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## NEWS RELEASE

### OLAM INTERNATIONAL REPORTS NET PROFIT (AFTER MINORITY INTERESTS) OF S\$162.7 M\* FOR H1 FY2012 - A 14.9% INCREASE OVER 1H FY2011

\* Excluding exceptional items

#### H1 FY2012: Financial Highlights

- **Sales Volume** of 4.52 million tons, **up 15.8%**
- **Revenue** of S\$7.72 billion, **up 18.8%**
- **Net Contribution (NC)** **up 18.5%** to S\$607.1 million, **NC Per Ton up 2.4%** to **S\$134**
- **PATMI** (Excluding exceptional items) **up 14.9%** from S\$141.6 million to **S\$162.7 million**
- **Net Asset Value** up **15.6%** to 132.8 cents/share

Consolidated Financial Results Ended December 31	First Half			Quarter 2		
	FY2012	FY2011	Change (%)	FY2012	FY2011	Change (%)
Sales Volume ('000 metric tons)	4,522.5	3,904.8	15.8	2,660.4	2,322.7	14.5
Revenue (S\$ million)	7,716.4	6,496.0	18.8	4,487.1	4,042.1	11.0
Net Contribution (S\$ million)	607.1	512.2	18.5	355.1	309.2	14.8
Profit After Tax (S\$ million)	186.8	175.5	6.4	153.5	145.8	5.3
PATMI Excluding Exceptional Items (S\$ million)	162.7	141.6	14.9	128.5	111.8	14.9
Earnings Per Share (cents) *	6.66	6.74	(1.2)	5.26	5.26	-

\* Earnings from Operations (Excluding exceptional items – negative goodwill net of transaction costs), based on weighted average number of shares of 2,442,280,720 shares for H1 FY2012 compared to 2,099,381,586 shares for H1 FY2011.

Singapore, February 14, 2012 – Olam International Limited (“Olam” or the “Company”), a leading global, integrated supply chain manager and processor of agricultural products and food ingredients, today reported Profit After Tax of S\$186.8 million for the half year ended December 31 2011, an increase of 6.4% over the previous corresponding half year (“H1 FY2011”) and operational Profit After Tax and Minority Interests (PATMI) of S\$162.7 million, up 14.9% over H1 FY2011.



Sales volume registered strong growth of 15.8% year-on-year to 4.52 million metric tons. Net Contribution (NC) improved 18.5% to S\$607.1 million during the half year. NC Margin Per Ton grew by 2.4% from S\$131 to S\$134.

The relatively recession-resistant food category accounted for 77.6% of revenue and 83.2% of volumes. More importantly, this segment recorded strong NC growth of 32.1% and NC Per Ton growth of 12.2% over the previous period. The Industrial Raw Materials (IRM) segment accounted for 22.4% of revenue and 16.8% of the volumes in H1 FY2012, registering volume growth of 7.4%. Due to very difficult trading conditions, NC in this segment declined 24% compared to the previous period.

Olam’s Group Managing Director and CEO Sunny Verghese commented: “Our H1 FY2012 results reflect the resilience of the Olam model as we have continued to deliver positive operating results, even in periods of uncertainty and volatility in many global markets. The food and food-related segments of our business continue to demonstrate robust growth across businesses, geographies and value chain activities. This strong performance has helped to offset the results achieved in our industrial raw material business which is more recession-sensitive, and therefore continues to face demand and margin pressures.”

Olam’s Group CFO, Krishnan Ravikumar explained the results: “Our H1 FY2012 performance amidst a period of stress and volatility provides further validation of our strategy. We continue to focus on growing our business, both organically in our supply chain core and through acquisitions in the mid and upstream segments of the value chain. Our growth ambitions are supported by a strong and resilient balance sheet with adequate liquidity and the flexibility to perform across cycles.”

## Segmental Review

Edible Nuts, Spices & Beans	First Half			Quarter 2		
	FY2012	FY2011	Change (%)	FY2012	FY2011	Change (%)
Sales Volume (metric tons)	640,690	560,695	14.3	274,652	232,867	17.9
Sales Revenue (S\$m)	1143.6	1014.8	12.7	624.3	589.5	5.9
NC (S\$m)	152.4	111.8	36.3	72.5	56.7	28.0
NC Per Ton (S\$)	238	199	19.3	264	243	8.6

The **Edible Nuts, Spices & Beans segment** continued on its strong growth trajectory in volume, NC and NC Per Ton in H1 FY2012. The period marked the commencement of commercial trials of the mechanical cashew processing factories in Ivory Coast and Nigeria,



both of which are on track to meet the targeted productivity improvements and cost savings while maintaining output and quality standards. The Almond crop in Australia is progressing well with a record crop expected this season. Our investment to build an Almond processing facility in Australia is tracking as per plan and the plant is expected to commence production in FY 2013.

Confectionery & Beverage Ingredients	First Half			Quarter 2		
	FY2012	FY2011	Change (%)	FY2012	FY2011	Change (%)
Sales Volume (metric tons)	729,816	645,698	13.0	443,662	413,965	7.2
Sales Revenue (S\$m)	2,880.7	2,420.4	19.0	1,787.0	1,687.3	5.9
NC (S\$m)	163.3	123.2	32.6	100.1	79.1	26.6
NC Per Ton (S\$)	224	191	17.2	226	191	18.3

The **Confectionery & Beverage Ingredients segment** registered strong growth during the period with the Cocoa business continuing to grow in volume. It is expected to meet its procurement targets despite forecast of a short crop this year. The Coffee business in the Central Andean region saw a turnaround during the period and is now expected to start contributing to earnings from this year onward. The soluble coffee factory in Vietnam has registered strong performance.

Food Staples & Packaged Foods	First Half			Quarter 2		
	FY2012	FY2011	Change (%)	FY2012	FY2011	Change (%)
Sales Volume (metric tons)	2,390,470	1,989,513	20.2	1,493,233	1,254,650	19.0
Sales Revenue (S\$m)	1,962.5	1,624.7	20.8	1,013.6	903.4	12.2
NC (S\$m)	225.5	174.8	29.0	144.3	112.3	28.5
NC Per Ton (S\$)	94	88	7.4	97	90	7.8

The **Food Staples & Packaged Foods segment** registered the highest volume growth across all our segments, driven by market share gains in our Rice and Grains businesses in the African markets. This period saw the successful commissioning of our wheat mill in Ghana where trial production is currently underway. The Dairy and Sugar businesses continue to operate in markets more sensitive to difficult global economic conditions and the performance is currently expected to be below plan this year. During H1 FY2012, we concluded the acquisition of Trusty Foods Ltd (TFL), a tomato paste canning facility, and United Biscuits Ltd (UBL) in



Ghana. These companies are currently in the process of being integrated with Olam's Packaged Foods business in West Africa. While UBL is expected to be a contributor to Olam's FY2012 earnings, the TFL plant will require refurbishment and is expected to commence production in Q1 FY2013.

Industrial Raw Materials	First Half			Quarter 2		
	FY2012	FY2011	Change (%)	FY2012	FY2011	Change (%)
Sales Volume (metric tons)	761,535	708,902	7.4	448,889	421,196	6.6
Sales Revenue (S\$m)	1,728.9	1,434.2	20.5	1,061.8	860.6	23.4
NC (S\$m)	65.5	86.2	-24.0	35.1	49.4	-29.0
NC Per Ton (S\$)	86	122	-29.3	78	117	-33.3

The **Industrial Raw Materials segment** is more sensitive to economic cycles and our Cotton and Wood Products businesses continued to face challenging market conditions in H1 FY2012. Our Australian and US cotton origination and marketing operations underperformed relative to past years during this period which put further pressure on margins and led to a decline in NC Per Ton in this segment. On the other hand, the Wool, Rubber and SEZ businesses in this segment have done well during H1 FY2012; the prospects for the remainder of FY2012 appear to be relatively more favourable. The SEZ business in particular has significantly outperformed during the period.

The **Commodity Financial Services (CFS) business** registered a NC of S\$0.4 million in H1 FY2012 as compared to a NC of S\$ 16.2 million during the first half in the previous year. Given the exceptional volatility in these markets, the CFS team decided to reduce investment and risk capital exposure for much of this period. While the business was profitable in the second quarter, the business team is cautiously increasing market participation as the trading conditions and arbitrage opportunities improve. We continue to invest in long-term strategic initiatives in this business, including market making, risk management solutions and fund management.



## **Prospects**

The Group constantly reviews corporate development opportunities which are in line with its corporate growth strategy. Some of these are in the nature of acquisitions and joint-ventures. The Group is currently in discussion with various parties on such opportunities. If any of these opportunities were to materialise, these may have an effect on the financials of the Group. The Group continues to remain positive about its prospects for the remaining part of FY2012.

**Note:** *This release should be read and understood only in conjunction with the full text of Olam International Limited's H1 FY2012 Financial Statements lodged on SGXNET on February 14, 2012.*



### **About Olam International Limited**

*Olam International is a leading global integrated supply chain manager and processor of agricultural products and food ingredients, sourcing 20 products with a direct presence in 65 countries and supplying them to over 11,600 customers. With direct sourcing and processing in most major producing countries for its various products, Olam has built a global leadership position in many of its businesses, including cocoa, coffee, cashew, sesame, rice, cotton and wood products. Headquartered in Singapore and listed on the SGX-ST on February 11, 2005, Olam currently ranks among the top 40 largest listed companies in Singapore in terms of market capitalisation and is a component stock in the Straits Times Index (STI), MSCI Singapore Free, S&P Agribusiness Index and the DAXglobal Agribusiness Index. Olam is the only Singapore firm to be named in the 2009 and 2010 Forbes Asia Fabulous 50, an annual list of 50 big-cap and most profitable firms in the region. It is also the first and only Singapore company to be named in the 2009 lists for the Global Top Companies for Leaders and the Top Companies for Leaders in the Asia Pacific region by Hewitt Associates, the RBL Group and Fortune. More information on Olam can be found at [www.olamonline.com](http://www.olamonline.com).*

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