



PT PP London Sumatra Indonesia Tbk

Ikhtisar 9M2019 Highlights

Oct 31, 2019

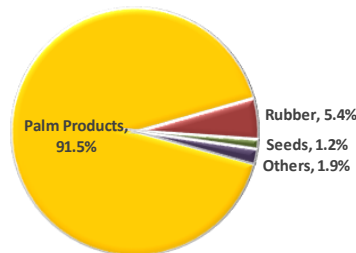
Profit or Loss Highlights (Rp billion)	9M 2019	9M 2018	Δ
Sales	2,586.2	2,873.8	(10.0%)
Gross Profit	293.9	590.9	(50.3%)
Gross Profit Margin	11.4%	20.6%	
Operating Profit	35.4	390.5	(90.9%)
Operating Profit Margin	1.4%	13.6%	
Profit for the Period	51.4	343.5	(85.0%)
Attributable Profit	52.5	344.7	(84.8%)
Attributable Profit Margin	2.0%	12.0%	
EBITDA	328.0	688.4	(52.4%)
EBITDA Margin	12.7%	24.0%	
EPS	8	51	(84.3%)

Financial Position Highlights (Rp billion)	30 Sep 2019	31 Dec 2018
Total Assets	10,209.8	10,037.3
Cash & Cash Equivalents	1,434.8	1,663.5
Total Liabilities	1,958.8	1,705.2
Total Equity	8,250.9	8,332.1

Oil Palm Production Highlights ('000 MT)	9M 2019	9M 2018	Δ
FFB Nucleus	1,048,222	1,084,942	(3.4%)
FFB Yield - Nucleus (tonnes/ha)	12.2	12.4	
FFB Processed	1,244,432	1,404,689	(11.4%)
CPO (Crude Palm Oil)	286,350	322,847	(11.3%)
CPO Extraction Rate	23.0%	23.0%	
CPO Yield - Nucleus (tonnes/ha)	2.8	2.8	
PK (Palm Kernel)	80,324	86,651	(7.3%)
PK Extraction Rate	6.5%	6.2%	
PK Yield - Nucleus (tonnes/ha)	0.8	0.8	

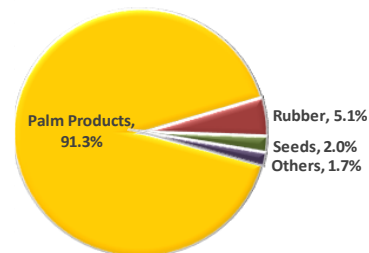
9M 2019 Sales Mix

Rp2,586.2 bn



9M 2018 Sales Mix

Rp2,873.8 bn



Sales Volume (MT)	9M 2019	9M 2018	Δ
CPO	301,955	290,940	3.8%
PK and PK related products*	83,802	76,899	9.0%
Rubber	6,445	6,790	(5.1%)
OP Seeds ('000 seeds)	3,560	7,391	(51.8%)

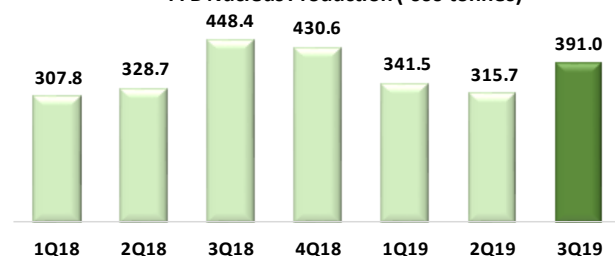
*Mainly PKO&PKE

Nucleus Planted Area (hectares)	30 Sep 2019	31 Dec 2018
Total Planted Area	113,979	115,904
Oil Palm	94,025	96,039
Mature	85,748	87,277
Immature	8,277	8,762
Rubber	15,896	15,827
Others (mainly cocoa, tea)	4,058	4,038

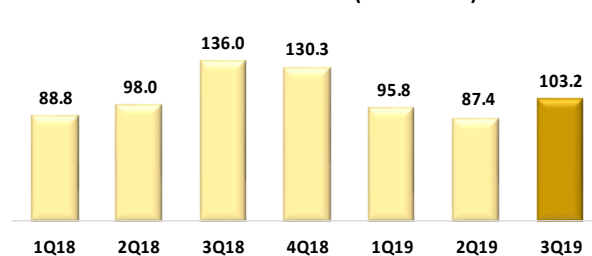
As of 30 Sep 2019, plasma oil palm planted area reached 31,615 hectares

All figures shown in this page are subject to rounding effect

FFB Nucleus Production ('000 tonnes)



CPO Production ('000 tonnes)



Highlights:

- In 9M2019, FFB nucleus production declined 3.4% yoy to 1,048,222 tonnes. In line with lower FFB nucleus and external production, CPO production declined 11.3% yoy to 286,350 tonnes.
- Lonsum recorded lower sales and profitability mainly due to lower average selling prices of palm products (CPO, PK and PK related products) despite higher sales volume of palm products. In 9M2019, CPO and PK ASP declined 12% yoy and 45% yoy, respectively.
- CPO sales volume rose 3.8% yoy to 301,955 tonnes whereas PK and PK related products sales volume increased 9.0% yoy to 83,802 tonnes, respectively.
- Lonsum recorded Rp1.43 trillion of cash and cash equivalents and maintained financial position with no funded debt in 9M2019.

Ikhtisar:

- Pada 9M2019, produksi TBS inti turun 3,4% yoy menjadi 1.048.222 ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 11,3% yoy menjadi 286.350 ton.
- Lonsum mencatat penurunan penjualan dan laba terutama seiring penurunan harga rata-rata produk sawit (CPO, PK dan produk turunan PK), walaupun terdapat kenaikan volume penjualan produk sawit. Pada 9M2019, harga jual rata-rata CPO dan PK turun 12% yoy dan 45% yoy.
- Volume penjualan CPO meningkat 3,8% yoy menjadi 301.955 ton sementara itu volume penjualan PK dan produk turunan PK meningkat 9,0% yoy menjadi 83.802 ton.
- Lonsum mencatat posisi kas dan setara kas sebesar Rp1,43 triliun, dan mempertahankan posisi keuangan dengan tidak adanya pendanaan melalui hutang pada 9M2019.