

# Financial Highlights

Ikhtisar Keuangan

IN MILLION OF RUPIAH (unless otherwise stated)	2016	2015	2014	2013	2012	DALAM JUTAAN RUPIAH (Kecuali dinyatakan lain)
Sales	3.847.869	4.189.615	4.726.539	4.133.679	4.211.578	Penjualan
Gross Profit	1.110.785	1.115.841	1.536.037	1.253.459	1.681.075	Laba Bruto
Operating Profit (EBIT)	810.774	835.906	1.257.498	1.025.649	1.323.973	Laba Usaha (EBIT)
EBITDA	1.135.420	1.116.270	1.437.279	1.257.977	1.553.277	EBITDA
Profit of the Year	592.769	623.309	929.405	768.625	1.115.539	Laba Tahun Berjalan
Profit of the Year Attributable to Owners of the Parent	593.829	623.312	929.414	769.493	1.116.186	Laba Tahun Berjalan yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Profit for the Year Attributable to Non-controlling Interests	(1.060)	(3)	(9)	(868)	(647)	Laba Tahun Berjalan yang Dapat Diatribusikan Kepada Kepentingan Nonpengendali
Total Comprehensive Income for the Year	560.324	689.704	923.552	788.003	1.122.575	Total Pendapatan Komprehensif Tahun Berjalan
Total Comprehensive Income for the Year Attributable to Owners of the Parent	561.384	689.707	923.561	788.871	1.123.222	Total Pendapatan Komprehensif Tahun Berjalan yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Total Comprehensive Income for the Year Attributable to Non-controlling Interests	(1.060)	(3)	(9)	(868)	(647)	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	6.819.964	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>	87	91	136	113	164	Laba Per Saham Dasar yang Dapat Diatribusikan Kepada Pemilik Entitas Induk (Rp) <sup>1</sup>
Current Assets	1.919.661	1.268.557	1.863.506	1.999.126	2.593.816	Aset Lancar
Current Liabilities	780.627	571.162	746.520	802.905	792.482	Liabilitas Jangka Pendek
Net Working Capital	1.139.034	697.395	1.116.986	1.196.221	1.801.334	Modal Kerja Bersih
Total Assets	9.459.088	8.848.792	8.713.074	8.038.792	7.551.796	Total Aset
Capital Expenditures	360.234	684.467	953.916	1.093.987	803.799	Pengeluaran Barang Modal
Total Equity <sup>2</sup>	7.645.984	7.337.978	7.002.732	6.392.889	6.279.713	Total Ekuitas <sup>2</sup>
Non-controlling Interests	5.890	6.929	(68)	(59)	(714)	Kepentingan Non-pengendali
Total Liabilities	1.813.104	1.510.814	1.710.342	1.645.893	1.272.083	Total Liabilitas
Funded Debt	-	-	-	-	-	Pinjaman yang Dikenakan Bunga
Gross Profit Margin (%)	28,9	26,6	32,5	30,3	39,9	Marjin Laba Bruto (%)
Operating Profit (EBIT) margin (%)	21,1	20,0	26,6	24,8	31,4	Marjin Laba Usaha (%)
EBITDA Margin (%)	29,5	26,6	30,4	30,4	36,9	Marjin EBITDA (%)
Net Income Margin Attributable to the Owners of the Parent Company (%)	15,4	14,9	19,7	18,6	26,5	Marjin Laba Bersih yang Dapat Diatribusikan Kepada Pemilik Entitas Induk (%)
Return on Assets (%) - Net Income <sup>3</sup>	6,5	7,1	11,1	9,9	15,6	Imbal Hasil atas Aset (%) - Laba Bersih <sup>3</sup>
Return on Assets (%) - EBIT <sup>3</sup>	8,9	9,5	15,0	13,2	18,5	Imbal Hasil atas Aset (%) - Laba Usaha <sup>3</sup>
Return on Equity (%) <sup>3</sup>	7,9	8,7	13,9	12,1	18,4	Imbal Hasil atas Ekuitas (%) <sup>3</sup>
Current Ratio (x)	2,46	2,22	2,50	2,49	3,27	Rasio Lancar (x)
Liabilities to Assets Ratio (x)	0,19	0,17	0,20	0,20	0,17	Rasio Liabilitas terhadap Aset (x)
Liabilities to Equity Ratio (x) <sup>2</sup>	0,24	0,21	0,24	0,26	0,20	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>	(0,15)	(0,10)	(0,19)	(0,22)	(0,29)	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 2012, 2013, 2014, and 2015 Consolidated Financial Statements have been reclassified to conform with the presentation of accounts in the 2016 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 Rp 500 menjadi Rp 100

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

<sup>3</sup> Imbal hasil menampilkan total imbal hasil termasuk Kepentingan Nonpengendali

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

Beberapa akun tertentu pada Laporan Keuangan Konsolidasi 2012, 2013, 2014, dan 2015 telah disesuaikan dengan akun yang disajikan dalam Laporan Keuangan Konsolidasi 2016.

Seluruh angka dalam tabel dan grafik disajikan dalam bahasa Indonesia.

# Operational Highlights

Ikhtisar Operasional

IN HECTARES (unless otherwise stated)	2016	2015	2014	2013	2012	DALAM HEKTAR (Kecuali dinyatakan lain)
<b>PLANTED AREA - NUCLEUS</b>	<b>114.461</b>	114.107	112.490	110.579	106.407	<b>LAHAN TERTANAM - INTI</b>
<b>OIL PALM</b>	<b>94.632</b>	94.019	92.135	89.845	85.343	<b>KELAPA SAWIT</b>
- Mature	83.056	78.656	76.652	74.944	74.268	- Menghasilkan
- Immature	11.576	15.363	15.483	14.901	11.075	- Belum Menghasilkan
<b>RUBBER</b>	<b>16.481</b>	16.929	17.288	17.350	17.393	<b>KARET</b>
- Mature	13.127	12.984	13.302	12.587	13.098	- Menghasilkan
- Immature	3.354	3.944	3.986	4.763	4.295	- Belum Menghasilkan
<b>OTHERS</b>	<b>3.348</b>	3.160	3.067	3.384	3.671	<b>LAINNYA</b>
- Mature	2.350	2.353	2.320	2.868	3.227	- Menghasilkan
- Immature	998	807	747	516	444	- Belum Menghasilkan
<b>PLASMA</b>	<b>35.453</b>	35.501	36.076	36.042	36.314	<b>KEBUN PLASMA</b>
<b>AGE MATURITY OF OIL PALM TREES</b>						<b>PROFIL UMUR TANAMAN KELAPA SAWIT</b>
4 - 6 years	7.498	4.995	7.553	8.508	14.158	4 - 6 years
7 - 20 years	51.980	59.778	58.561	57.871	53.025	7 - 20 years
> 20 years	23.578	13.883	10.538	8.565	7.086	> 20 years
TOTAL	83.056	78.656	76.652	74.944	74.268	TOTAL
<b>DISTRIBUTION OF PLANTED AREAS - NUCLEUS</b>						<b>DISTRIBUSI LAHAN TERTANAM - INTI</b>
North Sumatra	34.785	39.278	39.321	39.326	39.360	Sumatera Utara
South Sumatra	40.929	48.104	47.063	46.662	45.852	Sumatera Selatan
East Kalimantan	18.917	18.757	18.174	16.372	12.662	Kalimantan Timur
Java	2.928	2.926	2.865	2.864	2.864	Jawa
North Sulawesi	375	141	143	452	729	Sulawesi Utara
South Sulawesi	4.905	4.902	4.924	4.902	4.940	Sulawesi Selatan
TOTAL	114.461	114.107	112.490	110.579	106.407	TOTAL
<b>PRODUCTION VOLUME (TONS)</b>						<b>VOLUME PRODUKSI (TON)</b>
Total Fresh Fruit Bunches (FFB)	1.711.884	2.073.847	1.908.059	1.727.614	1.993.972	Total Tandan Buah Segar (TBS)
FFB - Nucleus	1.222.477	1.396.565	1.341.239	1.250.375	1.314.823	TBS - Inti
Crude Palm Oil (CPO)	384.535	475.708	443.123	396.493	448.250	Minyak Sawit (CPO)
Palm Kernel (PK)	103.234	123.417	109.220	94.444	107.794	Inti Sawit
Oil Palm Seed (thousand seeds)	11.784	15.301	13.819	24.127	27.383	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	10.796	11.718	13.185	12.736	13.119	Karet
Cocoa	1.450	1.214	1.920	1.613	1.750	Kakao
Tea	912	862	1.112	1.314	1.149	Teh
<b>SALES VOLUME (TONS)</b>						<b>VOLUME PRODUKSI (TON)</b>
CPO	369.583	471.827	449.021	440.999	409.823	CPO
PK	98.802	122.601	109.208	97.683	103.423	Inti Sawit
Oil Palm Seed (thousand seeds)	7.168	9.015	6.135	15.766	24.126	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	10.311	12.308	11.979	12.216	13.588	Karet
Cocoa	1.417	1.201	1.839	1.675	1.669	Kakao
Tea	664	1.035	1.063	1.333	1.065	Teh