

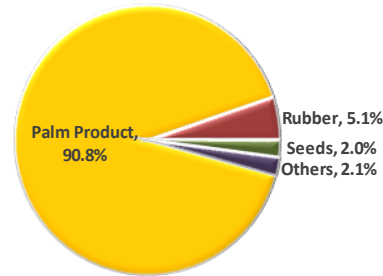
Profit or Loss Highlights (Rp billion)	9M2018	9M 2017 ¹	Δ
Sales	2,873.8	3,574.9	(19.6%)
Gross Profit	590.9	986.7	(40.1%)
Gross Profit Margin	20.6%	27.6%	
Operating Profit	390.5	701.7	(44.3%)
Operating Profit Margin	13.6%	19.6%	
Profit for the Period	343.5	573.0	(40.1%)
Profit for the Period Margin	12.0%	16.0%	
Attributable Profit	344.7	572.8	(39.8%)
EPS	51	84	(39.3%)
EBITDA	688.4	990.9	(30.5%)
EBITDA Margin	24.0%	27.7%	

1) Restated

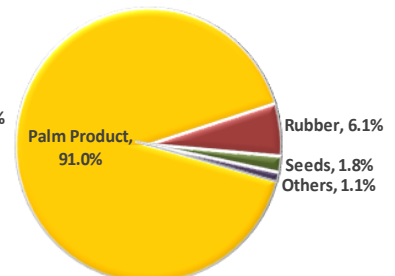
Financial Position (Rp billion)	30 Sep 2018	31 Dec 2017	Δ
Total Assets	10,188.8	9,852.7	
Cash & Cash Equivalents	1,579.7	1,633.5	
Total Liabilities	1,891.8	1,622.2	
Total Equity	8,297.0	8,230.4	

Oil Palm Production Highlights	9M 2018	9M 2017	Δ
FFB Nucleus	1,084,942	946,418	14.6%
FFB Yield - Nucleus (tonnes/ha)	12.4	11.0	
FFB Processed	1,404,689	1,261,603	11.3%
CPO (Crude Palm Oil)	322,847	288,205	12.0%
CPO Extraction Rate	23.0%	22.8%	
CPO Yield - Nucleus (tonnes/ha)	2.8	2.5	
PK (Palm Kernel)	86,651	78,848	9.9%
PK Extraction Rate	6.2%	6.2%	
PK Yield - Nucleus (tonnes/ha)	0.8	0.7	

9M 2018 Sales Mix Rp2,873.8 bn



9M 2017 Sales Mix Rp3,574.9 bn



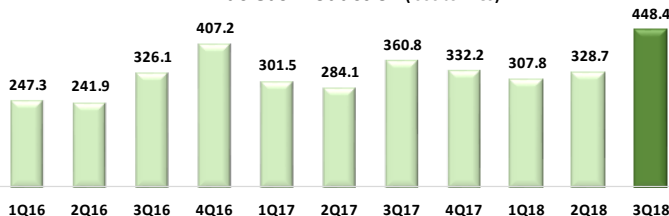
Sales Volume (tonnes/ 000 seeds)			
	9M 2018	9M 2017	Δ
CPO	290,940	318,451	(8.6%)
PK related products	76,899	84,372	(8.9%)
Rubber	6,790	8,249	(17.7%)
OP Seeds	7,391	6,973	6.0%

Nucleus Planted Area (ha)		
	30 Sep 2018	31 Dec 2017
Total Planted Area	115,235	115,695
Oil Palm	95,335	95,622
Mature	87,395	85,717
Immature	7,940	9,905
Rubber	16,009	16,235
Others (mainly cocoa, tea)	3,891	3,838

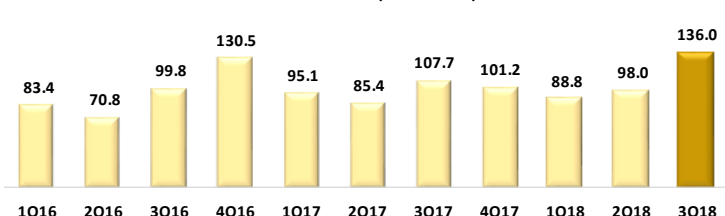
As of 30 Sep 2018, plasma oil palm planted area reached 31,504 ha

All figures shown in this page are subject to rounding effect

FFB Nucleus Production ('000 tonnes)



CPO Production ('000 tonnes)



Highlights:

- FFB nucleus production increased 14.6% yoy to 1,084,942 tonnes in 9M2018 while CPO production increased 12.0% yoy to 322,847 tonnes. A strong production recovery happened in 3Q18 where FFB nucleus and CPO production grew 24.3% and 26.3% yoy, respectively.
- In 9M2018, Lonsum recorded lower sales and profit mainly due to lower average selling prices of palm product (CPO & PK) and rubber and lower sales volume. CPO sales volume was affected by the timing in CPO stock realization.
- Lonsum maintained solid financial position with cash and equivalent amounted Rp1.58 trillion, net cash position and no funded debt in 9M2018.

Ikhtisar:

- Produksi TBS inti meningkat 14,6% yoy menjadi 1.084.942 ton pada 9M2018, sementara itu produksi CPO meningkat 12,0% yoy menjadi 322.847 ton. Pemulihan produksi yang kuat terjadi pada 3Q18 dimana produksi TBS Inti dan CPO naik masing-masing 24,3% dan 26,3% yoy.
- Pada 9M2018, Lonsum mencatat penurunan penjualan dan laba terutama seiring penurunan harga rata-rata produk sawit (CPO & PK) dan karet serta penurunan volume penjualan. Volume penjualan CPO dipengaruhi oleh perbedaan waktu dalam realisasi persediaan CPO.
- Lonsum mempertahankan posisi keuangan yang solid dengan saldo kas dan setara kas sebesar Rp1,58 triliun, posisi kas bersih dan tidak adanya pendanaan melalui hutang pada 9M2018.