



LONSUM

# PT PP London Sumatra Indonesia Tbk

## Ikhtisar 1Q2019 Highlights

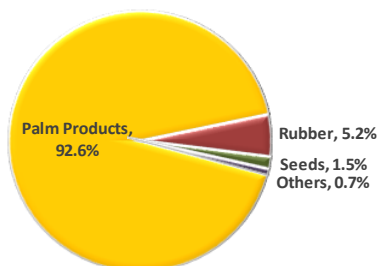
April 30, 2019

Profit or Loss Highlights (Rp billion)	1Q 2019	1Q 2018	Δ
Sales	927.9	868.3	6.9%
Gross Profit	135.9	202.2	(32.8%)
Gross Profit Margin	14.6%	23.3%	
Operating Profit	30.9	122.0	(74.7%)
Operating Profit Margin	3.3%	14.1%	
Profit for the Year	38.1	115.7	(67.1%)
Profit for the Year Margin	4.1%	13.3%	
Attributable Profit	38.6	116.0	(66.7%)
EPS	6	17	(64.7%)
EBITDA	131.1	223.6	(41.4%)
EBITDA Margin	14.1%	25.8%	

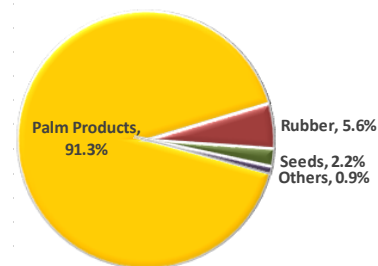
Financial Position (Rp billion)	31 Mar 2019	31 Dec 2018
Total Assets	10,325.2	10,037.3
Cash & Cash Equivalents	1,585.6	1,663.5
Total Liabilities	1,956.2	1,705.2
Total Equity	8,369.0	8,332.1

Oil Palm Production Highlights	1Q 2019	1Q 2018	Δ
FFB Nucleus	341,471	307,790	10.9%
FFB Yield - Nucleus (tonnes/ha)	3.9	3.5	
FFB Processed	409,247	381,582	7.3%
CPO (Crude Palm Oil)	95,801	88,843	7.8%
CPO Extraction Rate	23.4%	23.3%	
CPO Yield - Nucleus (tonnes/ha)	0.9	0.8	
PK (Palm Kernel)	26,845	23,760	13.0%
PK Extraction Rate	6.6%	6.2%	
PK Yield - Nucleus (tonnes/ha)	0.3	0.2	

### 1Q 2019 Sales Mix Rp927.9 bn



### 1Q 2018 Sales Mix Rp868.3 bn



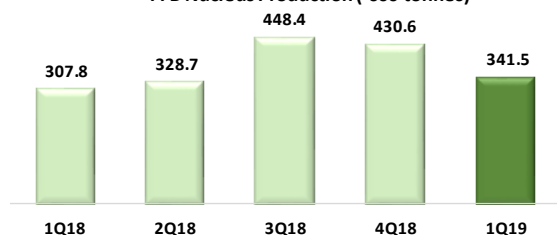
Sales Volume (tonnes/ 000 seeds)	Sales Volume (tonnes/ 000 seeds)		
	1Q 2019	1Q 2018	Δ
CPO	109,416	80,173	36.5%
PK Products - PK, PKO, PKE	28,335	23,426	21.0%
Rubber	2,319	2,248	3.2%
OP Seeds	1,661	2,444	(32.0%)

Nucleus Planted Area (ha)	Nucleus Planted Area (ha)	
	31 Mar 2019	31 Dec 2018
Total Planted Area	116,241	115,904
Oil Palm	96,230	96,039
Mature	87,662	87,277
Immature	8,568	8,762
Rubber	15,947	15,827
Others (mainly cocoa, tea)	4,064	4,038

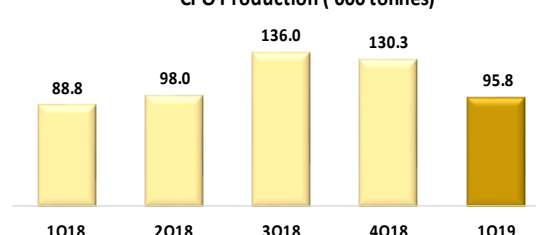
As of 31 Mar 2019, plasma oil palm planted area reached 31,525 ha

All figures shown in this page are subject to rounding effect

### FFB Nucleus Production ('000 tonnes)



### CPO Production ('000 tonnes)



### Highlights:

- In 1Q2019, Lonsum's FFB nucleus production rose 10.9% yoy to 341,471 tonnes and CPO production rose 7.8% yoy to 95,801 tonnes.
- Lonsum's sales increased 6.9% yoy primarily due to strong sales volume growth of palm products (CPO & PK products), but this was partly offset by lower ASP of palm products and rubber.
- Lonsum recorded lower profit in 1Q2019, mainly due to lower ASP of palm products and rubber.
- Lonsum maintained solid financial position with cash amounted to Rp1.59 trillion and no funded debt in 1Q2019.

### Ikhtisar:

- Pada 1Q2019, produksi TBS inti Lonsum meningkat 10,9% yoy menjadi 341.471 ton dan produksi CPO meningkat 7,8% yoy menjadi 95.801 ton.
- Penjualan Lonsum meningkat 6,9% yoy terutama seiring pertumbuhan volume penjualan yang kuat dari produk sawit (CPO & produk PK), namun hal ini sebagian diimbangi oleh penurunan harga jual rata-rata produk sawit dan karet.
- Lonsum mencatat penurunan laba pada 1Q2019, terutama seiring dengan penurunan harga jual rata-rata produk sawit dan karet.
- Lonsum mempertahankan posisi keuangan yang solid dengan saldo kas sebesar Rp1,59 triliun dan tidak adanya pendanaan melalui hutang pada 1Q2019.