



Excellence Through Discipline

Quarterly Performance

First Half of 2025

Table of Contents

☒ Executive Summary

☐ Performance Highlights

☐ Performance Trend

☐ Appendix

Executive Summary – First Half of 2025

Bumitama has continued to perform well in 2Q25, giving rise to a solid 1H25 performance

- While palm oil price stays elevated in 2Q25, production cycle has picked up within the period
 - Quarterly revenue within the period reached IDR5.15 trillion, close to the all-time-high figure recorded in the fourth quarter of 2024.
 - Quarterly net profit also surged 46% from IDR528.41 billion 2Q24 to IDR770.70 billion in 2Q25 as average selling price for both CPO and PK within the period spiked 17% and 88% respectively
 - FFB processed in all 17 mills climbed 17% in 2Q25 versus 2Q24. The rise was attributable to volume increase from both internally managed plantation estates and external FFB contribution, at 12% and 29% respectively
- The significant year-on-year lead from 1Q25 is maintained into 1H25 as well
 - Revenue amounted to IDR9.74 trillion in 1H25, or 28% higher than 1H24, while net profit surged 48%, from IDR856.79 billion in 1H24 to IDR1.27 trillion in 1H25
 - Higher operational productivity lent support in propelling company performance further as OER climbed from 22.2% in 1H24 to 22.4% in 1H25
- Production spread in the second semester is still anticipated to be the bigger half

Stability amid uncertainties

- The stable trend in global palm oil price occurs amid intense geopolitical environment such as Trump's tariff drama, series of trade barriers imposed by certain countries to protect their domestic markets, and military aggression occurring in several continents
- Palm oil's resilience amid these uncertainties in recent times is supported by strong fundamentals as it regains market share from the other oil substitutes
- Palm oil discount against soybean oil has averaged USD155 per ton in 2Q25, versus USD20 premium in 1Q25, and USD115 premium in 4Q24

Table of Contents



Executive Summary



Performance Highlights



Performance Trend



Appendix

FFB Harvest

Production has begun to pick up in 2Q25 from the low crop cycle period last quarter, resulting in a bigger year-on-year lead in 1H25 versus last year's muted output

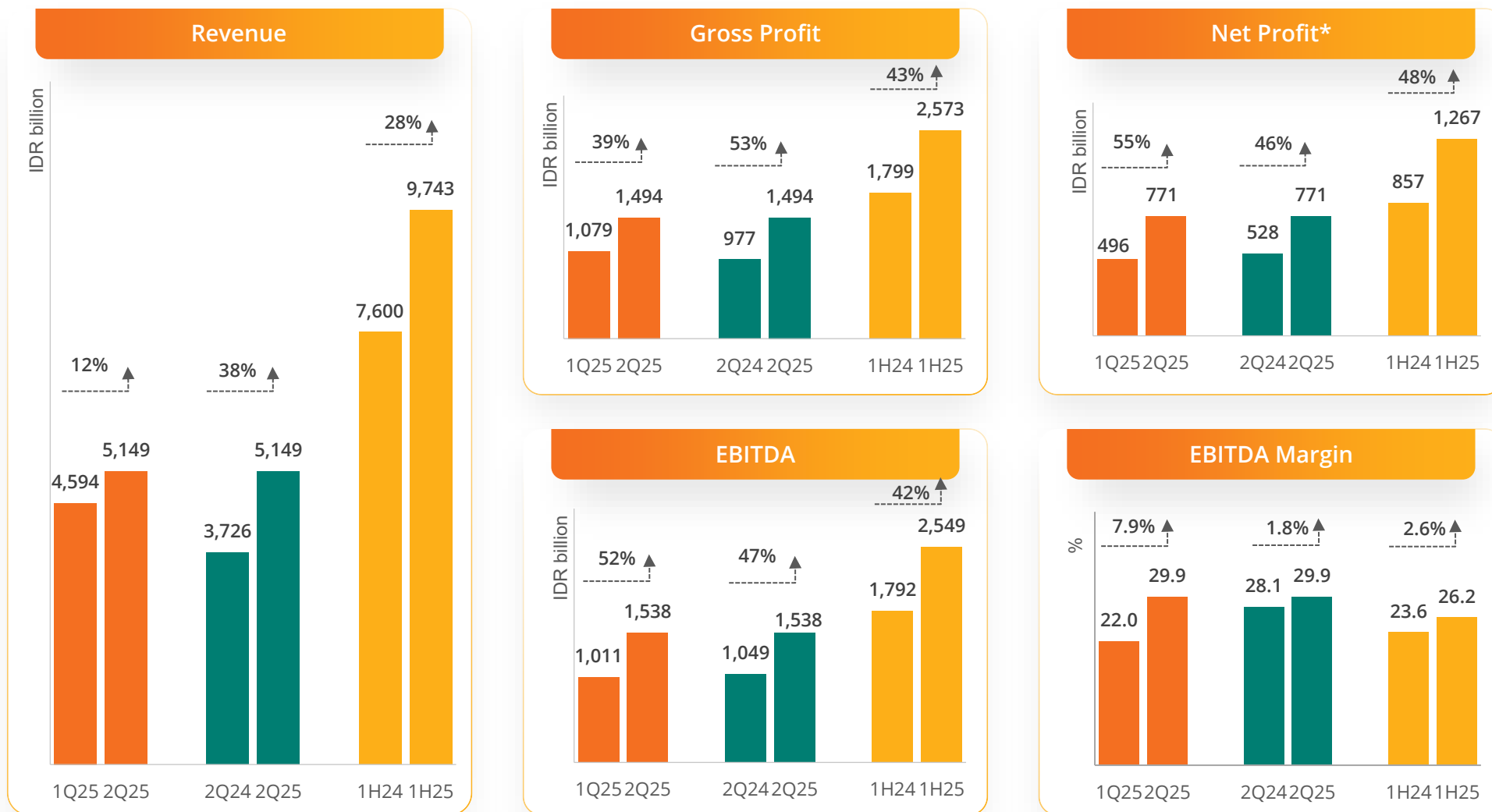


Notes:

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

Income Statement Highlights

Bumitama financial performance maintains a significant lead in 2025 versus 2024, driven by high palm oil price as it regains market share from edible oil substitutes



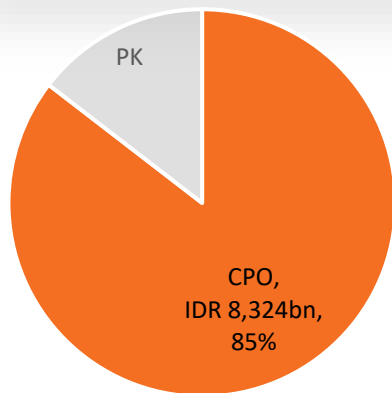
Notes:

* Net profit is attributable to Owners of the Company

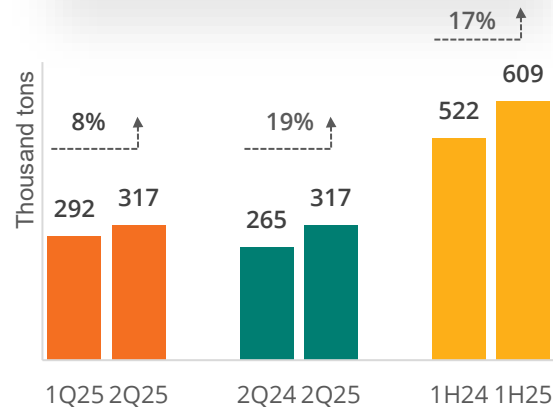
Crude Palm Oil (CPO)

Despite easing off a little from the 1Q25, Bumitama managed to sell its CPO at IDR14.5k per kg during 1H25, or 22% higher than 1H24

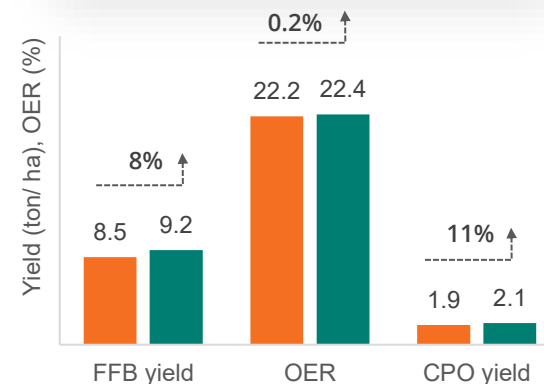
Revenue



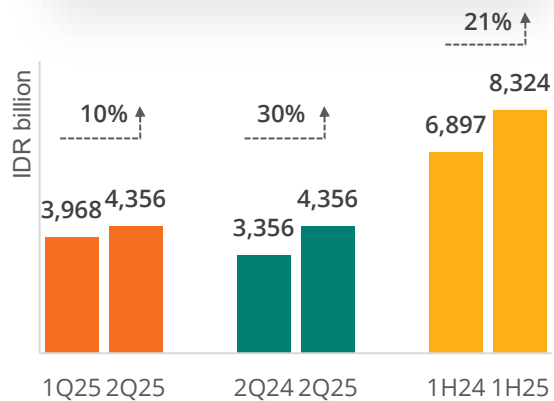
Production Volume



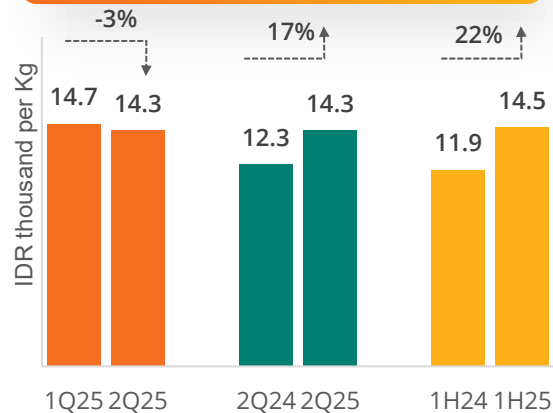
Productivity (1H25 vs 1H24)



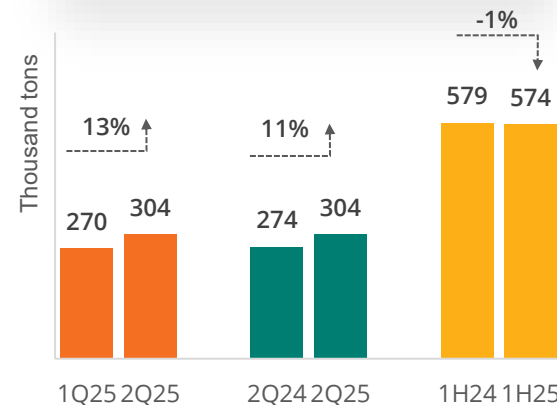
Revenue Contribution



Average Selling Price



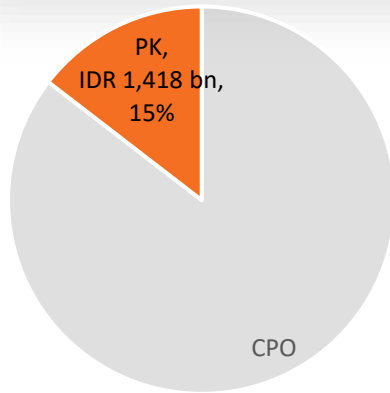
Sales Volume



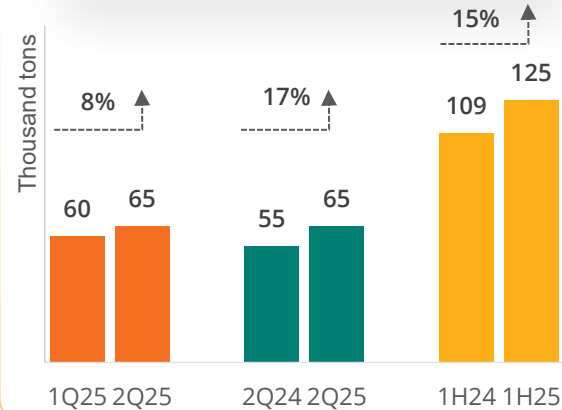
Palm Kernel (PK)

The supply constraint in the lauric oil market worsens, resulting in further rise in PK to CPO price from 74% in 1Q25 to 90% in 2Q25, well above the 57% average in the past 3 years

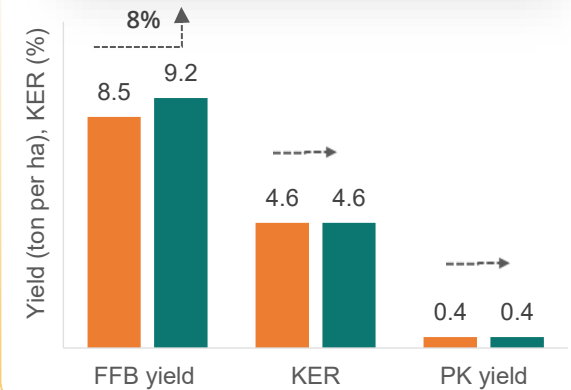
Revenue



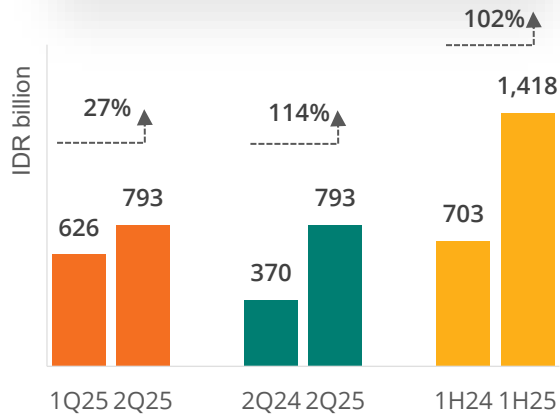
Production Volume



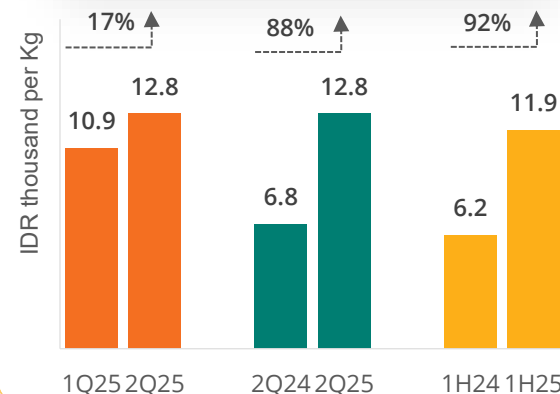
Productivity (1H25 vs 1H24)



Revenue Contribution



Average Selling Price



Sales Volume

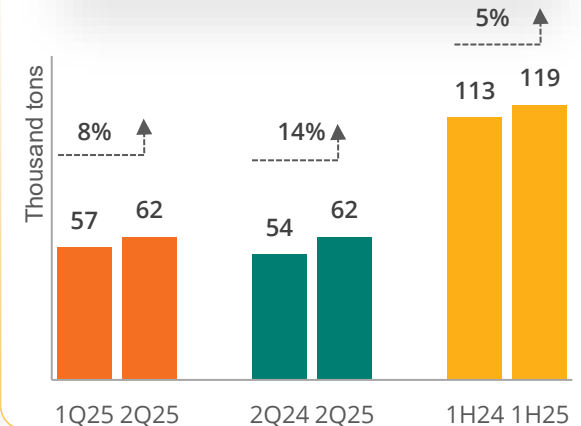


Table of Contents



Executive Summary



Performance Highlights



Performance Trend

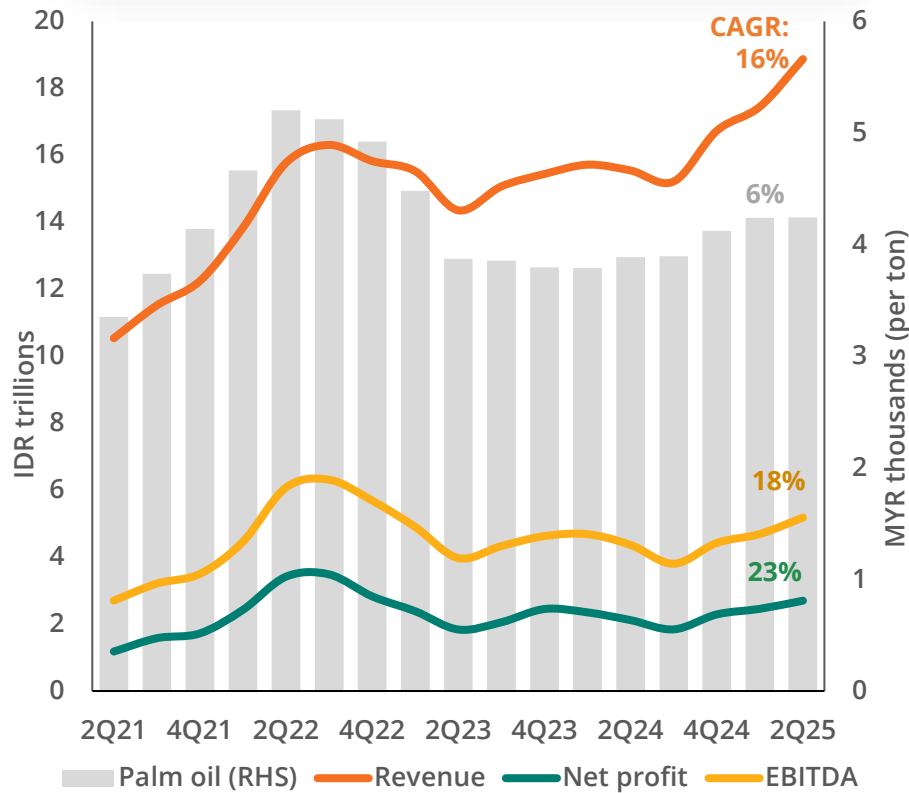


Appendix

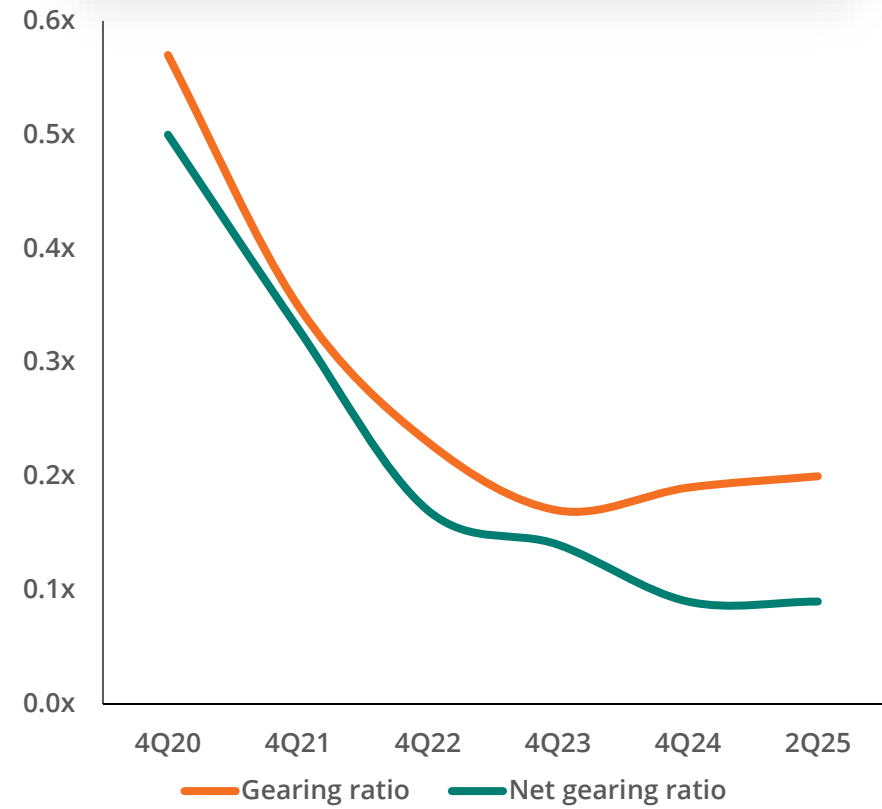
Fundamentally strong

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:

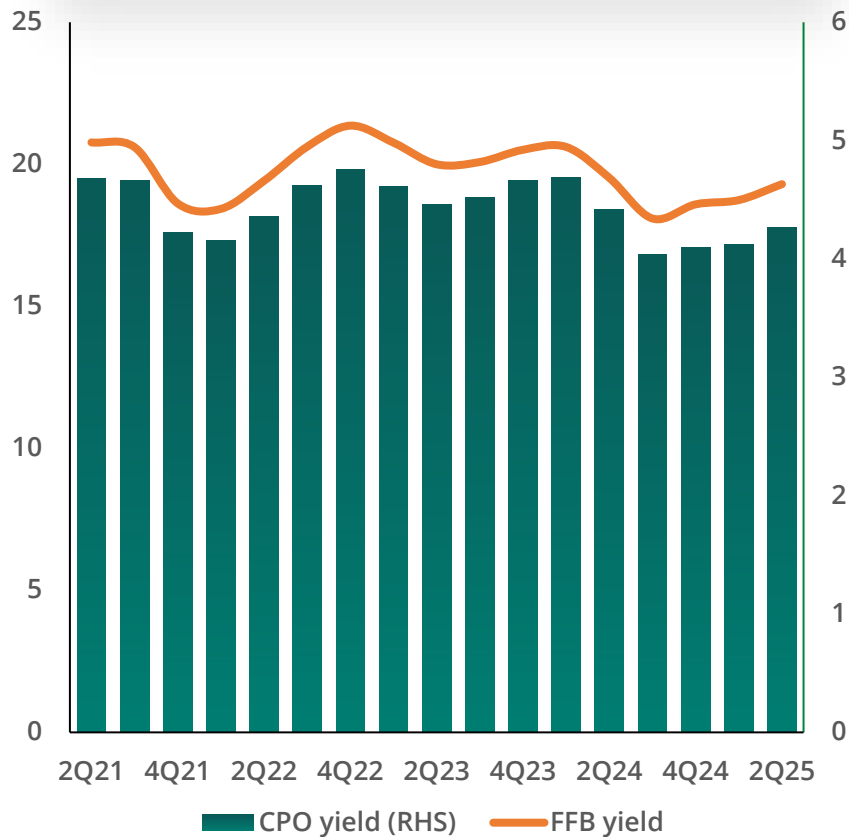
MDEX 3rd month contract | Net profit is attributable to Owners of the Company | CAGR calculation is based on 12-month rolling formula

Operating with discipline to surmount challenges

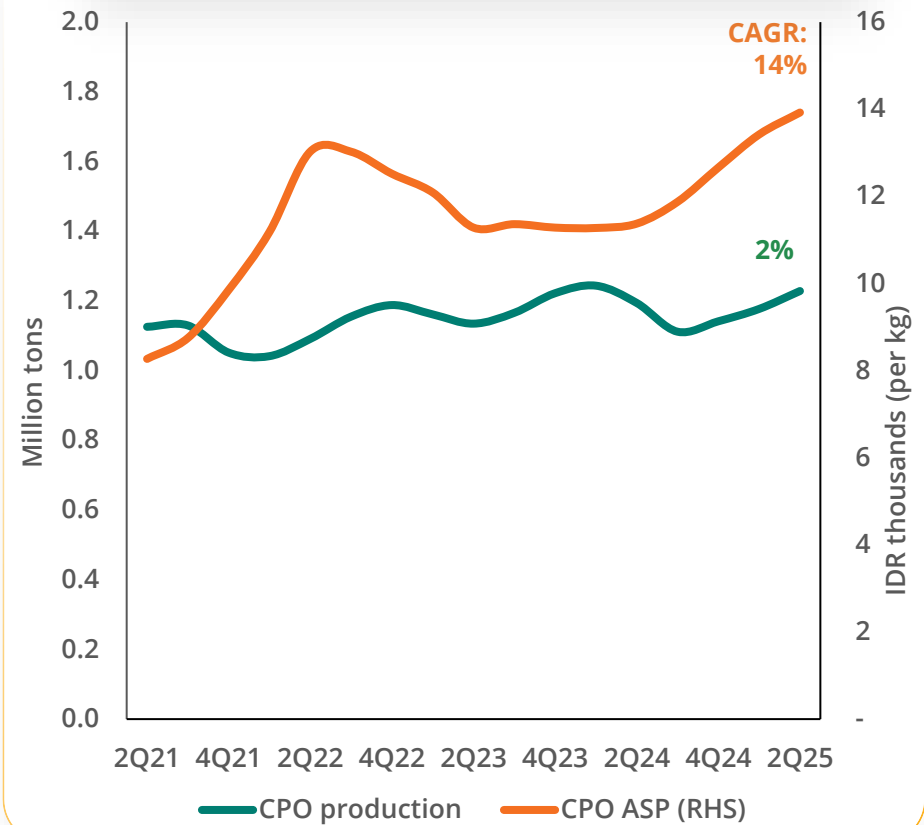


With discipline and consistency, we pressed on with precision agronomic practices to sharpen our operational efficiency and mitigate against extreme weather swings

Productivity (ton per ha)



Key drivers



Notes:

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

Table of Contents



Executive Summary



Performance Highlights



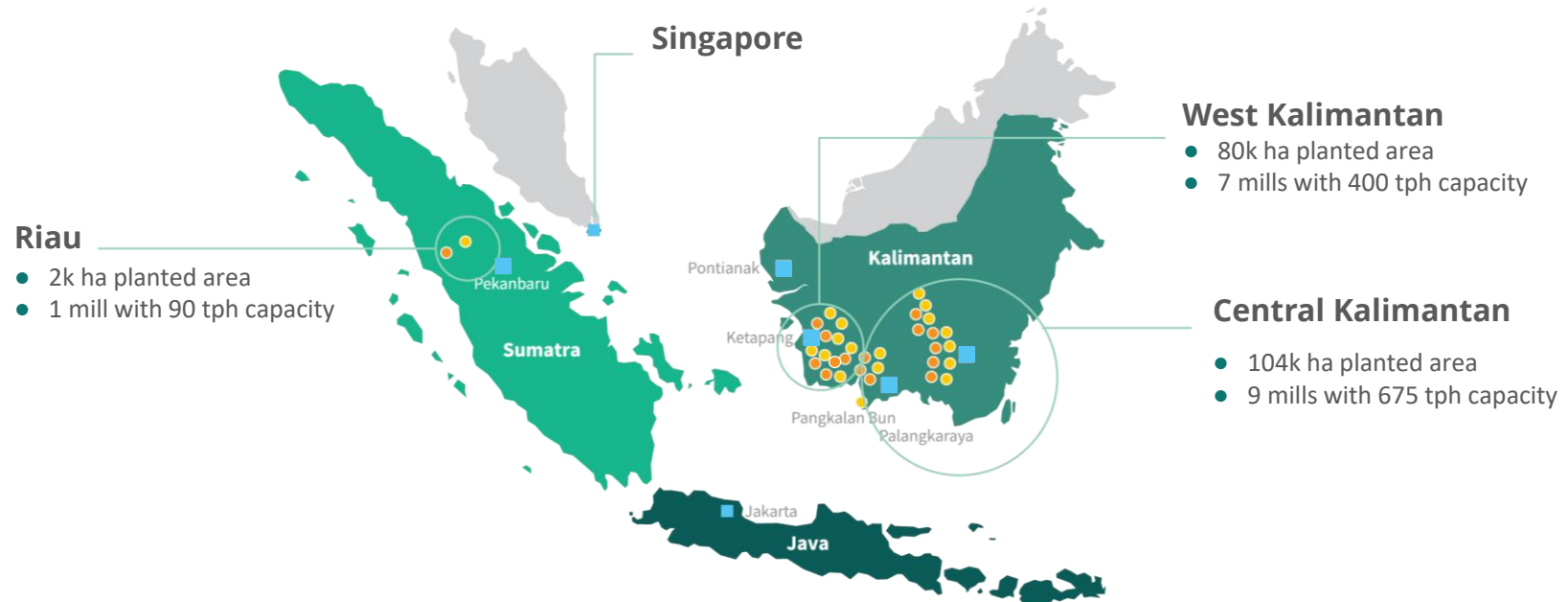
Performance Trend



Appendix

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

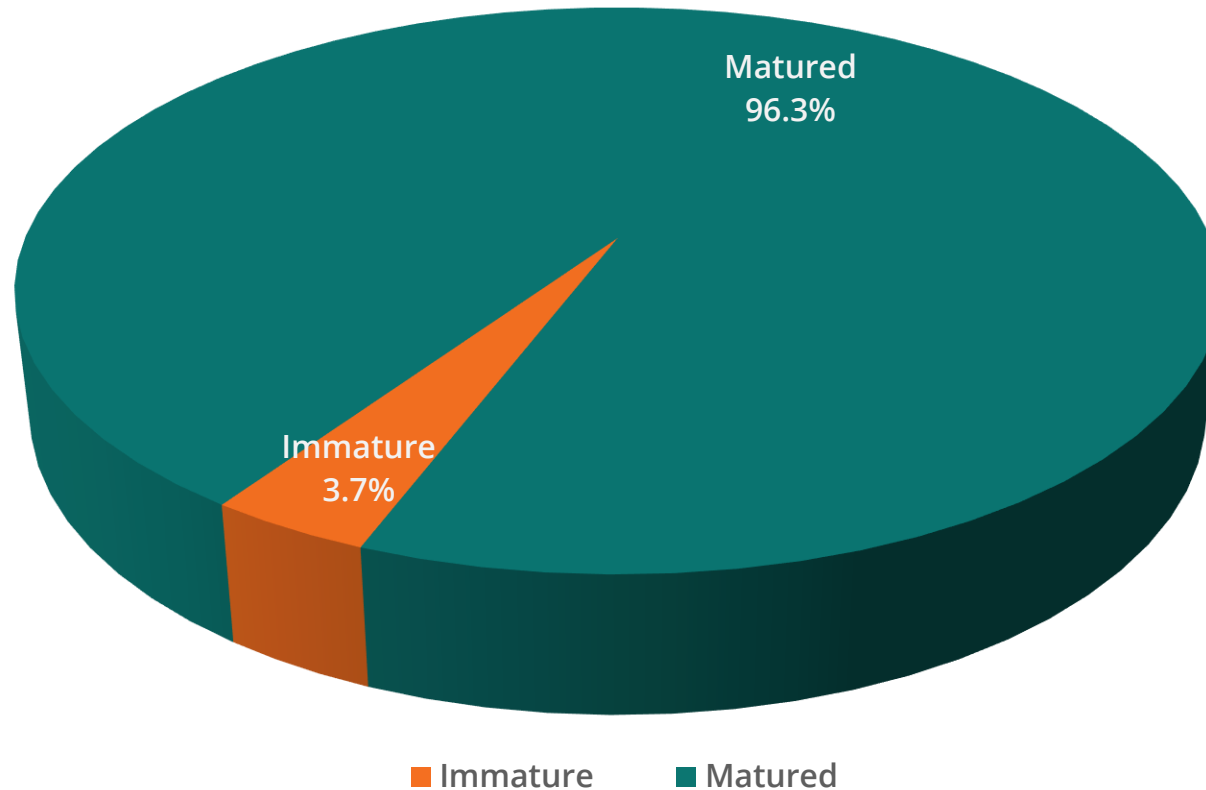


Consolidated

- Total planted area: 186k ha
 - Nucleus estates: 123k ha
 - Plasma estates: 63k ha
- Processing capacity: 6.99 mn tons per annum (17 mills)

Total Planted Area

Planted area amounted to 186k hectares, consisting of nucleus estates covering 123k hectares, and plasma estates covering 63k hectares; average age is 14.7 years old



Data presented is as of 30 June 2025

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Thank You

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