

A palm oil producer in Indonesia





Plantation (Cultivation)

In West Kalimantan, Indonesia

As at 30 June 2016:

Total land bank: 16,079 ha Cultivated land: 13,503 ha Mature⁽¹⁾ area: 13,038 ha Avg FFB yield: 6.3 tons/ha

(1) Mature: Oil palms > 3 years old

Mill (FFB Processing)

Process FFB harvested from Nucleus; purchased from Plasma farmers and from other nearby plantations

FFB processing capability:

- -60 tons/hr
- -360,000 tons/yr
- -1H2016: 89,260 tons processed

Products

Crude Palm Oil (CPO)

Customers: Indonesian palm oil refineries and palm oil bulking facilities; commodity traders 1H2016: 19,200 tons

Palm Kernel (PK)

Customers: Indonesian palm kernel

processing plants 1H2016: 3,332 tons

Salient Highlights for 2Q2016



Financial performance

- EBITDA at Rp19.8 billion
- Revenue increased 33% to Rp106.3 billion:
 - CPO sales revenue increased 26% to Rp90.5 billion mainly due to higher CPO sales volume and CPO average selling price
 - PK sales revenue increased 106% to Rp15.8 billion mainly due to higher PK sales volume and PK average selling price
- Cost of sales increased by 31% to Rp81.0 billion mainly due to higher sales of CPO and PK.
- Gross profit increased by 41% to Rp25.3 billion
 - Gross profit margin increased to 24% in 2Q2016 from 22% in 2Q2015

Production statistics

- Extraction rates for CPO increased by 0.56% point to 21.6% and PK decreased by 0.46% point to 3.38%
- FFB yield decreased to 2.8 tons/ha in 2Q2016 as compared to 4.0 tons/ha in 2Q2015
- CPO production decreased to 12,640 tons in 2Q2016 from 8,543 tons in 2Q2015
- PK production decreased to 1,335 tons in 2Q2016 from 2,306 tons in 2Q2015

Plantation

- 96.6% of our palm in mature production stage
- 2,576 ha available for future cultivation

To expand our operations via organic growth and acquisitions

P&L Highlights



Indonesian Rupiah (Billions)	2Q2016	2Q2015	Var %	1H2016	1H2015	Var %
Revenue	106.3	79.7	33	192.4	168.4	14
Gross profit (GP)	25.3	17.9	41	36.1	43.3	(17)
Profit before tax	14.7	5.5	271	18.9	20.7	(9)
Net Profit for the period	17.3	3.4	402	14.7	16.1	(9)
Profit attributable to shareholders	16.5	3.0	445	14.1	15.1	(7)
EBITDA	19.8	5.7	247	18.0	21.4	(16)
GP margin (%)	23.8	22.5	1.3 % pts	18.8	25.7	(6.9) % pts
NP margin (%)	16.3	4.3	12.0% pts	7.6	9.6	(2.0) % pts
EBITDA margin (%)	18.6	7.1	11.5 % pts	9.3	12.7	(3.4) % pts

Segment Review



	2Q2016	2Q2015	Var %	1H2016	1H2015	Var %
Sales volume (tons)						
СРО	11,304	10,006	13	24,164	20,211	20
Palm kernels	3,015	2,000	51	5,024	4,000	26
Ave. Selling Price (Rp/kg)						
СРО	8,004	7,194	11	7,060	7,490	(6)
Palm kernels	5,257	3,849	37	4,347	4,258	2
Revenue (Rp' billion)						
СРО	90.5	72.0	26	170.6	151.4	13
Palm kernels	15.8	7.7	106	21.8	17.0	28

Balance Sheet Highlights



Indonesian Rupiah (Billions)	30 June 16	31 Dec 15	Var (%)
Total assets	1,031.9	1,036.1	(0.4)
Total liabilities	(136.5)	(145.5)	+6.2
Current ratio (times)	15.9	11.5	+38.5
Net Gearing (%)	n.m.	n.m.	n.m.

Cash Flow Statement Highlights



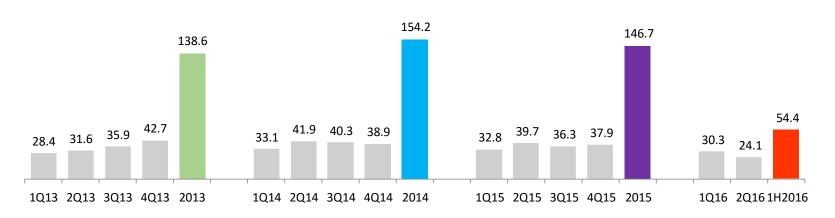
Indonesian Rupiah (Billions)	2Q2016	2Q2015	1H2016	1H2015
Net cash from/(used) in operating activities	14.9	(0.6)	46.1	(16.0)
Net cash used in investing activities	(5.9)	(11.7)	(11.8)	(20.2)
Net cash used in financing activities	(8.5)	(29.2)	(11.6)	(30.8)
Cash on hand and in banks at the beginning of the period	338.2	394.5	319.5	412.7
Effects of currency translation on cash and cash equivalents	(0.7)	6.0	(4.1)	13.2
Cash on hand and in banks at the end of the period	338.1	358.9	338.1	358.9
Net change in cash on hand and in banks	0.6	(41.5)	22.7	(67.0)



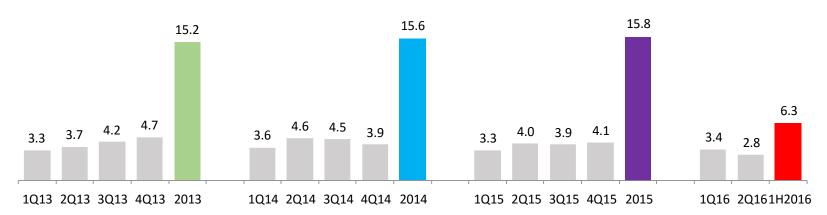
Production Output



FFB produced ('000 tons) - Nucleus only



FFB yield (tons/ha) - Nucleus only

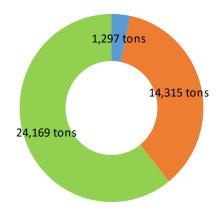


Production Statistics



Production Output (Tons)	2Q16	2Q15	Var %	1H16	1H15	Var %
СРО	8,543	12,640	(32)	19,200	23,145	(17)
Palm kernels	1,335	2,306	(42)	3,332	4,430	(25)

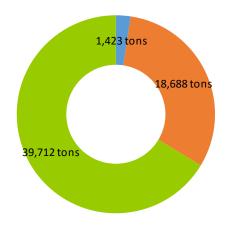
2Q2016



■ FFB purchased from 3rd party ■ FFB purchased from Plasma

■ Total FFB produced (Nucleus)

1Q2015



■ FFB purchased from 3rd party ■ FFB purchased from Plasma

■ Total FFB produced (Nucleus)



Plantation statistics



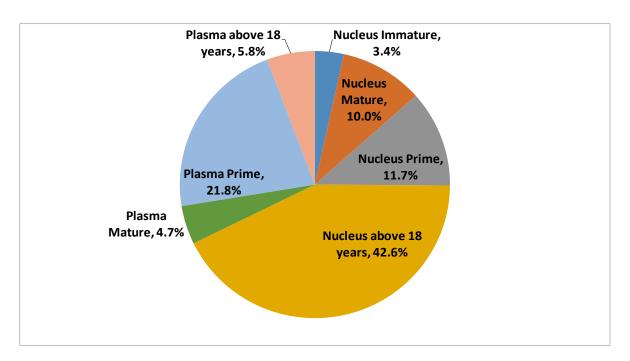
	1H2016	% of total	1H2015	% of total
Total Planted Area (ha)	13,503	100%	13,667	100%
Mature	13,038	96.6%	13,186	96.5%
Immature	465	3.4%	481	3.5%

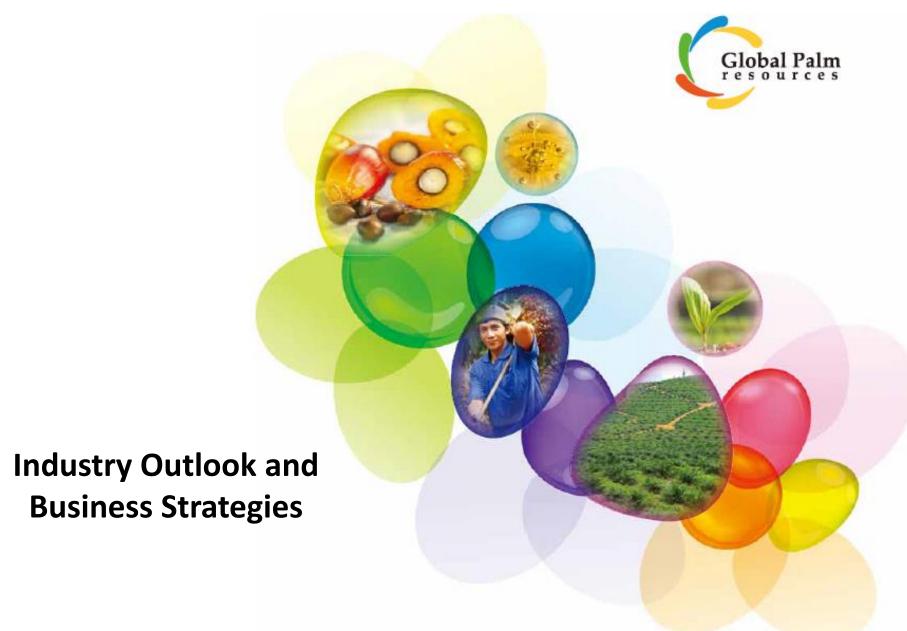
- Total land bank 16,079 ha
- 2,576 ha available for future cultivation

Age Profile @ 30 June 2016



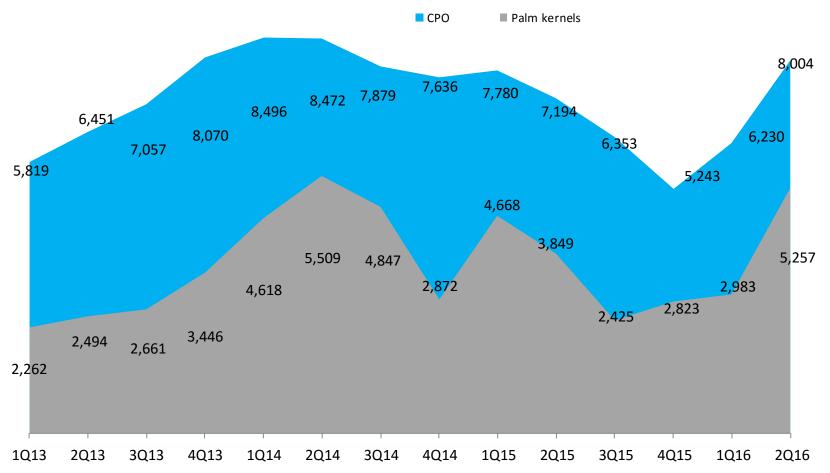
Area cultivated	First 3 years (Immature)	4 - 6 years (Mature)	7 - 18 years (Prime)	Above 18 years	Total
Nucleus (ha)	465	1,346	1,581	5,757	9,149
Plasma (ha)	0	630	2,946	778	4,354
Total (ha)	465	1,976	4,527	6,535	13,503
% of cultivated area	3.4%	14.7%	33.5%	48.4%	100.0%





Average Selling Prices (Rp/Kg)





 We expect CPO prices to be volatile given the uncertainty of the global economy and abnormal weather's impact on market dynamics

Strategies And Future Plans



Expansion

Optimisation

Develop uncultivated land bank

- Land location permit obtained for 7,170 ha of land in East Kalimantan
- Land location permit obtained for 6,546 ha of land in West Kalimantan

Actively pursue potential acquisitions targets

Co-Composting plant

 Yielding cost savings from use of organic compost fertilisers from our plantation's EFB and POME

Increase yield

- From plantation
- From mill

Continue to exercise prudence in expenditures

