

**Group production - (in tonnes)**  
December 2018

	2018					2017					YoY Variation	
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
<b>Fresh fruit bunches produced</b>												
<b>Own</b>												
Tolan Tiga Group	73 557	71 301	92 608	85 368	322 834	67 317	69 740	89 828	82 686	309 571	3,24%	4,28%
Umbul Mas Wisesa Group	46 742	50 651	62 909	47 761	208 063	44 712	50 930	60 785	48 730	205 157	-1,99%	1,42%
Agro Muko Group	84 280	90 635	108 447	87 736	371 098	80 677	80 584	96 552	92 133	349 946	-4,77%	6,04%
South Sumatra Group	6 548	8 761	16 723	16 212	48 244	203	215	5 204	8 943	14 565	81,29%	231,23%
Hargy Oil Palms	84 071	93 506	82 818	87 986	348 381	92 824	82 924	74 126	82 300	332 174	6,91%	4,88%
<b>Total own</b>	<b>295 198</b>	<b>314 854</b>	<b>363 505</b>	<b>325 063</b>	<b>1 298 620</b>	<b>285 733</b>	<b>284 393</b>	<b>326 495</b>	<b>314 792</b>	<b>1 211 413</b>	<b>3,26%</b>	<b>7,20%</b>
<b>Outgrowers</b>												
Tolan Tiga Group	0	0	0	0	0	0	0	0	0	0	-	-
Umbul Mas Wisesa Group	0	18	158	95	271	0	0	0	0	0	-	-
Agro Muko Group	3 441	3 501	4 181	2 373	13 496	3 038	3 096	3 918	3 774	13 826	-37,13%	-2,39%
South Sumatra Group	517	644	1 162	1 172	3 495	0	0	702	852	1 554	37,56%	124,90%
Hargy Oil Palms	46 628	64 674	58 796	59 037	229 135	65 521	60 014	49 787	49 519	224 841	19,22%	1,91%
<b>Total outgrowers</b>	<b>50 586</b>	<b>68 837</b>	<b>64 297</b>	<b>62 677</b>	<b>246 397</b>	<b>68 559</b>	<b>63 110</b>	<b>54 407</b>	<b>54 145</b>	<b>240 221</b>	<b>15,76%</b>	<b>2,57%</b>
<b>Total FFB produced</b>	<b>345 784</b>	<b>383 691</b>	<b>427 802</b>	<b>387 740</b>	<b>1 545 017</b>	<b>354 292</b>	<b>347 503</b>	<b>380 902</b>	<b>368 937</b>	<b>1 451 634</b>	<b>5,10%</b>	<b>6,43%</b>
<b>Fresh fruit bunches sold</b>												
Tolan Tiga Group	0	0	0	0	0	5	0	0	0	5	-	-100,00%
Umbul Mas Wisesa Group	7 674	7 710	10 368	9 375	35 127	7 767	8 771	11 384	8 928	36 850	5,01%	-4,68%
South Sumatra Group	1 191	2 614	0	0	3 805	203	215	2 727	786	3 931	-100,00%	-3,21%
<b>Total FFB sold</b>	<b>8 865</b>	<b>10 324</b>	<b>10 368</b>	<b>9 375</b>	<b>38 932</b>	<b>7 975</b>	<b>8 986</b>	<b>14 111</b>	<b>9 714</b>	<b>40 786</b>	<b>-3,49%</b>	<b>-4,55%</b>
<b>Fresh fruit bunches processed</b>												
Tolan Tiga Group	73 557	71 301	92 608	85 368	322 834	67 312	69 740	89 828	82 686	309 566	3,24%	4,29%
Umbul Mas Wisesa Group	39 068	42 959	52 699	38 481	173 207	36 945	42 159	49 401	39 802	168 307	-3,32%	2,91%
Agro Muko Group	87 721	94 136	112 628	90 109	384 594	83 715	83 680	100 470	95 907	363 772	-6,05%	5,72%
South Sumatra Group	5 874	6 791	17 885	17 384	47 934	0	0	3 179	9 009	12 188	92,97%	293,29%
Hargy Oil Palms	130 699	158 180	141 614	147 023	577 516	158 345	142 938	123 913	131 822	557 018	11,53%	3,68%
<b>Total FFB processed</b>	<b>336 919</b>	<b>373 367</b>	<b>417 434</b>	<b>378 365</b>	<b>1 506 085</b>	<b>346 317</b>	<b>338 517</b>	<b>366 791</b>	<b>359 226</b>	<b>1 410 851</b>	<b>5,33%</b>	<b>6,75%</b>
<b>PO extraction rate</b>												
Tolan Tiga Group	22,7%	22,5%	22,2%	22,5%	22,5%	22,1%	22,3%	22,5%	22,8%	22,4%	-1,39%	0,05%
Umbul Mas Wisesa Group	24,5%	23,9%	24,0%	23,8%	24,0%	23,4%	23,6%	22,9%	24,4%	23,5%	-2,37%	2,49%
Agro Muko Group	23,2%	22,8%	23,0%	22,9%	23,0%	22,7%	22,9%	22,2%	23,2%	22,7%	-1,50%	0,93%
Hargy Oil Palms	23,5%	24,6%	23,6%	25,6%	24,4%	24,2%	25,1%	24,4%	24,8%	24,6%	3,48%	-1,12%
South Sumatra Group	15,1%	19,7%	16,7%	19,8%	18,0%	-	-	12,8%	16,0%	15,2%	23,41%	18,84%
<b>Total PO extraction rate</b>	<b>23,2%</b>	<b>23,6%</b>	<b>22,9%</b>	<b>23,8%</b>	<b>23,4%</b>	<b>23,4%</b>	<b>23,8%</b>	<b>23,0%</b>	<b>23,6%</b>	<b>23,5%</b>	<b>0,72%</b>	<b>-0,44%</b>
<b>Palm Oil</b>												
<b>Own</b>												
Tolan Tiga Group	16 689	16 072	20 552	19 179	72 492	14 881	15 580	20 178	18 838	69 477	1,81%	4,34%
Umbul Mas Wisesa Group	9 572	10 259	12 592	9 145	41 568	8 654	9 964	11 310	9 712	39 640	-5,84%	4,86%
Agro Muko Group	19 576	20 737	25 023	19 883	85 219	18 344	18 514	21 526	21 443	79 827	-7,28%	6,75%
South Sumatra Group	821	1 158	2 011	2 157	6 147	0	0	360	1 319	1 679	63,53%	266,11%
Hargy Oil Palms	19 851	23 077	19 522	22 565	85 015	22 393	20 830	18 118	20 348	81 689	10,90%	4,07%
<b>Total own</b>	<b>66 509</b>	<b>71 303</b>	<b>79 700</b>	<b>72 929</b>	<b>290 441</b>	<b>64 272</b>	<b>64 888</b>	<b>71 492</b>	<b>71 660</b>	<b>272 312</b>	<b>1,77%</b>	<b>6,66%</b>
<b>Outgrowers</b>												
Tolan Tiga Group	0	0	0	0	0	0	0	0	0	0	-	-
Umbul Mas Wisesa Group	0	4	37	22	63	0	0	0	0	0	-	-
Agro Muko Group	750	750	882	709	3 091	651	669	801	808	2 929	-12,25%	5,53%
South Sumatra Group	64	181	968	1 277	2 490	0	0	46	123	169	938,21%	1373,37%
Hargy Oil Palms	10 862	15 779	13 891	15 140	55 672	15 958	15 103	12 165	12 322	55 548	22,87%	0,22%
<b>Total outgrowers</b>	<b>11 676</b>	<b>16 714</b>	<b>15 778</b>	<b>17 148</b>	<b>61 316</b>	<b>16 609</b>	<b>15 772</b>	<b>13 012</b>	<b>13 253</b>	<b>58 646</b>	<b>29,39%</b>	<b>4,55%</b>
<b>Total Palm Oil</b>	<b>78 185</b>	<b>88 017</b>	<b>95 478</b>	<b>90 077</b>	<b>351 757</b>	<b>80 881</b>	<b>80 660</b>	<b>84 504</b>	<b>84 913</b>	<b>330 958</b>	<b>6,08%</b>	<b>6,28%</b>

<b>Palm Kernels</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q4</b>	<b>YTD</b>
<b>Own</b>														
Tolan Tiga Group	4 118	3 927	5 125	4 856	18 026		3 793	3 663	4 958	4 670	17 084		3,98%	5,51%
Umbul Mas Wisesa Group	1 576	1 642	2 050	1 506	6 774		1 499	1 619	1 809	1 608	6 535		-6,34%	3,66%
Agro Muko Group	4 310	4 369	5 476	4 358	18 513		4 188	4 121	4 940	5 103	18 352		-14,60%	0,88%
South Sumatra Group	213	265	411	513	1 402		0	0	107	351	458		46,15%	206,11%
<b>Total own</b>	<b>10 217</b>	<b>10 203</b>	<b>13 062</b>	<b>11 233</b>	<b>44 715</b>		<b>9 480</b>	<b>9 403</b>	<b>11 814</b>	<b>11 381</b>	<b>42 429</b>		<b>-1,30%</b>	<b>5,39%</b>
<b>Outgrowers</b>														
Tolan Tiga Group	0	0	0	0	0		0	0	0	0	0		-	-
Umbul Mas Wisesa Group	0	1	5	4	10		0	0	0	0	0		-	-
Agro Muko Group	152	149	185	145	631		135	136	169	173	613		-16,18%	2,94%
South Sumatra Group	16	40	192	289	537		0	0	13	33	46		775,76%	1067,39%
<b>Total outgrowers</b>	<b>168</b>	<b>190</b>	<b>382</b>	<b>438</b>	<b>1 178</b>		<b>135</b>	<b>136</b>	<b>182</b>	<b>206</b>	<b>659</b>		<b>112,62%</b>	<b>78,76%</b>
<b>Total Palm Kernels</b>	<b>10 385</b>	<b>10 393</b>	<b>13 444</b>	<b>11 671</b>	<b>45 893</b>		<b>9 615</b>	<b>9 539</b>	<b>11 996</b>	<b>11 587</b>	<b>43 088</b>		<b>0,72%</b>	<b>6,51%</b>
<b>Palm Kernel Oil</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q4</b>	<b>YTD</b>
Hargy Oil Palms Own	1 616	1 921	1 610	1 814	6 961		1 945	1 782	1 672	1 691	7 090		7,27%	-1,82%
Hargy Oil Palms Outgrowers	926	1 377	1 193	1 266	4 762		1 418	1 327	1 092	1 080	4 917		17,22%	-3,15%
<b>Total Palm Kernel Oil</b>	<b>2 542</b>	<b>3 298</b>	<b>2 803</b>	<b>3 080</b>	<b>11 723</b>		<b>3 363</b>	<b>3 109</b>	<b>2 764</b>	<b>2 771</b>	<b>12 007</b>		<b>11,15%</b>	<b>-2,37%</b>
<b>Rubber</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q4</b>	<b>YTD</b>
<b>Own</b>														
Tolan Tiga Group	643	324	729	739	2 435		791	539	698	855	2 883		-13,57%	-15,54%
Melania	965	885	346	780	2 976		1 007	953	506	666	3 132		17,12%	-4,98%
Agro Muko	686	622	717	546	2 571		535	599	493	537	2 164		1,68%	18,81%
<b>Total Rubber</b>	<b>2 294</b>	<b>1 831</b>	<b>1 792</b>	<b>2 065</b>	<b>7 982</b>		<b>2 333</b>	<b>2 091</b>	<b>1 697</b>	<b>2 058</b>	<b>8 179</b>		<b>0,34%</b>	<b>-2,41%</b>
<b>Tea</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q4</b>	<b>YTD</b>
Melania	595	590	473	764	2 422		578	591	578	655	2 402		16,64%	0,83%
<b>Total Tea</b>	<b>595</b>	<b>590</b>	<b>473</b>	<b>764</b>	<b>2 422</b>		<b>578</b>	<b>591</b>	<b>578</b>	<b>655</b>	<b>2 402</b>		<b>16,64%</b>	<b>0,83%</b>
<b>Bananas</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>		<b>Q4</b>	<b>YTD</b>
Azaguie 1	1 345	755	1 466	964	4 530		1 594	1 160	1 142	1 249	5 145		-22,82%	-11,95%
Azaguie 2	2 395	1 932	2 201	2 669	9 197		1 582	1 579	1 601	2 044	6 806		30,58%	35,13%
Agboville	2 038	1 872	1 783	2 056	7 749		2 578	1 832	2 701	2 750	9 861		-25,24%	-21,42%
Motobe	1 538	1 426	1 812	1 536	6 312		2 387	2 100	1 859	1 614	7 960		-4,83%	-20,70%
<b>Total Bananas</b>	<b>7 316</b>	<b>5 985</b>	<b>7 262</b>	<b>7 225</b>	<b>27 788</b>		<b>8 141</b>	<b>6 671</b>	<b>7 303</b>	<b>7 657</b>	<b>29 772</b>		<b>-5,64%</b>	<b>-6,66%</b>

## Commodity Price Data December 2018

### Average market prices

Product		YTD Q4/2018	YTD Q4/2017
CPO (CIF Rotterdam)*	in \$/mt	598	715
CPKO (CIF Rotterdam)*	in \$/mt	921	1 279
RSS3 (FOB Singapore)**	in \$/mt	1 565	1 995
Tea (avg auct Mombasa)**	in \$/mt	2 579	2 971
Bananas (CFR Europe)***	in €/mt	647	684

\* Oilworld price data

\*\* World bank commodity price data - updated database

\*\*\* CIRAD price data (in EUR)

