The Brand Behind The Brands

Olam International Limited

First Quarter FY2007 Results Briefing

14th November 2006

Singapore

This presentation should be read in conjunction with Olam International Limited's First Quarter, FY2007 (Q1 FY2007) Financial Results for the period ended 30th September 2006 statement lodged on SGXNET on 14th November 2006.

Cautionary note on forward-looking statements

This presentation may contain statements regarding the business of Olam International Limited and its subsidiaries ('Group') that are of a forward looking nature and are therefore based on management's assumptions about future developments.

Such forward looking statements are intended to be identified by words such as 'believe', 'estimate', 'intend', 'may', 'will', 'expect', and 'project' and similar expressions as they relate to the Group. 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.

Potential risks and uncertainties includes such factors as general economic conditions, foreign exchange fluctuations, interest rate changes, commodity price fluctuations and regulatory developments. Such factors that may affect Olam's future financial results are detailed in our listing prospectus, listed in this presentation, or discussed in today's press release and in the management discussion and analysis section of the company's First Quarter FY2007 results report and filings with SGX. The reader and/or listener is cautioned to not unduly rely on these forward-looking statements. We do not undertake any duty to publish any update or revision of any forward looking statements.

Results Presentation: Outline

- Market Review & Analysis
- Results: Q1 FY2007 - Consolidated P&L Analysis
- Results: Q1 FY2007 - Segmental Analysis
- Results: Q1 FY2007 - Balance Sheet Analysis
- M&A Update
- Shareholding Structure
- Outlook & prospects
- Q&A

Commodity Index & Olam basket:

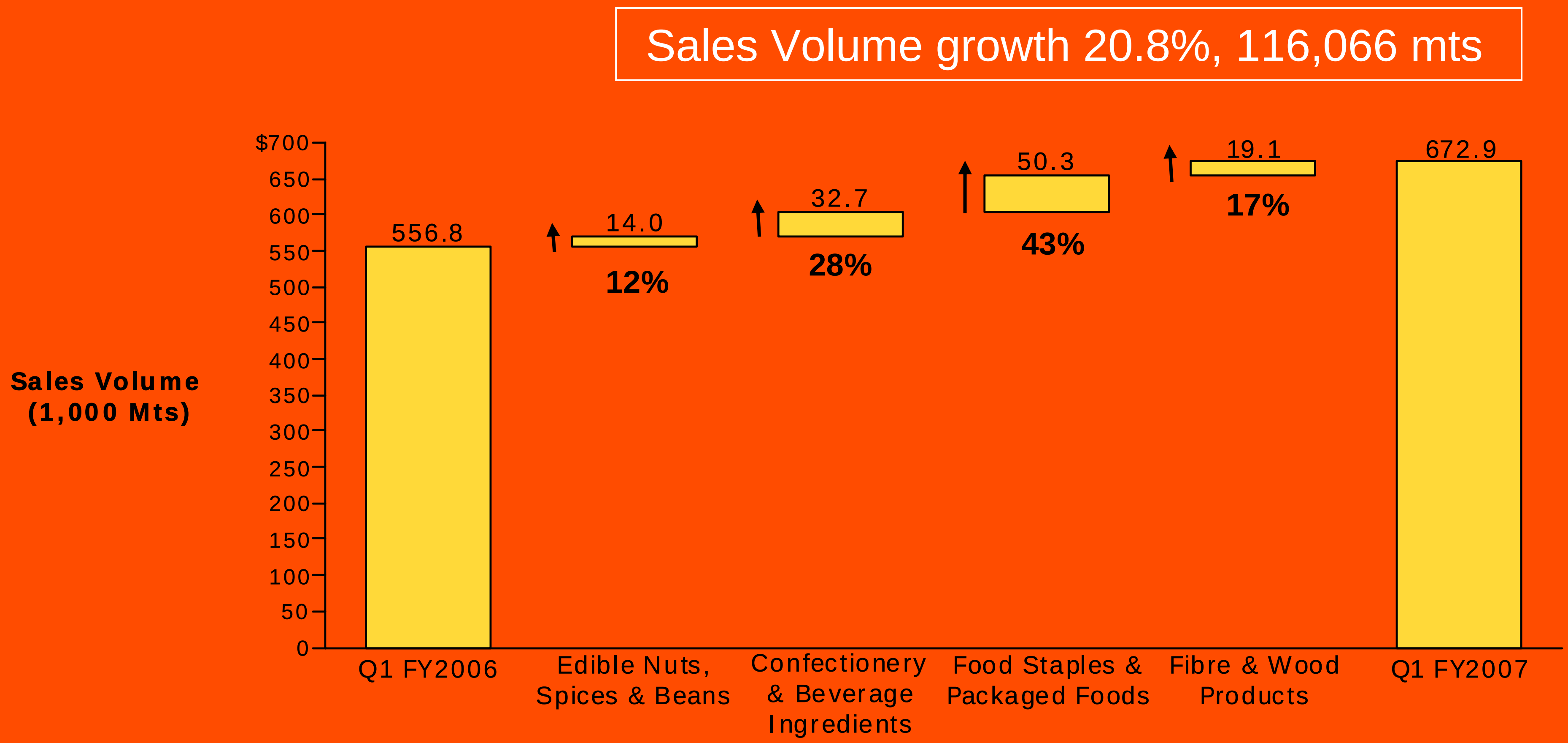
	1st Jul 2006	30th Sept 2006	Return
Goldman Sachs Agricultural Index (GSCI)	590.42	554.41	(6.10%)
CRB Index	337.07	344.71	2.27%
Olam Basket (volume weighted)			1.32%
Olam Basket:			
Rice	312.00	308.00	(1.28%)
Sugar	461.40	351.00	(23.93%)
Cocoa	959.00	863.00	(10.01%)
Coffee	1,258.00	1,538.00	22.26%
Cotton	51.95	50.45	(2.89%)
Cashew Kernel	2.05	2.05	(0.00%)
Sesame	738.50	725.00	(1.83%)
Timber	570.00	610.00	7.02%
Pepper	1,370.00	2,800.00	104.83%
Pulses	507.00	727.00	43.39%
Peanuts	830.00	740.00	(10.84%)
Milk Powder	2,250.00	2,350.00	4.44%
Olam Basket Weighted Average			1.32%

Results:
Q1 FY2007
Consolidated P&L Analysis

Consolidated P&L Analysis: **Q1 FY2007**

- **Sales Volume: 0.673 million metric tons**
  - 20.8% growth over Q1 FY2006
  - Volume growth across all 4 segments

Sales Volume Growth: **Segmental Contribution**



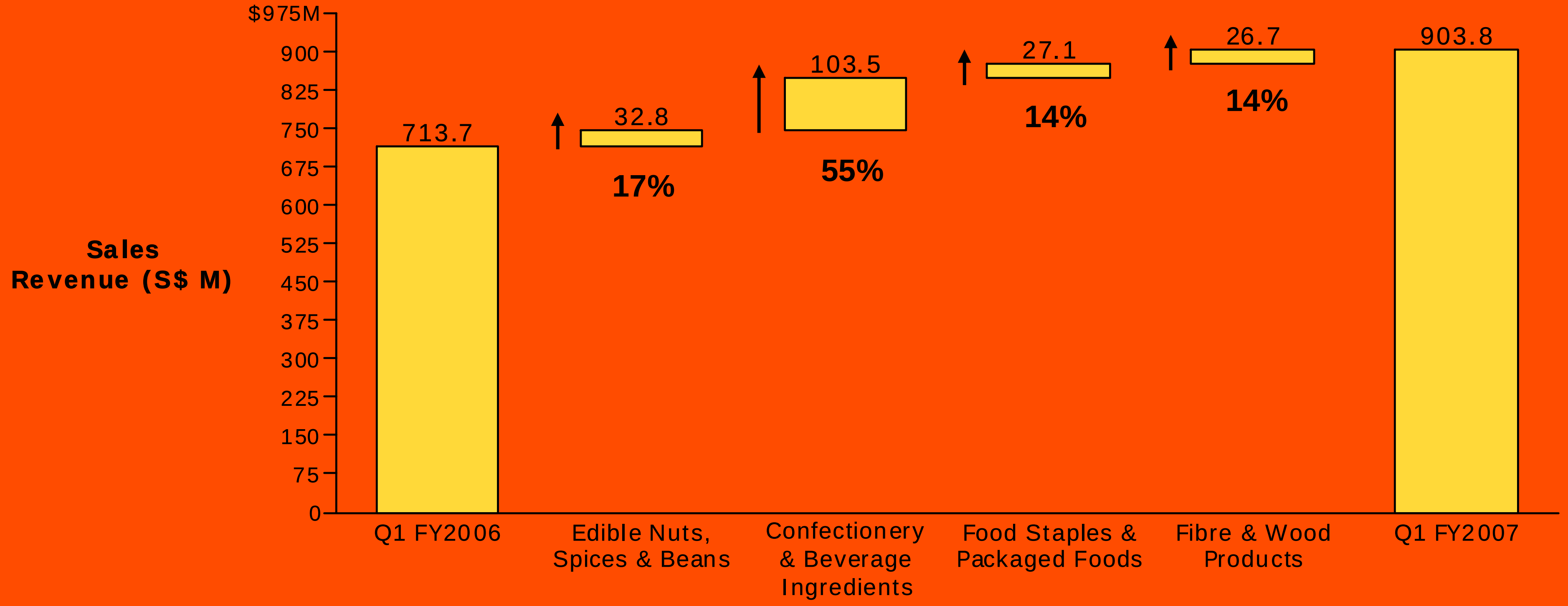
Growth Over Q1 2006:	12%	29%	21%	24%

Consolidated P&L analysis: **Q1 FY2007**

- **Total Revenue: S$903.8 million**
  - 26.6% growth over Q1 FY2006
  - Revenue growth across all 4 segments

Sales Revenue Growth: **Segmental Contribution**

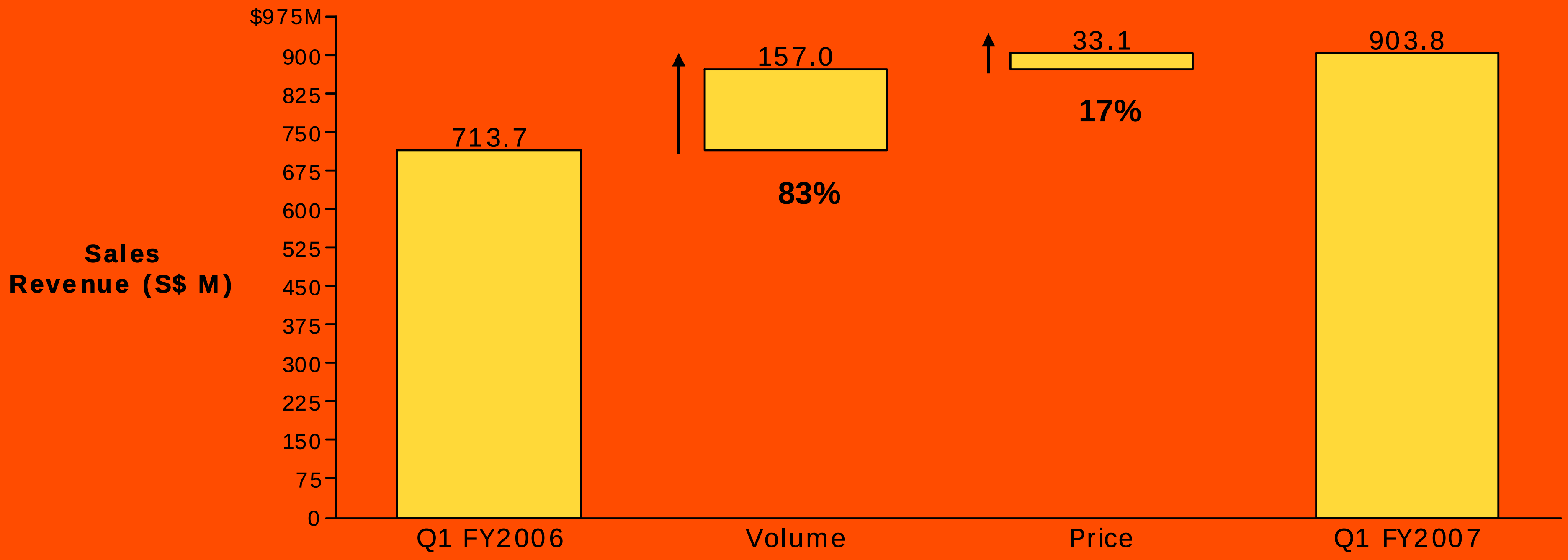
Sales growth 26.6%, S$190.1 million



Growth Over Q1 FY2006: **22%** **45%** **14%** **20%**

Sales Revenue Growth: **Sources**

Sales growth 26.6%, S$190.1 million

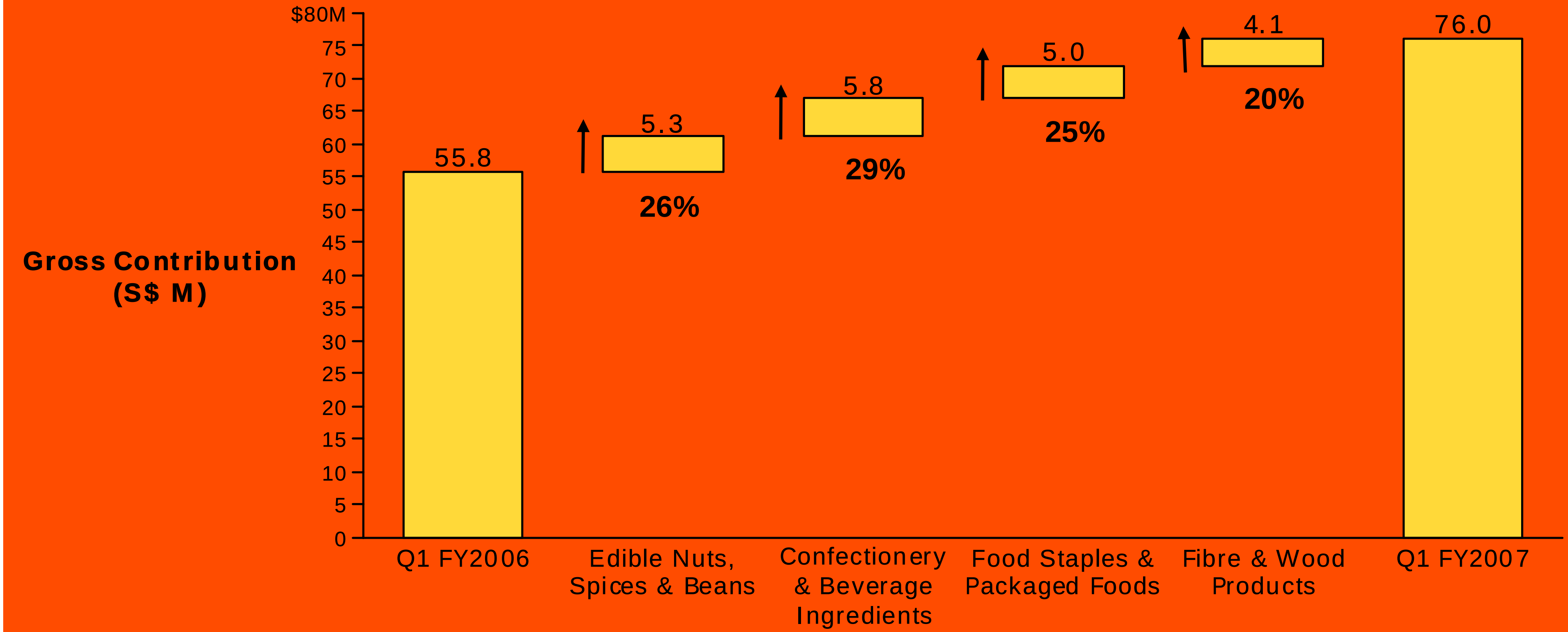


Consolidated P&L Analysis: **Q1 FY2007**

- **Gross Contribution (GC) : S$76.0 million**
  - 36.3% growth over Q1 FY2006
  - GC growth across all segments

Gross Contribution Growth: **Segmental Share**

GC growth 36.3%, S$20.2 million



Growth Over Q1 FY2006:	53%	28%	36%	37%

Interest Costs

- Total increase in interest costs S$7.780 million or 42.7%.

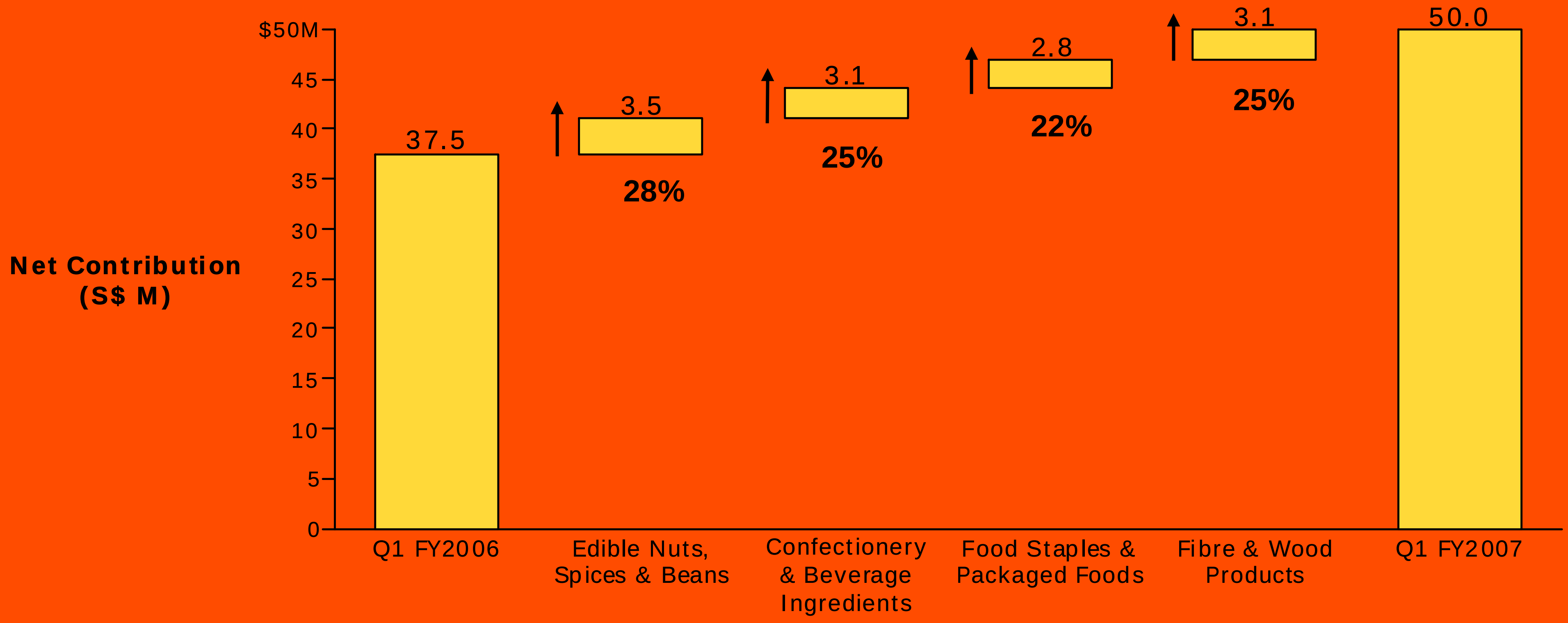
	Q1 FY2007 (S$'000)	Q1 FY2006 (S$'000)	Increase (S$'000)	% Increase
Interest Expenses	26,004	18,224	7,780	42.7%
Sales	903,764	713,719	190,045	26.6%
Interest Rate	7.01%	5.02%	1.99%	39.5%
Interest variance due to interest rate increase (S$'000)				7,361
Interest variance due to working capital increase (S$'000)				419
Total Net Increase in Interest (S$'000)				7,780

Consolidated P&L Analysis: **Q1 FY2007**

- **Net Contribution (NC) : S$50.0 million**
  - 33.1% growth over Q1 FY2006
  - NC growth across all segments

Net Contribution Growth: **Segmental Share**

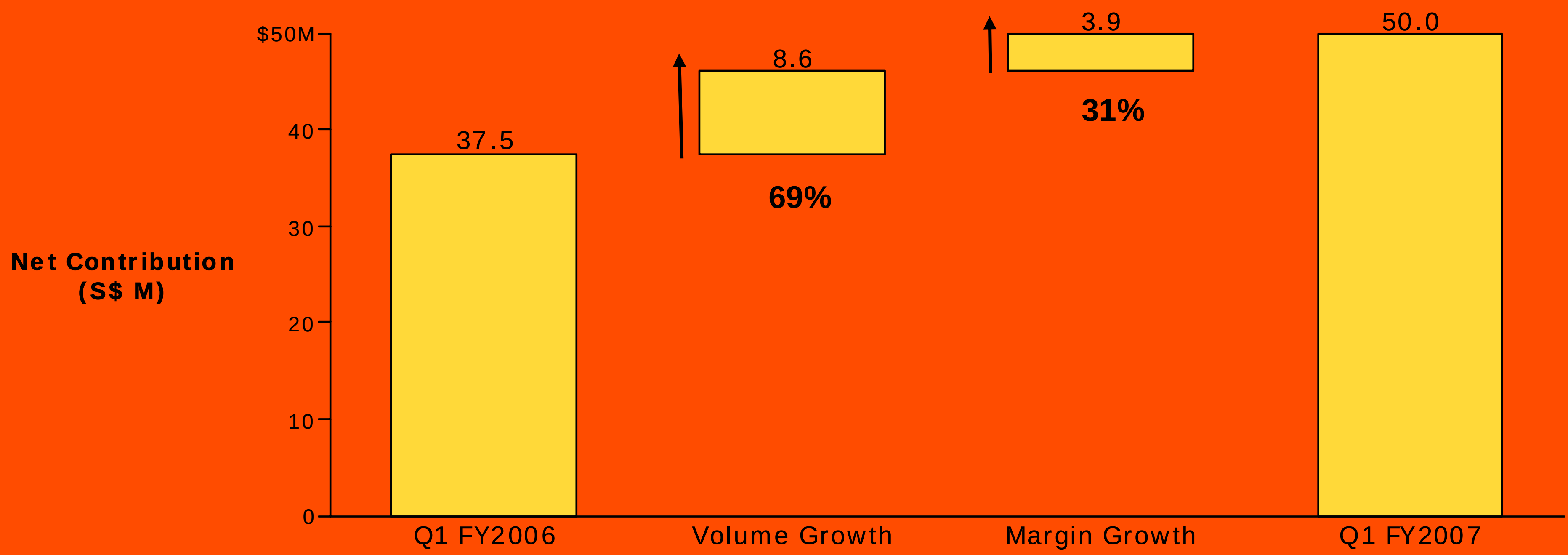
NC growth 33.1%, S$12.5 million



Growth Over Q1 FY2006:	55%	23%	30%	37%

Net Contribution Growth: **Sources**

NC growth 33.1%, S$12.5 million



Impact of FRS 102

- The following two employee Share Schemes come under the ambit of FRS 102:
  - Employee Share Subscription Scheme (ESSS)
  - Employee Share Options Scheme (ESOS)
- The impact of FRS 102 on the Financial Statements is as

	Prior Period S$'000	3-Mth FY2007 S$'000	Carried Forward S$'000	Total S$'000
E S S S	1,913	168	376	2,457
E S O S	921	1,355	8,529	10,805
Total	**2,834**	**1,523**	**8,905**	**13,262**

Consolidated P&L Analysis: **Q1 FY2007**

- **SG&A** increased by 35.4% to S$40.9 million in Q1 FY2006.

	Q1 FY2007	Q1 FY2006	Change
SG&A (S$ million)	**40.9**	**30.3**	**35.4%**
SG&A / Sales ratio	**4.53**	**4.24**	**(0.29%)**

Consolidated P&L Analysis: **Q1 FY2007**

- **Net Profit After Tax (NPAT): S$8.1 million**
  - 23.8% growth over Q1 FY2006
- **Earnings per Share (EPS)**
  - 23.8% growth over Q1 FY2006
  - 0.52 cent/share Q1 FY2007 vs 0.42 cent/share Q1 FY2006 (based on weighted average no. of shares)

Results: Q1 FY2007

Segmental Analysis

Segmental Analysis Q1 FY2007: **Summary**

Olam Consolidated

- Turnover S$903.8 million
- Volume 0.673 mmts
- NC S$50.0 m
- NPAT S$8.09 m

Edible Nuts, Spices & Beans

- Turnover $184.5 m
- Volume 0.135mmts
- NC $9.7 m
- NC Share 19.5%

Confectionery & Beverage Ingredients

- Turnover $334.8 m
- Volume 0.146mmts
- NC $16.9 m
- NC Share 33.8%

Food Staples & Packaged Foods

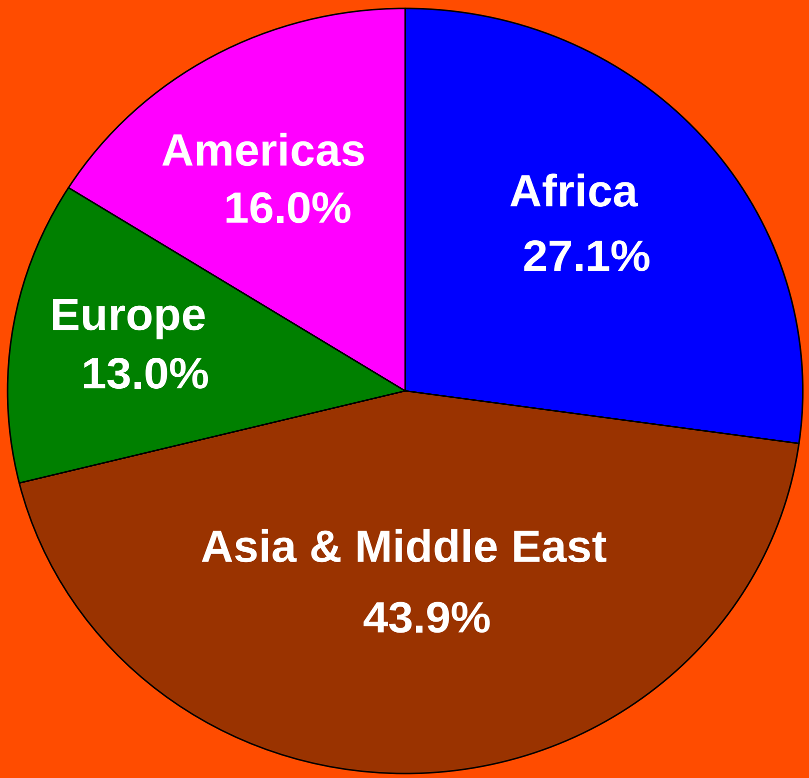
- Turnover $223.7 m
- Volume 0.293mmts
- NC $12.1 m
- NC Share 24.2%

Fibre & Wood Products

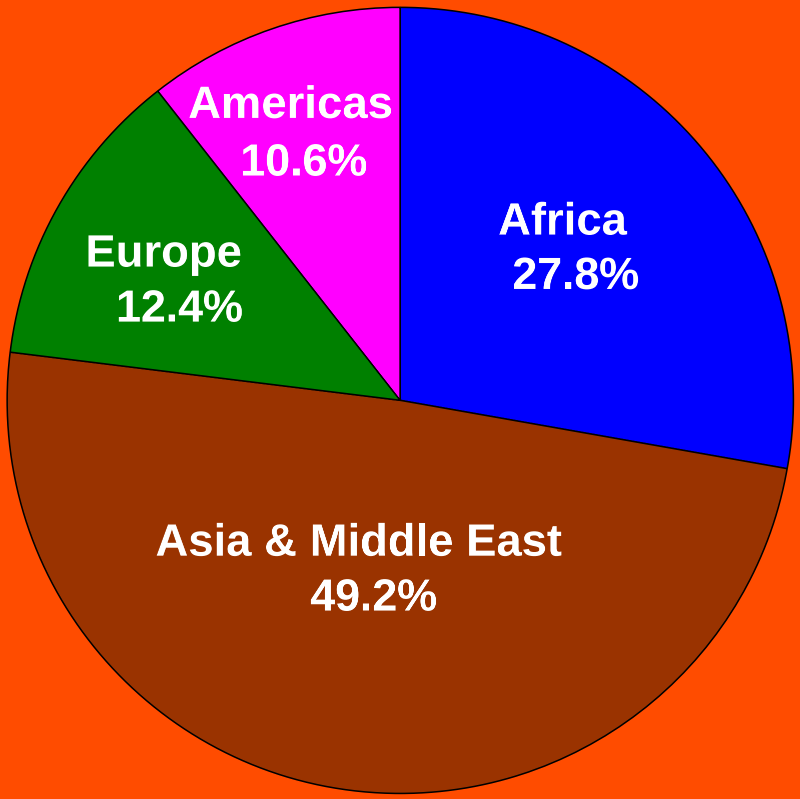
- Turnover $160.8 m
- Volume 0.099mmt
- NC $11.3 m
- NC Share 22.5%

Well Diversified Sourcing: **Origins**

Sourcing Volume Q1 FY2007

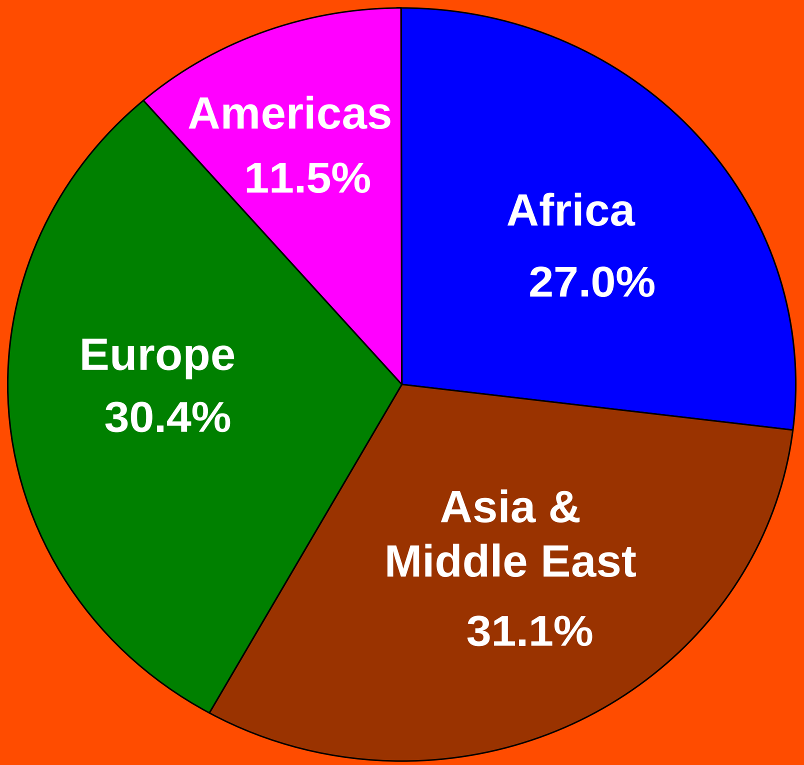


Sourcing Volume Q1 FY2006

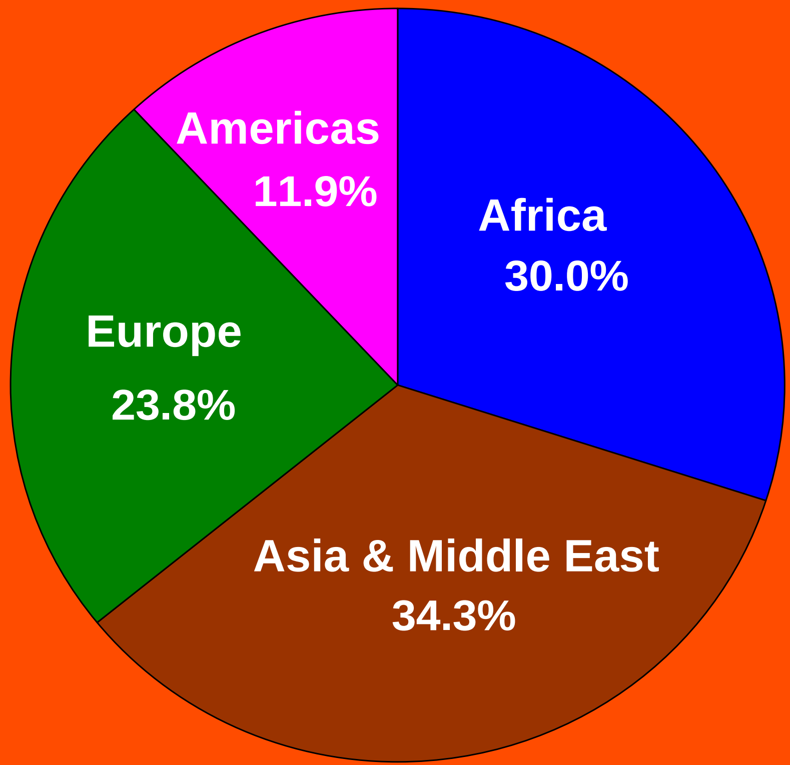


Well Diversified Sales: **Markets**

Sales Turnover Q1 FY2007



Sales Turnover Q1 FY2006



Well diversified: **Customers**

Segment	Top 5 Customer Share of Total Sales
Edible Nuts, Spices & Beans	3.0%
Confectionery & Beverage Ingredients	11.7%
Food Staples & Packaged Foods	2.9%
Fibre & Wood Products	2.0%

- **No customer accounts for more than 5% of our sales.**

Segmental Analysis: **Edible Nuts, Spices & Beans**

Description	Q1 FY2007		Q1 FY2006		% Change
	Amount	S$/Ton	Amount	S$/Ton	
Volume (metric tons)	134,640		120,607		11.6%
Revenue (S$'000)	184,448	1,370	151,679	1,258	21.6%
Net Contribution (S$'000)	9,747	72	6,270	52	55.5%

Segmental Analysis: **Confectionery & Beverage Ingredients**

Description	Q1 FY2007		Q1 FY2006		% Change
	Amount	S$/Ton	Amount	S$/Ton	
Volume (metric tons)	146,374		113,662		28.8%
Revenue (S$'000)	334,842	2,288	231,291	2,035	44.8%
Net Contribution (S$'000)	16,894	115	13,750	121	22.9%

Segmental Analysis: **Food Staples & Packaged Foods**

Description	Q1 FY2007		Q1 FY2006		% Change
	Amount	S$/Ton	Amount	S$/Ton	
Volume (metric tons)	292,869		242,609		20.7%
Revenue (S$'000)	223,686	764	196,619	810	13.8%
Net Contribution (S$'000)	12,073	41	9,320	38	29.5%

Segmental Analysis: **Fibre & Wood products**

Description	Q1 FY2007		Q1 FY2006		% Change
	Amount	S$/Ton	Amount	S$/Ton	
Volume	98,978		79,917		▲ 23.9%
Turnover	160,788	1,624	134,130	1,678	▲ 19.9%
Net Contribution	11,254	114	8,191	102	▲ 37.4%

Results: Q1 FY2007

Balance Sheet Analysis

Balance Sheet Analysis: **Summary**

(Figures in S$'000)	30 Sep 2006	30 Jun 2006	% Change
Fixed Assets & Investments	83,532	79,190	5.5%
Current Assets			
Debtors	383,638	426,778	(10.1)%
Stocks	987,198	1,013,904	(2.6)%
Cash & Cash Equivalents	258,162	296,241	(12.9)%
Advances to Suppliers	239,789	160,669	49.2%
Fair Value of Derivatives	197,459	199,614	(1.1)%
Margin Account Balances	147,717	43,147	242.4%
Other Current Assets	168,173	138,622	21.3%
Total Assets	**2,465,667**	**2,358,165**	**4.6%**
Trade Creditors	163,956	134,874	21.6%
Borrowings	1,491,781	1,476,831	1.0%
Fair Value of Derivatives	259,918	213,458	21.8%
Other Liabilities	57,146	44,963	27.1%
Net Assets	**492,866**	**488,039**	**1.0%**
Minority Interest	29	53	(45.0)%
Equity & Reserves	492,837	487,986	1.0%

Balance Sheet Analysis: **Ratios**

	30 Sep 2006	30 Jun 2006	Change
Current Asset Ratios			
Debtors (days)	**39**	**36**	**(3)**
Stock (days)	**109**	**92**	**(17)**
Advance to Suppliers (days)	**26**	**15**	**(11)**
Trade Creditors (days)	**18**	**12**	**6**
Current Ratio (x)	**2.04**	**1.49**	

Balance Sheet Analysis: **Debtors**

- 62.6% of Debtors secured by Letter of Credit / Docs of Title.
- Debtor quality good. No additional provisions created over June 2006

Balance Sheet Analysis: **Stock**

(in S$ Millions)	Sep 2006	Jun 2006	Increase/ Decrease
Edible Nuts, Spices & Beans	141.2	151.1	(9.9)
Confectionery & Beverage Ingredients	542.2	509.1	33.1
Food Staples & Packaged Foods	227.9	277.7	(49.8)
Fibre & Wood Products	75.9	76.0	(0.1)
Total	**987.2**	**1,013.9**	**(26.7)**

- 86.1% of stocks sold forward or hedged

Balance Sheet Analysis: **Fixed Assets**

Fixed assets

- Investment in fixed assets amounted to S$8.2 million in Q1 FY2007 as compared to S$5.7 million in Q1 FY2006. The investments were mainly in packaging plans in Russia and Nigeria as well as in warehousing and logistics related areas in other origins.

Balance Sheet Analysis: **Cash & Borrowings**

- **Cash and Fixed Deposits** decreased by 12.9% to S$258.2 million
- **Borrowings**:
  - Only 44.0% of our total credit facilities were used as of 30th Sept.

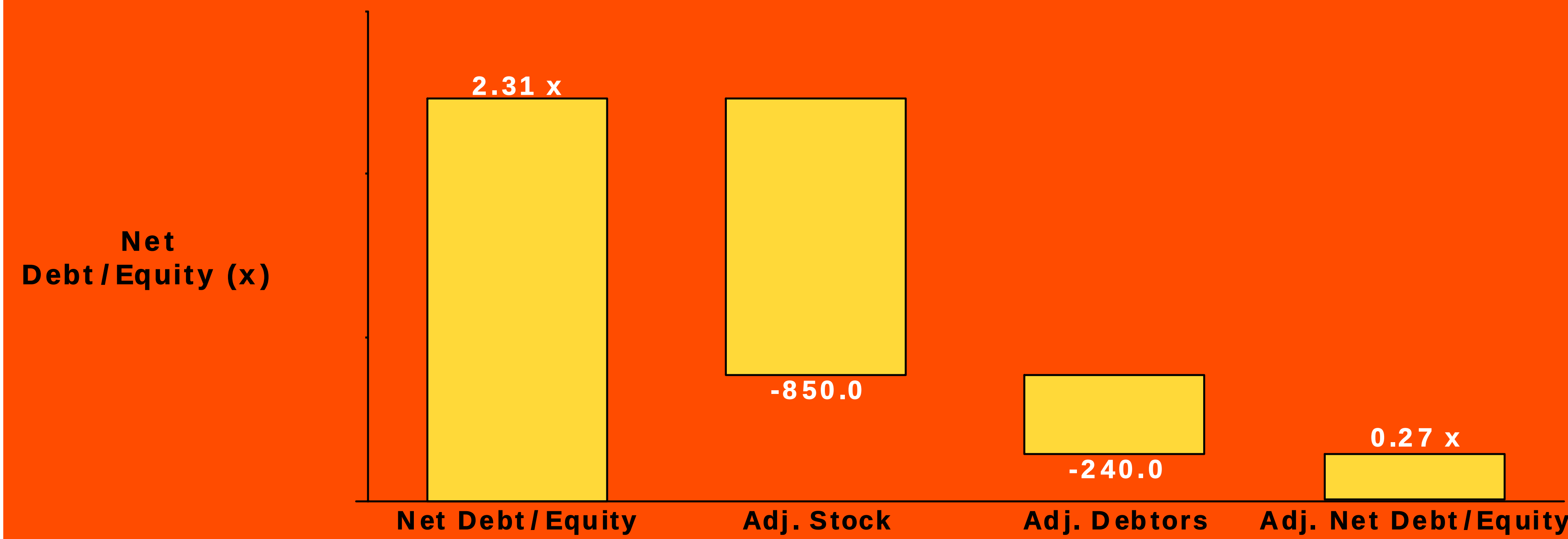
(in S$ million)	30 Sep 2006	% Share
Short Term Banking Facilities	1,717.6	50.6%
Committed Banking Facilities	554.0	16.3%
MTN	646.6	19.1%
Long Term Loan	474.9	14.0%
Total	**3,393.1**	**100.0%**

Balance Sheet Analysis: **Gearing**

	30 Sep 2006		30 June 2006		Change
Leverage (x)	Before Fair Value Adj. Reserve	After Fair Value Adj. Reserve	Before Fair Value Adj. Reserve	After Fair Value Adj. Reserve	Vis-à-vis before Fair Value Adj. Reserve
Gross Debt to Equity (x)	2.79	3.03	2.79	3.03	0.0
Net Debt to Equity (x)	2.31	2.50	2.23	2.42	(0.08)
Interest Coverage (x)	1.35		2.29		(0.94)
Liquidity					
Cash to Sales (%)	7.14		6.79		0.35
Cash & Cash Equivalents	258.2 m		296.2 m		(38.0 m)

Balance Sheet: **Analysis of Gearing**

Adjusting: hedged, liquid inventory



Impact of FRS 39

- Impact on P&L is reduction in profits of S$1.1 million.
- Reduction in equity as of 30 September 2006 is S$41.2 million.
- FRS 39 allows for hedge accounting to be applied when strict effectiveness criteria are met.
- We have assessed the effectiveness of our hedging instruments and have concluded that the majority of the derivatives qualifies for hedge accounting. Hence, adjustment due to adoption of FRS 39 has mainly flown to equity.
- We do not expect any adverse impact of these measurements to the results of the Company.

M&A Update:

- We have completed 3 asset acquisitions during the quarter.

  1. Taloca’s coffee processing facility in Colombia
  2. Senwes’s Peanut processing facility in South Africa
  3. JV with ADM to acquire cocoa processing & logistics assets in Cameroon from Groupe Bollore

- We continue to make good progress in evaluating various acquisition transactions

Shareholding Structure & Governance

Shareholding Structure

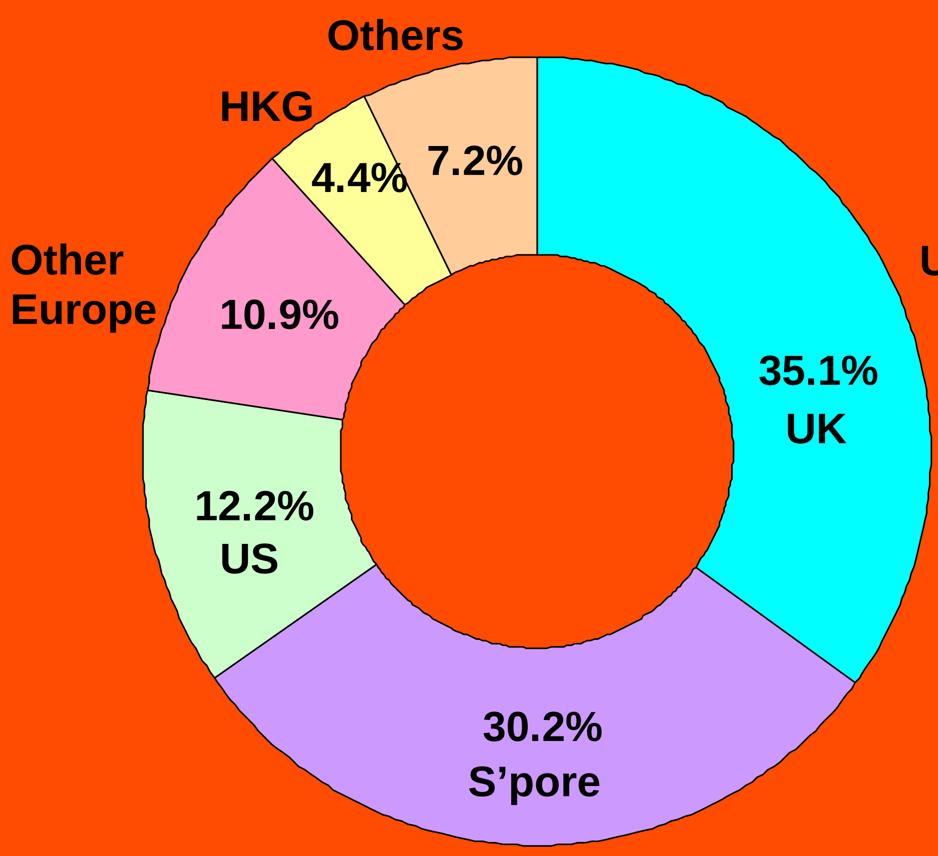
- **Our shareholding structure today is as follows:**

Shareholder	Shares Held	%
Kewalram Chanrai Group (KSL)	513,134,877	33.0
Olam Management	268,150,558	17.2
AIF	119,274,471	7. 7
International Finance Corporation (IFC)	77,579,378	5.0
Public	576,445,116	37.1
Total	**1,554,584,400**	**100.00**

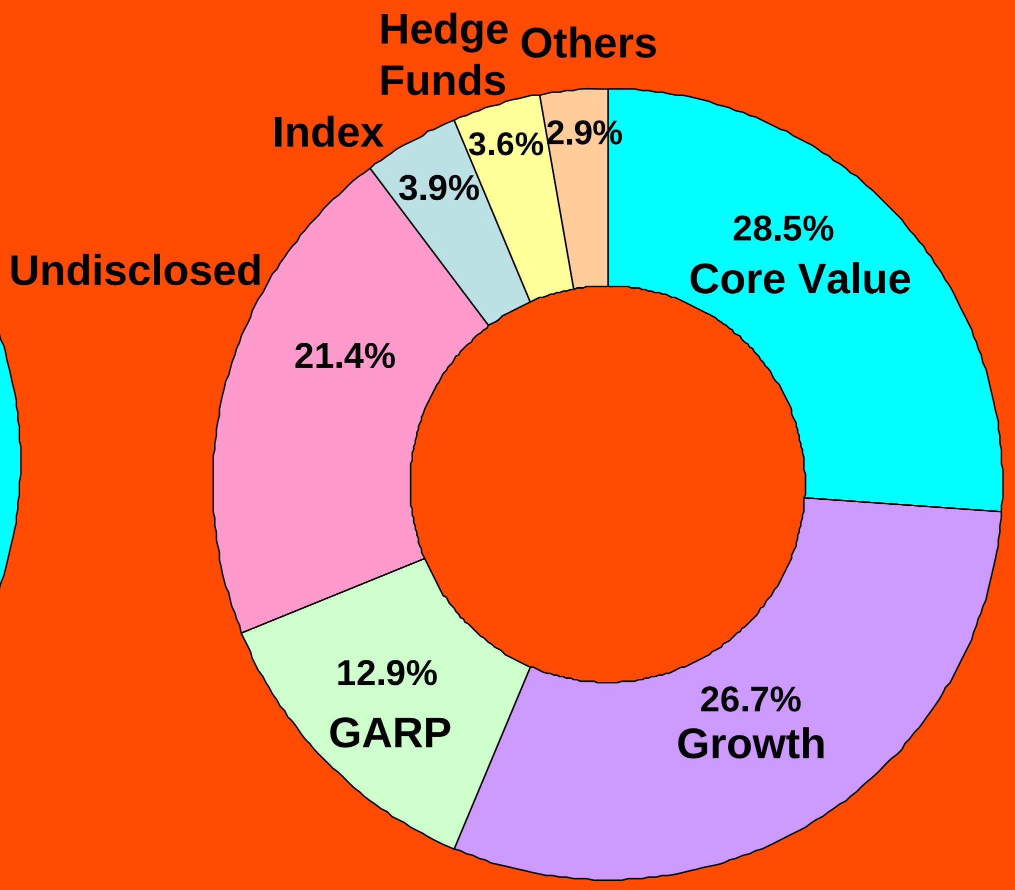
- **A total of 186 institutional shareholders across 22 countries identified as of end September 2006 (Source: Thomson Financial)**

Distribution of Public Institutional Shareholders

By Geography



By Investment Style



Top 20 Public Institutional Shareholders (By Alphabetical Order)

1.	Abu Dhabi Investment Co.	11.	Lion Capital Management
2.	AIG Global Investment	12.	Newton Asset Management
3.	Arisaig Partners	13.	NTUC Income Insurance
4.	Barclays Group	14.	Old Mutual
5.	Capital Group	15.	Penta Investment
6.	Citigroup	16.	Prudential Asset Management
7	Credit Suisse Group	17.	State Street Global Advisors
8.	DnB NOR Asset Mgmt	18.	Sumitomo Trust & Banking
9.	F&C Asset Management	19.	T. Rowe Price
10.	JP Morgan Chase & Co	20.	UBS Group

Outlook & Prospects

Outlook & Prospects:

- **Barring any unforeseen circumstances, we continue to be positive on the overall business outlook and the Company's prospects as we head into the 2nd quarter of FY2007 and beyond.**
- **The various initiatives that we are executing on to broaden and deepen our business franchise should continue to yield results in the form of both increased volumes and enhanced margins.**
- **Please refer to the description of the seasonality of our business under the section "Background to analysing our Financial Statements" in our Q1 FY2007 SGXNET filing in this regard.**

Key Investment Merits

- Attractive sector, growing food demand, deregulating markets
- Strong financial track record
- Proven growth model (non dilutive growth, next 2-3 years)
- Unique competitive position
- Well-diversified across businesses, geographies & customers
- Risk management is a core competence
- High governance standards & world class investors
- Strong Management
- Strong prospects & high growth potential

Thank You