



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

**Third Quarter & Nine Months**

**2017 Presentation**

**14 November 2017**





**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Disclaimer

**This presentation should be read in conjunction with the unaudited financial statements of Bumitama Agri Ltd. (the “Company”) for the financial quarter ended 30 September 2017.**

This presentation has been prepared by the Company for informational purposes only, and does not have regard to your specific investment objectives, financial situation or your particular needs. Any information contained in this presentation is not to be construed as investment or financial advice, and does not constitute an offer or an invitation to invest in the Company.

This presentation may contain projections and forward-looking statements that reflect the Company’s current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and uncertainties which may change over time and cause actual results to differ materially from those projected. No assurance can be given that future events will occur, that projections will be achieved, or that the Company’s assumptions are correct. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Company’s current view of future events.

The information is current only as of its date and shall not, under any circumstances, create any implication that the information contain therein is correct as of any time subsequent to the date thereof or that there has been no change in the financial condition or affairs of the Company since such date. Opinions expressed herein reflect the judgment of the Company as of the date of this presentation and may be subject to change. This presentation may be updated from time to time and there is no undertaking by the Company to post any such amendments or supplements on this presentation.

The Company will not be responsible for any consequences resulting from the use of this presentation as well as the reliance upon any opinion or statement contained herein or for any omission. In particular, neither the Company nor its advisors make any representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein.



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Table of Contents

---

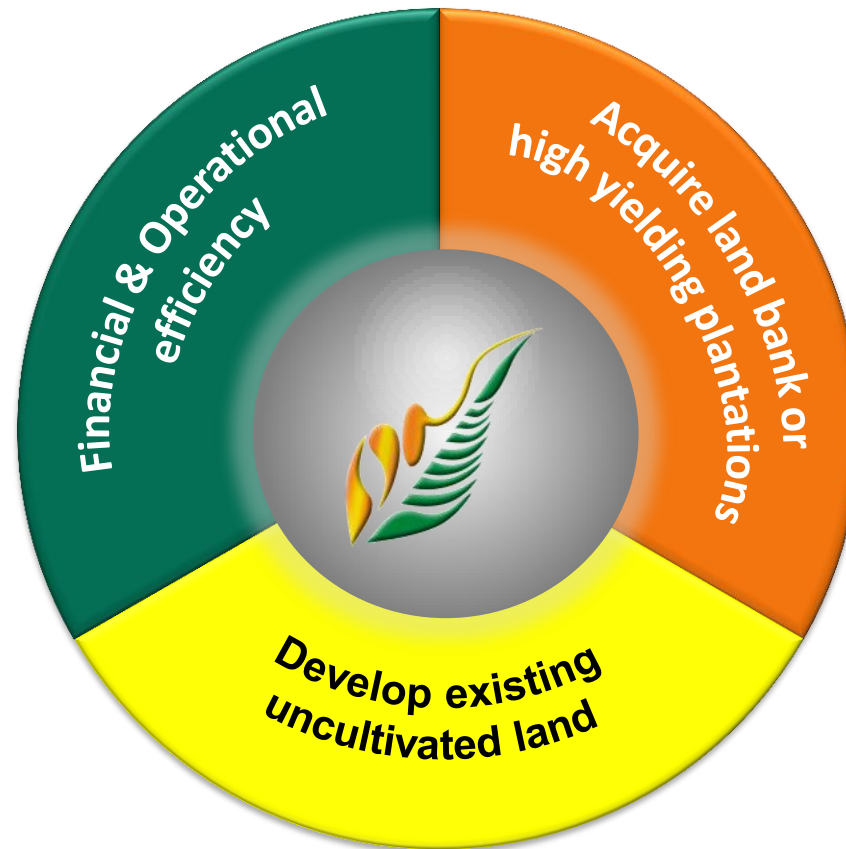
<b>Growth Strategy</b>	<b>4</b>
<b>Executive Summary</b>	<b>5</b>
<b>Operational &amp; Financial Performance</b>	<b>6</b>
<b>Appendix</b>	<b>11</b>
<b>Contact Information</b>	<b>16</b>



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# The 1, 2, 3 Growth Strategies





**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Executive Summary – 9M2017

---

## ● **Production**

- FFB volumes increased 42.4% YoY to 1,984,342 mt.
- FFB yield increased 33.3% YoY from 9.3 mt/ha to 12.4 mt/ha.
- OER at 22.7%.
- Total planted area of 179,987 ha.

## ● **Financial Performance**

- Revenue increased by 39.1% YoY to IDR 6,066 billion.
- Gross Profit increased by 57.9% YoY to IDR 1,708 billion.
- EBITDA increased by 55.2% YoY to IDR 1,696 billion.

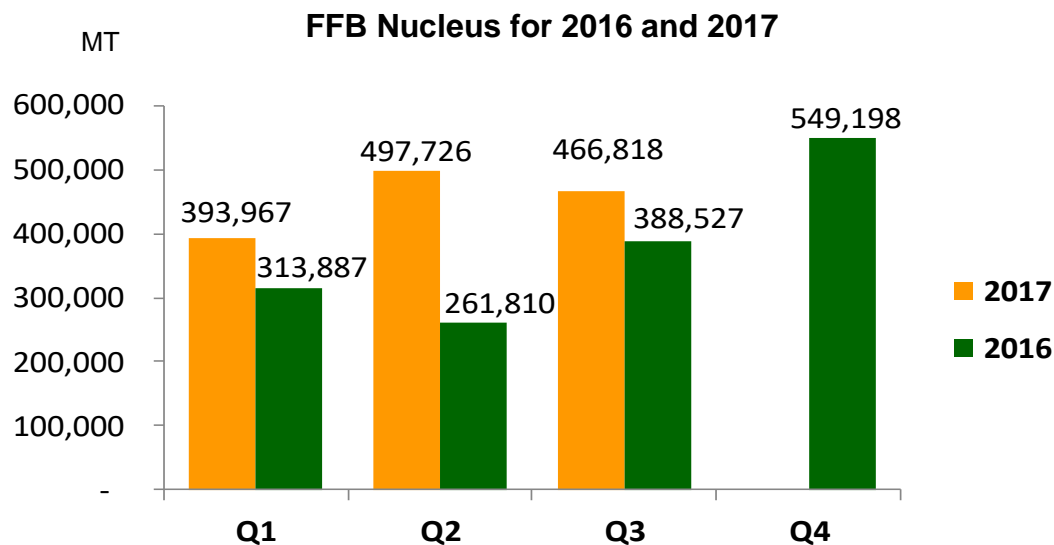


**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Operational Highlight

		3Q 2017	%	3Q 2016	%	Change YoY		9M2017	%	9M2016	%	Change YoY
<b>Production</b>												
<b>FFB Total</b>	(MT)	<b>925,071</b>	<b>100.0</b>	<b>751,493</b>	<b>100.0</b>	<b>23.1%</b>	↑	<b>2,700,177</b>	<b>100.0</b>	<b>1,999,448</b>	<b>100.0</b>	<b>35.0%</b> ↑
FFB Internal		683,886	73.9	559,653	74.5	22.2%	↑	1,984,342	73.5	1,393,719	69.7	42.4% ↑
FFB Nucleus		466,818	50.5	388,527	51.7	20.2%	↑	1,358,511	50.3	964,224	48.2	40.9% ↑
FFB Plasma		217,068	23.5	171,126	22.8	26.8%	↑	625,831	23.2	429,495	21.5	45.7% ↑
FFB External		241,185	26.1	191,840	25.5	25.7%	↑	715,835	26.5	605,729	30.3	18.2% ↑





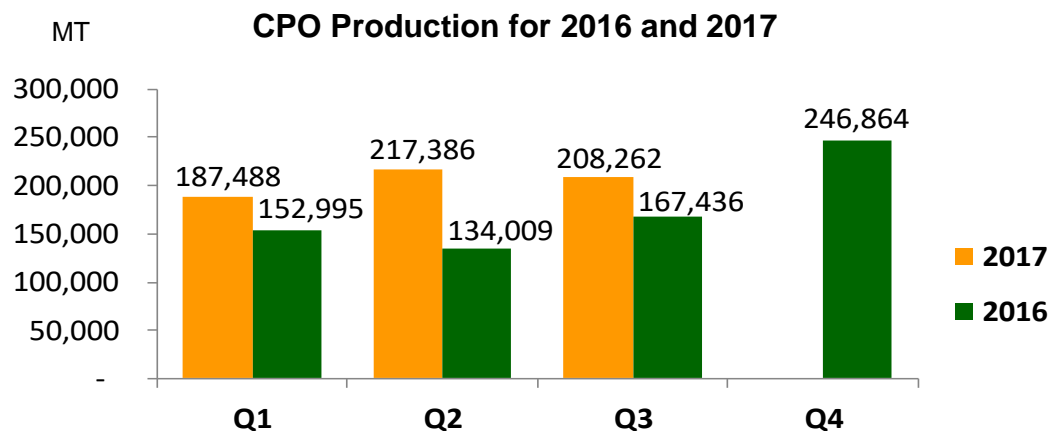
**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Operational Highlight (Cont')

		3Q 2017	3Q 2016	Change	YoY	9M2017	9M2016	Change	YoY
<b>CPO</b>	(MT)	<b>208,262</b>	<b>167,436</b>	<b>24.4%</b>	<b>↑</b>	<b>613,136</b>	<b>454,440</b>	<b>34.9%</b>	<b>↑</b>
<b>PK</b>	(MT)	<b>41,209</b>	<b>31,599</b>	<b>30.4%</b>	<b>↑</b>	<b>121,368</b>	<b>90,808</b>	<b>33.7%</b>	<b>↑</b>
<b>Yield and Extraction Rate</b>									
FFB Yield	(MT/ha)	4.3	3.7	16.2%	↑	12.4	9.3	33.3%	↑
CPO Yield	(MT/ha)	1.0	0.8	25.0%	↑	2.8	2.1	33.3%	↑
CPO Extraction Rate	(%)	22.5%	22.4%	0.4%	↑	22.7%	22.8%	-0.4%	↓
PK Extraction Rate	(%)	4.4%	4.2%	4.8%	↑	4.5%	4.6%	-2.2%	↓

*The Group will ensure viability of biodiesel by matching production and contracts.*





**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Planted Area

	As at 30 September 2017		As at 31 December 2016		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
<b>Planted Nucleus</b>	<b>129,910</b>	<b>72.2</b>	<b>128,966</b>	<b>73.6</b>	<b>944</b>	<b>↑</b>
- Old & Mature	112,434	62.5	104,970	59.9	7,464	<b>↑</b>
- Immature	17,476	9.7	23,996	13.7	-6,520	<b>↓</b>

- As at 30 September 2017 the planted Plasma is 50,077 ha.
- The replanting as at 30 September 2017 is 3,192 ha.

**Weighted average age of 8.7 years as at 1 January 2017**





**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Sales Revenue and Volume

	3Q 2017	3Q 2016	Change YoY	9M2017	9M2016	Change YoY
<b>Sales Revenue (IDR million)</b>						
- Crude Palm Oil	1,690,636	1,219,742	38.6%	5,054,171	3,589,800	40.8%
- Palm Kernel	265,752	189,487	40.2%	807,988	546,654	47.8%
- Biodiesel	93,182	85,212	9.4%	201,754	222,564	-9.4%
- Glycerin	1,294	246	426.0%	1,721	578	197.8%
<b>Sales Volume (MT)</b>						
- Crude Palm Oil	217,367	155,925	39.4%	625,106	499,088	25.2%
- Palm Kernel	44,183	27,836	58.7%	121,414	93,519	29.8%
- Biodiesel	10,035	8,773	14.4%	20,161	23,559	-14.4%
- Glycerin	1,712	1,162	47.3%	3,264	2,329	40.1%
<b>Average Sales Price (IDR/KG)</b>						
- Crude Palm Oil	7,778	7,823	-0.6%	8,085	7,193	12.4%
- Palm Kernel	6,015	6,807	-11.6%	6,655	5,845	13.9%
- Biodiesel	9,286	9,713	-4.4%	10,007	9,447	5.9%
- Glycerin	756	212	256.6%	527	248	112.5%



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Income Statement Highlight

IDR million	3Q 2017	3Q 2016	Change	YoY	9M2017	9M2016	Change	YoY
Revenue	2,050,864	1,494,687	37.2%	↑	6,065,634	4,359,596	39.1%	↑
Gross profit	609,479	424,888	43.4%	↑	1,708,385	1,081,694	57.9%	↑
Net profit	309,782	237,704	30.3%	↑	969,053	624,713	55.1%	↑
Net profit attributable to owners of the company	266,250	206,423	29.0%	↑	829,734	543,508	52.7%	↑
EBITDA	563,841	421,110	33.9%	↑	1,696,154	1,093,135	55.2%	↑
Gross margin (%)	29.7%	28.4%	4.6%	↑	28.2%	24.8%	13.7%	↑
Net profit margin (%)	15.1%	15.9%	-5.0%	↓	16.0%	14.3%	11.9%	↑
EBITDA margin (%)	27.5%	28.2%	-2.5%	↓	28.0%	25.1%	11.6%	↑

# Appendix to the Announcement 9M2017: 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**

	3rd Quarter		9 Months	
	2017 USD thousand	2016 USD thousand	2017 USD thousand	2016 USD thousand
<b>Revenue</b>	153,847	112,150	455,018	327,112
Cost of sales	(108,127)	(80,270)	(326,862)	(245,950)
<b>Gross profit</b>	<b>45,720</b>	<b>31,880</b>	<b>128,156</b>	<b>81,162</b>
Interest Income	2,521	2,599	7,604	8,978
Selling expense	(4,780)	(3,815)	(10,849)	(9,626)
General and administrative expense	(4,463)	(2,564)	(14,190)	(10,925)
Finance cost	(3,004)	(2,936)	(8,925)	(9,300)
Foreign exchange gain	(482)	1,921	424	5,344
Other expenses	(4,037)	(3,864)	(5,137)	(4,746)
Other income	332	196	836	852
Share of loss of associate companies	-	90	(171)	(1,117)
<b>Profit before income tax</b>	<b>31,807</b>	<b>23,507</b>	<b>97,748</b>	<b>60,622</b>
Income tax expense	(8,569)	(5,672)	(25,052)	(13,748)
<b>Profit for the period</b>	<b>23,238</b>	<b>17,835</b>	<b>72,696</b>	<b>46,874</b>
<b>Attributable to:</b>				
Owners of the Company	19,972	15,488	62,244	40,780
Non-controlling interests	3,266	2,347	10,452	6,094
	<b>23,238</b>	<b>17,835</b>	<b>72,696</b>	<b>46,874</b>
<b>EBITDA</b>	<b>42,297</b>	<b>31,597</b>	<b>127,238</b>	<b>82,021</b>

*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 9M2017: 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	
	30-Sep-2017	31-Dec-2016	30-Sep-2017	31-Dec-2016
	USD thousand	USD thousand	USD thousand	USD thousand
<b>ASSETS</b>				
<b>Non-current assets</b>				
Plasma receivables	80,825	68,721	-	-
Property, plant and equipment	255,873	246,158	3	6
Bearer plants	533,181	522,826	-	-
Land use rights	64,373	60,660	-	-
Investment in subsidiaries	-	-	63,588	63,588
Investment in associate companies	-	170	10,639	10,639
Intangible assets	12,911	13,102	-	-
Deferred tax assets	10,798	11,098	-	-
Deferred charges/other receivable	-	464	-	464
Due from subsidiaries	-	-	543,878	598,482
Loan to an associate company	5,279	5,067	5,279	5,067
<b>Total Non-current assets</b>	<b>963,240</b>	<b>928,266</b>	<b>623,387</b>	<b>678,246</b>
<b>Current assets</b>				
Biological assets	22,873	19,370	-	-
Inventories	29,066	45,521	-	-
Deferred charges	422	397	14	4
Trade and other receivables	17,967	20,674	-	-
Due from related companies	26	36	-	-
Plasma receivables	23,203	22,495	-	-
Prepayments and advances	1,084	803	7	8
Dividend receivables	-	-	-	991
Prepaid taxes	46,720	23,015	6	3
Cash and short-term deposits	20,179	38,486	2,091	1,764
<b>Total Current assets</b>	<b>161,540</b>	<b>170,797</b>	<b>2,118</b>	<b>2,770</b>
<b>Total Assets</b>	<b>1,124,780</b>	<b>1,099,063</b>	<b>625,505</b>	<b>681,016</b>

*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 9M2017: Translation of Unaudited Financial Statements to USD

	Group		Company	
	30-Sep-2017	31-Dec-2016	30-Sep-2017	31-Dec-2016
	USD thousand	USD thousand	USD thousand	USD thousand
<b>LIABILITIES AND EQUITY</b>				
<b>Current liabilities</b>				
Loans and borrowings	65,000	75,000	65,000	75,000
Trade and other payables	39,776	42,574	110	1
Accrued operating expenses	11,040	12,728	1,135	4,195
Dividend payables	-	104	-	-
Sales advances	7,387	2,307	-	-
Income taxes payable	24,640	9,842	0	0
<b>Total Current liabilities</b>	<b>147,843</b>	<b>142,555</b>	<b>66,245</b>	<b>79,196</b>
<b>Non-current liabilities</b>				
Deferred tax liabilities	12,680	12,242	-	-
Loans and borrowings	49,600	64,650	49,600	64,650
Islamic medium term notes	236,263	222,673	236,263	222,673
Post employment benefits	2,897	2,909	-	-
Derivative financial liabilities	77,060	94,216	77,060	94,216
<b>Total Non-current liabilities</b>	<b>378,500</b>	<b>396,690</b>	<b>362,923</b>	<b>381,539</b>
<b>Total Liabilities</b>	<b>526,343</b>	<b>539,245</b>	<b>429,168</b>	<b>460,735</b>
<b>Net Assets</b>	<b>598,437</b>	<b>559,818</b>	<b>196,337</b>	<b>220,281</b>
<b>Equity attributable to owners of the Company</b>				
Share capital	130,993	130,993	130,993	130,993
Treasury shares	(7,373)	(1,301)	(7,373)	(1,301)
Other reserves	(15,323)	(18,974)	(1,558)	(5,210)
Retained earnings	418,358	384,194	5,636	26,804
Foreign currency translation reserve	1,519	5,095	68,639	68,995
	<b>528,174</b>	<b>500,007</b>	<b>196,337</b>	<b>220,281</b>
<b>Non-controlling interests</b>	70,263	59,811	-	-
<b>Total Equity</b>	<b>598,437</b>	<b>559,818</b>	<b>196,337</b>	<b>220,281</b>

*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 9M2017: 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	3rd Quarter		9 Months	
	2017	2016	2017	2016
	USD thousand	USD thousand	USD thousand	USD thousand
<b>Cash flows from operating activities</b>				
Cash receipts from customers	144,303	106,994	461,770	349,007
Cash payments to suppliers, employees and for other operating expenses	(106,359)	(97,142)	(335,663)	(287,136)
Corporate income tax paid	(4,326)	(3,853)	(19,692)	(8,448)
<b>Net cash flows generated from operating activities</b>	<b>33,618</b>	<b>5,999</b>	<b>106,415</b>	<b>53,423</b>
<b>Cash flows from investing activities</b>				
decrease /(Increase) in plasma receivables	(4,524)	1,706	(9,658)	(14,354)
Investment in intangible assets	-	(249)	-	(272)
Investment in bearer plants	(9,679)	(1,902)	(21,435)	(17,137)
Investment in property, plant and equipment	(9,122)	(8,188)	(19,011)	(23,728)
Investment in land use rights	(1,159)	(2,485)	(3,335)	(9,333)
Receipt of loan repayment from associate companies	-	19,711	-	19,711
Net cash outflows for the acquisition of subsidiaries	-	(882)	(5,584)	(6,386)
Interest received	2,439	2,451	7,368	8,149
<b>Net cash flows used in investing activities</b>	<b>(22,045)</b>	<b>10,162</b>	<b>(51,655)</b>	<b>(43,350)</b>
<b>Cash flows from financing activities</b>				
Proceeds from loans and borrowings	-	4,942	14,988	9,938
Repayment of loan and borrowings	-	(7,557)	(39,949)	(12,810)
Decrease / (increase) in amount due from related companies	(7)	(1,565)	10	(7,348)
Payment of dividend	(9,680)	-	(28,645)	(8,412)
Contribution from non-controlling interests	-	3,208	-	3,216
Buy-back of ordinary shares	(3,844)	-	(6,072)	-
Interest paid	(6,350)	(5,984)	(13,288)	(12,654)
<b>Net cash flows used in from financing activities</b>	<b>(19,881)</b>	<b>(6,956)</b>	<b>(72,956)</b>	<b>(28,070)</b>
<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>(8,308)</b>	<b>9,205</b>	<b>(18,196)</b>	<b>(17,997)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>(190)</b>	<b>385</b>	<b>(111)</b>	<b>1,860</b>
<b>Cash and cash equivalents at beginning of period / year</b>	<b>28,677</b>	<b>17,680</b>	<b>38,486</b>	<b>43,407</b>
<b>Cash and cash equivalents at end of period / year</b>	<b>20,179</b>	<b>27,270</b>	<b>20,179</b>	<b>27,270</b>

*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 9M2017: Translation of Unaudited Financial Statements to USD

Cash Flows from Operating Activities:	3rd Quarter		9 Months	
	2017	2016	2017	2016
	USD thousand	USD thousand	USD thousand	USD thousand
Profit before income tax	31,807	23,507	97,748	60,622
Depreciation and amortisation	9,524	9,679	28,487	26,425
Amortisation of land use rights	-	-	-	-
Amortisation of intangible asset	-	-	-	-
Finance cost	3,004	2,936	8,925	9,300
Interest income	(2,521)	(2,599)	(7,604)	(8,978)
Post employment benefits	-	-	-	-
Impairment of goodwill	-	-	-	-
Unrealized foreign exchange gain	3,338	(4,205)	913	(6,572)
Gain on divestment of business in a subsidiary	-	-	-	-
Gain from waiver of other liability	-	-	-	-
(Gain) /Loss on disposal of property, plant and equipment	-	(5)	-	(5)
Share of loss of associate companies	-	(90)	171	1,117
Gain arising from fair value changes in biological assets	-	-	-	-
Operating cash flows before working capital changes	<b>45,152</b>	<b>29,223</b>	<b>128,640</b>	<b>81,909</b>
Decrease/(increase) in:				
- Trade and other receivables	(6,504)	(8,352)	2,793	23,520
- Inventories	9,433	(3,015)	16,282	14,524
- Prepaid taxes	(11,280)	(3,655)	(25,219)	(12,093)
- Prepayments and advances	(73)	271	(274)	5,084
- Deferred charges	(42)	48	(25)	161
- Tax refundable	-	-	-	-
- Increase/(decrease) in goodwill	-	-	-	-
(Decrease)/increase in:				
- Trade and other payables	30	(8,219)	(11,577)	(45,617)
- Accrued operating expenses	363	(235)	(766)	(3,568)
- Tax payable	3,915	4,236	11,102	(2,439)
- Derivative payable	-	-	-	-
- Dividend payable	-	-	-	-
- Sales advances	(3,050)	(450)	5,151	390
Post employment benefits	-	-	-	-
Cash flows generated from operations	<b>37,944</b>	<b>9,852</b>	<b>126,107</b>	<b>61,871</b>
Corporate income tax paid	(4,326)	(3,853)	(19,692)	(8,448)
<b>Net cash flows generated from operating activities</b>	<b>33,618</b>	<b>5,999</b>	<b>106,415</b>	<b>53,423</b>

*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).*



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

# Contact Information

---

**If you need further information, please contact:**

Investor Relations

<b>Christina Lim</b>	--- <a href="mailto:clim@bumitama-agri.com">clim@bumitama-agri.com</a>
<b>Lim Sian Choo</b>	--- <a href="mailto:lim.sian.choo@bumitama-agri.com">lim.sian.choo@bumitama-agri.com</a>
<b>Glenn Ho</b>	--- <a href="mailto:glenn.ho@bumitama-agri.com">glenn.ho@bumitama-agri.com</a>

## **Bumitama Agri Ltd.**

10 Anson Road

#11-19 International Plaza

Singapore 079903

Tel: +65 6222 1332

Fax: +65 6222 1336

Website: [www.bumitama-agri.com](http://www.bumitama-agri.com)





**Bumitama Agri Ltd.**  
*Excellence Through Discipline*

**Thank You**