

PwC Indonesia

Growing a sustainable plantation business

Statement of Capabilities



The Industry

With some of the best land in the world for plantation crops, Indonesia remains a substantial global player in the production of palm oil, rubber, cocoa and some others, including copra and coffee.

Figures from the Indonesian Ministry of Agriculture (MOA) indicate that prime crops - coconut, palm oil, rubber, cocoa, coffee, tea, cashew nut, pepper, sugar, tobacco and cotton - contributed \$18.6 billion to the value of the country's exports in 2009.

The plantation sector has its challenges in balancing growth with increasing environmental and social pressures, and land title issues as when forests and natural peat lands are converted to revenue generating activities.

Nonetheless, with the strong global demand for almost every plantation crop, the sector is seeing major companies increasing their participation and new companies entering the market. These are heady times for plantations looking to increase their long term prospects.

There will always be price and demand volatility in some plantation sectors at any one time. Together with you, we will look for the right responses and anticipations to improve your long term performance and to achieve your objectives. With our large network of experts and many years of experience, we will work with you on the right path forward where future growth potential lies.



"PwC has been delivering their services very well. They try to understand the client's business to identify opportunity to enable them to provide proper solution to our case"

From PwC Indonesia's Client Satisfaction Survey

Our commitment to the plantation industry

The plantation sector is a priority for our firm – evidenced by our commitment to provide specialist assistance across the spectrum of auditing, accounting, taxation and other professional services. Our plantation focus is on multinational and national institutions that are facing the most complex business issues and the most challenging opportunities, by combining a global mindset and local resources with positive action.

Our offerings have been organised into three Lines of Service, each supported by highly qualified and experienced professionals who are leaders in their profession:

- audit and assurance services
- tax services
- financial advisory services

PwC Indonesia (PwC or we) is part of a global network, drawing on the talents of more than 161.000 people in 154 countries.

With 40 years of experience in Indonesia, our Indonesian firm has grown to over 1000 professional staff, including more than 40 Indonesian national partners and expatriate technical advisors. We bring together international and local knowledge, skills and experience.



>1,000
professionals

>40
partners and
technical advisors

We are committed to providing the highest quality professional services to every client we serve. Annual technical updates, training and improved methodologies are just a few of the ways to ensure that quality is embedded into every service we provide.



Our plantation credentials speak for themselves

The PwC Plantation Industry network assists, advises and audits many leading international and local plantation businesses including:

- Agro Hope
- Astra Agro Lestari (Jardine)
- Felda Plantations Sdn Bhdalm Industries
- Genting
- Glenealy
- Mados Enterprise Sdn Bhd
- Nedcoffee
- London Sumatra
- Sime Darby
- Unico - Desa Plantations
- Victorian Plantations Corporation
- YPJ Oil Palm Estate Sdn Bhd
- MP Evans
- Samsung
- LG
- PTT GE
- INCASI

“World class service rendered”

From PwC Indonesia's Client Satisfaction Survey



“We clearly satisfy in how you keeping inform about what is going well and what is needed further follow up. We do seek your value input/recommendation. Well done.”

From PwC Indonesia's Client Satisfaction Survey

Leading advisor to the plantation industry

PwC global network provides industry-focused services for public and private clients in order to build public trust and enhance value.

See one of the areas below to discover the benefits we can bring to you—whatever the size of your organization:

Transactional Work

PwC firms is well known in the marketplace for our knowledge and experience in all types of financial transactions:

- Mergers and acquisitions - We focus on the deal continuum from strategy through execution to post deal integration, including financial, tax, and operational due diligence, accessing the capital markets and valuing, negotiating and structuring deals.
- Strategic and valuation advice – We provide independent expert valuation advice for your business; we evaluate the financial implications for example, of corporate debt, restructuring, investments, mergers and joint-ventures; we advise on better managing assets and large capital investments amidst increased competition, or in times of uncertainty; we evaluate technical, operational, market and financial risks.
- Growth or divestments and developing exit strategies – Our specialists help you complete and extract the maximum value from your transactions

At PwC firms, we apply experience, international industry best practices and a wealth of specialised resources to help respond to both local and global business issues.

Our services include:

Lead Advisory

- Mergers and Acquisitions
- Divestments
- Private equity transactions
- Strategic options analysis
- Privatisation/Public Private Partnership (PPP)
- Initial Public Offerings (IPO) and fund raising

Transaction services

- Financial and tax due diligence on historical positions, performance achievements and identification of deal exposure and deal breakers
- Review and input on Sale and Purchase Agreements and other deal agreements
- Transaction structuring analysis and advice

Corporate Value Advisory

- Valuation of businesses, assets and shares
- Transaction Negotiation
- Shareholder Value Management
- Accounting Valuation
- Tax Valuation

Business recovery services

- Corporate Restructuring
- Debt Restructuring and Refinancing
- Distressed Merger and Acquisition
- Non-Performing Loan Sale and Acquisition
- Business Turn Around
- Optimized Exit

Consulting Work

Organisations engage our internal audit, performance improvement and forensic consultants to help design, manage and execute lasting change. We draw on skills in operations, people, technology, finance and risk management to advise and implement—locally and globally. We also help your people to build the knowledge necessary to make change effective and sustainable.

Internal Audit Services:

- Internal Control Reviews
- Co Sourcing
- Compliance Reviews
- IA Strategy/Transformation
- Training
- Internal Audit Effectiveness/QA reviews

Performance Improvement:

- Financial Effectiveness
- Governance, Risk and Compliance
- People and Change
- Business Process Improvement
- Information, Communication & Technology Effectiveness

Forensic Services:

- Fraud Investigations
- Forensic Accounting
- Forensic Data Mining
- Electronic Data and Document Recovery
- Corporate Fraud Risk Assessments
- Foreign Corrupt Practices Act Compliance

Strategic Tax and Investment Advisory:

- International Taxation
- Tax Structuring
- Transfer Pricing
- Inbound Investment and Advisory

Our mission.....

...to provide creative solutions and ideas that increase value to clients during critical periods and when they are making important decisions that define their futures

Compliance

For all organisations engaged in activities that come under the control of a regulator, PwC provides support, advice, and assurance to help you manage your regulatory risks. In an ever-changing regulatory environment, we help ensure that you identify, manage, and control any existing and future regulatory risks. A proactive rather than a monitoring approach to regulation is now a full time strategic necessity.

Our compliance services include:

- Statutory financial statements audit
- Regulatory compliance & reporting
- Sarbanes-Oxley (SOX) compliance (preparation, putting in place, testing)
- International Financial Reporting Standards (IFRS) and US General Accepted Accounting Principles (GAAP) Reporting
- Assistance on capital market transactions
- Tax diagnostic
- Standard procedures

- Preparation of tax return
- Review of tax return
- Transfer pricing
- Internal Audit (Internal controls, standard operating procedures)
- Forensic review
- Corporate reporting improvement
- Independent controls and systems process assurance
- Sustainability reporting

”We expected much and were not disappointed”

From PwC Indonesia’s Client Satisfaction Survey

Thought Leadership

More insights

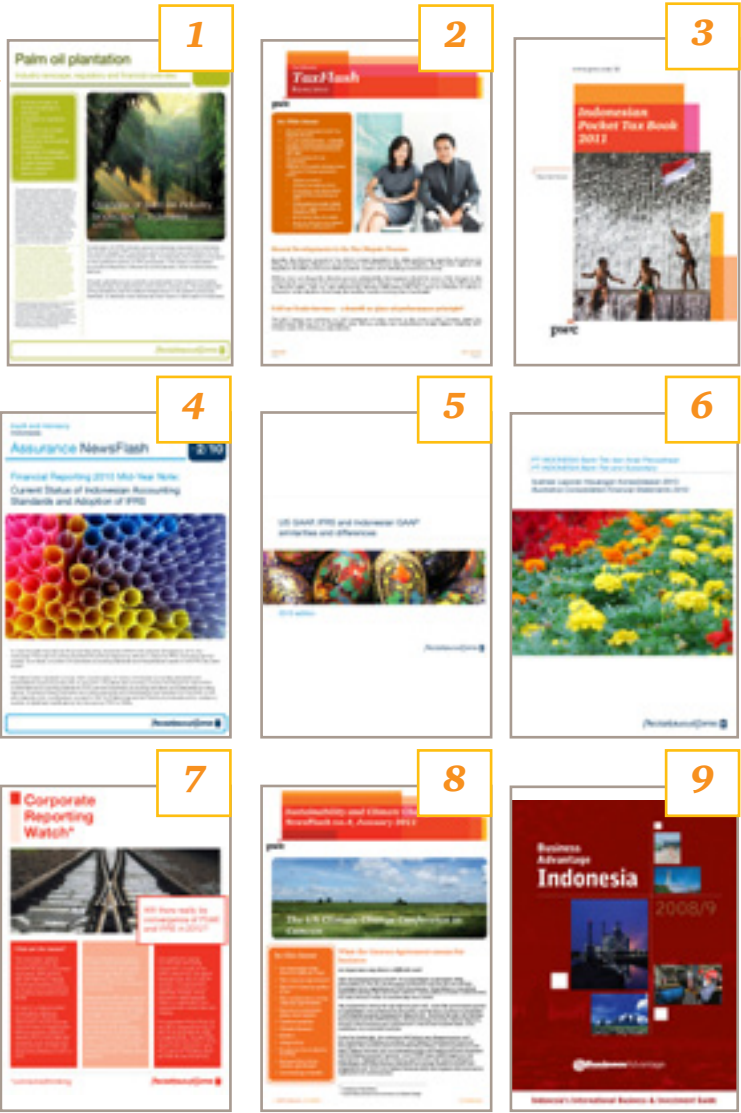
PwC Indonesia publishes national research, as well as industry-focused publications that are of key strategic important to our public and private clients.

A recent sample of such publications:

1. Palm Oil Plantation - PwC Indonesia plantation newsletter
2. Tax Flash – on Indonesia tax development
3. Indonesian Pocket Tax Book
4. Assurance NewsFlash - on Indonesia accounting development
5. Similarities and Differences, A comparison of IFRS, Indonesian GAAP and US GAAP
6. PT Indonesia and Subsidiary - Illustrative Consolidated Financial Statements
7. Corporate Reporting Watch
8. Sustainability & Climate Change NewsFlash
9. Business Advantage Indonesia

All of these publications are available on the web at

www.pwc.com/id



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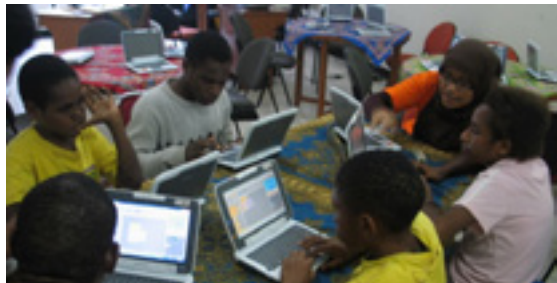


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Corporate Responsibility

To us, Corporate Responsibility (CR) means a commitment to a sustainable future and to the society in which we live and work. CR is a motivating factor and a way of working we expect from our employees. We hope that it helps our people in their development and to become responsible leaders, who not only focus on our clients but also on the world around them. We want to weave CR into the fibre of our organization.



Our CR initiatives:

- Two working days a year are granted to all PwC employees to participate in and volunteer for social activities. 1,911 hours were spent in fiscal year 2010 with participation from 286 of our people to complete 4 community projects.
- Providing financial support to various foundations (charity partners) in Indonesia.
- People-giving program. 225 of PwC's employees participated in setting aside part of their monthly income for our charitable activities.
- Fund-raising activity during the PwC year-end party. In 2008, 8 volunteers had their head shaved on stage to help raise funds to build a school. In 2009, 8 partners and technical advisors performed a *wayang*

orang play, helping to raise money for computer training for Papua children.

- In 2010, US\$ 96,000 (\$ 307,000 within the period 2006 to 2010) was distributed to charity and natural disaster relief activities.

Some evidence of our commitment in social and community work:

- Supporting the planting of 6,000 mangroves and 1,200 trees as part of a tree adoption program.
- Making dreams come true: Dream School Project in cooperation with Nurani Dunia Foundation to build 3-level classrooms and a 3-level multifunction hall in SDN Pondok Kacang Barat 3, Tangerang.

- Providing financial support for the implementation program of The Learning Farm (TLF - Karang Widya Foundation). TLF provides self and entrepreneurship development for street youth through organic farming.
- In August 2009, PwC and The Indonesian Chamber of Commerce and Industry (KADIN) signed an MoU to empower Small and Medium Enterprises through training and mentoring programs. This is our contribution to Indonesian economic development.

Corporate Responsibility Report
Our Corporate Responsibility Report can be accessed at www.pwc.com/id/en/corporate-responsibility.



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