

## Production Highlights

### Quarterly Production – 9M/3Q2020

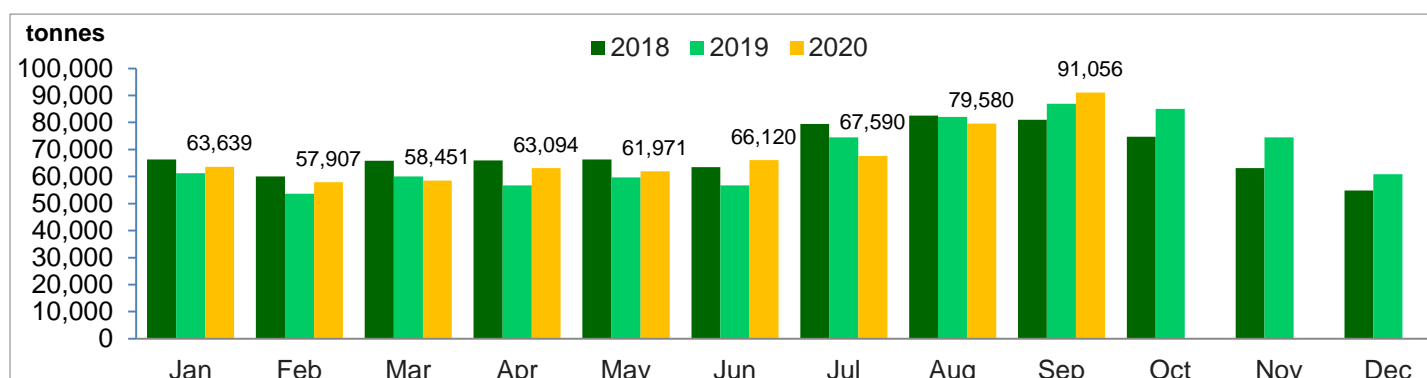
|                     |             | 9M2020           | 9M2019           | Change        | 3Q2020         | 3Q2019         | Change         |
|---------------------|-------------|------------------|------------------|---------------|----------------|----------------|----------------|
| <b>Production</b>   |             |                  |                  |               |                |                |                |
| FFB harvested       | (tonnes)    | 2,388,449        | 2,468,316        | (3.2%)        | 928,900        | 1,012,520      | (8.3%)         |
| <b>Nucleus</b>      |             | <b>2,125,351</b> | <b>2,202,515</b> | <b>(3.5%)</b> | <b>830,476</b> | <b>893,327</b> | <b>(7.0%)</b>  |
| <b>Plasma</b>       |             | <b>263,098</b>   | <b>265,801</b>   | <b>(1.0%)</b> | <b>98,424</b>  | <b>119,193</b> | <b>(17.4%)</b> |
| Crude Palm Oil      | (tonnes)    | 609,408          | 591,530          | 3.0%          | 238,226        | 243,428        | (2.1%)         |
| Palm Kernel         | (tonnes)    | 137,392          | 135,581          | 1.3%          | 54,760         | 55,547         | (1.4%)         |
| <b>Efficiency</b>   |             |                  |                  |               |                |                |                |
| FFB Yield           | (tonnes/ha) | 11.9             | 12.5             | ↓             | 4.6            | 5.1            | ↓              |
| CPO Yield           | (tonnes/ha) | 2.8              | 2.9              | ↓             | 1.1            | 1.2            | ↓              |
| CPO Extraction Rate | (%)         | 23.2             | 23.1             | ↑             | 22.8           | 23.3           | ↓              |
| PK Extraction Rate  | (%)         | 5.2              | 5.3              | ↓             | 5.2            | 5.3            | ↓              |

### Monthly Production in 2020 ('000 tonnes)

|                | Jan        | Feb        | Mar        | Apr        | May        | Jun        | Jul        | Aug        | Sep        |
|----------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| FFB Harvested  | 253        | 230        | 227        | 246        | 243        | 261        | 275        | 309        | 344        |
| <b>Nucleus</b> | <b>223</b> | <b>205</b> | <b>201</b> | <b>218</b> | <b>215</b> | <b>233</b> | <b>248</b> | <b>276</b> | <b>306</b> |
| <b>Plasma</b>  | <b>30</b>  | <b>25</b>  | <b>26</b>  | <b>28</b>  | <b>28</b>  | <b>28</b>  | <b>27</b>  | <b>33</b>  | <b>38</b>  |
| CPO            | 64         | 58         | 58         | 63         | 62         | 66         | 68         | 79         | 91         |
| PK             | 14         | 14         | 13         | 14         | 13         | 15         | 15         | 18         | 21         |

Figures may not sum due to rounding.

### CPO Production Trend



#### Notes:

- FFB: Fresh Fruit Bunches
- Nucleus: Plantations owned by the Group
- Plasma: Plantations developed by the Group for the benefit of smallholders. The Group buys FFB from these plasma plantations at prices determined by the Indonesian Government
- Yields: FFB yield and CPO yield are for the reported period and not annualised