



## Production Highlights

### Quarterly Production – 3M2017

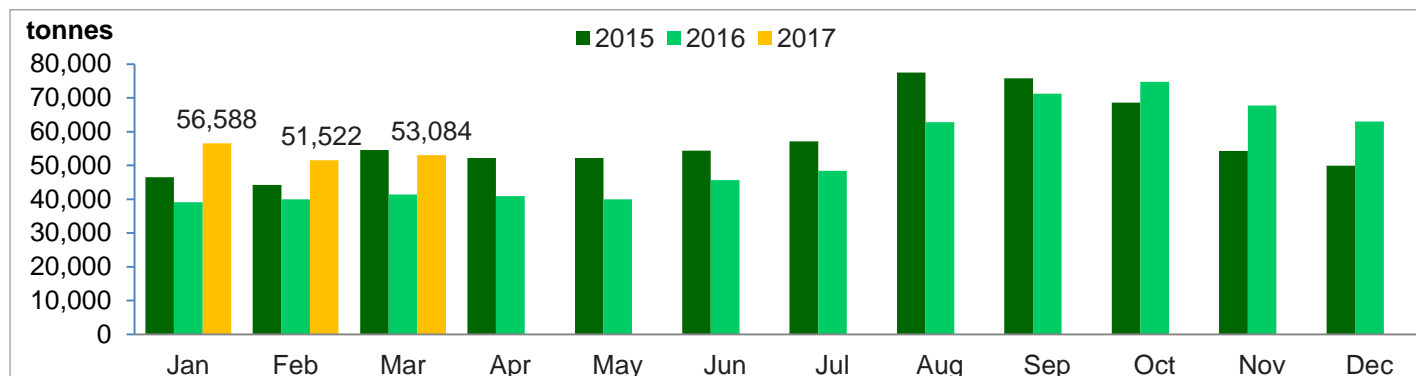
|                     |             | 3M2017         | 3M2016         | Change       |
|---------------------|-------------|----------------|----------------|--------------|
| <b>Production</b>   |             |                |                |              |
| FFB harvested       | (tonnes)    | 706,264        | 491,478        | 43.7%        |
| <b>Nucleus</b>      |             | <b>624,688</b> | <b>439,311</b> | <b>42.2%</b> |
| <b>Plasma</b>       |             | <b>81,576</b>  | <b>52,167</b>  | <b>56.4%</b> |
| FFB purchased       | (tonnes)    | 44,942         | 47,869         | (6.1%)       |
| Crude Palm Oil      | (tonnes)    | 161,194        | 120,411        | 33.9%        |
| Palm Kernel         | (tonnes)    | 39,996         | 29,077         | 37.6%        |
| <b>Efficiency</b>   |             |                |                |              |
| FFB Yield           | (tonnes/ha) | 4.0            | 3.1            | ↑            |
| CPO Yield           | (tonnes/ha) | 0.9            | 0.7            | ↑            |
| CPO Extraction Rate | (%)         | 22.4           | 23.0           | ↓            |
| PK Extraction Rate  | (%)         | 5.6            | 5.5            | ↑            |

Figures may not sum due to rounding.

### Monthly Production in 2017 ('000 tonnes)

|                | Jan        | Feb        | Mar        |
|----------------|------------|------------|------------|
| FFB Harvested  | 247        | 226        | 233        |
| <b>Nucleus</b> | <b>217</b> | <b>201</b> | <b>207</b> |
| <b>Plasma</b>  | <b>30</b>  | <b>25</b>  | <b>26</b>  |
| FFB Purchased  | 17         | 15         | 13         |
| CPO            | 57         | 52         | 53         |
| PK             | 14         | 13         | 13         |

### CPO Production Trend



#### Notes:

- FFB: Fresh Fruit Bunches
- Nucleus: Plantations owned by the Group
- Plasma: Plantations developed by the Group for the benefits of smallholders. The Group buys fresh fruit bunches ("FFB") from these plasma plantations at prices determined by the Indonesian Government.
- FFB purchased: FFB bought from third-party at markets prices.
- Yields: FFB yield and CPO yield are for the reported period and not annualised.