3rd Quarter & 9-Month 2015 Financial Results

(unaudited)

12 November 2015

Important Note on Forward-Looking Statements

PETRA FOODS LIMITED
(Registration no. 198403096C)

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 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.

This Results Presentation should be read in conjunction with the full text of the "Unaudited Financial Statements and Dividend Announcement for the 3rd Quarter and 9-Month ended 30 September 2015".

Scope of Briefing

PETRA FOODS LIMITED
(Registration no. 198403096C)

3Q and 9M 2015 Highlights

PETRA FOODS LIMITED
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The Group's 3Q 2015 net loss of US$20.7 million due to:

1. US$19.5 million exceptional charge as a result of the dispute settlement with Barry Callebaut and associated costs
2. Lower operating performance Y-o-Y on the back of lower sales and gross profit margins as a result of the weak economic environment and weaker Rupiah, together with higher discounts and trade promotional activities needed to develop strategic brands and new products and encourage off-take
3. Higher withholding tax charge of US$2.3 million incurred brought PATMI for 3Q to US$1.2 million loss

For 9M 2015 the Group achieved:

- PATMI of US$14.5 million* despite the challenging operating environment in Indonesia
- Free Cash Flow of US$16.0 million
- Annualised Group ROE of 7.3%*

* Excluding the Barry Callebaut exceptional item

Our 3Q 2015 Performance in greater detail

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Revenue of US$84.6 million and EBITDA of US$4.3 million

Own Brands Performance - Sales US$52.7 million (▼16.9% in constant currency)

- Sales in Indonesia remained weak, although better Own Brands growth achieved in Philippines
- Our lower Y-o-Y performance, in 3Q and 9M 2015, in Indonesia reflects the continued slowdown in the economy, weakening consumer sentiment and higher investment in discounts and trade promotions to develop strategic brands and new products and to encourage consumption
- Major cause of our sales shortfall is the weak economic and consumption environment in Indonesia

Gross Profit Margin of 28.4% (vs 31.7% in 3Q 2014)

- Lower margin due to higher imported raw material costs on the weaker Rupiah against the USD. At end-September 2015, the Rupiah weakened to a level of IDR 14,657, the lowest level in 17 years
- In addition, lower sales volume and higher trade promotional activities also affected GPM, as we invested to develop strategic brands and new products. Excluding these promotional activities (which reduce Gross Profit) GP Margins were over 30% for 3Q and YTD
- In 3Q 2015, implemented pricing adjustments and product rightsizing for selected products in Indonesia

Summary of 3Q and 9M 2015 Results

PETRA FOODS LIMITED
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(In US$ Million)	3Q 2015	3Q 2014	Y-o-Y change	Local Currency Performance (Y-o-Y change)	9M 2015	9M 2014	Y-o-Y change	Local Currency Performance (Y-o-Y change)
Revenue	**84.6**	**118.2**	▼ 28.4%	▼ 16.5%	**305.9**	**372.7**	▼ 17.9%	▼ 9.3%
Indonesia	**57.1**	**85.1**	▼ 32.9%	▼ 21.2%	**211.8**	**269.5**	▼ 21.4%	▼ 12.4%
Regional Market	**27.5**	**33.1**	▼ 17.0%	▼ 4.4%	**94.1**	**103.2**	▼ 8.9%	▼ 1.3%
Gross Profit (GP)	**24.0**	**37.5**	▼ 36.0%	▼ 25.2%	**90.0**	**118.8**	▼ 24.2%	▼ 16.3%
GP Margin	28.4%	31.7%	▼ 3.3% pt	▼ 3.3% pt	29.4%	31.9%	▼ 2.5% pt	▼ 2.5% pt
EBITDA	**4.3**	**17.7**	▼ 75.8%	▼ 66.9%	**32.0**	**59.7**	▼ 46.4%	▼ 38.9%
EBITDA Margin	5.1%	15.0%	▼ 9.9% pt	▼ 9.1% pt	10.5%	16.0%	▼ 5.5% pt	▼ 5.2% pt
PATMI*	**(1.2)**	**10.5**	NM	NM	**14.5**	**37.5**	▼ 61.4%	▼ 54.7%
ROE*					**7.3%**	**17.1%****	▼ 9.8% pt	

* Excludes exceptional item. ** Relates to FY2014 audited figures.

- **Lower sales in regional markets reflects our strategic initiatives to discontinue some less profitable Agency Brands and Singapore distribution business in 3Q 2015 and 9M 2015**
  - Excluding the discontinued Agency Brands and Singapore distribution business, and in constant currency terms, regional markets' underlying revenue growth was 14.6% for 9M 2015
- **YTD Profit performance achieved despite higher cost inflation, weakness in regional currencies and higher costs for A&P and Trade Promotions**
  - Excluding the promotional activities - which reduce Gross Profit - GP Margins exceeded 30% in 3Q and YTD

Looking Forward

PETRA FOODS LIMITED

(Registration no. 198403096C)

- **For FY2015, we expect the Group's performance to be affected by the challenging operating environment in Indonesia which we expect to persist during the remainder of the year. We anticipate we will need to increase prices on the back of further pressure on the Indonesian Rupiah that will increase our raw materials costs and keep our margins under pressure**

- **To protect and enhance our leadership position in our markets we are:**
  - Building and focusing our organisation to drive maximum shelf space presence consistently in all retail channels for all our strategic brands
  - Investing to grow our key brands in our core markets
  - Continuing to strengthen and build our distribution infrastructure
  - Continuing the strategic development of new products to allow us to build presence in new categories
  - Managing our cash flow through tighter working capital management and focused capital expenditure

- **We are constantly screening and evaluating investment opportunities and will invest if the opportunity meets our investment criteria**
  - Take advantage of opportunities that may arise

Appendices

Group Financial Highlights

Group Financial Highlights - At a glance

PETRA FOODS LIMITED
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(In US$ Million)	3Q 2015	3Q 2014	Y-o-Y Change	Local Currency Performance (Y-o-Y change)	9M 2015	9M 2014	Y-o-Y Change	Local Currency Performance (Y-o-Y change)
Revenue	**84.6**	**118.2**	▼ 28.4%	▼ 16.5%	**305.9**	**372.7**	▼ 17.9%	▼ 9.3%
- **Indonesia**	**57.1**	**85.1**	▼ 32.9%	▼ 21.2%	**211.8**	**269.5**	▼ 21.4%	▼ 12.4%
- **Regional Market**	**27.5**	**33.1**	▼ 17.0%	▼ 4.4%	**94.1**	**103.2**	▼ 8.9%	▼ 1.3%
EBITDA	**4.3**	**17.7**	▼ 75.8%	▼ 66.9%	**32.0**	**59.7**	▼ 46.4%	▼ 38.9%
PATMI	**(1.2)**	**10.5**	NM	NM	**14.5**	**37.5**	▼ 61.4%	▼ 54.7%
Exceptional Item	**(19.5)***	**-**	NM	NM	**(20.0)***	**(1.1)**	NM	NM
Group PATMI	**(20.7)**	**10.5**	NM	NM	**(5.5)**	**36.4**	NM	NM
EPS (US cents)								
- Including Exceptional Item	(3.39)	1.72	NM		(0.90)	5.96	NM	
- Excluding Exceptional Item	(0.20)	1.72	NM		2.37	6.15	(61.4%)	
ROE								
- Including Exceptional Item					(2.8%)	16.6%**		
- Excluding Exceptional Item					7.3%	17.1%**		

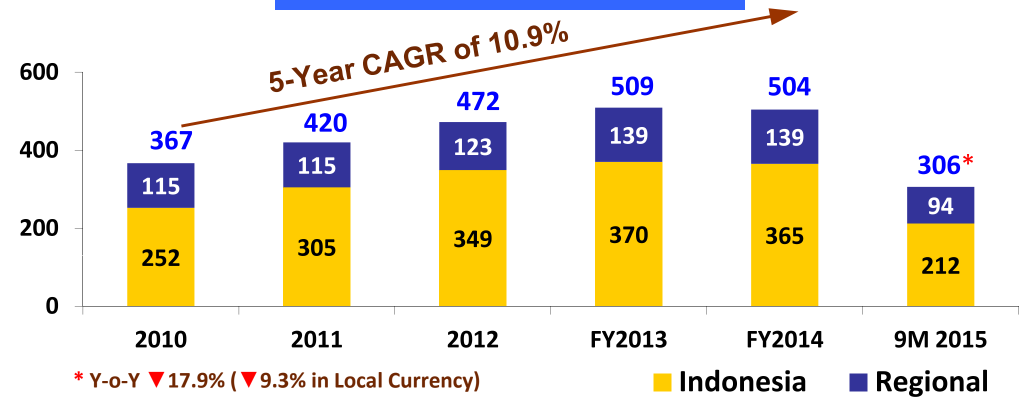
* Comprises one-time exceptional charge of US$19.5 million and associated costs incurred pertaining to the resolution of dispute with Barry Callebaut.

** Relates to FY2014 audited figures.

Financial Highlights (cont'd)

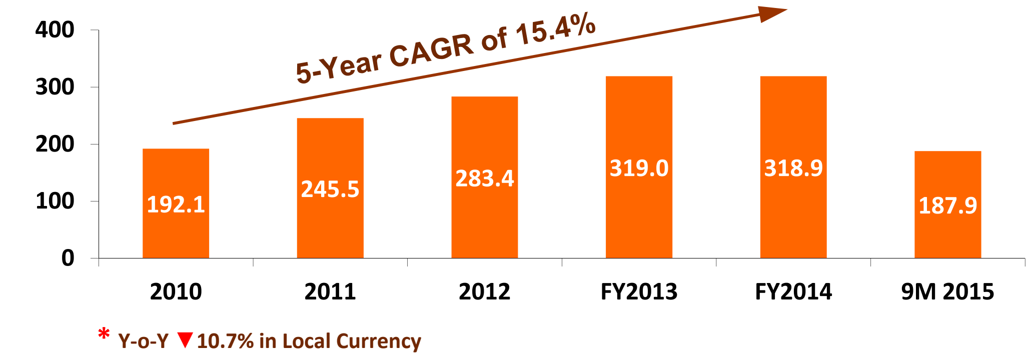
(Registration no. 198403096C)

Group Revenue (In US$ Million)



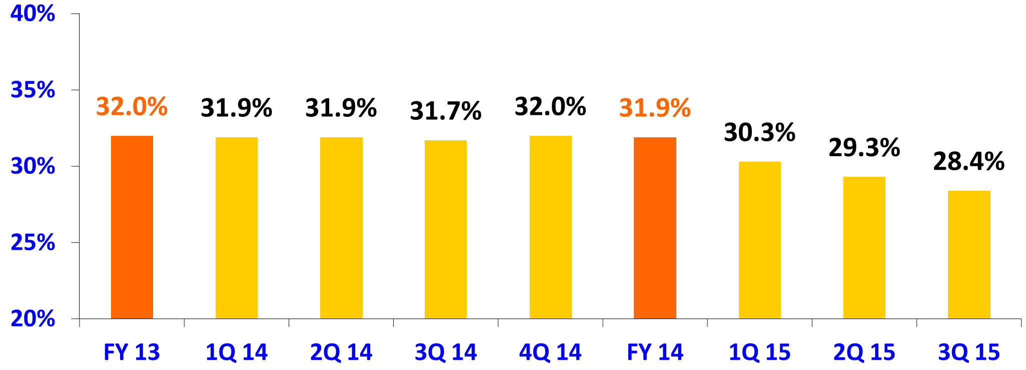
- Strong position in Indonesia complemented by a growing regional footprint

Strong Own Brands Revenue Growth (In US$ Million)



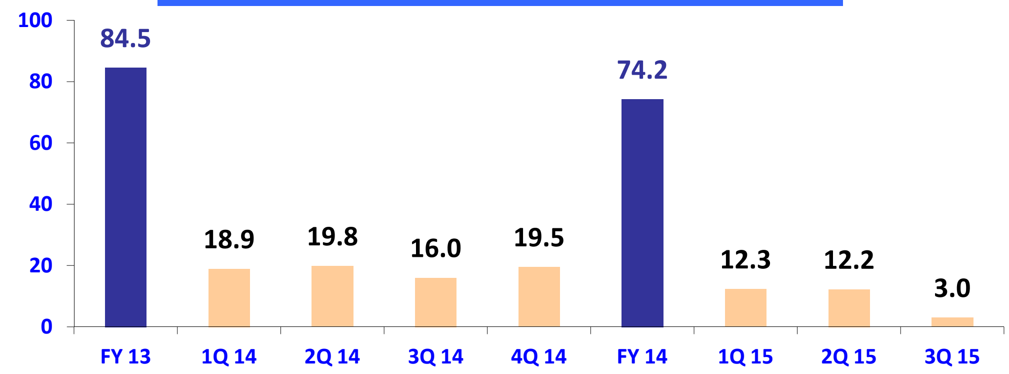
- Strong growth driven by our market-leading brands in fast growing categories; our strong innovation culture and efficient route-to-market

Gross Profit Margin Trends



- 3Q 2015 margin reflected higher raw material costs and higher costs for Trade Promotions

Operating Profit Performance (In US$ Million)



- 3Q 2015 performance reflected the weaker sales, high cost inflation and weakness in regional currencies

Dispute with Barry Callebaut successfully settled

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- **On 28 August 2015, the Company announced that it had entered into a Settlement Agreement with Barry Callebaut with regards to the dispute and resulting arbitration (as previously announced) with Barry Callebaut**

- **The dispute pertained to the sale of the Company's Cocoa Ingredients business to Barry Callebaut which was completed on 30 June 2013 and for which Barry Callebaut had subsequently sought a price adjustment of US$103 million**

- **Under the settlement, the Company and Barry Callebaut agreed, among other things, to fully and finally settle the dispute and discontinue the arbitration, without any admission of liability by the Company or Barry Callebaut**

- **As part of the settlement, the Parties mutually agreed that Petra Foods will pay a sum of US$38 million plus interest of US$0.8 million as an adjustment to the closing price and in consideration of full and final settlement of all claims**

- **After taking into account this settlement, the Company's overall pre-tax gain on the sale of the Cocoa Ingredients business previously reported as US$67.6 million now amounts to US$46.1 million**

Notification of Tax Claims

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- Pursuant to the SPA on 30 June 2013, the Company and Barry Callebaut (“BC”) entered into a Tax Deed of Covenant (“Tax Deed”)

- Under the Tax Deed, BC is required to notify the Company of any claim for taxations which would give rise to a liability after completion of the sale of the Cocoa Ingredients business to BC

- BC notified the Company of 3 tax claims totalling Brazilian Real 34.5 million (equivalent to US$12.8 million) made by the Brazilian Tax Authorities against Delfi Cacau Brazil Ltda, which BC purchased as part of the sale of the Cocoa Ingredients business (please refer to page 20 of SGX Announcement)

- While reserving its rights in relation to the notifications, the Company has requested BC to defend these claims. The management believes that there are grounds to resist these claims and, therefore, no provision has been made

Balance Sheet & Cash Flow Analysis

Balance Sheet Analysis (Figures are at period end)

PETRA FOODS LIMITED
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(In US$ Million)	30 Sep 2015	31 Dec 2014	Comments
Cash and Cash Equivalents	122.6	172.0	Comprised net proceeds from divestment of Cocoa Ingredients business after payment of US$34.2 million dividend and final settlement with Barry Callebaut of US$38.8 million.
Trade Receivables	58.2	82.1	Lower working capital in line with lower sales.
Inventories	63.2	72.7	
Other Assets	20.4	24.5	
Fixed Assets, Intangible Assets & Investments	113.8	119.2	Capital expenditure of US$18.3 million to further build capacity and capabilities.
Total Assets	**378.2**	**470.5**	
Trade Payables	26.0	31.9	
Other Liabilities	38.5	67.3	
Total Borrowings	**79.4**	**74.0**	
Working Capital Facilities/Trade Finance	33.4	33.2	Higher Rupiah denominated long term loan and working capital facilities in order to extend the Group's debt maturity profile and minimize FX risk through matching borrowings with functional currency revenue.
Term Loan	40.8	32.6	
Lease Liabilities	5.2	8.2	
Total Equity	**234.3**	**297.3**	
Key Ratios			
Current Ratio	2.19	2.32	
Return on Equity			
- Including Exceptional Item	(2.8%)	16.6%	
- Excluding Exceptional Item	7.3%	17.1%	
Inventory Days	86	74	Reflected slowdown in Indonesia market and higher value of finished goods and raw materials carried to meet demand.
Receivables Days	63	57	Higher proportion of Regional market sales which have longer trading terms.
Payable Days	37	39	

Cash Flow Applications

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(In US$ Million)	30 Sep 2015
EBITDA	**32.0**
Changes in Operating Cash Flow	
Decrease in Working Capital	15.6
Tax Expense paid	(14.1)
Interest Expense paid	(3.0)
Operating Cash Flow	**30.5**
Capex, Patents & Trademarks, Net of Proceeds	(16.1)
Interest Income received	1.6
Free Cash Flow	**16.0**
Final Settlement with Barry Callebaut	(38.8)
Repayment of Borrowings	2.6
Proceeds from Working Capital Financing	5.1
Final, Interim and Special Dividends	(34.2)
Net Cash Movement	**(49.3)**

Thank You