



Bumitama Agri Ltd.

Excellence Through Discipline

First Quarter 2018

Presentation

8 May 2018





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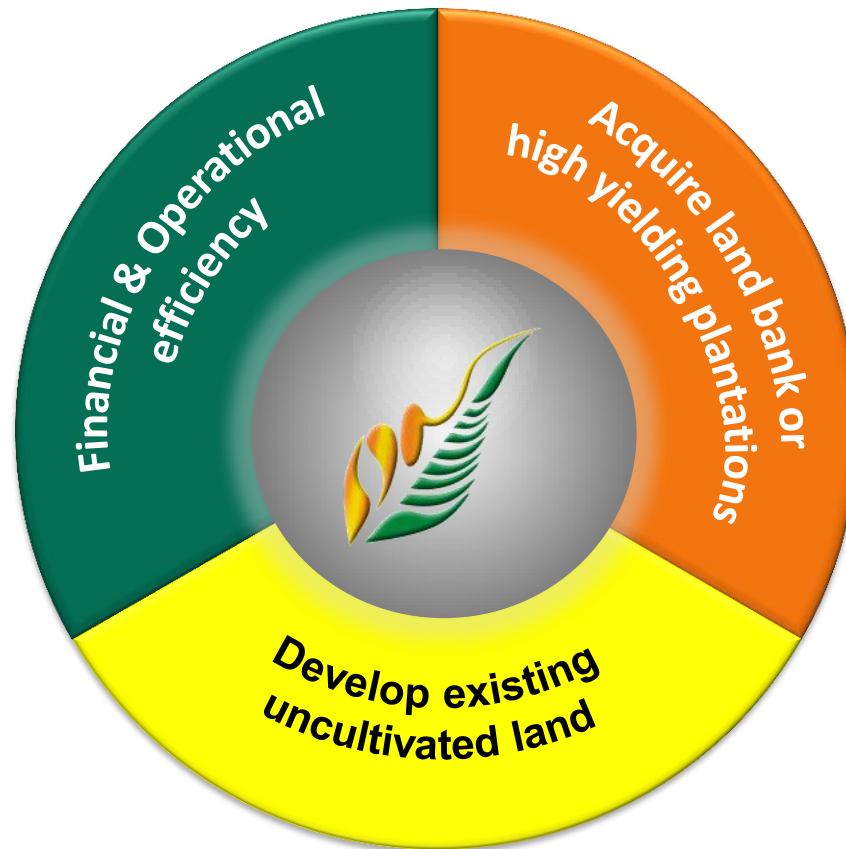
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The 1, 2, 3 Growth Strategies





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Executive Summary – 1Q2018

● **Production**

- FFB volumes increased 20.0% YoY to 683,508 mt.
- FFB yield increased 20.0% YoY from 3.5 mt/ha to 4.2 mt/ha.
- OER at 22.8%.
- Total planted area of 183,445 ha.

● **Financial Performance**

- Revenue decreased by 9.1% YoY to IDR 1,908 billion.
- Gross Profit decreased by 4.5% YoY to IDR 518 billion.
- EBITDA decreased by 3.7% YoY to IDR 520 billion.

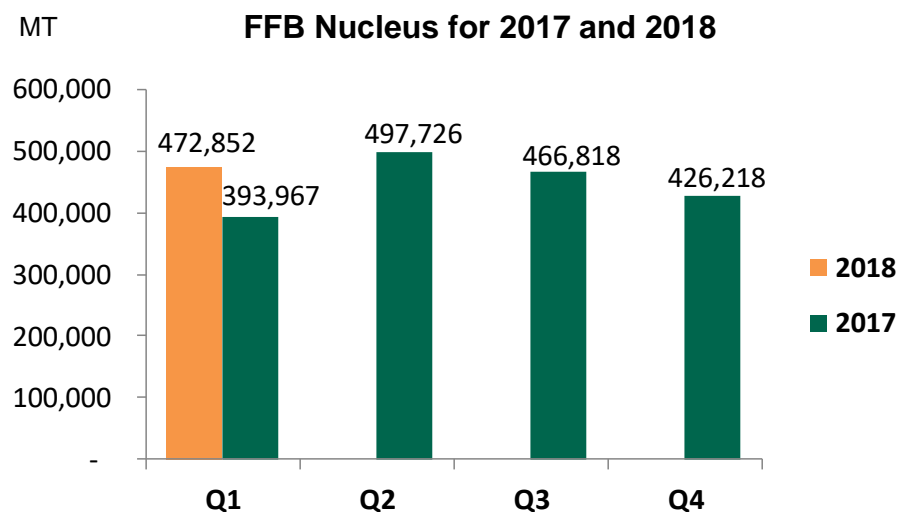


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Operational Highlight

		1Q2018	%	1Q2017	%	Change	YoY
Production							
FFB Total	(MT)	967,061	100.0	811,635	100.0	19.1%	↑
FFB Internal		683,508	70.7	569,423	70.2	20.0%	↑
FFB Nucleus		472,852	48.9	393,967	48.6	20.0%	↑
FFB Plasma		210,656	21.8	175,456	21.6	20.1%	↑
FFB External		283,553	29.3	242,212	29.8	17.1%	↑





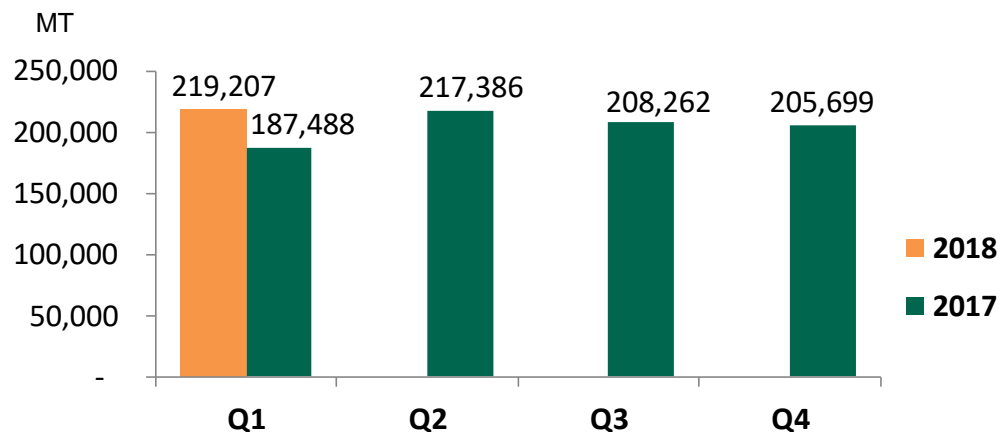
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Operational Highlight (Cont')

		1Q2018	1Q2017	Change	YoY
CPO	(MT)	219,207	187,488	16.9%	↑
PK	(MT)	44,852	37,335	20.1%	↑
Yield and Extraction Rate					
FFB Yield	(MT/ha)	4.2	3.5	20.0%	↑
CPO Yield	(MT/ha)	1.0	0.8	25.0%	↑
CPO Extraction Rate	(%)	22.8%	23.1%	-1.3%	↓
PK Extraction Rate	(%)	4.7%	4.6%	2.2%	↑

CPO Production for 2017 and 2018





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Planted Area

	As at 31 March 2018		As at 31 December 2017		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
Planted Nucleus	130,853	71.3	131,421	71.9	-568	↓
- Old & Mature	113,238	61.7	110,699	60.6	2,539	↑
- Immature	17,615	9.6	20,722	11.3	-3,107	↓

- As at 31 March 2018 the planted Plasma is 52,592 ha.

Weighted average age of 8.9 years as at 1 January 2018



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Sales Revenue and Volume

	1Q2018	1Q2017	Change YoY
Sales Revenue (IDR million)			
- Crude Palm Oil	1,612,376	1,691,374	-4.7%
- Palm Kernel	295,822	331,779	-10.8%
- Biodiesel	-	76,892	-100.0%
- Glycerin	-	306	-100.0%
Sales Volume (MT)			
- Crude Palm Oil	205,859	199,444	3.2%
- Palm Kernel	44,687	39,351	13.6%
- Biodiesel	-	7,004	-100.0%
- Glycerin	-	1,154	-100.0%
Average Sales Price (IDR/KG)			
- Crude Palm Oil	7,832	8,480	-7.6%
- Palm Kernel	6,620	8,431	-21.5%
- Biodiesel	-	10,978	-100.0%
- Glycerin	-	265	-100.0%



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Income Statement Highlight

IDR million	1Q2018	1Q2017	Change	YoY
Revenue	1,908,198	2,100,351	-9.1%	↓
Gross profit	518,247	542,791	-4.5%	↓
Net profit	273,628	322,162	-15.1%	↓
Net profit attributable to owners of the company	231,770	278,443	-16.8%	↓
EBITDA	519,614	539,711	-3.7%	↓
Gross margin (%)	27.2%	25.8%	5.4%	↑
Net profit margin (%)	14.3%	15.3%	-6.5%	↓
EBITDA margin (%)	27.2%	25.7%	5.8%	↑

Appendix to the Announcement 1Q2018: Translation of Unaudited Financial Statements to USD

Income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year

	1Q2018 USD thousand	1Q2017 USD thousand	Change %
Revenue	140,592	157,347	-10.6%
Cost of sales	(102,408)	(116,684)	-12.2%
Gross profit	38,184	40,663	-6.1%
Interest Income	2,727	2,682	1.7%
Selling expense	(3,622)	(3,635)	-0.3%
General and administrative expense	(6,442)	(6,019)	7.0%
Finance cost	(3,390)	(2,820)	20.2%
Foreign exchange gain	(1,175)	846	-238.8%
Other income	34	40	-15.5%
Share of loss of associate companies	-	(171)	-100.0%
Profit before income tax	26,316	31,586	-16.7%
Income tax expense	(6,156)	(7,452)	-17.4%
Profit for the period	20,160	24,134	-16.5%
Attributable to:			
Owners of the Company	17,076	20,859	-18.1%
Non-controlling interests	3,084	3,275	-5.8%
	20,160	24,134	-16.5%
EBITDA	38,285	40,432	-5.3%

Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The income and expense for each unaudited income statement presented are translated at average exchange rates at each respective period (Source: Bank Indonesia middle rate).

Appendix to the Announcement 1Q2018: Translation of Unaudited Financial Statements to USD

Statement of Financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

	Group		Company	
	31-Mar-2018	31-Dec-2017	31-Mar-2018	31-Dec-2017
	USD thousand	USD thousand	USD thousand	USD thousand
ASSETS				
Non-current assets				
Plasma receivables	116,040	92,888	-	-
Property, plant and equipment	247,995	254,158	157	3
Bearer plants	522,252	538,317	-	-
Land use rights	68,302	67,139	-	-
Investment in subsidiaries	-	-	103,517	103,517
Investment in associate companies	-	-	10,640	10,640
Intangible assets	12,616	12,855	-	-
Deferred tax assets	17,296	17,118	-	-
Due from subsidiaries	-	-	535,041	536,021
Loan to an associate company	5,436	5,354	5,436	5,354
Total Non-current assets	989,937	987,829	654,791	655,535
Current assets				
Biological assets	23,915	21,853	-	-
Inventories	36,581	32,740	-	-
Deferred charges	581	574	17	6
Trade and other receivables	15,734	21,148	-	-
Due from related companies	4	4	-	-
Plasma receivables	15,963	19,167	-	-
Prepayments and advances	1,538	786	11	5
Prepaid taxes	36,305	28,448	12	4
Cash and short-term deposits	17,946	15,996	2,057	2,084
Total Current assets	148,567	140,716	2,097	2,099
Total Assets	1,138,504	1,128,545	656,888	657,634

Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The assets and liabilities for each unaudited statement of financial position presented are translated at closing exchange rates at each respective period (Source: Bank Indonesia middle rate).

Appendix to the Announcement 1Q2018: Translation of Unaudited Financial Statements to USD

	Group		Company	
	31-Mar-2018	31-Dec-2017	31-Mar-2018	31-Dec-2017
	USD thousand	USD thousand	USD thousand	USD thousand
LIABILITIES AND EQUITY				
Current liabilities				
Loans and borrowings	57,500	25,000	57,500	25,000
Islamic medium term notes	129,154	-	129,154	-
Trade and other payables	40,752	36,877	1	96
Accrued operating expenses	11,363	14,074	988	4,058
Sales advances	4,019	3,727	-	-
Income taxes payable	13,076	14,641	-	-
Derivative financial liabilities	23,716	-	23,716	-
Total Current liabilities	279,580	94,319	211,359	29,154
Non-current liabilities				
Deferred tax liabilities	13,771	13,564	-	-
Loans and borrowings	46,737	79,542	46,737	79,542
Islamic medium term notes	129,274	245,986	129,274	245,986
Post employment benefits	2,845	2,889	-	-
Derivative financial liabilities	30,042	66,935	30,042	66,935
Total Non-current liabilities	222,669	408,916	206,053	392,463
Total Liabilities	502,249	503,235	417,412	421,617
Net Assets	636,255	625,310	239,476	236,017
Equity attributable to owners of the Company				
Share capital	130,993	130,993	130,993	130,993
Treasury shares	(9,750)	(9,750)	(9,750)	(9,750)
Other reserves	(14,148)	(14,905)	(385)	(1,141)
Retained earnings	462,471	445,395	50,465	47,779
Foreign currency translation reserve	(13,453)	(3,482)	68,153	68,136
	556,113	548,251	239,476	236,017
Non-controlling interests	80,142	77,059	-	-
Total Equity	636,255	625,310	239,476	236,017

Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The assets and liabilities for each unaudited statement of financial position presented are translated at closing exchange rates at each respective period (Source: Bank Indonesia middle rate).

Appendix to the Announcement 1Q2018: Translation of Unaudited Financial Statements to USD

A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

CASH FLOW	Group	
	1Q2018	1Q2017
	USD thousand	USD thousand
Cash flows from operating activities		
Cash receipts from customers	148,749	159,006
Cash payments to suppliers, employees and for other operating expenses	(107,842)	(122,136)
Income tax paid	(9,407)	(4,505)
Net cash flows generated from operating activities	31,500	32,365
Cash flows from investing activities		
Increase in plasma receivables	(13,092)	(1,171)
Investment in bearer plants	(7,302)	(4,751)
Investment in property, plant and equipment	(2,699)	(4,692)
Investment in land use rights	(2,520)	(802)
Advance for acquisition of subsidiaries	-	(5,414)
Interest received	2,636	2,416
Net cash flows used in investing activities	(22,977)	(14,414)
Cash flows from financing activities		
Repayment of loan and borrowings	-	(9,991)
Increase in amount due from related companies	-	25
Payment of dividend	-	(105)
Buy-back of ordinary shares	-	(1,000)
Interest paid	(6,307)	(6,107)
Net cash flows used in financing activities	(6,307)	(17,178)
Net increase in cash and cash equivalents	2,216	773
Effect of exchange rate changes on cash and cash equivalents	(266)	175
Cash and cash equivalents at beginning of period	15,996	38,486
Cash and cash equivalents at end of period	17,946	39,434

Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The unaudited cash flow statement presented is translated at average exchange rates at each respective period (Source: Bank Indonesia middle rate).

Appendix to the Announcement 1Q2018: Translation of Unaudited Financial Statements to USD

Cash Flows from Operating Activities:	Group	
	1Q2018	1Q2017
	USD thousand	USD thousand
Profit before income tax	26,316	31,586
Depreciation and amortisation	10,131	9,554
Finance cost	3,390	2,820
Interest income	(2,727)	(2,682)
Post employment benefits	-	-
Unrealized foreign exchange loss / (gain)	437	(1,482)
Share of loss of associate companies	-	171
Operating cash flows before working capital changes	37,547	39,967
Decrease/(increase) in:		
- Trade and other receivables	8,176	(223)
- Inventories	(4,395)	10,174
- Prepaid taxes	(8,399)	(4,229)
- Prepayments and advances	(775)	97
- Deferred charges	(16)	(2)
(Decrease)/increase in:		
- Trade and other payables	7,010	(12,221)
- Accrued operating expenses	(460)	(1,306)
- Other taxes payable	1,866	2,880
- Sales advances	353	1,733
Cash flows generated from operations	40,907	36,870
Income tax paid	(9,407)	(4,505)
Net cash flows generated from operating activities	31,500	32,365

Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The unaudited cash flow statement presented is translated at average exchange rates at each respective period (Source: Bank Indonesia middle rate).



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THANK YOU

