### AGRITRADE RESOURCES LIMITED (1131.HK)



Indonesia Singapore Hong Kong www.agritraderesources.com

### AGRITRADE RESOURCES: QUALITY, LOW-POLLUTANT COAL FROM PIT TO PORT

#### **ABOUT US**

Agritrade Resources Limited ("Agritrade Resources" or "the Company") is the owner and operator of PT Senamas Energindo Mineral ("SEM"), a 2,000-hectare coal mine in Central Kalimantan, Indonesia.

The Company produces its own brand of SEM coal, a subbituminous, low-sulphur, low-pollutant thermal coal with calorific value (as received basis) of 3,700 kcal/kg in its raw form.

Together with its subsidiaries, the Company provides integrated supply chain solutions from pit to port, including coal origination, processing and logistics services.

Agritrade Resources is one of the few Indonesian coal mining companies to be listed on the Hong Kong Stock Exchange.

The Company currently applies the use of coal upgrading technology, GEO-COAL<sup>™</sup>, to process and produce higher quality, more efficient and cleaner burning coal.

#### **KEY INVESTMENT MERITS**

- 1. Management with deep sector experience and strong corporate governance
  - Parent company Agritrade International has been at the forefront of commodities trading for over 30 years and also owns other Indonesian coal mines
- 2. Large mineable assets and efficient infrastructure support profitability
  - Only 1,200 hectares out of our 2,000-hectare concession has been explored and is under JORC review by Associated Geosciences Limited. Agritrade prudently estimates at least 100 million tonnes of reserves for the entire mine concession
  - Integrated pit-to-port solutions from coal origination, processing, logistics to delivery and distribution – enable us to manage the entire supply chain process and costs
- 3. Driving growth through capacity and market expansion, and R&D
  - Strong base of domestic and international customers in top coal markets
  - Creating greater value through R&D and continuous upgrading of all aspects of our business and operations, including mining methods, coal handling and product quality

#### KEY FINANCIAL INFORMATION FULL YEAR RESULTS

'000 HKD	2012	2011	Variance
Revenue	527,926	216,639	143.69%
EBITDA	177,318	90,650	95.6%
EBITDA Margin	33.6%	41.8%	(8.2%pts)
Gross Profit	103,699	16,526	527.5%
Gross Profit Margin	19.6%	7.6%	12%pts
Net Profit	2,163	42,134	(94.9%)
Net Asset Value	1,832,530	1,945,808	(5.8%)
Debt to Asset	0.38	0.35	3%pts



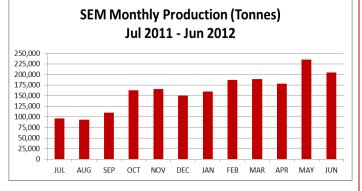
#### **COMPANY SNAPSHOT**

Ticker on HKEx	1131.HK	
Financial Year End	31 March	
Shares outstanding	583.706 million	
Market capitalisation	HKD 189.7 million	
as at 30 June 2012		
Main shareholders	29.8% – Agritrade International	
	70.2% – Public	

#### Hauling from Stockpile to Jetty



#### COAL PRODUCTION CAPACITY



**Current production:** 2.5 million tonnes per annum **Target production:** 6 million tonnes per annum by 2014





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- Resources: 105\* million tonnes; Reserves: 70.7\* million tonnes (\* data as at June 2012; currently under JORC review)
- Surface mining (Low stripping ratio)
- Thick coal seams
- Low-emission coal (low sulphur and low ash)
- Izin Usaha Pertambangan (IUP) Contract scheme
- Certified Clean and Clear Status by Ministry of Energy and Mineral Resources, Indonesia

### **Development of logistics infrastructure**





## Coal upgrading using GEO-COAL<sup>™</sup> Technology

- GEO-COAL<sup>™</sup> is a worldwide patent pending technology that fully maximises the potential of low CV coal in an economical and environmentally-friendly way
- Upgrades low rank coal (low energy content) into high rank coal (high energy content) through an extremely low cost process
- Advantages of GEO-COAL<sup>™</sup>:
  - Energy Efficient and Eco-Friendly: Retains the eco-friendly nature of Indonesian low CV coal, minimising the impact on the environment
  - ✓ Low Cost: Utilises waste coal fines as the main fuel and power source
  - ✓ Higher Quality: Significantly reduces moisture content in coal, upgrading the overall product quality and energy value
  - ✓ Increased Revenue: Upcoming commercialization of the technology to be extensively applied in low CV coal mines to broaden revenue base



For further enquiries, please email us at ir@agritraderesources.com