

### Petra Foods Limited Unaudited Financial Statement and Dividend Announcement For the 3rd Quarter and Nine Months Ended 30 September 2006

PART I - INFORMATION REQUIRED FOR ANNOUNCEMENT OF QUARTERLY (1Q, 2Q, 3Q & 4Q), HALF YEAR AND FULL YEAR RESULTS

## 1(a) (i) An income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year.

		The Group			The Group			
		3Q ended 30 September		9 Mc	onths e	ended 30 Sep	tember	
		2006	2005	Change	2006	ô	2005	Change
	<u>Notes</u>	<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>	<u>US\$'0</u>	<u>00</u>	<u>US\$'000</u>	<u>%</u>
Sales	1	148,394	110,240	34.6%	384	,037	326,812	17.5%
Cost of Sales	2	(119,988)	(88,646)	35.4%	(306,	720)	(266,951)	14.9%
<b>Gross Profit</b>		28,406	21,594	31.5%	77	,317	59,861	29.2%
Other operating income		575	252	128.2%	2	,222	874	154.2%
Selling and Distribution costs		(12,664)	(9,420)	34.4%	(32,	245)	(22,960)	40.4%
Administrative expenses		(4,573)	(3,843)	19.0%	(13,	582)	(11,822)	14.9%
Finance Costs	3	(2,755)	(619)	345.1%	(6,	867)	(3,605)	90.5%
Other operating expenses		(31)	(363)	-91.5%	(;	350)	(791)	-55.8%
		8,958	7,601	17.9%	26	,495	21,557	22.9%
Share of results of associates		69	5	N/M		(50)	(92)	-45.7%
Profit before tax and exceptional Item		9,027	7,606	18.7%	26	,445	21,465	23.2%
Exceptional Item	4	744	=_	N/M	2	,260	-	N/M
Profit before tax		9,771	7,606	28.5%	28	,705	21,465	33.7%
Income tax expense	7	(2,287)	(1,523)	50.2%	(6,	337)	(4,678)	35.5%
Profit after tax		7,484	6,083	23.0%	22	,368	16,787	33.2%
Attributable to:								
Shareholders of the Company		7,484	5,947	25.8%	22	,368	17,112	30.7%
Minority Interest		-	136	N/M		-	(325)	N/M
Profit attributable to equity ho the Company	lders of	7,484	6,083	23.0%	22	,368	16,787	33.2%
EBITDA		14,495	10,552	37.4%	41	,446	31,207	32.8%
Earnings per Share								
- Before exceptional item (US	cents)	1.38	1.12	23.2%	;	3.89	3.21	21.2%
- After exceptional item (US ce	ents)	1.41	1.12	25.9%		4.20	3.21	30.8%
Return on Equity								
- Before exceptional item					17	'.5%	16.4%	1.1% pts
- After exceptional item					18	3.8%	16.4%	2.4% pts

#### **Notes**

NM denotes not meaningful

- 1 EBITDA represents net profit before exceptional item, net interest expense, income tax expense, depreciation and amortization expense.
- 2 Dilutive earnings per share for 3Q and nine months 2006 is the same as basic earnings per share since there were no dilutive potential ordinary shares as at 30 September 2006.



## **Explanatory Notes on Profit and Loss**

#### Note 1 - Breakdown of sales by division

	3Q end	3Q ended 30 September			s ended 30 Se	ptember
	2006	2005	Change	2006	2005	Change
	<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>	<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>
Cocoa Ingredients Division	90,920	72,228	25.9%	242,599	228,380	6.2%
Branded Consumer Division	57,474	38,012	51.2%	141,438	98,432	43.7%
	148,394	110,240	34.6%	384,037	326,812	17.5%

#### Note 2 - Cost of Sales

Cost of sales consists of cost of goods sold, costs of processing services rendered and net gain or loss on derivatives and hedge adjustment on inventory.

	3Q ended 30 September				9 Months ended 30 September		
	2006	2005	Change		2006	2005	Change
	<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>		<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>
Cost of goods sold	(115,905)	(85,921)	34.9%		(298,737)	(257,364)	16.1%
Cost of services	(3,010)	(2,826)	6.5%	_	(8,444)	(7,110)	18.8%
	(118,915)	(88,747)	34.0%		(307,181)	(264,474)	16.1%
Adjusted for:							•
Fair value hedge gain/(loss) adjustment of inventories	(9,871)	2,369	N/M		(4,401)	1,241	N/M
Fair value gain/(loss) on cocoa bean derivatives	9,169	(686)	N/M		2,705	1,351	N/M
Fair value gain)(loss) on foreign							
exchange derivatives	(775)	(134)	N/M		1,689	(3,300)	N/M
	(1,477)	1,549	N/M	_	(7)	(708)	N/M
	(120,392)	(87,198)	38.1%		(307,188)	(265,182)	15.8%
Net foreign exchange gain/(loss)	404	(1,448)	N/M	_	468	(1,769)	N/M
Cost of Sales	(119,988)	(88,646)	35.4%	=	(306,720)	(266,951)	14.9%

### Note 3 - Finance Costs (Net)

	3Q ended 30 September				9 Months ended 30 Septembe		
	2006	2005	Change	_	2006	2005	Change
	<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>		<u>US\$'000</u>	<u>US\$'000</u>	<u>%</u>
Interest Expense	(2,566)	(1,015)	152.8%		(7,104)	(3,529)	101.3%
Fair value Gain/(Loss) on interest rate derivatives	(254)	377	N/M		103	68	51.5%
Transfer from cash flow hedge	62	-	N/M		56	-	N/M
Net interest expense	(2,758)	(638)	332.3%		(6,945)	(3,461)	100.7%
Net foreign exchange gain / (loss)	3	19	-84.2%		78	(144)	N/M
Total finance costs	(2,755)	(619)	345.1%	_	(6,867)	(3,605)	90.5%



#### Note 4 - Exceptional Gain

A breakdown of the exceptional items is as follows:

		3Q ended 30 September 2006	30 September 2006
	Note	<u>US\$'000</u>	<u>US\$'000</u>
Negative goodwill arising from acquisition of businesses	5	(253)	3,070
One-time restructuring costs for cessation of manufacturing operations in Ceres Sime Confectionery Sdn Bhd (Malaysia)	6	997	(810)
Exceptional Gain		744	2,260
Income Tax Expense – foreign	7	(619)	(619)
		125	1,641

#### Note 5

On 8 February 2006, the Group acquired from Hudson Group Limited, the Hudson business and ownership rights to the "Hudson's" trademark in the following countries - Malaysia, Singapore, Philippines and Brunei.

On 1 March 2006, the Group acquired the chocolate confectionery manufacturing plants and sales and distribution assets from Nestle Philippines and its subsidiary, Goya Inc. The acquisition includes the purchase of key brands "Knick Knacks", "Goya" and "Boom Boom" and was done through Delfi Foods Inc, a wholly owned subsidiary of the Group.

The effects of the above acquisitions to the Group's financials are as follows:

Fair value of identifiable net assets of businesses acquired:

Tall value of identificable flot decete of businesses dequires	<u>US\$'000</u>
Plant and Equipment	6,737
Intangible Assets	3,700
Inventories	2,413
Other payables	(690)
Deferred income tax liabilities	(1,287)
	10,873
Less:	
Total consideration – paid in cash	(7,803)
Negative goodwill recognized in the income statement	3,070

The negative goodwill represents the excess of the Group's interest in the net fair value of the identifiable assets and liabilities acquired over the cost of the acquisition.

#### Note 6

On 4 May 2006, Ceres Sime Confectionery Sdn Bhd ceased manufacturing operations in Malaysia. Its chocolate manufacturing equipment is being re-deployed to the Group's chocolate confectionery manufacturing facilities in Indonesia and the Philippines.

#### Note 7

Included in the Group's 3Q 2006 income tax expense was a US\$619,000 charge of deferred tax assets arising from the cessation of manufacturing operations of Ceres Sime Confectionery Sdn. Bhd. As per Notes 4 and 6 above.



(Registration no. 198403096C)

## 1(a)(ii) The net profit was arrived after (deducting)/crediting the following:

		3Q ended 30 September		nber	9 Months e	nded 30 Sept	ember
		2006	2005	Change	2006	2005	Change
	Notes	US\$'000	<u>US\$'000</u>	<u>%</u>	<u>US\$'000</u>	US\$'000	<u>%</u>
Depreciation of property, plant and equipment		(2,838)	(2,353)	20.6%	(8,303)	(6,379)	30.2%
Amortisation of intangible assets		(18)	(11)	63.6%	(52)	(23)	126.1%
Net foreign exchange (loss)/ gain		(127)	(1,877)	(93.2%)	1,575	(2,370)	NM
Under/(Over) provision of tax in prior years		(118)	100	NM	36	(61)	NM
Gain/(loss) on disposal of property, plant and equipment		23	(18)	NM	70	(27)	NM
Impairment of property, plant and equipment	8	(28)	-	NM	(853)	-	NM
Impairment/(writeback) of debtors	8	11	-	NM	(134)	-	NM
Inventories written off	8	(253)	(66)	283.3%	(449)	(272)	65.1%
Writeback/(allowance) for inventories obsolescence		339	18	NM	114	(67)	NM

#### Note 8

In conjunction with the restructuring exercise as explained in Note 6 above, the following one-time restructuring costs were recognised:

	3Q ended <u>US\$'000</u>	9 months <u>US\$'000</u>	
Impairment of property, plant and equipment	(28)	(853)	
Impairment of debtors	60	(85)	
Inventories written off	88	(132)	



1(b) (i) A balance sheet (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

	Ţ	The Group		The Company		
	+					
		30-Sep-06	31-Dec-05	30-Sep-06	31-Dec-05	
ACCETO	<u>Notes</u>	<u>US\$'000</u>	<u>US\$'000</u>	<u>US\$'000</u>	<u>US\$'000</u>	
ASSETS						
Current assets		F FF7	5 074	400	504	
Cash and cash equivalents		5,557	5,374	489	584	
Trade receivables		56,612	45,033	85,422	57,736	
Inventories		101,555	93,809	5,020	32,450	
Derivative assets		4,978	3,423	1,803	3,423	
Other current assets	-	13,438	10,964	19,191	10,851	
	-	182,140	158,603	111,925	105,044	
Non-current assets						
Investments in subsidiaries	1	-	-	44,352	45,015	
Investments in associated companies		2,996	2,864	3,000	3,000	
Property, plant and equipment	2	136,841	112,481	2,543	2,586	
Intangibles assets		14,803	11,036	1,784	-	
Deferred income tax assets		953	1,288	-	-	
Loans to subsidiaries		-	-	10,000	17,008	
Other non-current assets	-	2,696	522	4,616	444	
	-	158,289	128,191	66,295	68,053	
Total Assets	-	340,429	286,794	178,220	173,097	
LIABILITIES						
Current liabilities						
Trade payables		31,428	22,249	14,149	9,262	
Other payables		16,346	13,283	4,449	1,998	
Current income tax liabilities		3,953	3,323	1,323	2,753	
Borrowings	3	90,208	63,561	33,071	21,948	
Derivative liabilities	<u>-</u>	-	3,733	-	3,733	
		141.935	106,149	52,992	39,694	
Non-current liabilities	-	,	100,110	02,002	00,00.	
Borrowings	3	27,357	24,226	381	436	
Provisions for other liabilities and charges		3,657	2,933	-	-	
Deferred income tax liabilities		2,779	1,297	194	331	
Dolottod moonte tax nabinitos	=	33,793	28,456	575	767	
Total liabilities	-	175,728	134,605	53,567	40,461	
NET ASSETS		164,701	152,189	124,653	132,636	
EQUITY Capital and reserves attributable to the Company's equity holders	-	·		·		
Share capital and share premium	4	95,767	95,767	95,767	95,767	
Foreign currency translation reserve		(3,334)	(5,616)		-	
Other reserves	5	752	1,854	(28)	1,147	
Retained earnings		71,516	59,781	28,914	35,722	
Shareholders' equity	-	164,701	151,786	124,653	132,636	
Minority interests		- /	403	-	- ,	
Total equity	-	164,701	152,189	124,653	132,636	
rotal equity	-	104,701	102,109	124,000	132,030	



#### **Explanatory Notes on Balance Sheet**

#### Note 1 - Investment in Subsidiaries

Details of subsidiaries are as follows:

## Effective equity interest held by the Group

		•	•
Name of Subsidiaries	Country	30-Sep-06	31-Dec-05
		%	%
Held by the Company			
PT Perusahaan Industri Ceres	Indonesia	100	100
PT General Food Industries	Indonesia	100	100
PT Nirwana Lestari	Indonesia	100	100
Delfi Cocoa (Malaysia) Sdn Bhd	Malaysia	100	100
Siam Cocoa Products Co Ltd	Thailand	100	100
Cocoa Specialities, Inc	Philippines	100	100
Delfi Marketing Inc <sup>1</sup>	Philippines	100	-
Delfi Food Inc <sup>2</sup>	Philippines	100	40
Delfi Chocolate Manufacturing S.A.	Switzerland	100	100
Delfi Cocoa USA, Inc	USA	100	100
McKeeson Consultants Pte Ltd	Singapore	100	100
Delfi Singapore Pte Ltd <sup>3</sup>	Singapore	100	100
Petra-SPT Marketing Pte Ltd	Singapore	100	100
Delfi Cocoa Investments 1 Pte Ltd	Singapore	100	100
Delfi Marketing Sdn Bhd <sup>4</sup>	Malaysia	100	70
Ceres Sime Confectionery Sdn Bhd <sup>5</sup>	Malaysia	100	60
Held by other subsidiaries within the Group			
Ceres Sime Marketing Sdn Bhd <sup>5</sup>	Malaysia	100	60
DCMX Cocoa, SA de CV	Mexico	100	100
Petra Management Services, SA de CV	Mexico	100	100
Delfi Cacau Brasil Ltda	Brasil	100	100

<sup>&</sup>lt;sup>1</sup> On 5 January 2006, the Company formed a wholly owned subsidiary company, Delfi Marketing Inc. ("Delfi Marketing") in the Philippines. Delfi Marketing has been formed for the purpose of distributing, marketing and selling the Group's branded chocolate confectionery products in the Philippines.

<sup>&</sup>lt;sup>2</sup> On 23 January 2006, the Company increased its shareholding in Delfi Foods Inc, an associate company in the Philippines from 40% to 100%.

<sup>&</sup>lt;sup>3</sup> On 25 January 2006, the Company increased its paid up capital in Petra Sime Marketing Private Limited, a wholly owned subsidiary in Singapore from S\$3 million to S\$4.15 million. The consideration of new shares was settled by way of capitalizing the full amount of loan owing by Petra Sime to the Company. On 1 August 2006, Petra Sime Marketing Private Limited changed its name to Delfi Singapore Pte Ltd.

<sup>&</sup>lt;sup>4</sup> On 14 March 2006, the Company acquired the remaining 30% stake in its joint venture company, Sime Darby Marketing Sdn Bhd from its JV partner, Sime Malaysia Region Berhad, a wholly owned subsidiary of Sime Darby Berhad, one of Malaysia's largest conglomerates. On 30 June 2006, Sime Darby Marketing Sdn Bhd changed its name to Delfi Marketing Sdn Bhd.

<sup>&</sup>lt;sup>5</sup> On 4 May 2006, the Company acquired the remaining 40% stake in Ceres Sime Confectionery Sdn Bhd from its joint venture partner, Sime Malaysia Region Berhad, a wholly owned subsidiary of Sime Darby Berhad. With the 100% shareholding, the Company was able to re-deploy the assets the chocolate manufacturing equipment to Indonesia and the Philippines and the joint venture ceased manufacturing operations.



#### Note 2 - Property Plant and Equipment

Total capital expenditure for period under review amounted to US\$24 million as follows:

9-month ended 30 September				
2006	2005			
<u>US\$'000</u>	<u>US\$'000</u>			
12,711	11,832			
11,455	18,065			
24,166	29,897			

Cocoa Ingredients
Branded Consumer

#### Note 3 - Borrowings

	The Gr	oup	The Company		
	30-Sep-06	31-Dec-05	30-Sep-06	31-Dec-05	
	<u>US\$'000</u>	<u>US\$'000</u>	<u>US\$'000</u>	<u>US\$'000</u>	
(a) Current					
Bank overdraft	31,735	27,728	50	-	
Bank loans	22,560	10,793	-	-	
Lease liabilities	289	215	121	132	
Trade Finance	35,624	24,825	32,900	21,816	
	90,208	63,561	33,071	21,948	
(b) Non Current					
Bank loans	26,789	23,657	-	-	
Lease Liabilities	568	569	381	436	
	27,357	24,226	381	436	

#### Note 4 - Share Capital and Share Premium

With effect from 30 January 2006, the concepts of "par value" and "authorized capital" were abolished under the Companies (Amendment) Act 2005. The amount, reflected as a credit in the Company's share premium account as at 30 January 2006, has become part of the Company's share capital as at that date.

#### Note 5 - Other Reserves

Cash flow hedge reserve as disclosed in para 1(d)(i) decreased from US\$1.1 million to US\$45,000 due to a fair value loss of cocoa bean futures of US\$1.5 million during the period under review. This was mitigated by a fair value gain on interest rate swap of US\$374,000.

The Group enters into a combination of cocoa bean futures and currency futures to lock in the cost of carry and/or market differentials arising from future purchases of cocoa beans and future sales of cocoa products. Interest rate swap is used to hedge its floating rate loan facilities.

#### Note 6 - Key Ratios

	The C	Group
	30-Sep-06	31-Dec-05
Current Ratio (times)	1.28 x	1.49 x
Average Inventory Days	87	100
Average Receivable Days	36	35
Net Debt to Equity (times)	0.68 x	0.54 x
Adjusted Net Debt to Equity (times)*	0.46 x	0.38 x

<sup>\*</sup> Note: The Adjusted Net Debt to Equity Ratio is adjusted for Trade Finance which is used to fund cocoa beans inventory.



#### 1(b)(ii) Aggregate amount of the group's borrowings and debt securities

	The G	roup	The Co	mpany
	30-Sep-06	31-Dec-05	30-Sep-06	31-Dec-05
	US\$'000	US\$'000	<u>US\$'000</u>	US\$'000
Amount repayable in one year or less, or on demand				
- Secured	17,420	63,561	121	21,948
- Unsecured	72,788	-	32,950	-
	90,208	63,561	33,071	21,948
Amount repayable after one year				
- Secured	27,357	24,226	381	436
- Unsecured		-	-	-
	27,357	24,226	381	436

#### **Details of collateral**

In May 2006, the Company replaced its US\$110 million Trade Finance Facilities with bilateral facilities from various bankers amounting to US\$147 million on an unsecured basis.

Total bank borrowings of US\$44.7 million obtained by subsidiaries in the Group are secured by certain pledged deposits, trade receivables, inventories, property, plant and equipment and legal mortgages of land and properties.



# 1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

	_		
		9 months	
	Notes	30-Sep-06	30-Sep-05
		<u>US\$'000</u>	<u>US\$'000</u>
Cash flows from operating activities		00.705	04.405
Profit before tax		28,705	21,465
Adjustments for:			
Depreciation & amortization		8,355	6,402
Loss/(gain) on disposals of property, plant and equipment		(70)	27
Interest (income)		(273)	(120)
Interest expense		6,945	3,461
Impairment loss of intangibles		-	328
Restructuring costs		451	-
Negative goodwill		(3,070)	-
Net foreign exchange (gain)/loss		(78)	144
Share of loss from associated companies		50	92
Operating cash flow before working capital changes		41,015	31,799
Change in operating assets and liabilities, net of effects from			
purchase of subsidiaries			
Inventories		(9,864)	10,976
Trade and other receivables		(16,352)	1,072
Change in fair value of inventories		4,400	(2,484)
Change in fair value of derivatives		(6,521)	(4,737)
Trade and other payables		12,224	5,108
Trade finance		10,800	(1,588)
Cash generated from operations		35,702	40,146
Interest received		273	120
Interest paid		(1,643)	(1,398)
Income tax paid		(5,402)	(5,585)
Net cash provided by operating activities	_	28,930	33,283
Cash flows from investing activities			
Acquisition of subsidiaries, net of cash acquired		(6,021)	(899)
Acquisition of additional interests in subsidiaries		(410)	(033)
Purchases of property, plant and equipment		(24,166)	(29,897)
Payments for patent & trademark		(1,853)	(99)
Proceeds from disposals of property, plant and equipment		208	283
Net cash used in investing activities		(32,242)	(30,612)
not out a court in invocating about a co	_	(02)212)	(00,012)
Cash flows from financing activities			
Net Proceeds/(repayment) of bank loan		15,823	(4,330)
Repayment of lease liabilities – net		78	177
Interest paid		(5,302)	(2,063)
Dividend paid to shareholders		(10,633)	(7,362)
Decrease/(increase) in fixed deposits held as collateral with financial institutions		154	(1,423)
Net cash from financing activities	_	120	(15,001)
			_
Net increase/(decrease) in cash and cash equivalents		(3,193)	(12,330)
Cash and cash equivalents at the beginning of the financial year		(22,961)	1,244
Net effect of exchange rate changes in consolidating subsidiaries		(478)	(849)
Cash and cash equivalents at the end of the financial period	_	(26,631)	(11,935)



#### **Notes to Statement of Cash Flow**

(i) Cash and cash equivalents comprise the following Balance Sheets amounts:

	Financial Yea	ar ended
	30-Sep-06	30-Sep-05
	<u>US\$'000</u>	<u>US\$'000</u>
Cash and bank balances	5,557	6,860
Less: Fixed deposits held as collateral with financial institutions	(453)	(2,677)
Less: Bank overdrafts	(31,735)	(16,118)
	(26,631)	(11,935)

(ii) Cash generated from operations for the period under review was U\$\$28.9 million. This was used to fund part of the cost of business acquisitions (U\$\$8.3 million); and plant and capacity expansion in Malaysia, Indonesia and Latin America (U\$\$24.2 million).



1(d) (i) A statement (for the issuer and group) showing either (a) all changes in equity or (b) changes in equity other than those arising from capitalization issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Consolidated Statement of Changes in Equity For the period ended 30 September 2006

		Attributable to eq	uity holders of	the Company				
	Share capital and share premium US\$'000	Foreign Currency translation reserve US\$'000	Retained earnings US\$'000	Cash flow hedge reserve US\$'000	General reserve US\$'000	Total shareholders' equity US\$'000	Minority interest US\$'000	Total equity US\$'000
The Group								
<u>1H 2006</u> Balance at 1 January 2006	95,767	(5,616)	59,781	1,147	707	151,786	403	152,189
Currency translation differences	-	1,728	-	-	-	1,728	7	1,735
Cash flow hedges	-	-	-	1,430	-	1,430	-	1,430
Tax on fair value gain	-	-	-	(143)	-	(143)	-	(143)
Net gains recognised directly in equity	-	1,728	-	1,287	-	3,015	7	3,022
Net profit for the period		-	14,884	-	-	14,884	-	14,884
Total recognised gains/(losses)	-	1,728	14,884	1,287	-	17,899	7	17,906
Purchase of additional equity interests in subsidiary companies Dividend relating to 2005	- -	- -	- (5,257)	- -	-	- (5,257)	(410) -	(410) (5,257)
Balance at 30 June 2006	95,767	(3,888)	69,408	2,434	707	164,428	-	164,428



## Consolidated Statement of Changes in Equity (cont'd)

		Attributable to eq	uity holders of	the Company		ı		
	Share capital and share premium US\$'000	Foreign Currency translation reserve US\$'000	Retained earnings US\$'000	Cash flow hedge reserve US\$'000	General reserve US\$'000	Total shareholders' equity US\$'000	Minority interest US\$'000	Total equity US\$'000
The Group								
<u>3Q 2006</u> Balance at 1 July 2006	95,767	(3,888)	69,408	2,434	707	164,428	-	164,428
Currency translation differences	-	554	-	-	-	554	-	554
Cash flow hedges	-	-	-	(2,658)	-	(2,658)	-	(2,658)
Tax on fair value gain	-	-	-	269	-	269	-	269
Net gains recognised directly in equity	-	554	-	(2,389)	-	(1,835)	-	(1,835)
Net profit for the period		-	7,484	-	-	7,484	-	7,484
Total recognised gains/(losses)	-	554	7,484	(2,389)	-	5,649	-	5,649
Purchase of additional equity interests in subsidiary companies Dividend relating to 2005	<del>-</del>	- -	- (5,376)	- -	-	- (5,376)	-	(5,376)
Balance at 30 September 2006	95,767	(3,334)	71,516	45	707	164,701	-	164,701



### 1(d)(i) Consolidated Statement of Changes in Equity For the period ended 30 September 2005

Attributable to equity holders of the Company Share Foreign capital and Currency **Cash flow Total** shareholders' hedge General share translation Retained Minority earnings interest premium reserve Total equity reserve reserve equity US\$'000 US\$'000 US\$'000 US\$'000 US\$'000 US\$'000 US\$'000 US\$'000 The Group 1H 2005 Balance as 1 January 2005, as previously (4,407)486 426 135,899 reported 95,657 43,737 135,473 Effect of changes in accounting policies - Effect of adopting FRS 39 (77)170 93 93 486 426 Balance at 1January 2005, restated 95,657 (4,407)43,660 170 135,566 135,992 Currency translation differences (1,206)(1,206)(21)(1,227)Cash flow hedges (214)(214)(214)Net losses recognised directly in equity (1,206)(214)(1,420)(21)(1,441)Net profit for the period 11,165 11,165 (461) 10,704 Total recognised gains/(losses) (214)9,263 (1,206)11,165 9,745 (482)Minority interest arising from acquisition of a subsidiary 1,019 1,019 Dividend relating to 2004 (2,986)(2,986)(2,986)Balance at 30 June 2005 95,657 (44)486 963 143,288 (5,613)51,839 142,325



## Consolidated Statement of Changes in Equity (cont'd)

		Attributable to ed	uity holders of	the Company		l		
	Share capital and share premium US\$'000	Foreign Currency translation reserve US\$'000	Retained earnings US\$'000	Cash flow hedge reserve US\$'000	General reserve US\$'000	Total shareholders' equity US\$'000	Minority interest US\$'000	Total equity US\$'000
The Group								
3Q 2005								
Balance as 1 July 2005	95,657	(5,613)	51,839	(44)	486	142,325	963	143,288
Currency translation differences	-	(1,284)	-	-	-	(1,284)	(4)	(1,288)
Cash flow hedges	-	-	-	(9)	-	(9)	-	(9)
Net losses recognised directly in equity	-	(1,284)	-	(9)	=	(1,293)	(4)	(1,297)
Net profit for the period		-	5,947	-	-	5,947	136	6,083
Total recognised gains/(losses) 2005 Interim dividend paid	<u>-</u>	(1,284) -	5,947 (4,376)	(9)	-	4,654 (4,376)	132	4,786 (4,376)
Balance at 30 September 2005	95,657	(6,897)	53,410	(53)	486	142,603	1,095	143,698



## Statement of Changes in Equity For the period ended 30 September 2006

	Share capital and share premium US\$'000	Retained earnings US\$'000	Cash flow hedge reserve US\$'000	Total shareholders' equity US\$'000
The Company	0000	υσφ σσσ	0000	υσφ σσσ
1H 2006				
Balance at 1 January 2006	95,767	35,722	1,147	132,636
Cash flow hedges	-	-	1,287	1,287
Net losses recognised directly in equity	-	-	1,287	1,287
Net profit for the period		2,799	-	2,799
Total recognised gains/(losses)	-	2,799	1,287	4,086
Dividend relating to 2005		(5,257)	-	(5,257)
Balance at 30 June 2006	95,767	33,264	2,434	131,465
<u>3Q 2006</u>				
Balance at 1 July 2006	95,767	33,264	2,434	131,465
Cash flow hedges	-	-	(2,462)	(2,462)
Net losses recognised directly in equity	-	-	(2,462)	(2,462)
Net profit for the period	<u> </u>	1,026	-	1,026
Total recognised gains/(losses)	-	1,026	(2,462)	(1,436)
Dividend relating to 2005	<u>-</u>	(5,376)	-	(5,376)
Balance at 30 September 2006	95,767	28,914	(28)	124,653



## Statement of Changes in Equity For period ended 30 September 2005

	Share capital and share premium US\$'000	Retained earnings US\$'000	Cash flow hedge reserve US\$'000	Total shareholders' equity US\$'000
The Company				
<u>1H 2005</u> Balance as 1 January 2005	95,657	25,874	-	121,531
Effect of changes in accounting policies				
- Effect of adopting FRS 39		(106)	170	64
Balance at 1January 2005, restated	95,657	25,768	170	121,595
Cash flow hedges	-	-	(214)	(214)
Net losses recognised directly in equity	-	-	(214)	(214)
Net profit for the period		7,236	-	7,236
Total recognised gains/(losses)	-	7,236	(214)	7,022
Dividend relating to 2004		(2,986)	-	(2,986)
Balance at 30 June 2005	95,657	30,018	(44)	125,631
3Q 2005 Balance as 1 July 2005 Effect of changes in accounting policies	95,657	30,018	(44)	125,631
Cash flow hedges	-	_	(9)	(9)
Net losses recognised directly in equity	-	-	(9)	(9)
Net profit for the period	-	3,937	-	3,937
Total recognised gains/(losses)	-	3,937	(9)	3,928
2005 Interim dividend paid		(4,376)	-	(4,376)
Balance at 30 September 2005	95,657	29,579	(53)	125,183



1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

During the 9 months ended 30 September 2006, there was no change in the issued and paid up share capital of the Company (2005: \$\$53,222,700).

There were no options granted or shares issued pursuant to the Petra Foods Share Option Scheme and the Share Incentive Plan.

2. Whether the figures have been audited, or reviewed and in accordance with which auditing standard or practice.

The figures have not been audited or reviewed.

3. Whether the figures have been audited or reviewed, the auditors' report (including qualifications or emphasis of matter).

Not applicable.

4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

The Company and the Group have applied the same accounting policies and methods of computation in the preparation of the financial statements for the current reporting period compared with those for the audited financial statements for the year ended 31 December 2005.

5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change

There are no changes in accounting policies.

6. Earnings per ordinary share of the group for the current period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends.

		3Q ended 30	September	9 Months of Septer	
		2006	2005	2006	2005
(i)	Based on weighted average number of ordinary shares in issue - (US cents)				
	- Before exceptional item	1.38	1.12	3.89	3.21
	- After exceptional item	1.41	1.12	4.20	3.21
(ii)	On a fully diluted basis - (US cents)				
	<ul><li>Before exceptional item</li><li>After exceptional item</li></ul>	1.38 1.41	1.12 1.12	3.89 4.20	3.21 3.21

#### Notes

Basic earnings per share for 3Q 2006 is computed based on 532,277,000 shares (3Q 2005: 532,277,000 shares).

<sup>2.</sup> There were no dilutive potential ordinary shares as at 30 September 2006 and 30 September 2005 respectively.



- 7. Net asset value (for the issuer and group) per ordinary share based on issued share capital of the issuer at the end of the
  - (a) current period reported on; and
  - (b) immediately preceding financial year.

	Group		Com	pany
	30 Sept 06	31 Dec 05	30 Sept 06	31 Dec 05
Net asset value per ordinary share based on issued share capital – (US cents)	30.9	28.6	23.4	24.9

- 8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group business. It must include a discussion of the following: -
  - (a) any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors: and
  - (b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on

Founded in 1984, Petra Foods Limited (the "Group") is one of the world's major manufacturers and suppliers of cocoa ingredients. 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** is involved in the manufacture and sale of a wide range of specialty cocoa butters, cocoa liquors and cocoa powders under the Delfi brand to over 30 countries.

The division protects itself against movement in cocoa bean prices through the purchase of futures contracts and/or by purchasing cocoa beans for delivery at a future date. This is because the prices set for sales of cocoa ingredients products generally reflect the prices of cocoa beans at the time the sales are contracted, the prices of cocoa beans have a direct impact on revenue.

Gross operating margin expressed as a percentage of sales may vary depending on cocoa bean prices although gross profit or operating profit may remain the same. As compared to a profitability margin expressed as a percentage of revenue, EBITDA per metric ton is a more appropriate measure of the performance of the Division.

**Branded Consumer division** manufactures, markets and distributes chocolate confectionery products in over 17 countries, with a portfolio of 10 master brands and 20 key-sub brands and with over 300 stock keeping units. The Group also distributes a wide range of food and other consumer products under a portfolio of well-known third party brands in Indonesia, Singapore, Malaysia and the Philippines.



## **Key Figures for the Group (unaudited)**

	3Q en	ded 30 Septen	nber	9 Months	ended 30 Se	ptember
	2006	2005	Change	2006	2005	Change
	US\$'000	US\$'000		US\$'000	US\$'000	
Income Statement						
<u>Revenue</u>						
Cocoa Ingredients	90,920	72,228	25.9%	242,599	228,380	6.2%
Branded Consumer	57,474	38,012	51.2%	141,438	98,432	43.7%
	148,394	110,240	34.6%	384,037	326,812	17.5%
EBITDA O	<b>-</b>	0.000	10.40/	04.4=0	10.010	47.00/
Cocoa Ingredients Branded Consumer	7,220 7,275	6,203	16.4% 67.3%	21,478	18,218 12,989	17.9%
Branded Consumer	·	4,349		19,968		53.7%
	14,495	10,552	37.4%	41,446	31,207	32.8%
Finance Costs	(2,755)	(619)	345.1%	(6,867)	(3,605)	90.5%
Profit before tax and exceptional item	9,027	7,606	18.7%	26,445	21,465	23.2%
Net Profit attributable to shareholders	7,484	6,083	23.0%	22,368	16,787	33.2%
Key Indicators by Business Seg	ments					
	3Q en	ded 30 Septen	nber	9 Months	ended 30 Se	ptember
	2006	2005	Change	2006	2005	Change
Branded Consumer Gross Profit Margin	32.1%	31.5%	0.6% pts	32.2%	31.2%	1.0% pts
Cocoa Ingredients						
Sales Volume (MT)	39,490	29,642	33.2%	102,470	82,308	24.5%
Capacity utilization	96%	94%	2% pts	93%	91%	2% pts
	6-mon	th moving ave	rage			
	ende	ed 30 Septemb	er			
	2006	2005	Change			
EBITDA per metric ton of sales volume (US\$)	205.0	220.0	(6.8%)			
Balance Sheet As at	30-Sep-06	31-Dec-05	Change			
	<u>US\$'000</u>	<u>US\$'000</u>	<u>US\$'000</u>			
Total Assets	340,429	286,794	53,635			
Current Assets	182,140	158,603	23,537			
Non current assets	158,289	128,191	30,098			
	. 50,200	0,.01				
Total Borrowings	117 565	87 787	29 778			
_	117,565	87,787	29,778			
Total Borrowings Shareholders' Equity Net Debt to Equity (times)	117,565 164,701 0.68x	87,787 151,786 0.54x	29,778 12,915 0.14x			



#### **Review of Group Financial Perfomance**

#### 9 months 2006 versus 9 months 2005

The results for the 9M 2006 period reflected good performances from Petra Foods' Branded Consumer and Cocoa Ingredients divisions.

Net profit attributable to shareholders for 9M 2006 grew 33.2% to US\$22.4 million over the same period last year driven by strong revenue growth of 17.5% and EBITDA growth of 32.8%. Total EBITDA for the 9M 2006 period was up by US\$10.2 million to US\$41.5 million contributed by US\$7.0 million from the Branded Consumer Division and US\$3.2 million from the Cocoa Ingredients Division.

Excluding an exceptional gain of US\$1.6 million (net of tax), the Group's 9M 2006 core net profit was US\$20.7 million, a 23.5% growth Year-on-Year (YoY).

In terms of performance from the individual units, Branded Consumer's performance outpaced that of Cocoa Ingredients – EBITDA growth of 53.7% YoY achieved vs. 17.9% EBITDA growth achieved by the Cocoa Ingredients Division.

Driving the strong revenue performance (up 43.7% YoY) and EBITDA performance for the Branded Consumer division was:-

- 1. Its ability to continue driving consumer demand in its core Indonesian market where sales in local currency terms grew 25% YoY;
- 2. The success of its regional growth strategy. Regional markets for the period under review accounted for 22.3% of the division's revenue, up from 13.8% previously driven mainly by contributions from the newly acquired businesses (ie Goya, Hudson's and Delfi Marketing Malaysia); and
- A 1% point improvement in Gross Profit Margin to 32.2% which demonstrates the division's ability to pass on the costs increases in its core Indonesian market last year and the higher economies of scale achieved.

For the Cocoa Ingredients Division, sales volume was up 24.5% to 102,470 metric tons from 82,308 tons as demand continued to outpace capacity with strong demand for its products. Expansion in processing capacities also helped fuel growth geographically as seen by increased turnover from Europe and Japan of 29.9% and 15% respectively. Capacity utilization remained high at 93% during the period under review, even after accounting for the capacity increase in its Cocoa Ingredients unit in Malaysia. The softer EBITDA per ton (6-month moving average) of US\$205 compared to last year can be attributed to the initial phasing in of the new capacity, product mix and new market development initiatives.

As a result of the strong performance for the Group, Return on Equity (annualized) improved from 16.4% to 17.5% YoY.

#### 3Q 2006 vs 3Q 2005

The Group's 3Q 2006 core net profit (excluding exceptional gain net of taxes) was up by 21% YoY to US\$7.4 million, driven by revenue growth of 34.6% and EBITDA growth of 37.4%, contributed mainly by a strong performance from the Branded Consumer Division.

The **Branded Consumer Division** posted a revenue growth of 51.2% or US\$19.5 million YoY with the Existing Businesses generating 33.3% growth and 17.9% growth from newly Acquired Businesses (i.e. Hudson's, Goya and Delfi Marketing Malaysia). For the division's core market in Indonesia, 3Q 2006 YoY revenue growth (in local currency terms) of 28.1% was achieved through:-



- 1. Successful new product launches;
- 2. Marketing and consumer promotion initiatives to further drive consumer demand; and
- 3. Extending the distribution pipeline to both the modern trade and traditional sales channels

The contribution to the Division's revenue from Regional sales was up from 16.5% in 3Q 2005 to 23.9% in 3Q 2006.

Branded Consumer achieved a EBITDA growth of 67.3% YoY on the back of a strong sales growth coupled with a Gross Profit Margin improvement of 0.6% point YoY to 32.1%.\_ The improved margin was attributable to our ability to leverage on our brand equity to pass on cost increases last year and the higher economies of scale and operational efficiency achieved.

**Cocoa Ingredients Division** registered a sales volume of 39,490 metric ton in 3Q 2006, a 33.2% growth from 29,642 metric tons in 3Q 2005 on the back of higher demand from its customers in the international food and beverage industry supported by added capacity from its Malaysia manufacturing plant in July 2006. The higher sales volume led EBITDA to grow 16.4% to US\$7.2 million in 3Q 2006. The consistent EBITDA growth reflected the success of the Group's demand-led capacity expansion strategy.

The YoY increase in Selling & Distribution expense of 34.4% was in line with the sales growth achieved and can be attributed to: (1) higher freight and handling charges due to higher sales volume and higher fuel prices; (2) higher staff costs as the Branded Consumer division scaled up its sales and marketing infrastructure to drive future growth; and (3) higher advertising and promotion expenses.

Finance cost in 3Q 2006 increased by US\$2.1 million to US\$2.8 million. Of the increase, 37% was attributable to higher quantum of borrowings mainly for working capital for the enlarged business; 37% to higher interest rates and the remaining 26% from FRS 39 fair value adjustments to the interest rate caps and corridors.

#### **Balance Sheet and Financial Position**

Total shareholders' equity increased by US\$12.9 million to US\$164.7 million. Total assets grew by US\$53.6 million of which, US\$24.2 million can be attributed to the Group's capital expenditure program, US\$8.3 million from new businesses acquired and the remainder for working capital.

In line with the business growth and expansion, total borrowings rose to US\$117.6 million as at 30 September 2006 from US\$87.8 million as at 31 December 2005. The increase came mainly from trade finance facilities, short term bank loans and overdraft which were used to fund the higher levels of inventory and receivables attributable to the enlarged business and recent capacity expansions. Please refer to Para 1(b) (i) Note 3.

The Group's net debt to equity ratio increased from 0.54 times as of 31 December 2005 to 0.68 times as of 30 September 2006.



9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

The Group's results for 3Q 2006 are in line with the commentary made in paragraph 10 of the Group's Second Quarter unaudited Financial Statement and Dividend Announcement.

10. A commentary at the date of the announcement of the competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

With its proven business model, Petra Foods' operation is fundamentally strong. It will continue to grow by building on its key strengths and focusing on the achievement of the Group's strategic objectives which include the strengthening of the Group's core competencies; the extension of its regional and global reach; and the maximization of asset yields over the long term.

For the **Branded Consumer division**, the fast growing South East Asian chocolate confectionery market is the main focus to drive the growth of its branded consumer products. Indonesia remains a key market and a significant contributor to the Group's growth. The intent is to further strengthen "Top-of-Mind" recall for its products amongst its target consumer groups through new product launches and brand building initiatives.

These initiatives, coupled with the distribution infrastructure which the Group has built in Indonesia and the region, are expected to drive strong performance for the division in the near future.

For the **Cocoa Ingredients division**, the strong volume uptake for its products is fuelled by the increasing demand from its international food and beverage customers. The Group's new market development initiatives are also continuing to yield positive results. It has and will continue to expand its geographical reach of its cocoa ingredients products. To fulfill the strong demand for its products, a two pronged strategy will be adopted – firstly, in the form of additional capacity in strategic locations or for niche products and secondly, to maximize asset yields.

For full year FY2006, the good performance expected of the Cocoa Ingredients division is expected to be moderated by a softer EBITDA yield (or EBITDA/MT of sales volume). The softer EBITDA yield in 3Q 2006, which was exacerbated by overall weaker pricing environment in the lower to mid priced cocoa ingredients market segments, will spill over into 4Q 2006 and possibly into 1H 2007. However, this headwind is expected to be temporary as there are market indications of pricing improvements.

Petra Foods has built a resilient business model with two complementary earnings stream which together should generate continued growth. Barring unforeseen circumstances, the Group is on track to deliver good growth for full year FY2006. The Group expects further growth in FY2007.

#### 11. Dividend

(a) Current Financial Period Reported On

Any dividend declared for the current financial period reported on? No.

(b) Corresponding Period of the Immediately Preceding Financial Year

Any dividend declared for the preceding financial period reported on? No.



(c) Date payable

N/A

(d) Books closure date

Not applicable

(e) If no dividend has been declared/recommended, a statement to that effect.

No dividend for 3Q ended 30 September has been declared



## 12. Segment Information

## Primary reporting format – business segments

9 months ended 30 September 2006	Cocoa Ingredients US\$'000	Branded Consumer US\$'000	Total US\$'000
Sales:			
- External sales	242,599	141,438	384,037
- Inter-segment sales	9,517	-	9,517
•	252,116	141,438	393,554
Elimination		·	(9,517)
			384,037
Segment result	16,368	16,994	33,362
Finance costs			(6,867)
Share of profit of associated companies			(50)
Profit before tax			26,445
Income tax expense			(6,337)
Exceptional Items			2,260
Minority interests			
Net profit			22,368
Other segment items			
Segment assets	199,786	136,694	336,480
Associated companies			2,996
Unallocated assets			953
Consolidated total assets			340,429
Segment liabilities	108,588	60,408	168,996
Unallocated liabilities			6,732
Consolidated total liabilities			175,728
Capital expenditure	12,711	11,455	24,166
Depreciation	4,927	3,376	8,303
Amortisation	52	-	52
Other non-cash expenses	129	342	471
EBITDA	21,478	19,968	41,446



## **Segment Information (continued)**

## Primary reporting format – business segments (continued)

	Branded Cocoa Ingredients Consumer		Total	
	US\$'000	US\$'000	US\$'000	
9 months ended 30 September 2005				
Sales:				
- External sales	228,380	98,432	326,812	
- Inter-segment sales	9,649	-	9,649	
	238,029	98,432	336,461	
Elimination			(9,649)	
			326,812	
Segment result	14,262	10,900	25,162	
Finance costs			(3,605)	
Share of profit of associated companies			(92)	
Profit before tax			21,465	
Income tax expense			(4,678)	
Minority interests			325	
Net profit			17,112	
Other segment items				
Segment assets	194,901	78,040	272,941	
Associated companies			2,613	
Unallocated assets			876	
Consolidated total assets			276,430	
Segment liabilities	87,983	41,693	129,676	
Unallocated liabilities			3,056	
Consolidated total liabilities		_	132,732	
Capital expenditure	11,832	18,065	29,897	
Depreciation	4,080	2,299	6,379	
Amortisation	23	-	23	
Other non-cash expenses	84	276	360	
EBITDA	18,214	12,993	31,207	



## Secondary reporting format – geographical segments

#### For 9 months ended 30 September

	Revenue		Total a	Total assets		Capital expenditure	
	2006	2005	2006	2005	2006	2005	
	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	US\$'000	
Indonesia	120,803	95,925	126,013	110,816	11,512	18,756	
Singapore	27,517	25,723	198,619	151,577	863	1,301	
Philippines	18,025	12,005	30,117	13,728	310	(30)	
Thailand	4,694	5,139	14,815	18,664	339	313	
Malaysia	14,642	10,633	68,103	66,754	2,308	7,228	
Japan	28,845	24,812	-	-	-	-	
Middle East	12,937	16,713	-	-	-	-	
Other countries in Asia	17,759	14,605	-	-	-	-	
Australia	28,102	28,969	-	-	-	=	
Europe	66,163	50,932	1,958	520	-	-	
North America	23,851	26,375	575	434	1	-	
South America	14,730	11,731	35,060	20,930	8,833	2,329	
Africa	5,969	3,250		=		-	
	384,037	326,812	475,260	383,423	24,166	29,897	
Elimination			(134,831)	(106,995)			
	384,037	326,812	340,429	276,428	24,166	29,897	

#### 13. Interested Person Transactions

	under a shareholders	Aggregate value of all transactions conducted under a shareholders' mandate pursuant to Rule 920 of the SGX Listing Manual	
	3Q ended September 2006	9months ended 30 September 2006	
	<u>US\$'000</u>	US\$'000	
PT Freyabadi Indotama			
-Sales of goods	775	2,007	
-Purchase of goods	2,123	4,476	
	2,898	6.483	
PT Tri Keeson Utama			
-Sales of goods	286	932	
PT Fajar Mataram Sedayu			
-Sales of goods	399	1,223	
-Purchase of goods	61	197	
	460	1,420	
PT Sederhana Djaja			
- Lease of properties	22	64	
	3,666	8,899	

**Note:** Aggregate value of all interested person transactions include transactions less than S\$100,000.