

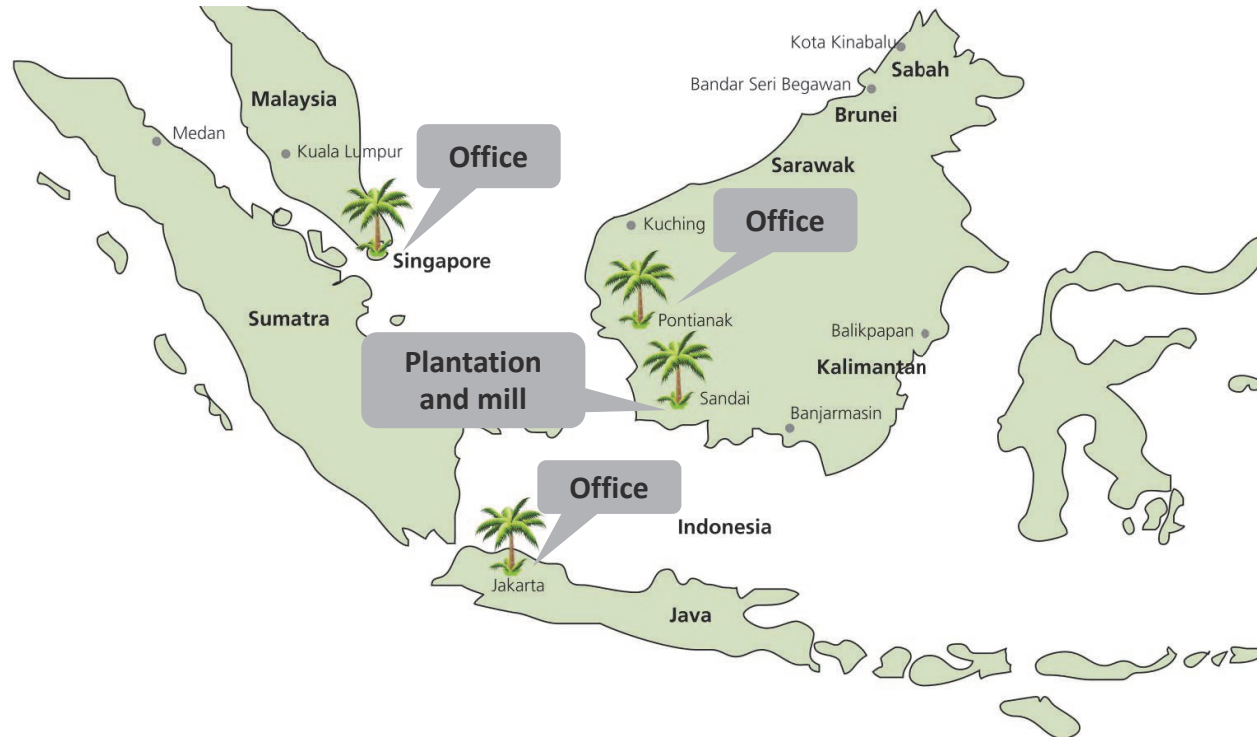


**Global Palm Resources  
Holdings Limited  
AGM**

**April 2013**



# A palm oil producer in Indonesia



Plantation (Cultivation)	Mill (FFB Processing)	Products
<p>In West Kalimantan, Indonesia</p> <p><b>As at 31 Dec 2012:</b>                      Total land bank: 16,079 ha                      Cultivated land: 13,512 ha                      Mature<sup>(1)</sup> area: 11,581 ha                      Avg FFB yield: 15.9 tons/ha  <sup>(1)</sup> Mature: Oil palms &gt; 3 years old</p>	<p>Process FFB harvested from Nucleus; purchased from Plasma farmers and from other nearby plantations</p> <p><b>FFB processing capability:</b>                      -60 tons/hr                      -360,000 tons/yr                      -FY12: 198,467 tons processed</p>	<p><b>Crude Palm Oil (CPO)</b>                      Customers: Indonesian palm oil refineries and palm oil bulking facilities; commodity traders                      FY12: 43,414 tons processed</p> <p><b>Palm kernel</b>                      Customers: Indonesian palm kernel processing plants                      FY12: 8,180 tons processed</p>

# Salient Highlights for FY2012



## Financial performance

- Revenue down 3% to Rp333.6 billion, largely due to lower PK sales
- Impacted by net loss of Rp116.9 billion from changes in fair value of biological assets, resulting from lower CPO prices
- EBITDA still healthy at Rp79.6 billion
- Gross profit margin healthy at 32.1%

## Production statistics

- Stable extraction rates for CPO and PK
- Improved FFB yield of 15.9 tons/ha

## Plantation

- Strong age profile with 64% of our palm in peak production stage
- New planting 331 ha in FY12
- 2,567 ha available for future cultivation

**To expand our operations via organic growth and acquisitions**

## P&L Highlights



Rp' bil	FY12	FY11	Var %
Revenue	333.6	345.6	-3
Gross profit (GP)	106.9	105.9	+1
(Loss)/Profit before tax	(45.5)	145.9	n.m.
Net (Loss)/Profit for the period	(41.4)	109.6	n.m.
(Loss)/Profit attributable to shareholders	(39.8)	104.3	n.m.
EBITDA (exclg biological asset gain)	79.6	88.6	-10
GP margin (%)	32.1	30.6	+1.5%pts
NP margin (%)	n.m.	31.7	n.m.
EBITDA margin (%)	23.9	25.6	-1.7%pts

- Net loss in FY12 due to the loss of Rp116.9 billion from changes in fair value of biological assets from the effect of lower CPO prices
- FY12 EBITDA remains positive at Rp79.6 billion and margin is healthy

## Segment Review



	FY12	FY11	Var %
<b>Sales volume (tons)</b>			
CPO	44,432	42,798	+4
Palm kernels	7,881	8,048	-2
<b>Ave. Selling Price (Rp/kg)</b>			
CPO	6,995	7,204	-3
Palm kernels	2,886	4,630	-38
<b>Revenue (Rp' billion)</b>			
CPO	310.8	308.3	+1
Palm kernels	22.7	37.2	-39

## Balance Sheet Highlights



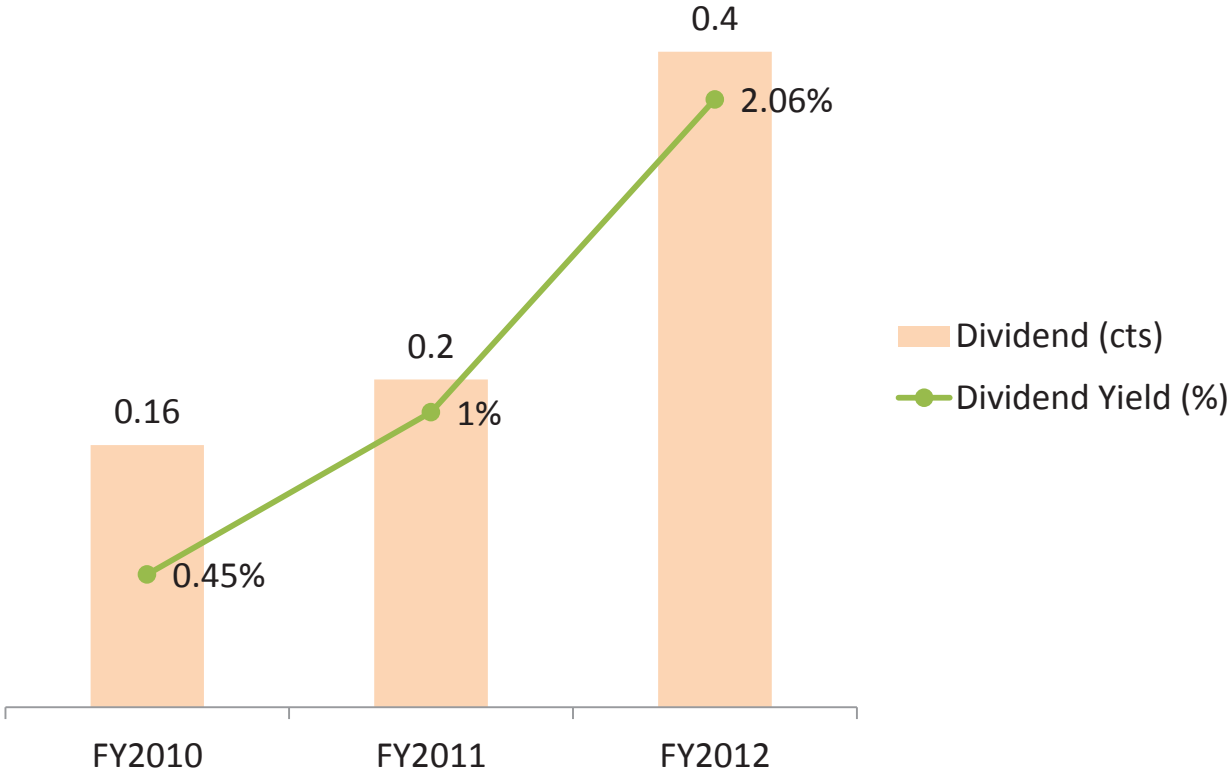
Rp' bil	Dec 12	Dec 11	Var (%)
Total assets	1,161.6	1,218.5	-5
Total liabilities	(237.0)	(272.0)	-13
Current ratio (times)	4.1	3.3	+24
Net Gearing (%)	3.1%	4.2%	-1%pts

## Cash Flow Statement Highlights



Rp'bil	FY12	FY11
Net cash (used in)/ from operating activities	72.1	54.2
Net cash (used in) / from investing activities	(30.3)	(40.0)
Net cash (used in) / from financing activities	(19.7)	(21.8)
Cash on hand and in banks at the beginning of the year/period	256.3	263.9
Cash on hand and in banks at the end of the year	292.4	256.3
Net increase / (decrease) in cash on hand and in banks	22.1	(7.6)

# Dividend and Dividend Yield



*Based on share price \$0.355 (as of 31 Dec 2010), \$0.20 (as of 30 Dec 2011) and \$0.194 (as of 31 Dec 2012)*



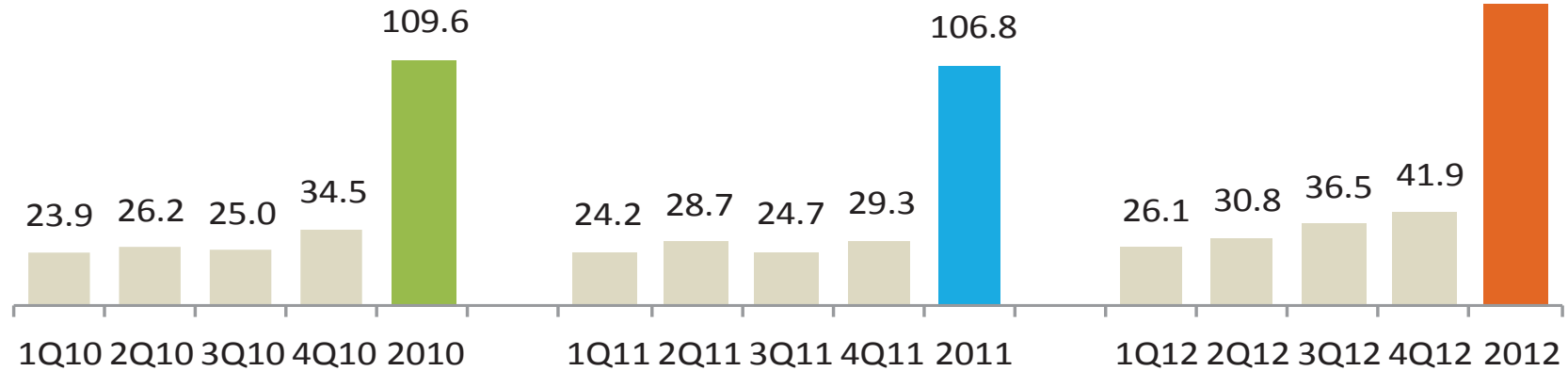


## Production Highlights

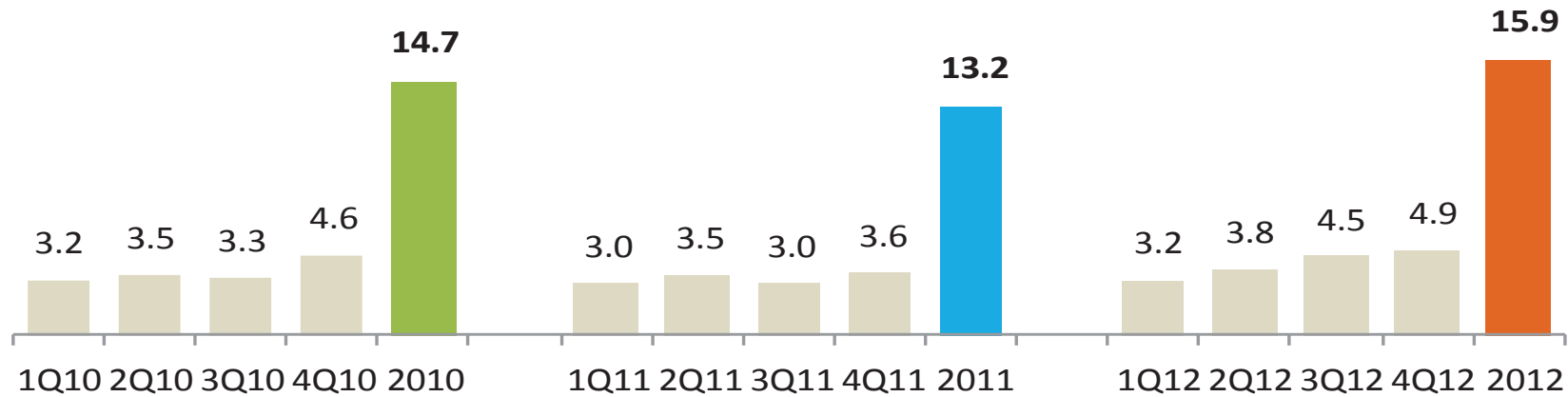
# Production Output



**FFB produced ('000 tons)  
- Nucleus only**



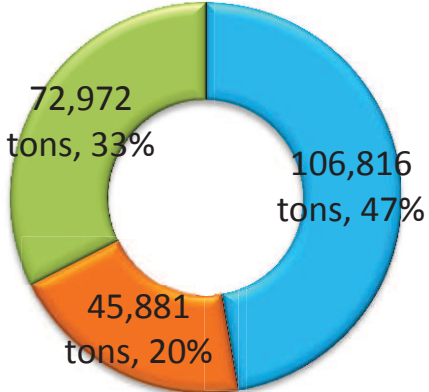
**FFB yield (tons/ha)  
- Nucleus only**



# Production Statistics

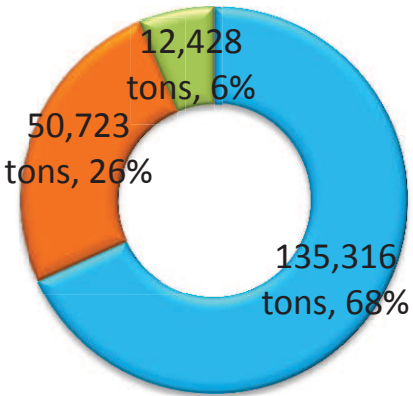


**FY2011**



- Total FFB produced (Nucleus) rose by 27% (28,500 tons) to 135,316 tons in FY2012
- Total FFB purchased from 3rd Party decreased by 83% (60,544 tons) to 12,428 tons

**FY2012**



- Total FFB purchased from 3<sup>rd</sup> party
- Total FFB purchased from Plasma
- Total FFB produced (Nucleus)

Production Output (Tons)	FY12	FY11	Var %
CPO	43,414	49,551	-12
Palm kernels	8,180	9,440	-13

## Awards and Achievements



Indonesian Improvement Award 2013 organised by  
“Indonesian Inspire!” magazine

- PT Prakarsa Tani Sejati received “The Best Improvement Oil Palm Company of the Year” on 22 Feb 2013





## Plantation Statistics



# Plantation statistics



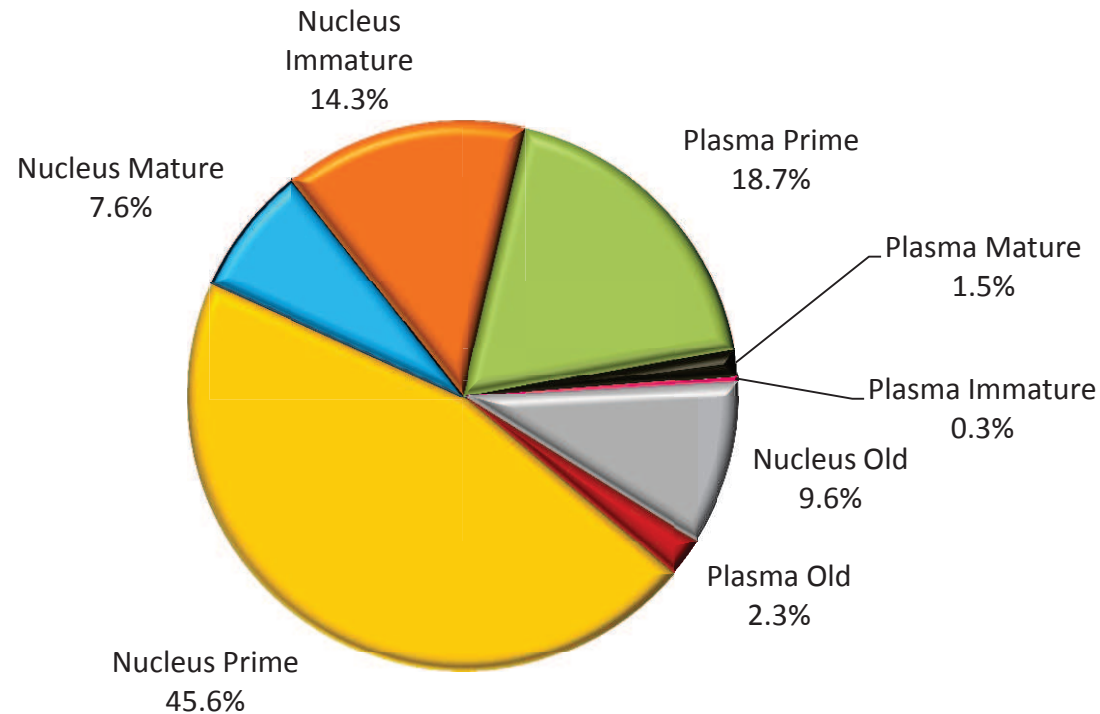
	<b>FY12</b>	<b>% of total</b>	<b>FY11</b>	<b>% of total</b>
<b>Total Planted Area (ha)</b>	<b>13,512</b>	<b>100%</b>	<b>13,181</b>	<b>100%</b>
Mature	11,581	86%	10,955	83%
Immature	1,931	14%	2,225	17%

- Total land bank 16,079 ha
- New planting of 40 ha in 4Q12
- Total of 331 ha planted in FY12
- 2,567 ha available for future cultivation

# Healthy Age Profile @ 31 Dec 2012



Area cultivated	First 3 years (Immature)	4 - 6 years (Mature)	7 - 18 years (Prime)	Above 18 years	Total
Nucleus (ha)	1,931	1,026	6,163	1,303	10,424
Plasma (ha)	45	209	2,526	308	3,088
Total (ha)	1,976	1,235	8,689	1,611	13,512
% of cultivated area	14.6%	9.2%	64.3%	11.9%	100%

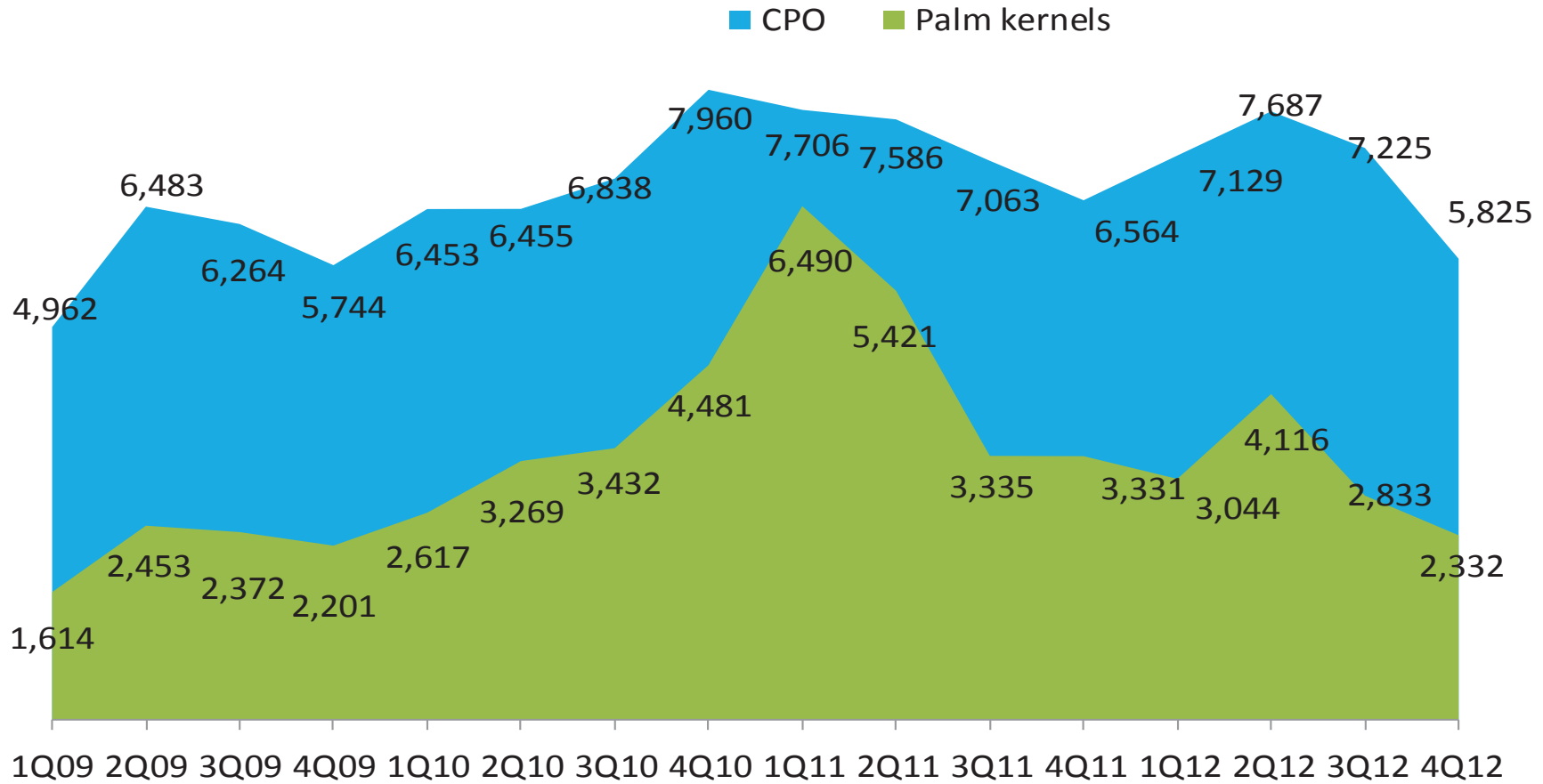


## Industry Outlook and Business Strategies





# Average Selling Prices (Rp/Kg)



- We expect CPO prices to be volatile given the uncertainty of the global economy and abnormal weather's impact on market dynamics

# Strategies And Future Plans



### **Develop uncultivated land bank**

- Land location permit obtained for 7,170 ha of land in East Kalimantan

**Actively pursue potential acquisitions targets**

### **Co-Composting plant**

- Yielding cost savings from use of organic compost fertilisers from our plantation's EFB and POME

**Continue to exercise prudence in expenditures**



**Thank you  
Q & A session**

