



IND©FOOD AGRI RESOURCES Ltd.

Company Presentation – 4Q and FY 2012 Results

27 Feb 2013

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a subsidiary of:

Indofood
THE SYMBOL OF QUALITY FOODS

Presentation Outline

1 Plantation Highlights

2 Financial Highlights

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Section 1

Plantation Highlights

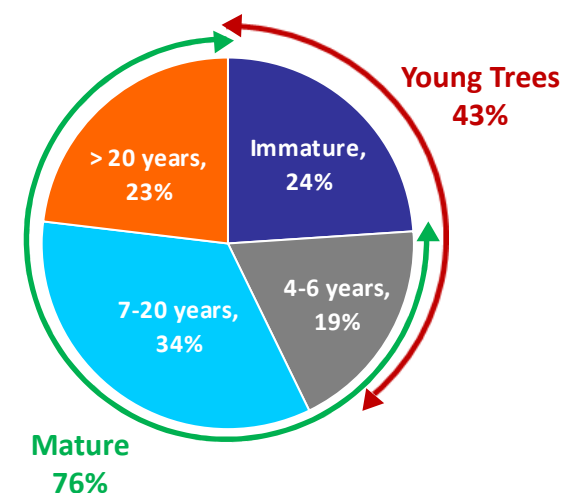


Planted Area

In Ha	31 Dec 2012	31 Dec 2011	Increase/ (Decrease)
Planted Area	268,725	254,989	13,736
Planted Oil Palm⁽¹⁾	230,919	216,837	14,082⁽²⁾
Mature	176,105	158,163	17,942
Immature	54,814	58,674	(3,860)
Other Crops	37,806	38,152	(346)
Rubber	21,802	22,185	(383)
Sugar cane	12,333	12,255	78
Others ⁽³⁾	3,671	3,712	(41)

Oil Palm Age Profile

Average age ≈ 12 years



(1) Exclude plasma area. As at 31 Dec 2012, the Group has ≈ 83,010 Ha of planted oil palm plasma area. Out of which, 2,619 Ha are new planting in FY12

(2) New plantings for oil palm at 13,383 Ha and replanted area at 941 Ha.

(3) Cocoa and Tea

Oil Palm Plantation Highlights

	FY12	FY11	Growth	4Q12	4Q11	Growth
Planted Area⁽¹⁾ (Ha)	230,919	216,837	6%	230,919	216,837	6%
Mature Area⁽¹⁾ (Ha)	176,105	158,163	11%	176,105	158,163	11%
FFB ('000 MT)	4,107	3,797	8%	1,143	1,065	7%
- Nucleus production	2,973	2,797	6%	815	774	5%
- Purchase from external	1,134	1,000	13%	328	291	13%
FFB Yield – Nucleus (MT/Ha)	16.9	17.7		4.6	4.9	
CPO Production ('000 MT)	880	838	5%	241	232	4%
CPO Extraction Rate (%)	21.7%	22.1%		21.8%	21.7%	
CPO Yield – Nucleus (MT/Ha)	3.7	3.9		1.0	1.1	
PK Production ('000 MT)	207	195	6%	57	57	2%
PK Extraction Rate (%)	5.1%	5.2%		5.2%	5.3%	

(1) Exclude plasma area. As at 31 Dec 2012, the Group has ≈ 83,010 ha of planted oil palm plasma area.

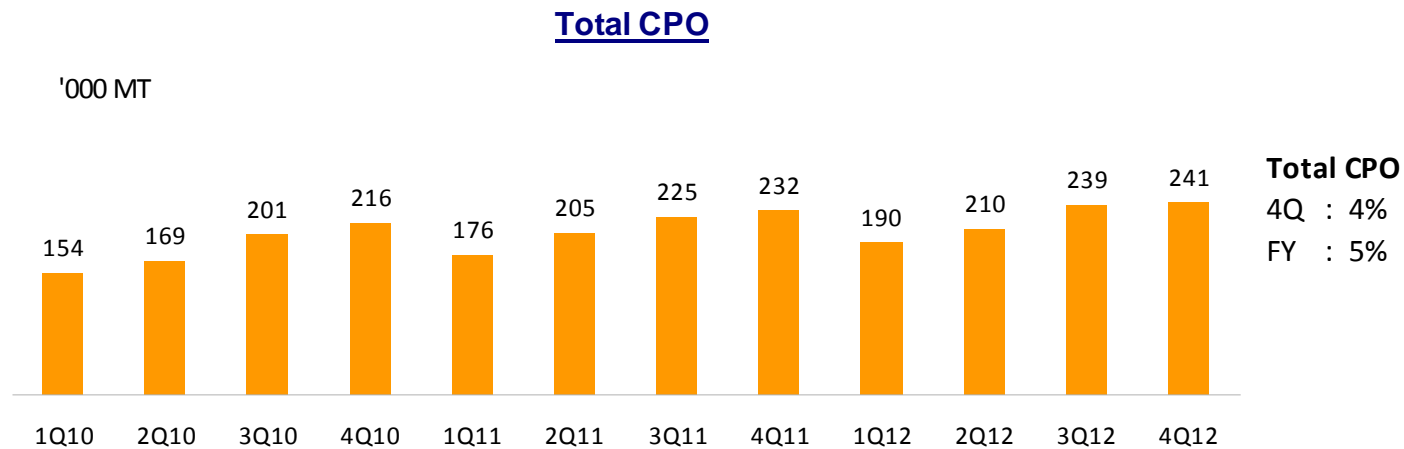
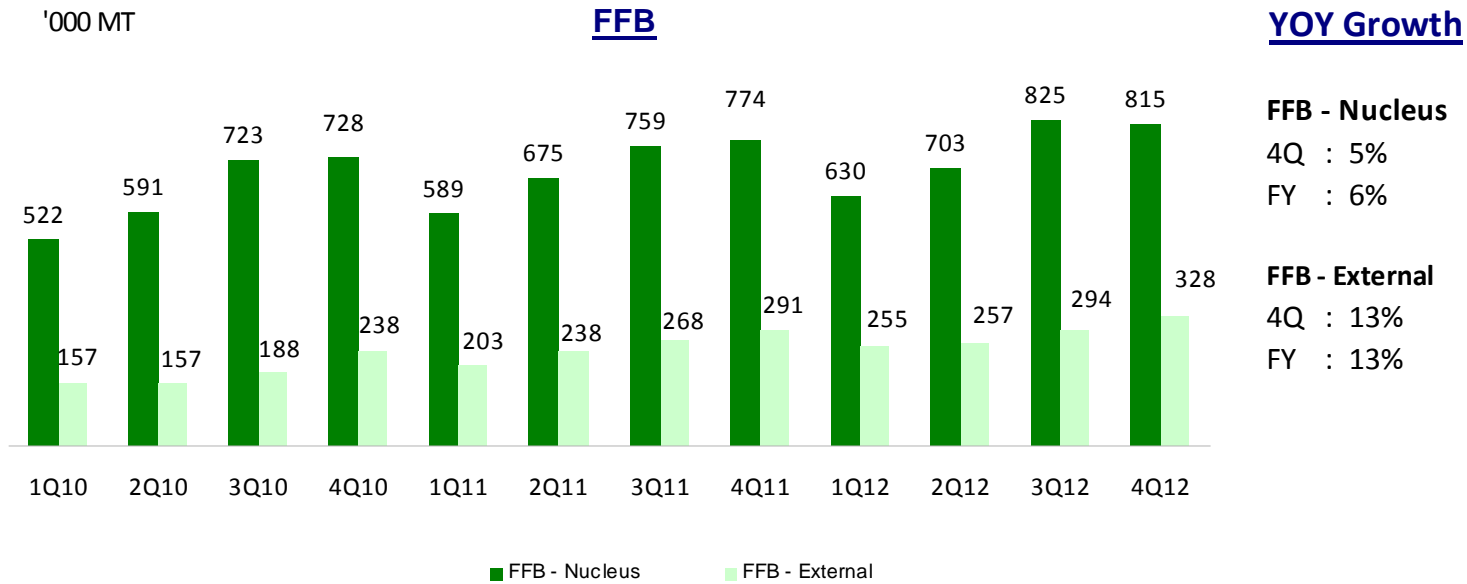
Sugar Cane Plantation Highlights

	FY12	FY11	Growth	4Q12	4Q11	Growth
Planted Area (Ha)	12,333	12,255	1%	12,333	12,255	1%
Sugar Cane Harvested ('000 MT) ⁽¹⁾	588	420	40%	-	174	(100%)
Sugar Production ('000 MT)	60	20	205%	1	8	(88%)

Notes:

(1) Harvested cane were relating to Komering sugar cane plantation

Oil Palm Plantation Production Trend



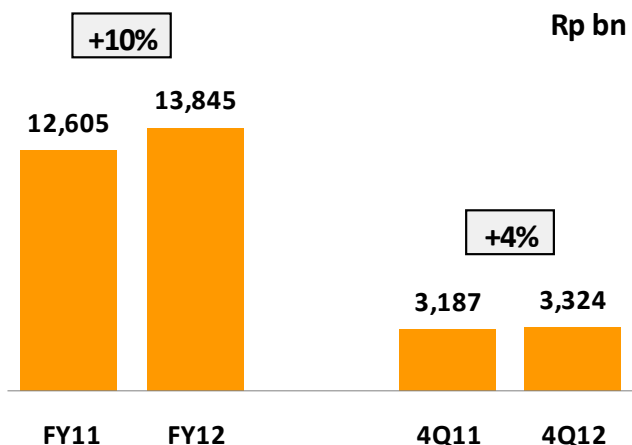
Section 2

Financial Highlights

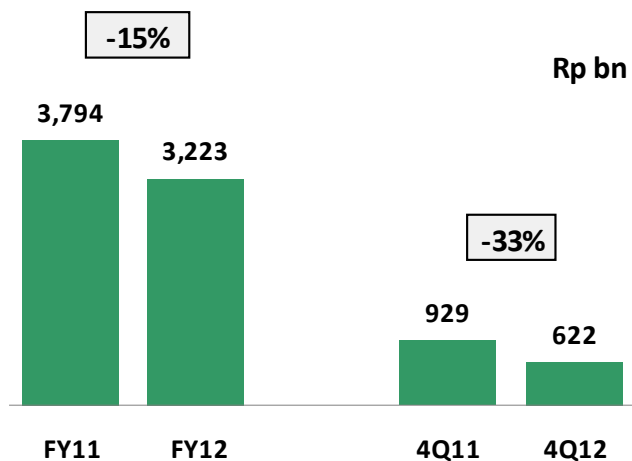


Results Summary

Revenue



EBITDA*



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

Financial Highlights

- A challenging year with lower commodity prices, the Group achieved positive growth with sales up 10% in FY12 on higher CPO sales volume and edible oil products to external parties as well as contribution from its sugar operation. 4Q12 revenue up 4% yoy on mainly from sugar operation and higher sales of edible oil products, but this was offset by lower sales volume of palm products and lower ASP of plantation crops.
- In line with lower ASP and increased in production cost, gross profit declined 10% in FY12, but this was partly negated by higher profit contribution from EOF division and sugar operations. With the effects of lower volume of palm products, lower ASP of plantation crops and higher production cost, 4Q12 gross profit down 20% yoy
- Attributable profit down 30% on lower gross profit, higher operating expenses, lower forex gains and biological asset gains, as well as share of loss in an associated company. This gap was partly narrowed by certain one-off expenses incurred in 2011. Adjusted 4Q12 attributable profit was likewise lower, declining 49% yoy on lower gross profit, higher operating expenses and lower financial income
- Liquidity stayed strong with a cash level of Rp5.1 trillion and a low net gearing ratio of 0.07x

Operational Highlights

- Achieved positive production growth with FFB nucleus and CPO in FY12 growing 6% and 5% yoy to 2,973,000 tonnes and 880,000 tonnes
- Higher contribution from the sugar operations following the commencement of our first full sugarcane crushing season in 2012
- Edible oil business achieved a 5% yoy volume growth in FY12, supported by the expanded refining capacity from our new Jakarta refinery

Sales Volume

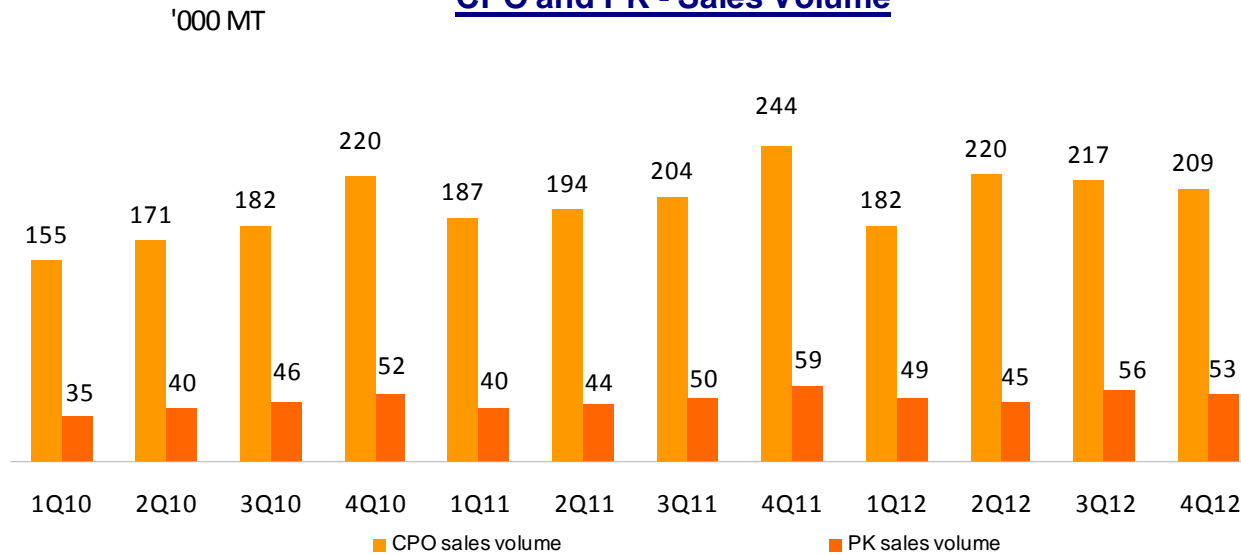
In '000 MT	FY12	FY11	Growth	4Q12	4Q11	Growth
Plantation						
CPO	829	829	(0%)	209	244	(14%)
Palm Kernel	202	193	5%	53	59	(10%)
Sugar	62	29	114%	24	10	141%
Rubber	16.6	17.1	(3%)	4.6	3.5	31%
Edible Oils & Fats						
Cooking Oil, Margarine and Coconut Oil	808	772	5%	189	187	1%

Notes:

(1) Lower sales volume of CPO and PK in 4Q12, leading to higher closing stocks as of December 2012

CPO, PK and Edible Oils & Fats Sales Volume Trend

CPO and PK - Sales Volume



YOY Growth

CPO sales volume

4Q : (14%)

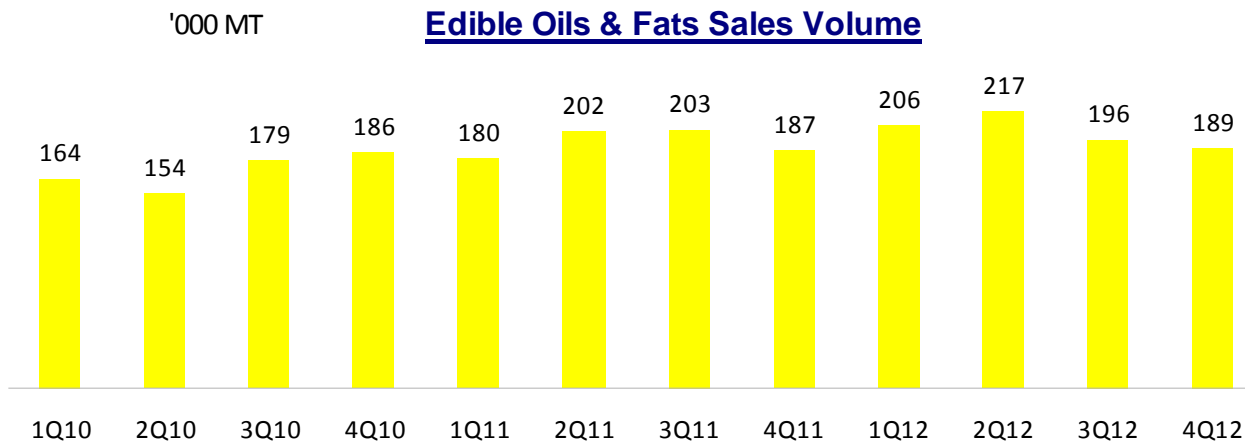
FY : (0%)

PK sales volume

4Q : (10%)

FY : 5%

Edible Oils & Fats Sales Volume



Edible Oils & Fats

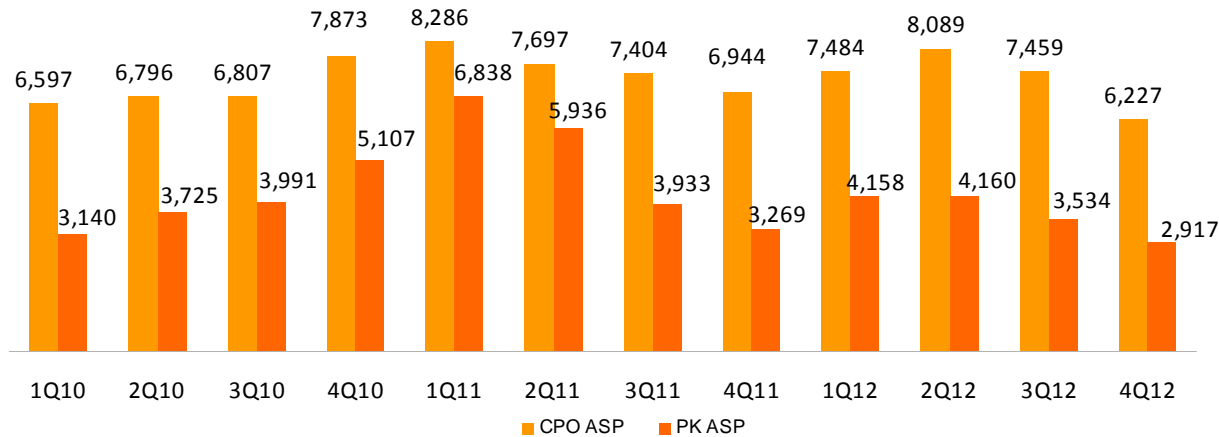
4Q : 1%

FY : 5%

CPO, PK and Rubber Average Selling Price (ASP) Trend

Rp / kg

CPO and PK - ASP



YOY Growth

CPO ASP

4Q : (10%)

FY : (3%)

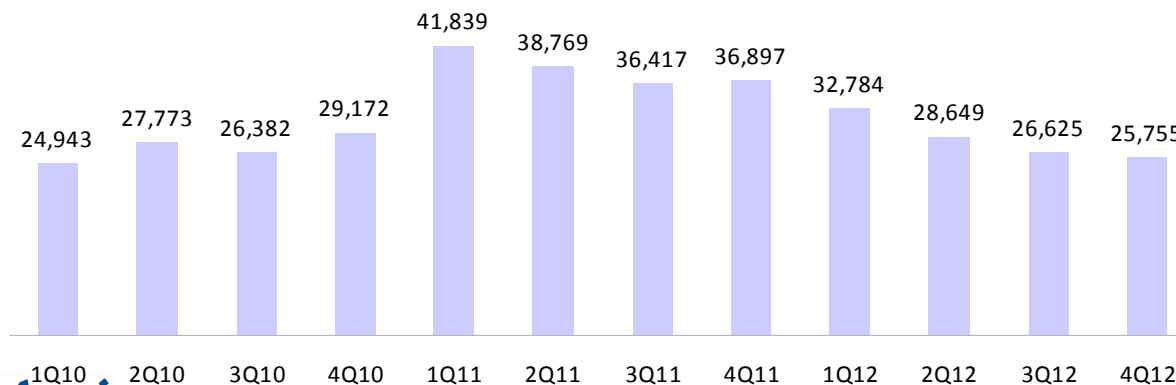
PK ASP

4Q : (11%)

FY : (24%)

Rp / kg

Rubber ASP



Rubber ASP

4Q : (30%)

FY : (27%)

Financial Summary

In Rp Bn	FY12	FY11	YoY Growth	4Q12	4Q11	YoY Growth
Sales	13,845	12,605	10%	3,324	3,187	4%
EBITDA*	3,223	3,794	(15%)	622	929	(33%)
<i>EBITDA %</i>	23%	30%		19%	29%	
Operating profit**	2,653	3,353	(21%)	480	800	(40%)
<i>Operating profit %</i>	19%	27%		14%	25%	
Gains arising from changes in FV of biological assets	56	425	(87%)	56	425	(87%)
Net profit	1,819	2,641	(31%)	295	867	(66%)
<i>Net profit %</i>	13%	21%		9%	27%	
Attributable profit	1,049	1,490	(30%)	161	455	(65%)
<i>Attributable profit %</i>	8%	12%		5%	14%	
Attributable profit exclude biological assets gain	1,051	1,356	(22%)	163	322	(49%)
<i>Attributable profit exclude biological assets gain %</i>	8%	11%		5%	10%	
EPS (fully diluted) - Rp	730	1,031	(29%)	112	315	(64%)

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

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

Segmental Results

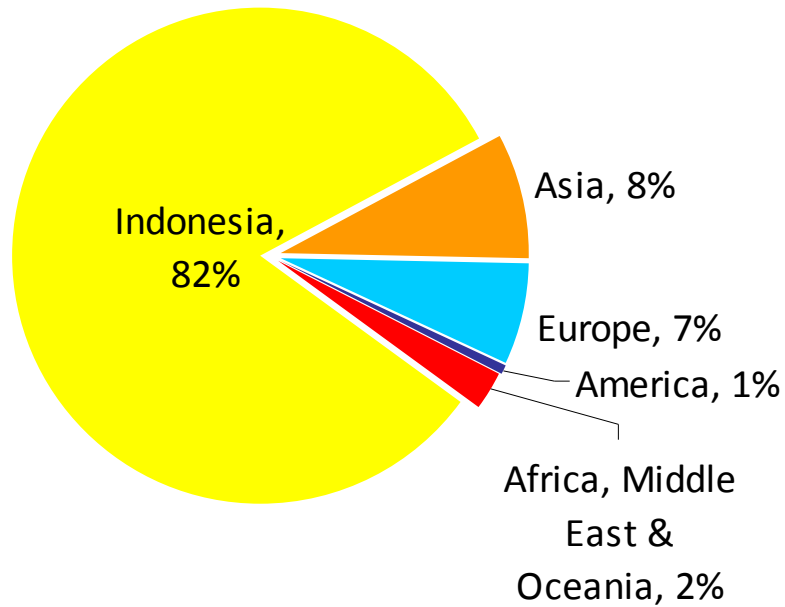
In Rp Bn	<u>SALES</u>		<u>EBITDA</u>		<u>EBITDA%</u>	
	FY12	FY11	FY12	FY11	FY12	FY11
Plantations	8,388	8,482	2,600	3,572	31%	42%
Edible Oil & Fats	9,561	9,070	515	256	5%	3%
Elimination & Adjustments	(4,105)	(4,946)	109 ⁽¹⁾	(35) ⁽¹⁾	n/m	n/m
Sub-total	13,845	12,605	3,223	3,794	23%	30%
Net Forex Gain	-	-	19	46	-	-
Total	13,845	12,605	3,242	3,840	23%	30%

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

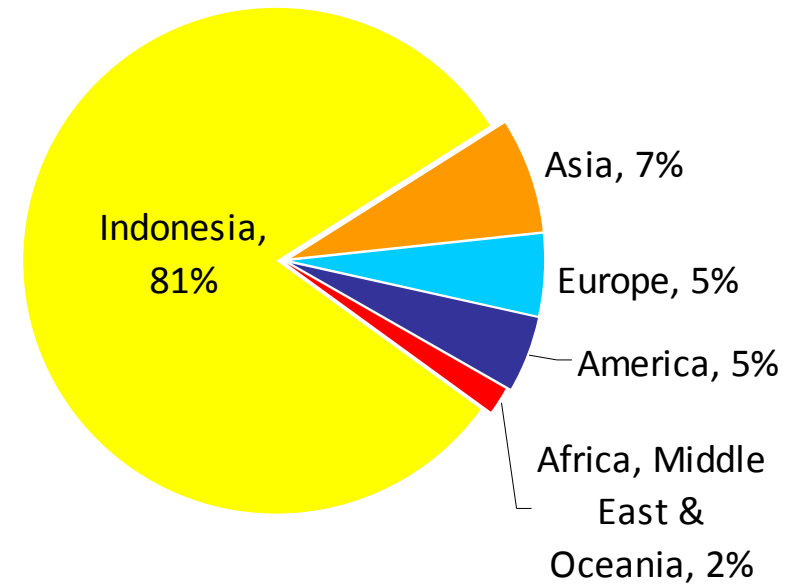
External Revenue Breakdown

By Geographical Location

FY12



FY11



Financial Position

- Strong liquidity with cash levels of Rp5.1 trillion and a low net gearing ratio of 0.07x

In Rp Bn	31-Dec-12	31-Dec-11
TOTAL ASSETS	34,811	33,207
Cash	5,082	6,535
TOTAL LIABILITIES	11,983	11,766
Interest Bearing Debt	6,780	7,260
TOTAL EQUITY*	22,829	21,441
Net Debt / EBITDA Ratio (Annualised)	0.5x	0.2x
Net Debt / Total Equity Ratio	0.07x	0.03x
Net Assets Value per Share (in Rupiah)	9,619	8,909

*Total equity includes shareholders funds and minority interests.

Section 3

Strategies and Expansion



Strategies and Expansion

Completed in 2012

- Added bottling and margarine plant in Tanjung Priok Refinery in Q1 2012
- Completed 40 MT FFB per hour oil palm mill in Kalimantan in Q2 2012
- Completed the expansion of sugar mill and refinery in Central Java from 3,000 TCD to 4,000 TCD in Q2 2012, increasing the cane crushing capacity to 720,000 MT per year
- Added 4 units of tugboats and barges for CPO transportation to our refinery in Q2 2012
- New planting for oil palm of 16,002 Ha (nucleus 13,383 Ha and plasma 2,619 Ha)

Strategic and Expansion in 2013

- Focus expansion on new plantings of oil palm and sugar plantations
- Expand CPO production capacity and enhance supply chain
 - Constructing 4 oil palm mills, of which 2 mills are expected to be completed in 2013 – one in South Sumatra and one in Kalimantan. In addition, expansion of 2 existing mills in 2013.
 - New bulking station in East Kalimantan with storage capacity of 5,000 tonnes
- Increase the utilization of internal tugboats and barges for CPO transportation to refineries
- Intensifying the promotion of branded products to both modern trade and traditional market with new packaging and brand positioning
- Completing roll-out of SAP ERP system to the whole group

Overseas Expansion

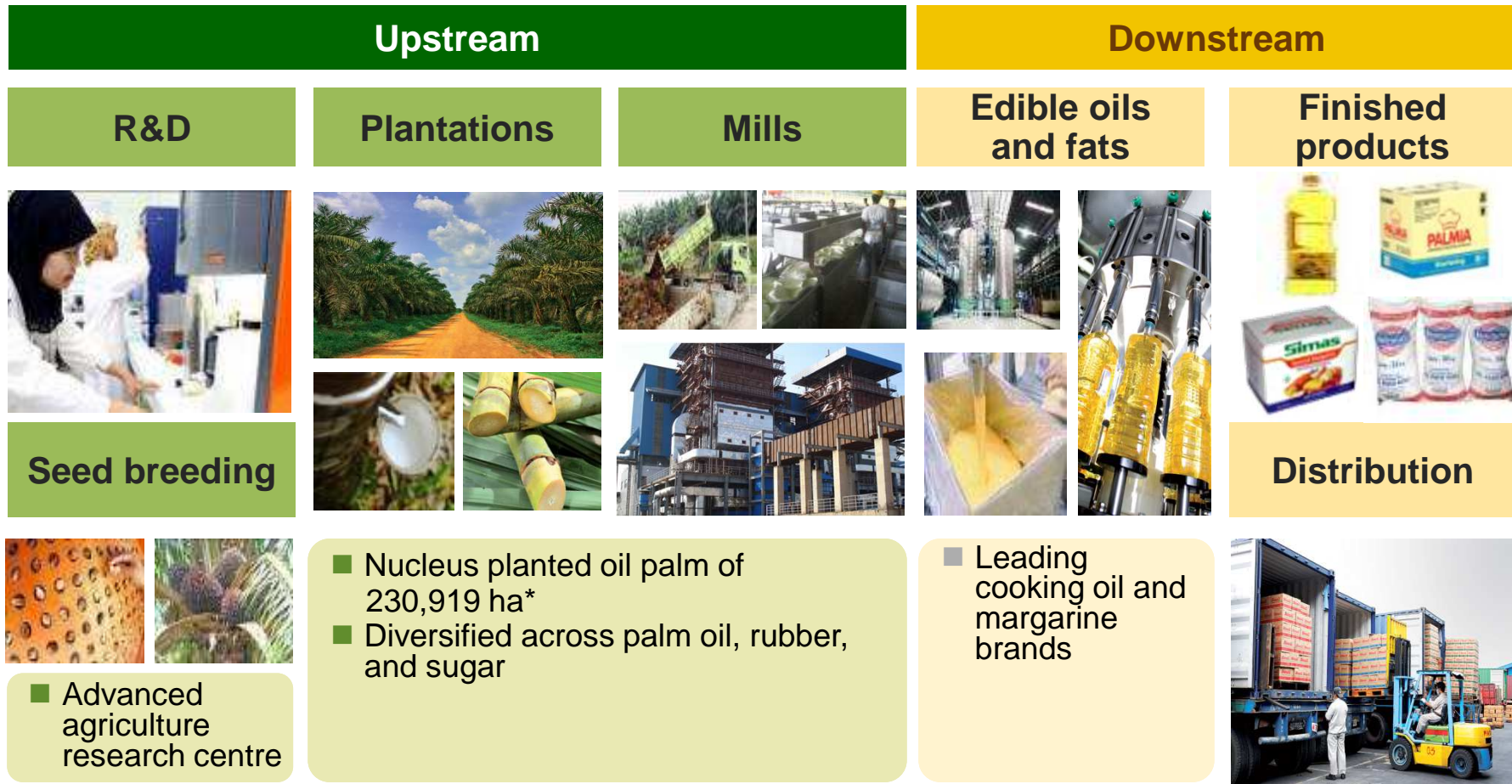
- On 26th January announced proposed 50% acquisition in CMAA located in Minas Gerais, Brazil.
- Rationale:
 - Expansion of geographical presence into the sugar, ethanol and co-generation industry in Brazil
 - Superior technical know-how and best practices from Brazil that can be transferred back to IndoAgri's Indonesia sugar operations
 - Earnings accretive investment with a strong local partner in an expanding business
- Key Highlights:
 - 1 sugar cane factory with a total cane crushing capacity of 3.0m MT p.a.; expanding to 3.8m MT p.a. by 2014/15; supplemented by ethanol and co-generation plants.
 - Has ~34,000 ha planted of sugar cane and targeted to have ~45,000 ha in the next 3 years, around 50% will be from 3rd parties
 - Low land competition, favourable logistics and infrastructure (near major roads, railways and future ethanol pipeline)
 - Proximity to main consumer markets and suppliers
 - Expected to be earnings accretive in 2014/2015
- Expect closing in Q2 2013

Section 4 Appendix



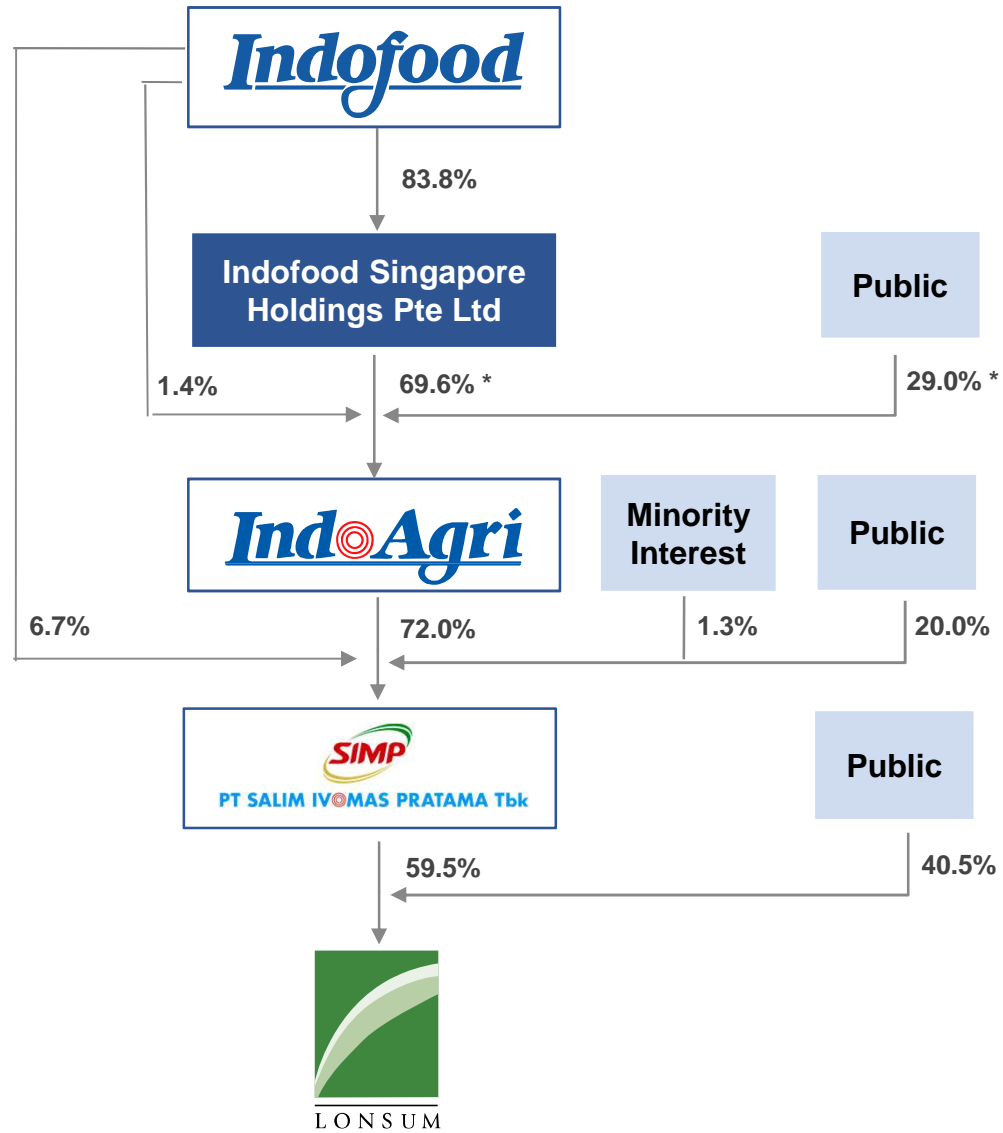
Diversified and Integrated Agribusiness Group with Leading Brands

Capturing value across the entire supply chain



* As of 31 Dec 2012

Corporate Structure



Strategically Located Operations Spanning the Entire Supply Chain



Facilities	Units	Annual capacity (tonnes)	
Palm oil mill	21	4,860,000	FFB
Crumb rubber facility	4	42,720	Dry rubber
Sheet rubber facility	3	11,100	Dry rubber

Facilities	Units	Annual capacity (tonnes)	
Sugar mill & refinery	2	2,160,000	Sugar cane
Refinery	5	1,425,000	CPO

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