



ROBERT MEYER

We welcome the Year of the Dog with the addition of some of the world's oldest rubber trading names into our Halcyon Global Village, along with more storage and lab testing facilities and not forgetting the expansion of our NCE trading team in Singapore. We now have offices and assets in almost 60 locations. Today we not only grow and produce our premium **HEVEA**PRD brand of crumb rubber, and Centrifuged Latex; we are the leading global distributor of rubber and related products to both the non-tyre and tyre sectors.

You may wonder why we purchased some of the oldest commodities trading names and are now reviving their brands. It makes perfect business sense, and it gels well with our history of acquisitions such as Anson, NCE and Centrotrade. Alan L Grant was founded around 1952 supplying rubber to the US tyre companies during the 50s and 60s. Corrie MacColl, founded in 1780 traded in all sorts of commodities, throughout Asia, Europe and USA. Wurfbain started in 1897 trading in sugar, coffee and copra out of their Amsterdam office before their shift to rubber.

Being a second-generation in the rubber business myself, I am a firm believer in the value of these brand names and the history that comes with them. We will preserve their brand names under our new entity, Halcyon Rubber and Plantations, which will focus on supplying rubber to the global non-tyre and specialty tyre sectors.

The expansion of our NCE team reinforces our commitment in the PRC Tyre Majors segment as we continue to provide end-to-end supply chain services for technically specified rubber backed by annual production capacity of 675,000 mT of **HEVEA***PRD* rubber. With our purchase of the five new

TODAY, WE CAN TRULY SAY
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factories in Indonesia, we are well positioned to be the largest exporter of Indonesian grade rubber for our Global Tyre Majors. We continue to focus on providing tight and consistent specifications for our clients through our **HEVEA***PRD* brand, and now with 10 of our factories certified by TÜV SÜD, we are progressing along with getting all factories certified in 2018.

In our first 2018 issue of Halcyon Days, we introduce new columns. You will hear from George, our chief economist, about his views on rubber and you will get to know some of our colleagues around the world. With almost 16,000 employees,

it is nice to be able to know something personal about your co-workers, and I encourage you to contact the editorial team to share your story or any other exciting company news.

Our financial results for FY2017 will be out, and you will hear other announcements as well. I won't provide any spoilers for now but I will leave this with you - that with the growth in global GDP coupled with the growth in demand for rubber, we remain focused than ever before in providing sustainable rubber for our customers, and we will continue to build up our franchise to be a global strength in rubber.

1 HALCYON DAYS • ISSUE 17 • Q1 2018

HALCYON DAYS • ISSUE 17 • Q1 2018

THE BEST OF HALCYON AGRI IN 2017

2017 rounded up with major acquisitions that puts us into the media spotlight: We became the largest player in Standard Indonesian Rubber (SIR), cementing our market leader position in the world and we now have a foothold in the synthetic rubber business.

With our acquisitions of PT
Bintan Djaya, PT Sumber Alam, PT
Sumbar Djantin; adding five more
factories to our family, we are now
the largest player in SIR.
Collectively, these factories are
highly regarded producers of SIR and
our total annual processing capacity
is now 877,000 mT in Indonesia,
across 19 factories.

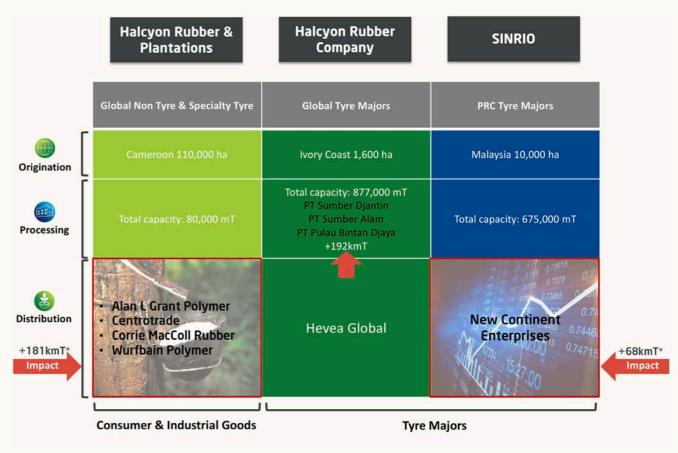
This is significant for us as Indonesia has a strong track record in delivering quality rubber to the global tyre majors.

Our new acquisitions into the Halcyon
Agri family is a strategic decision. Having
established brands in Alan L Grant, Corrie
MacColl, Kelvin Terminals, Momentum
Technologies and as well as Wurfbain
Polymer, would propel our new entity; Halcyon
Rubber and Plantations, to be the market
leader in Global Non-Tyre and Specialty Tyre
segments for Europe and USA. We have also
expanded our NCE trading team with our new
colleagues, bringing the team to five traders.

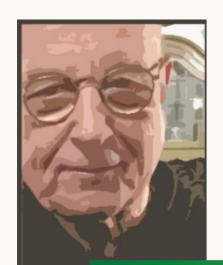
We now have access to the best in-class industrial experts with the addition of key employees who would strengthen our expertise in the non-tyre and specialty tyre industries. With our combined market presence, we foresee the benefits resulting in better pricing power for us. We have also expanded our rubber value chain in the synthetic rubber business.

In our next issue, we will explain more about how our structure will look like with the additions of these new entities. WE ARE PROUD TO HAVE SOME OF THE WORLD'S OLDEST RUBBER TRADING NAMES AS PART OF THE HALCYON FAMILY!

Halcyon Agri Operating Structure



3 HALCYON DAYS • ISSUE 17 • Q1 2018 HALCYON DAYS • ISSUE 17 • Q1 2018

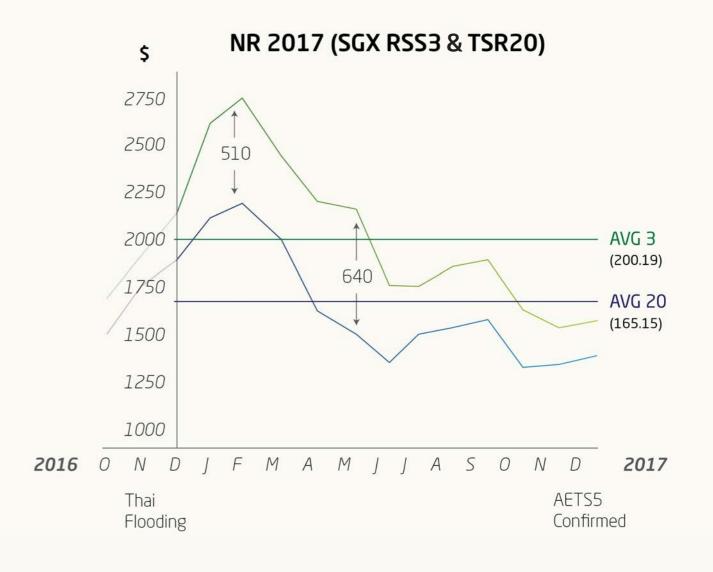


GEORGE'S 2017 TAKE ON RUBBER

GEORGE SULKOWSKI
CHIEF ECONOMIST

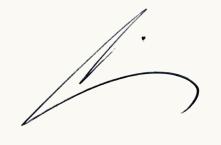
Speculation: knee-jerk reaction to invariably poorly-researched or misleading information; we reap what we sow, 2017's harvest oversupplied, the germ of its abundance first planted in 2011 and compounded in late 2016. The rubber industry's leading drivers, Thailand and China, are both highly speculative and also subject to speculation: the relatively fast recovery from the lows of the 2008 financial crisis, repaired by a combination of QE-assisted, double-digit China economic growth and NR's statistical misinformation at the time - suggesting imminent and critical shortages - culminated in 2011's all-time highs, encouraging rapid and loosely managed Thai-led, industry-wide output growth accompanied by equally uncontrolled speculation, originating in China, and ensuring unsustainable excesses in value resulting in a long and inevitable drift, peppered with a variety of ill-conceived exporter support

schemes that only added to existing problems. Level-3 Thai flooding, which provided a brief excuse for rampant speculation from late 2016 to its abrupt end during the Lunar New Year in early 2017, rather than reduce supply ultimately helped accelerate it with inevitable and damaging value consequences. Fundamentally undermined by perceived oversupply and high stocks, the middle part of the year saw the market fluctuate on mostly outside influences, short-lived swings in sentiment often triggered by sharp moves in the 'black' and industrial commodities sector of the Chinese market, investors held back by the long-anticipated October China Party Congress its resulting risk and pollution reducing targets still damping economic and industrial enthusiasm - their attention perhaps diverted by recordbreaking world equity markets and improving crude oil values. But there's only so much that an industry can tolerate financially so, while there's



no great confidence in November's ITRCo decision to impose a 5th AETS of export restrictions on the first quarter of 2018 (the track record of the first four poor, options and alternatives remaining elusive but unrest in the agricultural sector needing to be calmed with more immediate political sops, these restrictions simply delaying the inevitable rather than dealing with underlying cause), parallel, late-year reluctance by processors to sell below cost steadied prices. Ultimately, while reducing already-planted acreage and its output might prove challenging but necessary, falling unemployment in the major economies

and emerging market auto-ownership ambitions should provide a decent counter-balance and the chance to achieve something approaching rubber's optimum FOB value of \$1800-2000. So, 2017? Concern? Maybe. Crisis? No: general demand remains good, and rising.



HALCYON DAYS • ISSUE 17 • Q1 2018

HALCYON DAYS • ISSUE 17 • Q1 2018

OUR MEDIA COVERAGE IN 2017

2017 sees us being covered quite extensively in 69 publications, including Singapore's Business Times and Straits Times, The Edge, Merger Markets, Reuters, SGX Kopi-C, Bloomberg, CNBC Squawk Box and trade publications such as Rubber and Plastic News, Rubber Journal and European Rubber Journal.

The coverage includes our quarterly results, SIAT sale, RCMA deal and the Indonesian factories purchase. We also started a twitter page at @HalcyonAgri and becoming more active on LinkedIn at in https://www. linkedin.com/company/halcyon-agricorporation-limited/ so please follow us and share our posts!



Halcyon Agri back in the black after consolidation





On mission to acquire 2 firms for S\$105.3m, add

Halcyon Agri to acquire 2

Halcyon Agri to acquire 2



UPDATES FROM ALL AROUND THE WORLD

AFRICA







AFRICA AGRICULTURAL FAIR -SARA 2017

SARA 2017 (Salon de l'Agriculture et des Ressources Animales/ Agricultural and Animal Resources Fair) was held in Abidjan, Côte d'Ivoire, for a week and organised by the Government of Ivory Coast to enhance, promote and develop all the riches of the agricultural sector. More than 18 European and African companies participated in this fair. Halcyon Agri represents the rubber business in Côte d'Ivoire, which is the 1st rubber producer in Africa through its subsidiaries, ITCA and TRCI. Our ITCA staff members brought visitors through our entire production process from raw material purchase to the packing of rubber and the TRCI team showcased our vast plantation. Our booths were visited by smallholders, students, tourists, other economic operators, and government representatives including the Minister of Agriculture, Mr Coulibaly Sangafowa.



On 8 Dec 2017, our Halcyon colleagues from all over the world joined us on this special day at Cut by Wolfgang Puck for a sumptuous Christmas lunch buffet spread! Everyone

INVESTOR RELATIONS: DRINKS AT MORTON'S STEAKHOUSE, REMISIERS' LUNCHEON & TRIP TO PALEMBANG

As we continuously grow, we know how important that potential investors and analysts understand the rubber industry and our business. We held various investor relations activities throughout 2017, such as inviting remisiers and analysts for drinks at Morton's Steakhouse.

Our guests include KGI Securities, CIMB Securities, DBS Bank, Lim & Tan Securities, Phillip Securities and from the media, Dollars and Sense, Mergermarket, Asia Wall Street Journal and others.

Pak Alex and his team from PT. HEVEA MK and PT. Hok Tong II in Palembang, hosted analysts from CIMB Securities, KGI Securities, Phillip Securities and SAC Capital, where a great number of questions were asked. The analysts left with deeper insights into our operating structure and an unrated coverage report from KGI Securities on the factory visit has since been published.

SINGAPORE



mingled around and toasted with Christmas wine as Robert gave his speech on the recent acquisitions and his vision for Halcyon Agri in the year ahead.









HALCYON DAYS • ISSUE 17 • Q1 2018

HALCYON DAYS • ISSUE 17 • Q1 2018

MALAYSIA

COPRPORATE SOCIAL RESPONSIBILITY - EUROMA RUBBER INDUSTRIES

Euroma is working on a Corporate Social Responsibility (CSR) programme with Rumah Amal Kulim, a special education school for children with autism and related difference. This project is driven by Thiben, disorders in Kedah.

Rumah Amal Kulim is home to over 60 students who are taught life readiness skills such as learning and producing handicrafts, to growing and harvesting of vegetables and plants by themselves. The students have a base of regular customers who often buy their works and plants. With a growing school population,

the school has insufficient resources to maintain the classes and workshops and this is where we would like to make a EHS Assistant Manager from Euroma.

Apart from the sponsorship programme, we are also providing soil from our effluent drains and rubber traps to the school for free. Special thanks to the rest of the team in Euroma: Mr Tan Hock Khoon, Deputy General Manager and Shafiq, Human Resource Officer, for driving this meaningful CSR project.



"WE ARE SPONSORING ADDITIONAL **EQUIPMENT, SUCH AS** WHEELBARROWS AND ELECTRICAL SEWING MACHINE, SO THAT THE SCHOOL CAN RAISE MORE **FUNDS THROUGH SELLING THE** STUDENTS' PRODUCE AND HANDICRAFTS; THEREBY, BENEFITTING NOT ONLY THE SCHOOL, BUT ALSO THE STUDENTS AND THEIR **CUSTOMERS.**"





From Left: Shafiq (Human Resource Officer), **Thiben** (EHS Assistant Manager)

HALCYON DAYS • ISSUE 17 • Q1 2018 **12 11 HALCYON DAYS • ISSUE 17 • Q1 2018**

HALCYON GLOBAL VILLAGE



Our global footprint has created what we refer to as our "Halcyon Global Village". We respect the people in the communities in which we operate and the environment that is their livelihood. Our 2016 Sustainability Report is now online. Several case studies have been cited within the report such as the Dja Faunal Reserve, Sludge to Soil Community project and as well as Michelin's Rubberway.

For more information, visit our website at https://www.halcyonagri.com/news/sustainability-report/.

"SUSTAINABILITY IS NOT JUST ABOUT PRODUCING A PRODUCT THAT TAKES INTO ACCOUNT THE ENVIRONMENTAL CONCERNS OR THAT WE USE CHEMICAL-FREE WATER IN OUR FACTORIES. SUSTAINABLE RUBBER MEANS WE CAN AUDIT THE STEPS TAKEN IN PRODUCING OUR PRODUCT. WE WANT TO BE ABLE TO IDENTIFY AND TRACK OUR PRODUCT'S PATH FROM RAW MATERIAL TO FINISHED GOODS SUCH THAT WE CAN VERIFY GOOD PRACTICES WERE IN PLACE, AND THE RIGHTS OF THE INDIVIDUALS INVOLVED WERE RESPECTED. THAT IS WHAT I WANT TO ACHIEVE, A PRODUCT WITH FULL SUPPLY CHAIN TRACEABILITY."

ROBERT MEYER

Here are some of the projects we're rolling out in 2018:

We have signed a memorandum of understanding with Continental and Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) in December 2017 for a two-year project to help increase the livelihoods of residents at Kapuas Hulu, Indonesia, through provision of sustainable natural rubber. We will be sharing updates in our next issue.

The Rubberway project with Michelin will continue this year, to map our smallholder supplier base and to further understand the issues they face. In 2017, we covered 6 factories, 313 intermediaries, 197 smallholders and 64% of questionnaires were completed with GPS coordinates. This year, we plan to expand Rubberway to our factories in Rantau Prapat, our new factory in Pulau Bintan Jaya and possibly one factory in Côte d'Ivoire.





6 Factories



313 Intermediaries



197 Small holders



64% of questionnaires completed with GPS data

78% of small holder questionnaires 55% of intermediary questionnaires

HEVEAPRO

Occupational, Health and Safety (OHS) is one of the pillars of the **HEVEAPRO** standards, which was launched formally in 2016. With the initial focus on Industrial & Quality Standards, our aim in 2017 was to have all Halcyon Agri factories undertake the OHS internal and external third-party audits for OHS. Through having all our factories familiarised with **HEVEAPRO** standards and audit requirements, it presented an opportunity for process and documentation improvement, learning and sharing of best practices amongst the factories.

Upon satisfactory completion of the OHS internal audits, the factories will then proceed to undertake third-party audits by TÜV SÜD.



We reached a significant milestone in 2017 by having a majority of our factories **HEVEA***PRD* and TÜV SÜD certified.

Euroma is the first factory to be Platinum-certified and we will be pushing all other factories to achieve similar ratings in the year ahead.

13 HALCYON DAYS • ISSUE 17 • Q1 2018 14

HOW WELL DO YOU KNOW YOUR COLLEAGUES?



We have introduced a new column about our colleagues. Read about them now and drop us an email if you would like to be featured in our next issue.



"Never say it's not "my job".
The more you know, the
more you get for the future."

ANGGRENI
HEAD OF QUALITY ASSURANCE

GIVING HER ALL IN QUALITY ASSURANCE

Q1: Tell us about yourself and your work at PT. Rubber Hock Lie, Sunggal.

I am just an ordinary 22-year-old woman who aims to have a decent career throughout my life. This is why I strive to give my all as Head of Quality Assurance.
I joined PT. Rubber Hock Lie, Sunggal, in 2015. These 2 years have given me a lot of experience in this industry.

Q2: What is your role at Halcyon Agri?

I am in charge of Quality Assurance at Halcyon Agri.
I have to ensure our products are in accordance with the buyers' requirements. For that purpose, I always make sure to be unbiased and thorough in evaluating our products, in an effort to conform with the standard of procedure of our company.

Q3: Which aspect of your role do you enjoy the most? I quite enjoy having the authority to determine whether our final products have achieved the desired quality before shipping them out.

Q4: What motivates you at work?

Aside from the financial aspect of the job, I strive to achieve no complaints for each and every shipment. I see this as a challenge to improve my skills.

Q5: What makes you look forward to work every day?

I treat each day as an opportunity for me to learn something new. Self-improvement gives me a reason to live and it's fulfilling. As the saying goes, when you look forward to things, your productivity increases and your happiness goes through the roof.

Q6: People would be surprised to know that you:

That I am still trying to get a bachelor's degree.

07: Motto or Personal Mantra:

Hard work never betrays us.

Q8: Any advice for new staffs?

Never say it's not "my job". The more you know, the more you get for the future.

15 HALCYON DAYS • ISSUE 17 • Q1 2018 16



"Halcyon is a company full of opportunities with a management that wants you to succeed. Go out and grab it."

RYAN LORENZ WIENER
GLOBAL HEAD,
IDL STRATEGIC MARKETING

Get out of your comfort zone, stop worrying all the time and don't take yourself too seriously."



JESS MA
JUNIOR EXECUTIVE,
LOGISTICS

FROM ASIA TO EUROPE

Q1: Tell us about yourself and your work at Industrial Distribution and Latex Distribution (IDL).

I joined the IDL team as Head of Strategic Marketing in November 2017.

Q2: What is your role at Halcyon Agri?

As we work toward a possible ListCo, my role will be to align its marketing and branding along with the businesses under it, as well as provide sales support to our commercial and sales teams. I am located in Eschborn, just outside of Frankfurt. Having lived in Singapore throughout my professional life, this is my first taste of a European work environment and I am thoroughly enjoying the team aspect out here.

Q3: What aspect of your role do you enjoy the most?

Halcyon has been and continues to be a very fast paced company. There is limited time between major events and having to keep up with the speed of things is always a challenge. There is never a dull moment when you work with Halcyon, especially because we are continually trying to break boundaries and pioneer new ways of operating the natural rubber life cycle.

Q4: What motivates you at work?

Being part of a team that is constantly innovating in an industry that is long overdue for exciting and fresh ideas.

Q5: What has been your favourite project at Halcyon Agri?

Developing, branding and marketing **HEVEA***PRO*, watching it turn from concept into an accepted and admired product. A lot of work from a lot of different teams went into its development and seeing its success and how well it has been received industry- wide, has been extremely rewarding.

Q6: People would be surprised to know that you:

I started almost 4 years ago as a Management Trainee.
I knew nothing about natural rubber and relied on colleagues like Kevan Mitchell, Andrew Trevatt and Leonard Beschizza to teach me as much as they could. It took many hours and lots of patience to get me to a comfortable level of understanding. Kevan, Andrew and I have spent many a pain staking hours around the TC bar discussing rubber while I traded Len's knowledge for computer lessons...

07: Motto or Personal Mantra:

When in a sticky situation, always ask- What would James Bond do?

Q8: Any advice for new staffs?

Halcyon is a company full of opportunities with a management that wants you to succeed. Go out and grab it.

STEPPING INTO THE WORLD OF LOGISTICS

Q1: Tell us about yourself and your work at Halcyon Agri. I joined in May 2017 and this is my first official job after graduation, working as a Junior Executive, Logistics, in Halcyon Agri Singapore.

Q2: What is your role at Halcyon Agri?

I belong to the company's extensive natural rubber supply chain management that provides a one-stop service to our international customers. My daily operations include liaising with suppliers, customers and transportation service providers to coordinate the distribution of goods to its destination efficiently. A lot of planning, problem-solving and people-managing goes into meeting customers' various needs and resolving situations on-the-go.

Q3: What aspect of your role do you enjoy the most?
Replying emails every morning. 'Decoding' them is fun
because it makes me feel like Sherlock Holmes. No, but
seriously, you get the job satisfaction after cracking your
brain for a solution to a problem/issue; or when you defused

a 'bomb' which may have evolved into a potential issue.

Q4: What motivates you at work?

Shout out to my team and the whole logistic department, I'm so blessed to be surrounded by these wonderful people (it's REAL). They are the ones I spend so much time with. They are also the ones who welcomed me with open hearts and kept me going until now. *sending virtual hugs here*

Q5: What has your experience been like working at Halcyon Agri?

I graduated with a Marketing Degree, so it was challenging at the start learning something completely new. I felt inferior and was overwhelmed due to a lack of industry knowledge and experience. However, a positive and nurturing work environment really helped to ease my anxiety and fear. Slowly, I have learned to find pleasure in 'sticks and stones' and now I'm actually enjoying work.

Q6: People would be surprised to know that you:

It has always been my dream to be featured in a magazine and now it's a dream come true. So people, give chance and stop judging! *insert applause here*

07: Motto or Personal Mantra:

You are a badass, stop doubting and be awesome.

08: Any advice for new staffs?

Get out of your comfort zone, stop worrying all the time and don't take yourself too seriously, is what I believe. Unpleasantness and prejudice happen all the time, just stay calm and embrace it like a queen/king. For fresh graduates, be prepared to sacrifice your social life!

17 HALCYON DAYS • ISSUE 17 • Q1 2018 HALCYON DAYS • ISSUE 17 • Q1 2018



WELCOME OUR NEW COLLEAGUES

FROM ALAN L GRANT, CORRIE MACCOLL, KELVIN TERMINALS, MOMENTUM TECHNOLOGIES, WURFBAIN AND NEW FACES WHO JOINED OUR NCE TEAM!

RUBBER BITS FROM ALL OVER THE WORLD

Let us know what you think and we will publish your responses in our next issue!

GLOBAL RUBBER CONSUMPTION IN TYRE APPLICATIONS

NATURAL RUBBER VS SYNTHETIC RUBBER

(000 tons)	Global Rubber Consumption in Tire Applications			
	Natural	Synthetic	Total	Percent SR
2007	6810	6263	13,073	47.9%
2008	7201	6103	13,304	45.9%
2009	6496	5620	12,116	46.4%
2010	7501	6493	13,994	46.4%
2011	7669	7006	14,675	47.7%
2012	7645	6942	14,587	47.6%
2013	7898	7210	15,108	47.7%
2014	8676	6711	15,387	43.6%
2015	8655	6858	15,513	44.2%
2016	8921	7297	16,218	45.0%
2017	9221	7331	16,552	44.3%
Source: World Rubber Industry Outlook/Tire Industry Research				

Overall, the percentage of synthetic rubber (SR) consumed in 2017 was over three percentage points less than in 2010, even though there has been a slight drift toward SR over the last four years. **What is your interpretation of this?**

"EU DECLARES NR A 'CRITICAL' RAW MATERIAL"

The European Union (EU) has declared natural rubber (NR) a "critical raw material," meaning the EU recognizes the need "to ensure the secure, sustainable and affordable supply [of NR] for the EU manufacturing industry." NR was the only biotic raw material among the 27 out of 61 candidate materials to pass the EU listing assessment, according to the European Tyre & Rubber Manufacturers' Association (ETRMA).

"Natural rubber will receive proper political attention and consequent support when dealing with issues related to the supply of natural rubber," Fazilet Cinaralp, secretary general of the ETRMA said.

Inclusion of NR on the list, she said, could help strengthen the competitiveness of the rubber industry and stimulate the production of natural rubber, including beyond traditional producing countries. **What are your views?**

NEXT UP:

HALCYON REBRANDING
NEW WEBSITE
MORE COLLEAGUES TO KNOW ABOUT
ANNUAL AND SUSTAINABILITY REPORTS 2017
MORE INTEL ABOUT OUR STRUCTURE
and more...

Email to **corpcomms@halcyongagri.com** if you have any stories to share.



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