



29 April 2011

# IND@FOOD AGRI RESOURCES Ltd.

DIVERSIFIED AND INTEGRATED AGRIBUSINESS GROUP WITH LEADING BRANDS

## Company Presentation –1Q 2011 Results

**Ind@Agri**

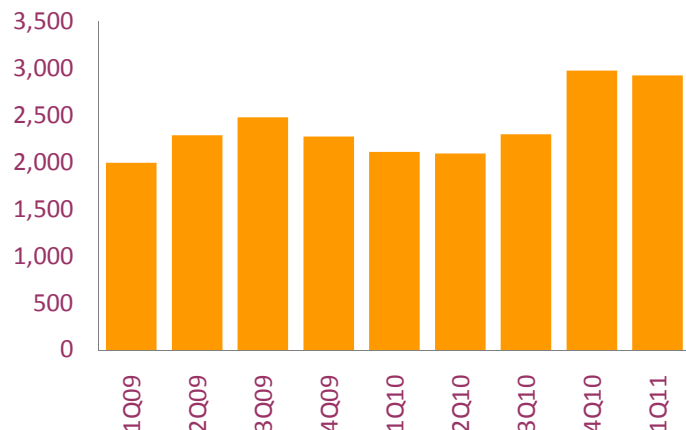
a subsidiary of:

**Indofood**  
THE SYMBOL OF QUALITY FOODS

# Results Summary – 1Q11 vs 1Q10

## Revenue

Rp bn

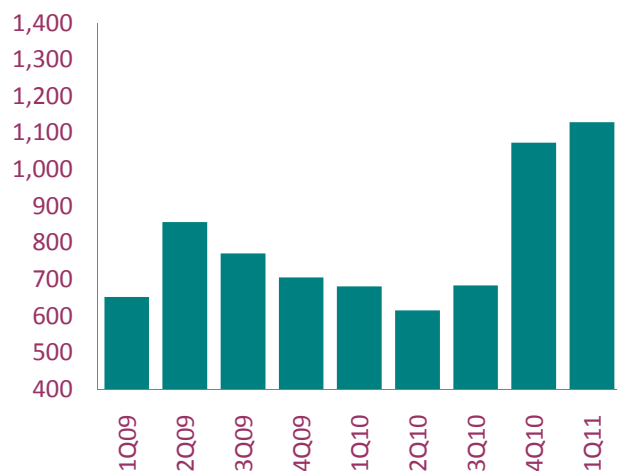


## Financial Highlights

- Revenue for 1Q11 increased 39% vs 1Q10 from higher commodity prices and sales volume for palm products and palm seeds as well as edible oils and fats products.
- Gross profit margin increased from 38% to 46% in 1Q11 from all divisions, particularly from plantation division.
- Net profit to equity holders for 1Q11 increased 66% from higher operating profit.
- Net debt / equity reduced to 0.28x.

## EBITDA \*

Rp bn



## Operational Highlights

- CPO production increased 14% to 176,000 tons from normalized weather conditions and new areas coming into maturity
- FFB nucleus production increased by 13% to 589,000 tons.
- FFB Plasma production increased by 29% to 203,000 tons.
- Edible Oils and fats sales volume increased by 10%.

\* EBITDA excluding biological asset gains/(losses) and forex gains/(losses)

# Plantation Highlights

# Oil Palm Plantation Highlights

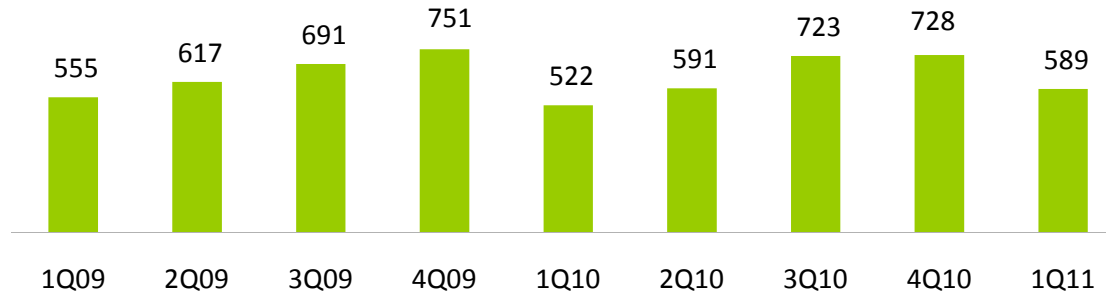
	1Q11	1Q10	YOY Growth
<b>Planted Area<sup>(1)</sup> (Ha)</b>	204,056	194,487	5%
<b>Mature Area<sup>(1)</sup> (Ha)</b>	155,376	148,948	4%
<b>FFB ('000 MT)</b>	792	679	17%
- Nucleus production	589	522	13%
- Purchase from Plasma & 3rd Parties	203	157	29%
FFB Yield – Nucleus (MT/Ha)	3.8	3.6	
<b>CPO Production ('000 MT)</b>	176	154	14%
CPO Extraction Rate (%)	22.3%	22.7%	
CPO Yield – Nucleus (MT/Ha)	0.8	0.8	
<b>PK Production ('000 MT)</b>	40	37	10%
PK Extraction Rate (%)	5.1%	5.4%	

(1) Exclude plasma area. As at 31 Mar 2011, the Group has ≈ 77,935 ha of planted oil palm plasma area.

# Oil Palm Plantation Production

In '000 MT

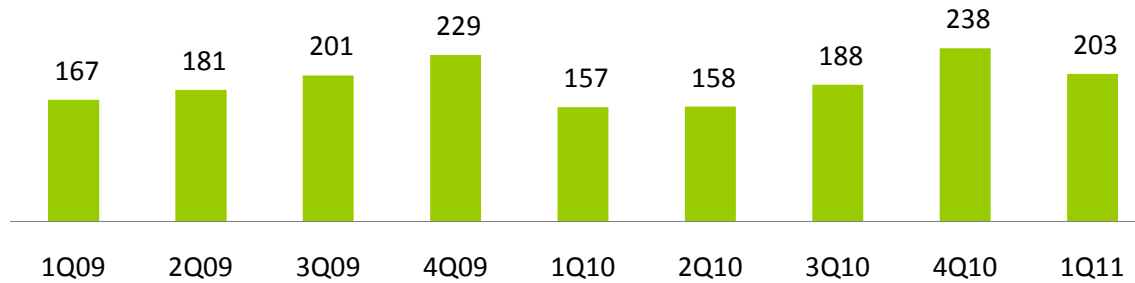
## FFB (nucleus)



## 1Q11 vs 1Q10

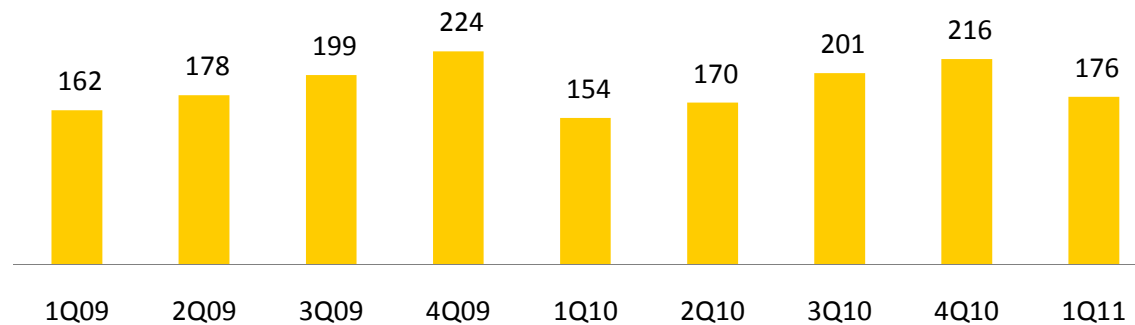
+13%

## FFB Purchase from Plasma and 3<sup>rd</sup> Parties



+29%

## Total CPO

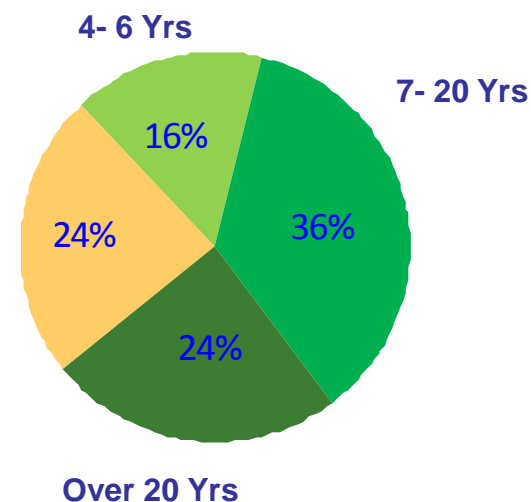


+14%



# Planted Area

In Ha	31 Mar 11	31 Dec 10	Increase
<b>Planted area</b>	<b>241,219</b>	<b>242,107</b>	<b>(888)</b>
<b>Planted Oil Palm <sup>(1)</sup></b>	<b>204,056</b>	<b>205,064</b>	<b>(1,008) <sup>(2)</sup></b>
Mature	155,376	155,400	(24)
Immature	48,680	49,664	(984)
<b>Other Crops</b>	<b>37,163</b>	<b>37,043</b>	<b>120</b>
Rubber	22,012	22,028	(16)
Sugar	11,427	11,302	125
Others <sup>(3)</sup>	3,724	3,713	11



**Oil Palm Age Profile**  
Average age = 12 years

(1) Exclude plasma area. As at 31 Mar 2011, the Group has ≈ 77,935 ha of planted oil palm plasma area.

(2) Planted area for oil palm decreased by 1,008 Ha due to block sizing of Lonsum plantation from implementation of GPS monitoring system. Re-measurement will not impact crop production. New plantings for oil palm at 1,532 ha.

(3) Cocoa, Coconut, and Tea

# Financial Highlights

# Sales Volume Breakdown

In '000 MT

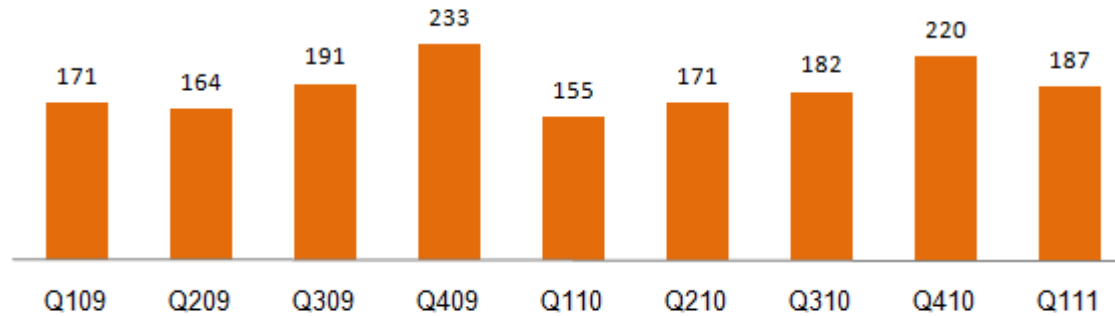
	1Q11	1Q10	YOY Growth	FY10
<b>Plantation</b>				
• CPO	187	155	21%	728
• Palm Kernel	40	35	15%	173
• Rubber	4.4	5.8	(25%)	22.1
<b>Edible Oils &amp; Fats</b>				
• Cooking Oil, Margarine and Coconut Oil	180	164	10%	683

- Increased CPO and PK sales volume mainly due to increased production.
- Edible Oils & Fats sales volume growth from increased demand and production capacity at new Jakarta refinery.



# CPO, Palm Kernel and Edible Oils & Fats Sales Volume In '000 MT

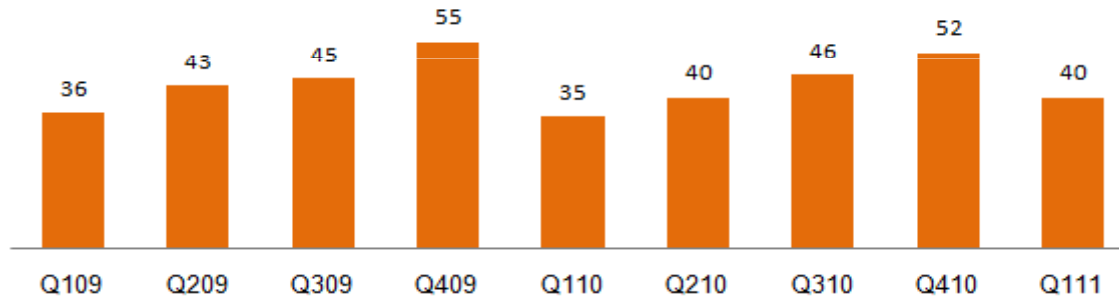
## CPO Sales Volume



**1Q11 vs 1Q10**

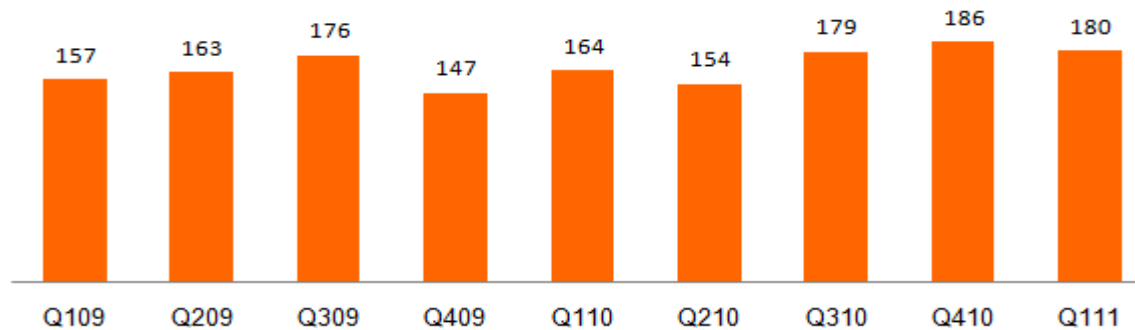
**+21%**

## Palm Kernel Sales Volume



**+15%**

## Edible Oils & Fats Sales Volume

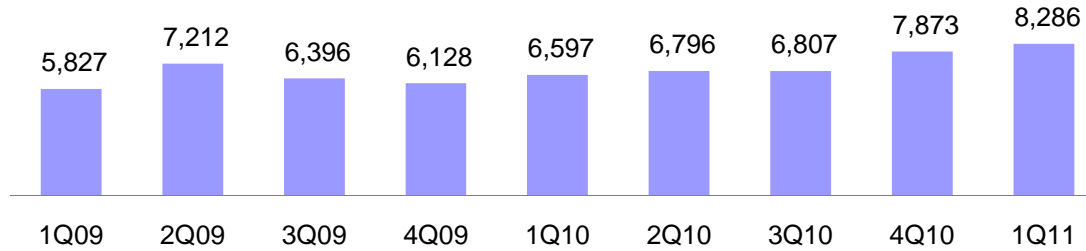


**+10%**

# CPO, Palm Kernel and Rubber Ave. Selling Price

In Rp / kg

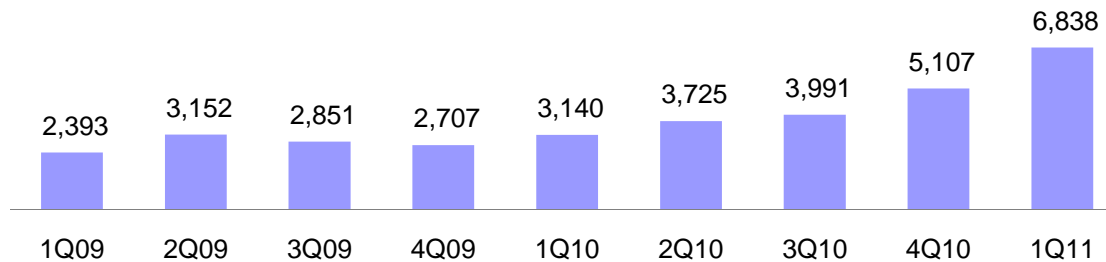
## CPO Average Selling Price



**1Q11 vs 1Q10**

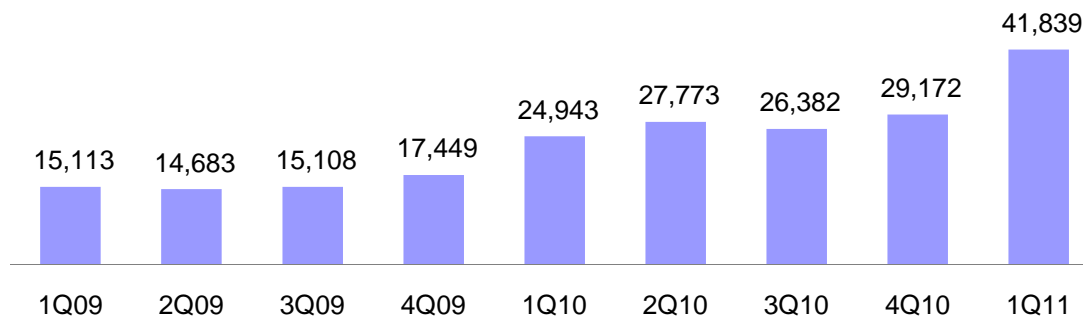
**+26%**

## Palm Kernel Average Selling Price



**+118%**

## Rubber Average Selling Price



**+68%**

# Financial Summary

Sales grew 39% and EBITDA grew by 66% YOY

Rp bn

Description	1Q11	1Q10	YOY Growth	4Q10	QOQ Growth
Sales	2,927	2,112	39%	2,980	(2%)
EBITDA*	1,129	680	66%	1,073	5%
<i>EBITDA %</i>	39%	32%		36%	
Operating profit**	1,066	620	72%	951	12%
<i>Operating profit %</i>	36%	29%		32%	
Gains arising from changes in fair value of biological assets	-	-		289	
Net profit to equity holders	515	310	66%	598	(14%)
<i>Net profit %</i>	18%	15%		20%	
Net profit to equity holders excluding net effect of fair value gains on biological assets	515	310	66%	426	21%
EPS (fully diluted) - Rp	355	215	65%	415	(14%)

\* EBITDA excluding biological asset gains/(losses) and forex gains/(losses)

\*\* Operating profit excluding biological asset gains/(losses)

# Segmental Results

Plantations contributed 88% of EBITDA

*Rp bn*

Description	SALES		EBITDA		EBITDA%	
	1Q11	1Q10	1Q11	1Q10	1Q11	1Q10
Plantations	2,107	1,321	1,026	585	49%	44%
Edible Oil & Fats	2,170	1,494	35	20	2%	1%
Elimination & Adjustment	(1,350)	(703)	68 <sup>(1)</sup>	75 <sup>(1)</sup>	n/m	n/m
<b>Sub-total</b>	<b>2,927</b>	<b>2,112</b>	<b>1,129</b>	<b>680</b>	<b>39%</b>	<b>32%</b>
Net Forex Gain	-	-	42	35	-	-
<b>Total</b>	<b>2,927</b>	<b>2,112</b>	<b>1,171</b>	<b>715</b>	<b>40%</b>	<b>34%</b>

<sup>(1)</sup> Net effects arising from elimination of unrealised profit of inter-division inventories, SFRS adjustment and regional office costs

# External Revenue Breakdown

## By Geographical Location

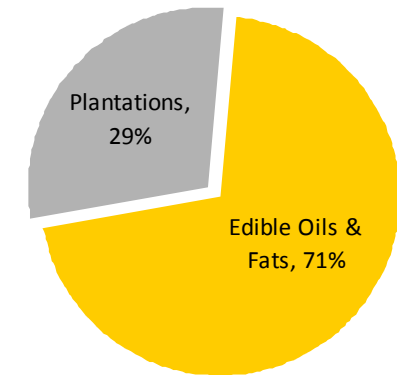
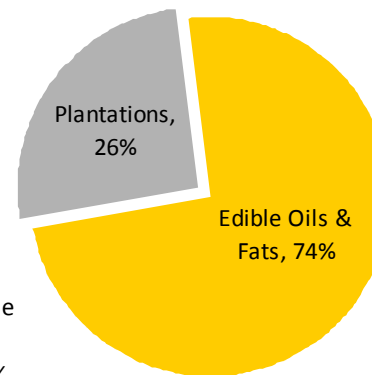
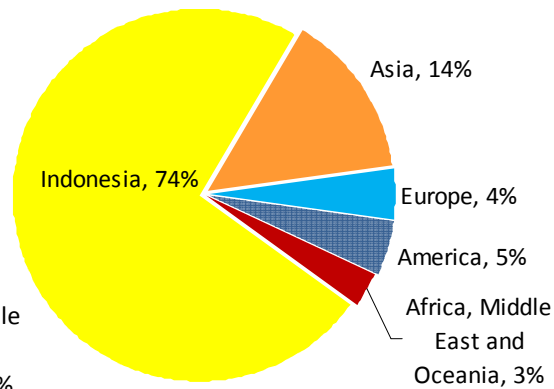
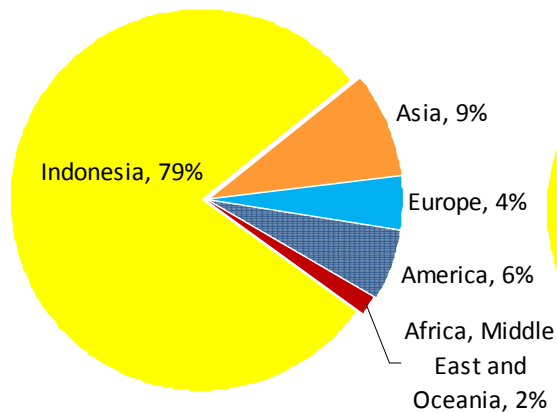
## By Segment

1Q11

1Q10

1Q11

1Q10



# Financial Position – Strengthening Balance Sheet

*Rp bn*

Description	31-Mar-11	31-Dec-10
<b>TOTAL ASSETS</b>	<b>28,968</b>	<b>28,189</b>
Cash	3,606	3,796
<b>TOTAL LIABILITIES</b>	<b>12,534</b>	<b>12,488</b>
Interest Bearing Debt	8,253	8,494
<b>TOTAL EQUITY*</b>	<b>16,434</b>	<b>15,700</b>
Net Debt / EBITDA Ratio (Annualised)	1.0x	1.5x
Net Debt / Total Equity Ratio	0.28x	0.30x
Net Assets Value per Share ( in Rupiah)	7,960	7,605

\*Total equity includes shareholders funds and minority interests.

# 2011/12 Strategies and Expansion

## In Progress

- Focus expansion on new plantings of palm oil and sugar plantations
- Constructing two 40mt FFB per hour palm oil mills, in Kalimantan and South Sumatra
- To complete construction of 8,000 ton cane per day sugar refinery
- At new Jakarta refinery in Tanjung Priok, add bottling and margarine plant in 2011

## Completed

- Completed Jakarta refinery at Tanjung Priok with 420,000mt annual refining capacity in Dec 2010
- Surabaya fractionation plant increased by 300mt/day capacity in 1Q11

# Update on PT SIMP Listing

## Rationale

The listing of PT SIMP aims to enhance shareholders' value and the key rationale as set out in Para 2.3 of IFAR's Circular dated 5 April 2011 are as follows:-

- 1) Reduce gearing, fund CAPEX requirements
- 2) Reduce foreign currency exchange risks via fund raising in Rupiah
- 3) Facilitate payment of future dividends at a reduced withholding tax of 10%
- 4) Expansion of new business – IFAR commits cash of approximately S\$230 million to acquisitions

## Timeline

Submission of the registration statement of BAPEPAM-LK	: 30 March 2011
EGM	: 28 April 2011
Effective date of BAPEPAM-LK registration statement	: On or about 27 May 2011
Commencement of offering period for IPO	: On or about 30 May 2011
Commencement of listing of the Offer Shares on the IDX	: On or about 9 June 2011
Expected effective date of the Proposed Amalgamation	: On or about 1 August 2011

## Approval for Resolutions at EGM

**Result: Shareholders approved and passed both resolutions on 28 April 2011**

- 1) The possible material dilution of up to a maximum of 20% of IFAR's shareholding interest in PT SIMP, a principal subsidiary of IFAR, pursuant to the proposed IPO and listing of PT SIMP on the Indonesian stock exchange; and
- 2) The proposed amalgamation of Indofood Oil and Fats Pte. Ltd., an intermediate holding company in Singapore, with IFAR pursuant to section 215D(1) of the Companies Act (CAP 50).





**Indofood Agri Resources Ltd.**

8 Eu Tong Sen Street  
#16-96/97 The Central  
Singapore 059818  
Tel +65 6557 2389  
Fax: +65 6557 2387

Ms Elaine Soh  
Investor Relations Manager  
Indofood Agri Resources Ltd.

Email: [elainesoh@indofoodagri.com](mailto:elainesoh@indofoodagri.com)  
[www.indofoodagri.com](http://www.indofoodagri.com)

This presentation was prepared solely and exclusively for the parties presently being invited for the purpose of discussion. Neither this presentation nor any of its content may be reproduced, disclosed or used without the prior written consent of Indofood Agri Resources Ltd

This presentation may contain statements that convey future oriented expectations which represent the Company's present views on the probable future events and financial plans. Such views are presented on the basis of current assumptions, are exposed to various risks, and are subject to considerable changes at any time. Presented assumptions are presumed correct at the, and based on the data available on the, date at which this presentation is assembled. The Company warrants no assurance that such outlook will, in part or as a whole, eventually be materialized. Actual results may diverge significantly from those projected.

*© Indofood Agri Resources Ltd. All rights reserved.*