

Profit or Loss Highlights (Rp bn)	FY21	FY20	Δ
Sales	4,525	3,537	28%
Gross Profit	1,808	1,076	68%
Gross Profit Margin	40%	30%	
Operating Profit	1,191	816	46%
Operating Profit Margin	26%	23%	
Profit for the Year	990	695	42%
Attributable Profit	991	696	42%
Attributable Profit Margin	22%	20%	
Earning per Share <sup>(1)</sup> (In Rp)	145	102	42%
Core Profit <sup>(2)</sup>	1,284	828	55%
EBITDA <sup>(3)</sup>	1,948	1,228	59%
EBITDA <sup>(3)</sup> Margin	43%	35%	

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

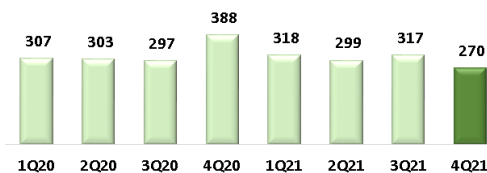
(2) Profit for the year before effects of forex gains/(losses), changes in fair value of plasma receivables, changes in fair value of biological assets, impairment, tax adjustment and non-recurring items

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

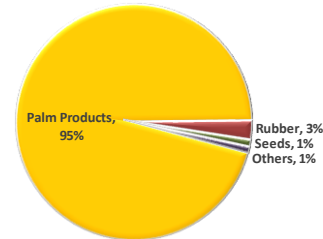
Financial Position Highlights (Rp bn)	31 Dec 2021	31 Dec 2020
TOTAL ASSETS	11,851	10,923
Cash & Cash Equivalents	3,368	1,959
TOTAL LIABILITIES	1,679	1,636
TOTAL EQUITY	10,173	9,286

Oil Palm Production Highlights ('000 MT)	FY21	FY20	Δ
FFB	1,384	1,481	(7%)
FFB Nucleus	1,204	1,295	(7%)
FFB External	180	186	(3%)
CPO (Crude Palm Oil)	306	331	(8%)
CPO Extraction Rate (%)	22.3	22.6	
PK (Palm Kernel)	86	92	(7%)
PK Extraction Rate (%)	6.3	6.3	

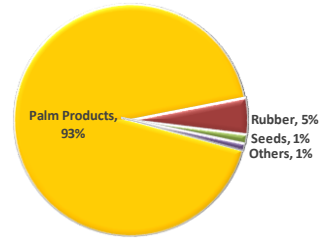
FFB Nucleus Production (in '000 MT)



FY21 Sales Mix  
Rp4,525 billion



FY20 Sales Mix  
Rp3,537 billion



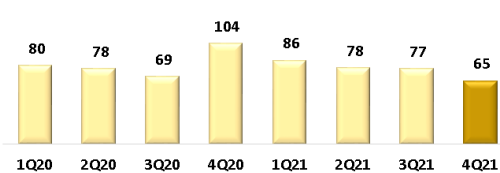
Sales Volume ('000 MT)	FY21	FY20	Δ
CPO	318	325	(2%)
PK Products - PK, PKO, PKE	92	98	(6%)
Rubber	5.6	7.8	(28%)
Oil Palm Seeds (mn seeds)	4.9	4.9	(1%)

Nucleus Planted Area (hectares)	31 Dec 2021	31 Dec 2020
Total Planted Area	114,111	116,053
Oil Palm	93,853	96,074
Mature	85,630	85,623
Immature	8,223	10,451
Rubber	16,228	15,976
Others (mainly cocoa, tea)	4,030	4,003

As of 31 Dec 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)



### Highlights:

- In FY2021, FFB nucleus production decreased 7% yoy to 1.20 million tonnes. In line with lower FFB nucleus and external production, CPO production decreased 8% yoy to 306 thousand tonnes.
- CPO sales volume decreased 2% yoy to 318 thousand tonnes while PK products sales volume decreased 6% yoy to 92 thousand tonnes.
- Lonsum recorded sales of Rp4.53 trillion, increased 28% yoy mainly due to higher average selling prices (ASP) of palm products. In FY2021, CPO and PK ASP increased 31% yoy and 55% yoy, respectively.
- In FY2021, Lonsum reported gross profit Rp1.81 trillion (+68% yoy), operating profit Rp1.19 trillion (+46% yoy) and EBITDA Rp1.95 trillion (+59% yoy). Core profit increased 55% yoy to Rp1.28 trillion in FY2021.
- Profit for the year attributable to owners of the parent increased 42% yoy to Rp991 billion mainly due to higher operating profit which partly offset by higher income tax expense.
- Lonsum maintained its healthy financial position with total asset Rp11.85 trillion including cash and cash equivalents of Rp3.37 trillion and no bank loan as of December 31, 2021.

### Ikhtisar:

- Pada FY2021, produksi TBS inti turun 7% yoy menjadi 1,20 juta ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 8% yoy menjadi 306 ribu ton.
- Volume penjualan CPO turun 2% yoy menjadi 318 ribu ton dan volume penjualan produk PK turun 6% yoy menjadi 92 ribu ton.
- Lonsum mencatat penjualan sebesar Rp4,53 triliun, naik 28% yoy terutama karena peningkatan harga jual rata-rata (ASP) produk sawit. Pada FY2021, ASP CPO dan PK naik masing-masing sebesar 31% yoy dan 55% yoy.
- Pada FY2021, Lonsum mencatat laba bruto sebesar Rp1,81 triliun (+68% yoy), laba usaha Rp1,19 triliun (+46% yoy) dan EBITDA Rp1,95 triliun (+59% yoy). Core profit meningkat 55% yoy menjadi Rp1,28 triliun pada FY2021.
- Laba tahun berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 42% yoy menjadi Rp991 miliar terutama seiring kenaikan laba usaha yang sebagian diimbangi oleh kenaikan beban pajak penghasilan.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp11,85 triliun termasuk posisi kas dan setara kas Rp3,37 triliun dan tidak adanya pendanaan melalui utang bank pada tanggal 31 Desember 2021.