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### FIRST PACIFIC COMPANY LIMITED

第一太平有限公司

(Incorporated with limited liability under the laws of Bermuda) Website: http://www.firstpacific.com (Stock Code: 00142)

## **OVERSEAS REGULATORY ANNOUNCEMENT**

(This overseas regulatory announcement is issued pursuant to Rule 13.09(2) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.)

Please refer to the attached filings made by Indofood Agri Resources Ltd. to the Singapore Stock Exchange, in relation to the following:-

- i) Unaudited Financial Statements for the full year ended 30 December 2012; and
- ii) Press Release relating to the full year 2012 Results.

Dated this the 27<sup>th</sup> day of February, 2013

As at the date of this announcement, the board of directors of First Pacific Company Limited comprises the following directors:

### Executive Directors:

Manuel V. Pangilinan, *Managing Director and CEO* Edward A. Tortorici Robert C. Nicholson

### Non-executive Directors:

Anthoni Salim, *Chairman* Benny S. Santoso Tedy Djuhar Napoleon L. Nazareno

### Independent Non-executive Directors:

Graham L. Pickles Prof. Edward K.Y. Chen, *GBS, CBE, JP* Jun Tang Margaret Leung Ko May Yee, *SBS, JP* Philip Fan Yan Hok

### FULL YEAR RESULTS \* FINANCIAL STATEMENT AND RELATED ANNOUNCEMENT

| Name of Announcer *                         | INDOFOOD AGRI RESOURCES LTD. |  |  |
|---|------------------------------|--|--|
| Company Registration No.                    | 200106551G                   |  |  |
| Announcement submitted on behalf of         | INDOFOOD AGRI RESOURCES LTD. |  |  |
| Announcement is submitted with respect to * | INDOFOOD AGRI RESOURCES LTD. |  |  |
| Announcement is submitted by *              | Mak Mei Yook                 |  |  |
| Designation *                               | Company Secretarial          |  |  |
| Date & Time of Broadcast                    | 27-Feb-2013 06:33:38         |  |  |
| Announcement No.                            | 00003                        |  |  |

>> ANNOUNCEMENT DETAILS

The details of the announcement start here ...

| For the Financial Period Ended * | 31-12-2012   |
|----------------------------------|--|
| Description                      | Please see attached.   |
| Attachments                      | <ul> <li>IFARFY12Results.pdf</li> <li>Total size = 238K</li> <li>(2048K size limit recommended)</li> </ul> |





## **UNAUDITED FINANCIAL STATEMENTS FOR THE FULL YEAR ENDED 31 DECEMBER 2012**

#### 1(a)(i) A comprehensive income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year.

|   | Group – Full Year |              |          |
|---|-------------------|--------------|----------|
|   | 31/12/2012        | Change       |          |
|   | Rp ' million      | Rp ' million | %        |
| Revenue   | 13,844,891        | 12,605,311   | 9.8      |
| Cost of sales   | (9,680,677)       | (8,004,336)  | 20.9     |
| Gross Profit  | 4,164,214         | 4,600,975    | (9.5)    |
| Gross Profit %  | 30.1%             | 36.5%        |          |
| Selling and distribution costs  | (402,322)         | (330,650)    | 21.7     |
| General and administrative expenses   | (926,699)         | (798,136)    | 16.1     |
| Foreign exchange gains  | 19,288            | 46,464       | (58.5)   |
| Other operating income  | 104,421           | 69,767       | 49.7     |
| Share of results of an associated company   | (36,673)          | (1,548)      | n.m.     |
| Other operating expenses  | (269,429)         | (234,111)    | 15.1     |
| Profit from operations before biological asset gains  | 2,652,800         | 3,352,761    | (20.9)   |
| Gain arising from changes in fair value of biological assets  | 55,576            | 424,556      | (86.9)   |
| Profit from operations including biological asset gains   | 2,708,376         | 3,777,317    | (28.3)   |
| Financial income  | 249,169           | 221,394      | 12.5     |
| Financial expenses  | (515,858)         | (445,322)    | 15.8     |
| Profit before tax   | 2,441,687         | 3,553,389    | (31.3)   |
| Income tax expense  | (623,004)         | (912,533)    | (31.7)   |
| Net profit for the year   | 1,818,683         | 2,640,856    | (31.1)   |
| Other comprehensive income<br>Changes in ownership interests in subsidiary that do not<br>result in a loss of control | -                 | 399,612      | n.m.     |
| Foreign currency translation  | 7,036             | -            | n.m.     |
| Total comprehensive income for the year   | 1,825,719         | 3,040,468    | (40.0)   |
| Net profit after tax attributable to:-  |                   |              |          |
| - Owners of the Company   | 1,049,322         | 1,489,946    | (29.6)   |
| - Non-controlling interests   | 769,361           | 1,150,910    | (33.2)   |
|   | 1,818,683         | 2,640,856    | (31.1)   |
| Total comprehensive income attributable to:-  |                   |              |          |
| - Owners of the Company   | 1,052,335         | 1,889,558    | (44.3)   |
| - Non-controlling interests   | 773,384           | 1,150,910    | (32.8)   |
|   | - /               |              | <u> </u> |

n.m. denotes "Not Meaningful"

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#### **Additional Information:-**

Earnings before interests and tax expense, depreciation and amortisation, and gain/loss arising from changes in fair value of biological assets ("EBITDA")

|  | Group – Full Year     |              |        |
|--|-----------------------|--------------|--------|
|  | 31/12/2012 31/12/2011 |              | Change |
|  | Rp ' million          | Rp ' million | %      |
| Profit from operations   | 2,708,376             | 3,777,317    | (28.3) |
| Add: Depreciation and amortisation                                 | 589,593               | 487,597      | 20.9   |
| Less: Gain arising from changes in fair value of biological assets | (55,576)              | (424,556)    | (86.9) |
| EBITDA includes foreign exchange gains                             | 3,242,393             | 3,840,358    | (15.6) |
| Less: Foreign exchange gains                                       | (19,288)              | (46,464)     | (58.5) |
| EBITDA excludes foreign exchange gains                             | 3,223,105             | 3,793,894    | (15.0) |
| EBITDA%  | 23.3%                 | 30.1%        |        |

Earnings per share (EPS) and net assets value (NAV) per share

|   | Group – Full Year |            |          |  |
|---|-------------------|------------|----------|--|
| In SGD 'cents (converted at Rp7,537/S\$1) | 31/12/2012        | 31/12/2011 | Change % |  |
| EPS                                       | 9.7               | 13.7       | (29.2)   |  |
|   |                   | Group      |          |  |
| In SGD 'cents (converted at Rp7,907/S\$1) | 31/12/2012        | 31/12/2011 | Change % |  |
| NAV per share                             | 121.7             | 112.7      | 7.9      |  |

NAV per share

1(a)(ii). Profit before income tax is arrived at after charging/(crediting) the following significant items.

| Gr           | oup – Full Year   |  |
|--------------|---|--|
| 31/12/2012   | 31/12/2011  | Change   |
| Rp ' million | Rp ' million  | %  |
| 551,127      | 461,472   | 19.4   |
| 38,466       | 26,125  | 47.2   |
| 496,790      | 426,499   | 16.5   |
| 2,096        | 74  | n.m.   |
| 110,495      | 70,405  | 56.9   |
| -            | 17,792  | n.m.   |
| 3,584        | 1,894   | 89.2   |
| 1,451        | (5,664)   | n.m  |
| 69,066       | 11,564  | n.m.   |
| (9,325)      | (197)   | n.m.   |
|              | 31/12/2012<br>Rp ' million<br>551,127<br>38,466<br>496,790<br>2,096<br>110,495<br>-<br>3,584<br>1,451<br>69,066 | Rp ' million         Rp ' million           551,127         461,472           38,466         26,125           496,790         426,499           2,096         74           110,495         70,405           -         17,792           3,584         1,894           1,451         (5,664)           69,066         11,564 |

n.m. denotes "Not Meaningful"



# 1(b)(i). A balance sheet (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

|                                       | Gro               | oup               | Com          | pany                         |
|---------------------------------------|-------------------|-------------------|--------------|------------------------------|
|                                       | 31/12/2012        | 31/12/2011        | 31/12/2012   | 31/12/2011                   |
|                                       | Rp ' million      | Rp ' million      | Rp ' million | Rp ' million                 |
| Non-current assets                    |                   |                   |              |                              |
| Biological assets                     | 12,585,842        | 11,615,002        | -            | -                            |
| Property, plant and equipment         | 8,460,857         | 7,245,443         | 58,059       | 61,694                       |
| Goodwill                              | 3,155,786         | 3,155,786         | -            | -                            |
| Claims for tax refund                 | 322,908           | 262,593           | -            | _                            |
| Deferred tax assets                   | 691,660           | 526,667           | -            | -                            |
| Investment in subsidiary companies    | -                 |                   | 9,660,599    | 9,660,599                    |
| Investment in an associated company   | 141,823           | -                 | -            |                              |
| Other non-current assets              | 1,134,569         | 964,132           | 86,721       | 20                           |
| Total non-current assets              | 26,493,445        | 23,769,623        | 9,805,379    | 9,722,313                    |
|                                       |                   |                   | 0,000,010    | 0,1 ==,0 10                  |
| Current assets                        |                   |                   |              |                              |
| Inventories                           | 1,889,006         | 1,677,576         | -            | -                            |
| Trade and other receivables           | 1,064,487         | 1,033,175         | 9,401        | 3,459                        |
| Advances to suppliers                 | 158,832           | 107,395           | -            | -                            |
| Prepaid taxes                         | 123,271           | 83,673            | -            | -                            |
| Cash and cash equivalents             | 5,082,296         | 6,535,204         | 1,633,171    | 1,488,759                    |
| Total current assets                  | 8,317,892         | 9,437,023         | 1,642,572    | 1,492,218                    |
| Total assets                          | 34,811,337        | 33,206,646        | 11,447,951   | 11,214,531                   |
|                                       |                   |                   |              |                              |
| Current liabilities                   | 4 005 500         | 4 004 500         |              | 7 50 4                       |
| Trade and other payables and accruals | 1,635,582         | 1,281,526         | 11,311       | 7,524                        |
| Advances from customers               | 217,961           | 98,576            | -            | -                            |
| Interest-bearing loans and borrowings | 2,664,213         | 3,334,397         | -            | -                            |
| Income tax payable                    | 91,544            | 77,506            | 130          | 130                          |
| Total current liabilities             | 4,609,300         | 4,792,005         | 11,441       | 7,654                        |
| Non-current liabilities               |                   |                   |              |                              |
| Interest-bearing loans and borrowings | 3,389,772         | 3,201,348         | -            | _                            |
| Bonds and sukuk ijarah payables       | 726,232           | 724,579           |              | _                            |
| Other payables                        | 380,582           | 335,110           | -            | _                            |
| Employee benefits liabilities         | 840,495           | 687,969           | -            | _                            |
| Deferred tax liabilities              | 2,036,447         | 2,025,078         |              | _                            |
| Total non-current liabilities         | 7,373,528         | 6,974,084         |              |                              |
| Total liabilities                     | 11,982,828        | 11,766,089        | 11,441       | 7,654                        |
|                                       | 11,002,020        | 11,700,000        | ••,          | 1,004                        |
| Net assets                            | 22,828,509        | 21,440,557        | 11,436,510   | 11,206,877                   |
| Attributable to owners of the Company |                   |                   |              |                              |
| Share capital                         | 3,584,279         | 3,584,279         | 10,912,411   | 10,912,411                   |
| Treasury shares                       | (124,208)         | (81,413)          | (124,208)    | (81,413)                     |
| Revenue reserves                      | 9,794,752         | 8,777,210         | 504,155      | 231,727                      |
|                                       |                   | 538,431           | ,            |                              |
| Other reserves                        | 541,444           |                   | 144,152      | 144,152<br><b>11,206,877</b> |
| Non controlling interacts             | <b>13,796,267</b> | <b>12,818,507</b> | 11,436,510   | 11,200,077                   |
| Non-controlling interests             | 9,032,242         | 8,622,050         | -            | -                            |
| Total equity                          | 22,828,509        | 21,440,557        | 11,436,510   | 11,206,877                   |

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#### 1(b)(ii). Aggregate amount of the Group's borrowings and debt securities.

|      |   | Group        |              |  |
|------|---|--------------|--------------|--|
|      |   | 31/12/2012   | 31/12/2011   |  |
|      |   | Rp ' million | Rp ' million |  |
| (i)  | Amounts payable in one year or less, or on demand |              |              |  |
|      | Secured   | 1,692,820    | 1,344,078    |  |
|      | Unsecured   | 971,393      | 1,990,319    |  |
|      | Sub-total   | 2,664,213    | 3,334,397    |  |
| (ii) | Amounts repayable after one year                  |              |              |  |
|      | Secured   | 3,009,804    | 2,760,378    |  |
|      | Unsecured   | 1,106,200    | 1,165,549    |  |
|      | Sub-total   | 4,116,004    | 3,925,927    |  |
|      | TOTAL   | 6,780,217    | 7,260,324    |  |

(iii) Details of the collaterals

The above bank term loans and investment loans are secured by:

- (a) corporate guarantee from a subsidiary
- (b) charge over the plantation assets of the respective subsidiary





1(c). A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

|   | Group – Full Year |              |
|---|-------------------|--------------|
|   | 31/12/2012        | 31/12/2011   |
|   | Rp ' million      | Rp ' million |
| Cash flows from operating activities  |                   |              |
| Profit before tax   | 2,441,687         | 3,553,389    |
| Adjustments :   |                   |              |
| Depreciation and amortization   | 589,593           | 487,597      |
| Realised of deferred costs  | 178,065           | 170,525      |
| Unrealised foreign exchange gains   | (11,093)          | (41,063)     |
| Loss on disposal of biological assets   | 2,096             | 74           |
| Provision for uncollectible and loss arising from changes in fair value of plasma receivables | 110,495           | 70,405       |
| Impairment loss on an associated company  | -                 | 17,792       |
| Write-off of property and equipment   | 3,584             | 1,894        |
| Loss / (gain) on disposal of property and equipment   | 1,451             | (5,664)      |
| Net changes in provision for decline in market value and obsolescence                         | , -               | (-) )        |
| of inventories  | 69,066            | 11,564       |
| Provision / (write-back) allowance of doubtful debts  | 601               | (522)        |
| Bad debt expense  | -                 | 99           |
| Gain arising from changes in fair value of biological assets                                  | (55,576)          | (424,556)    |
| Changes in provision for asset dismantling costs  | (9,325)           | (197)        |
| Changes in employee benefits liabilities  | 152,527           | 113,935      |
| Changes in fair value of long-term receivables  | (1,049)           | (1,046)      |
| Financial income  | (249,169)         | (221,393)    |
| Financial expenses  | 515,858           | 445,322      |
| Operating cash flows before working capital changes   | 3,738,811         | 4,178,155    |
| Changes in working capital  |                   |              |
| Decrease / (increase) in other non-current assets   | (12,096)          | 67,049       |
| Increase in inventories   | (280,496)         | (367,892)    |
| Decrease / (increase) in trade and other receivables  | 3,255             | (81,718)     |
| Increase in advances to suppliers   | (51,437)          | (65,062)     |
| Increase in prepaid taxes   | (35,308)          | (23,092)     |
| Increase in trade and other payables and accruals   | 344,293           | 190,973      |
| Increase in advances from customers   | 119,385           | 333          |
| Cash flows generated from operations  | 3,826,407         | 3,898,746    |
| Interest received   | 249,169           | 221,393      |
| Interest paid   | (504,399)         | (452,732)    |
| Income tax paid   | (762,589)         | (899,256)    |
| Net cash flows generated from operating activities  | 2,808,588         | 2,768,151    |

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|   | Group – Full Year |              |
|---|-------------------|--------------|
|   | 31/12/2012        | 31/12/2011   |
|   | Rp ' million      | Rp ' million |
| Cash flows from investing activities                                |                   |              |
| Additions to property, plant and equipment                          | (1,703,008)       | (879,612)    |
| Additions to biological assets                                      | (1,101,215)       | (890,274)    |
| Increase in plasma receivables                                      | (164,874)         | (21,324)     |
| Proceeds from disposal of property and equipment                    | 3,077             | 7,418        |
| Proceeds from disposal of biological assets                         | 148               | 1,856        |
| Advances for projects and purchase of fixed assets                  | (339,311)         | (184,053)    |
| Investment in an associated company                                 | (171,460)         | (6,210)      |
| Net cash flows used in investing activities                         | (3,476,643)       | (1,972,199)  |
| Cash flows from financing activities                                |                   |              |
| Proceeds from interest-bearing loans and borrowings                 | 1,559,519         | 4,015,475    |
| Repayment of interest-bearing loans and borrowings                  | (2,039,559)       | (5,213,125)  |
| Net payments from amount due to related parties                     | 33,727            | 37,325       |
| Dividend payments by subsidiaries to non-controlling interests      | (386,359)         | (168,631)    |
| Proceeds from additional capital contribution from non -controlling |                   |              |
| Interests   | 23,167            | -            |
| Dividend payment to Company's shareholders                          | (31,780)          | -            |
| Proceeds from PT SIMP's IPO net of listing expenses                 | -                 | 3,349,449    |
| Payments of treasury shares   | (42,795)          | (81,413)     |
| Net cash flows (used in)/ generated from financing activities       | (884,080)         | 1,939,080    |
| Net (decrease)/ increase in cash and cash equivalents               | (1,552,135)       | 2,735,032    |
| Effect of changes in exchange rates on cash and cash equivalents    | 99,227            | 4,179        |
| Cash and cash equivalents at the beginning of the year              | 6,535,204         | 3,795,993    |
| Cash and cash equivalents at the end of the year                    | 5,082,296         | 6,535,204    |



1(d)(i). A statement (for the issuer and group) showing either (i) all the changes in equity or (ii) changes in equity other than those arising from capitalization issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

#### STATEMENT OF CHANGES IN EQUITY

|   | Group        |              | Company      |              |
|---|--------------|--------------|--------------|--------------|
|   | 31/12/2012   | 31/12/2011   | 31/12/2012   | 31/12/2011   |
|   | Rp ' million | Rp ' million | Rp ' million | Rp ' million |
| Share Capital   | -            | -            |              | -            |
| Balance as at 1 January / 31 December <sup>(1)</sup>                                    | 3,584,279    | 3,584,279    | 10,912,411   | 10,912,411   |
| Treasury Shares (IndoAgri)  |              |              |              |              |
| Balance as at 1 January   | (81,413)     | -            | (81,413)     | -            |
| Purchase of treasury shares   | (42,795)     | (81,413)     | (42,795)     | (81,413)     |
| Balance as at 31 December   | (124,208)    | (81,413)     | (124,208)    | (81,413)     |
| <u>Reserves*</u>  |              |              |              |              |
| Balance as at 1 January   | 8,777,210    | 7,287,264    | 231,727      | 285,790      |
| Reserve transfer from IOFPL   | -            | -            | -            | 1,888        |
| Dividend payment  | (31,780)     | -            | (31,780)     | -            |
| Net profit/ (loss) and total recognized income /  |              |              |              |              |
| (expenses) for the year   | 1,049,322    | 1,489,946    | 304,208      | (55,951)     |
| Balance as at 31 December   | 9,794,752    | 8,777,210    | 504,155      | 231,727      |
| Other Reserves  |              |              |              |              |
| Balance as at 1 January   | 538,431      | 138,819      | 144,152      | 144,152      |
| Gain on sale of treasury shares   | -            | -            | -            | -            |
| Changes in ownership interests in subsidiary that<br>do not result in a loss of control | -            | 399,612      | -            | -            |
| Foreign currency translation  | 3,013        | -            | -            | -            |
| Balance as at 31 December   | 541,444      | 538,431      | 144,152      | 144,152      |
| Non-controlling Interests   |              |              |              |              |
| Balance as at 1 January   | 8,622,050    | 4,689,934    | -            | -            |
| Dividend payments by subsidiaries   | (386,359)    | (168,631)    | -            | -            |
| Changes in ownership interests in subsidiary that                                       |              |              | -            | _            |
| do not result in a loss of control  | -            | 2,949,837    |              |              |
| Capital contribution from non-controlling interests                                     | 23,167       | -            | -            | -            |
| Foreign currency translation  | 4,023        | -            | -            | -            |
| Net profit and total recognized income for the year                                     | 769,361      | 1,150,910    | -            | -            |
| Balance as at 31 December   | 9,032,242    | 8,622,050    | -            | -            |
| Total Equity  | 22,828,509   | 21,440,557   | 11,436,510   | 11,206,877   |

Notes:

- (1) The issued capital of the Group differs from that of the Company as a result of applying the reverse acquisition accounting in accordance with FRS 103. It represents the total of the deemed cost of acquisition, the issued equity of Indofood Oil & Fats Pte. Ltd. immediately before the Acquisition and issue/placement of new shares by the Company subsequent to the Acquisition.
- Reserves of the Group consist of revenue reserve and capital reserve.

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(d)(ii). Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issue of equity securities, issue of shares for cash or consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles as at end of the current financial period reported on and as at end of the corresponding period of the immediately preceding financial year.

The Company did not issue any shares during the year. As of 31 December 2012, the number of issued shares were 1,447,782,830, of which 13,500,000 shares were held as treasury shares. As of 31 December 2011, the number of issued shares were 1,447,782,830, of which 9,000,000 shares were held as treasury shares.

There were no outstanding convertibles as at 31 December 2012 and 2011.

(d)(iii). To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.

|   | Company    |            |  |
|---|------------|------------|--|
|   | 31/12/2012 | 31/12/2011 |  |
|   | (' 000)    | (' 000)    |  |
| Total number of issued shares                           | 1,447,783  | 1,447,783  |  |
| Less: Treasury shares                                   | (13,500)   | (9,000)    |  |
| Total number of issued shares excluding treasury shares | 1,434,283  | 1,438,783  |  |

(d)(iv). A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

| Treasury Shares                | Company      |              |
|--------------------------------|--------------|--------------|
| -                              | No of shares | Amount       |
|                                | (' 000)      | Rp ' million |
| Balance as at 1 January 2012   | 9,000        | 81,413       |
| Purchase of Treasury shares    | 4,500        | 42,795       |
| Balance as at 31 December 2012 | 13,500       | 124,208      |

2. Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice.

This consolidated financial information has not been audited nor reviewed by the external auditors.

3 Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter).

Not applicable.





# 4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

The accounting policies have been consistently applied by the Company and the Group, and are consistent with those used in the previous financial year.

5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changes, as well as the reason for, and the effect of, the change.

Not applicable.

6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding year, after deducting any provision for the preference dividends; (a) Based on weighted average number of shares and (b) On a fully diluted basis (detailing any adjustments made to the earnings)

Basic earnings per share amounts are calculated by dividing earnings for the year attributable to the equity holders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted earnings per share is calculated on the same basis as the basic earnings per share except that the weighted average number of shares outstanding during the year is adjusted for the effects of all dilutive potential ordinary shares. The Company has no dilutive potential ordinary shares as at 31 December 2012.

| [   | Group – Full Year |            |             |
|---|-------------------|------------|-------------|
| Earnings per share (Rp)                   | 31/12/2012        | 31/12/2011 | Change<br>% |
| Based on weighted average number of share | 730               | 1,031      | (29.2)      |
| Based on a fully diluted basis            | 730               | 1,031      | (29.2)      |

# 7 Net asset value (for the issuer and group) per ordinary share based on issued share capital of the issuer at the end of the:-

The net asset value per share for the Group is calculated using the Group's net asset value attributable to equity holders as at end of each year divided by the issued share capital of 1,434,282,830 (excluding 13,500,000 held as treasury shares) as of 31 December 2012 and 1,438,782,830 (excluding 9,000,000 held as treasury shares) as of 31 December 2011.

|                                | Group      |            | Com        | pany       |
|--------------------------------|------------|------------|------------|------------|
|                                | 31/12/2012 | 31/12/2011 | 31/12/2012 | 31/12/2011 |
| Net asset value per share (Rp) | 9,619      | 8,909      | 7,974      | 7,789      |





8 A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of (a) any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and (b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

#### **Review of Group Performance**

|  | Group – Full Year          |                            |             |  |
|--|----------------------------|----------------------------|-------------|--|
|  | 31/12/2012<br>Rp ' million | 31/12/2011<br>Rp ' million | Change<br>% |  |
| Revenue  |                            |                            |             |  |
| Plantations  |                            |                            |             |  |
| External sales                                       | 4,283,552                  | 3,535,526                  | 21.2        |  |
| Inter-segment sales *                                | 4,104,742                  | 4,946,126                  | (17.0)      |  |
| Sub-total  | 8,388,294                  | 8,481,652                  | (1.1)       |  |
| Edible Oils & Fats **                                |                            |                            |             |  |
| External sales                                       | 9,561,339                  | 9,069,785                  | 5.4         |  |
| Sub-total  | 9,561,339                  | 9,069,785                  | 5.4         |  |
| Elimination of inter-segment sales *                 | (4,104,742)                | (4,946,126)                | (17.0)      |  |
| Total revenue to external parties                    | 13,844,891                 | 12,605,311                 | 9.8         |  |
| Gross Profit   | 4,164,214<br>30.1%         | 4,600,975<br>36.5%         | (9.5)       |  |
| Profit from operations before biological asset gains | 2,652,800                  | 3,352,761                  | (20.9)      |  |

\* Comprises mainly internal CPO sales to the Group's own refineries

\*\* Comprises mainly cooking oil, margarine and copra-based products

#### <u>Review of Group Performance – Full Year 2012 versus 2011</u>

**Overview:** Despite a challenging year with softer commodity prices for plantation crops, the Group posted positive sales growth particularly contribution from the sugar operation following the commencement of our first full sugarcane crushing season in 2012. The Group reported consolidated revenue of Rp13.8 trillion, a 10% increase over last year's Rp12.6 trillion. The improved sales performance was achieved on the back of higher CPO sales volume and edible oils products to external parties as well as positive sales contribution from its sugar operation. Net Profit After Tax ("NPAT") declined 31% over last year principally due to lower average selling prices for plantation crops, higher production cost and operating expenses, as well as lower biological asset gains.

**Revenue:** Plantation Division's 2012 total revenue came in close to last year at Rp8.4 trillion, reflecting principally the combined effects of lower average selling prices of plantation crops and lower internal CPO sales to the Group's refineries at market price. This was offset by higher sales contribution from sugar products following the commencement of our first full year of sugar operations.

Edible Oils & Fats Division reported total revenue of Rp9.6 trillion in 2012, representing 5% growth over 2011 mainly attributable to higher sales of cooking oil and copra-based products. Supported by higher refining capacities at the Tanjung Priok refinery and increased demand, this Division's 2012 sales volume for edible oil products (which comprises cooking oil, margarine and crude coconut oil) grew 5% over 2011 to 808,000 tonnes.

#### IND@FOOD AGRI RESOURCES Ltd.





**Gross Profit:** In line with lower average selling prices for plantation crops and higher cost of production, 2012 gross profit declined 10% from Rp4.6 trillion in 2011 to Rp4.2 trillion. The decline was partly negated by higher profit contribution from Edible Oils & Fats Division and sugar operations.

**Gain/(loss) arising from changes in fair values of biological assets:** The Group adopts annual valuation of the biological assets (which primarily comprise oil palm, rubber and sugar cane plantations), which is in line with the industry practice. The Group recognised Rp56 billion of gains in December 2012 (compared to Rp425 billion gains in last year) mainly due to lower discount rates and higher projected CPO prices in Rupiah terms due to a weaker projected Rupiah currency against the US dollar.

# Operating Expenses (i.e. Selling & distribution Expenses (S&D), General & administrative Expenses (G&A), Other Operating Income / Expenses):

S&D expenses increased 22% to Rp402 billion over last year mainly attributable to higher freight and distribution expenses as well as increased advertising and promotion expenses targeting at high class outlets (HCO) segment.

G&A increased 16% to Rp927 billion over last year principally due to increased salaries and employee benefits, professional fees, travelling relating to projects and repair and maintenance.

The Group recognised other operating income of Rp104 billion in 2012 compared to Rp70 billion in 2011. This was mainly attributable to reversals of various provisions and higher miscellaneous income.

Other operating expenses were higher at Rp269 billion in 2012 versus Rp234 billion in 2011. The increase was principally due to higher provision for uncollectible plasma receivables of Rp41 billion, higher provision of allowance for decline in market values of inventories of Rp66 billion and other miscellaneous expenses. This gap was partly narrowed by certain one-off expenses incurred in 2011, including a Rp63 billion founder tax relating to the listing of SIMP, Rp19 billion in share transfer fees relating to a corporate restructuring and an impairment loss of Rp18 billion relating to a joint venture investment.

**Foreign exchange gains/(losses)** were principally related to the translation of foreign currency denominated loans, assets and liabilities. The Group recognised lower foreign exchange gains of Rp19 billion compared to Rp46 billion in 2011.

**Profit from Operations (after biological gains):** 2012 Profit from operations came in lower by 28% to Rp2.7 trillion mainly attributable to lower gross profit, higher operating expenses, lower foreign exchange gains and biological asset gains, as well as share of results of an associated company of Rp36 billion. Excluding the effect of the biological assets gains, the adjusted 2012 Profits from Operations would have been Rp2.7 trillion, down 21% against last year.

**Financial income / expenses:** The Group recognised financial income arising from fixed deposits placements of Rp249 billion in 2012, a 13% increase over last year. Financial expenses increased 16% to Rp516 billion during the year mainly due to non-capitalisation of interest expenses following the commencement of the Komering sugar mill.

**Net Profit After Tax (NPAT)**: 2012 net profit after tax (NPAT) of Rp1.8 trillion fell 31% over 2011 mainly attributable to the reasons above, and higher finance expenses in 2012. The Group reported a 30% decline in attributable profit to Rp1.0 trillion for 2012. Excluding the effect of the biological assets gains, the adjusted 2012 attributable profit would have been down 22% against last year.





#### **Review of Financial Position**

The Group reported total non-current assets of Rp26.5 trillion as of end December 2012, a 11% increase from Rp23.8 trillion in last year end. The increase was principally attributable to the following:-

- additions of biological assets in respect of new plantings and immature plantations;
- capital expenditure relating to housing and infrastructure in plantations, on-going construction works relating to a new palm oil mill in South Sumatra;
- an investment in an associated company, Heliae of Rp142 billion during the year. Heliae specialises in the development of technology solutions for the commercial production of algae for food & feed, fertiliser, chemicals, pharmaceuticals, cosmetics and fuel;
- advances relating to project and purchases of assets; and
- higher deferred tax assets.

Total current assets came in lower at Rp8.3 trillion as of end December 2012, down 12% from last year end mainly due to lower cash levels of Rp5.1 trillion compared to Rp6.5 trillion in the previous year end. The decline in cash levels was principally attributable to dividend payments of Rp0.4 trillion in 2012, repayments of interest-bearing loans and borrowings and funding for the capital expenditure, as well as Lonsum's 26.25% investment in Heliae of US\$18.5 million. Despite this, the Group's liquidity remained strong with a low net debt to total equity ratio of 0.07x as of end December 2012. On the other hand, Inventories ended higher at Rp1.9 trillion as of end of December versus Rp1.7 trillion at the end of 2011, which was principally due to higher CPO stock in the Plantation Division.

Total liabilities ended at Rp12.0 trillion as of end December compared to last year end of Rp11.8 trillion. The marginal increase was relating to higher trade and other payable and accruals, advances from customers and estimated liabilities for employee benefits, but this was substantially offset by lower interest-bearing loans and borrowings.

# 9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

Not applicable.

# 10. A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

The slowdown in the global economy, particularly in Europe and China, has weighted down on commodity markets in 2012. Additionally Europe's biodiesel off-take was significantly lower than forecast. Coupled with higher seasonal production in the second half of the year and increasing palm oil stocks, this has put significant pressure on palm oil prices since August 2012, creating unusually wide discounts relative to soya oil and other vegetable oils and fats. On a full year basis, CPO prices (CIF Rotterdam) averaged US\$1,006 per tonne in 2012 compared to US\$1,128 in 2011. The outlook for the palm oil industry is expected to remain positive as global demand is likely to be supported by consumption growth from emerging Asian economies like India and China, coupled with incremental demand for bio-diesel driven by government mandates from Europe, Brazil and Argentina. Bolstered by its large population of 230 million people, Indonesia has now become one of the largest consumers of palm oil after China and India. We also expect Indonesia's thriving food and beverage industry and population growth to sustain domestic demand for palm oil products.

Global demand growth for rubber slowed down in 2012 due to the adverse global economy. In particular, a slowdown in mainly replacement tyre sales affected demand. After falling by over 15% since the beginning of 2012, rubber prices (RSS3 SICOM) stabilised in the second half of the year. On a full year basis, 2012 prices remained significantly lower at US\$3,384 per tonne compared to US\$4,824 in 2011. The long-term outlook for rubber remains upbeat, supported by healthy demand from tyre-makers, automotive industries and rubber goods manufacturers in developing markets. China in particular, is expected to contribute strongly to this demand, given its large population and status as





the world's largest natural rubber consumer, at approximately 35% of world natural rubber demand. In the medium term rubber demand growth will be driven by global GDP growth.

Indonesia remains a net importer of sugar with over 50% of its domestic sugar demand fulfilled by imported sugar. Sugar prices in Indonesia are relatively shielded from global fluctuations with government policies aimed at protecting the domestic industry and particularly the smallholder farmers. Currently the domestic sugar price in Indonesia is above the international market as the government operates a strict import quota system for sugar, restricting imports when domestic prices fall below the government-mandated floor price of Rp8,100 per kilogram. In the near term, Indonesia will continue to rely heavily on sugar imports, despite the government's intentions for Indonesia to be self-sufficient.

In 2012, international sugar prices sustained pressure from a sizeable global sugar production surplus in 2011/12 and the deteriorating outlook of the global economy. Sugar prices on the London International Financial Futures and Options Exchange (LIFFE) showed a downward trend in 2012 to an average of US\$588 per tonne compared to US\$706 per tonne in 2011. Moving forward, the direction for the global sugar prices will be strongly influenced by production levels in Brazil, together with the Brazilian government policies on ethanol.

#### **Overseas Expansion**

On 26 January 2013, the Group announced a geographical expansion into the sugar and ethanol industry in Brazil with the proposed acquisition of a 50% equity stake in Companhia Mineira de Açúcar e Álcool Participações (CMAA) for a cash consideration of US\$71.7 million. Established in Brazil since 2006. CMMA is principally engaged in the cultivation and processing of sugar cane for the production and marketing of ethanol and sugar, as well as co-generation of electric power from sugar cane bagasse. Currently CMAA operates one mill in Vale do Tijuco with a total crushing capacity of 3 million tonnes per year, which was completed in 2011 and can be expanded to 3.8 million tonnes, with minimal additional investment. This proposed acquisition is expected to be completed by the second quarter of 2013.

#### 11. If a decision regarding dividend has been made.

#### (a) Current Financial Period Reported On

Any dividend recommended for the current financial year reported on? Yes.

The Directors have recommended to the Company to pay a first and final dividend in respect of the financial year ended 31 December 2012. The details of the dividend will be announced before the end of March 2013.

The payment of the dividend will be subject to the approval by shareholders at the forthcoming AGM to be convened in April 2013.

#### (b) Corresponding Period of the Immediately Preceding Financial Year

| Type of dividend:   | First and final dividend |
|---------------------|--------------------------|
| Dividend type:      | Cash                     |
| Dividend per share: | S\$0.003                 |

#### 12. If no dividend has been declared (recommended), a statement to that effect.

No applicable.





13. Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited annual financial statements, with comparative information for the immediately preceding year

| In Rp' million   | Plantations   | Edible Oil &Fats                   | Others/<br>eliminations  | Total   |
|--|---|------------------------------------|--|---|
| <u>Full Year 2012</u>  |   |                                    |  |   |
| Revenue  |   |                                    |  |   |
| External sales   | 4,283,552   | 9,561,339                          | -  | 13,844,891  |
| Inter-segments sales   | 4,104,742   | -                                  | (4,104,742)  | -   |
| Total Revenue  | 8,388,294   | 9,561,339                          | (4,104,742)  | 13,844,891  |
|  |   |                                    |  |   |
| Results  | o / oo / = /  | 404                                |  |   |
| Segment profit   | 2,162,454   | 421,593                            | 105,041 **   | 2,689,088   |
| Segment profit %   | 25.8%   | 4.4%                               | (2.6)%   | 19.4%   |
| Foreign exchange gain  |   |                                    |  | 19,288  |
| Net financial costs  |   |                                    | _  | (266,689)   |
| Profit before tax  |   |                                    |  | 2,441,687   |
| Income tax expense   |   |                                    | _  | (623,004)   |
| Net profit for the year  |   |                                    | =  | 1,818,683   |
|  |   |                                    |  |   |
|  |   |                                    | Otherna /  |   |
| In Rp' million   | Plantations   | Edible Oil & Fats                  | Others/<br>eliminations  | Total   |
| In Rp' million<br><u>Full Year 2011</u>  | Plantations   | Edible Oil &Fats                   | Others/<br>eliminations  | Total   |
| •  | Plantations   | Edible Oil &Fats                   | •  | Total   |
| <u>Full Year 2011</u><br><u>Revenue</u>  |   |                                    | •  |   |
| Full Year 2011   | Plantations<br>3,535,526<br>4,946,126                   | Edible Oil &Fats<br>9,069,785      | •  | <b>Total</b><br>12,605,311  |
| <i>Full Year 2011</i><br><u>Revenue</u><br>External sales  | 3,535,526   |                                    | eliminations -   |   |
| Full Year 2011<br>Revenue<br>External sales<br>Inter-segments sales<br>Total Revenue   | 3,535,526<br>4,946,126                                  | 9,069,785                          | eliminations<br>-<br>(4,946,126)                               | 12,605,311  |
| Full Year 2011<br>Revenue<br>External sales<br>Inter-segments sales<br>Total Revenue<br>Results  | 3,535,526<br>4,946,126<br><b>8,481,652</b>              | 9,069,785<br>-<br><b>9,069,785</b> | eliminations<br>(4,946,126)<br>(4,946,126)                     | 12,605,311<br>-<br><b>12,605,311</b>  |
| Full Year 2011         Revenue         External sales         Inter-segments sales         Total Revenue         Results         Segment profit  | 3,535,526<br>4,946,126<br><b>8,481,652</b><br>3,601,070 | 9,069,785<br>                      | eliminations<br>-<br>(4,946,126)<br>(4,946,126)<br>(49,842) ** | 12,605,311<br>  |
| Full Year 2011         Revenue         External sales         Inter-segments sales         Total Revenue         Results         Segment profit         Segment profit         Segment profit          | 3,535,526<br>4,946,126<br><b>8,481,652</b>              | 9,069,785<br>-<br><b>9,069,785</b> | eliminations<br>(4,946,126)<br>(4,946,126)                     | 12,605,311<br>  |
| Full Year 2011         Revenue         External sales         Inter-segments sales         Total Revenue         Results         Segment profit         Segment profit %         Foreign exchange gain | 3,535,526<br>4,946,126<br><b>8,481,652</b><br>3,601,070 | 9,069,785<br>                      | eliminations<br>-<br>(4,946,126)<br>(4,946,126)<br>(49,842) ** | 12,605,311<br>-<br><b>12,605,311</b><br>3,730,853<br>29.6%<br>46,464                    |
| Full Year 2011RevenueExternal salesInter-segments salesTotal RevenueResultsSegment profitSegment profit %Foreign exchange gainNet financial costs  | 3,535,526<br>4,946,126<br><b>8,481,652</b><br>3,601,070 | 9,069,785<br>                      | eliminations<br>-<br>(4,946,126)<br>(4,946,126)<br>(49,842) ** | 12,605,311<br>-<br><b>12,605,311</b><br>3,730,853<br>29.6%<br>46,464<br>(223,928)       |
| Full Year 2011RevenueExternal salesInter-segments salesTotal RevenueResultsSegment profitSegment profit %Foreign exchange gainNet financial costsProfit before tax                                     | 3,535,526<br>4,946,126<br><b>8,481,652</b><br>3,601,070 | 9,069,785<br>                      | eliminations<br>-<br>(4,946,126)<br>(4,946,126)<br>(49,842) ** | 12,605,311<br>-<br>12,605,311<br>3,730,853<br>29.6%<br>46,464<br>(223,928)<br>3,553,389 |
| Full Year 2011RevenueExternal salesInter-segments salesTotal RevenueResultsSegment profitSegment profit %Foreign exchange gainNet financial costs  | 3,535,526<br>4,946,126<br><b>8,481,652</b><br>3,601,070 | 9,069,785<br>                      | eliminations<br>-<br>(4,946,126)<br>(4,946,126)<br>(49,842) ** | 12,605,311<br>-<br><b>12,605,311</b><br>3,730,853<br>29.6%<br>46,464<br>(223,928)       |

\*\* Others/eliminations include elimination adjustments for inter-division sales and purchases, net unrealised margins arising from inter-division sales and purchases and regional office's overhead costs.





#### **Revenue by Geographical Market** (based on shipment destination)

|                               |             | Gro   | up – Full Year |       |        |
|-------------------------------|-------------|-------|----------------|-------|--------|
|                               | 31/12/20    | 12    | 31/12/2011     |       | Change |
|                               | Rp' million | %     | Rp' million    | %     | %      |
| Indonesia                     | 11,385,527  | 82.3  | 10,212,429     | 81.0  | 11.5   |
| Asia                          | 1,097,910   | 7.9   | 905,943        | 7.2   | 21.2   |
| Europe                        | 929,308     | 6.7   | 676,012        | 5.4   | 37.5   |
| Africa, Middle East & Oceania | 331,703     | 2.4   | 218,863        | 1.7   | 51.6   |
| America                       | 100,443     | 0.7   | 592,064        | 4.7   | (83.0) |
| Total revenue                 | 13,844,891  | 100.0 | 12,605,311     | 100.0 | 9.8    |

14. In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments.

Please refer to Para 8 and 10 above.

#### 15. A breakdown of sales

|     |   | Group – Full Year   |                     | ar                            |
|-----|---|---------------------|---------------------|-------------------------------|
|     |   | 2012<br>Rp 'million | 2011<br>Rp 'million | %<br>Increase /<br>(Decrease) |
| (a) | Sales reported for the first half year  | 6,979,570           | 6,135,175           | 13.8                          |
| (b) | Profit after tax before deducting non-controlling interests for first half year           | 1,046,566           | 1,294,800           | (19.2)                        |
| (c) | Sales reported for second half year   | 6,865,321           | 6,470,136           | 6.1                           |
| (d) | Profit after tax before deducting non-controlling interests reported for second half year | 772,117             | 1,346,056           | (42.6)                        |

#### Notes:

Profit after tax before non-controlling interests, <u>excluding</u> fair value gain or loss on the biological assets-:

|     |   | Group – Full Year   |                     |                               |
|-----|---|---------------------|---------------------|-------------------------------|
|     |   | 2012<br>Rp 'million | 2011<br>Rp 'million | %<br>Increase /<br>(Decrease) |
| (b) | Profit after tax before deducting non-controlling interests for first half year           | 1,046,566           | 1,294,800           | (19.2)                        |
| (d) | Profit after tax before deducting non-controlling interests reported for second half year | 730,435             | 1,027,639           | (28.9)                        |

# 16. A breakdown of the total annual dividend (in dollar value) for the issuer's latest full year and its previous full as follows:

Please refer to Para 11 above.

#### IND©FOOD AGRI RESOURCES Ltd. 8 Eu Tong Sen Street #16-96/97 The Central Singapore 059818 Company Registration No. 200106551G





# 17. Disclosure of the aggregate value of the transactions conducted under the shareholders' mandate for interested person transaction Rule 920(1)(a)(ii) of the Listing Manual

The Group has the following the interest person transactions ("IPT') for Full Year 2012:

|                  | Name of Interested Person   | Aggregate<br>Interested perso<br>(excluding tran<br>than S\$1               | on transactions<br>sactions less<br>100,000 |
|------------------|---|---|---|
|                  |   | Rp 'billion   | USD 'million                                |
| PT               | ISM Group   |   |   |
| •                | Sales of cooking oil, margarine and others<br>Purchase of goods and services  | 2,967.3<br>26.1   | -   |
| Sa               | lim Group   |   |   |
| •<br>•<br>•<br>• | <ul> <li>Sales of cooking oil</li> <li>Sales of seeds</li> <li>Purchase of FFB</li> <li>Management Fee</li> <li>Purchases of services</li> <li>Rental of office space</li> <li>Interest bearing loans from Salim Group</li> <li>Non-interest bearing loan from Salim Group</li> <li>Interest bearing loans to subsidiaries which Salim Group has a 40% shareholding interest</li> <li>Principal amount outstanding in respect of the interest bearing loans at end of year</li> <li>Maximum loan outstanding (inclusive of principal and interest) during the year</li> <li>Corporate guarantees extended in favour of banks in respect of loan facilities extended to certain subsidiaries, which Salim</li> </ul> | 149.3<br>0.4<br>62.1<br>1.5<br>36.7<br>0.03<br>174.1<br>-<br>231.9<br>244.7 | -<br>-<br>-<br>17.4<br>26.1<br>26.3         |
| •                | <ul> <li>Group has a 40% shareholding interest</li> <li>Principal amount outstanding in respect of the bank loan facilities at end of year</li> <li>Maximum loan outstanding (inclusive of principal and interest) during the year</li> <li>Rental of land</li> </ul>   | 3,913.0<br>4,006.9<br>0.6   | 39.8<br>47.1<br>-                           |

# 18. Disclosure of person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a director or chief executive officer or substantial shareholder of the issuer pursuant to Rule 704(13)

Pursuant to Rule 704(13) of the Listing Manual of the Singapore Exchange Securities Trading Limited, we confirm that no persons occupying managerial positions in the Company or any of its principal subsidiaries who are a relative of a director or Chief Executive Officer or substantial shareholder of the Company.

#### BY THE ORDER OF THE BOARD

Mark Julian Wakeford Chief Executive Officer and Executive Director

27 February 2013

#### IND©FOOD AGRI RESOURCES Ltd.

8 Eu Tong Sen Street #16-96/97 The Central Singapore 059818 Company Registration No. 200106551G

#### MISCELLANEOUS

\* Asterisks denote mandatory information

| Name of Announcer *                         | INDOFOOD AGRI RESOURCES LTD. |
|---|------------------------------|
| Company Registration No.                    | 200106551G                   |
| Announcement submitted on behalf of         | INDOFOOD AGRI RESOURCES LTD. |
| Announcement is submitted with respect to * | INDOFOOD AGRI RESOURCES LTD. |
| Announcement is submitted by *              | Mak Mei Yook                 |
| Designation *                               | Company Secretarial          |
| Date & Time of Broadcast                    | 27-Feb-2013 06:36:10         |
| Announcement No.                            | 00004                        |

### >> ANNOUNCEMENT DETAILS

The details of the announcement start here ...

| Announcement Title * | IndoAgri's Press Release for FY2012 Results  |  |  |  |
|----------------------|--|--|--|--|
| Description          | Please see attached.   |  |  |  |
| Attachments          | <ul> <li>IFARFY12Press.pdf</li> <li>Total size = 157K</li> <li>(2048K size limit recommended)</li> </ul> |  |  |  |





# IndoAgri posts FY12 Revenue of Rp13.8 trillion (S\$1.8 billion)<sup>1</sup> with attributable profit of Rp1.0 trillion (S\$139 million)

## HIGHLIGHTS:

- Despite a challenging year with lower commodity prices, the Group's revenue grew 9.8% yoy to Rp13.8 trillion (S\$1.8 billion) in FY12, particularly driven by contributions from sugar operation and edible oils business
- Gross profit declined 9.5% yoy mainly attributable to lower average selling prices (ASP) for plantation crops and higher cost of production
- Attributable profit down 30% yoy to Rp1.0 trillion (S\$139 million) in FY12
- Liquidity stayed strong with cash levels of Rp5.1 trillion (S\$643 million) and a low net gearing ratio of 0.07x
- Announced the Proposed Acquisition of a 50% equity interest in CMAA in Brazil

**SINGAPORE – 27 February 2013** – SGX Main board-listed IndoAgri (the "Group"), a diversified and integrated agribusiness group and manufacturer of leading brands of edible oils and fats products in Indonesia, achieved a 9.8% sales growth in FY12. Despite facing a challenging year with lower ASP for plantation crops, the Group reported improved sales performance on the back of higher CPO sales volume and edible oil products to external parties as well as positive sales contribution from its sugar operation. For 4Q12, revenue grew a modest 4.3% over 4Q11 principally on contribution 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 Rp' billion  | FY12   | FY11   | Change<br>% | 4Q12  | 4Q11  | Change<br>% |
|---|--------|--------|-------------|-------|-------|-------------|
| Revenue   | 13,845 | 12,605 | 9.8%        | 3,324 | 3,187 | 4.3%        |
| Gross Profit  | 4,164  | 4,601  | (9.5%)      | 909   | 1,133 | (19.8%)     |
| Gross Margin (%)  | 30.1%  | 36.5%  |             | 27.4% | 35.6% |             |
| EBITDA <sup>2</sup>                                     | 3,223  | 3,794  | (15.0%)     | 622   | 929   | (33.0%)     |
| EBITDA Margin (%)                                       | 23.3%  | 30.1%  |             | 18.7% | 29.1% |             |
| Biological asset gains                                  | 56     | 425    | (86.9%)     | 56    | 425   | (86.9%)     |
| Profit from Operations before<br>biological asset gains | 2,653  | 3,353  | (20.9%)     | 480   | 800   | (40.0%)     |
| Attributable Net Profit                                 | 1,049  | 1,490  | (29.6%)     | 161   | 455   | (64.7%)     |
| EPS (fully diluted) - Rp                                | 730    | 1,031  | (29.2%)     | 112   | 315   | (64.4%)     |

 <sup>&</sup>lt;sup>1</sup> Income Statement and Balance Sheet items are converted at exchange rates of Rp7,537/S\$1 and Rp7,907/S\$1, respectively.
 <sup>2</sup> Earnings before interests and tax expense, depreciation and amortisation, and gain/loss from changes in fair value of biological assets and foreign exchange gains.

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Gross profit declined 10% from Rp4.6 trillion in FY11 to Rp4.2 trillion in FY12. This was primarily attributable to lower average selling prices for plantation crops and higher cost of production. The decline was partly negated by higher profit contribution from Edible Oils & Fats Division and sugar operations. With the combined effects of lower sales volume of palm products, lower ASP of plantation crops and higher production cost, gross profit in 4Q12 came in lower by 19.8% over the same quarter last year.

The Group reported a 30% decline in attributable profit to Rp1.0 trillion in FY12 attributable to lower gross profit, higher operating expenses, lower foreign exchange 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, including a Rp63 billion founder tax relating to the listing of SIMP, Rp19 billion in share transfer fees relating to a corporate restructuring and an impairment loss of Rp18 billion relating to a joint venture investment. Excluding the effect of the biological assets gains, the adjusted FY12 attributable profit would have been down 22% against last year. The adjusted 4Q12 attributable profit was likewise lower, declining 49% over 4Q11 on lower gross profit, higher operating expenses and lower financial income.

"Despite a challenging year for commodity prices of our plantation crops, the Group posted positive sales growth particularly contribution from the sugar operation following the commencement of our first full sugarcane crushing in 2012. This was further contributed by our edible oil business which achieved a 5% yoy sales volume increase, supported by the expanded refining capacity. On production front, we continued to report positive growth with FFB nucleus and CPO in FY12 growing 6% and 5% yoy to 2,973,000 tonnes and 880,000 tonnes, respectively. We also planted 13,383 hectares of oil palm, bringing our planted area to 230,919 hectares.", commented Mr Mark Wakeford, CEO and Executive Director.

"We are pleased that the Group has on 26 January 2013 announced a geographical expansion into the sugar and ethanol industry in Brazil with the proposed acquisition of a 50% equity stake in Companhia Mineira de Açúcar e Álcool Participações (CMAA) for a cash consideration of US\$71.7 million. Established in Brazil since 2006, CMMA is principally engaged in the cultivation and processing of sugar cane for the production and marketing of ethanol and sugar, as well as co-generation of electric power from sugar cane bagasse. Currently CMAA operates one mill in Vale do Tijuco with a total crushing capacity of 3 million tonnes per year, which was completed in 2011 and can be expanded to 3.8 million tonnes, with minimal additional investment. This proposed acquisition is expected to be completed by the second quarter of 2013.", added Mr Mark Wakeford, CEO and Executive Director.

#### INDUSTRY OUTLOOK AND FUTURE PLANS

The slowdown in the global economy, particularly in Europe and China, has weighted down on commodity markets in 2012. Additionally Europe's biodiesel off-take was significantly lower than forecast. Coupled with higher seasonal production in the second half of the year and increasing palm oil stocks, this has put significant pressure on palm oil prices since August 2012, creating unusually wide discounts relative to soya oil and other vegetable oils and fats. On a full year basis, CPO prices (CIF Rotterdam) averaged US\$1,006 per tonne in 2012 compared to US\$1,128 in 2011. The outlook for the palm oil industry is expected to remain positive as global demand is likely to be supported by consumption growth from emerging Asian economies like India and China, coupled with incremental demand for bio-diesel driven by government mandates from Europe, Brazil and Argentina. Bolstered by its large population of 230 million people, Indonesia has now become one of the largest consumers of palm oil after China and India. We also expect Indonesia's thriving food and beverage industry and population growth to sustain domestic demand for palm oil products.

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Global demand growth for rubber slowed down in 2012 due to the adverse global economy. In particular, a slowdown in mainly replacement tyre sales affected demand. After falling by over 15% since the beginning of 2012, rubber prices (RSS3 SICOM) stabilised in the second half of the year. On a full year basis, 2012 prices remained significantly lower at US\$3,384 per tonne compared to US\$4,824 in 2011. The long-term outlook for rubber remains upbeat, supported by healthy demand from tyre-makers, automotive industries and rubber goods manufacturers in developing markets. China in particular, is expected to contribute strongly to this demand, given its large population and status as the world's largest natural rubber consumer, at approximately 35% of world natural rubber demand. In the medium term rubber demand growth will be driven by global GDP growth.

Indonesia remains a net importer of sugar with over 50% of its domestic sugar demand fulfilled by imported sugar. Sugar prices in Indonesia are relatively shielded from global fluctuations with government policies aimed at protecting the domestic industry and particularly the smallholder farmers. Currently the domestic sugar price in Indonesia is above the international market as the government operates a strict import quota system for sugar, restricting imports when domestic prices fall below the government-mandated floor price of Rp8,100 per kilogram. In the near term, Indonesia will continue to rely heavily on sugar imports, despite the government's intentions for Indonesia to be self-sufficient.

In 2012, international sugar prices sustained pressure from a sizeable global sugar production surplus in 2011/12 and the deteriorating outlook of the global economy. Sugar prices on the London International Financial Futures and Options Exchange (LIFFE) showed a downward trend in 2012 to an average of US\$588 per tonne compared to US\$706 per tonne in 2011. Moving forward, the direction for the global sugar prices will be strongly influenced by production levels in Brazil, together with the Brazilian government policies on ethanol.

--The End ---

### ABOUT INDOAGRI

**Indofood Agri Resources Ltd. ("IndoAgri")** is a diversified and integrated agribusiness group with principal business operations that range from research and development, breeding and cultivation of oil palms, to the milling and refining of crude palm oil, and the marketing and distribution of cooking oil, margarine, shortening and other derivative products. The Group also engages in the cultivation of other crops such as rubber, sugar cane, cocoa and tea.

As of end December 2012, IndoAgri has 268,725 hectares planted with oil palm, rubber, sugar cane, cocoa and tea.

For more information please visit our website at: www.indofoodagri.com.

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