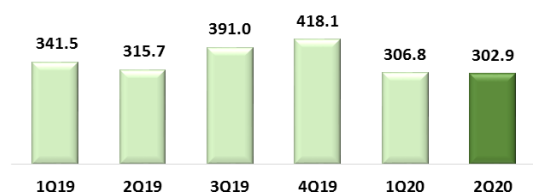


Profit or Loss Highlights (Rp billion)	1H 2020	1H 2019	Δ
Sales	1,565.8	1,595.7	(1.9%)
Gross Profit	276.1	175.9	57.0%
Gross Profit Margin	17.6%	11.0%	
Operating Profit	77.0	(18.5)	n/m
Operating Profit Margin	4.9%	(1.2%)	
Profit for the Period	91.7	9.6	855.2%
Attributable Profit	92.0	10.5	776.2%
Attributable Profit Margin	5.9%	0.7%	
EBITDA	358.4	178.8	100.4%
EBITDA Margin	22.9%	11.2%	
EPS	13	2	550.0%

Financial Position Highlights (Rp billion)	30 Jun 2020	31 Dec 2019
Total Assets	10,379.9	10,225.3
Cash & Cash Equivalents	1,606.8	1,131.6
Total Liabilities	1,800.6	1,726.8
Total Equity	8,579.3	8,498.5

Oil Palm Production Highlights (MT)	1H 2020	1H 2019	Δ
FFB Nucleus	609,728	657,162	(7.2%)
FFB Yield - Nucleus (tonnes/ha)	7.1	7.5	
FFB Processed	687,523	790,590	(13.0%)
CPO (Crude Palm Oil)	158,030	183,159	(13.7%)
CPO Extraction Rate	23.0%	23.2%	
CPO Yield - Nucleus (tonnes/ha)	1.6	1.7	
PK (Palm Kernel)	43,290	51,335	(15.7%)
PK Extraction Rate	6.3%	6.5%	
PK Yield - Nucleus (tonnes/ha)	0.4	0.5	

FFB Nucleus Production ('000 tonnes)



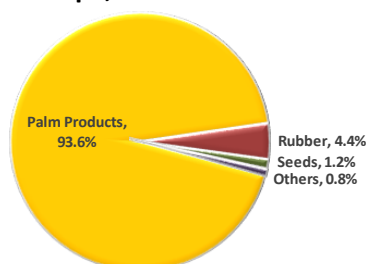
### Highlights:

- In 1H2020, FFB nucleus production declined 7.2% yoy to 609,728 tonnes. In line with lower FFB nucleus and external production, CPO production declined 13.7% yoy to 158,030 tonnes.
- As a result of lower production, CPO sales volume declined 15.7% yoy to 156,536 tonnes while PK and PK related products sales volume declined 18.7% yoy to 42,406 tonnes.
- Lonsum recorded sales of Rp1.57 trillion, declined 1.9% yoy mainly due to lower sales volume of palm products (CPO, PK and PK related products) and rubber, but this was partly offset by higher average selling prices (ASP) of palm products. In 1H2020, CPO and PK ASP increased 21% yoy and 22% yoy, respectively.
- In 1H2020, Lonsum's profit for the period attributable to owners of the parent increased 776.2% yoy to Rp92.0 billion mainly due to higher ASP of palm products, forex gain and lower general & administrative expenses which partly offset by loss from change in fair value of biological assets. Lonsum maintained its healthy financial position with total asset Rp10.38 trillion including cash and cash equivalents of Rp1.61 trillion and no funded debt as of June 30, 2020.

For more information, please contact: [investor.relations@londonsumatra.com](mailto:investor.relations@londonsumatra.com)  
 Sudirman Plaza Indofood Tower, 25<sup>th</sup> Floor.  
 Jl. Jend Sudirman Kav. 76-78, Jakarta 12910, Indonesia  
 Tel.(62-21) 5795-8822 Fax (62-21) 5793-7373

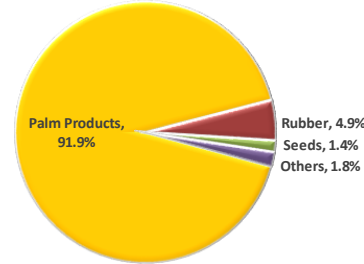
### 1H2020 Sales Mix

Rp1,565.8 bn



### 1H2019 Sales Mix

Rp1,595.7 bn



Sales Volume (MT)	1H 2020	1H 2019	Δ
CPO	156,536	185,795	(15.7%)
PK and PK related products*	42,406	52,191	(18.7%)
Rubber	3,176	3,635	(12.6%)
OP Seeds ('000 seeds)	1,975	2,509	(21.3%)

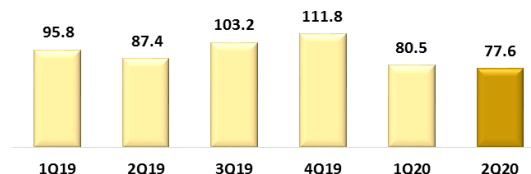
\*Mainly PKO&PKE

Nucleus Planted Area (hectares)	30 Jun 2020	31 Dec 2019
Total Planted Area	115,236	115,665
Oil Palm	95,045	95,637
Mature	85,629	85,737
Immature	9,416	9,900
Rubber	16,098	15,945
Others (mainly cocoa, tea)	4,093	4,083

As of 30 June 2020, plasma oil palm planted area reached 31,621 hectares

All figures shown in this page are subject to rounding effect

CPO Production ('000 tonnes)



### Ikhtisar:

- Pada 1H2020, produksi TBS inti turun 7,2% yoy menjadi 609.728 ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 13,7% yoy menjadi 158.030 ton.
- Seiring penurunan produksi, volume penjualan CPO turun 15,7% yoy menjadi 156.536 ton dan volume penjualan PK dan produk turunan PK turun 18,7% yoy menjadi 42.406 ton.
- Lonsum mencatat penjualan sebesar Rp 1,57 triliun, turun 1,9% yoy terutama karena penurunan volume penjualan produk sawit (CPO, PK dan produk turunan PK) dan karet, tetapi sebagian diimbangi peningkatan harga jual rata-rata (ASP) produk sawit. Pada 1H2020, ASP CPO dan PK naik 21% yoy dan 22% yoy.
- Pada 1H2020, laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 776,2% yoy menjadi Rp92,0 miliar terutama seiring kenaikan ASP produk sawit, laba selisih kurs dan penurunan beban umum & administrasi dimana sebagian diimbangi oleh rugi yang timbul dari perubahan nilai wajar aset biologis. Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp10,38 triliun termasuk posisi kas dan setara kas Rp1,61 triliun dan dengan tidak adanya pendanaan melalui hutang (*funded debt*) pada tanggal 30 Juni 2020.

a subsidiary of: