

# FOR IMMEDIATE RELEASE

# Petra Foods posts 27% growth in Q3 net profit to US\$6 million on turnover of US\$110 million

• Expanded production capacity has allowed both the <u>Cocoa Ingredients</u> and <u>Branded Consumer</u> Divisions to continue on a strong growth path

Financial Highlights	3 months ended 30 Sep			9 months ended 30 Sep		
	Jul-Sep 05	Jul-Sep 04	% Change	Jan-Sep 05	Jan-Sep 04	% Change
Revenue (US\$'m)	110.2	100.4	+ 9.8	326.8	284.1	+ 15.0
Gross Profit (US\$'m)	21.6	18.8	+ 14.8	59.9	53.2	+ 12.4
PBT (US\$'m)	7.6	5.9	+ 28.0	21.5	17.3	+ 24.4
Net Profit (US\$'m)	5.9	4.7	+ 27.2	17.1	13.7	+ 25.3
EBITDA (US\$'m)	10.6	10.1	+ 4.1	31.2	29.8	+ 4.7

**SINGAPORE** - **11 November 2005** - **Petra Foods Limited** ("Petra Foods" or the "Group"), one of the world's major manufacturers and suppliers of cocoa ingredients and branded consumer confectionary products, has reported an excellent set of results for the third quarter (3Q) of the financial year ending 31 December 2005 and is optimistic of its business prospects for the final quarter.

For the latest third quarter results ended 30 September 2005, net profit rose 27.2% to US\$5.9 million on the back of a 9.8% increase in revenue to US\$110.2 million. EBITDA improved 4.1% to US\$10.6 million.

In aggregate, the Group's total revenue for the nine-month period ended 30 September 2005 amounted to US\$326.8 million, a 15.0% growth as compared to the year-ago period. Year-to-date net profit rose 25.3% to US\$17.1 million while EBITDA recorded a 4.7% improvement to US\$31.2 million.



Commenting on the Group's latest set of results, Mr John Chuang, Chief Executive Officer of Petra Foods said, "Against the backdrop of economic uncertainty, the Group's excellent growth underscores the strength of our business model with both our Cocoa Ingredients and Branded Consumer divisions continuing to deliver good performance through a consistent execution of expansion plans and sound cost management."

# Growth in Cocoa Ingredients and Branded Consumer Divisions

Financial Highlights	3 months ended 30 Sep			9 months ended 30 Sep		
	Jul-Sep 05	Jul-Sep 04	% Change	Jan-Sep 05	Jan-Sep 04	% Change
Revenue (US\$'m)						
Cocoa Ingredients	72.2	69.1	+ 4.5	228.4	199.7	+ 14.3
Branded Consumer	38.0	31.3	+ 21.4	98.4	84.4	+ 16.7
EBITDA						
Cocoa Ingredients	6.2	5.8	+ 6.9	18.2	16.3	+ 11.8
Branded Consumer	4.3	4.3	+ 0.4	13.0	13.5	- 3.6

# **Cocoa Ingredients Division**

The additional production capacity as a result of the expansion of manufacturing plants has enabled the Group to meet the higher sales demands from its international food and beverage customers. Sales volumes hit 29,642 metric tons, a 6.7% increase, and although average cocoa raw material prices were lower, sales for the Cocoa Ingredients Division rose by 4.5% to US\$72.2 million.

Petra Foods' increased sales volume and higher EBITDA yield led EBITDA to increase 6.9% to US\$6.2 million in 3Q2005. Given the higher EBITDA yield, EBITDA per mt of sales volume on a six month moving average also increased to US\$220 per mt, up from US\$213 per mt in 3Q2004.

## **Branded Consumer Division**

During the period under review, revenue for the Branded Consumer Division rose 21.4% to US\$38 million. In local currency terms, revenue growth was 26.9% as the Group continued to leverage on its dominant brand position and to diversify its business outside Indonesia. Part of this diversification is the Group's joint venture ("JV") company with Sime Darby -



Petra Sime Marketing ("Petra Sime") which the Group established in March 2005. The JV enhances the Group's distribution capabilities and Petra Sime also distributes healthcare products and wine and spirits to retail outlets and other institutions in Singapore.

The Group has been successful in mitigating the impact of higher fuel costs and higher raw material costs resulting from the weakening of Indonesian Rupiah. The gross profit margin for Q3 2005 has improved to 31.5% from 30.8% in Q2 2005. This can be attributed to the Group's effective cost reduction initiatives and a price hike for its product range in September 2005.

"We remain confident that our branded consumer sales will continue to grow in the double digit range. We have a seasoned management team to lead the growth through innovative tactics such as demand growth stimulation through an engaging A&P program and continual introduction of new products. We will also strive to maintain our gross profit margin at the current level through a combination of price increases, product resizing and cost reduction measures," added Mr Chuang.

In addition, to further diversify the branded consumer sales base, the Group continually looks at viable ways to strengthen its marketing and distribution networks in Asia, either through partnerships or acquisitions.

"Our JV with Sime Darby Singapore and the acquisition of Sime Darby Marketing Sdn Bhd in September 2005 provides us with a good base to further grow our branded chocolate confectionery business in Singapore and Malaysia," explained Mr Chuang.

# **Strong Cash Flow**

The Group's financial position continued to improve as the Group's higher profitability translates into stronger cashflow generated from operations which increased to US\$33.5 million for the nine months ended September 2005, as compared with US\$16.2 million previously. Total bank borrowings decreased by 10.6% to US\$88.8 million.



#### **Outlook for FY2005**

Going forward, the Group remains optimistic on the business outlook for this year and expects the brisk demand for cocoa ingredients and chocolate confectionery products to continue to drive growth for its *Cocoa Ingredients* and *Branded Consumer Divisions*.

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## **ABOUT PETRA FOODS LIMITED**

Listed on the SGX-ST since 5 November 2004, Petra Food Limited ("the Group") is one of the world's major manufacturers and suppliers for cocoa ingredients, namely cocoa powder, cocoa butter and cocoa liquor. The Group also manufactures and/or distributes branded consumer products, primarily chocolate confectionery products, for which it is the market leader in Indonesia.

The Group has two business divisions, Cocoa Ingredients and Branded Consumer.

### Cocoa Ingredients Division

The Group manufactures and sells cocoa ingredients, under the "Delfi" brand, to over 30 countries worldwide. Its major customers are international food and beverage companies such as Nestlé, Cadbury, the Mars Group, Arnott's, A.B. Foods, Barry Callebaut and the Meiji Group.

# **Branded Consumer Division**

The Group manufactures and/or distributes branded consumer products that are sold in over 17 countries including Indonesia, Singapore, Malaysia, Hong Kong, Australia, Thailand, the Philippines and China. Petra Foods has an established portfolio of chocolate confectionery brands which are household names in Indonesia include eight master brands and 19 key sub brands and manufactures over 300 stock keeping units. Its flagship brands in Indonesia include "SilverQueen" and "Ceres" that were introduced in the 1950s and "Delfi" in the 1980s. In addition, the Group also distributes a portfolio of well-known third party brands in Indonesia, Singapore and Malaysia.

Headquartered in Singapore, Petra Foods has six cocoa processing facilities (located in Indonesia, Malaysia, the Philippines, Thailand, Brazil and Mexico), two chocolate confectionery production facilities (located in Indonesia and Malaysia) and a total staff strength of over 4,000.

Petra Foods was awarded the top spot in the annual Singapore Enterprise 50 Award in 2003. In addition, it was recognised as the "Best Newly Listed Singapore Company in 2004" in Asiamoney's Best Managed Companies Poll 2004. More recently, it was named the "Enterprise of the Year 2004" by the 20<sup>th</sup> Singapore Business Awards on 30 March 2005.



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