



Bumitama Agri Ltd.

Excellence Through Discipline

First Quarter 2015 Presentation

12 May 2015



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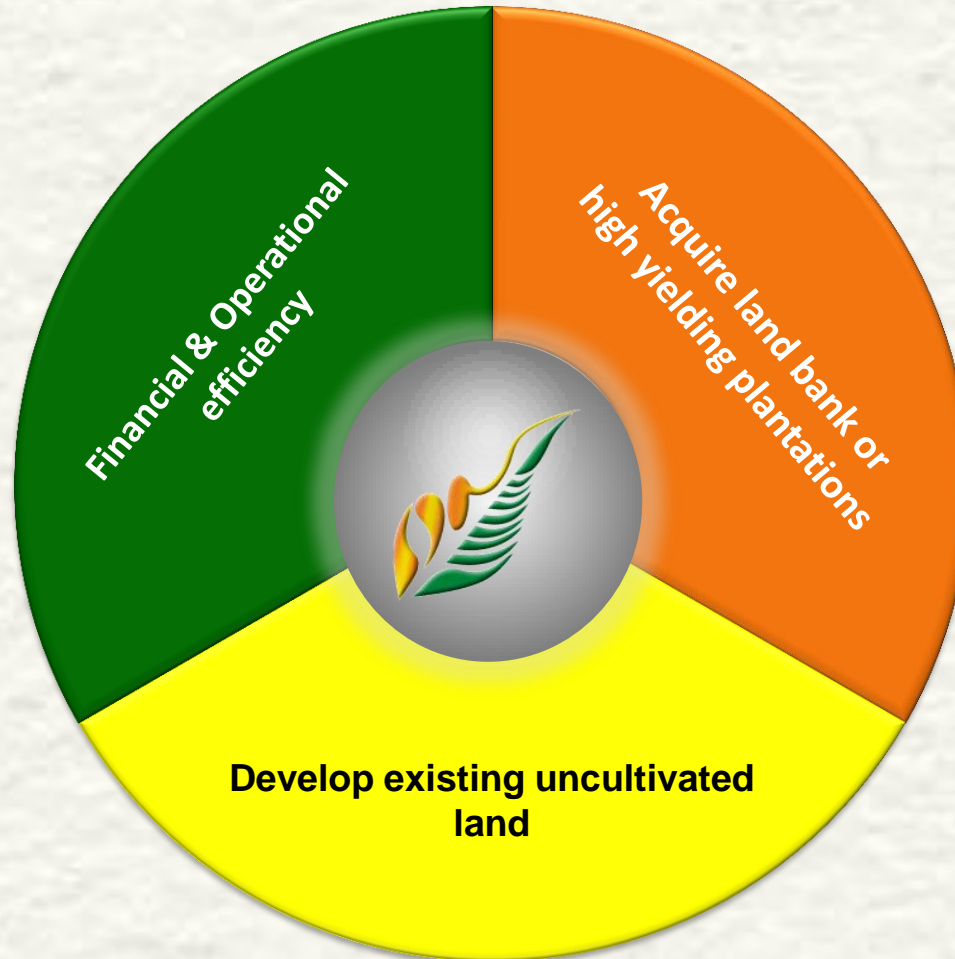
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The 1, 2, 3 Growth Strategies





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Executive Summary



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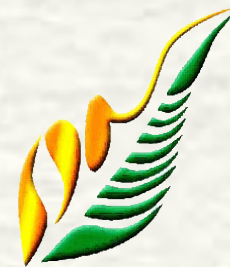
Executive Summary – 1Q 2015

● **Financial Performance Impacted By CPO Price**

- Revenue decreased by 1.7% YoY to IDR 1,334 billion.
- Gross Profit dropped by 12.2% YoY to IDR 465 billion.
- EBITDA dropped by 25.4% YoY to IDR 348 billion.
- Leverage ratios remained stable.

● **Production Growth**

- FFB volumes increased 6.8% YoY to 487,766 mt.
- FFB yield dropped 2.4% YoY from 4.2 mt/ha to 4.1 mt/ha.
- OER at 23.3%.
- Total planted area of 149,795 ha after reducing for Hatiprima Agro (HPA) planted area of 4,209 ha.



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Financial Performance



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Income Statement Highlight

IDR'million	1Q 2015	1Q 2014	Change	YoY
Revenue	1,333,921	1,357,324	-1.7%	↓
Gross profit	464,965	529,588	-12.2%	↓
Net profit	211,977	354,083	-40.1%	↓
Net profit attributable to owners of the company	181,574	307,836	-41.0%	↓
EBITDA	348,160	466,830	-25.4%	↓
Gross margin (%)	34.9%	39.0%	-10.7%	↓
Net profit margin (%)	15.9%	26.1%	-39.0%	↓
EBITDA margin (%)	26.1%	34.4%	-24.1%	↓

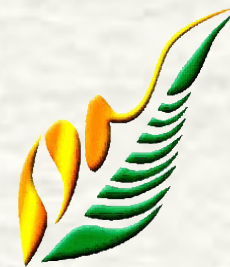


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Sales Revenue and Volume

	1Q 2015	1Q 2014	Change YoY
Sales Revenue (IDR in Million)			
- Crude Palm Oil	1,188,828	1,212,799	-2.0%
- Palm Kernel	145,093	144,525	0.4%
Sales Volume (MT)			
- Crude Palm Oil	152,940	138,032	10.8%
- Palm Kernel	29,666	25,848	14.8%
Average Sales Price (IDR/KG)			
- Crude Palm Oil	7,773	8,786	-11.5%
- Palm Kernel	4,891	5,591	-12.5%



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Operational Performance



Operational Highlight

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		1Q 2015	%	1Q 2014	%	Change	YoY
Production							
FFB Total	(MT)	693,501	100.0	592,036	100.0	17.1%	↑
FFB Internal		487,766	70.3	456,702	77.1	6.8%	↑
FFB Nucleus		340,760	49.1	307,822	52.0	10.7%	↑
FFB Plasma		147,006	21.2	148,880	25.1	-1.3%	↓
FFB External		205,735	29.7	135,334	22.9	52.0%	↑
CPO	(MT)	160,391		138,240		16.0%	↑
PK	(MT)	30,576		25,728		18.8%	↑
Yield and Extraction Rate							
FFB Yield	(MT/ha)	4.1		4.2		-2.4%	↓
CPO Yield	(MT/ha)	1.0		1.0		0.0%	=
CPO Extraction Rate	(%)	23.3%		23.4%		-0.4%	↓
PK Extraction Rate	(%)	4.4%		4.3%		2.3%	↑



Planting Area

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	As at 31 March 2015		As at 31 December 2014		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
Planted Nucleus	112,885	75.4	115,463	75.3	(2,578)	↓
- Mature	87,994	58.7	77,177	50.4	10,817	↑
- Immature	24,891	16.6	38,286	25.0	(13,395)	↓

- As at 31 March 2015 the planted Plasma is 36,910 ha.

Weighted average age of 6.9 years as at 1 January 2015



Contact Information

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Thank You