



McCormick Reports Increase in 2005 Sales and Profits; Comments on Plan to Improve Business

January 25, 2006

Jan 25, 2006. PRNewswire PRiCal via COMTEX News Network - McCormick & Company, Incorporated (NYSE: MCC) today reported results for the fourth quarter and fiscal year ended November 30, 2005, provided an update on the previously disclosed restructuring plan, and announced long-term objectives as well as an outlook for 2006.

- Increased 2005 sales and earnings per share, overcoming seasonal challenges during the year.
- Generated significant cash from operations of \$139 million.
- Provided details of the Company's restructuring plan to improve sales and margins of its consumer and industrial businesses. Changes related to the restructuring plan included fourth quarter and fiscal year 2005 earnings per share of \$0.55.
- Announced goals to grow sales 3-5% and increase earnings per share, excluding special charges, 8-10%.

Fiscal year results

For the fiscal year, McCormick reported \$2.4 billion in sales, an increase of 7% versus 2004, including a 1% increase from favorable foreign exchange rates. Key initiatives driving sales growth in 2005 included acquisitions, new products, improved marketing and price increases. Sales from Silco, acquired at the end of 2004, contributed 7% to the sales increase. During 2005, net sales were negatively impacted by several factors. First, industrial sales were reduced by lower pricing of vanilla products and the elimination of lower margin products in Europe. Second, consumer sales in the fourth quarter were affected by the impact of Hurricane Katrina on sales in the Gulf region of the U.S. Third, consumer sales of a limited range of higher volume spice and herb items in France continued to be adversely impacted by low priced products in alternative retail channels. The Company estimated that these three factors lowered sales for 2005 by approximately 2%.

In 2005, the Company recorded a gain to lower cost by \$25 million, reflecting savings of \$23 million. These cost savings consisted with pricing actions, more than offset significant cost increases in packaging and energy and the negative impact of gross profit from the sale of products manufactured from high cost vanilla beans. Earnings per share in 2005 were \$1.58 and included an \$17 million charge (\$0.03 per share) for actions taken under the Company's restructuring plan. In 2004, earnings per share were \$1.52 and included a special credit of \$3 million which was the net result of a \$3 million credit (\$0.04 per share) from a lawsuit settlement and a \$6 million charge (\$0.03 per share) related to a 2001 restructuring action plan. Earnings per share rose as a result of higher sales, an increase in uncontrollable income and lower charges outstanding, offset in part by an increase in special charges, a higher effective tax rate, an increase in interest expense and a decrease in other income.

The Company continued to generate significant cash from operations, with net cash flow from operations reaching \$239 million. This compared to \$240 million in 2004 and \$222 million in 2003. During 2005, McCormick used this cash and the proceeds of stock option exercises to fund \$180 million of share repurchases, \$86 million of dividends and net capital expenditures of \$77 million. As previously announced, the Board increased the quarterly dividend paid January 20, 2006 to \$0.18, a 12.5% increase.

Fourth quarter results

Sales in the fourth quarter declined 1% due to several factors affecting both the consumer and industrial businesses. During the period, the Company increased sales with the Silco acquisition, new products, more effective marketing and price increases. Demand for the Company's consumer products in the U.S. Gulf region was lower due to the effects of Hurricane Katrina. Sales in France continued to be impacted by competition from lower priced products in alternative retail channels. Sales for the industrial business declined in the fourth quarter due primarily to lower pricing for vanilla products and the elimination of lower margin products in Europe. Together, these factors reduced fourth quarter sales approximately 2%.

In the fourth quarter, gross profit margin reached 43.3%, compared to 42.4% in the prior year. Cost savings initiatives and price increases more than offset cost increases in packaging and energy. Also reflected in this comparison is an adjustment to the accounting in an industrial plant in Scotland that reduced gross profit margin by 0.9 percentage points in the fourth quarter of 2004. Earnings per share for the fourth quarter of 2005 were \$0.45 including the impact of \$11 million of special charges that decreased earnings per share by \$0.05. Earnings per share for the fourth quarter of 2004 were \$0.62 including the impact of \$4 million of special charges that decreased earnings per share by \$0.03. Earnings per share rose as a result of an increase in gross profit margin and lower charges outstanding, offset in part by a higher effective tax rate and higher interest expense.

Restructuring plan

To further improve margins, the Company announced in September actions to increase the effectiveness of its supply chain and reduce costs. At that time, the Company also disclosed that a comprehensive review of its global industrial business was underway to identify improvements. Following the announcement, progress was made with both initiatives and in November the Company's Board of Directors approved a comprehensive plan to restructure the business.

As part of this plan, over the next three years, the Company will consolidate its global manufacturing, substantially its distribution facilities, improve its go-to-market strategy and eliminate administrative redundancies. In addition, for the industrial business, the Company will reallocate resources to key customers and take pricing actions on lower volume products to meet new margin targets. A new business-wide forecasting process is being installed, and the use of technology will be accelerated to monitor and manage the business more effectively. Through 2008, these actions are intended to reduce the number of industrial business customers and products in the U.S. by approximately 25%. Sales related to these customers and products represent approximately 2-3% of industrial business sales in the U.S. As these sales have minimal profit, this reduction will lead to higher margins. These reductions will also facilitate the consolidation of certain manufacturing facilities which will further increase margins. As these changes are made in the U.S. and in international locations, operating income margin for the industrial business will increase. When compared to 2005, operating income margin for the consumer business is expected to rise 2.5 to 3.5 percentage points by 2008, including the impact of special charges and stock option exercises.

The Company expects that the restructuring plan will reduce complexity and increase the operational focus on growth opportunities in both the consumer and industrial businesses. In addition, the Company is projecting that \$20 million of cost savings will be achieved by 2008 with at least \$10 million to be realized in 2006. These savings will offset margin expansion and fund initiatives to grow sales.

The Company estimates that the total charges will be \$130-\$150 million. In the fourth quarter of 2005, \$11 million of these charges were recorded due primarily to the announcement in January 2006 that two major U.S. facilities would be closed. For the full year, the cash-related portion of the charges will be \$85-\$100 million, of which approximately \$80 million will be spent in 2006. The plan is expected to eliminate 800-1,000 positions globally over the three-year period. A significant number of these employees have already been advised.

Financial outlook

With strong business fundamentals and the improved actions underway, the Company set a goal for the next three years to achieve annual increases of 3-5% in sales and 8-10% in earnings per share. These goals exclude the impact of special charges related to the restructuring plan and in 2006, stock compensation expense. As in past years, this sales growth will be achieved through innovative new products, more effective marketing, distribution gains and strategic acquisitions. These increases will be offset in part by the negative effects of actions to simplify the business, as the number of customers and products sold is reduced. Sales growth and margin improvements are expected to drive higher earnings per share as well as generate funding for business growth initiatives.

For fiscal year 2006, the Company expects earnings per share in the range of \$0.21-\$0.24. This range includes an estimated reduction of \$0.42 per share for special charges and \$0.11 for stock compensation expense which the Company will incur beginning in 2006.

Chairman's comments

Robert J. Lavallee, Chairman, President & CEO, commented, "In 2005, we faced a number of challenges. We have worked aggressively to address them as well as reposition our business for improved performance. Despite these challenges, we were able to grow both sales and profit for the year. As we look back on 2005, we view many of the challenges as one-time events and regard the year as a temporary setback in our strong, long-term record of business growth and financial performance.

"We recently completed a comprehensive review of our industrial business. This business continues to offer an excellent opportunity to develop and supply items to food manufacturers and the entire food service industry. We have realized that we can better position us by reorienting our business and driving our products through these customers, which will generate better margins. During the next three years, we will eliminate unnecessary products and customers, reallocate resources to strategic customers, lower costs and leverage our systems and capabilities. These steps will lead to more consistent sales growth and profit contribution from our industrial business.

"Looking ahead, we are confident that the significant actions we are undertaking will position us for future growth. The restructuring plan will allow us to refocus our resources, continue to build competitive advantage and leverage our global strength. This will improve the growth prospects and margin structure of our consumer business and reposition our industrial business. Change is always challenging, but I know that McCormick employees are up to the task. I am confident that, as a result of our actions, we will be better positioned to grow sales, improve margins, achieve higher profits and increase value for McCormick stakeholders."

Business Segment Results

Consumer Business	Three Months Ended	Twelve Months Ended
(in thousands)	11/30/05	11/30/04
Net sales	\$246,624	\$230,955
Operating income	\$8,467	\$8,151

Industrial Business	Three Months Ended	Twelve Months Ended
(in thousands)	11/30/05	11/30/04
Net sales	\$246,624	\$230,955
Operating income	\$8,467	\$8,151

For the fiscal year, sales for McCormick's industrial business rose slightly from 2004. Foreign exchange rates added 1% to sales. Lower vanilla prices in 2005 reduced sales 2%, and the elimination of lower margin products in Europe further reduced sales 1%. However, these factors were partially offset by increased sales of snack seasonings, and sales to food service distributors in the U.S. and restaurants in the Asia/Pacific region. In the Americas, sales rose 1% with foreign exchange rates adding 1%. In this region, lower vanilla pricing reduced sales by 2%, while strength in snack food seasonings, spices, new product introductions and improved sales in the foodservice distributor channel increased sales 1%. Industrial sales in Europe declined 2%, with an increase of 1% from foreign exchange rates. The elimination of certain lower margin products in this region drove a large part of the remaining 2% decrease. In the Asia/Pacific region, sales rose 1% with 2% from favorable foreign exchange rates. Higher volumes were achieved primarily with sales to restaurants. Operating income decreased 20 million. The sale of high cost vanilla beans during a period of declining prices reduced operating income \$15 million during 2005 and more than offset sales gains in other parts of the world and the favorable impact of cost reductions on the industrial business.

For the fourth quarter of 2005, sales for McCormick's industrial business decreased 2%, while compared to 2004. Lower vanilla prices reduced sales 2%, and the elimination of lower margin products in Europe decreased sales 1%. In the Americas, sales were up slightly from the prior year, with a favorable foreign exchange rate impact of 1%. Sales gains with products such as snack food seasonings were offset by lower vanilla pricing that reduced sales in this region by 2%. In Europe, sales declined 1%, with reductions of 4% from foreign exchange rates. The elimination of certain lower margin products in this region drove a large part of the remaining decrease. Sales in the Asia/Pacific region rose 1%. Operating income for the industrial business rose \$2 million in the fourth quarter of 2005 over compared to 2004. In the fourth quarter of 2004, the Company recorded an adjustment to the accounting in an industrial plant in Scotland that reduced operating income by \$6 million.

Look Ahead

As previously announced, McCormick will hold a conference call with the analysts today at 10:00 a.m. ET. The conference call will be web cast live via the McCormick corporate website. Go to mccormick.com and follow directions to listen to the call and access the accompanying presentation materials. At this same location, a replay of the call will be available following the live call. Past press releases and additional information can be found at this address.

Forward-looking information

Certain information contained in this release, including expected trends in net sales and earnings performance, are "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. Forward-looking statements are based on management's current views and assumptions and involve risks and uncertainties that could be materially affected by external factors such as: actions of competitors, customer relationships, ability to realize expected cost savings and margin improvements, market acceptance of new products, actual amount and timing of special charge items, interest and dividend costs, fuel regulations of third-party contracts, the impact of the stock market conditions on its share repurchase program, fluctuations in the cost and availability of supply chain resources and global economic conditions, including interest and currency rate fluctuations, and inflation rates. The Company undertakes no obligation to update or revise publicly, any forward-looking statements, whether as a result of new information, future events or otherwise.

About McCormick

McCormick & Company, Incorporated is the global leader in the manufacture, marketing and distribution of spices, seasonings and flavors to the entire food industry - to foodservice and food manufacturers as well as to retail outlets.

Fourth Quarter Report McCormick & Company, Incorporated

Consolidated Income Statement
(In thousands except per share data)

	Three Months Ended	Twelve Months Ended
	11/30/2005	11/30/2004
Net sales	\$737,054	\$744,116
Cost of goods sold	413,352	428,961
Gross profit	323,702	315,155
Gross profit margin	43.9%	42.4%
Selling, general & administrative expense	177,674	183,850
Special charges / (credits)	10,530	3,758
Operating income	135,498	127,547
Interest expense	12,637	11,213
Other income, net	78	(903)
Income from consolidated operations before income taxes	122,939	115,204
Income taxes	40,150	34,447
Net income from consolidated operations	\$2,633	\$2,817
Income from unconsolidated operations	6,809	6,275
Minority interest	(1,300)	(1,740)
Net income	\$88,142	\$87,352
Earnings per common share - basic	\$0.56	\$0.54
Earnings per common share - diluted	\$0.65	\$0.62
Average shares outstanding - basic	155,398	136,131
Average shares outstanding - diluted	136,228	140,562

Fourth Quarter Report McCormick & Company, Incorporated
Consolidated Balance Sheet
(In thousands)

	11/30/2005	11/30/2004
Assets		
Current assets		
Cash and cash equivalents	\$30,343	\$10,335
Receivables, net	349,377	407,645
Inventories	344,004	350,180
Prepaid expenses and other current assets	56,665	30,918
Total current assets	\$80,209	\$69,078
Property, plant and equipment, net	401,701	\$86,487
Goodwill and intangible assets, net	\$22,192	\$30,094
Prepaid pension costs	42,361	\$4,887
Investments and other assets	138,241	134,063
Total assets	\$2,272,704	\$2,369,649
Liabilities and shareholders' equity		
Current liabilities		
Short term borrowings and current portion of long term debt	\$106,052	\$173,180
Trade accounts payable	\$18,194	\$95,068
Other accrued liabilities	\$93,795	\$64,446
Total current liabilities	\$68,091	\$732,694
Long term debt	\$483,300	\$444,957
Other long term liabilities	\$289,671	\$11,291
Total liabilities	\$1,451,562	\$1,188,942
Minority interest	\$0,167	\$0,562
Shareholders' equity	\$720,975	\$1,179,145
Common stock	\$10,000	\$10,000
Retained earnings	\$365,230	\$434,869
Accumulated other comprehensive income	\$27,565	\$119,581
Total shareholders' equity	\$795,795	\$889,345
Total liabilities and shareholders' equity	\$2,272,704	\$2,369,649

Fourth Quarter Report McCormick & Company, Incorporated
Consolidated Statement of Cash Flows (Unaudited)
(In thousands)

	Three Months Ended	Twelve Months Ended
	11/30/2005	11/30/2004
Cash flows from operating activities		
Net income	\$88,141	\$214,507
Adjustments to reconcile net income to net cash flow from operating activities		
Depreciation and amortization	74,540	71,983
Income from unconsolidated operations	(20,635)	(14,534)
Changes in operating assets and liabilities	41,087	67,931
Disbursements from unconsolidated affiliates	20,242	9,599
Net cash flow from operating activities	\$123,375	\$349,426
Cash flows from investing activities		
Acquisition of businesses	\$5,495	(74,484)
Capital expenditures	(71,832)	(940,763)
Proceeds from sale of property, plant and equipment	2,307	2,760
Net cash flow from investing activities	(77,018)	(141,497)
Cash flows from financing activities		
Short term borrowings, net	(14,628)	(14,302)
Long term debt borrowings	(12,800)	(16,353)
Long term debt repayments	45,342	53,024
Proceeds from exercised stock options	(185,636)	(173,764)
Dividends paid	(244,446)	(718,374)
Net cash flow from financing activities	(212,772)	(909,469)
Effect of exchange rate changes on cash and cash equivalents	(7,785)	15,423
Income/(disbursements) in cash and cash equivalents	(60,072)	45,194
Cash and cash equivalents at beginning of period	70,335	25,141
Cash and cash equivalents at end of period	\$30,343	\$70,335

SOURCE: McCormick & Company, Incorporated

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