

# PT EAGLE HIGH PLANTATIONS Tbk.

## YTD 30 September 2019 Result

### Performance Summary

Description	YTD Sep 2019	YTD Sep 2018	Change
<b>Financial Result (IDR mio)</b>			
Revenue	1,733,972	2,363,839	-27%
Gross Profit	13,908	467,090	-97%
Operating Profit / (Loss)	(386,980)	304,325	-227%
EBIT	(376,087)	147,447	-355%
EBT	(1,040,032)	(373,849)	-178%
Net Profit / (Loss)	(799,349)	(281,928)	184%
EBITDA	163,855	583,031	-72%
Gross Margin (%)	1%	20%	-96%
Operating Profit / (Loss) Margin (%)	-22%	13%	-273%
EBIT Margin (%)	-22%	6%	-448%
EBT Margin (%)	-60%	-16%	-279%
Net Profit / (Loss) Margin (%)	-46%	-12%	-287%
EBITDA Margin (%)	9%	25%	-62%
<b>Sales Volume (MT)</b>			
- CPO	240,498	265,060	-9%
- PK	37,325	41,551	-10%
<b>Avg. Sales Price (IDR/Kg)</b>			
- CPO	6,223	7,396	-16%
- PK	3,329	5,265	-37%

#### Revenue

YTD Sep 2019 sales volume was 240,498 mt, down by 9% compared to YTD Sep 2018, resulting in YTD Sep 2019 Revenue decrease by 27% compared to the same period last year. This is also contributed by lower CPO selling price by 16% from IDR 7,396 / kg in YTD Sep 2018 to IDR 6,223 / kg in YTD Sep 2019 and lower PK selling Price by 37% from IDR 5,265 / kg in YTD Sep 2018 to IDR 3,329 / kg in YTD Sep 2019.

#### EBITDA

Lower sales volume and lower selling price have resulted in the decrease of gross profit and EBITDA.

EBITDA IDR 164 bio was down 72% from YTD Sep 2018. This was in line with the 16% CPO Selling Price decrease and the 37% PK Selling Price decrease compared to the average price for the same period last year. EBITDA Margin was 9%, lower than EBITDA Margin last year of 25%.

#### Operating profit / loss

YTD Sep 2019 operating loss was IDR 387 bio, lower compared to operating profit YTD Sep 2018. As a result of lower CPO and PK sales volume and selling price compare to YTD Sep 2018. The biological suet future value also has been estimated to be lower than in the previous period.

#### Net loss

YTD Sep 2019 profit was down compared to the same period last year, showing a net loss of IDR 799 bio vs net loss IDR 282 bio in YTD Sep 2018 mainly contributed by higher interest expense due to the increasing amount of bank loan by 14% compare to last year.