



Q4
FY2011

**FINANCIAL
RESULTS
PRESENTATION**

KERNEL

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Q4 Summary of Performance, Markets & Events

Company performance

- Record quarterly oil production and sales: Company fully leverages its expanded production capacities and delivers 247 000 tons of oil
- Company reaches 1.8 million tons grain export target (full year), notwithstanding uncertainty in Q4 export regulations

Markets

- Volatile grain prices throughout quarter
- Sunflower oil trading circa 1 350 USD/MT FOB Black Sea

Significant Q4 corporate events

- Successful offering raises USD 140 million (gross) for the Company to support the expansion program of the Company
- 300 000 tons/year crushing capacity increase through purchase of 100% interest in BSI crushing plant for a total consideration of USD 140 million
- Kernel acquires operational control of Ukrros farming and sugar production assets, leading to consolidation of Ukrros assets in FY2011

Significant corporate events following end of quarter

- Acquisition of Russian Oils adds 400 000 tons/year crushing capacity and 100 000 tons/year refining and bottling capacity in Russia

Quarter Earnings Highlights ⁽¹⁾

Amounts in USD millions, except for EPS and margins	Q4 FY2010	Q4 FY2011	% change
Revenue	238.5	478.3	100.6%
Profit from operating activities (EBIT)	40.2	69.9	74.0%
Net profit ⁽²⁾	29.6	54.1	82.8%
EBITDA ⁽³⁾	48.0	77.9	62.3%
EPS ⁽⁴⁾	0.43	0.68	58.1%
Gross margin	28.2%	21.7%	
Operating (EBIT) margin	16.9%	14.6%	
Net margin	12.4%	11.3%	
EBITDA margin	20.1%	16.3%	

1. Unaudited financial statements for the 3-month periods ended 30 June 2010 and 30 June 2011
2. Net profit attributable to equity holders of Kernel Holding S.A.
3. EBITDA is a non-IFRS measure calculated by adding amortization and depreciation to profit from operating activities
4. EPS is measured in US Dollars per share, based on 71.0 million diluted number of shares as of 30 June 2010 and 79.6 million diluted number of shares as of 30 June 2011

Yearly Earnings Highlights ⁽¹⁾

Amounts in USD millions, except for EPS and margins	12 months ended 30 June 2010	12 months ended 30 June 2011	% change
Revenue	1 020.5	1 906.2	86.8%
Profit from operating activities (EBIT)	167.5	277.0	65.4%
Net profit ⁽²⁾	152.0	218.2	43.6%
EBITDA ⁽³⁾	190.0	309.3	62.8%
EPS ⁽⁴⁾	2.06	2.89	40.3%
Gross margin	30.5%	24.1%	
Operating (EBIT) margin	16.4%	14.5%	
Net margin	14.9%	11.5%	
EBITDA margin	18.6%	16.2%	

1. Audited financial statements for the 12-month period ended 30 June 2010 and unaudited financial statements for the 12-month period ended 30 June 2011.
2. Net profit attributable to equity holders of Kernel Holding S.A.
3. EBITDA is a non-IFRS measure calculated by adding amortization and depreciation to result from operating activities
4. EPS is measured in US Dollars per share, based on 73.9 million diluted number of shares as of 30 June 2010 and 75.6 million diluted number of shares as of 30 June 2011

Balance Sheet Highlights ⁽¹⁾

Amounts in USD millions	30 June 2010	31 March 2011	30 June 2011
Invested Capital			
Cash & cash equivalent	59.5	59.3	115.9
Net trade accounts receivable	65.5	116.9	132.8
Inventory	147.8	388.9	188.1
Of which: Readily Marketable Inventories ⁽²⁾	142.9	384.3	172.7
Other currents assets	325.9	321.2	371.3
Net property, plant & equipment	379.0	384.4	506.0
Other non-current assets	147.1	132.5	237.2
Total assets	1 124.8	1 403.1	1551.2
Financed by			
Short-term liabilities	352.2	447.7	397.2
Of which: interest-bearing debt	209.9	397.4	260.9
Long-term liabilities	167.7	178.7	167.9
Of which: long-term interest bearing debt	135.3	164.6	156.1
Total Equity	604.9	776.7	986.1

1. Audited amounts as at 30 June 2010. Unaudited amounts as at 31 March 2011 and 30 June 2011.
2. Readily Marketable Inventories are agricultural inventories readily convertible into cash because of their commodity characteristics, widely available markets and international pricing mechanisms

Cash Flow Highlights ⁽¹⁾

Amounts in USD millions	Q4 FY2010	Q4 FY2011
Operating profit before working capital changes	48.7	61.6
Changes in working capital	43.0	217.0
Cash obtained from operations	91.7	278.7
Finance costs paid	(8.8)	(7.7)
Income tax paid	(0.1)	(1.8)
Net cash obtained from operations	82.8	269.2
Net PPE purchases	(18.6)	(19.5)
Net purchases of intangible and other non-current assets	(10.2)	(69.8)
Net cash used in investing activities	(28.8)	(89.3)
Net cash resulting from investing & operating activities	54.0	179.9

1. Unaudited financial statements for the 3-month periods ended 30 June 2010 and 30 June 2011

Liquidity Position & Credit Metrics ⁽¹⁾

Amounts in USD millions, except ratios	30 June 2010	31 March 2011	30 June 2011
Cash	59.5	59.3	115.9
Inventory	147.8	388.9	188.1
Of which: Readily Marketable Inventories	142.9	384.3	172.7
RMI/Inventories	96.7%	98.8%	91.8%
Gross interest-bearing debt	345.1	561.9	416.9
Net interest-bearing debt	285.6	502.6	301.0
Adjusted net financial debt ⁽²⁾	142.7	118.3	128.3
Shareholders' equity	604.9	776.7	986.1
Net debt / EBITDA	1.5 x	1.7 x	1.0 x
EBITDA / Interest	5.5 x	6.4 x	8.6 x

1. Audited amounts as at 30 June 2010. Unaudited amounts as at 31 March 2011 and 30 June 2011.

2. Adjusted net financial debt is the sum of short-term interest-bearing debt, current maturities of long-term interest-bearing debt and long-term interest-bearing debt, less cash and cash equivalent, marketable securities and readily marketable inventories

Segmental Results

	Revenue ⁽¹⁾ , USD million			Operating profit ⁽²⁾ , USD million			Operating margin, %		Tonnage ⁽³⁾		
	Q4 FY10	Q4 FY11	% change	Q4 FY10	Q4 FY11	% change	Q4 FY10	Q4 FY11	Q4 FY10	Q4 FY11	% change
Bottled oil	21.1	47.3	124%	3.8	4.9	29.0%	18.0%	10.4%	20 800	33 800	62.5%
Bulk oil	169.2	366.0	116.3%	32.2	51.7	60.6%	19.0%	14.1%	139.1	217.3	56.2%
Export terminals	7.9	4.4	(44.3)%	1.7	0.8	(52.9)%	21.5%	18.1%	334.4	392.9	17.5%
Farming ⁽⁴⁾	1.4	2.6	85.7%	6.2	16.5	166.1%	442.9%	634.6%	-	-	-
Grain	44.5	62.2	39.8%	3.3	7.5	127.3%	7.4%	12.1%	168.1	186.6	11.1%
Silo services	2.3	3.4	47.8%	(0.6)	(2.1)	(250.0)%	(26.1)%	(61.8)%	-	-	-
Other & Reconciliation	(7.9)	(7.6)		(6.4)	(9.4)						
Total	238.5	478.3	100.6%	40.2	69.9	73.9%	16.9%	14.6%			

1. Segment revenue includes intersegment sales reflected in item "Other & Reconciliation" of quarterly Financial Statements
2. Segment operating profit calculated prior certain non-allocated G&A expenses reflected in item "Other & Reconciliation" of quarterly Financial Statements
3. Tonnage in thousand tons, except for bottled oil expressed in thousand liters
4. Farming operating profit includes gain or losses from changes in fair value of biological assets

FY2012 Outlook

FY2012 guidance

\$2 300 million Revenue

\$370 million EBITDA

\$255 million Net income