



BUMITAMA AGRI

Excellence through discipline

Quarterly Performance

Nine Months of 2021

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Executive Summary – YTD Sept 2021 Performance



Robust financial performance for the quarter and nine months in review

- In 3Q21, sales from CPO which accounted for 87.6% of the total, spiked 42.6% YoY to reach IDR 2,679.8 billion
 - Average selling price climbed 26.5% while sales volume rose 12.7%
 - As a result, EBITDA and net profit spiked 97.4% to IDR 1,028.7 billion and 208.4% to IDR 588.7 billion respectively. Both of which are all high time figures
- In 9M21, revenue rose 39.8% YoY to IDR 8,496.8 billion
 - Sales from CPO climbed 33.9% compared to 9M20, arising from higher volume and selling price
 - EBITDA and net profit rose 38.8% YoY to IDR 2,219.5 billion, and 69.7% YoY to IDR 1,072.8 billion respectively

Operational Highlights

- In 3Q21, FFB harvest from internal source increased 0.8% over 3Q20 to reach 834,434 tons
- FFB output from internal source in 9M21 climbed 16.3% YoY to reach 2,653,848 tons
- FFB yield also rose in 9M21, by 11.5% YoY to 14.6 ton/ha, while OER was maintained at 22.7%

On track for a record-breaking year

- Management is confident that commodity price would remain at elevated level compared to last year's average till year end
- In operational terms, the company remains upbeat to attain this year's production growth guidance

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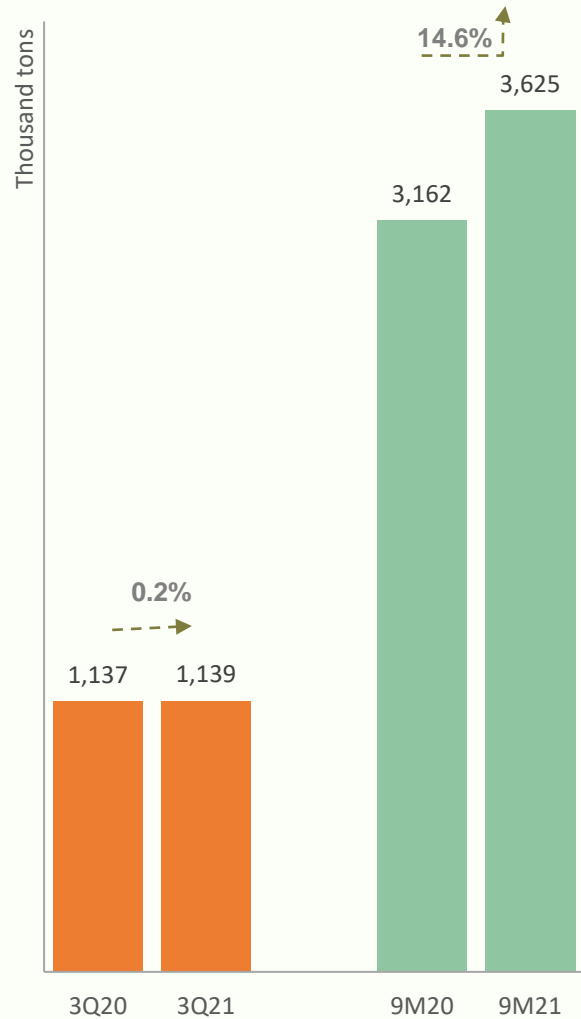
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Robust FFB Harvest For 2021

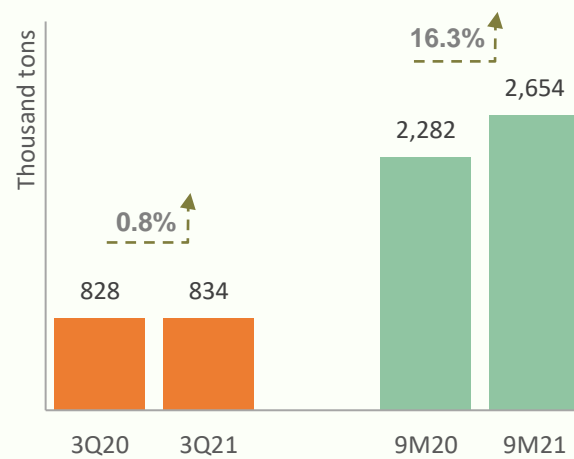


On track for a record-breaking year, attributable to operational excellence

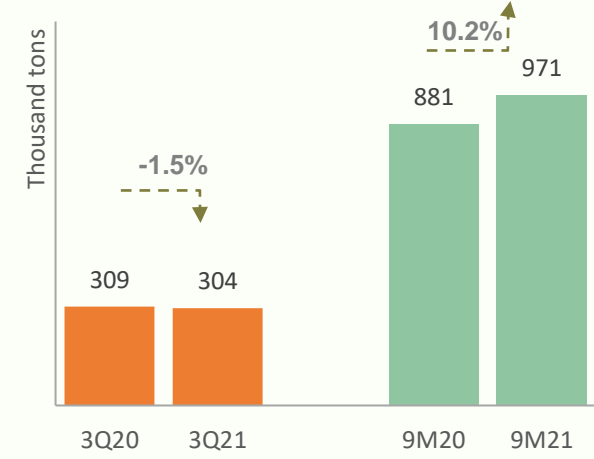
Total



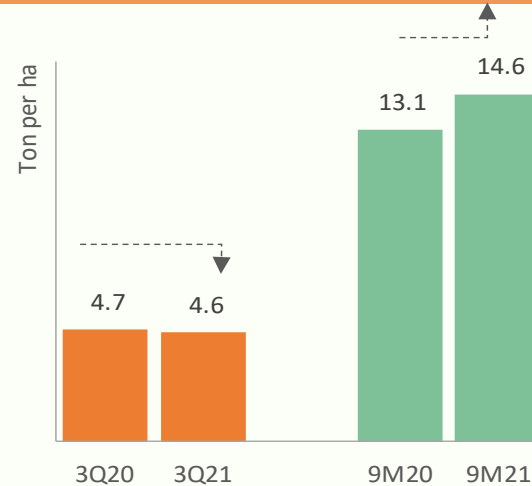
Internal



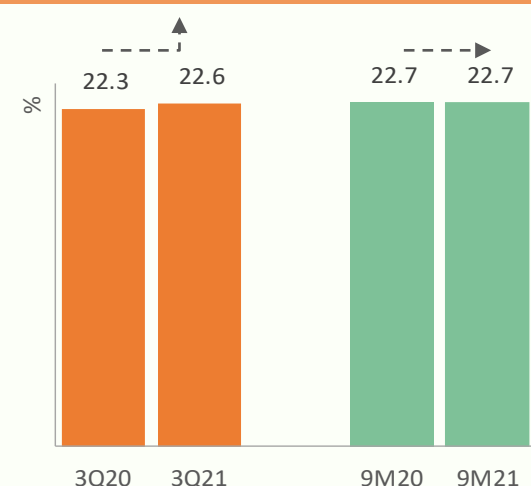
External



FFB Yield



OER

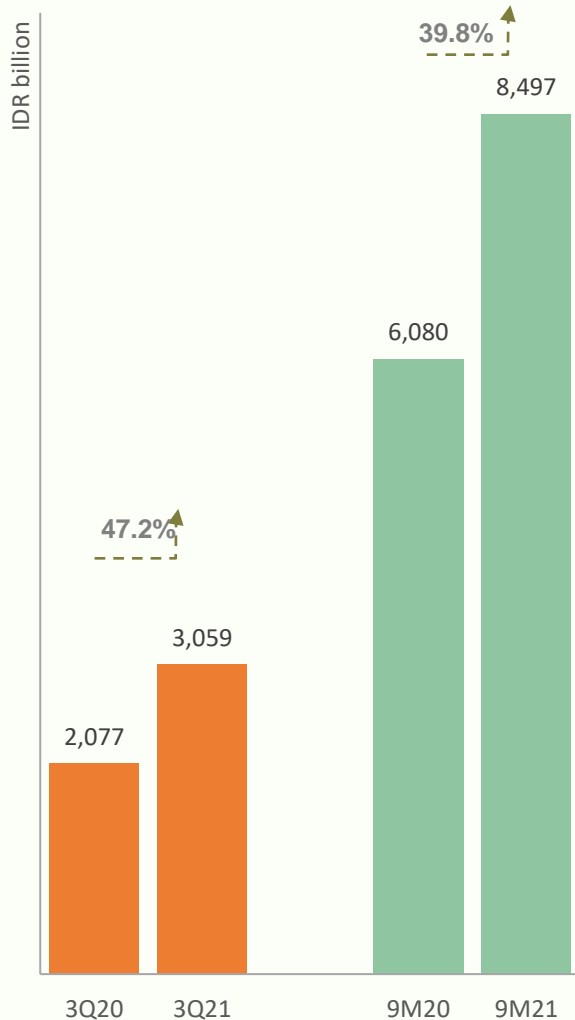




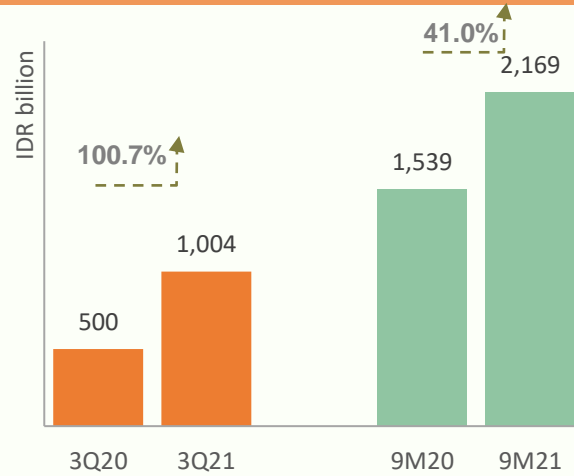
Income Statement Highlights

Spike in quarterly profit margins is primarily attributable to higher ASP

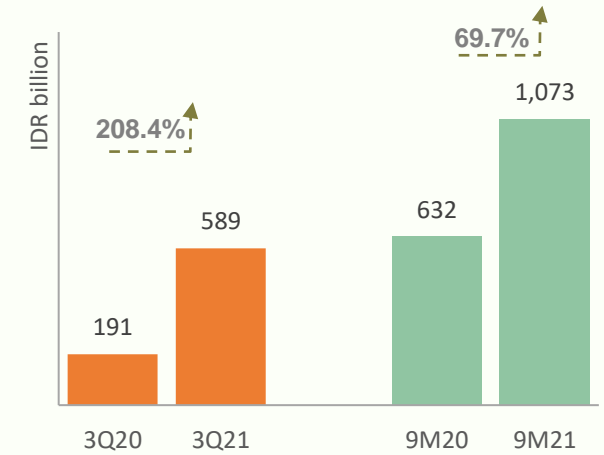
Revenue



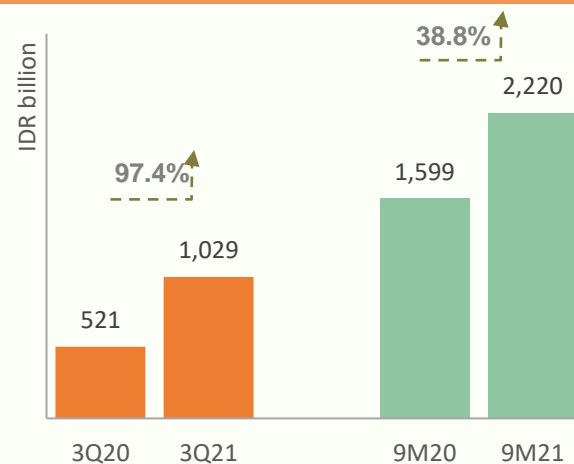
Gross Profit



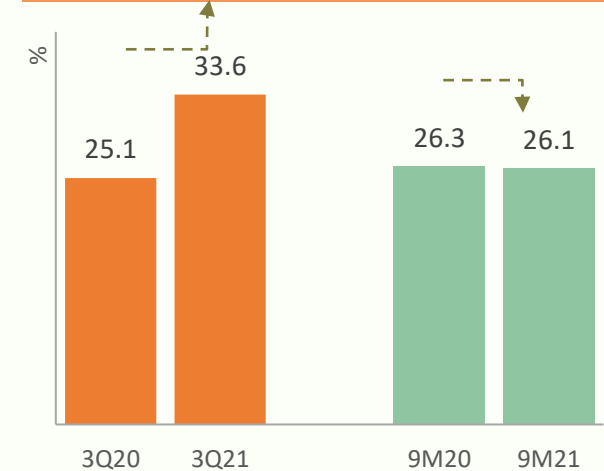
Net Profit*



EBITDA



EBITDA Margin



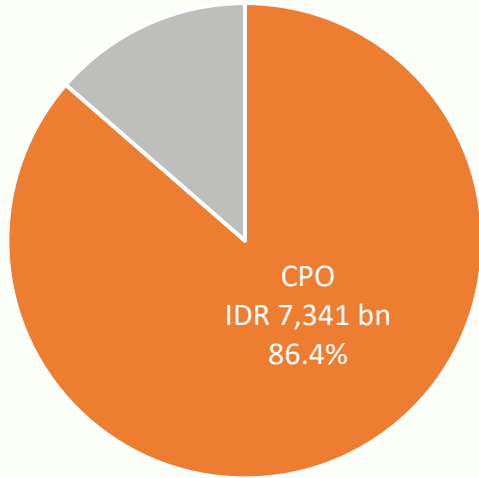
Note:

* Net profit attributable to owners of the company

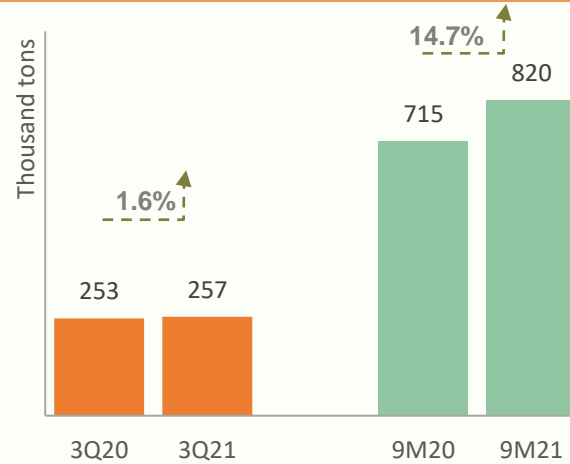


Crude Palm Oil (CPO)

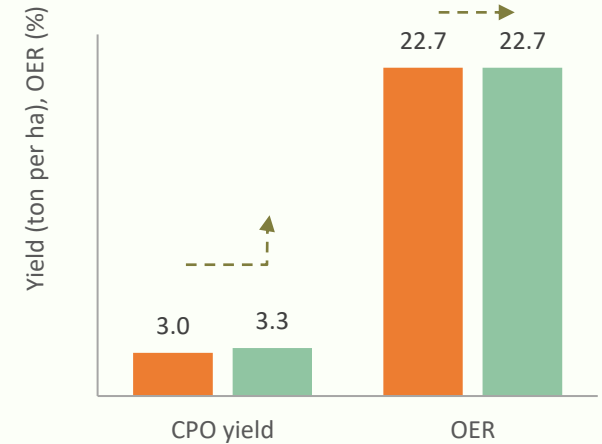
Pent-up spike in 3Q21 price as previous price-related constraint is almost out of the way



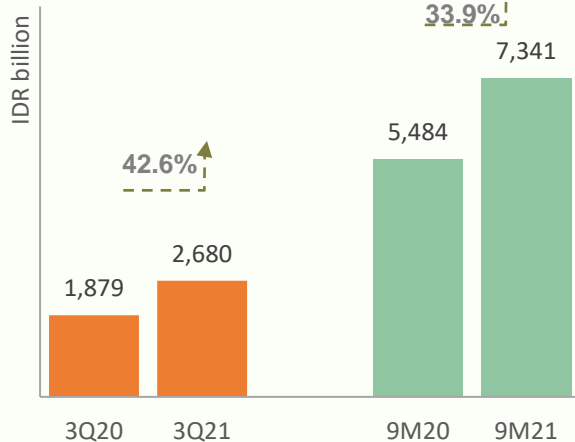
Production Volume



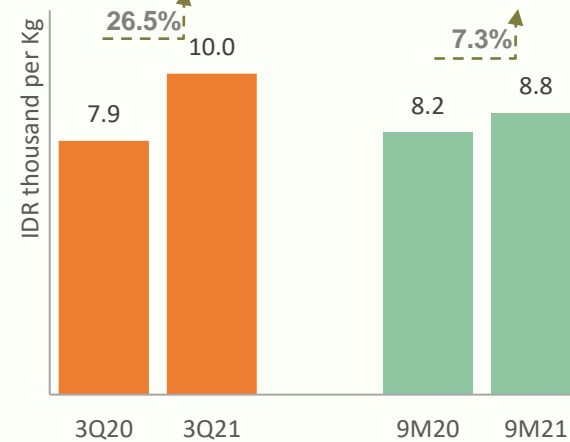
Productivity (9M20 vs 9M21)



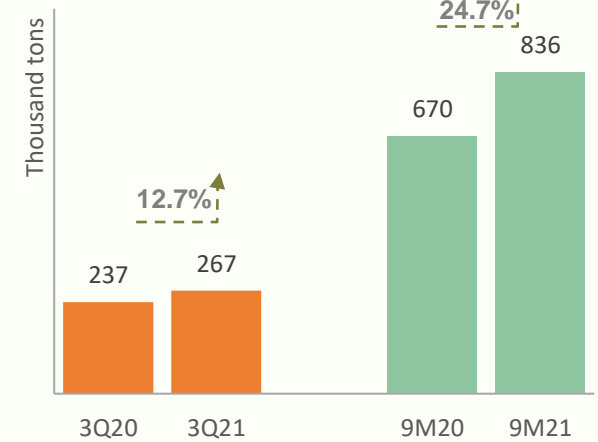
Revenue



Average Selling Price



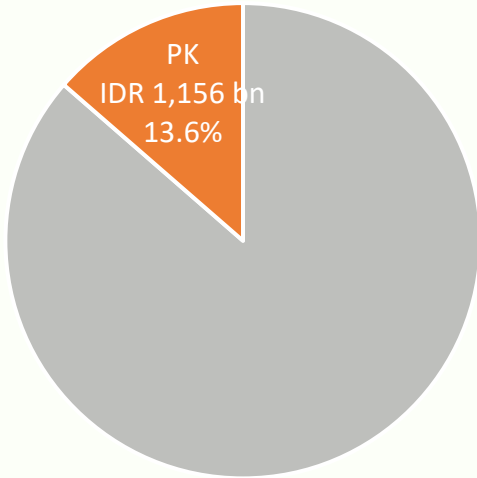
Sales Volume



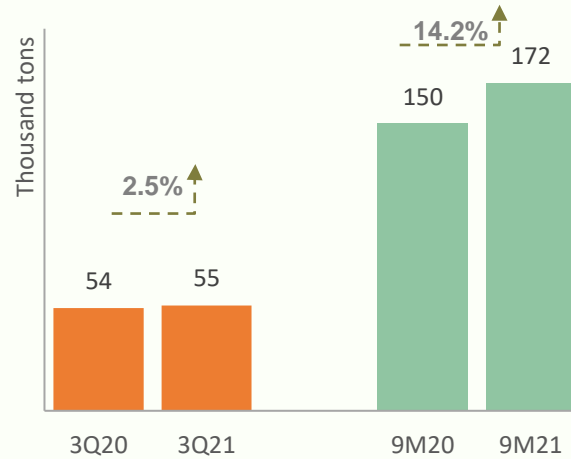


Palm Kernel (PK)

YoY surge is driven by rising price and volume



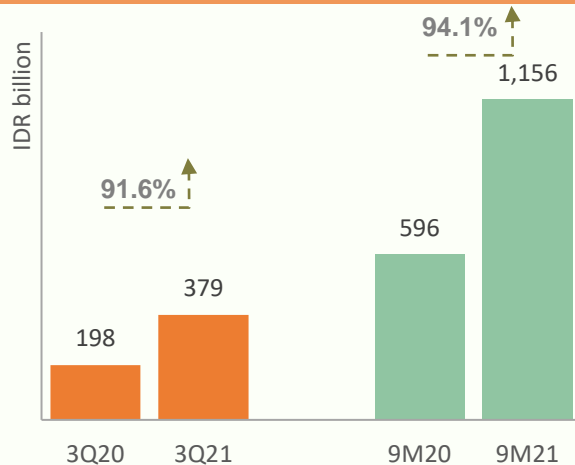
Production Volume



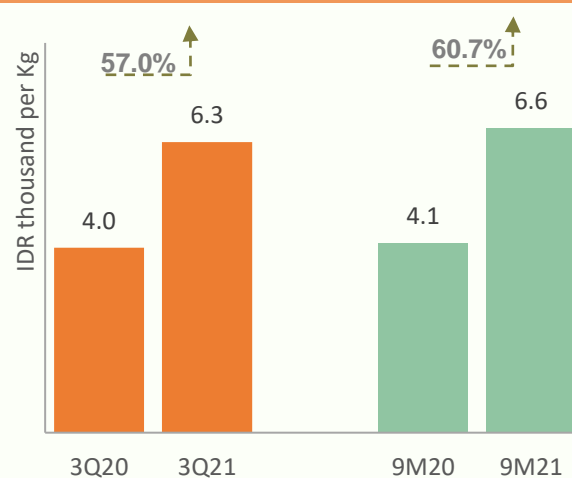
Productivity (9M20 vs 9M21)



Revenue



Average Selling Price



Sales Volume

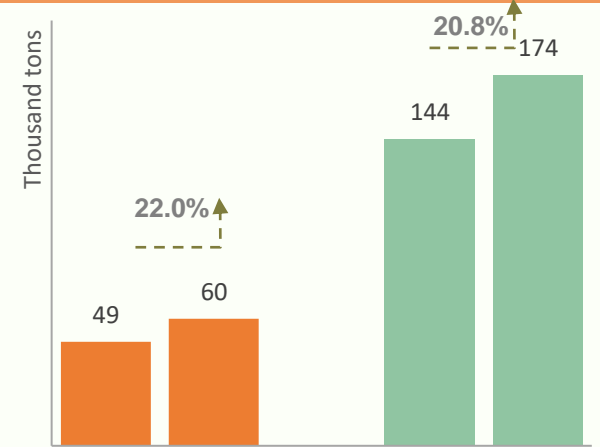


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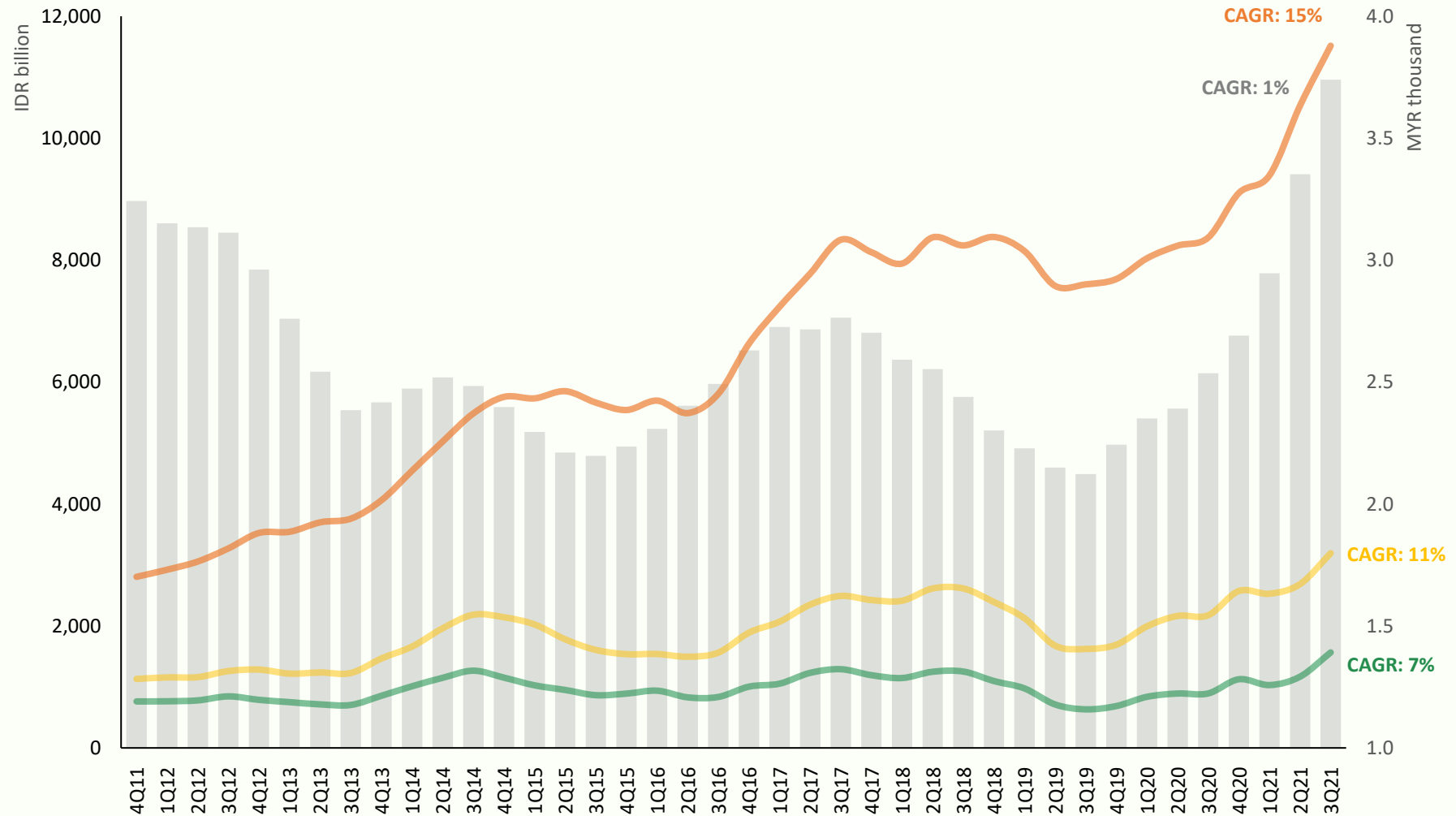
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Rising Fundamentals – Financial Performance



Financial growth in the past decade amidst headwinds from external factors



Note:

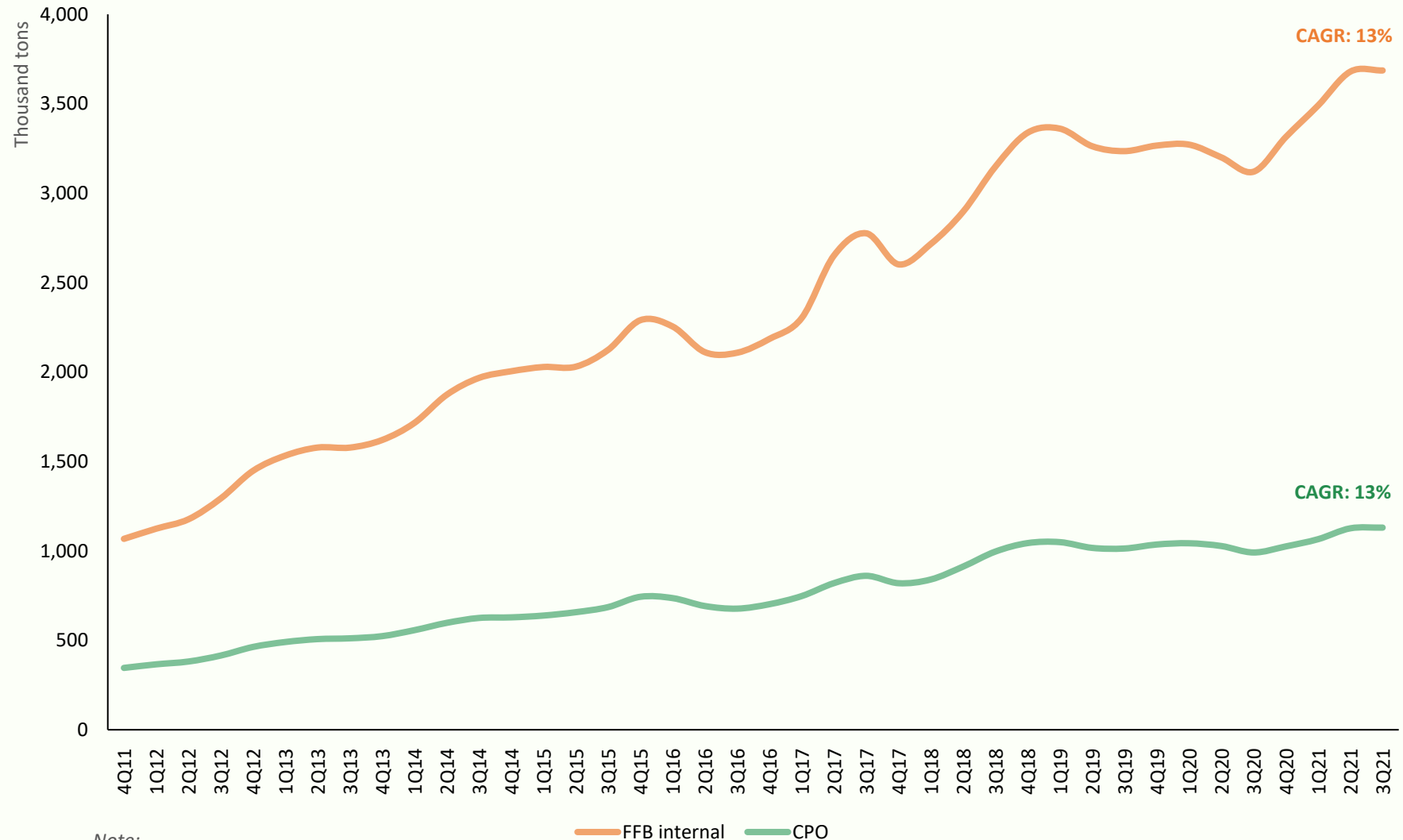
- MDEX 3rd month delivery

- CAGR calculation is based on 12-month rolling formula

Rising Fundamentals – Production Performance



Rising production trend fueling our performance growth



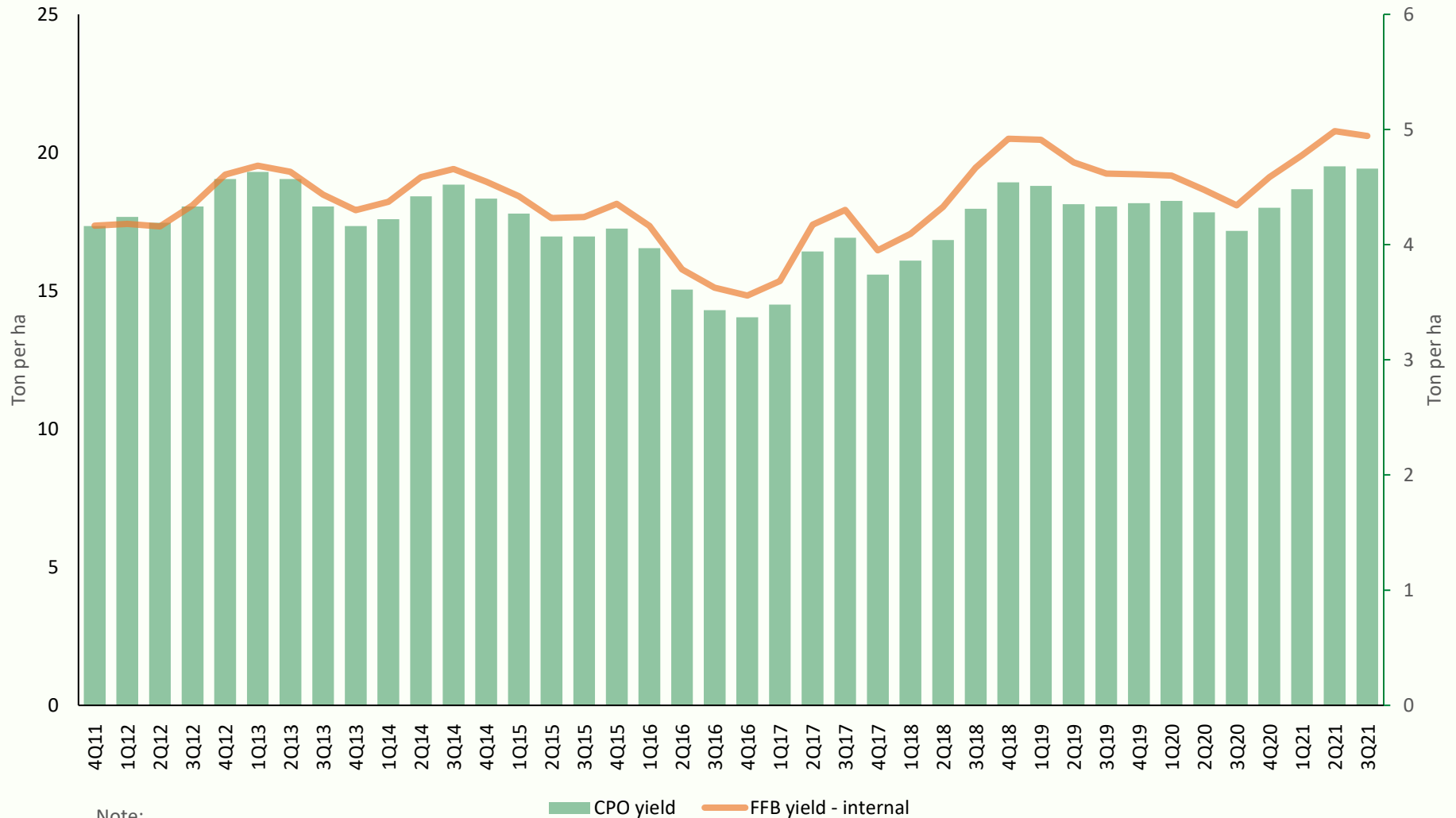
Note:

CAGR calculation is based on 12-month rolling formula

Rising Fundamentals – Productivity



Excellence through discipline is the reason behind our productivity resilience



Note:
CAGR calculation is based on 12-month rolling formula



Total Planted Area per 30 September 2021

Favorable age profile to support future growth

Planted area of about 188k hectares, consisting of nucleus estates of 133k hectares, and plasma estates of 55khectares; average age of 11.6 years old.

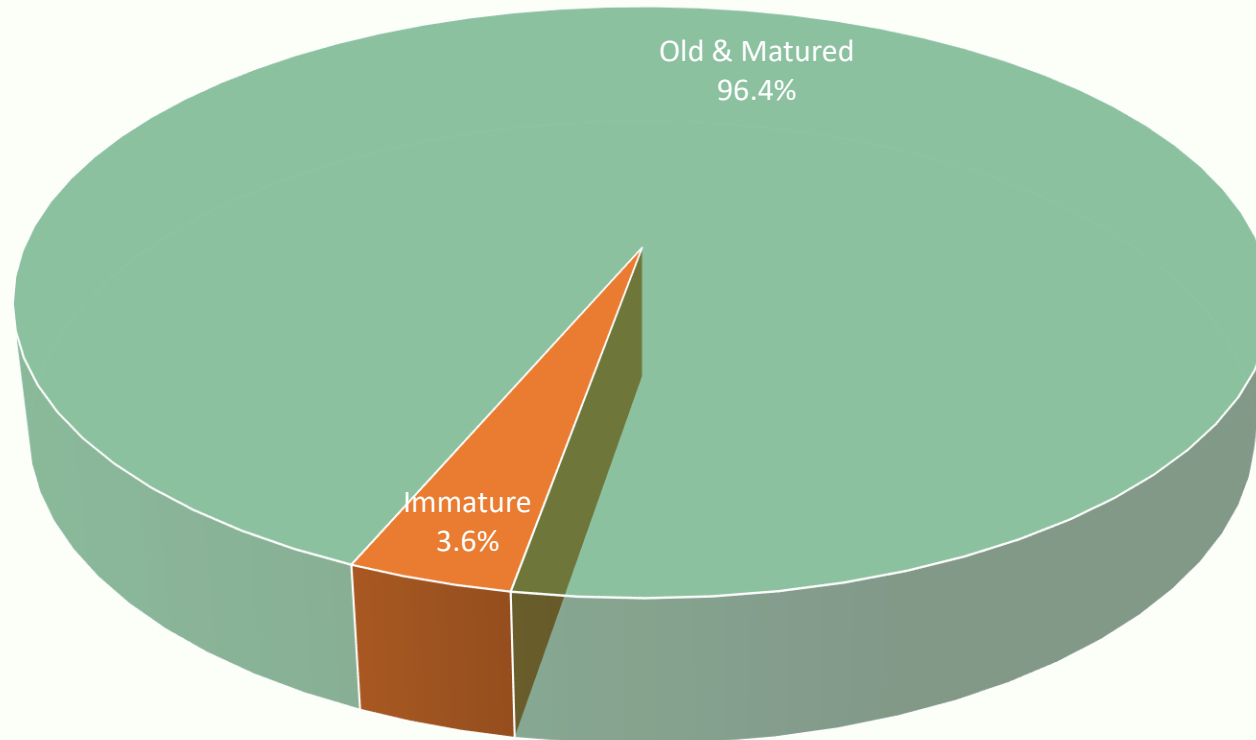


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THANK YOU

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