

Global Palm Resources Holdings Limited

3Q2018 Results

November 2018



Growing Value
Driving Sustainability

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A palm oil producer in Indonesia



Plantation (Cultivation)

In West Kalimantan, Indonesia

As at 30 September 2018:

Total land bank: 16,079 ha
Cultivated land: 13,311 ha
Mature⁽¹⁾ area: 11,412 ha
Avg FFB yield: 12.0 tons/ha

⁽¹⁾ Mature: Oil palms > 3 years old

Mill (FFB Processing)

Process Fresh Fruit Bunches (FFB) harvested from Nucleus; purchased from Plasma farmers and from other nearby plantations

FFB processing capability:

-60 tons/hr
-360,000 tons/yr
-9M2018: 169,596 tons processed

Products

Crude Palm Oil (CPO)

Customers: Indonesian palm oil refineries and palm oil bulking facilities; commodity traders
9M2018: 36,549 tons

Palm Kernel (PK)

Customers: Indonesian palm kernel processing plants
9M2018: 6,459 tons

Executive Summary – 3Q2018



Financial performance

- Revenue decreased 39% to Rp64.8 billion.
- Gross profit decreased 74% to Rp7.1 billion.
- Gross profit margin decreased by 15.0% point to 10.9%.
- EBITDA decreased 96% to Rp0.7 billion.

Production statistics

- FFB processed increased 2% to 60,859 tons.
- FFB yield decreased 9% to 4.1 tons/ha.
- CPO production increased 2% to 13,135 tons.
- PK production increased 17% to 2,410 tons.
- CPO extraction rate remained stable at 21.58%.
- PK extraction rate improved 0.50% point to 3.96%.

Plantation

- 85.7% of our palm in mature production stage.
- 2,768 ha available for future cultivation.

To expand our operations via organic growth and acquisitions

Income Statement Highlights



Indonesian Rupiah (Billions)	3Q2018	3Q2017 (Restated)	Var %	9M2018	9M2017 (Restated)	Var %
Revenue	64.8	105.7	(39)	245.3	354.5	(31)
Gross profit (GP)	7.1	27.3	(74)	35.8	88.6	(60)
(Loss)/profit before tax	(2.3)	16.5	n.m.	3.7	68.0	(95)
Net (loss)/profit for the period	(2.9)	11.7	n.m.	0.7	49.3	(99)
(Loss)/profit attributable to shareholders	(2.9)	10.8	n.m.	0.3	46.6	(99)
EBITDA	0.7	18.7	(96)	11.7	73.7	(84)
GP margin (%)	10.9	25.9	(15.0 % pts)	14.6	25.0	(10.4 % pts)
NP margin (%)	(4.5)	11.1	(15.6 % pts)	0.3	13.9	(13.6 % pts)
EBITDA margin (%)	1.1	17.7	(16.6 % pts)	4.8	20.8	(16.0 % pts)

Segment Review



	3Q2018	3Q2017	Var %	9M2018	9M2017	Var %
Sales volume (tons)						
CPO	9,006	13,006	(31)	30,018	40,318	(26)
Palm kernels	1,000	1,000	-	5,001	6,003	(17)
Ave. Selling Price (Rp/kg)						
CPO	6,724	7,635	(12)	7,283	8,019	(9)
Palm kernels	4,225	6,359	(34)	5,343	5,202	+3
Revenue (Rp' billion)						
CPO	60.6	99.3	(39)	218.6	323.3	(32)
Palm kernels	4.2	6.4	(34)	26.7	31.2	(14)

Financial Position Highlights



Indonesian Rupiah (Billions)	30 Sept 18	31 Dec 17	Var (%)
Total assets	756.3	756.5	n.m.
Total liabilities	(91.4)	(98.6)	(7)
Current ratio (times)	8.4	8.9	(5)
Net Gearing (%)	n.m.	n.m.	n.m.

Cash Flow Statement Highlights



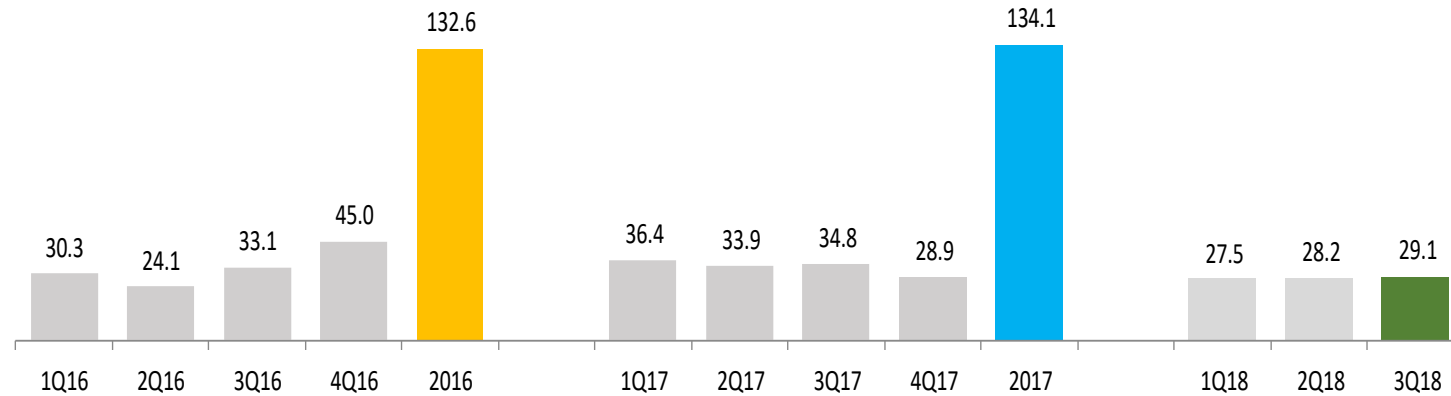
Indonesian Rupiah (Billions)	3Q2018	3Q2017	9M2018	9M2017
Net cash (used in)/from operating activities	(21.1)	26.8	(50.3)	87.0
Net cash used in investing activities	(7.8)	(9.7)	(21.8)	(9.9)
Net cash used in financing activities	(0.7)	(4.0)	(23.0)	(67.5)
Cash on hand and in banks at the beginning of the period	330.4	374.9	382.8	372.9
Effects of currency translation on cash and cash equivalents	8.0	9.0	21.0	14.5
Cash on hand and in banks at the end of the period	308.7	397.0	308.7	397.0
Net change in cash on hand and in banks	(29.6)	13.1	(95.1)	9.5

Production Highlights

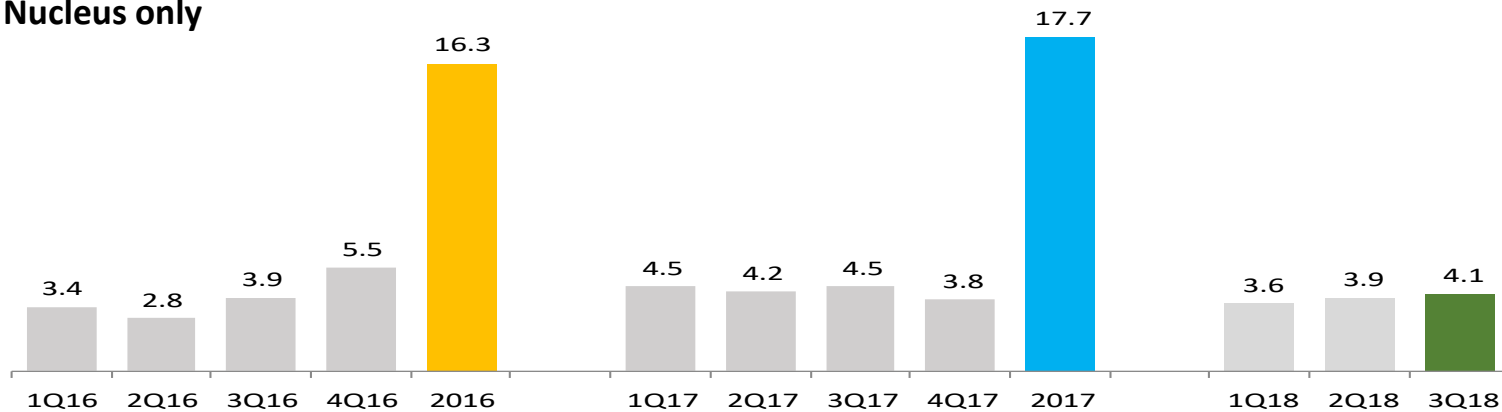


Production Output

FFB produced ('000 tons)
– Nucleus only



FFB yield (tons/ha)
– Nucleus only

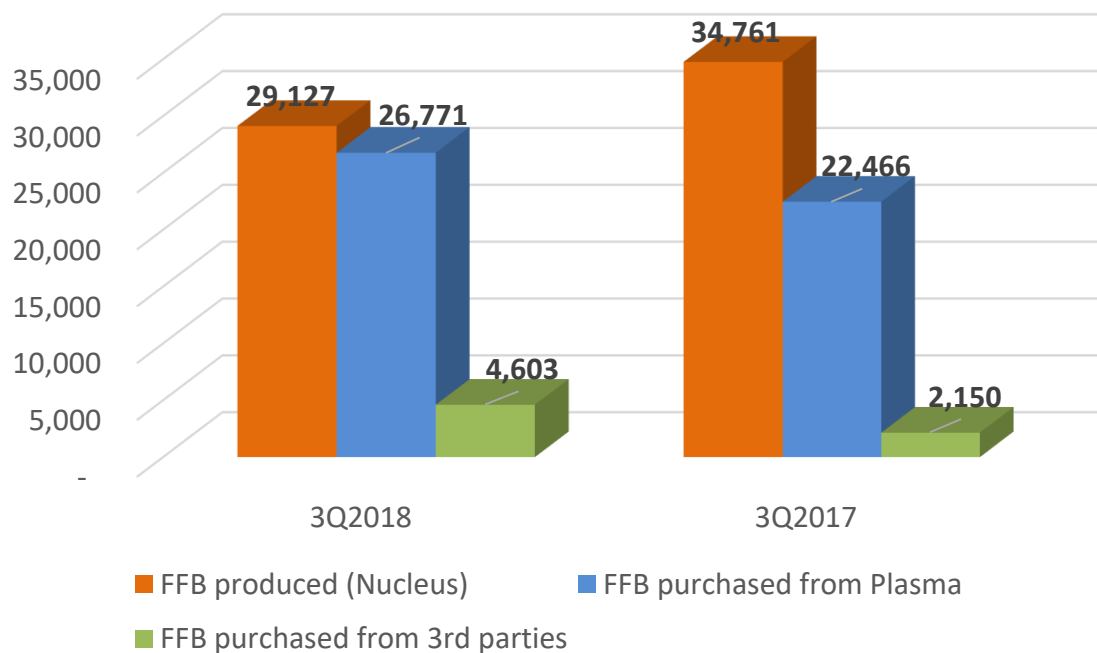


Production Statistics



Production Output (Tons)	3Q2018	3Q2017	Var %	9M2018	9M2017	Var %
CPO	13,135	12,903	+2	36,549	38,297	(5)
Palm kernels	2,410	2,055	+17	6,459	6,010	+7

FFB Output (Tons)



Plantation Statistics



Plantation statistics

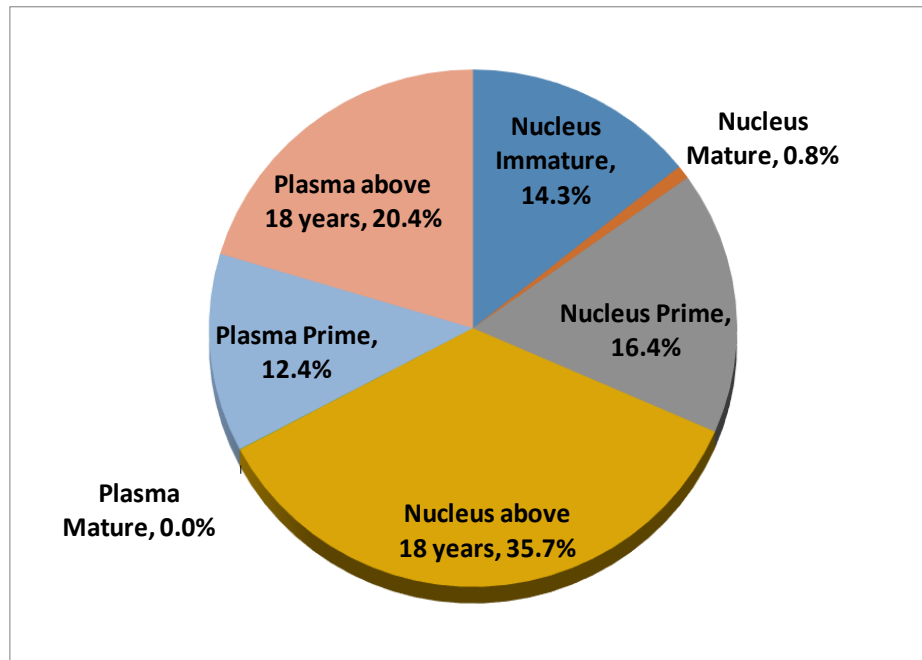


	9M2018	% of total	9M2017	% of total
Total Planted Area (ha)	13,311	100%	13,252	100%
Mature	11,412	85.7%	12,069	91.1 %
Immature	1,899	14.3%	1,183	8.9%

- Total land bank 16,079 ha
- 2,768 ha available for future cultivation

Age Profile @ 30 September 2018

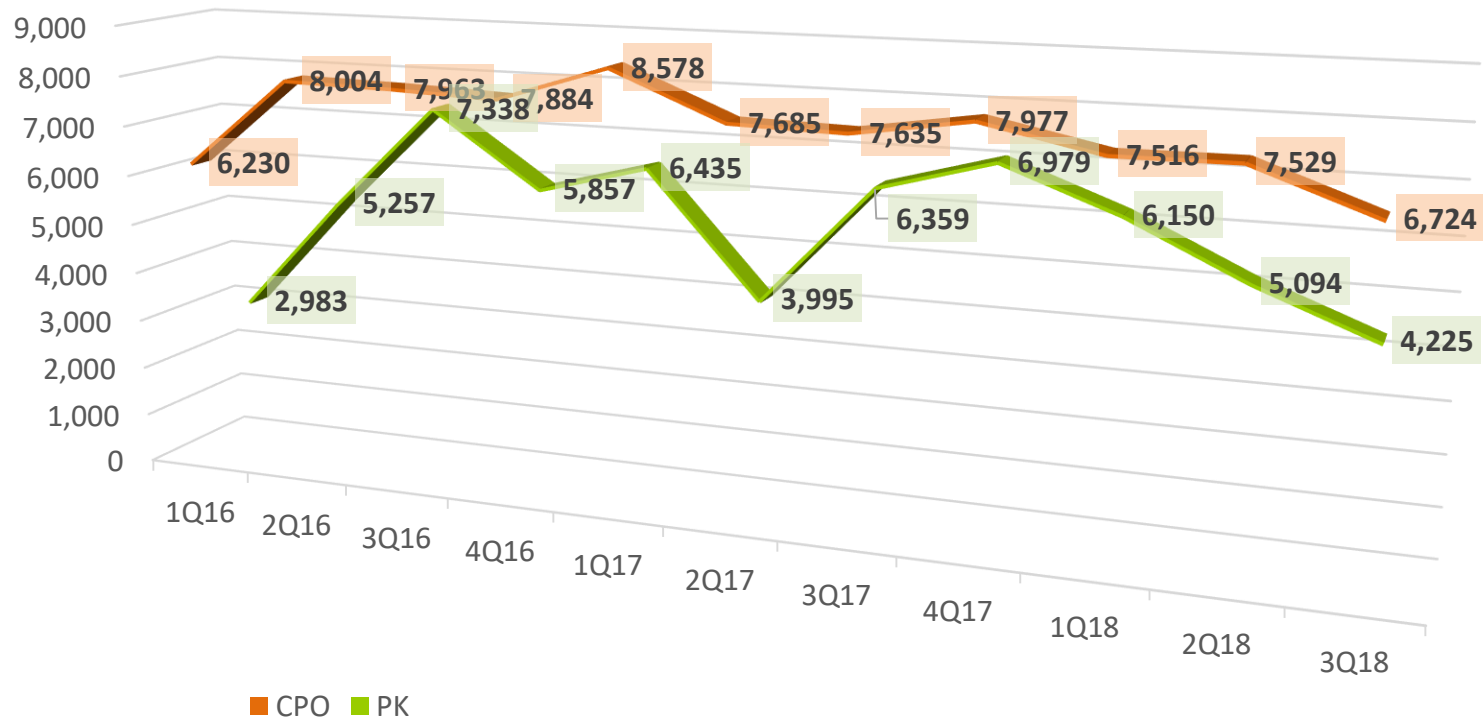
Area cultivated	First 3 years (Immature)	4 - 6 years (Mature)	7 - 18 years (Prime)	Above 18 years	Total
Nucleus (ha)	1,899	112	2,189	4,747	8,947
Plasma (ha)	0	4	1,650	2,710	4,364
Total (ha)	1,899	116	3,839	7,457	13,311
% of cultivated area	14.3%	0.9%	28.8%	56.0%	100.0%



Industry Outlook and Business Strategies



Average Selling Prices (Rp/Kg)



- We expect CPO prices to be volatile given the uncertainty of the global economy and abnormal weather's impact on market dynamics

Strategies And Future Plans

Expansion

Develop uncultivated land bank

- Land location permit obtained for 3,460 ha of land in sub-districts of Ngabang and Jelimpo, both located in Landak Regency, West Kalimantan.

Actively pursue potential acquisitions targets

- The Company has the option to acquire PT Cemar, an Indonesian-incorporated company which holds Hak Guna Usaha to approximately 6,429 ha of oil palm plantation land in the Landak Regency in West Kalimantan. The acquisition is subject to the fulfillment of conditions such as the conduct of legal and financial due diligence on PT Cemar as well as approvals required by the Indonesian authorities.

Optimisation

Co-Composting plant

- Yielding cost savings from use of organic compost fertilisers from our plantation's EFB and POME

Increase yield

- From plantation
- From mill

Continue to exercise prudence in expenditures

Thank you
Q&A session