



PT PP London Sumatra Indonesia Tbk

Ikhtisar 9M2024 Highlights

October 31, 2024

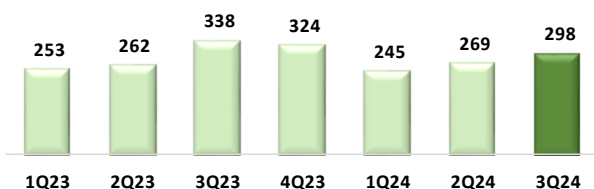
Profit or Loss Highlights (Rp bn)	9M24	9M23	Δ
Sales	2,924	2,923	0%
Gross Profit	1,072	630	70%
Gross Profit Margin	37%	22%	
Operating Profit	799	435	84%
Operating Profit Margin	27%	15%	
Profit for the Period	802	457	76%
Attributable Profit	803	458	76%
Attributable Profit Margin	27%	16%	
Profit per Share ⁽¹⁾ (In Rp)	118	67	76%
Core Profit ⁽²⁾	890	476	87%
EBITDA ⁽³⁾	1,017	728	40%
EBITDA ⁽³⁾ Margin	35%	25%	

(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 2024	31 Dec 2023
TOTAL ASSETS	13,103	12,514
Cash & Cash Equivalents	4,858	4,511
TOTAL LIABILITIES	1,220	1,167
TOTAL EQUITY	11,884	11,347

Oil Palm Production Highlights ('000 MT)	9M24	9M23	Δ
FFB	914	1,015	(10%)
FFB Nucleus	812	853	(5%)
FFB External	102	162	(37%)
CPO (Crude Palm Oil)	194	216	(10%)
CPO Extraction Rate (%)	21.6	21.7	
PK (Palm Kernel)	56	63	(10%)
PK Extraction Rate (%)	6.3	6.3	

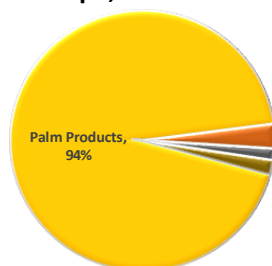
FFB Nucleus Production (in '000 MT)



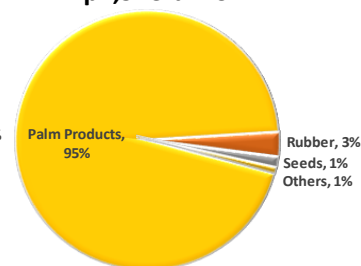
Highlights:

- In 9M2024, FFB nucleus production decreased 5% yoy to 812 thousand tonnes. In line with lower production of FFB nucleus and external, CPO production decreased 10% yoy to 194 thousand tonnes.
- Lonsum reported total sales of Rp2.92 trillion, similar compared to 9M2023 primarily due to lower sales volume which was partly offset by higher average selling prices of palm products.
- In 9M2024, gross profit was up 70% yoy to Rp1.07 trillion, operating profit was up 84% yoy to Rp799 billion and core profit was up 87% yoy to Rp890 billion.
- Profit for the period attributable to owners of the parent increased 76% yoy to Rp803 billion, primarily due to higher operating profit.
- Lonsum did not have funding through bank loans as of September 30, 2024.

9M24 Sales Mix
Rp2,924 billion



9M23 Sales Mix
Rp2,923 billion



Sales Volume ('000 MT)	9M24	9M23	Δ
CPO	191	207	(8%)
PK Products - PK, PKO, PKE	50	79	(36%)

Nucleus Planted Area (hectares)	30 Sep 2024	31 Dec 2023
Total Planted Area	112,683	111,940
Oil Palm	92,462	91,759
Mature	85,399	85,198
Immature	7,063	6,561
Rubber	16,238	16,238
Others (mainly cocoa, tea)	3,983	3,943

As of September 30, 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)



Ikhtisar:

- Pada 9M2024, produksi TBS inti turun 5% yoy menjadi 812 ribu ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 10% yoy menjadi 194 ribu ton.
- Lonsum mencatat penjualan sebesar Rp2,92 triliun, sama dibandingkan 9M2023 terutama karena penurunan volume penjualan yang sebagian diimbangi oleh kenaikan harga jual rata-rata produk sawit.
- Pada 9M2024, laba bruto naik 70% yoy menjadi Rp1,07 triliun, laba usaha naik 84% yoy menjadi Rp799 miliar dan *core profit* naik 87% yoy menjadi Rp890 miliar.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 76% yoy menjadi Rp803 miliar, terutama karena kenaikan laba usaha.
- Lonsum tidak ada pendanaan melalui utang bank pada tanggal 30 September 2024.