

PT EAGLE HIGH PLANTATIONS Tbk.

YTD 30 September 2020 Result

Performance Summary

Description	YTD Sep 2020	YTD Sep 2019	Change
Financial Result (IDR mio)			
Revenue	1,610,939	1,733,972	-7%
Gross Profit	42,404	13,908	205%
Operating Profit / (Loss)	(185,184)	(386,980)	52%
EBIT	(151,581)	(376,088)	60%
EBT	(825,831)	(1,040,032)	21%
Net Profit / (Loss)	(764,235)	(799,349)	4%
EBITDA	287,403	163,855	75%
Gross Margin (%)	3%	1%	228%
Operating Profit / (Loss) Margin (%)	-11%	-22%	48%
EBIT Margin (%)	-9%	-22%	57%
EBT Margin (%)	-51%	-60%	15%
Net Profit / (Loss) Margin (%)	-47%	-46%	-3%
EBITDA Margin (%)	18%	9%	89%
Sales Volume (MT)			
- CPO	182,463	240,498	-24%
- PK	29,446	37,325	-21%
Avg. Sales Price (IDR/Kg)			
- CPO	7,749	6,223	25%
- PK	3,800	3,329	14%

Revenue

YTD Sep 2020 Revenue was IDR 1.6 trio. There was an increase in CPO and PK selling price in 2020. CPO selling price increased 25% from IDR 6,223 / kg in YTD Sep 2019 to IDR 7,749 / kg in YTD Sep 2020; PK selling price increased 14% from IDR 3,329 / kg in YTD Sep 2019 to IDR 3,800 / kg in YTD Sep 2020.

EBITDA

EBITDA IDR 287 bio was up 75% from YTD Sep 2019. Higher EBITDA was contributed by lower cost of sales by 9%, lower selling expense by 26%, lower GnA expense by 26% due to tightening costs program. Higher CPO and PK selling price also had impacts to the increase of gross profit and EBITDA, despite of lower selling volume. EBITDA Margin was 18%, higher than EBITDA Margin same period last year of 9%.

Operating profit / loss

YTD Sep 2020 operating loss was IDR 185 bio, down 52% compared to operating loss YTD Sep 2019. This also contributed by bio asset future value which has been estimated to be higher than previous period.

Net loss

YTD Sep 2020 down 4% compared to the same period last year, showing a net loss of IDR 764 bio vs net loss IDR 799 bio in YTD Sep 2019 due to lower cost as mentioned above.

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