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LONSUM

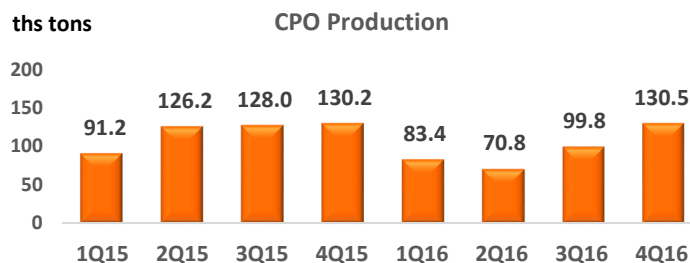
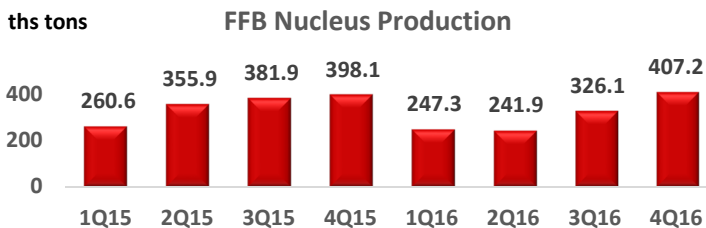
PT PP London Sumatra Indonesia Tbk

Financial and Operational Highlight FY 2016

1st March 2017

Operational Highlights (Tinjauan Operasional)

Production Volume (tons)	FY2015	FY2016	Δ %
FFB Nucleus			
TBS Inti	1,396,565	1,222,477	(12.5)
FFB Yield - Nucleus (tons/ha)			
Produktivitas TBS Inti (ton/ha)	17.8	14.7	
FFB Processed			
TBS yang diproses	2,073,686	1,710,928	(17.5)
CPO (Crude Palm Oil)			
CPO Extraction Rate	22.9%	22.5%	(19.2)
CPO Yield - Nucleus (tons/ha)	4.1	3.4	
PK (Palm Kernel)			
PK Extraction Rate	6.0%	6.0%	(16.4)
PK Yield - Nucleus (tons/ha)	1.1	0.9	
Rubber			
Rubber Yield - Nucleus (tons/ha)	11,718	10,796	(7.9)



Lonsum nucleus FFB production reached 1,222,477 tons at the end of FY 2016 or 12.5% decline compare to 1,396,565 tons in FY 2015. The decline in production was due to the impact of El Nino which occurred in 2015 that affect the FFB production during most time of the year.

Produksi TBS inti Lonsum pada tahun 2016 mencapai 1.222.477 ton atau mengalami 12,5% penurunan apabila dibandingkan dengan 1.396.565 ton pada tahun 2015. Penurunan produksi yang terjadi sepanjang tahun disebabkan dampak El-Nino yang terjadi pada tahun 2015.

As a result of lower FFB nucleus and plasma, FFB processed decreased 17.5% to 1,710,928 tons from 2,073,686 tons. Therefore, CPO produced also declined by 19.2% to 384,535 tons and PK produced declined by 16.4% to 103,234 tons. Despite lower production, OER and PK Extraction rate remain stable at 22.5% and 6.0% respectively. Rubber production declined by 7.9% to 10,796 tons from 11,718 ton in FY 2015. The decline in rubber production was due to lower productivity in our estates.

Akibat lebih rendahnya produksi TBS inti dan plasma, TBS yang diproses turun 17,5% menjadi 1.710.928 ton dari 2.073.686 ton. Sehingga, produksi CPO juga turun 19,2% menjadi 384.535 ton dan inti sawit turun 16,4% menjadi 103.234 ton. Walaupun terjadi penurunan produksi, tingkat rendemen minyak sawit dan inti sawit relatif stabil berada level 22,5% dan 6,0%. Produksi karet turun 7,9% menjadi 10.796 ton dari 11.718 ton pada tahun 2015. Penurunan produksi karet dikarenakan berkurangnya produktivitas kebun kami.

Hectare Statement (Pernyataan Hektar)

Total planted area as of December 2016 was 114,461 ha which 83% from the area was palm oil, 14% was rubber, and the remaining was other crops, mainly cocoa and tea. During the year, total oil palm new planting was 625 ha, oil palm replanting was 280 ha, and rubber replanting was 29 ha.

Total area tertanam pada Desember 2016 mencapai 114.461 ha dimana 83% dari area tertanam merupakan tanaman kelapa sawit, 14% tanaman karet, dan sisanya merupakan tanaman lain, terutama kakao dan teh. Selama tahun 2016, total penanaman baru kelapa sawit mencapai 625 ha, penanaman kembali kelapa sawit mencapai 280 ha serta penanaman kembali karet sekitar 29 ha.

NUCLEUS Planted Area	December 2015			December 2016		
	Mature	Immature	Total (ha)	Mature	Immature	Total (ha)
Oil Palm	78,656	15,363	94,019	83,056	11,576	94,632
Rubber	12,984	3,944	16,929	13,127	3,354	16,481
Others	2,353	807	3,160	2,350	998	3,348
Total Planted Area	93,993	20,114	114,107	98,533	15,928	114,461

Per Dec 2016, Plasma planted area is 35,453 ha: 91% is Oil Palm, 9% is Rubber.

