

PT EAGLE HIGH PLANTATIONS Tbk.

YTD 31 December 2017 Result

Production Performance Summary

Operational Highlights

Description	FY 2017	FY 2016	Change
Production			
FFB Internal	1,363,912	1,335,194	2%
CPO	308,473	299,132	3%
PK	49,047	47,503	3%
Efficiency			
CPO Extraction Rate %	23.4%	23.8%	-2%
PK Extraction Rate %	3.7%	3.8%	-1%

FFB production:

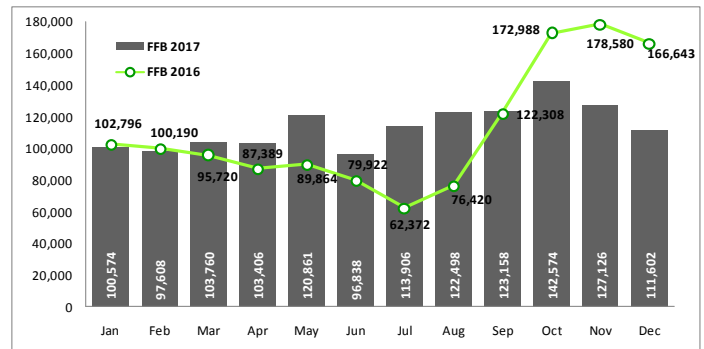
In FY 2017, EHP's FFB production increased by 2.2% yoy to 1,363,912 MT, lower compare to what we expected. This is mainly due to there were change in crops distribution during Q4 2017, this crops patterns experienced across the industry.

CPO and PK production:

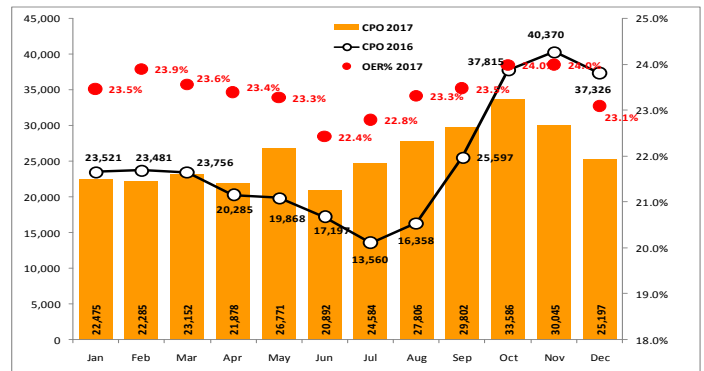
CPO and PK production for FY 2017 increased by 3.1% and 3.3% respectively.

Our OER% was consistently higher at 23.4%, slightly decrease compare to previous year, which affected by higher FFB external purchase – increase more than 50% compare to 2016.

2017 FFB Production Trend – MT



2017 CPO Production Trend – MT



Financial Performance Summary

Description	FY 2017	FY 2016	Change
Financial Result (IDR mio)			
Revenue	3,045,954	2,541,763	20%
Gross Profit	769,245	593,490	30%
Operating Profit	409,626	244,801	67%
EBIT	431,986	298,195	45%
EBT	(166,093)	(336,169)	51%
Net Profit	(187,791)	(391,357)	52%
EBITDA	1,000,265	825,662	21%
Gross Margin (%)	25%	23%	8%
Operating Profit Margin (%)	13%	10%	40%
EBIT Margin (%)	14%	12%	21%
EBT Margin (%)	-5%	-13%	59%
Net Profit Margin (%)	-6%	-15%	60%
EBITDA Margin (%)	33%	32%	1%
Sales Volume (MT)			
- CPO	315,066	299,323	5%
- PK	50,220	47,735	5%
Avg. Sales Price (IDR/Kg)			
- CPO	8,149	7,157	14%
- PK	6,753	5,599	21%
Description	FY 2017	FY 2016	Change
Cash Flow (IDR mio)			
Net Cash Provided by (Used in) Operating Act.	431,512	(372,104)	216%
Net Cash Used in Investing Act.	(181,681)	(203,929)	11%
Net cash Used in Financing Act.	(294,076)	(545,764)	46%

EHP's revenue in FY 2017 reached IDR 3 trillion or a 20% increase compared to last year. We also managed to improve our margin in 2017, which positively impacted our FY2017 financial performance in all areas.

Gross profits grew by 30% while our operating profits grew by 67%. While net loss margin improved from -15% to -6%, which could be consider as break-even.

Net operating cash flow in FY2017 greatly improved by 216% to reach a positive IDR 431 bio compared to a negative IDR 372 bio in FY 2016.

As a result, we were able to decrease our loans by 3%, from IDR 8.5 trillion in Dec 2016 to IDR 8.2 trillion in Dec 2017.

Looking ahead, we expect our business to continue to achieve sustained growth, supported by the young age of our palm plantations.