# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 Date of Report (Date of earliest event reported): June 14, 2012

# Alico, Inc.

(Exact name of registrant as specified in its charter)

(Commission File Number)

Florida
(State or other jurisdiction of incorporation)

0-261

**59-0906081** (I.R.S. Employer Identification No.)

#### 10070 Daniels Interstate Court Suite 100 Fort Myers, FL 33913

(Address of principal executive offices and zip code)

Registrant's telephone number, including area code: (239) 226-2000

Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Section 7 Regulation FD

Item 7.01 Regulation FD Disclosure

Alico, Inc.'s ("Alico") Executive Officers will deliver presentations to members of the financial community beginning in New York, New York in the coming weeks. The slides to be used at the meeting are furnished herewith as Exhibit 99.1 and are incorporated by reference into Item 7.01 of this Current Report on Form 8-K.

The information contained in this Item 7.01 is not "filed" for purposes of the Securities Exchange Act of 1934, as amended, and is not deemed incorporated by reference by any general statements incorporating by reference this report or future filings into any filings under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, except to the extent Alico specifically incorporates the information by reference. By including this Item 7.01 disclosure in the filing of this Current Report on Form 8-K and furnishing this information, Alico makes no admission as to the materiality of any information in this report that is required to be disclosed solely by reason of Regulation FD.

Section 9 Financial Statements and Exhibits
Item 9.01 Financial Statements and Exhibits

The following exhibits are furnished with this report on Form 8-K:

**Exhibit** 

**Number** Description

99.1 Alico, Inc. Investor Presentation

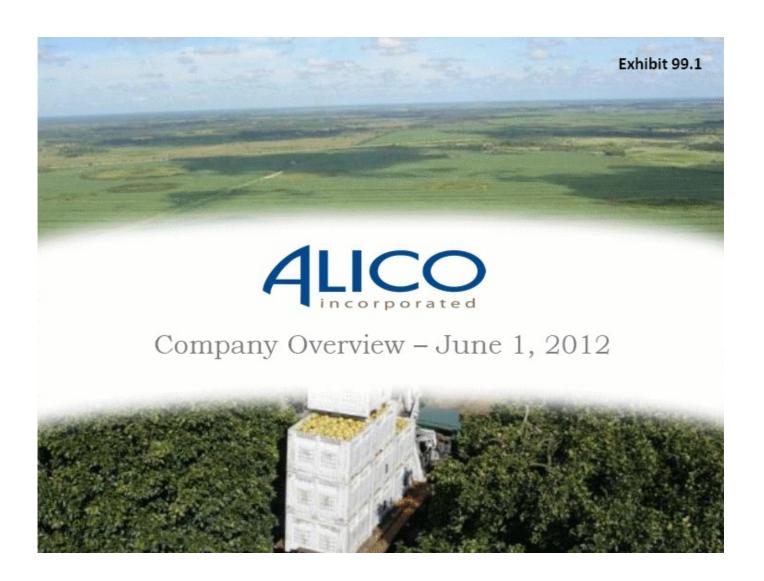
#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: June 14, 2012 ALICO, INC.

By: /s/ W. Mark Humphrey

W. Mark Humphrey Senior Vice President and Chief Financial Officer





### **Forward-Looking Statements**

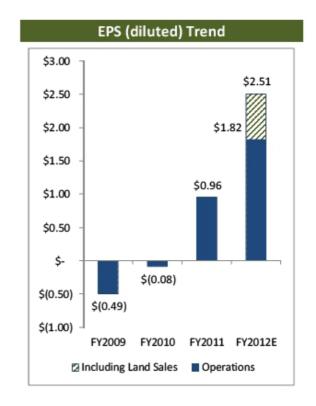
This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are based on Alico's current expectations about future events and can be identified by terms such as "estimates," "plans," "expect," "may," "anticipate," "intend," "should be," "will be," "is likely to," "strive to," and similar expressions referring to future periods.

Alico believes the expectations reflected in the forward-looking statements are reasonable but cannot guarantee future results, level of activity, performance or achievements. Actual results may differ materially from those expressed or implied in the forward-looking statements. Therefore, Alico cautions you against relying on any of these forward-looking statements. Factors which may cause future outcomes to differ materially from those foreseen in forward-looking statements include, but are not limited to: changes in laws, regulations and rules; weather conditions that affect production, transportation, storage, import and export of fresh product; increased pressure from disease, insects and other pests; disruption of water supplies or changes in water allocations; pricing and supply of raw materials and products; market responses to industry volume pressures; pricing and supply of energy; changes in interest rates; availability of financing for land development activities; political changes and economic crises; international conflict; acts of terrorism; labor disruptions; inability to pay debt obligations; inability to engage in certain transactions due to restrictive covenants in debt instruments; government restrictions on land use; market and pricing risks due to concentrated ownership of stock. Other risks and uncertainties include those that are described in Alico's SEC filings, which are available on the SEC's website at http://www.sec.gov. Alico undertakes no obligation to subsequently update or revise the forward-looking statements made in this presentation, except as required by law.



## **Company Highlights**

- · Agribusiness company with an emphasis on citrus
- A leading citrus grower in Florida with 11,000 acres
  - Increasing yields
  - Decreasing unit production costs
  - Significant industry expertise
- · Favorable Florida citrus market outlook
- Planned investment in additional citrus groves
- Other land holdings presently used for:
  - Sugarcane
  - Cattle
  - Leasing and development
- Debt to equity ratio of .42 and substantial availability under LOC
- · Strong growth in EPS





## **Quick Overview of Alico, Inc.**

- Formed in 1960 as a land management company operating in central and southwest Florida
- Owns approximately 140,000 acres in five Florida counties
- Agricultural lines of business include Citrus Groves, Citrus Supply Chain Management, Sugarcane and Cattle
- Other operations include land leasing, rock and sand mining, mineral and oil leasing and real estate development



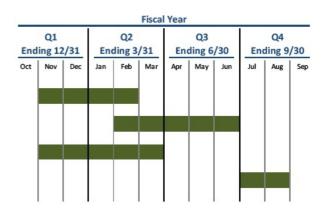
# **Company Revenue Cycles**

Harvest Early/Mid Varieties of Oranges

**Harvest Valencia Oranges** 

**Harvest Sugarcane** 

**Deliver Beef Cattle** 





# **Consolidated Financial Summary** *Three Year Trend*

(in millions, except per share data)

	Fiscal Years Ended September 30,					
		2009	2010	2011	CAGR	
Operating Revenue	\$	89.5 \$	79.8 \$	98.6	3.3%	
Operating Expense		87.7	69.9	75.2	-5.0%	
Gross Profit		1.8	9.9	23.4	133.6%	
General and Administrative Expenses		9.1	6.5	8.2	-3.4%	
Operating Income		(7.3)	3.5	15.2	228.0%	
Interest and Investment Income (Loss), net		0.6	0.9	(1.4)	-232.3%	
Interest Expense		(5.4)	(6.9)	(2.0)	28.1%	
Other Income, Net		8.6	0.7	0.7	-57.0%	
Income Tax (Provision) Benefit		(0.2)	1.2	(5.4)	222.4%	
Net Income (Loss)	\$	(3.6) \$	(0.6) \$	7.1	224.8%	
EPS	\$	(0.49) \$	(0.08) \$	0.96	225.1%	



# **Consolidated Financial Summary** *First Half FY2012*

(in millions, except per share data)

Six M	onths	Ended N	larc	h 31.
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	 2011	2012	% Change	
Operating Revenue	\$ 53.0 \$	80.2	51%	
Operating Expense	42.5	60.4	42%	
Gross Profit	10.6	19.8	88%	
General and Administrative Expenses	3.6	3.9	7%	
Operating Income	7.0	16.0	129%	
Interest and Investment Income (Loss), net	(1.7)	0.0	-102%	
Interest Expense	(1.1)	(0.9)	-13%	
Other Income, Net	0.1	0.0	-44%	
Income Tax (Provision) Benefit	(1.6)	(5.7)	258%	
Net Income (Loss)	\$ 2.6 \$	9.3	257%	
EPS	\$ 0.36 \$	1.27	253%	



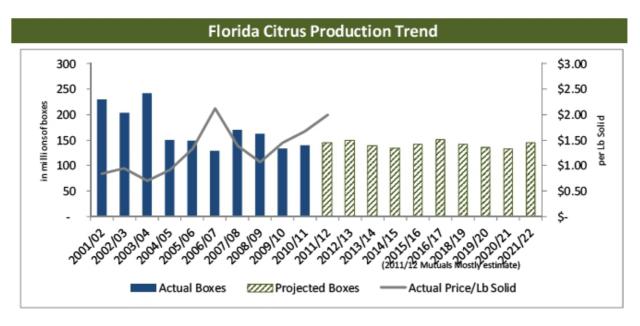
### **Citrus Market Overview**

- Total U.S. orange production 206 million (i) boxes
- Total Florida orange production 146 million<sup>(i)</sup> boxes
  - Alico grows and harvests approximately 4.4 million boxes of oranges and 0.2 million boxes of grapefruit and other specialty fruit
  - Alico handles approximately 3.5 million boxes grown by others thru its supply chain management arm
  - Grows, harvests and handles ~5% of Florida production
- Florida production expected to remain relatively flat over next 10 years
- Florida shortfalls in production covered by imports from Brazil to meet demand
- · Opportunity for Alico to expand citrus operations
  - One of the top ten growers in Florida<sup>(ii)</sup>

(i) Source – USDA June 2012 Forecast (ii) Source – Florida Grower Magazine



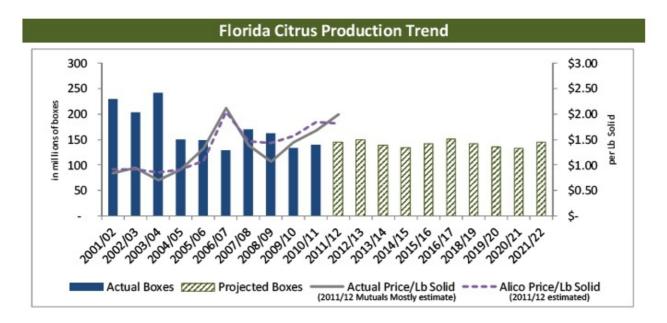
# **Industry Trends**



Sources – Florida Agricultural Statistics Service, Allen Morris



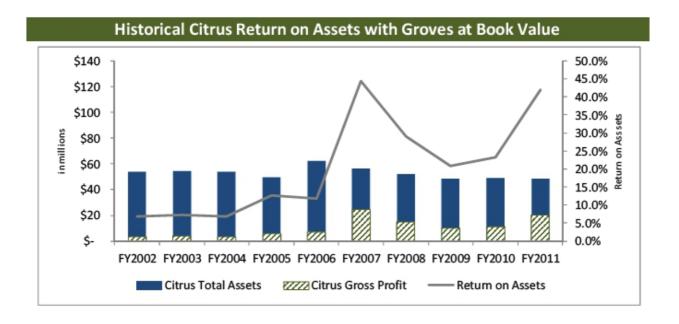
## **Industry Trends**



Sources - Florida Agricultural Statistics Service, Allen Morris



### **Alico's Historical Citrus Returns**



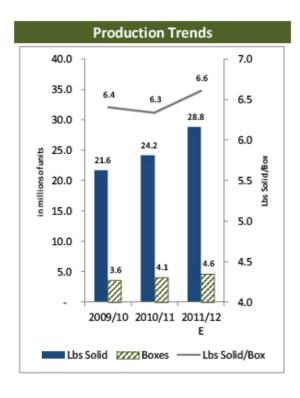


### **Alico's Historical Citrus Returns**

#### Historical Citrus Return on Assets with Groves at Estimated Replacement Cost \$140 50.0% 45.0% \$120 40.0% \$100 35.0% sg 30.0% sg 25.0% sg 35.0% \$80 \$60 20.0% § 15.0% \$40 10.0% \$20 5.0% \$-0.0% FY2002 FY2003 FY2004 FY2005 FY2006 FY2007 FY2008 FY2009 FY2010 FY2011 ERC of Citrus Assets Citrus Gross Profit



# **Leading Citrus Grower Production Increases**



- Alico production increases over last two harvest seasons:
  - 28% increase in boxes<sup>(i)</sup>
  - 33% increase in Lbs Solid(i)
- Florida production up 9.3% in boxes over the same time period<sup>(ii)</sup>
- Outpaced Florida's box increases due in large part to:
  - Expertise in foliar nutritional programs
  - Proficiency in farming methods
  - (i) Source Internal Estimates for 2011/12 Crop Year (ii) Source – USDA June 2012 Forecast



# Leading Citrus Grower Production Costs Per Box

#### Revenue and Production Cost per Box Trends



#### • Alico production costs per box:

- 18%<sup>(i)</sup> decrease in cost per box over last two harvest seasons
- Lower production costs per box than Brazil  $\operatorname{average}^{(ii)}$
- Expect lower 2011/12 production costs per box than southwest Florida region average<sup>(iii)</sup>
- (i) Source Internal Estimates for 2011/12 Crop Year (ii) GCONCI (2010/11 Estimates) (iii) Source – University of Florida/IFAS (2010/11 Estimates)



# Leading Citrus Grower Significant Industry/Management Experience

- JD Alexander, CEO Over 30 years experience in Florida citrus
- Dr. Ken Smith, COO Over 23 years in agriculture
- Daniel Sutton, Director of Citrus Operations Over 18 years experience in Florida citrus
- Chris Moore, President of Bowen Brothers Over 20 years experience in Florida citrus
- Mark Humphrey, CFO Over 17 years experience in finance



# Revenue and Gross Profit by Segment *Three Year Trend*

(in millions)

	Fiscal Years Ended September 30,				
		2009	2010	2011	CAGR
Revenue:					
Bowen (Citrus Supply Chain Management)	\$	28.0 \$	28.9 \$	36.1	8.9%
Citrus Groves		36.0	36.5	47.1	9.3%
Sugarcane		7.6	4.1	7.8	0.7%
Cattle		8.2	4.0	4.6	-17.5%
Real Estate		1.4	-	-	-100.0%
Land Leasing and Rental		2.7	2.4	2.4	-3.3%
Land Sales and Other		5.6	3.9	0.5	-54.0%
Total Revenue	\$	89.5 \$	79.8 \$	98.6	3.3%
Gross Profit:					
Bowen (Citrus Supply Chain Management)	\$	1.3 \$	0.7 \$	1.0	-9.1%
Citrus Groves		8.7	10.7	19.3	30.3%
Sugarcane		(2.2)	0.4	1.0	176.1%
Cattle		(2.0)	0.3	1.4	190.1%
Real Estate		(3.9)	(1.6)	(0.6)	46.8%
Land Leasing and Rental		1.6	1.3	1.2	-8.3%
Land Sales and Other		(1.8)	(1.8)	0.1	135.5%
Total Gross Profit	\$	1.8 \$	9.9 \$	23.4	133.6%



# Revenue and Gross Profit by Segment *First Half FY2012*

(in millions)

	Six Months Ended March 31,			
		2011	2012	%Change
Revenue:				
Bowen (Citrus Supply Chain Management)	\$	18.9 \$	30.8	62.8%
Citrus Groves		24.6	33.5	36.0%
Sugarcane		7.5	13.7	83.1%
Cattle		0.4	0.6	33.6%
Real Estate		-	-	NM
Land Leasing and Rental		1.3	1.3	2.2%
Land Sales and Other		0.3	0.3	12.9%
Total Revenue	\$	53.0 \$	80.2	51.2%
0 0 0				
Gross Profit:				
Bowen (Citrus Supply Chain Management)	\$	0.6 \$	1.1	83.0%
Citrus Groves		8.7	14.5	67.3%
Sugarcane		0.6	3.1	398.9%
Cattle		0.2	0.3	50.8%
Real Estate		(0.3)	(0.2)	11.7%
Land Leasing and Rental		0.7	0.8	19.1%
Land Sales and Other		0.1	0.3	197.1%
Total Gross Profit	\$	10.6 \$	19.8	87.6%



### **FY2012 Estimated Citrus Results**

- 15% increase in production of early/mid varieties versus prior year
- 27% increase in production of Valencias versus prior year
- Production increases due in large part to continually improving farming methods





# **FY2012 First Half Sugarcane and Cattle Results**

#### • Sugarcane

- Revenue of \$13.7MM versus \$7.5MM last year
- Gross profit of \$3.1MM versus \$0.6MM last year
- Standard Tons harvested increased 52%

#### Cattle

- Revenue of \$0.6MM versus \$0.4MM last year
- Gross profit of \$0.3MM
- Approximately 752M pounds sold (691M pounds last year)
- Price per pound increased 23%



## **Full Year FY2012 Estimate**

EPS

	Fiscal Years Ended September 30,				
_	2009	2010	2011	2012E	CAGR
Revenue \$	89.5 \$	98.6 \$	79.8 \$	125.8	8.9%
Gross Profit by Segment:					
Bowen (Citrus Supply Chain Management)	1.3	0.7	1.0	1.2	-2.7%
Citrus Groves	8.7	10.7	19.3	24.1	28.9%
Sugarcane	(2.2)	0.4	1.0	3.0	8.2%
Cattle	(2.0)	0.3	1.4	2.6	7.3%
Real Estate	(3.9)	(1.6)	(0.6)	(0.5)	40.1%
Land Leasing and Rental	1.6	1.3	1.2	1.3	-4.7%
Land Sales	-	-	=	8.2	NM
Other Operations	(1.8)	(1.8)	0.1	0.3	35.8%
Total Gross Profit	1.8	9.9	23.4	40.2	116.3%
General and Administrative Expenses	9.1	6.5	8.2	8.5	-1.7%
Operating Income	(7.3)	3.5	15.2	31.7	44.6%
Interest and Investment Income (Loss), net	0.6	0.9	(1.4)	-	-100.0%
Interest Expense	(5.4)	(6.9)	(2.0)	(1.7)	-25.2%
Other Income, Net	8.6	0.7	0.7	-	-100.0%
Income Tax (Provision) Benefit	(0.2)	1.2	(5.4)	(11.6)	190.6%
Net Income (Loss) \$	(3.6)\$	(0.6)\$	7.1 \$	18.5	50.0%

\$ (0.49)\$ (0.08)\$

2.51

0.96 \$

50.4%



## **Alico's Strategic Assessment**

## Citrus

- Brands require Florida oranges
  - Tropicana and Minute Maid
    - · Highest priced
    - · Consumer preferred
    - · Grown to over half the orange juice market
- · Marketers need to partner with Florida producers
  - Long-term marketing agreements
    - · Volume and price incentives
  - Require stable and efficient growers
- · Growers bear all risks
  - Pricing
  - Weather/Diseases
- Relatively high long-term expected returns

## Sugarcane

- Government supported industry
- · Most profitably grown on muck soils
- · Lower long-term expected returns

### Cattle

- Supply levels generally dictate pricing
- · Lower long-term expected returns



# **Strategic Vision and Initiatives**

- Market and sell under-productive assets
- Invest in citrus groves to increase citrus production and partner with marketers
  - Plant groves on owned land
  - 10,000 additional acres
  - Acquire groves in Florida
  - 10,000 additional acres

Current Land Utilization:		Gross Acreage	Net Producing
Citrus Groves		15,000	10,700
Sugarcane		30,000	18,800
Developable Acreage (Lee County)		5,200	-
Improved Pasture		10,000	-
Unimproved Acreage and Other		79,400	-
	Total	139,600	29,500