



# PT PP London Sumatra Indonesia Tbk

## Ikhtisar FY2018 Highlights

February 28, 2019

Profit or Loss Highlights (Rp billion)	FY2018	FY 2017 <sup>(1)</sup>	Δ
Sales	4,019.8	4,738.0	(15.2%)
Gross Profit	683.0	1,294.2	(47.2%)
Gross Profit Margin	17.0%	27.3%	
Operating Profit	339.7	904.2	(62.4%)
Operating Profit Margin	8.5%	19.1%	
Profit for the Year	329.4	733.2	(55.1%)
Profit for the Year Margin	8.2%	15.5%	
Attributable Profit	331.4	733.3	(54.8%)
EPS	49	108	(54.6%)
EBITDA	738.8	1,296.3	(43.0%)
EBITDA Margin	18.4%	27.4%	

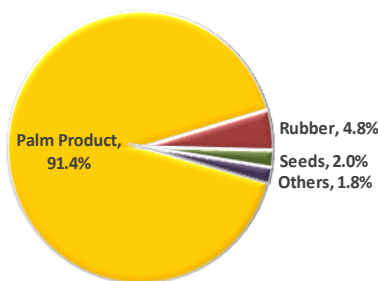
(1) Restated

Financial Position (Rp billion)	31 Dec 2018	31 Dec 2017 <sup>(1)</sup>
Total Assets	10,037.3	9,852.7
Cash & Cash Equivalents	1,663.5	1,633.5
Total Liabilities	1,705.2	1,622.3
Total Equity	8,332.1	8,230.4

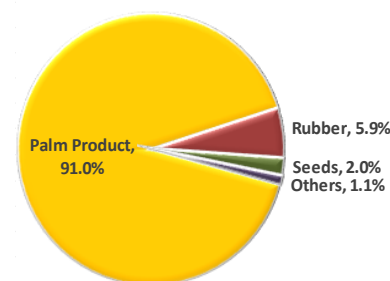
(1) Restated

Oil Palm Production Highlights	FY 2018	FY 2017	Δ
FFB Nucleus	1,515,537	1,278,623	18.5%
FFB Yield - Nucleus (tonnes/ha)	17.4	14.9	
FFB Processed	1,968,077	1,699,648	15.8%
CPO (Crude Palm Oil)	453,168	389,357	16.4%
CPO Extraction Rate	23.0%	22.9%	
CPO Yield - Nucleus (tonnes/ha)	4.0	3.4	
PK (Palm Kernel)	121,260	106,496	13.9%
PK Extraction Rate	6.2%	6.3%	
PK Yield - Nucleus (tonnes/ha)	1.1	0.9	

### FY 2018 Sales Mix Rp4,019.8 bn



### FY 2017 Sales Mix Rp4,738.0 bn

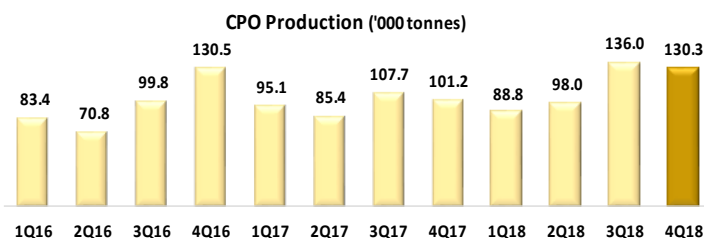
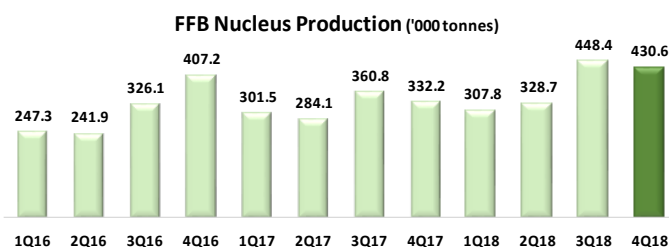


Sales Volume (tonnes/ 000 seeds)			
	FY 2018	FY 2017	Δ
CPO	435,923	422,627	3.1%
PK related products	112,898	110,019	2.6%
Rubber	9,096	11,015	(17.4%)
OP Seeds	10,472	10,450	0.2%

Nucleus Planted Area (ha)		
	31 Dec 2018	31 Dec 2017
Total Planted Area	115,904	115,695
Oil Palm	96,039	95,622
Mature	87,277	85,717
Immature	8,762	9,905
Rubber	15,827	16,235
Others (mainly cocoa, tea)	4,038	3,838

As of 31 Dec 2018, plasma oil palm planted area reached 31,525 ha

All figures shown in this page are subject to rounding effect



### Highlights:

- In FY2018, Lonsum's FFB nucleus production rose 18.5% yoy to 1,515,537 tonnes and CPO production rose 16.4% yoy to 453,168 tonnes. In 4Q18, FFB nucleus and CPO production increased 29.6% yoy and 28.8% yoy, respectively.
- In FY2018, Lonsum recorded lower sales and profit mainly due to lower average selling prices of palm product (CPO & PK) and rubber.
- Lonsum maintained solid financial position with cash amounted to Rp1.66 trillion, net cash position and no funded debt in FY2018.

### Ikhtisar:

- Pada tahun 2018, produksi TBS inti Lonsum meningkat 18,5% yoy menjadi 1.515.537 ton dan produksi CPO meningkat 16,4% yoy menjadi 453.168 ton. Pada 4Q18, produksi TBS inti dan CPO masing-masing meningkat sebesar 29,6% yoy dan 28,8% yoy.
- Pada tahun 2018, Lonsum mencatat penurunan penjualan dan laba terutama seiring penurunan harga rata-rata produk sawit (CPO & PK) dan karet.
- Lonsum mempertahankan posisi keuangan yang solid dengan saldo kas sebesar Rp1,66 triliun, posisi kas bersih dan tidak adanya pendanaan melalui utang pada tahun 2018.