



WYNNSTAY

Annual General Meeting

22nd March 2022



Agenda

- Introduction
- Chief Executive's Report
- Formal Business
- Lunch



Board of Directors



**Philip
Kirkham**

*Vice-Chairman/
Senior Independent
Non-Executive
Director*

**Catherine
Bradshaw**

*Independent
Non-Executive
Director*

**Stephen
Ellwood**

Chairman

**Gareth
Wynn
Davies**

*Chief
Executive
Officer*

**Paul
Roberts**

*Finance
Director*

**Howell
Richards**

*Independent
Non-Executive
Director*

**Claire
Williams**

*Company
Secretary*



Chief Executive's Report

Operational Highlights



Record performance

Supported by:

- Improved trading backdrop; strong farmgate prices and return to farm investment post Brexit settlement
- Initiatives to drive growth and efficiencies

Double-digit profit growth from both Divisions

- Agriculture Division results buoyed by strong H2, with return to normal harvest tonnages. Also 'windfall' contribution from Glasson (fertiliser blending)
- Specialist Agricultural Merchenting Division – strong demand

Growth initiatives progressing well

- Strengthened senior management
- Two highly-complementary bolt-on acquisitions have boosted Group's presence in East of England
- Investment in manufacturing capacity and efficiencies

Trading challenges managed effectively

- Balanced business model remains a major strength
- Pandemic, cost inflation and supply chain disruptions negotiated well

18th consecutive year of dividend growth

- Total dividend of 15.5p per share, up 6.2%
- Supported by good cash flows

Well placed to achieve growth objectives

- Farmgate prices remain strong
- Farmers require support to transition to new environmental priorities under the Agriculture Act 2021
- Cost challenges but Group is well-placed



Growth Strategy

“HELPING FARMERS TO FEED THE UK IN A MORE SUSTAINABLE WAY”

Organic growth | Expert guidance | Multi-channel | Acquisitions | ESG

- Reorganisation of senior management structure completed; supports growth plans
- Build on position as ‘trusted advisor’ – teams of specialists across all sectors
 - facilitate transition to new environmental priorities – through products and services
- Advance multi-channel sales strategy – digital/trading desk/on-farm
- Selective acquisitions (manufacturing/routes to market/distribution) – maintain balanced business model
 - expand geographic spread and enter new markets
- Expand manufacturing capacity
- Lean cost base – depot optimisation and technology investment
- ESG – strategy is both relevant for own carbon footprint and customers’ environmental objectives
 - encompassing sustainable sourcing, product offering, carbon emissions, community engagement

Business Performance - Record Annual Results

Financial Results for the Year Ended 31 October 2021

Revenue (£m)



Gross Profit (£m)



Business Performance – Continued Dividend Growth

Underlying PBT (£m)

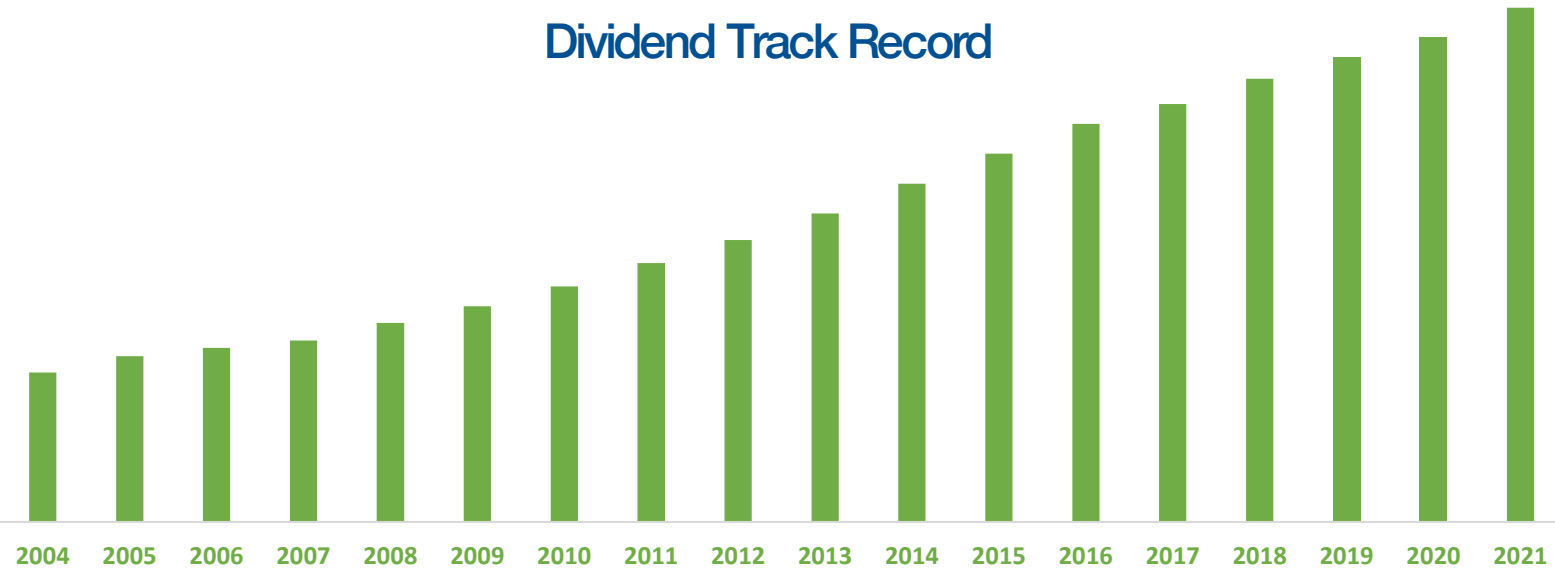


EPS (p)



*Before exceptional items of 5.4p

Dividend Track Record



Humphrey Feeds & Pullets Acquisition | Highly Complementary

- Well-established reputation in the supply of poultry feed (conventional and organic) to farmers, with operations based in Hampshire
 - estimated share of poultry feed market for free-range laying hens is c.5%*
 - estimated share of organic poultry feed market is c.30%*
- Poultry feed manufacturing and supply activity:
 - c.109,000 tonnes of poultry feed sold in FY 2021
 - c.30% is for organic market
 - c.200 farmer customers (South West, South, Midlands and Wales)
- Two feed mills - leasehold mill in Twyford, Hampshire, and mothballed, freehold mill in Calne, Wiltshire:
- Pullet unit supports feed activity – c.1.1m pullets currently budgeted to be reared; typically sold at c.16 weeks (egg-laying stage)



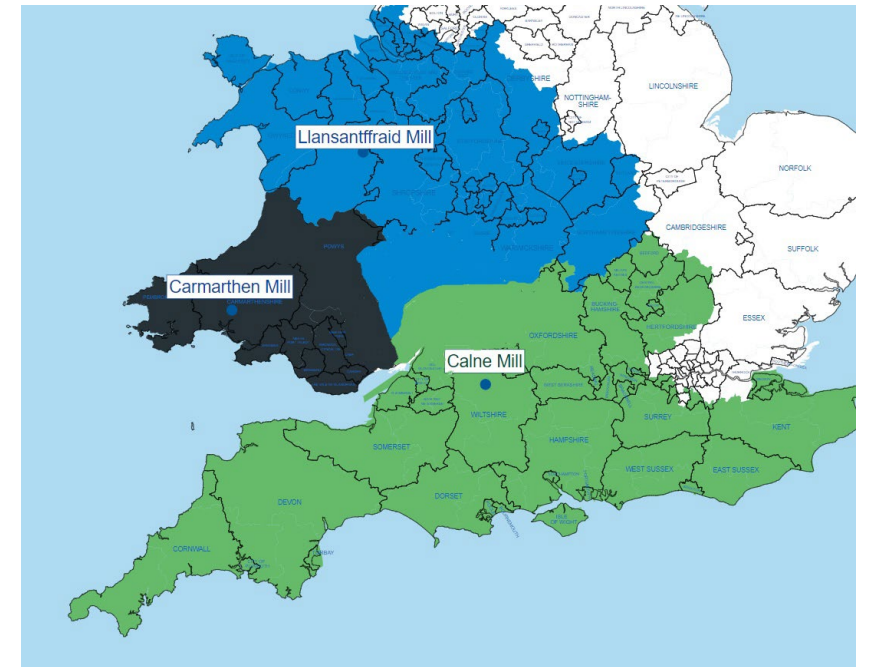
H  **MPHREY**
FEEDS & PULLETS

Humphrey Feeds & Pullets

Redevelopment of Calne Site | Significant Feed Opportunity

- Proposed redevelopment of Calne site offers a significant opportunity to develop the Group's existing, but limited, multi-species feed activities in the South of England
- Intention to develop a c.185,000 tonne capacity feed mill at Calne
 - poultry and ruminant feed
 - modern manufacturing facility
 - organic certification to be sought
 - planned transfer of Twyford feed production to Calne
- Complementary geographic fit with existing feed mills at Llansantffraid and Carmarthen
 - frees up capacity at Llansantffraid and Carmarthen mills
- Planning permission already in place

Feed mills and division of trading areas Llansantffraid, Carmarthen, Calne



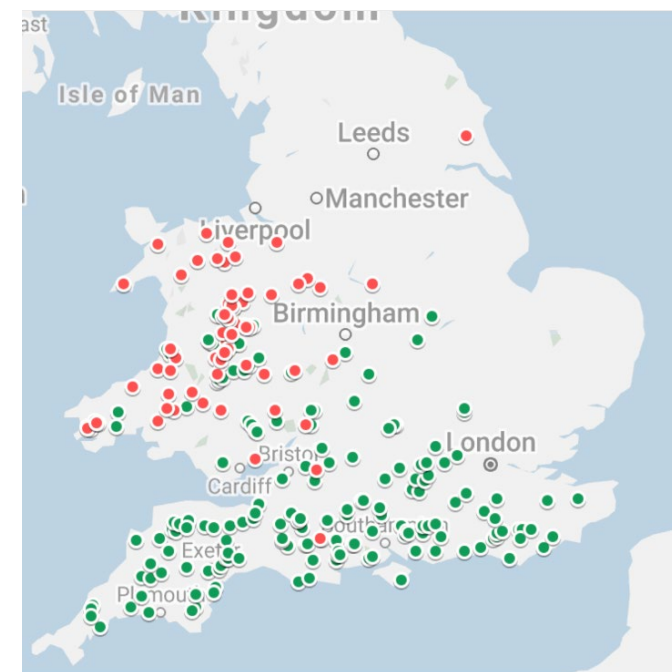
Humphrey Feeds & Pullets

Rationale and Benefits of the Acquisition | Compelling*

- Highly complementary and capable of being readily integrated
 - builds Group's presence in Southern England; immediately adds new base of farmer customers
- Increases Wynnstay's presence in a key feed sector, which is growing – resultant share of free-range poultry feed market for laying hens is estimated at c.11%**
 - senior expertise, specialists, new supply chain relationships
 - entry into organic poultry feed market
- Redevelopment of Calne site expands Group feed manufacturing capacity and provides significant potential to build multi-species feed sales in the South of England
- Management believe that there is scope to improve performance and to cross-sell other farm inputs
- Improved purchasing power of feed raw materials
- Immediately enhance earnings

*Board view

**Wynnstay estimate



HUMPHREY
FEEDS & PULLETS

Investment Projects



Carmarthen Mill Investment

- £6m investment
- Doubling capacity of the mill - multi-species
- Three year period
- Repatriate feed volumes and increase market share
- Second largest milk field in the UK
- Reduce carbon emissions by delivery from local feed mill



Seed Manufacturing Investment

- £500k investment at Astley
 - Double grass seed capacity
 - Optical colour sorter- cereal seed
- Seed plant in Yorkshire
 - Modern seed processing technology
 - Regional seed growers
 - Replaces toll processing



Specialist Events

- Hosting our own dedicated specialist events
 - **Arable Event**
 - **Sheep & Beef Event**
- Promoting sustainable farming practices
- Key note speakers
- Working demonstrations
- New products and ideas



Environmental Sustainability

Strategy

- Wynnstay ESG advisory board to be established in 2022. Follows appointment of Environmental & Sustainability Manager in March 2021
- Committed to 2040 net zero carbon target, with energy reduction initiatives in place
- Active in industry groups, including LEAF and Efeca - UK Roundtable on Sustainable Soya

Supporting farmers' transition to a greener approach

- Focused on expanding environmental product offering and advisory services
 - partnership with Caplor Energy (renewable energy solutions)
 - methane reduction | recyclable products | sustainable raw ingredients



Market Outlook and Update on Trading Activities



Impact of Political Issues

Ukraine Conflict

Farm Input Inflation and Disruption of Supply



Grain



Oilseed Rape



Fertiliser



Energy

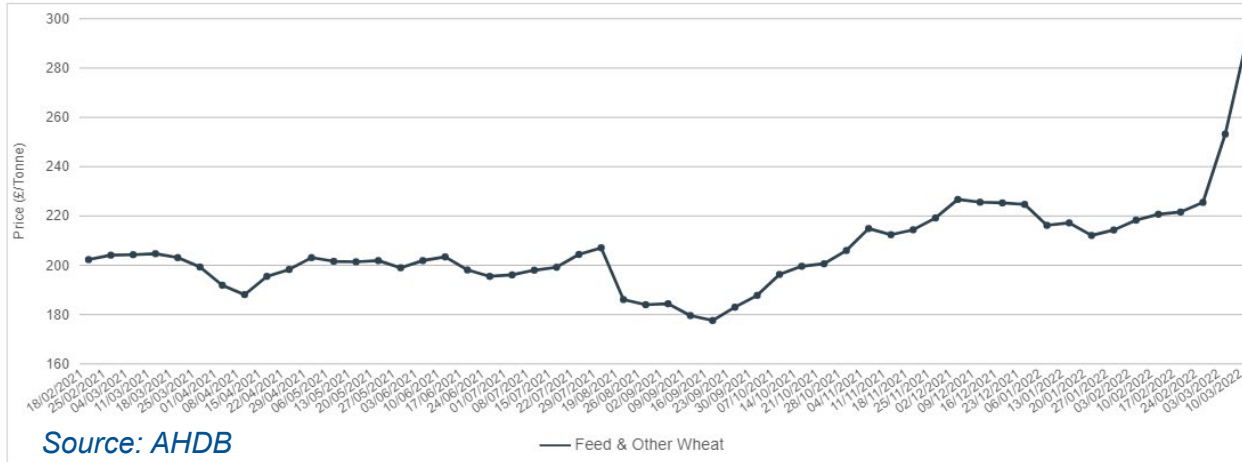


Fuel

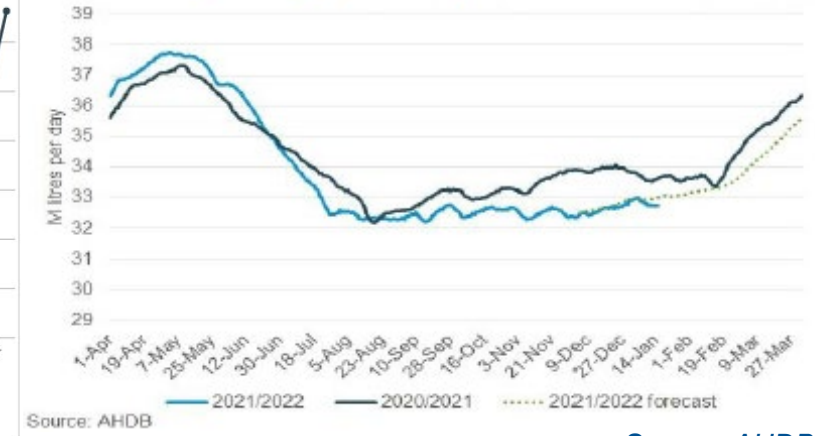


Market Trends

UK Feed & Other Wheat £/Tonne

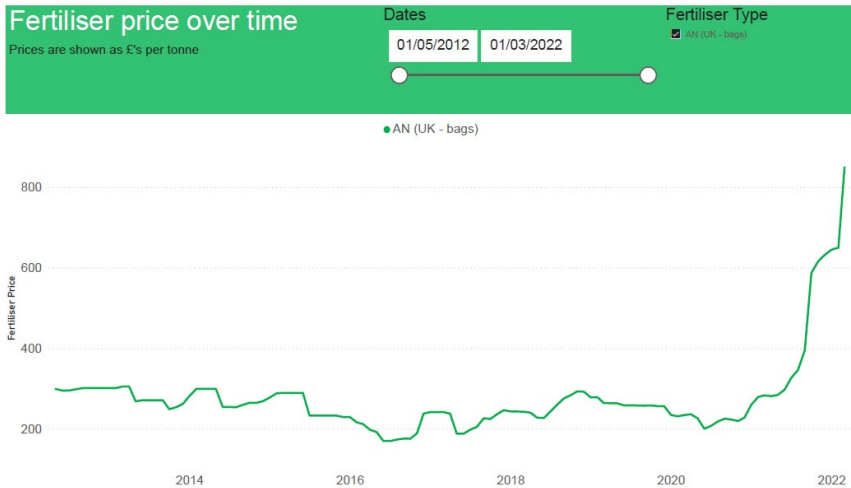


Average Farmgate Milk Price



Source: AHDB

Fertiliser



Source: Kite Consulting

Fuel



Outlook

- Significant improvement in farmer sentiment following clarity over Brexit and future Government support, with a return to farm investment
- Farmgate prices expected to remain strong, however costs of production are increasing
- Significant increase in energy and transport costs
- Volatility of raw materials and challenge to continuation of supply-fertiliser, grain and protein products
- Wynnstay will continue to invest in the business to drive growth, efficiencies and carbon emission reductions while managing cost challenges
- New financial year has started in line with management expectations across core activities while fertiliser operations at Glasson have continued to experience one-off gains from the exceptional trading environment. The Group is well-placed to achieve its growth objectives for the year

GROUP STRENGTHS

- Very experienced management
- High degree of specialist knowledge
- Balanced business model
- Clear growth strategy
- Strong brand
- Robust balance sheet
- Good cash flows



Thank You Stakeholders

Customers



Colleagues



Shareholders



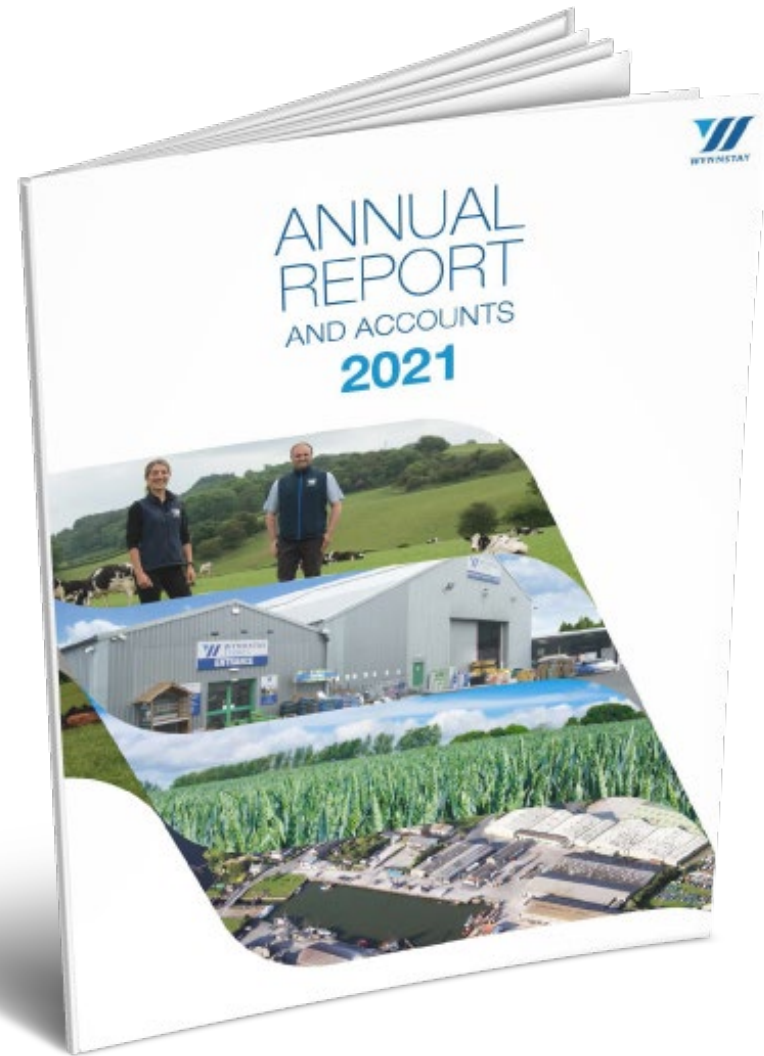
Suppliers





**Any
Questions?**

Notice of Meeting



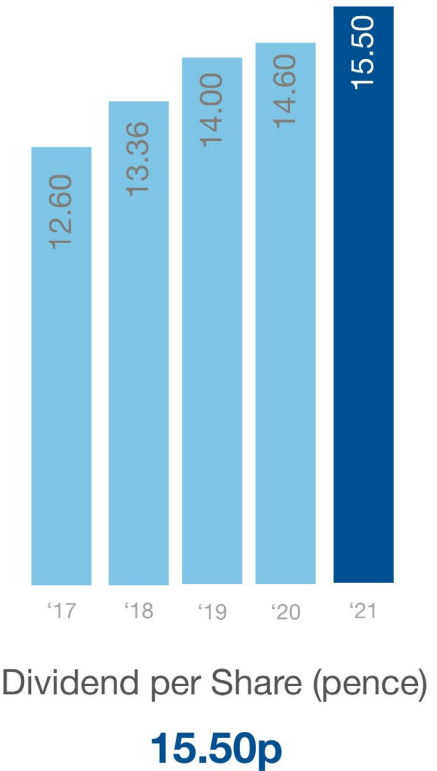
Ordinary Business

1. To receive and adopt the Company's annual accounts for the financial year ended 31st October 2021 together with the Directors' Report and Auditors' Report on those accounts.



Ordinary Business

2. To declare a final dividend for the year ended 31st October 2021.



Ordinary Business



3. To re-appoint the following Director who retires by rotation under Article 91:
Gareth Wynn Davies



Ordinary Business



4. To re-appoint the following Director who retires under Article 86:
Catherine Bradshaw



Ordinary Business

5. To re-appoint RSM UK Audit LLP as auditors, to hold office from the conclusion of the Meeting to the conclusion of the next Meeting at which accounts are laid before the Company at a remuneration to be determined by the Directors.



Special Business

To consider and, if thought fit, pass the following Resolutions which will be proposed as Special Resolutions:

6. That, the Directors be and they are hereby generally and unconditionally authorised for the purposes of Section 551 of the Companies Act 2006 (the “Act”) to exercise all powers of the Company to allot equity securities up to an aggregate nominal amount of £500,000 provided that this authority shall, unless renewed, varied or revoked by the Company in General Meeting, expire on the earlier of the next Annual General Meeting of the Company and 15 months from the date of this Resolution save that the Company may, before such expiry, make an offer or agreement which would or might require relevant securities to be allotted after such expiry, and the Directors may allot relevant securities in pursuance of such offer or agreement notwithstanding that the authority conferred by this Resolution has expired. This authority is in substitution for all previous authorities conferred upon the Directors pursuant to Section 551 of the Companies Act 2006, but without prejudice to the allotment of any relevant securities already made or to be made pursuant to such authorities.



Special Business

7. That, subject to passing Resolution 6 earlier, the Directors be and they are empowered pursuant to Section 570 of the Act to allot equity securities wholly for cash pursuant to the authority conferred by the previous Resolution as if Section 561 of the Act did not apply to any such allotment, provided that this power shall be limited to the allotment of equity securities: -

a) in connection with an offer of such securities by way of rights to holders of Ordinary Shares in proportion (as nearly as may be practicable) to their respective holdings of such shares, but subject to such exclusions or other arrangements as the Directors may deem necessary or expedient in relation to fractional entitlements or any legal or practical problems under the laws of any territory, or the requirements of any regulatory body or stock exchange; and

b) otherwise than pursuant to sub-paragraph (a) above up to an aggregate nominal amount of £500,000, and shall expire on the earlier of the next Annual General Meeting of the Company and 15 months from the date of this Resolution save that the Company may, before such expiry make an offer or agreement which would or might require equity securities to be allotted after such expiry and the Directors may allot equity securities in pursuance of any such offer or agreement notwithstanding that the power conferred by this Resolution has expired.



Special Business

8. That, the Company be and is generally and unconditionally authorised for the purposes of Section 701 of the Act to make one or more market purchases (within the meaning of Section 693 of the Act) on the London Stock Exchange of Ordinary Shares of £0.25 each in the capital of the Company provided that:-

- a) the maximum aggregate number of Ordinary Shares authorised to be purchased is 500,000 (representing approximately 2.5% of the Company's issued ordinary share capital);
- b) the minimum price which may be paid for such shares is £0.25 per share;
- c) the maximum price which may be paid for an Ordinary Shares shall not be more than 5% above the average of the middle market quotations for an ordinary share as derived from the London Stock Exchange Daily Official List for the five business days immediately preceding the date on which the ordinary share is purchased;
- d) unless previously renewed, varied or revoked, the authority conferred shall expire at the conclusion of the Company's next Annual General Meeting or 15 months from the date of passing this Resolution, if earlier; and
- e) the Company may make a contract or contracts to purchase Ordinary Shares under the authority conferred prior to the expiry of such authority which will or may be executed wholly or partly after the expiry of such authority and may make a purchase of ordinary shares in pursuance of any such contract or contracts.





**Thank You
For Listening**