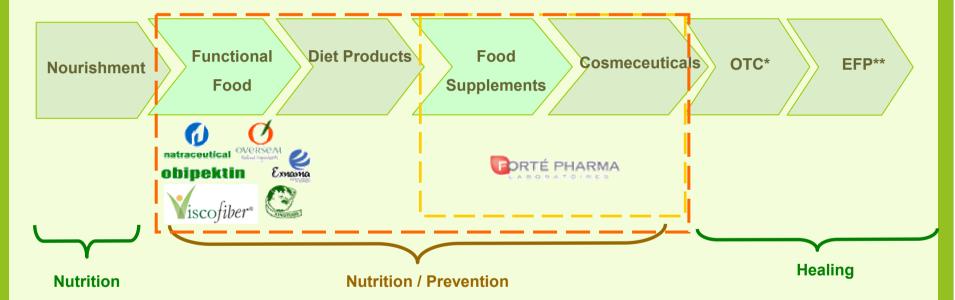








#### **The Health Value Chain**





 Market (EU)
 10.000 M€
 3.500 M€

 Growth
 17%
 10-30%

1.500 M€ 20% 15.300 M€ 11% 60.000 M€ 6%

<sup>\*</sup> Over the counter

<sup>\*\*</sup> Pharmaceutical speciality with prescription







**Food Supplements Division** 















<b>Business Model</b>	B2B	B2C		
Sales	Technical	Promotional		
Main Function	Production / Sales / R+D	Marketing / Sales / R+D		
Distribution	Food, Pharma, Cosmetic	Pharmacy and Parapharmacies		
Gross Margin of sales	35% - 50%	70% - 85%		























Ingredients Division





Increase in world-wide presence

### Towards the global leadership

- 6 production plants
- Commercial presence in 5 continents







Heading for innovation

Based on R&D activity and the development of innovative ingredients in line with emerging consumer trends. From ingredient distributor to **solution provider**.

The **funcional ingredients** are the current reality of NTC Group, a business policy that has only emerged 4 years ago and has gained importance in the turnover volume of the Group.

Product line	Annual business growth (2 years)	Future growth espected	Comments
Funcional derivativas, polifenols & nutraceuticals	+100%	20%	During the past two years, NTC has duplicated the annual volume in this range of ingredients, with a special influence having CocoanOX (cocoa polifenols with anti-aging effect) and cocoa soluble fiber (proven to reduce colesterol)

NTC has recently signed a **new commercial contract** with one of the world-leading food companies to develop and introduce funtional ingredients in their confectionary and backery product lines





# August 2007 - Mars inc. drops application for preliminary injunction against Natraceutical Group on alleged patent infringement proceedings in the United States

As a result of this process, Mars intended to stop US sales of CocoanOX, a antioxidant-rich ingredient patented by Natraceutical Group

Natraceutical Group will not have to stop CocoanOX′ commercial agreements in the American market and will continue to defend its intellectual property regarding the proceedings brought about by Mars in April, 2007



## September 2007 -Natraceutical Group enters the beta-glucan market through the acquisition of Canadian Viscofiber®

Beta-glucan is a natural ingredient belonging to the "soluble fiber" group. At present, the Food and Drug Administration (FDA) allows the use of a generic health claim for oat and oat products mentioning the cholesterol lowering effect of soluble fiber and the reduction in the risk of coronary heart diseases.

The transaction amounts to 2 million euros. Natraceutical estimates 2012 sales to reach 15 million euros for this product range. The soluble fiber market has high growth and development potential, with annual expected growth ratios of 25% until 2011 (Source: *NBJ* 2006, *Frost & Sullivan*).



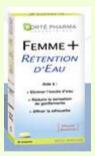






















# Food Supplements Division





Creation of a pan-European brand

Towards the leadership in Europe ....

Main current Market

Forté Pharma France (Headquarters- Monaco)

Fisrt phase of Internationalisation

Forté Pharma Benelux (Belgium/Holand/Luxemburg)

Forté Pharma Ibérica (Spain/Portugal)

Austria

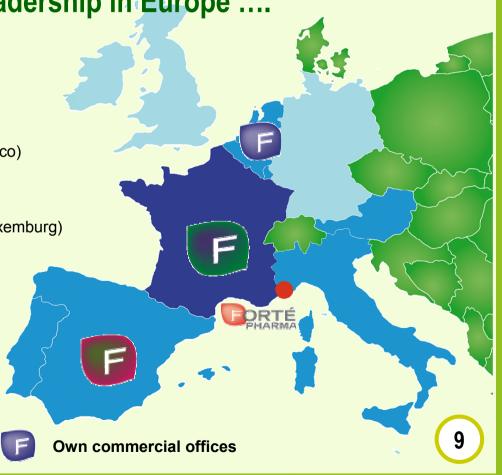
Switzerland

Italy

Poland

Seconf phase of Internationalisation

United Kingdom, Germany







Increase of the product portfolio

Wide range of products that covers all the needs for food supplements of our consumers. 3 categories with **more than 35 different products**. The growth in sales (with a higher growing rate than the market) is motivated by the continuous launch of new products.





















#### Forté Pharma Sales evolution by countries (M€)

	June '07	June '06	Δ
France	28,65	26,06	10%
Belgium	3,13	2,80	12%
Austria	1,21	0,61	99%
Spain	3,32	1,87	77%
Others*	2,21	1,24	78%

<sup>\*</sup> Comprising: Antilles, Poland, Maurice, Grece, South Africa and Canada





200,000 units of Cheveux Expert in the pre-sales campaign (100,000 expected)





200,000 units of Active Concentrates in the pre-sales campaign



<sup>-</sup> The Netherlands and Portugal incorporated from 2007























# Natraceutical Group Main Figures





## **Budget 2007**

	2006	2007 B	Δ	1st Q 2007
Income	94 M€	160 M€	70,2%	89 M€
EBITDA	10 M€	16 M€	60%	11,5 M€

- ➤ Consolidation of growth. The Group will continue its consolidation of growth policy as well as the use of synergies, mainly in comercial areas and R&D with the development of new products and the consequent sales increase.
- > Growth at around 13%. The budget for 2007 foresees 10% growth within the ingredient division and 16% growth in the food supplement division.
- > Fulfillment of the budget in the 1S 2007. The results reflect a clear tendency towards the fulfillment of the current budget.
- > Ambitious but realistic business plan, baring in mind the following objectives:
  - ➤ Accumulated growth of yearly 15%
  - ➤ EBITDA over 16%





# **Supplements Division**

2007 Budget by countries

	2007 P	France	Spain	Rest of countries
Sales	55,9 M€	39,9 M€	4,9 M€	11,1 M€
Ebitda % over sales	3,9 M€ 7%	4,4 M€ 11%	-1,1 M€ -22,4%	0,6 M€ 5,4%

France: Budget 2007 by product line

	Slimming	Concent.	Multivit.	Beauty	Health	Sport	Total France
Sales	30,2 M€	3,8 M€	1 M€	0,8 M€	3,9 M€	0,2 M€	39,9 M€
Ebitda	5,0 M€	0,4 M€	-0.5 M€	-0,6 M€	0,1 M€	0 M€	4,4 M€
% over sales	16,6%	10,5%	-50%	-75%	2,6%	0%	11%

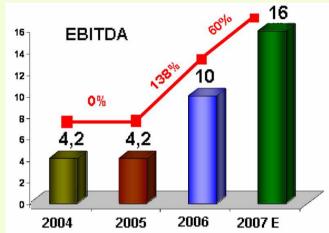


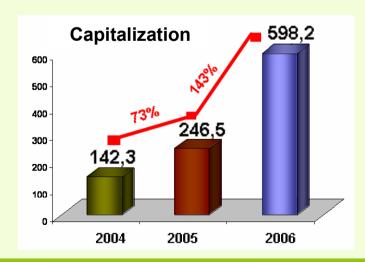




### **Trackrecord**



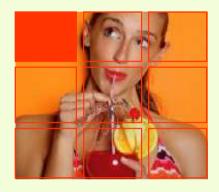




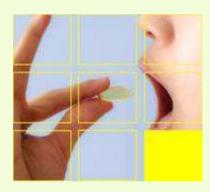












**NATURAL?** 

**DELICIOUS?** 

**HEALTHY?** 

**EASY?** 

Why not everything? NOW IT IS POSSIBLE



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