



PT PP London Sumatra Indonesia Tbk

Ikhtisar 9M2021 Highlights

November 30, 2021

Profit or Loss Highlights (Rp bn)	9M21	9M20	Δ
Sales	3,339	2,278	47%
Gross Profit	1,162	487	139%
Gross Profit Margin	35%	21%	
Operating Profit	943	298	217%
Operating Profit Margin	28%	13%	
Profit for the Period	752	277	172%
Attributable Profit	752	277	172%
Attributable Profit Margin	23%	12%	
Earning per Share ⁽¹⁾ (In Rp)	110	41	168%
Core Profit ⁽²⁾	750	390	92%
EBITDA ⁽³⁾	1,190	631	88%
EBITDA ⁽³⁾ Margin	36%	28%	

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

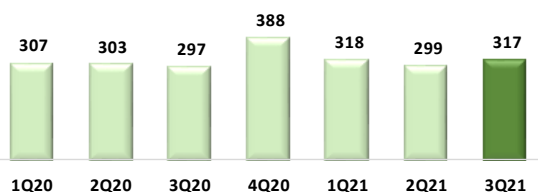
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of plasma receivables, changes in fair value of biological assets, tax adjustment and non-recurring items

(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)	30 Sep 2021	31 Dec 2020
TOTAL ASSETS	11,760	10,923
Cash & Cash Equivalents	2,848	1,959
TOTAL LIABILITIES	1,851	1,636
TOTAL EQUITY	9,909	9,286

Oil Palm Production Highlights ('000 MT)	9M21	9M20	Δ
FFB	1,097	1,009	9%
FFB Nucleus	934	906	3%
FFB External	163	103	59%
CPO (Crude Palm Oil)	242	227	6%
CPO Extraction Rate (%)	22.3	22.7	
PK (Palm Kernel)	68	63	8%
PK Extraction Rate (%)	6.2	6.3	

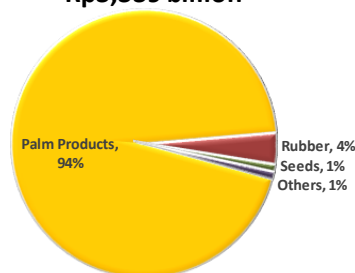
FFB Nucleus Production (in '000 MT)



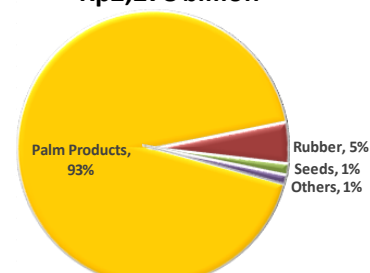
Highlights:

- In 9M2021, FFB nucleus production grew 3% yoy to 934 thousand tonnes. In line with higher FFB nucleus and external production, CPO production increased 6% yoy to 242 thousand tonnes.
- CPO sales volume increased 13% yoy to 250 thousand tonnes while PK products sales volume increased 12% yoy to 69 thousand tonnes.
- Lonsum recorded sales of Rp3.34 trillion, increased 47% yoy mainly due to higher sales volume and average selling prices (ASP) of palm products. In 9M2021, CPO and PK ASP increased 30% yoy and 57% yoy, respectively.
- In 9M2021, Lonsum reported gross profit Rp1.16 trillion (+139% yoy), operating profit Rp943billion (+217% yoy) and EBITDA Rp1.19 trillion (+88% yoy). Core profit increased 92% yoy to Rp750 billion.
- Profit for the period attributable to owners of the parent increased 172% yoy to Rp752billion mainly due to higher operating profit which partly offset by higher income tax expense.
- Lonsum maintained its healthy financial position with total asset Rp11.76 trillion including cash and cash equivalents of Rp2.85 trillion and no bank loan as of September 30, 2021.

9M21 Sales Mix
Rp3,339 billion



9M20 Sales Mix
Rp2,278 billion



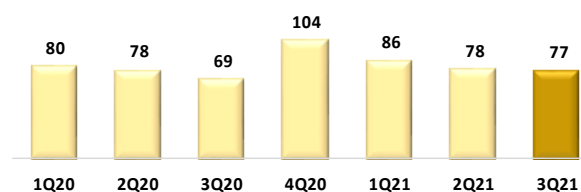
Sales Volume ('000 MT)	9M21	9M20	Δ
CPO	250	222	13%
PK Products - PK, PKO, PKE	69	62	12%
Rubber	4.2	5.3	(22%)
Oil Palm Seeds (mn seeds)	3.4	3.3	2%

Nucleus Planted Area (hectares)	30 Sep 2021	31 Dec 2020
Total Planted Area	115,915	116,053
Oil Palm	95,624	96,074
Mature	85,827	85,623
Immature	9,797	10,451
Rubber	16,295	15,976
Others (mainly cocoa, tea)	3,996	4,003

As of 30 Sep 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 9M2021, produksi TBS inti naik 3% yoy menjadi 934 ribu ton. Seiring peningkatan produksi TBS inti dan eksternal, produksi CPO naik 6% yoy menjadi 242 ribu ton.
- Volume penjualan CPO naik 13% yoy menjadi 250 ribu ton dan volume penjualan produk PK naik 12% yoy menjadi 69 ribu ton.
- Lonsum mencatat penjualan sebesar Rp3,34 triliun, naik 47% yoy terutama karena peningkatan volume penjualan dan harga jual rata-rata (ASP) produk sawit. Pada 9M2021, ASP CPO dan PK naik masing-masing sebesar 30% yoy dan 57% yoy.
- Pada 9M2021, Lonsum mencatat laba bruto sebesar Rp1,16 triliun (+139% yoy), laba usaha Rp943 miliar (+217% yoy) dan EBITDA Rp1,19 triliun (+88% yoy). Core profit meningkat 92% yoy menjadi Rp750 miliar.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 172% yoy menjadi Rp752 miliar terutama seiring kenaikan laba usaha yang sebagian diimbangi oleh kenaikan beban pajak penghasilan.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp11,76 triliun termasuk posisi kas dan setara kas Rp2,85 triliun dan tidak adanya pendanaan melalui utang bank pada tanggal 30 September 2021.