

# **First Resources Limited**

Annual General Meeting 28 April 2010

**Delivering Growth and Returns** 





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# Group Overview





## A Fast-Growing Oil Palm Plantation Group

#### **Assets**

- 108,917 ha of plantations
  - Nucleus: 96,858 ha
  - Plasma: 12,059 ha
- Palm oil mills
  - > 8 mills operating
  - > 9th mill under construction
- Downstream facilities
  - Refinery plant
  - Biodiesel plant
  - Fractionation plant under construction

#### Locations

Operations are located in the Riau and West Kalimantan provinces of Indonesia

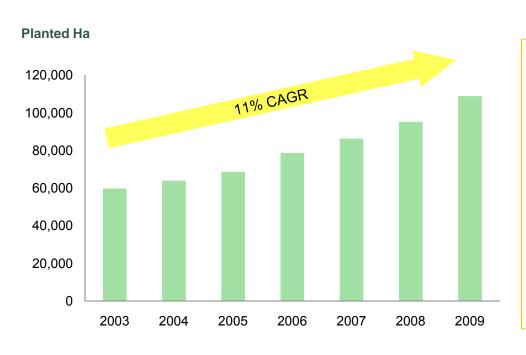




# **Consistent Expansion Strategy**

#### Disciplined planting programme to ensure sustainable long term growth

#### **Consistent Growth in Asset Base to Expand Production Potential**



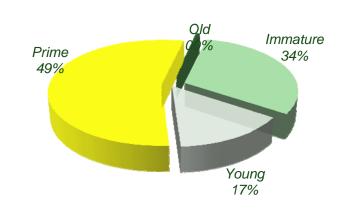
- Track record of consistent planting
- Target to achieve 200,000
  hectares of planted assets and
  expand annual production
  potential to 1 million tonnes of
  CPO
- Organic growth preferred



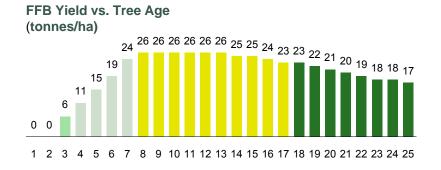
## **Strong Growth Profile**

#### Strong growth expected from existing plantation assets due to young age profile

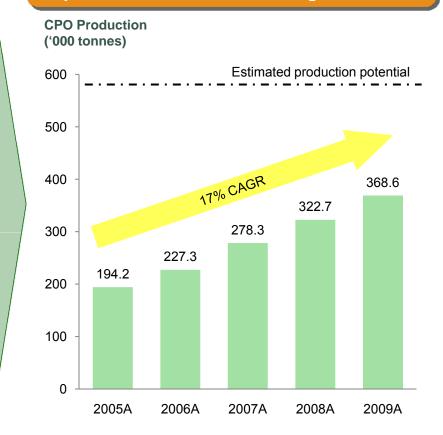
#### **Young Plantation Profile**



#### Prime Production from 8<sup>th</sup> – 17<sup>th</sup> year



#### **Expected Growth from Existing Asset Base**





Strong

### **Low-Cost Structure**

#### One of the most efficient and lowest cost producers in the industry

High



**Best** 

#### FY2009

- ✓ FFB Yield of 21.5 tonnes/ha
- ✓ Oil extraction rate of 23.6%
- ✓ CPO Yield of 5.1 tonnes /ha

#### FY2009

- ✓ US\$180 cash cost of production per tonne of nucleus CPO, ex-mill basis
- ✓ US\$40 G&A expenses per tonne of nucleus CPO
- ✓ **59.6%** Gross Margin
- ✓ **56.5%** EBITDA Margin



# **2009 Financial and Operational Highlights**





### **Income Statement**

Rp billion	FY2009	FY2008 (restated)	Change
Sales	2,276.7	2,782.9	(18.2%)
Cost of sales	(919.7)	(922.5)	(0.3%)
Gross profit	1,357.0	1,860.5	(27.1%)
Net operating expenses	(172.3)	(287.4)	(40.0%)
Gains from biological assets revaluation	460.5	377.7	21.9%
Profit from operations	1,645.2	1,950.7	(15.7%)
PATMI	1,236.5	1,151.6	7.4%
Underlying net profit <sup>(1)</sup>	782.0	832.6	(6.1%)
EBITDA <sup>(1)</sup>	1,285.9	1,654.9	(22.3%)

<sup>(1)</sup> PATMI adjusted for gains from biological assets revaluation(2) Profit from operations adjusted for gains from biological assets revaluation, depreciation and amortisation



### **Balance Sheet**

#### Low gearing & healthy cash balance

Rp billion	As at 31 Dec 2009	As at 31 Dec 2008
Cash and Cash Equivalents	1,688.2	1,092.1
Total Assets	9,520.9	7,815.3
Interest Bearing Debts <sup>(1)</sup>	2,817.2	2,015.5
Total Liabilities	3,946.4	3,484.4
Total Equity Attributable to Owners of the Parent	5,334.2	4,162.4
Net Debt <sup>(2)</sup> / Equity <sup>(3)</sup>	0.21 x	0.22 x
Net Debt <sup>(2)</sup> / EBITDA	0.88 x	0.56 x
EBITDA/ Interest Expense <sup>(4)</sup>	5.3 x	7.0 x

<sup>(1)</sup> Sum of notes payable, bonds payable, convertible bonds payable (based on principal amount), and loans and borrowings from financial institutions.

<sup>(2)</sup> Interest bearing debt less cash and cash equivalents

 <sup>(3)</sup> Equity attributable to owners of the parent excluding equity component of convertible bond
 (4) Total interest expense (including capitalized interest) on interest bearing debts, excluding amortisation of issuance costs



### **Record Production Volumes**

		FY2009	FY2008	Change
Production				
FFB Total	(tonne)	1,544,332	1,403,794	10.0%
FFB Nucleus		1,393,384	1,243,747	12.0%
FFB Plasma		150,948	160,047	-5.7%
СРО	(tonne)	368,631	322,678	14.2%
PK	(tonne)	84,393	76,332	10.6%
Efficiency				
FFB Yield	(tonne/ha)	21.5	22.4	$\Phi$
CPO Extraction Rate	(%)	23.7	22.8	<b></b>
PK Extraction Rate	(%)	5.4	5.4	
CPO Yield	(tonne/ha)	5.1	5.1	

■ Lower FFB yield largely due to dilutive effect from new mature areas of ~ 9,300 ha (FY2009 vs FY2008)



# Appendix – Supplemental Information





### **Plantation Area**

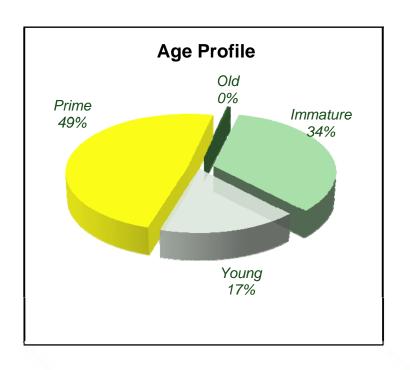
### Added 13,676 hectares in FY2009

	As at 31 December 2009		As at 31 Dec	As at 31 December 2008	
	Area (ha)	% of Total	Area (ha)	% of Total	
Planted Nucleus	96,858	89%	84,076	88%	
- Mature	63,684	58%	54,915	58%	
- Immature	33,174	31%	29,161	30%	
Planted Plasma	12,059	11%	11,165	12%	
- Mature	8,243	8%	7,701	8%	
- Immature	3,816	3%	3,464	4%	
Total Planted	108,917	100%	95,241	100%	
- Mature	71,927	66%	62,616	66%	
- Immature	36,990	34%	32,625	34%	



# **Plantation Age Profile**

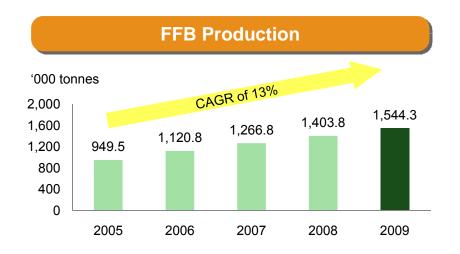
Ago	As at 31 December 2009		
Age	Area (Ha)	% of Total	
0-3 years (Immature)	36,990	34%	
4-7 years (Young)	18,356	17%	
8-17 years (Prime)	53,118	49%	
≥18 years (Old)	453	0%	
Total	108,917	100%	

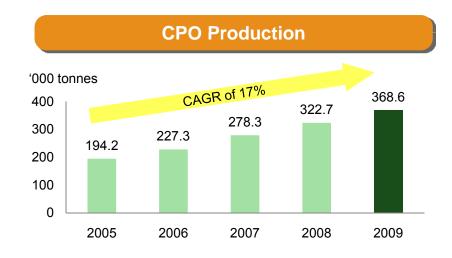


Weighted average age of ~ 7.5 years Consistent new plantings will keep plantation profile young

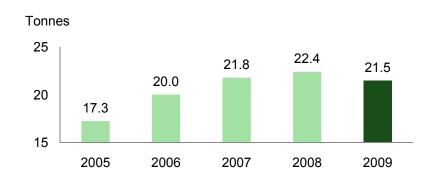


## **5-Year Operational Track Record**

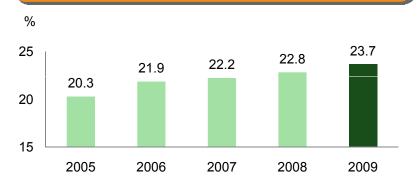




#### **FFB Yield per Mature Hectare**









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