Excellence Through Discipline

Quarterly Performance

First Nine Months of 2025

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Executive Summary – First Nine Months of 2025

On the right track

- The first nine months of 2025 bode well for Bumitama
  - EBITDA margin improved 3 percentage points year-on-year, from 24.6% to 27.6%
  - Revenue and net profit climbed 18% and 29% year-on-year to reach IDR13.61 trillion and IDR1.87 trillion, respectively
- Production recovery progressed as expected, and productivity improved
  - FFB internal reached 2.54 million tons in 9M25, or 8% higher than the same period in 2024
  - The respectable output performance occurred amidst record-breaking rains in Central Kalimantan estates during September 2025, the book closing period, hindering some deliveries for the quarter
  - Looking ahead, fourth quarter 2025 is still predicted to be the peak crop cycle of the year
- Palm oil futures continued to remain within the upper band of the MYR 3,500 – 4,500 per ton range, prevailing in the past three years
  - Rising revenue contribution from both CPO and PK during 9M25 – which accounted 84% and 16% of total sales – are driven by higher average selling prices of both products; CPO rising 17% and PK spiking 75% year-on-year

Winner of The Edge Singapore's Billion Dollar Club Awards 2025

- Once again, Bumitama secured two distinguished accolades under the SGX Consumer Defensive industry: "Highest Returns to Shareholders Over Three Years" and "Overall Sector Winner"
- Bumitama's success continues to be guided by its long-standing principle of "Excellence Through Discipline." The Group's focus on precision agronomy, mechanization, and circular operational systems has enabled it to maintain stable productivity and efficiency even under challenging weather conditions

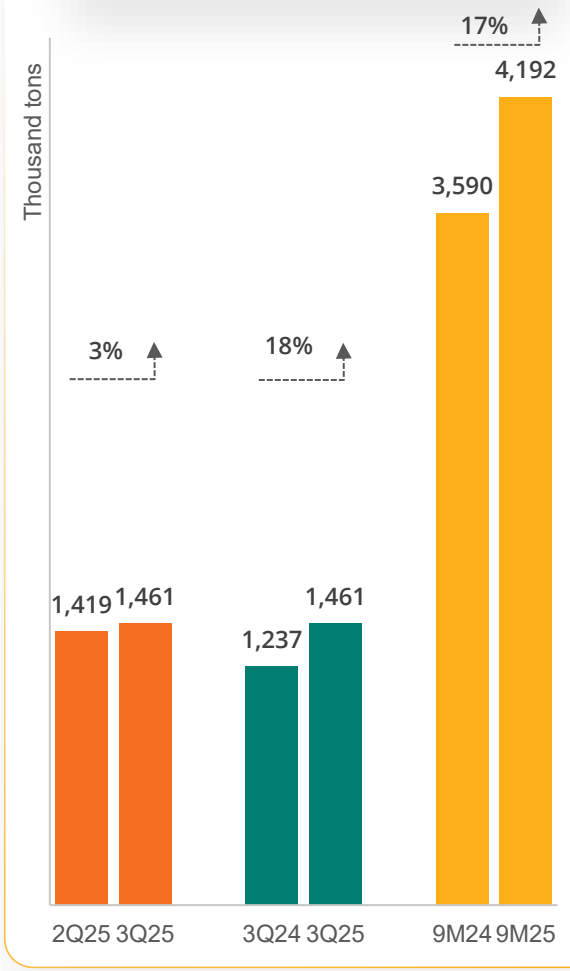
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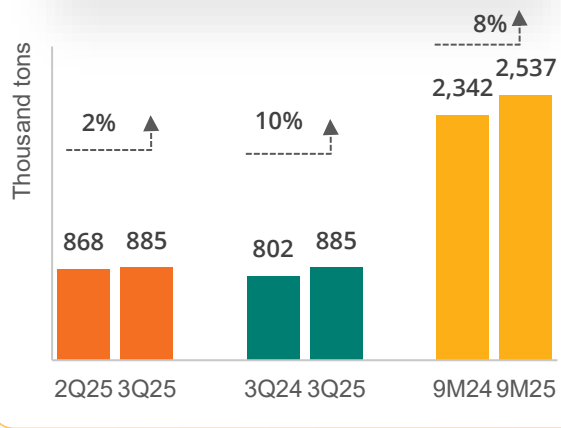
FFB Harvest

Production in 3Q25 remains stable, rising slightly QoQ, establishing bigger YoY lead. Growing third party proportion is purposed to utilize idle milling capacity and optimize profits

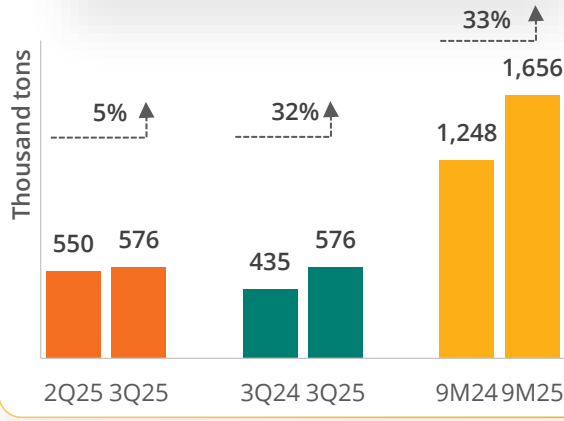
Total



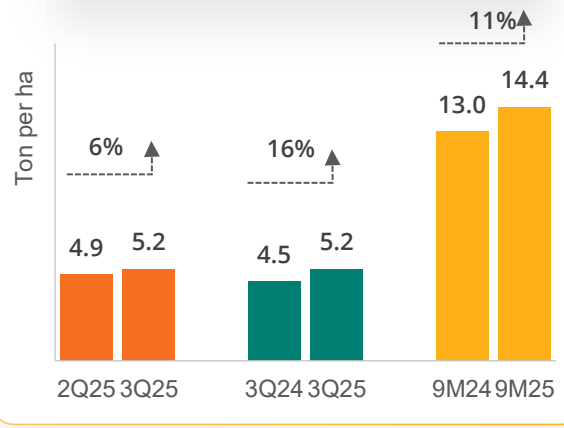
Internal*



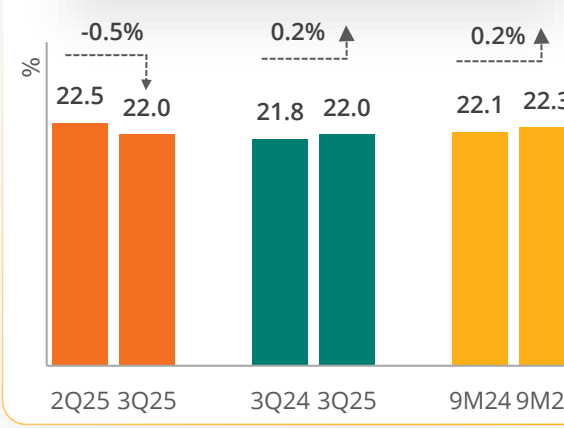
External



FFB Yield



OER



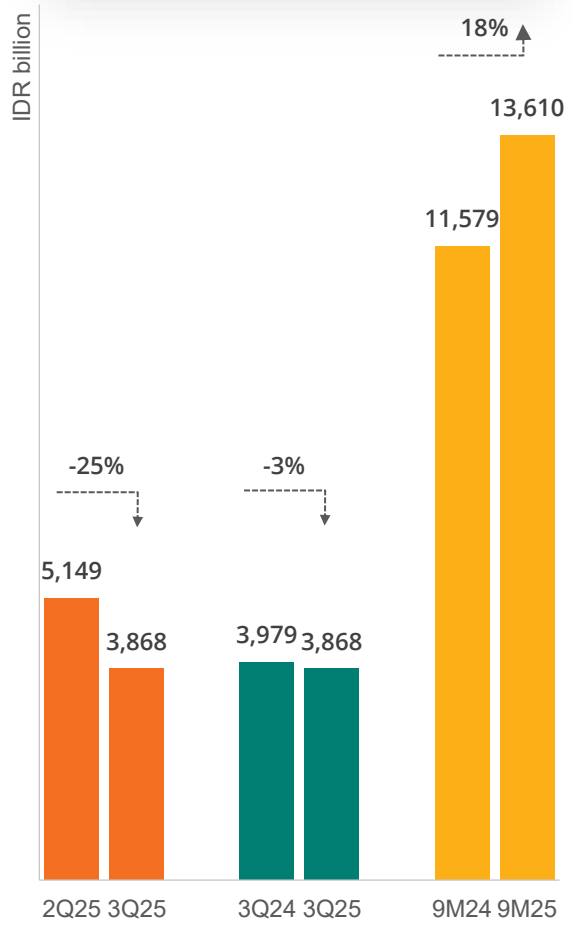
Notes:

** FFB production from internal sources refers to harvested volume from nucleus and plasma estates under management*

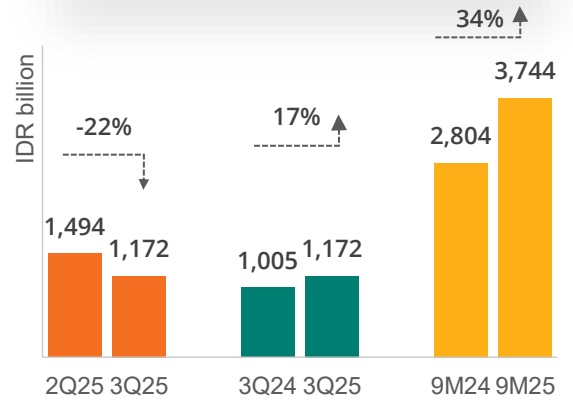
Income Statement Highlights

Profitability expanded in 2025, despite bigger proportion from low-margin third party processing, mainly attributable to higher ASP, better productivity, and volume recovery

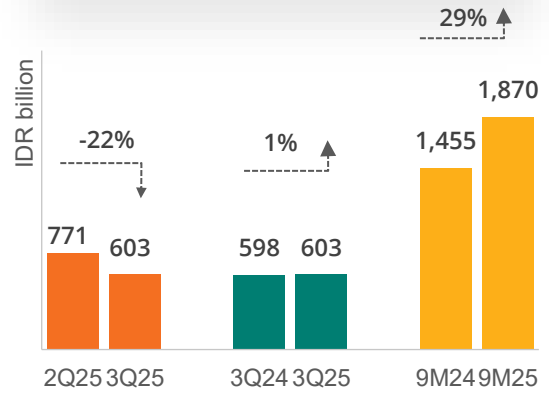
Revenue



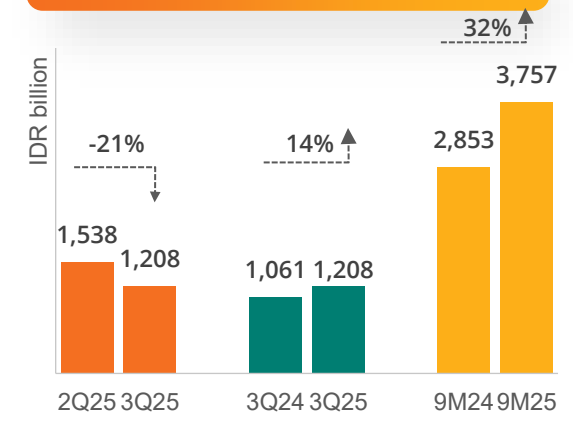
Gross Profit



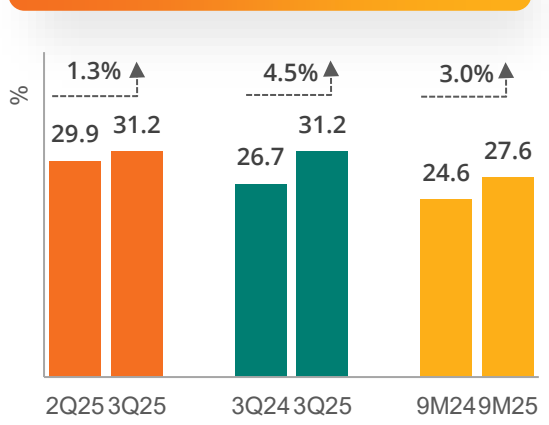
Net Profit*



EBITDA



EBITDA Margin



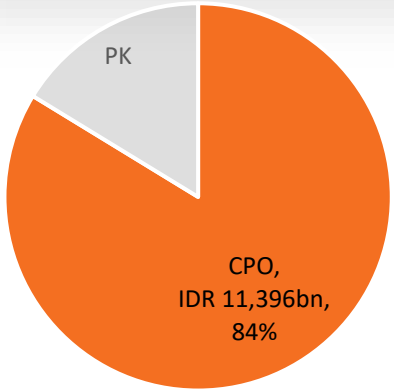
Notes:

** Net profit is attributable to Owners of the Company*

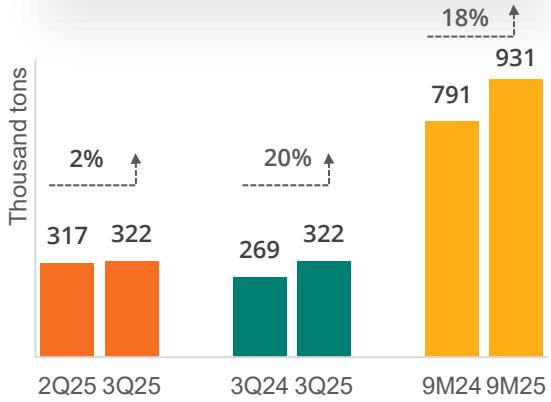
Crude Palm Oil (CPO)

Record breaking rains in Central Kalimantan in September, the book-closing period, have resulted in inventory spike in the third quarter of 2025

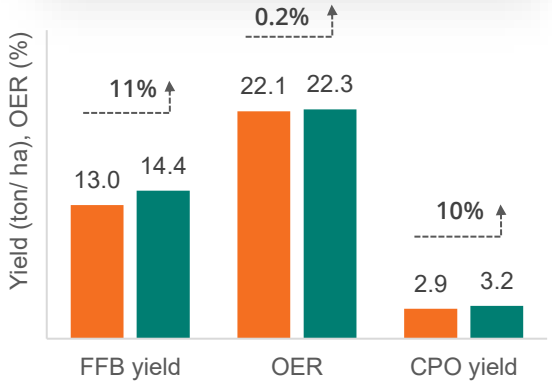
Revenue



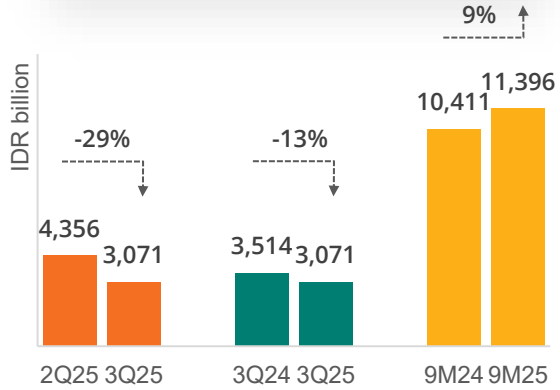
Production Volume



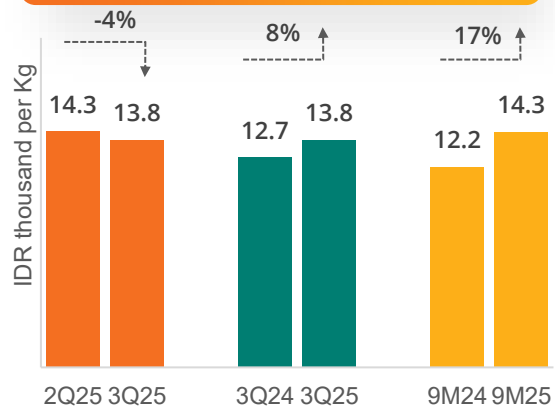
Productivity (9M25 vs 9M24)



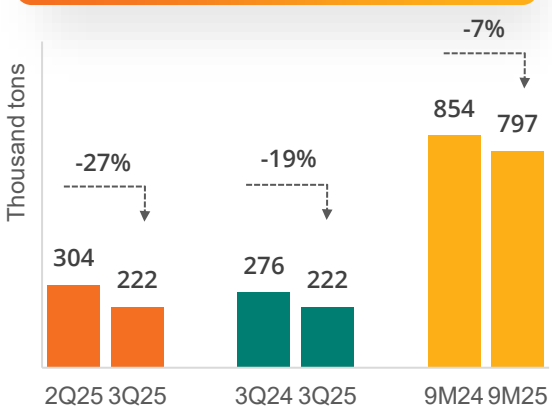
Revenue Contribution



Average Selling Price



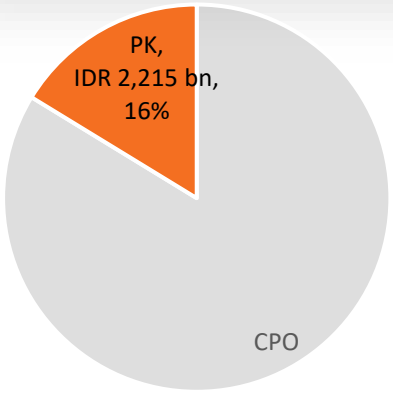
Sales Volume



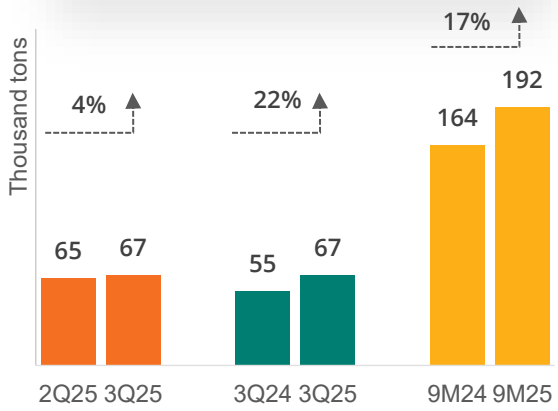
Palm Kernel (PK)

Bullish market conditions in the lauric oil lingers into 3Q25, resulting in PK to CPO price ratio to stay elevated, at 85% versus the 59% average in the past 3 years

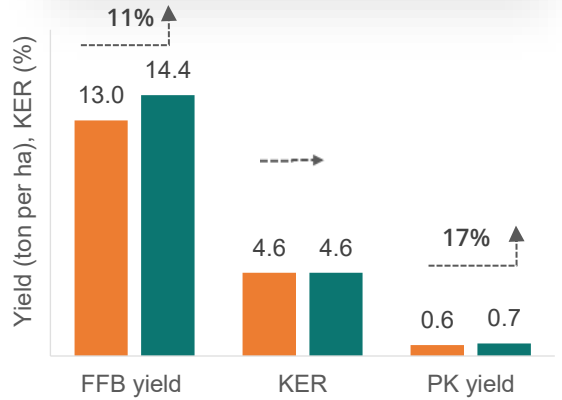
Revenue



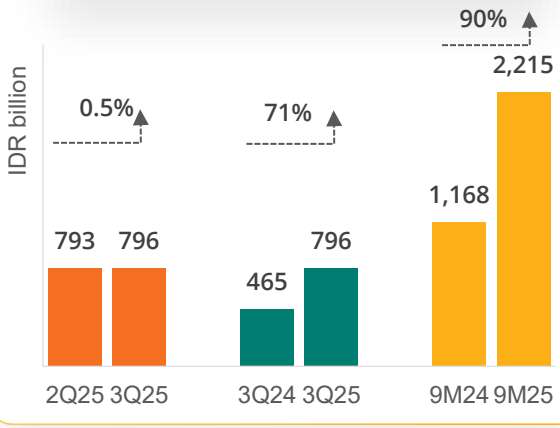
Production Volume



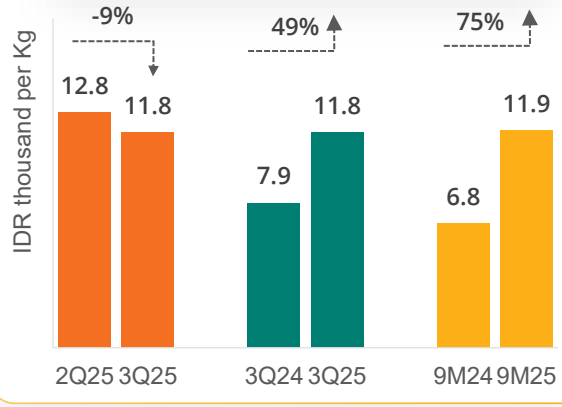
Productivity (9M25 vs 9M24)



Revenue Contribution



Average Selling Price



Sales Volume

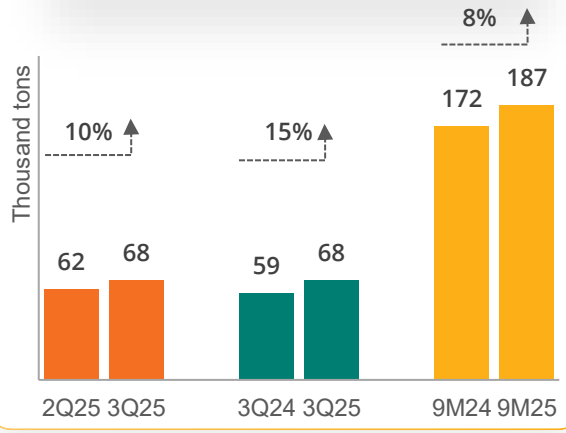


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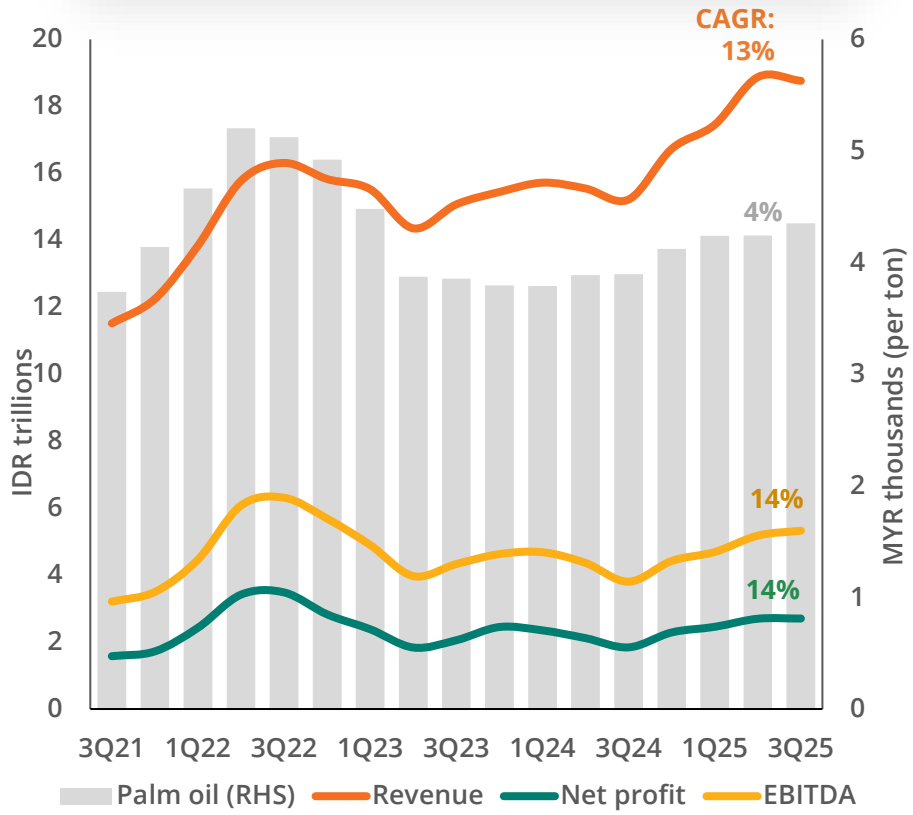
Performance Trend

Appendix

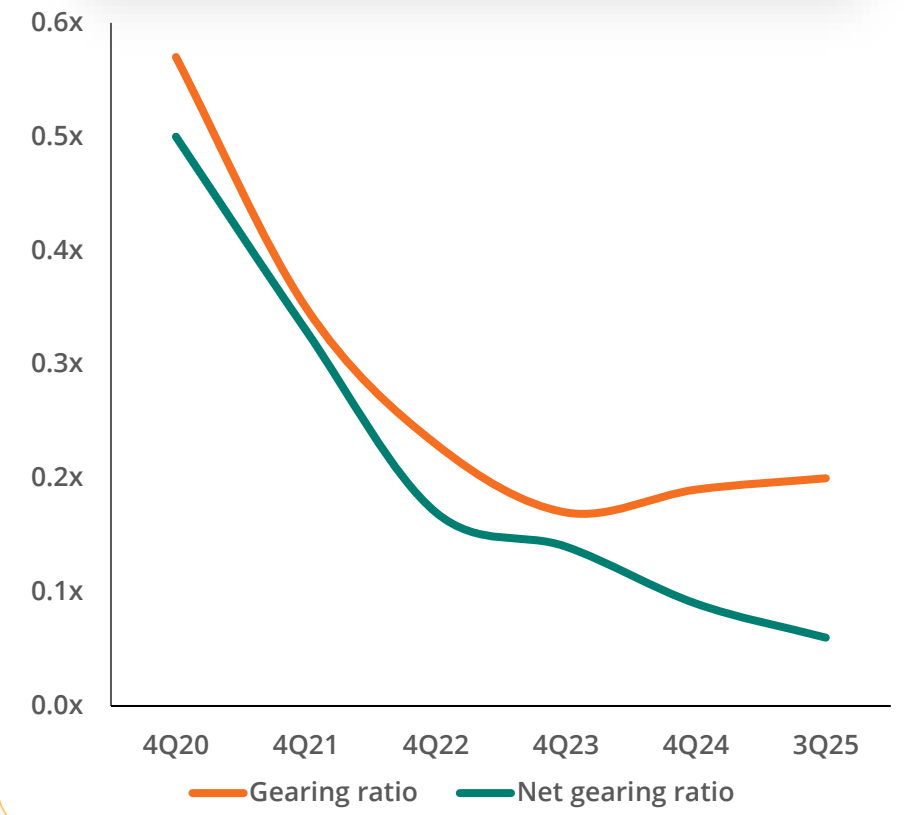
Fundamentally strong

Improving industry prospects in the past five years have resulted in robust financial performance and paved the way for significant deleveraging

Palm oil price has remained at elevated level



Financial well-being following healthy cash flow from operations in recent years



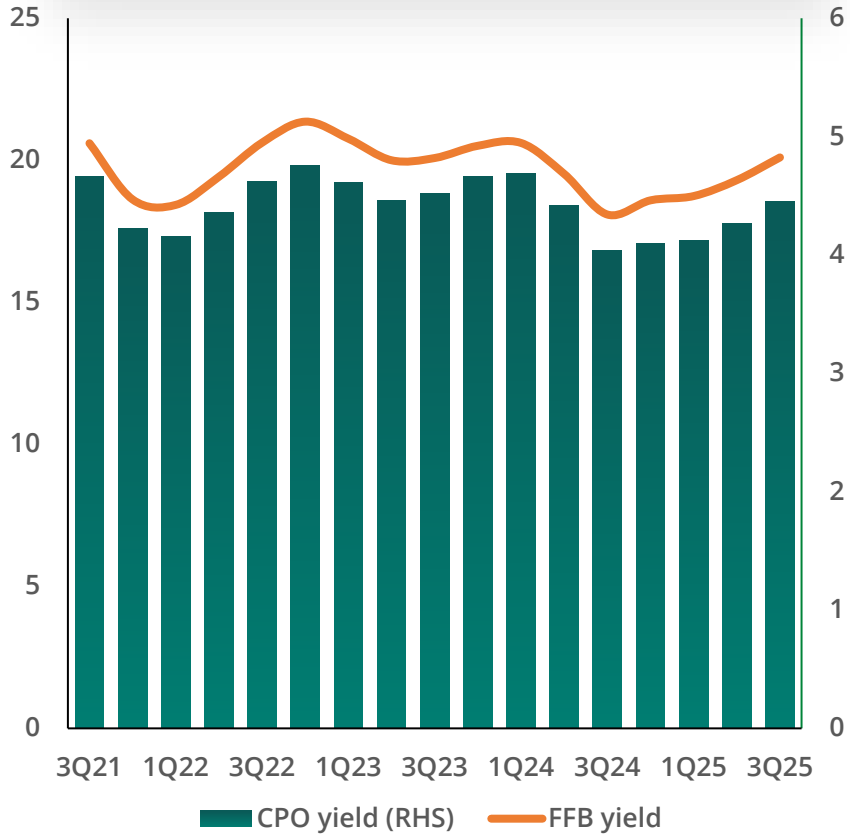
Notes:

MDEX 3rd month contract | Net profit is attributable to Owners of the Company | CAGR calculation is based on 12-month rolling formula

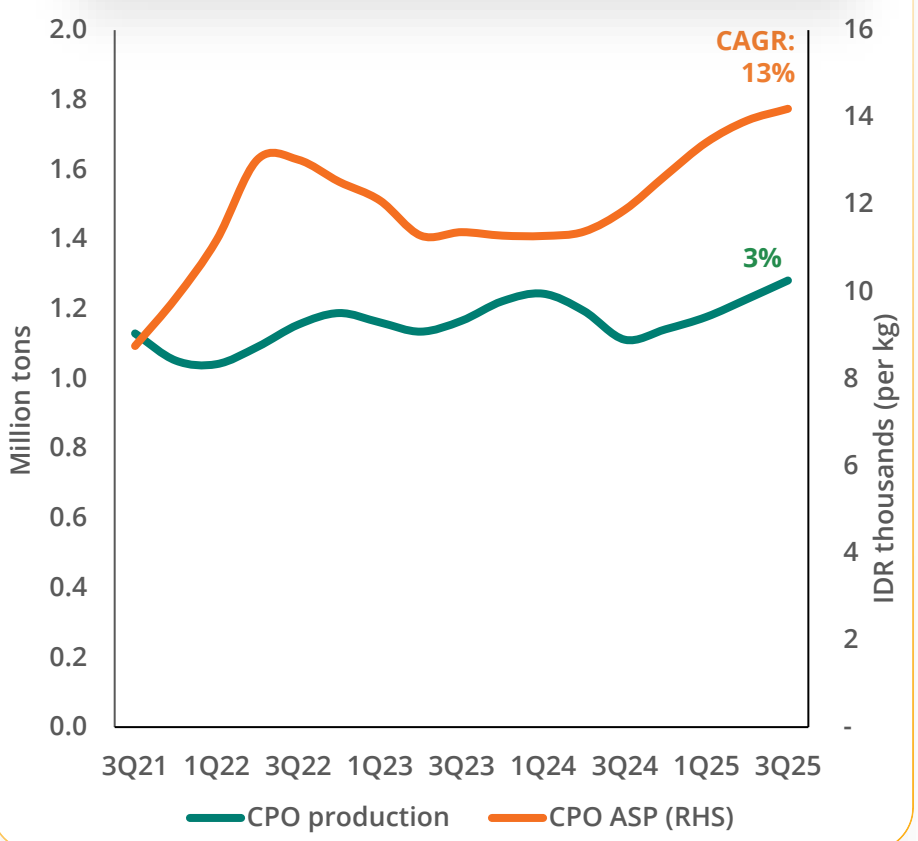
Operating with discipline to surmount challenges

With discipline and consistency, we pressed on with precision agronomic practices to sharpen our operational efficiency and mitigate against extreme weather swings

Productivity (ton per ha)



Key drivers



Notes:

The figures above are based on 12-month rolling formula | CPO yield is calculated using consolidated OER

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Area of Operations

Considerable amount of our planted surface is strategically located in areas of good precipitation and temperature, well suited for oil palm cultivation

Riau
- 1 mill with 90 tph capacity



West Kalimantan
- 80k ha planted area
- 7 mills with 400 tph capacity

Central Kalimantan
- 104k ha planted area
- 9 mills with 675 tph capacity

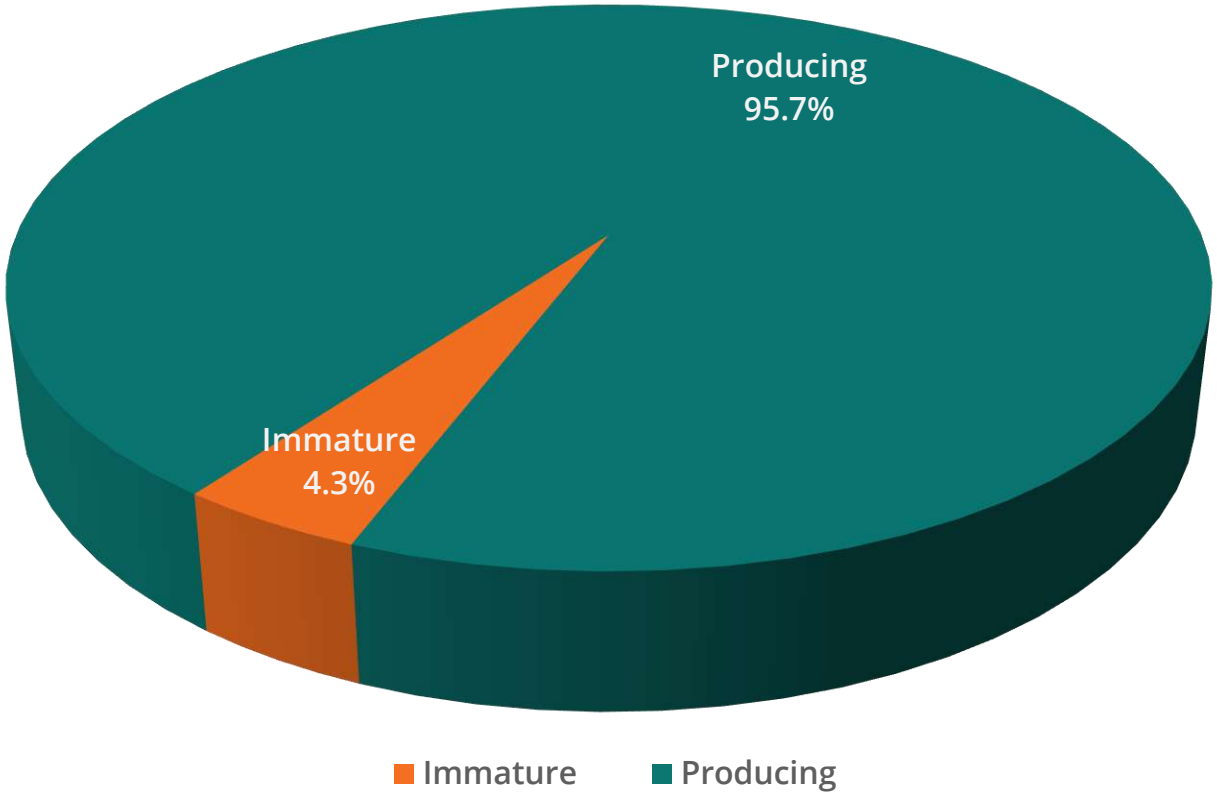
Notes
- Plantation
- Mill
- Province/District

Consolidated
- Total planted area: 184k ha
  - Nucleus estates: 122k ha
  - Plasma estates: 62k ha
- Processing capacity: 6.99 mn tons per annum (17 mills)

Data presented is as of 30 September 2025

Total Planted Area

Planted area amounted to 184k hectares, consisting of nucleus estates covering 122k hectares, and plasma estates covering 62k hectares; average age is 14.5 years old



Data presented is as of 30 September 2025

Contact Us

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Thank You

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