

Profit or Loss Highlights (Rp bn)	FY24	FY23	Δ
Sales	4,563	4,190	9%
Gross Profit	1,992	1,151	73%
Gross Profit Margin	44%	27%	
Operating Profit	1,551	759	104%
Operating Profit Margin	34%	18%	
Profit for the Year	1,476	761	94%
Attributable Profit	1,477	762	94%
Attributable Profit Margin	32%	18%	
Profit per Share <sup>(1)</sup> (In Rp)	217	112	94%
Core Profit <sup>(2)</sup>	1,671	927	80%
EBITDA <sup>(3)</sup>	2,099	1,301	61%
EBITDA <sup>(3)</sup> Margin	46%	31%	

(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

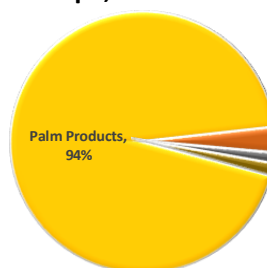
(3) Profit before income tax - finance income + finance costs + depreciation and amortization expenses ± changes in fair value of biological assets ± other non-recurring items

Financial Position Highlights (Rp bn)	31 Dec 2024	31 Dec 2023
TOTAL ASSETS	13,842	12,514
Cash & Cash Equivalents	5,454	4,511
TOTAL LIABILITIES	1,285	1,167
TOTAL EQUITY	12,557	11,347

Oil Palm Production Highlights ('000 MT)	FY24	FY23	Δ
FFB	1,345	1,377	(2%)
FFB Nucleus	1,173	1,177	(0%)
FFB External	172	201	(14%)
CPO (Crude Palm Oil)	287	294	(2%)
CPO Extraction Rate (%)	21.7	21.7	
PK (Palm Kernel)	82	87	(5%)
PK Extraction Rate (%)	6.2	6.4	

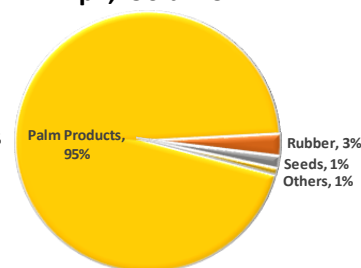
### FY24 Sales Mix

Rp4,563 billion



### FY23 Sales Mix

Rp4,190 billion



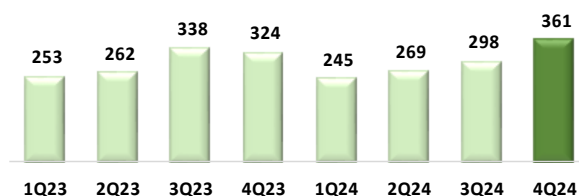
Sales Volume ('000 MT)	FY24	FY23	Δ
CPO	280	303	(8%)
PK Products - PK, PKO, PKE	77	105	(27%)

Nucleus Planted Area (hectares)	31 Dec 2024	31 Dec 2023
Total Planted Area	111,367	111,940
Oil Palm	91,152	91,759
Mature	84,941	85,198
Immature	6,211	6,561
Rubber	16,231	16,238
Others (mainly cocoa, tea)	3,983	3,943

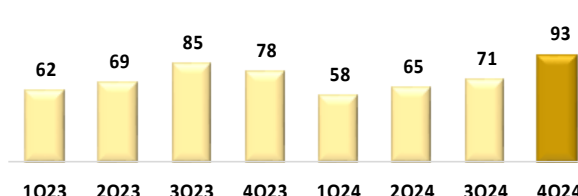
As of December 31, 2024, oil palm plasma partnership was 32,520 hectares

All figures shown in this page are subject to rounding effect

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



### CPO Production (in '000 MT)



#### Highlights:

- In FY2024, FFB nucleus production was 1.17 million tonnes, relatively similar compared to previous year. CPO production declined 2% yoy to 287 thousand tonnes as a result of lower FFB from external.
- Lonsum reported total sales of Rp4.56 trillion, 9% higher primarily due to higher average selling prices of palm products which were partly offset by lower sales volume.
- In FY2024, gross profit was up 73% yoy to Rp1.99 trillion, operating profit was up 104% yoy to Rp1.55 trillion and core profit was up 80% yoy to Rp1.67 trillion. Profit for the year attributable to owners of the parent increased 94% yoy to Rp1.48 trillion.

#### Ikhtisar:

- Pada FY2024, produksi TBS inti sebesar 1,17 juta ton, relatif sama dibandingkan tahun sebelumnya. Produksi CPO turun 2% yoy menjadi 287 ribu ton seiring penurunan TBS dari pihak eksternal.
- Lonsum mencatat penjualan sebesar Rp4,56 triliun, naik 9% yoy terutama karena kenaikan harga jual rata-rata produk sawit yang sebagian diimbangi oleh penurunan volume penjualan.
- Pada FY2024, laba bruto naik 73% yoy menjadi Rp1,99 triliun, laba usaha naik 104% yoy menjadi Rp1,55 triliun dan core profit naik 80% yoy menjadi Rp1,67 triliun. Laba tahun berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 94% yoy menjadi Rp1,48 triliun.