

➤ **Financial & Sales Performance (Kinerja Keuangan & Penjualan)**

| Profit & Loss (Rp Billion)* | 1Q 2011 | 1Q 2010 | Δ % | Laba Rugi (Rp Miliar)* | Sales (Rp Billion) | | | Volume (tons/000 seeds) | | | |
|-----------------------------|---------|---------|-------|--------------------------------|-----------------------------|----------------|--------------|-------------------------|---------|--------|--------|
| | | | | | 1Q 2011 | 1Q 2010 | Δ % | 1Q 2011 | 1Q 2010 | Δ % | |
| Sales | 1,175.8 | 680.2 | 72.9 | Penjualan | Palm Product ⁽¹⁾ | 945.7 | 505.6 | 87.0 | | | |
| Cost of Goods Sold | 551.3 | 355.6 | 55.0 | Beban Pokok Penjualan | CPO | 796.3 | 454.6 | 75.2 | 95,720 | 69,265 | 38.2 |
| Gross Profit | 624.5 | 324.6 | 92.4 | Laba Bruto | PK (PK, PKO & PKC) | 149.3 | 51.1 | 192.5 | 21,605 | 16,060 | 34.5 |
| Gross Margin | 53.1% | 47.7% | | Marjin Laba Bruto | Rubber | 161.2 | 129.9 | 24.1 | 3,440 | 4,843 | (29.0) |
| Operating Expenses | 96.6 | 86.4 | 11.7 | Beban Usaha | Seeds ⁽²⁾ | 60.7 | 37.5 | 61.9 | | | |
| Profit from Operation | 528.0 | 238.2 | 121.6 | Laba Operasi | OP Seeds | 60.6 | 37.4 | 62.1 | 5,801 | 3,443 | 68.5 |
| Operating Margin | 44.9% | 35.0% | | Marjin Laba Operasi | Others | 8.3 | 7.2 | 15.6 | | | |
| Net Income | 394.2 | 167.9 | 134.8 | Laba Bersih | Total | 1,175.8 | 680.2 | 72.9 | | | |
| Net Margin | 33.5% | 24.7% | | Marjin Laba Bersih | | | | | | | |
| Attributable Net Income | 393.9 | 167.9 | 134.6 | Laba Bersih Yang Diatribusikan | | | | | | | |
| EPS | 58.0 | 25.0 | 132.0 | Laba Bersih per Saham | | | | | | | |
| EBITDA | 569.6 | 273.9 | 107.9 | EBITDA | | | | | | | |
| EBITDA Margin | 48.4% | 40.3% | | Marjin EBITDA | | | | | | | |

* Implementation of PSAK No.1 (Presentation of Financial Statements) and PSAK No. 3 (Interim Financial Statements)/
Implementasi PSAK No.1 (Penyajian Laporan Keuangan) dan PSAK No. 3 (Laporan Keuangan Interim)

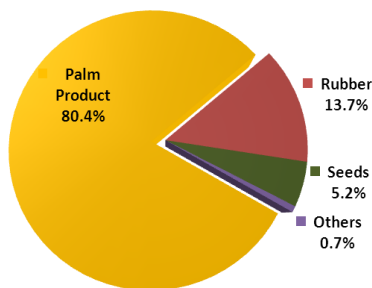
Lonsum achieved an impressive 1Q 2011 result with Attributable Net Income increased 134.6% to Rp393.9 billion in 1Q 2011. Sales increased 72.9% to Rp1.18 trillion, due to improvement in sales volume of palm products and "SumBio" oil palm seeds, and also higher prices of rubber and palm product. CPO sales volume for 1Q 2011 increased 38.2% to 95,720 tons. About 93% of the total CPO sales volume was sold to parent company, PT SIMP, increased from 70% in 1Q 2010; on arms length commercial terms. Palm kernel products sales volume also increased 34.5% to 21,605 tons in 1Q 2011. Rubber sales volume decreased 29.0% to 3,440 tons in 1Q 2011, while oil palm seeds sales volume increased 68.5% from 3.4 million seeds in 1Q 2010 to 5.8 million seeds in 1Q 2011.

Gross Profit improved by 92.4% to Rp624.5 billion, with Gross Margin at 53.1% and Profit from Operation also improved by 121.6% to Rp528.0 billion, with Operating Margin at 44.9%. Overall, Net Income improved by 134.8% to Rp394.2 billion, with Net Margin at 33.5%. Lonsum's EBITDA stood at Rp569.6 billion, which is an increase of 107.9% compared to last year, while EBITDA margin at 48.4%.

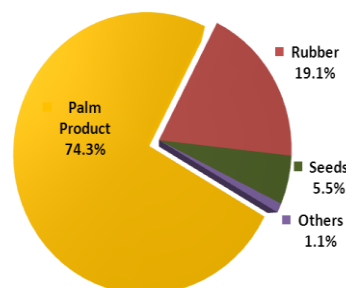
Lonsum mencapai kinerja yang mengesankan pada Kuartal I-2011, dengan Laba Bersih Yang Diatribusikan meningkat sebesar 134,6% menjadi Rp393,9 miliar pada Kuartal I-2011. Penjualan meningkat 72,9% menjadi Rp1,18 triliun, terutama disebabkan oleh peningkatan volume penjualan produk sawit dan bibit sawit "SumBio", serta harga karet dan produk sawit yang lebih tinggi. Volume penjualan CPO pada Kuartal I-2011 meningkat 38,2% menjadi 95.720 ton. Sekitar 93% dari total volume penjualan CPO dijual ke induk perusahaan, PT SIMP, naik dari 70% pada periode yang sama tahun lalu; dengan syarat-syarat dan ketentuan komersial yang wajar. Volume penjualan produk inti sawit naik 34,5% menjadi 21.605 ton pada Kuartal I-2011. Volume penjualan karet turun 29,0% menjadi 3,440 ton pada Kuartal I-2011, sementara volume penjualan bibit sawit mengalami kenaikan sebesar 68,5% dari 3,4 juta bibit pada Kuartal I-2010 menjadi 5,8 juta bibit pada Kuartal I-2011.

Laba Bruto meningkat 92,4% menjadi Rp624,5 miliar, dengan Marjin Laba Bruto sebesar 53,1% dan Laba Operasi juga meningkat 121,6% menjadi Rp528,0 miliar, dengan Marjin Laba Operasi sebesar 44,9%. Secara keseluruhan, Laba Bersih naik 134,8% menjadi Rp394,2 miliar, dengan Marjin Laba Bersih sebesar 33,5%. EBITDA Lonsum sebesar Rp569,6 miliar mengalami kenaikan sebesar 107,9% dibandingkan dengan periode yang sama tahun lalu, dengan Marjin EBITDA sebesar 48,4%.

1Q 2011 Sales Mix



1Q 2010 Sales Mix



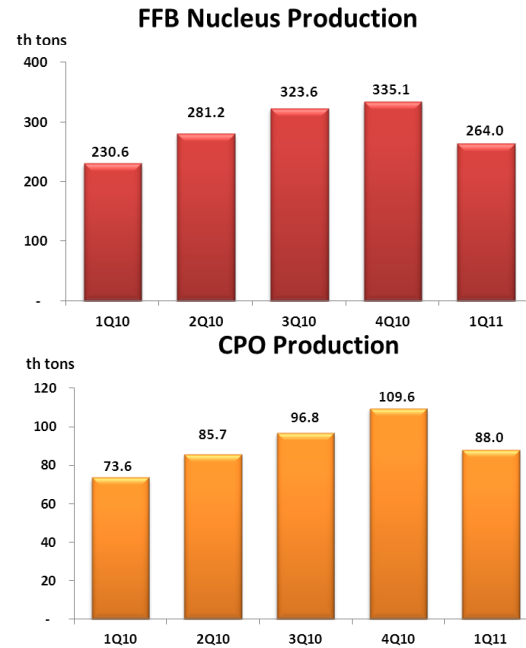
Lonsum maintain both healthy financial and net cash position as of 31 March 2011.

Lonsum mempertahankan posisi keuangan yang sehat dan posisi kas bersih yang positif per 31 Maret 2011.

| Financial Position (Rp Billion) | 31 Mar 2011 | 31 Dec 2010 |
|---------------------------------|-------------|-------------|
| TOTAL ASSETS | 5,998.9 | 5,561.4 |
| Cash & Cash Equivalents | 1,591.1 | 1,160.7 |
| TOTAL LIABILITIES | 1,050.6 | 1,007.3 |
| EQUITY | 4,948.3 | 4,554.1 |

➤ **Operational Highlights (Tinjauan Operasional)**

| Production Volume (tons) | 1Q2011 | 1Q2010 | Δ % |
|---|---------|---------|--------|
| FFB Nucleus | | | |
| <i>TBS Inti</i> | 263,968 | 230,599 | 14.5 |
| FFB Yield - Nucleus (tons/ha) | | | |
| <i>Produktivitas TBS Inti (ton/ha)</i> | 3.8 | 3.5 | |
| FFB Plasma & 3rd Parties | | | |
| <i>TBS Plasma & pihak ketiga</i> | 119,044 | 83,581 | 42.4 |
| FFB Processed | | | |
| <i>TBS yang diproses</i> | 382,005 | 313,691 | 21.8 |
| CPO (Crude Palm Oil) | | | |
| <i>CPO Extraction Rate</i> | 23.0% | 23.5% | |
| <i>CPO Yield - Nucleus (tons/ha)</i> | 0.9 | 0.8 | |
| PK (Palm Kernel) | | | |
| <i>PK Extraction Rate</i> | 5.6% | 6.0% | |
| <i>PK Yield - Nucleus (tons/ha)</i> | 0.2 | 0.2 | |
| Rubber | | | |
| <i>Rubber Yield - Nucleus (tons/ha)</i> | 0.3 | 0.3 | (26.2) |
| Cocoa | | | |
| <i>Tea</i> | 88 | 82 | 7.7 |
| <i>Tea</i> | 282 | 396 | (28.9) |



Lonsum's CPO production volume in 1Q 2011 improved by 19.6% to 88,004 tons and palm kernel production improved by 13.0% to 21,291 tons comparing to the same period last year.

Produksi CPO Lonsum pada Kuartal I-2011 meningkat 19,6% menjadi 88.004 ton dan produksi inti sawit meningkat 13,0% menjadi 21.291 ton dibandingkan dengan periode yang sama tahun lalu.

Lonsum's FFB harvested from nucleus stood at 263,968 tons in 1Q 2011, an increase of 14.5% compared to 230,599 tons last year. FFB purchased from plasma and 3rd parties increased 42.4% to 119,044 tons, while total FFB processed increased 21.8% to 382,005 tons in 1Q 2011. Nucleus FFB yield increased from 3.5 tons/ha to 3.8 tons/ha in 1Q 2011. Oil extraction rate (OER) and Kernel extraction rate (KER) stood at 23.0% and 5.6%, respectively.

Hasil panen TBS inti Lonsum sebesar 263.968 ton pada Kuartal I-2011, dibandingkan dengan 230.599 ton pada tahun lalu meningkat 14,5%. TBS yang dibeli dari plasma dan pihak ketiga naik 42,4% menjadi 119.044 ton, sedangkan total TBS yang diproses naik 21,8% menjadi 382.005 ton pada Kuartal I-2011. Hasil panen inti naik dari 3,5 ton/ha menjadi 3,8 ton/ha pada Kuartal I-2011. Rendemen minyak sawit (OER) dan rendemen inti sawit (KER) yaitu masing-masing sebesar 23,0% dan 5,6%.

Nucleus rubber harvested relatively flat compared to last year, but due to less crop purchased from plasma & 3rd parties, the finished goods rubber production decreased 26.2% to 4,203 tons in 1Q 2011.

Hasil panen inti karet relatif sama dengan tahun lalu, tetapi karena penurunan pembelian bokr dari plasma dan pihak ketiga, produksi karet turun 26,2% menjadi 4.203 ton pada Kuartal I-2011.

➤ **Hectare Statement (Pernyataan Hektar)**

By the end of March 2011, the total planted area for nucleus was 99,779 ha, of which 79% planted with oil palm, 18% rubber and the balance coming from other crops. Management has implemented a new block management system in 2011 for more effective control; and as part of the implementation process, management has re-measured the block net planted area. The re-measurement will not impact the crop production.

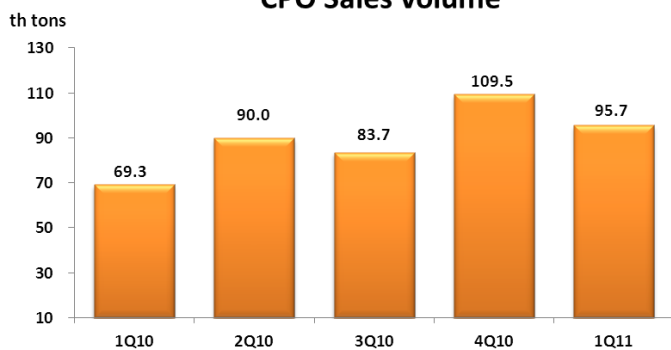
Pada akhir bulan Maret 2011, total area inti yang dikelola adalah 99.779 ha, dengan komposisi 79% ditanami kelapa sawit, 18% karet dan sisanya adalah tanaman lain. Pada tahun 2011, manajemen telah mengimplementasikan sistem manajemen blok yang baru untuk kontrol yang lebih efektif; dan sebagai bagian dari proses implementasi, manajemen telah mengukur ulang area tertanam bersih untuk masing-masing blok. Pengukuran ulang tersebut tidak akan mempengaruhi hasil produksi tanaman.

| NUCLEUS Planted Area | Mar 2011 | | | Dec 2010 | | |
|---------------------------|---------------|---------------|---------------|---------------|---------------|----------------|
| | Mature | Immature | Total (ha) | Mature | Immature | Total (ha) |
| Oil Palm | 69,140 | 9,312 | 78,452 | 68,583 | 11,789 | 80,372 |
| Rubber | 13,693 | 3,910 | 17,603 | 13,147 | 4,472 | 17,619 |
| Others | 3,364 | 360 | 3,724 | 3,199 | 515 | 3,714 |
| Total Planted Area | 86,197 | 13,582 | 99,779 | 84,929 | 16,776 | 101,705 |

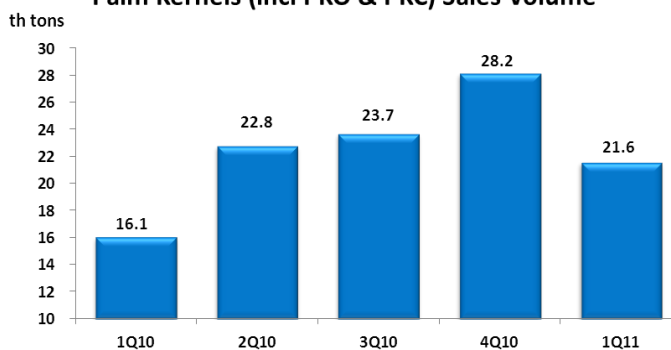
Per March 2011, Plasma planted area is 36,083 ha: 89% is Oil Palm, 11% is Rubber.

➤ **Quarterly Sales (Penjualan per Kuartal)**

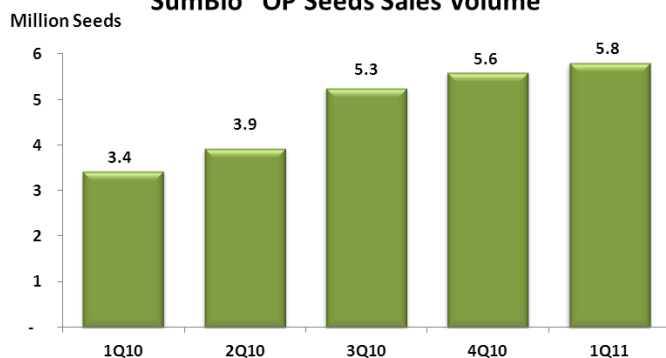
CPO Sales Volume



Palm Kernels (incl PKO & PKC) Sales Volume



"SumBio" OP Seeds Sales Volume



Rubber Sales Volume

