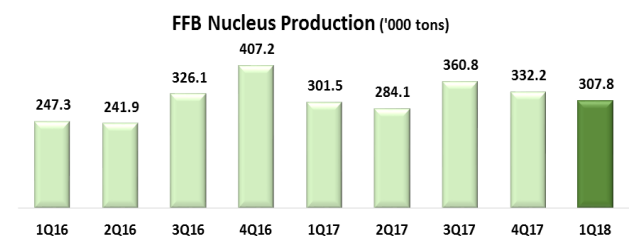


Profit or Loss Highlights (Rp bn)	1Q 2017 ¹	1Q 2018	Δ
Sales	1,463.8	868.3	(40.7%)
Gross Profit	516.4	202.2	(60.8%)
Gross Margin	35.3%	23.3%	
Operating Profit	400.9	122.0	(69.6%)
Operating Margin	27.4%	14.1%	
Profit for the period	328.2	115.7	(64.7%)
Profit for the period Attributable to Owners of the Parent	327.7	116.0	(64.6%)
EPS	48	17	(64.6%)
EBITDA	494.8	223.6	(54.8%)
EBITDA Margin	33.8%	25.8%	

1) Restated

Financial Position (Rp Billion)	31 Dec 2017	31 Mar 2018
Total Assets	9,852.7	10,247.9
Cash & Cash Equivalents	1,633.5	1,951.6
Total Liabilities	1,622.2	1,917.0
Total Equity	8,230.4	8,330.9

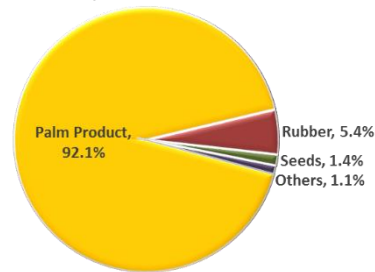
Oil Palm Production Highlights	1Q 2017	1Q 2018	Δ
FFB Nucleus	301,518	307,790	2.1%
FFB Yield - Nucleus (tons/ha)	3.6	3.5	
FFB Processed	419,623	381,582	(9.1%)
CPO (Crude Palm Oil)	95,079	88,843	(6.6%)
CPO Extraction Rate	22.7%	23.3%	
CPO Yield - Nucleus (tons/ha)	0.8	0.8	
PK (Palm Kernel)	26,567	23,760	(10.6%)
PK Extraction Rate	6.3%	6.2%	
PK Yield - Nucleus (tons/ha)	0.2	0.2	



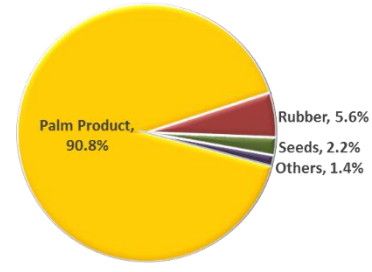
Highlights:

- In 1Q2018, Lonsum recorded lower sales and profit mainly due to lower sales volume and average selling prices of palm products (CPO & PK) and rubber.
- FFB nucleus production increased 2.1% yoy to 307,790 tons in 1Q2018.
- Lonsum recorded higher cash and cash equivalents to around Rp1.95 trillion, primarily contributed from net cash from operating activities.
- Lonsum maintained solid financial position with net cash position and no funded debt in 1Q2018.

1Q 2017 Sales Mix Rp1,463.8 bn



1Q 2018 Sales Mix Rp868.3bn

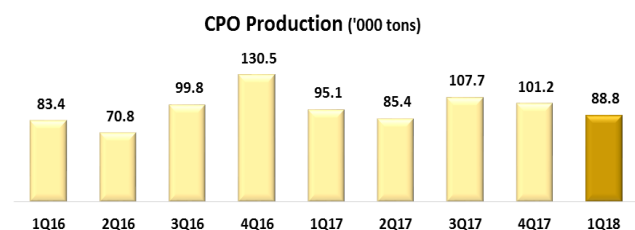


Sales Volume (tons/ 000 seeds)	1Q 2017	1Q 2018	Δ
CPO	120,099	80,173	(33.2%)
PK	30,929	23,426	(24.3%)
Rubber	2,797	2,248	(19.6%)
OP Seeds	2,102	2,544	21.0%

Nucleus Planted Area (ha)	31-Dec-17	31-Mar-18
Total Planted Area	115,695	115,264
Oil Palm	95,622	95,304
Mature	85,717	87,046
Immature	9,905	8,258
Rubber	16,235	16,112
Others (mainly cocoa, tea)	3,838	3,848

As of 31 March 2018, plasma oil palm planted area reached 31,442 ha

All figures shown in this page are subject to rounding effect



Ikhtisar:

- Pada 1Q2018, Lonsum mencatat penurunan penjualan dan laba terutama seiring penurunan volume penjualan dan harga jual rata-rata produk sawit (CPO & K) serta karet.
- Produksi TBS inti meningkat 2,1% yoy menjadi 307.790 ton pada 1Q2018.
- Lonsum mencatat kenaikan posisi kas dan setara kas menjadi sekitar Rp1,95 triliun, terutama dikontribusikan dari kas neto yang berasal dari aktivitas operasi.
- Lonsum mempertahankan posisi keuangan yang solid dengan posisi kas bersih dan tidak adanya pendanaan melalui hutang pada 1Q2018.