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## Interim Performance Presentation

YTD Mar 2011 : three-month period ended 31<sup>st</sup> March 2011

13 May 2011

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## Section 1

# Executive Summary

# Executive Summary



## Year 2011 opened with record quarterly performance, sustained earnings growth

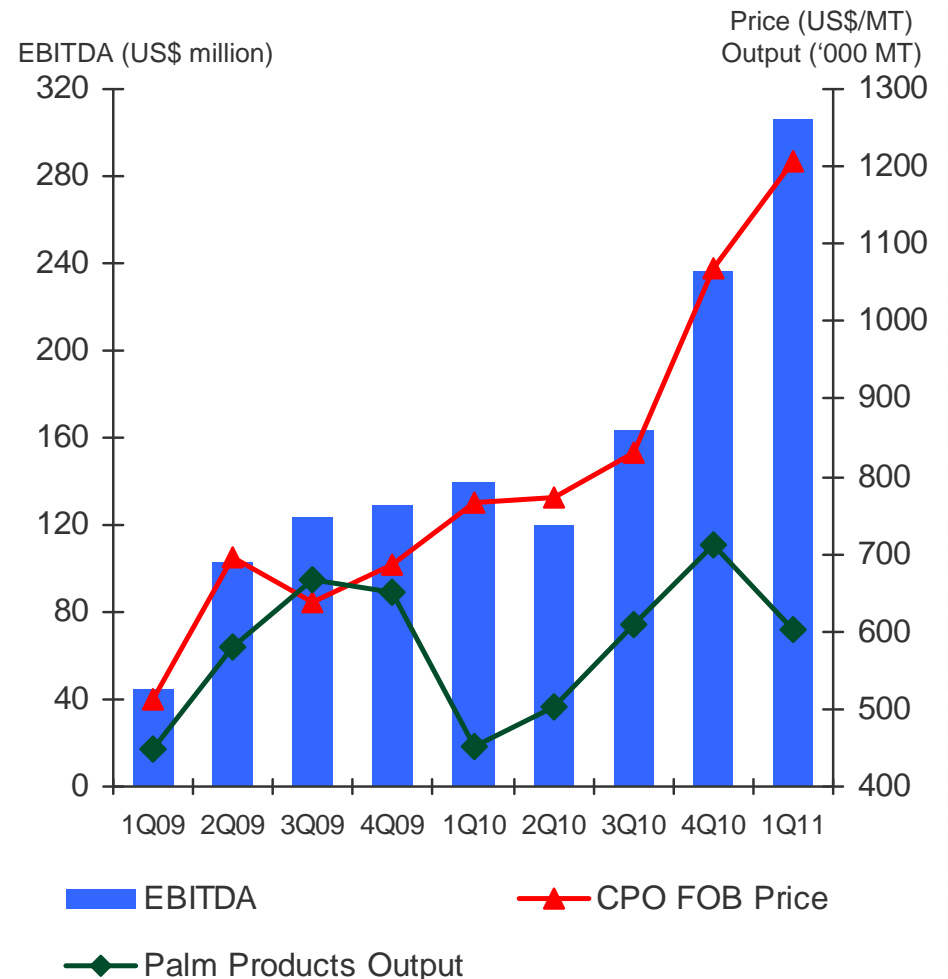
- Sterling 1Q 2011 performance

Revenue	\$1,463 mn
EBITDA	\$306 mn
Net Profit <sup>1</sup>	\$231 mn
Palm products output	603,000 MT
CPO FOB price	\$1,206 / MT

- Robust growth supported by strong CPO prices

1Q 2011 vs 1Q 2010

Revenue	↑	134%
EBITDA	↑	118%
Net Profit <sup>1</sup>	↑	161%
Palm products output	↑	34%
CPO FOB price	↑	58%



**Notes:**

1. Net profit attributable to owners of the Company



## Section 2

# Financial Highlights

## Financial Summary – 1Q 2011



US\$ million	1Q 2011	1Q 2010	YoY Change	4Q 2010	QoQ Change
<b>Revenue</b>	<b>1,463</b>	<b>625</b>	<b>134%</b>	<b>1,189</b>	<b>23%</b>
<b>Gross Profit</b>	<b>525</b>	<b>174</b>	<b>202%</b>	<b>387</b>	<b>36%</b>
<b>EBITDA</b>	<b>306</b>	<b>140</b>	<b>118%</b>	<b>237</b>	<b>29%</b>
<i>Interest on borrowings</i>	<i>-14</i>	<i>-10</i>	<i>44%</i>	<i>-14</i>	<i>1%</i>
<i>Depreciation and amortisation</i>	<i>-22</i>	<i>-18</i>	<i>19%</i>	<i>-21</i>	<i>1%</i>
<i>Foreign exchange gain, net</i>	<i>15</i>	<i>7</i>	<i>120%</i>	<i>12</i>	<i>31%</i>
<b>Net Profit attributable to owners of the Company<sup>1</sup></b>	<b>231</b>	<b>89</b>	<b>161%</b>	<b>157</b>	<b>47%</b>

Sterling 1Q 2011 results attributable to increase in average selling price in line with 1Q 2011 average CPO FOB prices at record US\$1,206 per tonne

Palm products output strongly recovered by 34% year-on-year combined with a 58% increase in CPO FOB prices

Notes:

1. 4Q 2010 figure was represented to exclude the gain from changes in fair value of biological assets to conform to the first quarter's presentation for comparison purpose only

## Segmental Results



### Strong contribution from our Indonesia operations supported by China operations

<i>(in US\$ million)</i>	Indonesia Operations			China Operations		
	1Q 2011	1Q 2010	Change	1Q 2011	1Q 2010	Change
Revenue	1,185	506	134%	278	118	136%
Gross Profit	505	167	203%	20	7	194%
<i>Gross Profit Margin</i>	43%	33%	10%	7%	6%	1%
EBITDA	294	135	117%	13	5	140%
<i>EBITDA Margin</i>	25%	27%	-2%	5%	4%	1%
Net Profit attributable to owners of the Company	223	86	159%	8	2	220%

Financial results of Indonesia Operations more than doubled with the hike in CPO FOB prices by 58%. EBITDA margin was slightly lower mainly due to much higher export tax rates in 1Q 2011 (20%-25%) compared to the rates in 1Q 2010 (3%).

Stronger performance of China Operations supported by higher average selling price and inclusion of Florentina International Holdings Ltd's results following its acquisition in September 2010.



# Financial Position



## Strong balance sheet position with low gearing

(in US\$ million)	31-Mar-11	31-Dec-10	Change
Total Assets	10,549	10,114	4%
Cash and Short-Term Investments	488	276	77%
Trade Receivables and Inventories	864	825	5%
Fixed Assets <sup>1</sup>	8,361	8,270	1%
Total Liabilities	3,368	3,169	6%
Interest Bearing Debts	1,045	984	6%
Total Equity Attributable to Owners of the Company	7,058	6,826	3%
Net Debt <sup>2</sup> /Equity <sup>3</sup> Ratio	0.08x	0.10x	
Net Debt <sup>2</sup> /Total Assets	0.05x	0.07x	
Debt <sup>4</sup> /EBITDA <sup>5</sup>	0.85x	1.49x	
EBITDA/Interest	21.68x	13.92x	

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. 31 Mar 2011 ratio is based on annualised EBITDA



### Section 3

## Plantation Highlights

## Plantation Area



**GAR is the largest Indonesian plantation company with integrated operations**

(in ha)	31 Mar 2011	31 Mar 2010	31 Mar 2010/2011 % increase	31 Dec 2010
<b>Planted Area</b>	<b>443,544</b>	<b>430,152</b>	<b>3.1%</b>	<b>442,470</b>
Nucleus	353,450	342,158	3.3%	352,124
Plasma	90,094	87,994	2.4%	90,346
<b>Mature Area</b>	<b>392,815</b>	<b>365,180</b>	<b>7.6%</b>	<b>363,477</b>
Nucleus	309,201	283,119	9.2%	281,431
Plasma	83,614	82,061	1.9%	82,046

**During 1Q 2011, land cleared was 5,100 hectares in which 1,100 hectares have been planted, while increase in mature area was 29,300 hectares**

# 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
<b>1Q 2011</b>						
Nucleus	44,248	85,680	139,855	72,545	11,121	353,449
Plasma	6,481	4,674	60,561	18,379	-	90,095
<b>Total Area</b>	<b>50,729</b>	<b>90,354</b>	<b>200,416</b>	<b>90,924</b>	<b>11,121</b>	<b>443,544</b>
% of total planted area	11%	20%	45%	21%	3%	100%
<b>1Q 2010</b>						
Nucleus	59,039	69,979	154,138	53,372	5,630	342,158
Plasma	5,933	3,608	65,893	12,560	-	87,994
<b>Total Area</b>	<b>64,972</b>	<b>73,587</b>	<b>220,031</b>	<b>65,932</b>	<b>5,630</b>	<b>430,152</b>
% of total planted area	15%	17%	51%	16%	1%	100%

Note:

Average age of plantations as of 31 Mar 2011 is 13 years

## Production Performance



### 1Q 2011 production recovered strongly year-on-year and achieved first quarter historical record

	1Q 2011	1Q 2010	% increase (decrease)
<b>FFB Production (tonnes)</b>	<b>1,964,498</b>	<b>1,465,437</b>	<b>34.1%</b>
<i>Nucleus</i>	1,493,381	1,139,402	31.1%
<i>Plasma</i>	471,117	326,035	44.5%
FFB Yield (tonne/ha)	5.00	4.01	24.7%
<b>Palm Product Production (tonnes)</b>	<b>602,605</b>	<b>449,757</b>	<b>34.0%</b>
<i>CPO</i>	494,465	365,683	35.2%
<i>PK</i>	108,140	84,074	28.6%
Oil Extraction Rate	22.98%	23.34%	-0.36%
Kernel Extraction Rate	5.03%	5.37%	-0.34%
Palm Product Yield (tonne/ha)	1.40	1.15	21.6%

1Q 2011 CPO yield experienced strong recovery with 22% increase year-on-year, despite lower oil extraction rate affected by high rainfall in 2010



## Section 4

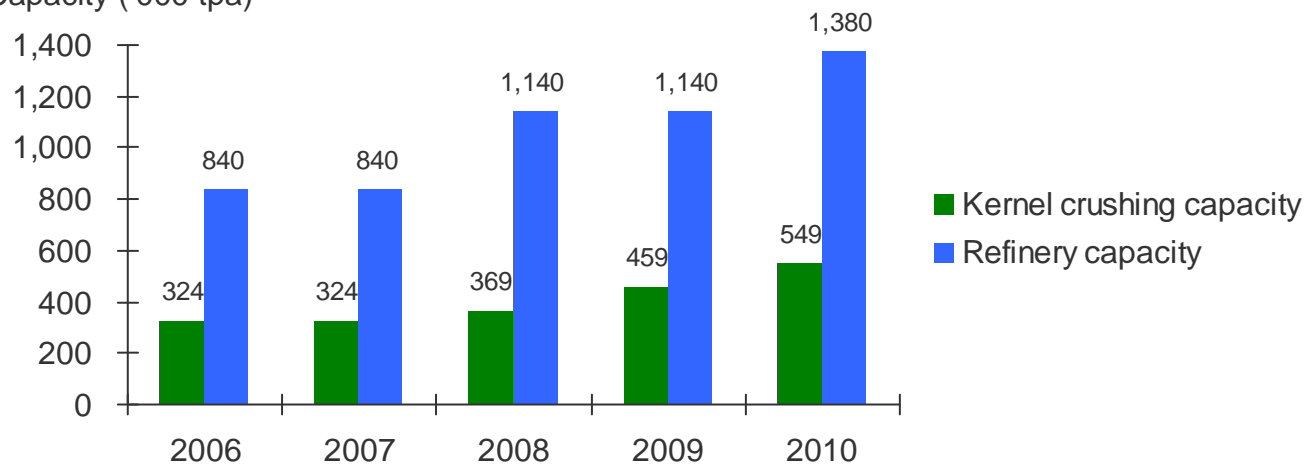
# Downstream Highlights

# Downstream – Indonesia Operations



## Consistent expansion of downstream capacity to capture growing production of our plantations

Capacity ('000 tpa)



### Our Brands



#### Domestic Branded Sales

- 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
- The new Jakarta refinery is expected to support our domestic sales, particularly on Java island
- Domestic sales of branded cooking oil and margarine grew by 40% in 1Q 2011 year-on-year

#### Export Sales

- Growing foothold in international markets, such as China, India, Rest of Asia, Africa, and South America regions
- Moving towards higher value premium oils and fats, directly targeting the industrial users

# 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:

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

### Our Brands



Facilities	Existing Annual Capacity	Expansion Plan
Refinery	380,000 MT	396,000 MT
Crushing	1.0 million MT	1.3 million MT
Noodle manufacturing	5 billion packets	0.5 billion packets

Note: Data as of 31 March 2011







## Section 5

# Growth Strategy

## Build on core competitive strengths to maximise long-term shareholder returns

### Expand high-margin upstream business

- Sustain growth through expansion of planted area
- By way of green field and acquisition as and when opportunities arise

### Expand downstream capabilities and distribution

- Increase downstream production capability in cooking oil, margarine, specialty fats and oleochemicals to shift product mix to higher value-added products
- Develop destination business and extend distribution reach of value-added palm products in key countries

### Increase profit margins through operational excellence

- Sustain cost leadership through relentless focus on operational efficiencies supported by our leading R&D
- Leverage operating scale together with best-in-class technology and agronomical practices
- Continuous improvement of our elite seeds to enhance long-term yields

### Deepen commitment to environmental and social responsibility

- Extend implementation of environmental, corporate and social responsibility initiatives
- Committed to obtain RSPO certification for all existing units as of 30 June 2010 by end 2015

**Our commitment to sound business strategies, operational excellence, and environmental and social responsibility will enable us to achieve sustainable growth and profitability**

## **Growth Strategy in 2011**

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

**Projected capex for FY 2011 growth strategy: approximately US\$450 million**

## **Resilient industry outlook supported by solid demand fundamentals**

- Strong demand in emerging markets and growing popularity as edible oil in developed countries
- Increasing demand for substitute and alternative uses such as oleochemicals and biodiesel
- Limited supply growth of other vegetable oils



## Section 6

# Recent Developments

## Progress with RSPO

- Since early April 2011, GAR has become a member of Roundtable on Sustainable Palm Oil (“RSPO”)
- Aim to obtain RSPO certification for all existing units as of 30 June 2010 by end 2015



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