



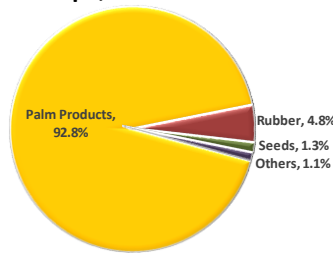
PT PP London Sumatra Indonesia Tbk

Ikhtisar 9M2020 Highlights

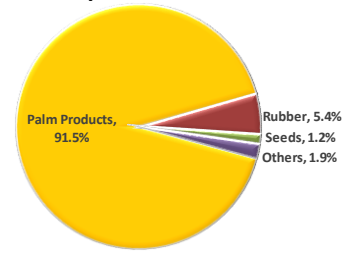
Nov 30, 2020

Profit or Loss Highlights (Rp billion)	9M 2020	9M 2019	Δ
Sales	2,277.6	2,586.2	(11.9%)
Gross Profit	487.0	293.9	65.7%
Gross Profit Margin	21.4%	11.4%	
Operating Profit	297.9	35.4	741.5%
Operating Profit Margin	13.1%	1.4%	
Profit for the Period	276.7	51.4	438.3%
Attributable Profit	277.1	52.5	427.8%
Attributable Profit Margin	12.2%	2.0%	
EPS	41	8	412.5%
Core Profit	390.1	64.8	502.0%
EBITDA	631.4	328.0	92.5%
EBITDA Margin	27.7%	12.7%	

9M2020 Sales Mix
Rp2,277.6 bn



9M2019 Sales Mix
Rp2,586.2 bn



Financial Position Highlights (Rp billion)	30 Sep 2020	31 Dec 2019
Total Assets	10,541.5	10,225.3
Cash & Cash Equivalents	1,685.7	1,131.6
Total Liabilities	1,879.9	1,726.8
Total Equity	8,661.5	8,498.5

Sales Volume (MT)	9M 2020	9M 2019	Δ
CPO	221,916	301,955	(26.5%)
PK and PK related products*	61,581	83,802	(26.5%)
Rubber	5,344	6,445	(17.1%)
OP Seeds ('000 seeds)	3,315	3,560	(6.9%)

*Mainly PKO&PKE

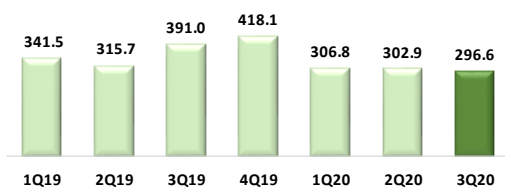
Oil Palm Production Highlights (MT)	9M 2020	9M 2019	Δ
FFB	1,008,964	1,255,080	(19.6%)
FFB Nucleus	906,357	1,048,222	(13.5%)
FFB External	102,607	206,858	(50.4%)
CPO (Crude Palm Oil)	227,355	286,350	(20.6%)
CPO Extraction Rate	22.7%	23.0%	
PK (Palm Kernel)	62,741	80,324	(21.9%)
PK Extraction Rate	6.3%	6.5%	

Nucleus Planted Area (hectares)	30 Sep 2020	31 Dec 2019
Total Planted Area	115,676	115,665
Oil Palm	95,662	95,637
Mature	86,242	85,737
Immature	9,420	9,900
Rubber	15,921	15,945
Others (mainly cocoa, tea)	4,093	4,083

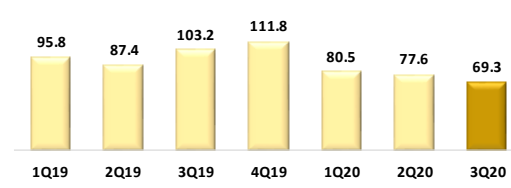
As of 30 September 2020, plasma oil palm planted area reached 31,621 hectares

All figures shown in this page are subject to rounding effect

FFB Nucleus Production ('000 tonnes)



CPO Production ('000 tonnes)



Highlights:

- In 9M2020, FFB nucleus production declined 13.5% yoy to 906,357 tonnes. In line with lower FFB nucleus and external production, CPO production declined 20.6% yoy to 227,355 tonnes.
- As a result of lower production, CPO sales volume declined 26.5% yoy to 221,916 tonnes while PK and PK related products sales volume declined 26.5% yoy to 61,581 tonnes.
- Lonsum recorded sales of Rp2.28 trillion, declined 11.9% yoy mainly due to lower sales volume of palm products (CPO, PK and PK related products) and rubber, but this was partly offset by higher average selling prices (ASP) of palm products. In 9M2020, CPO and PK ASP increased 24% yoy, respectively.
- Lonsum reported gross profit Rp487 billion (+65.7% yoy), operating profit Rp297.9 billion (+741.5% yoy) and EBITDA Rp631.4 billion (+92.5% yoy) in 9M2020.
- In 9M2020, Lonsum's profit for the period attributable to owners of the parent increased 427.8% yoy to Rp277.1 billion mainly due to higher ASP of palm products, lower cost of goods sold, forex gain and lower general & administrative expenses which partly offset by loss from change in fair value of biological assets. Core profit increased 502.0% yoy to Rp390.1 billion in 9M2020.
- Lonsum maintained its healthy financial position with total asset Rp10.54 trillion including cash and cash equivalents of Rp1.69 trillion and no funded debt as of September 30, 2020.

Ikhtisar:

- Pada 9M2020, produksi TBS inti turun 13,5% yoy menjadi 906.357 ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 20,6% yoy menjadi 227.355 ton.
- Seiring penurunan produksi, volume penjualan CPO turun 26,5% yoy menjadi 221.916 ton dan volume penjualan PK dan produk turunan PK turun 26,5% yoy menjadi 61.581 ton.
- Lonsum mencatat penjualan sebesar Rp 2,28 triliun, turun 11,9% yoy terutama karena penurunan volume penjualan produk sawit (CPO, PK dan produk turunan PK) dan karet, tetapi sebagian diimbangi peningkatan harga jual rata-rata (ASP) produk sawit. Pada 9M2020, ASP CPO dan PK naik masing-masing 24% yoy.
- Lonsum mencatat laba bruto sebesar Rp487 miliar (+65,7% yoy), laba usaha Rp297,9 miliar (+741,5% yoy) dan EBITDA Rp631,4 miliar (+92,5% yoy) pada 9M2020.
- Pada 9M2020, laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 427,8% yoy menjadi Rp277,1 miliar terutama seiring kenaikan ASP produk sawit, penurunan beban pokok penjualan, laba selisih kurs dan penurunan beban umum & administrasi dimana sebagian diimbangi oleh rugi yang timbul dari perubahan nilai wajar aset biologis. Core profit meningkat 502,0% yoy menjadi Rp390,1 miliar pada 9M2020.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp10,54 triliun termasuk posisi kas dan setara kas Rp1,69 triliun dan dengan tidak adanya pendanaan melalui hutang (*funded debt*) pada tanggal 30 September 2020.

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