



## BUMITAMA AGRI LTD.

### Unaudited Financial Statements for the Fourth Quarter ("4Q") and Full Year Ended 31 December 2015

#### 1(a)(i) Income statement (for the group) together with a comparative statement for the corresponding period of the immediately preceding financial year.

	Group					
	4th Quarter			FY		
	2015 IDR million	2014 IDR million	Change (%)	2015 IDR million	2014 IDR million	Change (%)
<b>Revenue</b>	1,448,059	1,569,861	-7.8%	5,542,123	5,757,264	-3.7%
Cost of sales	(910,277)	(1,014,424)	-10.3%	(3,726,382)	(3,415,585)	9.1%
<b>Gross profit</b>	<b>537,782</b>	<b>555,437</b>	<b>-3.2%</b>	<b>1,815,741</b>	<b>2,341,679</b>	<b>-22.5%</b>
Interest Income	40,747	64,614	-36.9%	145,566	106,540	36.6%
Loss arising from fair value changes in biological assets	(45,925)	(38,263)	20.0%	(45,925)	(38,263)	20.0%
Selling expense	(50,208)	(53,338)	-5.9%	(190,420)	(173,048)	10.0%
General and administrative expense	(58,884)	(22,354)	163.4%	(208,190)	(184,420)	12.9%
Finance cost	(44,117)	(21,783)	102.5%	(155,476)	(105,249)	47.7%
Foreign exchange loss	(347)	(8,200)	-95.8%	(52,094)	(75,694)	-31.2%
Other expenses	(29,694)	(26,925)	10.3%	(52,850)	(69,634)	-24.1%
Other income	6,982	6,902	1.2%	19,505	20,089	-2.9%
Share of loss of associate companies	(14,597)	(2,437)	499.0%	(67,357)	(17,127)	293.3%
<b>Profit before income tax</b>	<b>341,739</b>	<b>453,653</b>	<b>-24.7%</b>	<b>1,208,500</b>	<b>1,804,873</b>	<b>-33.0%</b>
Income tax expense	(26,640)	(119,930)	-77.8%	(219,079)	(433,094)	-49.4%
<b>Profit for the period</b>	<b>315,099</b>	<b>333,723</b>	<b>-5.6%</b>	<b>989,421</b>	<b>1,371,779</b>	<b>-27.9%</b>
<b>Attributable to:</b>						
Owners of the Company	292,267	266,429	9.7%	890,697	1,153,006	-22.8%
Non-controlling interests	22,832	67,294	-66.1%	98,724	218,773	-54.9%
	<b>315,099</b>	<b>333,723</b>	<b>-5.6%</b>	<b>989,421</b>	<b>1,371,779</b>	<b>-27.9%</b>

#### Additional Information

	Group					
	4th Quarter			FY		
	2015 IDR million	2014 IDR million	Change (%)	2015 IDR million	2014 IDR million	Change (%)
Profit before income tax	341,739	453,653	-24.7%	1,208,500	1,804,873	-33.0%
Depreciation and amortisation	59,985	61,236	-2.0%	203,257	183,880	10.5%
Foreign exchange loss	347	8,200	-95.8%	52,094	75,694	-31.2%
Finance cost	44,117	21,783	102.5%	155,476	105,249	47.7%
Interest income	(40,747)	(64,614)	-36.9%	(145,566)	(106,540)	36.6%
Withholding tax expense on dividend (in Other expenses)	19,278	21,600	-10.8%	19,278	43,607	-55.8%
Loss arising from fair value changes in biological assets	45,925	38,263	20.0%	45,925	38,263	20.0%
<b>EBITDA</b>	<b>470,644</b>	<b>540,121</b>	<b>-12.9%</b>	<b>1,538,964</b>	<b>2,145,026</b>	<b>-28.3%</b>

**1(a)(ii) A statement of total comprehensive income together with a comparative statement for the corresponding period of the immediately preceding financial year**

	Group					
	4th Quarter			FY		
	2015 IDR million	2014 IDR million	Change (%)	2015 IDR million	2014 IDR million	Change (%)
<b>Statement of comprehensive income:</b>						
Profit for the period/year	315,099	333,723	-5.6%	989,421	1,371,779	-27.9%
Other comprehensive income						
Item that may be reclassified subsequently to profit or loss:						
Foreign currency translation	245,449	(13,805)	n.m.	(179,035)	(24,393)	n.m.
Fair value reserve on derivative	74,219	31,572	135.1%	22,690	(55,225)	n.m.
Re-measurement loss on defined benefit plans	(3,412)	(10,237)	-66.7%	(3,412)	(10,237)	-66.7%
Other comprehensive income for the period/year, net of tax	316,256	7,530	n.m.	(159,757)	(89,855)	77.8%
Total comprehensive income for the period/year	631,355	341,253	85.0%	829,664	1,281,924	-35.3%
Attributable to:						
Owners of the Company	608,680	262,926	131.5%	731,097	1,064,784	-31.3%
Non-controlling interests	22,675	78,327	-71.1%	98,567	217,140	-54.6%
	631,355	341,253	85.0%	829,664	1,281,924	-35.3%

*n.m. not meaningful*

**1(b)(i) Statement of Financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.**

	Group		Company	
	31-Dec-15	31-Dec-14	31-Dec-15	31-Dec-14
	IDR million	IDR million	IDR million	IDR million
<b>ASSETS</b>				
<b>Non-current assets</b>				
Biological assets	8,016,549	7,517,948	-	-
Plasma receivables	713,697	245,089	-	-
Property, plant and equipment	3,244,388	2,865,809	140	184
Land use rights	615,560	486,160	-	-
Investment in subsidiaries	-	-	502,997	396,021
Investment in associate companies	24,043	84,250	145,886	131,556
Intangible assets	173,301	171,276	-	-
Deferred tax assets	392,732	256,592	-	-
Deferred charges/other receivable	12,788	10,263	12,788	11,883
Due from subsidiaries	-	-	5,922,757	5,581,149
Loan to an associate company	327,686	282,167	327,686	282,167
<b>Total Non-current assets</b>	<b>13,520,744</b>	<b>11,919,554</b>	<b>6,912,254</b>	<b>6,402,960</b>
<b>Current assets</b>				
Inventories	650,842	526,801	-	-
Deferred charges	8,101	8,326	61	-
Trade and other receivables	598,598	139,576	-	-
Due from related companies	158,977	126,270	-	-
Due from subsidiaries	-	-	2,357,835	435,400
Plasma receivables	426,289	539,573	-	-
Prepayments and advances	80,081	81,099	99	199
Dividend receivables	-	-	173,500	194,400
Prepaid taxes	301,288	151,292	12	34
Cash and short-term deposits	598,797	310,858	22,603	8,701
<b>Total Current assets</b>	<b>2,822,973</b>	<b>1,883,795</b>	<b>2,554,110</b>	<b>638,734</b>
<b>Total Assets</b>	<b>16,343,717</b>	<b>13,803,349</b>	<b>9,466,364</b>	<b>7,041,694</b>
<b>Current liabilities</b>				
Loans and borrowings	1,983,667	588,959	1,861,201	433,324
Trade and other payables	935,430	772,622	13	-
Accrued operating expenses	144,873	154,377	55,202	71,745
Dividend payables	43,732	20,400	-	-
Sales advances	62,119	165,237	-	-
Income taxes payable	106,334	221,107	7,679	2,309
<b>Total Current liabilities</b>	<b>3,276,155</b>	<b>1,922,702</b>	<b>1,924,095</b>	<b>507,378</b>
<b>Non-current liabilities</b>				
Deferred tax liabilities	780,080	690,933	-	-
Loans and borrowings	343,933	139,769	343,933	-
Islamic medium term notes	3,202,894	3,551,370	3,202,894	3,551,370
Post employment benefits	25,224	12,369	-	-
Derivative financial liabilities	1,126,928	377,480	1,126,928	377,480
<b>Total Non-current liabilities</b>	<b>5,479,059</b>	<b>4,771,921</b>	<b>4,673,755</b>	<b>3,928,850</b>
<b>Total Liabilities</b>	<b>8,755,214</b>	<b>6,694,623</b>	<b>6,597,850</b>	<b>4,436,228</b>
<b>Net Assets</b>	<b>7,588,503</b>	<b>7,108,726</b>	<b>2,868,514</b>	<b>2,605,466</b>
<b>Equity attributable to owners of the Company</b>				
Share capital	1,807,045	1,807,045	1,807,045	1,807,045
Treasury shares	(17,946)	-	(17,946)	-
Other reserves	(217,473)	(240,163)	(32,535)	(55,225)
Retained earnings	5,515,407	4,889,062	326,096	298,376
Foreign currency translation reserve	(151,743)	27,292	785,854	555,270
	<b>6,935,290</b>	<b>6,483,236</b>	<b>2,868,514</b>	<b>2,605,466</b>
<b>Non-controlling interests</b>	<b>653,213</b>	<b>625,490</b>	<b>-</b>	<b>-</b>
<b>Total Equity</b>	<b>7,588,503</b>	<b>7,108,726</b>	<b>2,868,514</b>	<b>2,605,466</b>

**1(b)(ii) Aggregate amount of group's borrowings and debt securities.**

- Amount repayable in one year or less, or on demand
- Amount repayable after one year

	31-Dec-15 IDR Million	31-Dec-14 IDR Million
Amount due within one year		
Secured	139,769	188,523
Unsecured	1,843,898	400,436
<b>Total</b>	<b>1,983,667</b>	<b>588,959</b>
Amount due more than one year		
Secured	-	139,769
Unsecured	3,546,827	3,551,370
<b>Total</b>	<b>3,546,827</b>	<b>3,691,139</b>

**Details of any collateral**

The unsecured borrowings contain negative pledge clauses.

Secured borrowings are collateralised by the Group's assets (including land use rights, trade receivables, and property, plant and equipment), and insurance claims.

**1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year**

CASH FLOW	4th Quarter		FY	
	2015	2014	2015	2014
	IDR million	IDR million	IDR million	IDR million
<b>Cash flows from operating activities</b>				
Cash receipts from customers	880,248	1,391,966	4,906,478	5,647,871
Cash payments to suppliers, employees and for other operating expenses	(373,339)	(462,526)	(3,188,205)	(3,232,922)
Corporate income tax paid	(100,909)	(102,616)	(386,589)	(291,187)
<b>Net cash flows generated from operating activities</b>	<b>406,000</b>	<b>826,824</b>	<b>1,331,684</b>	<b>2,123,762</b>
<b>Cash flows from investing activities</b>				
decrease /(Increase) in plasma receivables	94,377	(168,455)	(424,220)	(151,306)
Investment in intangible assets	-	-	(3,950)	-
Investment in biological assets	(76,477)	(313,160)	(854,031)	(811,650)
Investment in property, plant and equipment	(207,826)	(428,443)	(650,534)	(941,349)
Investment in land use rights	(94,638)	(56,190)	(127,917)	(82,476)
Acquisition of subsidiary	(2,483)	(8,016)	(2,483)	(8,016)
Interest received	24,405	64,614	129,224	106,540
<b>Net cash flows used in investing activities</b>	<b>(262,642)</b>	<b>(909,650)</b>	<b>(1,933,911)</b>	<b>(1,888,257)</b>
<b>Cash flows from financing activities</b>				
Proceeds from loans and borrowings	-	-	2,070,920	-
Repayment of loan and borrowings	(25,000)	(2,300,918)	(639,705)	(3,438,754)
Proceeds from issuance of Islamic medium term notes	-	-	-	3,579,503
Decrease / (increase) in amount due from related companies	50,844	(6,739)	(32,707)	(80,968)
Repayment of obligation under finance leases	-	-	-	(193)
Payment of dividend	(17,017)	-	(298,514)	(290,413)
Tax on dividend paid	-	25,675	(25,200)	-
Contribution from non-controlling interests	125	-	625	-
Buy-back of ordinary shares	(12,210)	-	(17,946)	-
Interest paid	(4,088)	(54,668)	(182,161)	(155,588)
<b>Net cash flows generated / (used in) from financing activities</b>	<b>(7,346)</b>	<b>(2,336,650)</b>	<b>875,312</b>	<b>(386,413)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>136,012</b>	<b>(2,419,476)</b>	<b>273,085</b>	<b>(150,908)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>12,544</b>	<b>(17,789)</b>	<b>14,854</b>	<b>(20,352)</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>450,241</b>	<b>2,748,123</b>	<b>310,858</b>	<b>482,118</b>
<b>Cash and cash equivalents at end of period</b>	<b>598,797</b>	<b>310,858</b>	<b>598,797</b>	<b>310,858</b>

**1(c) A cash flow statement (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year. (cont'd)**

Cash Flows from Operating Activities:	4th Quarter		FY	
	2015	2014	2015	2014
	IDR million	IDR million	IDR million	IDR million
Profit before income tax	341,739	453,653	1,208,500	1,804,873
Depreciation and amortisation	59,985	61,236	203,257	183,880
Finance cost	44,117	21,783	155,476	105,249
Finance income	(40,747)	(64,614)	(145,566)	(106,540)
Post employment benefits	15,143	16,474	15,143	16,474
Impairment of goodwill	-	6,563	-	6,563
Unrealized foreign exchange loss	76,941	215,145	428,411	288,758
Gain on divestment of business in a subsidiary	-	-	(5,749)	-
Gain on disposal of property, plant and equipment	235	-	67	-
Share of loss of associate companies	14,597	2,437	67,357	17,127
Loss arising from fair value changes in biological assets	45,925	38,263	45,925	38,263
<b>Operating cash flows before working capital changes</b>	<b>557,935</b>	<b>750,940</b>	<b>1,972,821</b>	<b>2,354,647</b>
Decrease/(increase) in:				
- Trade and other receivables	(101,227)	17,747	(31,022)	4,509
- Inventories	(17,448)	126,365	(140,437)	(148,242)
- Prepaid taxes	(31,671)	(73,735)	(149,996)	(84,152)
- Prepayments and advances	68,584	195,618	1,018	37,293
- Deferred charges	824	(1,947)	(2,300)	(5,307)
- Tax refundable	-	6,036	-	25,330
(Decrease)/increase in:				
- Trade and other payables	63,879	81,478	157,435	264,505
- Accrued operating expenses	(33,485)	47,967	(9,504)	58,860
- Tax payable	62,578	(22,416)	30,213	18,324
- Sales advances	(56,333)	(186,027)	(103,118)	(98,232)
Post employment benefits	(6,727)	(12,586)	(6,837)	(12,586)
Cash flows generated from operations	<b>506,909</b>	<b>929,440</b>	<b>1,718,273</b>	<b>2,414,949</b>
Corporate income tax paid	(100,909)	(102,616)	(386,589)	(291,187)
<b>Net cash flows generated from operating activities</b>	<b>406,000</b>	<b>826,824</b>	<b>1,331,684</b>	<b>2,123,762</b>

**1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.**

Group	----- Attributable to owners of the Company -----							Non-controlling interests	Total equity
	Share capital	Treasury shares	Retained earnings	Other reserves	Foreign currency translation reserve	Total share capital and reserves			
	IDR million	IDR million	IDR million	IDR million	IDR million	IDR million	IDR million		
<b>Opening balance at 1 January 2015</b>	<b>1,807,045</b>	-	<b>4,889,062</b>	<b>(240,163)</b>	<b>27,292</b>	<b>6,483,236</b>	<b>625,490</b>	<b>7,108,726</b>	
Profit for the period	-	-	890,697	-	-	890,697	98,724	989,421	
<b>Other comprehensive income:</b>									
Items that may be reclassified subsequently to profit or loss:									
Foreign currency translation	-	-	-	-	(179,035)	(179,035)	-	(179,035)	
Fair value reserve on derivative	-	-	-	22,690	-	22,690	-	22,690	
Re-measurement on defined benefit plan	-	-	(3,255)	-	-	(3,255)	(157)	(3,412)	
Total comprehensive income for the period	-	-	887,442	22,690	(179,035)	731,097	98,567	829,664	
<b>Distribution to owners:</b>									
Contribution from non-controlling interests	-	-	-	-	-	-	625	625	
Buy-back of ordinary shares	-	(17,946)	-	-	-	(17,946)	-	(17,946)	
Dividends on ordinary shares	-	-	(261,097)	-	-	(261,097)	-	(261,097)	
Dividend paid to non-controlling interests	-	-	-	-	-	-	(71,469)	(71,469)	
<b>Closing balance at 31 December 2015</b>	<b>1,807,045</b>	<b>(17,946)</b>	<b>5,515,407</b>	<b>(217,473)</b>	<b>(151,743)</b>	<b>6,935,290</b>	<b>653,213</b>	<b>7,588,503</b>	
<b>Opening balance at 1 January 2014</b>	<b>1,807,045</b>	-	<b>3,955,971</b>	<b>(184,938)</b>	<b>51,685</b>	<b>5,629,763</b>	<b>510,827</b>	<b>6,140,590</b>	
Profit for the period	-	-	1,153,006	-	-	1,153,006	218,773	1,371,779	
<b>Other comprehensive income:</b>									
Items that may be reclassified subsequently to profit or loss:									
Foreign currency translation	-	-	-	-	(24,393)	(24,393)	-	(24,393)	
Fair value reserve on derivative	-	-	-	(55,225)	-	(55,225)	-	(55,225)	
Re-measurement on defined benefit plan	-	-	(8,604)	-	-	(8,604)	(1,633)	(10,237)	
Total comprehensive income for the period	-	-	1,144,402	(55,225)	(24,393)	1,064,784	217,140	1,281,924	
<b>Distribution to owners:</b>									
Contribution from non-controlling interests	-	-	-	-	-	-	625	625	
Dividend on ordinary shares	-	-	(211,311)	-	-	(211,311)	-	(211,311)	
Dividend paid to non-controlling interests	-	-	-	-	-	-	(103,102)	(103,102)	
<b>Closing balance at 31 December 2014</b>	<b>1,807,045</b>	-	<b>4,889,062</b>	<b>(240,163)</b>	<b>27,292</b>	<b>6,483,236</b>	<b>625,490</b>	<b>7,108,726</b>	

Company	----- Attributable to owners of the Company -----					
	Share capital	Treasury shares	Retained earnings	Other reserves	Foreign currency translation reserves	Total share capital and reserves
	IDR million	IDR million	IDR million	IDR million	IDR million	IDR million
<b>Opening balance at 1 January 2015</b>	<b>1,807,045</b>	-	<b>298,376</b>	<b>(55,225)</b>	<b>555,270</b>	<b>2,605,466</b>
Profit for the period	-	-	288,817	-	-	288,817
<b>Other comprehensive income:</b>						
Items that may be reclassified subsequently to profit or loss:						
Foreign currency translation	-	-	-	-	230,584	230,584
Fair value reserve on derivative	-	-	-	22,690	-	22,690
Total comprehensive income for the period	-	-	288,817	22,690	230,584	542,091
<b>Distribution to owners:</b>						
Buy-back of ordinary shares	-	(17,946)	-	-	-	(17,946)
Dividends on ordinary shares	-	-	(261,097)	-	-	(261,097)
<b>Closing balance at 31 December 2015</b>	<b>1,807,045</b>	<b>(17,946)</b>	<b>326,096</b>	<b>(32,535)</b>	<b>785,854</b>	<b>2,868,514</b>
<b>Opening balance at 1 January 2014</b>	<b>1,807,045</b>	-	<b>63,120</b>	-	<b>506,460</b>	<b>2,376,625</b>
Profit for the period	-	-	446,567	-	-	446,567
<b>Other comprehensive income:</b>						
Items that may be reclassified subsequently to profit or loss:						
Foreign currency translation	-	-	-	-	48,810	48,810
Fair value reserve on derivative	-	-	-	(55,225)	-	(55,225)
Total comprehensive income for the period	-	-	446,567	(55,225)	48,810	440,152
<b>Distribution to owners:</b>						
Dividends on ordinary shares	-	-	(211,311)	-	-	(211,311)
<b>Closing balance at 31 December 2014</b>	<b>1,807,045</b>	-	<b>298,376</b>	<b>(55,225)</b>	<b>555,270</b>	<b>2,605,466</b>

**1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.**

During the 3 months ended 31 December 2015, the Company purchased 1,500,900 ordinary shares from the public, and held them as treasury shares. During the full year ended 31 December 2015, the Company purchased a total of 2,255,300 ordinary shares from the public, and held them as treasury shares. Other than these share buybacks, there were no other changes in the Company's share capital.

	Company	
	As at	
	31-Dec-15	31-Dec-14
Number of shares held as treasury shares	2,255,300	-
Number of issued shares excluding treasury shares	1,755,276,544	1,757,531,844
<b>Total number of issued shares</b>	<b>1,757,531,844</b>	<b>1,757,531,844</b>

**1(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.**

	Company	
	As at	
	31-Dec-15	31-Dec-14
Number of issued shares excluding treasury shares	1,755,276,544	1,757,531,844

**1(d)(iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.**

There were no treasury shares which were sold, transferred, disposed, cancelled or used in the current financial period.

**2. Whether the figures have been audited or reviewed and in accordance with which auditing standard or practice.**

The financial statements presented above have not been audited or reviewed by the Company's auditors.

**3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter).**

Not Applicable.

**4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.**

The Group has applied the same accounting policies and methods of computation in the preparation of the financial statements as at 31 December 2014 except for the new and revised standards that are effective for annual periods beginning as of 1 January 2015. The adoption of these new standards has no significant impact to the Group's consolidated financial statements.



5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

Not Applicable.

6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends; (a) based on weighted average number of shares and (b) on fully diluted basis (detailing any adjustments made to the earnings)

Earning per share for the period (weighted average number of shares)	4th Quarter		FY	
	2015	2014	2015	2014
(a) based on weighted average number of share (in IDR)	166	152	507	656
(b) based on a fully diluted basis	-	-	-	-
Weighted number of shares	1,756,115,315	1,757,531,844	1,757,153,644	1,757,531,844

7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the:  
 (a) Current financial period reported on; and  
 (b) Immediately preceding financial year.

Net asset value per share	Group		Company	
	31-Dec-15	31-Dec-14	31-Dec-15	31-Dec-14
Net asset value per ordinary share (in IDR)	3,951	3,689	1,634	1,482
Number of issued shares *	1,755,276,544	1,757,531,844	1,755,276,544	1,757,531,844

\* excluding Treasury Shares

8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following:

(a) Any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and

(b) Any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

## REVIEW OF INCOME STATEMENT

### Overview

During the fourth quarter ("4Q2015") and full year of 2015 ("FY2015"), the Group recorded a decrease in net profit after tax by 5.6% to IDR 315 billion and by 27.9% to IDR 989 billion, respectively. The decrease was mainly due to the lower selling prices for both Crude Palm Oil ("CPO") and Palm Kernel ("PK"), higher cost of sales, selling, general and administrative expenses, finance costs, loss from fair value changes in biological assets, and share of loss of associate companies. The Group has implemented its costs containment programme in order to improve its financial results during the year.

### Revenue

Below is the breakdown of revenue during 4Q2015 and FY2015 compared to the previous corresponding period.

Revenue	4th Quarter			FY		
	2015	2014	Change	2015	2014	Change
	IDR million	IDR million	(%)	IDR million	IDR million	(%)
CPO	1,229,082	1,434,817	-14.3%	4,888,709	5,198,666	-6.0%
PK	161,882	135,044	19.9%	579,909	558,598	3.8%
Biodiesel	56,717	-	n.a.	72,839	-	n.a.
Glycerin	378	-	n.a.	666	-	n.a.
<b>Total</b>	<b>1,448,059</b>	<b>1,569,861</b>	<b>-7.8%</b>	<b>5,542,123</b>	<b>5,757,264</b>	<b>-3.7%</b>
<b>Volume</b>	<b>2015</b>	<b>2014</b>	<b>Change</b>	<b>2015</b>	<b>2014</b>	<b>Change</b>
	mt	mt	(%)	mt	mt	(%)
CPO	207,232	183,194	13.1%	704,859	624,025	13.0%
PK	42,493	33,952	25.2%	137,363	114,162	20.3%
Biodiesel	7,279	-	n.a.	9,194	-	n.a.
Glycerin	726	-	n.a.	847	-	n.a.
<b>Average sales prices</b>	<b>2015</b>	<b>2014</b>	<b>Change</b>	<b>2015</b>	<b>2014</b>	<b>Change</b>
	IDR / kg	IDR / kg	(%)	IDR / kg	IDR / kg	(%)
CPO	5,931	7,832	-24.3%	6,936	8,331	-16.7%
PK	3,810	3,978	-4.2%	4,222	4,893	-13.7%
Biodiesel	7,792	-	n.a.	7,922	-	n.a.
Glycerin	521	-	n.a.	786	-	n.a.

*n.a. not available*

Revenue decreased by 7.8% in 4Q2015 to IDR 1,448 billion and by 3.7% to IDR 5,542 billion in FY2015. This was mainly attributable to decrease in average selling prices. The decrease was however offset by the increase in sales volume during the period, as explained above.

## **Cost of Sales**

Cost of sales comprised mainly costs in relation to plantation maintenance, harvesting, plantation overhead, depreciation and amortisation, processing, and fresh fruit bunches (“FFB”) purchased externally (including plasma and third parties).

The Group’s cost of sales decreased by 10.3% to IDR 910 billion in 4Q2015 and increased by 9.1% to IDR 3,726 billion in FY2015 compared to the previous corresponding periods. The increase for FY2015 was mainly attributable to higher production volume, purchase of external FFB, and overhead costs which was affected by the extension of capacity for some mills during the year.

## **Gross Profit**

Gross profit decreased by 3.2% to IDR 538 billion for 4Q2015 and 22.5% to IDR 1,816 billion for FY2015 due to the decrease in selling prices for both CPO and PK and higher cost of sales.

## **Loss arising from fair value changes in biological assets**

The Group recognised a loss arising from changes in fair value of biological assets amounted to IDR 46 billion in 4Q2015 and FY2015. The annual computation of the fair value was conducted in accordance with International Accounting Standard No. 41, whereby the biological assets were to be stated at fair value using the discounted cash flow method. The fair value of plantations was determined based on the present value of their expected net cash inflows. Any gains or losses arising from changes in fair value were recognised in the profit or loss.

The loss from fair value changes on biological assets during the year amounting to IDR 46 billion was mainly resulting from the effect of a lower CPO price assumption used in line with the international CPO price movements and depreciation of IDR against USD during the period.

## **Interest Income**

In FY2015, interest income increased by 36.6% to IDR 146 billion mainly due to a higher average cash balance and interest income earned from advances extended to the plasma farmers.

## **Selling Expenses**

Selling expenses decreased by 5.9% to IDR 50 billion in 4Q2015 and increased by 10.0% to IDR 190 billion in FY2015. The increase in selling expenses was mainly due to higher volume of CIF (cost, insurance and freight) sales for both CPO and PK. Composition of CIF sales to total sales volume for both CPO and PK during FY2015 compared to previous corresponding period increased from 14.1% to 44.7% for CPO and from 73.5% to 80.8% for PK.

## **General and Administration Expenses**

General and administrative (“G&A expenses”) of IDR 208 billion mainly comprised of salaries and employee costs, professional fees, taxes, and insurance expenses.

## **Finance Cost**

Finance costs increased to IDR 44 billion in 4Q2015 and to IDR 155 billion in FY2015 was mainly due to lower capitalised finance costs as a result of a higher portion of mature plantation area compared to the previous corresponding period as well as depreciation of IDR currency against USD during the year.

**Foreign Exchange Loss**

The Group recorded a net foreign exchange loss of IDR 52 billion in FY2015 which was mainly due to translation losses on USD denominated borrowings in the Group's IDR financial statements as a result of the depreciation of IDR against USD during the year.

**Other expenses**

Other expenses mainly consist of withholding tax expense on dividend and interest received by the Company from its subsidiaries.

**Income Tax Expense**

In line with the decrease in profit before tax, the Group recorded decrease in income tax expense to IDR 27 billion in 4Q2015 compared to IDR 120 billion in 4Q2014, and decrease to IDR 219 billion in FY2015 compared to IDR 433 billion in FY2014.

**Share of loss of associate companies**

Share of loss of associate companies amounting to IDR 67 billion in FY2015 was due to share of losses from the Group's associate companies namely, PT Sawit Nabati Agro and PT Berkat Agro Sawitindo Group of companies ("SNA Group"), due to low yield of their newly mature plantation and unrealised foreign exchange loss on their USD borrowings.

## REVIEW OF STATEMENT OF FINANCIAL POSITION

### Non-Current Assets

As at 31 December 2015, the Group's total non-current assets increased from IDR 11,920 billion to IDR 13,521 billion, mainly due to:

- a) Biological assets which amounted to IDR 8,017 billion as at 31 December 2015 comprised of maintenance of immature plantation, seeds procurement, and capitalisation of financing related costs.
- b) Plasma receivables increased by IDR 469 billion to IDR 714 billion as at 31 December 2015 compared to 31 December 2014. This was mainly attributable to advances given to the plasma farmers with respect to maintenance cost of immature plantation and the development/acquisition of new plasma plantation.
- c) Property, plant and equipment increased by IDR 379 billion to IDR 3,244 billion as at 31 December 2015 compared to 31 December 2014. This was mainly attributable to the construction of palm oil mills, purchase of machineries, vehicles and heavy equipment, and construction of infrastructure facilities.
- d) Land use rights increased by IDR 129 billion to IDR 616 billion as at 31 December 2015 compared to 31 December 2014 which was mainly attributable to acquisition of land bank in current year.
- e) Loan to associate companies (SNA Group) amounted to IDR 328 billion as at 31 December 2015 was denominated in USD and is repayable at the end of the fifth anniversary from 20 March 2012.

The increases in non-current assets were partially offset against the following:

- f) Investment in associate companies decreased to IDR 24 billion. Movement in the account was mainly due to share of loss of the associate companies during the period. This investment represents the Group's 28% ownership in the SNA Group.

### Current Assets

As at 31 December 2015, the Group's total current assets increased from IDR 1,884 billion to IDR 2,823 billion. Save for the increase in cash and cash equivalents which was explained in the cash flow section below, the net increase in the current assets was mainly due to:

- a) Trade and other receivables increased by IDR 459 billion to IDR 599 billion which was mainly attributable to receivables from the divestment of business in a subsidiary.
- b) Current portion of plasma receivables amounting to IDR 426 billion represents repayment of advances expected to be received by the Group within the next one year, which was with respect to maintenance cost of immature plantation and the development/acquisition of new plasma plantation. The decrease was mainly due to some repayment received by the Group in December 2015.
- c) Prepaid taxes increased by IDR 150 billion to IDR 301 billion as at 31 December 2015 mainly due to final tax paid in regards with revaluation of some of the Group's assets based on new regulation issued by the Indonesian Ministry of Finance in end of year 2015. The input VAT for purchases of machineries, equipment, and spare parts related to the construction and extension of new mills has also contributed to the increase in prepaid taxes.
- d) Inventory increased by IDR 124 billion to IDR 651 billion as at 31 December 2015. This increase was mainly due to increase in finished goods (CPO and PK) as a result of increase in production, and delivery of fertiliser for application in first half of 2016. The inventory turnover days for both CPO and PK as at 31 December 2015 was 24 days compared to 19 days as at 31 December 2014.

**Current Liabilities**

Increase in current liabilities by IDR 1,353 billion to IDR 3,276 billion as at 31 December 2015 was mainly due to new RCF (revolving credit facilities) bank loan amounting to USD 160 million obtained during the period. The RCF was partially drawn down to refinance previous syndicated bank loans.

In addition, trade and other payables increased by IDR 163 billion to IDR 935 billion as at 31 December 2015, which was mainly comprise of payables related to purchase of fertiliser and mill construction projects.

Despite the increase in current liabilities, the Group's net gearing remains healthy.

**Non-Current Liabilities**

As at 31 December 2015, the Group's total non-current liabilities increased from IDR 4,772 billion to IDR 5,479 billion. This was mainly due to increase in derivative financial liabilities to IDR 1,127 billion as a result of mark-to-market of cross currency swap of IMTN as at 31 December 2015, which will be reversed when the IMTN is due.

## REVIEW OF STATEMENT OF CASH FLOW

The Group reported a net increase in cash and cash equivalents of IDR 136 billion in 4Q2015 and IDR 273 billion in FY2015, improving the cash and bank balances to IDR 599 billion as at 31 December 2015, which was mainly attributable to the following:

- In 4Q2015, the Group generated cash of IDR 406 billion from its operating activities compared to IDR 827 billion in 4Q2014, and generated cash of IDR 1,332 billion in FY2015 compared to IDR 2,124 billion in FY2014. The net cash flow from operating activities mainly comprise of cash receipts from customers which offset with cash payments to suppliers, employees, taxes, and other operating activities.
- Net cash used in investing activities was IDR 263 billion in 4Q2015 compared to IDR 910 billion in 4Q2014, and IDR 1,934 billion in FY2015 compared to IDR 1,888 billion in FY2014. The increase in net cash used was mainly due to investment in biological assets, increase in acquisitions of property, plant and equipment (which were mainly related to extension of capacity to some of the existing mills), and advances given to plasma plantation.
- In 4Q2015, the Group reported net cash used in financing activities of IDR 7 billion compared to IDR 2,337 billion in 4Q2014. Meanwhile, the Group reported net cash generated from financing activities in FY2015 of IDR 875 billion compared to net cash used of IDR 386 billion in FY2014 mainly due to proceeds from a new RCF loan amounting to USD 160 million (or equals to IDR 2,071 billion) which was used for the repayment of some bank loans, interest payment, payment of dividend and its tax related expenses, and buy-back of treasury shares during the year.

**9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.**

Not applicable.

**10. A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.**

The weak global economic outlook, ample supply of oilseeds, and stagnating demand from China has adjusted palm oil prices. However, the low production cycle and expected implementation of bio-diesel mandate of B20 in Indonesia and B10 in Malaysia have supported palm oil prices most recently.

The Group continues to focus on various initiatives of productivity enhancement, operational efficiency, and effectiveness and capacity building.

**11. Dividend****(a) Current Financial Period Reported On**

Any dividend declared for the current financial period reported on?

Yes.

The Directors have recommended to the Company to pay a first and final dividend in respect of the financial year ended 31 December 2015.

The payment of the dividend will be subject to the approval by shareholders at the forthcoming AGM to be convened at the end of April 2016.

**(b) Corresponding Period of the Immediately Preceding Financial Year**

Any dividend declared for the corresponding period of the immediately preceding financial year?

Yes.

<b>FY 2014</b>	
Name of Dividend	Final dividend
Dividend Type	Cash
Dividend amount per share	1.50 Singapore Cents
Payment Type	Tax Exempted (1-tier)

**(c) Date payable**

To be announced later.

**(d) Books closure date**

To be announced later.

**12. If no dividend has been declared/recommended, a statement to that effect.**

Not applicable.



**13. Disclosure of the aggregate value of the transactions conducted under the shareholders' mandate for interested person transaction Rule 920(1)(a)(ii) of the Listing Manual**

The Group has the following interested person transactions ("IPT") for FY2015:

Name of interested person	Aggregate value of all interested person transactions during the financial year under review (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920 of the Listing Manual)	Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 of the Listing Manual during the financial year under review (excluding transactions less than S\$100,000)
	in IDR million	in IDR million
Mr Gunardi Hariyanto Lim	2,400 <sup>(4)</sup>	-
IOI Corporation Berhad	-	71,230 <sup>(1)</sup>
PT Gunajaya Harapan Lestari	99,069 <sup>(2)</sup>	-
PT Lima Srikandi Jaya	5,700 <sup>(3)</sup>	-
<b>TOTAL</b>	<b>107,169</b>	<b>71,230</b>

Notes:

*\*For illustrative purpose the aggregate value of all interested person transactions, conducted under the Shareholders' Mandate during the financial year under review using the closing rate IDR 9,751: SGD 1.00*

- (1) *In respect of transactions conducted pursuant to the Shareholders' Mandate for Transactions with IOI Corporation and its Associates (as described in the Prospectus).*
- (2) *In respect of the loan extended by the Group to PT Gunajaya Harapan Lestari for the repayment by PT Gunajaya Harapan Lestari of its then outstanding bank loan.*
- (3) *In respect of the rental agreement of vessels transactions involving PT Lima Srikandi Jaya which is one of the subsidiaries of Harita Group. Harita Group is owned by Lim family and also one of the Company's controlling shareholders.*
- (4) *In respect of the aggregate rent paid by the Group to Mr. Gunardi Hariyanto Lim for office space in Indonesia pursuant to the lease agreement between Mr. Gunardi Hariyanto Lim and PT Bumitama Gunajaya Agro.*

**14. Undertaking Confirmation Statement from all its directors and executive officers under Rule 720(1)**

The Company has procured undertakings from all its directors and executive officer (in the format set out in Appendix 7.7) under Rule 720(1) of the Listing Manual.

**ADDITIONAL INFORMATION REQUIRED FOR FULL YEAR ANNOUNCEMENT**

15. **Segmented revenue and results for business or geographical segments (of the group) in the form presented in the issuer's most recently audited annual financial statements, with comparative information for the immediately preceding year.**

<b>FY2015</b>	<b>Plantation and Palm Oil IDR million</b>	<b>Downstream Biodiesel Refinery IDR million</b>	<b>Total IDR million</b>
<b>Revenue</b>	5,468,618	73,505	5,542,123
Cost of sales	(3,651,404)	(74,978)	(3,726,382)
<b>Segment result</b>	<b>1,817,214</b>	<b>(1,473)</b>	<b>1,815,741</b>
Interest Income			145,566
Loss arising from fair value changes in biological assets			(45,925)
Selling expense			(190,420)
General and administrative expense			(208,190)
Finance cost			(155,476)
Foreign exchange loss			(52,094)
Other expenses			(52,850)
Other income			19,505
Share of loss of associate companies			(67,357)
<b>Profit before income tax</b>			<b>1,208,500</b>
Income tax expense			(219,079)
<b>Profit for the year</b>			<b>989,421</b>

<b>FY2014</b>	<b>Plantation and Palm Oil IDR million</b>	<b>Downstream Biodiesel Refinery IDR million</b>	<b>Total IDR million</b>
<b>Revenue</b>	5,757,264	-	5,757,264
Cost of sales	(3,415,585)	-	(3,415,585)
<b>Segment result</b>	<b>2,341,679</b>	<b>-</b>	<b>2,341,679</b>
Interest Income			106,540
Loss arising from fair value changes in biological assets			(38,263)
Selling expense			(173,048)
General and administrative expense			(184,420)
Finance cost			(105,249)
Foreign exchange loss			(75,694)
Other expenses			(69,634)
Other income			20,089
Share of loss of associate companies			(17,127)
<b>Profit before income tax</b>			<b>1,804,873</b>
Income tax expense			(433,094)
<b>Profit for the year</b>			<b>1,371,779</b>

- 16. In the review of performance, the factors leading to any material changes in contributions to turnover and earnings by the business or geographical segments.**

Not applicable.

- 17. A Breakdown of sales**

	The Group		
	FY2015	FY2014	Increase / (Decrease)
	IDR million	IDR million	IDR million
(a) sales reported for the first half year	2,915,177	2,821,253	93,924
(b) operating profit before deducting minority interests reported for the first half year	452,697	699,038	(246,341)
(c) sales reported for the second half year	2,626,946	2,936,011	(309,065)
(d) operating profit before deducting minority interests reported for the second half year	536,724	672,741	(136,017)

- 18. A breakdown of the total annual dividend (in dollar value) for the issuer's latest full year and its previous full year as follows:**

Please refer to Para. 11 above.

19. **Disclosure of person occupying a managerial position in the issuer or any of its principal subsidiaries who is a relative of a director or chief executive officer or substantial shareholder of the issuer pursuant to Rule 704(13). If there are no such persons, the issuer must make an appropriate negative statement.**

Name	Age	Family relationship with any director and/or substantial shareholder	Current position and duties, and the year the position was held	Details of changes in duties and position held, if any, during the year.
Lim Liana Sarwono	63	The sister of Lim Gunawan Hariyanto, Executive Chairman and CEO of BAL and daughter of Dr. Lim Hariyanto Wijaya Sarwono, a controlling shareholder of BAL.	Senior Purchasing Manager since 1998  - Responsible for securing quality purchases at reasonable prices.	No Change
Lim Christina Hariyanto	48	The sister of Lim Gunawan Hariyanto, Executive Chairman and CEO of BAL and daughter of Dr. Lim Hariyanto Wijaya Sarwono, a controlling shareholder of BAL.	Head of Investor Relations since 2012  - Responsible for IR activities for Bumitama Agri Ltd.	No Change
Lim Shu Hua, Cheryl	27	The daughter of Lim Gunawan Hariyanto, Executive Chairman and CEO of BAL and granddaughter of Dr. Lim Hariyanto Wijaya Sarwono, a controlling shareholder of BAL.	Deputy Group Dept Head of Logistic & Commercial since January 2014  - Responsible for negotiating and finalising fertiliser purchases and developing commercial strategy of the business.	No Change

**For and on behalf of the Board of Directors**

**Lim Gunawan Hariyanto**  
Executive Chairman and CEO  
23 February 2016

**Tan Boon Hoo**  
Lead Independent Director