

## The Story Behind the Numbers

### A SUSTAINABLE JOURNEY

**Singapore, 12 May 2023** – Mainboard-listed Bumitama Agri Ltd. (“Bumitama” or “The Group”), one of the leading oil palm plantations in Indonesia with crude palm oil (“CPO”) and palm kernel (“PK”) as its key products, has released its financial performance results for the three months ending in March 2023, today.

Bumitama recorded IDR 3.60 trillion in revenue in the first quarter 2023 (“1Q23”), or 8% lower than the same period in 2022 (“1Q22”). Net profit reached IDR 429.12 billion, or 51% lower than 1Q22, primarily due to lower average selling price amid normalizing commodity prices in addition to higher fertilizer prices. The average selling prices for both CPO and PK declined by 14% and 53% respectively, in 1Q23 versus 1Q22 period. Nonetheless, the net profit in 1Q23 is still 15% higher than the quarterly average in the past five years.

Production in 1Q23 also trended down due to high base effect – on year-on-year (“YoY”) and quarter-on-quarter (“QoQ”) basis – as oil palms entered a normalized low-cycle season. Fresh Fruit Bunches (“FFB”) production from internal sources reached 745,585 tons in 1Q23, declining 13% in both YoY and QoQ terms. The trend was different in the 1Q22 period when Bumitama recorded FFB harvests of 852,441 tons which was 18% higher than the previous quarter, a typically high-cycle period.

El Niño warnings are once again making headlines in recent times as extreme heat wave strikes much of Asia with some affected regions claiming record-breaking temperatures. From reports of road surface melting in Dhaka, Bangladesh, to heat stroke related deaths in Mumbai, India, and over 100 weather stations breaking their temperature record in Yunnan, China. The current heat wave was first reported in April, just weeks after the world saw one of the longest triple-dip La Niña – the El Niño’s cooling opposite – on record.

The likelihood of El Niño is currently estimated at 60% chance and is expected to rise in the coming months, according to UN’s Weather Meteorological Organization (“WMO”). Surprisingly, according to WMO, the last eight years were the warmest ever recorded. Without the cooling effect of La Niña, the warming situation could have been worse.

“In 2022, we have launched our updated Sustainability Policy, which builds on our inaugural policy introduced in 2015. This new policy addresses increased expectations from our stakeholders and challenges created by accelerating climate change and other emerging sustainability issues,” said Lim Gunawan Hariyanto, Chairman and CEO of Bumitama, amid publication of the 2022 Sustainability Report (“2022 SR”) in April 2023.

Eric Wakker, a senior adviser of Earthqualizer Foundation and a veteran environmentalist specializing in the palm oil industry for more than a quarter century, commented on the 2022 SR publication, “In the past decade, Bumitama has expanded its conservation set-asides (for HCVs, HCS and undeveloped peat) by 4.9 times, from 3.5% of total landbank in 2012 to 17.1% in 2022.”

“Within the same time frame, Bumitama has also increased its collaboration with plasma smallholders from 25% of planted area – already well beyond the minimum compliance level – to 30% today. It is also noted that there has been a major increase in focus on managing GHG climate change risk management – as evidenced in the latest report, versus the first edition in 2015. It is also reflected in Bumitama’s major update of its sustainability policy,” Wakker added.

“We are striving to meet our ambitious 30% emissions reduction target by 2030 and are planning to have methane capture and biogas facilities installed in all 15 palm oil mills,” said Witjaksana Darmosarkoro, Independent Director of the Group.

*\* Net profit stated above is attributable to Owners of the Company*



# INVESTOR CIRCULAR

## The Numbers

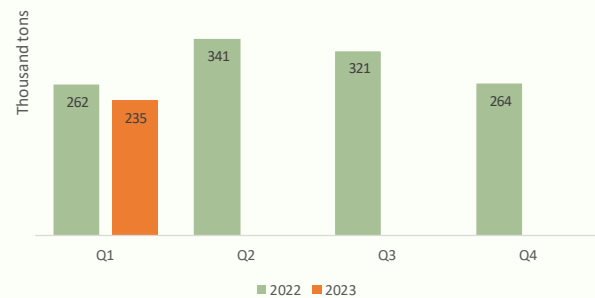
### Production Highlight

	Unit	1Q23	1Q22	YoY	1Q23	4Q22	YoY
FFB Nucleus	ton	518,377	596,309	-13.1%	518,377	589,336	-12.0%
FFB Plasma	ton	227,208	256,132	-11.3%	227,208	263,713	-13.8%
FFB Yield	ton/ha	4.1	4.7	↓	4.1	4.8	↓
FFB External	ton	322,374	317,267	1.6%	322,374	339,637	-5.1%
CPO Production	ton	234,884	261,730	-10.3%	234,884	264,602	-11.2%
OER	%	22.1%	22.5%	↓	22.1%	22.1%	↔
PK Production	ton	47,697	56,019	-14.9%	47,697	56,605	-15.7%

### FFB - Internal Production



### CPO Production

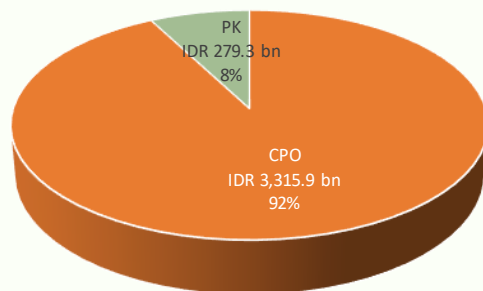


### Financial Highlight

	Unit	1Q23	1Q22	YoY	1Q23	4Q22	YoY
Revenue	IDR million	3,595,162	3,899,550	-7.8%	3,595,162	3,270,305	9.9%
Gross profit	IDR million	811,254	1,500,622	-45.9%	811,254	681,226	19.1%
Gross margin	%	22.6%	38.5%	↓	22.6%	20.8%	↑
Net profit*	IDR million	429,116	873,023	-50.8%	429,116	158,473	170.8%
Net margin	%	11.9%	22.4%	↓	11.9%	4.8%	↑
EBITDA	IDR million	687,373	1,474,817	-53.4%	687,373	653,478	5.2%
EBITDA margin	%	19.1%	37.8%	↓	19.1%	20.0%	↓

\*Net profit attributable to Owners of the Company, excluding grossed up dividend-related withholding tax

### Revenue



### Sales Volume

