



**Bumitama Agri Ltd.**  
*Excellence Through Discipline*

# **First Quarter 2019 Presentation**

**14 May 2019**



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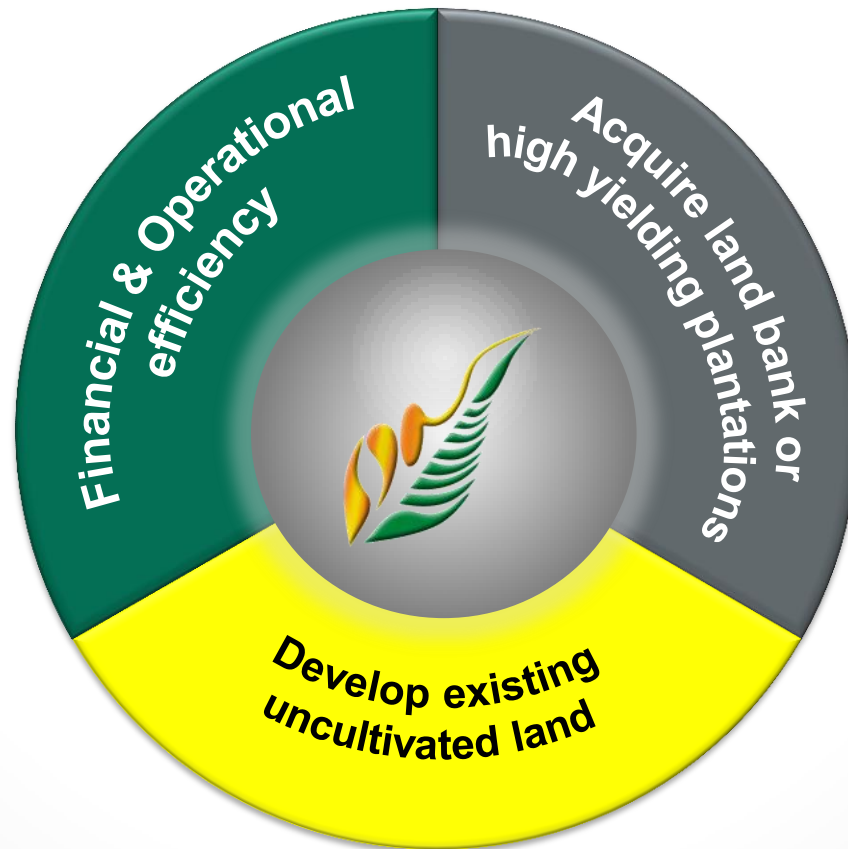
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# The 1, 2, 3 Growth Strategies





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# Executive Summary – 1Q2019

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## ● **Production**

- FFB volumes increased 3.4% YoY to 706,507 mt.
- FFB yield stayed the same at 4.2 mt/ha YoY.
- OER at 22.4%.
- Total planted area of 185,194 ha.

## ● **Financial Performance**

- Revenue decreased by 12.1% YoY to IDR 1,677 billion.
- Gross Profit decreased by 43.6% YoY to IDR 292 billion.
- EBITDA decreased by 51.2% YoY to IDR 254 billion.

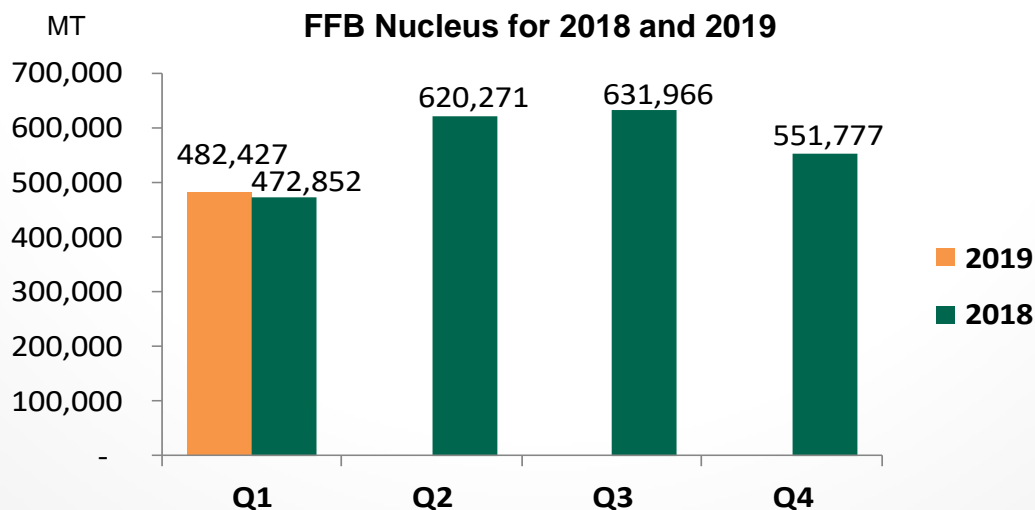


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# Operational Highlight

		1Q2019	%	1Q2018	%	Change	YoY
<b>Production</b>							
<b>FFB Total</b>	(MT)	<b>1,006,225</b>	<b>100.0</b>	<b>967,061</b>	<b>100.0</b>	<b>4.0%</b>	<b>↑</b>
FFB Internal		706,507	70.2	683,508	70.7	3.4%	↑
FFB Nucleus		482,427	47.9	472,852	48.9	2.0%	↑
FFB Plasma		224,080	22.3	210,656	21.8	6.4%	↑
FFB External		299,718	29.8	283,553	29.3	5.7%	↑



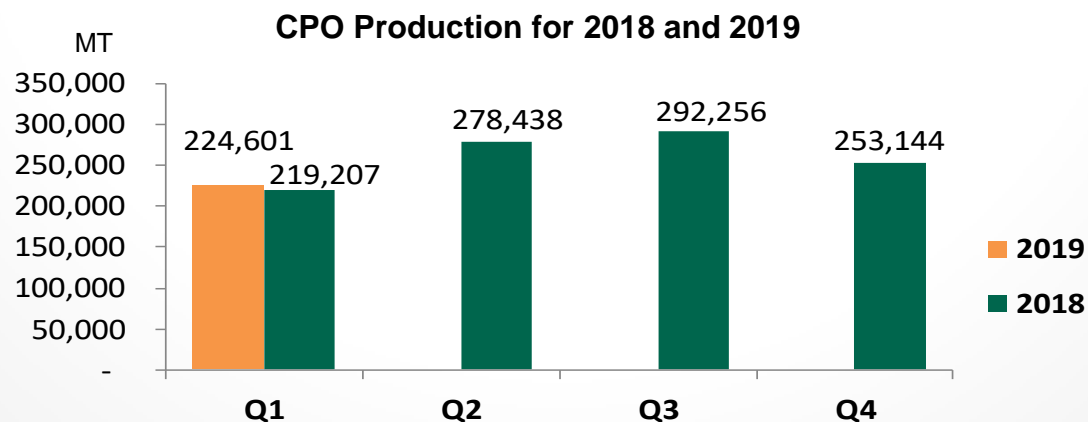


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# Operational Highlight (*Cont'*)

		1Q2019	1Q2018	Change	YoY
CPO	(MT)	224,601	219,207	2.5%	↑
PK	(MT)	44,921	44,852	0.2%	↑
<b>Yield and Extraction Rate</b>					
FFB Yield	(MT/ha)	4.2	4.2	0.0%	=
CPO Yield	(MT/ha)	0.9	1.0	-10.0%	↓
CPO Extraction Rate	(%)	22.4%	22.8%	-1.8%	↓
PK Extraction Rate	(%)	4.5%	4.7%	-4.3%	↓





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# Planted Area

	As at 31 March 2019		As at 31 December 2018		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
<b>Planted Nucleus</b>	<b>130,270</b>	<b>70.3</b>	<b>132,431</b>	<b>71.5</b>	<b>-2,161</b>	<b>↓</b>
- Old & Mature	117,590	63.5	113,238	61.1	4,352	↑
- Immature	12,680	6.8	19,193	10.4	-6,513	↓

- As at 31 March 2019 the planted Plasma is 54,924 ha.

**Weighted average age of 9.8 years as at 1 January 2019**





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# Sales Revenue and Volume

	1Q2019	1Q2018	Change YoY
<b>Sales Revenue (IDR million)</b>			
- Crude Palm Oil	1,471,973	1,611,958	-8.7%
- Palm Kernel	205,083	295,822	-30.7%
<b>Sales Volume (MT)</b>			
- Crude Palm Oil	224,547	205,859	9.1%
- Palm Kernel	50,234	44,687	12.4%
<b>Average Sales Price (IDR/KG)</b>			
- Crude Palm Oil	6,555	7,830	-16.3%
- Palm Kernel	4,083	6,620	-38.3%



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# Income Statement Highlight

IDR million	1Q2019	1Q2018	Change	YoY
Revenue	1,677,056	1,907,780	-12.1%	↓
Gross profit	291,925	517,829	-43.6%	↓
Net profit	135,602	273,628	-50.4%	↓
Net profit attributable to owners of the company	110,607	231,770	-52.3%	↓
EBITDA	253,568	519,614	-51.2%	↓
Gross margin (%)	17.4%	27.1%	-35.8%	↓
Net profit margin (%)	8.1%	14.3%	-43.4%	↓
EBITDA margin (%)	15.1%	27.2%	-44.5%	↓

# Appendix to the Announcement 1Q2019: Translation of Unaudited Financial Statements to USD

**Income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year**

	Group		
	1Q2019 USD thousand	1Q2018 USD thousand	Change %
<b>Revenue</b>	118,612	140,561	-15.6%
Cost of sales	(97,965)	(102,408)	-4.3%
<b>Gross profit</b>	<b>20,647</b>	<b>38,153</b>	<b>-45.9%</b>
Interest income	2,950	2,727	8.2%
Selling expense	(6,408)	(3,622)	76.9%
General and administrative expense	(6,866)	(6,442)	6.6%
Finance cost	(3,993)	(3,390)	17.8%
Foreign exchange gain/(loss)	5,954	(1,175)	n.m.
Other expenses	(43)	-	-100.0%
Other income	166	65	155.4%
<b>Profit before income tax</b>	<b>12,407</b>	<b>26,316</b>	<b>-52.9%</b>
Income tax expense	(2,817)	(6,156)	-54.2%
<b>Profit for the period</b>	<b>9,590</b>	<b>20,160</b>	<b>-52.4%</b>
<b>Attributable to:</b>			
Owners of the Company	7,822	17,076	-54.2%
Non-controlling interests	1,768	3,084	-42.7%
	<b>9,590</b>	<b>20,160</b>	<b>-52.4%</b>
<b>EBITDA</b>	<b>17,934</b>	<b>38,284</b>	<b>-53.2%</b>

*n.m. – not meaningful*

*Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The income and expense for each unaudited income statement presented are translated at average exchange rates at each respective period (Source: Bank Indonesia middle rate).*

# Appendix to the Announcement 1Q2019: Translation of Unaudited Financial Statements to USD

**Statement of Financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.**

	Group		Company	
	31-Mar-2019	31-Dec-2018	31-Mar-2019	31-Dec-2018
	USD thousand	USD thousand	USD thousand	USD thousand
<b>ASSETS</b>				
<b>Non-current assets</b>				
Plasma receivables	151,934	118,519	-	-
Property, plant and equipment	243,247	238,850	270	239
Bearer plants	516,767	518,164	-	-
Land use rights	67,094	66,213	-	-
Investment in subsidiaries	-	-	147,166	147,166
Investment in associate companies	-	-	10,639	10,639
Intangible assets	12,400	12,252	-	-
Deferred tax assets	16,762	15,967	-	-
Due from subsidiaries	-	-	499,908	495,480
Loan to an associate company	5,803	5,710	5,803	5,710
<b>Total Non-current assets</b>	<b>1,014,007</b>	<b>975,675</b>	<b>663,786</b>	<b>659,234</b>
<b>Current assets</b>				
Biological assets	20,091	17,154	-	-
Inventories	40,735	40,909	-	-
Deferred charges	583	590	-	4
Trade and other receivables	16,445	33,136	14	13
Due from related companies	4	3	-	-
Plasma receivables	9,350	15,164	-	-
Prepayments and advances	1,784	1,289	9	74
Prepaid taxes	45,853	37,531	14	6
Cash and short-term deposits	20,057	20,651	2,343	2,806
<b>Total Current assets</b>	<b>154,902</b>	<b>166,427</b>	<b>2,380</b>	<b>2,903</b>
<b>Total Assets</b>	<b>1,168,909</b>	<b>1,142,102</b>	<b>666,166</b>	<b>662,137</b>

*Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The assets and liabilities for each unaudited statement of financial position presented are translated at closing exchange rates at each respective period (Source: Bank Indonesia middle rate).*

# Appendix to the Announcement 1Q2019: Translation of Unaudited Financial Statements to USD

	Group		Company	
	31-Mar-2019	31-Dec-2018	31-Mar-2019	31-Dec-2018
	USD thousand	USD thousand	USD thousand	USD thousand
<b>LIABILITIES AND EQUITY</b>				
<b>Current liabilities</b>				
Loans and borrowings	65,000	55,000	65,000	55,000
Islamic medium term notes	122,512	241,185	122,512	241,185
Trade and other payables	55,248	53,509	71	154
Accrued operating expenses	12,375	14,490	1,958	4,460
Sales advances	2,778	893	-	-
Income taxes payable	8,214	7,735	-	-
Derivative financial liabilities	36,630	71,025	36,630	71,025
<b>Total Current liabilities</b>	<b>302,757</b>	<b>443,837</b>	<b>226,171</b>	<b>371,824</b>
<b>Non-current liabilities</b>				
Deferred tax liabilities	8,427	8,858	-	-
Loans and borrowings	214,283	64,560	214,283	64,560
Post employment benefits	3,419	3,363	-	-
<b>Total Non-current liabilities</b>	<b>226,129</b>	<b>76,781</b>	<b>214,283</b>	<b>64,560</b>
<b>Total Liabilities</b>	<b>528,886</b>	<b>520,618</b>	<b>440,454</b>	<b>436,384</b>
<b>Net Assets</b>	<b>640,023</b>	<b>621,484</b>	<b>225,712</b>	<b>225,753</b>
<b>Equity attributable to owners of the Company</b>				
Share capital	130,993	130,993	130,993	130,993
Treasury shares	(10,909)	(9,938)	(10,909)	(9,938)
Other reserves	(16,015)	(15,602)	(743)	(330)
Retained earnings	494,830	487,008	38,271	36,935
Foreign currency translation reserve	(59,642)	(69,975)	68,100	68,093
	<b>539,257</b>	<b>522,486</b>	<b>225,712</b>	<b>225,753</b>
<b>Non-controlling interests</b>	100,766	98,998	-	-
<b>Total Equity</b>	<b>640,023</b>	<b>621,484</b>	<b>225,712</b>	<b>225,753</b>

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# Appendix to the Announcement 1Q2019: Translation of Unaudited Financial Statements to USD

**A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.**

CASH FLOW	Group	
	1Q2019	1Q2018
	USD thousand	USD thousand
<b>Cash flows from operating activities</b>		
Cash receipts from customers	138,220	148,749
Cash payments to suppliers, employees and for other operating expenses	(106,974)	(107,842)
Income tax paid	(7,450)	(9,407)
<b>Net cash flows generated from operating activities</b>	<b>23,796</b>	<b>31,500</b>
<b>Cash flows from investing activities</b>		
Increase in plasma receivables	(14,017)	(13,092)
Investment in bearer plants	(6,059)	(7,302)
Investment in property, plant and equipment	(5,332)	(2,699)
Investment in land use rights	(361)	(2,520)
Interest received	2,847	2,636
<b>Net cash flows used in investing activities</b>	<b>(22,922)</b>	<b>(22,977)</b>
<b>Cash flows from financing activities</b>		
Proceeds from loans and borrowings	186,676	-
Repayment of loan and borrowings	(25,205)	-
Repayment of islamic medium term notes	(155,118)	-
Buy-back of ordinary shares	(971)	-
Interest paid	(7,176)	(6,307)
<b>Net cash flows used in from financing activities</b>	<b>(1,794)</b>	<b>(6,307)</b>
<b>Net (decrease)/increase in cash and cash equivalents</b>	<b>(920)</b>	<b>2,216</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>326</b>	<b>(266)</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>20,651</b>	<b>15,996</b>
<b>Cash and cash equivalents at end of period</b>	<b>20,057</b>	<b>17,946</b>

*Notes: The reporting currency for Bumitama is in IDR but for illustrative purpose USD is used here. The unaudited cash flow statement presented is translated at average exchange rates at each respective period (Source: Bank Indonesia middle rate).*

# Appendix to the Announcement 1Q2019: Translation of Unaudited Financial Statements to USD

Cash Flows from Operating Activities:	Group	
	1Q2019	1Q2018
	USD thousand	USD thousand
Profit before income tax	12,407	26,316
Depreciation and amortisation	10,438	10,130
Finance cost	3,993	3,390
Interest income	(2,950)	(2,727)
Unrealized foreign exchange (gain)/loss	(7,551)	437
Operating cash flows before working capital changes	<b>16,337</b>	<b>37,546</b>
Decrease/(increase) in:		
- Trade and other receivables	17,332	8,176
- Inventories	861	(4,395)
- Prepaid taxes	(7,755)	(8,399)
- Prepayments and advances	(479)	(775)
- Deferred charges	17	(16)
(Decrease)/increase in:		
- Trade and other payables	932	7,009
- Accrued operating expenses	(1,754)	(458)
- Other taxes payable	3,870	1,866
- Sales advances	1,885	353
Cash flows generated from operations	<b>31,246</b>	<b>40,907</b>
Income tax paid	(7,450)	(9,407)
<b>Net cash flows generated from operating activities</b>	<b>23,796</b>	<b>31,500</b>

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Thank You

