



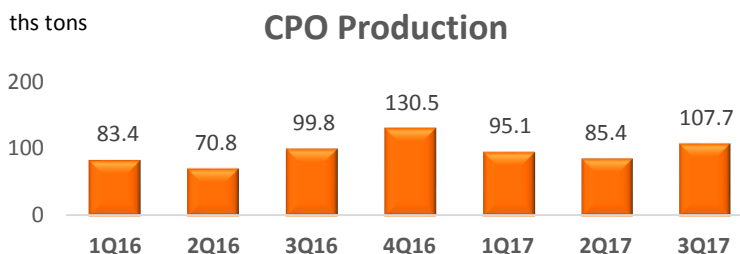
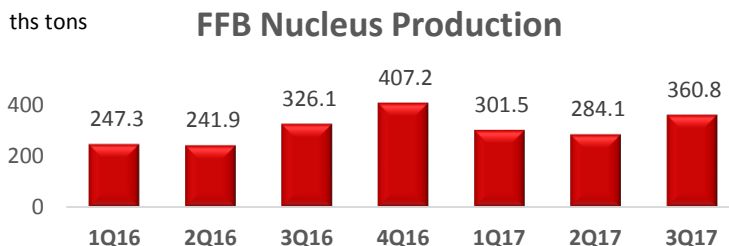
PT PP London Sumatra Indonesia Tbk

Ikhtisar 9M2017 Highlights

27 October 2017

Operational Highlights (Tinjauan Operasional)

Production Volume (tons)	9M 2016	9M 2017	Δ %
FFB Nucleus			
TBS Inti	815,332	946,418	16.1
FFB Yield - Nucleus (tons/ha)			
Produktivitas TBS Inti (ton/ha)	9.8	11.0	
FFB Processed			
TBS yang diproses	1,124,296	1,261,603	12.2
CPO (Crude Palm Oil)			
CPO Extraction Rate	22.6%	22.8%	
CPO Yield - Nucleus (tons/ha)	2.2	2.5	
PK (Palm Kernel)			
PK Extraction Rate	6.0%	6.2%	
PK Yield - Nucleus (tons/ha)	0.6	0.7	
Rubber			
Rubber Yield - Nucleus (tons/ha)	8,067	7,504	(7.0)



In 9M2017, Lonsum nucleus FFB production increased 16.1% yoy to 946,418 tons as a result of strong recovery post El Nino impact in 2016. In line with this, FFB processed increased 12.2% yoy to 1,261,603 tons which led to Lonsum's CPO production increase by 13.5% yoy to 288,205 tons. PK production increased 17.3% yoy to 78,848 tons.

Produksi TBS inti Lonsum pada 9M2017 naik 16,1% yoy menjadi 946.418 ton akibat kuatnya pemulihan setelah dampak El Nino yang terjadi pada tahun 2016. Seiring dengan ini maka TBS yang diproses naik 12,2% yoy menjadi 1.261.603 ton sehingga mendorong kenaikan produksi CPO sebesar 13,5% yoy menjadi 288.205 ton. Produksi PK naik 17,3% yoy menjadi 78.848 ton.

FFB yield-nucleus was at 11.0 tons/ha while CPO and PK extraction rate were at 22.8% and 6.2%, respectively in 9M2017.

Produktivitas TBS inti tercatat 11,0 ton/ha sementara itu rendemen CPO dan PK masing-masing sebesar 22,8% dan 6,2% pada 9M2017.

In 9M2017, rubber production was down 7.0% yoy to 7,504 tons.

Produksi karet pada 9M2017 turun 7,0% yoy menjadi 7.504 ton.

Hectare Statement (Pernyataan Hektar)

Total nucleus planted area as of 30 September 2017 was 114,419 hectares of which 83% was planted with oil palm, 14% was planted with rubber and the remaining 3% was planted with other crops, mainly tea and cocoa. Lonsum's immature planted area for oil palm and rubber plantation were 8,954 hectares and 2,729 hectares, respectively.

Total area tertanam kebun inti pada tanggal 30 September 2017 mencapai 114.419 hektar dimana 83% ditanami kelapa sawit, 14% ditanami karet dan sisanya sebesar 3% ditanami oleh tanaman lain, terutama teh dan kakao. Lonsum masih memiliki area tertanam belum menghasilkan untuk kelapa sawit dan karet masing-masing seluas 8.954 hektar dan 2.729 hektar.

NUCLEUS Planted Area	December 2016			September 2017		
	Mature	Immature	Total (ha)	Mature	Immature	Total (ha)
Oil Palm	83,056	11,576	94,632	85,717	8,954	94,671
Rubber	13,127	3,354	16,481	13,372	2,729	16,101
Others	2,350	998	3,348	2,658	989	3,647
Total Planted Area	98,533	15,928	114,461	101,747	12,672	114,419

Per September 2017, planted oil palm plasma area is 31,442 ha

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Financial Highlight (Tinjauan Kinerja Keuangan)

Profit & Loss (Rp Billion unless otherwise stated)	9M 2016	9M 2017	Δ	Laba & Rugi (Rp Miliar kecuali dinyatakan lain)
Sales	2,617.6	3,574.9	36.6%	Penjualan
Gross Profit	647.6	1,045.2	61.4%	Laba Bruto
Gross Margin	24.7%	29.2%		Marjin Laba Bruto
Operating Profit	400.4	790.7	97.5%	Laba Usaha
Operating Margin	15.3%	22.1%		Marjin Laba Usaha
Profit for the Period	272.1	639.7	135.1%	Laba Periode Berjalan
Net Margin	10.4%	17.9%		Marjin Laba Periode Berjalan
Profit for the period attributable to owners of the parent	272.3	639.5	134.8%	Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk
Basic EPS attributable to the owners of the parent (full amount)	40	94	135.0%	Laba per saham yang dapat diatribusikan kepada pemilik entitas induk (angka penuh)
EBITDA	638.3	1,079.8	69.2%	EBITDA
EBITDA Margin	24.4%	30.2%		Marjin EBITDA

Financial Position (Rp Billion)	31 Dec 2016	30 Sep 2017
TOTAL ASSETS	9,459.1	9,786.6
Cash & Cash Equivalents	1,140.6	1,486.1
TOTAL LIABILITIES	1,813.1	1,741.1
EQUITY	7,646.0	8,045.5

ENDING FX RATE (Rp/USD) **13,436** **13,492**

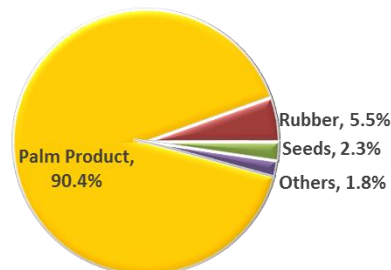
Lonsum sales in 9M2017 reached Rp3.57 trillion, up 36.6% yoy mainly due to higher sales from both palm products (CPO and PK) and rubber. Palm products contributed around 91% from total sales, followed by rubber and oil palm seeds with around 6% and 2% respectively.

Lonsum's gross profit increased 61.4% yoy to Rp1.05 trillion mainly attributable to higher sales volume and ASP from palm products and rubber. Accordingly, operating profit also increased 97.5% yoy to Rp790.7 billion. Net profit attributable to owners of the parent jumped 134.8% yoy to Rp639.5 billion with earning per share of Rp94.

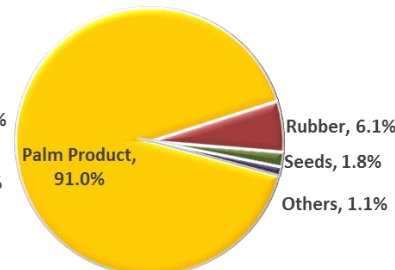
Net operating cash flow improved to Rp1.04 trillion compared to Rp533.2 billion at the same period last year. Cash position stood at Rp1.49 trillion at the end of 9M2017. Lonsum maintained its net cash position in this period.

	Sales (Rp Billion)			Volume (tons / 000 seeds)		
	9M 2016	9M 2017	Δ	9M 2016	9M 2017	Δ
Palm Product	2,365.2	3,252.5	37.5%			
CPO	1,945.3	2,641.4	35.8%	258,274	318,451	23.3%
PK	419.9	611.2	45.6%	65,599	84,372	28.6%
Rubber	142.9	219.7	53.7%	7,606	8,249	8.5%
OP Seeds	60.1	64.8	7.8%	5,709	6,973	22.1%
Others	49.3	37.9	-23.1%			
Total	2,617.6	3,574.9	36.6%			

9M 2016 Sales Mix
Rp2,617.6 bn



9M 2017 Sales Mix
Rp3,574.9 bn



Penjualan Lonsum pada 9M2017 mencapai Rp3,57 triliun, naik 36,6% yoy terutama disebabkan kenaikan penjualan dari produk sawit (CPO dan PK) dan karet. Kontribusi produk sawit terhadap total penjualan mencapai sekitar 91% diikuti oleh karet sekitar 6% dan benih bibit sawit sekitar 2%.

Laba bruto Lonsum naik 61,4% yoy menjadi Rp1,05 triliun yang sebagian besar didukung oleh kenaikan volume penjualan dan harga jual rata-rata dari produk sawit dan karet. Hal ini turut berkontribusi pada laba usaha yang naik 97,5% yoy menjadi Rp790,7 miliar. Laba bersih yang diatribusikan kepada pemilik entitas induk pada periode ini meningkat 134,8% yoy mencapai Rp639,5 miliar dengan laba per saham mencapai Rp94.

Kas bersih dari kegiatan operasi naik menjadi Rp1,04 triliun dibandingkan dengan Rp533,2 miliar pada periode yang sama tahun lalu. Posisi kas dan setara kas pada akhir periode 9M2017 mencapai Rp1,49 triliun. Lonsum mempertahankan posisi kas bersih pada periode ini.