

PALM OIL PLANTATION

SIBU, SARAWAK



Insight International Sdn Bhd

Location of Plantation



Size of Estates and Age of Trees

Estate	Category	Hectares	Tahun Pokok
Lot 1	Not Matured	3,078	8 years – 12 years
	Matured	1,451	1/12 years – 2 years
	In Progress	65	
	Others	89	
Lot 2	Not Matured	-	
	Matured	4,509	1 years – ½ years
	In Progress	-	
	Others	53	
Lot 3	Not Matured	-	
	Matured	-	
	In Progress	2,738	Estimated Completion Feb'2019
	Others	-	
Total		11,983	

Yield of Palm Oil Fruits

Yield Comparison for Year 2017 & 2018 for Lot 1



TAHUN	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
2017	1,939	1,127	1,045	1,154	1,651	2,328	3,673	4,147	5,045	5,107	3,932	3,610	34,759
2018	2,844	2,364	2,113	2,140	2,319	2,458	3,550	6,449	6,918				31,156

Detailed Information

Work Force as at 30.09.2018

LOCATION	TOTAL	MANAGEMENT	EXEC / STAFF	WORKERS
HEADQUARTERS	3	2	1	-
OFFICE	8	1	7	-
SECURITY, MSPO, STORE, WORKSHOP, CANTEEN & SUNDRY SHOP	15	1	14	-
ESTATES	279	2	17	260
TOTAL	305	6	39	260

Detailed Information

List of machineries and vehicles as at 30.09.2018

NO.	Machineries / Vehicles	UNIT
1.	JCB & Komatsu Excavator	2
2.	JCB Backhoe	1
3.	Hino Series 500 Lorry 15MT	3
4.	Hino Series 300 Lorry 3MT	3
5.	Kioti Farm Tractor	3
6.	New Holland Farm Tractor	3
7.	Kioti Mini Tractor	4
8.	AgroCarrier	2
9.	Tipping Trailer	9
10.	Toyota Hilux (Double Cab)	4
11.	Mitsubishi Fuso Lorry	1
12.	Motorcycles	12
Total		47

Detailed Information

List of Buildings as at 30.09.2018

NO.	Type of Buildinga	New Units	Existing Units
1.	Two Storey Office	-	1
2.	Central Store	-	1
3.	Workshops	-	1
4.	Food Kiosk and Sundry Shops	1	-
5.	Prayer Musolla	1	-
6.	Toilets	1	-
7.	Security Post	1	1
8.	Generator Set	2	2
9.	Garage	2	-
10.	Clinic	1	-
11.	Staff Quarters	14	12
12.	Workers Quarters	46	72
Total		159	

Detailed Information

List of equipment and machines as at 30.09.2018

NO.	Types of equipment and machineries	New	Existing
1.	Bridge	1	1
2.	Ramp for Oil Palm Fruits	-	2
3.	Genset	3	2
4.	Diesel Pump	-	2
5.	Air Compressor	1	-
6.	Mistblower	3	-
7.	Diesel Water pump	2	-
8.	Chainsaw	3	-
9.	Motorola Walkie Talkie (14units) & Repeater	1 set	-
10.	Diesel Welding Generator	1	-
JUMLAH		22	

Photographs of Assets

MAIN ACCESS ROAD THROUGH ESTATE LOT 3



Photographs of Assets

MAIN ACCESS ROAD THROUGH ESTATE LOT 1



Photographs of Assets

NEW STAFF AND WORKERS QUARTER

STAFF QUARTERS ESTATE LOT 3



WORKERS QUARTERS ESTATE LOT 1



Photographs of Assets

ESTATE OFFICE



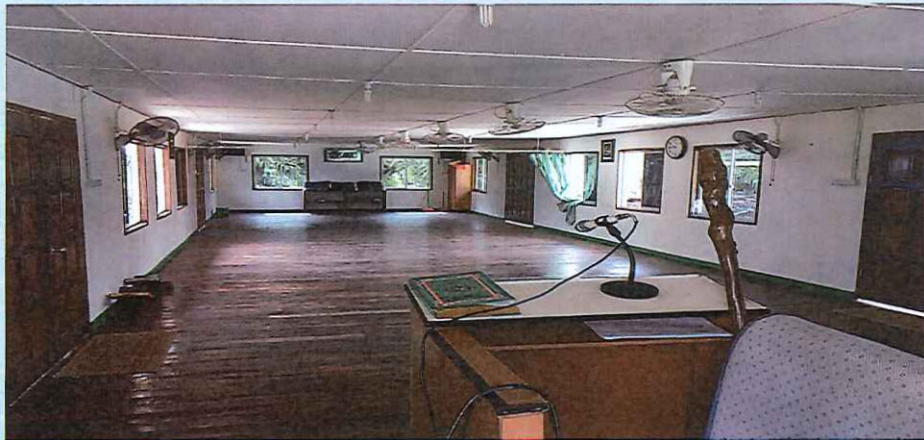
Photographs of Assets

STORE AND TOILETS



Photographs of Assets

PRAYER BUILDING



Photographs of Assets

GARAGE

ESTATE LOT 1



ESTATE LOT 2



Photographs of Assets

T

STORE AND WORKSHOPS



Photographs of Assets

MACHINERIES AND VEHICLES



Photographs of Assets

MACHINERIES AND VEHICLES



HINO S300 LORRY 3MT



NEW HOLLAND TRACTOR



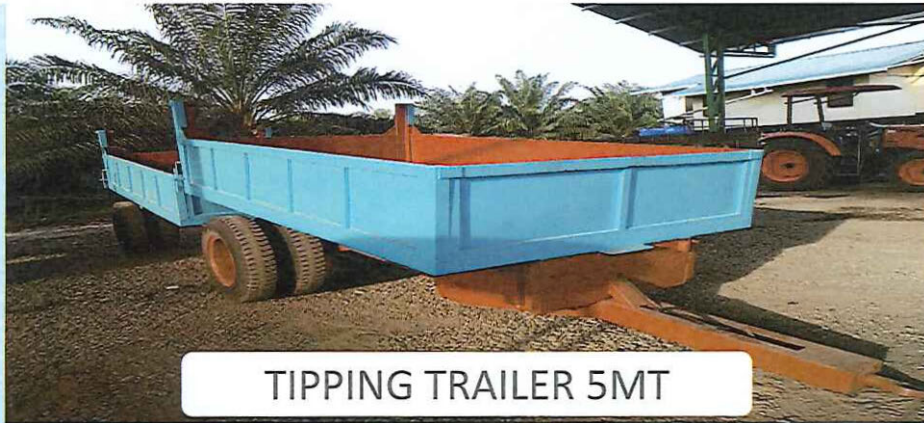
KIOTI FARM TRACTOR



KIOTI MINI TRACTOR

Photographs of Assets

MACHINERIES AND VEHICLES



TIPPING TRAILER 5MT



ARGO CARRIER



TOYOTA HILUX



PASSENGER LORRY

Photographs of Assets

BRIDGE

ESTATE LOT 1



ESTATE LOT 3



Photographs of Assets

RAMP FOR OIL PALM FRUITS

ESTATE LOT 1

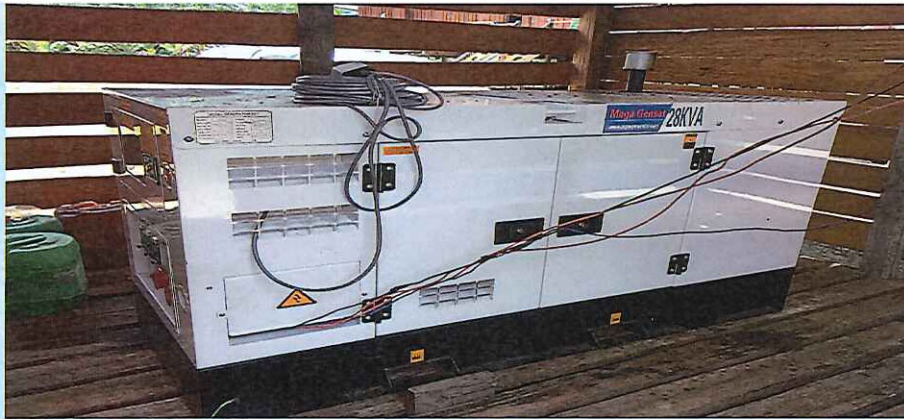


ESTATE LOT 3



Photographs of Assets

GENSET AND DIESEL TANKS



Photographs of Assets

EQUIPMENT FOR PLANTATION AND WORKSHOPS



Photographs of Estate

ESTATE LOT 1 – MATURED TREES



Photographs of Estate

ESTATE LOT 1 – HARVESTING ACTIVITY



Photographs of Estate

ESTATE LOT 1 – GATHERING FRUITS FOR MILLS



Photographs of Estate

ESTATE LOT 1 – FERTILIZATION ACTIVITY



Photographs of Estate

ESTATE LOT 1 — INSECTICIDES APPLICATION



PLANTATION CASHFLOW - SUMMARY OF CASH FLOW PROJECTIONS (KEY BASIS AND ASSUMPTIONS)

1 Cashflow Projections	:	25 Years Cashflow Projections		
2 Plantation Area	:	Hectares		
- Planted area		9,038		
- Development area		2,803	Estimate complete planting in Feb'2019	
- Others		142		
		<u>11,983</u>		
3 Crude Palm Oil (CPO) Price	:	RM2,600/MT		
4 Oil Palm Yield (Mature oil palms)	:	Ranging from 7 to 29 MT/Ha to Fresh Fruit Bunch (FFB)		
5 Oil Extraction Rate (OER)	:	OER average 19% of CPO		
6 Total Cost of Land		<u>RM827,720,000</u>		
Financed By :				
Shareholders funding	70%	RM579,404,000	Upfront	
Borrowings	30%	RM248,316,000	Upfront	
		<u>RM827,720,000</u>		
7 Interest Rate				
Term Loan	:	6%	Loan tenure (3 years grace & 7 years repayment)	
Revolving Credit	:	6%	5 years & standby facility	
Hire Purchase	:	4%	5 years	
8 Summary of Plantation Cashflow		Year 1 - 25		
a) Operating Cash Flow		RM		
Revenue		3,088,232,000		
Direct Operating Costs		(1,324,155,000)		
		<u>1,764,077,000</u>	GP Margin :	<u>57%</u>
CAPEX		(61,280,000)		
Tax		(384,709,000)		
Cash Flow from Operation	A	<u>1,318,088,000</u>	Operating Cashflow surplus from Year 1 onwards	
Total Funding		(827,720,000)		
Shareholder's Funding:		579,404,000		
Equity Injection for acquisition of land	70%	<u>579,404,000</u>	Upfront	70% equity injection
Borrowings:				
Term Loan for the purchase		248,316,000	Upfront	30% Financing
Revolving credit for Working Capital		20,000,000	Year 1-6	Working capital
Hire Purchase		9,000,000	Year 1-6	Purchase of vehicles & machineries
Total Borrowings		277,316,000		
Term Loan Repayment		(248,316,000)	Year 4-10	
RC Repayment - WC		(20,000,000)	Year 1-6	
RC Repayment - New PDE		(9,000,000)	Year 1-6	
Interest Costs		(102,504,000)		
Cash Flow from Financing	B	<u>(350,820,000)</u>		
Closing Cash Balance	A+B	<u>967,268,000</u>		
IRR		PROJECT		EQUITY
IRR (WITH Land Appreciation)		<u>4.09%</u>		<u>3.81%</u>
- terminal value at RM 30,000/acre		<u>6.43%</u>		<u>6.54%</u>
- terminal value at RM 35,000/acre		<u>6.70%</u>		<u>6.84%</u>

Details			Total	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043
Total Area			11,983	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25
Mature - Lot 1			ha		21.3	22.0	23.0	24.0	25.0	25.0	26.0	25.0	24.0	23.0	23.0			7.0	13.0	19.0	23.0	26.0	28.0	29.0	29.0	29.0	29.0	28.0	28.0
Immature - Lot 1			ha		7.0	13.0	19.0	23.0	26.0	28.0	29.0	29.0	29.0	29.0	28.0	28.0	28.0	27.0	27.0	26.0	26.0	26.0	25.0	25.0	24.0	24.0	23.0		
Immature - Lot 2			ha				7.0	13.0	19.0	23.0	26.0	28.0	29.0	29.0	29.0	29.0	28.0	28.0	27.0	27.0	26.0	26.0	26.0	25.0	25.0	24.0	24.0	23.0	
Immature - Lot 3			ha					7.0	13.0	19.0	23.0	26.0	28.0	29.0	29.0	29.0	28.0	28.0	28.0	27.0	27.0	26.0	26.0	26.0	25.0	25.0	24.0	24.0	23.0
Crop Harvested (FFB) Metric tonne				6,676,806	76,087	118,987	177,381	230,005	272,095	299,606	321,432	328,339	327,999	324,921	323,405	248,102	245,364	265,394	279,353	293,567	301,370	307,866	312,506	311,075	306,821	302,312	298,058	255,603	149,158
Crude Palm Oil Price					2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600	2,600
Kernel Oil Price					2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Oil Extraction Rate			OER - 1	19.00%	14.13%	21.26%	31.60%	41.54%	49.82%	56.16%	61.07%	62.38%	62.32%	61.73%	61.44%	47.13%	46.61%	50.42%	53.07%	55.77%	57.26%	58.49%	59.37%	59.10%	58.29%	57.43%	56.63%	48.56%	28.34%
Kernel Oil Extraction			KER	3.50%	2.66%	4.16%	6.20%	8.05%	9.52%	10.48%	11.25%	11.49%	11.48%	11.37%	11.31%	8.68%	8.58%	9.28%	9.77%	10.27%	10.54%	10.77%	10.93%	10.88%	10.73%	10.58%	10.43%	8.94%	5.22%
Oil Extraction Rate For newly planted			OER - 2		16%	17%	18%	18%																					
Cash Inflow				RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000	RM'000
1 FFB Sales				3,276,151	36,759	55,293	82,184	108,011	129,556	146,041	158,787	162,199	162,032	160,511	159,762	122,562	121,210	131,105	138,000	145,022	148,877	152,086	154,378	153,671	151,570	149,342	147,241	176,268	73,684
2 Kernel Oil				467,376	5,326	8,329	12,417	16,100	19,047	20,972	22,500	22,984	22,960	22,744	22,638	17,367	17,175	18,578	19,555	20,550	21,096	21,551	21,875	21,725	21,477	21,162	20,864	17,892	10,441
Gross Income				3,743,527	42,085	63,622	94,601	124,111	148,603	167,013	181,288	185,183	184,991	183,2															