

Turnover for 9 months in 2011 (from 1<sup>st</sup> January to 30 September 2011)

## The growth dynamic continues: +12.7% organic growth at constant currency over 9 months in 2011

Press Release

Avignon, 27 October 2011 - Naturex, world leader in specialty plant-based ingredients, presents its global turnover for the first nine months of 2011:

K€ IFRS Unaudited data	2011	2010	Var. %	Var. % constant currency
1 <sup>st</sup> quarter	64,021	51,611	+24.0%	+17.5%
2 <sup>nd</sup> quarter	63,904	60,478	+5.7%	+9.3%
3 <sup>rd</sup> quarter	63,226	58,472	+8.1%	+12.0%
<b>Turnover 9 months</b>	<b>191,151</b>	<b>170,561</b>	<b>+12.1%</b>	<b>+12.7%</b>

Over the first nine months of 2011 Naturex recorded a turnover of 191.2 million euros, up 12.1% in comparison to the nine months of the previous financial year.

At constant currency, the organic growth amounted to +12.7%, in line with the 2011 annual objectives.

The foreign exchange effects impacted the growth of the 3<sup>rd</sup> quarter in proportions identical to the previous quarter.

At constant currency, the growth of the 3<sup>rd</sup> quarter was +12.0%.

### Strong growth on the two main markets

K€ IFRS Unaudited data	9 months 2011	9 months 2010	Share of revenue %	Var. %	Var. % constant currency
Food & Beverage	117,243	102,566	61.3%	+14.3%	+12.3%
Nutrition & Health	61,520	56,944	32.2%	+8.0%	+13.4%
Personal Care	1,880	1,987	1.0%	-5.4%	-1.8%
Miscellaneous and toll extraction	10,508	9,064	5.5%	+15.9%	+16.5%

The product range segmented around innovative ingredients concepts, combined with the technical and scientific support to a target clientele, contributed to generating strong growth in the Food & Beverage and Nutrition & Health activities:

- The Food & Beverage activity generated a turnover of 117.2 million euros, up 14.3% (+12.3% at constant currency);
- The Nutrition & Health activity recorded a dynamic growth of +8.0% (+13.4% at constant currency) with a turnover of 61.5 million euros;
- The Personal Care activity, still highly promising, recorded insignificant variations over the period, considering a base that is still small.

## Solid growth of the mature markets and strong activity in the emerging countries

K€ IFRS Unaudited data	9 months 2011	9 months 2010	Share of revenue %	Var. %	Var. % constant currency
Europe / Africa	101,405	89,888	53.0%	+12.8%	+10.5%
Americas	68,203	62,167	35.7%	+9.7%	+16.7%
Asia / Oceania	21,543	18,506	11.3%	+16.4%	+10.2%

The commercial relays extended the world over favoured proximity with the local and regional customers, leading to strengthening of the NATUREX positions in all regions, both on the developed markets and on the emerging markets:

- The mature markets of Europe and North America offered solid performances in a difficult economic climate;
- The Asia/Oceania zone experienced good progression in Australia compared with the previous quarters, and an acceleration of sales in Asia;
- The emerging markets of Eastern Europe, Asia, Latin America, Africa and the Middle East continued their sustained growth and represented a significant market share of 14.1% of the sales of the Group.

*"In a troubled macroeconomic context, we have maintained strong organic growth in our main activities and all our geographical zones,"* declared Jacques Dikansky, Chief Executive Officer and founder of NATUREX.

*"The success of our capital increase will enable us to continue our expansion, by concretising our external growth plans in order to reinforce our industrial capacities and our commercial positioning with the aim of orienting our customers to an ever wider and more personalised product range."*

Receive all financial information on NATUREX by email free of charge by registering at: [www.naturex.com](http://www.naturex.com)

### ► Forthcoming events

- Actionaria tradeshow (Paris) 18-19 November 2011

### ► Forthcoming publications

- Consolidated results 3<sup>rd</sup> quarter 2011 30 November 2011

Naturex has been listed since October 1996 on NYSE Euronext Paris, Compartment B (MidCaps)



Number of shares comprising the capital: 7,705,580  
▶ 6,318,272 ordinary shares (ISIN FR0000054694)  
▶ 1,387,308 preferred shares (ISIN FR0000054694)

Naturex is a component of the CAC Small and Gaïa indexes.  
Naturex is eligible for "long only" Deferred Settlement Service (SRD).

TICKER: NRX - Reuters : NATU.PA - Bloomberg : NRX:FP

## About Naturex

NATUREX is the global leader in specialty plant-based natural ingredients.

The Group is organised around three strategic markets (food & beverage, nutrition & health and personal care) and produces and markets specialty plant-based ingredients for the food, nutraceutical, pharmaceutical and cosmetic industries.

NATUREX's head office is based in Avignon. The company employs more than 1,000 people with high-performance manufacturing operations across 13 sites in Europe (France, Italy, Spain, the United Kingdom and Switzerland), as well as in Morocco, the United States, Brazil and Australia. It also has a global presence through a dedicated network of sales offices in 18 countries (France, Italy, Spain, the United Kingdom, Belgium, Germany, Russia, U.A.E., Thailand, Singapore, Japan, China, Korea, Australia, the United States, Canada, Brazil and Mexico).

NATUREX's development is supported by positive underlying trends linked to a fast-growing demand for natural products and its capacity to provide manufacturers customised solutions to meet the requirements of their end consumers. The Group's strength lies in its positioning with specific products which constitute niche markets, supported by strong sourcing capacity and sustained research & development.

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