

Group production - (in tonnes)
September 2019

	2019					2018					YoY Variation	
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q3	YTD
Fresh fruit bunches produced												
Own												
Tolan Tiga Group	68 659	70 923	94 739		234 321	73 557	71 301	92 608		237 466	2,30%	-1,32%
Umbul Mas Wisesa Group	48 282	48 018	58 994		155 294	46 742	50 651	62 909		160 302	-6,22%	-3,12%
Agro Muko Group	74 717	76 870	102 566		254 153	84 280	90 635	108 447		283 362	-5,42%	-10,31%
South Sumatra Group	13 160	14 535	19 857		47 552	6 548	8 761	16 723		32 032	18,75%	48,45%
Hargy Oil Palms	76 041	82 388	40 078		198 507	84 071	93 506	82 818		260 395	-51,61%	-23,77%
Total own	280 858	292 735	316 234	0	889 827	295 198	314 854	363 505	0	973 557	-13,00%	-8,60%
Outgrowers												
Tolan Tiga Group	0	48	337		385	0	0	0		0	-	-
Umbul Mas Wisesa Group	132	132	234		498	0	18	158		176	48,10%	182,95%
Agro Muko Group	3 328	4 918	5 347		13 593	3 441	3 501	4 181		11 123	27,88%	22,20%
South Sumatra Group	931	1 062	1 265		3 258	517	644	1 162		2 323	8,90%	40,27%
Hargy Oil Palms	48 242	54 737	37 325		140 304	46 628	64 674	58 796		170 098	-36,52%	-17,52%
Total outgrowers	52 632	60 898	44 508	0	158 038	50 586	68 837	64 297	0	183 720	-30,78%	-13,98%
Total FFB produced	333 490	353 633	360 742	0	1 047 865	345 784	383 691	427 802	0	1 157 277	-15,68%	-9,45%
Fresh fruit bunches sold												
Tolan Tiga Group	0	0	2		2	0	0	0		0	-	-
Umbul Mas Wisesa Group	9 024	10 067	11 722		30 813	7 674	7 710	10 368		25 752	13,06%	19,65%
Agro Muko Group	0	1 370	631		2 001	0	0	0		0	-	-
South Sumatra Group	0	0	0		0	1 191	2 614	234		4 039	-100,00%	-100,00%
Total FFB sold	9 024	11 437	11 724	0	32 816	8 865	10 324	10 602	0	29 791	10,58%	10,15%
Fresh fruit bunches processed												
Tolan Tiga Group	68 659	70 971	95 074		234 704	73 557	71 301	92 608		237 466	2,66%	-1,16%
Umbul Mas Wisesa Group	39 389	38 084	47 506		124 979	39 068	42 959	52 699		134 726	-9,85%	-7,23%
Agro Muko Group	78 044	80 419	107 281		265 744	87 721	94 136	112 628		294 485	-4,75%	-9,76%
South Sumatra Group	14 091	15 597	21 123		50 811	5 874	6 791	17 651		30 316	19,67%	67,61%
Hargy Oil Palms	124 283	137 125	77 403		338 811	130 699	158 180	141 614		430 494	-45,34%	-21,30%
Total FFB processed	324 465	342 197	348 387	0	1 015 049	336 919	373 367	417 200	0	1 127 486	-16,49%	-9,97%
PO extraction rate												
Tolan Tiga Group	22,4%	22,6%	22,6%		22,6%	22,7%	22,5%	22,2%		22,5%	2,02%	0,51%
Umbul Mas Wisesa Group	24,2%	23,1%	24,4%		24,0%	24,5%	23,9%	24,0%		24,1%	1,96%	-0,49%
Agro Muko Group	23,5%	23,4%	24,5%		23,9%	23,2%	22,8%	23,0%		23,0%	6,53%	3,92%
South Sumatra Group	19,8%	20,2%	20,0%		20,0%	15,1%	19,7%	16,9%		17,2%	18,63%	16,58%
Hargy Oil Palms	22,2%	24,2%	22,2%		23,0%	23,5%	24,6%	23,6%		23,9%	-6,03%	-3,88%
Total PO extraction rate	22,7%	23,4%	23,2%		23,1%	23,2%	23,6%	22,9%		23,2%	1,35%	-0,46%
Palm Oil												
Own												
Tolan Tiga Group	15 413	16 025	21 433		52 871	16 689	16 072	20 552		53 313	4,29%	-0,83%
Umbul Mas Wisesa Group	9 519	8 781	11 552		29 852	9 572	10 259	12 592		32 423	-8,26%	-7,93%
Agro Muko Group	17 642	18 081	25 219		60 942	19 576	20 737	25 023		65 336	0,78%	-6,73%
South Sumatra Group	2 687	2 861	3 981		9 529	821	1 158	2 011		3 990	97,97%	138,83%
Hargy Oil Palms	16 949	20 120	8 791		45 860	19 851	23 077	19 522		62 450	-54,97%	-26,57%
Total own	62 210	65 868	70 976	0	199 054	66 509	71 303	79 700	0	217 512	-10,95%	-8,49%
Outgrowers												
Tolan Tiga Group	0	0	92		92	0	0	0		0	-	-
Umbul Mas Wisesa Group	32	29	56		117	0	4	37		41	51,35%	185,37%
Agro Muko Group	730	766	1 067		2 563	750	750	882		2 382	20,95%	7,59%
South Sumatra Group	105	284	248		637	64	181	968		1 213	-74,38%	-47,49%
Hargy Oil Palms	10 615	13 057	8 370		32 042	10 862	15 779	13 891		40 532	-39,75%	-20,95%
Total outgrowers	11 482	14 136	9 833	0	35 451	11 676	16 714	15 778	0	44 168	-37,68%	-19,74%
Total Palm Oil	73 692	80 004	80 809	0	234 505	78 185	88 017	95 478	0	261 680	-15,36%	-10,38%

Palm Kernels	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q3	YTD
Own												
Tolan Tiga Group	3 855	3 576	5 289		12 720	4 118	3 927	5 125		13 170	3,20%	-3,42%
Umbul Mas Wisesa Group	1 444	1 305	1 775		4 524	1 576	1 642	2 050		5 268	-13,41%	-14,12%
Agro Muko Group	3 561	3 602	5 002		12 165	4 310	4 369	5 476		14 155	-8,66%	-14,06%
South Sumatra Group	543	563	804		1 910	213	265	411		889	95,62%	114,85%
Total own	9 403	9 046	12 870	0	31 319	10 217	10 203	13 062	0	33 482	-1,47%	-6,46%
Outgrowers												
Tolan Tiga Group	0	0	19		19	0	0	0		0	-	-
Umbul Mas Wisesa Group	4	5	8		17	0	1	5		6	60,00%	183,33%
Agro Muko Group	145	149	211		505	152	149	185		486	14,05%	3,91%
South Sumatra Group	21	55	48		124	16	40	192		248	-75,00%	-50,00%
Total outgrowers	170	209	286	0	665	168	190	382	0	740	-25,13%	-10,14%
Total Palm Kernels	9 573	9 255	13 156	0	31 984	10 385	10 393	13 444	0	34 222	-2,14%	-6,54%
Palm Kernel Oil	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q3	YTD
Hargy Oil Palms Own	1 526	1 570	858		3 954	1 616	1 921	1 610		5 147	-46,71%	-23,18%
Hargy Oil Palms Outgrowers	986	1 219	613		2 818	926	1 377	1 193		3 496	-48,62%	-19,39%
Total Palm Kernel Oil	2 512	2 789	1 471	0	6 772	2 542	3 298	2 803	0	8 643	-47,52%	-21,65%
Rubber	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q3	YTD
Own												
Tolan Tiga Group*	259	125	275		659	363	200	406		969	-32,27%	-31,99%
Melania	963	654	377		1 994	965	885	346		2 196	8,96%	-9,20%
Agro Muko	600	467	581		1 648	686	622	717		2 025	-18,97%	-18,62%
Total own	1 822	1 246	1 233	0	4 301	2 014	1 707	1 469	0	5 190	-16,07%	-17,13%
Outgrowers												
Tolan Tiga Group*	227	69	239		535	280	124	323		727	-26,01%	-26,41%
Total Rubber	2 049	1 315	1 472	0	4 836	2 294	1 831	1 792	0	5 917	-17,86%	-18,27%
Tea	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q3	YTD
Melania	738	574	448		1 760	595	590	473		1 658	-5,29%	6,15%
Total Tea	738	574	448	0	1 760	595	590	473	0	1 658	-5,29%	6,15%
Bananas	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q3	YTD
Azaguie 1	1 440	1 065	1 155		3 660	1 345	755	1 466		3 566	-21,21%	2,64%
Azaguie 2	2 497	1 814	3 101		7 412	2 395	1 932	2 201		6 528	40,89%	13,54%
Agboville	2 349	2 455	1 477		6 281	2 038	1 872	1 783		5 693	-17,16%	10,33%
Motobe	2 466	2 642	1 825		6 933	1 538	1 426	1 812		4 776	0,72%	45,16%
Total Bananas	8 752	7 976	7 558	0	24 286	7 316	5 985	7 262	0	20 563	4,08%	18,11%

*Tolan Tiga Group rubber production have been split into own and outgrower production. The outgrower production consists of production from PT Timbang Deli. The figures of prior year have been restated.

Commodity Price Data September 2019

Average market prices

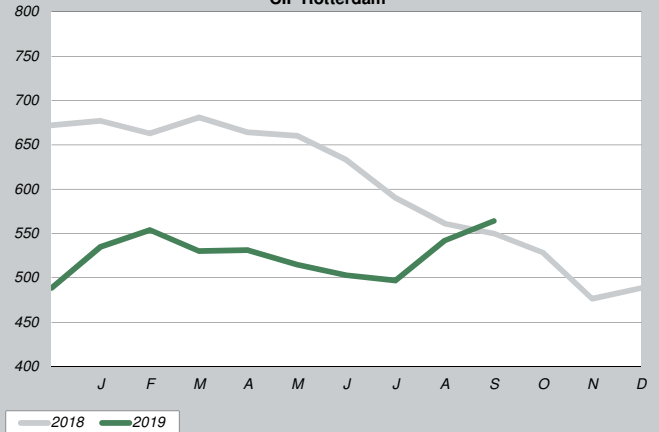
Product		YTD Q3/2019	YTD Q3/2018	YTD Q4/2018
CPO (CIF Rotterdam)*	in \$/mt	530	631	598
CPKO (CIF Rotterdam)*	in \$/mt	633	979	921
RSS3 (FOB Singapore)**	in \$/mt	1 672	1 619	1 565
Tea (avg auct Mombasa)**	in \$/mt	2 211	2 653	2 579
Bananas (CFR Europe)***	in €/mt	662	665	647

* Oil World price data

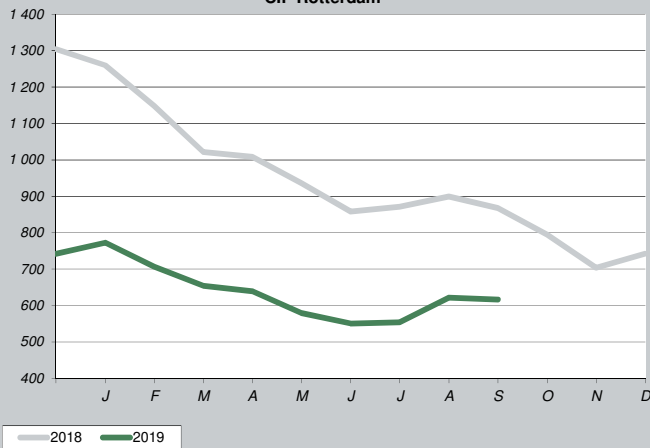
** World bank commodity price data - updated database

*** CIRAD price data (in EUR)

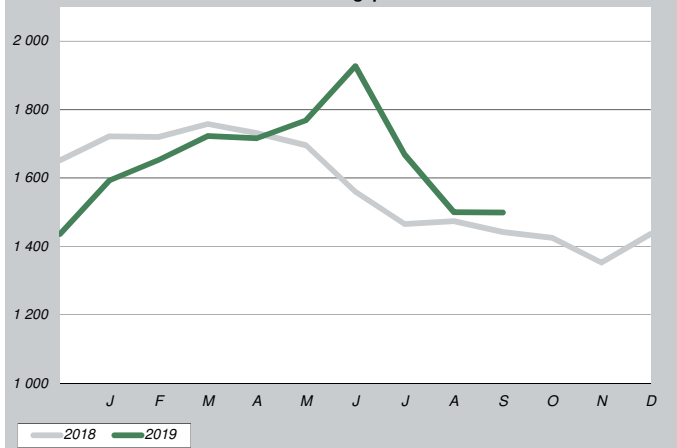
Crude Palm Oil in \$/mt CIF Rotterdam



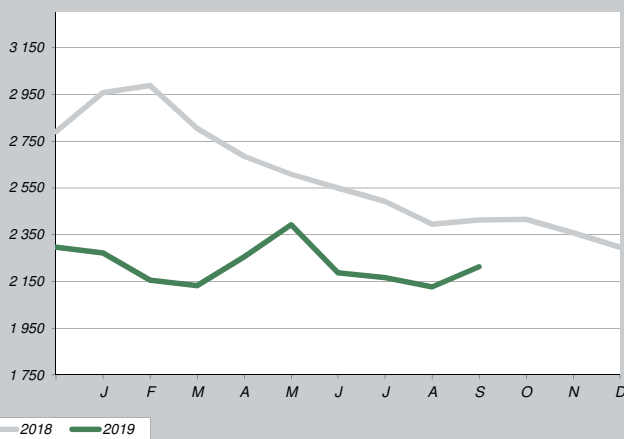
Crude Palm Kernel Oil in \$/mt CIF Rotterdam



RSS3 in \$/mt FOB Singapore



Tea in \$/mt average auction Mombasa



Bananas CFR Europe in €/mt

