

Mewah International Inc.

Q1 2012 Financial Results Briefing

11th May, 2012

Building
Capabilities



This presentation, as well as Financial statements appended herewith should be read in conjunction with Mewah International Inc.'s Unaudited Financial Statements for the First Quarter ended 31 March 2012 lodged on the SGXNET on 11th May, 2012.

Certain statements in this presentation constitute “forward looking statements”. All statements other than statements of historical facts are forward looking and are based on management’s optimistic view about the future developments. Forward looking statements involve certain risks and uncertainties and actual results may vary materially from those targeted, expected and projected, due to various factors.

Although we believe that the expectations reflected in the forward statements are reasonable, you are advised to take use your own judgements before relying on these forward statements. We do not intend to update any forward looking statements to confirm those statements to actual results, other than required by applicable laws and regulations.

Financial Performance Summary – Q1 2012



In US\$ millions, unless stated otherwise

	Q1 2012	Y-O-Y		Q-O-Q	
		Q1 2011	% Change	Q4 2011	% Change
Sales volume (Thousand MT)	898.0	856.4	4.9%	918.8	-2.3%
Sales revenue	996.2	1,115.3	-10.7%	1,014.6	-1.8%
Operating margin	30.8	36.6	-15.9%	34.0	-9.5%
Operating margin per MT	34.2	42.6	-19.7%	37.0	-7.6%
Core Net Profit (Net Profit before exceptional items)	8.3	17.0	-51.2%	10.7	-22.2%
Exceptional items*	-	-	-	2.0	n.m.
Net Profit	8.3	17.0	-51.2%	12.7	-34.4%

* Exceptional items in Q4 2011 represent tax write back and goodwill impairment.

Financial Performance Summary – Q1 2012

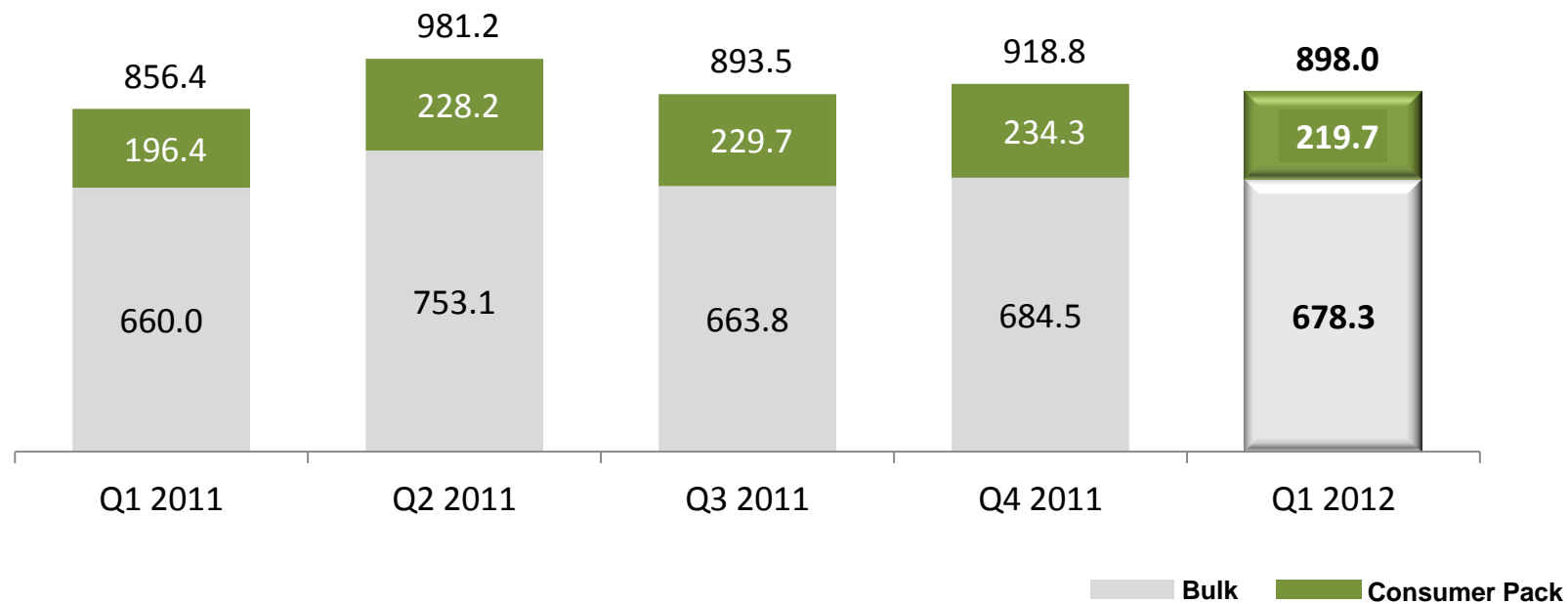


In US\$ millions, unless stated otherwise

	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012
Sales volume (Thousand MT)	856.4	981.2	893.5	918.8	898.0
Sales revenue	1,115.3	1,247.4	1,090.6	1,014.6	996.2
Operating margin	36.6	22.6	25.8	34.0	30.8
Operating margin per MT	42.6	23.1	28.9	37.0	34.2
Core Net Profit (Net Profit before exceptional items)	17.0	6.0	6.5	10.7	8.3
Exceptional items*	-	-	-	2.0	-
Net Profit	17.0	6.0	6.5	12.7	8.3

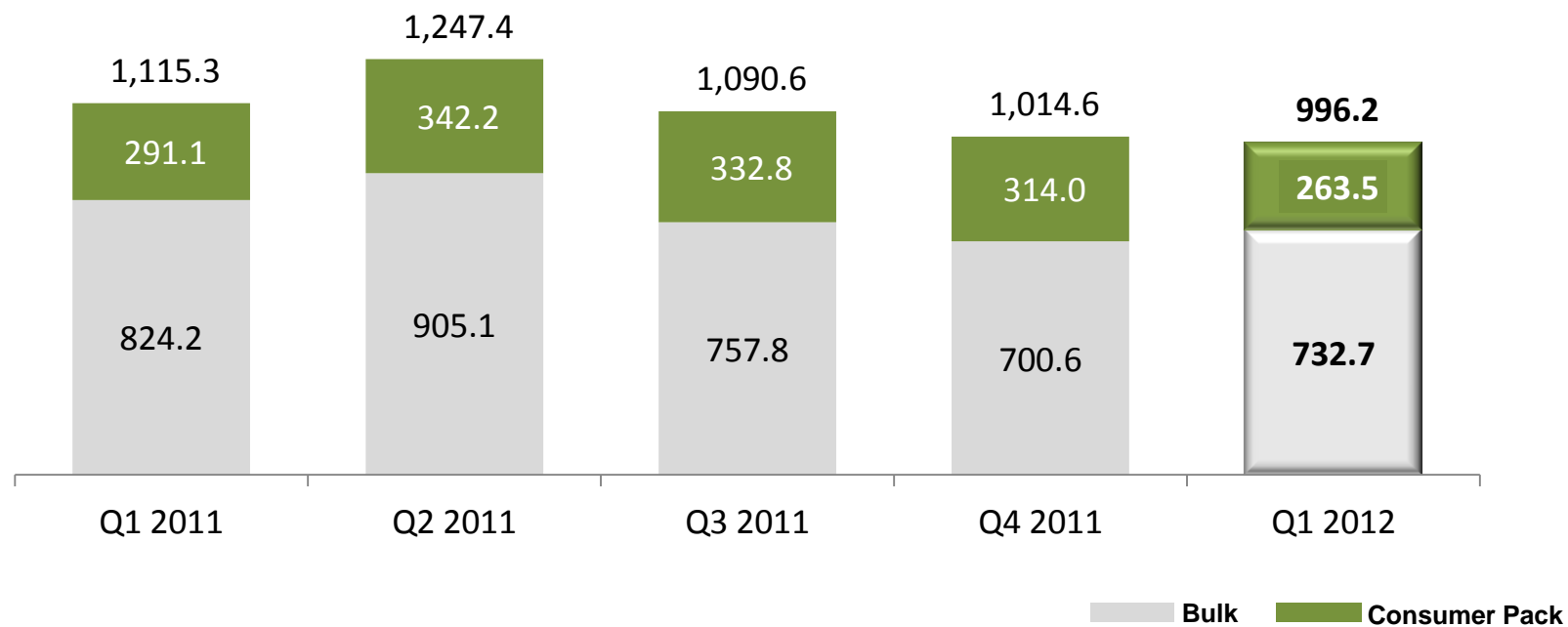
* Exceptional items in Q4 2011 represent tax write back and goodwill impairment.

In Thousand Metric Tonnes

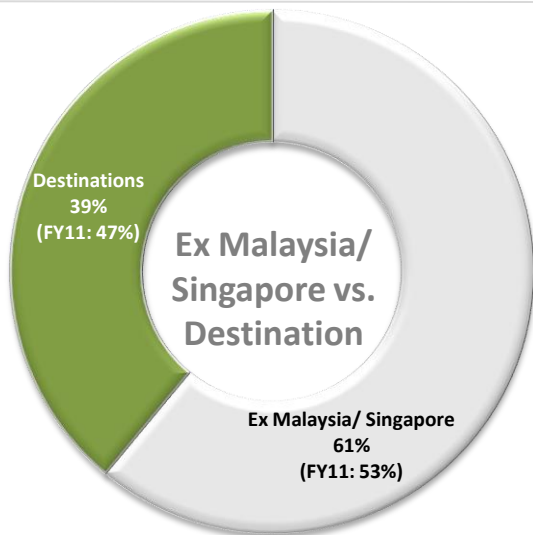


% Change	YOY	QOQ
Bulk	2.8%	-0.9%
Consumer Pack	11.9%	-6.2%
Total	4.9%	-2.3%

In US\$ millions, unless stated otherwise



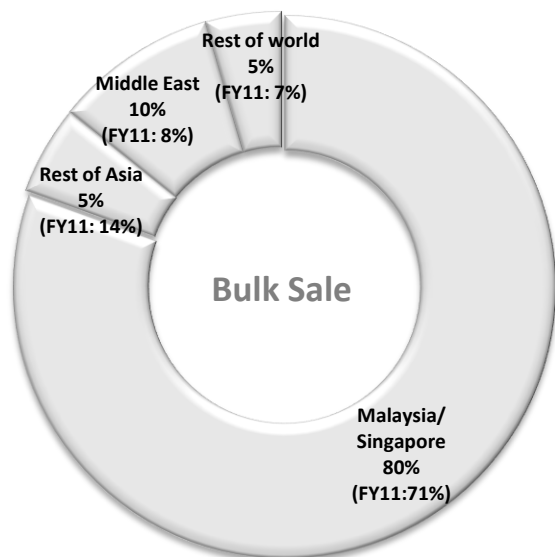
% Change	YOY	QOQ
Bulk	-11.1%	4.6%
Consumer Pack	-9.5%	-16.1%
Total	-10.7%	-1.8%



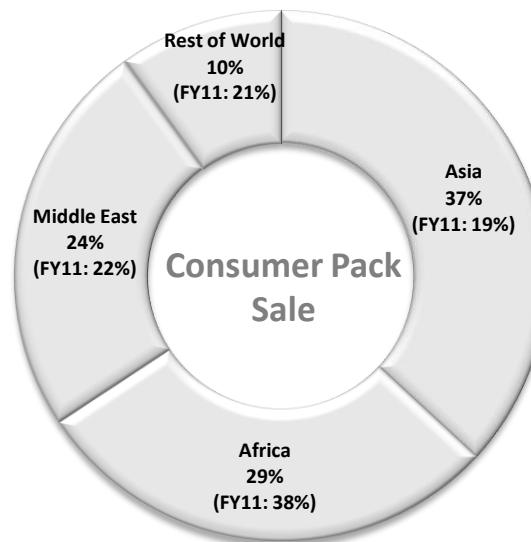
39% (FY11: 47%) of sales directly to destination markets other than Malaysia / Singapore



Well diversified sales throughout the world with strong presence in Africa and Middle East.



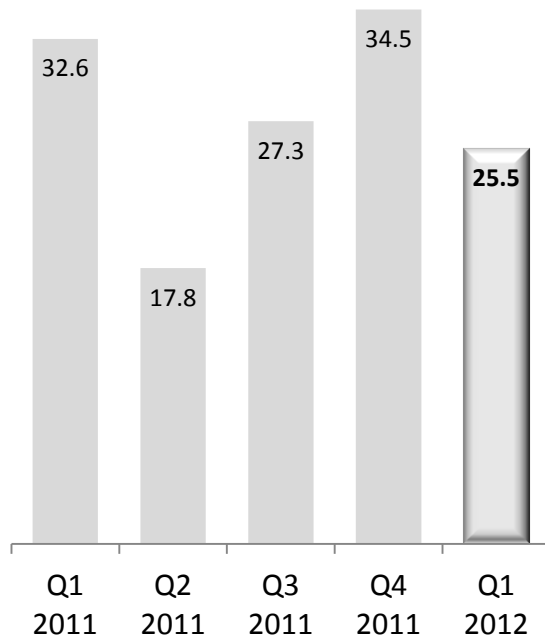
20% (FY11: 29%) of Bulk sales directly to destination markets other than Malaysia / Singapore



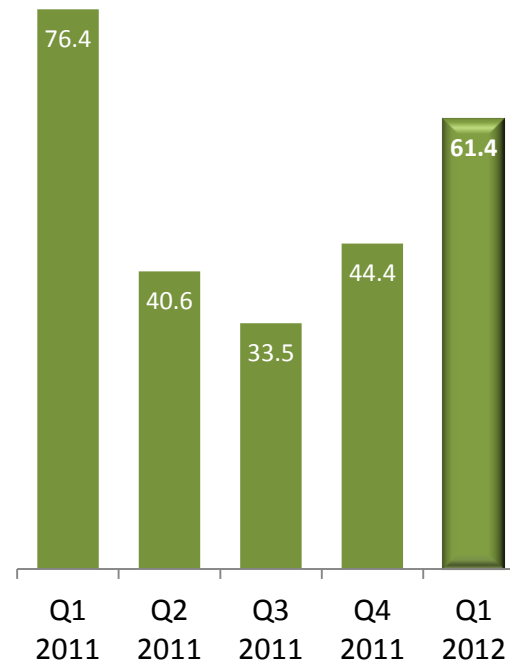
53% (FY11: 60%) of Consumer Pack sale to Africa and Middle East .

Europe contribution: 4% (FY11: 15%)

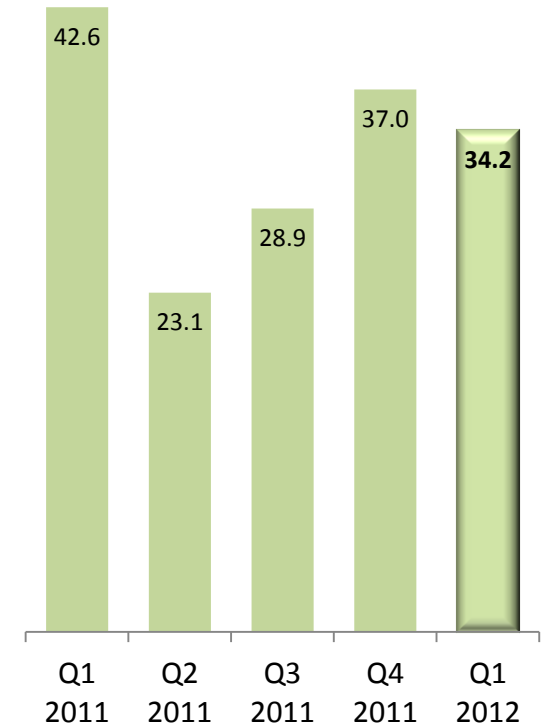
Bulk



Consumer Pack

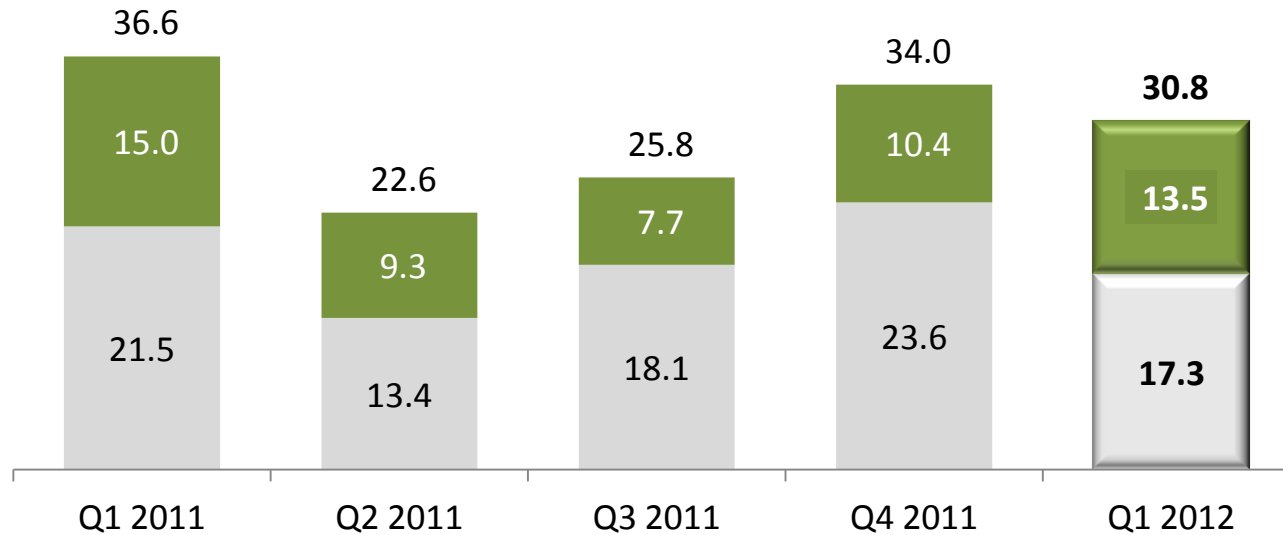


Total

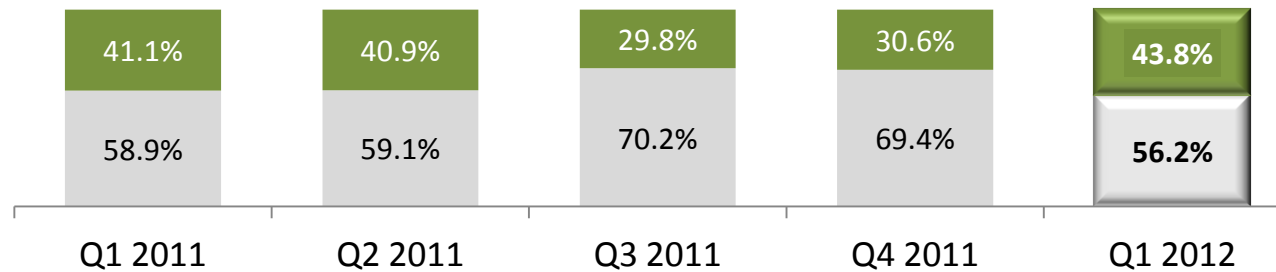


In US\$ millions, unless stated otherwise

Operating Margin

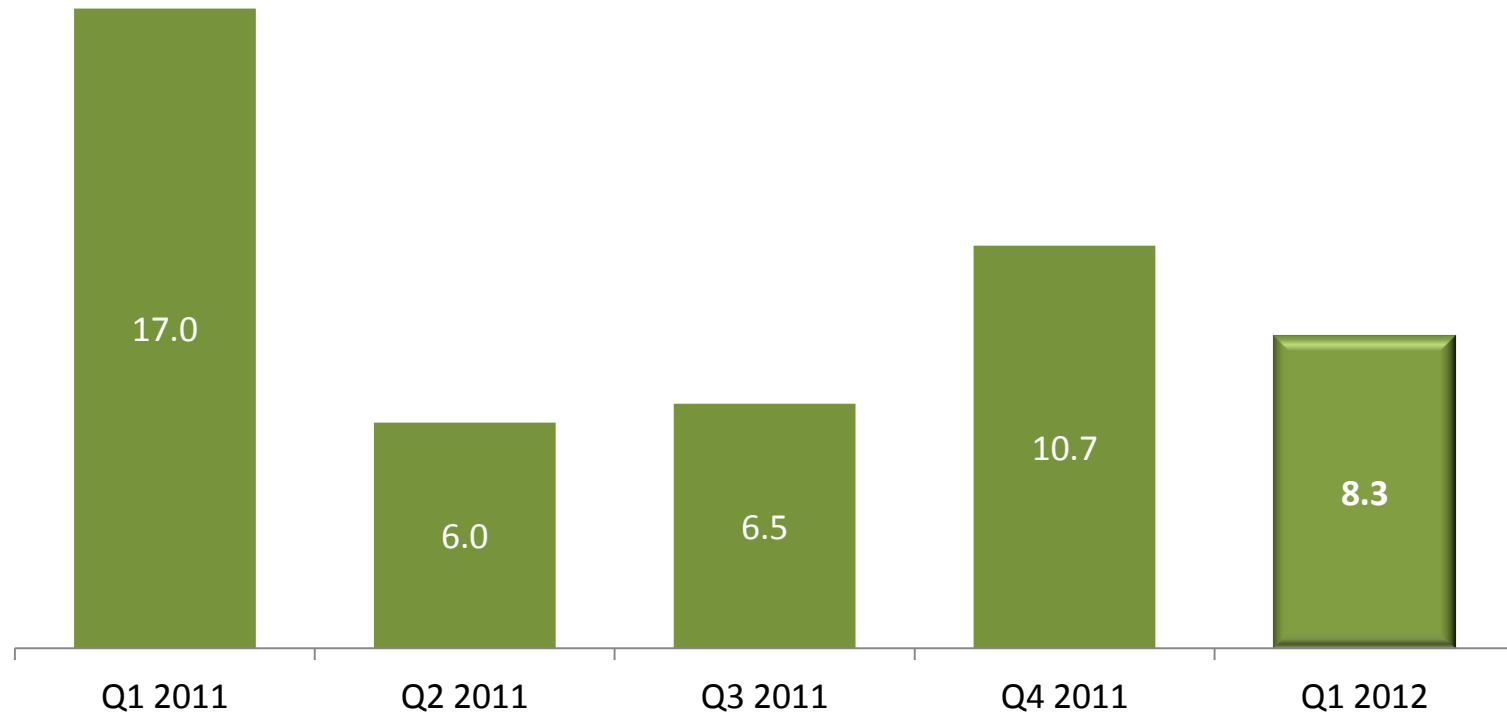


Segmental contribution



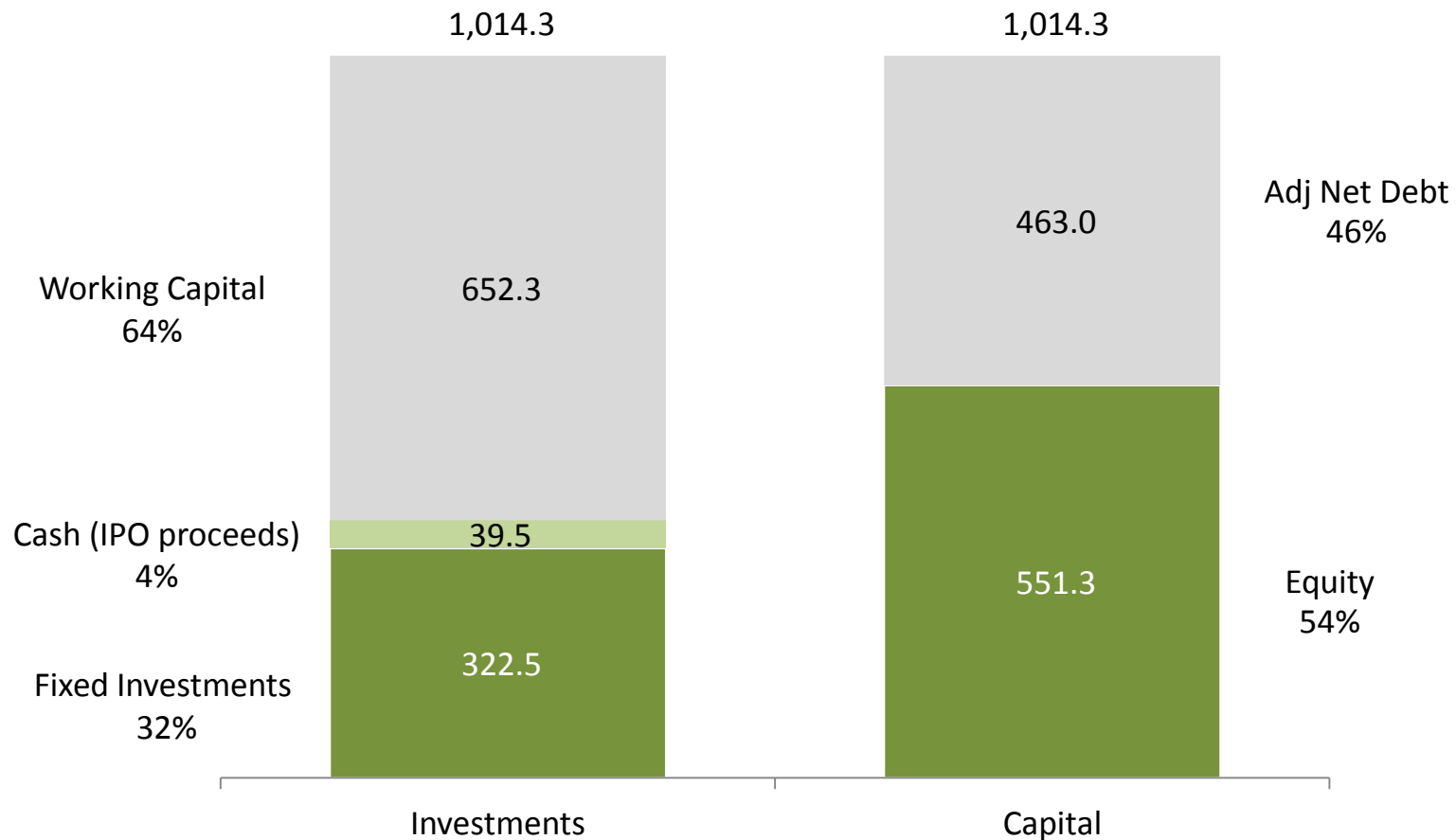
Bulk
 Consumer Pack

In Thousand Metric Tonnes



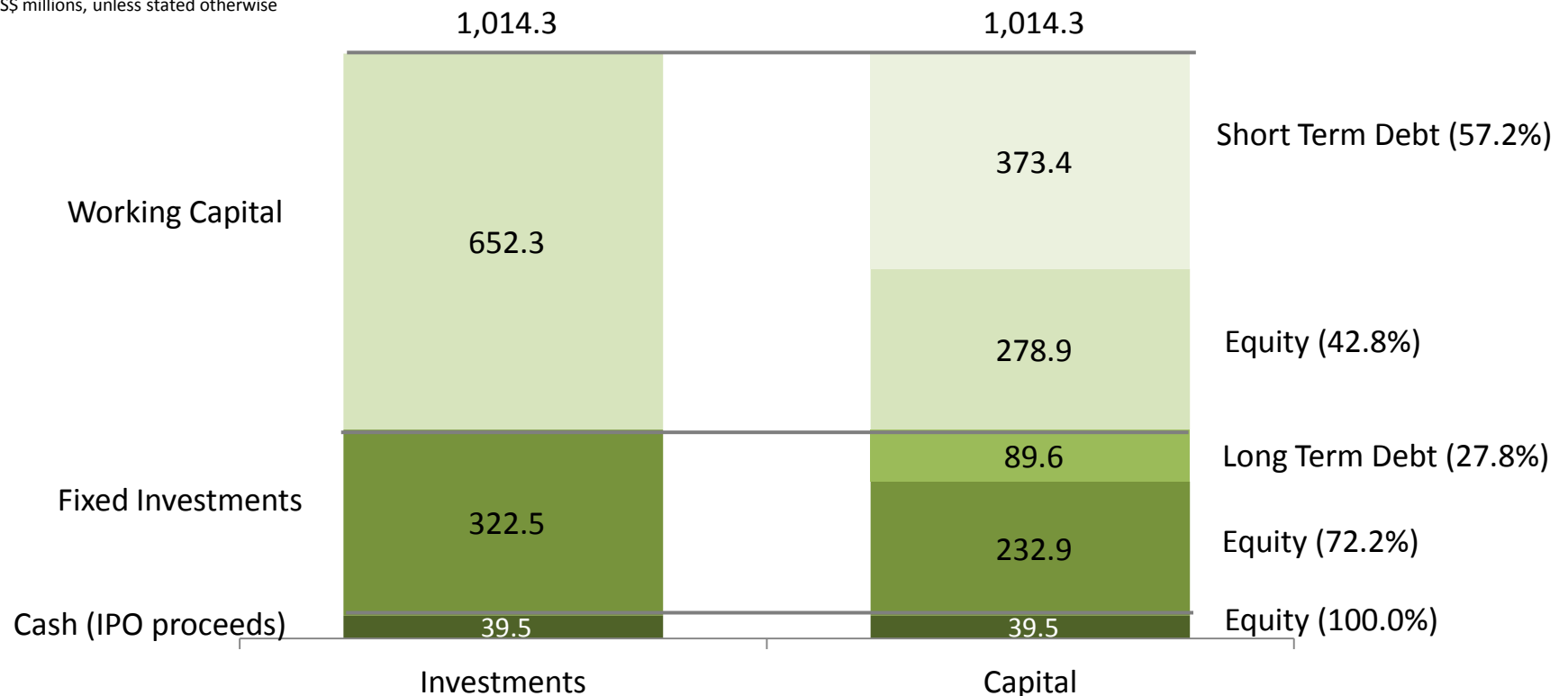
% Change	YOY	QOQ
Core Net Profit	-51.2%	-22.2%

In US\$ millions, unless stated otherwise



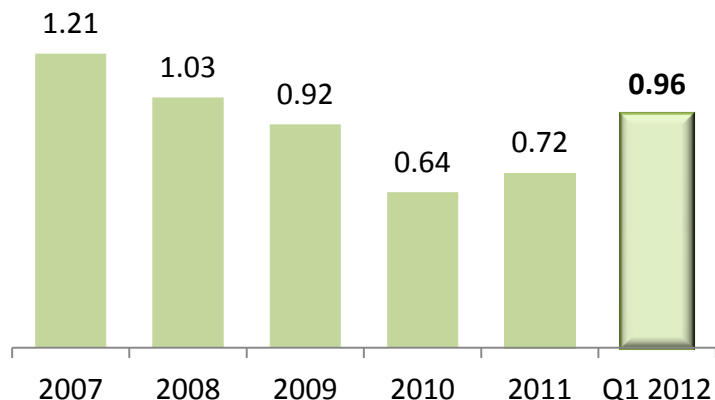
Well balanced Balance-Sheet

In US\$ millions, unless stated otherwise

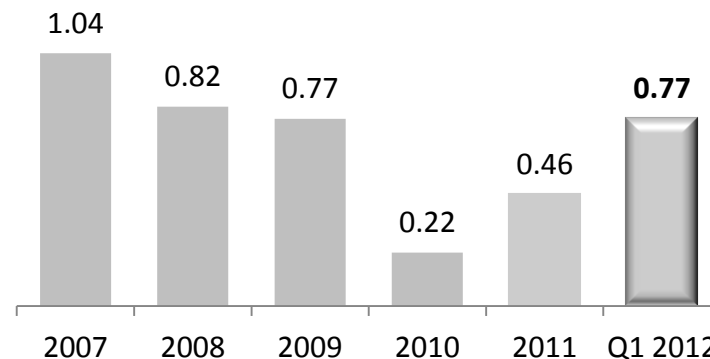


Debt / Equity Ratio	Actual	Objective
Fixed Investments (LT Debt/Equity)	0.39x	<1.00x
Working Capital (ST Debt / Equity)	1.34x	<2.00x
Total (Adj Net Debt / Equity)	0.84x	<1.50x

Debt to equity:

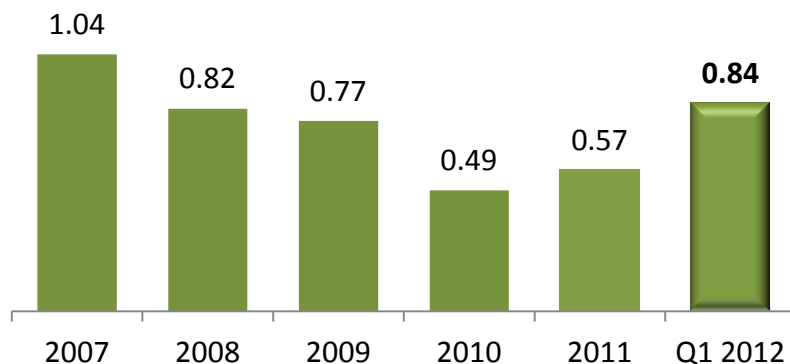


Net debt to equity:



Adj. Net debt to equity Objective:

Keep below 1.5 (based on weighted average of 1:1 for Fixed Investment 2:1 for Current Investments)



	Net Debt	Adj. Net Debt
Gross Debt	526.6	526.6
Total Cash	(103.1)	
Cash excluding IPO proceeds		(63.6)
Net Debt	423.5	463.0
Equity	551.3	551.3
Net Debt / Equity	0.77	0.84

In US\$ millions

Debt Coverage

	31 Mar 2012
Working Capital	652.3
Adj Net Debt	463.0
Adj Net Debt Coverage	1.4x

In US\$ millions

Interest Coverage

	Q1 2012
EBITDA	17.2
Finance costs	4.3
Interest Coverage	4.0x

In US\$ millions

Liquidity

	Facility	Utilised	%	Balance
Trade Finance	962.9	428.5	44.5	534.4
Cash excluding IPO proceeds				63.6
Total Liquidity				598.0

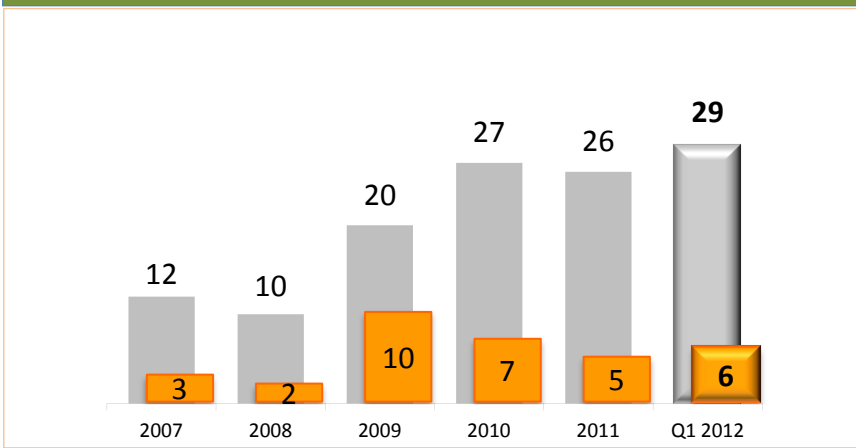
In US\$ millions

Adequate trade finance credit with utilisation of 45% (FY11: 36%) of total credit lines

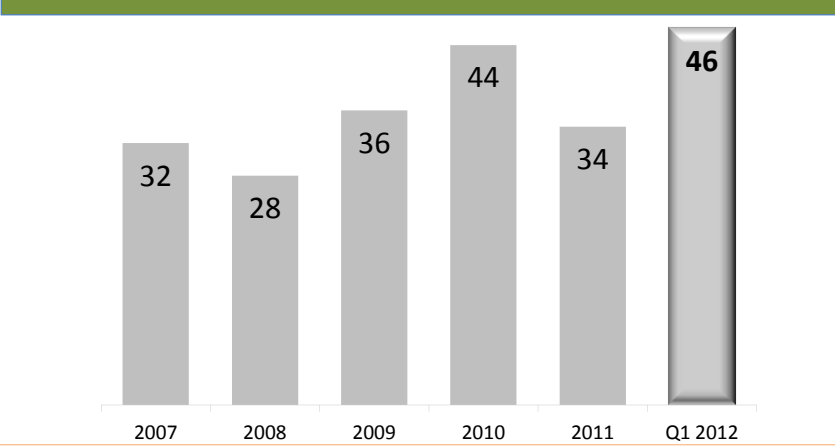
81% (FY11: 86%) of borrowings are trade finance, backed by inventories and trade receivables

81% (FY11: 82%) of inventories are RMI (Readily Marketable Inventories).

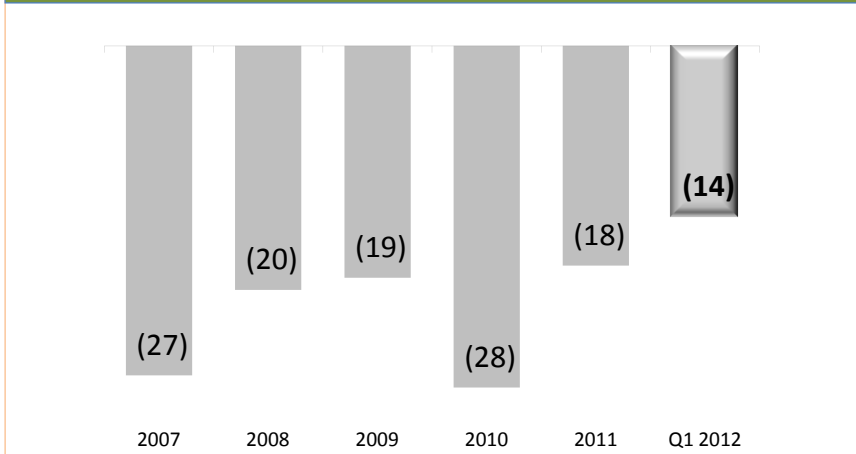
Inventory days



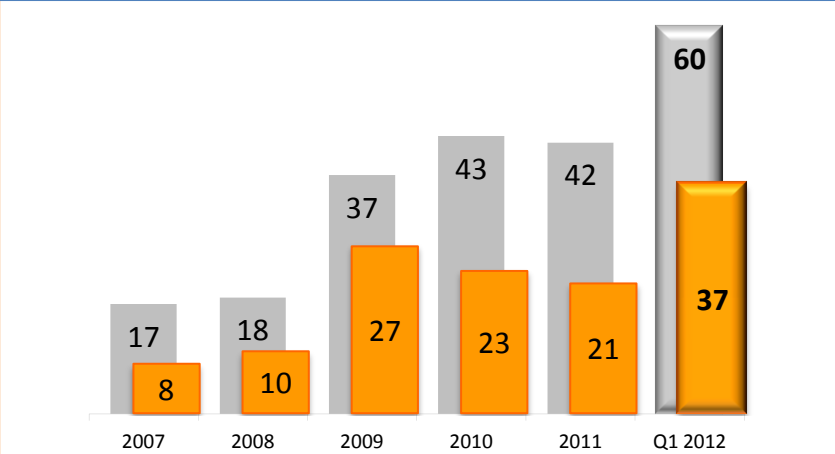
Trade Receivable days



Trade Payable days



Cycle time



Our Strategy and expansion plans

Integrated **palm based edible oils and fats** business

Integrated **Global Food** Business

1. Further consolidate the position in palm based oils and fats business

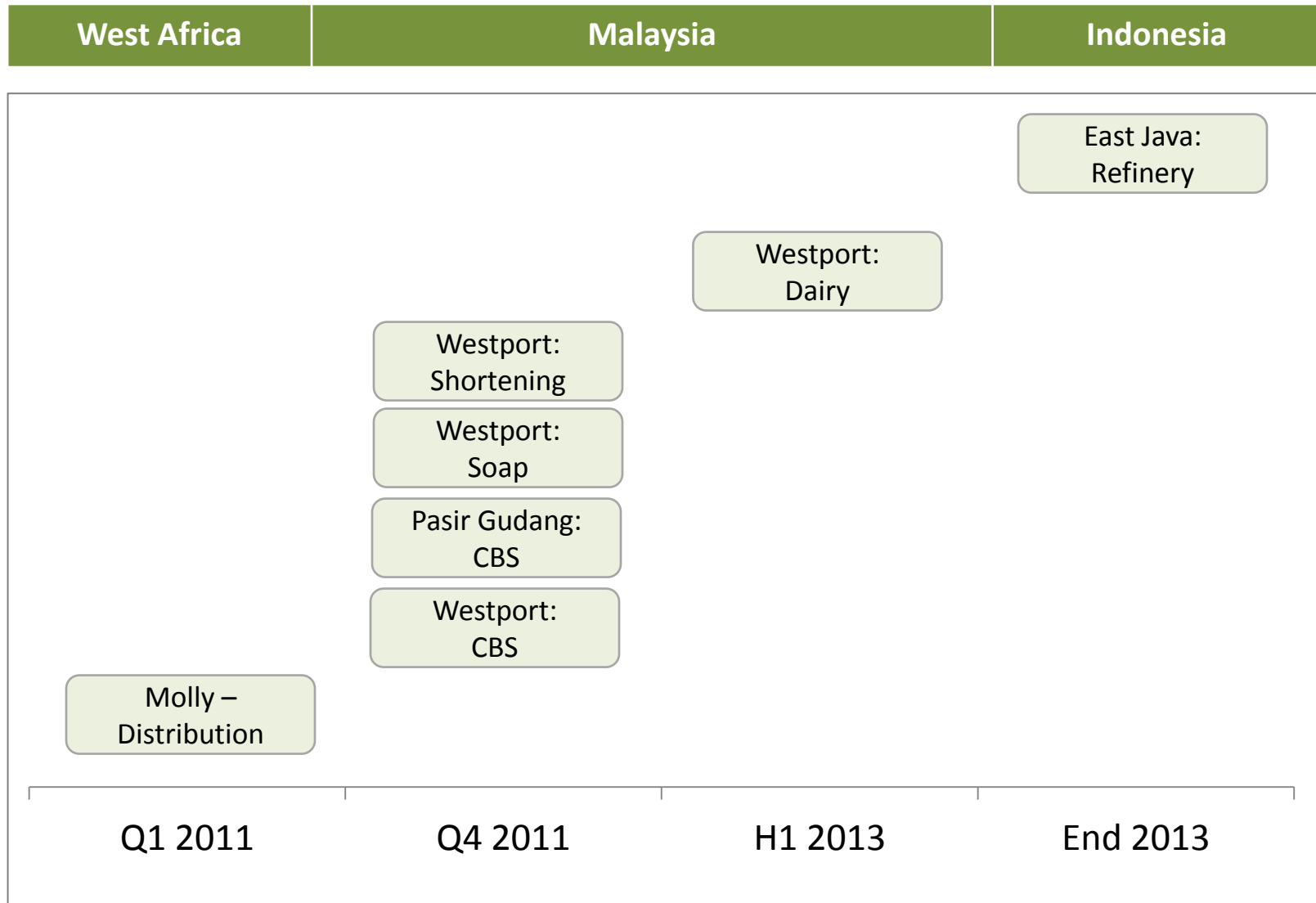
2. Expand range of Consumer products



4. Invest in efficient production facilities to support our strong sales

3. Broaden and deepen merchandising, marketing and distribution network

Be a global integrated Consumer Products Business by participating in value-added consumer products, increasing marketing and distribution capabilities and investing in own manufacturing facilities.



Project	Location	Capacity MT p.a. (based on 350 days)	Completion
CBS Plant (increase in capacity)	Westport, Selangor, Malaysia	126,000	Q4 2011
CBS Plant	Pasir Gudang, Johor, Malaysia	84,000	Q4 2011
Soap Plant (Value addition to by-products)	Westport, Selangor, Malaysia	60,000	Q4 2011
Shortening Plant		150,000	
Acquisition of 70% stake in Molly, Importer and Distributor	West Africa	NA	Q1 2011

Project	Location	Capacity MT p.a. (based on 350 days)	Expected Cost (US\$ million)	Expected Completion
Refinery	East Java, Indonesia	630,000	145	End 2013
Dairy Plant	Westport, Selangor, Malaysia	Not specified	49	H1 2013

Project	To invest in dairy products facilities
Location	Westport, Selangor, Malaysia
Budgeted cost	Malaysian Ringgit 146 million (approximately US\$49 million)
Expected Completion	H1 2013
Source of funding	IPO proceeds, internal accruals and bank borrowings
Benefits	Production synergies with our current palm oil business and significant marketing and distribution synergies with our current consumer pack segment

Project	To invest in a refinery, packing plant and related logistics facilities
Location	East Java, Indonesia
Installed capacity	Approximately 630,000 MT annually
Budgeted cost	Indonesian Rupiah 1.3 trillion (approximately USD145 million)
Expected Completion	End of 2013
Source of funding	IPO proceeds, internal accruals and bank borrowings

New products	Projects having sourcing, production and most importantly distribution synergies, e.g. rice
Supply chain participation	Sourcing and packing in originating countries, e.g. Thailand, Vietnam, India Distribution under own brands to Africa and Middle East
Current status	Key experience personnel having relevant experience already hired Trial sales to selective customers already made

Appendix

Income Statement (Regrouped)

In US\$ millions

	Q1 2012	Q1 2011	% Inc/(Dec)
Revenue	996.2	1,115.3	-10.7%
Cost of sales (excluding depreciation)	(947.3)	(1,076.1)	-12.0%
Selling and distribution expenses	(24.3)	(22.0)	10.4%
Foreign exchange gains	6.1	19.4	-68.5%
Operating margin (OM)	30.7	36.6	-15.9%
Other income	1.5	1.7	-12.5%
Depreciation – Cost of sales	(2.3)	(1.9)	21.1%
Administrative expenses	(16.2)	(12.2)	32.6%
Other operating gains/(losses)	0.3	(0.4)	n.m.
Finance costs	(4.3)	(2.7)	57.5%
Share of profit of associate	-	0.1	-73.3%
Income tax	(1.6)	(4.0)	-60.1%
Non-controlling interest	0.2	(0.2)	n.m.
Net profit	8.3	17.0	-51.2%

Balance Sheet (Summarised)

In US\$ millions

	31-Mar-12	31-Dec-11
Property, plant and equipment	305.7	287.8
Leasehold prepayments	13.2	13.5
Investment in associate	0.2	0.2
Intangible asset	3.3	3.2
Fixed Investments	322.5	304.7
Inventories	301.0	307.5
Trade Receivables	499.2	411.0
Trade Payables	(147.9)	(210.5)
Other Current Assets/(Liabilities)	-	(25.6)
Working Capital	652.3	482.4
Cash (IPO Proceeds)	39.5	57.7
Total Investments	1,014.3	844.8
Equity	551.3	537.8
Gross Debt	526.6	386.1
Cash excluding IPO Proceeds	(63.6)	(79.1)
Adj Net Debt	463.0	307.0
Total Capital	1,014.3	844.8

Cash Flows Statement (Summarised)

In US\$ millions

	Q1 2012	Q1 2011
Operating cash flows before working capital changes	11.4	25.1
Changes in operating assets and liabilities	(178.3)	(90.3)
Net interest and income tax payment/(refunded)	1.7	(10.8)
Net cash flows used in operating activities	(165.2)	(76.0)
Net cash flows used in investing activities	(10.7)	(26.2)
Net cash flows from financing activities	140.8	68.8
Net change in cash and cash equivalents	(35.1)	(33.4)
Cash and cash equivalents - Opening	136.5	215.2
Effect of changes in exchange rate	1.5	1.5
Cash and cash equivalents - Closing	103.0	183.3
Restricted short-term bank deposits	0.2	-
Bank overdrafts	-	0.6
Cash and cash equivalents - as per Balance Sheet	103.1	183.9

Thank you

Any questions, contact:

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