

PT EAGLE HIGH PLANTATIONS Tbk.

YTD 30 September 2017 Result

Production Performance Summary

Operational Highlights

Description	9M 2017	9M 2016	Change
Production			
FFB Internal	982,610	816,982	20%
CPO	219,645	183,622	20%
PK	34,544	29,674	16%

FFB production:

FFB production for 9M 2017 was 982,610 MT which show a significant growth of 20% compare to 9M 2016.

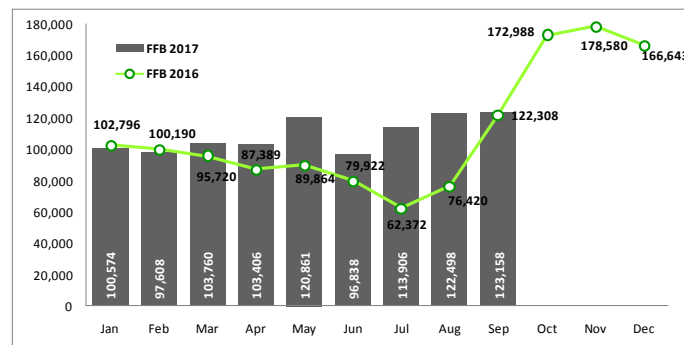
Comparing Q3 2017 to Q3 2016, our production actually jumps by 38%. On quarterly basis, Q3 2017 FFB production increased by 12% compare to Q2 2017.

We believe the company will ended the year 2017 with a double digit growth in terms of FFB production.

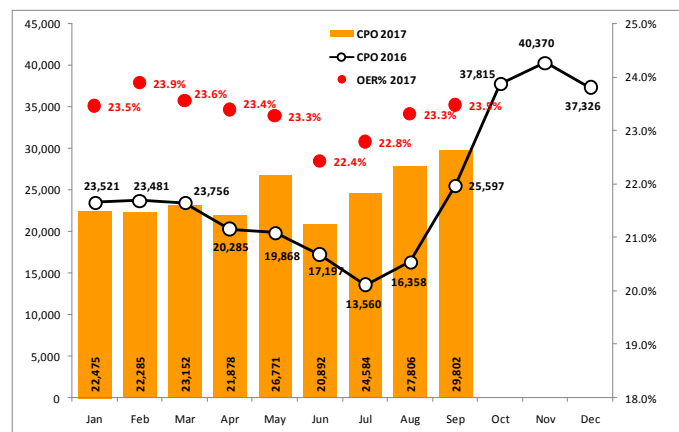
CPO and PK production:

CPO and PK production for 9M 2017 increased by 20% and 16% respectively, align with our FFB production. OER% consistently maintain higher at 23.3%.

2017 FFB Production Trend - MT



2017 CPO Production Trend - MT



Financial Performance Summary

Description	9M 2017	9M 2016	Change
Financial Result (IDR mio)			
Revenue	2,236,987	1,595,584	40%
Gross Profit	514,894	240,020	115%
Operating Profit	229,625	4,927	4561%
EBIT	261,765	112,367	133%
EBT	(253,904)	(359,706)	29%
Net Profit	(215,178)	(303,352)	29%
EBITDA	681,368	393,121	73%
Gross Margin (%)	23%	15%	53%
Operating Profit Margin (%)	10%	0%	3224%
EBIT Margin (%)	12%	7%	66%
EBT Margin (%)	-11%	-23%	50%
Net Profit Margin (%)	-10%	-19%	49%
EBITDA Margin (%)	30%	25%	24%
Sales Volume (MT)			
- CPO	234,137	200,256	17%
- PK	35,595	32,884	8%
Avg. Sales Price (IDR/Kg)			
- CPO	8,141	6,696	22%
- PK	6,685	5,055	32%

Our financial result show an encouraging improvement compare to last year achievement, supported both by increase in sales volume and favourable price during 2017.

We booked a revenue of IDR 2.2 trillion or 40% increase compared to last year and manage to improve our EBITDA margin in 2017, which brought up our 9M 2017 EBITDA to IDR 681 bio boosted significantly by 73% compared to 9M 2016.

Although the revenue and EBITDA outperform compared to 2016, we still booked a net loss of IDR 215 bio which is 29% better compare to last year net loss of IDR 303 bio.

We also managed to marginally decrease our loan by 3%, from IDR 8.5 by Dec 2016 to IDR 8.2 in Sept 2017

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