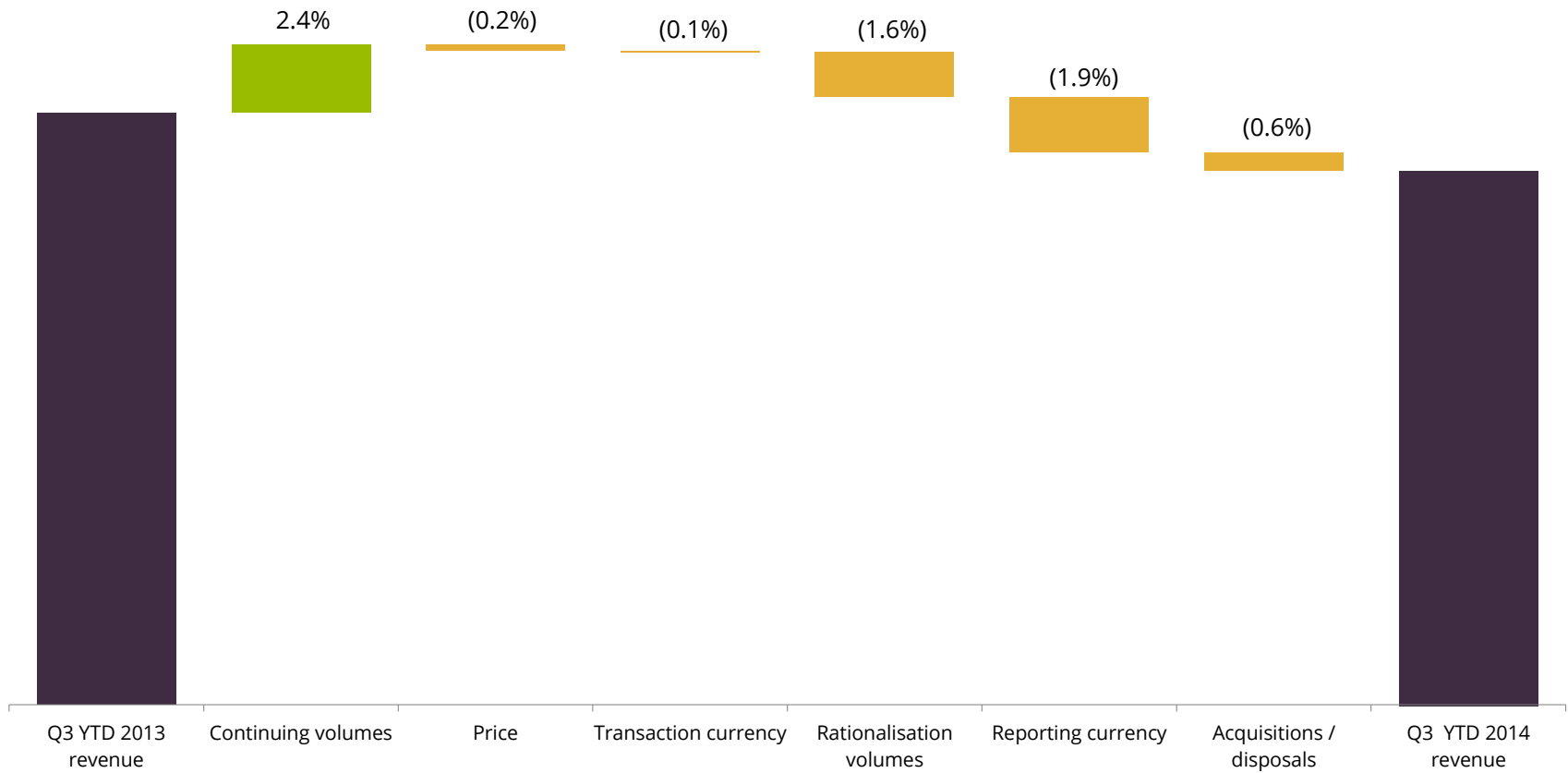
GROUP
TRADING MARGIN

+60bps

- › Continuing volume growth +2.4%
 - › Ingredients & Flavours +3.6%
 - › Consumer Foods -1.2%
- › Group trading margin up 60bps
 - › Ingredients & Flavours +80bps
 - › Consumer Foods +20bps
- › Net Debt of €1.3bn
- › Continued investment in growth (nutrition, taste, developing markets) and 1Kerry
- › Earnings guidance in range of 7% to 9% growth for full year



- › Good Kerry performance in a challenging market environment
- › Developed markets weaker – impacting consumer spend on food
 - › Strong innovation pipeline in taste and nutrition to meet changing consumer trends
- › Developing markets slower - geopolitical & currency issues affecting growth
 - › Good growth maintained in nutritional segments, particularly Asia
- › Early signs of recovery in UK & Irish consumer foods markets
 - › But market sectors remain highly competitive due to retail landscape
- › Kerry Foods progressing repositioning programme



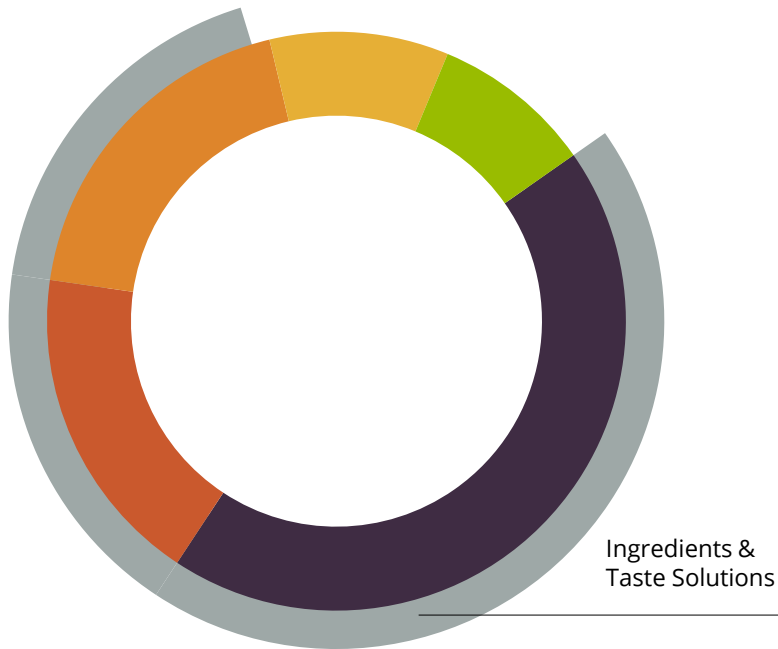
GROWTH

Revenue	+3.6%*
Trading margin	+80bps

- › Continuing volumes +3.6% and pricing -0.2%
- › Strong operational performance contributing 80bps margin improvement
- › Lower industry inventory levels due to the input pricing environment
- › Demand for Kerry 'clean-label' and nutritional solutions driving innovation
- › Continued strong growth in beverage sectors in all regions
- › Good progress in North American meat business
- › Disposal of cereal business in Argentina
- › Acquisition of Junior Alimentos in Brazil
- › Further progress in EMEA business realignment, in advance of transition to new Kerry Centre
 - › Softer volume in core retail food brands
 - › EMEA developing markets weaker, except for Russia
 - › Primary Dairy market pricing significantly reduced
- › Excellent performance in Asia – in particular the nutrition sector
- › Australia & New Zealand ingredients business impacted by competitive issues
- › Strong performance in Kerry Pinnacle in Australia

REVENUE BY TECHNOLOGY*

Q3 YTD CONTINUING VOLUME GROWTH



- Savoury & Dairy **44%**
- Beverage **19%**
- Cereal & Sweet **18%**
- Pharma/Functional Ingredients **10%**
- Regional Technologies **9%**

Americas	+3.6%
EMEA	+0.1%
APAC	+11.3%
Total	+3.6%

GROWTH

Revenue	-1.2%*
Trading margin	+20bps

- › Continuing volumes and pricing decreased -1.2% and -0.3% respectively
- › Good operational performance contributed +20bps margin improvement
- › Increased market fragmentation & retail environment pressures
- › New product launches in healthy snacking sector
- › Kerry Foods' UK brands performed well (Richmond & Mattessons)
- › UK customer brands – improved performance in chilled & frozen meals
- › Denny marketing programmes - encouraging results in Ireland
- › Dairygold maintains solid brand positioning
- › Cheestrings successfully launched in Austria & Poland
- › Progress in implementing Kerry Foods' business repositioning strategies
 - › Poole & Spalding savoury pastry assets acquired by Pork Farms Group

GLOBAL TECHNOLOGY & INNOVATION CENTRES

- › Ireland – on plan for opening in Q1 2015
- › Singapore opened in Q3 2014
- › Moscow (Regional Development & Application Centre) - October 2014

KERRYCONNECT

- › EMEA – key implementation milestones over next 6 months
- › APAC – regional design progressing to plan
- › Continued investment in working capital

CURRENCY

- › Managing through significant volatility

RAW MATERIALS / PRICING

- › Markets and pricing switch to deflationary cycle (e.g. dairy)

OTHER FINANCIALS

- › Interest / Tax / Pension Deficit / Capital

- › Continued growth ahead of our markets
- › Innovation key to market recovery
- › Continued investment in growth strategies
 - › Nutrition
 - › Taste
 - › Developing markets
 - › Kerry technology centres
- › Continued investment in 1 Kerry and Kerryconnect
- › Foods repositioning progressing well
- › Good acquisition pipeline

**The Group expects to achieve 7% to 9% growth
in adjusted earnings per share* in 2014**



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