

**Global Palm Resources Holdings Limited**  
**Interim Performance Presentation for Half Year Ended 30 June 2021**

**September 2021**





# Disclaimer

This presentation has been prepared by Global Palm Resources Holdings Limited (“Company”) for informational purposes, and may contain projections and forward-looking statements that reflect the Company’s current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and which may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the Company’s assumptions are correct.

The information is current only as of its date and shall not, under any circumstances, create any implication that the information contained therein is correct as of any time subsequent to the date thereof or that there has been no change in the financial condition or affairs of the Company since such date. Opinions expressed herein reflect the judgement of the Company as of the date of this presentation and may be subject to change. This presentation may be updated from time to time and there is no undertaking by the Company to post any such amendments or supplements on this presentation.

The Company will not be responsible for any consequences resulting from the use of this presentation as well as the reliance upon any opinion or statement contained herein or for any omission.

# Corporate Profile



## Plantation (Cultivation)

In West Kalimantan, East Kalimantan and Central Sulawesi, Indonesia

### Total land bank:

- 38,406 ha (Nucleus)
- 4,943 (Plasma)

### Total cultivated land:

- 10,666 ha (Nucleus)
- 5,331 ha (Plasma)

### Mature and immature area (Nucleus and Plasma)

- 13,976 ha (Mature)<sup>(1)</sup>
- 2,021 ha (Immature)

Avg FFB yield: 7.4 tonnes/ha (Nucleus only)

### Licenses held by Nucleus:

HGU: 17,010 ha

IUP license: 17,936 ha

Location license: 3,460 ha

<sup>(1)</sup> Mature: Oil palms > 3 years old

# Corporate Profile

Mill (FFB Processing)	Products	Expansion
<p>Process Fresh Fruit Bunches (FFB) harvested from Nucleus; purchased from Plasma farmers and from other nearby plantations</p> <p><b>FFB processing capability:</b>                      -60 tonnes/hr                      -360,000 tonnes/yr                      -1H2021: 88,307 tonnes processed</p>	<p><b>Crude Palm Oil (CPO)</b>                      Customers: Indonesian palm oil refineries and palm oil bulking facilities; commodity traders                      1H2021:                      - 19,650 tonnes processed                      - 20,010 tonnes sold</p> <p><b>Palm Kernel (PK)</b>                      Customers: Indonesian palm kernel processing plants                      1H2021:                      - 3,262 tonnes processed                      - 3,013 tonnes sold</p> <p><b>Fresh Fruit Bunches (FFB)</b>                      Customers: Indonesian palm oil mills                      1H2021:                      - 14,389 tonnes sold</p>	<p>The Group has successfully completed the acquisition of PT Bumi Raya Agro in 2019, which holds IUP to approximately 10,221 ha of oil palm plantation. The location is in North Morowali, Central Sulawesi.</p> <p>The Company has also successfully completed the acquisition of PT Cemaruru in 2H2020, an Indonesian-incorporated company which holds Hak Guna Usaha to approximately 5,618 ha of oil palm plantation land in the Landak Regency in West Kalimantan.</p>

# Corporate Milestones

**2010**

Successfully listed on the Main Board of the Singapore Exchange in April; and became a member of the Roundtable of Sustainable Palm Oil in May

**2012**

Obtained a land location permit for 7,170 ha of land in Muara Lesan Village and Lesan Dayak Village, both located in Berau Regency, East Kalimantan, Indonesia

**2013**

Obtained Environmental Impact Assessment (AMBAL) approval for 7,170 ha of land in Muara Lesan Village and Lesan Dayak Village, both located in Berau Regency, East Kalimantan, Indonesia

**2014**

Obtained a land location permit for land in sub-districts of Ngabang and Jelimpo, both located in Landak Regency, West Kalimantan, Indonesia

# Corporate Milestones

## 2016

- Successfully cleared approximately 1,009 ha of our matured plantation of over 24 years for replanting
- Replanted 821 ha

## 2017

- Successfully cleared approximately 619 ha of our matured plantation of over 23 years for replanting
- Replanted 674 ha

## 2018

- Successfully cleared approximately 840 ha of our matured plantation of over 22 years for replanting
- Replanted 751 ha
- Entered into conditional sale and purchase agreements with the shareholders of PT Bumi Raya Agro, to acquire 95% of its issued and paid-up capital. PT Bumi Raya Agro is principally engaged in the business of oil palm plantation and holds a location permit of 10,100 ha of oil palm plantation, located in North Morowali, Central Sulawesi
- Obtained plantation permit ('Ijin Usaha Perkebunan'; IUP) for 7,170 ha of land in Muara Lesan Village and Lesan Dayak Village, both located in Berau Regency, East Kalimantan, Indonesia. The IUP grants the holder the right to establish an oil palm plantation within a defined area

# Corporate Milestones

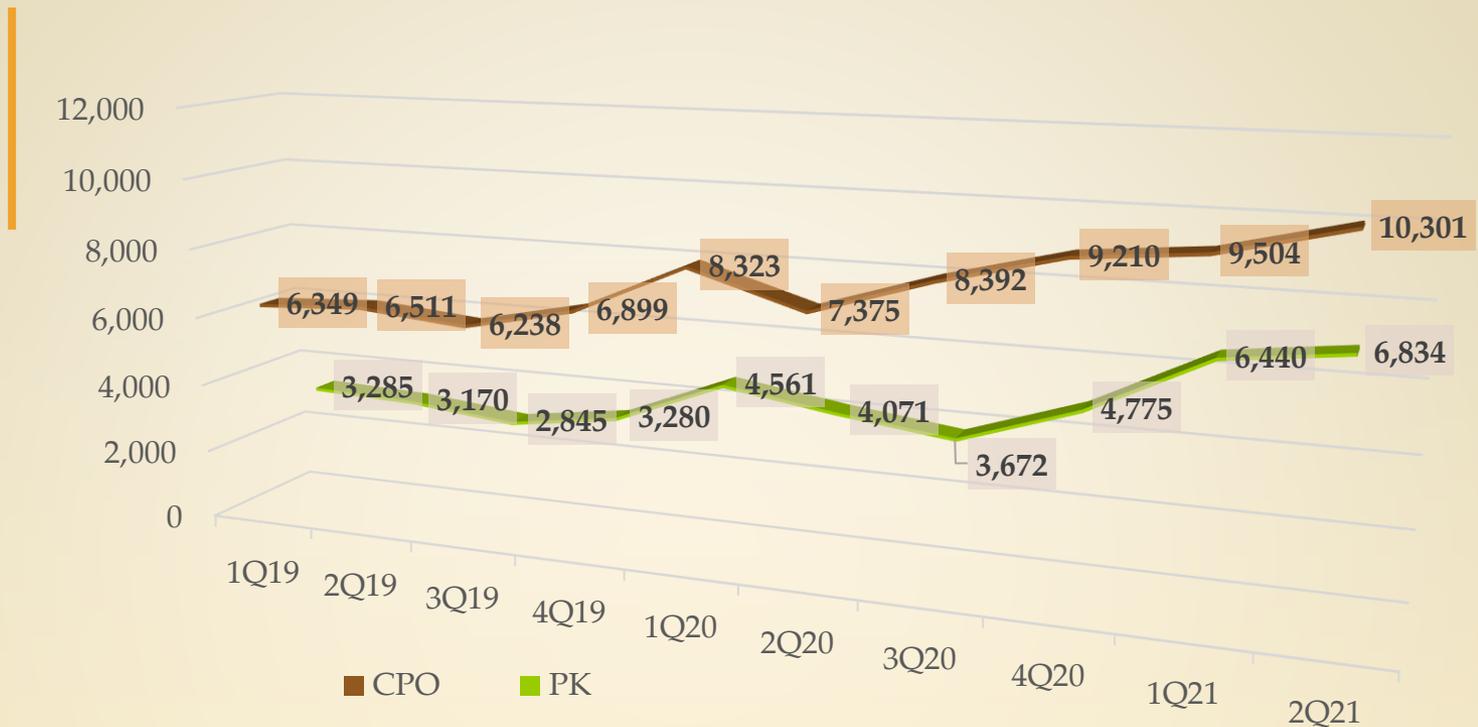
## 2019

- Successfully completed the acquisition of PT Bumi Raya Agro. Total land bank at 35,157 ha as at 31 December 2019

## 2020

- Successfully completed the acquisition of PT Cemarum Lestari. Total land bank at 38,661 ha as at 31 December 2020

# Average Selling Prices (Rp/Kg)



- We expect CPO prices to be volatile given the uncertainty of the global economy due to the COVID-19 virus and abnormal weather's impact on market dynamics

# Executive Summary – 1H2021

## Financial performance

- Revenue increased 79% from Rp138.3 billion in 1H2020 to Rp248.0 billion in 1H2021
- Gross profit increased 349% from Rp16.3 billion in 1H2020 to Rp73.2 billion in 1H2021
- Gross profit margin increased 17.7% point from 11.8% in 1H2020 to 29.5% in 1H2021

## Production statistics

- FFB processed increased 27% from 69,595 tonnes in 1H2020 to 88,307 tonnes in 1H2021
- FFB yield improved from 6.0 tonnes/ha in 1H2020 to 7.4 tonnes/ha in 1H2021
- CPO production increased 27% from 15,488 tonnes in 1H2020 to 19,650 tonnes in 1H2021
- PK production increased 31% from 2,495 tonnes in 1H2020 to 3,262 tonnes in 1H2021
- CPO extraction rate remained stable at 22.25% in both 1H2020 and 1H2021
- PK extraction rate improved 0.1% point from 3.59% in 1H2020 to 3.69% in 1H2021

## Plantation

- 87.4% of our palm (nucleus and plasma) in mature production stage
- 27,352 ha available for future cultivation (nucleus and plasma)

*To expand our operations via organic growth and acquisitions*

# Income Statement Highlights

Indonesian Rupiah (Billions)	1H2021	1H2020	Var %
Revenue	248.0	138.3	+79
Gross profit	73.2	16.3	+349
Profit/(loss) before tax	45.4	(4.6)	n.m.
Net profit/(loss) for the period	44.3	(4.8)	n.m.
Profit/(loss) attributable to shareholders	41.9	(4.5)	n.m.
EBITDA	63.2	2.4	+2559
Gross profit margin (%)	29.5	11.8	+17.7% pts
Net profit/(loss) margin (%)	18.0	(3.4)	n.m.
EBITDA margin (%)	25.5	1.7	+23.8% pts

*n.m.: not meaningful*

# Segment Review

	1H2021	1H2020	Var %
<b>Sales volume (tonnes)</b>			
CPO	20,010	16,006	+25
Palm kernels	3,013	2,894	+4
Fresh fruit bunches	14,389	-	+100
<b>Ave. Selling Price (Rp/kg)</b>			
CPO	9,903	7,849	+26
Palm kernels	6,624	4,391	+51
Fresh fruit bunches	2,079	<i>Not applicable</i>	<i>Not applicable</i>
<b>Revenue (Rp' billion)</b>			
CPO	198.1	125.6	+58
Palm kernels	20.0	12.7	+57
Fresh fruit bunches	29.9	-	+100

# Financial Position Highlights

Indonesian Rupiah (Billions)	30 Jun 21	31 Dec 20	Var (%)
Total assets	925.8	879.8	+5
Total liabilities	(133.7)	(134.5)	(1)
Current ratio (times)	6.2	5.1	+22
Net Gearing (%)	0.00%	0.01%	(0.01% pts)

# Cash Flow Statement Highlights

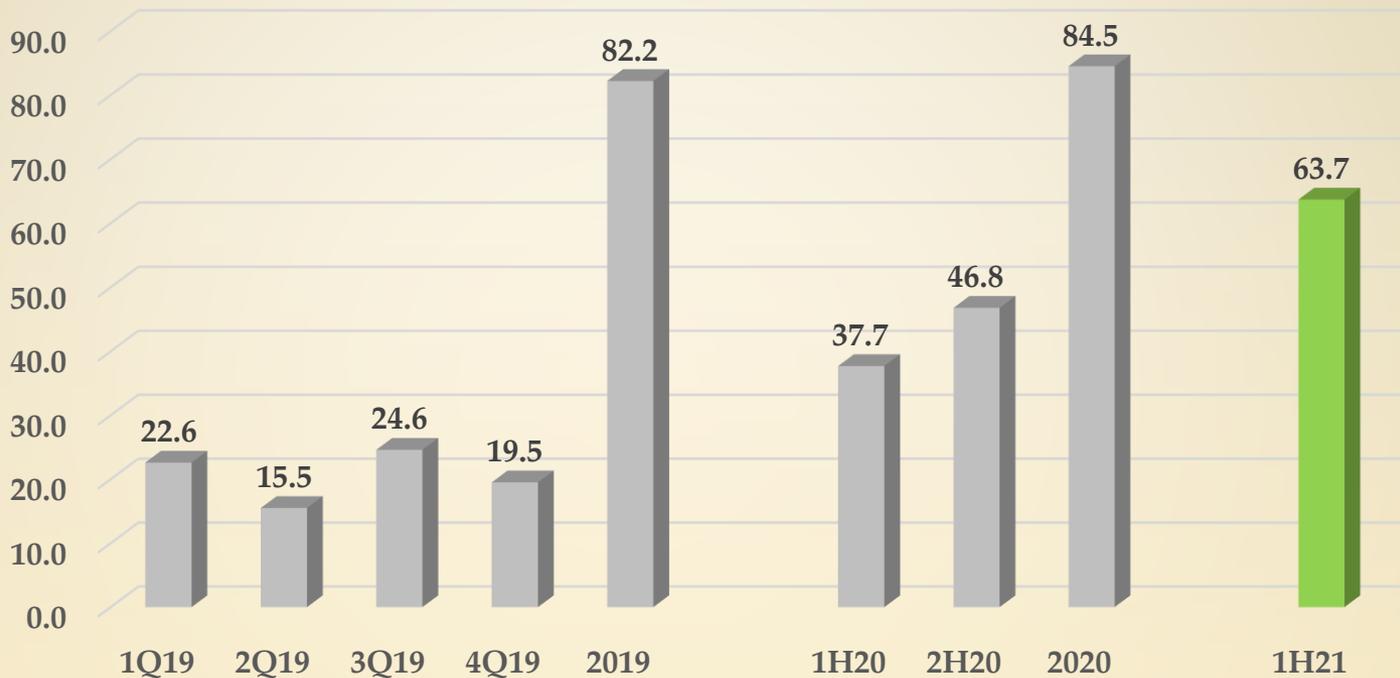
Indonesian Rupiah (Billions)	1H2021	1H2020
Net cash generated from operating activities	49.7	(21.9)
Net cash used in investing activities	(19.2)	(16.8)
Net cash used in financing activities	(2.1)	(0.9)
Cash on hand and in banks at the beginning of the period	173.9	263.1
Effects of currency translation on cash and cash equivalents	2.6	1.5
Cash on hand and in banks at the end of the period	204.8	225.0
Net change in cash on hand and in banks	28.4	(39.6)

# Production Highlights



# Production Output

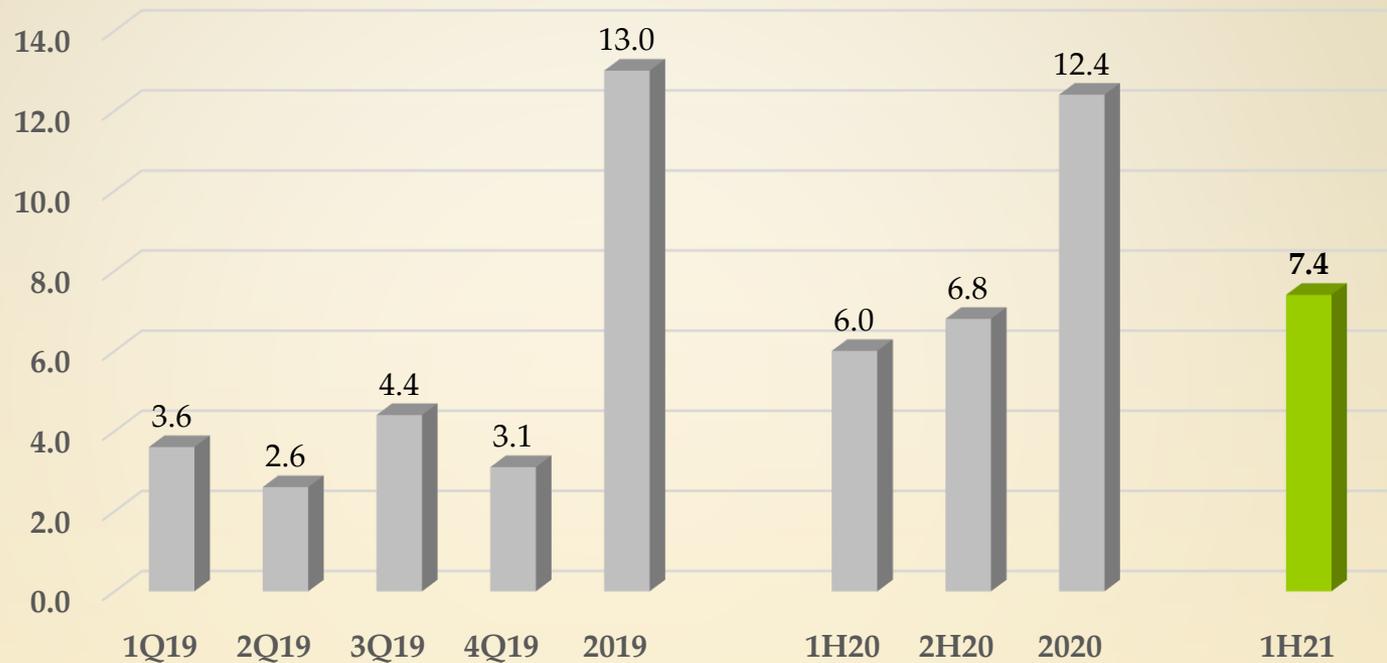
FFB produced ('000 tonnes) – Nucleus only



\*FFB produced from 2019 to 1H2020 exclude production from PT Cemaru, which was only acquired by the Group in 2H2020

# Production Output

FFB yield (tonnes/ha) – Nucleus only

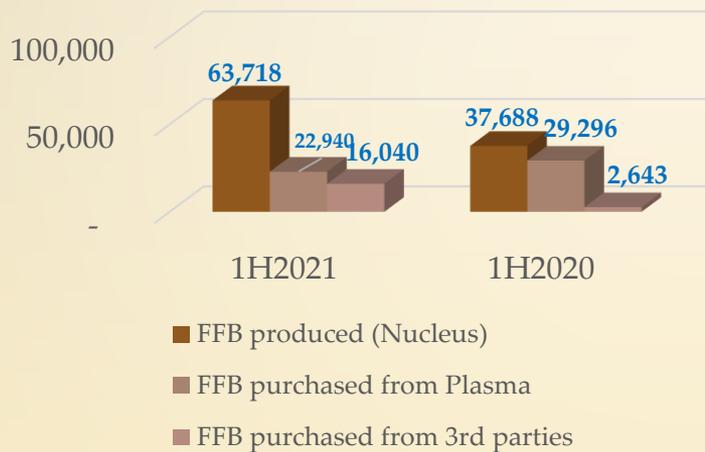


\*FFB yield from 2019 to 1H2020 exclude yield from PT Cemaru, which was only acquired by the Group in 2H2020

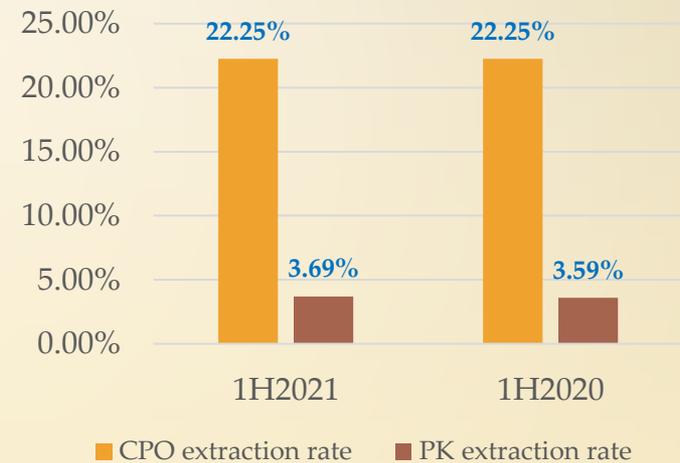
# Production Statistics

Production Output (Tonnes)	1H2021	1H2020	Var %
CPO	19,650	15,488	+27
Palm kernels	3,262	2,495	+31

## FFB Output (Tonnes)



## Extraction rates



\*FFB output in 1H2020 excludes output from PT Cemar, which was only acquired by the Group in 2H2020

# Plantation Statistics



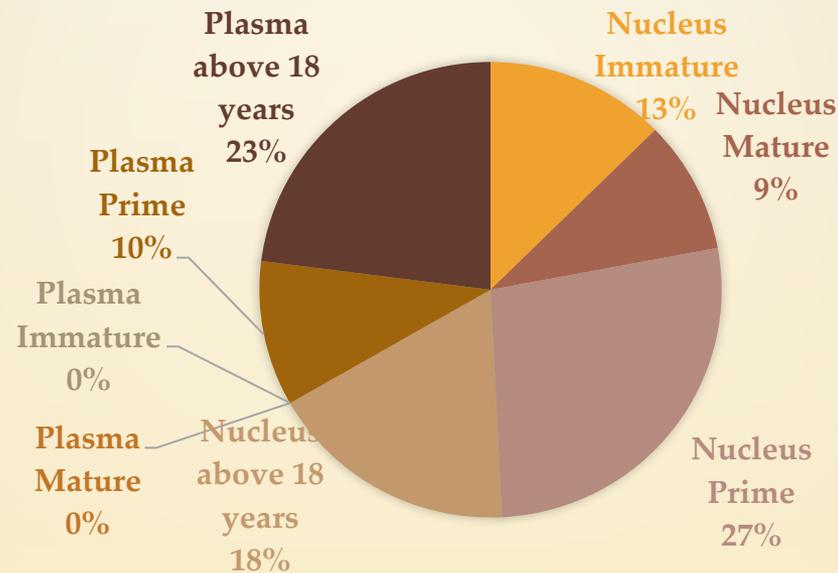
# Plantation Statistics

	1H2021	% of total	1H2020	% of total
<b>Total Planted Area (ha) – <i>Nucleus and Plasma</i></b>	<b>15,997</b>	<b>100%</b>	<b>13,415</b>	<b>100%</b>
Mature	13,976	87.4%	10,759	80.2%
Immature	2,021	12.6%	2,656	19.8%

- **Total land bank 43,349 ha (nucleus and plasma)**
  - HGU: 21,697 ha
  - IUP license: 18,192 ha
  - Location license: 3,460 ha
- **27,352 ha available for future cultivation (nucleus and plasma)**

# Age Profile @ 30 June 2021

Area cultivated	First 3 years (Immature)	4 - 6 years (Mature)	7 - 18 years (Prime)	Above 18 years	Total
Nucleus (ha)	2,021	1,495	4,348	2,802	10,666
Plasma (ha)	0	0	1,651	3,680	5,331
<b>Total (ha)</b>	<b>2,021</b>	<b>1,495</b>	<b>5,999</b>	<b>6,482</b>	<b>15,997</b>
% of cultivated area	12.6%	9.4%	37.5%	40.5%	100.0%



# Industry Outlook and Business Strategies



# 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
- IUP obtained for 10,221 ha of land in North Morowali, Central Sulawesi
- Projected to replant 1,000 ha per year



## 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 clearing of matured oil palm trees which are not optimized in producing fruit and replanting with newer seedlings
- From mill

### **Continue to exercise prudence in expenditures**



Thank you