

Profit or Loss Highlights (Rp bn)	1Q24	1Q23	Δ
Sales	879	904	(3%)
Gross Profit	257	222	16%
Gross Profit Margin	29%	25%	
Operating Profit	269	102	164%
Operating Profit Margin	31%	11%	
Profit for the Period	269	112	141%
Attributable Profit	269	112	141%
Attributable Profit Margin	31%	12%	
Earning per Share <sup>(1)</sup> (In Rp)	39	16	144%
Core Profit <sup>(2)</sup>	228	160	43%
EBITDA <sup>(3)</sup>	345	204	69%
EBITDA <sup>(3)</sup> Margin	39%	23%	

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

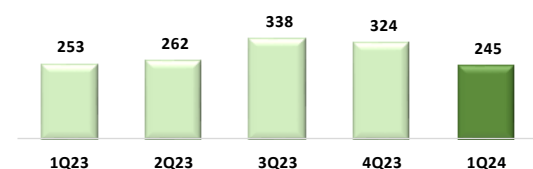
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of biological assets, expected interest rate amortization of plasma receivables and other non-recurring items

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

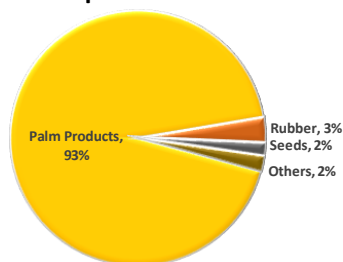
Financial Position Highlights (Rp bn)	31 Mar 2024	31 Dec 2023
TOTAL ASSETS	12,858	12,514
Cash & Cash Equivalents	4,758	4,511
TOTAL LIABILITIES	1,242	1,167
TOTAL EQUITY	11,616	11,347

Oil Palm Production Highlights ('000 MT)	1Q24	1Q23	Δ
FFB	274	291	(6%)
FFB Nucleus	245	253	(3%)
FFB External	28	38	(26%)
CPO (Crude Palm Oil)	58	62	(7%)
CPO Extraction Rate (%)	21.6	21.8	
PK (Palm Kernel)	17	18	(6%)
PK Extraction Rate (%)	6.3	6.3	

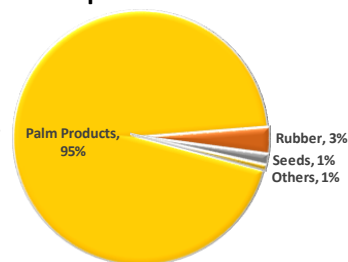
FFB Nucleus Production (in '000 MT)



1Q24 Sales Mix  
Rp879 billion



1Q23 Sales Mix  
Rp904 billion



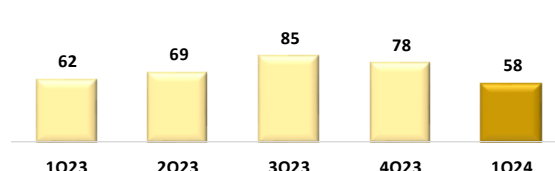
Sales Volume ('000 MT)	1Q24	1Q23	Δ
CPO	60	60	(0%)
PK Products - PK, PKO, PKE	18	28	(36%)

Nucleus Planted Area (hectares)	31 Mar 2024	31 Dec 2023
Total Planted Area	113,045	111,940
Oil Palm	92,847	91,759
Mature	85,551	85,198
Immature	7,296	6,561
Rubber	16,238	16,238
Others (mainly cocoa, tea)	3,960	3,943

As of Mar 31, 2024, oil palm plasma partnership was 32,166 hectares

All figures shown in this page are subject to rounding effect

CPO Production (in '000 MT)



### Highlights:

- In 1Q2024, FFB nucleus production decreased 3% yoy to 245 thousand tonnes. In line with lower production of FFB nucleus and external, CPO production decreased 7% yoy to 58 thousand tonnes.
- Lonsum reported total sales of Rp879 billion, 3% yoy lower primarily due to lower sales volume of palm products which was partly offset by higher average selling prices of palm products.
- In 1Q2024, gross profit was up 16% yoy to Rp257 billion, operating profit was up 164% yoy to Rp269 billion and core profit was up 43% yoy to Rp228 billion.
- Profit for the period attributable to owners of the parent increased 141% yoy to Rp269 billion, primarily due to higher operating profit.
- Lonsum did not have funding through bank loans as of March 31, 2024.

### Ikhtisar:

- Pada 1Q2024, produksi TBS inti turun 3% yoy menjadi 245 ribu ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 7% yoy menjadi 58 ribu ton.
- Lonsum mencatat penjualan sebesar Rp879 miliar, turun 3% yoy terutama karena penurunan volume penjualan produk sawit yang sebagian diimbangi oleh kenaikan harga jual rata-rata produk sawit.
- Pada 1Q2024, laba bruto naik 16% yoy menjadi Rp257 miliar, laba usaha naik 164% menjadi Rp269 miliar dan *core profit* naik 43% yoy menjadi Rp228 miliar.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 141% yoy menjadi Rp269 miliar, terutama karena kenaikan laba usaha.
- Lonsum tidak ada pendanaan melalui utang bank pada tanggal 31 Maret 2024.