

Profit or Loss Highlights (Rp bn)	FY23	FY22	Δ
Sales	4,190	4,585	(9%)
Gross Profit	1,151	1,491	(23%)
Gross Profit Margin	27%	33%	
Operating Profit	759	1,206	(37%)
Operating Profit Margin	18%	26%	
Profit for the Year	761	1,035	(27%)
Attributable Profit	762	1,036	(26%)
Attributable Profit Margin	18%	23%	
Earning per Share ⁽¹⁾ (In Rp)	112	152	(26%)
Core Profit ⁽²⁾	927	1,116	(17%)
EBITDA ⁽³⁾	1,301	1,747	(26%)
EBITDA ⁽³⁾ Margin	31%	38%	

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

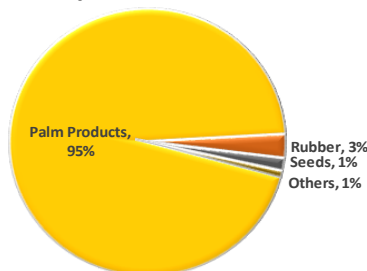
(2) Profit for the year before effects of forex gains/(losses), changes in fair value of biological assets, expected interest rate amortization of plasma receivables and other non-recurring items

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

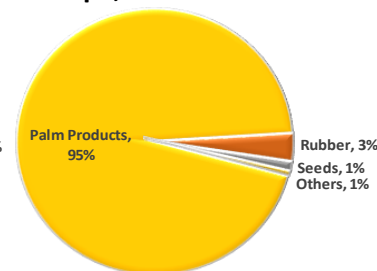
Financial Position Highlights (Rp bn)	31 Dec 2023	31 Dec 2022
TOTAL ASSETS	12,514	12,417
Cash & Cash Equivalents	4,511	3,847
TOTAL LIABILITIES	1,167	1,481
TOTAL EQUITY	11,347	10,936

Oil Palm Production Highlights ('000 MT)	FY23	FY22	Δ
FFB	1,377	1,417	(3%)
FFB Nucleus	1,177	1,174	0%
FFB External	201	243	(18%)
CPO (Crude Palm Oil)	294	306	(4%)
CPO Extraction Rate (%)	21.7	21.9	
PK (Palm Kernel)	87	88	(1%)
PK Extraction Rate (%)	6.4	6.3	

FY23 Sales Mix
Rp4,190 billion



FY22 Sales Mix
Rp4,585 billion



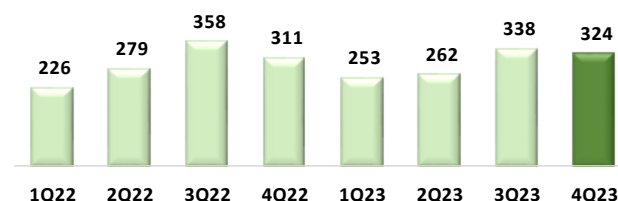
Sales Volume ('000 MT)	FY23	FY22	Δ
CPO	303	286	6%
PK Products - PK, PKO, PKE	105	100	4%

Nucleus Planted Area (hectares)	31 Dec 2023	31 Dec 2022
Total Planted Area	111,940	111,240
Oil Palm	91,759	91,151
Mature	85,198	83,742
Immature	6,561	7,409
Rubber	16,238	16,074
Others (mainly cocoa, tea)	3,943	4,015

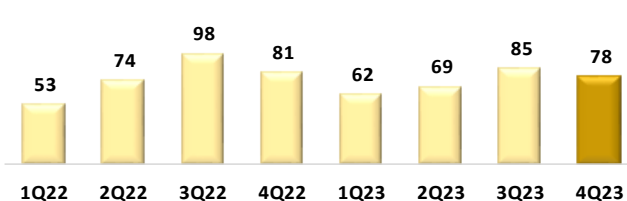
As of Dec 31, 2023, oil palm plasma partnership was 32,158 hectares[Ⓜ]

All figures shown in this page are subject to rounding effect

FFB Nucleus Production (in '000 MT)



CPO Production (in '000 MT)



Highlights:

- In FY2023, FFB nucleus production of 1.18 million tonnes was flat to previous year. CPO production declined 4% yoy to 294 thousand tonnes.
- Lonsum reported total sales of Rp4.19 trillion, 9% 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 arising from the realisation of previous year-end CPO stock.
- In FY2023, Lonsum reported gross profit Rp1.15 trillion, operating profit Rp759 billion and core profit Rp927 billion.
- Lonsum did not have funding through bank loans as of December 31, 2023.

Ikhtisar:

- Pada FY2023, produksi TBS inti sebesar 1,18 juta ton, sama dibandingkan dengan tahun sebelumnya. Produksi CPO turun 4% yoy menjadi 294 ribu ton.
- Lonsum mencatat penjualan sebesar Rp4,19 triliun, turun 9% yoy terutama karena penurunan harga jual rata-rata produk sawit (CPO & produk PK) yang sebagian diimbangi oleh kenaikan volume penjualan produk sawit seiring realisasi persediaan CPO akhir tahun sebelumnya.
- Pada FY2023, Lonsum mencatat laba bruto sebesar Rp1,15 triliun, laba usaha Rp759 miliar dan *core profit* Rp927 miliar.
- Lonsum tidak ada pendanaan melalui utang bank pada tanggal 31 Desember 2023.