

### Stock Data

Listing: SGX Mainboard - 14 Feb 07  
Market Capitalisation: ~S\$0.63b (US\$0.46b)  
52-Wk Hi/Lo: S\$0.44 – S\$0.60  
Free Float (%): 25.5%  
Bloomberg | Reuters Ticker: IFAR SP | IFAR.SI

### Substantial Shareholder

PT Indofood Sukses Makmur Tbk – 62.8%  
(effective interest)

### Key Contacts

Mark Wakeford, CEO and Director  
[markwakeford@indofoodagri.com](mailto:markwakeford@indofoodagri.com)  
Mak Mei Yook, CFO  
[makmy@indofoodagri.com](mailto:makmy@indofoodagri.com)

### Listed Subsidiaries

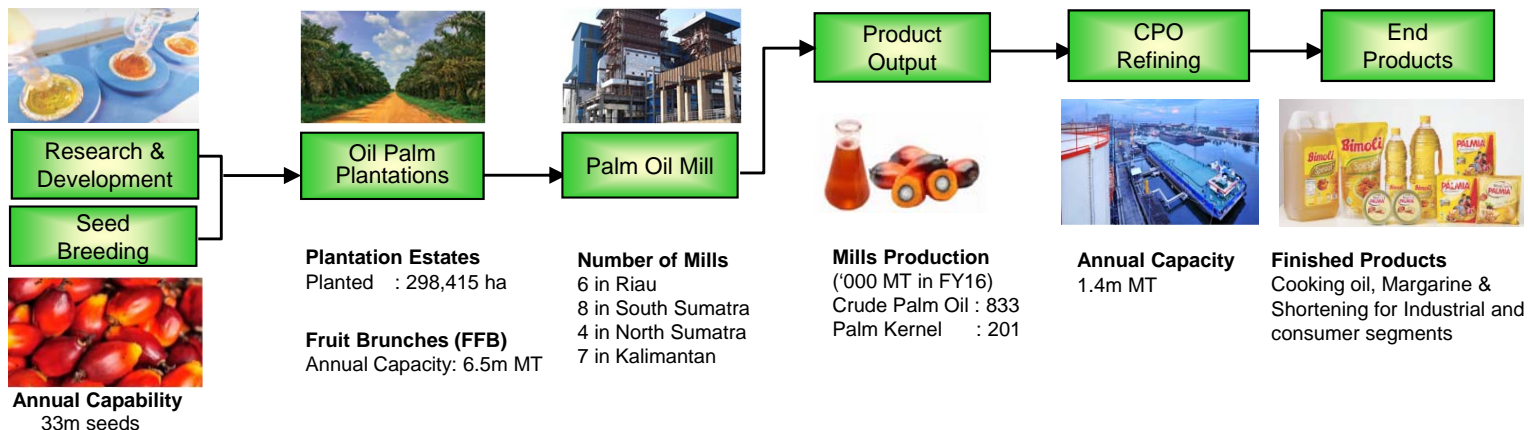
PT Salim Ivomas Pratama Tbk (“SIMP”)  
[www.simp.co.id](http://www.simp.co.id)

PT PP London Sumatra Tbk (“LSIP”)  
[www.londonsumatra.com](http://www.londonsumatra.com)

## INTEGRATED AGRIBUSINESS WITH LEADING BRANDS

Last updated Oct 2017

IndoAgri is a diversified and integrated agribusiness group with leading brands. Our principal activities span research & development, oil palm seed breeding, oil palm cultivation and milling, in addition to refining, branding and marketing of cooking oil, margarine, shortening and other palm oil derivative products. Today, the Group has garnered leading market shares in the Indonesian branded cooking oil (Bimoli) and shortening & margarine (Palmia) markets. The Group also engages in the cultivation of other crops such as rubber, sugar cane, cocoa and tea.



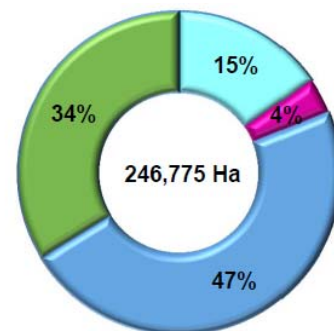
## COMPETITIVE STRENGTHS

- One of the largest oil palm plantations owner in Indonesia
- Owns a large variety of mother palms with the capacity to produce up to 33m high quality seedlings
- Established R & D program for oil palm breeding, with modern technology and highly qualified personnel
- Leading market share in Indonesia branded cooking oil and margarine markets
- Extensive distribution network of distributors and direct sales channels, as well as local and national distributors serving retail outlets across Indonesia

## 2017 – STRATEGIES AND EXPANSION

- Prioritising capex on 37,500 ha of oil palm immature plantings and the expansion of milling facilities for organic growth
- Expansion of milling facilities:
  - Total FFB milling capacity is at 6.5m tonnes/ year with a 30MT FFB/ hour mill in South Sumatra completed in May 2017
  - A 45MT FFB/ hour mill in Kalimantan is targeted for completion in 4Q17
  - Start a 45MT FFB/ hour mill in Kalimantan with target completion in 2018
- Replanting of 3,000 ha of older palms in North Sumatra and Riau, and conversion of certain rubber estates to oil palm in East Kalimantan
- Expansion of Surabaya refinery by 1,000 MT/day, expected completion in Q1 2018 to cater for increasing demand for cooking oil and margarine brands

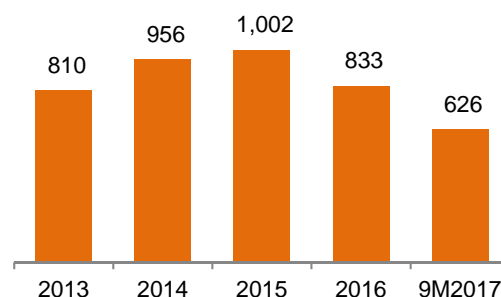
## PLANTATION MATURITY PROFILE



■ Immature ■ 4-6 years ■ 7-20 years ■ > 20 years

## CPO PRODUCTION

('000 metric tons)



## FINANCIAL HIGHLIGHTS

(Rp' billion)	9M17	9M16	YTD Chg
Revenue	12,233	10,268	19%
EBITDA <sup>(1)</sup>	2,454	1,853	32%
EBITDA %	20.1%	18.1%	
Operating Profit <sup>(2)</sup>	1,343	977	38%
Attributable Profit	370	284	30%

<sup>(1)</sup> Earnings before the effects of forex and changes in fair value of biological asset

<sup>(2)</sup> Operating profit excluding biological asset gain/ (loss)

## FINANCIAL POSITION

(Rp' billion)	30-Sep-17	31-Dec-16
Cash	2,590	2,405
Total Debt	9,995	10,027
Net Debt	7,405	7,622
Total Assets	36,974	36,504
Total Equity (incl. MI)	21,172	20,878
Net Debt / Total Equity Ratio	0.35x	0.37x

# Geographical Presence



Processing Capacity p.a. in MT	Palm Oil Mill		Crumb Rubber Facility		Sheet Rubber Facility		Sugar Mill & Refinery		Refinery	
	Unit	FFB	Unit	Dry Rubber	Unit	Dry Rubber	Unit	Sugar Cane	Unit	CPO
SIMP	13	4,023,000	-	-	-	-	2	2,160,000	5	1,425,000
Lonsum	12	2,511,000	4	42,720	3	11,100	-	-	-	-
CMAA - Brazil	-	-	-	-	-	-	1	3,800,000	-	-
<b>Group</b>	<b>25</b>	<b>6,534,000</b>	<b>4</b>	<b>42,720</b>	<b>3</b>	<b>11,100</b>	<b>3</b>	<b>5,960,000</b>	<b>5</b>	<b>1,425,000</b>