

**Mewah International Inc.**  
**Q3 2013 Financial Results Briefing**  
**8<sup>th</sup> Nov, 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 Third Quarter and Nine Months Period Ended 2013 lodged on the SGXNET on 8<sup>th</sup> Nov, 2013.

Some figures and percentages within the explanations may not exactly match due to rounding off.

In US\$ million, unless stated otherwise

	Q3 2013	Q3 2012	% change	Q2 2013	% change
Sales volume (MT'000)	<b>933.0</b>	<b>777.7</b>	20.0%	<b>849.1</b>	9.9%
Revenue	793.2	844.4	-6.1%	707.3	12.1%
Operating margin ("OM")	27.4	24.3	12.5%	28.3	-3.3%
Net profit *	<b>3.6</b>	<b>1.2</b>	209.7%	<b>4.1</b>	-11.5%

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

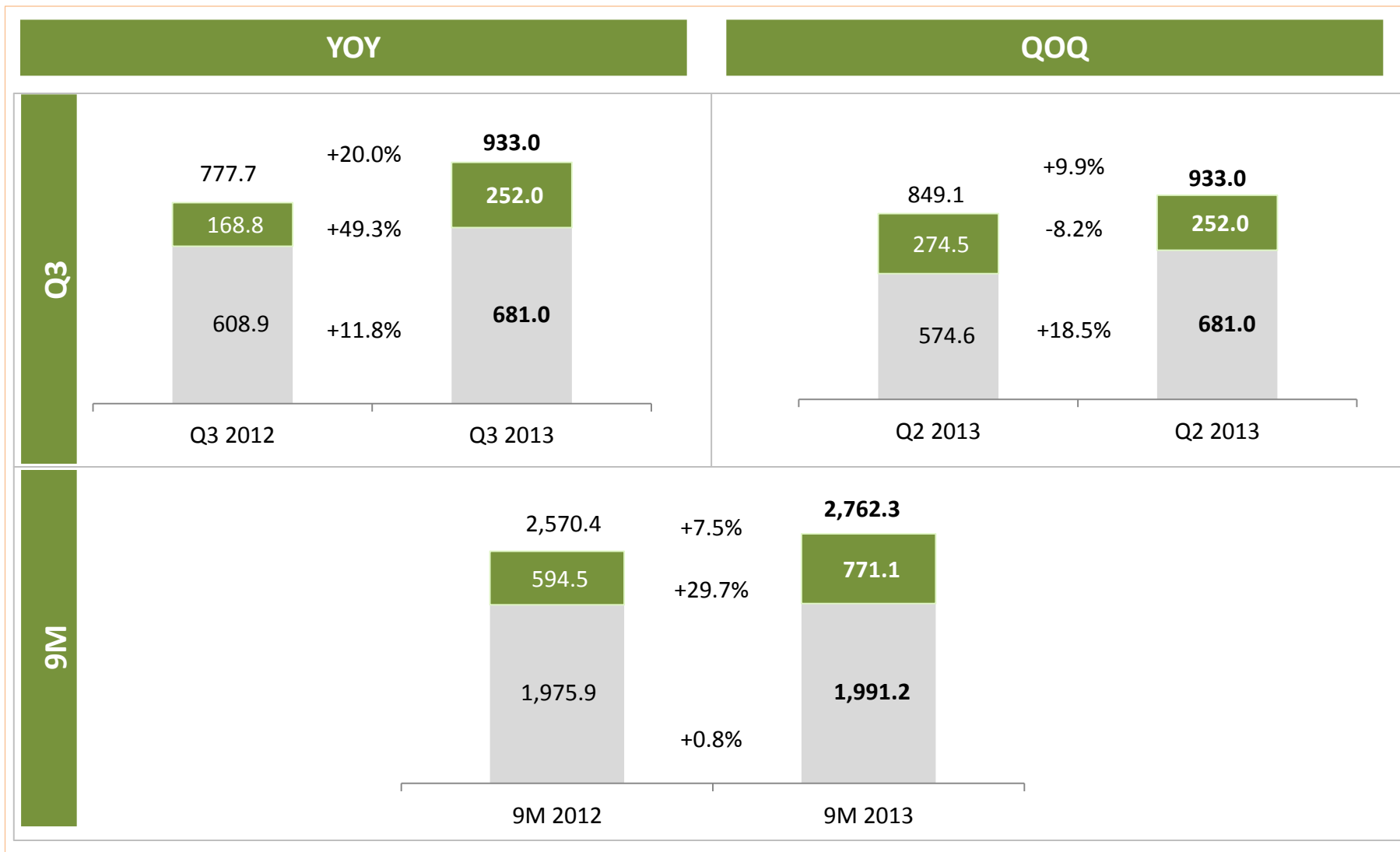
In US\$ million, unless stated otherwise

	9M 2013	9M 2012	% change
Sales volume (MT'000)	<b>2,762.3</b>	<b>2,570.4</b>	7.5%
Revenue	2,359.8	2,853.0	-17.3%
Operating margin ("OM")	85.3	84.6	0.9%
Net profit *	<b>11.6</b>	<b>15.7</b>	-26.1%

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

In MT'000

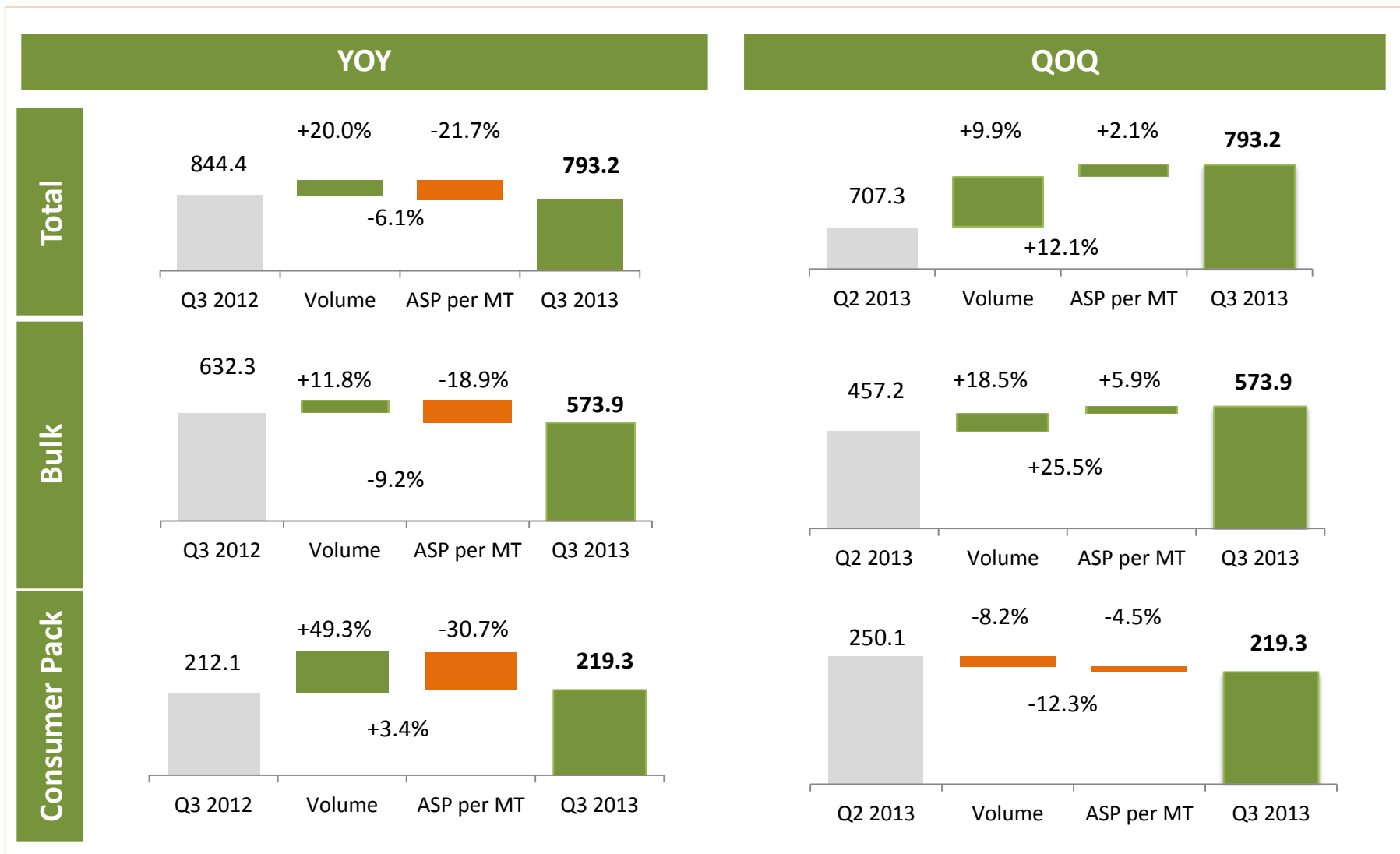
■ Consumer Pack ■ Bulk



# Revenue – Total – Q3 2013



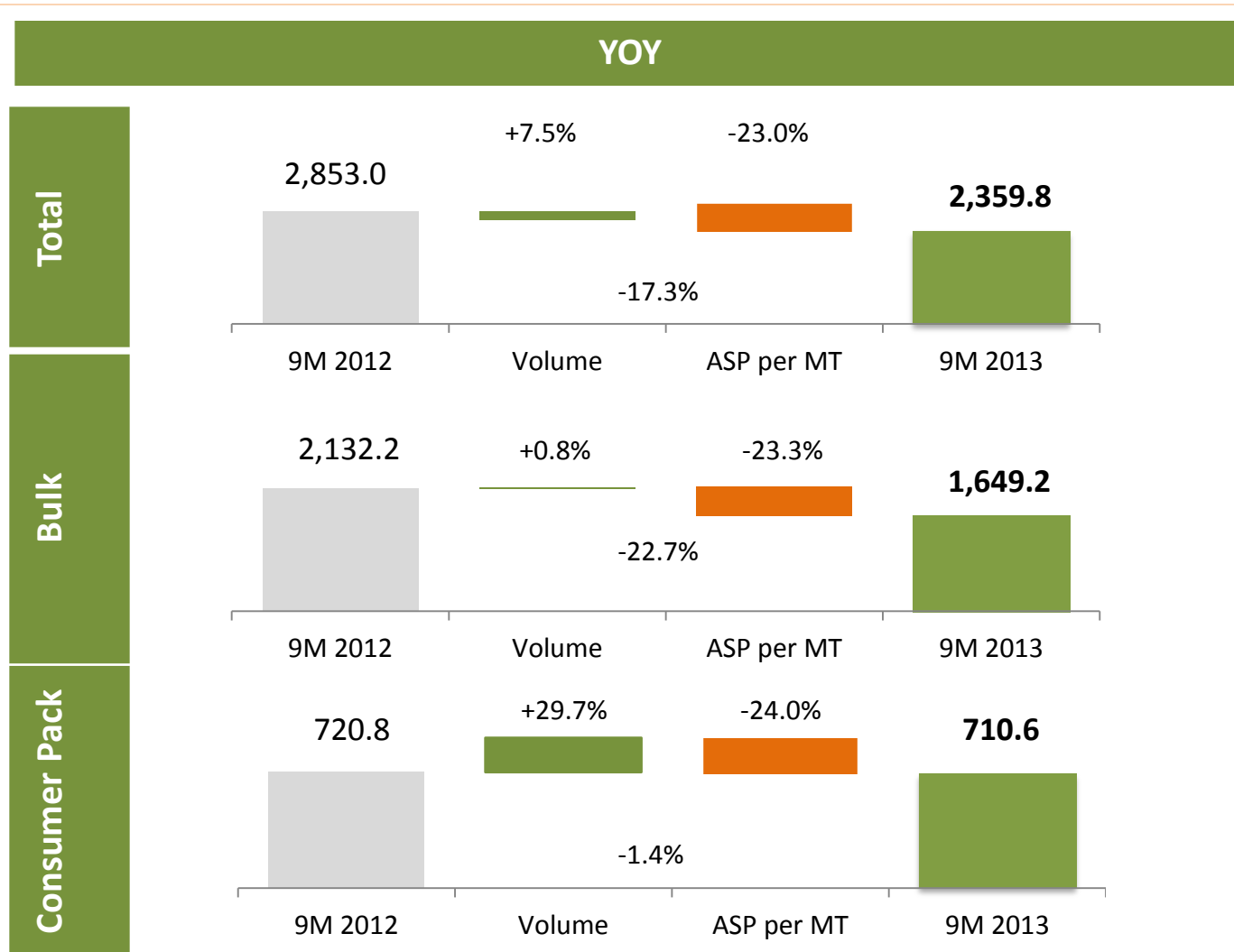
In US\$ million, unless stated otherwise



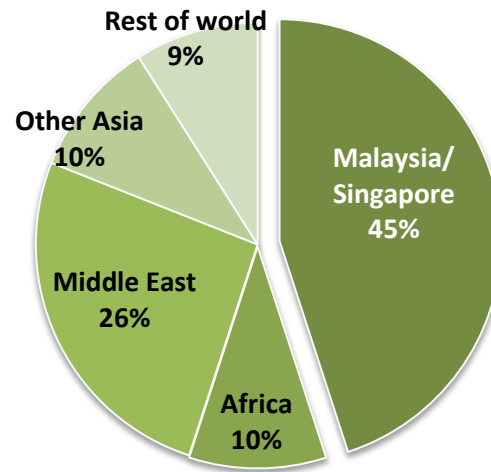
# Revenue – Total – 9M 2013



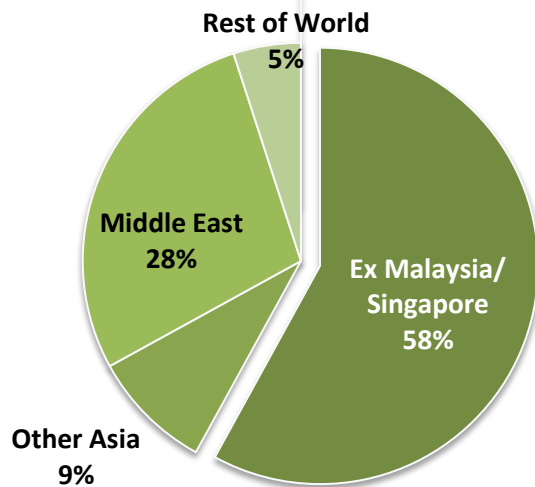
In US\$ million, unless stated otherwise



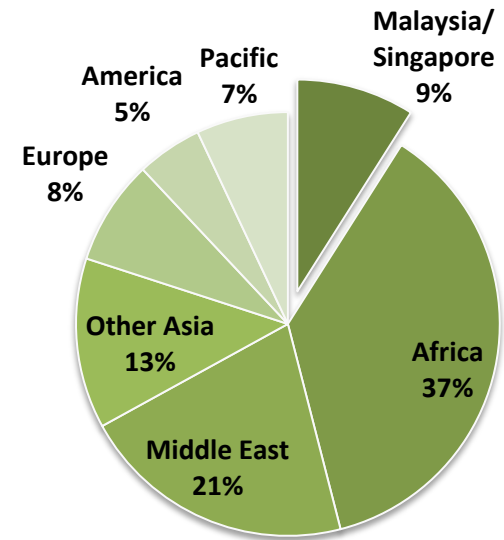
**Total**



**Bulk**



**Consumer Pack**



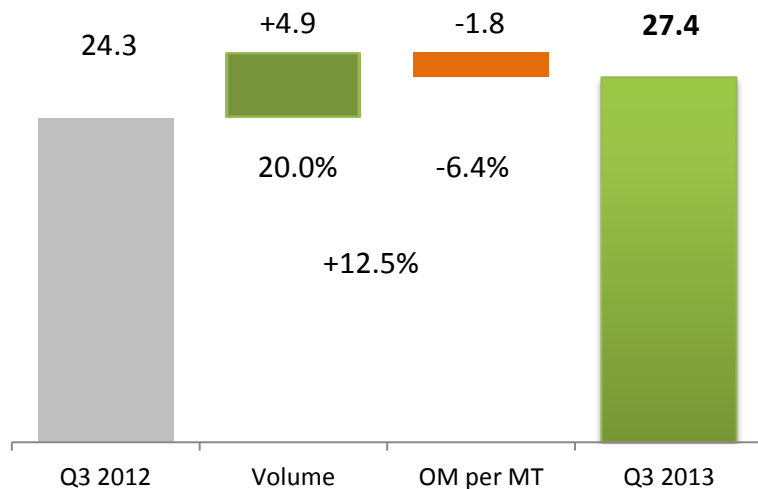


# Operating margin – Total – Q3 2013

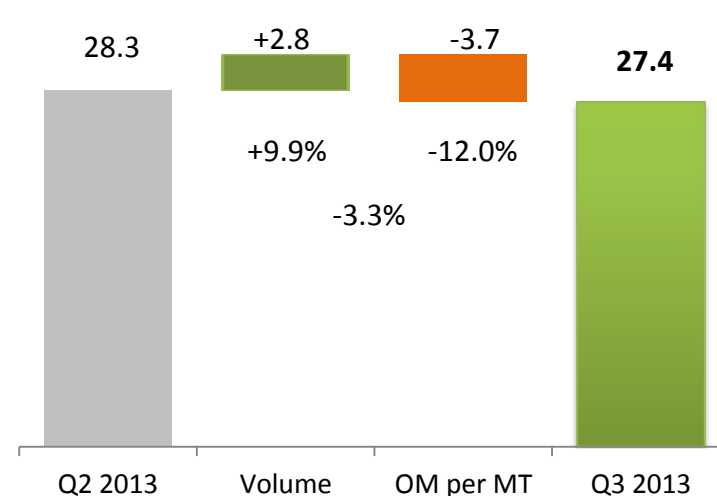


In US\$ million, unless stated otherwise

## YOY



## QOQ



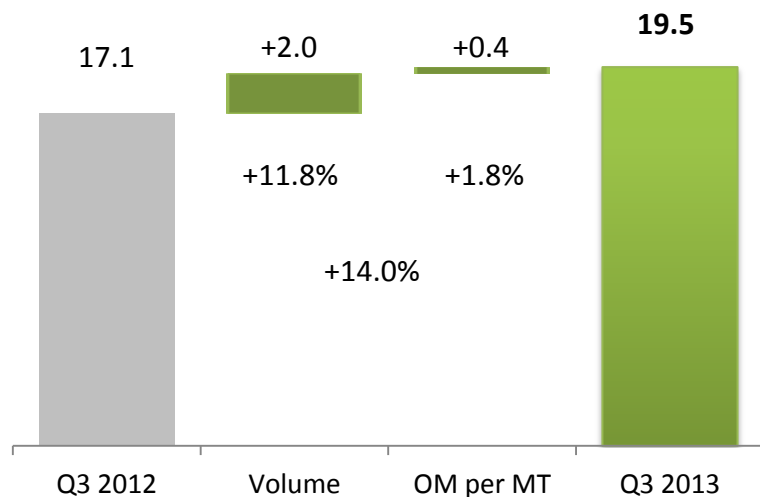
Total	Q3 2012	Q3 2013	Change %	Q2 2013	Q3 2013	Change %
<b>Sales volume</b> (MT'000)	777.7	<b>933.0</b>	20.0%	849.1	<b>933.0</b>	9.9%
OM per MT (US\$)	31.3	<b>29.3</b>	-6.4%	33.3	<b>29.3</b>	-12.0%
<b>Operating margin</b>	24.3	<b>27.4</b>	12.5%	28.3	<b>27.4</b>	-3.3%

# Operating margin – Bulk – Q3 2013

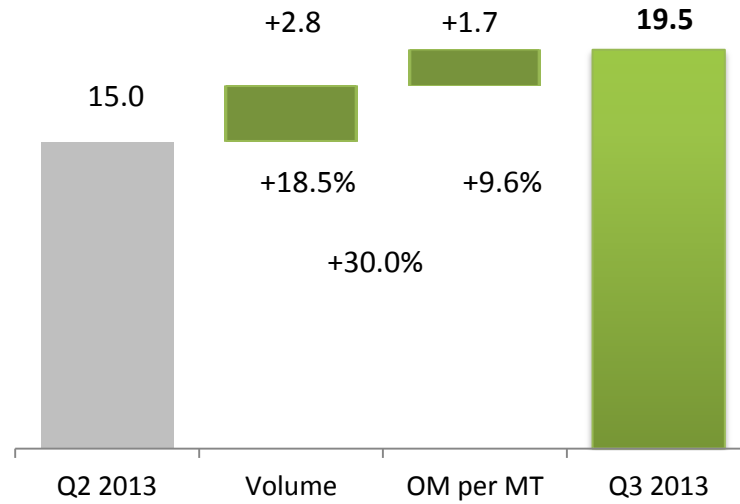


In US\$ million, unless stated otherwise

## YOY



## QOQ

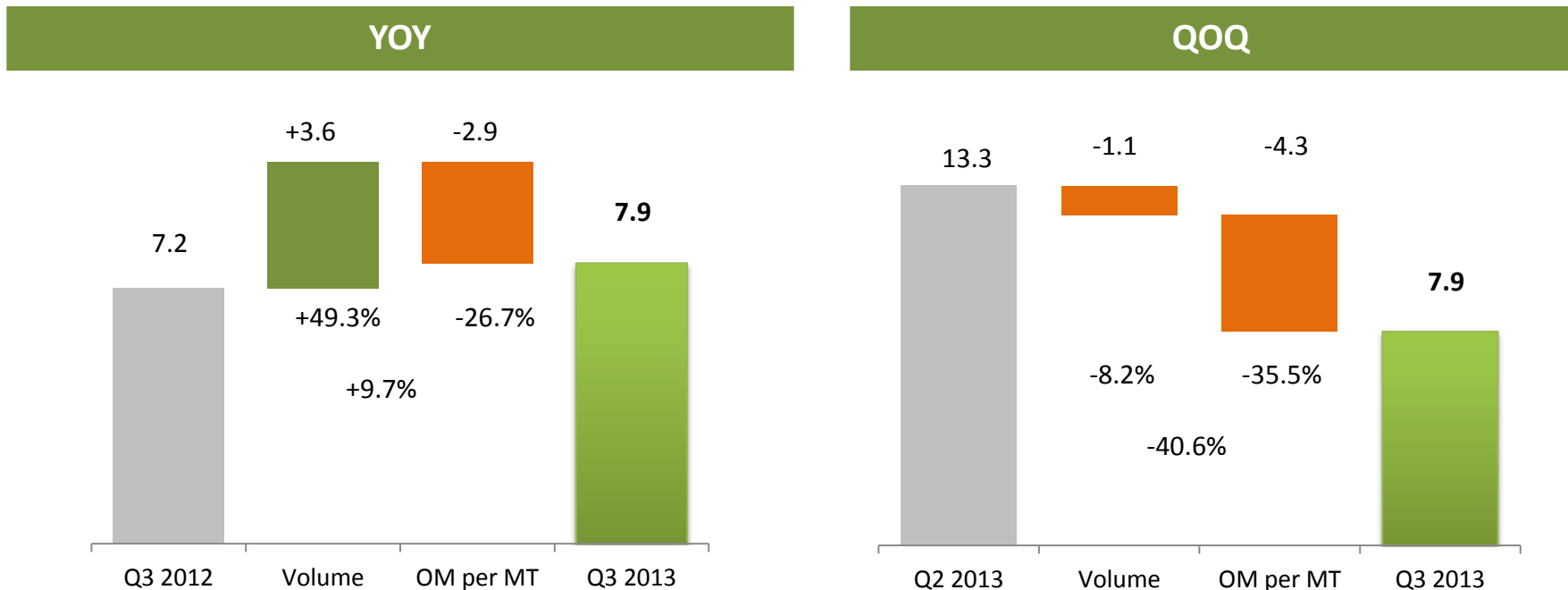


BULK	Q3 2012	Q3 2013	Change %	Q2 2013	Q3 2013	Change %
Sales volume (MT'000)	608.9	<b>681.0</b>	11.8%	574.6	<b>681.0</b>	18.5%
OM per MT (US\$)	28.1	<b>28.6</b>	1.8%	26.1	<b>28.6</b>	9.6%
Operating margin	17.1	<b>19.5</b>	14.0%	15.0	<b>19.5</b>	30.0%

# Operating margin – Consumer Pack – Q3 2013



In US\$ million, unless stated otherwise



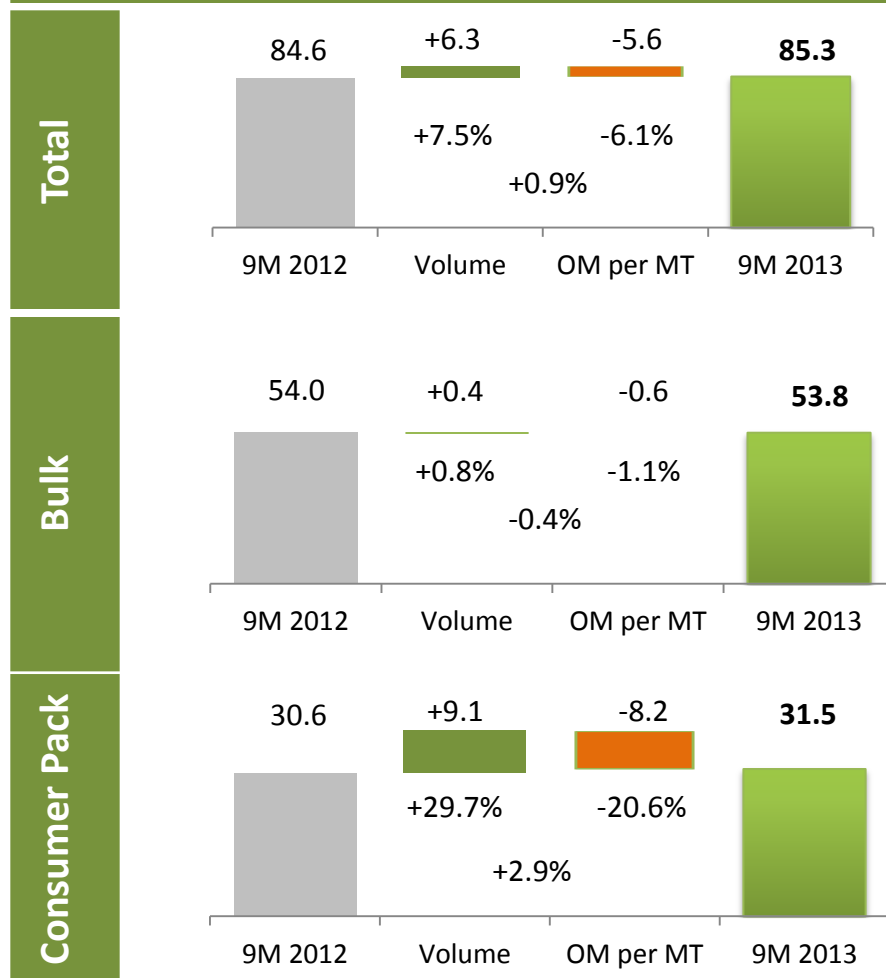
CONSUMER PACK	Q3 2012	Q3 2013	Change %	Q2 2013	Q3 2013	Change %
Sales volume (MT'000)	168.8	<b>252.0</b>	49.3%	274.5	<b>252.0</b>	-8.2%
OM per MT (US\$)	42.7	<b>31.3</b>	-26.7%	48.5	<b>31.3</b>	-35.5%
<b>Operating margin</b>	7.2	<b>7.9</b>	9.7%	13.3	<b>7.9</b>	-40.6%

# Operating margin – 9M 2013



In US\$ million, unless stated otherwise

## YOY

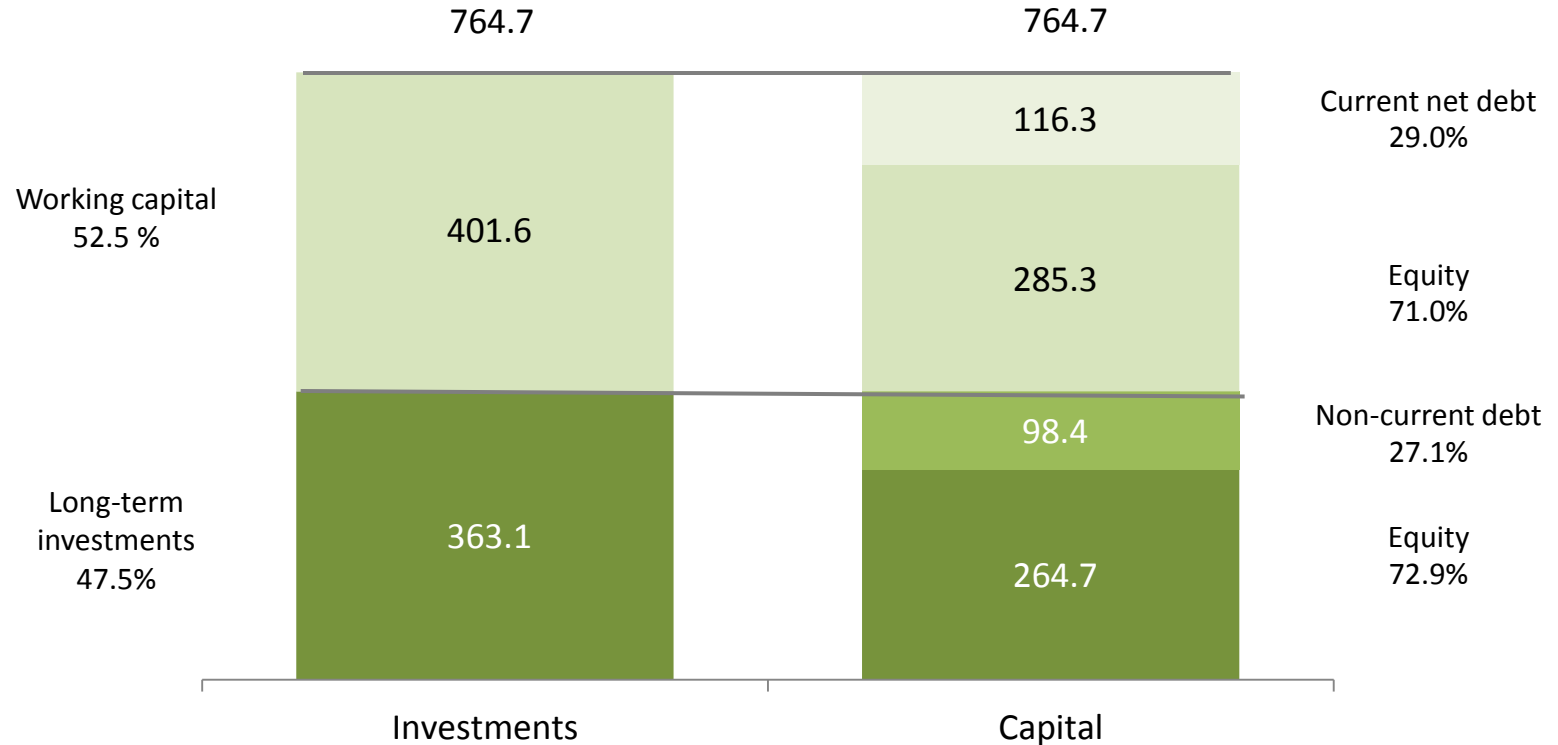


Total	9M 2012	9M 2013	Change %
Sales volume (MT <sup>000</sup> )	2,570.4	2,762.3	7.5%
OM per MT (US\$)	32.9	30.9	-6.1%
<b>Operating margin</b>	84.6	85.3	0.9%

BULK	9M 2012	9M 2013	Change %
Sales volume (MT <sup>000</sup> )	1,975.9	1,991.2	0.8%
OM per MT (US\$)	27.3	27.0	-1.1%
<b>Operating margin</b>	54.0	53.8	-0.4%

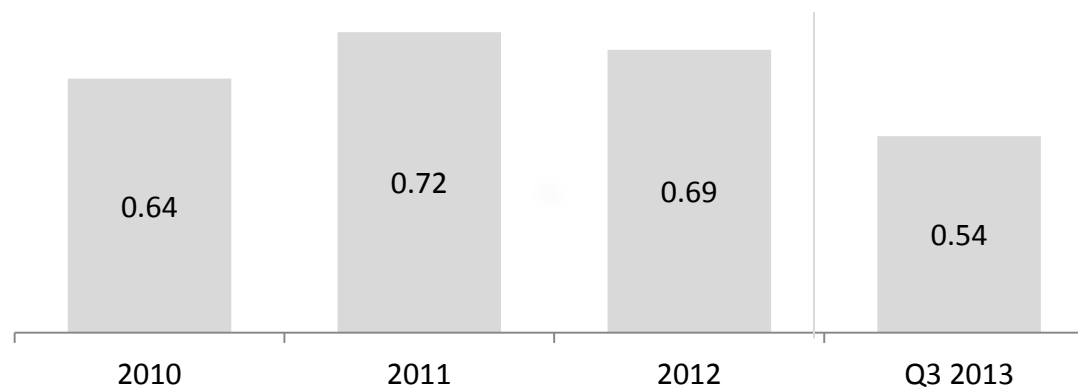
CONSUMER PACK	9M 2012	9M 2013	Change %
Sales volume (MT <sup>000</sup> )	594.5	771.1	29.7%
OM per MT (US\$)	51.5	40.9	-20.6%
<b>Operating margin</b>	30.6	31.5	2.9%

In US\$ million, unless stated otherwise



Debt / Equity Ratio	Actual	Objective
Long-term investments (LT Debt/Equity)	0.37x	<1.00x
Working capital (ST Debt / Equity)	0.41x	<2.00x
<b>Total (Net debt / Equity)</b>	<b>0.39x</b>	<b>&lt;1.50x</b>

## Gross debt to equity

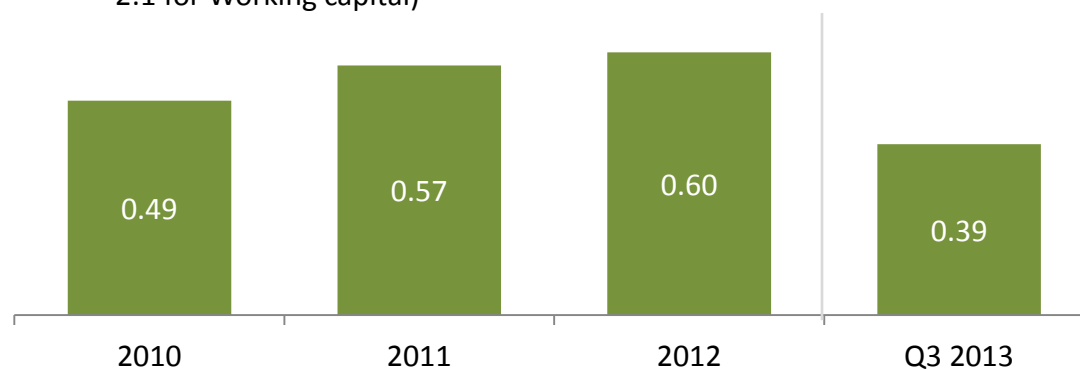


In US\$ million

Gross Debt	298.9
Less: Cash	(84.2)
<b>Net Debt</b>	<b>214.7</b>
<b>Equity</b>	<b>550.2</b>
<b>Gross Debt / Equity</b>	<b>0.54</b>
<b>Net Debt / Equity</b>	<b>0.39</b>

## Net debt to equity

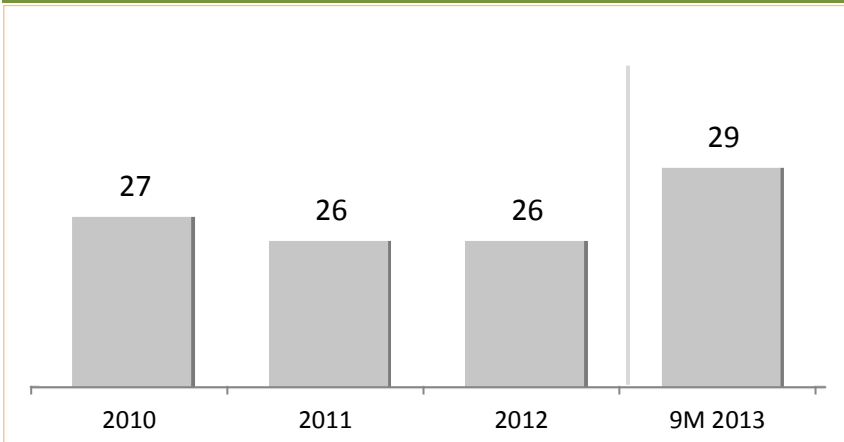
Objective: Keep below 1.5  
(based on weighted average of 1:1 for Long-term investments and 2:1 for Working capital)



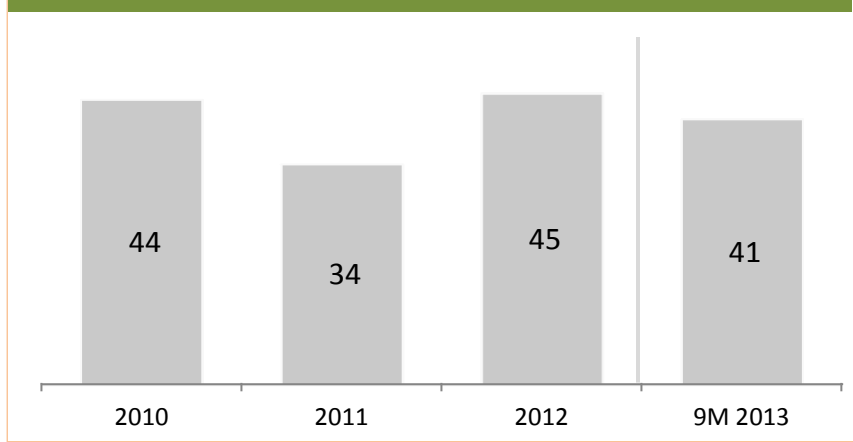
Gross debt to equity = Total borrowings / Equity

Net debt to equity = Total borrowings less Cash and cash equivalents excluding IPO proceeds / Equity

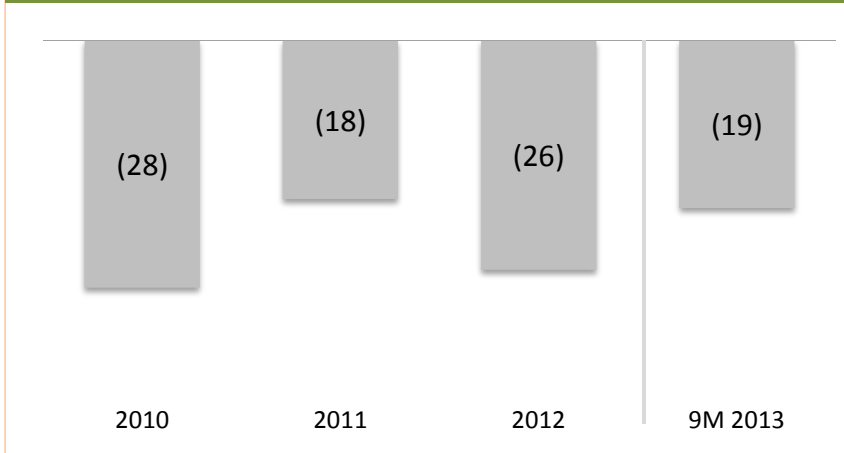
## Inventory days



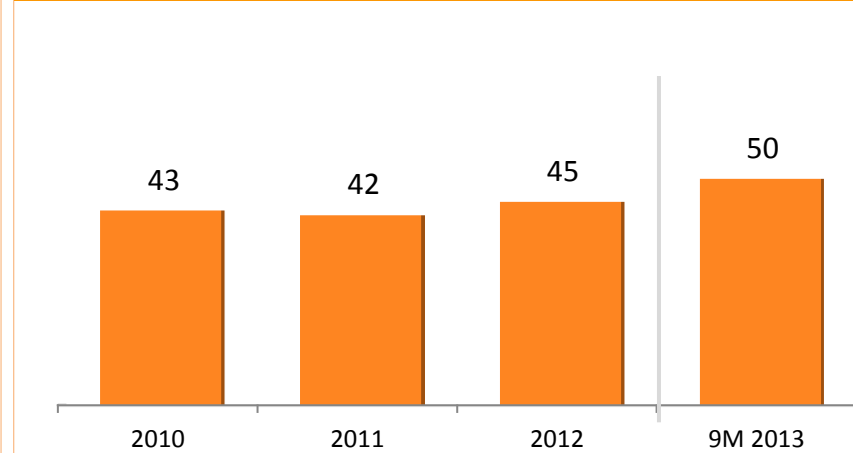
## Trade receivable days



## Trade payable days



## Cycle time



In US\$ million

	Q3 2013	9M 2013
<b>Operating cash flows before working capital changes</b>	<b>11.3</b>	<b>38.9</b>
Changes in operating assets and liabilities	33.1	133.3
Net interest and income tax payment	(2.8)	(10.5)
<b>Net cash flows from operating activities</b>	<b>41.6</b>	<b>161.7</b>
<b>Net cash flows used in financing activities</b>	<b>(4.3)</b>	<b>(88.6)</b>
<b>Net cash flows used in investing activities</b>	<b>(12.1)</b>	<b>(39.6)</b>
<b>Net change in cash and cash equivalents</b>	<b>25.2</b>	<b>33.5</b>
<b>Cash and cash equivalents - Opening</b>	<b>56.1</b>	<b>48.6</b>
Effect of changes in exchange rate	(0.3)	(1.0)
<b>Cash and cash equivalents - Closing</b>	<b>81.0</b>	<b>81.0</b>



In US\$ million, unless stated otherwise

## Current net debt coverage

Current net debt	214.7
Working capital	401.6
<b>Current net debt/Working capital</b>	<b>53.5%</b>

Working capital includes US\$145.4 million Readily Marketable Inventories (“RMI”) (64% of total inventories) and US\$350.8 million of trade receivables which are highly liquid in nature.

## Non current-debt repayment schedule

Year 2	37.5
Year 3	35.5
Year 4	19.9
Year 5	3.6
More than 5 years	1.9
<b>Total</b>	<b>98.4</b>

## Trade finance facilities utilisation

### Utilised %

Facility	793.0	
Utilised	165.8	20.9%
Unutilised Facility Amount	627.2	
Cash and Cash equivalents	84.2	
<b>Total liquidity</b>	<b>711.4</b>	

## Interest coverage

### 4 quarters ended 30 Sep 2013

EBITDA	50.5
Net interest	7.0
<b>Net interest coverage</b>	<b>7.2x</b>

**Thank you**

Any questions, contact:

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