



PRESS RELEASE: SIFCA

WARA assigns first-time credit rating of A- to SIFCA

The SIFCA Group, the first private-sector employer of Cote d'Ivoire, is rated A- by WARA.

Abidjan, 06/05/13 - **West Africa Credit Rating Agency** (WARA) announces today the publication of the first credit rating of the SIFCA Group. On WARA's regional scale, the long-term credit rating of the **SIFCA Group** is "A-", an investment grade credit rating, and the short-term credit rating is "w-3". These ratings reflect the leading position of SIFCA in its domestic market, as well as its healthy financial position. The rating outlook is **stable**.

Simultaneously, on its international scale, WARA assigns to SIFCA a credit rating of iB+/Stable/iw-5.

The credit ratings of SIFCA remain dependent on its leading position in the market, and on the relative stability of the SICOM and the CPO CIF Rotterdam prices, which stand as the indices determining the market price of natural rubber and palm oil. Indeed, the evolution of the world prices for these commodities directly affects SIFCA's revenues, in an exogenous way. WARA's rationale for SIFCA's credit rating as well as outlook is based on the difficulty for competitors to ruin SIFCA's leading position on its domestic market. Consequently, SIFCA's competitive advantages in its market, its management of the value chain for natural rubber, palm oil and sugar, as well as its financial strength are three key rating factors. These factors will likely serve as buffers for SIFCA to adapt to potential price volatility for natural rubber and palm oil, on which it remains heavily dependent.

"The counterparty credit rating of SIFCA benefits from no external support factor", Fabien Paquet stated as the WARA's lead credit analyst for SIFCA. " However, WARA's opinion with regards to the solvency of SIFCA

takes into account the advantages that the Group gets from the close relationships it has built with its strategic shareholders, i.e. Wilmar and Olam in the palm oil sector, and to a certain extent, with Michelin in the rubber sector and TERRA in the sugar sector " Mr. Paquet added.

Established in 1964 in Abidjan, SIFCA holds a key position in the West-African agro-industrial spectrum. SIFCA is the first private sector employer in Cote d'Ivoire, with more than 29,000 employees (of whom 20,000 are in Cote d'Ivoire), while its revenues reached to FCFA536 billion in 2012. "SIFCA produces 140,000 tons of natural rubber (among which 100,000 tons are produced in Cote d'Ivoire) and 300,000 tons of refined palm oil every year; this makes it the unchallenged key player for these sectors in the Ivorian market; this growing production capacity constitutes an important element for the ratings" adds Fabien Paquet.

An improvement of SIFCA's ratings of SIFCA will depend on: i) improved management processes to reduce costs; ii) the success of expansion plans in order to modernize and/or increase the current production capacities for the various subsidiaries; iii) the extension of land ownership for better profitability and quality of finished products, in Cote d'Ivoire as well as in other countries; and) the development of oleaginous finished products carried by one or several renowned brands in the regional market, to better crystallize margins for this business line.

A deterioration of the credit rating of SIFCA would be the consequence of: i) a new political crisis in Cote d'Ivoire; ii) the loss of market share on its domestic, regional and international markets; iii) a prolonged period of low SICOM and CPO CIF Rotterdam prices; or iv) detrimental delays regarding investments to modernize and/or increase production capacities.

For reference, WARA considers that the probability of occurrence of the best case scenarios is superior to that of the worst case scenarios in the medium term; in other words, SIFCA's current ratings carry more upward potential than downward pressure.

The methodology used by WARA to rate the SIFCA Group is the credit rating methodology for the industrial and commercial companies, which was published on July 15th, 2012, and is available on WARA's website (www.rating-africa.org).

Information sources used by WARA to carry out the SIFCA's ratings are mainly private information obtained during exchanges with SIFCA's management team and subsidiaries in April 2013. This information, coupled with publicly available sources, is considered by WARA as satisfactory for conducting SIFCA Group's credit rating process.

Finally, WARA specifies that the credit rating process of SIFCA was requested and participating, meaning that it was performed upon a request by the SIFCA Group, and that SIFCA's management actively participated in the exchanges discussions with WARA's team of analysts.

SIFCA's first rating of "A-" is 3 notches above the credit rating accepted by the CREPMF to issue debt without a guarantee.

The complete credit rating report is available upon request by e-mail. Contact: infos@credit-rating-africa.org

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