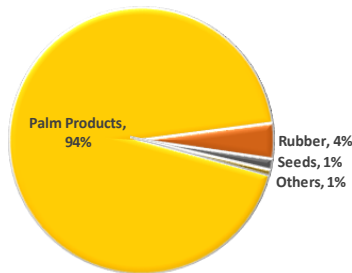


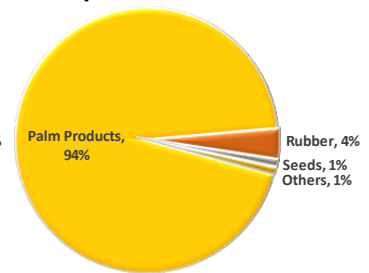
Profit or Loss Highlights (Rp bn)	9M22	9M21	Δ
Sales	3,045	3,339	(9%)
Gross Profit	1,096	1,162	(6%)
Gross Profit Margin	36%	35%	
Operating Profit	900	943	(4%)
Operating Profit Margin	30%	28%	
Profit for the Period	763	752	2%
Attributable Profit	764	752	2%
Attributable Profit Margin	25%	23%	
Earning per Share <sup>(1)</sup> (In Rp)	112	110	2%
Core Profit <sup>(2)</sup>	777	750	3%
EBITDA <sup>(3)</sup>	1,232	1,190	4%
EBITDA <sup>(3)</sup> Margin	40%	36%	

(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, 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

### 9M22 Sales Mix Rp3,045 billion



### 9M21 Sales Mix Rp3,339 billion



Financial Position Highlights (Rp bn)	30 Sep 2022	31 Dec 2021
TOTAL ASSETS	12,404	11,851
Cash & Cash Equivalents	3,606	3,368
TOTAL LIABILITIES	1,814	1,679
TOTAL EQUITY	10,589	10,173

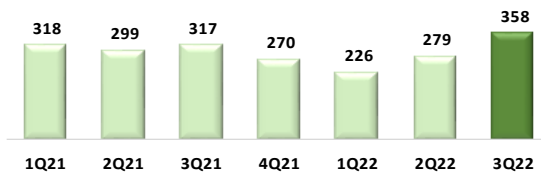
Sales Volume ('000 MT)	9M22	9M21	Δ
CPO	180	250	(28%)
PK Products - PK, PKO, PKE	64	69	(7%)
Rubber	4.8	4.2	15%
Oil Palm Seeds (mn seeds)	4.3	3.4	28%

Oil Palm Production Highlights ('000 MT)	9M22	9M21	Δ
FFB	1,038	1,097	(5%)
FFB Nucleus	863	934	(8%)
FFB External	175	163	7%
CPO (Crude Palm Oil)	225	242	(7%)
CPO Extraction Rate (%)	22.0	22.3	
PK (Palm Kernel)	64	68	(5%)
PK Extraction Rate (%)	6.3	6.2	

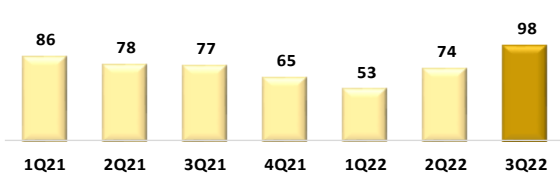
Nucleus Planted Area (hectares)	30 Sep 2022	31 Dec 2021
Total Planted Area	110,643	114,111
Oil Palm	90,574	93,853
Mature	83,754	85,630
Immature	6,820	8,223
Rubber	16,054	16,228
Others (mainly cocoa, tea)	4,015	4,030

As of Sep 30, 2022, plasma oil palm planted area reached 31,805 hectares  
All figures shown in this page are subject to rounding effect

### FFB Nucleus Production (in '000 MT)



### CPO Production (in '000 MT)



#### Highlights:

- In 9M2022, FFB nucleus production declined 8% yoy to 863 thousand tonnes mainly as a result of unfavorable weather conditions and replanting activities. Due to lower FFB nucleus production, total CPO production declined 7% yoy to 225 thousand tonnes.
- In the third quarter of 2022 (3Q2022), FFB nucleus and CPO production were up 28% and 32% compared to the second quarter of 2022 (2Q2022).
- In 9M2022, Lonsum reported total sales of Rp3.04 trillion, 9% yoy lower primarily due to lower sales volume of palm products which partly offset by higher average selling prices (ASP) of palm products.
- In 9M2022, Lonsum reported gross profit Rp1.10 trillion (-6% yoy), operating profit Rp900 billion (-4% yoy) and EBITDA Rp1.23 trillion (+4% yoy). Core profit increased 3% yoy to Rp777 billion in 9M2022.
- Profit for the period attributable to owners of the parent increased 2% yoy to Rp764 billion.
- Lonsum maintained its healthy financial position with total asset Rp12.40 trillion including cash and cash equivalents of Rp3.61 trillion with no bank loan as of September 30, 2022.

#### Ikhtisar:

- Pada 9M2022, produksi TBS inti turun 8% yoy menjadi 863 ribu ton terutama karena dampak cuaca yang tidak mendukung dan kegiatan peremajaan tanaman. Seiring penurunan produksi TBS inti, total produksi CPO turun 7% yoy menjadi 225 ribu ton.
- Pada kuartal ketiga tahun 2022 (3Q2022), produksi TBS inti dan CPO naik masing-masing 28% dan 32% dibandingkan kuartal kedua tahun 2022 (2Q2022).
- Pada 9M2022, Lonsum mencatat penjualan sebesar Rp3,04 triliun, turun 9% yoy terutama karena penurunan volume penjualan produk sawit yang sebagian dimbangi oleh kenaikan harga jual rata-rata (ASP) produk sawit.
- Pada 9M2022, Lonsum mencatat laba bruto sebesar Rp1,10 triliun (-6% yoy), laba usaha Rp900 miliar (-4% yoy) dan EBITDA Rp1,23 triliun (+4% yoy). Core profit meningkat 3% yoy menjadi Rp777 miliar pada 9M2022.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 2% yoy menjadi Rp764 miliar.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp12,40 triliun termasuk posisi kas dan setara kas sebesar Rp3,61 triliun dan tidak adanya pendanaan melalui hutang bank pada tanggal 30 September 2022.