



Bumitama Agri Ltd.

Excellence Through Discipline

Nine Months & Third Quarter 2013 Presentation

13 November 2013, Singapore



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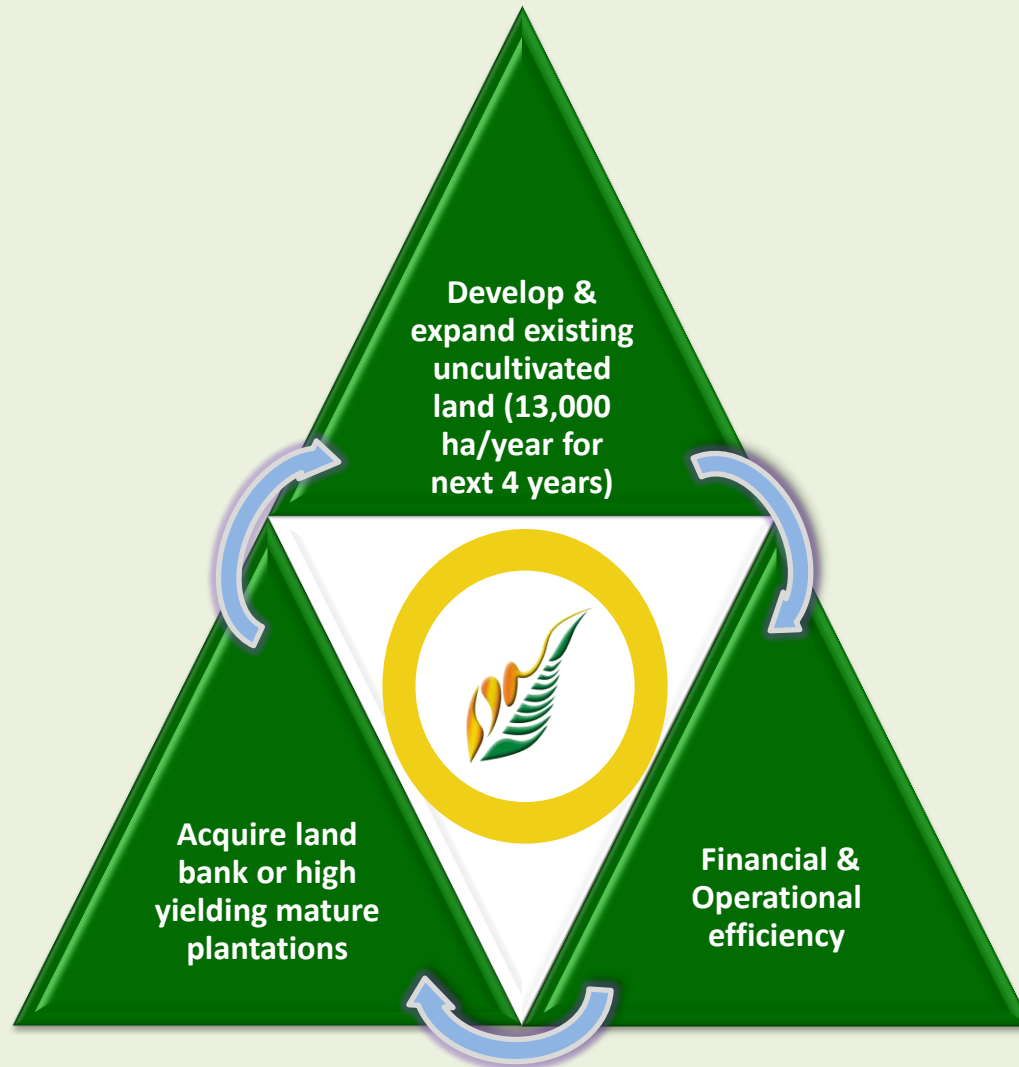
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The 1, 2, 3 Growth Strategies

(Young palm oil company with exciting growth prospect)





Executive Summary



Executive Summary – 9M2013

• **Financial Performance Impacted By CPO Price**

- Revenue grew by 9.3% YoY to IDR 2,764 billion.
- Gross Profit decreased by 5.5% YoY to IDR 1,015 billion.
- EBITDA decreased by 5.9% YoY to IDR 887 billion.
- Leverage ratios remained healthy.

• **Strong Production Growth**

- FFB volumes increased 13.3% YoY to 1,109,104 mt.
- FFB yield decreased 6.3% YoY from 12.8 mt/ha to 12.0 mt/ha.
- OER at 23.3%.
- Total planted area increased by 12,874 ha to 146,241 ha.



Financial Performance



Income Statement Highlight

IDR'million	3Q 2013	3Q 2012	Change	YoY	9M 2013	9M 2012	Change	YoY
Revenue	905,933	846,147	7.1%	↑	2,763,714	2,529,469	9.3%	↑
Gross profit	336,085	359,587	-6.5%	↓	1,015,241	1,074,074	-5.5%	↓
Net profit	205,975	201,707	2.1%	↑	565,584	626,949	-9.8%	↓
Net profit attributable to owners of the company	168,778	177,958	-5.2%	↓	475,014	558,544	-15.0%	↓
Proforma net profit ⁽¹⁾	205,975	202,006	2.0%	↑	581,241	597,896	-2.8%	↓
Proforma net profit attributable to owners of the company ⁽¹⁾	169,007	178,257	-5.2%	↓	490,670	529,491	-7.3%	↓
EBITDA	306,279	314,580	-2.6%	↓	887,047	942,401	-5.9%	↓
Gross margin (%)	37.1%	42.5%	-12.7%	↓	36.7%	42.5%	-13.5%	↓
Net profit margin (%)	22.7%	23.8%	-4.6%	↓	20.5%	24.8%	-17.4%	↓
EBITDA margin (%)	33.8%	37.2%	-9.1%	↓	32.1%	37.3%	-13.9%	↓

(1) Excluding withholding tax on interim dividend in 9M 2013 and gain on hedging in 9M 2012

Sales Revenue and Volume



	3Q 2013	3Q 2012	Change YoY	9M 2013	9M 2012	Change YoY
Sales Revenue (IDR in Million)						
- Crude Palm Oil	823,909	781,870	5.4%	2,554,348	2,317,323	10.2%
- Palm Kernel	82,024	64,277	27.6%	209,366	212,146	-1.3%
Sales Volume (MT)						
- Crude Palm Oil	114,828	105,905	8.4%	375,470	303,143	23.9%
- Palm Kernel	25,987	19,855	30.9%	73,175	59,642	22.7%
Average Sales Price (IDR/KG)						
- Crude Palm Oil	7,175	7,383	-2.8%	6,803	7,644	-11.0%
- Palm Kernel	3,156	3,237	-2.5%	2,861	3,557	-19.6%



Operational Performance

Operational Highlight



		3Q 2013	%	3Q 2012	%	Change YoY		9M 2013	%	9M 2012	%	Change YoY	
Production													
FFB Total	(MT)	562,219	100.0%	525,085	100.0%	7.1%	↑	1,559,529	100.0%	1,323,934	100.0%	17.8%	↑
FFB Internal		374,530	66.6%	374,817	71.4%	-0.1%	↓	1,109,104	71.1%	979,203	74.0%	13.3%	↑
FFB Nucleus		257,067	45.7%	247,922	47.2%	3.7%	↑	754,162	48.4%	639,647	48.3%	17.9%	↑
FFB Plasma		117,463	20.9%	126,895	24.2%	-7.4%	↓	354,942	22.8%	339,556	25.6%	4.5%	↑
FFB External		187,689	33.4%	150,268	28.6%	24.9%	↑	450,425	28.9%	344,731	26.0%	30.7%	↑
CPO	(MT)	127,052		121,803		4.3%	↑	362,651		313,601		15.6%	↑
PK	(MT)	24,182		22,869		5.7%	↑	68,935		60,312		14.3%	↑
Yield and Extraction Rate													
FFB Yield	(MT/ha)	4.0		4.9		-18.4%	↓	12.0		12.8		-6.3%	↓
CPO Yield	(MT/ha)	0.9		1.1		-18.2%	↓	2.8		3.0		-6.7%	↓
CPO Extraction Rate	(%)	22.6%		23.3%		-3.0%	↓	23.3%		23.7%		-1.7%	↓
PK Extraction Rate	(%)	4.3%		4.4%		-2.3%	↓	0.0%		4.6%		-100.0%	↓

Planting Area



	As at 30 September 2013		As at 31 December 2012		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
Planted Nucleus	113,383	77.5%	101,182	75.9%	12,201	↑
- Mature	63,677	43.5%	51,532	38.6%	12,145	↑
- Immature	49,706	34.0%	49,650	37.2%	56	↑

- Out of the 12,201 hectares added to the Group's planted area:
 - 8,974 hectares are new plantings achieved in 9M FY2013
 - 3,227 hectares are from the completion of acquisition of PT Nabatindo Karya Utama in April 2013
- Total planted Plasma 32,858 hectares as at 30 September 2013



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Thank You

