



Interim Performance Presentation

1H 2012 : first half period ended 30th June 2012

10 August 2012

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Table of Contents

Section 1	Executive Summary	3
Section 2	Financial Highlights	5
Section 3	Plantation Highlights	10
Section 4	Downstream Highlights	15
Section 5	Strategy and Outlook	19
Section 6	Appendix	22



Section 1

Executive Summary

Executive Summary



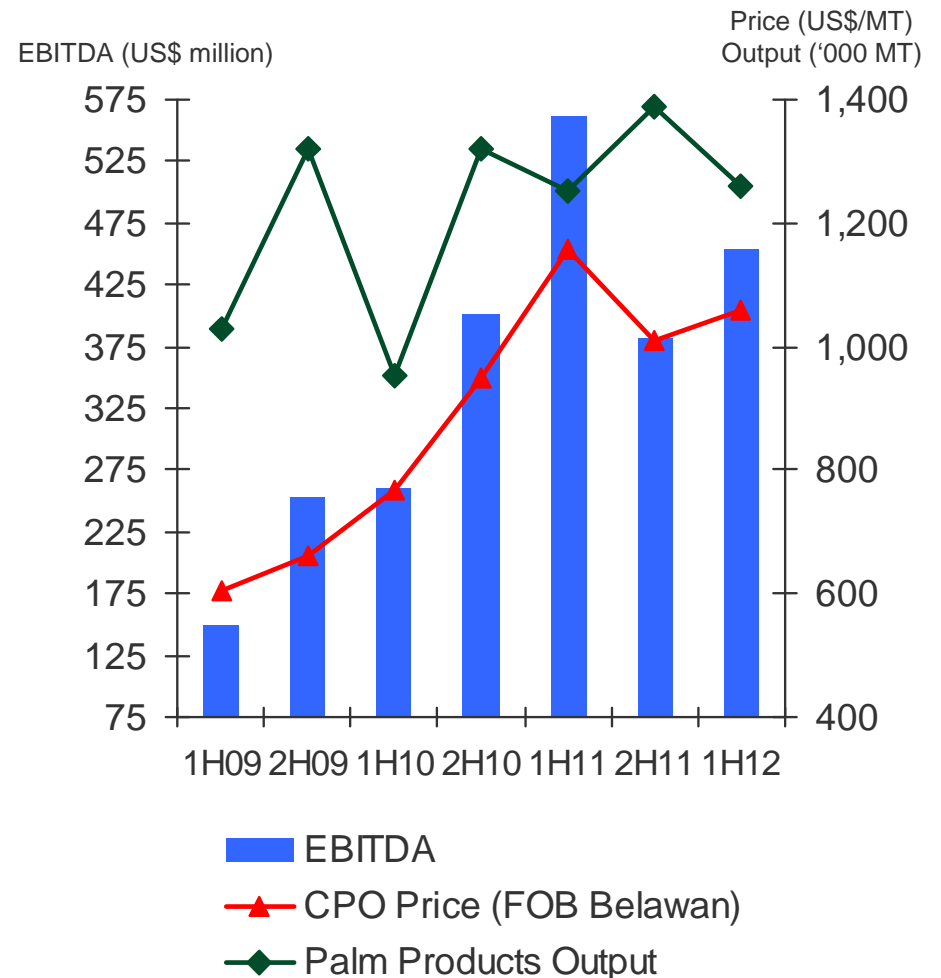
First half performance impacted by lower CPO prices

- Weaker 1H 2012 vs 1H 2011 results

Revenue	\$2,861 mn	↓	7%
EBITDA	\$453 mn	↓	19%
Net Profit ¹	\$270 mn	↓	34%
Palm products output	1.26 mn MT	↑	1%
CPO FOB price	\$1,058/MT	↓	9%
(CPO FOB price 1H 2011 \$1,156/MT)			

- Lower 2Q 2012 vs 1Q 2012 results on lower sales volume

Revenue	\$1,342 mn	↓	12%
EBITDA	\$200 mn	↓	21%
Net Profit ¹	\$108 mn	↓	33%
Palm products output	642,000 MT	↑	4%
CPO FOB price	\$1,052 MT	↓	1%
(CPO FOB price 1Q 2012 \$1,064/MT)			



Note:

1. Net profit attributable to owners of the Company



Section 2

Financial Highlights

Financial Performance – 1H 2012



US\$ million	1H 2012	1H 2011	Change
Revenue	2,861	3,064	-7%
Gross Profit	852	1,029	-17%
EBITDA	453	561	-19%
<i>Interest on borrowings</i>	-33	-30	10%
<i>Depreciation and amortisation</i>	-54	-44	22%
<i>Foreign exchange (loss)/gain, net</i>	-7	38	n.m.
<i>Exceptional item</i>	-	10	-100%
Net Profit attributable to owners of the Company	270	411	-34%

Lower year-on-year EBITDA performance was attributable to:

- Decrease in CPO FOB prices by 9%
- Higher inventory level due to delayed delivery of CPO
- Higher costs of salaries from tight labor market, and higher fertiliser volume application

Financial Performance – 2Q 2012



US\$ million	2Q 2012	2Q 2011	YoY Change	1Q 2012	QoQ Change
Revenue	1,342	1,601	-16%	1,519	-12%
Gross Profit	398	503	-21%	454	-12%
EBITDA	200	254	-21%	252	-21%
<i>Interest on borrowings</i>	<i>-18</i>	<i>-16</i>	<i>10%</i>	<i>-15</i>	<i>16%</i>
<i>Depreciation and amortisation</i>	<i>-27</i>	<i>-23</i>	<i>18%</i>	<i>-27</i>	<i>-</i>
<i>Foreign exchange (loss)/gain, net</i>	<i>-8</i>	<i>23</i>	<i>n.m.</i>	<i>1</i>	<i>n.m</i>
Net Profit attributable to owners of the Company	108	180	-40%	162	-33%

Weaker 2Q 2012 year-on-year EBITDA was affected by :

- Lower CPO FOB prices by 5%
- Higher inventory level due to delayed delivery of CPO

2Q 2012 performance decrease compared to previous quarter attributable to:

- Lower sales volume with delayed delivery of CPO

Segmental Results



Strong contribution from our Indonesia operations

<i>(in US\$ million)</i>	Indonesia Operations			China Operations		
	1H 2012	1H 2011	Change	1H 2012	1H 2011	Change
Revenue	2,313	2,519	-8%	547	544	1%
Gross Profit	818	994	-18%	34	35	-2%
<i>Gross Profit Margin</i>	35%	39%	-4%	6%	6%	-
EBITDA	438	543	-19%	15	18	-18%
<i>EBITDA Margin</i>	19%	22%	-3%	3%	3%	-
Net Profit attributable to owners of the Company	269	400	-33%	1	11	-94%

EBITDA margins of China Operations remained stable despite continued challenges from competitive environment and government's efforts to manage inflation. Net profit was lower attributable to unrealised loss on foreign exchange of USD-based loans.

Financial Position



Strong balance sheet position with low gearing

(in US\$ million)	30-Jun-12	31-Dec-11	Change
Total Assets	12,353	11,837	4%
Cash and Short-Term Investments	334	370	-10%
Trade Receivables and Inventories	1,178	985	20%
Fixed Assets ¹	9,687	9,565	1%
Total Liabilities	4,147	3,725	11%
Interest Bearing Debts	1,406	1,086	29%
Total Equity Attributable to Owners of the Company	8,115	8,025	1%
Net Debt ² /Equity ³ Ratio	0.13x	0.09x	
Net Debt ² /Total Assets	0.09x	0.06x	
Debt ⁴ /EBITDA ⁵	1.55x	1.15x	
EBITDA/Interest	13.58x	14.70x	

Notes:

1. Includes Biological Assets, Property, Plant and Equipment, and Investment Properties
2. Interest bearing debts less cash and short-term investments
3. Equity attributable to owners of the Company
4. Interest bearing debts
5. 30 Jun 2012 ratio is based on annualised EBITDA



Section 3

Plantation Highlights

Plantation Area



GAR is the largest Indonesian plantation company with integrated operations

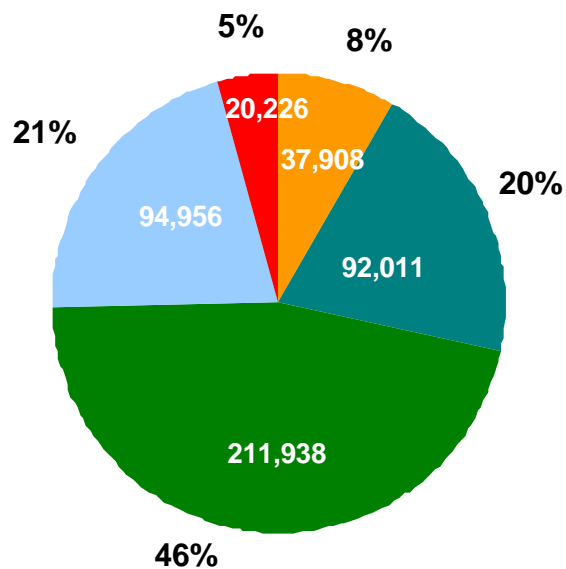
(in ha)	30 Jun 2012	30 Jun 2011	30 Jun 2011/2012 % increase	31 Dec 2011
Planted Area	457,039	446,160	2.4%	455,660
Nucleus	361,493	354,831	1.9%	361,060
Plasma	95,546	91,329	4.6%	94,600
Mature Area	419,131	391,360	7.1%	390,759
Nucleus	331,182	307,607	7.7%	306,827
Plasma	87,949	83,753	5.0%	83,932

During 1H 2012, total planting was 4,400 hectares while 3,000 hectares of existing old estates were cleared for replanting, resulting in net increase of planted area by 1,400 hectares

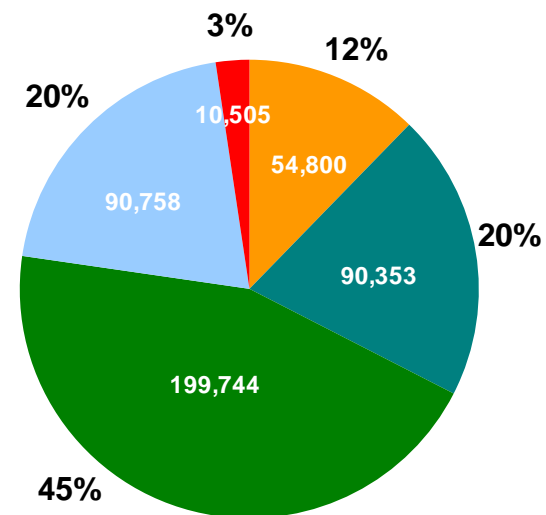
Total Planted Area by Age Profile

GAR's long-term growth is supported by favourable age profile of planted area underpinned by large immature and young plantations

1H 2012



1H 2011



■ Immature (0-3 years)
 ■ Young (4-6 years)
 ■ Prime (7-18 years)
 ■ Old 1 (19-25 years)
 ■ Old 2 (>25 years)

Notes:

As of 30 June 2012, average age of plantations is 13 years

Production Performance



Production volume improved year-on-year and quarter-on-quarter

	1H 2012	1H 2011	Change	2Q 2012	1Q 2012	Change
FFB Production ('000 tonne)	4,199	4,022	4%	2,205	1,994	11%
<i>Nucleus</i>	3,190	3,033	5%	1,666	1,524	9%
<i>Plasma</i>	1,009	989	2%	539	470	15%
FFB Yield (tonne/ha)	10.0	10.3	-3%	5.3	4.7	11%
Palm Products Output ('000 tonne)	1,260	1,252	1%	642	618	4%
<i>CPO</i>	1,021	1,026	-1%	521	500	4%
<i>PK</i>	239	226	6%	121	118	2%
Oil Extraction Rate	22.7%	23.0%	-0.3%	21.9%	23.6%	-1.7%
Kernel Extraction Rate	5.3%	5.1%	0.2%	5.1%	5.6%	-0.5%
Palm Product Yield (tonne/ha)	2.81	2.88	-3%	1.43	1.38	3%

1H 2012 FFB and palm products performance:

- Total production increased year-on-year in line with larger hectarage of mature estates
- Yields decreased year-on-year mainly due to lagging impact from adverse weather conditions in South Sumatra and South Kalimantan last year

2Q 2012 FFB and palm products performance:

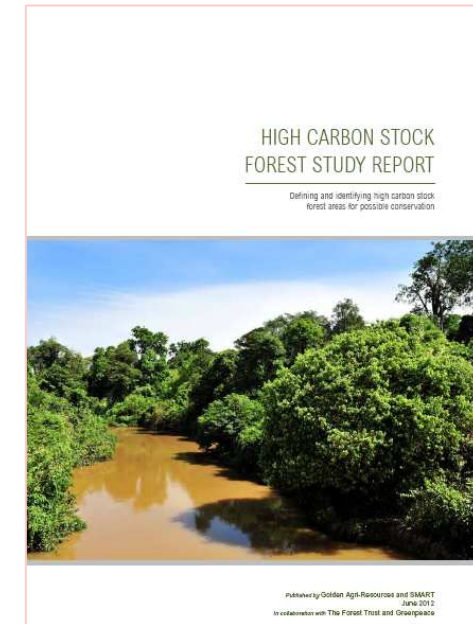
- Total production and yield recorded quarter-on-quarter increase in line with seasonality trend
- Extraction rates were lower quarter-on-quarter mainly due to higher volume of FFB purchased from third parties by 41%, which usually have lower extraction rates

High Carbon Stock Forest Study Report

In June 2012, GAR together with its subsidiary PT SMART Tbk (SMART), published the High Carbon Stock (HCS) Forest Study Report and will continue their multi-stakeholder engagement process to find solutions for successful HCS forest conservation.

Since the launch of their Forest Conservation Policy (FCP) on 9 February 2011, GAR together with SMART, The Forest Trust (TFT) and Greenpeace, collaborated in a study to develop a practical, scientifically robust and cost effective methodology to define and identify areas of HCS for conservation.

The HCS Forest Study Report was released in conjunction with the REDD+ Task Force seminar on 5 June 2012 in Jakarta. The REDD+ Task Force, together with other government bodies, are working proactively to reduce carbon emissions.





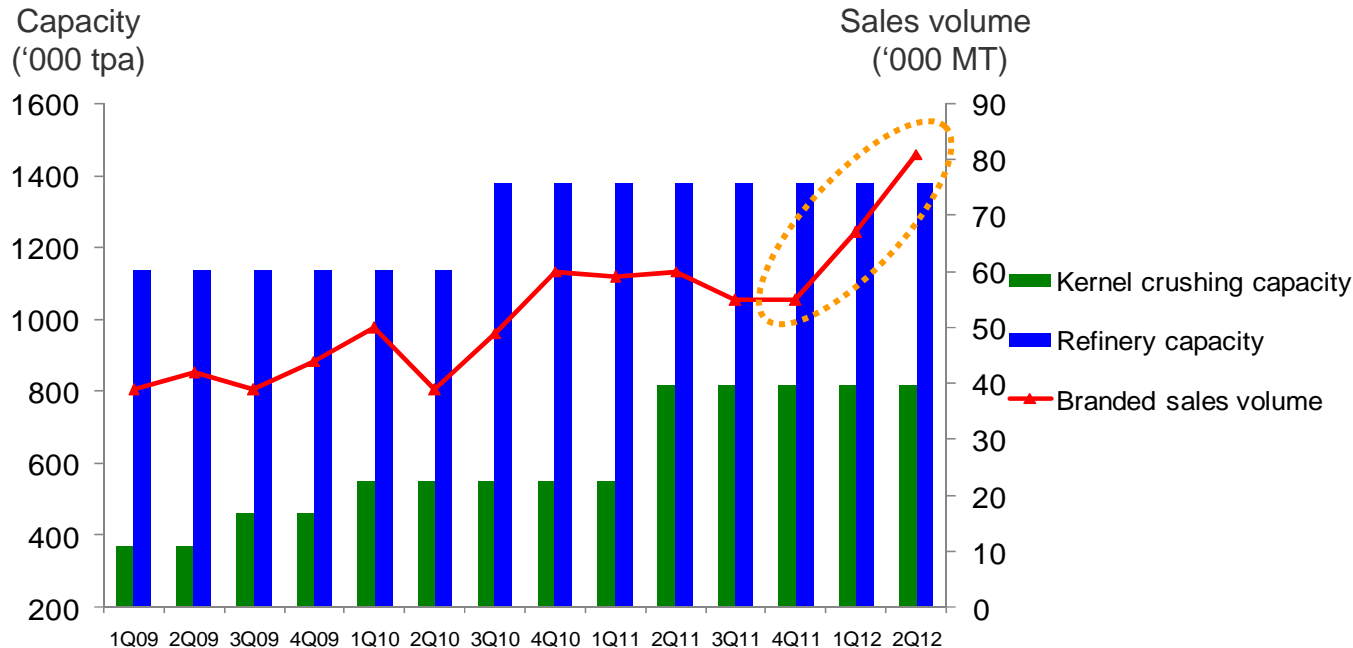
Section 4

Downstream Highlights

Downstream – Indonesia Operations



Consistent expansion of downstream capacity to focus our sales efforts toward higher value-added products



Branded Products Sales

- 1H 2012 branded sales volume increased by 24% year-on-year
- Our prominent cooking oil brands, Filma and Kunci Mas, are among the leaders in Indonesia
- Nation-wide coverage with hundreds of distributors and thousands of retailers
- Growing foothold in international markets, such as Asia, Africa, and South America regions

Downstream – China Operations



China is one of the largest and fastest growing edible oils consumers

GAR will strategically expand its presence in China through organic growth and acquisition:

- Completed new vegetable oil refinery and soybean crushing facilities
- Developing distribution channels to enter new areas in China



Facilities	Mar 2012	Newly Completed	June 2012
Refinery	380,000 MT	396,000 MT	776,000 MT
Crushing	1.0 million MT	1.3 million MT	2.3 million MT
Noodle Manufacturing	5 billion packets	-	5 billion packets



Note: Annual capacity

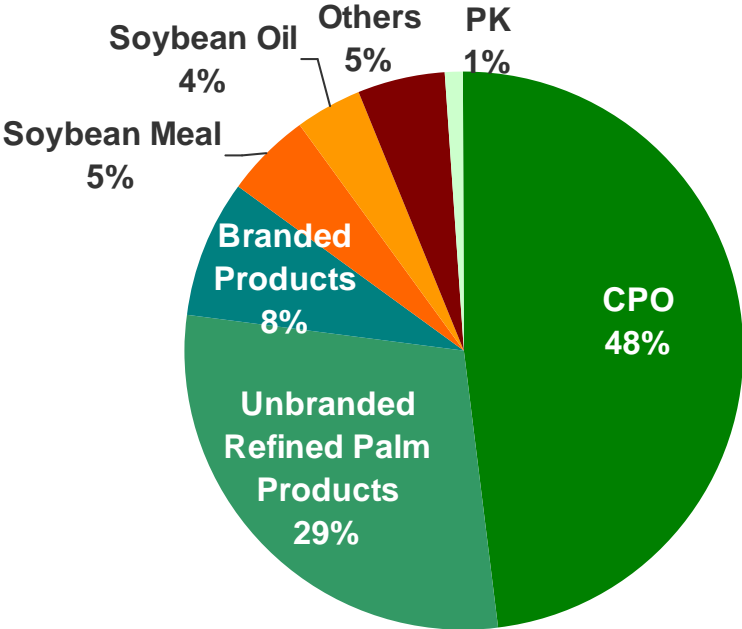
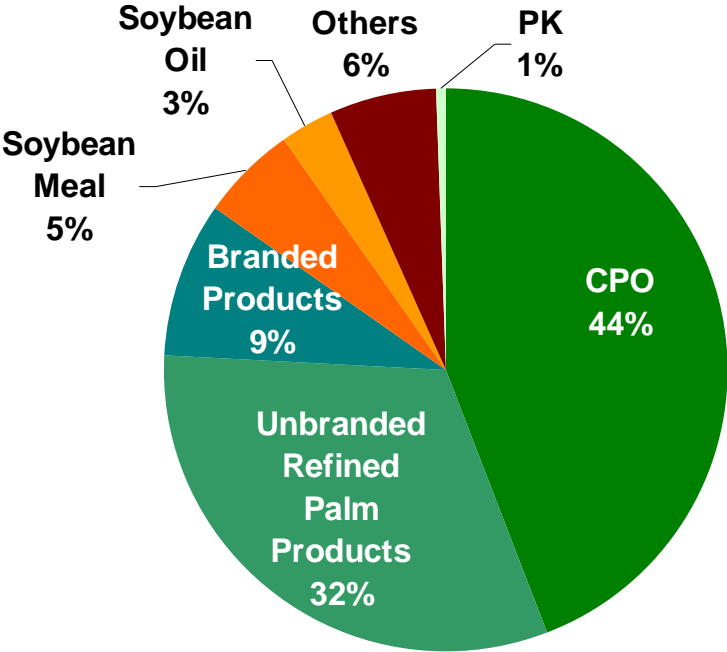
Revenue by Product



1H 2012 revenue of US\$2.9 billion mainly from CPO and refined palm oil based products

1H 2012

1H 2011





Section 5

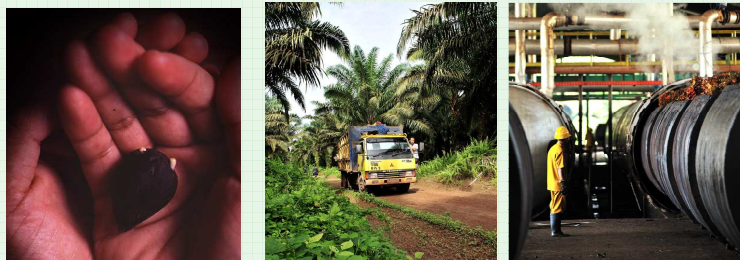
Strategy and Outlook

Strategic Priorities

Build on core competitive strengths to maximize long-term shareholder returns

Leverage operating scale and relentless focus on operational excellence

Upstream



- Sustain growth through expansion of planted area by way of green field and acquisition
- Sustain cost leadership through operational efficiencies
- Continuous improvement of our elite seeds to enhance long-term yields

Downstream



- Increase downstream capability to shift product mix to higher value-added products of cooking oils, margarine & fats, and oleochemicals
- Develop destination business by extending distribution reach to key countries

Sustained Growth and Profitability

Continued strong commitment to environmental and social responsibility

Growth Strategy in 2012

- Expanding palm oil plantations by 20,000 - 30,000 hectares
- Building milling capacity in line with the growth in fruits production
- Constructing additional downstream processing capacity in strategic locations
- Extending distribution coverage and global market reach as well as logistic facilities to enhance our integrated operations

Projected capex for FY 2012 growth strategy: approximately US\$500 million

Industry Outlook

Remains resilient with robust demand growth of palm oil:

- As edible oil from both emerging markets and developed countries
- As substitute and alternative uses such as oleochemicals and biodiesel
- Supported by limited supply growth of other vegetable oils, especially soybean

GAR continues to expand its integrated operation capabilities in order to benefit from the firm industry outlook, best-in-class plantation management and solid financial position



Section 6

Appendix

Age Profile



GAR's long-term growth is supported by favourable age profile of planted area underpinned by large immature and young plantations

(in ha)	Immature (0-3 years)	Young (4-6 years)	Prime (7-18 years)	Old 1 (19-25 years)	Old 2 (>25 years)	Total
<u>30 Jun 2012</u>						
Nucleus	30,311	83,978	153,846	73,132	20,226	361,493
Plasma	7,597	8,033	58,092	21,824	-	95,546
Total Area	37,908	92,011	211,938	94,956	20,226	457,039
% of total planted area	8%	20%	46%	21%	5%	100%
<hr/>						
<u>30 Jun 2011</u>						
Nucleus	47,224	85,540	139,183	72,379	10,505	354,831
Plasma	7,576	4,813	60,561	18,379	-	91,329
Total Area	54,800	90,353	199,744	90,758	10,505	446,160
% of total planted area	12%	20%	45%	20%	3%	100%

Note:

Average age of plantations as of 30 Jun 2012 is 13 years

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