Mitrphol Value Chain
Sustainable Ways Forward

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Business linkage of value chain

- Research & Development
- Sugar
- Power
- Paper
- Ethanol
- Particle Board
- Fertilizer
Value chain: Sugar cane to goods

- Sugar cane
- Sugar
- Bagasse waste
- Molasses
- Ethanol
- Fertilizer
- Particle Board
- Power, Electricity
Business expansion: adding economic value to GMS

From 1 million hectare of sugarcane area in Thailand …

… to cover many more million hectare of potential arable land in Greater Mekhong Sub-region (GMS)
Mitr Phol in GMS

**Mitr Phol Sugar Group**
- 5 mills/refineries
  - Crushing Capacity: 132,500 tons/day
  - Refinery Capacity: 5,920 tons/day
  - Liquid Sugar Cap.: 200 tons/day

**Guangxi Nanning East Asia Sugar Co., Ltd.**
- 5 mills/2 refineries + 1 Power Plant
  - Crushing Capacity: 82,000 tons/day
  - Refinery Capacity: 2,600 tons/day
  - Installed Power Cap.: 32MW
  - 1 Paper Pulp Mill: 50,000 tons/day

**Mitr Lao Co., Ltd. & Angkor Sugar Ltd.**
- 1 mill
  - Crushing Capacity: 5,000 tons/day

**Petro Green Co., Ltd.**
- 4 ethanol distillers
  - Capacity: 800,000 litre/day

**Mitr Phol Energy Co., Ltd.**
- Bio-energy companies - 3 plants
  - Sugar mills ~ 2 plants
  - Installed Capacity: 257 MW
  - Steam Capacity: 1,205 tons/hr

**Panel Plus Co., Ltd.**
- 3 particle board factories
  - Particle Board: 450,000 cu.m./d
  - Panel Docol: 23,600,000 sq. mt./yr
  - Furnish Board: 500,000 cubic mt./yr

**Thai Sugar**

**China Sugar & Paper**
- 5 mills/2 refineries + 1 Power Plant
  - Crushing Capacity: 82,000 tons/day
  - Refinery Capacity: 2,600 tons/day
  - Installed Power Cap.: 32MW
  - 1 Paper Pulp Mill: 50,000 tons/day

**ASEAN Sugar**
- 1 mill
  - Crushing Capacity: 5,000 tons/day

**Ethanol**
- 4 ethanol distillers
  - Capacity: 800,000 litre/day

**Biomass Power**
- Bio-energy companies - 3 plants
  - Sugar mills ~ 2 plants
  - Installed Capacity: 257 MW
  - Steam Capacity: 1,205 tons/hr

**Particle Board**
- 3 particle board factories
  - Particle Board: 450,000 cu.m./d
  - Panel Docol: 23,600,000 sq. mt./yr
  - Furnish Board: 500,000 cubic mt./yr
Expand production base in China

Since 1993
Since 1993
Crushing cane capacity 13,500 ton per day
Current capacity 82,000 ton per day
Sugar production 1.1 Million ton per year
Production facilities in China

Funan & Funan Refine
Funan Bio

Tuolu

Chongzuo

Ningming & Ningming Refine

Haitang & Haitang Refine

Paper
Concern with crop production, conservation and improvement of soil
Current cane crushing capacity 83,000 ton cane per day, refining sugar 2,800 ton per day, under expansion of Haitang crushing capacity increased from 10,500 ton cane per day to 15,000 ton cane per day. Expected fully production in 2012.
Linkage to Pulp & Paper mill

Capacity: paper production

60,000 ton per year

2007
Expanding Funan bio-power plant from Bagasse, generated 32 MW of electricity since 2010. Supply to China Southern Power Grid.
Key success factors

1. Adjust and blend with culture and community of China with similar Asian background

2. Our strength is expertise and knowledge in Sugar industry


4. Fair treatment and believe in people, training and development
Mitr Laos
2005  Started to promote sugar cane plantation in Savannakhet.

2007  Constructed sugar mill at Savannakhet named “Mitr Laos”
      Tax benefits for export sugar to EU market under LDC.

2008  First operating (Cane Crushing) on 27 November 2008
Promote sugar cane growing by equipment support and irrigation project, cultivation of farm land, conservation & improvement of soil
Transport to the crushing mill
Operation facilities
Sugar production for local market and export
First export to EU market
Fertilizer in Laos

- In 2007-08 increased production from 7,000 ton/year to 35,000 ton/year
- Export to Thai market 35,000 ton per year
- Cost and Competitive: blending material from Bat drop in Laos, organic blend, and material supply from ASEAN for ASEAN market.
Key success is respect and learn to blend with the local culture and community, society.
Expand investment in Asia & Pacific
(Maryborough Sugar Factory Limited : MSF)
Australia
“The world rank on 5\textsuperscript{th} of sugar’s producer”

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<th>Rank</th>
<th>Company</th>
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<td>4000</td>
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<tr>
<td>2</td>
<td>Cosan</td>
<td>3900</td>
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Source: FO Lichts annual ranking of the leading global sugar companies (by sugar produced)
One company and one community
Aim for excellence, believe in people, integrity operated, transparency and social responsibility
Ways forward from sugar cane to....

First generation
- Raw sugar
- White sugar
- Liquid Sugar
- Sugar Excellence
- 1-ton Bag

Second generation
- Power Steam
- Ethanol
- Fertilizer
- Animal feed

Next Generation
- Bio-plastic, Wax, fructose,
- Glucose, Sucro-chemistry,
- yeast, Alcohol-chemistry,
- Ethylene, Polyethylene,
- Butanol, Acetic acid
“Living together and Growing together”
Challenge of ASEAN & GMS Connectivity

Land Link

Sea Link
Strength of ASEAN & GMS
Agriculture, Food and Tourism

Kitchen of the world
Agriculture: Crop productivity and yield

- Land and soil: conservation and improvement of soil, reserve for rain forest
- Irrigation system & water management: conservation and improvement of water
- Enhance R&D on Agro-technology to improved crop productivity
- Efficiency use of labor, mechanized equipments
- Farmer cluster, co-op

Food

- Increase value added product, upper market
- Foreword linkage industry, crop to ready to eat product
- Ha-lal food opportunity, 30% of world population are Muslim
Strength of ASEAN & GMS
Agriculture, Food and Tourism

World class destination
Strength of ASEAN & GMS Tourism

History and rich in culture
- Each country in ASEAN and GMS has unique history and culture

Natural resources
- Mountain, rain forest to oceans

Connectivity
- Land link, sea link and air line
- Hotel facilities, labor force potential to develop

Environments
- Balance environment and community preservation
Regulatory and Policy measure that facilitated the investment in GMS

- Clear, simple and are not frequently changed, acceptable practice with the same standard
- Fair treatment among investors
- Improve the standard gap to facilitate investment:
  - Settle multilateral agreements
  - Finance and banking, capital & funding must reach international standard.
  - Connectivity: Cross border facilitation both goods/raw material and people, single check point, on line single window, less time consuming and good security record.
  - EXPAT, Skill worker standard
Thank you

Q&A