



# Bumitama Agri Ltd.

*Excellence Through Discipline*

**Nine Months & Third Quarter 2014 Presentation**  
**12 November 2014, Singapore**

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# *Executive Summary*



# Executive Summary – 9M2014

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

- Revenue grew by 51.5% YoY to IDR 4,187 billion.
- Gross Profit increased by 75.9% YoY to IDR 1,786 billion.
- EBITDA increased by 80.9% YoY to IDR 1,605 billion.
- Leverage ratios remained healthy.

## • **Strong Production Growth**

- FFB volumes increased 31.3% YoY to 1,456,310 mt.
- FFB yield improved 11.7% YoY from 12.0 mt/ha to 13.4 mt/ha.
- OER at 23.3%.
- Total planted area at 151,621 ha.



# *Financial Performance*



# Income Statement Highlight

IDR'million	3Q 2014	3Q 2013	Change	YoY	9M 2014	9M 2013	Change	YoY
Revenue	1,366,150	905,933	50.8%	↑	4,187,403	2,763,714	51.5%	↑
Gross profit	610,012	336,085	81.5%	↑	1,786,242	1,015,241	75.9%	↑
Profit for the period	339,018	205,975	64.6%	↑	1,038,056	565,584	83.5%	↑
Net profit attributable to owners of the company	285,406	168,778	69.1%	↑	886,577	475,014	86.6%	↑
EBITDA	528,215	305,674	72.8%	↑	1,604,905	887,047	80.9%	↑
Gross margin (%)	44.7%	37.1%	20.5%	↑	42.7%	36.7%	16.3%	↑
Net profit margin (%)	24.8%	22.7%	9.2%	↑	24.8%	20.5%	20.7%	↑
EBITDA margin (%)	38.7%	33.7%	14.8%	↑	38.3%	32.1%	19.3%	↑

# Sales Revenue and Volume



	3Q 2014	3Q 2013	Change YoY	9M 2014	9M 2013	Change YoY
<b>Sales Revenue (IDR in Million)</b>						
- Crude Palm Oil	1,242,692	823,909	50.8%	3,763,848	2,554,348	47.4%
- Palm Kernel	123,458	82,024	50.5%	423,555	209,366	102.3%
<b>Sales Volume (MT)</b>						
- Crude Palm Oil	152,666	114,828	33.0%	440,831	375,470	17.4%
- Palm Kernel	26,650	25,987	2.6%	80,210	73,175	9.6%
<b>Average Sales Price (IDR/KG)</b>						
- Crude Palm Oil	8,140	7,175	13.4%	8,538	6,803	25.5%
- Palm Kernel	4,633	3,156	46.8%	5,281	2,861	84.6%





# *Operational Performance*

# Operational Highlight



		3Q 2014	%	3Q 2013	%	Change	YoY	9M 2014	%	9M 2013	%	Change	YoY
<b>Production</b>													
<b>FFB Total</b>	<b>(MT)</b>	<b>648,761</b>	<b>100.0%</b>	<b>562,219</b>	<b>100.0%</b>	<b>15.4%</b>	<b>↑</b>	<b>1,908,313</b>	<b>100.0%</b>	<b>1,559,529</b>	<b>100.0%</b>	<b>22.4%</b>	<b>↑</b>
FFB Internal		468,962	72.3%	374,530	66.6%	25.2%	↑	1,456,310	76.3%	1,109,104	71.1%	31.3%	↑
FFB Nucleus		333,399	51.4%	257,067	45.7%	29.7%	↑	1,013,469	53.1%	754,162	48.4%	34.4%	↑
FFB Plasma		135,563	20.9%	117,463	20.9%	15.4%	↑	442,841	23.2%	354,942	22.8%	24.8%	↑
FFB External		179,799	27.7%	187,689	33.4%	-4.2%	↓	452,003	23.7%	450,425	28.9%	0.4%	↑
<b>CPO</b>	<b>(MT)</b>	<b>150,661</b>		<b>127,052</b>		<b>18.6%</b>	<b>↑</b>	<b>444,255</b>		<b>362,651</b>		<b>22.5%</b>	<b>↑</b>
<b>PK</b>	<b>(MT)</b>	<b>27,818</b>		<b>24,182</b>		<b>15.0%</b>	<b>↑</b>	<b>82,057</b>		<b>68,935</b>		<b>19.0%</b>	<b>↑</b>
<b>Yield and Extraction Rate</b>													
FFB Yield	(MT/ha)	4.3		4.0		7.5%	↑	13.4		12.0		11.7%	↑
CPO Yield	(MT/ha)	1.0		0.9		11.1%	↑	3.1		2.8		10.7%	↑
CPO Extraction Rate	(%)	23.2%		22.6%		2.7%	↑	23.3%		23.3%		0.0%	=
PK Extraction Rate	(%)	4.3%		4.3%		0.0%	=	4.3%		4.4%		-2.3%	↓

# Planting Area



	As at 30 September 2014		As at 31 December 2013		Change	
	Area (ha)	% of Total	Area (ha)	% of Total	Area (ha)	
<b>Planted Nucleus</b>	<b>115,061</b>	<b>75.9%</b>	<b>114,952</b>	<b>76.8%</b>	<b>109</b>	<b>↑</b>
- Mature	77,177	50.9%	63,677	42.5%	13,500	↑
- Immature	37,884	25.0%	51,275	34.3%	(13,391)	↓

- As at 30 September 2014 the planted Plasma 36,560 ha.

**Weighted average age of 6.0 years**

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# Thank You

