

Print this page

FULL YEAR RESULTS * FINANCIAL STATEMENT AND RELATED ANNOUNCEMENT

* Asterisks denote mandatory information

Name of Announcer *	MEWAH INTERNATIONAL INC.
Company Registration No.	CR-166055
Announcement submitted on behalf of	MEWAH INTERNATIONAL INC.
Announcement is submitted with respect to *	MEWAH INTERNATIONAL INC.
Announcement is submitted by *	LEONG QUEE ME
Designation *	SENIOR FINANCIAL CONTROLLER
Date & Time of Broadcast	24-Feb-2011 17:16:30
Announcement No.	00103

> > ANNOUNCEMENT DETAILS

The details of the announcement start here ...

For the Financial Period Ended *	31-12-2010
Description	Enclosed Mewah's results announcement for FY 2010.
	Documents enclosed: 1. Unaudited Financial Statements 2. Press Release 3. Results Presentation

Attachments

 Mewah_FY2010_Results_Unaudited_Financial_Statements.pdf

 Mewah_FY2010_Results_Press_Release.pdf

 Mewah_FY2010_Results_Presentation.pdf

Total size = **1564K**
(2048K size limit recommended)

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Mewah International Inc.



FY 2010 Results Briefing
24th February, 2011

Important Notice



This presentation, as well as Financial statements appended herewith should be read in conjunction with Mewah International Inc.'s Unaudited Financial Statements for the Full Year Ended 31 December 2010 lodged on the SGXNET on 24th February, 2011.

Certain statements in this presentation constitute “forward looking statements”. All statements other than statements of historical facts are forward looking statements and are based on management’s optimistic view about the future developments.

Forward looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected and projected, due to various factors.

Potential risks and uncertainties include but are not limited to such factors as inherent business risks in the edible oils and fats industry and generally, our ability to source raw materials, effective use of derivative financial instruments to hedge against the risk of price fluctuations, foreign exchange fluctuations, counter-party and credit risks, adequacy of our financial management and internal control systems, implementing, integrating and managing our expansion plans, disruption to our production facilities, labour activism and unrest, competition from other companies, dependence on key management team, environmental regulations and standards etc.

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

Agenda



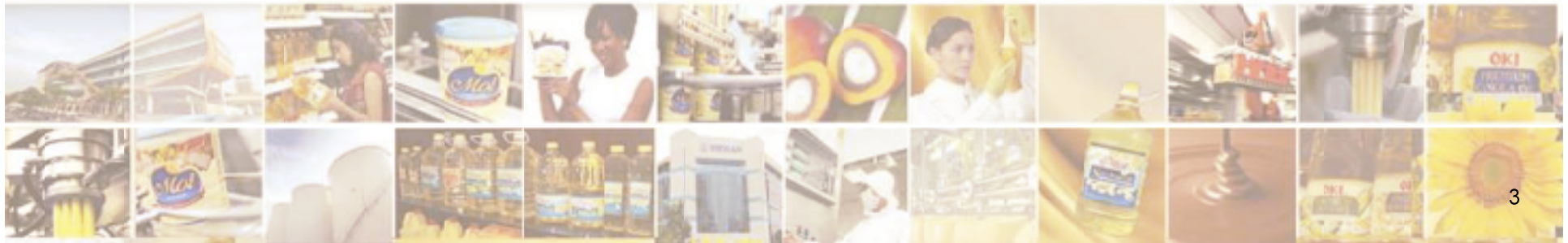
Business and Financial Highlights

Strategy and Expansion Plans

Financial Performance Review



Business and Financial Highlights



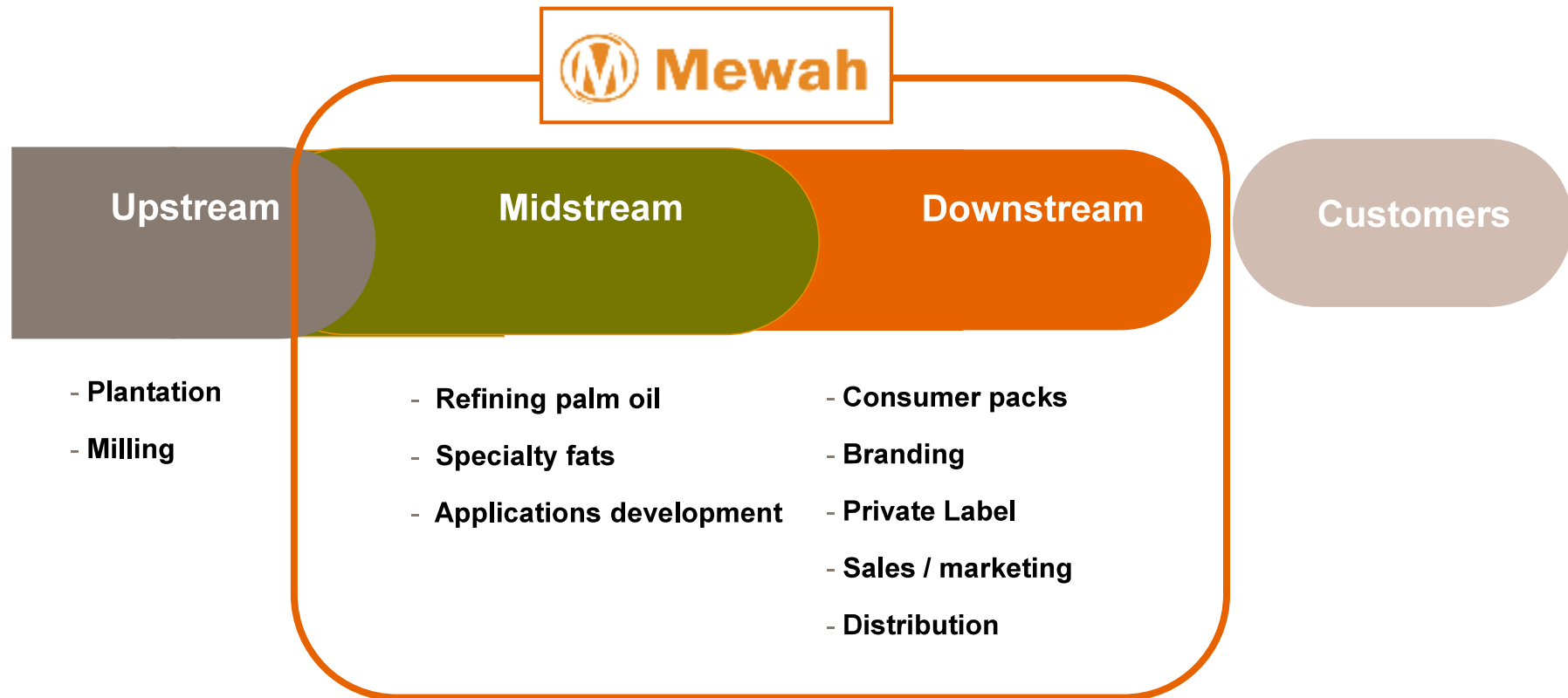
Robust agri-based consumer products business

Merchandising and distribution
(Sales in over 100 countries)

Established and recognised brands
(Oki, Moi, Krispi, Mona, Mewah)

Cost-efficient manufacturing facilities
(Largest average refinery plant size in Malaysia)

Our Business



Participation in the midstream and downstream parts of the value chain.

Financial Highlights – Profit after tax



In US\$ millions, unless stated otherwise

Quarter 4	4Q 2010	4Q 2009	% Increase
Profit after tax	36.1	26.2	38.0%
Profit after tax (Excl. exceptional items)	40.8	26.2	56.1%
Full year	FY 2010	FY 2009	% Increase
Profit after tax	92.4	89.7	3.1%
Profit after tax (Excl. exceptional items)	97.2	89.7	8.4%

Financial Highlights – Quarter 4



In US\$ millions, unless stated otherwise

Quarter 4	4Q 2010	4Q 2009	Change
Sales volume (Thousand MT)	993.8	1,241.1	-19.9%
Sales Revenue	1,060.1	913.9	16.0%
Profit after tax	36.1	26.2	38.0%
Profit after tax (Excl. exceptional items)	40.8	26.2	56.1%

Financial Highlights – Full year



In US\$ millions, unless stated otherwise

Full Year	FY 2010	FY 2009	Change
Sales volume (Thousand MT)	3,851.5	3,806.8	1.2%
Sales Revenue	3,533.1	2,867.1	23.2%
Profit after tax	92.4	89.7	3.1%
Profit after tax (Excl. exceptional items)	97.2	89.7	8.4%
Earnings per share (US cents)	7.08	6.96	1.7%
Return on equity	38.8%	45.5%	-14.7%

Note: Return on equity is calculated as Profit after tax attributable to equity holders of the Company divided by the beginning balance of equity attributable to equity holders

Financial Highlights – Balance Sheet



Cash and cash equivalents of US\$215.3 million

Equity of US\$ 509.2 million, aided by net proceeds from listing, of US\$ 183.6 million

Conservative Net debt to equity ratio of 0.22

91% of borrowings were trade finance, backed by inventories and trade receivables.

Short cycle time of 43 days

Note:

-Net Debt is calculated by reducing Cash from Borrowings.

Focused Strategies



Increase production capacity and expand range of specialty fats

- Capitalise on the fast-growing specialty fats segment
- Quadruple specialty fats production capacity by 2H 2011
- Plan to produce CBE



Further strengthen market position as a leading edible oils and fats processor

- Maintain position as leading edible oils and fats processor largely through organic growth
- Planned capacity expansion and upgrade to increase refining capacity
- Expand product range
- Replicate low-cost integrated facilities model to other countries



Broaden and deepen merchandising, marketing and distribution network

- Expand sales and marketing teams in countries or regions with potential growth
- Continue to maintain and grow relationships with customers and distributors



Expand consumer pack business by increasing packing capacity

- To offer wider range of packing products and services to customers
- May establish packing plants in new markets

Key objective: To continue the demand-driven expansion of the business and operations by increasing production capacity and expanding range of value-added products and distribution network

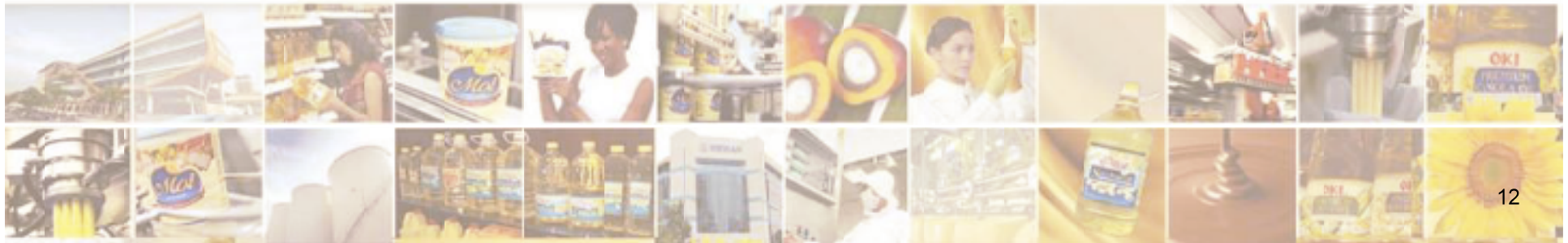
Expansion of Facilities



(In US\$ millions, unless stated otherwise)

Project	Total for 2010-2012	Refining capacity expansion	Commencement	Completion
Sabah refinery project	60	525,000 MT per annum (refinery of refined oils)	2H 2010	2H 2012
Westport expansion project	50	126,000 MT per annum (CBS fractionation facility)	2H 2009	2H 2011
Pasir Gudang expansion project	55	84,000 MT per annum (CBS fractionation facility)	1H 2010	2H 2011
Consumer packs project	25	175 MT/day (soap) 425 MT/day (shortening)	2H 2010	2H 2011
Zhangjiagang project (Packing plant)	35	NA	2H 2010	2H 2013
Tianjin project (Packing plant)	20	NA	2H 2010	2H 2012
Total	245			

Financial Performance Review



Financial Summary

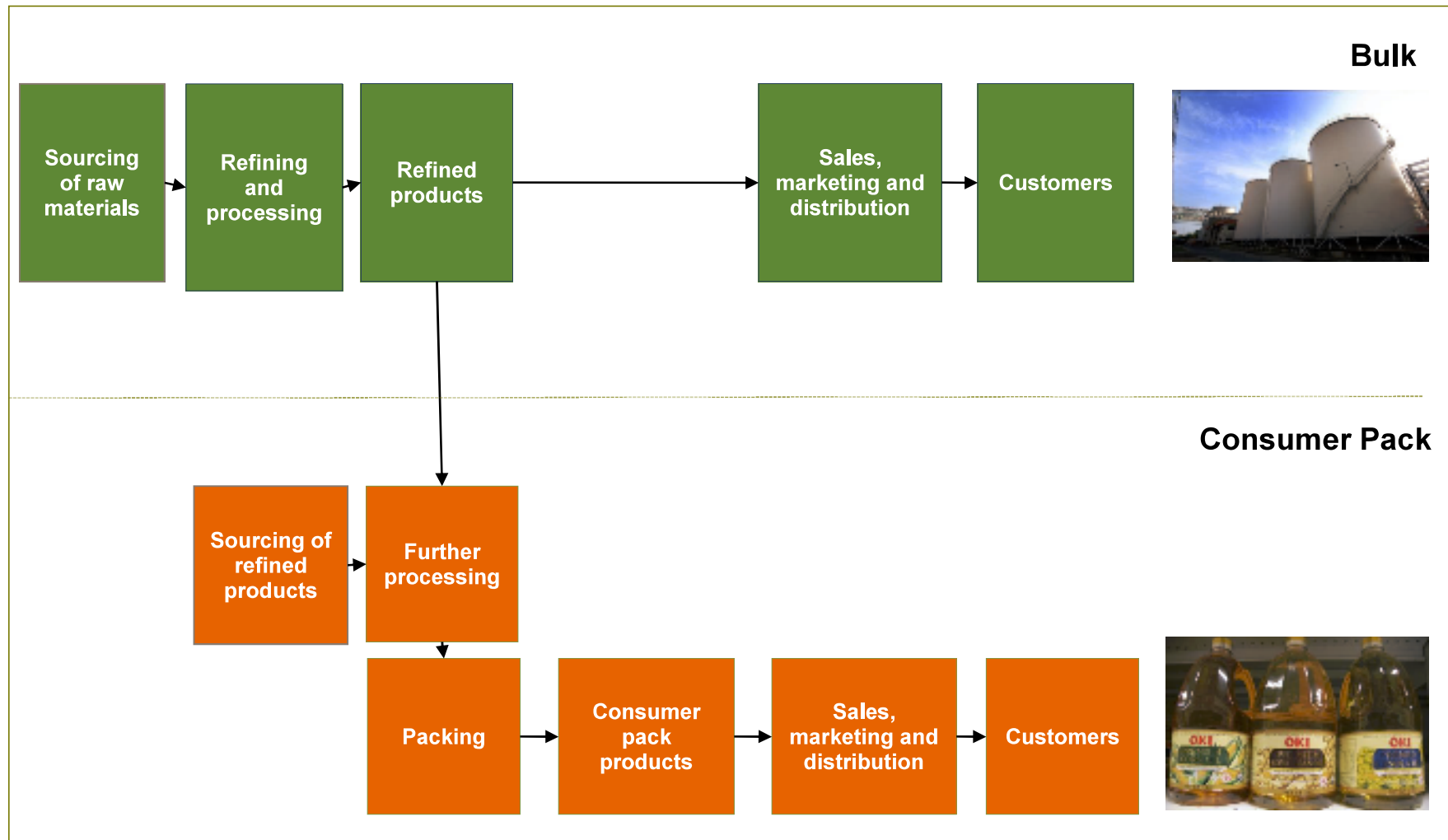


In US\$ millions, unless stated otherwise

	4Q 2010	4Q 2009	% Inc/ (Dec)	FY 2010	FY 2009	% Inc/ (Dec)
Sales volume (Thousand MT)	994	1,241	-19.9%	3,852	3,807	1.2%
Sales Revenue	1,060	914	16.0%	3,533	2,867	23.2%
Operating Margin	66.5	52.2	27.4%	184.4	182.9	0.8%
EBITDA	47.3	37.4	16.0%	132.3	131.4	0.7%
Profit after tax	36.1	26.2	38.0%	92.4	89.7	3.1%
Profit after tax (Excl. exceptional items)	40.8	26.2	56.1%	97.2	89.7	8.4%
Return on equity				38.8%	45.5%	
Adj. Return on equity				40.8%	45.5%	

Business Segment

Bulk and Consumer Packs



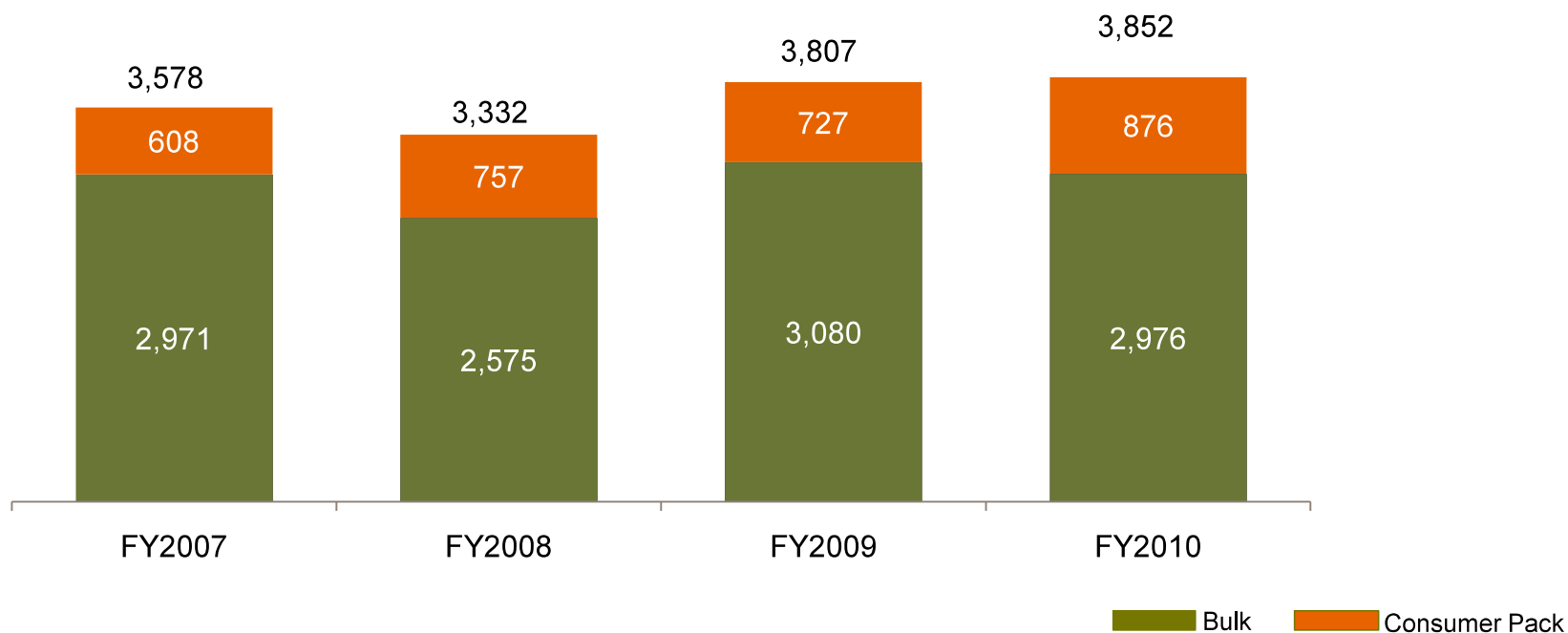
Sales Volume



In Thousand Metric Tonnes

Sale volume: 3,852k MT for FY 2010 (FY 2009: 3,807k MT)

- Total Sale volume up by 45k or 1.2%
- Bulk volume decreased by 3.4% to 2,976k MT in FY 2010(FY09: 3,080k MT)
- Consumer pack volume grew by 20.5% to 876k MT in FY 2010 (FY09: 727k MT)
- Consumer pack contributed 22.7% of total volumes in FY 2010 (FY2009:19.1%)



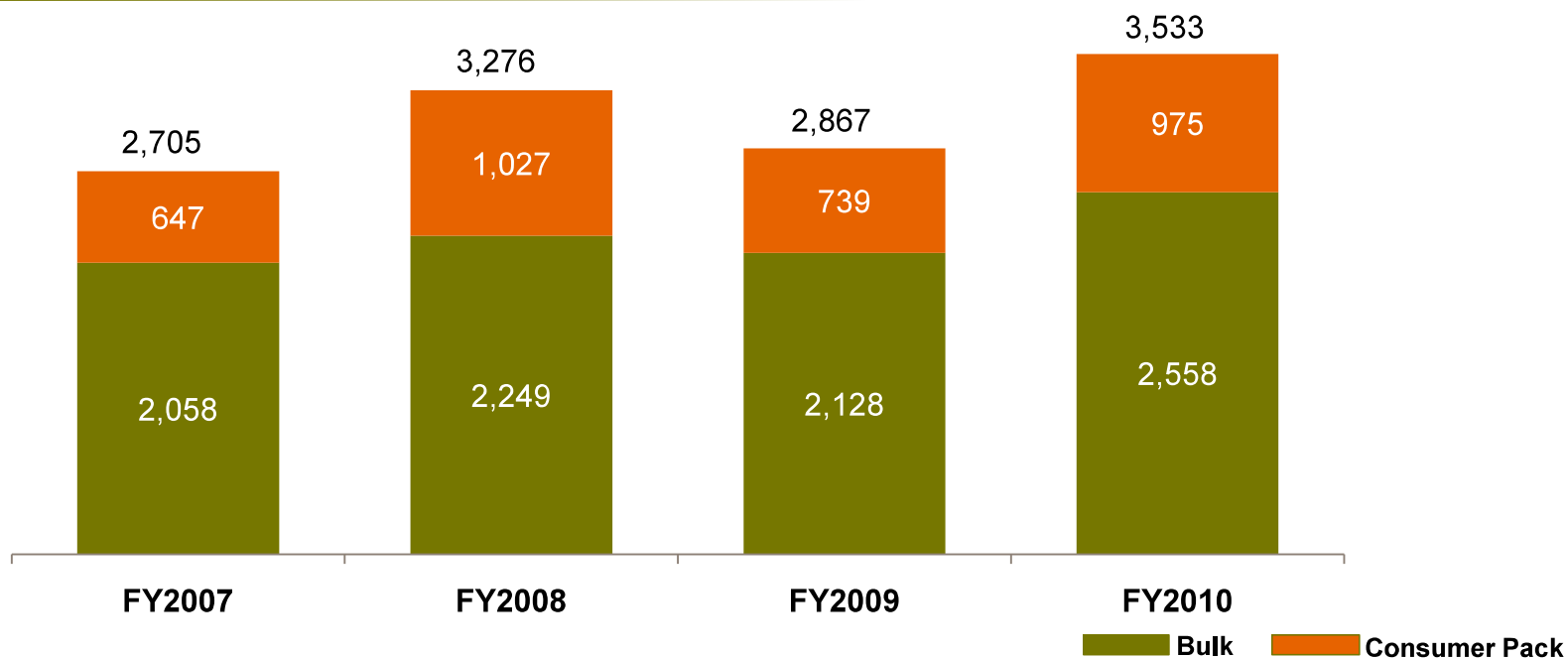
Sales Revenue



In US\$ millions, unless stated otherwise

Sale revenue: US\$3,533 million (FY09: US\$2,867 million)

- Sales revenue increased by 23.2% largely due to increased prices and higher sales for Consumer pack segment
- Bulk sales revenue grew by 20.2% to US\$2,558 million
- Consumer pack sales revenue grew by 31.9% to US\$975 million
- Consumer pack contributed 27.6% of total sales revenue



Sales Revenue – Geographical Distribution



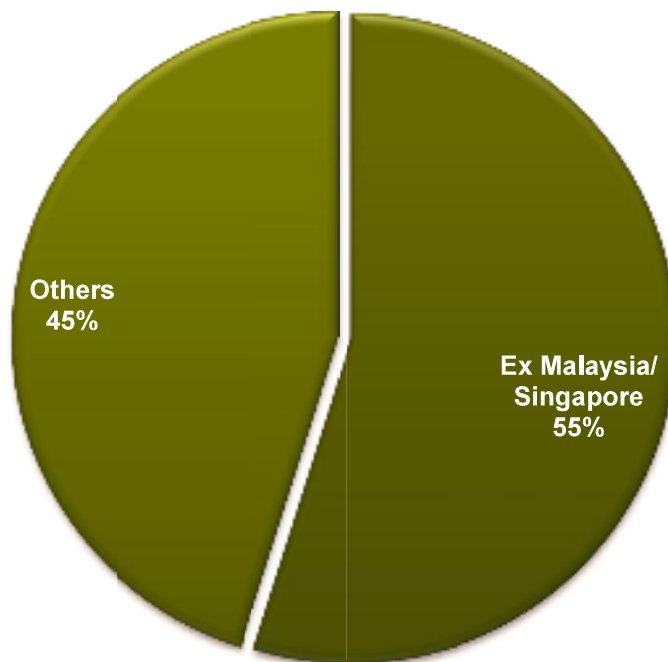
- We report geographical distribution based on billing address of the customer
- Sales for bulk segment are largely Ex Malaysia/Singapore to customers with Malaysia/Singapore billing address while the shipping destination may be different. As such the billing address may not be true reflection of the geographies where our products are consumed.
- Sales for consumer packs are largely made directly to the customers at the shipment destination

Sales Revenue – Geographical distribution



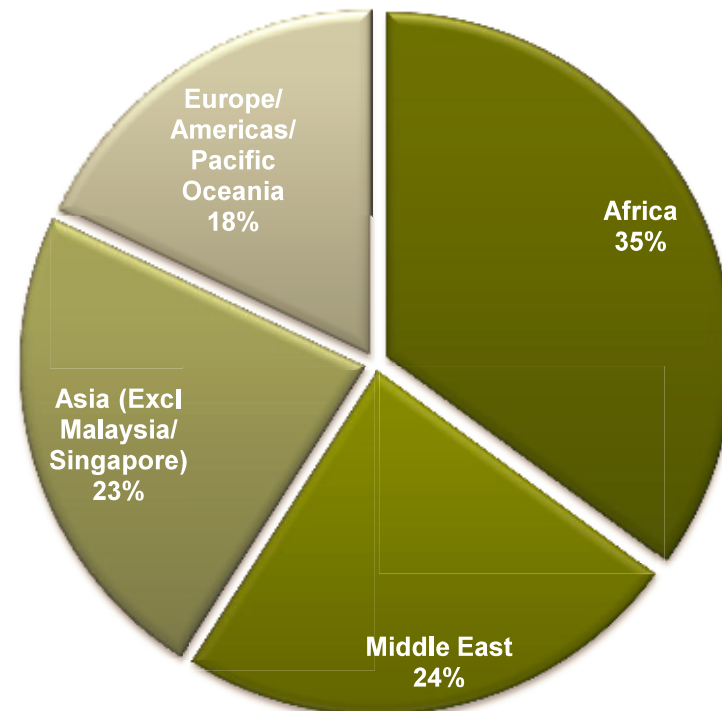
Sales Revenue – Ex Malaysia/Singapore vs Destination

45% of sales made directly to countries other than Malaysia/Singapore



Sales Revenue – Destination Sale

Well diversified sales throughout the world with strong presence in Africa and Middle East.

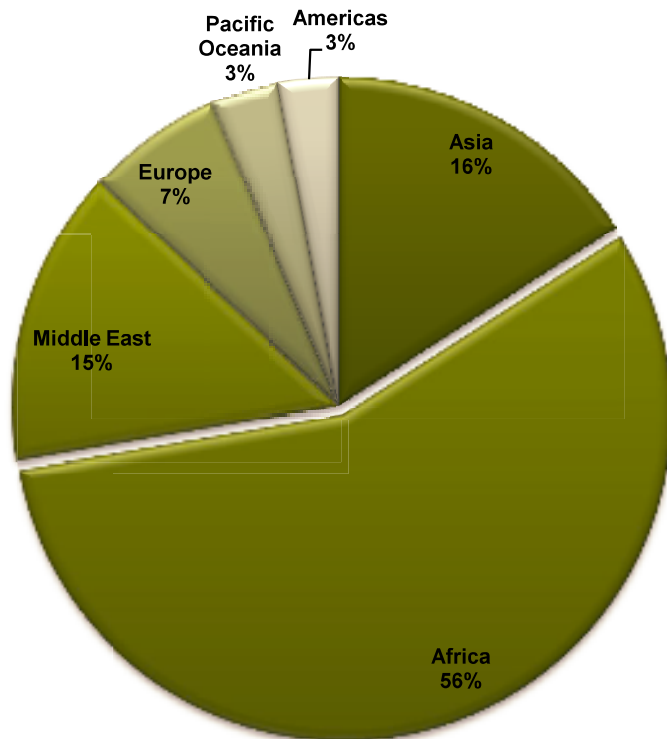


Sales Revenue



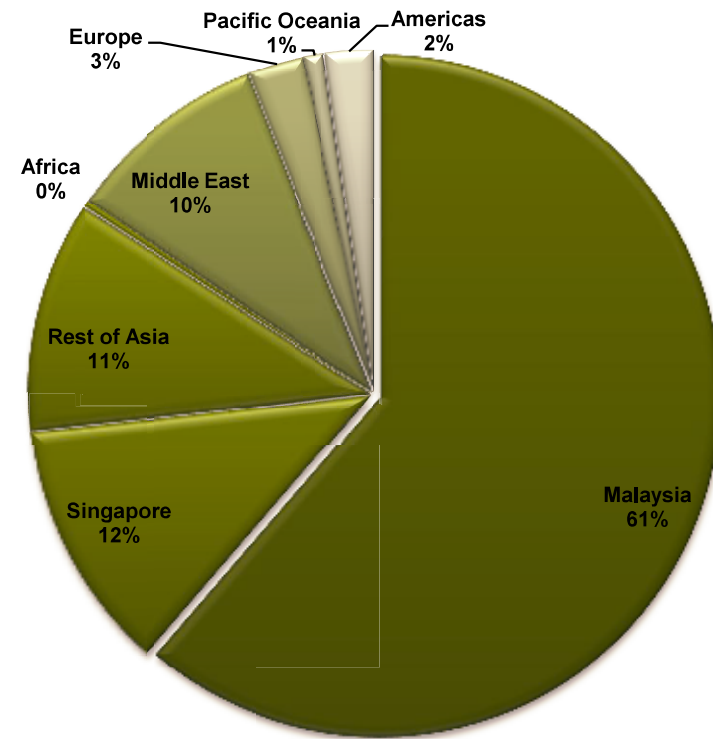
Sales Revenue – Consumer Pack

Africa	56%
Middle East	15%
Africa + Middle East	71%
Asia	16%
Europe/America/Pacific Oceania	13%



Sales Revenue – Bulk

Malaysia	61%
Singapore	12%
Rest of Asia	11%
Middle East	10%
Europe/America/Pacific Oceania	6%

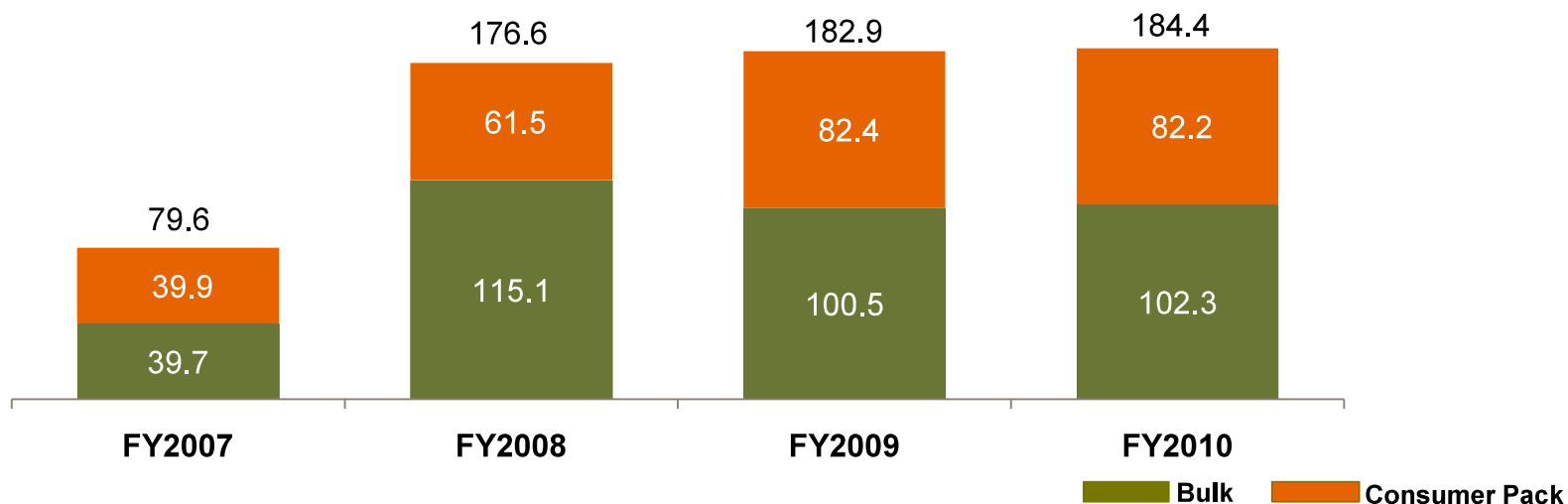


Operating Margin (OM)

In US\$ millions, unless stated otherwise

Operating Margin: US\$184.4 million (FY09: US\$182.9 million)

- OM increased by 0.8%
- OM for Bulk: US\$102.3 million in FY 2010 (FY 2009: US\$100.5 million),
- OM for Consumer pack: US\$82.2 million in FY2010 (FY 2009: US\$82.4 million)
- Consumer pack contributed 44.6% of total OM in FY 2010 (FY 2009: 45.1%)



Operating Margin per MT

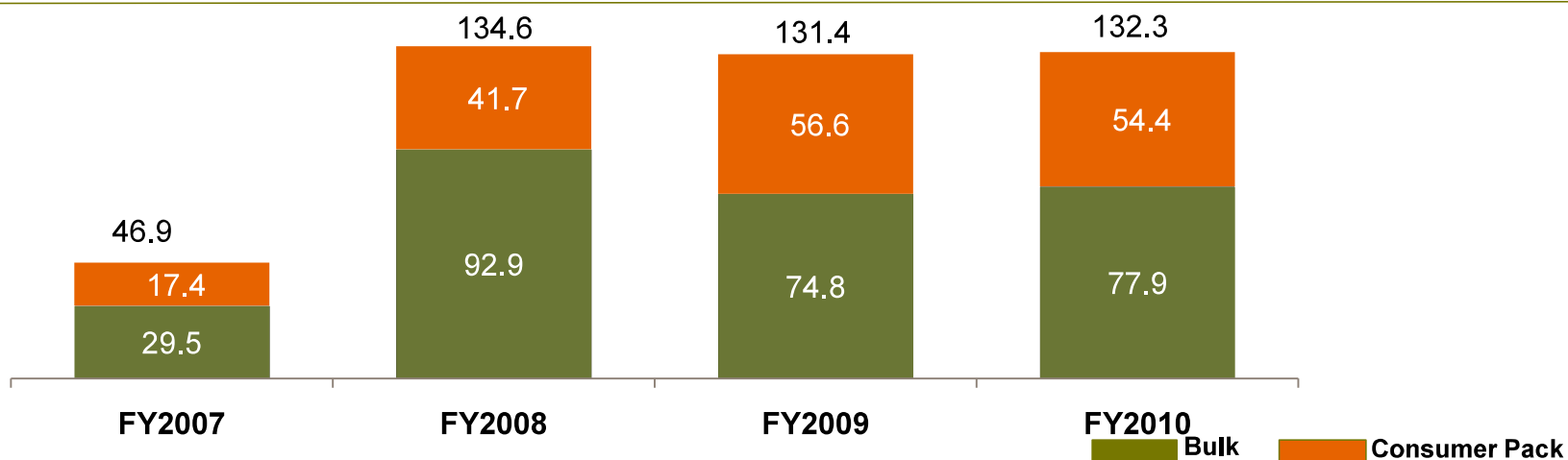
	FY2007	FY2008	FY2009	FY2010
Total	US\$22.2	US\$53.0	US\$ 48.0	US\$ 47.9
Bulk	US\$13.4	US\$44.7	US\$ 32.6	US\$ 34.4
Consumer Pack	US\$65.6	US\$81.3	US\$113.4	US\$ 93.8

EBITDA

In US\$ millions, unless stated otherwise

EBITDA : US\$132.3 million (FY09: US\$131.4 million)

- EBITDA increased by 0.7%
- EBITDA for Bulk: US\$77.9 million in FY 2010 (FY 2009: US\$74.8 million)
- EBITDA for Consumer pack: US\$54.4 million in FY 2010 (FY 2009: US\$56.6 million)
- Consumer pack contributed 41.1% of total EBITDA in FY 2010 (FY 2009: 43.1%)



EBITDA per MT

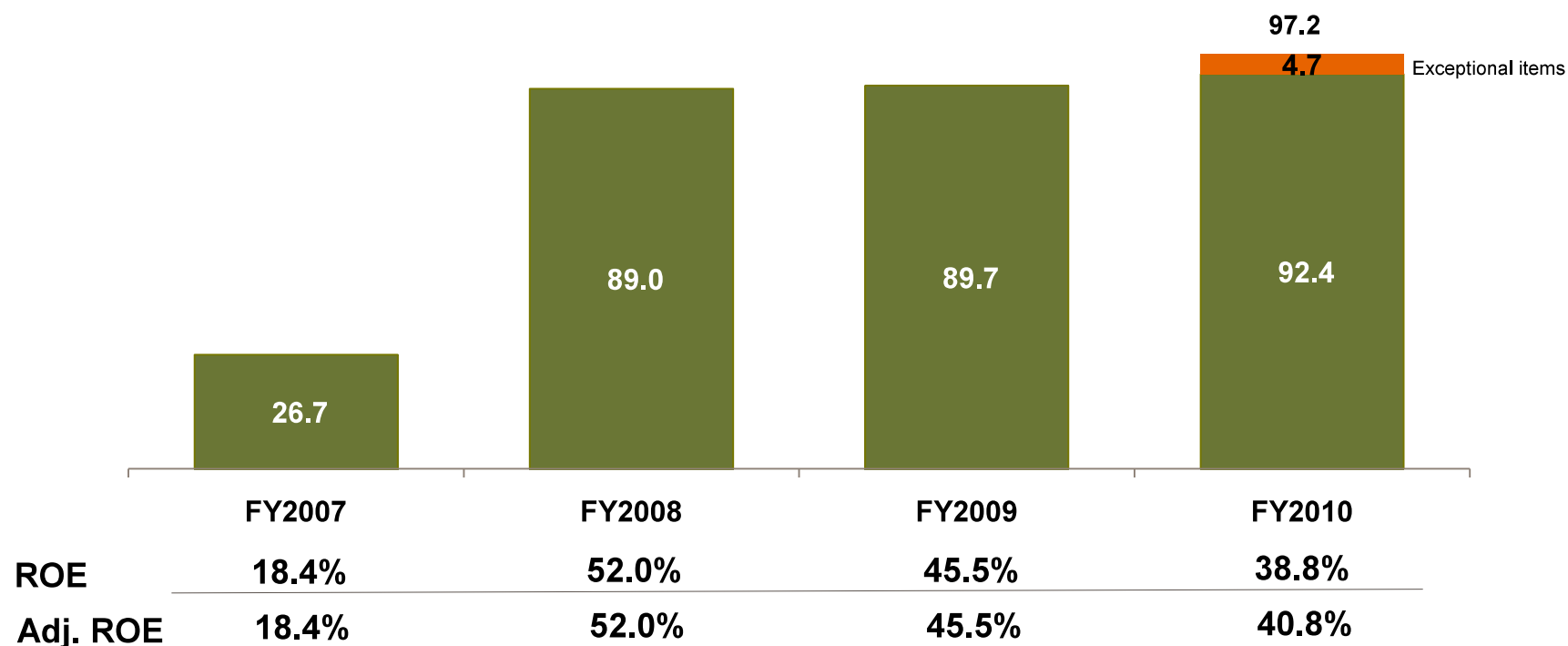
	FY2007	FY2008	FY2009	FY2010
Total	US\$13.1	US\$40.4	US\$34.4	US\$34.5
Bulk	US\$9.9	US\$36.1	US\$24.3	US\$26.2
Consumer Pack	US\$28.6	US\$55.2	US\$78.0	US\$62.2

Profit after Tax

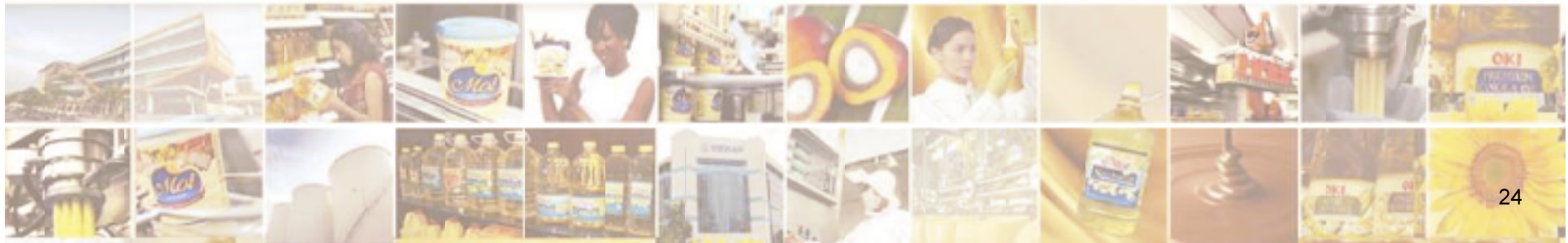


In US\$ millions, unless stated otherwise

- Profit after tax: US\$92.4 million in FY 2010 , 3.1% higher than US\$89.7 million in FY 2009
- Profit after tax, excluding exceptional items: US\$97.2 million in FY 2010, 8.4% higher than US\$89.7 million in FY 2009.
- Return on equity (ROE): 38.8% in FY 2010 (FY 2009: 45.5%)
- Adj. Return on Equity (Adj. ROE): 40.8% in FY 2010 (FY 2009: 45.5%)



Segmental Performance Review



Consolidated: Quarter 4



In US\$ millions, unless stated otherwise

Quarter 4	Q4 2010	Q4 2009	Change
Sales volume (Thousand MT)	993.8	1,241.1	-19.9%
Sales Revenue	1,060.1	913.9	16.0%
Operating Margin	66.5	52.2	27.4%
Operating Margin per MT	66.9	42.0	59.2%
EBITDA	47.3	37.4	26.7%
EBITDA per MT	47.6	30.1	58.2%

Bulk Segment: Quarter 4



In US\$ millions, unless stated otherwise

Quarter 4	Q4 2010	Q4 2009	Change
Sales volume (Thousand MT)	747.1	1,035.7	-27.9%
Sales Revenue	756.4	717.5	5.4%
Operating Margin	36.5	27.4	33.2%
Operating Margin per MT	48.9	26.5	84.7%
EBITDA	29.4	19.6	50.2%
EBITDA per MT	39.4	18.9	108.2%

Consumer Packs Segment: Quarter 4



In US\$ millions, unless stated otherwise

Quarter 4	Q4 2010	Q4 2009	Change
Sales volume (Thousand MT)	246.7	205.4	20.1%
Sales Revenue	303.6	196.4	54.6%
Operating Margin	30.0	24.8	21.1%
Operating Margin per MT	121.5	120.6	0.8%
EBITDA	17.9	17.8	0.7%
EBITDA per MT	72.5	86.5	-16.2%

Segmental Contribution: Quarter 4



	Bulk		Consumer Pack	
	Q4 2010	Q4 2009	Q4 2010	Q4 2009
Sales volume	75.2%	83.5%	24.8%	16.5%
Sales Revenue	71.4%	78.5%	28.6%	21.5%
Operating Margin	54.9%	52.5%	45.1%	47.5%
EBITDA	62.2%	52.5%	37.8%	47.5%

Consolidated: Full year



In US\$ millions, unless stated otherwise

Full year	FY 2010	FY 2009	Change
Sales volume (Thousand MT)	3,852	3,807	1.2%
Sales Revenue	3,533	2,867	23.2%
Operating Margin	184.4	182.9	0.8%
Operating Margin per MT	47.9	48.0	-0.3%
EBITDA	132.3	131.4	0.7%
EBITDA per MT	34.4	34.5	-0.5%

Bulk Segment: Full year



In US\$ millions, unless stated otherwise

Full year	FY 2010	FY 2009	Change
Sales volume (Thousand MT)	2,976	3,080	-3.4%
Sales Revenue	2,558	2,128	20.2%
Operating Margin	102.3	100.5	1.8%
Operating Margin per MT	34.4	32.6	5.3%
EBITDA	77.9	74.8	4.2%
EBITDA per MT	26.2	24.3	7.8%

Consumer Packs Segment: Full year



In US\$ millions, unless stated otherwise

Full year	FY 2010	FY 2009	Change
Sales volume (Thousand MT)	876	727	20.5%
Sales Revenue	975	739	31.9%
Operating Margin	82.2	82.4	-0.3%
Operating Margin per MT	93.8	113.4	-17.3%
EBITDA	54.4	56.6	-3.9%
EBITDA per MT	62.2	78.0	-20.3%

Financial Summary – Segmental contribution



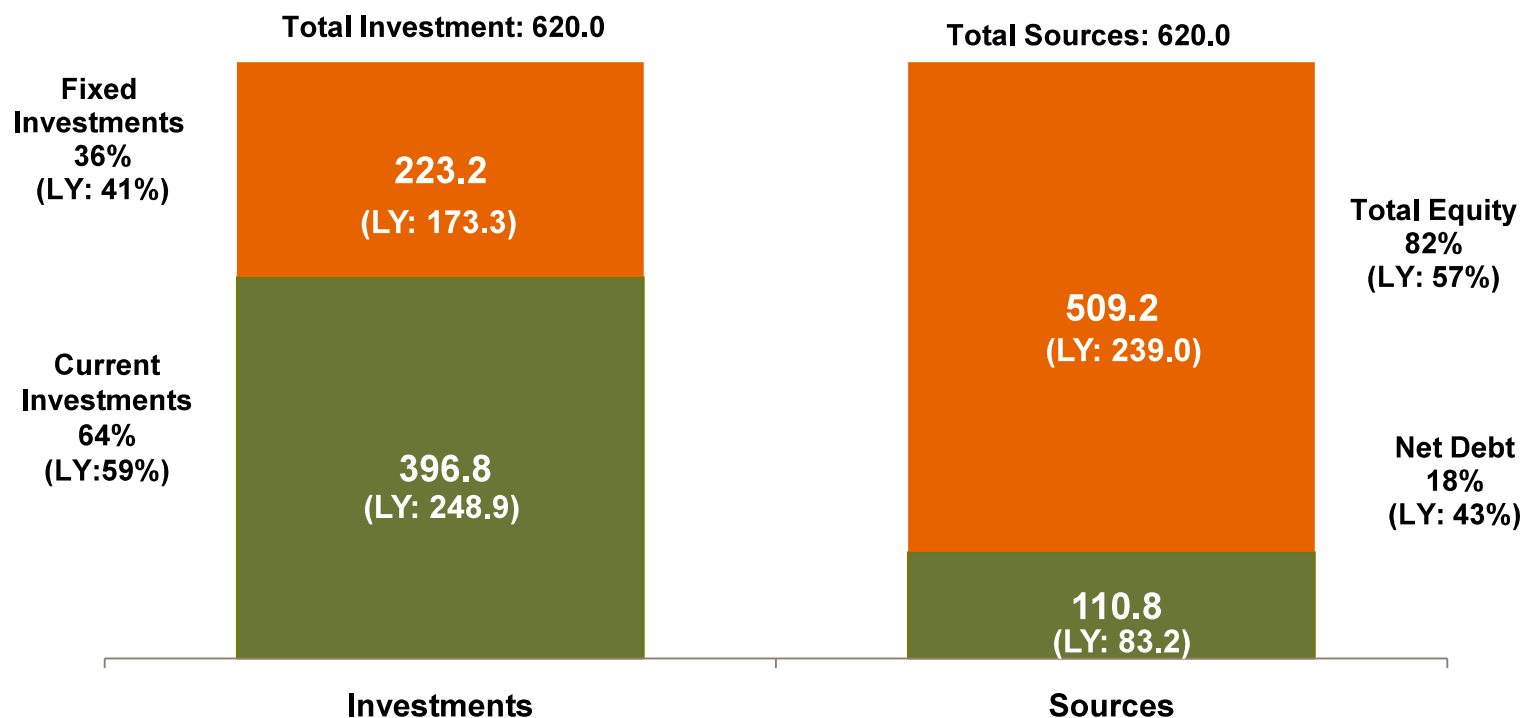
	Bulk		Consumer Pack	
	FY10	FY09	FY10	FY09
Sales volume	77.3%	80.9%	22.7%	19.1%
Sales Revenue	72.4%	74.2%	27.6%	25.8%
Operating Margin	55.4%	54.9%	44.6%	45.1%
EBITDA	58.9%	56.9%	41.1%	43.1%

Balance Sheet



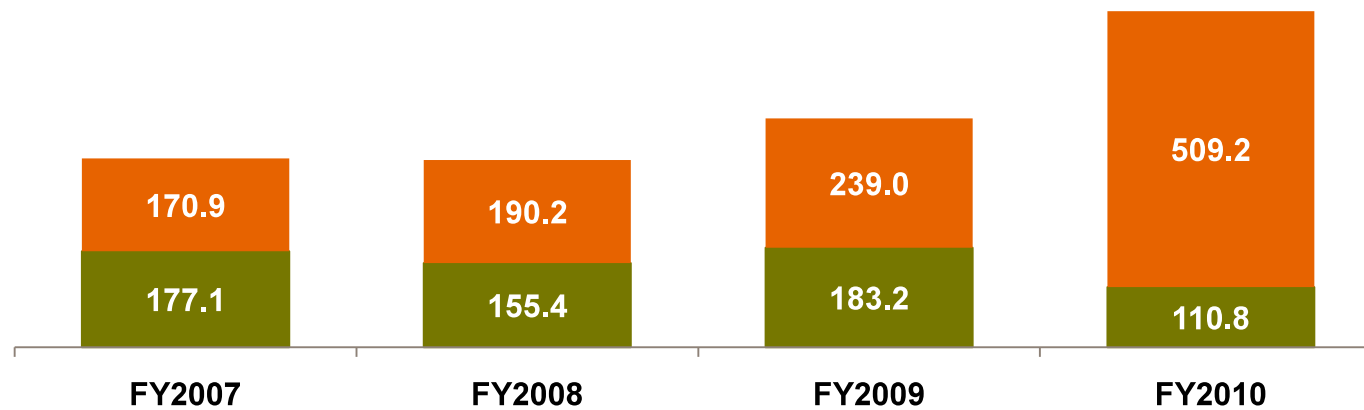
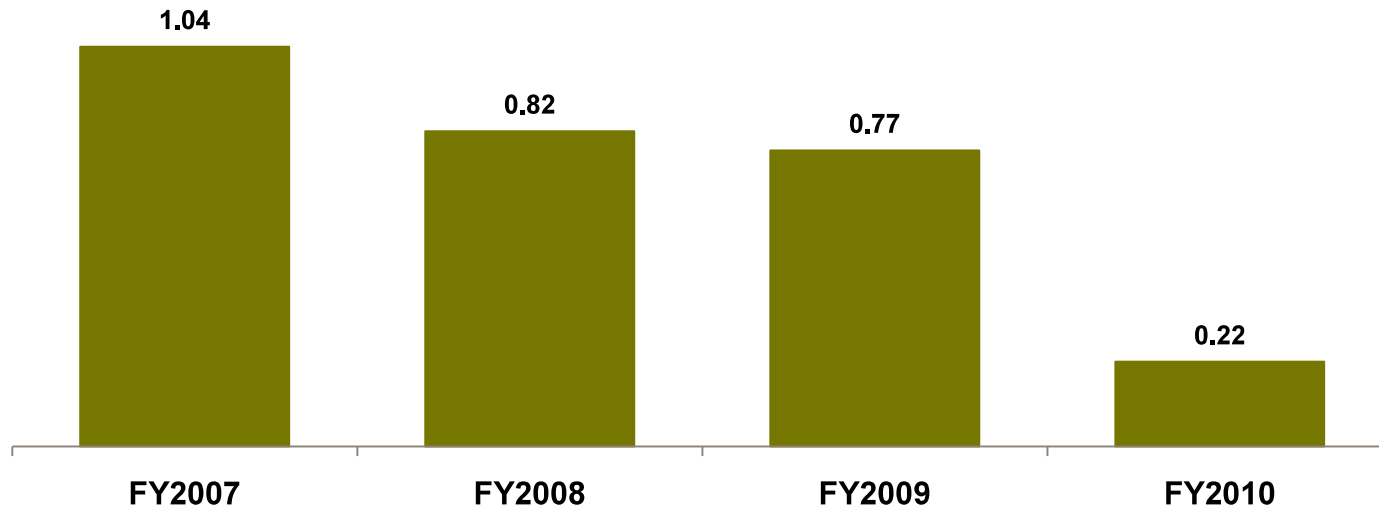
In US\$ millions, unless stated otherwise

- Fixed Investments to Current Investments Ratio of 36:64 on 31 Dec 2010 (31 Dec 2009: 41:59)
- Total Equity to Net Debt ratio of 82:18 on 31 Dec 2010 (31 Dec 2009: 57:43)



Refer to Annexure for workings

Balance Sheet – Net Debt to Equity

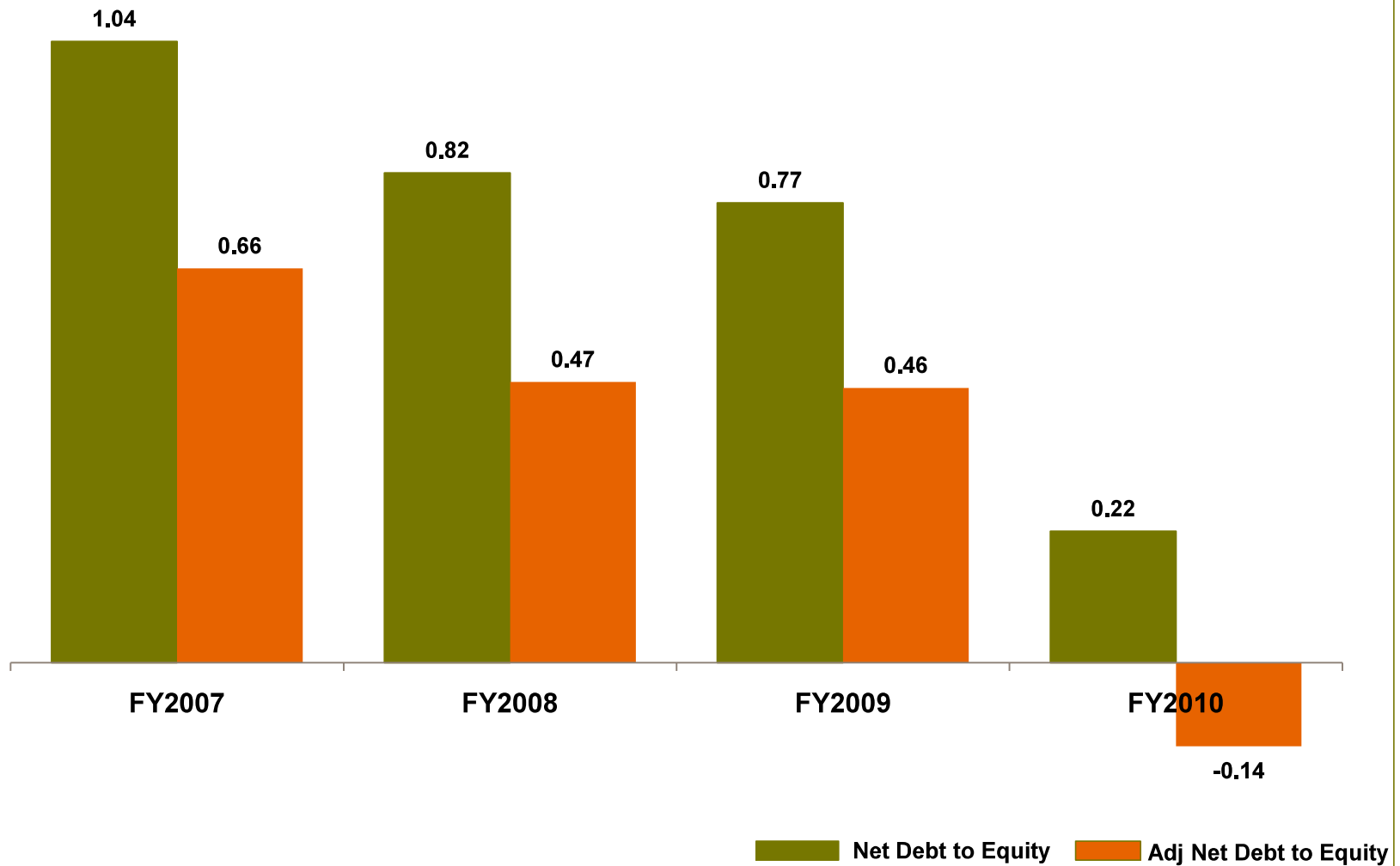


Current borrowings of US\$326.1 million are 77% of total credit facilities as on 31 Dec 2010. (56% of facilities on 24 Feb 2011)

91% of borrowings were trade finance, backed by inventories and trade receivables.

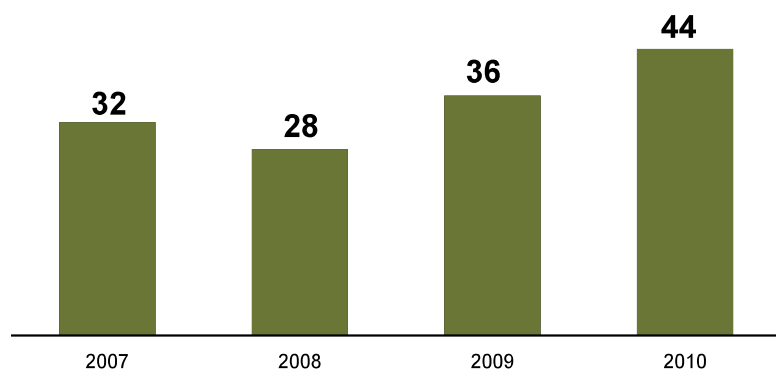
54% of Borrowings, or US\$ 179.6 million fund Readily Marketable Inventories (RMI)

Net Debt to Equity – Excluding RMI

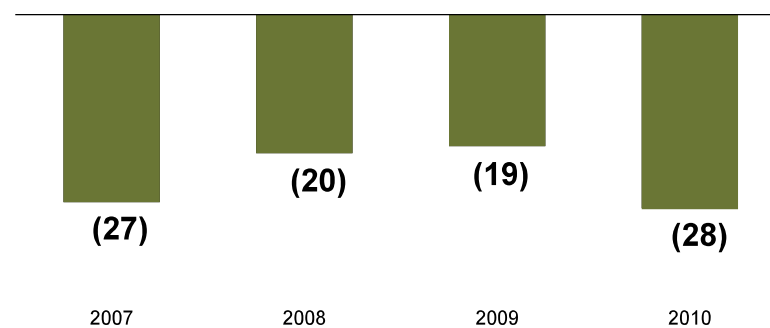


Cycle time

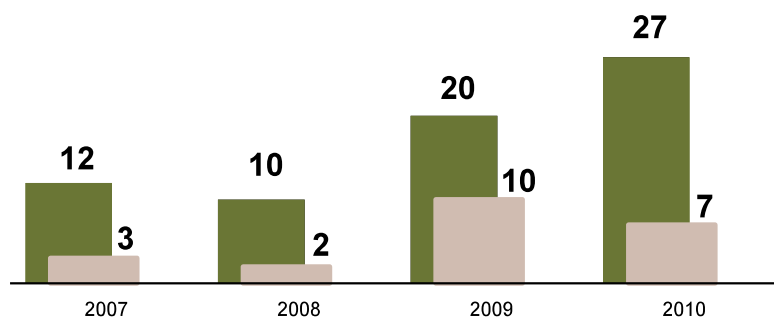
Receivable days



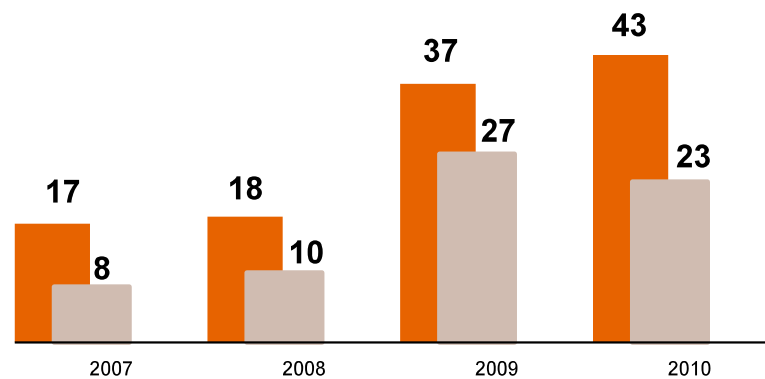
Payable days



Inventory days



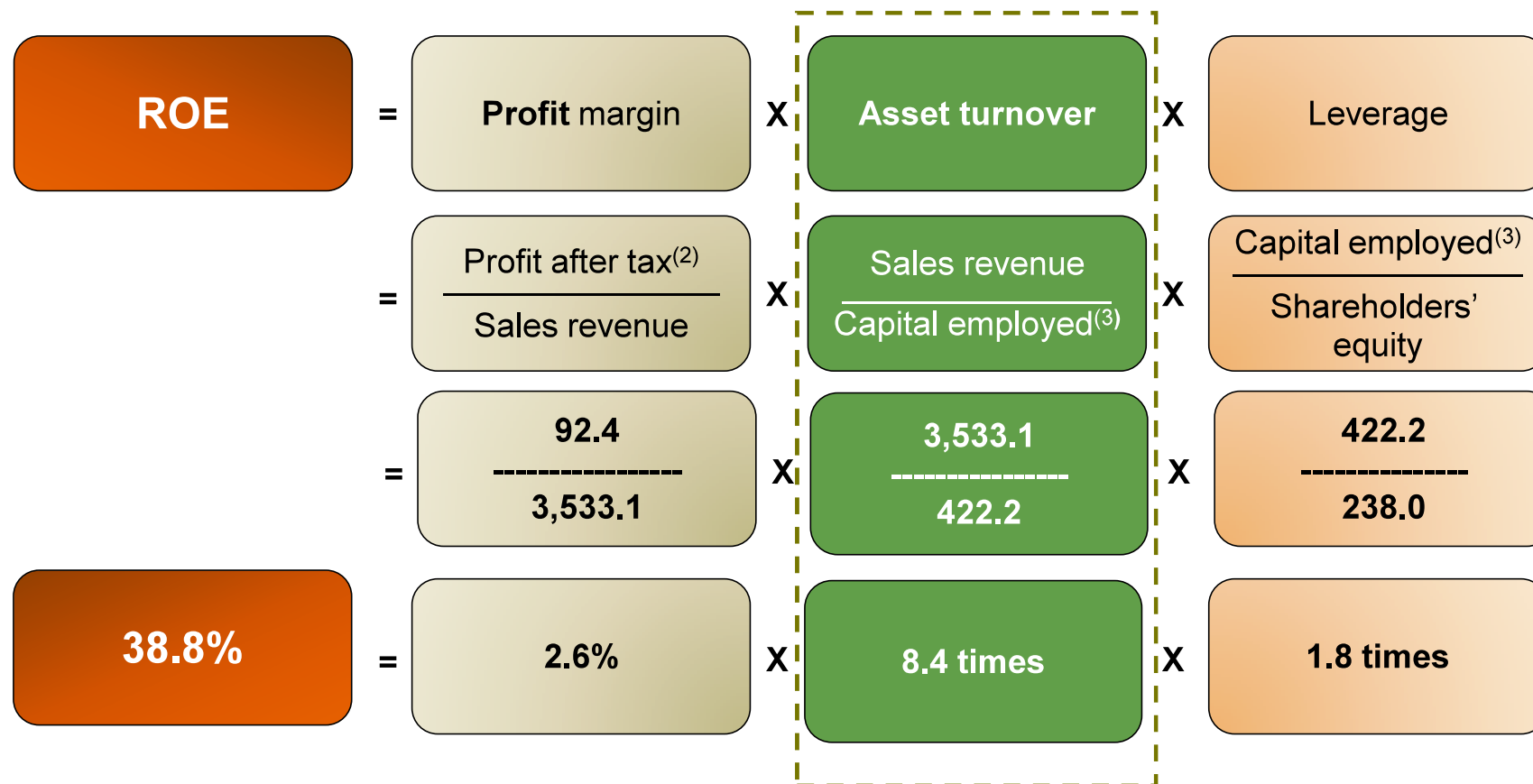
Cycle time



 Adjusted for RMI

Cycle time is calculated as receivable days + inventory days – payable days

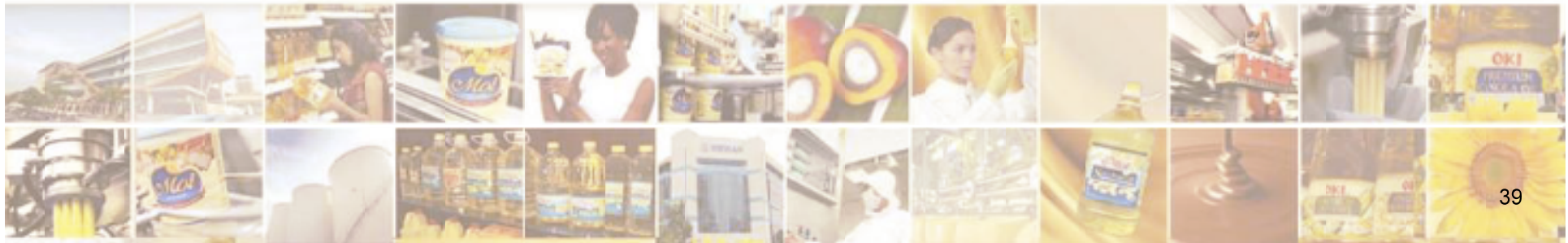
Maximising shareholders' return



Notes:

- (1) ROE is based on opening Shareholders funds.
- (2) Profit after tax attributable to equity holders of the Company.
- (3) Capital employed = Total equity + Net Debt

Appendix



Income Statement (Regrouped)



	Q4 2010	Q4 2009	FY 2010	FY 2009
Revenue	1,060.1	913.9	3,533.1	2,867.1
Cost of sales (excluding dep.)	(967.8)	(850.3)	(3,265.0)	(2,610.1)
Selling and distribution	(30.6)	(21.2)	(89.9)	(73.3)
Foreign exchange gains/(loss)	4.9	9.8	6.2	(0.8)
Operating margin (OM)	66.5	52.2	184.4	182.9
Other income (excl. Interest income)	0.2	0.6	1.0	1.3
Administrative expenses (excl. dep)	(19.1)	(15.3)	(52.1)	(51.0)
Other operating gains/(expenses)	(0.3)	(0.1)	(1.1)	(1.8)
EBITDA	47.3	37.4	132.3	131.4
Depreciation	(4.1)	(2.7)	(13.3)	(10.9)
Interest Income	1.6	1.0	4.1	2.9
Finance costs	(3.9)	(1.7)	(9.8)	(6.3)
Share of profit of associate	0.0	-	0.0	-
Income tax expenses	(0.2)	(7.8)	(16.2)	(27.4)
Profit after tax (excl. exceptional item)	40.8	26.2	97.2	89.7
Placing and listing expenses	(4.7)	-	(4.7)	-
Profit after tax	36.1	26.2	92.4	89.7

Amounts in US\$/million

Balance Sheet (Summarised)



	31 Dec 2010	31 Dec 2009
Property, plant and equipment	217.9	173.3
Investment in associate	0.1	-
Intangible assets	5.2	-
Fixed Investments	223.2	173.3
Inventories	244.0	143.4
Trade receivables	427.1	279.7
Trade payables	(252.8)	(135.5)
Other current investment	(21.5)	(38.7)
Current Investments	396.8	248.9
Total Investments	620.0	422.2
Total Equity	509.2	239.0
Borrowings	326.1	220.9
Cash and cash equivalents	(215.3)	(37.6)
Net Debt	110.8	183.2
Total Sources	620.0	422.2

Amounts in US\$/million

Cash Flow Statement (Summarised)



	Q4 2010	Q4 2009	FY 2010	FY 2009
Operating cash flows before working capital changes	46.0	35.2	140.6	136.5
Changes in operating assets and liabilities	(98.6)	(30.4)	(139.8)	(74.3)
Net interest and income tax payment	0.1	(26.6)	(31.3)	(40.3)
Net cash flows (used in)/from operating activities	(52.4)	(21.7)	(30.5)	21.9
Net cash flows used in investing activities	(14.4)	(6.2)	(37.6)	(14.5)
Net cash flows from/(used in) financing activities	232.7	28.1	243.5	(8.6)
Net change in cash and cash equivalents	165.9	0.1	175.4	(1.2)
Cash and cash equivalents-Opening	48.9	36.7	37.4	38.0
Effect of changes in exchange rate	0.3	0.6	2.4	0.6
Cash and cash equivalents-Closing	215.2	37.4	215.2	37.4
Restricted short-term bank deposits	0.2	0.2	0.2	0.2
Bank overdrafts	-	0.1	-	0.1
Cash and cash equivalents-as per Balance Sheet	215.3	37.6	215.3	37.6

Amounts in US\$/million



Thank you

For more information, please contact:

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