

Profit or Loss Highlights (Rp bn)	1Q21	1Q20	Δ
Sales	1,196	810	48%
Gross Profit	426	152	181%
Gross Profit Margin	36%	19%	
Operating Profit	367	86	328%
Operating Profit Margin	31%	11%	
Profit for the Period	297	81	267%
Attributable Profit	297	81	267%
Attributable Profit Margin	25%	10%	
Earning per Share <sup>(1)</sup> (In Rp)	44	12	267%
Core Profit <sup>(2)</sup>	305	(7)	n/m
EBITDA <sup>(3)</sup>	442	267	65%
EBITDA <sup>(3)</sup> Margin	37%	33%	

(1) Calculated based on weighted average number of ordinary shares for basic earning per share (number of shares)

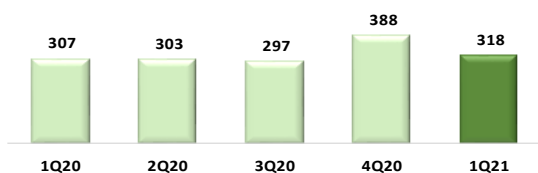
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of plasma receivables, changes in fair value of biological assets, and non-recurring items

(3) EBITDA including forex gains/(losses), but before the effect of changes in fair value of biological assets and impairment of fixed assets

Financial Position Highlights (Rp bn)	31 Mar 2021	31 Dec 2020
TOTAL ASSETS	11,442	10,923
Cash & Cash Equivalents	2,401	1,959
TOTAL LIABILITIES	1,858	1,636
TOTAL EQUITY	9,584	9,286

Oil Palm Production Highlights ('000 MT)	1Q21	1Q20	Δ
FFB	392	351	12%
FFB Nucleus	318	307	4%
FFB External	74	44	68%
CPO (Crude Palm Oil)	86	80	7%
CPO Extraction Rate (%)	22.3	23.2	
PK (Palm Kernel)	24	22	12%
PK Extraction Rate (%)	6.3	6.3	

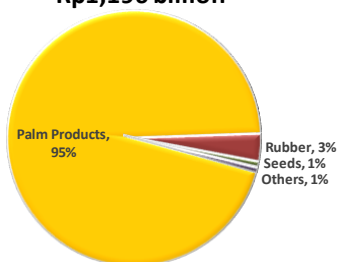
FFB Nucleus Production (in '000 MT)



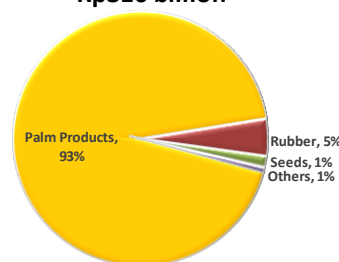
### Highlights:

- In 1Q2021, FFB nucleus production grew 4% yoy to 318 thousand tonnes. In line with higher FFB nucleus and external production, CPO production increased 7% yoy to 86 thousand tonnes.
- CPO sales volume increased 27% yoy to 97 thousand tonnes while PK products sales volume increased 29% yoy to 26 thousand tonnes.
- Lonsum recorded sales of Rp1.20 trillion, increased 48% yoy mainly due to higher sales volume and average selling prices (ASP) of palm products. In 1Q2021, CPO and PK ASP increased 12% yoy and 45% yoy, respectively.
- In 1Q2021, Lonsum reported gross profit Rp426 billion (+181% yoy), operating profit Rp367 billion (+328% yoy) and EBITDA Rp442 billion (+65% yoy). Core profit turned positive to Rp305 billion.
- Profit for the period attributable to owners of the parent increased 267% yoy to Rp297 billion mainly due to higher operating profit which partly offset by higher income tax expense.
- Lonsum maintained its healthy financial position with total asset Rp11.44 trillion including cash and cash equivalents of Rp2.40 trillion and no bank loan as of March 31, 2021.

1Q21 Sales Mix  
Rp1,196 billion



1Q20 Sales Mix  
Rp810 billion



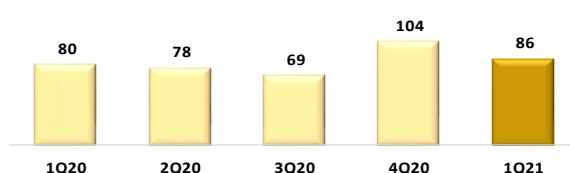
Sales Volume ('000 MT)	1Q21	1Q20	Δ
CPO	97	76	27%
PK Products - PK, PKO, PKE	26	20	29%
Rubber	1.4	1.7	(18%)
Oil Palm Seeds (mn seeds)	0.8	1.2	(38%)

Nucleus Planted Area (hectares)	31 Mar 2021	31 Dec 2020
Total Planted Area	116,548	116,053
Oil Palm	96,401	96,074
Mature	85,994	85,623
Immature	10,407	10,451
Rubber	16,151	15,976
Others (mainly cocoa, tea)	3,996	4,003

As of 31 March 2021, plasma oil palm planted area reached 31,620 hectares

All figures shown in this page are subject to rounding effect

CPO Production (in '000 MT)



### Ikhtisar:

- Pada 1Q2021, produksi TBS inti tumbuh 4% yoy menjadi 318 ribu ton. Seiring peningkatan produksi TBS inti dan eksternal, produksi CPO naik 7% yoy menjadi 86 ribu ton.
- Volume penjualan CPO naik 27% yoy menjadi 97 ribu ton dan volume penjualan produk PK naik 29% yoy menjadi 26 ribu ton.
- Lonsum mencatat penjualan sebesar Rp1,20 triliun, naik 48% yoy terutama karena peningkatan volume penjualan dan harga jual rata-rata (ASP) produk sawit. Pada 1Q2021, ASP CPO dan PK naik masing-masing sebesar 12% yoy dan 45% yoy.
- Pada 1Q2021, Lonsum mencatat laba bruto sebesar Rp426 miliar (+181% yoy), laba usaha Rp367 miliar (+328% yoy) dan EBITDA Rp442 miliar (+65% yoy). Core profit berbalik positif menjadi Rp305 miliar.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 267% yoy menjadi Rp297 miliar terutama seiring kenaikan laba usaha yang sebagian diimbangi oleh kenaikan beban pajak penghasilan.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp11,44 triliun termasuk posisi kas dan setara kas Rp2,40 triliun dan tidak adanya pendanaan melalui hutang bank pada tanggal 31 Maret 2021.