

FEEDS

Leading national supplier of ruminant animal feed

Our key strengths

- » Key nutritional advisor to over 4,750 ruminant farmers across the UK
- » Technical support for farmers to improve yields and farm profitability
- » Class leading customer service
- » Manufacture of high quality products
- » High asset utilisation of mills and blend sheds delivering value to customers
- » Efficient transport fleet delivering direct to farm



FOOD

Market leader in the North West of England

Our key strengths

- » Market leading national ambient grocery consolidation service
- » High service levels of 99.7%
- » Award winning IT team and industry leading systems with customers utilising live stock and delivery data
- » Efficient warehousing and transport delivering a value proposition for food manufacturers and importers
- » High warehouse and vehicle asset utilisation



FUELS

Third largest fuels distributor in the UK

Our key strengths

- » Industry leading customer service from 19 depots across the UK
- » Scale delivers efficiency and value for commercial and domestic customers
- » Delivery flexibility focusing on delivering to oil users who have experienced a run-out
- » Supply agreements with major oil companies for security of supply and competitive pricing

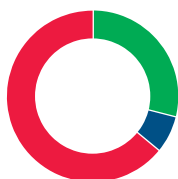


Revenue

£555.8m +19.3%

Revenue split

Feeds: 28.5%
Food: 7.0%
Fuels: 64.5%

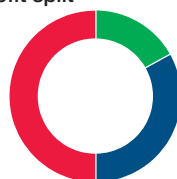


Headline operating profit¹

£9.0m +3.4%

Headline operating profit split

Feeds: 16.7%
Food: 33.3%
Fuels: 50.0%



Operating net assets

£72.6m +7.4%

Operating net assets split

Feeds: 49.7%
Food: 36.6%
Fuels: 13.7%



¹ Headline operating profit excludes exceptional items. Headline profit before taxation and headline diluted earnings per share exclude exceptional items and the net finance cost in respect of the Group's defined benefit pension and the taxation effect thereon where relevant. Statutory profit before taxation was £6.7 million (2016: £6.0 million).

Board of Directors and Company Secretary

Mark Hudson	Non-Executive Chairman
Richard Whiting	Chief Executive
Chris Belsham	Finance Director
Yvonne Monaghan	Independent Non-Executive Director
Philip Acton	Independent Non-Executive Director
Rob Andrew	Company Secretary

Business details

Listing	FTSE AIM All-Share
Sector	Support Services
Ticker	NWF
Market cap	£77.89m
Website	www.nwf.co.uk

Registered address	Wardle, Nantwich, Cheshire CW5 6BP
Registered number	2264971
Tel:	01829 260260
Fax:	01829 261042
Company Secretary	Rob Andrew

Financial summary (year ended 31 May 2017)

	2017	2016
Revenue (£m)	555.8	465.9
Headline operating profit (£m)	9.0	8.7
Headline PBT (£m)	8.5	8.3
Headline diluted EPS (pence)	14.0	13.5
Total dividend per share (pence)	6.0	5.7