

COMPANY PRESENTATION 1H 2022 RESULTS

12 August 2022



IND@FOOD AGRI RESOURCES Ltd.



PRESENTATION OUTLINE



1 Plantation Highlights



2 Financial Highlights



3 Strategies and Expansion





PLANTATION HIGHLIGHTS

Plantation Area

Planted Area (in Ha) 30 Jun 2022 31 Dec 2021

Indonesia - Nucleus

Total Planted Area	296,635	300,749
Planted Oil Palm	247,347	250,615
SIMP	154,698	156,762
Lonsum	92,649	93,853
Planted Other Crops		
Rubber	16,215	16,228
Sugar cane	13,592	14,411
Others - timber, cocoa, tea	19,481	19,495

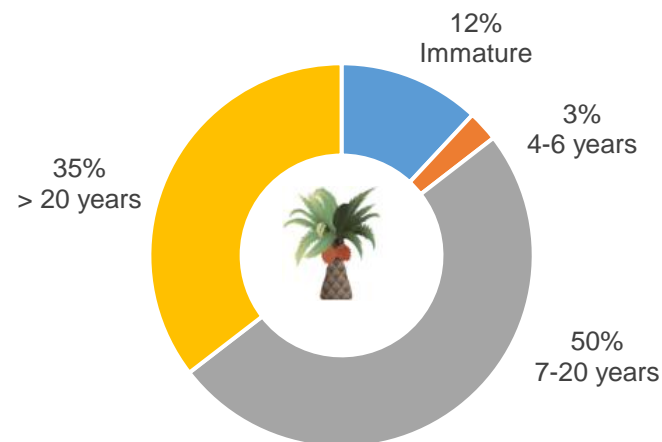
Brazil

Sugar cane #	127,959	114,152
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* As at 30 June 2022, the Group has ≈ 87,111 Ha of planted oil palm plasma area

For the planted sugar cane areas, 47% of owned by CMAA and 53% contracted 3rd party farmers

Oil palm average age ≈ 18 years



Oil Palm Plantation Highlights

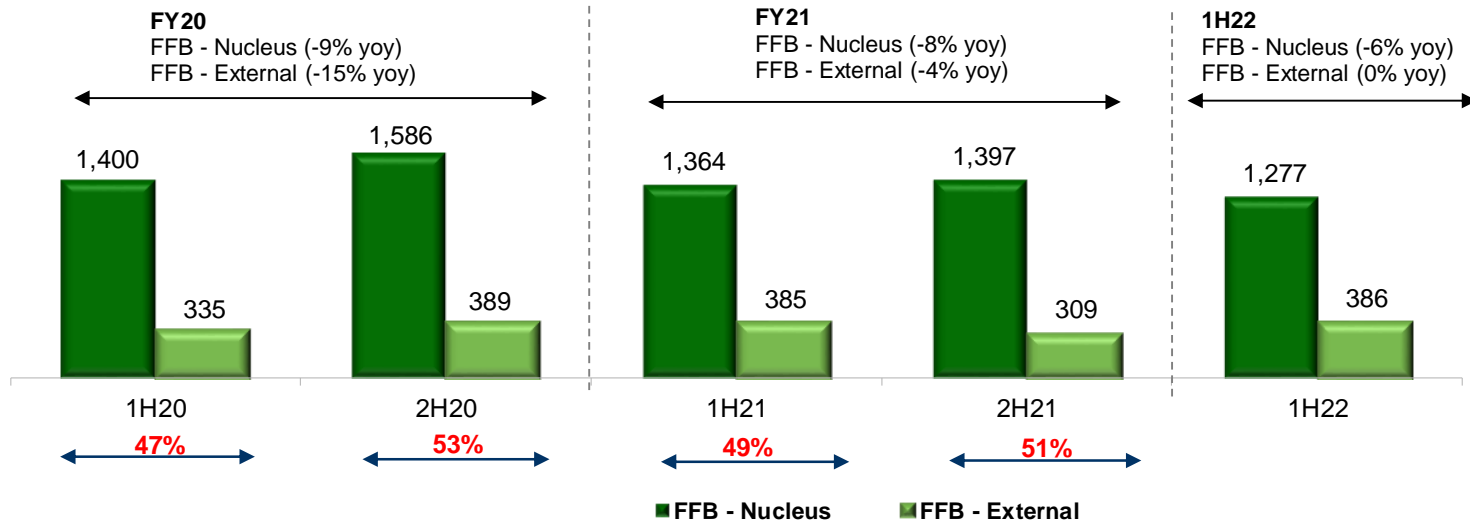
		1H22	1H21	△	FY21
<u>Production</u>					
Mature area	(Ha)	217,835	213,623		214,053
FFB	('000 MT)	1,663	1,749	(5%)	3,455
Nucleus	('000 MT)	1,277	1,364	(6%)	2,761
External	('000 MT)	386	385	0%	694
CPO	('000 MT)	327	345	(5%)	687
PK	('000 MT)	78	85	(8%)	168
<u>Productivity</u>					
CPO extraction rate	(%)	20.9	21.0	↓	21.0
PK extraction rate	(%)	5.0	5.1	↓	5.1

- Nucleus FFB production declined 6% yoy due to lower nucleus output as a result of replanting activities, and adverse weather patterns which impacted our crop production and operations.
- CPO production decreased 5% yoy on lower nucleus FFB.

Oil Palm Production Trends

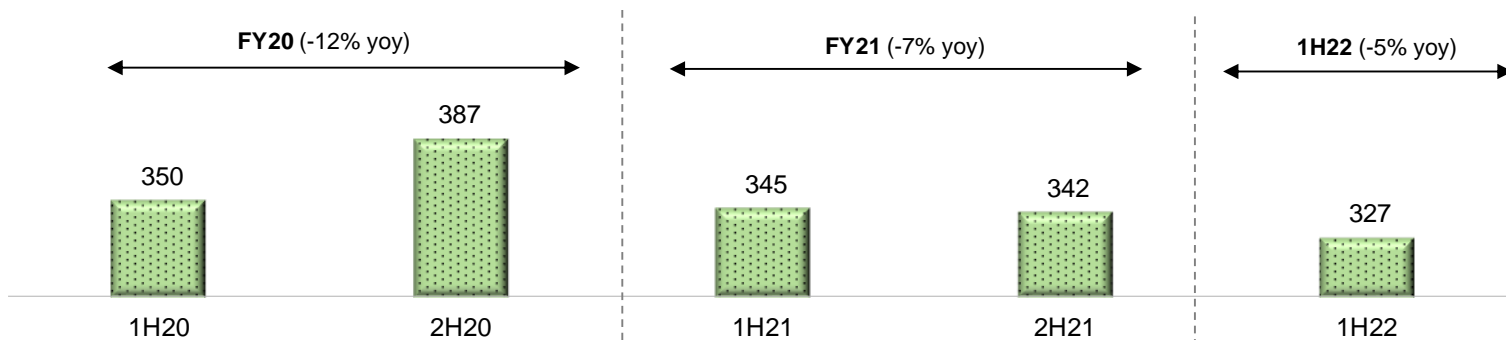
FFB Production

'000 MT



CPO Production

'000 MT



Sugar Plantation Highlights

Indonesia	1H22	1H21	△	FY21
Planted area (Ha)	13,592	12,749		14,411
Sugar cane harvested ('000 MT) ⁽¹⁾	401	393	2%	914
Sugar production ('000 MT) ⁽²⁾	24	24	(0%)	57

Brazil	1H22	1H21	△	FY21
Planted area (Ha)	127,959	123,797		114,152
Sugar cane harvested ('000 MT)	3,150	3,687	(15%)	7,794
Raw sugar production ('000 MT)	221	248	(11%)	570
Ethanol ('000 M ³)	116	139	(16%)	312

(1) Harvested cane related to South Sumatra sugar cane plantation.

(2) Sugar production related to South Sumatra plantation & LPI's share of sugar in Java.



FINANCIAL HIGHLIGHTS

Sales Volume Plantation

In '000 MT	1H22	1H21	△	FY21
CPO	295	343	(14%)	698
PK products - PK, PKO, PKE	62	84	(26%)	162
Oil palm seeds ('million)	4.7	2.7	76%	6.3

- Sales volume of CPO and PK-related products declined 14% and 26% mainly due to lower FFB nucleus production and a build-up of stocks during the period.
- Sales volume of oil palm seeds recovered strongly, increasing 76% yoy to 4.7m.

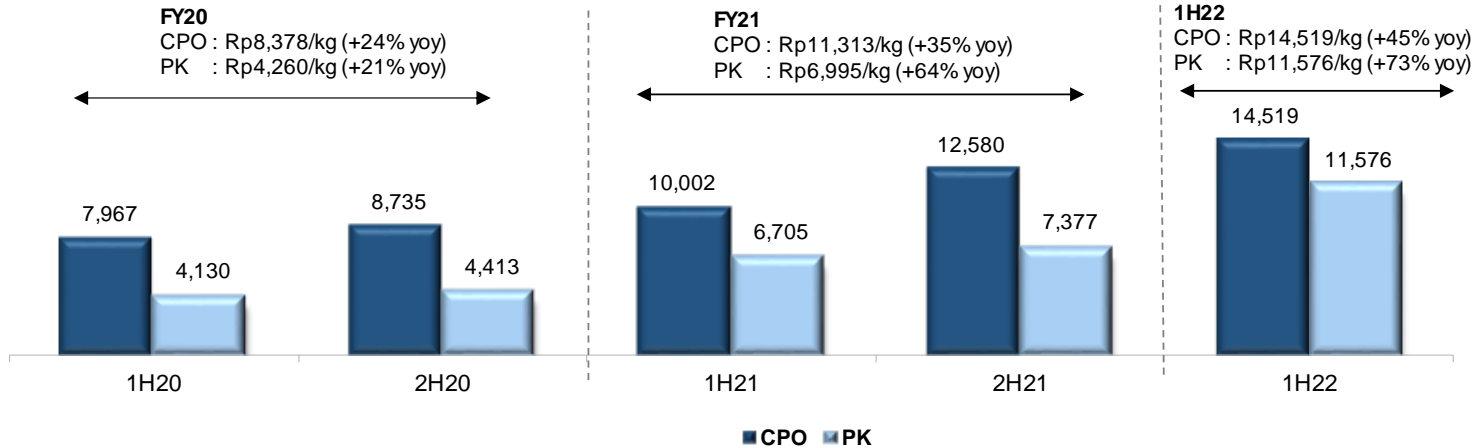
Note: Sales volume before elimination of inter-segment sales

* The listed figures in the tables are rounded to the nearest thousands, but the growth % are calculated based on the exact figures

Average Selling Price (ASP) Trend

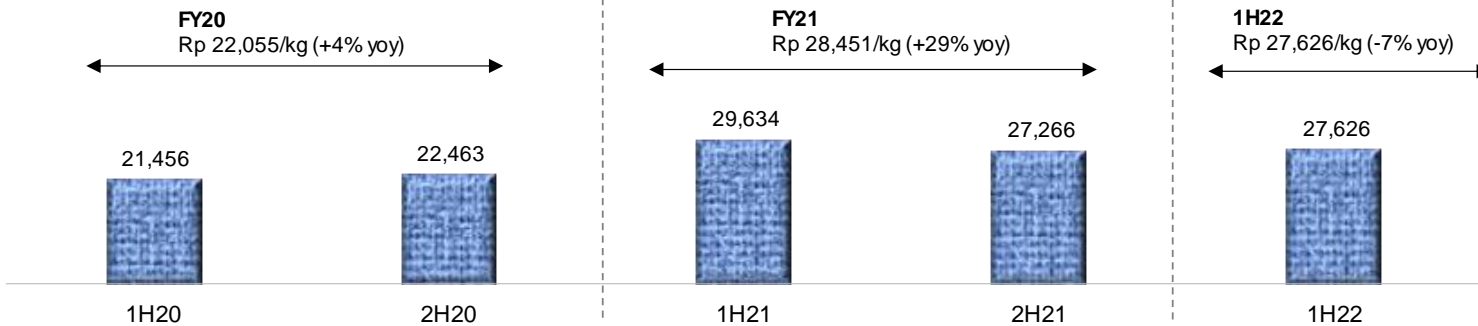
CPO and PK - ASP

Rp/kg



Rubber - ASP

Rp/kg



Financial Summary

In Rp Bn	1H22	1H21	△	FY21
Sales	8,073	8,958	(10%)	19,659
Gross profit	2,163	2,023	7%	5,073
Adjusted EBITDA ⁽¹⁾	2,020	1,797	12%	4,490
Net profit after tax	542	315	72%	1,280
Core profit ⁽²⁾	816	475	72%	1,774
Attributable profit	252	153	65%	755
EPS (fully diluted) - Rp	181	109	65%	541
Gross profit margin	27%	23%	↑	26%
EBITDA margin	25%	20%	↑	23%
Net profit margin	7%	4%	↑	7%
Attributable profit margin	3%	2%	↑	4%

- Sales declined 10% on lower sales volume of palm products and EOF products. This was offset by higher selling prices.
- Despite this, the Group recorded higher net profit of Rp542bn, increasing 72% yoy.
- The improved profit was mainly due to higher profit contribution from the Plantation Division arising from higher selling prices of palm products.

(1) EBITDA excluding forex, FV gain on biological assets and impairment of property, plant and equipment (PPE).

(2) NPAT before accounting for the effects of forex, FV gain on biological assets, ECL for plasma receivables, impairment of PPE, adjustment of deferred tax due to changes in tax rate and rationalisation costs.

Segmental Results

In Rp Bn	1H22	1H21	△	FY21
<u>Sales</u>				
Plantations	5,655	4,623	22%	10,561
Edible oils & fats	6,108	7,465	(18%)	16,276
Elimination & adjustments	(3,690)	(3,130)	18%	(7,178)
Total	8,073	8,958	(10%)	19,659
<u>Adjusted EBITDA</u>				
Plantations	2,030	1,582	28%	3,852
<i>EBITDA %</i>	36%	34%		36%
Edible oils & fats	272	273	(0%)	628
<i>EBITDA %</i>	4%	4%		4%
Elimination & adjustments ⁽¹⁾	(282)	(58)	n/m	10
Total	2,020	1,797	12%	4,490

(1) Net effects arising from elimination of unrealised profit of inter-division inventories, SFRS adjustment and regional office income/(expenses).

Financial Position

Balance sheet (In Rp Bn)	30-Jun-22	31-Dec-21
Total Assets	38,564	37,651
Cash	4,194	3,764
Total Liabilities	16,479	16,281
Interest bearing debt	10,182	10,334
Total Equity*	22,085	21,370
Net debt / EBITDA ratio	1.48x	1.46x
Net debt / Total equity ratio	0.27x	0.31x
Net assets value per share (in Rupiah)	8,588	8,283
Net assets value per share (in SGD) **	0.80	0.78

Cash flow (In Rp Bn)	1H22	1H21
Net cash flow generated from operating activities	1,311	1,446
Net cash flow used in investing activities	(588)	(599)
Net cash flow used in financing activities	(329)	(257)
Net increase in cash & cash equivalents	394	589
Net effect of changes in forex	36	19
Cash & cash equivalent - Beginning	3,764	2,446
Cash & cash equivalent - Ending	4,194	3,055



STRATEGIES & EXPANSION

Key Strategies in 2022

Plantation

- Continue to prioritise our capital investment in replanting older palms in North Sumatra and Riau, and critical infrastructure;
- Improving FFB yields through active crop management and pursuing innovations and mechanisation to raise plantation productivity; and
- Continue to focus on cost control improvements and drive greater efficiency through digitalisation and streamlining of work processes.



Edible oils & fats

- Capacity expansion for Tanjung Priok refinery with target completion in 2023 to capture the growing domestic demand and new opportunities;
- Competitive marketing strategy for Bimoli to maintain its leading brand position;
- Continue to rejuvenate the formats and packaging designs of our cooking oils to cater to evolving consumer needs;
- Optimizing various digital and e-commerce platforms to increase market reach and penetration;
- To drive volume through higher promotion frequency and depth; and
- Capitalise on growth of in home consumption, consumer cooking oil & margarine.





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