

# Financial Highlights

## Ikhtisar Keuangan

In millions of Rupiah (unless otherwise stated)	2020	2019	2018	2017*	2016*	Dalam jutaan Rupiah (kecuali dinyatakan lain)
Sales	3.536.721	3.699.439	4.019.846	4.738.022	3.847.869	Penjualan
Gross Profit	1.075.795	561.560	683.033	1.294.208	1.110.785	Laba Bruto
Operating Profit	816.120	300.551	339.735	904.240	810.774	Laba Usaha
EBITDA <sup>1</sup>	1.228.192	591.361	754.339	1.301.814	1.135.420	EBITDA <sup>1</sup>
Profit for the Year	695.490	252.630	329.426	733.248	592.769	Laba Tahun Berjalan
Profit for the Year Attributable to Owners of the Parent	696.011	253.902	331.364	733.306	593.829	Laba Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Profit for the Year Attributable to Non-controlling Interests	(521)	(1.272)	(1.938)	(58)	(1.060)	Laba Tahun Berjalan yang Dapat Diatribusikan kepada Kepentingan Nonpengendali
Total Comprehensive Income for the Year	890.131	295.960	408.576	671.784	560.324	Total Penghasilan Komprehensif Tahun Berjalan
Total Comprehensive Income for the Year Attributable to Owners of the Parent	890.652	297.232	410.514	671.842	561.384	Total Penghasilan Komprehensif Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Total Comprehensive Income for the Year Attributable to Non-controlling Interests	(521)	(1.272)	(1.938)	(58)	(1.060)	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>	102	37	49	108	87	Laba per Saham Dasar yang Dapat Diatribusikan kepada Pemilik Entitas Induk (Rp) <sup>2</sup>
Current Assets	2.920.275	2.192.494	2.444.027	2.298.825	2.104.262	Aset Lancar
Current Liabilities	597.005	466.806	524.814	416.258	780.627	Liabilitas Jangka Pendek
Net Working Capital	2.323.270	1.725.688	1.919.213	1.882.567	1.323.635	Modal Kerja Bersih
Total Assets	10.922.788	10.225.322	10.037.294	9.852.695	9.598.536	Total Aset
Capital Expenditures	378.247	464.101	311.260	279.292	360.234	Belanja Modal
Total Equity <sup>3</sup>	9.286.332	8.498.500	8.332.119	8.230.441	7.784.435	Total Ekuitas <sup>3</sup>
Non-controlling Interests	2.101	2.622	3.894	5.832	5.890	Kepentingan Nonpengendali
Total Liabilities	1.636.456	1.726.822	1.705.175	1.622.254	1.814.101	Total Liabilitas
Funded Debt	-	-	-	-	-	Pinjaman yang Dikenakan Bunga
Gross Profit Margin (%)	30,4	15,2	17,0	27,3	28,9	Marjin Laba Bruto (%)
Operating Profit Margin (%)	23,1	8,1	8,5	19,1	21,1	Marjin Laba Usaha (%)
EBITDA Margin (%)	34,7	16,0	18,8	27,5	29,5	Marjin EBITDA (%)
Profit for the Year Margin Attributable to Owners of the Parent (%)	19,7	6,9	8,2	15,5	15,4	Marjin Laba Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk (%)
Return on Assets (%) - Profit for the Year <sup>4</sup>	6,4	2,5	3,3	7,5	6,2	Imbal Hasil atas Aset (%) - Laba Tahun Berjalan <sup>4</sup>
Return on Assets (%) - Operating Profit <sup>4</sup>	7,5	3,0	3,4	9,2	8,4	Imbal Hasil atas Aset (%) - Laba Usaha <sup>4</sup>
Return on Equity (%) <sup>4</sup>	7,5	3,0	4,0	8,9	7,6	Imbal Hasil atas Ekuitas (%) <sup>4</sup>
Current Ratio (x)	4,89	4,70	4,66	5,52	2,70	Rasio Lancar (x)
Liabilities to Assets Ratio (x)	0,15	0,17	0,17	0,16	0,19	Rasio Liabilitas Terhadap Aset (x)
Liabilities to Equity Ratio (x) <sup>3</sup>	0,18	0,20	0,20	0,20	0,23	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>	(0,21)	(0,13)	(0,20)	(0,20)	(0,15)	Rasio Pengungkit - Neto (x) <sup>3</sup>

\* Restated

<sup>1</sup> EBITDA: Profit before income tax - finance income + finance costs + depreciation and amortisation 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.

The figures are stated in Indonesian language

Angka disajikan dalam bahasa Indonesia

# Operational Highlights

## Ikhtisar Operasional

In hectares (unless otherwise stated)	2020	2019	2018	2017	2016	Dalam hektar (kecuali dinyatakan lain)
<b>PLANTED AREA - NUCLEUS</b>	<b>116.053</b>	<b>115.665</b>	<b>115.904</b>	<b>115.695</b>	<b>114.461</b>	<b>LAHAN TERTANAM - INTI</b>
<b>OIL PALM</b>	<b>96.074</b>	<b>95.637</b>	<b>96.039</b>	<b>95.622</b>	<b>94.632</b>	<b>KELAPA SAWIT</b>
Mature	85.623	85.737	87.277	85.717	83.056	Menghasilkan
Immature	10.451	9.900	8.762	9.905	11.576	Belum Menghasilkan
<b>RUBBER</b>	<b>15.976</b>	<b>15.945</b>	<b>15.827</b>	<b>16.235</b>	<b>16.481</b>	<b>KARET</b>
Mature	13.976	13.894	13.522	13.339	13.127	Menghasilkan
Immature	2.000	2.051	2.305	2.896	3.354	Belum Menghasilkan
<b>OTHERS</b>	<b>4.003</b>	<b>4.083</b>	<b>4.038</b>	<b>3.838</b>	<b>3.348</b>	<b>LAINNYA</b>
Mature	3.313	3.136	2.784	2.645	2.350	Menghasilkan
Immature	690	947	1.254	1.193	998	Belum Menghasilkan
<b>PLANTED AREA - PLASMA (OIL PALM &amp; RUBBER)</b>	<b>34.879</b>	<b>34.880</b>	<b>34.784</b>	<b>34.701</b>	<b>35.453</b>	<b>LAHAN TERTANAM - PLASMA (KELAPA SAWIT &amp; KARET)</b>
<b>AGE PROFILE OF OIL PALM TREES - NUCLEUS</b>						<b>PROFIL UMUR TANAMAN KELAPA SAWIT - INTI</b>
Immature	10.451	9.900	8.762	9.905	11.576	Tanaman Belum Menghasilkan
4-6 years	2.252	2.761	4.148	7.262	7.498	4-6 tahun
7-20 years	45.564	45.763	45.877	43.059	51.980	7-20 tahun
>20 years	37.807	37.213	37.252	35.396	23.578	>20 tahun
<b>TOTAL</b>	<b>96.074</b>	<b>95.637</b>	<b>96.039</b>	<b>95.622</b>	<b>94.632</b>	<b>TOTAL</b>
<b>DISTRIBUTION OF PLANTED AREAS - NUCLEUS</b>						<b>DISTRIBUSI LAHAN TERTANAM - INTI</b>
North Sumatra	37.990	38.143	38.985	39.181	38.754	Sumatera Utara
South Sumatra	49.974	49.492	49.103	49.025	48.582	Sumatera Selatan
East Kalimantan	19.472	19.450	19.369	18.965	18.917	Kalimantan Timur
Java	3.229	3.288	3.260	3.214	2.928	Jawa
North Sulawesi	766	764	749	590	375	Sulawesi Utara
South Sulawesi	4.622	4.528	4.438	4.720	4.905	Sulawesi Selatan
<b>TOTAL</b>	<b>116.053</b>	<b>115.665</b>	<b>115.904</b>	<b>115.695</b>	<b>114.461</b>	<b>TOTAL</b>
<b>PRODUCTION VOLUME (TONNES)</b>						<b>VOLUME PRODUKSI (TON)</b>
Total Fresh Fruit Bunches (FFB)	1.481.062	1.752.406	1.980.977	1.703.401	1.711.884	Total Tandan Buah Segar (TBS)
FFB - Nucleus	1.294.716	1.466.288	1.515.537	1.278.623	1.222.477	TBS Inti
Crude Palm Oil (CPO)	330.936	398.188	453.168	389.357	384.535	Minyak Sawit (CPO)
Palm Kernel (PK)	92.039	111.412	121.260	106.496	103.234	Inti Sawit (PK)
Oil Palm Seed (thousand seeds)	5.481	6.138	12.838	13.356	11.784	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber <sup>1</sup>	7.843	8.248	9.262	9.692	10.796	Karet <sup>1</sup>
Cocoa <sup>1</sup>	762	1.230	1.208	938	1.450	Kakao <sup>1</sup>
Tea <sup>1</sup>	871	690	605	779	912	Teh <sup>1</sup>
<b>SALES VOLUME (TONNES)</b>						<b>VOLUME PENJUALAN (TON)</b>
CPO	324.939	417.533	435.923	422.627	369.583	CPO
PK and PK Related Products <sup>2</sup>	97.552	124.908	112.898	110.019	98.802	PK dan Produk Turunan PK <sup>2</sup>
Oil Palm Seed (thousand seeds)	4.943	5.033	10.472	10.450	7.168	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	7.838	8.701	9.096	11.015	10.311	Karet
Cocoa	727	1.250	1.224	1.028	1.417	Kakao
Tea	681	648	518	903	664	Teh

<sup>1</sup> Rubber, Cocoa, and Tea through milling process.

<sup>2</sup> Including Palm Kernel Oil (PKO) and Palm Kernel Expeller (PKE).

<sup>1</sup> Karet, Kakao, dan Teh melalui pemrosesan di pabrik.

<sup>2</sup> Termasuk Minyak Inti Sawit (PKO) dan Bungkil Sawit (PKE).

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