



**Bumitama Agri Ltd.**

*Excellence Through Discipline*

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**Fourth Quarter & Full Year  
2016 Presentation**

**24 February 2017**

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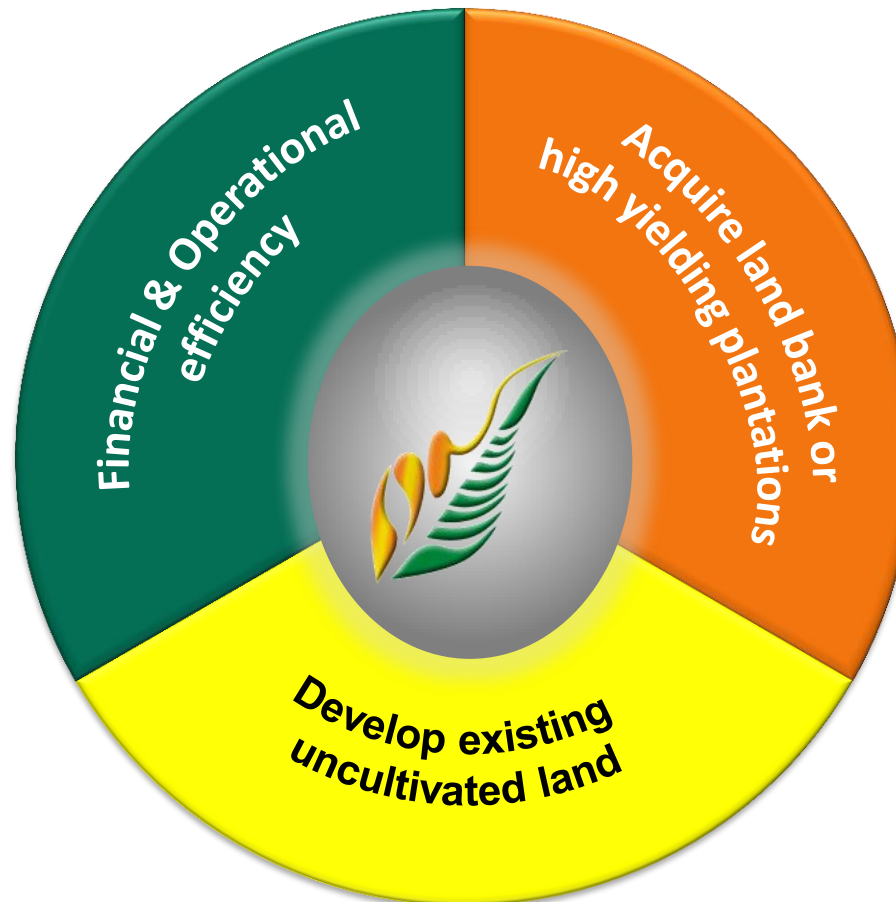
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# The 1, 2, 3 Growth Strategies





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# To be a Leading Palm Oil Producer

**Planting & Cultivating Oil  
Palms  
Harvesting FFB**



**Fresh Fruit Bunches**

**Processing FFB into  
CPO and PK**



**Palm Oil mill**

**Products: CPO and PK**



**Crude Palm Oil**



**Palm Kernel**

**Total Planted: 175,243 ha  
(including Plasma) for 31 Dec 2016**

**Expansion Plan for 2017:**

- Target new planting of 3,000 ha
- Target replanting of 2,000 ha

**Total Investment for 2016: around  
IDR 0.9 trillion**

**Targeted Investment for 2017:  
around IDR 1.1 trillion**

**For 31 Dec 2016:**

**Production of CPO: 701,304 mt**

**Production of PK: 138,175 mt**

**FFB internal growth around 15%  
for 2017**





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## *Executive Summary*



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# Executive Summary – FY2016

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## ● **Production**

- FFB volumes decreased 4.6% YoY to 2,185,440 mt.
- FFB yield decreased 18.0% YoY from 17.8 mt/ha to 14.6 mt/ha.
- OER at 22.7%.
- Total planted area of 175,243 ha.

## ● **Financial Performance Impacted By CPO Price**

- Revenue increased by 19.6% YoY to IDR 6,630 billion.
- Gross Profit increased by 19.4% YoY to IDR 1,976 billion.
- EBITDA increased by 23.5% YoY to IDR 1,891 billion.



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## *Operational & Financial Performance*





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# Operational Highlight

		4Q 2016	%	4Q 2015	%	Change YoY		FY2016	%	FY2015	%	Change YoY	
<b>Production</b>													
<b>FFB Total</b>	(MT)	<b>1,087,484</b>	<b>100.0</b>	<b>980,029</b>	<b>100.0</b>	<b>11.0%</b>	↑	<b>3,086,932</b>	<b>100.0</b>	<b>3,250,224</b>	<b>100.0</b>	<b>-5.0%</b>	↓
FFB Internal		791,721	72.8	714,602	72.9	10.8%	↑	2,185,440	70.8	2,290,189	70.5	-4.6%	↓
FFB Nucleus		549,198	50.5	499,212	50.9	10.0%	↑	1,513,422	49.0	1,578,815	48.6	-4.1%	↓
FFB Plasma		242,523	22.3	215,390	22.0	12.6%	↑	672,018	21.8	711,374	21.9	-5.5%	↓
FFB External		295,763	27.2	265,427	27.1	11.4%	↑	901,492	29.2	960,035	29.5	-6.1%	↓
<b>CPO</b>	(MT)	<b>246,864</b>		<b>222,129</b>		<b>11.1%</b>	↑	<b>701,304</b>		<b>742,842</b>		<b>-5.6%</b>	↓
<b>PK</b>	(MT)	<b>47,367</b>		<b>43,243</b>		<b>9.5%</b>	↑	<b>138,175</b>		<b>141,589</b>		<b>-2.4%</b>	↓
<b>Yield and Extraction Rate</b>													
FFB Yield	(MT/ha)	5.3		5.1		3.9%	↑	14.6		17.8		-18.0%	↓
CPO Yield	(MT/ha)	1.2		1.1		9.1%	↑	3.3		4.1		-19.5%	↓
CPO Extraction Rate	(%)	22.5%		22.4%		0.4%	↑	22.7%		22.9%		-0.9%	↓
PK Extraction Rate	(%)	4.3%		4.4%		-2.3%	↓	4.5%		4.4%		2.3%	↑



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# Sales Revenue and Volume

	4Q 2016	4Q 2015	Change YoY	FY2016	FY2015	Change YoY
<b>Sales Revenue (IDR million)</b>						
- Crude Palm Oil	1,826,943	1,229,082	48.6%	5,416,743	4,888,709	10.8%
- Palm Kernel	355,516	161,882	119.6%	902,170	579,909	55.6%
- Biodiesel	87,404	56,717	54.1%	309,968	72,839	325.6%
- Glycerin	313	378	-17.2%	891	666	33.8%
<b>Sales Volume (MT)</b>						
- Crude Palm Oil	235,131	207,232	13.5%	734,219	704,859	4.2%
- Palm Kernel	48,347	42,493	13.8%	141,866	137,363	3.3%
- Biodiesel	8,624	7,279	18.5%	32,183	9,194	250.0%
- Glycerin	1,450	726	99.7%	3,779	847	346.2%
<b>Average Sales Price (IDR/KG)</b>						
- Crude Palm Oil	7,770	5,931	31.0%	7,378	6,936	6.4%
- Palm Kernel	7,353	3,810	93.0%	6,359	4,222	50.6%
- Biodiesel	10,135	7,792	30.1%	9,631	7,922	21.6%
- Glycerin	216	521	-58.5%	236	786	-70.0%



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# Income Statement Highlight

IDR million	4Q 2016	4Q 2015 Restated	Change	YoY	FY2016	FY2015 Restated	Change	YoY
Revenue	2,270,176	1,448,059	56.8%	↑	6,629,772	5,542,123	19.6%	↑
Gross profit	893,947	497,478	79.7%	↑	1,975,641	1,654,524	19.4%	↑
Net profit	563,423	208,091	170.8%	↑	1,188,136	805,537	47.5%	↑
Net profit attributable to owners of the company	461,578	184,671	149.9%	↑	1,005,086	713,723	40.8%	↑
EBITDA	798,180	462,898	72.4%	↑	1,891,315	1,531,218	23.5%	↑
Gross margin (%)	39.4%	34.4%	14.5%	↑	29.8%	29.9%	-0.3%	↓
Net profit margin (%)	24.8%	14.4%	72.2%	↑	17.9%	14.5%	23.4%	↑
EBITDA margin (%)	35.2%	32.0%	10.0%	↑	28.5%	27.6%	3.3%	↑



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# Planted Area

	As at 31 December 2016		As at 31 December 2015		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
<b>Planted Nucleus</b>	<b>128,966</b>	<b>73.6</b>	<b>119,679</b>	<b>72.9</b>	<b>9,287</b>	<b>↑</b>
- Old & Mature	104,970	59.9	89,211	54.3	15,759	↑
- Immature	23,996	13.7	30,468	18.6	-6,472	↓

- As at 31 December 2016 the planted Plasma is 46,277 ha.

**Weighted average age of 8.7 years as at 1 January 2017**





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**Thank You**