



**Global Palm Resources  
Holdings Limited  
AGM FY2015  
25 APRIL 2016**



# A palm oil producer in Indonesia



Plantation (Cultivation)	Mill (FFB Processing)	Products
<p>In West Kalimantan, Indonesia</p> <p><b>As at 31 December 2015:</b>                      Total land bank: 16,079 ha                      Cultivated land: 13,667 ha                      Mature<sup>(1)</sup> area: 13,512 ha                      Avg FFB yield: 15.8 tons/ha  <sup>(1)</sup> Mature: Oil palms &gt; 3 years old</p>	<p>Process FFB harvested from Nucleus; purchased from Plasma farmers and from other nearby plantations</p> <p><b>FFB processing capability:</b>                      -60 tons/hr                      -360,000 tons/yr                      -FY2015: 233,341 tons processed</p>	<p><b>Crude Palm Oil (CPO)</b>                      Customers: Indonesian palm oil refineries and palm oil bulking facilities; commodity traders                      FY2015: 49,163 tons</p> <p><b>Palm Kernel (PK)</b>                      Customers: Indonesian palm kernel processing plants                      FY2015: 9,846 tons</p>

# Salient Highlights for FY2015



## Financial performance

- EBITDA at Rp40.1 billion (EBITDA margin 12.5%)
- Revenue decreased 25% to Rp321.6 billion:
  - CPO sales revenue decreased 24% to Rp294.0 billion mainly due to lower CPO average selling price and lower sales volume
  - PK sales revenue decreased 32% to Rp27.6 billion mainly due to lower PK average selling price and lower sales volume.
- Gross profit decreased by 59% to Rp60.7 billion
  - Gross profit margin decreased to 18.9% in FY2015 from 34.4% in FY2014

## Production statistics

- Extraction rates for CPO decreased by 0.6% point to 21.1% and PK decreased by 0.1 % point to 4.2%
- FFB yield improved slightly at 15.8 tons/ha in FY2015 as compared to 15.6 tons/ha in FY2014
- CPO production increased to 49,163 tons in FY2015 from 47,835 tons in FY2014
- PK production increased to 9,846 tons in FY2015 from 9,595 tons in FY2014

## Plantation

- 98.9% of our palm in mature production stage
- 2,412 ha available for future cultivation

**To expand our operations via organic growth and acquisitions**

# P&L Highlights



Indonesian Rupiah (Billions)	FY2015	FY2014	Var %
Revenue	321.6	428.3	(25)
Gross profit (GP)	60.7	147.3	(59)
Profit /(Loss)before tax	(144.6)	106.9	(n.m)
Net Profit /(Loss)for the period	(101.7)	75.7	(n.m)
Profit/(Loss)attributable to shareholders	(96.7)	72.0	(nm)
EBITDA	40.1	130.7	(69)
GP margin (%)	18.9	34.4	(15.5) % pts
NP margin (%)	(31.6)	17.7	(49.3) % pts
EBITDA margin (%)	12.5	30.5	(18.0) % pts

The loss was mainly due to net loss from changes in fair value of biological assets in FY2015

# Segment Review



	<b>FY2015</b>	<b>FY2014</b>	<b>Var %</b>
<b>Sales volume (tons)</b>			
CPO	<b>45,021</b>	48,185	(7)
Palm kernels	<b>8,009</b>	9,765	(18)
<b>Ave. Selling Price (Rp/kg)</b>			
CPO	<b>6,530</b>	8,048	(19)
Palm kernels	<b>3,441</b>	4,145	(17)
<b>Revenue (Rp' billion)</b>			
CPO	<b>294.0</b>	387.8	(24)
Palm kernels	<b>27.6</b>	40.5	(32)

# Balance Sheet Highlights



<b>Indonesian Rupiah (Billions)</b>	<b>31 Dec 15</b>	<b>31 Dec 14</b>	<b>Var (%)</b>
Total assets	1,036.1	1,235.4	(16.1)
Total liabilities	(145.5)	(225.1)	(35.4)
Current ratio (times)	11.5	7.1	+4.4
Net Gearing (%)	-	-	-

# Cash Flow Statement Highlights

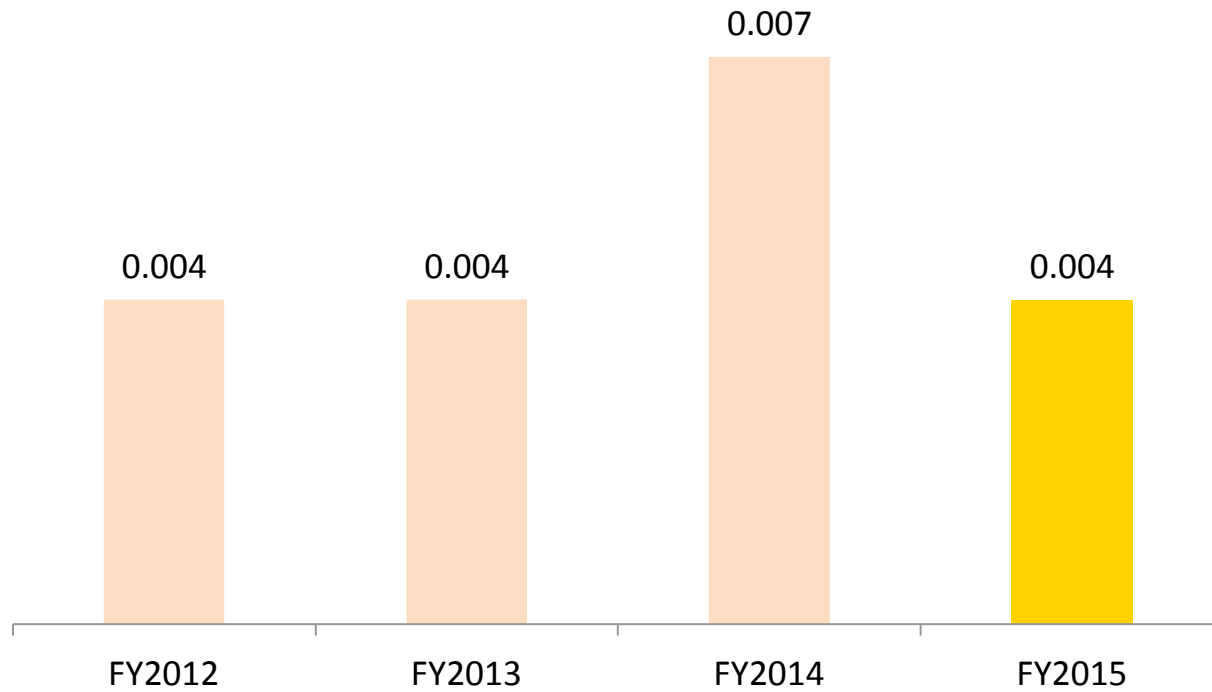


Indonesian Rupiah (Billions)	FY2015	FY2014 (Restated)
Net cash used in operating activities	(43.3)	112.8
Net cash used in investing activities	(33.4)	(27.6)
Net cash used in financing activities	(33.4)	(26.6)
Cash on hand and in banks at the beginning of the period	412.7	354.5
Effects of currency translation on cash and cash equivalents	17.0	(0.4)
Cash on hand and in banks at the end of the period	319.6	412.7
Net change in cash on hand and in banks	(110.1)	58.6

# Dividend



Dividend (S\$)



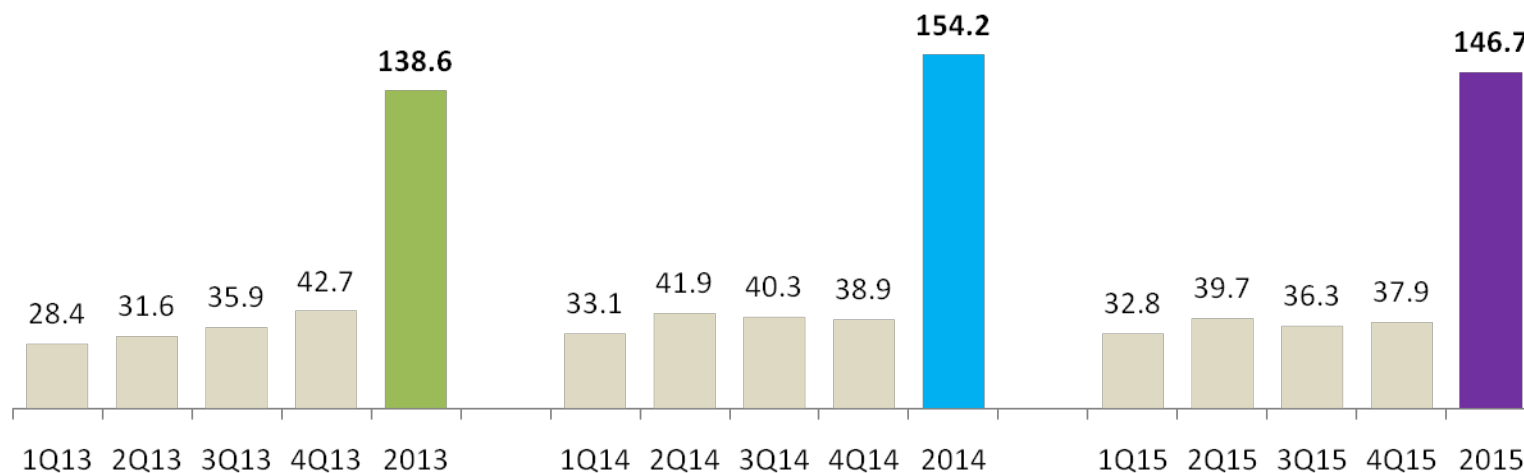




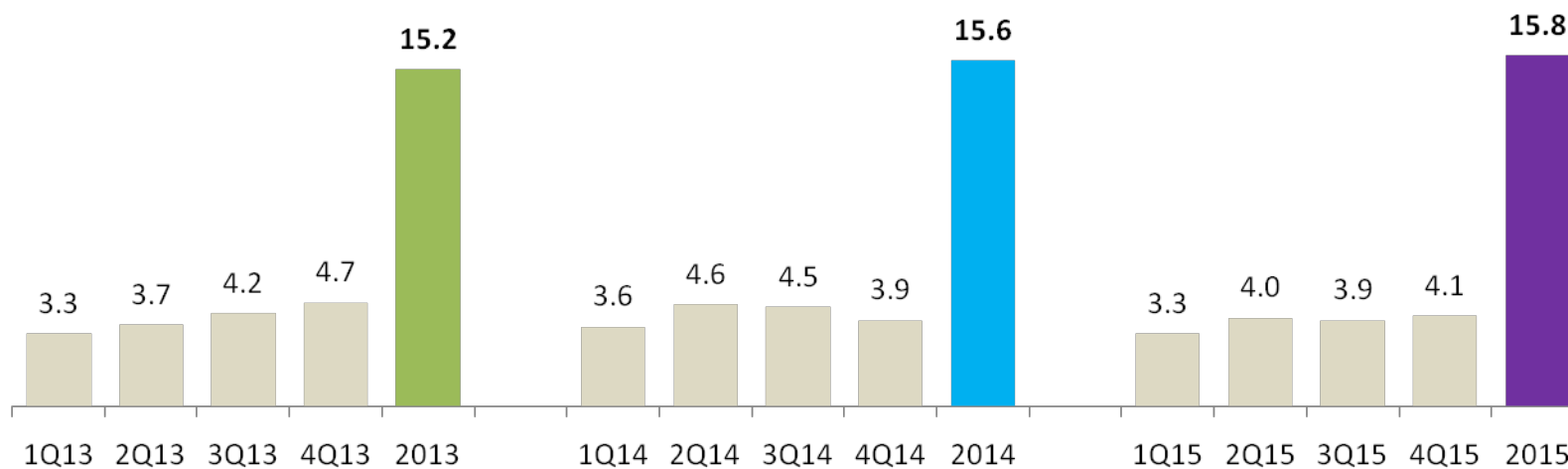
## Production Highlights

# Production Output

FFB produced ('000 tons)  
- Nucleus only

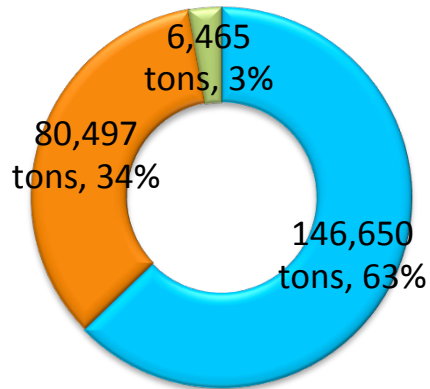


FFB yield (tons/ha)  
- Nucleus only

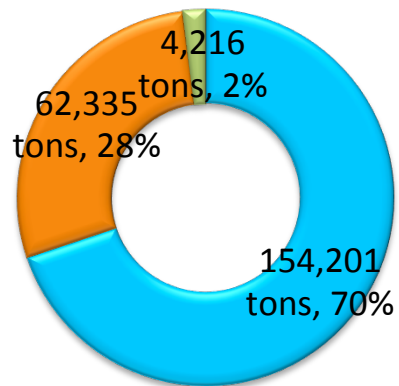


# Production Statistics

**FY2015**



**FY2014**



- Total FFB purchased from 3<sup>rd</sup> party
- Total FFB purchased from Plasma
- Total FFB produced (Nucleus)

- Total FFB produced (Nucleus) decreased by 4.9% (7,551 tons), from 154,201 tons in FY2014 to 146,650 tons in FY2015
- Total FFB purchased from 3rd Party increased by 53.3% (2,249 tons) from 4,216 tons in FY2014 to 6,465 tons in FY2015

Production Output (Tons)	FY2015	FY2014	Var %
CPO	49,163	47,835	+3
Palm kernels	9,846	9,595	+3



# Plantation Statistics

# Plantation statistics

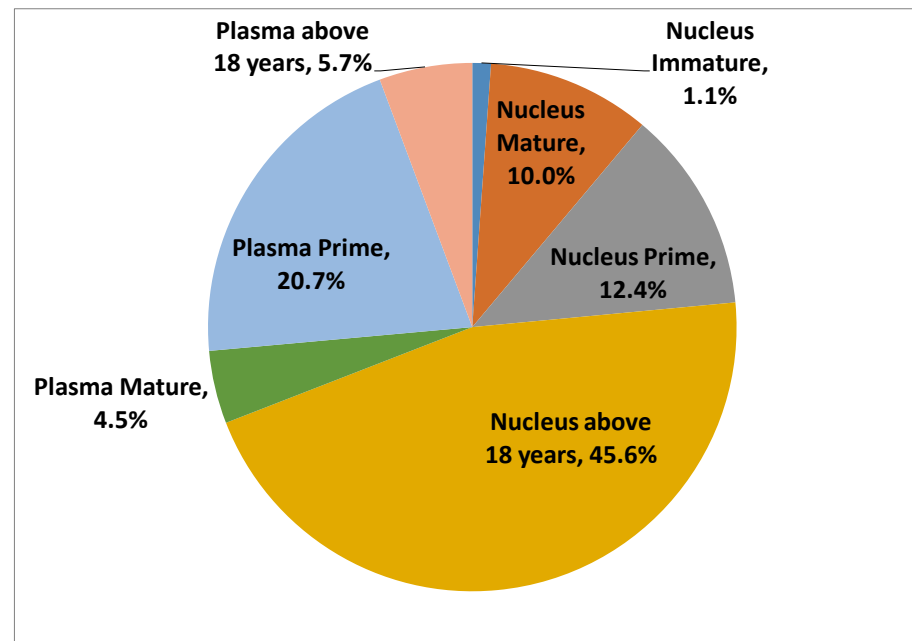


	<b>FY2015</b>	<b>% of total</b>	<b>FY2014</b>	<b>% of total</b>
<b>Total Planted Area (ha)</b>	<b>13,667</b>	<b>100%</b>	<b>13,667</b>	<b>100%</b>
Mature	13,512	98.9%	13,186	96.5%
Immature	155	1.1%	481	3.5%

- **Total land bank 16,079 ha**
- **2,412 ha available for future cultivation**

# Age Profile @ 31 December 2015

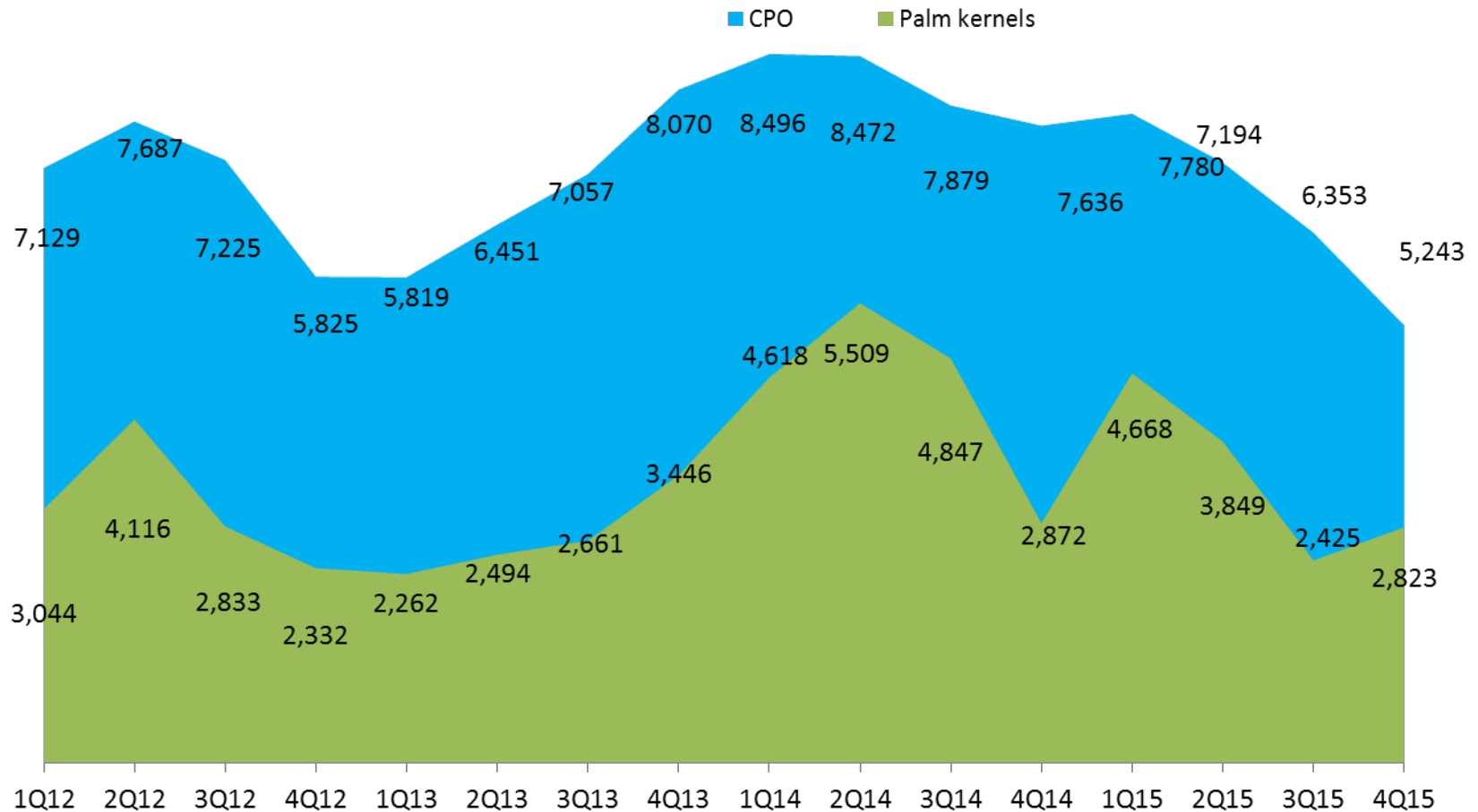
Area cultivated	First 3 years (Immature)	4 - 6 years (Mature)	7 - 18 years (Prime)	Above 18 years	Total
Nucleus (ha)	155	1,366	1,692	6,231	9,445
Plasma (ha)	0	610	2,835	778	4,222
Total (ha)	155	1,976	4,527	7,009	13,667
% of cultivated area	1.1%	14.5%	33.1%	51.3%	100.0%



# 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 7,170 ha of land in East Kalimantan
- Land location permit obtained for 6,546 ha of land in West Kalimantan

### **Actively pursue potential acquisitions targets**



## 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**

