



PT. TUNAS BARU LAMPUNG, Tbk. (TBLA)

Wisma Budi, 8th – 9th Floor
 Jl. H.R Rasuna Said Lot C-6, Jakarta
 Telp: (021) 5213383 , Fax: (021) 5213332

9M2018 NEWSLETTER

Production Summary	9M2018	9M2017	Change (%)
FFB Harvested			
FFB Nucleus (MT)	491,800	397,566	23.7%
FFB Plasma (MT)	150,879	109,814	37.4%
FFB 3 rd Party (MT)	879,533	433,871	107.3%
FFB Yield – Nucleus (MT/Ha)	14.0	12.9	8.5%
Crude Palm Oil (CPO)			
CPO Production (MT)	277,880	200,073	38.9%
CPO Extraction Rate (OER)	19.8%	23.4%	-
Palm Kernel Oil (PKO)			
PKO Production (MT)	23,049	27,039	-14.8%
Kernel Extraction Rate (KER)	41.7%	42.1%	-

Planted Area (Ha)	30 Sept 2018	30 Sept 2017
Oil Palm		
Mature	44,414	42,349
Immature	10,680	11,816
Total Oil Palm	55,094	54,165
Sugar Cane	11,578	10,160

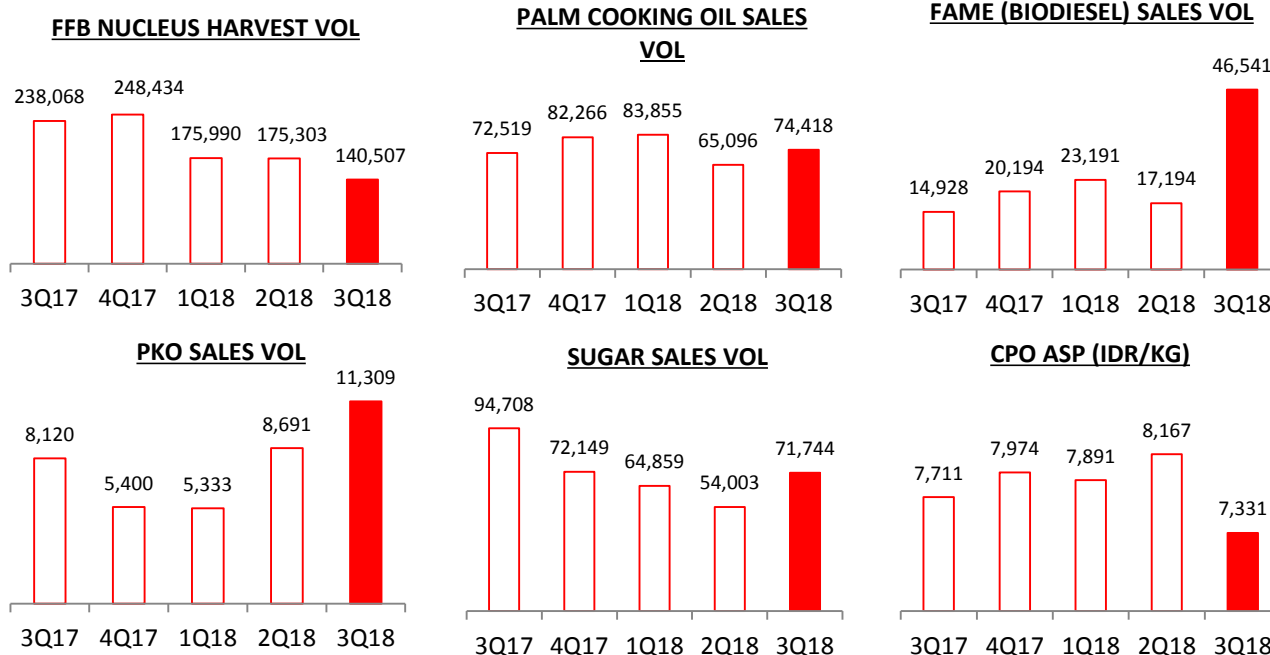
PRODUCTION & SALES SUMMARY

Annual FFB nucleus harvest went up by **23.7%**, but weaker on quarterly basis to due weather condition. FFB harvest is expected to pick up in 4Q2018. Despite higher annual harvest volume, 3rd party FFB purchase was boosted by **107.3%** to support growing cooking oil and biodiesel demand.

Both Annual and Quarterly FAME (Biodiesel) sales went up by **13.5%** and **170.7%** respectively, with strong implementation of Indonesia's B20 policy and also new demand from China. This trend is expected to continue next year.

Sugar sales volume went up on quarterly basis by **32.9%**. With the late allocation of quota this year, TBLA was solely relying on last year's carried forward inventory up until 1H2018. With fresh inventory and also production from sugar mill, we expect better sales volume over second half of this year. The Company holds ready sugar inventory of around **126,000 ton** at the end of 9M2018, with another **50,000 ton** incoming import supply. TBLA has now received **225,000 ton** of quota allocation so far this year.

QUARTERLY TREND *(all figures in metric ton except for CPO ASP)*



For more information, please contact Head of Investor Relations:

Eric Tirtana | email. eric.tirtana@sungaibudi.com | Mob. +6285880242328 | Tel. (+62-21) 521 3383