

MATERI PRESENTASI

**PT TUNAS BARU LAMPUNG Tbk (IDX : TBLA)
PUBLIC EXPOSE**

12 DESEMBER 2019



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Kinerja Keuangan



- ❖ Penjualan Perseroan sampai dengan 30 September 2019 adalah Rp 6.34 Triliun atau naik sebesar 1% bila dibandingkan dengan penjualan Perseroan periode yang sama tahun 2018 yaitu sebesar Rp 6.29 Triliun.
- ❖ Naiknya penjualan Perseroan ini terutama disebabkan oleh naiknya volume penjualan sebagai berikut :

-.	Fame	Naik	151%
-.	Glycerine	Naik	72%
-.	Gula	Naik	19%
-.	Margarine	Naik	10%
-.	Palm Expeller	Naik	46%
-.	PFAD	Naik	26%
-.	PKO	Naik	27%
-.	Stearine	Naik	32%

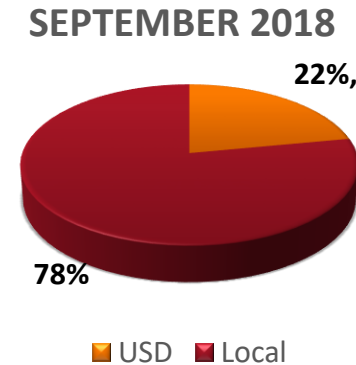
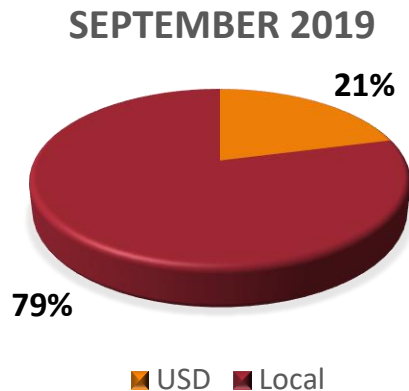
Kinerja Keuangan



Komposisi penjualan Perseroan sampai dengan 30 September 2019 dan 30 September 2018 adalah :

	September 2019		September 2018	
	(Jutaan Rp)	%	(Jutaan Rp)	%
Penjualan Ekspor	1,306,535	21%	1,395,411	22%
Penjualan Lokal	5,038,044	79%	4,895,018	78%
Total	6,344,579	100%	6,290,429	100%

Pendapatan Perseroan dalam USD untuk periode 9 bulan 2019 adalah sebesar USD 92 Juta, turun sebesar 7% bila dibandingkan dengan periode yang sama tahun 2018 yaitu sebesar USD 99 Juta.



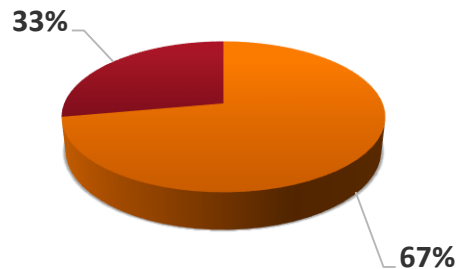
Komposisi Bisnis Sawit dan Gula



Komposisi bisnis sawit dan gula Perseroan sampai dengan 30 September 2019 dan 30 September 2018 adalah :

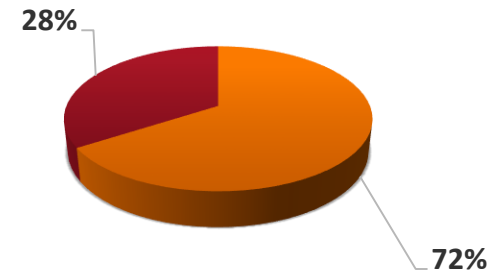
	September 2019		September 2018	
	(Dlm Jutaan Rp)	%	(Dlm Jutaan Rp)	%
Bisnis Sawit dan turunannya	4,227,665	67%	4,516,913	72%
Bisnis Gula dan turunannya	2,116,914	33%	1,773,516	28%
Total	6,344,579	100%	6,290,429	100%

September 2019



- Bisnis Sawit dan turunannya
- Bisnis Gula dan turunannya

September 2018

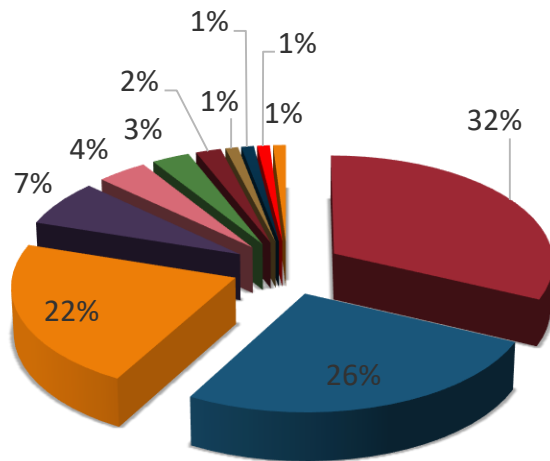


- Bisnis Sawit dan turunannya
- Bisnis Gula dan turunannya

Komposisi Penjualan Per Produk

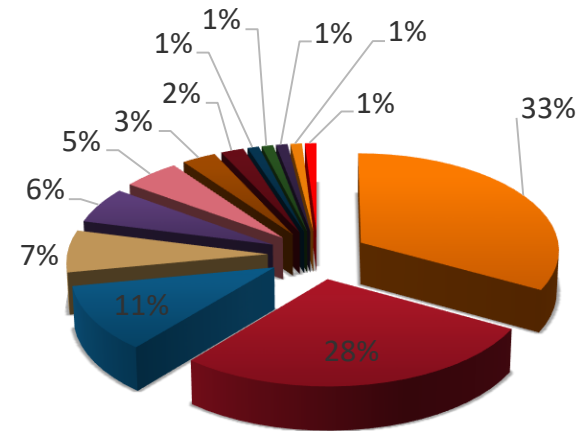


30 September 2019



- Gula/Sugar
- Minyak Goreng Sawit /Olein
- Minyak Inti Sawit/PKO
- Mentega/Margarine
- Bungkil Sawit/Palm Expeller
- Glycerin
- Bio Diesel/FAME
- Stearine/Stearine
- Vetsil Sawit/Palm Kernel
- Minyak Sawit/CPO
- Molases

30 September 2018



- Minyak Goreng Sawit /Olein
- Bio Diesel/FAME
- Stearine/Stearine
- Asam Lemak Kelapa Sawit/PFAD
- Bungkil Sawit/Palm Expeller
- Tandan Buah Segar/FFB
- Molases
- Gula/Sugar
- Minyak Sawit/CPO
- Minyak Inti Sawit/PKO
- Mentega/Margarine
- Vetsil Sawit/Palm Kernel
- Glycerin

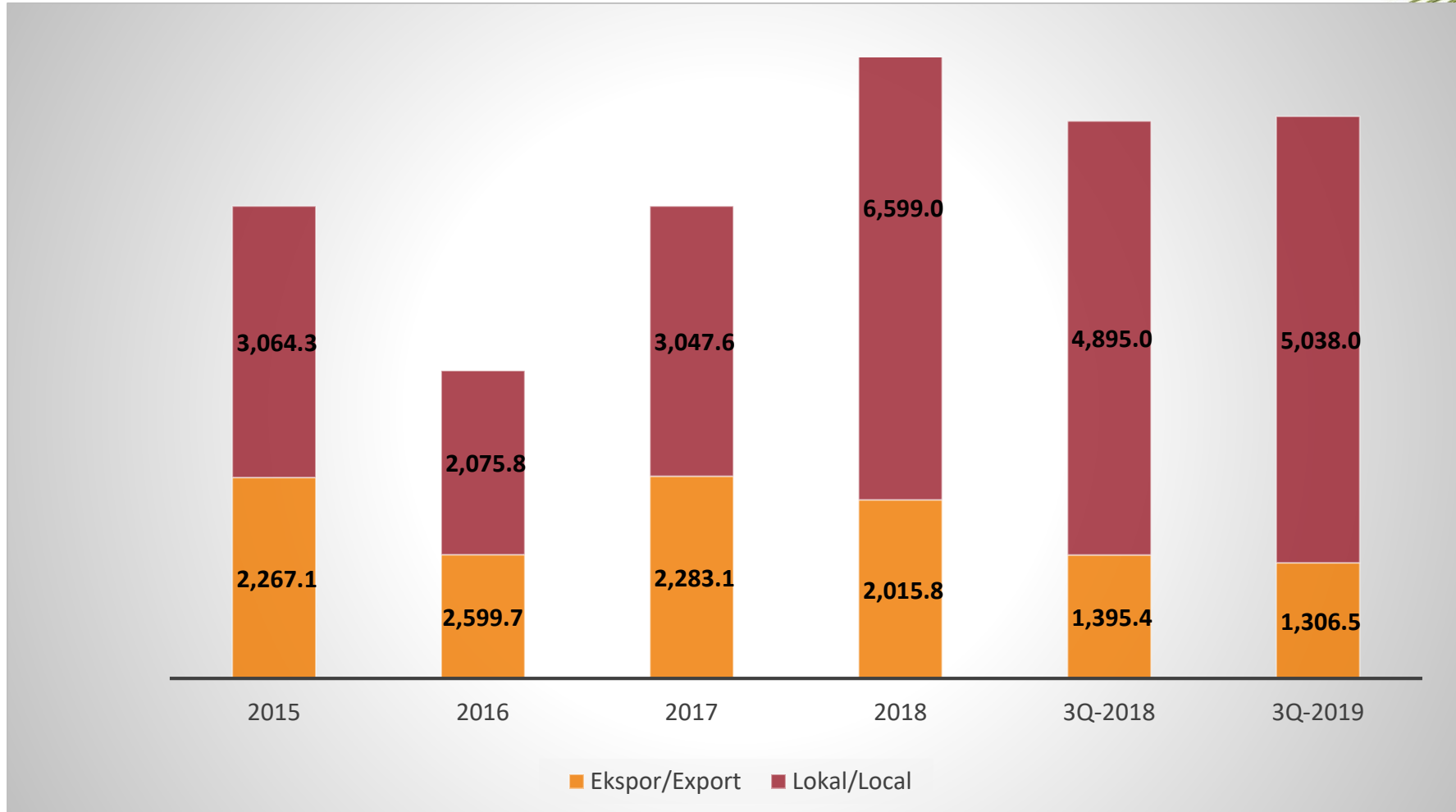
Kinerja Keuangan



- ❖ Laba Bersih Perseroan sampai dengan 30 September 2019 adalah Rp 503 Miliar atau mengalami penurunan 7% atau sebesar Rp 38 Miliar , bila dibandingkan dengan periode yang sama tahun 2018 sebesar Rp 541 Miliar. Hal ini disebabkan oleh penurunan dari harga komoditas sawit pada tahun 2019.
- ❖ EBITDA Perseroan sampai dengan 30 September 2019 mengalami kenaikan sebesar Rp 24 Miliar yaitu dari periode yang sama tahun 2018 sebesar Rp 1.664 Miliar menjadi Rp 1.688 Miliar atau naik 1%.

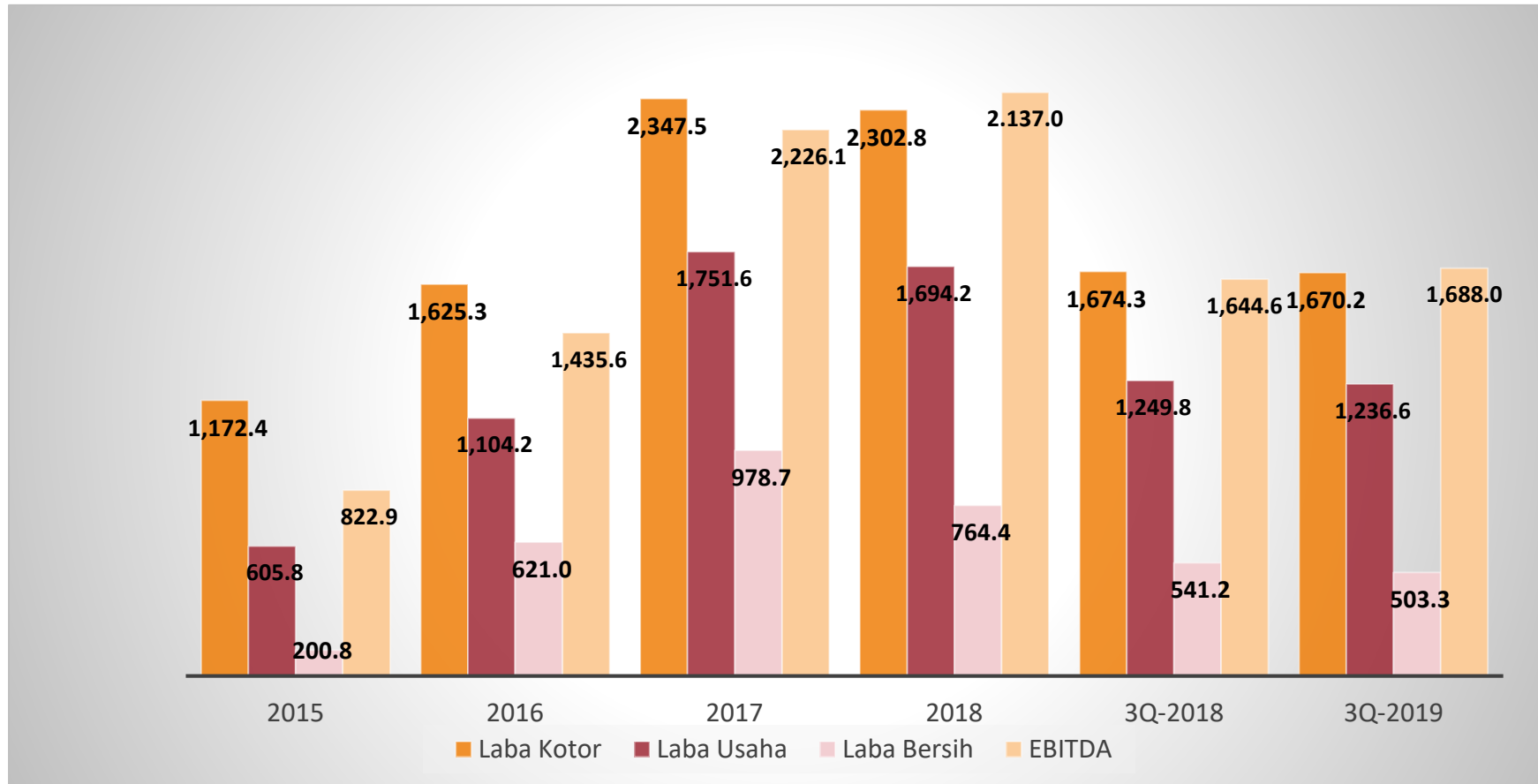
Komposisi Penjualan

(Jutaan Rp)



Laba Kotor, Laba Usaha, Laba Bersih Dan EBITDA

(Jutaan Rp)



Laba Bersih

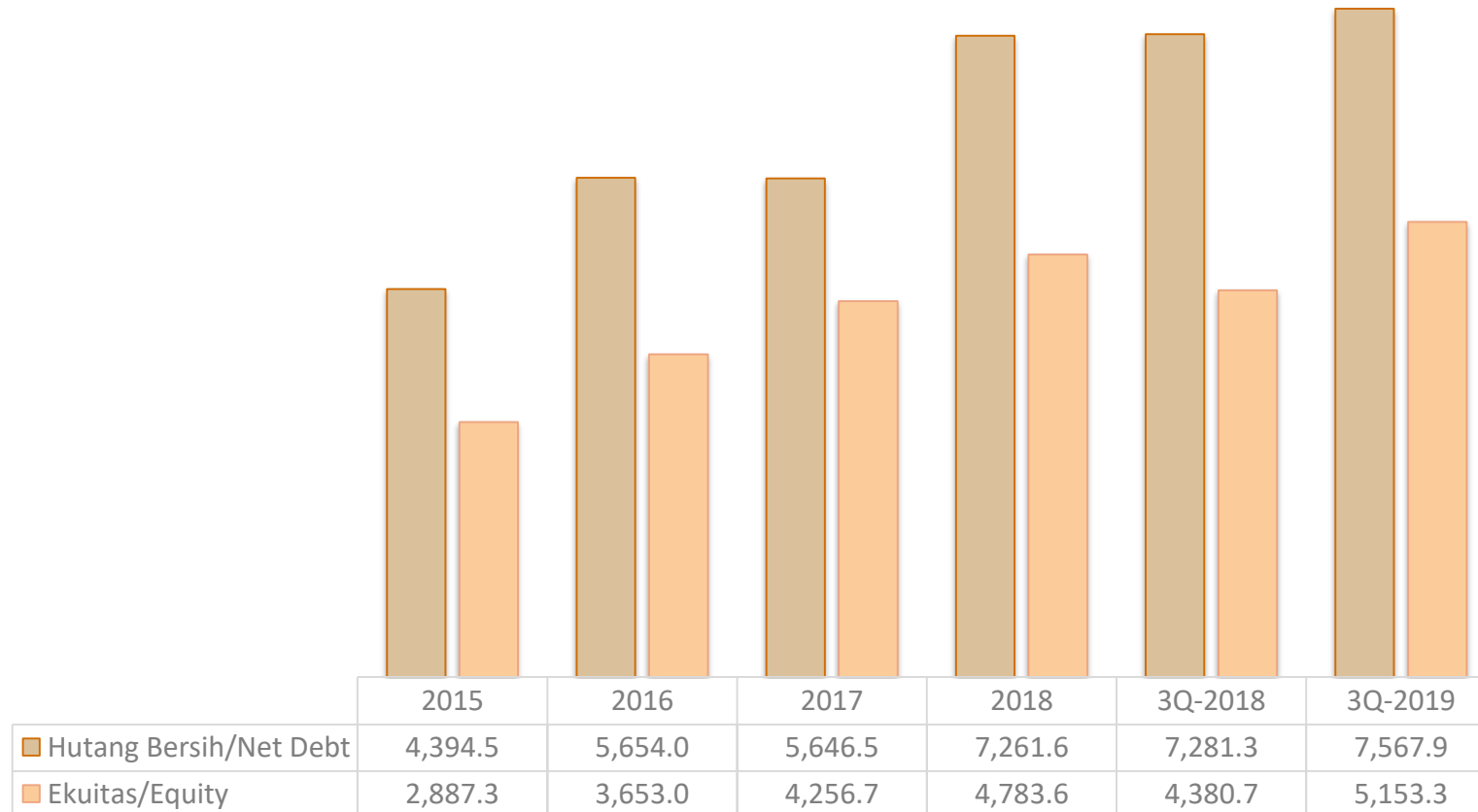


Dalam Miliar (Rp)

Keterangan	2015	2016	2017	2018	3Q 2018	3Q 2019
Laba Bersih	200.8	621.0	978.7	764.4	541.2	503.3

Hutang Bersih dan Ekuitas

(Jutaan Rp)



Rasio Hutang Bersih/ Ekuitas

2015	2016	2017	2018	3Q-2018	3Q-2019
1.5	1.5	1.3	1.5	1.7	1.5

Rasio Keuangan



Ratios	2015	2016	2017	2018	3Q 2018	3Q 2019
Gross Profit Ratio	22.0	25.0	25.2	26.7	26.6	26.3
Operating Profit Ratio	11.3	17.0	19.5	19.7	19.9	19.5
Net Profit Ratio	3.8	9.5	10.9	8.9	8.6	7.9
Return On Assets	2.2	4.8	6.8	4.7	3.4	3.0
Return On Equity	7.0	17.0	23.0	16.0	12.4	9.8
Current Ratio	1.1	1.1	1.1	1.9	1.9	1.8
Net DER	1.5	1.5	1.3	1.5	1.7	1.5

Sejarah Dividen



Tahun Buku / Year	2013	2014	2015	2016	2017	2018
Dividen (Rp Miliar)	49,360	139,436	63,975	266,651	400,113	133,552
Dividen /Saham (Rp/Lbr)	10	27	12	50	75	25
Harga Saham rata - rata	450	635	530	990	1,225	865
Dividen / Harga Saham	2%	4%	2%	5%	6%	3%

Ekspansi Perseroan



1. Pabrik Refined Glycerine 120 TPD di Way Lunik – Lampung.
(Commissioning Mei 2020)
2. Pabrik Re-Esterification PFAD 100 TPD di Way Lunik – Lampung.
(Commissioning Mei 2020)
3. Penanaman Kebun Tebu di Lampung hingga 14.000 Ha.
4. Pabrik Biodiesel 1.500 TPD di Way Lunik – Lampung.
(Commissioning Oktober 2020)
5. Pabrik Refinery 2.500 TPD di Way Lunik – Lampung.
(Commissioning Oktober 2020)

Pabrik Gula Rafinasi

900 TPD or 324.000 Ton p.a



Pabrik Gula Rafinasi



Kebun Tebu



Kebun Tebu



Panen dengan Cane Harvester

Cane harvester.mp4

Pabrik Gula Tebu 8.000 TCD



Pabrik Gula Tebu 8.000 TCD



Struktur Pemegang Saham TBL



	Jumlah Saham	30 September 2019
		%
Saham Pendiiri	2,926,852,492	54.79%
Publik		
~ Lain - lain	2,415,246,447	45.21%
Total	5,342,098,939	100.00%

Struktur Perseroan

Pemegang Saham dan Entitas Anak

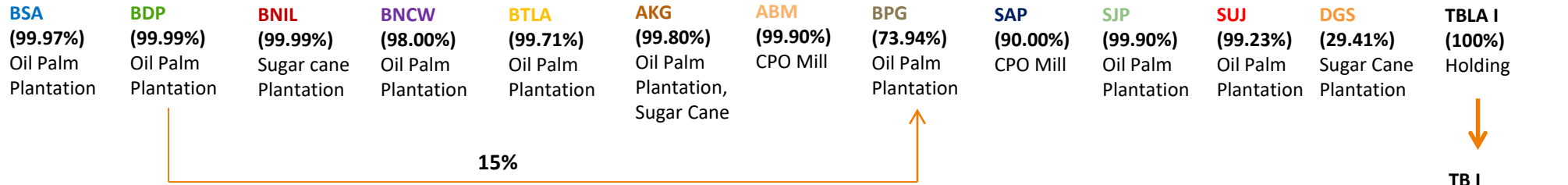
PT. SUNGAI BUDI
(28.08%)

PT. BUDI DELTA SWAKARYA
(27.19%)

PUBLIC
(44.65%)

OTHERS
(0.1%)

PT. TUNAS BARU LAMPUNG Tbk (IDX:TBLA)



BSA PT. Bumi Sentosa Abadi

BDP PT. Budi Dwiyasa Perkasa

BNIL PT. Bangun Nusa Indah Lampung

BNCW PT. Budi Nusa Cipta Wahana

BTLA PT. Bangun Tata Lampung Asri

AKG PT. Adi Karya Gemilang

ABM PT. Agro Bumi Mas

BPG PT. Bumi Perkasa Gemilang

SAP PT. Surya Andalan Primatama

SJP PT. Solusi Jaya Perkasa

SUJ PT. Samora Usaha Jaya

DGS PT. Dinamika Graha Sarana

TBLA I TBLA International Pte Ltd

TB I Tunas Baru Lampung Pte Ltd



TERIMA KASIH