

Global Palm Resources Holdings Limited
4Q2019/FY2019 Results

February 2020

ADVANCING FORWARD





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A palm oil producer in Indonesia



Plantation (Cultivation)	Mill (FFB Processing)	Products	Expansion
<p>In West Kalimantan, East Kalimantan and North Morowali, Indonesia</p> <p>Total land bank: 35,157 ha HGU: 13,493 ha IUP license: 950 ha Location license: 20,714 ha Cultivated land: 13,415 ha Mature⁽¹⁾ area: 10,759 ha Avg FFB yield: 13.0 tonnes/ha</p> <p>⁽¹⁾ Mature: Oil palms > 3 years old</p>	<p>Process Fresh Fruit Bunches (FFB) harvested from Nucleus; purchased from Plasma farmers and from other nearby plantations</p> <p>FFB processing capability: -60 tonnes/hr -360,000 tonnes/yr -FY2019: 154,854 tonnes processed</p>	<p>Crude Palm Oil (CPO) Customers: Indonesian palm oil refineries and palm oil bulking facilities; commodity traders FY2019: 34,162 tonnes</p> <p>Palm Kernel (PK) Customers: Indonesian palm kernel processing plants FY2019: 6,642 tonnes</p>	<p>The Group has successfully completed the acquisition of PT Bumi Raya Agro in 2Q2019, which holds a location permit to approximately 10,100 ha of oil palm plantation. The location is in North Morowali, Central Sulawesi.</p> <p>The Company has the option to acquire PT Cemaruru, an Indonesian-incorporated company which holds Hak Guna Usaha to approximately 6,429 ha of oil palm plantation land in the Landak Regency in West Kalimantan. The acquisition is subject to the fulfillment of conditions such as the conduct of legal and financial due diligence on PT Cemaruru as well as approvals required by the Indonesian authorities.</p>

Corporate Milestones

2016

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

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

2017

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

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

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

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

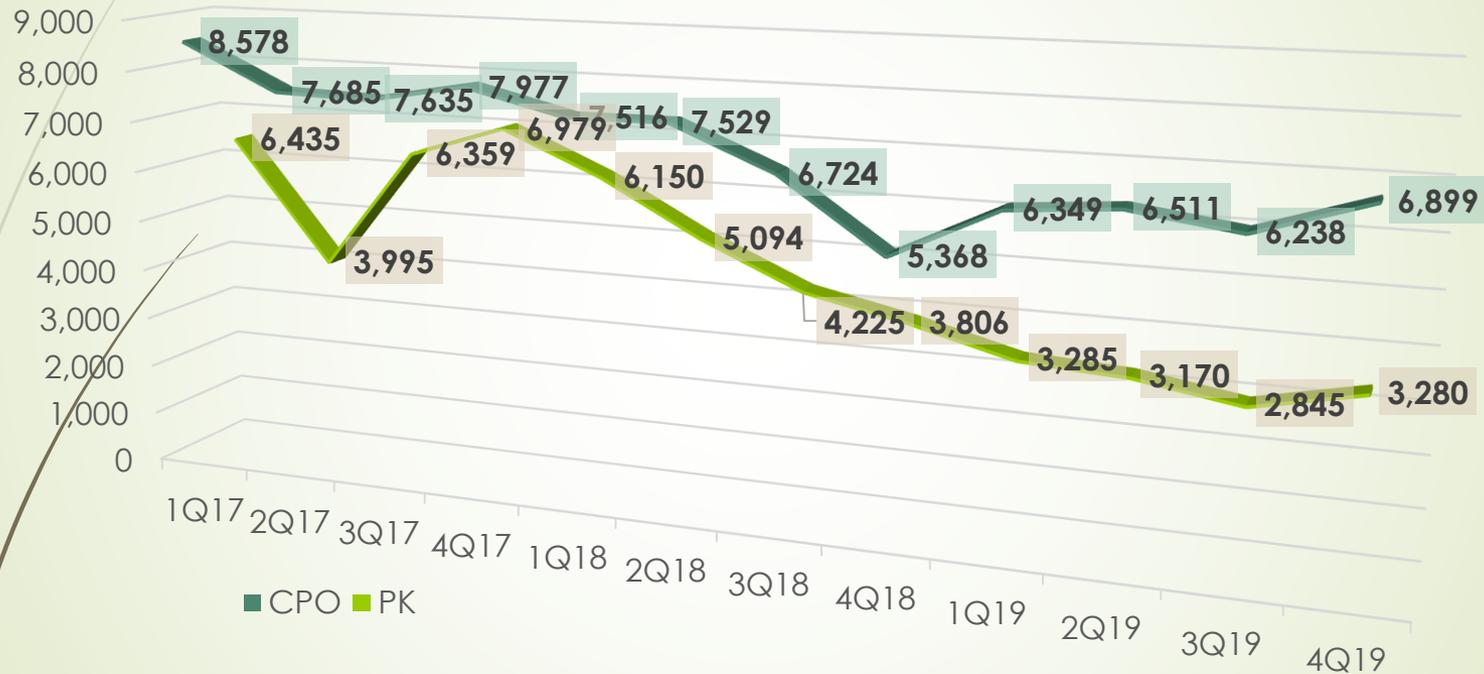
2019

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

2014

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

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

Executive Summary – FY2019

Financial performance

- Revenue decreased 23% YoY from Rp338.6 billion to Rp262.1 billion
- Gross profit decreased 97% YoY from Rp30.7 billion to Rp1.1 billion
- Gross profit margin decreased by 8.7% point YoY from 9.1% to 0.4%

Production statistics

- FFB processed decreased 29% YoY from 217,376 tonnes to 154,854 tonnes
- FFB yield decreased 22% YoY from 16.6 tonnes/ha to 13.0 tonnes/ha
- CPO production decreased 28% YoY from 47,135 tonnes to 34,162 tonnes
- PK production decreased 22% YoY from 8,526 tonnes to 6,642 tonnes
- CPO extraction rate improved 0.38% point YoY from 21.68% to 22.06%
- PK extraction rate improved 0.37% point YoY from 3.92% to 4.29%

Plantation

- Replanting increased YoY from 751 hectares to 1,231 hectares
- 80.2% of our palm in mature production stage
- 21,742 ha available for future cultivation

To expand our operations via organic growth and acquisitions

Income Statement Highlights

Indonesian Rupiah (Billions)	4Q2019	4Q2018	Var %	FY2019	FY2018	Var %
Revenue	55.7	93.3	(40)	262.2	338.6	(23)
Gross profit/(loss)	2.0	(5.1)	n.m.	1.1	30.7	(97)
Loss before tax	(16.3)	(8.2)	+99	(39.1)	(4.5)	+775
Net loss for the year	(17.1)	(8.2)	+108	(40.7)	(7.5)	+442
Loss attributable to shareholders	(16.3)	(7.7)	+112	(38.5)	(7.4)	+421
EBITDA	(14.1)	(12.1)	+16	(27.3)	(0.5)	+5,894
Gross profit/(loss) margin (%)	3.7	(5.5)	+9.2% pts	0.4	9.1	(8.7% pts)
Net loss margin (%)	(30.6)	(8.8)	+21.8% pts	(15.5)	(2.2)	+13.3% pts
EBITDA margin (%)	(25.3)	(13.0)	+12.3% pts	(10.4)	(0.1)	+10.3% pts

Segment Review

	4Q2019	4Q2018	Var %	FY2019	FY2018	Var %
Sales volume (tonnes)						
CPO	7,503	16,307	(54)	36,519	46,325	(21)
Palm kernels	1,198	1,500	(20)	8,568	6,501	+32
Ave. Selling Price (Rp/kg)						
CPO	6,899	5,368	+29	6,452	6,609	(2)
Palm kernels	3,280	3,806	(14)	3,095	4,988	(38)
Revenue (Rp' billion)						
CPO	51.8	87.5	(41)	235.6	306.2	(23)
Palm kernels	3.9	5.7	(31)	26.5	32.4	(18)

Financial Position Highlights

Indonesian Rupiah (Billions)	31 Dec 19	31 Dec 18	Var (%)
Total assets	702.2	724.7	(3)
Total liabilities	(102.8)	(71.9)	+43
Current ratio (times)	6.5	12.9	(50)
Net Gearing (%)	0.08%	n.m.	n.m.

Cash Flow Statement Highlights

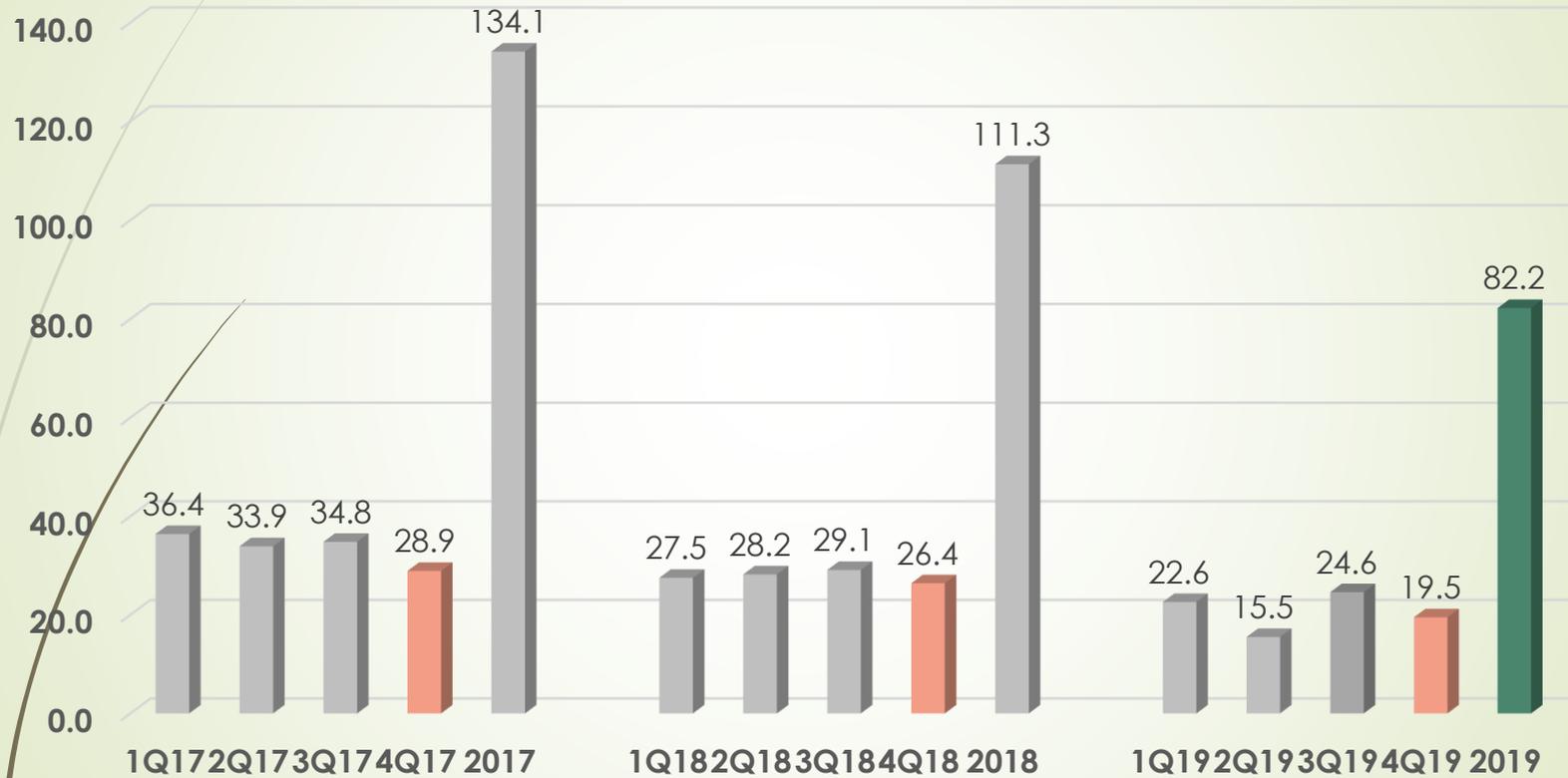
Indonesian Rupiah (Billions)	4Q2019	4Q2018	FY2019	FY2018
Net cash generated from/(used in) operating activities	14.8	(8.0)	30.8	(58.3)
Net cash used in investing activities	(16.7)	(4.1)	(47.2)	(26.0)
Net cash used in financing activities	(0.6)	(0.1)	(2.5)	(23.1)
Cash on hand and in banks at the beginning of the year	266.0	308.7	289.1	382.8
Effects of currency translation on cash and cash equivalents	(0.4)	(7.4)	(7.0)	13.6
Cash on hand and in banks at the end of the year	263.1	289.1	263.1	289.1
Net change in cash on hand and in banks	(2.5)	(12.2)	(19.0)	(107.3)

Production Highlights



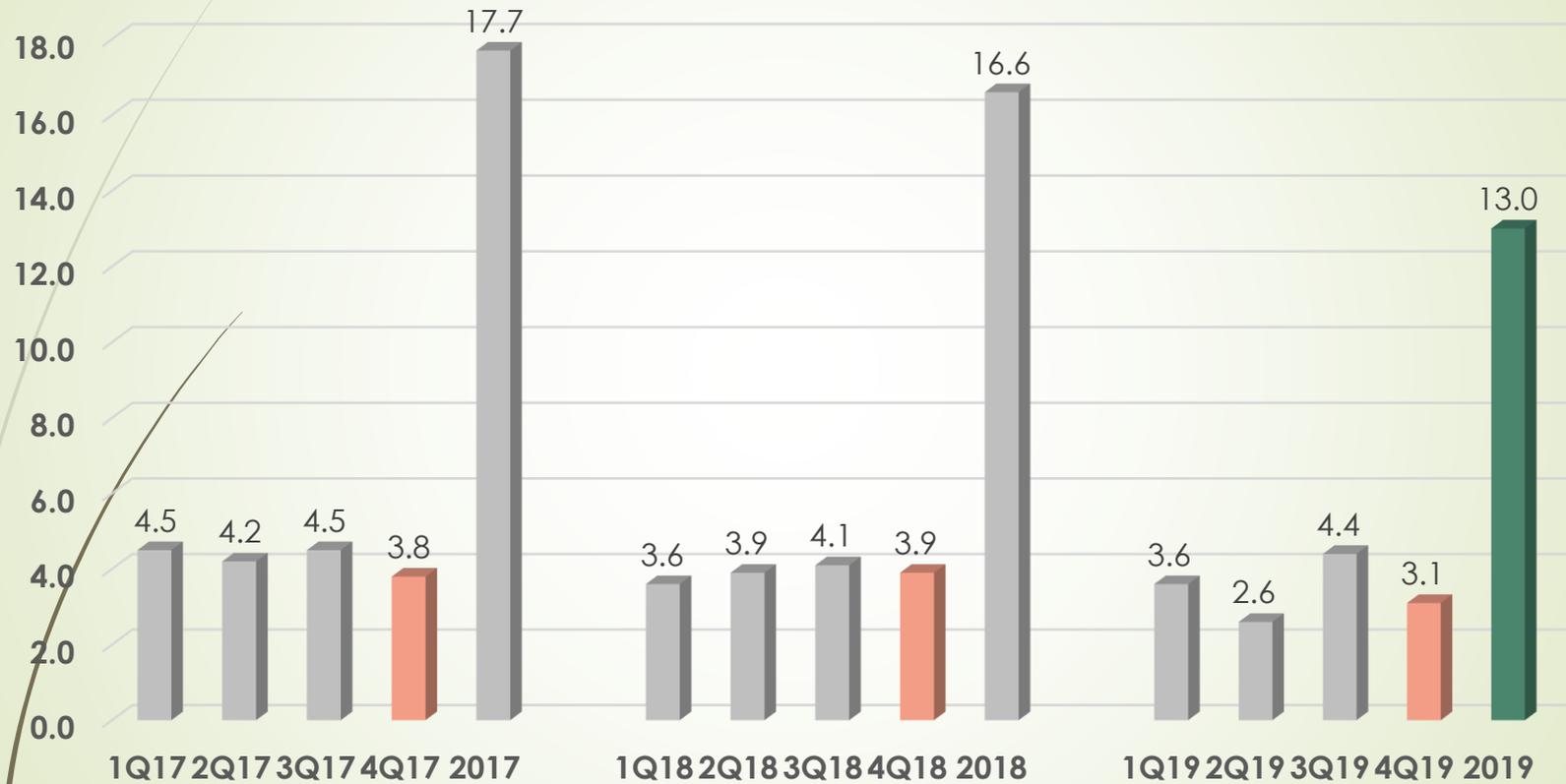
Production Output

FFB produced ('000 tonnes) – Nucleus only



Production Output

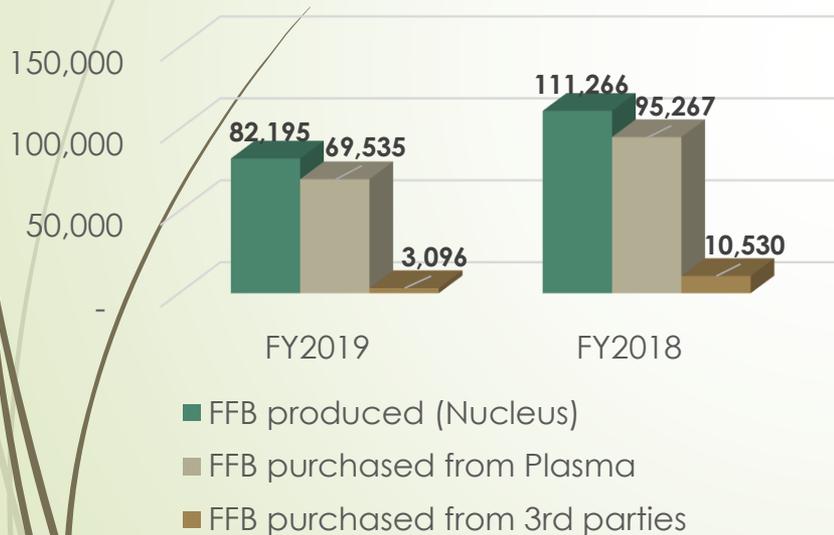
FFB yield (tonnes/ha) – Nucleus only



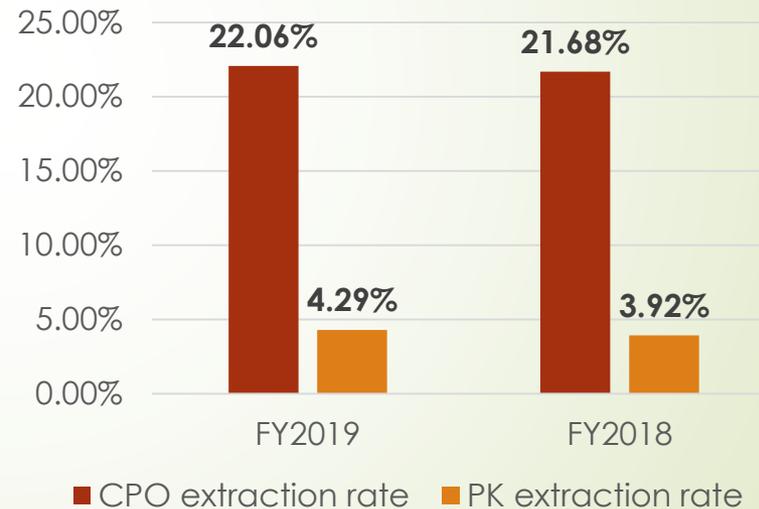
Production Statistics

Production Output (Tonnes)	4Q2019	4Q2018	Var %	FY2019	FY2018	Var %
CPO	8,091	10,586	(24)	34,162	47,135	(28)
Palm kernels	1,518	2,067	(27)	6,642	8,526	(22)

FFB Output (Tonnes)



Extraction rates



Plantation Statistics



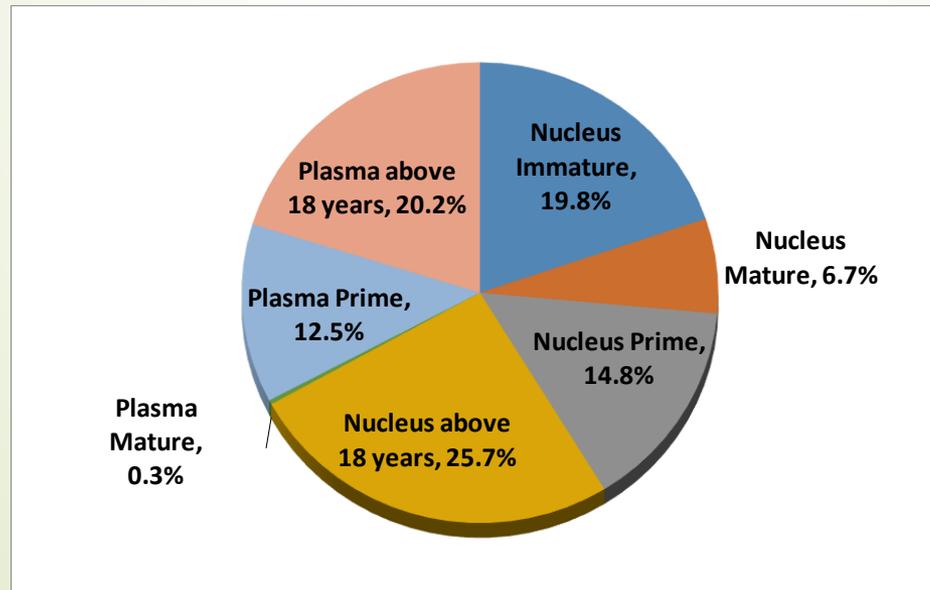
Plantation Statistics

	FY2019	% of total	FY2018	% of total
Total Planted Area (ha)	13,415	100%	13,300	100%
Mature	10,759	80.2%	11,054	83.1%
Immature	2,656	19.8%	4,365	16.9%

- **Total land bank 35,157 ha**
 - HGU: 13,493 ha
 - IUP license: 950 ha
 - Location license: 20,714 ha
- **21,742 ha available for future cultivation**

Age Profile @ 31 December 2019

Area cultivated	First 3 years (Immature)	4 - 6 years (Mature)	7 - 18 years (Prime)	Above 18 years	Total
Nucleus (ha)	2,656	892	1,986	3,448	8,982
Plasma (ha)	0	40	1,683	2,710	4,433
Total (ha)	2,656	932	3,669	6,158	13,415
% of cultivated area	19.8%	7.0%	27.3%	45.9%	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
- Land location permit obtained for 7,154 ha of land in Muara Lesan Village and Lesan Dayak Village, both located in Berau Regency, East Kalimantan
- Land location permit obtained for 10,100 ha of land in North Morowali, Central Sulawesi
- Projected to replant 1,000 ha per year in FY2020

Actively pursue potential acquisitions targets

- The Company has the option to acquire PT Cemar, an Indonesian-incorporated company which holds Hak Guna Usaha to approximately 6,429 ha of oil palm plantation land in the Landak Regency in West Kalimantan. The acquisition is subject to the fulfillment of conditions such as the conduct of legal and financial due diligence on PT Cemar as well as approvals required by the Indonesian authorities

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
Q&A session