

Mewah International Inc.
Q1 2013 Financial Results Briefing
14th May, 2013



**HARNESSING
CAPABILITIES**



**EMBRACING
OPPORTUNITIES**

This presentation, as well as financial statements appended herewith should be read in conjunction with Mewah International Inc.'s Unaudited Financial Statements for the First Quarter Ended 2013 lodged on the SGXNET on 14th May, 2013.

Certain statements in this presentation constitute “forward looking statements”. All statements other than statements of historical facts are forward looking and are based on management’s optimistic view about the future developments. Forward looking statements involve certain risks and uncertainties and actual results may vary materially from those targeted, expected and projected, due to various factors.

Although we believe that the expectations reflected in the forward statements are reasonable, you are advised to exercise judgements before relying on these forward statements. We do not intend to update any forward looking statements to compare those statements to actual results, other than required by applicable laws and regulations.

In US\$ million, unless stated otherwise

	Q1 2013	Q1 2012	% change	Q4 2012	% change
Sales volume (MT'000)	980.2	898.0	9.2%	830.2	18.1%
Revenue	859.2	996.2	-13.7%	767.8	11.9%
Operating margin ("OM")	29.7	30.8	-3.5%	23.6	25.6%
Net profit *	4.0	8.3	-52.3%	4.2	-5.9%

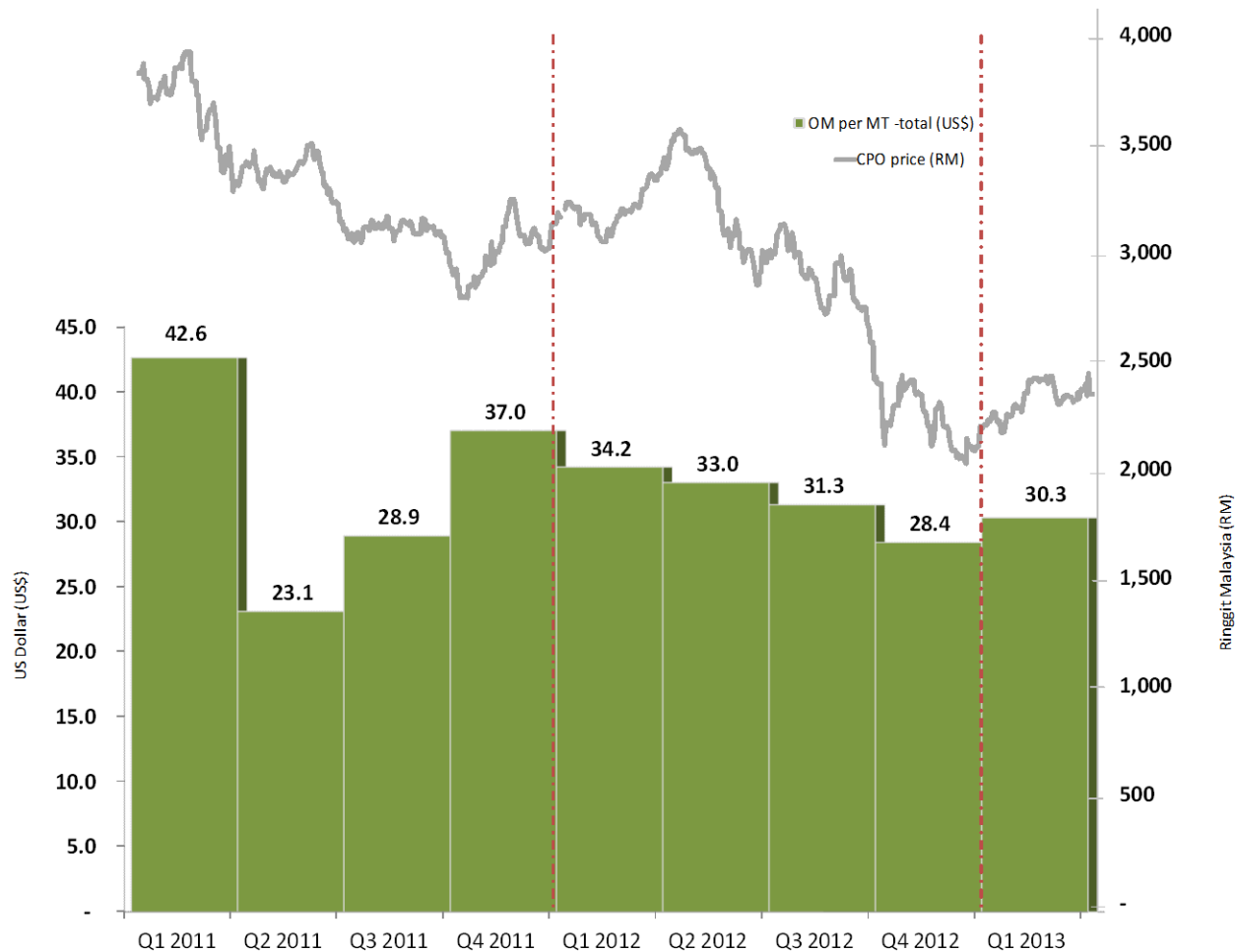
Income Statement – Q1 2013



In US\$ million, unless stated otherwise

	Q1 2013	Q1 2012	Change	Change%	Q4 2012	Change	Change%
Sales volume (MT'000)	980.2	898.0	82.2	9.2%	830.2	150.0	18.1%
ASP (US\$)	876.6	1,109.4	-232.8	-21.0%	924.9	-48.3	-5.2%
Revenue	859.2	996.2	-137.0	-13.7%	767.8	91.4	11.9%
OM per MT (US\$)	30.3	34.2	-3.9	-11.4%	28.4	1.9	6.7%
Operating margin ("OM")	29.7	30.8	-1.1	-3.5%	23.6	6.1	25.6%
Other income	1.5	1.5	-	-1.8%	4.6	-3.1	-67.4%
Overheads	(18.1)	(14.2)	-3.9	27.5%	(16.7)	-1.4	8.4%
Depreciation	(4.7)	(4.1)	-0.6	13.0%	(4.5)	-0.2	4.4%
Finance costs	(4.0)	(4.3)	0.3	-5.7%	(4.4)	0.4	-9.1%
Income tax	(0.6)	(1.6)	1.0	-61.8%	1.0	-1.6	n.m.
Profit after tax	3.8	8.1	-4.3	-53.6%	3.6	0.2	5.6%
Non-controlling interest	0.2	0.2	-	12.4%	0.6	-0.4	-66.7%
Net profit * before exceptional gains	4.0	8.3	-4.3	-52.3%	4.2	-0.2	-5.9%
Exceptional gains	-	-	-	n.m.	4.8	-4.8	n.m.
Net profit *	4.0	8.3	-4.3	-52.3%	9.0	-5.0	-56.2%

Market prices for CPO vs. OM per MT of the Group



Income Statement – Quarterly comparison



In US\$ million, unless stated otherwise

	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
Sales volume (MT'000)	898.0	894.6	777.7	830.2	980.2
ASP (US\$)	1,109.4	1,131.6	1,085.8	924.9	876.6
Revenue	996.2	1,012.3	844.4	767.8	859.2
OM per MT (US\$)	34.2	33.0	31.3	28.4	30.3
Operating margin ("OM")	30.8	29.5	24.3	23.6	29.7
Other income	1.5	2.1	2.6	4.6	1.5
Overheads	(14.2)	(16.2)	(17.4)	(16.7)	(18.1)
Depreciation	(4.1)	(4.1)	(4.2)	(4.5)	(4.7)
Finance costs	(4.3)	(4.3)	(4.5)	(4.4)	(4.0)
Income tax	(1.6)	(0.8)	0.0	1.0	(0.6)
Profit after tax	8.1	6.2	0.8	3.6	3.8
Non-controlling interest	0.2	0.1	0.4	0.6	0.2
Net profit * before exceptional net gains	8.3	6.3	1.2	4.2	4.0
Exceptional net gains	-	-	-	4.8	-
Net profit *	8.3	6.3	1.2	9.0	4.0

⁶ * Profit after tax attributable to equity holders of the Company

Sales Volume – Q1 2013

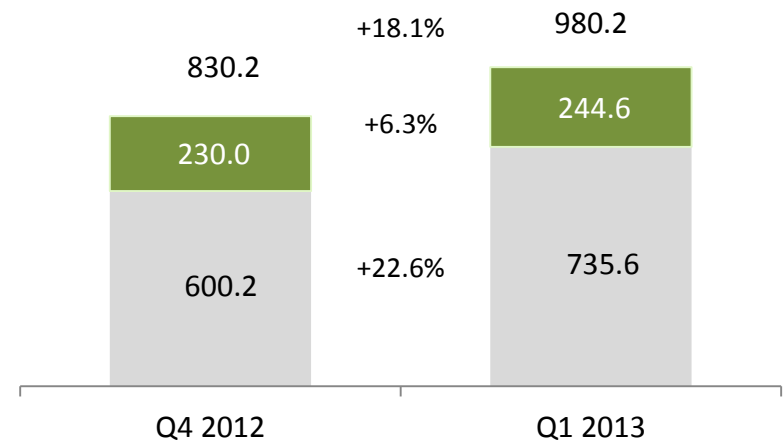
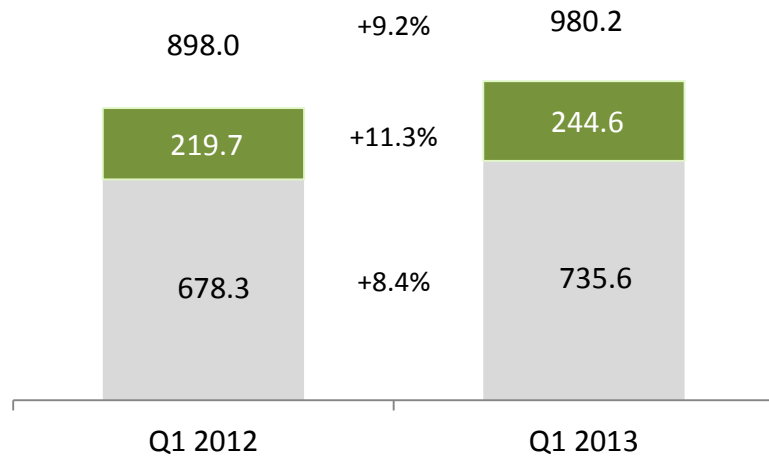


In MT'000

■ Consumer Pack ■ Bulk

YOY

QOQ



Segmental contribution	Q1 2012	Q1 2013	Change %	Q4 2012	Q1 2013	Change %
Bulk	75.5%	75.0%	-0.5%	72.3%	75.0%	2.8%
Consumer Pack	24.5%	25.0%	0.5%	27.7%	25.0%	-2.8%

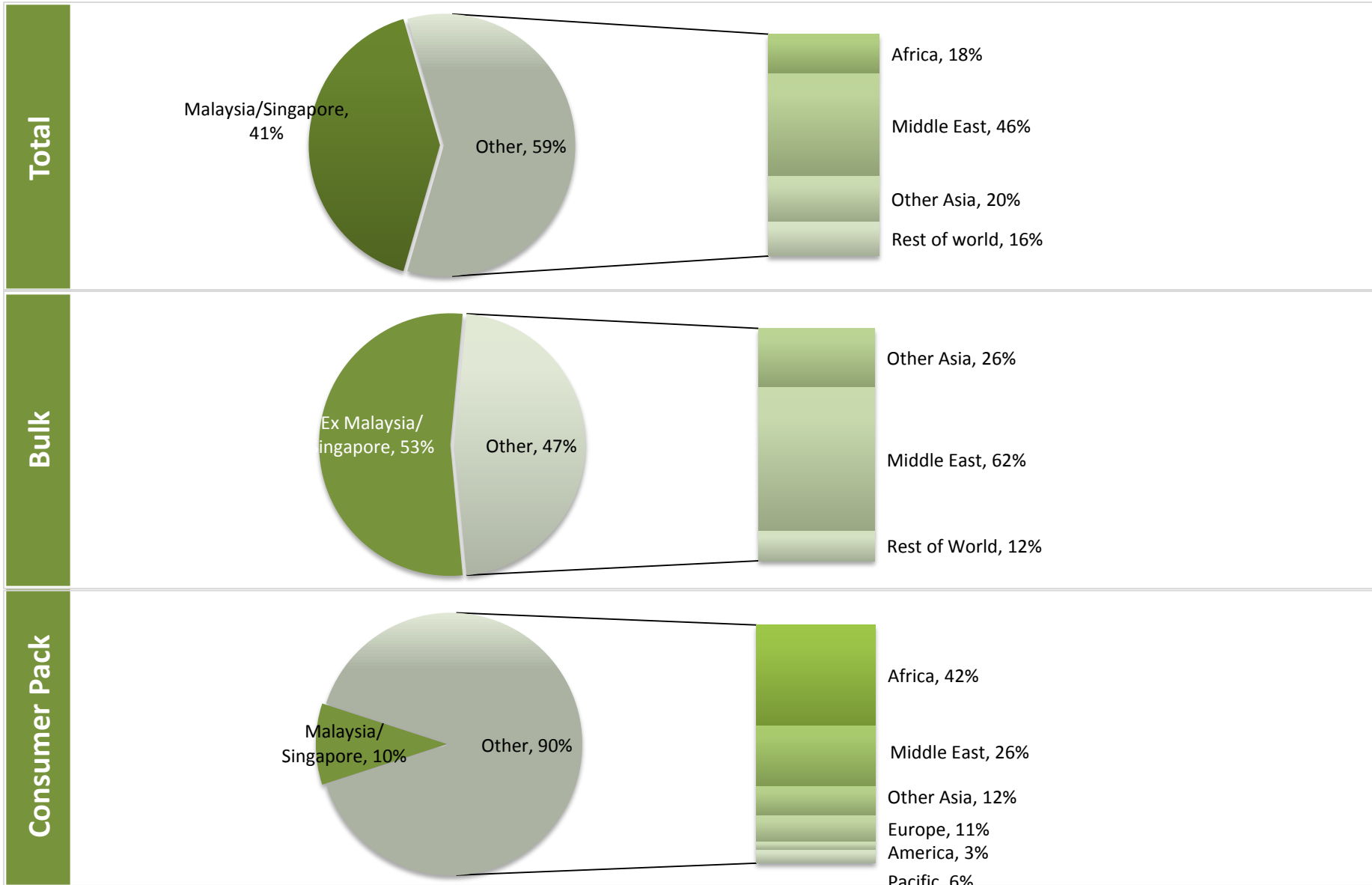
Revenue – Total – Q1 2013



In US\$ million, unless stated otherwise



Sales revenue: Geographical spread

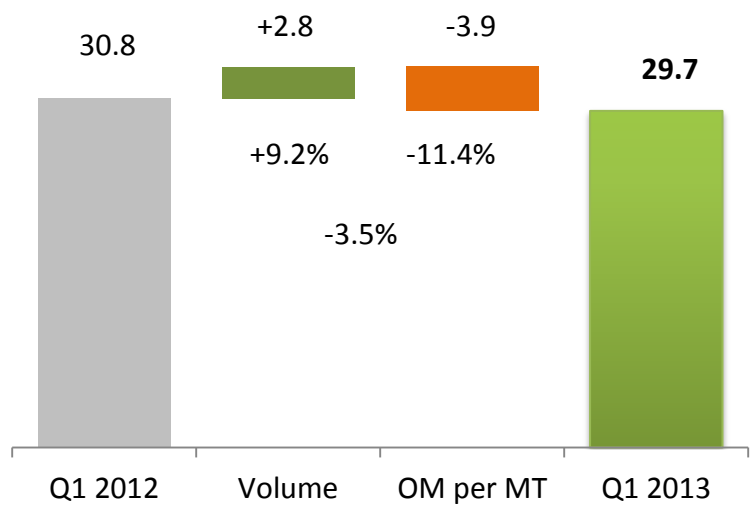


Operating margin – Total – Q1 2013

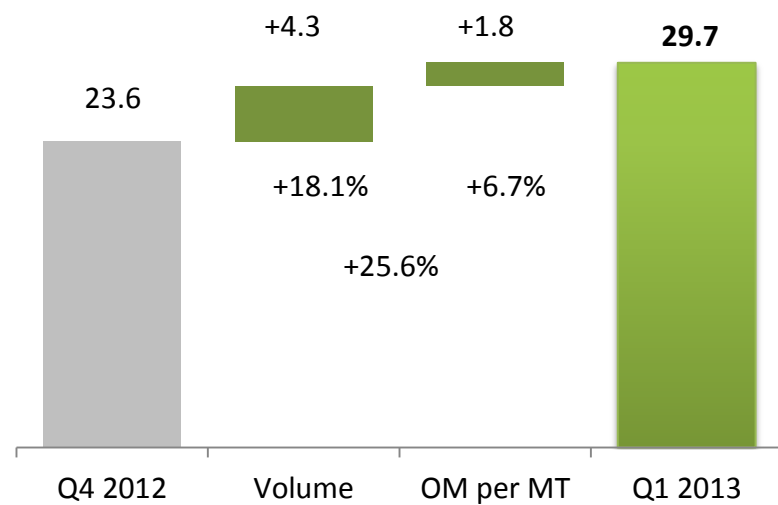


In US\$ million, unless stated otherwise

YOY



QOQ

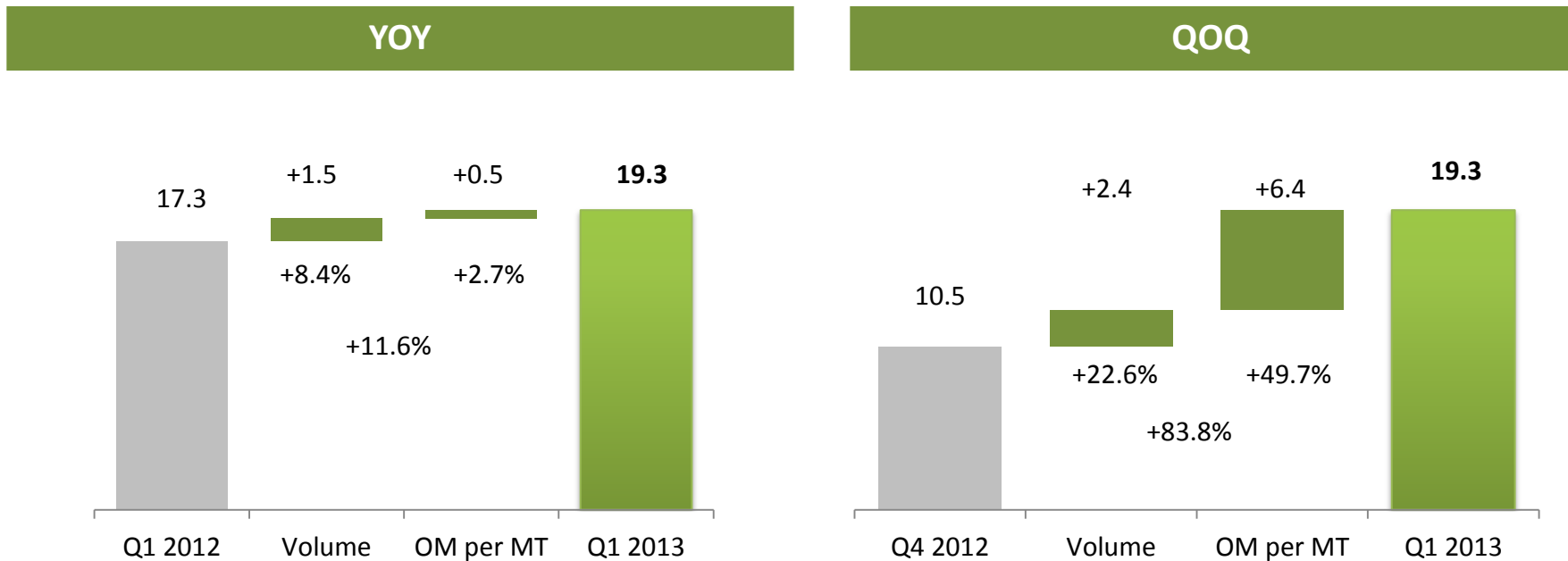


Total	Q1 2012	Q1 2013	Change %	Q4 2012	Q1 2013	Change %
Sales volume (MT'000)	898.0	980.2	9.2%	830.2	980.2	18.1%
OM per MT (US\$)	34.2	30.3	-11.4%	28.4	30.3	6.7%
Operating margin	30.8	29.7	-3.5%	23.6	29.7	25.6%

Operating margin – Bulk – Q1 2013



In US\$ million, unless stated otherwise

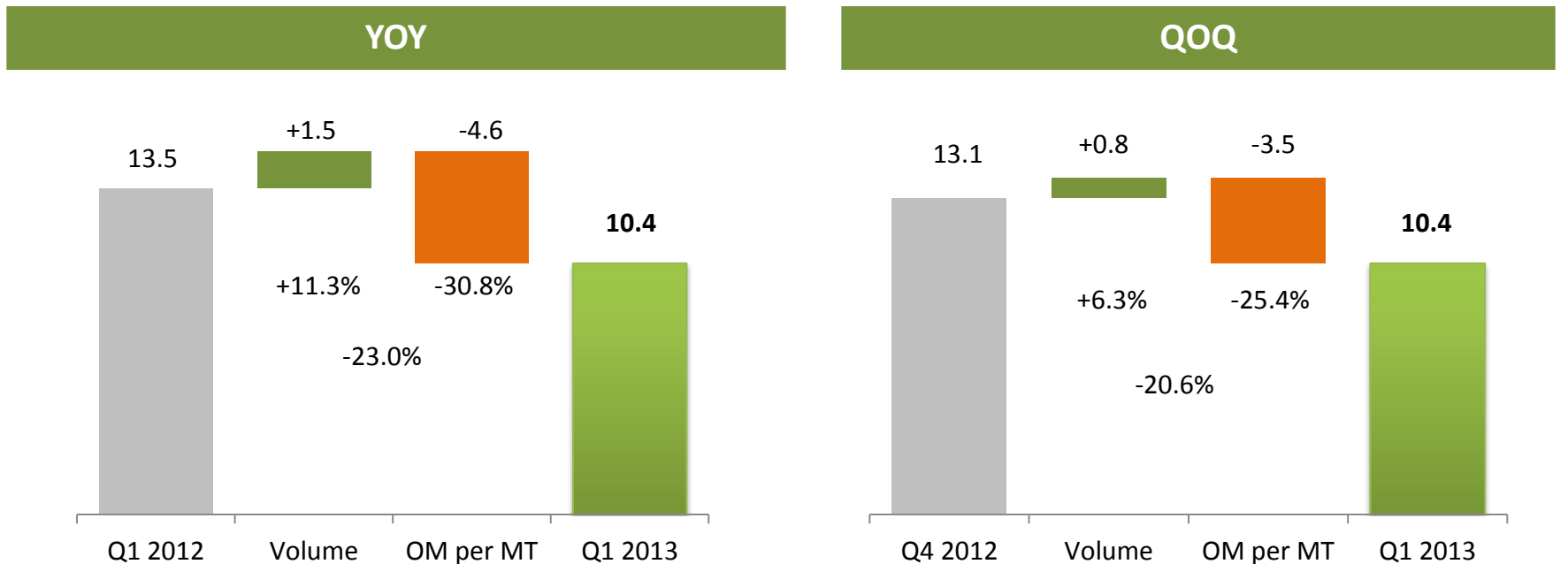


BULK	Q1 2012	Q1 2013	Change %	Q4 2012	Q1 2013	Change %
Sales volume (MT'000)	678.3	735.6	8.4%	600.2	735.6	22.6%
OM per MT (US\$)	25.5	26.2	2.7%	17.5	26.2	49.7%
Operating margin	17.3	19.3	11.6%	10.5	19.3	83.8%

Operating margin – Consumer Pack – Q1 2013



In US\$ million, unless stated otherwise



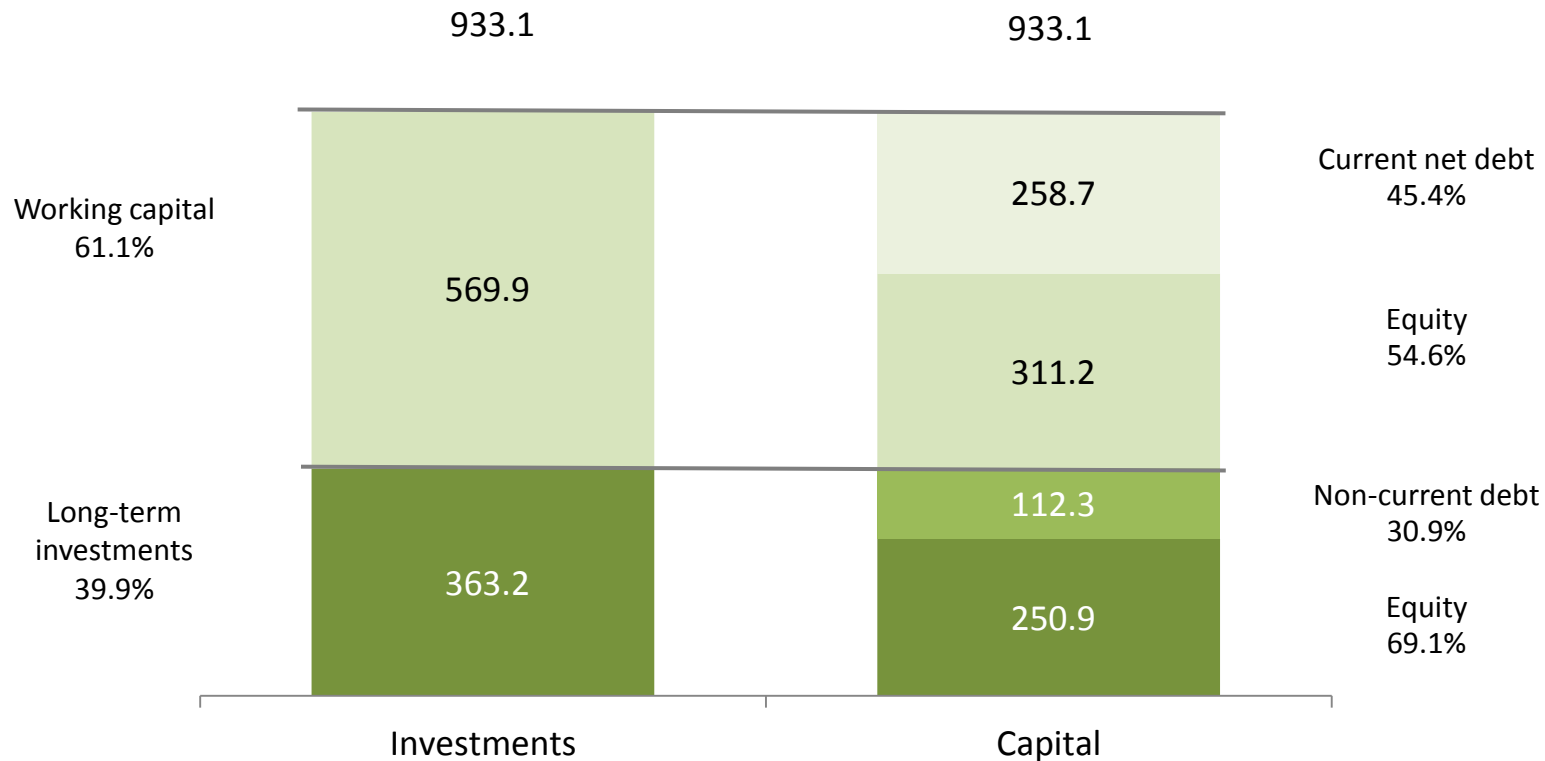
CONSUMER PACK	Q1 2012	Q1 2013	Change %	Q4 2012	Q1 2013	Change %
Sales volume (MT'000)	219.7	244.6	11.3%	230.0	244.6	6.3%
OM per MT (US\$)	61.4	42.5	-30.8%	57.0	42.5	-25.4%
Operating margin	13.5	10.4	-23.0%	13.1	10.4	-20.6%

Balance sheet – Summary

In US\$ million

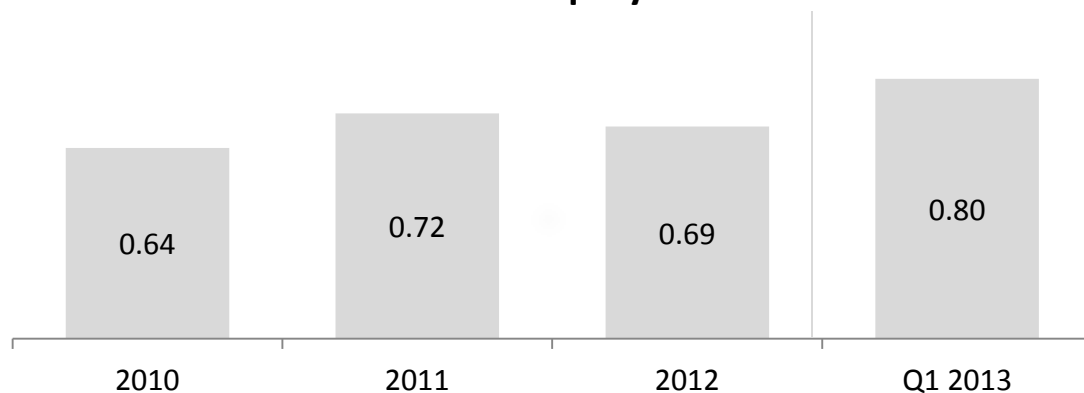
	31-Mar-13	31-Dec-12	Change
Property, plant and equipment	342.7	338.7	4.0
Other long term investments	20.5	18.0	2.5
Long term investments	363.2	356.7	6.5
Inventories	231.3	243.4	(12.1)
Trade receivables	478.1	444.0	34.1
Trade payables	(204.0)	(243.5)	39.5
Others	64.5	94.2	(29.7)
Working capital	569.9	538.1	31.8
Total investment	933.1	894.8	38.3
Equity	562.1	559.9	2.2
Net debt	371.0	334.9	36.1
Total capital	933.1	894.8	38.3

In US\$ million, unless stated otherwise



Debt / Equity Ratio	Actual	Objective
Long-term investments (LT Debt/Equity)	0.45x	<1.00x
Working capital (ST Debt / Equity)	0.83x	<2.00x
Total (Net debt / Equity)	0.66x	<1.50x

Gross debt to equity



In US\$ million

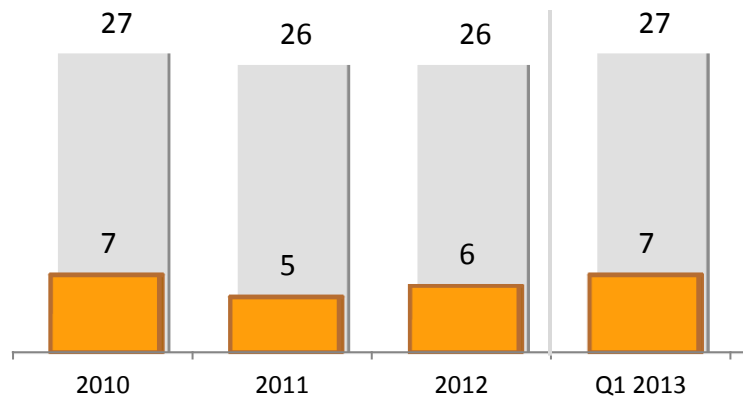
Gross Debt	450.7
Less: Cash	(79.7)
Net Debt	371.0
Equity	562.1
Net Debt / Equity	0.66

Net debt to equity

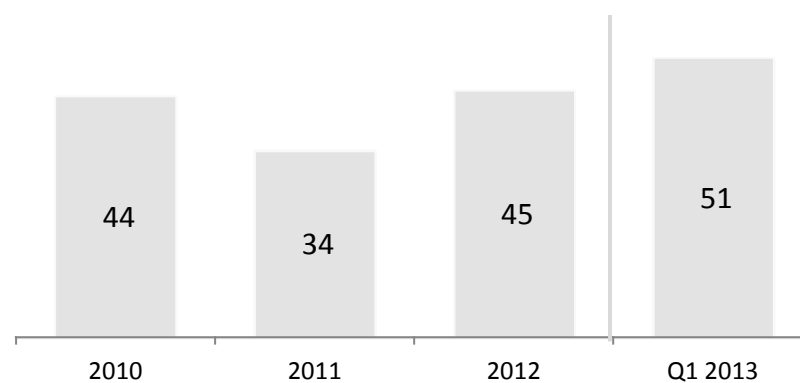
Objective: Keep below 1.5 (based on weighted average of 1:1 for Long-term investments and 2:1 for Working capital)



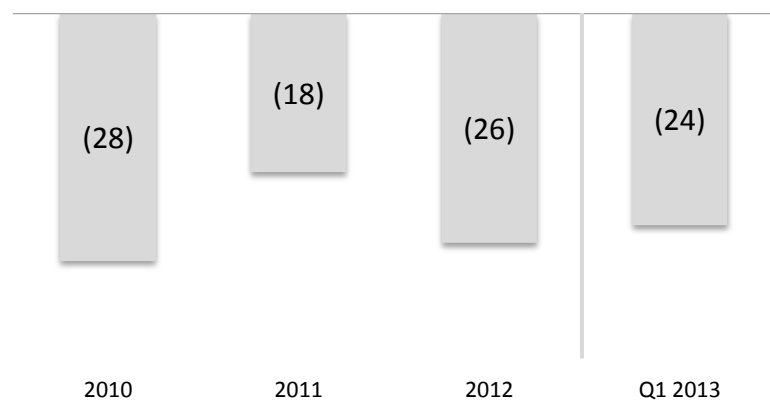
Inventory days



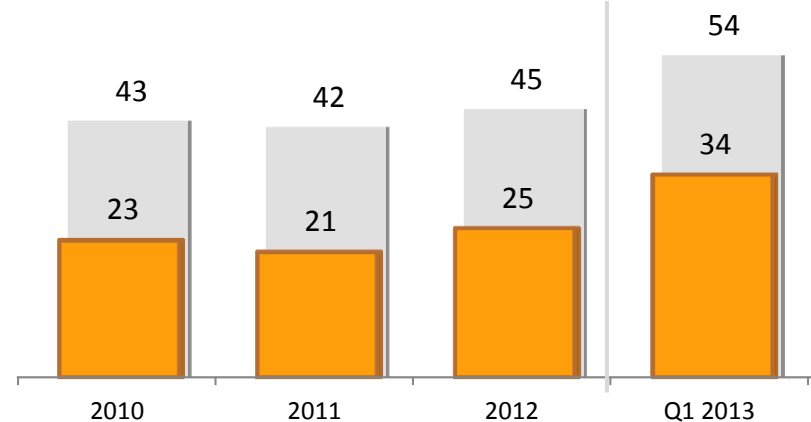
Trade receivable days



Trade payable days



Cycle time



In US\$ million

	Q1 2013
Operating cash flows before working capital changes	16.1
Changes in operating assets and liabilities	(37.0)
Net interest and income tax payment	(2.2)
Net cash flows used in operating activities	(23.1)
Net cash flows from financing activities	64.3
Net cash flows used in investing activities	(12.8)
Net change in cash and cash equivalents	28.4
Cash and cash equivalents - Opening	48.6
Effect of changes in exchange rate	(0.3)
Cash and cash equivalents - Closing	76.7

In US\$ million, unless stated otherwise

Current net debt coverage

	31 Mar 2013
Working capital	569.9
Current net debt	258.7
Current net debt/Working capital	45.4%

Working capital includes US\$168.8 million Readily Marketable Inventories (“RMI”) (73% of total inventories) and US\$478.1 million of trade receivables.

Interest coverage

	4 quarters ended 31 Mar 2013
EBITDA	50.3
Net interest	7.5
Net interest coverage	6.7x

Trade finance facilities utilisation

31 Mar 2013	Facility	Utilised	%	Balance
Trade finance	1,043.7	311.5	30	732.2
Cash and cash equivalents				79.7
Total liquidity				811.9

Thank you

Any questions, contact:

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