



P&L (IDR Millions) – YoY	9M2015	9M2014	Change (%)
Revenue	4,016,297	4,492,309	-10.6%
Gross Profit	837,152	988,606	-15.3%
Operating Profit	460,930	614,578	-25.0%
NPAT	153,869	327,295	-53.0%
Normalized NPAT*	350,650	403,102	-13.0%
Normalized EBITDA*	667,873	733,398	-8.9%
Unrealized forex loss	(196,781)	(75,807)	159.6%

*Normalized for unrealized forex loss

BS (IDR Millions)	9M2015	9M2014	Change (%)
Asset	8,676,807	7,328,419	18.4%
Liability	6,143,118	4,864,002	26.3%
Equity	2,533,689	2,464,417	2.8%
Interest Bearing Debt	4,314,497	3,376,928	27.8%
Cash & cash equivalent	411,679	519,690	-20.8%

Ratios	9M2015	9M2014
Gross margin	20.8%	22.0%
Operating margin	11.5%	13.7%
Normalized Net margin	8.7%	9.0%
Normalized EBITDA margin	16.6%	16.3%
Net Debt to Equity	1.54	1.16
Normalized ROE	5.4%	7.3%
Normalized ROA	18.5%	21.8%

Sales Volume	9M2015	9M2014	Change (%)
CPO	95,361	146,882	-35.1%
Palm Cooking Oil	142,930	110,920	28.9%
PKO	50,813	58,317	-12.9%
Sugar	53,857	79,138	-31.9%

Sales Price (IDR/Kg) ex VAT	9M2015	9M2014	Change (%)
CPO	7,643	8,990	-15.0%
Palm Cooking Oil	8,724	10,001	-12.8%
PKO	9,494	12,876	-26.3%
Sugar	8,716	7,566	15.2%

FINANCIAL HIGHLIGHTS

- By the end of the 3Q2015, global CPO price was still faltering. Although in TBLA's case the effect was partially buffered with more CPO allocation towards downstream production of cooking oil and stearine, the impact was still inevitably felt. With the current strategic focus towards downstream products, CPO sales went lower by **44.8%**, whilst cooking oil and stearine sales jumped by **22.3%** and **20.2%** respectively compared to previous year. This is possible given 1) Strong existing downstream capacity, 2) Growing market share of the Company's branded retail products under ROSE BRAND. This is consistent with TBLA long term CPO blueprint of having a well diversified revenue base from both upstream and downstream sectors.
- On the sugar side, by September 2015 TBLA has yet to receive its raw sugar import quota for the year. The impact was negated with more contribution from the Company's sugar trading operation and growing sugarcane sales as plantation size is getting bigger. Sugar sales went lower by **21.6%** whilst sugarcane sales went up by **263.5%** compared to 9M2014.
- Despite the above hurdles, revenue is still relatively strong, with a slight slump of **10.6%** compared to last year. The same goes with Normalized EBITDA and NPAT which recorded **8.9%** and **13.0%** cut respectively. This demonstrates TBLA ability and resilience in maneuvering through difficult market condition. As was done in the previous financial highlight and newsletter, we included normalized earnings in financial highlight table. Earnings were normalized for unrealized forex losses effect, which is a non cash item, as it might give better indication of the Company's operational performance.
- As the USD strengthen substantially by **17.8%** against the IDR from **RP12,440** at the start of the year to **Rp14,657** by the end of September 2015, TBLA booked unrealized forex losses of **Rp197.0bn** in 9M2015, more than doubled previous year's figure of **Rp75.8bn**. This unrealized forex loss came from marking to market USD debt for each period, since the Company's reporting is done in IDR. Subsequently if the IDR were to improve against USD, then TBLA would be reporting forex gain instead. Cashflow wise, TBLA is fully insulated from forex risk that arises from other currency liabilities, since majority of the Company's commodity sales are pegged in USD.
- Even with lower commodity prices, although lower, TBLA profitability margins are still relatively stable. Y-o-Y Operating margin went from **13.7%** to **11.5%**, whilst normalized net margin almost unchanged from **9.0%** to **8.7%**. Net D/E went higher with the ongoing construction of the sugar mill and other expansion projects.



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9M2015 NEWSLETTER

Production Summary	9M2015	9M2014	Change (%)
FFB Harvested			
FFB Nucleus (MT)	364,482	397,628	-8.3%
FFB Plasma (MT)	136,267	124,698	9.3%
FFB 3 rd Party (MT)	574,542	604,434	-4.9%
FFB Yield – Nucleus (MT/Ha)	11.4	11.3	0.9%
Crude Palm Oil (CPO)			
CPO Production (MT)	217,771	214,033	1.7%
CPO Extraction Rate (OER)	21.9	20.0	9.5%
Palm Kernel Oil (PKO)			
PKO Production (MT)	50,618	59,948	-15.6%
Kernel Extraction Rate (KER)	42.2	42.6	-0.9%

Planted Area (Ha)	30 Sept 2015	30 Sept 2014
Oil Palm		
Mature	43,512	46,849
Immature	9,169	10,102
Total Oil Palm	52,681	56,951
Sugar Cane	6,992	2,721

PRODUCTION & SALES SUMMARY

After less than expected FFB nucleus harvest in 2Q2015, results improved in the 3Q15 as volume more than doubled 3Q14 harvest. FFB plasma harvest performed even better on annual basis by 9.3% compared to 9M2015. Given the improved nucleus and plasma harvest, FFB 3rd party purchased slightly reduced by 4.9% compared to 9M2014, despite the Company's higher downstream input demand.

Volume wise, CPO production went slightly higher by 1.7%, but sales went down by 35.1%. As explained on page 1, more CPO was allocated to feed TBLA's downstream production. This is evident when looking at Palm Cooking oil and Stearine sales volume that went up by 40.2% and 37.8% respectively. The Company's Palm cooking oil sales continues to perform well, as it went higher for the 9th consecutive quarter to book yet another record sales volume in 3Q2015 at 54,002 ton.

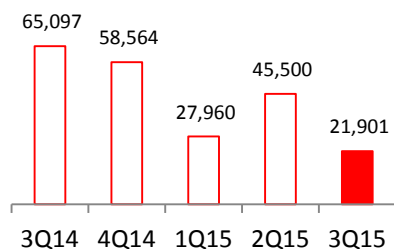
With higher contribution from sugar trading unit, although lower on annual basis, TBLA's 3Q2015 sugar sales volume is still higher compared to 2Q2015 at 20,743 ton.

Sugar cane plantation area continues to expand rapidly with close to 7,000 ha planted by 9M2015. In addition to that, the Company also controls an additional 2,000 ha of sugarcane plasma plantation. TBLA is getting closer to its initial target of 12,000ha planted by end of 2016. With the on-going oil palm to sugar cane conversion in Lampung, total oil palm area is being reduced accordingly.

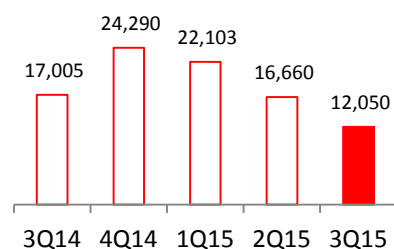
The Company's sugar mill construction is well on schedule and expected to be completed by 3Q2016. When completed TBLA could produced around 120,000 ton of white sugar per annum.

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

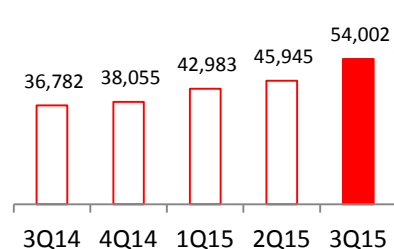
CPO SALES VOL



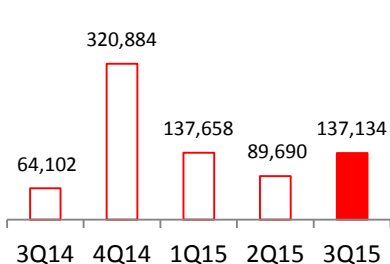
PKO SALES VOL



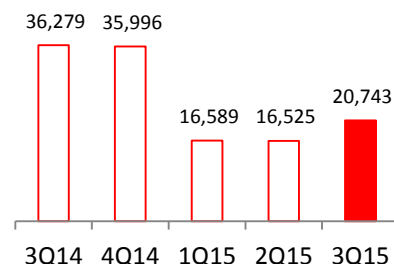
PALM COOKING OIL SALES VOL



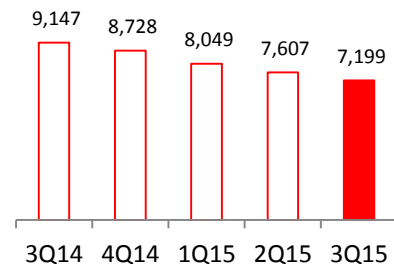
FFB NUCLEUS HARVEST



SUGAR SALES VOL



CPO ASP (IDR/KG)



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