

Profit or Loss Highlights (Rp bn)	1Q23	1Q22	Δ
Sales	904	765	18%
Gross Profit	222	440	(49%)
Gross Profit Margin	25%	58%	
Operating Profit	102	362	(72%)
Operating Profit Margin	11%	47%	
Profit for the Period	112	304	(63%)
Attributable Profit	112	305	(63%)
Attributable Profit Margin	12%	40%	
Earning per Share <sup>(1)</sup> (In Rp)	16	45	(64%)
Core Profit <sup>(2)</sup>	160	341	(53%)
EBITDA <sup>(3)</sup>	204	444	(54%)
EBITDA <sup>(3)</sup> Margin	23%	58%	

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

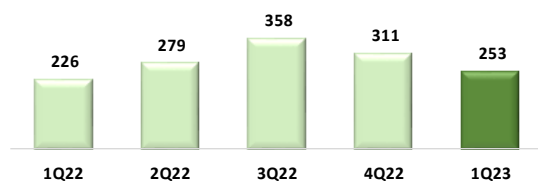
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of biological assets, expected interest rate amortization of plasma receivables and other non-recurring items

(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 2023	31 Dec 2022
TOTAL ASSETS	12,497	12,417
Cash & Cash Equivalents	4,080	3,847
TOTAL LIABILITIES	1,451	1,481
TOTAL EQUITY	11,046	10,936

Oil Palm Production Highlights ('000 MT)	1Q23	1Q22	Δ
FFB	291	242	20%
FFB Nucleus	253	226	12%
FFB External	38	16	139%
CPO (Crude Palm Oil)	62	53	18%
CPO Extraction Rate (%)	21.8	22.2	
PK (Palm Kernel)	18	15	20%
PK Extraction Rate (%)	6.3	6.3	

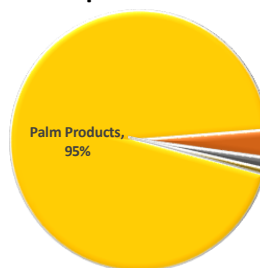
FFB Nucleus Production (in '000 MT)



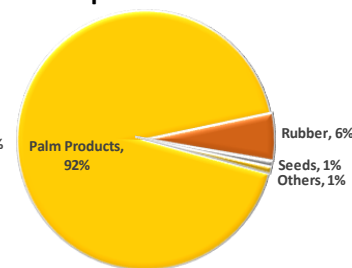
### Highlights:

- In 1Q2023, FFB nucleus production increased 12% yoy to 253 thousand tonnes. In line with higher production of FFB nucleus and external, CPO production increased 18% yoy to 62 thousand tonnes.
- Lonsum reported total sales of Rp904 billion, 18% yoy higher primarily due to higher sales volume of palm products (CPO & PK products) which was partly offset by lower average selling prices of palm products.
- In 1Q2023, Lonsum reported gross profit Rp222 billion, operating profit Rp102 billion and profit for the period attributable to owners of the parent Rp112 billion.
- Lonsum did not have funding through bank loans as of March 31, 2023.

1Q23 Sales Mix  
Rp904 billion



1Q22 Sales Mix  
Rp765 billion



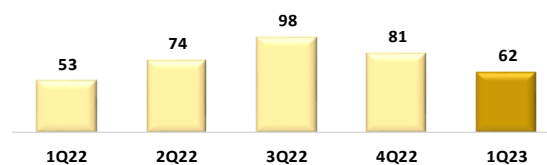
Sales Volume ('000 MT)	1Q23	1Q22	Δ
CPO	60	33	83%
PK Products - PK, PKO, PKE	28	18	56%
Rubber	1.3	1.6	(18%)
Oil Palm Seeds (mn seeds)	1.4	1.5	(7%)

Nucleus Planted Area (hectares)	31 Mar 2023	31 Dec 2022
Total Planted Area	111,409	111,240
Oil Palm	91,255	91,151
Mature	84,704	83,742
Immature	6,551	7,409
Rubber	16,136	16,074
Others (mainly cocoa, tea)	4,018	4,015

As of Mar 31, 2023, oil palm plasma partnership was 31,805 hectares

All figures shown in this page are subject to rounding effect

CPO Production (in '000 MT)



### Ikhtisar:

- Pada 1Q2023, produksi TBS inti naik 12% yoy menjadi 253 ribu ton. Seiring kenaikan produksi TBS inti dan eksternal, produksi CPO naik 18% yoy menjadi 62 ribu ton.
- Lonsum mencatat penjualan sebesar Rp904 miliar, naik 18% yoy terutama karena kenaikan volume penjualan produk sawit (CPO dan produk PK) yang sebagian diimbangi oleh penurunan harga jual rata-rata produk sawit.
- Pada 1Q2023, Lonsum mencatat laba bruto sebesar Rp222 miliar, laba usaha Rp102 miliar dan laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk Rp112 miliar.
- Lonsum tidak ada pendanaan melalui utang bank pada tanggal 31 Maret 2023.