

PT DHARMA SATYA NUSANTARA TBK (DSNG) INVESTOR NEWSLETTER



Number 6 | October 2014

DSN's total FFB production in 9M14 reached 1,004,870 tons, or an increase of 13.5% compared to 9M-2013. Total FFB processed also rose during the period, to 1,205,620 tons or 26.1% higher compared to 2013, while our CPO production reached 288,692 tons, for an increase of 24.1%

from the previous year. The company's CPO sales volume increased by 22.6%, to 293,605 tons.

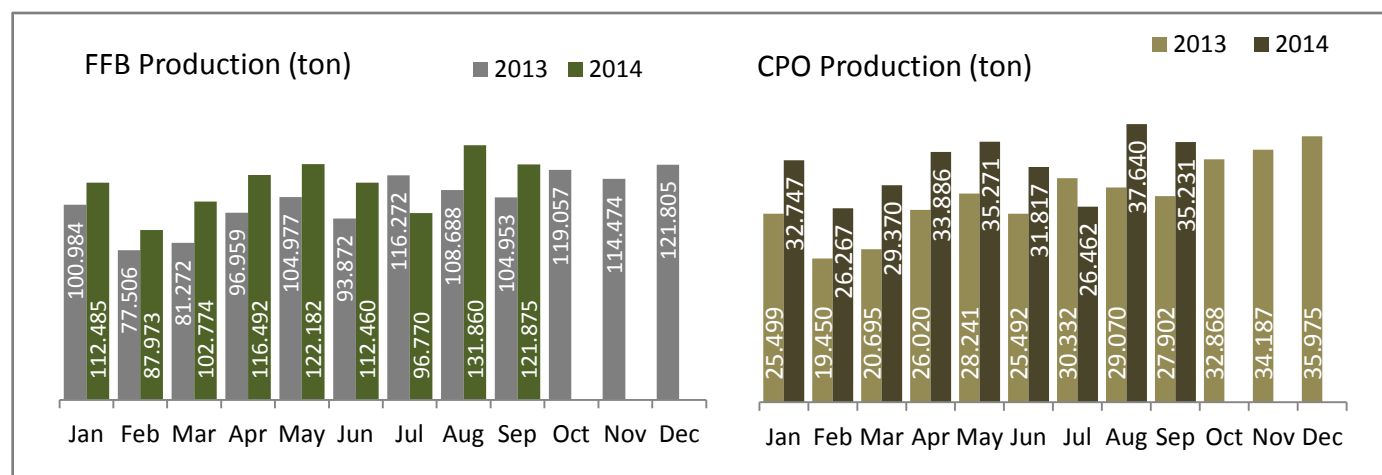
Our CPO OER improved through third quarter, for an 9M14 yield of 23.95%. Our blended average FFA levels increased in 9M14, with an overall FFA of 2.86%.

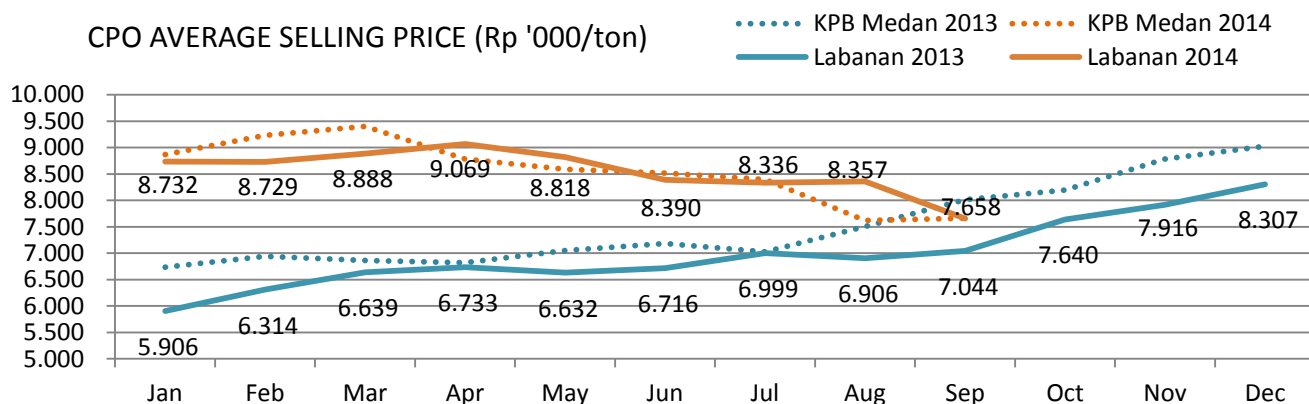
	Q3-2014	Q2-2014	Q1-2014	QoQ (%)	9M-2014	9M-2013	YoY (%)	FY2013
Plantation Performance								
FFB Production (ton)	350,505	351,134	303,231	-0.2	1,004,870	885,482	13.5	1,240,819
- FFB Nucleus (ton)	319,661	321,674	278,719	-0.6	920,054	826,140	11.4	1,152,611
- FFB Plasma (ton)	30,844	29,460	24,512	4.7	84,816	59,342	42.9	88,207
Mill Performance								
FFB Processed (ton)	409,831	421,976	373,813	-2.9	1,205,620	956,218	26.1	1,380,528
CPO Production(ton)	99,333	100,974	88,385	-1.6	288,692	232,701	24.1	335,730
PK Production (ton)	14,402	13,195	10,988	9.2	38,585	30,129	28.1	43,277
PKO Production (ton)	4,608	4,473	3,760	3.0	12,841	8,636	48.7	13,482
CPO OER (%)	24.24	23.93	23.64	1.3	23.95	24.34	-1.6	24.32
FFA (%)	3.05	2.66	2.87	14.7	2.86	2.63	8.7	2.67
Sales Performance								
CPO (ton)	100,785	103,267	89,554	-2.4	293,606	239,481	22.6	336,240
PK (ton)	2,581	2,476	2,533	4.3	7,591	13,688	-44.5	15,622
PKO (ton)	6,001	3,001	6,701	100.0	15,703	3,200	390.7	9,400

PLANTING PROGRAM

New Planting	Q3 -2014	Q2 -2014	Q1-2014	QoQ (%)	9M-2014	9M-2013	%Δ	FY2013
Nucleus (ha)	1,478	1,235	893	19.7	3,606	3,983	-9.5	5,799
Plasma (ha)	1,118	782	588	43.0	2,488	1,757	41.6	3,392
Total (ha)	2,595	2,017	1,481	28.7	6,094	5,740	6.2	9,190

Planted (as of Sept '14) (ha)	Average Age (yr)	Planted Hectare		
		Mature (ha)	Immature (ha)	Total Planted (ha)
Nucleus	7.4	48,038	13,431	61,469
Plasma	3.3	6,371	8,783	15,154
Total	6.6	54,409	22,214	76,623





DSNG Price is based on FOB Labanan Port Pricing

WOOD PRODUCTS BUSINESS

In the first 9M14, panel sales volume declined by 23.2% to 149,873 m3 compared to the same period in 2013. At the same time, the Average Selling Price (ASP) of our wood panels rose by 12.2%. Engineered Door production volume also declined by 6.8% in the period, with ASPs higher by 17.1%. Meanwhile both the volume and ASP of our Engineered Flooring product increased by 11.0% and 20.9% respectively in the 9M14.

	Q3-2014	Q2-2014	Q1-2014	Q-o-Q (%)	9M-2014	9M-2013	% Δ	FY2013
Sales Volume								
Panel (m3)	35,984	55,870	58,019	-35.6	149,873	195,105	-23.2	244,642
Engineered doors (Pcs)	11,880	15,624	10,273	-24.0	37,777	40,525	-6.8	51,989
Engineered flooring (M2)	278,883	295,563	304,252	-5.6	878,698	792,209	11.0	1,073,412
Average Selling Price (Rp million)								
Panel (/m3)	4.38	4.27	4.32	2.6	4.32	3.85	12.2	3.97
Engineered doors (/pc)	1.19	1.13	1.28	5.6	1.19	1.02	17.1	1.06
Engineered flooring (/m2)	0.37	0.37	0.35	0	0.36	0.30	20.9	0.31

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