



Bumitama Agri Ltd.

Excellence Through Discipline

First Half (“6M2015”) Presentation

13 August 2015



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Table of Contents

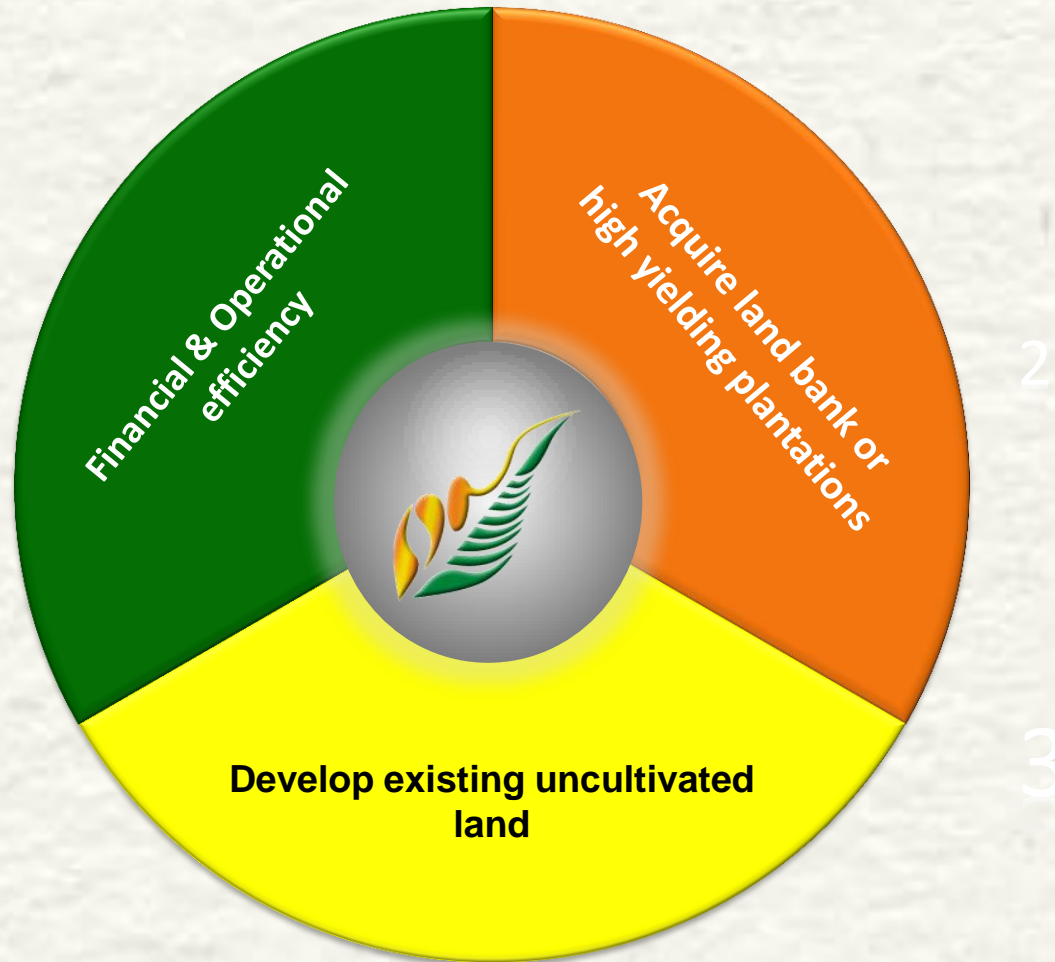
Growth Strategy	4
Executive Summary	5
Operational & Financial Performance	7
Corporate Updates	12



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The 1, 2, 3 Growth Strategies





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Executive Summary



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Executive Summary – 6M2015

● **Production Growth**

- FFB volumes increased 2.6% YoY to 1,012,800 mt.
- FFB yield dropped 8.8% YoY from 9.1 mt/ha to 8.3 mt/ha.
- OER at 23.0%.
- Total planted area of 154,504 ha.

● **Financial Performance Impacted By CPO Price**

- Revenue increased by 3.3% YoY to IDR 2,915 billion.
- Gross Profit dropped by 26.2% YoY to IDR 869 billion.
- EBITDA dropped by 33.7% YoY to IDR 714 billion.



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Operational & Financial Performance



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Operational Highlight

		2Q 2015	%	2Q 2014	%	Change	YoY	6M 2015	%	6M 2014	%	Change	YoY
Production													
FFB Total	(MT)	781,773	100.0	667,516	100.0	17.1%	↑	1,475,274	100.0	1,259,552	100.0	17.1%	↑
FFB Internal		525,034	67.2	530,646	79.5	-1.1%	↓	1,012,800	68.7	987,348	78.4	2.6%	↑
FFB Nucleus		355,395	45.5	372,248	55.8	-4.5%	↓	696,155	47.2	680,070	54.0	2.4%	↑
FFB Plasma		169,639	21.7	158,398	23.7	7.1%	↑	316,645	21.5	307,278	24.4	3.0%	↑
FFB External		256,739	32.8	136,870	20.5	87.6%	↑	462,474	31.3	272,204	21.6	69.9%	↑
CPO	(MT)	178,347		155,354		14.8%	↑	338,738		293,594		15.4%	↑
PK	(MT)	35,956		28,511		26.1%	↑	66,532		54,239		22.7%	↑
Yield and Extraction Rate													
FFB Yield	(MT/ha)	4.2		4.9		-14.3%	↓	8.3		9.1		-8.8%	↓
CPO Yield	(MT/ha)	1.0		1.1		-9.1%	↓	1.9		2.1		-9.5%	↓
CPO Extraction Rate (%)		22.8%		23.3%		-2.1%	↓	23.0%		23.3%		-1.3%	↓
PK Extraction Rate (%)		4.6%		4.3%		7.0%	↑	4.5%		4.3%		4.7%	↑



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Sales Revenue and Volume

	2Q 2015	2Q 2014	Change YoY	6M 2015	6M 2014	Change YoY
Sales Revenue (IDR in Million)						
- Crude Palm Oil	1,414,429	1,308,356	8.1%	2,603,257	2,521,156	3.3%
- Palm Kernel	166,539	155,573	7.0%	311,632	300,097	3.8%
- Glycerin	288	-	N/A	288	-	N/A
Sales Volume (MT)						
- Crude Palm Oil	188,086	150,133	25.3%	341,026	288,165	18.3%
- Palm Kernel	35,372	27,712	27.6%	65,038	53,560	21.4%
- Glycerin	121	-	N/A	121	-	N/A
Average Sales Price (IDR/KG)						
- Crude Palm Oil	7,520	8,715	-13.7%	7,634	8,749	-12.7%
- Palm Kernel	4,708	5,614	-16.1%	4,792	5,603	-14.5%
- Glycerin	2,375	-	N/A	2,375	-	N/A



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Income Statement Highlight

IDR million	2Q 2015	2Q 2014	Change	YoY	6M 2015	6M 2014	Change	YoY
Revenue	1,581,256	1,463,929	8.0%	↑	2,915,177	2,821,253	3.3%	↑
Gross profit	403,611	646,642	-37.6%	↓	868,576	1,176,230	-26.2%	↓
Net profit	240,720	344,955	-30.2%	↓	452,697	699,038	-35.2%	↓
Net profit attributable to owners of the company	217,088	293,335	-26.0%	↓	398,662	601,171	-33.7%	↓
EBITDA	366,028	609,858	-40.0%	↓	714,188	1,076,690	-33.7%	↓
Gross margin (%)	25.5%	44.2%	-42.2%	↓	29.8%	41.7%	-28.5%	↓
Net profit margin (%)	15.2%	23.6%	-35.4%	↓	15.5%	24.8%	-37.3%	↓
EBITDA margin (%)	23.1%	41.7%	-44.4%	↓	24.5%	38.2%	-35.8%	↓



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Planting Area

	As at 30 June 2015		As at 31 December 2014		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
Planted Nucleus	114,198	73.9	115,463	75.3	(1,265)	↓
- Mature	87,994	57.0	77,177	50.4	10,817	↑
- Immature	26,204	17.0	38,286	25.0	(12,082)	↓

- As at 30 June 2015 the planted Plasma is 40,306 ha, inclusive of 3,154 ha from collaboration with cooperatives in West Kalimantan.

Weighted average age of 6.9 years as at 1 January 2015

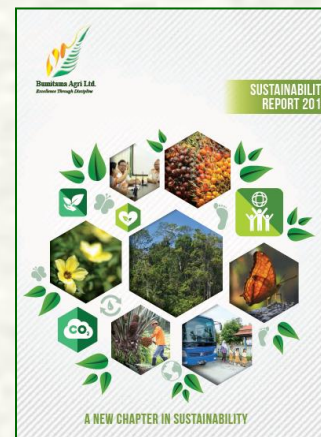
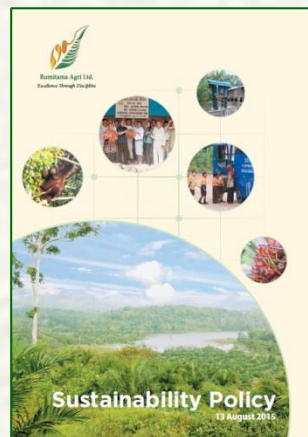


Corporate Updates

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- The Group has launched its new Sustainability Policy. This policy will guide the Group in creating value to its customers, shareholders, communities, employees and other stakeholders while there will be no new planting on forest and peatland.
- The Group has also launched its inaugural sustainability report which will help the Group to demonstrate accountability and continuous improvement. The stand-alone sustainability report will be published biennially.





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Thank You