

# FINANCIAL HIGHLIGHTS

## Ikhtisar Keuangan

IN MILLION OF RUPIAH (unless otherwise stated)	2015	2014	2013	2012	2011	DALAM JUTAAN RUPIAH (Kecuali dinyatakan lain)
Sales	4.189.615	4.726.539	4.133.679	4.211.578	4.686.457	Penjualan
Gross Profit	1.115.841	1.536.037	1.253.459	1.681.075	2.362.319	Laba Bruto
Operating Profit (EBIT)	835.906	1.257.498	1.025.649	1.323.973	2.005.524	Laba Usaha (EBIT)
EBITDA	1.116.270	1.437.279	1.257.977	1.553.277	2.244.965	EBITDA
Profit of the Year	623.309	929.405	768.625	1.115.539	1.701.513	Laba Tahun Berjalan
Profit of the Year Attributable to Owners of the Parent	623.312	929.414	769.493	1.116.186	1.701.580	Laba Tahun Berjalan yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Profit for the Year Attributable to Non-controlling interests	(3)	(9)	(868)	(647)	(67)	Laba Tahun Berjalan yang Dapat Diatribusikan Kepada Kepentingan Nonpengendali
Total Comprehensive income for the year	689.704	923.552	788.003	1.122.575	1.701.513	Total Pendapatan Komprehensif Tahun Berjalan
Total Comprehensive income for the year attributable to Owners of the parent	689.707	923.561	788.871	1.123.222	1.701.580	Total Pendapatan Komprehensif Tahun Berjalan yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Total Comprehensive income for the year attributable to Non-controlling interests	(3)	(9)	(868)	(647)	(67)	Total Pendapatan Komprehensif Tahun Berjalan yang Dapat Diatribusikan Kepada Kepentingan Nonpengendali
Shares Outstanding (in '000) <sup>1,4</sup>	6.819.964	6.819.964	6.819.964	6.822.864	6.822.864	Jumlah Saham Yang Ditempatkan dan Disetor Penuh ('000) <sup>1,4</sup>
Basic Earnings Per Share Attributable to the Owners of the Parent Company (Rp) <sup>1</sup>	91	136	113	164	249	Laba Per Saham Dasar yang Dapat Diatribusikan Kepada Pemilik Entitas Induk (Rp) <sup>1</sup>
Current Assets	1.268.557	1.863.506	1.999.126	2.593.816	2.560.596	Aset Lancar
Current Liabilities	571.162	746.520	802.905	792.482	531.326	Liabilitas Jangka Pendek
Net Working Capital	697.395	1.116.986	1.196.221	1.801.334	2.029.270	Modal Kerja Bersih
Total Assets	8.848.792	8.713.074	8.038.792	7.551.796	6.791.859	Total Aset
Capital Expenditures	684.467	953.916	1.093.987	803.799	393.669	Pengeluaran Barang Modal
Total Equity <sup>2</sup>	7.337.978	7.002.732	6.392.889	6.279.713	5.839.424	Total Ekuitas <sup>2</sup>
Non-Controlling Interests	6.929	(68)	(59)	(714)	(67)	Kepentingan Non-pengendali
Total Liabilities	1.510.814	1.710.342	1.645.893	1.272.083	952.435	Total Liabilitas
Funded Debt	-	-	-	-	-	Pinjaman yang Dikenakan Bunga
Gross Profit Margin (%)	26,6	32,5	30,3	39,9	50,4	Marjin Laba Bruto (%)
Operating Profit (EBIT) margin (%)	20,0	26,6	24,8	31,4	42,8	Marjin Laba Usaha (%)
EBITDA Margin (%)	26,6	30,4	30,4	36,9	47,9	Marjin EBITDA (%)
Net Income Margin Attributable to the owners of the Parent Company (%)	14,9	19,7	18,6	26,5	36,3	Marjin Laba Bersih yang Dapat Diatribusikan Kepada Pemilik Entitas Induk (%)
Return on Assets (%) - Net Income <sup>3</sup>	7,1	11,1	9,9	15,6	27,5	Imbal Hasil atas Aset (%) - Laba Bersih <sup>3</sup>
Return on Assets (%) - EBIT <sup>3</sup>	9,5	15,0	13,2	18,5	32,5	Imbal Hasil atas Aset (%) - Laba Usaha <sup>3</sup>
Return on Equity (%) <sup>3</sup>	8,7	13,9	12,1	18,4	32,7	Imbal Hasil atas Ekuitas (%) <sup>3</sup>
Current Ratio (x)	2,22	2,50	2,49	3,27	4,82	Rasio Lancar (x)
Liabilities to Assets Ratio (x)	0,17	0,20	0,20	0,17	0,14	Rasio Liabilitas terhadap Aset (x)
Liabilities to Equity Ratio (x) <sup>2</sup>	0,21	0,24	0,26	0,20	0,16	Rasio Liabilitas terhadap Ekuitas (x) <sup>2</sup>
Gearing Ratio - Gross (x) <sup>2</sup>	-	-	-	-	-	Gearing Ratio - Kotor (x) <sup>2</sup>
Gearing Ratio - Net (x) <sup>2</sup>	(0,10)	(0,19)	(0,22)	(0,29)	(0,35)	Gearing Ratio - Bersih (x) <sup>2</sup>

\* Restated

<sup>1</sup> After the retroactive effect of implementation PSAK No. 56 of stock split from the original nominal value of Rp 500 become Rp 100 per share

<sup>2</sup> Taking into account Non-Controlling Interests

<sup>3</sup> Return represents total return including Non-Controlling Interests

<sup>4</sup> Excluding treasury shares

Certain accounts in the 2011, 2012, 2013, and 2014 Consolidated Financial Statements have been reclassified to conform with the presentation of accounts in the 2015 Consolidated Financial Statements.

All figures in tables and graphs are stated in Indonesian numerals

<sup>1</sup> Sesudah pengaruh retroaktif sehubungan dengan penerapan PSAK no. 56 atas pemecahan nilai nominal saham dari Rp500 menjadi Rp 100

<sup>2</sup> Dengan memperhitungkan kepentingan non-pengendali

<sup>3</sup> Imbal hasil menampilkan total imbal hasil termasuk kepentingan non pengendali

<sup>4</sup> Tidak termasuk saham treasury

Beberapa akun tertentu pada Laporan Keuangan Konsolidasi 2011, 2012, 2013, dan 2014 telah disesuaikan dengan akun yang disajikan dalam Laporan Keuangan Konsolidasi 2015.

Seluruh angka dalam tabel dan grafik disajikan dalam bahasa Indonesia

# OPERATIONAL HIGHLIGHTS

## Ikhtisar Operasional

IN HECTARES (unless otherwise stated)	2015	2014	2013	2012	2011	DALAM HEKTAR (Kecuali dinyatakan lain)
PLANTED AREA - NUCLEUS	114.107	112.490	110.579	106.407	102.221	LAHAN TERTANAM - INTI
OIL PALM	94.019	92.135	89.845	85.343	80.732	KELAPA SAWIT
• Mature	78.656	76.652	74.944	74.268	70.022	• Menghasilkan
• Immature	15.363	15.483	14.901	11.075	10.710	• Belum Menghasilkan
RUBBER	16.929	17.288	17.350	17.393	17.776	KARET
• Mature	12.984	13.302	12.587	13.098	13.336	• Menghasilkan
• Immature	3.944	3.986	4.763	4.295	4.440	• Belum Menghasilkan
OTHERS	3.160	3.067	3.384	3.671	3.713	LAINNYA
• Mature	2.353	2.320	2.868	3.227	3.365	• Menghasilkan
• Immature	807	747	516	444	348	• Belum Menghasilkan
PLASMA	35.501	36.076	36.042	36.314	36.513	KEBUN PLASMA
AGE MATURITY OF OIL PALM TREES						PROFIL UMUR TANAMAN KELAPA SAWIT
4 - 6 years	4.995	7.553	8.508	14.158	14.181	4 - 6 years
7 - 20 years	59.778	58.561	57.871	53.025	50.035	7 - 20 years
> 20 years	13.883	10.538	8.565	7.086	5.806	> 20 years
<b>TOTAL</b>	<b>78.656</b>	<b>76.652</b>	<b>74.944</b>	<b>74.268</b>	<b>70.022</b>	<b>TOTAL</b>
DISTRIBUTION OF PLANTED AREAS - NUCLEUS						DISTRIBUSI LAHAN TERTANAM - INTI
North Sumatra	39.278	39.321	39.326	39.360	39.334	Sumatera Utara
South Sumatra	48.104	47.063	46.662	45.852	44.729	Sumatera Selatan
East Kalimantan	18.757	18.174	16.372	12.662	9.617	Kalimantan Timur
Java	2.926	2.865	2.864	2.864	2.870	Jawa
North Sulawesi	141	143	452	729	729	Sulawesi Utara
South Sulawesi	4.902	4.924	4.902	4.940	4.942	Sulawesi Selatan
<b>TOTAL</b>	<b>114.107</b>	<b>112.490</b>	<b>110.579</b>	<b>106.407</b>	<b>102.221</b>	<b>TOTAL</b>
PRODUCTION VOLUME (TONS)						VOLUME PRODUKSI (TON)
Total Fresh Fruit Bunches (FFB)	2.073.847	1.908.059	1.727.614	1.993.972	1.923.006	Total Tandan Buah Segar (TBS)
FFB - Nucleus	1.396.565	1.341.239	1.250.375	1.314.823	1.291.326	TBS - Inti
Crude Palm Oil (CPO)	475.708	443.123	396.493	448.250	442.949	Minyak Sawit (CPO)
Palm Kernel (PK)	123.417	109.220	94.444	107.794	106.737	Inti Sawit
Oil Palm Seed (thousand seeds)	15.301	13.819	24.127	27.383	26.397	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	11.718	13.185	12.736	13.119	13.941	Karet
Cocoa	1.214	1.920	1.613	1.750	1.228	Kakao
Tea	862	1.112	1.314	1.149	1.101	Teh
SALES VOLUME (TONS)						VOLUME PRODUKSI (TON)
CPO	471.827	449.021	440.999	409.823	432.936	CPO
PK	122.601	109.208	97.683	103.423	105.356	Inti Sawit
Oil Palm Seed (thousand seeds)	9.015	6.135	15.766	24.126	23.497	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	12.308	11.979	12.216	13.588	14.150	Karet
Cocoa	1.201	1.839	1.675	1.669	1.325	Kakao
Tea	1.035	1.063	1.333	1.065	1.180	Teh