

### FIRST QUARTER FINANCIAL STATEMENT AND DIVIDEND ANNOUNCEMENT

## PART I INFORMATION REQUIRED FOR QUARTERLY (Q1, Q2 & Q3), HALF-YEAR AND FULL YEAR ANNOUNCEMENTS

### UNAUDITED FINANCIAL STATEMENT ANNOUNCEMENT FOR THE FINANCIAL PERIOD FROM 1 JANUARY 2018 TO 31 MARCH 2018

1(a)(i) Consolidated Statements of Profit or Loss and Other Comprehensive Income (for the Group), together with a comparative statement for the corresponding period of the immediately preceding financial year

	1st Qtr 2018	1st Qtr 2017	Change	
		(Restated)		
	Rp '000	Rp '000	%	
Revenue	98,775,012	148,468,576	-33	
Cost of sales	(80,292,663)	(103,420,701)	-22	
Gross profit	18,482,349	45,047,875	-59	
Operating expenses				
Distribution expenses	(192,831)	(143,527)	34	
Administrative expenses	(13,128,722)	(10,988,240)	19	
Finance costs	(3,191)	(3,604)	-11	
	(13,324,744)	(11,135,371)	20	
Other items of income/(expenses)				
Interest income	2,969,247	3,922,344	-24	
Other income	961,151	8,678,631	-89	
Other expenses	(1,491,779)	(918,904)	62	
Foreign exchange loss, net	(5,033,925)	(5,562,734)	-10	
	(2,595,306)	6,119,337	n.m	
Profit before income tax	2,562,299	40,031,841	-94	
Tax	(1,562,011)	(10,131,804)	-85	
Profit for the financial period	1,000,288	29,900,037	-97	
n.m.: Not meaningful				





	1st Qtr 2018	1st Qtr 2017	Change	
		(Restated)		
	<b>Rp</b> '000	<b>Rp '000</b>	%	
Other comprehensive income:				
Items that may be reclassified subsequently to profit or loss:				
Foreign currency translation differences on translation of non-				
Indonesian rupiah financial statements	12,691,752	9,535,882	33	
Total comprehensive income for the financial period	13,692,040	39,435,919	-65	
Profit attributable to:				
Owners of the parent	715,850	28,490,744	-97	
Non-controlling interests	284,438	1,409,293	-80	
	1,000,288	29,900,037	-97	
Total comprehensive income attributable to:				
Owners of the parent	13,407,602	38,026,126	-65	
Non-controlling interests	284,438	1,409,293	-80	
	13,692,040	39,435,419	-65	



1(a)(ii)	Profit before income tax is arrived at after charging / (crediting) the following significant
	items:

	1st Qtr 2018	1st Qtr 2017	Change	
		(Restated)		
	Rp'000	Rp '000	%	
•	(2.0.00.2.47)	(2.022.2.1.1)		
Interest income	(2,969,247)	(3,922,344)	-24	
Finance costs	3,191	3,604	-11	
Depreciation of property, plant and equipment	3,024,409	2,858,575	6	
Amortisation of operating use rights	10,828	6,580	65	
Depreciation of bearer plants	2,293,705	1,550,373	48	
Foreign exchange loss, net	5,033,927	5,562,734	-10	
Gain on disposal of bearer plants	-	(286,567)	-100	
Operating use rights written off	-	15,546	-100	
Bearer plants written off	-	248,448	-100	
Fair value gain from financial assets at fair value through				
profit of loss	(17,377)	(99,540)	-83	
Employment benefits expenses				
- salaries, wages and bonuses	9,549,850	7,542,293	27	
Operating lease expenses				
- rental of premises	274,174	271,787	1	
Representation and entertainment	269,894	198,325	36	
Transportation, travelling and				
accommodation	259,337	214,626	21	
Additional information:				
EBITDA (Excluding changes in fair value less				
estimated point-of-sales costs of biological				
assets)	4,925,185	40,528,629	-88	



1(b)(i)	Statement of Financial Position, together with a comparative statement as at the end of
	the immediately preceding financial year

	Group					
	As at					
	31/3/2018	31/12/2017	31/12/2016			
		(Restated)	(Restated)			
	Rp '000	Rp '000	<b>Rp '000</b>			
Non-current assets						
Bearer plants	110,035,045	110,076,428	109,105,613			
Property, plant and equipment	134,167,058	133,449,817	129,735,933			
Investments in subsidiaries	-	-	-			
Plasma plantation receivables	48,484,007	52,839,932	52,456,380			
Operating use rights	536,395	547,223	606,080			
Club memberships	681,639	658,679	604,430			
Deferred charges	6,194,318	6,194,318	5,882,978			
	300,098,462	303,766,397	298,391,414			
Current assets						
Biological assets	1,689,697	1,689,697	2,373,420			
Inventories	47,129,135	40,215,065	48,808,518			
Trade and other receivables	27,698,057	23,690,286	26,647,493			
Current income tax recoverable	4,521,513	1,965,452	14,387,248			
Dividend receivable	-	-	-			
Prepayments	1,041,333	630,916	459,954			
Financial assets at fair value through profit or loss	1,746,667	1,729,290	189,000			
Cash and cash equivalents	377,482,554	382,844,694	372,943,082			
	461,308,956	452,765,400	465,808,715			
Less:						
Current liabilities						
Trade and other payables	37,571,652	38,550,237	58,325,862			
Dividend payable to non-controlling interest	3,727,500	4,377,500	2,847,500			
Finance lease payables	53,708	169,154	64,544			
Current income tax payable	7,554,254	8,013,464	3,753,622			
	48,907,114	51,110,355	64,991,528			
Net current asset	412,401,842	401,655,045	400,817,187			
	412,401,042	401,033,043	400,817,187			
Less:						
Non-current liabilities						
Finance lease payables	25,093	25,093	95,891			
Provision for post-employment benefits	33,723,890	42,067,917	39,669,527			
Deferred tax liabilities	7,244,760	5,386,206	3,448,279			
	40,993,743	47,479,216	43,213,697			
Net assets	671,506,561	657,942,226	655,994,904			
Capital and reserves						
Share capital	648,373,605	648,501,310	660,381,631			
Foreign currency translation reserve	125,163,865	112,472,113	81,469,615			
Accumulated losses	(117,081,195)	(117,797,045)	(99,688,198			
Equity attributable to owners of the parent	656,456,275	643,176,378	642,163,048			
Non-controlling interests						
0	15,050,286	14,765,848	13,831,856			
Total equity	671,506,561	657,942,226	655,994,904			



	Company				
	As at				
	31/3/2018	31/12/2017	31/12/2016		
		(Restated)	(Restated)		
	Rp '000	<b>Rp</b> '000	<b>Rp</b> '000		
Non-current assets					
Property, plant and equipment	79,788	85,373	37,688		
Investments in subsidiaries	712,529,475	688,529,042	631,820,942		
Club memberships	681,639	658,679	604,430		
	713,290,902	689,273,094	632,463,060		
Current assets					
Trade and other receivables	157,714,534	153,384,014	164,345,834		
Dividend receivable	36,384,999	36,679,457	57,833,614		
Prepayments	406,900	210,874	211,529		
Cash and cash equivalents	181,289,620	177,467,335	158,744,236		
	375,796,053	367,741,680	381,135,213		
Less:					
Current liabilities					
Trade and other payables	1,058,448	1,201,791	1,217,056		
Current income tax payable	807,480	1,266,691	520,173		
	1,865,928	2,468,482	1,737,229		
Net current asset	373,930,125	365,273,198	379,397,984		
Less:					
Non-current liabilities					
Deferred tax liabilities	224,102	216,554	195,277		
	224,102	216,554	195,277		
Net assets	1,086,996,925	1,054,329,738	1,011,665,767		
Capital and reserves					
Share capital	648,373,605	648,501,310	660,381,631		
Foreign currency translation reserve	399,776,004	363,083,818	275,373,221		
Accumulated profits	38,847,316	42,744,610	75,910,915		
Equity attributable to owners of the parent	1,086,996,925	1,054,329,738	1,011,665,767		
Non-controlling interests	-	-	-		
Total equity	1,086,996,925	1,054,329,738	1,011,665,767		

## 1(b)(ii) Aggregate amount of the Group's borrowings and debt securities

	As at		
	31/3/2018	31/3/2017	
	Rp '000	<b>Rp '000</b>	
Amount repayable in one year or less, or on demand			
Secured	53,708	48,963	
Unsecured	-	-	
Total	53,708	48,963	
Amount repayable after one year			
Secured	25,093	95,891	
Unsecured	-	-	
Total	25,093	95,891	



1(c)

# Consolidated Statement of Cash Flows, together with a comparative statement for the corresponding period of the immediately preceding financial year

	1st Qtr 2018	1st Qtr 2017	
		(Restated)	
	Rp '000	<b>Rp '000</b>	
Cash flows from operating activities			
Profit before income tax	2,562,299	40,031,841	
Adjustments for:			
Amortisation of operating use rights	10,828	6,580	
Changes in fair value of financial assets			
at fair value through profit or loss	(17,377)	(99,540)	
Fair value gain on derivative financial instruments	-	(8,046,154)	
Depreciation of property, plant and equipment	3,024,409	2,858,575	
Depreciation of bearer plants	2,293,705	1,550,373	
Gain on disposal of bearer plants	-	(286,567)	
Bearer plants written off	-	248,448	
Operating use rights written off	-	15,546	
Interest expense	3,191	3,604	
Interest income	(2,969,247)	(3,922,344)	
Unrealised currency translation loss	2,654,219	5,988,126	
Operating cash flows before working capital changes	7,562,027	38,348,488	
Working capital changes:			
Inventories	(6,914,072)	15,573,291	
Trade and other receivables	1,800,551	(17,772,350)	
Prepayments	(398,811)	(60,185)	
Trade and other payables	(1,019,654)	(10,585,358)	
Utilisation of post-employment benefits		(10,385,558)	
Cash generated from operations	(8,344,028) (7,313,987)	25,503,886	
Interest received	1,573,470	2,279,203	
Income tax paid	(2,558,975)	(1,550,185)	
Net cash (used in)/from operating activities	(8,299,492)	26,232,904	
	(0,299,492)	20,232,904	
Cash flows from investing activities			
Capital expenditure on bearer plants	(2,252,322)	(1,877,847)	
Cash receipts from trading of derivative financial instruments	-	63,080,717	
Cash payments for trading of derivative financial instruments	-	(56,975,182)	
Purchases of property, plant and equipment	(3,738,864)	(1,683,200)	
Payments for deferred charges	-	(1,253)	
Net cash (used in)/from investing activities	(5,991,186)	2,543,235	
Cash flows from financing activities			
Dividends paid to non-controlling interest	(650,000)	-	
Shares buy back held in treasury	(98,090)	(2,487,539)	
Finance lease interest paid	(3,191)	(3,604)	
Repayments of obligations under finance leases	(115,446)	(15,581)	
Net cash used in financing activities	(866,727)	(2,506,724)	
Net change in cash and cash equivalents	(15,157,405)	26,269,415	
Cash and cash equivalents at beginning of financial period	382,844,694	372,943,082	
Effects of currency translation on cash and cash equivalents	9,795,265	3,711,880	
Cash and cash equivalents at end of financial period	377,482,554	402,924,377	

#### Reconciliation of liabilities arising from financing activities

	1 January 2018 Rp '000	Cash flow Rp '000	Non- Acquisition	cash changes Rp '000 Accretion in interest	31 March 2018 Rp '000
Finance lease liabilities	194,247	(118,637)	-	3,191	78,801



1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalization issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

	Α	Attributable to owners of the parent				
	Share capital	Foreign currency translation reserve	Accumulated (losses)/profits	Equity attributable to owners of the parent	Non-controlling interests Bp 1000	Total equity
Group	Rp '000	Rp '000	Rp '000	Rp '000	Rp '000	<b>Rp</b> '000
Balance as at 1 January 2018	648,501,310	112,481,865	(117,590,243)	643,392,932	14,765,848	658,158,780
Adoption of SFRS(I)	-	(9,752)	(206,802)	(216,554)	-	(216,554)
Balance as at 1 January 2018 (Restated)	648,501,310	112,472,113	(117,797,045)	643,176,378	14,765,848	657,942,226
Profit for the financial period			715,850	715,850	284,438	1,000,288
Other comprehensive income for the financial period:						
Currency translation differences	-	12,691,752	-	12,691,752	_	12,691,752
Total comprehensive income for the financial period	_	12,691,752	715,850	13,407,602	284,438	13,692,040
Contribution by and distribution to owners of the parent:						
Shares buy back held in treasury	(127,705)	-	-	(127,705)	-	(127,705)
Total transactions with owners of the parent, recognised directly in equity	(127,705)	_		(127,705)	_	(127,705)
Balance as at 31 March 2018	648,373,605	125,163,865	(117,081,195)	656,456,275	15,050,286	671,506,561



1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalization issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

	Α	Attributable to owners of the parent				
	Share capital	Foreign currency translation reserve	Accumulated (losses)/profits	Equity attributable to owners of the parent	Non-controlling interests	Total equity
Group	Rp '000	Rp '000	Rp '000	<b>Rp '000</b>	<b>Rp '000</b>	Rp '000
Balance as at 1 January 2017	660,381,631	81,461,691	(99,484,996)	642,358,326	13,831,856	656,190,182
Adoption of SFRS(I)	-	7,924	(203,202)	(195,278)	-	(195,278)
Balance as at 1 January 2017 (Restated)	660,381,631	81,469,615	(99,688,198)	642,163,048	13,831,856	655,994,904
Profit for the financial period			28,490,744	28,490,744	1,409,293	29,900,037
Other comprehensive income for the financial period:						
Currency translation differences	-	9,535,382	-	9,535,382	-	9,535,382
Total comprehensive income for the financial period	-	9,535,382	28,490,744	38,026,126	1,409,293	39,435,419
Contribution by and distribution to owners of the parent:						
Shares buy back held in treasury	(2,487,539)	-	-	(2,487,539)	-	(2,487,539)
Total transactions with owners of the parent, recognised directly in equity	(2,487,539)	_	_	(2,487,539)	_	(2,487,539)
Balance as at 31 March 2017 (Restated)	657,894,092	91,004,997	(71,197,454)	677,701,635	15,241,149	692,942,784



1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalization issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

	Share capital	Foreign currency translation reserve	Accumulated profits	Total equity
Company	Rp '000	<b>Rp</b> '000	Rp '000	Rp '000
Balance as at 1 January 2018	648,501,310	363,093,570	42,951,412	1,054,546,292
Adoption of SFRS(I)	-	(9,752)	(206,802)	(216,554)
Balance as at 1 January 2018 (Restated)	648,501,310	363,083,818	42,744,610	1,054,329,738
Profit for the financial period	-	_	(3,897,294)	(3,897,294)
Other comprehensive income for the financial period:				
Currency translation differences	-	36,692,186	-	36,692,186
Total comprehensive income for the financial period	-	36,692,186	(3,897,294)	32,794,892
Contribution by and distribution to owners of the parent:				
Shares buy back held in treasury	(127,705)	-	-	(127,705)
Total transactions with owners of the parent, recognised directly in equity	(127,705)	-	-	(127,705)
Balance as at 31 March 2018	648,373,605	399,776,004	38,847,316	1,086,996,925
Balance as at 1 January 2017	660,381,631	275,365,297	76,114,116	1,011,861,044
Adoption of SFRS(I)	000,381,031	7,924	(203,201)	(195,277)
Balance as at 1 January 2017 (Restated)	660,381,631	275,373,221	75,910,915	1,011,665,767
Profit for the financial period	-	-	3,207,016	3,207,016
Other comprehensive income for the financial period:				
Currency translation differences	-	25,374,866	-	25,374,866
Total comprehensive income for the financial period	-	25,374,866	3,207,016	28,581,882
Contribution by and distribution to owners of the parent:				
Shares buy back held in treasury	(2,487,539)	-	-	(2,487,539)
Total transactions with owners of the parent, recognised directly in equity	(2,487,539)	-	-	(2,487,539)
Balance as at 31 March 2017 (Restated)	657,894,092	300,748,087	79,117,931	1,037,760,110



1 (d) (ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State also the number of shares that may be issued on conversion of all the outstanding convertibles, as well as the number of shares held as treasury shares, if any, against the total number of issued shares excluding treasury shares of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

As at 31 March 2018, the number of ordinary shares in issue was 206,484,000 of which 10,059,700 were held by the Company as treasury shares (31 March 2017: 206,484,000 ordinary shares of which 7,469,200 were held as treasury shares).

During the period from January 2018 to March 2018, the Company purchased 30,000 shares from the open market (January 2017 to March 2017: 769,100 shares).

The total number of treasury shares held by the Company as at 31 March 2018 was 10,059,700 (31 March 2017: 7,469,200).

Treasury shares are presented as a component within equity attributable to owners of the parent.

Group and Company	Number of treasury shares	Treasury shares Rp '000
Balance as at 1 January 2018	10,029,700	33,315,737
Purchase of treasury shares	30,000	127,705
Balance as at 31 March 2018	10,059,700	33,443,442

Total number of treasury shares against issued shares (excluding treasury shares):

Number of shares	As at 31 March 2018	As at 31 March 2017
Treasury shares	10,059,700	7,469,200
Issued shares	196,424,300	199,014,800
(excluding treasury shares)		
Total shares in issue	206,484,000	206,484,000

## 1 (d) (iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.

Total number of issued shares (excluding treasury shares):

As at 31 March 2018	As at 31 December 2017
196,424,300	196,454,300

As at 31 March 2018, the number of ordinary shares in issue was 206,484,000 of which 10,059,700 were held by the Company as treasury shares (31 December 2017: 206,484,000 ordinary shares of which 10,029,700 were held as treasury shares).



# 1 (d) (iv) A statement showing all sales, transfers, disposal, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

During the period from January 2018 to March 2018, the Company purchased 30,000 shares from the open market (January 2017 to March 2017: 769,100 shares).

The total number of treasury shares held by the Company as at 31 March 2018 was 10,059,700 (31 March 2017: 7,469,200)

Treasury shares are presented as a component within equity attributable to owners of the parent.

Group and Company	Number of shares	Treasury shares Rp '000
Balance as at 1 January 2018	10,029,700	33,315,737
Purchase of treasury shares	30,000	127,705
Balance as at 31 March 2018	10,059,700	33,443,442

# 2. Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice has been followed.

These figures have not been audited, or reviewed by the auditors.

3. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter.

Not applicable.

# 4. Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

The Accounting Standards Council announced on 29 May 2014 that Singapore incorporated companies listed on the Singapore Exchange will apply a new financial reporting framework identical to the International Financial Reporting Standards. The Group and Company has adopted the new financial reporting framework on 1 January 2018 and adopted the Singapore Financial Reporting Standards (International) ("SFRS(I)") which are effective on 1 January 2018.

# 5. If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

Other than the adoption of SFRS(I) which are effective for its financial year beginning 1 January 2018, the Group expects that the adoption of the new financial reporting framework will have no material impact to the Group's and the Company's financial statements in the year of initial application. The impact of adopting the following SFRS(I) which are effective for financial year beginning 1 January 2018, are detailed as follows:

#### SFRS(I) 1 – First-time adoption of Singapore Financial Reporting Standards (International)

On transition to SFRS(I), the Group restated comparative periods financial statements to retrospectively apply SFRS(I) where applicable, except where SFRS(I) 1 specifically prohibited such retrospective applications and where optional exemptions from retrospective applications were elected.



## Summary of Impact

Consolidated income statement	1st Qtr 2017	Effects	1st Qtr 2017
	As previously		
	reported		(Restated)
	<b>Rp '000</b>	<b>Rp '000</b>	<b>Rp '000</b>
Tax	(10,316,154)	184,350	(10,131,804)
Profit for the financial period	29,715,687	184,350	29,900,037
Other comprehensive income:			
Items that may be reclassified subsequently to profit or loss:			
Foreign currency translation differences on			
translation of non-Indonesian rupiah financial statements	9,543,518	(8,136)	9,535,382
Total comprehensive income for the financial period	39,259,205	176,214	39,435,419
Profit attributable to:			
Owners of the parent	28,306,394	184,350	28,490,744
Total comprehensive income attributable to:			
Owners of the parent	37,849,912	176,214	38,026,126

Balance sheet as at 1 January	Group		Group			
2017 and 31 December 2017		As at		As at		
	1/1/2017		1/1/2017	31/12/2017		31/12/2017
	(As previously reported)	Effects	(Restated)	(As previously reported)	Effects	(Restated)
	Rp '000	Rp '000	Rp '000	Rp '000	Rp '000	<b>Rp '000</b>
Non-current liabilities						
Deferred tax liabilities	3,253,001	195,277	3,448,278	5,169,652	216,554	5,386,206
	43,018,419	195,277	43,213,696	47,262,662	216,554	47,479,216
Net assets	656,190,182	(195,277)	655,994,905	658,158,780	(216,554)	657,942,226
Capital and reserves		-				
Foreign currency translation reserve	81,461,691	(203,201)	81,258,490	112,481,865	(9,752)	112,472,113
Accumulated losses	(99,484,996)	7,924	(99,477,072)	(117,590,243)	(206,802)	(117,797,045)
Equity attributable to owners of the						
parent	642,358,326	(195,277)	642,163,049	643,392,932	(216,554)	643,176,378
Total equity	656,190,182	(195,277)	655,994,905	658,158,780	(216,554)	657,942,226



6. Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends; (a) Based on the weighted average number of ordinary shares on issue; and (b) On a fully diluted basis (detailing any adjustments made to the earnings).

	1st Qtr 2018	1st Qtr 2017	
		(Restated)	
	Rp	Rp	
Earnings per share for the period (Rp)			
(a) based on weighted average number of shares	4	143	
(b) based on a fully diluted basis	4	143	
Number of shares outstanding			
- Weighted average number of shares	196,450,300	199,308,368	

7. Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the; (a) current financial period reported on; and (b) immediately preceding financial year.

G	Froup	Company		
As at		As at		
31 March 2018	31 December 2017	31 March 2018	31 December 2017	
3,419	3,349	5,534	5,367	
196,424,300	196,454,300	196,424,300	196,454,300	
	31 March 2018 3,419	31 March 2018 31 December 2017   3,419 3,349	As at 31 March 2018 31 December 2017 31 March 2018   3,419 3,349 5,534	



8. A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following; (a) any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and (b) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

#### **Review of Group performance**

#### 1Q2018 versus 1Q2017

#### Revenue

Our revenue for 1Q2018 decreased Rp49.7 billion or 33%, from Rp148.5 billion in 1Q2017 to Rp98.8 billion in 1Q2018. This was mainly due to the decrease in crude palm oil ("CPO") sales revenue of Rp49.1 billion and decrease in palm kernel ("PK") sales revenue of Rp0.6 billion.

CPO sales revenue decreased by Rp49.1 billion or 36%, from Rp135.6 billion in 1Q2017 to Rp86.5 billion in 1Q2018. This was mainly due to the decrease in CPO sales volume and CPO average selling price. Sales volume of CPO decreased by 4,302 tons or 27% from 15,807 tons in 1Q2017 to 11,505 tons in 1Q2018. CPO average selling price decreased by Rp1,062 per kilogram or 12%, from Rp8,578 per kilogram in 1Q2017 to Rp7,516 per kilogram in 1Q2018.

PK sales revenue decreased by Rp0.6 billion or 4%, from Rp12.9 billion in 1Q2017 to Rp12.3 billion in 1Q2018. The decrease was mainly due to lower PK average selling price. Average selling price of PK decreased by Rp285 per kilogram or 4% from Rp6,435 per kilogram in 1Q2017 to Rp6,150 per kilogram in 1Q2018. Sales volume of PK remained at 2,000 tons in 1Q2017 and 1Q2018.

#### Costs of sales

Cost of sales decreased by Rp23.1 billion or 22%, from Rp103.4 billion in 1Q2017 to Rp80.3 billion in 1Q2018. The decrease mainly resulted from the decrease in CPO sales volume in 1Q2018.

#### Gross profit

As a result of the foregoing, gross profit decreased by Rp26.6 billion or 59%, from Rp45.0 billion in 1Q2017 to Rp18.4 billion in 1Q2018. Gross profit margin decreased by 11.5% from 30.3% in 1Q2017 to 18.7% in 1Q2018.

#### Distribution expenses

Distribution expenses increased by Rp0.1 billion or 34%, from Rp0.1 billion in 1Q2017 to Rp0.2 billion in 1Q2018. This was mainly due to higher freight charges incurred in 1Q2018 for the transportation of PK from the plantation's bulk storage warehouse to the loading port of Pontianak.

#### Administrative expenses

Administrative expenses increased by Rp2.1 billion or 19% from Rp11.0 billion in 1Q2017 to Rp13.1 billion in 1Q2018. The increase is mainly due to increase in salaries and wages for the Group in 1Q2018.

#### Finance costs

Finance cost remained stable in 1Q2018 and in 1Q2017.

#### Interest income

Interest income decreased by Rp0.9 billion or 24%, from Rp3.9 billion in 1Q2017 to Rp3.0 billion in 1Q2018, mainly due to lower interest earned from bank deposits and lower interest earned from the plasma plantation receivables in 1Q2018.

#### Other income

Other income decreased by Rp7.7 billion or 89%, from Rp8.7 billion in 1Q2017 to Rp1.0 billion in 1Q2018, mainly due to the fair value gain on derivative financial instruments of Rp8.0 billion recognized in 1Q2017.

#### Other expenses

Other expenses increased by Rp0.6 billion or 62%, from Rp0.9 billion in 1Q2018 to Rp1.5 billion in 1Q2018, mainly due to land permit application expenses amounting to Rp1.2 billion, offset by lower other expenses of Rp0.3 billion for the Group and lower plantation written-off expenses of Rp0.2 billion.

#### Foreign exchange loss, net

Net foreign exchange loss of Rp5.0 billion in 1Q2018 was mainly attributable to the depreciation of IDR against SGD, in relation to the Company's IDR bank balances held and IDR denominated inter-company non-working capital financing for its subsidiary.

#### Profit before income tax

Profit before income tax decreased by Rp37.5 billion or 94%, from Rp40.0 billion in 1Q2017 to Rp2.5 billion in 1Q2018. The main factors contributing to the decrease are further explained below:

#### Decrease in CPO sales volume mainly due to lower production

Production in 1Q2017 was exceptionally good with a CPO production output of 12,998 tons and CPO extraction rate of 21.10%.

In comparison, the production for 1Q2018 was quite normal.

The lower production for 1Q2018 was also attributable to the decrease in hectarage under the replanting programme.

#### Decrease in CPO and PK average selling price

CPO average selling price in 1Q2017 was high at Rp8,578 per kilogram while in 1Q2018, it decreased by 12% to Rp7,516 per kilogram. Average selling price of PK decreased by Rp285 per kilogram or 4% from Rp6,435 per kilogram in 1Q2017 to Rp6,150 per kilogram in 1Q2018.

#### Increase in stock inventory of 25.4%

The stock inventory of CPO increased from 2,855 tons as at 31 March 2017 to 3,582 tons as at 31 March 2018, an increase of 25.4%.

#### Fair value gain on derivative financial instruments of Rp8.0 billion recognized in 1Q2017

There was a fair value gain on derivative financial instruments of Rp8.0 billion recognized in 1Q2017, while there are none in 1Q2018.



#### Income tax expense

Income tax expense decreased by Rp8.6 billion or 85% from Rp10.1 billion in 1Q2017 to Rp1.5 billion in 1Q2018. The decrease is in line with the lower profit generated.

#### Profit after income tax

As a result of the above, profit after income tax decreased Rp28.9 billion or 97%, from Rp29.9 billion in 1Q2017 to Rp1.0 billion in 1Q2018.

#### Review of Financial Position as at 31 March 2018

#### Non-current assets

Non-current assets for the Group decreased by Rp3.7 billion or 1%, from Rp303.8 billion as at 31 December 2017 to Rp300.1 billion as at 31 March 2018. This was mainly due to decrease of Rp4.4 billion from the credit extended to the Plasma farmers for the biological assets transferred and partially offset by increase of Rp0.7 billion in property, plant and equipment.

#### Current assets

Current assets for the Group increased by Rp8.5 billion or 2%, from Rp452.8 billion as at 31 December 2017 to Rp461.3 billion as at 31 March 2018. This was mainly due to increase in inventories of Rp6.9 billion, increase in trade and other receivables of Rp4.0 billion and increase in income tax recoverable of Rp2.6 billion, and partially offset by decrease in cash and cash equivalent of Rp5.4 billion.

#### Current liabilities

Current liabilities for the Group decreased by Rp2.2 billion or 4%, from Rp51.1 billion as at 31 December 2017 to Rp48.9 billion as at 31 March 2018. This was mainly due to decrease in trade and other payables of Rp1.0 billion, payment of dividend payable to non-controlling interest of Rp0.6 billion and decrease in current income tax payable of Rp0.5 billion.

#### Non-current liabilities

Non-current liabilities for the Group decreased by Rp6.5 billion or 14% from Rp47.5 billion as at 31 December 2017 to Rp41.0 billion as at 31 March 2018, mainly due to decrease in provision for postemployment benefits of Rp8.3 billion and increase in deferred tax liabilities of Rp1.9 billion.

#### Accumulated losses

The accumulated losses of Rp117.1 billion was mainly contributed by the accumulated losses of Rp117.8 billion brought forward from FY2017, offset by the net profit attributable to owners of the parent of Rp0.7 billion in 1Q2018.



#### **Review of Consolidated Cash Flows**

Net cash used in operating activities of Rp8.3 billion in 1Q2018, compared to net cash generated from operation activities of Rp26.2 billion in 1Q2017, was mainly due to the decrease in operating profit in 1Q2018.

Net cash used in investing activities of Rp6.0 billion in 1Q2018 was mainly due to capital expenditure on bearer plants of Rp2.3 billion and purchases of property, plant and equipment of Rp3.7 billion in 1Q2018.

Net cash used in financing activities of Rp0.9 billion in 1Q2018 mainly due to dividend paid to noncontrolling interest of Rp0.6 billion, repayment of obligations under finance leases of Rp0.1 billion and buyback of Rp0.1 billion of the Company's shares to be held as treasury shares.

## 9. Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

Not applicable.

# 10. A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

CPO prices are expected to remain within the current price range given the supply situation and the uncertainty in the global economy and abnormal weather's affect on market dynamics. However, the demand for palm oil is expected to be well supported in view of rising food requirements from China, India, Indonesia and emerging markets, as well as demand from the biofuel, oleochemicals and compound feed industries.

The Group is starting to replace its older palm trees with newer breed of higher yielding palm trees gradually. The management expects to see higher yield per hectare when the replanted palm trees reach maturity. This together with the management continuous effort to increase productivity, should result in a positive sustainable future for the Group.

#### 11. Dividend

(a) Current Financial Period Reported on Any dividend to be declared for the current financial period reported on?

None.

(b) Corresponding Period of the Immediately Preceding Financial Year

None.

(c) Date payable

Not applicable.

(d) Books closure date

Not applicable.

#### 12. If no dividend has been declared, a statement to that effect.

No dividend has been declared for the quarter ended 31 March 2018.



13. If the Group has obtained a general mandate from shareholders for IPTs, the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect.

Name of interested person	Aggregate value of all interested person transactions during the period under review (excluding transactions less than S\$100,000 and transactions conducted under shareholders' mandate pursuant to Rule 920) (Rp' million)	Aggregate value of all interested person transactions conducted under shareholders' mandate pursuant to Rule 920 (excluding transactions less than S\$100,000) (Rp' million)
	1Q2018	1Q2018
PT Bumiraya Utama Lines	270	NIL*
PT Cemaru Lestari	NIL	NIL*

\*The Group has not obtained a general mandate from shareholders for Interested Person Transactions.

#### 14. Negative confirmation pursuant to Rule 705(5)

The Directors of the Company do hereby confirm that to the best of their knowledge, nothing has come to their attention which would render the unaudited financial statements for the financial period from 1 January 2018 to 31 March 2018 to be false or misleading in any material aspects.

## 15. Confirmation that the issuer has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720 (1).

The Company confirmed that the Company has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720 (1).

#### 15. Update of the utilization of the Initial Public Offering ("IPO") proceeds of S\$50.6 million

Use of net proceeds	Amount allocated (S\$' million)	Amount utilised (S\$' million)	Balance (S\$' million)
Development of existing uncultivated land banks into oil palm plantations	15.61	13.34(1)	2.27
Acquisition of other oil palm plantations and land banks	15.00	1.12 <sub>(2)</sub>	<b>13.88</b> (3)
Repayment of the loans to PT Bank CIMB Niaga Tbk ("Bank Niaga)	5.00	5.00	-
Construction of the co-composting plant	2.00	1.49	0.51
Working capital	9.50	9.50	-
Invitation expenses	3.49	3.49	-
Total	50.60	33.94	16.66

As at 31 March 2018, the use of net proceeds from the IPO are as follows:



	Indonesia Office (S\$' million)	Singapore Office (S\$' million)	Amount utilised (S\$' million)
Plantation & Mill Expenses	1.26	-	1.26
Purchase of FFB	1.76	-	1.76
Transport & Freight	0.36	-	0.36
Fertilizers	1.57	-	1.57
Purchase Fuel	0.35	-	0.35
Suppliers	0.65	-	0.65
Administration Expenses	0.49	1.00	1.49
Bank Interest	0.11	-	0.11
Leasing	0.09	-	0.09
Tax Payment	1.86	-	1.86
Total	8.50	1.00	9.50

As at 31 March 2018, the use of net proceeds from the IPO for working capital are as follows:

Notes:

- (1) Out of the S\$13.34 million utilized for the development of existing uncultivated land banks into oil palm plantations, approximately S\$11.12 million were used for land clearing and new planting purposes.
- (2) The S\$1.12 million utilized for the acquisition of other oil palm plantations and land banks are expenses of S\$0.46 million incurred for the land location permit for 7,170 hectares of land in Muara Lesan Village and Lesan Dayak Village, both located in Berau Regency, East Kalimantan and expenses of S\$0.66 million incurred for the land location permit for 6,546 hectares of land in sub-districts of Ngabang and Jelimpo, both located in Landak Regency, West Kalimantan.
- (3) The Company has the option to acquire PT Cemaru, an Indonesian-incorporated company which holds Hak Guna Usaha to approximately 6,429 ha of oil palm plantation land in the Landak Regency in West Kalimantan. The acquisition is subject to the fulfillment of conditions such as the conduct of legal and financial due diligence on PT Cemaru as well as approvals required by the Indonesian authorities.

#### BY ORDER OF THE BOARD

Dr Tan Hong Kiat @ Suparno Adijanto Executive Chairman & CEO

15 May 2018