



Bumitama Agri Ltd.

Excellence Through Discipline

Third Quarter & Nine Months

2018 Presentation

12 November 2018



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 2018.

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

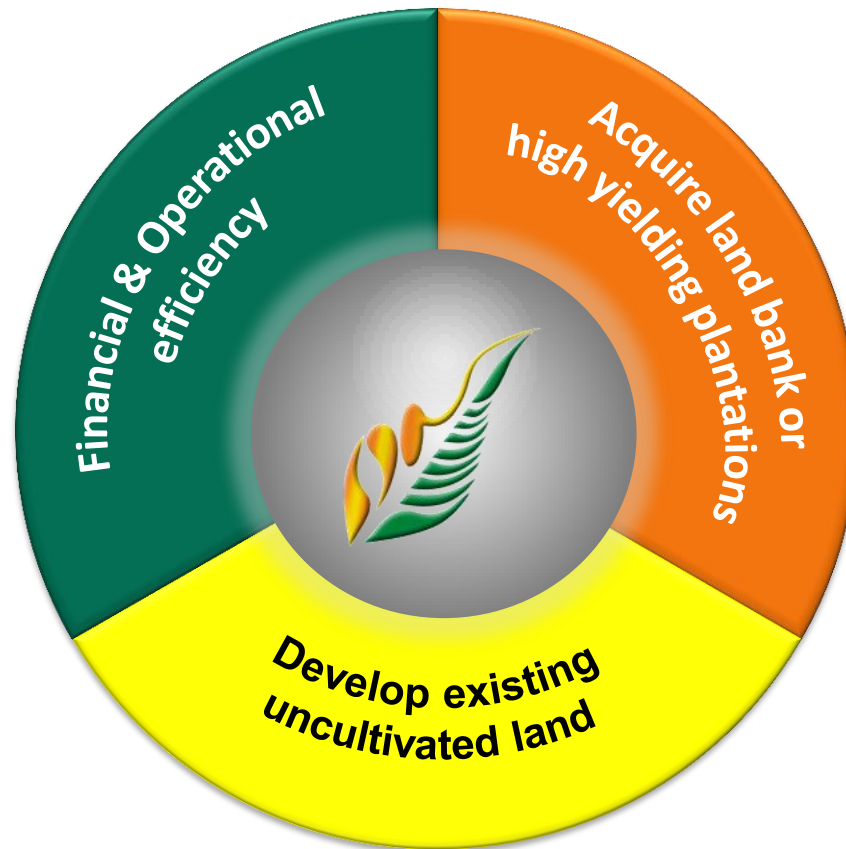
Growth Strategy	4
Executive Summary	5
Operational & Financial Performance	6
Appendix	11
Contact Information	16



Bumitama Agri Ltd.

Excellence Through Discipline

The 1, 2, 3 Growth Strategies





Bumitama Agri Ltd.

Excellence Through Discipline

Executive Summary – 9M2018

● **Production**

- FFB volumes increased 27.5% YoY to 2,530,429 mt.
- FFB yield increased 25.0% YoY from 12.4 mt/ha to 15.5 mt/ha.
- OER at 22.1%.
- Total planted area of 184,439 ha.

● **Financial Performance**

- Revenue increased by 1.7% YoY to IDR 6,177 billion.
- Gross Profit increased by 8.9% YoY to IDR 1,867 billion.
- EBITDA increased by 9.6% YoY to IDR 1,886 billion.



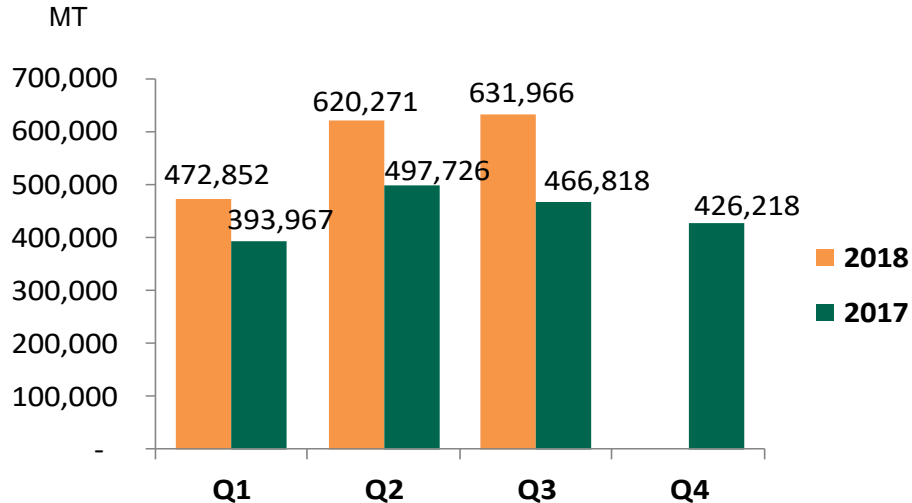
Bumitama Agri Ltd.

Excellence Through Discipline

Operational Highlight

		3Q2018	%	3Q2017	%	Change YoY	YoY	9M2018	%	9M2017	%	Change YoY	YoY
Production													
FFB Total	(MT)	1,345,013	100.0	925,071	100.0	45.4%	↑	3,580,063	100.0	2,700,177	100.0	32.6%	↑
FFB Internal		935,692	69.6	683,886	73.9	36.8%	↑	2,530,429	70.7	1,984,342	73.5	27.5%	↑
FFB Nucleus		631,966	47.0	466,818	50.4	35.4%	↑	1,725,089	48.2	1,358,511	50.3	27.0%	↑
FFB Plasma		303,726	22.6	217,068	23.5	39.9%	↑	805,340	22.5	625,831	23.2	28.7%	↑
FFB External		409,321	30.4	241,185	26.1	69.7%	↑	1,049,634	29.3	715,835	26.5	46.6%	↑

FFB Nucleus for 2017 and 2018





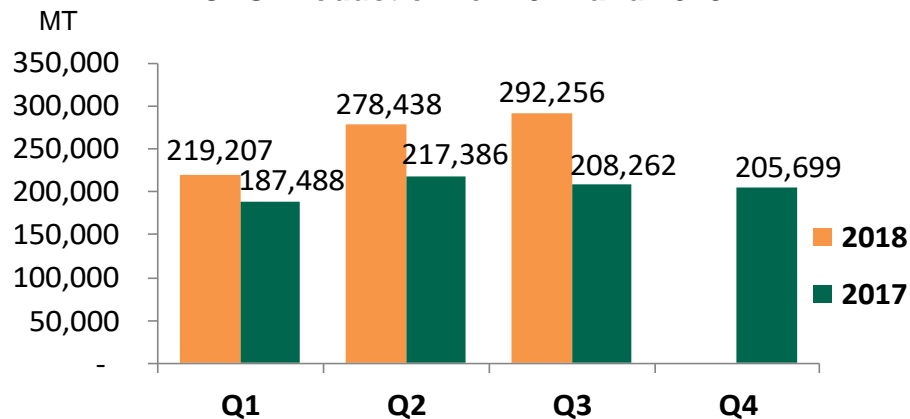
Operational Highlight

Bumitama Agri Ltd.

Excellence Through Discipline

		3Q2018	3Q2017	Change YoY		9M2018	9M2017	Change YoY	
CPO	(MT)	292,256	208,262	40.3%	↑	789,901	613,136	28.8%	↑
PK	(MT)	58,016	41,209	40.8%	↑	160,269	121,368	32.1%	↑
Yield and Extraction Rate									
FFB Yield	(MT/ha)	5.8	4.3	34.9%	↑	15.5	12.4	25.0%	↑
CPO Yield	(MT/ha)	1.2	1.0	20.0%	↑	3.4	2.8	21.4%	↑
CPO Extraction Rate (%)		21.7%	22.5%	-3.6%	↓	22.1%	22.7%	-2.6%	↓
PK Extraction Rate (%)		4.3%	4.4%	-2.3%	↓	4.5%	4.5%	0.0%	▬

CPO Production for 2017 and 2018





Bumitama Agri Ltd.

Excellence Through Discipline

Planted Area

	As at 30 September 2018		As at 31 December 2017		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
Planted Nucleus	131,847	71.5	131,421	71.9	426	↑
- Old & Mature	113,238	61.4	110,699	60.6	2,539	↑
- Immature	18,609	10.1	20,722	11.3	-2,113	↓

- As at 30 September 2018 the planted Plasma is 52,592 ha.

Weighted average age of 8.9 years as at 1 January 2018



Bumitama Agri Ltd.

Excellence Through Discipline

Sales Revenue and Volume

	3Q2018	3Q2017	Change YoY	9M2018	9M2017	Change YoY
Sales Revenue (IDR million)						
- Crude Palm Oil	1,636,483	1,690,636	-3.2%	5,326,161	5,060,171	5.3%
- Palm Kernel	282,022	265,752	6.1%	850,357	807,988	5.2%
- Biodiesel	-	93,182	-	-	201,754	-
- Glycerin	-	1,294	-	-	1,721	-
Sales Volume (MT)						
- Crude Palm Oil	240,421	217,367	10.6%	713,082	625,106	14.1%
- Palm Kernel	57,050	44,183	29.1%	151,443	121,414	24.7%
- Biodiesel	-	10,035	-	-	20,161	-
- Glycerin	-	1,712	-	-	3,264	-
Average Sales Price (IDR/KG)						
- Crude Palm Oil	6,807	7,778	-12.5%	7,469	8,095	-7.7%
- Palm Kernel	4,943	6,015	-17.8%	5,615	6,655	-15.6%
- Biodiesel	-	9,286	-	-	10,007	-
- Glycerin	-	756	-	-	527	-



Bumitama Agri Ltd.

Excellence Through Discipline

Income Statement Highlight

IDR million	3Q2018	3Q2017	Change YoY		9M2018	9M2017	Change YoY	
Revenue	1,918,505	2,050,864	-6.5%	↓	6,176,518	6,071,634	1.7%	↑
Gross profit	586,846	609,479	-3.7%	↓	1,867,404	1,714,385	8.9%	↑
Net profit	315,409	309,782	1.8%	↑	1,041,667	969,053	7.5%	↑
Net profit attributable to owners of the company	269,885	266,250	1.4%	↑	889,711	829,734	7.2%	↑
EBITDA	564,043	574,768	-1.9%	↓	1,886,212	1,720,304	9.6%	↑
Gross margin (%)	30.6%	29.7%	3.0%	↑	30.2%	28.2%	7.1%	↑
Net profit margin (%)	16.4%	15.1%	8.6%	↑	16.9%	16.0%	5.6%	↑
EBITDA margin (%)	29.4%	28.0%	5.0%	↑	30.5%	28.3%	7.8%	↑



Appendix to the Announcement 9M2018: 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		
	2018 USD thousand	2017 USD thousand	Change %	2018 USD thousand	2017 USD thousand	Change %
Revenue	136,576	153,847	-11.2%	439,698	455,468	-3.5%
Cost of sales	(94,799)	(108,127)	-12.3%	(306,760)	(326,862)	-6.1%
Gross profit	41,777	45,720	-8.6%	132,938	128,606	3.4%
Interest Income	3,818	2,521	51.4%	8,541	7,604	12.3%
Selling expense	(6,888)	(4,780)	44.1%	(13,557)	(10,849)	25.0%
General and administrative expense	(4,633)	(4,463)	3.8%	(14,717)	(14,190)	3.7%
Finance cost	(3,646)	(3,004)	21.4%	(10,397)	(8,925)	16.5%
Foreign exchange (loss) / gain	(1,959)	(482)	n.m.	(5,444)	424	n.m.
Other expenses	(56)	(3,217)	-98.3%	(95)	(3,217)	-97.0%
Other income	282	332	-15.1%	438	386	13.5%
Share of loss of associate companies	-	-	-	-	(171)	n.m.
Profit before income tax	28,695	32,627	-12.1%	97,707	99,668	-2.0%
Income tax expense	(6,241)	(9,388)	-33.5%	(23,551)	(26,971)	-12.7%
Profit for the period	22,454	23,239	-3.4%	74,156	72,697	2.0%
Attributable to:						
Owners of the Company	19,213	19,973	-3.8%	63,338	62,246	1.8%
Non-controlling interests	3,241	3,266	-0.8%	10,818	10,451	3.5%
	22,454	23,239	-3.4%	74,156	72,697	2.0%
EBITDA	40,153	43,117	-6.9%	134,277	129,050	4.1%

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 9M2018: 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-2018	31-Dec-2017	30-Sep-2018	31-Dec-2017
	USD thousand	USD thousand	USD thousand	USD thousand
ASSETS				
Non-current assets				
Plasma receivables	112,068	92,888	-	-
Property, plant and equipment	227,243	254,158	255	3
Bearer plants	492,517	538,317	-	-
Land use rights	64,169	67,139	-	-
Investment in subsidiaries	-	-	103,517	103,517
Investment in associate companies	-	-	10,639	10,639
Intangible assets	11,775	12,855	-	-
Deferred tax assets	16,527	17,118	-	-
Due from subsidiaries	-	-	513,745	536,021
Loan to an associate company	5,616	5,354	5,616	5,354
Total Non-current assets	929,915	987,829	633,772	655,534
Current assets				
Biological assets	22,076	21,853	-	-
Inventories	69,292	32,740	-	-
Deferred charges	583	574	10	6
Trade and other receivables	13,891	21,148	-	-
Due from related companies	3	4	-	-
Plasma receivables	14,709	19,167	-	-
Prepayments and advances	1,353	786	28	5
Prepaid taxes	49,079	28,448	11	4
Cash and short-term deposits	16,435	15,996	1,958	2,084
Total Current assets	187,421	140,716	2,007	2,099
Total Assets	1,117,336	1,128,545	635,779	657,633

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 9M2018: Translation of Unaudited Financial Statements to USD

	Group		Company	
	30-Sep-2018	31-Dec-2017	30-Sep-2018	31-Dec-2017
	USD thousand	USD thousand	USD thousand	USD thousand
LIABILITIES AND EQUITY				
Current liabilities				
Loans and borrowings	50,000	25,000	50,000	25,000
Islamic medium term notes	241,436	-	241,436	-
Trade and other payables	52,694	36,877	4	96
Accrued operating expenses	10,685	14,074	964	4,058
Sales advances	8,530	3,727	-	-
Income taxes payable	22,424	14,641	-	-
Derivative financial liabilities	70,760	-	-	-
Total Current liabilities	456,529	94,319	292,404	29,154
Non-current liabilities				
Deferred tax liabilities	12,870	13,564	-	-
Loans and borrowings	64,403	79,542	64,403	79,542
Islamic medium term notes	-	245,986	-	245,986
Post employment benefits	2,622	2,889	-	-
Derivative financial liabilities	-	66,935	-	66,935
Total Non-current liabilities	79,895	408,916	64,403	392,463
Total Liabilities	536,424	503,235	356,807	421,617
Net Assets	580,912	625,310	278,972	236,016
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	(14,163)	(14,905)	(399)	(1,141)
Other comprehensive income from employee benefit	-	-	-	-
Fair value reserve from derivative	-	-	-	-
Retained earnings	473,209	445,395	19,129	47,779
Foreign currency translation reserve	(87,254)	(3,482)	138,999	68,135
	493,035	548,251	278,972	236,016
Non-controlling interests	87,877	77,059	-	-
Total Equity	580,912	625,310	278,972	236,016

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 9M2018: 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			
	3rd Quarter		9 Months	
	2018	2017	2018	2017
	USD thousand	USD thousand	USD thousand	USD thousand
Cash flows from operating activities				
Cash receipts from customers	154,392	144,303	453,095	461,770
Cash payments to suppliers, employees and for other operating expenses	(122,869)	(105,538)	(342,205)	(333,742)
Income tax paid	(6,458)	(5,145)	(27,826)	(21,612)
Net cash flows generated from operating activities	25,065	33,620	83,064	106,416
Cash flows from investing activities				
Increase in plasma receivables	(6,966)	(4,524)	(20,888)	(9,658)
Investment in intangible assets	(228)	-	(248)	-
Investment in bearer plants	(3,655)	(9,679)	(12,355)	(21,435)
Investment in property, plant and equipment	(5,245)	(9,122)	(11,082)	(19,011)
Investment in land use rights	(1,059)	(1,159)	(4,586)	(3,335)
Net cash outflows for the acquisition of subsidiaries	-	-	-	(5,584)
Interest received	3,714	2,439	8,251	7,368
Net cash flows used in investing activities	(13,439)	(22,045)	(40,908)	(51,655)
Cash flows from financing activities				
Proceeds from loans and borrowings	12,888	-	30,797	14,988
Repayment of loan and borrowings	(13,335)	-	(20,745)	(39,949)
(Increase)/Decrease in amount due from related companies	-	(7)	-	10
Payment of dividend	(10,029)	(9,680)	(36,024)	(28,645)
Buy-back of ordinary shares	-	(3,844)	-	(6,072)
Interest paid	(7,651)	(6,350)	(14,687)	(13,288)
Net cash flows used in from financing activities	(18,127)	(19,881)	(40,659)	(72,956)
Net (decrease)/increase in cash and cash equivalents	(6,501)	(8,306)	1,497	(18,195)
Effect of exchange rate changes on cash and cash equivalents	654	(133)	(1,058)	(4,266)
Cash and cash equivalents at beginning of period	22,282	29,385	15,996	43,407
Cash and cash equivalents at end of period	16,435	20,946	16,435	20,946

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 9M2018: Translation of Unaudited Financial Statements to USD

Cash Flows from Operating Activities:	Group			
	3rd Quarter		9 Months	
	2018	2017	2018	2017
	USD thousand	USD thousand	USD thousand	USD thousand
Profit before income tax	28,695	32,627	97,707	99,668
Depreciation and amortisation	9,672	9,524	29,271	28,487
Finance cost	3,646	3,004	10,397	8,925
Interest income	(3,818)	(2,521)	(8,541)	(7,604)
Unrealized foreign exchange gain	(167)	3,338	(3,445)	914
Share of loss of associate companies	-	-	-	171
Operating cash flows before working capital changes	38,028	45,972	125,389	130,561
Decrease/(increase) in:				
- Trade and other receivables	9,293	(6,505)	7,631	2,792
- Inventories	(22,083)	9,434	(42,065)	16,282
- Prepaid taxes	(10,126)	(11,280)	(24,723)	(25,219)
- Prepayments and advances	(148)	(73)	(680)	(274)
- Deferred charges	-	(42)	(65)	(25)
(Decrease)/increase in:				
- Trade and other payables	960	31	26,992	(11,578)
- Accrued operating expenses	86	362	(588)	(765)
- Tax payable	7,954	3,916	13,528	11,103
- Sales advances	7,559	(3,050)	5,471	5,151
Cash flows generated from operations	31,523	38,765	110,890	128,028
Income tax paid	(6,458)	(5,145)	(27,826)	(21,612)
Net cash flows generated from operating activities	25,065	33,620	83,064	106,416

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

Christina Lim --- clim@bumitama-agri.com

Lim Sian Choo --- lim.sian.choo@bumitama-agri.com

Glenn Ho --- glenn.ho@bumitama-agri.com

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



Bumitama Agri Ltd.

Excellence Through Discipline

THANK YOU

