

FY15 FFB production grew by 24.4%

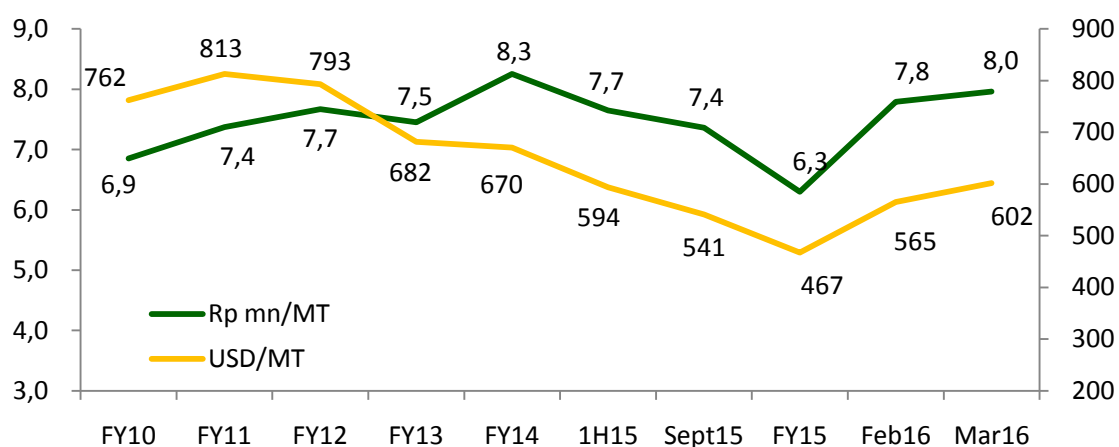
- FFB production until the month of December 2015 has reached 1,094,462 mt or grew by 24.4% compared with same period last year; supported by additional fruits coming from the recently acquired plantations.

Field Operation	FY13	FY14	FY15	FY15/14
Planted Area (Ha)	33,240	34,064	69,841	105%
Immature	678	1,157	1,881	63%
Young mature	14,611	9,129	17,712	94%
Prime	17,951	23,778	50,248	111%
FFB Productivity	FY13	FY14	FY15	FY15/14
FFB production (mt)	711,098	807,654	1,092,920	24.2%
Yield (MT/ha/Period)	21.8	24.5	21.75	
Average age (years)	6.9	7.7	7	

CPO selling prices

- Until the month of **March 2016**, CPO price is getting stronger. Our outlook on CPO prices remained favorable; considering the stable growing global demand driven by increasing edible oil consumption for both food and fuel.

SSMS – Avg. Selling Price CPO



FY15 Financial Performance

Comp. Income (Rp bn)	FY13R	FY14R	FY15	FY15/14
Sales	2,678.8	2,616.4	2,371.9	-9.3%
Cost of Goods Sold	-1,652.1	-1,296.8	-1,124.0	-13.3%
Gross income	1,026.7	1,319.6	1,247.9	-5.4%
G&A expenses	-204.3	-280.2	-287.9	2.8%
Operating income	833.4	976.3	885.5	-9.3%
Finance income (costs)	-143.9	-57.5	-110.1	91.4%
Income for the year/period	502.7	665.3	587.1	-11.8%
Proforma adjustment	5.4	-13.1	12.5	-195.0%
Income after proforma adjust	508.0	722.6	560.9	-22.3%
Profitability (%)	FY13R	FY14R	FY15	
Gross margin	38.3%	50.4%	52.6%	
Operating margin	31.1%	37.3%	37.3%	
Net margin	19.0%	27.6%	23.6%	
Financial Position (Rp bn)	FY13R	FY14 R	FY15	FY15/14
Assets	5,777.0	6,765.2	6,973.9	3%
Current assets	2,187.4	2,742.4	1,733.0	37%
Non-current assets	3,589.5	4,022.9	5,240.9	30%
Current liability	2,093.9	2,611.8	1,302.6	-50.1%
Non-current liability	1,487.6	1,364.9	2,637.2	93.2%
Minority interest	35.1	48.2	-	-100%
Equity	2,195.4	2,788.5	2,195.4	8.8%

R = Restated

Recent and Upcoming schedule

Event	Host	Location	Date
UBS Indonesia Conference	UBS	Jakarta	7 – 8 March 2016
Maybank ASEAN Invest	Maybank	Singapore	14 – 15 April 2016

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