

Financial Highlights

Ikhtisar Keuangan

IN MILLION OF RUPIAH (unless otherwise stated)	2017	2016	2015	2014 ¹	2013	DALAM JUTAAN RUPIAH (kecuali dinyatakan lain)
Sales	4.738.022	3.847.869	4.189.615	4.726.539	4.133.679	Penjualan
Gross Profit	1.342.838	1.110.785	1.115.841	1.536.037	1.253.459	Laba Bruto
Operating Profit	958.430	810.774	835.906	1.257.498	1.025.649	Laba Usaha
EBITDA	1.339.977	1.135.420	1.116.270	1.437.279	1.257.977	EBITDA
Profit of the Year	763.423	592.769	623.309	929.405	768.625	Laba Tahun Berjalan
Profit of the Year Attributable to Owners of the Parent	763.481	593.829	623.312	929.414	769.493	Laba Tahun Berjalan yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Profit for the Year Attributable to Non-controlling Interests	(58)	(1.060)	(3)	(9)	(868)	Laba Tahun Berjalan yang Dapat Diatribusikan Kepada Kepentingan Nonpengendali
Total Comprehensive Income for the Year	701.959	560.324	689.704	923.552	788.003	Total Pendapatan Komprehensif Tahun Berjalan
Total Comprehensive Income for the Year Attributable to Owners of the Parent	702.017	561.384	689.707	923.561	788.871	Total Pendapatan Komprehensif Tahun Berjalan yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Total Comprehensive Income for the Year Attributable to Non-controlling Interests	(58)	(1.060)	(3)	(9)	(868)	Total Pendapatan Komprehensif Tahun Berjalan yang Dapat Diatribusikan Kepada Kepentingan Nonpengendali
Outstanding Shares (in '000) ^{2,4}	6.819.964	6.819.964	6.819.964	6.819.964	6.819.964	Jumlah Saham Yang Beredar ('000) ^{2,4}
Basic Earnings Per Share Attributable to the Owners of the Parent Company (Rp) ¹	112	87	91	136	113	Laba Per Saham Dasar yang Dapat Diatribusikan Kepada Pemilik Entitas Induk (Rp) ¹
Current Assets	2.168.414	1.919.661	1.268.557	1.863.506	1.999.126	Aset Lancar
Current Liabilities	416.258	780.627	571.162	746.520	802.905	Liabilitas Jangka Pendek
Net Working Capital	1.752.156	1.139.034	697.395	1.116.986	1.196.221	Modal Kerja Bersih
Total Assets	9.744.381	9.459.088	8.848.792	8.713.074	8.038.792	Total Aset
Capital Expenditures	286.140	360.234	684.467	953.916	1.093.987	Pengeluaran Barang Modal
Total Equity ²	8.122.165	7.645.984	7.337.978	7.002.732	6.392.889	Total Ekuitas ²
Non-controlling Interests	5.832	5.890	6.929	(68)	(59)	Kepentingan Nonpengendali
Total Liabilities	1.622.216	1.813.104	1.510.814	1.710.342	1.645.893	Total Liabilitas
Funded Debt	-	-	-	-	-	Pinjaman yang Dikenakan Bunga
Gross Profit Margin (%)	28,3	28,9	26,6	32,5	30,3	Marjin Laba Bruto (%)
Operating Margin (%)	20,2	21,1	20,0	26,6	24,8	Marjin Laba Usaha (%)
EBITDA Margin (%)	28,3	29,5	26,6	30,4	30,4	Marjin EBITDA (%)
Net Income Margin Attributable to the Owners of the Parent Company (%)	16,1	15,4	14,9	19,7	18,6	Marjin Laba Bersih yang Dapat Diatribusikan Kepada Pemilik Entitas Induk (%)
Return on Assets (%) - Net Income ³	8,0	6,5	7,1	11,1	9,9	Imbal Hasil atas Aset (%) - Laba Bersih ³
Return on Assets (%) - Operating Profit ³	10,0	8,9	9,5	15,0	13,2	Imbal Hasil atas Aset (%) - Laba Usaha ³
Return on Equity (%) ³	9,7	7,9	8,7	13,9	12,1	Imbal Hasil atas Ekuitas (%) ³
Current Ratio (x)	5,21	2,46	2,22	2,50	2,49	Rasio Lancar (x)
Liabilities to Assets Ratio (x)	0,17	0,19	0,17	0,20	0,20	Rasio Liabilitas terhadap Aset (x)
Liabilities to Equity Ratio (x) ²	0,20	0,24	0,21	0,24	0,26	Rasio Liabilitas terhadap Ekuitas (x) ²
Gearing Ratio - Gross (x) ²	-	-	-	-	-	Rasio Pengungkit - Bruto (x) ²
Gearing Ratio - Net (x) ²	(0,20)	(0,15)	(0,10)	(0,19)	(0,22)	Rasio Pengungkit - Neto (x) ²

¹ Restated

² After the retroactive effect of implementation PSAK No. 56 of stock split from the original nominal value of Rp500 become Rp100 per share

³ Taking into account Non-Controlling Interests

⁴ Return represents total return including Non-Controlling Interests

⁵ Excluding treasury shares

Certain accounts in the 2013, 2014, 2015, and 2016 Consolidated Financial Statements have been reclassified to conform with the presentation of accounts in the 2017 Consolidated Financial Statements.

All figures in tables and graphs are stated in Indonesian numerals.

¹ Disajikan Kembali

² Sesudah pengaruh retroaktif sehubungan dengan penerapan PSAK no. 56 atas pemecahan nilai nominal saham dari Rp500 menjadi Rp100

³ Dengan memperhitungkan kepentingan non-pengendali

⁴ Imbal hasil menampilkan total imbal hasil termasuk Kepentingan Nonpengendali

⁵ Tidak termasuk saham treasury

Beberapa akun tertentu pada Laporan Keuangan Konsolidasi 2013, 2014, 2015, dan 2016 telah disesuaikan dengan akun yang disajikan dalam Laporan Keuangan Konsolidasi 2017.

Seluruh angka dalam tabel dan grafik disajikan dalam bahasa Indonesia.

Operational Highlights

Ikhtisar Operasional

IN HECTARES (unless otherwise stated)	2017	2016	2015	2014	2013	DALAM HEKTAR (kecuali dinyatakan lain)
PLANTED AREA - NUCLEUS	115.695	114.461	114.107	112.490	110.579	LAHAN TERTANAM - INTI
OIL PALM	95.622	94.632	94.019	92.135	89.845	KELAPA SAWIT
• Mature	85.717	83.056	78.656	76.652	74.944	• Menghasilkan
• Immature	9.905	11.576	15.363	15.483	14.901	• Belum Menghasilkan
RUBBER	16.235	16.481	16.929	17.288	17.350	KARET
• Mature	13.339	13.127	12.984	13.302	12.587	• Menghasilkan
• Immature	2.896	3.354	3.944	3.986	4.763	• Belum Menghasilkan
OTHERS	3.838	3.348	3.160	3.067	3.384	LAINNYA
• Mature	2.645	2.350	2.353	2.320	2.868	• Menghasilkan
• Immature	1.193	998	807	747	516	• Belum Menghasilkan
PLASMA	34.701	35.453	35.501	36.076	36.042	KEBUN PLASMA
AGE MATURITY OF OIL PALM TREES	7.262	7.498	4.995	7.553	8.508	PROFIL UMUR TANAMAN KELAPA SAWIT
4 - 6 years	43.059	51.980	59.778	58.561	57.871	4 - 6 tahun
7 - 20 years	35.396	23.578	13.883	10.538	8.565	7 - 20 tahun
> 20 years	85.717	83.056	78.656	76.652	74.944	> 20 tahun
TOTAL	85.717	83.056	78.656	76.652	74.944	TOTAL
DISTRIBUTION OF PLANTED AREAS - NUCLEUS						DISTRIBUSI LAHAN TERTANAM - INTI
North Sumatra	39.181	38.754	39.278	39.321	39.326	Sumatera Utara
South Sumatra	49.025	48.582	48.104	47.063	46.662	Sumatera Selatan
East Kalimantan	18.965	18.917	18.757	18.174	16.372	Kalimantan Timur
Java	3.214	2.928	2.926	2.865	2.864	Jawa
North Sulawesi	590	375	141	143	452	Sulawesi Utara
South Sulawesi	4.720	4.905	4.902	4.924	4.902	Sulawesi Selatan
TOTAL	115.695	114.461	114.107	112.490	110.579	TOTAL
PRODUCTION VOLUME (TONNES)						VOLUME PRODUKSI (TONI)
Total Fresh Fruit Bunches (FFB)	1.703.401	1.711.884	2.073.847	1.908.059	1.727.614	Total Tandan Buah Segar (TBS)
FFB - Nucleus	1.278.623	1.222.477	1.396.565	1.341.239	1.250.375	TBS - Inti
Crude Palm Oil (CPO)	389.357	384.535	475.708	443.123	396.493	Minyak Sawit (CPO)
Palm Kernel (PK)	106.496	103.234	123.417	109.220	94.444	Inti Sawit (PK)
Oil Palm Seed (thousand seeds)	13.356	11.784	15.301	13.819	24.127	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	9.692	10.796	11.718	13.185	12.736	Karet
Cocoa	938	1.450	1.214	1.920	1.613	Kakao
Tea	779	912	862	1.112	1.314	Teh
SALES VOLUME (TONNES)						VOLUME PRODUKSI (TONI)
Crude Palm Oil (CPO)	422.627	369.583	471.827	449.021	440.999	Minyak Sawit (CPO)
Palm Kernel (PK)	110.019	98.802	122.601	109.208	97.683	Inti Sawit (PK)
Oil Palm Seed (thousand seeds)	10.450	7.168	9.015	6.135	15.766	Benih Bibit Kelapa Sawit (ribu benih bibit)
Rubber	11.015	10.311	12.308	11.979	12.216	Karet
Cocoa	1.028	1.417	1.201	1.839	1.675	Kakao
Tea	903	664	1.035	1.063	1.333	Teh