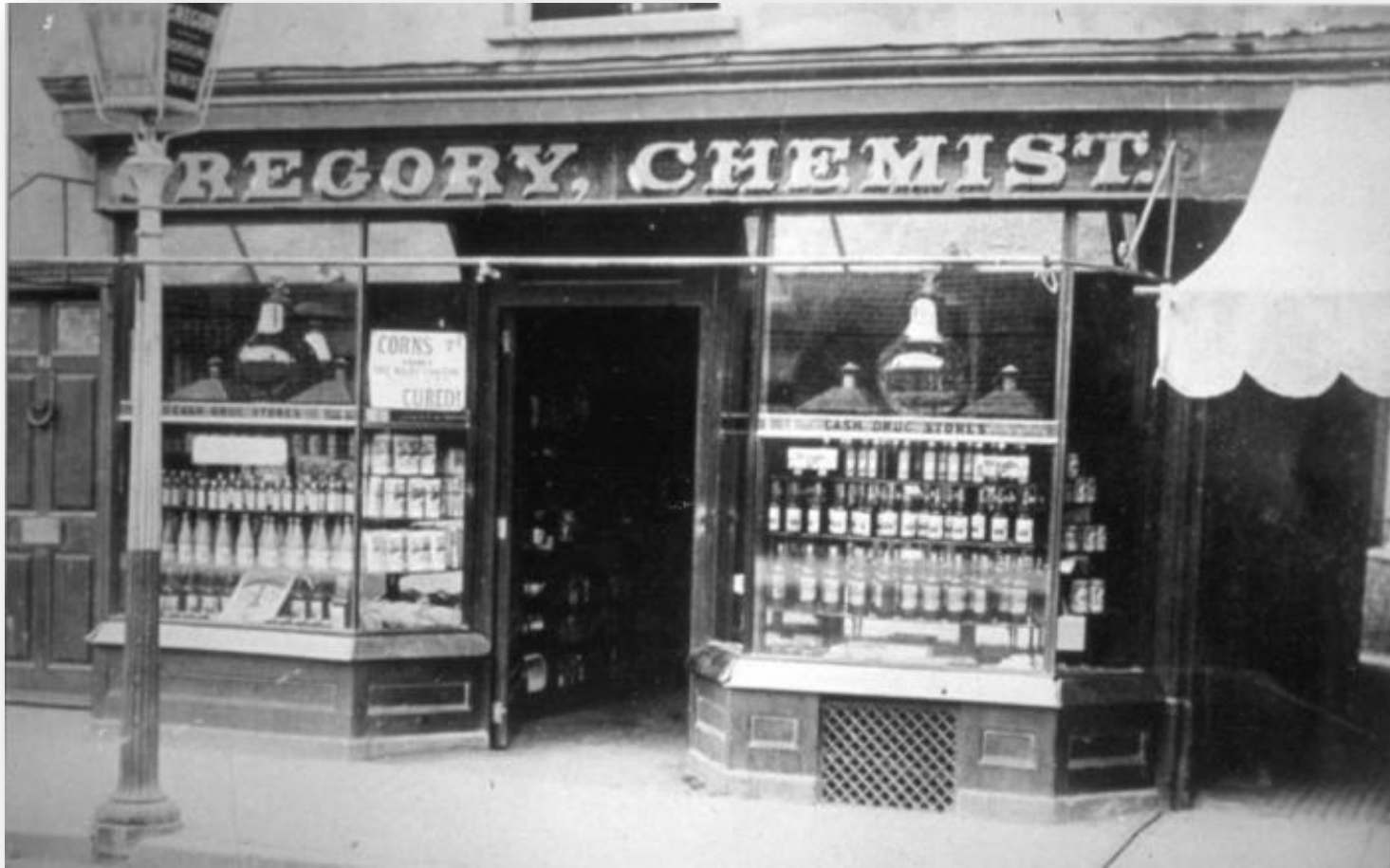


Investor Briefing Full Year 2012

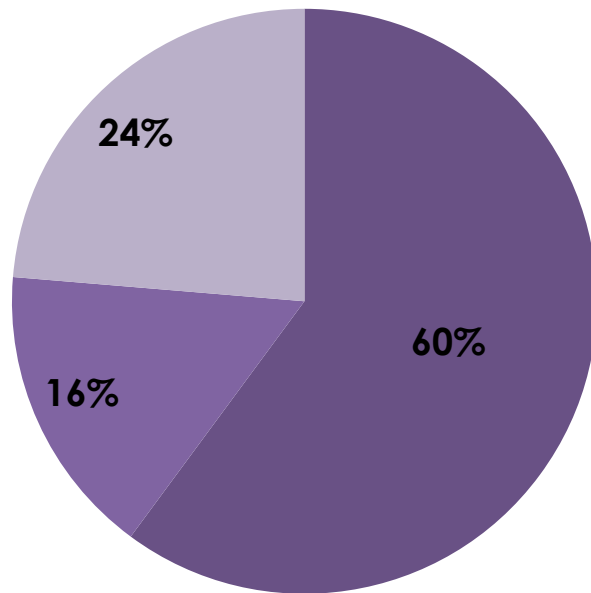
September 2012

Introduction to Swallowfield



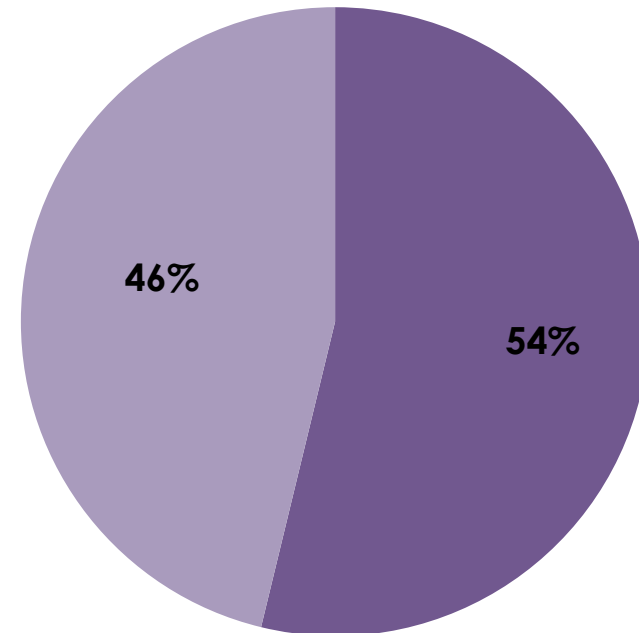
Swallowfield designs, formulates and manufactures personal care and light household products for global brands and retailers

High level of formulatory expertise



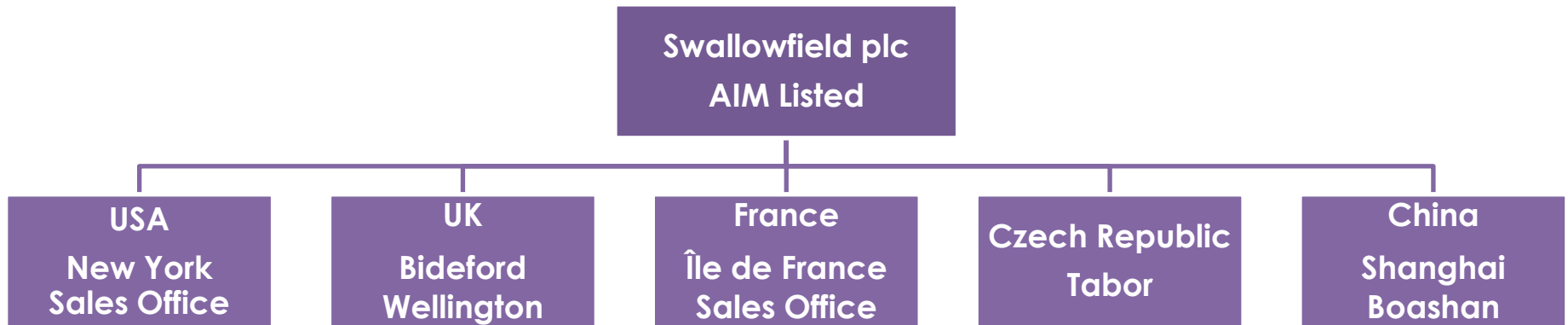
- Swallowfield Formulation
- Customer Formulation
- Joint Formulation

High quality customer base

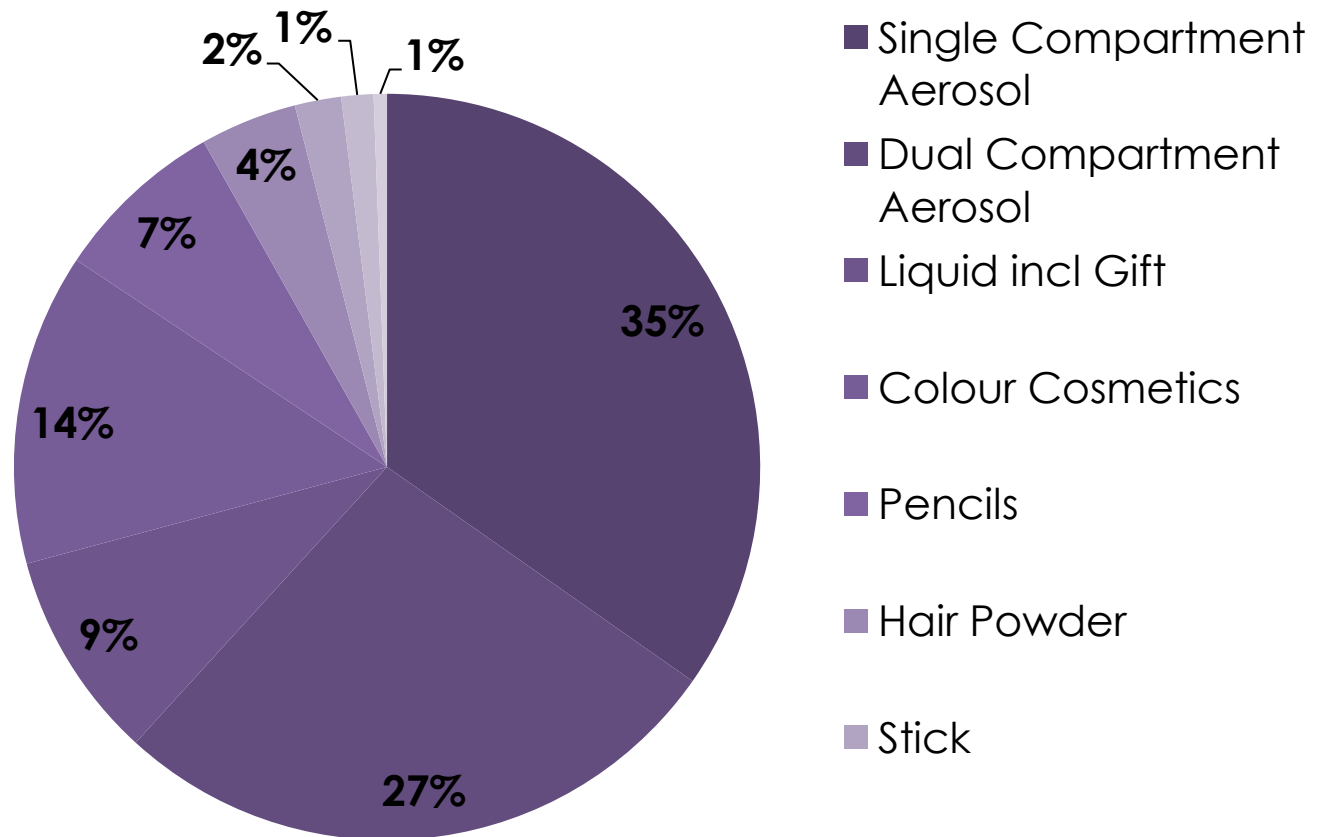


- Brands
- Retailers

....from locations around the world



.... in a wide range of product formats ...



... and offers a true full service approach.



**Project
Management**

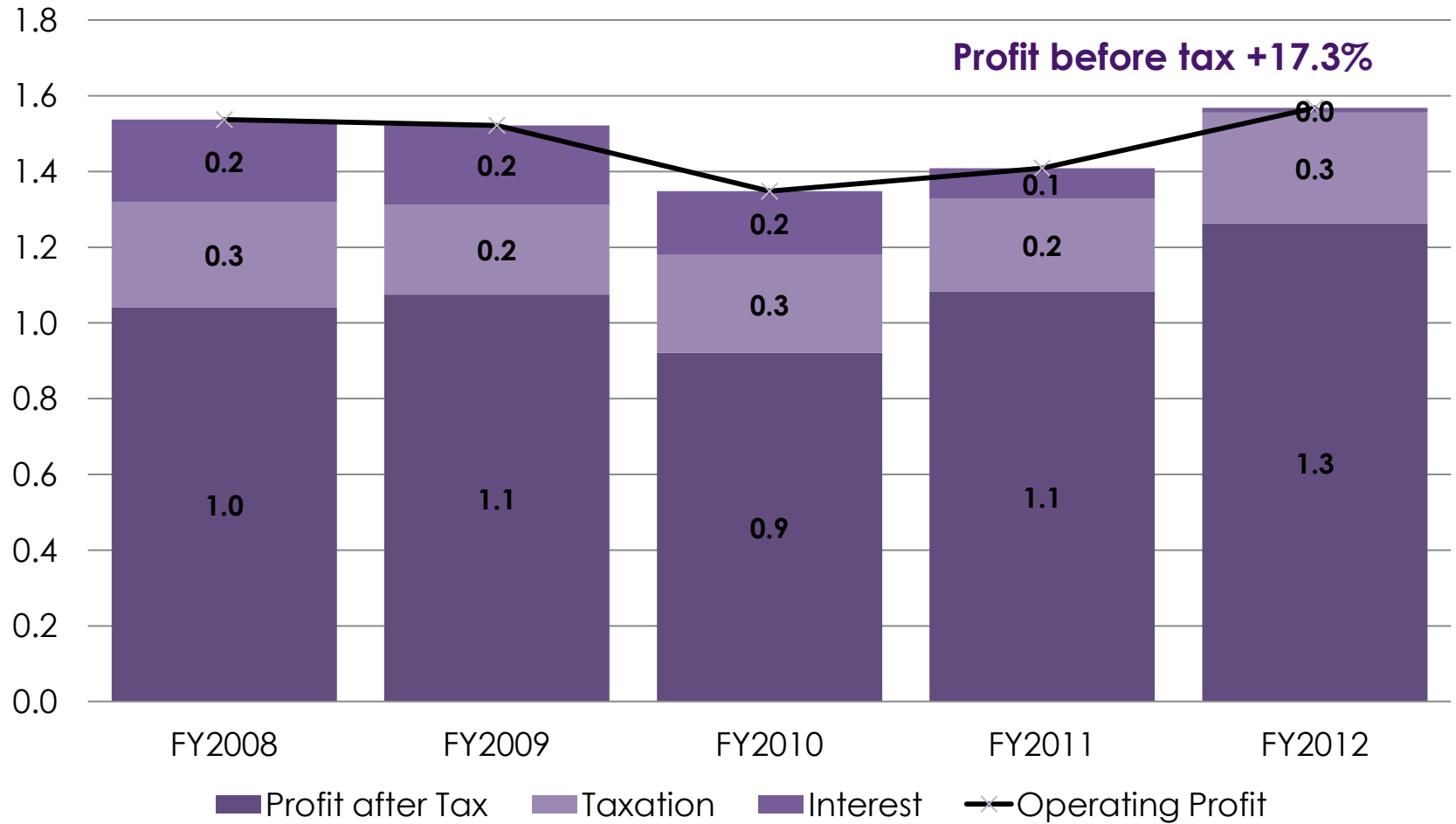


Highlights

- Profit before tax up 17.3%
- Revenue up 0.7% (overseas revenue up 11.5%)
- Net debt reduced to £4.1m from £4.7m
- EPS 11.2p v's 9.6p (+16.7%)
- Final dividend 4.1p per share (2011:4.1p)
 - Total of 6.3p per share for the year (2011:6.3p)

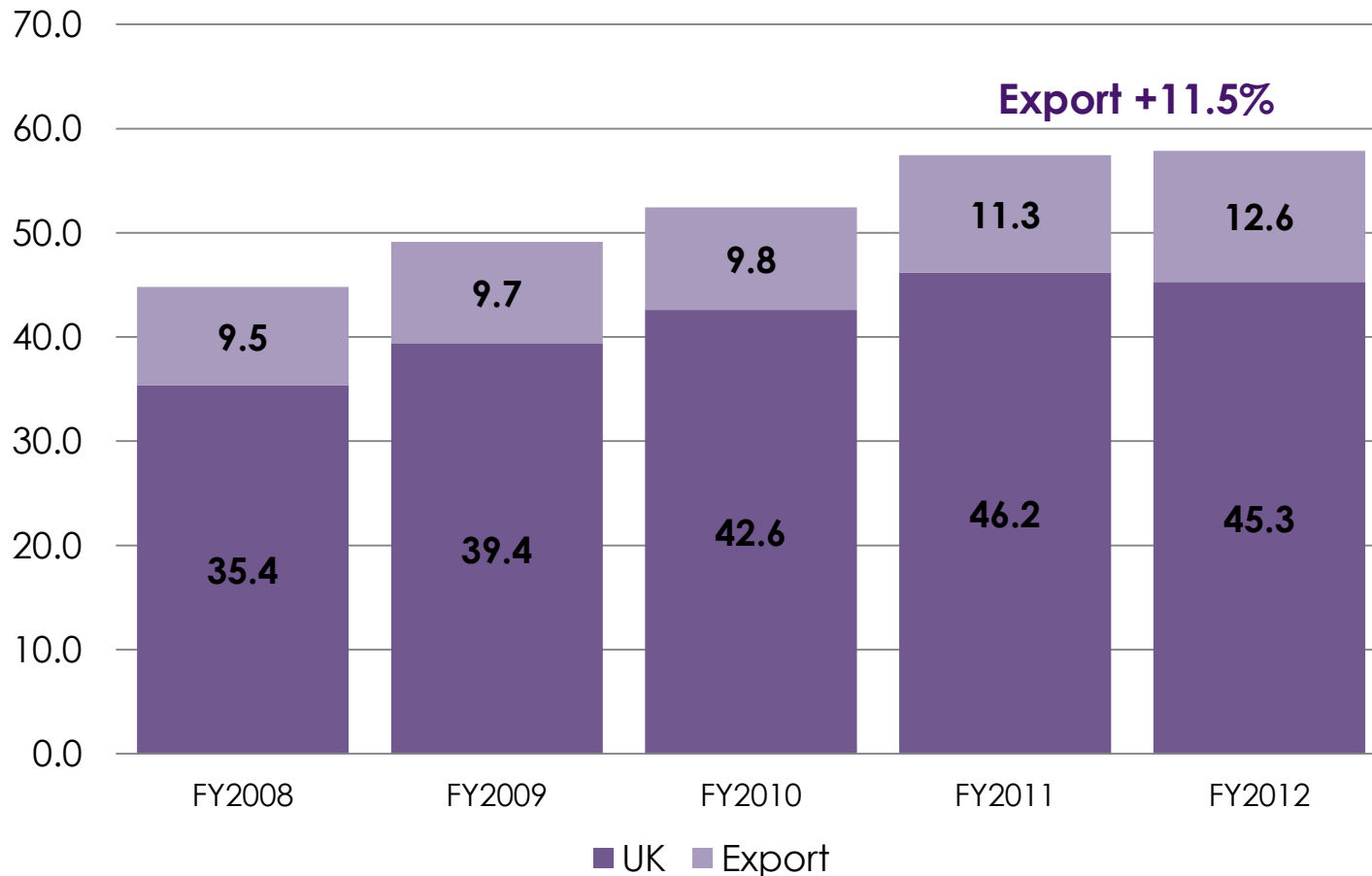
Profitability increasing...

£'m

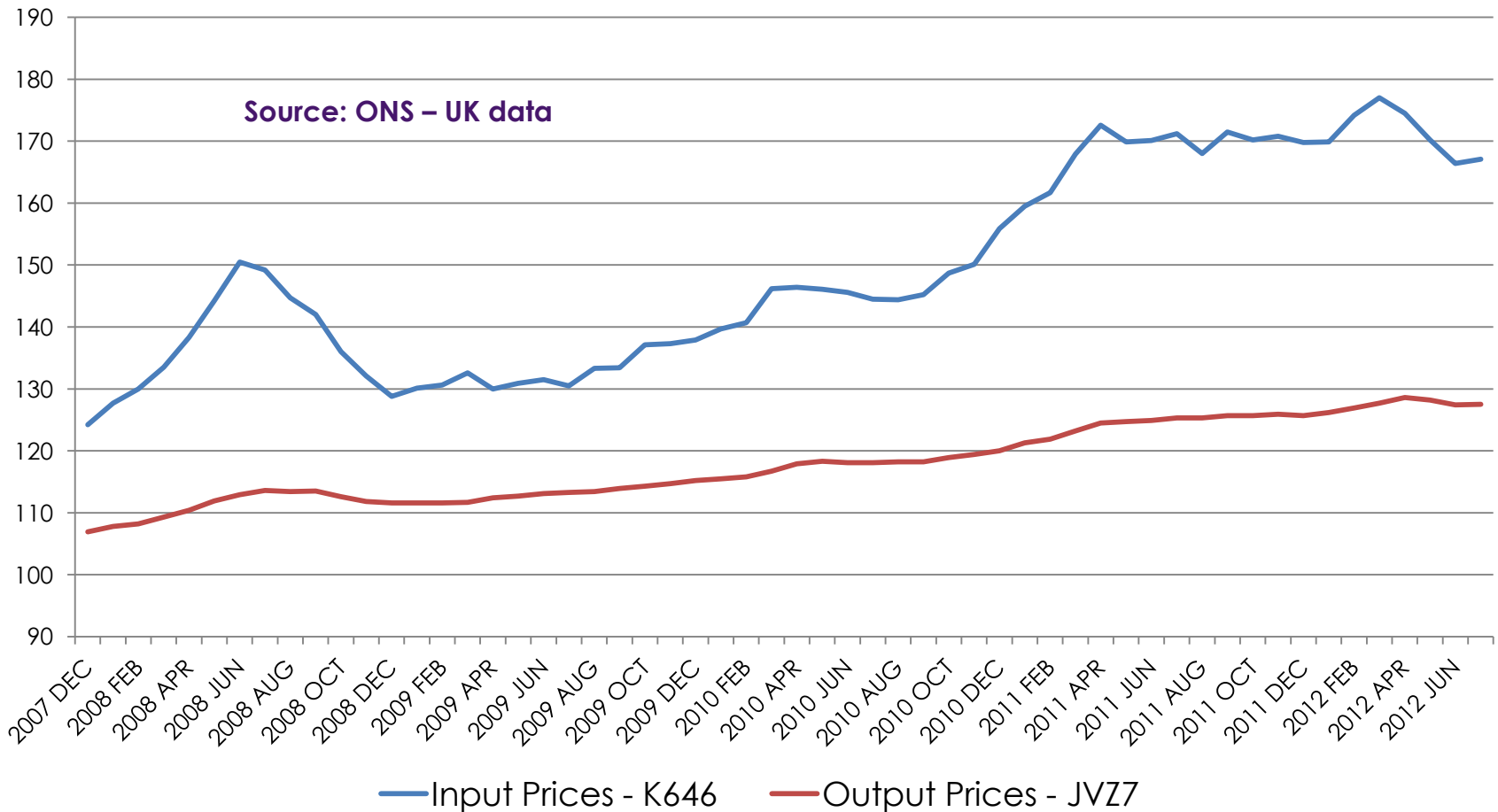


... strong overseas revenue growth counteracts UK slowdown

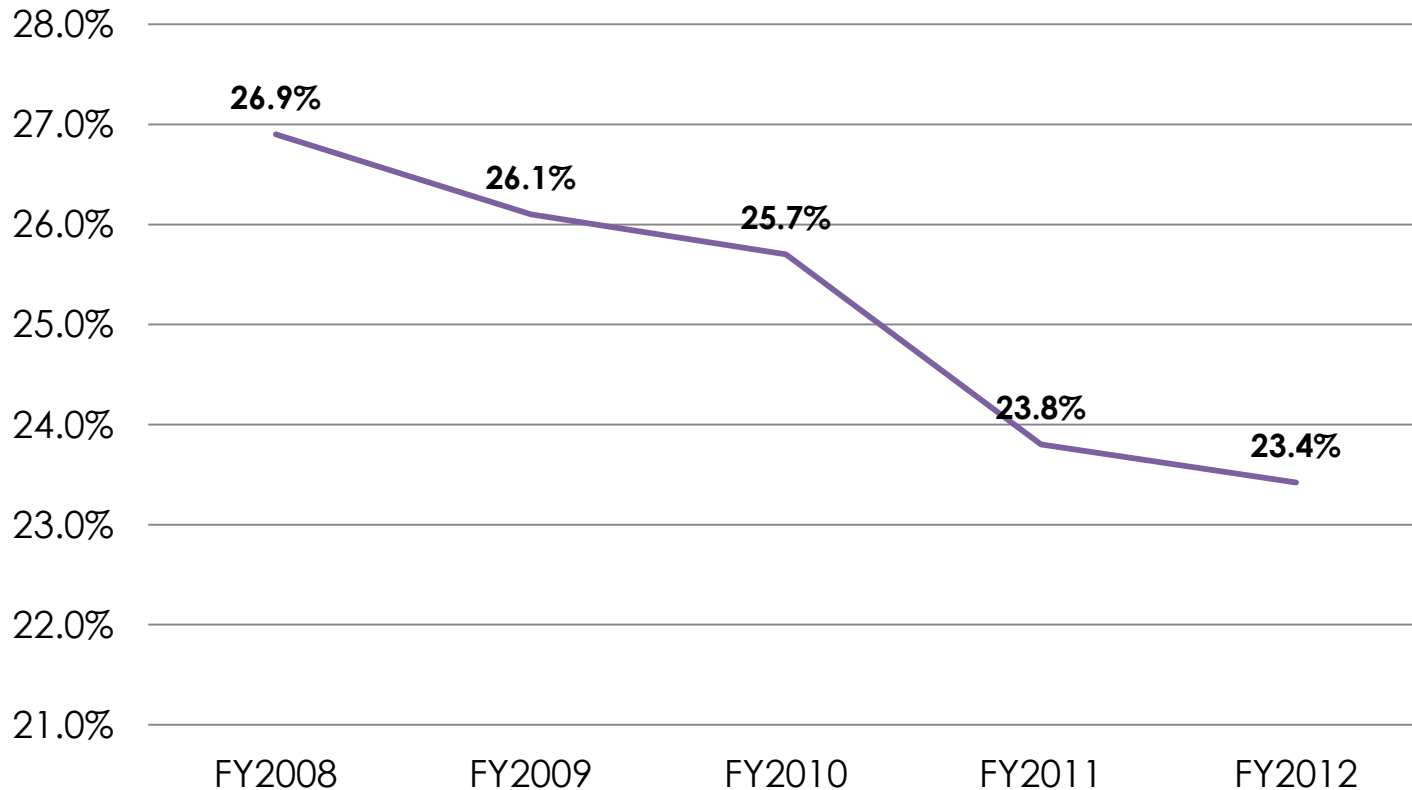
Revenue £'m



input price pressure has abated...

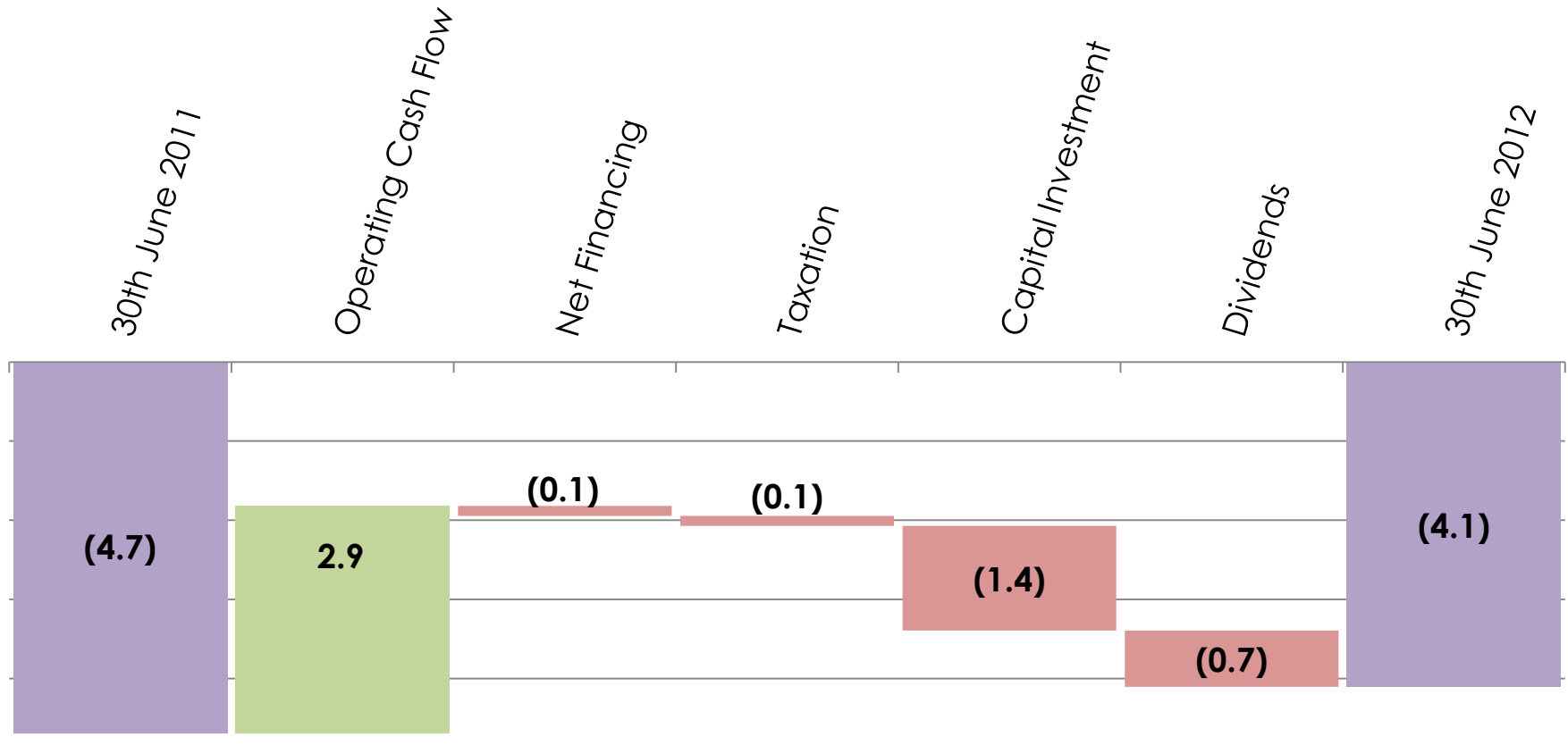


... overhead reduction programme continues ...



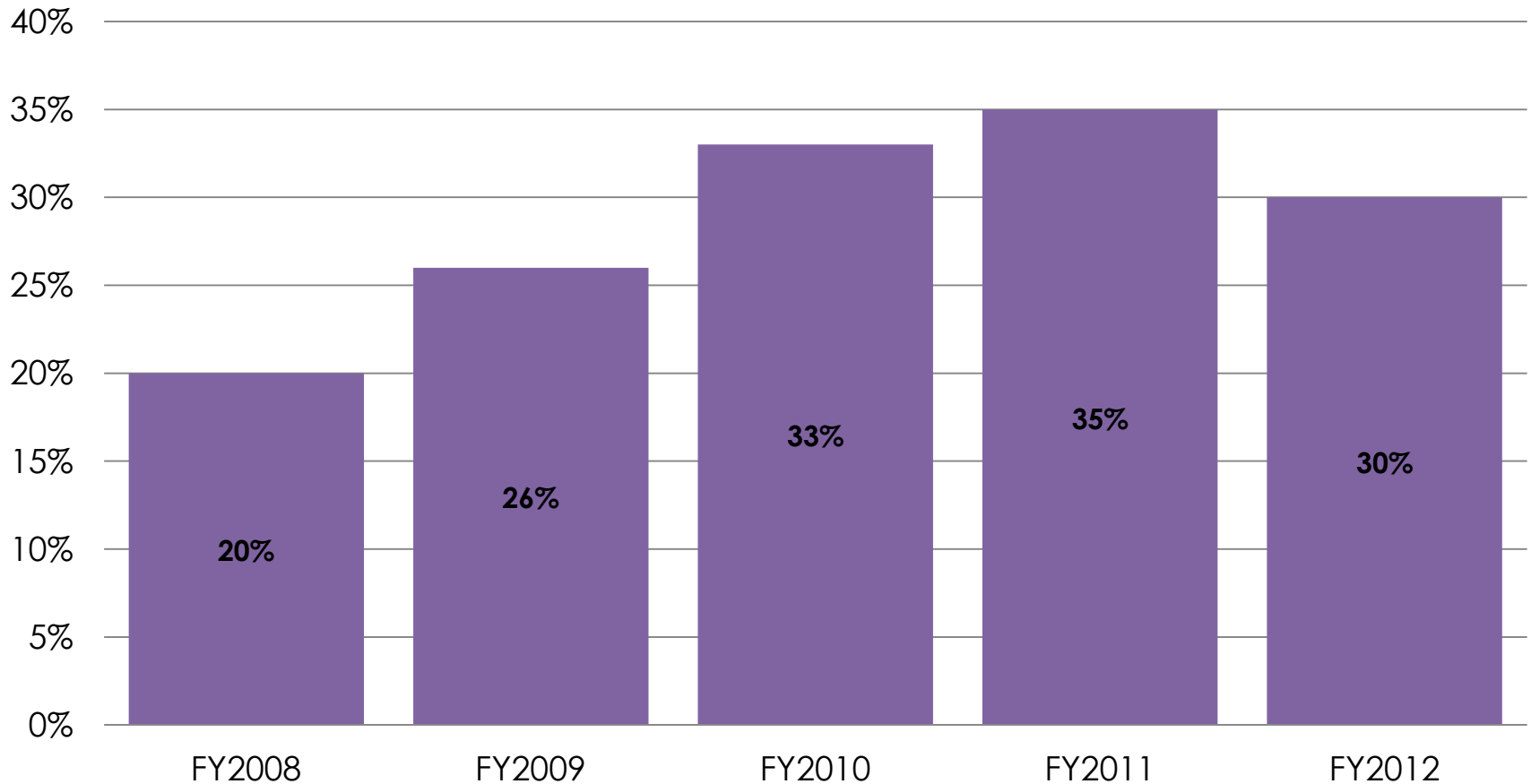
Total Overheads as % of Revenue

... and we have reduced Net Debt from last year-end ...



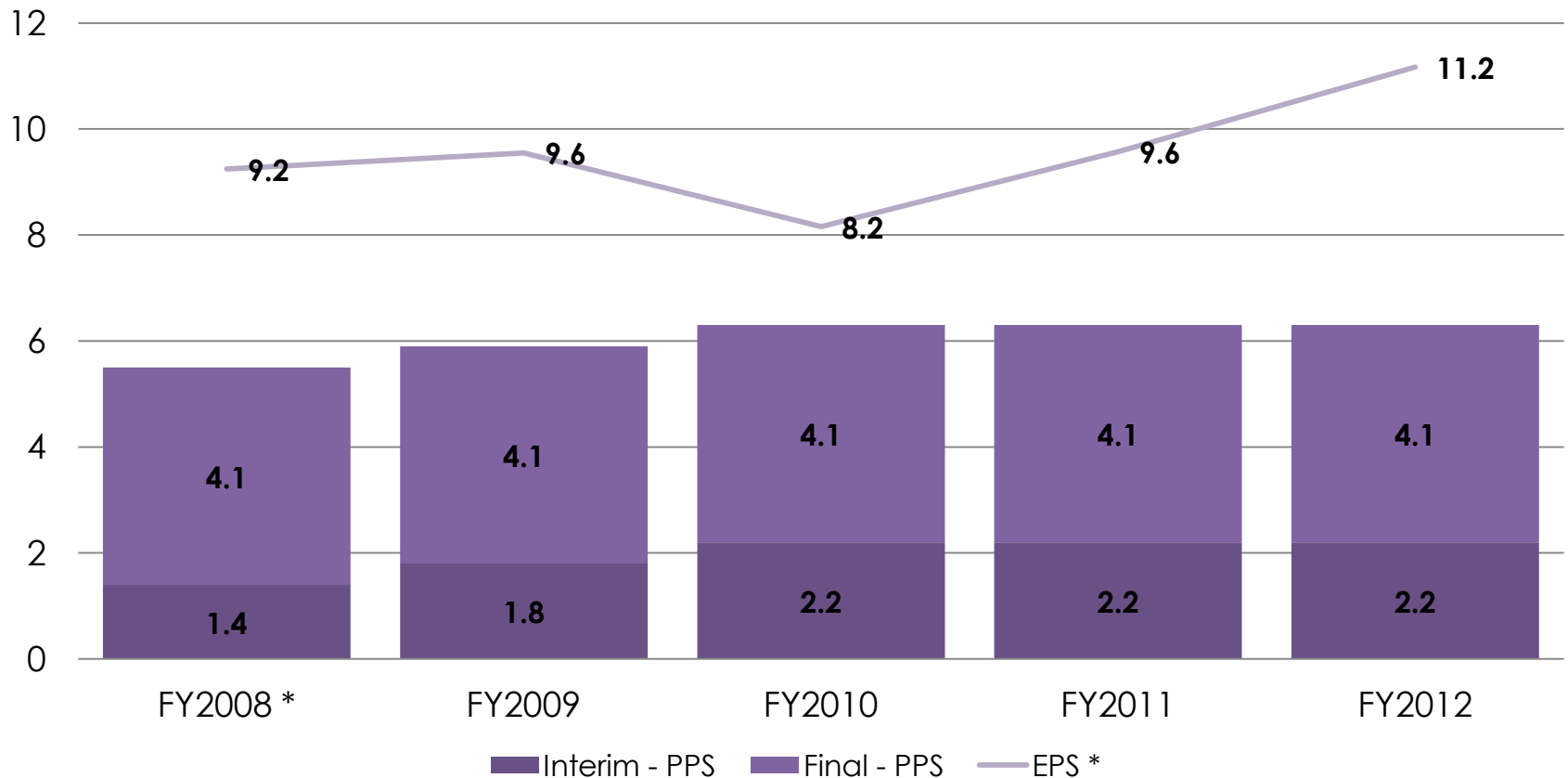
... bringing gearing down to 30%

Net Debt % of Equity



Earnings and Dividend

Pence per Share



* Pre Exceptional items

FY2012 Dividend cover 1.8

Strategy Review

Strategy review outcomes:

- Reaffirms 4 key elements to improve profitability:
 - Widen geographic footprint
 - Broaden product technologies
 - Cost structure improvements
 - Growth
- But greater effort & emphasis on:
 - Large scale product development
 - JV's; partnerships & acquisition activity

Progress in the last 12 months

Geographic Footprint

Won new US business

Direct overseas revenues +11.5%

Sales in South Africa continue to grow

Product Technologies

Hair powders

Skin care formulations

Sun care formulations

Silicone mould lipsticks

Cost Structure

Overheads 23.4% of revenue

Further reductions enacted for current year

Growth

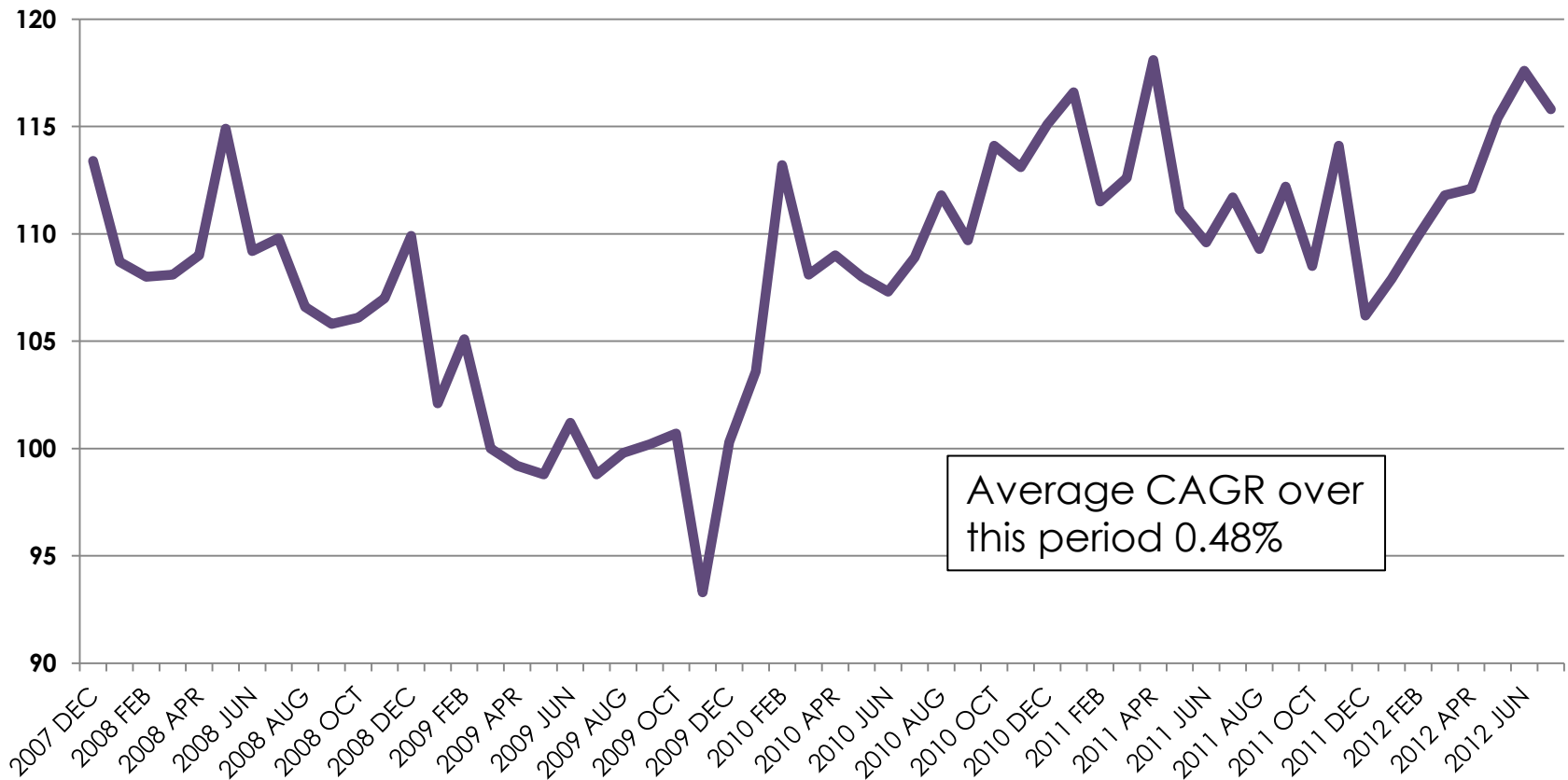
Total revenue +0.7% in tough market

Customer rebalancing underway

Outlook

Market remains subdued but relatively stable...

Retail volumes - cosmetic & toilet articles series JO5M



Source ONS



... and presents more challenges than normal ...

- In response to the tough economic background, customers are
 - consolidating
 - rationalising their production & taking some back in-house
 - and looking for cost reductions

... but opportunities exist ...



Customer Rebalancing
Market Weakness
Pension Impacts



Overseas Growth
New Customer Relationships
Further Overhead Reductions
Increased Efficiencies
New Products
Acquisitions



**Overall we remain positive,
and expectations for the full
year remain broadly in line
with those discussed six
months ago**

Appendices

Investor contacts

- Swallowfield plc
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 - Mark Warren Tel: 01823 652225
- Singer Capital Markets Limited
 - Shaun Dobson Tel: 020 3205 7500
 - Jenny Wyllie Tel: 020 3205 7500
- Performance Communications
 - Alan Bulmer Tel: 01404 881798
- JBP Public Relations
 - Chris Lawrance Tel: 0117 9073414

Financial calendar

Announcement of FY2012 Results	19 September 2012
AGM	15 November 2012
Final Dividend	30 November 2012
Interims FY2013 Results	February 2013
Interim FY2013 Dividend	May 2013

Financial results

52 Weeks	FY2011 £000's	FY2012 £000's	%
Revenue	57,452	57,879	0.7%
EBITDA	2,619	2,849	8.8%
Operating Profit	1,409	1,568	11.3%
Exceptional Items	-	-	-
Net Interest	(80)	(12)	85.0%
Profit before taxation	1,329	1,556	17.1%
EPS	9.6p	11.2p	16.7%
Net Debt	4,691	4,107	(12.4)%