



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

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**First Quarter 2016**

**Presentation**

**13 May 2016**

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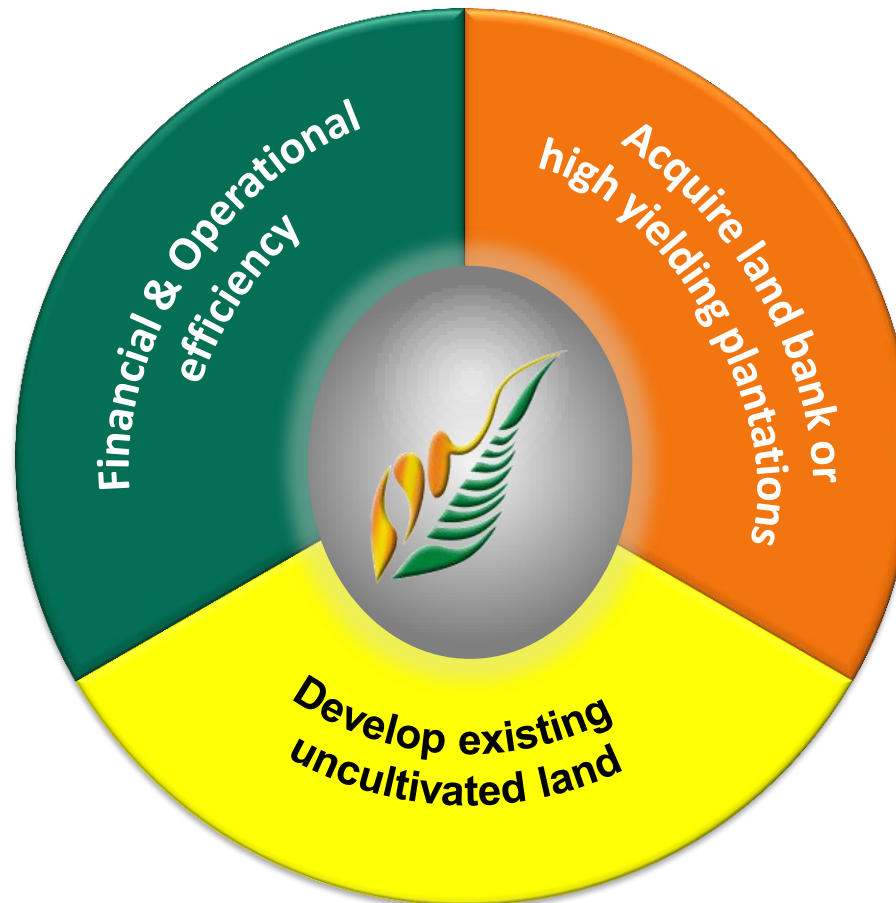
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# The 1, 2, 3 Growth Strategies





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## *Executive Summary*



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# Executive Summary – 1Q 2016

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## ● **Production Growth**

- FFB volumes decreased 7.2% YoY to 452,642 mt.
- FFB yield decreased 24.4% YoY from 4.1 mt/ha to 3.1 mt/ha.
- OER at 23.4%.
- Total planted area of 167,338 ha.

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

- Revenue increased by 11.6% YoY to IDR 1,488 billion.
- Gross Profit decreased by 11.2% YoY to IDR 413 billion.
- EBITDA increased by 0.8% YoY to IDR 351 billion.



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*Operational & Financial  
Performance*



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# Operational Highlight

		1Q 2016	%	1Q 2015	%	Change YoY	
<b>Production</b>							
<b>FFB Total</b>	(MT)	<b>658,199</b>	<b>100.0</b>	<b>693,501</b>	<b>100.0</b>	<b>-5.1%</b>	<b>↓</b>
FFB Internal		452,642	68.8	487,766	70.3	-7.2%	↓
FFB Nucleus		313,887	47.7	340,760	49.1	-7.9%	↓
FFB Plasma		138,755	21.1	147,006	21.2	-5.6%	↓
FFB External		205,557	31.2	205,735	29.7	-0.1%	↓
<b>CPO</b>	(MT)	<b>152,995</b>		<b>160,391</b>		<b>-4.6%</b>	<b>↓</b>
<b>PK</b>	(MT)	<b>32,794</b>		<b>30,576</b>		<b>7.3%</b>	<b>↑</b>
<b>Yield and Extraction Rate</b>							
FFB Yield	(MT/ha)	3.1		4.1		-24.4%	↓
CPO Yield	(MT/ha)	0.7		1.0		-30.0%	↓
CPO Extraction Rate	(%)	23.4%		23.3%		0.4%	↑
PK Extraction Rate	(%)	5.0%		4.4%		13.6%	↑





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# Sales Revenue and Volume

	1Q 2016	1Q 2015	Change YoY
<b>Sales Revenue (IDR million)</b>			
- Crude Palm Oil	1,252,443	1,188,828	5.4%
- Palm Kernel	176,410	145,093	21.6%
- Biodiesel	59,202	-	N/A
- Glycerin	112	-	N/A
<b>Sales Volume (MT)</b>			
- Crude Palm Oil	199,426	152,940	30.4%
- Palm Kernel	37,382	29,666	26.0%
- Biodiesel	7,000	-	N/A
- Glycerin	418	-	N/A
<b>Average Sales Price (IDR/KG)</b>			
- Crude Palm Oil	6,280	7,773	-19.2%
- Palm Kernel	4,719	4,891	-3.5%
- Biodiesel	8,457	-	N/A
- Glycerin	267	-	N/A



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# Income Statement Highlight

IDR million	1Q 2016	1Q 2015	Change	YoY
Revenue	1,488,167	1,333,921	11.6%	↑
Gross profit	412,847	464,965	-11.2%	↓
Net profit	262,316	211,977	23.7%	↑
Net profit attributable to owners of the company	229,436	181,574	26.4%	↑
EBITDA	350,856	348,160	0.8%	↑
Gross margin (%)	27.7%	34.9%	-20.6%	↓
Net profit margin (%)	17.6%	15.9%	10.7%	↑
EBITDA margin (%)	23.6%	26.1%	-9.6%	↓



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# Planting Area

	As at 31 March 2016		As at 31 December 2015		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
<b>Planted Nucleus</b>	<b>122,233</b>	<b>73.0</b>	<b>119,679</b>	<b>72.9</b>	<b>2,554</b>	<b>↑</b>
- Old	3,809	2.3	3,809	2.3	0	=
- Mature	98,207	58.7	85,402	52.0	12,805	↑
- Immature	20,217	12.1	30,468	18.6	-10,251	↓

- As at 31 March 2016 the planted Plasma is 45,105 ha.

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



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# Contact Information

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**Thank You**