



P&L (IDR Millions)	9M2020	9M2019	Change (%)
Revenue	8,065,544	6,344,579	27.1%
Gross profit	1,803,182	1,670,161	8.0%
Operating profit	1,274,822	1,236,618	3.1%
NPAT	405,336	503,261	-19.5%
Normalized NPAT*	476,387	480,406	-0.8%
EBITDA	1,815,075	1,688,003	7.5%
Unrealized forex gain/(loss)	(71,051)	22,855	-

USD:IDR = Rp14,918 (30 Sept 2020), Rp14,174 (30 Sept 2019) ; *(Ex Unrealized forex gain/loss)

BS (IDR Millions)	30 Sept 2020	30 Sept 2019	Change (%)
Asset	19,984,233	16,593,130	20.4%
Liability	14,384,410	11,439,805	25.7%
Equity	5,599,823	5,153,325	8.7%
Net interest bearing debt	8,572,702	7,567,963	13.3%
Cash & cash equivalent**	1,632,133	231,667	604.5%

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

Financial Ratios	9M2020	9M2019
Gross margin	22.4%	26.3%
Operating margin	15.8%	19.5%
Net margin	5.0%	7.9%
EBITDA margin	22.5%	26.6%
Net Debt to Equity	1.53	1.47
Normalized ROA	3.2%	3.9%
Normalized ROE	11.3%	12.4%

Sales Volume	9M2020	9M2019	Change (%)
Palm Cooking Oil	215,961	154,631	39.7%
FAME (Biodiesel)	243,691	218,386	11.6%
Sugar	207,310	202,414	2.4%
PKO	21,350	32,131	-33.6%

Sales Price (IDR per kg/liter)	9M2020	9M2019	Change (%)
Palm Cooking Oil	10,543	8,903	18.4%
FAME (Biodiesel)	8,629	7,648	12.8%
Sugar	11,899	9,996	19.0%
PKO	9,565	8,487	12.70%

FINANCIAL HIGHLIGHT

Year-on-Year Revenue, EBITDA and Operating profit went up by **27.1%**, **7.5%** and **3.1%** respectively. This growth was mainly contributed by higher sales volume and pricing of the 3 main products (cooking oil, biodiesel and sugar). NPAT went down by **19.5%** compared to same period last year, mostly due to unrealized forex loss of **Rp71bn** (versus unrealized forex gain of **Rp23bn** in 9M2019).

Basic staple's demand and pricing were slowly normalizing from the initial pandemic shock. Cooking oil ASP went up by **4.5%** compared to last quarter, following higher cpo price. Though still up on annual basis, sugar ASP dropped by **15.5%** from last quarter as demand subdued, and supply from domestic harvest and sufficient import were able to loosen market constraint. Biodiesel ASP was slightly down from last quarter with FAME pricing formula being revised twice this year. *FAME conversion cost* was temporarily adjusted down from **\$100 to \$80 per ton** between end of *May to August 2020*, citing pandemic related reasons. It was then re-adjusted up from **\$80 to \$85 per ton** effective *September 2020*. The later price revision showed the Government's willingness to hear and support producers during this difficult time, which is crucial in ensuring the continuation of Indonesia's B30 biodiesel program.

Operating margin relatively stable, but still under some pressure from lower quarterly sugar and biodiesel price, and higher external cpo purchase. Strong cooking oil and biodiesel demand coupled with lower internal cpo production compelled the Company to maintain high external cpo utilization rate of 70:30 (compared to 50:50 in 9M2019) for downstream feedstock, so far this year. TBLA recorded **312K ton** of external cpo purchase, up from **206k ton** in 9M2019.

Cash position was still maintained at higher level of **Rp1.6tn** at the end of September 2020, to anticipate tightening liquidity in the event of prolonged pandemic.



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

9M2020 NEWSLETTER

Production Summary	9M2020	9M2019	Change (%)
FFB Harvested			
<i>FFB Nucleus (MT)</i>	288,099	485,865	-40.7%
<i>FFB Plasma (MT)</i>	79,265	125,245	-36.7%
<i>FFB 3rd Party (MT)</i>	253,381	517,442	-51.0%
<i>FFB Yield – Nucleus (MT/Ha)</i>	8.0	14.3	-
Crude Palm Oil Production (MT)	128,271	220,371	-41.8%
<i>CPO Extraction Rate (OER)</i>	21.7%	20.7%	-
Palm Kernel Oil Production (MT)	15,501	19,861	-22.0%
<i>PKO Extraction Rate (KER)</i>	42.3%	42.3%	-
Cooking Oil (MT)	206,024	156,614	31.5%
FAME (KL)	236,144	202,456	16.6%

Planted Area (Ha)	30 Sept 2020	30 Sept 2019
Oil Palm		
<i>Mature</i>	48,468	45,614
<i>Immature</i>	10,669	11,453
Total Oil Palm	59,133	57,067
Sugar Cane	12,878	11,362

PRODUCTION HIGHLIGHT

The effect of last year's drought continues to plague FFB harvest around Sumatera. Both internal production and external purchase volume dropped considerably compared to last year as it gets harder to procure fruits in the region. Looking at historical and ongoing trend, harvest is expected to turn around towards the latter part of the year.

Weak harvest consequently affected internal cpo production, which dropped by **41.8%**, compared to 9M2019. This had to be supplemented with more external cpo purchase to ensure downstream demand was fulfilled.

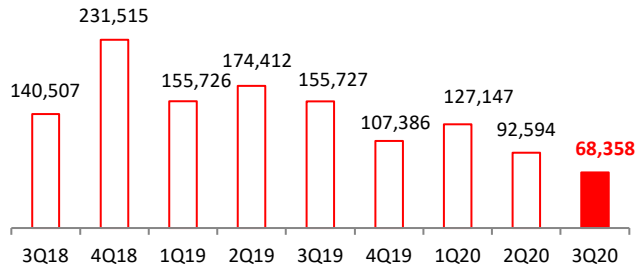
TBLA continued to boost cooking oil production as demand stayed robust amidst the ongoing pandemic. Cooking oil production was up by **31.5%** compared to same period last year.

FAME (Biodiesel) production up by **16.6%** compared to 9M2019, as the B30 blending mandate came into effect this year. The Company has sold **244k KL** of FAME so far this year, with total FY2020 contracted volume of **341k KL** to Pertamina.

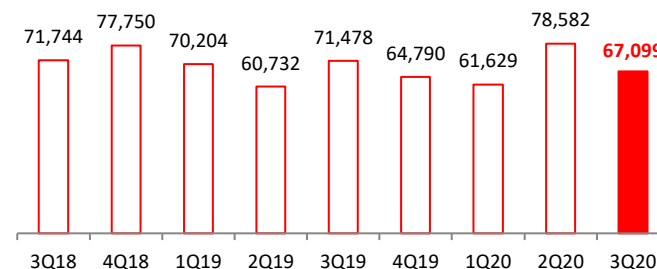
TBLA is currently expanding biodiesel related infrastructures including new palm oil refinery and biodiesel plant in Lampung. Those facilities are scheduled for completion by the end of 1H2021.

The Company has been allocated **180k ton** of raw sugar import quota so far this year.

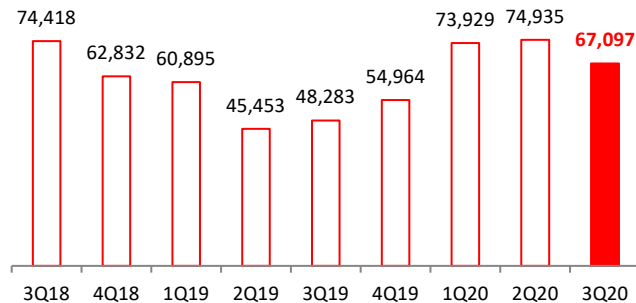
FFB NUCLEUS HARVEST VOL (Ton)



SUGAR SALES VOL (Ton)



PALM COOKING OIL SALES VOL (Ton)



BIODIESEL SALES VOL (KL)

