

The Story Behind the Numbers

RESILIENCE AMID VOLATILITY

Singapore, 14 November 2022 – 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 released its financial performance results for the nine months ending in September 2022 (“9M22”).

The production recovery that had started strongly in the previous quarter, continued into the third quarter. Total FFB harvest from nucleus estates in third quarter 2022 (“3Q22”) spiked 25% versus the same period in 2021 (“3Q21”). The strongest year-on-year (“YoY”) recovery in production has been attributable to our West Kalimantan region, with a 40% YoY increase. Combined with plasma and third-party production, cumulative CPO output in 9M22 reached 923,554 tons, further widening the YoY lead versus same period in 2021 (“9M21”) to 13%, from 7% lead in the previous reporting period.

Revenue recorded by the Group reached IDR12.56 trillion in 9M22, or 48% higher than 9M21. The rise in revenue was mainly attributable to higher selling price of CPO, which accounted 86% of total sales within the period, with IDR10.86 trillion in revenue contribution, climbing 48% versus 9M21 figure. Average selling price climbed 47% YoY in 9M22 to reach IDR12,889 per kg. It is the third year of successive rise in selling price for Bumitama in the last three years, in line with the trajectory of palm oil price in the global markets. Supply deficit has been cited as the reason by industry analysts.

Higher selling price of the mainstay product during 2022 had pushed Bumitama profitabilities to levels last seen in the last commodity boom period in the previous decade, despite rising cost pressure from fertilizer, a core component in its production cost structure. Both net and EBITDA margins booked three consecutive rises in the last three years, from 9% and 22% respectively in 2019, to 23% and 40% in 9M22.

In September, Bumitama received three awards from AsiaMoney, a reputable financial publication established in 1989, that had also began publishing institutional rankings through their famed Broker’s Poll, now in its 23rd year. This year, in the 2022 poll, a total of 4,620 votes is received from 958 practitioners in the investment community, of which Bumitama is voted to be the best of two sectors: consumer staples and small/mid cap, out of just the seven that are recognized within the Singapore stock exchange community, and to top it off, Bumitama is also voted to be among the twelve most outstanding companies leading their respective markets.

Bumitama management, including more than thirty thousand workers of all levels, would like to thank AsiaMoney and all those who have voted for the Group. The awards served as a great recognition of the robust performance achieved in the past three straight years, amidst various challenges brought forward by the pandemic, rising geopolitical tensions and the economic fluctuations that followed, which were magnified by series of global weather extremes.

Also in September, several national weather services across the globe, including BMKG, confirmed the presence of another La Nina weather condition that is expected to last into early 2023. It is the third one in a row in the past three years, which is also the third triple-dip La Nina in the last century.

**Net profit stated above is attributable to Owners of the Company*



INVESTOR CIRCULAR

The Numbers

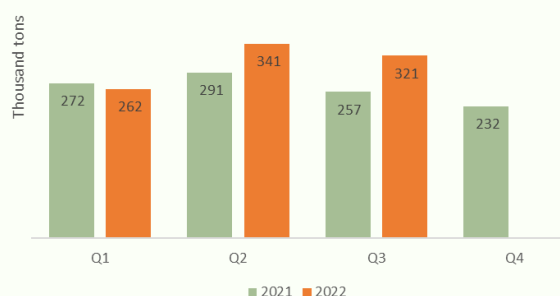
Production Highlight

	Unit	3Q22	3Q21	YoY	9M22	9M21	YoY
FFB Nucleus	ton	721,962	578,554	24.8%	2,087,590	1,834,740	13.8%
FFB Plasma	ton	326,734	255,880	27.7%	922,152	819,108	12.6%
FFB Yield	ton/ha	5.8	4.6	↑	16.6	14.6	↑
FFB External	ton	385,745	304,111	26.8%	1,128,794	970,812	16.3%
CPO Production	ton	320,520	256,614	24.9%	923,554	820,206	12.6%
OER	%	22.3%	22.6%	↓	22.3%	22.7%	↓
PK Production	ton	66,375	55,111	20.4%	194,330	171,689	13.2%

FFB - Internal Production



CPO Production

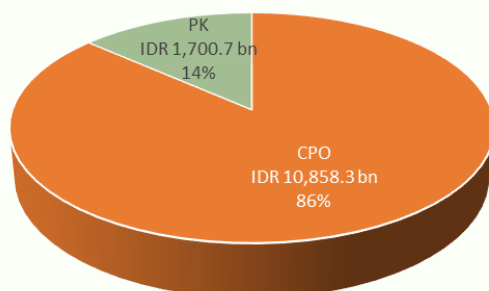


Financial Highlight

	Unit	3Q22	3Q21	YoY	9M22	9M21	YoY
Revenue	IDR million	3,590,629	3,058,570	17.4%	12,558,976	8,496,765	47.8%
Gross profit	IDR million	1,279,388	1,004,254	27.4%	5,051,629	2,169,088	132.9%
Gross margin	%	35.6%	32.8%	↑	40.2%	25.5%	↑
Net profit*	IDR million	654,949	588,735	11.2%	2,833,688	1,072,765	164.1%
Net margin	%	18.2%	19.2%	↓	22.6%	12.6%	↑
EBITDA	IDR million	1,259,741	1,028,671	22.5%	5,032,609	2,219,537	126.7%
EBITDA margin	%	35.1%	33.6%	↑	40.1%	26.1%	↑

*Net profit attributable to Owners of the Company

Revenue



Sales Volume

