

Profit or Loss Highlights (Rp bn)	1H23	1H22	Δ
Sales	1,884	2,047	(8%)
Gross Profit	329	840	(61%)
Gross Profit Margin	17%	41%	
Operating Profit	118	651	(82%)
Operating Profit Margin	6%	32%	
Profit for the Period	166	548	(70%)
Attributable Profit	167	549	(70%)
Attributable Profit Margin	9%	27%	
Earning per Share <sup>(1)</sup> (In Rp)	24	80	(70%)
Core Profit <sup>(2)</sup>	235	602	(61%)
EBITDA <sup>(3)</sup>	337	907	(63%)
EBITDA <sup>(3)</sup> Margin	18%	44%	

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

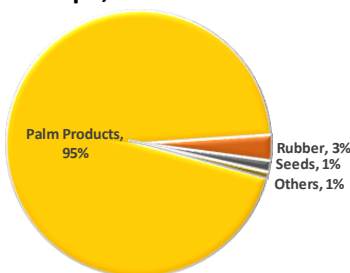
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of biological assets, expected interest rate amortization of plasma receivables and other non-recurring items

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

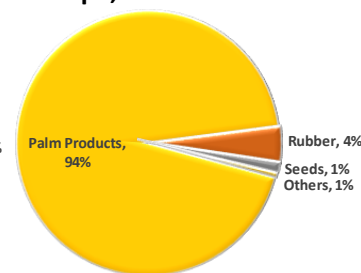
Financial Position Highlights (Rp bn)	30 Jun 2023	31 Dec 2022
TOTAL ASSETS	12,518	12,417
Cash & Cash Equivalents	4,161	3,847
TOTAL LIABILITIES	1,781	1,481
TOTAL EQUITY	10,737	10,936

Oil Palm Production Highlights ('000 MT)	1H23	1H22	Δ
FFB	618	587	5%
FFB Nucleus	515	505	2%
FFB External	103	82	26%
CPO (Crude Palm Oil)	131	127	3%
CPO Extraction Rate (%)	21.6	22.1	
PK (Palm Kernel)	38	36	7%
PK Extraction Rate (%)	6.3	6.3	

1H23 Sales Mix  
Rp1,884 billion



1H22 Sales Mix  
Rp2,047 billion



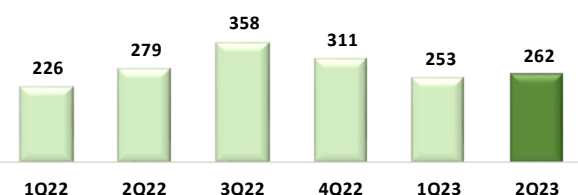
Sales Volume ('000 MT)	1H23	1H22	Δ
CPO	130	108	21%
PK Products - PK, PKO, PKE	52	31	66%

Nucleus Planted Area (hectares)	30 Jun 2023	31 Dec 2022
Total Planted Area	111,778	111,240
Oil Palm	91,602	91,151
Mature	84,651	83,742
Immature	6,951	7,409
Rubber	16,150	16,074
Others (mainly cocoa, tea)	4,026	4,015

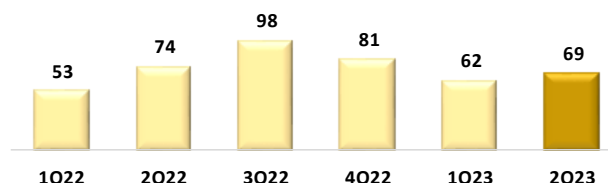
As of June 30, 2023, oil palm plasma partnership was 32,074 hectares

All figures shown in this page are subject to rounding effect

FFB Nucleus Production (in '000 MT)



CPO Production (in '000 MT)



### Highlights:

- In 1H2023, FFB nucleus production increased 2% yoy to 515 thousand tonnes. In line with higher FFB production, CPO production increased 3% yoy to 131 thousand tonnes.
- Lonsum reported total sales of Rp1.88 trillion, 8% yoy lower primarily due to lower average selling prices of palm products (CPO & PK products) which was partly offset by higher sales volume of palm products.
- In 1H2023, Lonsum reported gross profit Rp329 billion, operating profit Rp118 billion and profit for the period attributable to owners of the parent Rp167 billion.
- Lonsum did not have funding through bank loans as of June 30, 2023.

### Ikhtisar:

- Pada 1H2023, produksi TBS inti naik 2% yoy menjadi 515 ribu ton. Seiring kenaikan produksi TBS, produksi CPO naik 3% yoy menjadi 131 ribu ton.
- Lonsum mencatat penjualan sebesar Rp1,88 triliun, turun 8% yoy terutama karena penurunan harga jual rata-rata produk sawit (CPO & produk PK) yang sebagian diimbangi oleh kenaikan volume penjualan produk sawit.
- Pada 1H2023, Lonsum mencatat laba bruto sebesar Rp329 miliar, laba usaha Rp118 miliar dan laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk Rp167 miliar.
- Lonsum tidak ada pendanaan melalui utang bank pada tanggal 30 Juni 2023.