

PETRA FOODS
LIMITED
(Registration no. 198403096C)

***First Quarter 2011
Financial Results***
(unaudited)

12 May 2011



Important note on forward-looking statements

The presentation herein may contain forward looking statements by the management of Petra Foods Limited (“Petra”) that pertain to expectations for financial performance of future periods vs past periods.

Forward-looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected or projected due to several factors. Such factors are, among others, general economic conditions, foreign exchange rate fluctuations, competitive product and pricing pressures as well as changes in tax regimes and regulatory developments. Such statements are not and should not be construed as management’s representation on the future performance of Petra. Therefore, the actual performance of Petra may differ significantly from expressions provided herein.

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Overview

- **Despite the global uncertainties in 1Q 2011, the global chocolate and cocoa markets are growing**
 - Growth in cocoa grinding - Europe ▲4% Y-o-Y and the USA ▲2% Y-o-Y

- **The Ivory Coast's political situation has now improved**
 - Even through the civil unrest, our cocoa ingredients production was unaffected as we have no facilities in the Ivory Coast
 - Cocoa bean prices are now back to levels pre-Ivory Coast unrest
 - The West African cocoa bean output is expected to be good this year

1Q 2011 - A Strong Start to the Year

(In US\$ Million)	1Q 2011	1Q 2010	YoY change
Revenue	433.1	338.7	▲27.9%
EBITDA	30.4	23.1	▲31.9%
Cocoa Ingredients EBITDA/mt	US\$236	US\$156	▲51.3%
Branded Consumer Gross Profit Margin	30.3%	30.2%	▲0.1% pt
Net Profit	13.6	8.3	▲63.8%
ROE	17.9% *	17.7% **	▲0.2% pt

- **Strong growth achieved by both our Businesses, a continuation of 2010's momentum**
- **Revenue US\$433.1 million (▲28% Y-o-Y); Net Profit US\$13.6 million (▲64% Y-o-Y)**
- **Key drivers of the strong results:**
 - (1) Strong volume growth achieved by both Divisions; and
 - (2) Cocoa Ingredients' higher EBITDA yield reflects the increasing customised content in Europe's product mix (i.e. from generic to customised products) resulting in significant net profit improvement for Europe

* Computed based on annualised 1Q 2011 figures.

** Relates to Full Year 2010 audited figure.

2011 Outlook - Another Year of Growth

- **To further capitalise on the growth momentum, we will:**
 - (1) Invest in additional capacity to satisfy the strong demand for customised cocoa products and for Branded Consumer's expansion into new product categories
 - (2) Strengthen our global supply chain through increased direct sourcing initiatives in key origin locations

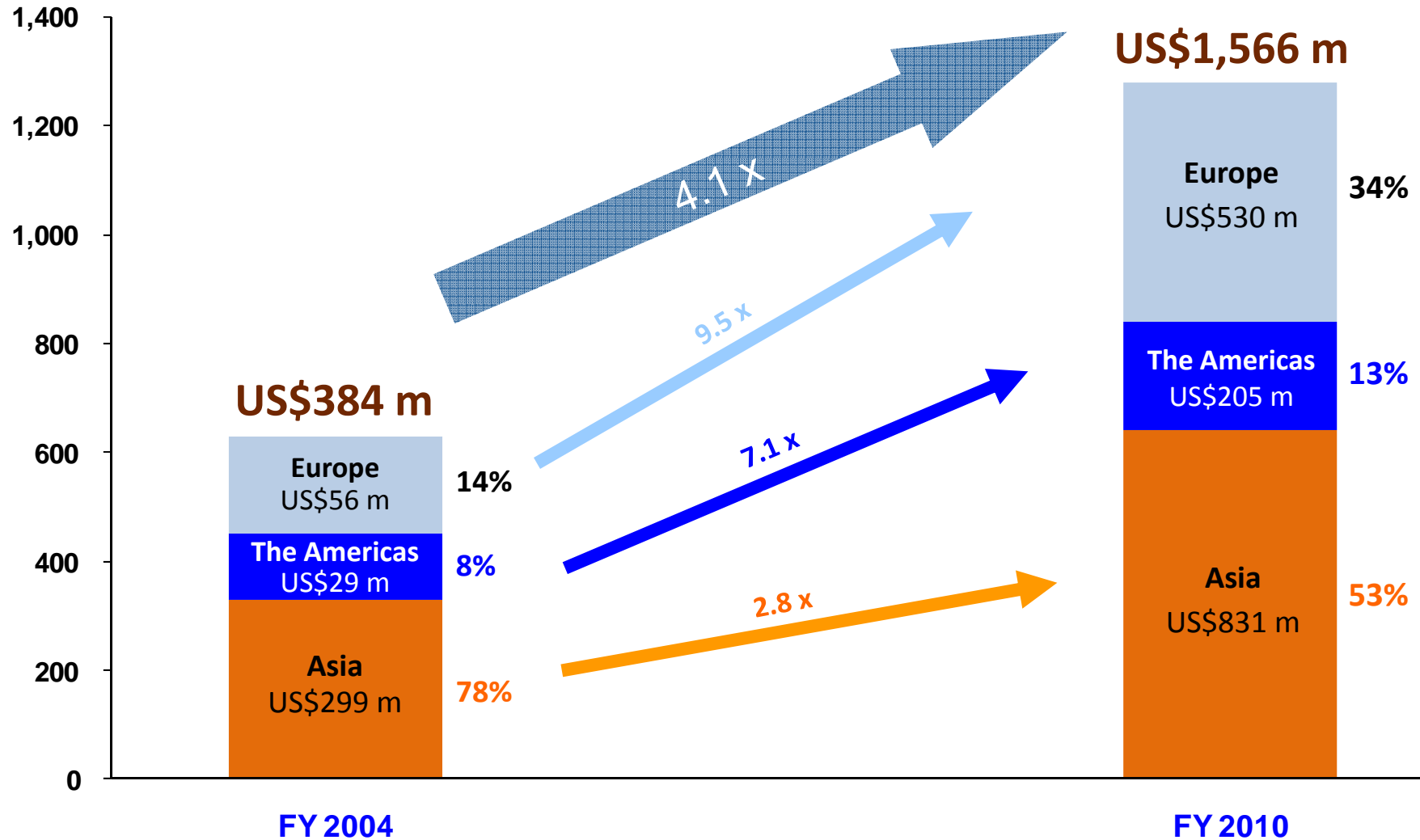
- **With the continued momentum of our Core Businesses we are, barring unforeseen circumstances, looking forward to another year of strong growth for Petra Foods**

Thank You

Appendices

Successful Growth and Geographic Diversification of Group Revenue

Revenue
(US\$ Million)



Platform of Growth through Two Quality Earnings Streams

Quality Earnings

Cocoa Ingredients

- Strong earnings fundamentals driven by:
 - (a) Well established customer base
 - (b) Compelling outsourcing trend
 - (c) Scalability of growth model

Branded Consumer

- Dominant market share and strong brand equity
- Extensive distribution network
- Well positioned to capture regional chocolate consumption growth

Business Model that Mitigates Risk

- Product customization and partnerships with customers builds barriers to entry
- The key for the Cocoa Ingredients division is to focus on adding value and building partnerships with our customers
- Strict adherence to risk management practices mitigates exposure to cocoa bean price fluctuations

Strong Management Team

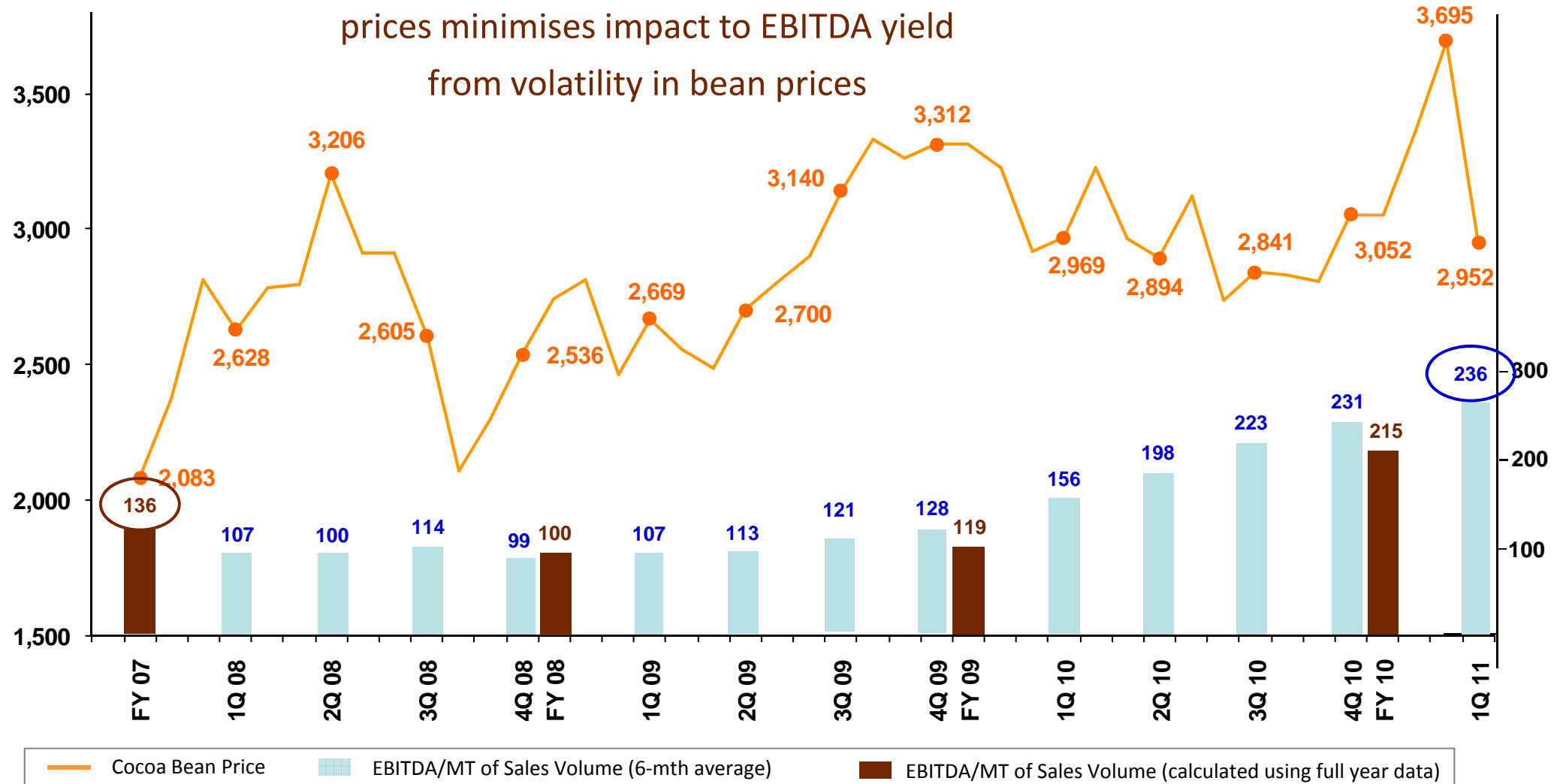
- Diverse team with international F&B and MNC experience
- Proven track record in executing growth strategy

Strict Hedging minimises impact to EBITDA yield

Cocoa Bean Price
(US\$/Metric Tonne)

EBITDA Yield
(US\$/Metric Tonne)

Policy of strict hedging of cocoa bean prices minimises impact to EBITDA yield from volatility in bean prices



Financial Highlights

Balance Sheet & Cash Flow Analysis

Financial Strategy

- **Our financial strategy to support Group's long term growth:**
 1. **Generating strong operating Cash Flow by tight working capital management to fund capacity expansion in key strategic locations**
 2. **Further extend Debt Maturity Profile and capitalise on our strong credit standing to lower effective interest cost**
 - Term Loans & MTNs currently forms 35% of total debt facilities and effective interest rate below 5.0% p.a.
 3. **Maintain Financial Flexibility for Growth**
 - Raised unutilised portion of total credit facilities ("Financial Headroom") to US\$333 million (63% utilisation) from US\$302 million @ end-December 2010
 - Continue to maintain Financial Headroom for the Group to weather contingencies and potential spikes in bean prices

Cash Flow Applications

(US\$ Million)

31 Mar 2011

EBITDA	30.4
Less: Changes in Operating Cash Flow	
Working Capital - Net of Trade Finance/MTN	(16.9)
Tax Expense paid	(2.5)
Interest Expense	(7.1)
Operating Cash Flow	3.9
Less: Investing activities	
Non-Controlling Interest in Ceres Super	0.5
Capital Expenditure - Net of Disposals	(4.0)
Free Cash Flow	0.4
Financing activities	
Borrowings - Net of Repayments	(8.3)
Proceeds from MTN	40.6
Repayment of Working Capital and MTN refinanced	(47.4)
Decrease in Cash	(14.7)

Footnote

Borrowings at 31 Mar 2011	564.3
Total Credit Facilities (committed)	897.1
Headroom	332.8
Utilization	62.9%

■ Large financial headroom (unutilised credit facilities).

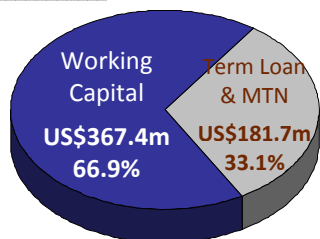
NB: In addition, we have untapped MTN umbrella facilities of US\$97 million.

Adequate headroom and liquidity

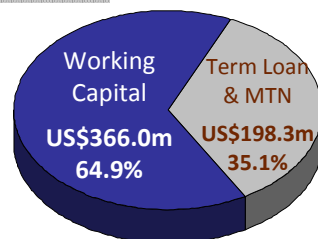
Breakdown of Group's March 2011 Debt

Breakdown of Debt Facilities

End 2010

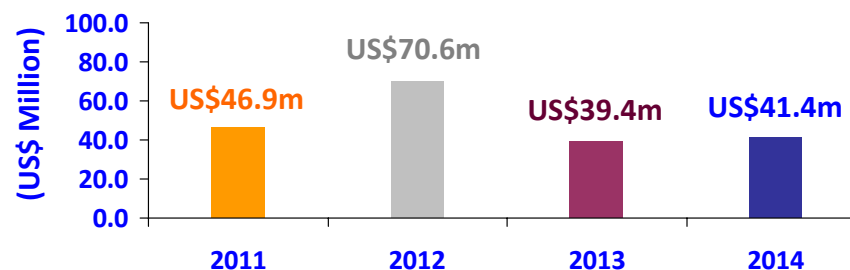


1Q 2011



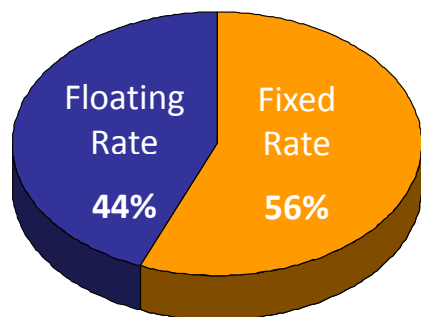
- In line with strategy of extending tenor of debt portfolio

Repayment Schedule of Term Loan & MTN



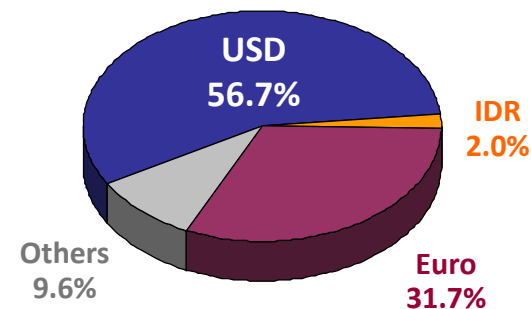
- Leverage on strong market liquidity to tap new MTN to refinance MTN/Term Loan due in 2011/2012

Floating & Fixed Rate Components of Loan



- Effective interest rate for 1Q 2011 < 5.0% pa
- Lock-in fixed interest rate on opportunistic basis

Breakdown of Loans in Respective Currencies



- The currency profile of the Group's debt matches the revenue profile
- The objective of this financing strategy is to mitigate foreign currency debt exposure risk

Balance Sheet Analysis (Figures are at period end)

(US\$ Million)	31 Mar 2011	31 Dec 2010	Highlights
Cash and Cash Equivalents	28.1	42.8	
Trade Receivables	175.8	165.0	<ul style="list-style-type: none"> In line with sales growth.
Inventories	475.9	491.4	<ul style="list-style-type: none"> Lower inventories at 31 March 2011 reflect lower quantities of beans held and tighter management of Agency Brands inventories.
Other Assets	92.2	74.9	
Fixed Assets, Intangible Assets & Investments	286.7	279.7	<ul style="list-style-type: none"> Increase due to translational impact of Euro assets.
Total Assets	1,058.7	1,053.8	
Trade Payables	83.9	122.3	
Other Liabilities	98.1	88.3	
Total Borrowings	564.3	549.1	
Working Capital Facilities	353.6	357.3	
Medium Term Note (MTN)	122.0	97.5	<ul style="list-style-type: none"> Extend debt maturity by issuing 3-year fixed rate MTN.
Term Loan	88.7	94.3	
Total Equity	312.4	294.1	
Key Ratios			
Net Debt / Equity	1.72 x	1.72 x	} Maintain strong financial position.
Adjusted Net Debt/Equity (excl Trade Finance & MTN)	0.35 x	0.34 x	
Current Ratio	1.19	1.18	
Inventory Days	118	113	<ul style="list-style-type: none"> Despite the lower inventories value at 31 March 2011, the increase in Average Inventory Days was mainly attributable to the elevated price of cocoa inventories at 31 March 2010, compared to FY 2010's average value.
Receivable Days	36	35	
Payable Days	25	32	

Strong financial position

Group Financial Highlights - At a glance

In US\$ Million	1Q 2011	1Q 2010	YoY Change
Sales	433.1	338.7	27.9%
Cocoa Ingredients	323.2	251.5	28.5%
Branded Consumer	109.9	87.2	26.0%
EBITDA	30.4	23.1	31.9%
Cocoa Ingredients	16.2	11.1	45.9%
Branded Consumer	14.2	11.9	18.9%
Finance Cost	(6.9)	(5.8)	19.0%
Profit Before Tax	17.8	10.6	68.7%
Profit After Tax	13.6	8.3	63.8%
Capex	4.1	2.9	40.3%

Figures may not add due to rounding.

Group Full Year Financial Highlights (cont'd)

	1Q 2011	1Q 2010	Change (%)
EPS	2.22 US cents	1.56 US cents	42.3%
	As at 31 Mar 2011	31 Dec 2010 Audited Figures	
Net Debt/Equity	1.72 x	1.72 x	
Adjusted Net Debt/Equity (excluding Trade Finance and MTN)	0.35 x	0.34 x	

Cocoa Ingredients Division

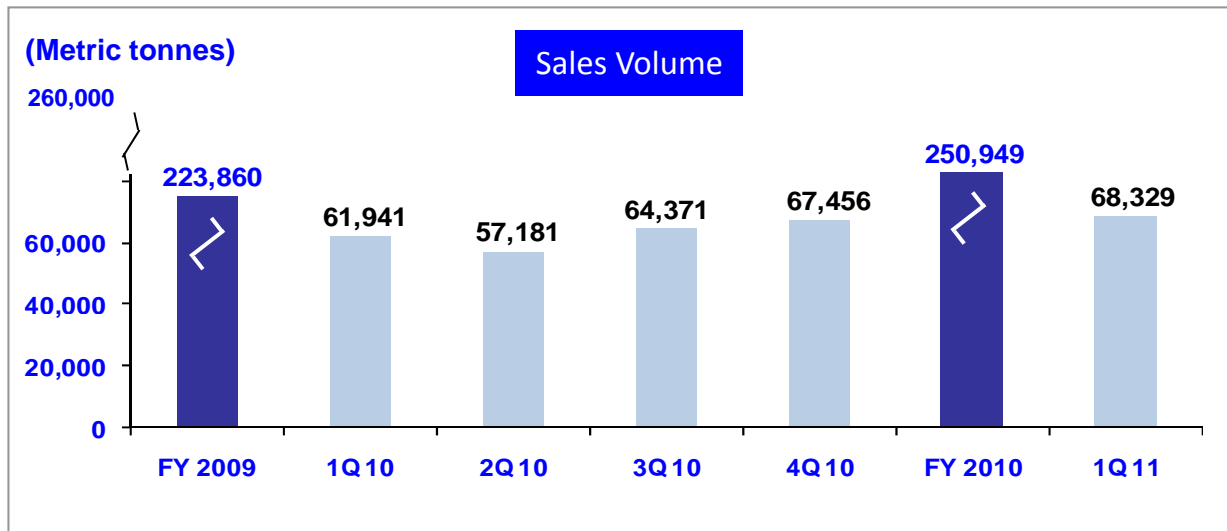
Cocoa Ingredients - Financial Highlights

(in US\$ Million)	1Q 2011	1Q 2010	YoY Change
Revenue	323.2	251.5	+ 28.5%
EBITDA	16.2	11.1	+ 45.9%
EBITDA/MT (6-month moving average) in US\$	236	156	+ 51.3%
Sales Volume (MT)	68,329	61,941	+ 10.3%

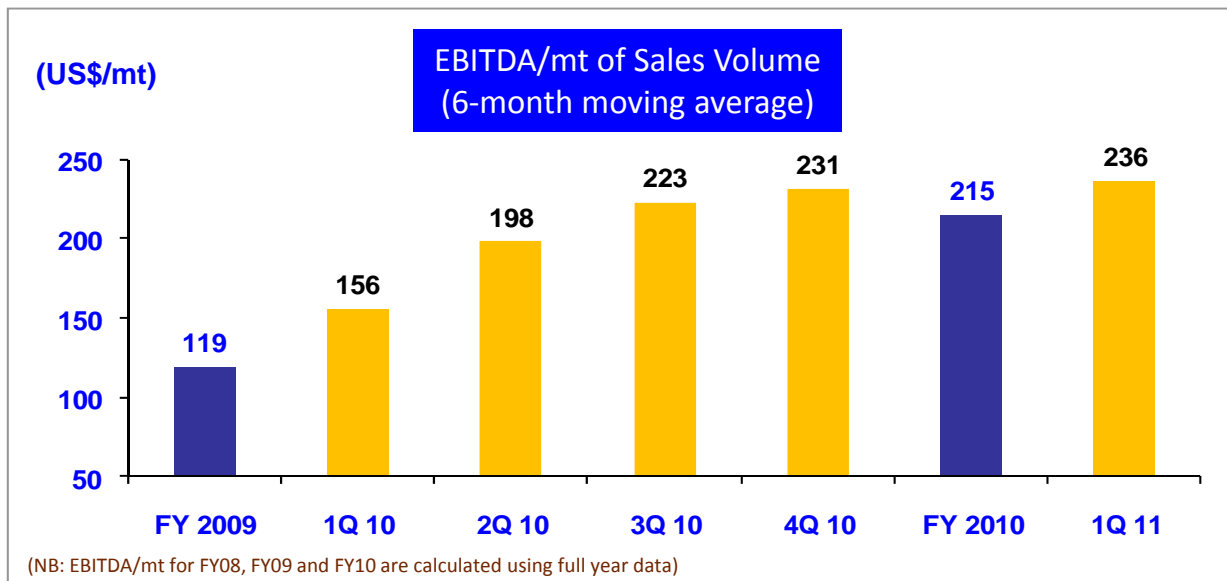
Key Comments

- Sales volume growth achieved as we continued to grow our markets and our customer base
- Higher EBITDA yield reflecting strong demand for customised ingredients and our focus on high end cocoa products

Cocoa Ingredients - Financial Highlights



- Robust volume growth of 10.3% Y-o-Y in 1Q 2011
- Key drivers of volume growth are continued strong demand from global customers and new customers secured



- The higher EBITDA yield achieved reflected greater proportion of sales of higher margin customised cocoa ingredients and Europe's continued improvement

Branded Consumer Division

Branded Consumer - Financial Highlights

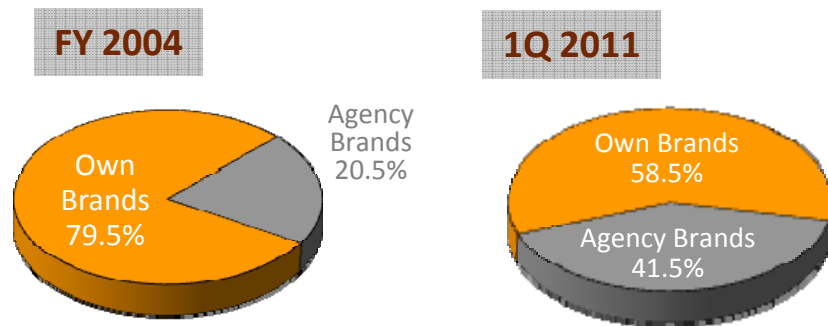
(in US\$ Million)	1Q 2011	1Q 2010	YoY change
Revenue	109.9	87.2	+ 26.0%
- Indonesia	77.2	60.8	+ 27.0%
- Regional Market	32.7	26.4	+ 23.6%
Gross Profit Margin	30.3%	30.2%	+ 0.1% pt
EBITDA	14.2	11.9	+ 18.9%

Key Comments

- Revenue growth driven by higher Own Brands and Agency Brands sales

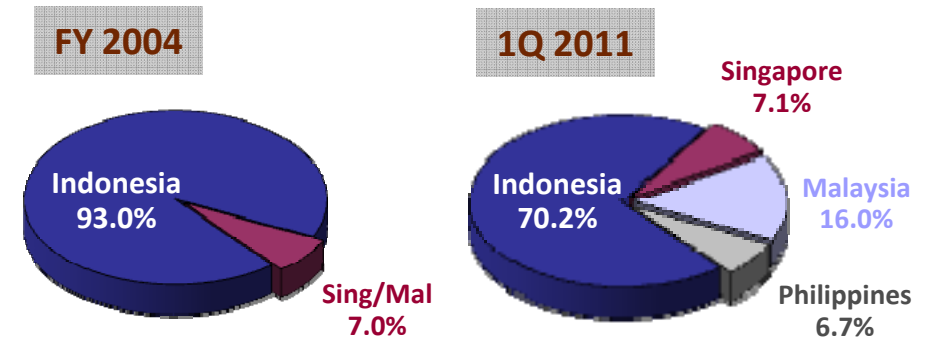
Branded Consumer - Financial Highlights

Revenue - Own Brands vs Agency Brands



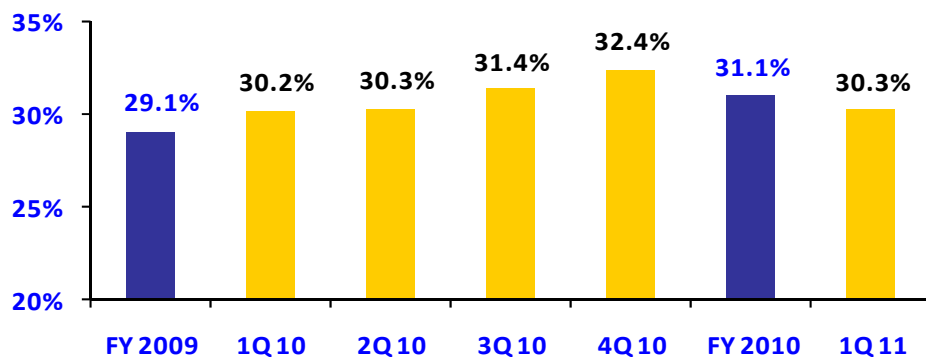
- In addition to driving strong Own Brands sales, we have built a successful Agency Brands distribution business

Geographic Revenue Breakdown



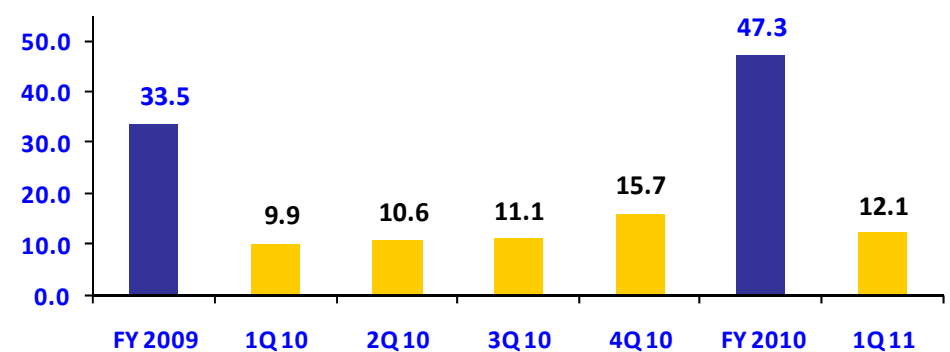
- Successfully developed the regional business complementing strong growth in Indonesia

Gross Profit Margin Trends



- 2nd Half 2010 margin benefitted from: (1) The price increase for Own Brands in January 2010 ahead of anticipated higher input costs; (2) Stronger regional currencies which effectively lowered input costs

Operating Profit Performance (in US\$ Million)



- The higher Y-o-Y operating profit in 1Q 2011 is driven primarily by strong performance of Own Brands