

Valencia (Spain), January 26, 2012

Naturex posts its Annual Sales 2011

(1st January to 31 December 2011)

The invested company performs an excellent year of growth in 2011.

Annual sales objective achieved +12.3% organic growth at constant scope and currency

[Full transcription of Naturex's results note](#)

Avignon (France), 25 January 2012 - NATUREX, NATUREX, world leader in specialty plant-based ingredients, presents its annual consolidated sales the year 2011:

In million euros – Non-audited figures

Revenues	2011	2010	Var. %	Var. % constant currency
1st quarter	64,021	51,611	24.0%	17.5%
2nd quarter	63,904	60,478	5.7%	9.3%
3rd quarter	63,226	58,472	8.1%	12.0%
4th quarter (excluding Burgundy)	59,718	55,746	7.1%	11.1%
Annual sales at constant scope	250,869	226,307	10.9%	12.3%
Integration of Burgundy	2,7	-	-	
4th quarter (new scope)	62,418	55,746	12.0%	
Annual sales at new scope	253,568	226,307	12.0%	

2011 was a further year of strong growth for NATUREX, which recorded excellent levels of activity over all markets and in all geographic areas where the Group is established.

In October 2011, NATUREX performed the acquisition of BURGUNDY, specialised in the production and marketing of plant extracts for the nutraceutical, pharmaceutical and cosmetics industries, which sales have been consolidated from 1st October 2011.

Head Office:

Pl. Xavier Cugat, 2, Ed. D, 2 B
08174 St. Cugat del Vallès, Barcelona
Spain
Tel. (+34) 93 584 81 85
Fax. (+34) 93 584 81 90

natraceutical

Thus the sales generated over the year 2011 amounted to 253.6 million euros, an increase of 12.0%. At constant scope and exchange rate, the growth in sales was 12.3%, in compliance with the published annual growth objective.

The activity of the 4th quarter of 2011 was in the same growth dynamic as the previous quarters and the integration of the activities of BURGUNDY within NATUREX generated additional revenue of 2.7 million euros. The sales for the 4th quarter of 2011 thus amounted to 62.4 million euros, up 12.0%.

Strong growth of the three markets around a widened product range

In million euros – Non-audited figures

Revenues	2011*	2010	share of turnover %	var. %
Food & Beverage	153,412	137,108	60.5%	11.9%
Nutrition & Health	84,496	75,523	33.3%	11.9%
Personal Care	3,008	2,709	1.2%	11.0%
Miscellaneous and toll extraction	12,652	10,967	5.0%	15.4%

** New scope: Integration of the turnover of BURGUNDY over the 4th quarter 2011*

Growth was good in the different markets, the integration of the activities of BURGUNDY enabled to complete the offer in the fields of Nutrition & Health and Personal Care.

- The Food & Beverage activity generated a turnover of 153.4 million euros, up 11.9%;
- The Nutrition & Health activity increased by 11.9%, for a turnover of 84.5 million euros and includes 2.3 million euros from the nutraceuticals activity of BURGUNDY;
- The Personal Care activity recorded a turnover of 3.0 million euros, up 11.0% and includes 0.4 million euros of sales generated by BURGUNDY

Dynamism of all geographic areas

In million euros – Non-audited figures

Revenues	2011*	2010	share of turnover %	var. %
Europe / Africa	132,013	117,718	52.1%	12.1%
Americas	92,708	84,107	36.6%	10.2%
Asia / Oceania	28,847	24,482	11.4%	17.8%

** New scope: Integration of the turnover of BURGUNDY over the 4th quarter 2011*

natraceutical

With commercial coverage widened to 18 locations, including 3 openings of commercial offices over the year, NATUREX has not only strengthened its positions worldwide, but has also created real proximity with local and regional customers, enabling it to catch the growth of both mature markets and emerging markets:

- The Europe/Africa zone recorded a growth of 12.1% over the period, confirming the solidity of the European market in spite of the difficult macroeconomic context;
- The Americas zone continues to progress, supported by the dynamism of sales in North America and the acceleration of sales in Latin America, particularly in Brazil;
- The Asia/Oceania zone recorded good performances, driven by strong sales growth in Asia and a buoyant activity in Australia over the last two quarters of the year.

The emerging markets of Eastern Europe, Asia, Latin America, Africa and the Middle East which represented 14% of the Group's sales over 2011, compared with less than 10% one year previously, offer highly promising development prospects.

"We are very satisfied with this excellent year of growth, marked by the positive orientation of all of our activities and geographic zones. The integration of BURGUNDY is now on the road to completion and our teams are working actively to quickly develop the commercial synergies." declared Jacques Dikansky, Chief Executive Officer and Founder of NATUREX.

"With our strengthened geographic positioning, the highly favourable acceptance of our new product ranges and our industrial and scientific expertise, we are confident in our ability to continue to outperform the future growth of our markets."

ANNEXE

Historical data (constant scope – excluding sales integration of BURGUNDY)

- *Quarterly sales breakdown*

Revenues	2011	2010	Var. %	Var. % constant currency
1st quarter	64,021	51,611	24.0%	17.5%
2nd quarter	63,904	60,478	5.7%	9.3%
3rd quarter	63,226	58,472	8.1%	12.0%
4th quarter (excluding Burgundy)	59,718	55,746	7.1%	11.1%
Annual sales at constant scope	250,869	226,307	10.9%	12.3%

- *Sales breakdown by market*

Revenues	2011	2010	Share of turnover %	var. %	var. % constant currency
Food & Beverage	153,254	137,108	61.1%	11.8%	11.1%
Nutrition & Health	82,241	75,523	32.8%	8.9%	14.2%
Personal Care	2,646	2,709	1.1%	-2.3%	2.0%
Miscellaneous and toll extraction	12,728	10,967	5.1%	16.1%	17.1%

- *Sales breakdown by geographic region*

Revenues	2011	2010	share of turnover %	var. %	var. % constant currency
Europe / Africa	129,789	117,718	51.7%	10.3%	9.3%
Americas	92,515	84,107	36.9%	10.0%	16.6%
Asia / Oceania	28,565	24,482	11.4%	16.7%	12.1%

Receive all financial information on NATUREX by email free of charge by registering at:

www.naturex.com

natraceutical

Upcoming publications and events

- Annual results 2011: 28 March 2012
- Midcap Event Brussels: 29-30 March 2012
- SFAF analysts meeting - Paris: 2 April 2012

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



Number of shares comprising the capital: 7,705,580
6,718,272 ordinary shares (ISIN FR0000054694)
987,308 preferred shares (ISIN FR0010833251)

ISIN: FR0000054694 (NRX) – Reuters: NATU.PA – Bloomberg: NRX:FP.

About Naturex

NATUREX is a 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, France. The company employs more than 1,000 people with high-performance manufacturing operations across 13 sites in Europe (France, Italy, Spain, the United Kingdom, 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.

Naturex contacts

Jacques Dikansky
President and CEO
Tel: +33 (0)4 90 23 96 89
naturex@naturex.com

Thierry Lambert
Vice-president and CFO
Tel: +33 (0)4 90 23 96 89
t.lambert@naturex.com

Carole Alexandre
Investor Relations
Tel. +33 (0) 4 90 23 78 28
c.alexandre@naturex.com

Actus Finance contacts

Anne Catherine Bonjour
Press Relations
Tel: + 33 (0)1 53 67 36 93
acbonjour@actus.fr

Jérôme Fabreguettes-Leib
Investor Relations
Tel: + 33 (0)1 77 35 04 36
jfl@actus.fr