



USD:IDR	16,327	14,244	
P&L (IDR Millions) – YoY	3M2020	3M2019	Change (%)
Revenue	2,765,027	2,172,898	27.3%
Gross Profit	651,304	519,682	25.3%
Operating Profit	496,105	394,275	25.8%
NPAT	101,504	203,852	-50.2%
EBITDA	595,434	505,731	17.7%
Unrealized forex (loss)/gain	(154,728)	20,901	-

BS (IDR Millions)	31 Mar 2020	31 Mar 2019	Change (%)
Asset	18,499,291	16,576,740	11.6%
Liability	13,050,370	11,589,272	12.6%
Equity	5,448,921	4,987,468	9.3%
Interest Bearing Debt	8,829,240	7,565,318	16.7%
Cash & cash equivalent*	949,353	535,903	77.2%

*included in cash & cash equivalent, restricted cash under other current asset

Financial Ratios	3M2020	3M2019
Gross margin	23.6%	23.9%
Operating margin	17.9%	18.1%
Net margin	3.7%	9.4%
EBITDA margin	21.5%	23.3%
Net Debt to Equity	1.45	1.41
ROA	7.5%	16.3%
ROE	1.45	1.41

Sales Volume	3M2020	3M2019	Change (%)
Palm Cooking Oil	73,929	60,895	21.4%
PKO	8,700	6,275	38.6%
Sugar	61,629	70,204	-12.2%
Biodiesel (FAME)	77,115	74,372	3.7%

Sales Price (IDR/Kg) ex VAT	3M2020	3M2019	Change (%)
Palm Cooking Oil	10,533	8,765	20.2%
PKO	10,923	9,546	14.4%
Sugar	12,760	9,191	38.8%
Biodiesel (FAME)	9,134	7,407	23.3%

FINANCIAL HIGHLIGHT

Revenue and overall profitability reported higher on *Year-on-Year basis*, driven mostly by improved volume and pricing of cooking oil and biodiesel, as well as higher sugar price.

Cooking oil price and volume went up by **20.2%** and **21.4%** respectively on the back of extraordinary jump in household demand. Initial Covid-19 cases that were reported in early March triggered nationwide panic which leads to essential basic goods (including cooking oil) hoarding.

Biodiesel sales volume went up with the implementation of B30 mandate this year, whilst price was up by **23.3%** along with higher trailing cpo price (before the Covid-19 outbreak). TBLA's already contracted around **342k ton** of FAME (Biodiesel) to Pertamina for the whole duration of FY2020. This year's contracted volume to Pertamina is up by about **32%** from last year's **260k ton**.

As domestic stockpile thins out, sugar price that has been steadily on the rise since the end of last year suddenly spikes up when early covid-19 cases were reported in Jakarta. Even before the outbreak, the structurally fragile sugar industry was already hanging by a thread with lower than expected import quota last year. The ensuing pandemic made it even worse as it triggers unprecedented surge in domestic demand with household and small industries hoarding for stocks. The Company obtained 2 import quota allocations in 1Q2020 totaling **90,000 ton**. Note: By the time this newsletter is written, the Company had just received its 3rd quota allocation of **80,000 ton** in May 2020.

1Q2020 NPAT is out of sync with the other profit indicators, which was mainly caused by "unrealized forex loss". TBLA posted **Rp155bn** of unrealized forex loss which resulted from the substantial weakening of IDR against USD from **Rp13,901** to **Rp16,327**, between 31 December 2019 to 31 March 2020. This unrealized forex loss represents accounting loss, with no impact to cashflow, which comes from marking to market USD denominated debt (mostly the USD bond) for each reporting period. Actual forex risk from the USD bond exposure is very limited, since almost all of the bond principal is being hedged until maturity. Obviously, without this unrealized forex loss, the Company's NPAT growth is consistent with its top lines.

Even though operation and production has been largely undisturbed by the pandemic situation, the Company has been bulking up cash reverse to anticipate for any potential issues that might arise due to the pandemic.



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3M2020 NEWSLETTER

Production Summary	3M2020	3M2019	Change (%)
FFB Harvested			
<i>FFB Nucleus (MT)</i>	127,147	155,726	-18.4%
<i>FFB Plasma (MT)</i>	36,202	34,345	5.4%
<i>FFB 3rd Party (MT)</i>	106,683	108,454	-1.6%
<i>FFB Yield – Nucleus (MT/Ha)</i>	3.7	4.7	
Crude Palm Oil Production (MT)	55,238	68,858	-19.8%
<i>CPO Extraction Rate (OER)</i>	21.72%	22.07%	
Palm Kernel Oil Production (MT)	8,377	5,489	52.6%
<i>PKO Extraction Rate (KER)</i>	41.98%	42.13%	
Cooking Oil (MT)	76,758	63,950	20.0%
FAME (Biodiesel)	90,901	51,826	75.4%

Planted Area (Ha)	31 Mar 2020	31 Mar 2019
Oil Palm		
<i>Mature</i>	46,348	44,804
<i>Immature</i>	11,061	11,446
Total Oil Palm	57,409	56,250
Sugar Cane	12,619	12,082

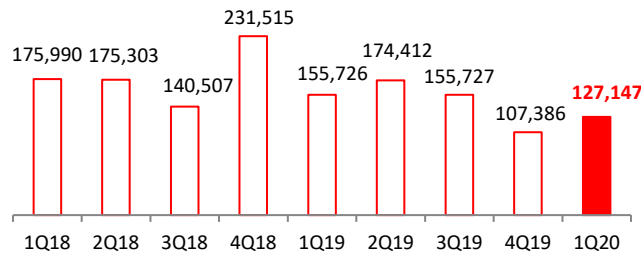
OPERATIONAL HIGHLIGHT

Despite improving on quarterly basis, FFB harvest was still lower compared to the same period last year, due to the effect of the drought in Sumatera. Overall CPO production was affected by this lower harvest as it went down by **19.8%**. TBLA had to increase external cpo purchase to **80,746 ton** of this quarter, which is around **60%** of overall downstream feedstock, to meet cooking oil and biodiesel production demand.

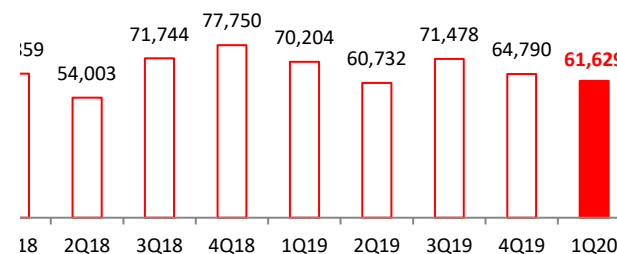
Cooking oil production was pushed up by **20.0%** compared to same period last year to meet sudden surge in household demand, which was instigated by lockdown concern. Strong demand and lucrative price point incentivized the Company to boost production by utilizing more external cpo.

FAME (Biodiesel) production up by **75.4%** compared to 1Q2019 as Indonesia began imposing B30 blending mandate this year. In order to cater to the country's growing biodiesel industry, TBLA is currently building new supporting infrastructures. The Company's new palm oil refinery and biodiesel plant will be completed by the second half of the year, which will then bring TBLA's total FAME (Biodiesel) production capacity up to **750k ton per annum**.

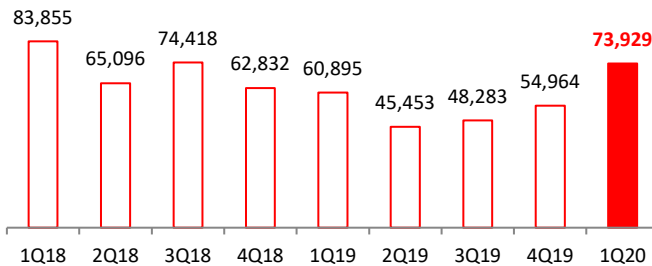
FFB NUCLEUS HARVEST VOL



SUGAR SALES VOL



PALM COOKING OIL SALES VOL



BIODIESEL SALES VOL

