



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

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**Third Quarter & Nine Months  
2016 Presentation**

**14 November 2016**

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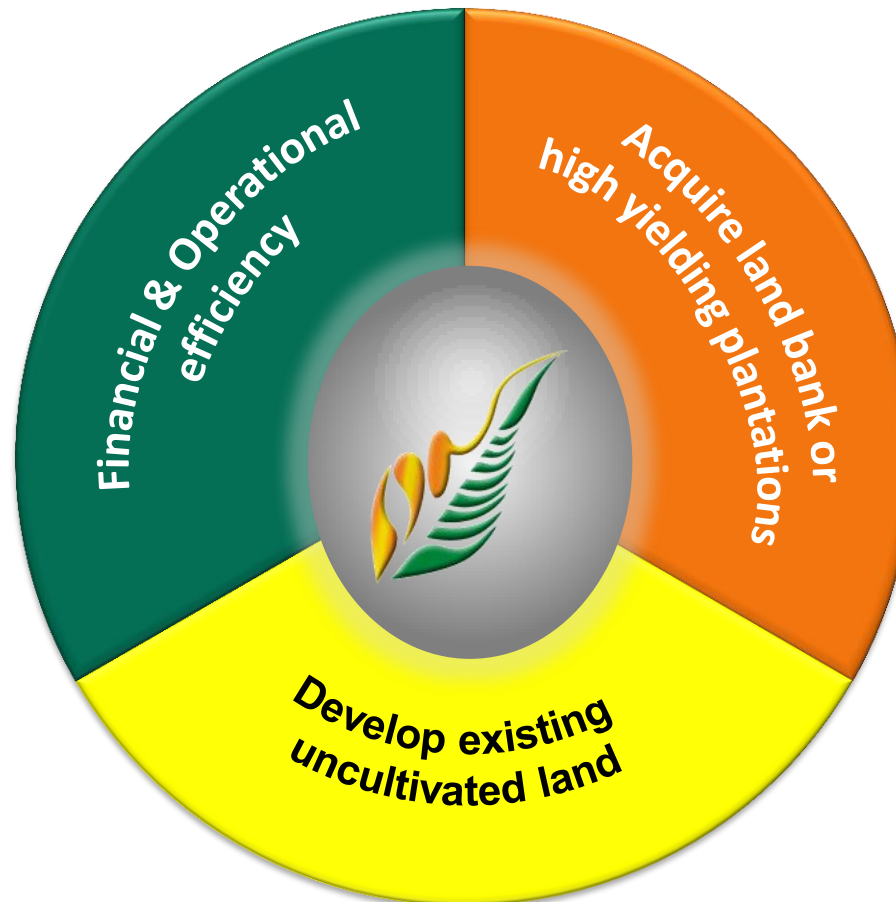
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# The 1, 2, 3 Growth Strategies







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## *Executive Summary*



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# Executive Summary – 9M2016

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## ● **Production**

- FFB volumes decreased 11.5% YoY to 1,393,719 mt.
- FFB yield decreased 26.8% YoY from 12.7 mt/ha to 9.3 mt/ha.
- OER at 22.8%.
- Total planted area of 172,665 ha.

## ● **Financial Performance Impacted By CPO Price**

- Revenue increased by 6.5% YoY to IDR 4,360 billion.
- Gross Profit decreased by 3.2% YoY to IDR 1,082 billion.
- EBITDA increased by 2.3% YoY to IDR 1,093 billion.



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## *Operational & Financial Performance*



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# Operational Highlight

		3Q 2016	%	3Q 2015	%	Change YoY		9M 2016	%	9M 2015	%	Change YoY	
<b>Production</b>													
<b>FFB Total</b>	(MT)	<b>751,493</b>	<b>100.0</b>	<b>794,921</b>	<b>100.0</b>	<b>-5.5%</b>	↓	<b>1,999,448</b>	<b>100.0</b>	<b>2,270,195</b>	<b>100.0</b>	<b>-11.9%</b>	↓
FFB Internal		559,653	74.5	562,787	70.8	-0.6%	↓	1,393,719	69.7	1,575,587	69.4	-11.5%	↓
FFB Nucleus		388,527	51.7	383,448	48.2	1.3%	↑	964,224	48.2	1,079,603	47.6	-10.7%	↓
FFB Plasma		171,126	22.8	179,339	22.6	-4.6%	↓	429,495	21.5	495,984	21.8	-13.4%	↓
FFB External		191,840	25.5	232,134	29.2	-17.4%	↓	605,729	30.3	694,608	30.6	-12.8%	↓
<b>CPO</b>	(MT)	<b>167,436</b>		<b>181,975</b>		<b>-8.0%</b>	↓	<b>454,440</b>		<b>520,713</b>		<b>-12.7%</b>	↓
<b>PK</b>	(MT)	<b>31,599</b>		<b>31,814</b>		<b>-0.7%</b>	↓	<b>90,808</b>		<b>98,346</b>		<b>-7.7%</b>	↓
<b>Yield and Extraction Rate</b>													
FFB Yield	(MT/ha)	3.7		4.4		-15.9%	↓	9.3		12.7		-26.8%	↓
CPO Yield	(MT/ha)	0.8		1.0		-20.0%	↓	2.1		2.9		-27.6%	↓
CPO Extraction Rate	(%)	22.4%		23.2%		-3.4%	↓	22.8%		23.1%		-1.3%	↓
PK Extraction Rate	(%)	4.2%		4.0%		5.0%	↑	4.6%		4.4%		4.5%	↑





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# Sales Revenue and Volume

	3Q 2016	3Q 2015	Change YoY	9M 2016	9M 2015	Change YoY
<b>Sales Revenue (IDR million)</b>						
- Crude Palm Oil	1,219,742	1,056,370	15.5%	3,589,800	3,659,627	-1.9%
- Palm Kernel	189,487	106,395	78.1%	546,654	418,027	30.8%
- Biodiesel	85,212	16,122	428.5%	222,564	16,122	1280.5%
- Glycerin	246	-	100.0%	578	288	100.7%
<b>Sales Volume (MT)</b>						
- Crude Palm Oil	155,925	156,601	-0.4%	499,088	497,627	0.3%
- Palm Kernel	27,836	29,832	-6.7%	93,519	94,870	-1.4%
- Biodiesel	8,773	1,915	358.1%	23,559	1,915	1130.2%
- Glycerin	1,162	-	100.0%	2,329	121	1817.0%
<b>Average Sales Price (IDR/KG)</b>						
- Crude Palm Oil	7,823	6,746	16.0%	7,193	7,354	-2.2%
- Palm Kernel	6,807	3,566	90.9%	5,845	4,406	32.7%
- Biodiesel	9,713	8,418	15.4%	9,447	8,418	12.2%
- Glycerin	212	-	100.0%	248	2,375	-89.5%



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# Income Statement Highlight

IDR million	3Q 2016	3Q 2015 Restated	Change	YoY	9M 2016	9M 2015 Restated	Change	YoY
Revenue	1,494,687	1,178,887	26.8%	↑	4,359,596	4,094,064	6.5%	↑
Gross profit	424,888	355,754	19.4%	↑	1,081,694	1,117,072	-3.2%	↓
Net profit	237,704	181,404	31.0%	↑	624,713	553,657	12.8%	↑
Net profit attributable to owners of the company	206,423	159,779	29.2%	↑	543,508	487,599	11.5%	↑
EBITDA	421,180	354,132	18.9%	↑	1,093,205	1,068,320	2.3%	↑
Gross margin (%)	28.4%	30.2%	-6.0%	↓	24.8%	27.3%	-9.2%	↓
Net profit margin (%)	15.9%	15.4%	3.2%	↑	14.3%	13.5%	5.9%	↑
EBITDA margin (%)	28.2%	30.0%	-6.0%	↓	25.1%	26.1%	-3.8%	↓



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# Planted Area

	As at 30 September 2016		As at 31 December 2015		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
<b>Planted Nucleus</b>	<b>126,481</b>	<b>73.3</b>	<b>119,679</b>	<b>72.9</b>	<b>6,802</b>	<b>↑</b>
- Old	3,810	2.2	3,809	2.3	1	↑
- Mature	101,108	58.6	85,402	52.0	15,706	↑
- Immature	21,563	12.5	30,468	18.6	-8,905	↓

- As at 30 September 2016 the planted Plasma is 46,184 ha.

**Weighted average age of 8.0 years as at 1 January 2016**



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**Thank You**