## 2008 SunRice Annual General Meeting

Gary Helou CEO Report

29th August 2008

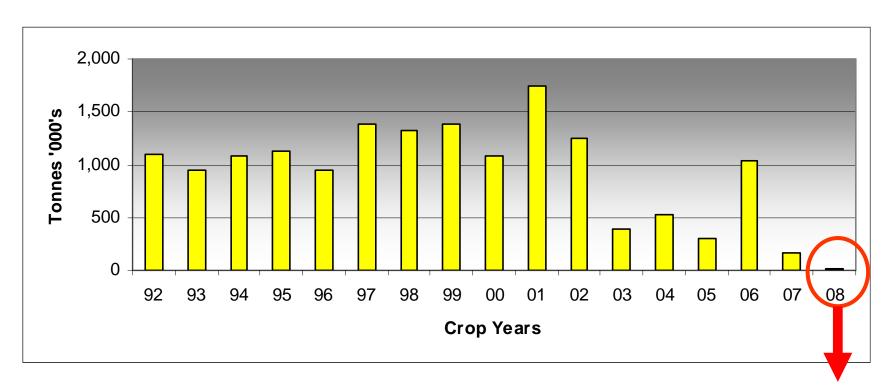


## **Agenda**

- C2007 Review
  - Group highlights
  - Full year results
- C2008 Outlook
  - YTD Update
  - World Trade update
- Our Future



## **Australian Paddy Production**



Worst Crop since 1929



#### C2007 Review

(May 07 - Apr 08) Crop = 166 KT

- Lowest crop since 1965
- Coleambally & Deniliquin Mills on Care & Maintenance program
- Carry over from C06 was critical (260KT)
- Heavy reliance on Global Trading



## **C07 Marketing Highlights**

#### International

- Established a robust supply chain to market internationally sourced rice
- Maintained shelf presence in key markets through profitable trading

#### Domestic

- SunRice share of rice category at 56%
- Retort: 12% of the total rice category. SunRice share at 53%
- Rice Cakes: SunRice share at 57%

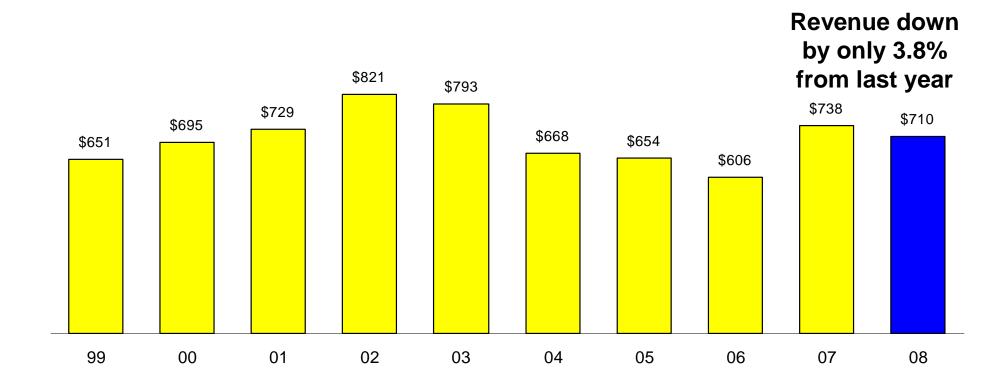


## **C07** Operational Highlights

- Milling: Milling assets reconfigured for C08 crop; care and maintenance program at Deniliquin and Coleambally mills
- Specialty: Solid improvement in Retort, which is reaching close to capacity
- Supply Chain: Global trading integrated into supply chain systems
- <u>Safety and Environment</u>: Good progress in safety and environmental management systems
- Quality: Quality control systems of the company have been a critical enabler for traded rice; Six Sigma projects are being expanded into subsidiaries.
- Grain Handling: AGS opportunities for storage and handling of non rice grains.
- International: Skills and capabilities upgraded in subsidiaries and international locations to maintain the best quality across the supply chain



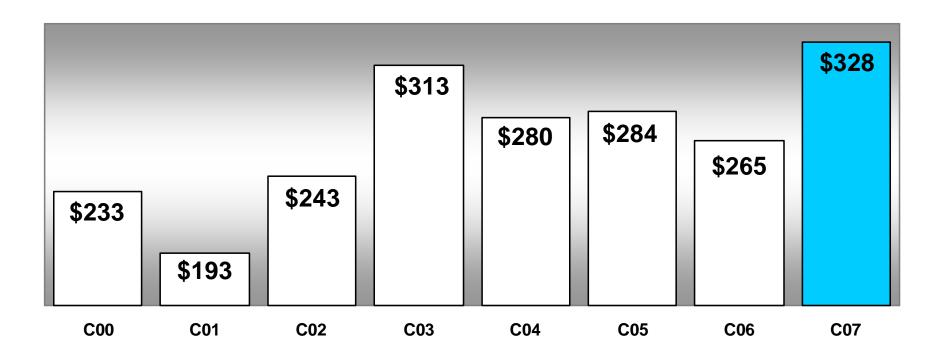
## **Consolidated Revenue (\$M)**



**Financial Years** 



## RL MG Paddy Return (\$/T)





# Crop C08 Targets & Outlook

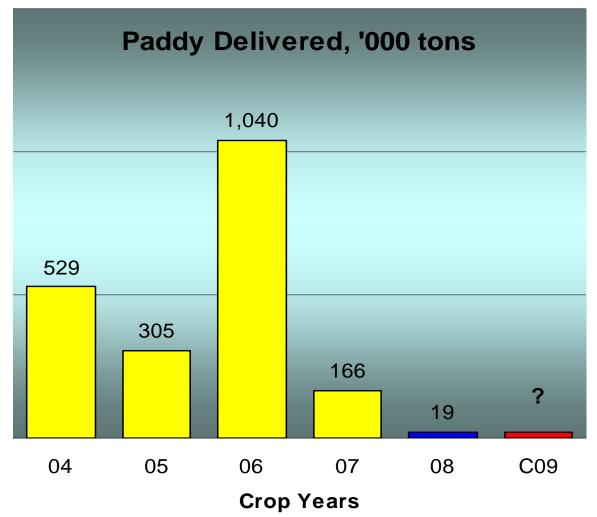


#### C08 Outlook

- Approximately 19,000 tonnes delivered
- Lowest production since 1929
- Drought Management Strategy
  - Crop carryover (105,000 tonnes from C07)
  - Cost reduction
  - Global sourcing
- Guaranteed minimum \$404 medium grain paddy return



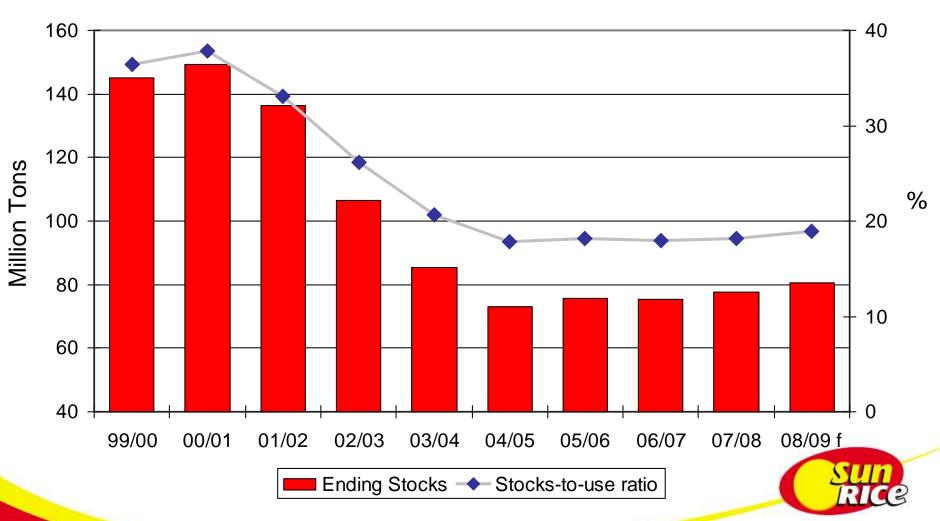
## C08 – Unprecendented conditions.....





#### **World Rice Stocks**

Average Global Consumption > 420 MMT



The Rice Food Experts

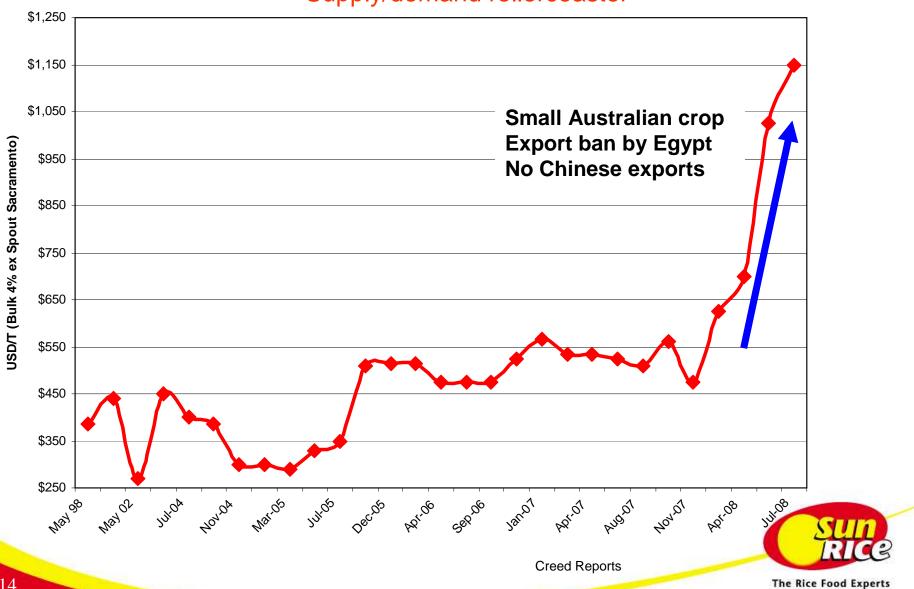
#### **World MG Rice Trade Environment**

- Global MG rice supply is extremely tight
  - China stopped exports
  - Egypt banned exports
  - California: average crop in C08/09 with small carry over



#### **World MG Prices**

Supply/demand rollercoaster



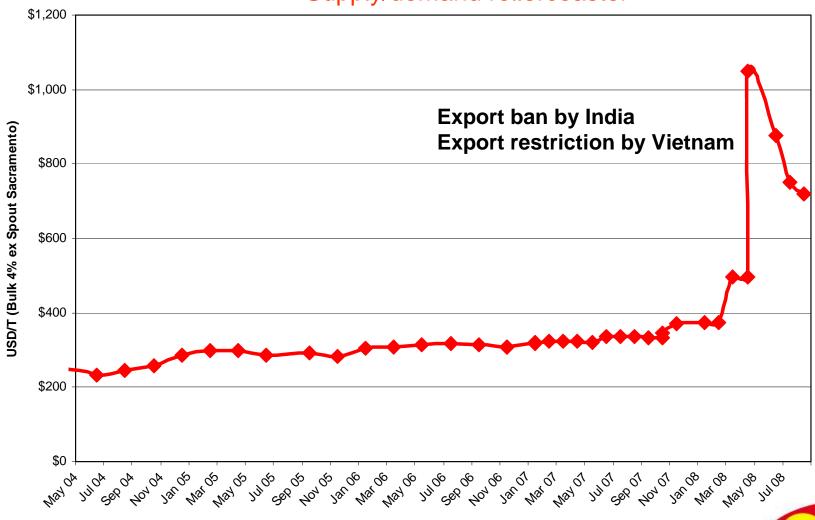
#### **World LG Rice Trade Environment**

- Global rice supply crisis in 2007/08 precipitated by an export ban in India
- Prices have fallen due to positive supply outlook
  - Large rice crop in India
  - Main crops in Vietnam/Thailand expected to be large



#### **World LG Prices**

Supply/demand rollercoaster



The Rice Food Experts

## **Our Future**

- ➤ Achieving our Vision
- ...The World's Favourite Rice Food Company



#### **Growth Framework**

**Medium Grain Strategy** 

Rice **Foods** 

**SunRice** The World's Favourite **Rice Food Company** 

**Long Grain Strategy** 

#### Investments Riviana

- Coprice
- Trukai
- Herto •AGS
- SunFoods

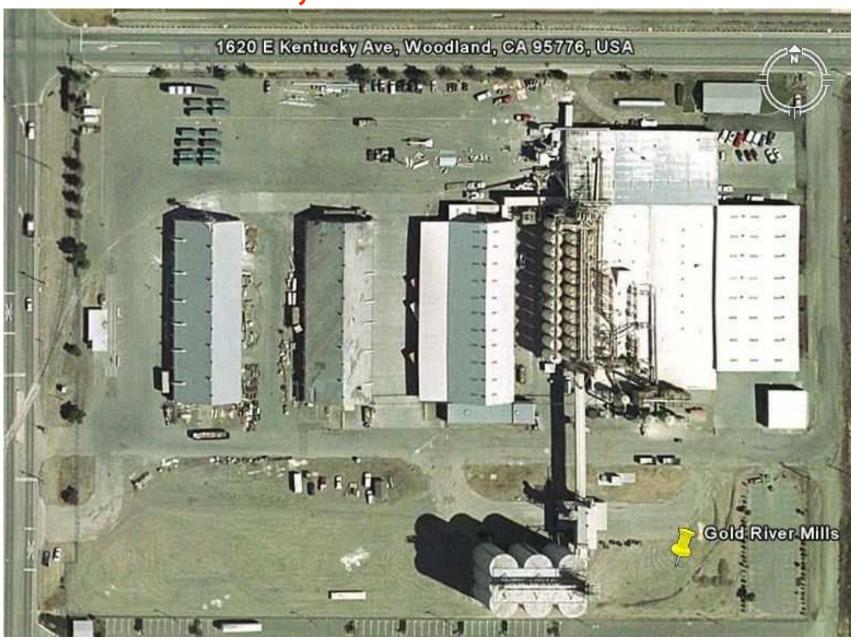
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#### MG Rice Strategy: SunFoods, US JV

- US\$10.4m for 65% share of business
- Rice mill and consumer packing plant
- Underpins SunRice's international Medium Grain rice brands
- Hinode brand: Growth opportunity in US with successful brand



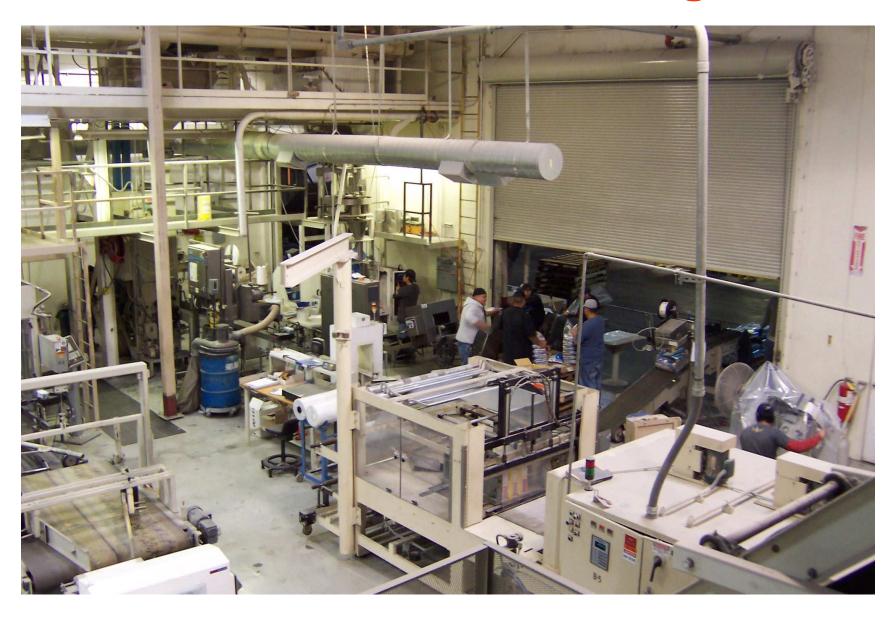
## SunFoods, US JV - Aerial View



## Overhead Shot of Shipping Warehouse, Finished Rice Tanks and Mill



## SunFoods, US JV - Packing Plant



#### **Finished Goods Warehouse**







## **New Paddy Separators**

Mill employees Jose Soto and Juan Soto (not related!)



## **New Satake Shellers**



#### **New Satake Colour Sorters**



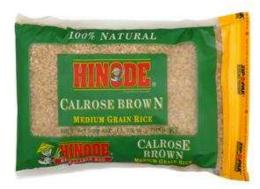




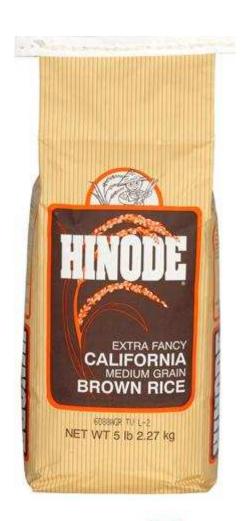
#### **Hinode Products**













SunFoods, US JV - Hinode Brand



## SunFoods, US JV - Hinode Brand





## **Packing Plant**

Line 3 Thiele, 20 – 50 lb paper bags Tom Clay, QA Manager



## **SunFoods People**





Crystal Mott
Customer Services Sup

Tom Harina
Planning Manager



## **SunFoods People**





Crystal Estrada

Maintenance Inventory Control Clerk

George Robledo

Mill Supervisor

Guadalupe Cisneros
Maintenance Fitter
Craig Wood
Electrician













































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