

Office : TB9, KM 7, Apas Road,  
TSH Industrial Estate,  
91000 Tawau, Sabah,  
East Malaysia.  
Website : www.tsh.com.my



Tel : 6089-912 020 (HL)  
6089-911 056, 6089-911 065  
Fax : 6089-913 000  
Email : tshtawau@tsh.com.my

7 September 2007

Our ref: TSH Bio-Gas /CDMEB/05/09/2007

**UNFCCC Secretariat**  
Martin-Luther-King-Strasse 8  
D-53153 Bonn  
Germany

Dear Members of the CDM Executive Board,

**Subject: Response to Request for Review – Methane Recovery and Utilisation Project at TSH Kunak Palm Oil Mill (0916) (“the Project”)**

---

We refer to the requests for review from the three Board members dated 25 and 27 August 2007 in relation to our request for registration of the Project, and we wish to provide the following response to the issues raised by the requests for review.

***Comment 1:***

*The Project Proponent (“PP”) / Designated Operating Entities (“DOE”) shall further demonstrate the additionality of the project.*

**Project Proponent’s Response to Comment 1:**

The additionality assessment for the Project activities has been carried out in accordance with the methodology outlined in AM0013 version 4. By this methodology, Option A has been adopted where the project additionality has been assessed with respect to the following aspects: (i) *Investment Barriers* and (ii) *Current Prevalent Mode of Organic Wastewater Treatment*. The assessment results show the project activity is additional.

In view of the revision to the IRR worksheet in response to Comment 2 of the request for review, a proposed revision to Section B.5. of the PDD with respect to additionality assessment has been incorporated accordingly. A copy of the proposed amendment is shown in the revised PDD (see **Attachment 1**) to this letter.

***Comment 2:***

*The methodology requires that the data sources used in the financial analysis be identified and where project-specific data are used, these should not deviate from the range of accepted industry values. Further clarification and justification is sought with regard to the data sources used in the financial analysis to demonstrate additionality.*

Office : TB9, KM 7, Apas Road,  
TSH Industrial Estate,  
91000 Tawau, Sabah,  
East Malaysia.  
Website : www.tsh.com.my



Tel : 6089-912 020 (HL)  
6089-911 056, 6089-911 065  
Fax : 6089-913 000  
Email : tshtawau@tsh.com.my

## Project Proponent's Response to Comment 2:

The original IRR computations have been performed in accordance with the procedures and requirements of the approved methodology AM0013. In response to comment 2, the original IRR worksheet has been revised whereby the data sources used in the IRR computations have been identified and included with the relevant clarifications. The revised computations have also ensured that the project-specific data used do not deviate from the range of accepted industry values.

A copy of the revised IRR worksheet is attached as **Attachment 2** to this letter. The project IRR without CDM registration obtained was 1.1% (slight variation from project IRR of -0.8% shown in original IRR worksheet). This is far below the benchmark IRR of 15% adopted by the company. The project IRR with CDM registration is 21.8% (as compared to earlier IRR value of 20.7%). Hence, the IRR analysis clearly demonstrates that the project activity is additional. In line with the company's investment policy and the industry benchmark of 15% for the palm oil industry, the project proponent will only undertake investment in new project of similar nature if the expected IRR is equal to or greater than 15%.

The benchmark IRR of 15% adopted by the company is in accordance with the fact that the average Return on Equity (ROE) based on the audited annual reports for the TSH Group of Companies for the last five years has been 15%, as shown in the table below.

Item	2002 (RM'000)	2003 (RM'000)	2004 (RM'000)	2005 (RM'000)	2006 (RM'000)	Mean (RM'000)
PBT	30,174	49,471	83,045	49,361	64,437	<b>55,298</b>
Total Equity	222,741	283,220	398,023	457,950	506,326	<b>373,652</b>
ROE	14%	17%	21%	11%	13%	<b>15%</b>

The benchmark IRR of 15% is also in line with the average Return on Equity (ROE) achieved by plantation companies of similar size in the region of 11.2% in 2006 and 11.9% in 2007. The source of this data is shown in **Attachment 3** to this letter.

We sincerely hope that the CDM Executive Board accepts our above explanations.

Yours faithfully,  
for **TSH BIO-GAS SDN. BHD.**

Lim Fook Hin  
Director

## **Attachment 1**

Please refer to the separate document “0916\_Attachment 1\_ PDD V 5 15May07 - Section B 5 Revised (7Sep07).pdf”

## **Attachment 2**

Please refer to the separate spreadsheet "0916\_Attachment 2\_2007-09-07.xls"

**Attachment 3**

# Plantation sector

Merger of PNB plantation companies

OVERWEIGHT

Maintained

Ivy Ng, CFA + 60 (3) 2084-9697 – ivy.ng@cimb.com

KDN PP 5182/10/2007

## PNB to announce merger of its plantation assets

It was reported in the *Business Times* that plans are underway to amalgamate Kumpulan Guthrie, Sime Darby and Golden Hope, in what would be the largest merger in Malaysia's corporate history. According to sources, a merger vehicle by the name of Synergy Drive has been incorporated to take over all the three companies, including their listed subsidiaries. The merger's main aim is to create an entity with a large earnings capacity, along the lines of Petronas Nasional. The details of the multi-billion ringgit merger remain sketchy but banking sources said CIMB Investment Bank will announce the merger today.

## Comments

**The plan to merge PNB's plantation assets is not new.** PNB's plan to merge the plantation companies in its stable is not new and has been the subject of wide speculation for some time now.

**Lacking details on merger.** There was no mention on how the deal will be structured or the pricing of the proposed merger. As such, it is unclear whether the merged entity will be taking over Sime Darby, G Hope and K Guthrie or only their plantation-related assets. There is also the possibility that the merged group will be a separate listed entity, with Sime Darby holding a majority stake, to provide investors with an investment vehicle that offers pure exposure to the plantation assets of PNB group.

**Rationale for large plantation group.** The merged plantation entity will have combined planted estates of around 511,000ha and land bank of about 578,337ha, making it the largest listed plantation company in South-East Asia. The combined planted area is equivalent to around 12.6% of Malaysia's total planted oil palm estates. The merger of the plantation assets could lead to further economies of scale through operating synergies and cost savings arising from the pooling of the assets. For instance, operating efficiency could be strengthened by consolidating the group's management activities in the same area. Apart from operating synergies, we feel the merged group will be able to strategise better on its expansion into Indonesia. Currently, the three PNB companies are pursuing their own expansion plans in different parts of Indonesia. However, a strong management team will be required to push through the cost savings and efficiency gains, which may not be immediate, based on the experience of the earlier merger between G Hope and I&P. Overall, we would be positive on the deal as long as the merged group is able to deliver cost savings, improve efficiency and boost future earnings. By adding G Hope to the equation, the merged group will have an immediate downstream exposure to the oil palm business that it could build on further.

Figure 2: Comparison of merged entity's planted estates vs. its peers

Companies	Planted estates (ha)	Plantable area (ha)	Total oil palm land bank (ha)
<b>Sime + G Hope + Guthrie</b>	<b>511,354</b>	<b>66,983</b>	<b>578,337</b>
K Guthrie	261,856	21,000	282,856
G Hope	169,307	5,983	175,290
IOI Corp	143,696	682	144,378
KL Kepong	121,030	1,854	122,884
Kulim	96,493	84,588	181,081
PPBO Palms	86,627	206,241	292,868
Sime Darby	80,191	40,000	120,191
Tradewinds Plant	75,353	51,627	126,980
Asiatic	56,581	6,571	63,152

**M&A potential raises catalysts for stocks.** Overall, we would be positive on the merger of the plantation assets if the deal were earnings accretive and the pricing fair. The merged entity will have good FFB growth potential due to G Hope's and Kumpulan Guthrie's young estates and scope for efficiency gains through cost savings, coupled with the expectation of higher CPO price in the coming years. We maintain our OUTPERFORM calls for Sime Darby and G Hope and our NEUTRAL recommendation for K Guthrie. The merger will be positive for all as it allows shareholders of the target companies to participate in the efficiency gain and growth prospects of the consolidated entity.

Sector comparisons

	Bloomberg ticker	Recom.	Price (RM)	Mkt cap (RM m)	Core P/E (x) CY06	3-yr EPS CAGR (%)	P/NTA (x) CY06	ROE (%) CY06	Div yield (%) CY07	Div yield (%) CY06	
Asiatic	ASP MK	O	3.96	2,941.9	18.2	14.4	9.3	1.8	10.8	10.9	1.9
Golden Hope	GHP MK	O	5.20	7,402.1	21.6	14.9	21.1	1.3	7.7	7.9	5.0
IOI Corp	IOI MK	N	18.90	21,638.5	22.7	19.1	10.8	3.8	17.5	18.9	2.9
KL Kepong	KLK MK	O	13.90	9,904.0	23.1	17.4	14.7	2.4	10.4	10.7	3.4
K Guthrie	KGB MK	N	4.06	4,095.3	41.9	19.5	42.9	1.5	8.0	9.7	2.0
PPB Oil Palms	PBOB MK	U	9.75	4,342.9	28.8	19.5	20.7	3.3	13.0	13.1	1.8
<b>Simple average</b>					<b>26.0</b>	<b>17.4</b>	<b>19.9</b>	<b>2.4</b>	<b>11.2</b>	<b>11.9</b>	<b>2.8</b>

O = Outperform, N = Neutral, U = Underperform, NR = Not Rated, TB = Trading Buy and TS = Trading Sell  
Source: Company, CIMB/CIMB-GK Research, Bloomberg

By accepting this report, the recipient hereof represents and warrants that he is entitled to receive such report in accordance with the restrictions set forth below and agrees to be bound by the limitations contained herein (including the "Restrictions on Distributions" set out below). Any failure to comply with these limitations may constitute a violation of law.

This publication is strictly confidential and is for private circulation only to clients of CIMB Securities Sdn Bhd ("CIMBS"). This publication is being supplied to you strictly on the basis that it will remain confidential. No part of this material may be (i) copied, photocopied, duplicated, stored or reproduced in any form by any means or (ii) redistributed or passed on, directly or indirectly, to any other person in whole or in part, for any purpose without the prior written consent of CIMBS.

CIMBS, its affiliates and related companies, their directors, associates, connected parties and/or employees may own or have positions in securities of the company(ies) covered in this research report or any securities related thereto and may from time to time add to or dispose of, or may be materially interested in, any such securities. Further, CIMBS, its affiliates and its related companies do and seek to do business with the company(ies) covered in this research report and may from time to time act as market maker or have assumed an underwriting commitment in securities of such company(ies), may sell them to or buy them from customers on a principal basis and may also perform or seek to perform significant investment banking, advisory or underwriting services for or relating to such company(ies) as well as solicit such investment, advisory or other services from any entity mentioned in this report. The views expressed in this report accurately reflect the personal views of the analyst(s) about the subject securities or issuers and no part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations(s) or view(s) in this report. CIMBS prohibits the analyst(s) who prepared this research report from receiving any compensation, incentive or bonus based on specific investment banking transactions or for providing a specific recommendation for, or view of, a particular company. However, the analyst(s) may receive compensation that is based on his/their coverage of company(ies) in the performance of his/their duties or the performance of his/their recommendations and the research personnel involved in the preparation of this report may also participate in the solicitation of the businesses as described above. In reviewing this research report, an investor should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additional information is, subject to the duties of confidentiality, available on request.

- (i) As of 23 November 2006, CIMBS and its affiliates have a proprietary position in the following securities in this report:
  - (a) Asiatic, Golden Hope, IOI Corporation, KL Kepong, PPB Oil Palms.
- (ii) As of 23 November 2006, CIMBS and its affiliates do not have a proprietary position in the following securities in this report:
  - (b) Kumpulan Guthrie.
- (iii) As of 23 November 2006, the analyst, Ivy Ng who prepared this report, owns and has an interest in the securities in the following company or companies covered or recommended in this report.
  - (c) -.
- (iv) As of 23 November 2006, the analyst, Ivy Ng who prepared this report, does not own and does not have an interest in the securities in the following company or companies covered or recommended in this report.
  - (d) Asiatic, Golden Hope, IOI Corporation, KL Kepong, PPB Oil Palms, Kumpulan Guthrie.

The information contained in this research report is prepared from data believed to be correct and reliable at the time of issue of this report. This report does not purport to contain all the information that a prospective investor may require. CIMBS does not make any guarantee, representation or warranty, express or implied, as to the adequacy, accuracy, completeness, reliability or fairness of any such information and opinion contained in this report and accordingly, neither CIMBS nor any of its affiliates nor its related persons shall not be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof.

This report is general in nature and has been prepared for information purposes only. It is intended for circulation amongst CIMBS's clients generally and does not have regard to the specific investment objectives, financial situation and the particular needs of any specific person who may receive this report. The information and opinions in this report are not and should not be construed or considered as an offer, recommendation or solicitation to buy or sell the subject securities, related investments or other financial instruments thereof.

This report is issued and distributed by CIMBS. The views and opinions in this research report are our own as of the date hereof and are subject to change. If the Financial Services and Markets Act of the United Kingdom or the rules of the Financial Services Authority applies to a recipient, our obligations owed to such recipient therein are unaffected. CIMBS has no obligation to update its opinion or the information in this research report.

Investors are advised to make their own independent evaluation of the information contained in this research report, consider their own individual investment objectives, financial situation and particular needs and consult their own professional and financial advisers as to the legal, business, financial, tax and other aspects before participating in any transaction in respect of the securities of company(ies) covered in this research report. The securities of such company(ies) may not be eligible for sale in all jurisdictions or to all categories of investors.

**General:** This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.

**Australia:** Despite anything in this report to the contrary, this research is provided in Australia by CIMBS and the analyst on behalf of CIMB-GK Research Pte. Ltd. ("CIMB-GK") and CIMB-GK notifies each recipient and each recipient acknowledges that CIMB-GK is exempt from the requirement to hold an Australian financial services licence under the Corporations Act 2001 (Cwlth) in respect of financial services provided to the recipient. CIMB-GK is regulated by the Monetary Authority of Singapore under the laws of Singapore, which differ from Australian laws. This research is only available in Australia to persons who are "wholesale clients" (within the meaning of the Corporations Act 2001 (Cwlth)) and is supplied solely for the use of such wholesale clients and shall not be distributed or passed on to any other person. This research has been prepared without taking into account the objectives, financial situation or needs of the individual recipient.

**France:** Only qualified investors within the meaning of French law shall have access to this report.

This report shall not be considered as an offer to subscribe to, or used in connection with, any offer for subscription or sale or marketing or direct or indirect distribution of financial instruments and it is not intended as a solicitation for the purchase of any financial instrument.

**Hong Kong:** This report is distributed in Hong Kong by CIMB-GK Securities (HK) Limited which is licensed in Hong Kong by the Securities and Futures Commission for Type 1 (dealing in securities), Type 4 (advising on securities) and Type 6 (advising on corporate finance) activities. Any investors wishing to purchase or otherwise deal in the securities covered in this report should contact the Head of Sales at CIMB-GK Securities (HK) Limited.

Unless permitted to do so by the securities laws of Hong Kong, no person may issue or have in its possession for the purposes of issue, whether in Hong Kong or elsewhere, any advertisement, invitation or document relating to the securities covered in this report, which is directed at, or the contents of which are likely to be accessed or read by, the public in Hong Kong (except if permitted to do so under the securities laws of Hong Kong).

**Indonesia:** Neither this report nor any copy hereof may be distributed in Indonesia or to any Indonesian citizens wherever they are domiciled or to Indonesia residents except in compliance with applicable Indonesian capital market laws and regulations.

**New Zealand:** In New Zealand, this report is for distribution only to persons whose principal business is the investment of money or who, in the course of, and for the purposes of their business, habitually invest money pursuant to Section 3(2)(a)(ii) of the Securities Act 1978.

**Sweden:** This report contains only marketing information and has not been approved by the Swedish Financial Supervisory Authority. The distribution of this report is not an offer to sell to any person in Sweden or a solicitation to any person in Sweden to buy any instruments described herein and may not be forwarded to the public in Sweden.

**Taiwan:** This research report is not an offer or marketing of foreign securities in Taiwan. The securities as referred to in this research report has not been and will not be registered with the Financial Supervisory Commission of the Republic of China pursuant to relevant securities laws and regulations and may not be offered or sold within the Republic of China through a public offering or in circumstances which constitutes an offer within the meaning of the Securities and Exchange Law of the Republic of China that requires a registration or approval of the Financial Supervisory Commission of the Republic of China.

**United Arab Emirates:** The distributor of this report has not been approved or licensed by the UAE Central Bank or any other relevant licensing authorities or



governmental agencies in the United Arab Emirates. This report is strictly private and confidential and has not been reviewed by, deposited or registered with UAE Central Bank or any other licensing authority or governmental agencies in the United Arab Emirates. This report is being issued outside the United Arab Emirates to a limited number of institutional investors and must not be provided to any person other than the original recipient and may not be reproduced or used for any other purpose. Further, the information contained in this report is not intended to lead to the sale of investments under any subscription agreement or the conclusion of any other contract of whatsoever nature within the territory of the United Arab Emirates.

**United Kingdom:** This report is being distributed by CIMB-GK Securities (UK) Ltd only to, and is directed at selected persons on the basis that those persons are (a) persons falling within Article 19 of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 (the "Order") who have professional experience in investments of this type or (b) high net worth entities, and other persons to whom it may otherwise lawfully be communicated, falling within Article 49(1) of the Order, (all such persons together being referred to as "relevant persons"). A high net worth entity includes a body corporate which has (or is a member of a group which has) a called-up share capital or net assets of not less than (a) if it has (or is a subsidiary of an undertaking which has) more than 20 members, £500,000, (b) otherwise, £5 million, the trustee of a high value trust or an unincorporated association or partnership with assets of no less than £5 million. Directors, officers and employees of such entities are also included provided their responsibilities regarding those entities involve engaging in investment activity. Persons who do not have professional experience relating to investments should not rely on this document.

**United States:** Neither this report nor any copy hereof may be taken or distributed into the United States except in compliance with any applicable U.S. laws and regulations.

**Other jurisdictions:** In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is only for distribution to professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

## CIMB SECURITIES SDN BHD – RECOMMENDATION FRAMEWORK

### STOCK RECOMMENDATIONS

**OUTPERFORM:** The stock's total return is expected to exceed a relevant benchmark's total return by 5% or more over the next 12 months.

**NEUTRAL:** The stock's total return is expected to be within +/-5% of a relevant benchmark's total return.

**UNDERPERFORM:** The stock's total return is expected to be below a relevant benchmark's total return by 5% or more over the next 12 months.

**TRADING BUY:** The stock's total return is expected to exceed a relevant benchmark's total return by 5% or more over the next 3 months.

**TRADING SELL:** The stock's total return is expected to be below a relevant benchmark's total return by 5% or more over the next 3 months.

### SECTOR RECOMMENDATIONS

**OVERWEIGHT:** The industry, as defined by the analyst's coverage universe, is expected to outperform the relevant primary market index over the next 12 months.

**NEUTRAL:** The industry, as defined by the analyst's coverage universe, is expected to perform in line with the relevant primary market index over the next 12 months.

**UNDERWEIGHT:** The industry, as defined by the analyst's coverage universe, is expected to underperform the relevant primary market index over the next 12 months.