

Group production - (in tonnes)
December 2019

	2019					2018					YoY Variation	
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
Fresh fruit bunches produced												
Own												
Tolan Tiga Group	68 659	70 923	94 739	77 895	312 216	73 557	71 301	92 608	85 368	322 834	-8,75%	-3,29%
Umbul Mas Wisesa Group	48 282	48 018	58 994	44 241	199 535	46 742	50 651	62 909	47 761	208 063	-7,37%	-4,10%
Agro Muko Group	74 717	76 870	102 566	85 077	339 230	84 280	90 635	108 447	87 736	371 098	-3,03%	-8,59%
South Sumatra Group	13 160	14 535	19 857	21 386	68 938	6 548	8 761	16 723	16 212	48 244	31,91%	42,89%
Hargy Oil Palms	76 041	82 388	40 078	57 008	255 515	84 071	93 506	82 818	87 986	348 381	-35,21%	-26,66%
Total own	280 858	292 735	316 234	285 607	1 175 434	295 198	314 854	363 505	325 063	1 298 620	-12,14%	-9,49%
Outgrowers												
Tolan Tiga Group	0	48	337	252	637	0	0	0	0	0	-	-
Umbul Mas Wisesa Group	132	132	234	152	650	0	18	158	95	271	60,13%	139,90%
Agro Muko Group	3 328	4 918	5 347	4 426	18 019	3 441	3 501	4 181	2 373	13 496	86,54%	33,51%
South Sumatra Group	931	1 062	1 265	1 798	5 056	517	644	1 162	1 172	3 495	53,38%	44,67%
Hargy Oil Palms	48 242	54 737	37 325	44 571	184 875	46 628	64 674	58 796	59 037	229 135	-24,50%	-19,32%
Total outgrowers	52 632	60 898	44 508	51 199	209 237	50 586	68 837	64 297	62 677	246 397	-18,31%	-15,08%
Total FFB produced	333 490	353 633	360 742	336 806	1 384 671	345 784	383 691	427 802	387 740	1 545 017	-13,14%	-10,38%
Fresh fruit bunches sold												
Tolan Tiga Group	0	0	2	0	2	0	0	0	0	0	-	-
Umbul Mas Wisesa Group	9 024	10 067	11 722	8 339	39 152	7 674	7 710	10 368	9 375	35 127	-11,05%	11,46%
Agro Muko Group	0	1 370	631	359	2 360	0	0	0	0	0	-	-
South Sumatra Group	0	0	0	0	0	1 191	2 614	0	0	3 805	-	-100,00%
Total FFB sold	9 024	11 437	11 724	8 339	41 514	8 865	10 324	10 368	9 375	38 932	-11,05%	6,63%
Fresh fruit bunches processed												
Tolan Tiga Group	68 659	70 971	95 074	78 146	312 850	73 557	71 301	92 608	85 368	322 834	-8,46%	-3,09%
Umbul Mas Wisesa Group	39 389	38 084	47 506	36 054	161 033	39 068	42 959	52 699	38 481	173 207	-6,31%	-7,03%
Agro Muko Group	78 044	80 419	107 281	89 503	355 248	87 721	94 136	112 628	90 109	384 594	-0,67%	-7,63%
South Sumatra Group	14 091	15 597	21 123	23 184	73 994	5 874	6 791	17 885	17 384	47 934	33,36%	54,37%
Hargy Oil Palms	124 283	137 125	77 403	101 579	440 390	130 699	158 180	141 614	147 023	577 516	-30,91%	-23,74%
Total FFB processed	324 465	342 197	348 387	328 467	1 343 516	336 919	373 367	417 434	378 365	1 506 085	-13,19%	-10,79%
PO extraction rate												
Tolan Tiga Group	22,4%	22,6%	22,6%	22,6%	22,6%	22,7%	22,5%	22,2%	22,5%	22,5%	0,68%	0,55%
Umbul Mas Wisesa Group	24,2%	23,1%	24,4%	22,9%	23,7%	24,5%	23,9%	24,0%	23,8%	24,0%	-3,70%	-1,20%
Agro Muko Group	23,5%	23,4%	24,5%	24,6%	24,1%	23,2%	22,8%	23,0%	22,9%	23,0%	7,77%	4,87%
South Sumatra Group	19,8%	20,2%	20,0%	21,9%	20,6%	15,1%	19,7%	16,7%	19,8%	18,0%	11,01%	14,50%
Hargy Oil Palms	22,2%	24,2%	22,2%	24,5%	23,4%	23,5%	24,6%	23,6%	25,6%	24,4%	-4,28%	-4,14%
Total PO extraction rate	22,7%	23,4%	23,2%	23,7%	23,3%	23,2%	23,6%	22,9%	23,8%	23,4%	-0,24%	-0,41%
Palm Oil												
Own												
Tolan Tiga Group	15 413	16 025	21 433	17 618	70 489	16 689	16 072	20 552	19 179	72 492	-8,14%	-2,76%
Umbul Mas Wisesa Group	9 519	8 781	11 552	8 237	38 089	9 572	10 259	12 592	9 145	41 568	-9,93%	-8,37%
Agro Muko Group	17 642	18 081	25 219	21 065	82 007	19 576	20 737	25 023	19 883	85 219	5,94%	-3,77%
South Sumatra Group	2 687	2 861	3 981	4 698	14 227	821	1 158	2 011	2 157	6 147	117,79%	131,45%
Hargy Oil Palms	16 949	20 120	8 791	13 969	59 829	19 851	23 077	19 522	22 565	85 015	-38,09%	-29,63%
Total own	62 210	65 868	70 976	65 587	264 641	66 509	71 303	79 700	72 929	290 441	-10,07%	-8,88%
Outgrowers												
Tolan Tiga Group	0	0	92	58	150	0	0	0	0	0	-	-
Umbul Mas Wisesa Group	32	29	56	34	151	0	4	37	22	63	54,55%	139,68%
Agro Muko Group	730	766	1 067	978	3 541	750	750	882	709	3 091	37,97%	14,56%
South Sumatra Group	105	284	248	386	1 023	64	181	968	1 277	2 490	-69,77%	-58,92%
Hargy Oil Palms	10 615	13 057	8 370	10 966	43 008	10 862	15 779	13 891	15 140	55 672	-27,57%	-22,75%
Total outgrowers	11 482	14 136	9 833	12 422	47 873	11 676	16 714	15 778	17 148	61 316	-27,56%	-21,92%
Total Palm Oil	73 692	80 004	80 809	78 009	312 514	78 185	88 017	95 478	90 077	351 757	-13,40%	-11,16%

Palm Kernels	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
Own												
Tolan Tiga Group	3 855	3 576	5 289	4 344	17 064	4 118	3 927	5 125	4 856	18 026	-10,54%	-5,34%
Umbul Mas Wisesa Group	1 444	1 305	1 775	1 500	6 024	1 576	1 642	2 050	1 506	6 774	-0,40%	-11,07%
Agro Muko Group	3 561	3 602	5 002	4 225	16 390	4 310	4 369	5 476	4 358	18 513	-3,05%	-11,47%
South Sumatra Group	543	563	804	900	2 810	213	265	411	513	1 402	75,44%	100,43%
Total own	9 403	9 046	12 870	10 969	42 288	10 217	10 203	13 062	11 233	44 715	-2,35%	-5,43%
Outgrowers												
Tolan Tiga Group	0	0	19	12	31	0	0	0	0	0	-	-
Umbul Mas Wisesa Group	4	5	8	6	23	0	1	5	4	10	50,00%	130,00%
Agro Muko Group	145	149	211	183	688	152	149	185	145	631	26,21%	9,03%
South Sumatra Group	21	55	48	72	196	16	40	192	289	537	-75,09%	-63,50%
Total outgrowers	170	209	286	273	938	168	190	382	438	1 178	-37,67%	-20,37%
Total Palm Kernels	9 573	9 255	13 156	11 242	43 226	10 385	10 393	13 444	11 671	45 893	-3,67%	-5,81%
Palm Kernel Oil	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
Hargy Oil Palms Own	1 526	1 570	858	1 110	5 064	1 616	1 921	1 610	1 814	6 961	-38,81%	-27,25%
Hargy Oil Palms Outgrowers	986	1 219	613	783	3 601	926	1 377	1 193	1 266	4 762	-38,15%	-24,38%
Total Palm Kernel Oil	2 512	2 789	1 471	1 893	8 665	2 542	3 298	2 803	3 080	11 723	-38,54%	-26,09%
Rubber	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
Own												
Tolan Tiga Group*	259	125	275	313	972	363	200	406	414	1 383	-24,40%	-29,72%
Melania	963	654	377	385	2 379	965	885	346	780	2 976	-50,64%	-20,06%
Agro Muko	600	467	581	496	2 144	686	622	717	546	2 571	-9,16%	-16,61%
Total own	1 822	1 246	1 233	1 194	5 495	2 014	1 707	1 469	1 740	6 930	-31,38%	-20,71%
Outgrowers												
Tolan Tiga Group*	227	69	239	296	831	280	124	323	325	1 052	-8,92%	-21,01%
Total Rubber	2 049	1 315	1 472	1 490	6 326	2 294	1 831	1 792	2 065	7 982	-27,85%	-20,75%
Tea	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
Melania	738	574	448	571	2 331	595	590	473	764	2 422	-25,26%	-3,76%
Total Tea	738	574	448	571	2 331	595	590	473	764	2 422	-25,26%	-3,76%
Bananas	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q4	YTD
Azaguie 1	1 440	1 065	1 155	1 316	4 976	1 345	755	1 466	964	4 530	36,54%	9,85%
Azaguie 2	2 497	1 814	3 101	2 516	9 928	2 395	1 932	2 201	2 669	9 197	-5,75%	7,94%
Agboville	2 349	2 455	1 477	2 555	8 836	2 038	1 872	1 783	2 056	7 749	24,29%	14,03%
Motobe	2 466	2 642	1 825	2 176	9 109	1 538	1 426	1 812	1 536	6 312	41,66%	44,31%
Total Bananas	8 752	7 976	7 558	8 563	32 849	7 316	5 985	7 262	7 225	27 788	18,52%	18,21%

*Tolan Tiga Group rubber production have been split into own and outgrower production. The outgrower production consists of production from PT Timbang Deli. The figures of prior year have been restated.

Commodity Price Data December 2019

Average market prices

Product	YTD Q4/2019	YTD Q4/2018
CPO (CIF Rotterdam)* in \$/mt	566	598
CPKO (CIF Rotterdam)* in \$/mt	668	921
RSS3 (FOB Singapore)** in \$/mt	1 640	1 565
Tea (avg auct Mombasa)** in \$/mt	2 226	2 579
Bananas (CFR Europe)*** in €/mt	662	647

* Oil World price data

** World bank commodity price data - updated database

*** CIRAD price data (in EUR)

