

## The Story Behind the Numbers

### THE YEAR OF TWO HALVES

Singapore, 1 March 2023 – Mainboard-listed Bumitama Agri Ltd. (“Bumitama” or “The Group”), one of the leading oil palm plantations in Indonesia with crude palm oil (“CPO”) and palm kernel (“PK”) as its key products, has released its financial performance results for the full year 2022 (“FY22”).

Better performance following a record-breaking year is another record high. It is the case for Bumitama in 2022 as revenue reached IDR15.83 trillion within the period, rising 29% year-on-year (“YoY”) versus previous full year figure (“FY21”). So are the rest of Bumitama’s financial metrics; gross profit climbed 66% to reach IDR5.73 trillion in FY22. Net profit and EBITDA also surged 67% and 63% respectively to reach IDR3.00 trillion and IDR5.69 trillion within the period.

As a result, both net profit and EBITDA margins reached 8-year high in FY22, at 19.0% and 35.9% respectively. The robust performance in the Group’s finances is mainly driven by higher selling price of both CPO and PK which more offset soaring fertiliser cost during the year due to global imbalance of supply relative to demand.

The year 2022 was also referred to as the year of two halves for Bumitama where the first half was dominated by palm oil price rally and production recovery, while the second half was a period of normalizing prices and low-cycle production anomaly due to intensifying extreme weather conditions.

Despite the 19% quarterly (“QoQ”) output decline from internal production in the final quarter 2022 (“4Q22”) versus previous quarter, Bumitama was able to record 15% YoY rise in its annual FFB yield of 21.4 tonnes per hectare in FY22, also record-high figure for the Group. Special highlight goes to Riau estates under management, despite the 1% QoQ output decline in 4Q22, annual yield reached a respectable 26.0 tonnes per hectare in FY22.

Average rainfall collected across Bumitama’s operational areas – covering some 188 thousand hectares, almost triple the size of Jakarta – peaked in October of 2022 when it grossed over 500 mm in a single month from a total of 24 rainy days, both of which are the highest on record. Throughout 2022, continuous precipitation reached a total of 202 rainy days, or 24% higher than the 10-year average.

The triple-dip La Nina events of 2020-2022 is the first in the 21<sup>st</sup> century and likely to be the longest on record. The last known ones were observed in 1973-1976 and 1998-2001, which lasted 37 months and 24 months, respectively. Nino indices in the past weeks have shown weakening trend and is widely predicted to conclude by February – April of 2023.

However, these climate models also suggest the return of El Nino weather phenomena later this year, which could coincide with summer Monsoon that spans from June- September. Now, would it cause further supply disruptions amongst oil producing crop regions? Management of Bumitama, as traditioned in previous years, will be monitoring its development closely to mitigate its negative effects.

\* Net profit stated above is attributable to Owners of the Company, excluding grossed up dividend-related withholding tax

\* QoQ refers to comparison between 4Q22 and 3Q22 periods



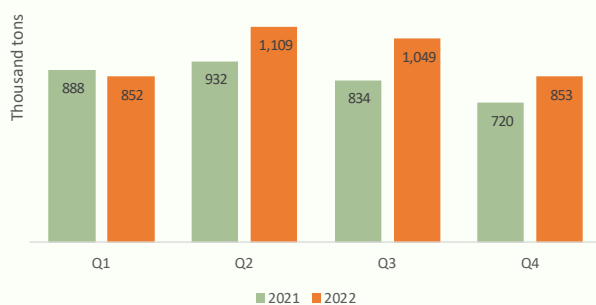
# INVESTOR CIRCULAR

## The Numbers

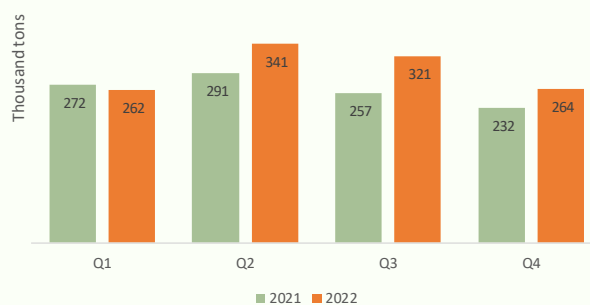
### Production Highlight

	Unit	4Q22	4Q21	YoY	FY22	FY21	YoY
FFB Nucleus	ton	589,336	501,438	17.5%	2,676,926	2,336,178	14.6%
FFB Plasma	ton	263,713	218,273	20.8%	1,185,865	1,037,381	14.3%
FFB Yield	ton/ha	4.8	4.0	↑	21.4	18.6	↑
FFB External	ton	339,637	298,683	13.7%	1,468,431	1,269,495	15.7%
CPO Production	ton	264,602	231,417	14.3%	1,188,156	1,051,623	13.0%
OER	%	22.1%	22.6%	↓	22.3%	22.6%	↓
PK Production	ton	56,605	51,311	10.3%	250,935	223,000	12.5%

### FFB - Internal Production



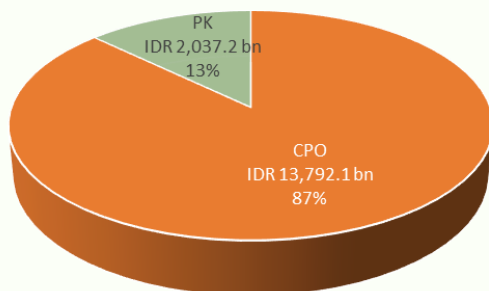
### CPO Production



	Unit	4Q22	4Q21	YoY	FY22	FY21	YoY
Revenue	IDR million	3,270,305	3,751,865	-12.8%	15,829,281	12,248,630	29.2%
Gross profit	IDR million	681,226	1,287,567	-47.1%	5,732,855	3,456,655	65.8%
Gross margin	%	20.8%	34.3%	↓	36.2%	28.2%	↑
Net profit*	IDR million	158,473	729,152	-78.3%	3,002,961	1,801,917	66.7%
Net margin	%	4.8%	19.4%	↓	19.0%	14.7%	↑
EBITDA	IDR million	653,478	1,278,441	-48.9%	5,686,087	3,497,978	62.6%
EBITDA margin	%	20.0%	34.1%	↓	35.9%	28.6%	↑

\*Net profit attributable to Owners of the Company, excluding grossed up dividend-related withholding tax

### Revenue



### Sales Volume

