

The Story Behind the Numbers

CATCHING UP

Singapore, 14 November 2023 – Mainboard-listed Bumitama Agri Ltd. (“Bumitama” or “The Group”), one of the leading oil palm plantations in Indonesia with crude palm oil (“CPO”) and palm kernel (“PK”) as its key products, has announced its financial performance results for the nine months ending in September 2023 (“9M23”).

Bumitama recorded IDR11.80 trillion in revenue during 9M23, a 6% drop versus the same period in 2022 (“9M22”). EBITDA also dipped 27%, from IDR5.03 trillion in 9M22 to IDR3.68 trillion so far this year, which resulted in a lower EBITDA margin amounting to 31% within the period, versus the decade-high level of 40% in 9M22. Primary reason for softer business margin this year is due to lower commodity prices which is reflected by lower average selling price of CPO and PK within the period, by 12% and 41% YoY respectively.

On the flip side, the rising trend in quarterly performance continues favourably into the third quarter 2023 (“3Q23”) as well. Revenue, net profit, and EBITDA in 3Q23 have climbed 10%, 15%, and 18% respectively, versus second quarter 2023 (“2Q23”), driven by rising output and productivity while cost pressure from fertilizer dissipates. FFB production from internal sources reached 1.07 million tons in 3Q23, or 9% higher than 2Q23. Among the three regions under management, Riau estates climbed the most, with 33% QoQ growth, while West Kalimantan ranked second, with 16% QoQ growth.

Performance in 3Q23 also marks the first period of YoY positive in 2023, versus last year. In YoY terms, revenue, net profit, and EBITDA climbed 20%, 33%, and 29% respectively, versus third quarter 2022 (“3Q22”). As a result, profitability metrics improves, such as EBITDA margin amounting to 38% in 3Q23, or considerably higher than the 30% average in the past forty quarters. The positive YoY growth in 3Q23 also meant that the year-to-date performance gap versus last year’s record-high performance is narrowing.

Last September, Bumitama had the honour to be voted as the best in four different categories at the 2023 Asiamoney Asia’s Outstanding Companies Poll: Overall Most Outstanding Company in Singapore, Best for ESG in Singapore, Most Outstanding Company in Singapore – Small/Mid-Caps and Consumer Staples Sector. It was said a total of 1,225 participants consisting of fund managers, analysts, bankers, and rating agencies participated in the poll.

Then in November, the Group had also received another prestigious award from The Edge Singapore – the Best Growth in Profit After Tax over a three-year period in the F&B sector – under the Centurion Club Awards program purposed to recognize best performing companies with market capitalization below SGD1 billion.

These recognitions serve as Bumitama’s source of motivation that we are on track in delivering optimal performance and striving towards becoming the most efficient producer as we forge our path forward and amplify the value we bring to all stakeholders.

** Net profit stated above is attributable to Owners of the Company. QoQ refers to comparison between 3Q23 and 2Q23 and YoY refers to comparison between 2023 and 2022*



INVESTOR CIRCULAR

The Numbers

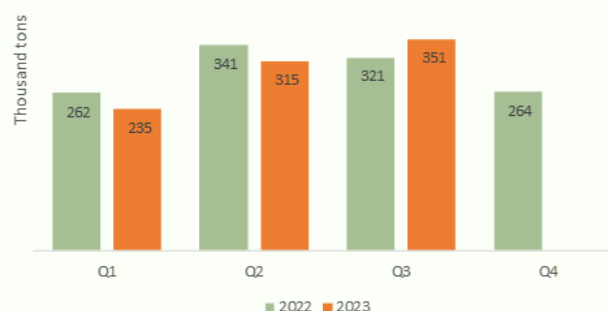
Production Highlight

	Unit	3Q23	3Q22	YoY	9M23	9M22	YoY
FFB Nucleus	ton	743,539	721,962	3.0%	1,941,133	2,087,590	-7.0%
FFB Plasma	ton	323,688	326,734	-0.9%	846,959	922,152	-8.2%
FFB Yield	ton/ha	6.0	5.8	↑	15.4	16.6	↓
FFB External	ton	460,308	385,745	19.3%	1,200,119	1,128,794	6.3%
CPO Production	ton	351,585	320,520	9.7%	901,228	923,554	-2.4%
OER	%	23.0%	22.3%	↑	22.6%	22.3%	↑
PK Production	ton	73,254	66,375	10.4%	184,817	194,330	-4.9%

FFB - Internal Production



CPO Production

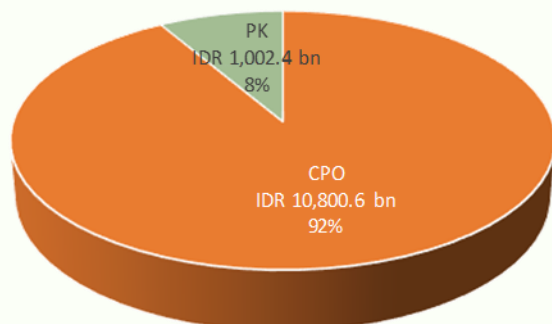


Financial Highlight

	Unit	3Q23	3Q22	YoY	9M23	9M22	YoY
Revenue	IDR million	4,307,050	3,590,629	20.0%	11,802,975	12,558,976	-6.0%
Gross profit	IDR million	1,617,539	1,279,388	26.4%	3,771,206	5,051,629	-25.3%
Gross margin	%	37.6%	35.6%	↑	32.0%	40.2%	↓
Net profit*	IDR million	873,565	654,949	33.4%	2,062,450	2,833,688	-27.2%
Net margin	%	20.3%	18.2%	↑	17.5%	22.6%	↓
EBITDA	IDR million	1,620,392	1,259,741	28.6%	3,677,051	5,032,609	-26.9%
EBITDA margin	%	37.6%	35.1%	↑	31.2%	40.1%	↓

*Net profit attributable to Owners of the Company

Revenue



Sales Volume

