

Profit or Loss Highlights (Rp bn)	9M23	9M22	Δ
Sales	2,923	3,045	(4%)
Gross Profit	630	1,096	(43%)
Gross Profit Margin	22%	36%	
Operating Profit	435	900	(52%)
Operating Profit Margin	15%	30%	
Profit for the Period	457	763	(40%)
Attributable Profit	458	764	(40%)
Attributable Profit Margin	16%	25%	
Earning per Share <sup>(1)</sup> (In Rp)	67	112	(40%)
Core Profit <sup>(2)</sup>	476	777	(39%)
EBITDA <sup>(3)</sup>	728	1,232	(41%)
EBITDA <sup>(3)</sup> Margin	25%	40%	

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

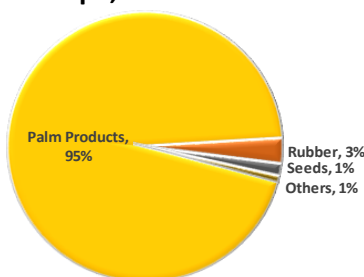
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of biological assets, expected interest rate amortization of plasma receivables and other non-recurring items

(3) Profit before income tax - finance income + finance costs + depreciation and amortization expenses - changes in fair value of biological assets ± other non-recurring items

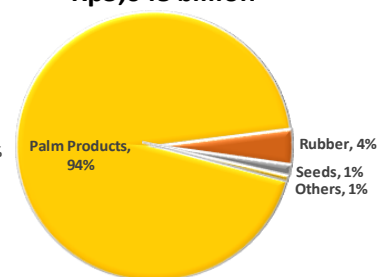
Financial Position Highlights (Rp bn)	30 Sep 2023	31 Dec 2022
TOTAL ASSETS	12,478	12,417
Cash & Cash Equivalents	4,058	3,847
TOTAL LIABILITIES	1,451	1,481
TOTAL EQUITY	11,027	10,936

Oil Palm Production Highlights ('000 MT)	9M23	9M22	Δ
FFB	1,015	1,038	(2%)
FFB Nucleus	853	863	(1%)
FFB External	162	175	(7%)
CPO (Crude Palm Oil)	216	225	(4%)
CPO Extraction Rate (%)	21.7	22.0	
PK (Palm Kernel)	63	64	(1%)
PK Extraction Rate (%)	6.3	6.3	

9M23 Sales Mix  
Rp2,923 billion



9M22 Sales Mix  
Rp3,045 billion



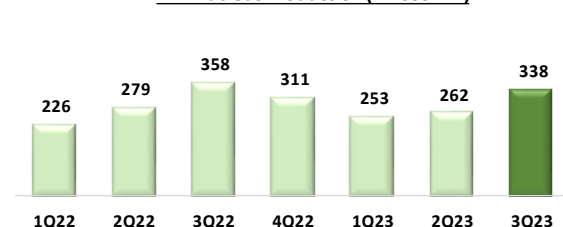
Sales Volume ('000 MT)	9M23	9M22	Δ
CPO	207	180	15%
PK Products - PK, PKO, PKE	79	64	24%

Nucleus Planted Area (hectares)	30 Sep 2023	31 Dec 2022
Total Planted Area	111,852	111,240
Oil Palm	91,675	91,151
Mature	85,183	83,742
Immature	6,492	7,409
Rubber	16,150	16,074
Others (mainly cocoa, tea)	4,027	4,015

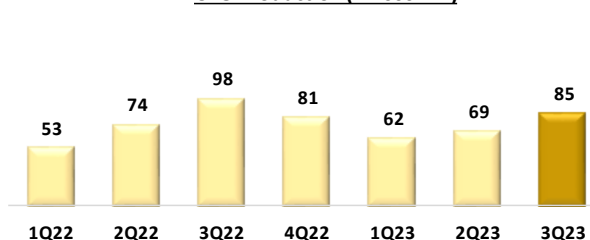
As of Sep 30, 2023, oil palm plasma partnership was 32,158 hectares

All figures shown in this page are subject to rounding effect

FFB Nucleus Production (in '000 MT)



CPO Production (in '000 MT)



### Highlights:

- In 9M2023, FFB nucleus production slightly declined 1% yoy to 853 thousand tonnes. In line with lower FFB production, CPO production decreased 4% yoy to 216 thousand tonnes.
- In the third quarter of 2023 (3Q2023), FFB nucleus and CPO production were up 29% and 24% respectively, compared to the second quarter of 2023 (2Q2023).
- Lonsum reported total sales of Rp2.92 trillion, 4% yoy lower primarily due to lower average selling prices of palm products (CPO & PK products) which was partly offset by higher sales volume of palm products.
- In 9M2023, Lonsum reported gross profit Rp630 billion, operating profit Rp435 billion and profit for the period attributable to owners of the parent Rp458 billion.
- Lonsum did not have funding through bank loans as of September 30, 2023.

### Ikhtisar:

- Pada 9M2023, produksi TBS inti sedikit turun 1% yoy menjadi 853 ribu ton. Seiring penurunan produksi TBS, produksi CPO turun 4% yoy menjadi 216 ribu ton.
- Pada kuartal ketiga 2023 (3Q2023), produksi TBS inti dan CPO naik masing-masing 29% dan 24% dibandingkan kuartal kedua 2023 (2Q2023).
- Lonsum mencatat penjualan sebesar Rp2,92 triliun, turun 4% yoy terutama karena penurunan harga jual rata-rata produk sawit (CPO & produk PK) yang sebagian diimbangi oleh kenaikan volume penjualan produk sawit.
- Pada 9M2023, Lonsum mencatat laba bruto sebesar Rp630 miliar, laba usaha Rp435 miliar dan laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk Rp458 miliar.
- Lonsum tidak ada pendanaan melalui utang bank pada tanggal 30 September 2023.