

# Financial Highlights

## Ikhtisar Keuangan

In Million of Rupiah (unless otherwise stated)	2019	2018	2017 *	2016 *	2015 *	Dalam Jutaan Rupiah (kecuali dinyatakan lain)
Sales	3.699.439	4.019.846	4.738.022	3.847.869	4.189.615	Penjualan
Gross Profit	561.560	683.033	1.294.208	1.110.785	1.115.841	Laba Bruto
Operating Profit	300.551	339.735	904.240	810.774	835.906	Laba Usaha
EBITDA <sup>1</sup>	591.361	754.339	1.301.814	1.135.420	1.116.270	EBITDA <sup>1</sup>
Profit for the Year	252.630	329.426	733.248	592.769	623.309	Laba Tahun Berjalan
Profit for the Year Attributable to Owners of the Parent	253.902	331.364	733.306	593.829	623.312	Laba Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Profit for the Year Attributable to Non-controlling Interest	(1.272)	(1.938)	(58)	(1.060)	(3)	Laba Tahun Berjalan yang Dapat Diatribusikan kepada Kepentingan Nonpengendali
Total Comprehensive Income for the Year	295.960	408.576	671.784	560.324	689.704	Total Penghasilan Komprehensif Tahun Berjalan
Total Comprehensive Income for the Year Attributable to Owners of the Parent	297.232	410.514	671.842	561.384	689.707	Total Penghasilan Komprehensif Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Total Comprehensive Income for the Year Attributable to Non-controlling Interests	(1.272)	(1.938)	(58)	(1.060)	(3)	Total Penghasilan Komprehensif Tahun Berjalan yang Dapat Diatribusikan kepada Kepentingan Nonpengendali
Outstanding Shares (in '000) <sup>2,5</sup>	6.819.964	6.819.964	6.819.964	6.819.964	6.819.964	Jumlah Saham Yang Beredar (dalam '000) <sup>2,5</sup>
Basic Earnings Per Share Attributable to the Owners of the Parent (Rp) <sup>2</sup>	37	49	108	87	91	Laba Per Saham Dasar yang Dapat Diatribusikan kepada Pemilik Entitas Induk (Rp) <sup>2</sup>
Current Assets	2.192.494	2.444.027	2.298.825	2.104.262	1.268.557	Aset Lancar
Current Liabilities	466.806	524.814	416.258	780.627	571.162	Liabilitas Jangka Pendek
Net Working Capital	1.725.688	1.919.213	1.882.567	1.323.635	697.395	Modal Kerja Bersih
Total Assets	10.225.322	10.037.294	9.852.695	9.598.536	8.848.792	Total Aset
Capital Expenditures	464.101	311.260	279.292	360.234	684.467	Belanja Modal
Total Equity <sup>3</sup>	8.498.500	8.332.119	8.230.441	7.784.435	7.337.978	Total Ekuitas <sup>3</sup>
Non-controlling Interests	2.622	3.894	5.832	5.890	6.929	Kepentingan Nonpengendali
Total Liabilities	1.726.822	1.705.175	1.622.254	1.814.101	1.510.814	Total Liabilitas
Funded Debt	-	-	-	-	-	Pinjaman yang Dikenakan Bunga
Gross Profit Margin (%)	15,2	17,0	27,3	28,9	26,6	Marjin Laba Bruto (%)
Operating Profit Margin (%)	8,1	8,5	19,1	21,1	20,0	Marjin Laba Usaha (%)
EBITDA Margin (%)	16,0	18,8	27,5	29,5	26,6	Marjin EBITDA (%)
Profit for the Year Margin Attributable to Owners of the Parent (%)	6,9	8,2	15,5	15,4	14,9	Marjin Laba Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk (%)
Return on Assets (%) - Profit for the Year <sup>4</sup>	2,5	3,3	7,5	6,2	7,1	Imbal Hasil atas Aset (%) - Laba Tahun Berjalan <sup>4</sup>
Return on Assets (%) - Operating Profit <sup>4</sup>	3,0	3,4	9,2	8,4	9,5	Imbal Hasil atas Aset (%) - Laba Usaha <sup>4</sup>
Return on Equity (%) <sup>4</sup>	3,0	4,0	8,9	7,6	8,7	Imbal Hasil atas Ekuitas (%) <sup>4</sup>
Current Ratio (x)	4,70	4,66	5,52	2,70	2,22	Rasio Lancar (x)
Liabilities to Assets Ratio (x)	0,17	0,17	0,16	0,19	0,17	Rasio Liabilitas terhadap Aset (x)
Liabilities to Equity Ratio (x) <sup>3</sup>	0,20	0,20	0,20	0,23	0,21	Rasio Liabilitas terhadap Ekuitas (x) <sup>3</sup>
Gearing Ratio - Gross (x) <sup>3</sup>	-	-	-	-	-	Rasio Pengungkit - Bruto (x) <sup>3</sup>
Gearing Ratio - Net (x) <sup>3</sup>	(0,13)	(0,20)	(0,20)	(0,15)	(0,10)	Rasio Pengungkit - Neto (x) <sup>3</sup>

\* As restated

<sup>1</sup> EBITDA: Profit before income tax - finance income + finance costs + depreciation and amortization expenses ± (loss)/gain arising from changes in fair value of biological asset + impairment of fixed assets.

<sup>2</sup> After the retroactive effect of implementation PSAK No. 56 of stock split from the original nominal value of Rp500 become Rp100 per share.

<sup>3</sup> Taking into account non-controlling interests.

<sup>4</sup> Return represents total return including non-controlling interests.

<sup>5</sup> Excluding treasury shares.

\* Disajikan kembali

<sup>1</sup> EBITDA: Laba sebelum pajak penghasilan - penghasilan keuangan + beban keuangan + beban depresiasi dan amortisasi ± (kerugian)/keuntungan yang timbul dari perubahan nilai wajar aset biologis + penurunan nilai aset tetap.

<sup>2</sup> Sesudah pengaruh retroaktif sehubungan dengan penerapan PSAK no. 56 atas pemecahan nilai nominal saham dari Rp500 menjadi Rp100.

<sup>3</sup> Dengan memperhitungkan kepentingan nonpengendali.

<sup>4</sup> Imbal hasil menampilkan total imbal hasil termasuk kepentingan nonpengendali.

<sup>5</sup> Tidak termasuk saham treasury.

All figures in tables and graphs are stated in Indonesian numerals. Seluruh angka dalam tabel dan grafik disajikan dalam bahasa Indonesia.

# Operational Highlights

## Ikhtisar Operational

In Hectares (unless otherwise stated)	2019	2018	2017	2016	2015	Dalam Hektar (kecuali dinyatakan lain)
PLANTED AREA - NUCLEUS	115.665	115.904	115.695	114.461	114.107	LAHAN TERTANAM - INTI
OIL PALM	95.637	96.039	95.622	94.632	94.019	KELAPA SAWIT
Mature	85.737	87.277	85.717	83.056	78.656	Menghasilkan
Immature	9.900	8.762	9.905	11.576	15.363	Belum Menghasilkan
RUBBER	15.945	15.827	16.235	16.481	16.928	KARET
Mature	13.894	13.522	13.339	13.127	12.984	Menghasilkan
Immature	2.051	2.305	2.896	3.354	3.944	Belum Menghasilkan
OTHERS	4.083	4.038	3.838	3.348	3.160	LAINNYA
Mature	3.136	2.784	2.645	2.350	2.353	Menghasilkan
Immature	947	1.254	1.193	998	807	Belum Menghasilkan
PLANTED AREA - PLASMA	34.880	34.784	34.701	35.453	35.501	LAHAN TERTANAM - PLASMA
AGE PROFILE OF OIL PALM TREES						PROFIL UMUR TANAMAN KELAPA SAWIT
Immature	9.900	8.762	9.905	11.576	15.363	Tanaman Belum Menghasilkan
4-6 years	2.761	4.148	7.262	7.498	4.995	4-6 tahun
7-20 years	45.763	45.877	43.059	51.980	59.778	7-20 tahun
>20 years	37.213	37.252	35.396	23.578	13.883	>20 tahun
TOTAL	95.637	96.039	95.622	94.632	94.019	TOTAL
DISTRIBUTION OF PLANTED AREAS - NUCLEUS						DISTRIBUSI LAHAN TERTANAM - INTI
North Sumatra	38.143	38.985	39.181	38.754	39.278	Sumatera Utara
South Sumatra	49.492	49.103	49.025	48.582	48.104	Sumatera Selatan
East Kalimantan	19.450	19.369	18.965	18.917	18.756	Kalimantan Timur
Java	3.288	3.260	3.214	2.928	2.926	Jawa
North Sulawesi	764	749	590	375	141	Sulawesi Utara
South Sulawesi	4.528	4.438	4.720	4.905	4.902	Sulawesi Selatan
TOTAL	115.665	115.904	115.695	114.461	114.107	TOTAL
PRODUCTION VOLUME (TONNES)						VOLUME PRODUKSI (TON)
Total Fresh Fruit Branches (FFB) <sup>1</sup>	1.752.406	1.980.977	1.703.401	1.711.884	2.073.847	Total Tandan Buah Segar (TBS) <sup>1</sup>
FFB - Nucleus	1.466.288	1.515.537	1.278.623	1.222.477	1.396.565	TBS - Inti
Crude Palm Oil (CPO)	398.188	453.168	389.357	384.535	475.708	Minyak Sawit (CPO)
Palm Kernel (PK)	111.412	121.260	106.496	103.234	123.417	Inti Sawit (PK)
Oil Palm Seed (thousand seeds)	6.138	12.838	13.356	11.784	15.301	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber <sup>2</sup>	8.248	9.262	9.692	10.796	11.718	Karet <sup>2</sup>
Cocoa <sup>2</sup>	1.230	1.208	938	1.450	1.214	Kakao <sup>2</sup>
Tea <sup>2</sup>	690	605	779	912	862	Teh <sup>2</sup>
SALES VOLUME (TONNES)						VOLUME PENJUALAN (TON)
CPO	417.533	435.923	422.627	369.583	471.827	CPO
PK and PK Related Products <sup>3</sup>	124.908	112.898	110.019	98.802	112.601	PK dan Produk Turunan PK <sup>3</sup>
Oil Palm Seed (thousand seeds)	5.033	10.472	10.450	7.168	9.015	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	8.701	9.096	11.015	10.311	12.308	Karet
Cocoa	1.250	1.224	1.028	1.417	1.201	Kakao
Tea	648	518	903	664	1.035	Teh

<sup>1</sup> Total Fresh Fruit Bunches (FFB) from FFB Nucleus and FFB External.

<sup>2</sup> Rubber, Cocoa, and Tea through milling process.

<sup>3</sup> Mainly Palm Kernel Oil (PKO) and Palm Kernel Expeller (PKE).

<sup>1</sup> Total Tandan Buah Segar (TBS) dari TBS Inti dan TBS Eksternal.

<sup>2</sup> Karet, Kakao, dan Teh melalui pemrosesan di pabrik.

<sup>3</sup> Terutama Minyak Inti Sawit (PKO) dan Bungkil Sawit (PKE).