

Financial Highlights

Ikhtisar Keuangan

| In million Rupiah<br>(unless otherwise stated)                                    | 2024       | 2023       | 2022       | 2021*      | 2020*      | Dalam jutaan Rupiah<br>(kecuali dinyatakan lain)                                                        |
|-----------------------------------------------------------------------------------|------------|------------|------------|------------|------------|---------------------------------------------------------------------------------------------------------|
| Sales                                                                             | 4.562.503  | 4.189.896  | 4.585.348  | 4.525.473  | 3.536.721  | Penjualan                                                                                               |
| Gross Profit                                                                      | 1.991.961  | 1.150.868  | 1.491.444  | 1.809.365  | 1.097.733  | Laba Bruto                                                                                              |
| Operating Profit                                                                  | 1.550.851  | 759.425    | 1.205.856  | 1.192.706  | 842.609    | Laba Usaha                                                                                              |
| EBITDA <sup>1</sup>                                                               | 2.098.805  | 1.300.543  | 1.747.298  | 1.949.617  | 1.254.681  | EBITDA <sup>1</sup>                                                                                     |
| Profit for the Year                                                               | 1.475.654  | 760.673    | 1.035.285  | 991.630    | 716.152    | Laba Tahun Berjalan                                                                                     |
| Profit for the Year Attributable to Owners of the Parent                          | 1.476.909  | 761.995    | 1.036.448  | 992.423    | 716.672    | Laba Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk                               |
| Profit for the Year Attributable to Non-controlling Interests                     | (1.255)    | (1.322)    | (1.163)    | (793)      | (521)      | Laba Tahun Berjalan yang Dapat Diatribusikan kepada Kepentingan Nonpengendali                           |
| Total Comprehensive Income for the Year                                           | 1.475.291  | 773.192    | 1.092.129  | 1.020.802  | 910.792    | Total Penghasilan Komprehensif Tahun Berjalan                                                           |
| Total Comprehensive Income for the Year Attributable to Owners of the Parent      | 1.476.546  | 774.514    | 1.093.292  | 1.021.595  | 911.313    | Total Penghasilan Komprehensif Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk     |
| Total Comprehensive Income for the Year Attributable to Non-controlling Interests | (1.255)    | (1.322)    | (1.163)    | (793)      | (521)      | Total Penghasilan Komprehensif Tahun Berjalan yang Dapat Diatribusikan kepada Kepentingan Nonpengendali |
| Outstanding Shares (in '000) <sup>2</sup>                                         | 6.819.964  | 6.819.964  | 6.819.964  | 6.819.964  | 6.819.964  | Jumlah Saham Yang Beredar (dalam '000) <sup>2</sup>                                                     |
| Basic Profit per Share Attributable to the Owners of the Parent (Rp) <sup>2</sup> | 217        | 112        | 152        | 146        | 105        | Laba Per Saham Dasar yang Dapat Diatribusikan kepada Pemilik Entitas Induk (Rp) <sup>2</sup>            |
| Current Assets                                                                    | 7.117.283  | 5.376.837  | 5.107.489  | 4.307.772  | 2.920.275  | Aset Lancar                                                                                             |
| Current Liabilities                                                               | 677.973    | 564.496    | 709.627    | 696.556    | 597.005    | Liabilitas Jangka Pendek                                                                                |
| Net Working Capital                                                               | 6.439.310  | 4.812.341  | 4.397.862  | 3.611.216  | 2.323.270  | Modal Kerja Bersih                                                                                      |
| Total Assets                                                                      | 13.841.956 | 12.514.203 | 12.417.013 | 11.851.269 | 10.922.788 | Total Aset                                                                                              |
| Capital Expenditures                                                              | 376.249    | 368.845    | 320.748    | 308.377    | 378.247    | Belanja Modal                                                                                           |
| Total Equity <sup>3</sup>                                                         | 12.556.754 | 11.347.441 | 10.935.707 | 10.191.396 | 9.306.993  | Total Ekuitas <sup>3</sup>                                                                              |
| Non-controlling Interests                                                         | (2.432)    | (1.177)    | 145        | 1.308      | 2.101      | Kepentingan Nonpengendali                                                                               |
| Total Liabilities                                                                 | 1.285.202  | 1.166.762  | 1.481.306  | 1.659.873  | 1.615.795  | Total Liabilitas                                                                                        |
| Funded Debt                                                                       | -          | -          | -          | -          | -          | Pinjaman yang Dikenakan Bunga                                                                           |
| Gross Profit Margin (%)                                                           | 43,7       | 27,5       | 32,5       | 40,0       | 31,0       | Marjin Laba Bruto (%)                                                                                   |
| Operating Profit Margin (%)                                                       | 34,0       | 18,1       | 26,3       | 26,4       | 23,8       | Marjin Laba Usaha (%)                                                                                   |
| EBITDA Margin (%)                                                                 | 46,0       | 31,0       | 38,1       | 43,1       | 35,5       | Marjin EBITDA (%)                                                                                       |
| Profit for the Year Margin Attributable to Owners of the Parent (%)               | 32,4       | 18,2       | 22,6       | 21,9       | 20,3       | Marjin Laba Tahun Berjalan yang Dapat Diatribusikan kepada Pemilik Entitas Induk (%)                    |
| Return on Assets (%) - Profit for the Year <sup>4</sup>                           | 11,2       | 6,1        | 8,5        | 8,7        | 6,8        | Imbal Hasil atas Aset (%) - Laba Tahun Berjalan <sup>4</sup>                                            |
| Return on Assets (%) - Operating Profit <sup>4</sup>                              | 11,8       | 6,1        | 9,9        | 10,5       | 8,0        | Imbal Hasil atas Aset (%) - Laba Usaha <sup>4</sup>                                                     |
| Return on Equity (%) <sup>4</sup>                                                 | 12,3       | 6,8        | 9,8        | 10,2       | 8,0        | Imbal Hasil atas Ekuitas (%) <sup>4</sup>                                                               |
| Current Ratio (x)                                                                 | 10,50      | 9,53       | 7,20       | 6,18       | 4,89       | Rasio Lancar (x)                                                                                        |
| Liabilities to Assets Ratio (x)                                                   | 0,09       | 0,09       | 0,12       | 0,14       | 0,15       | Rasio Liabilitas terhadap Aset (x)                                                                      |
| Liabilities to Equity Ratio (x) <sup>3</sup>                                      | 0,10       | 0,10       | 0,14       | 0,16       | 0,17       | Rasio Liabilitas terhadap Ekuitas (x) <sup>3</sup>                                                      |
| Gearing Ratio - Gross (x) <sup>3</sup>                                            | -          | -          | -          | -          | -          | Rasio Pengungkit - Bruto (x) <sup>3</sup>                                                               |
| Gearing Ratio - Net (x) <sup>3</sup>                                              | (0,43)     | (0,40)     | (0,35)     | (0,33)     | (0,21)     | Rasio Pengungkit - Neto (x) <sup>3</sup>                                                                |

\* As restated  
<sup>1</sup> EBITDA: Profit before income tax - finance income + finance costs + depreciation and amortisation expenses ± changes in fair value of biological assets ± other non-recurring items  
<sup>2</sup> After the retroactive effect of implementation PSAK 233 (previously PSAK No.56) of stock split from the original nominal value of Rp500 become Rp100 per share  
<sup>3</sup> Taking into account Non-controlling Interests  
<sup>4</sup> Return represents total return including Non-controlling Interests

The figures are stated in Indonesian language and subject to rounding effect

\* Disajikan kembali  
<sup>1</sup> EBITDA: Laba sebelum pajak penghasilan - penghasilan keuangan + beban keuangan+ beban penyusutan dan amortisasi ± perubahan nilai wajar aset biologis ± akun *non-recurring* lainnya  
<sup>2</sup> Sesudah pengaruh retroaktif sehubungan dengan penerapan PSAK 233 (dahulu PSAK No. 56) atas pemecahan nilai nominal saham dari Rp500 menjadi Rp100  
<sup>3</sup> Dengan memperhitungkan Kepentingan Nonpengendali  
<sup>4</sup> Imbal hasil menampilkan total imbal hasil termasuk Kepentingan Nonpengendali

Angka disajikan dalam Bahasa Indonesia dan dapat terpengaruh oleh efek pembulatan

Operational Highlights

Ikhtisar Operasional

| In hectares<br>(unless otherwise stated) | 2024    | 2023    | 2022    | 2021    | 2020    | Dalam hektar<br>(kecuali dinyatakan lain) |
|------------------------------------------|---------|---------|---------|---------|---------|-------------------------------------------|
| PLANTED AREA – NUCLEUS                   | 111.367 | 111.940 | 111.240 | 114.111 | 116.053 | LAHAN TERTANAM – INTI                     |
| OIL PALM                                 | 91.152  | 91.759  | 91.151  | 93.853  | 96.074  | KELAPA SAWIT                              |
| Mature                                   | 84.941  | 85.198  | 83.742  | 85.630  | 85.623  | Menghasilkan                              |
| Immature                                 | 6.211   | 6.561   | 7.409   | 8.223   | 10.451  | Belum Menghasilkan                        |
| RUBBER                                   | 16.231  | 16.238  | 16.074  | 16.228  | 15.976  | KARET                                     |
| Mature                                   | 14.544  | 14.195  | 14.033  | 14.270  | 13.976  | Menghasilkan                              |
| Immature                                 | 1.687   | 2.043   | 2.041   | 1.958   | 2.000   | Belum Menghasilkan                        |
| OTHERS                                   | 3.984   | 3.943   | 4.015   | 4.030   | 4.003   | LAINNYA                                   |
| Mature                                   | 3.551   | 3.491   | 3.531   | 3.379   | 3.313   | Menghasilkan                              |
| Immature                                 | 433     | 452     | 484     | 651     | 690     | Belum Menghasilkan                        |
| PLASMA PARTNERSHIP (OIL PALM & RUBBER)   | 35.779  | 35.417  | 35.064  | 34.879  | 34.879  | KEMITRAAN PLASMA (KELAPA SAWIT & KARET)   |
| DISTRIBUTION OF PLANTED AREAS – NUCLEUS  |         |         |         |         |         | DISTRIBUSI LAHAN TERTANAM – INTI          |
| North Sumatra                            | 37.228  | 36.903  | 36.473  | 38.236  | 37.990  | Sumatera Utara                            |
| South Sumatra                            | 49.518  | 49.222  | 48.900  | 49.891  | 49.974  | Sumatera Selatan                          |
| East Kalimantan                          | 15.924  | 17.152  | 17.152  | 17.150  | 19.472  | Kalimantan Timur                          |
| Java                                     | 3.217   | 3.177   | 3.249   | 3.263   | 3.229   | Jawa                                      |
| North Sulawesi                           | 766     | 766     | 766     | 766     | 766     | Sulawesi Utara                            |
| South Sulawesi                           | 4.714   | 4.720   | 4.700   | 4.804   | 4.622   | Sulawesi Selatan                          |
| Total                                    | 111.367 | 111.940 | 111.240 | 114.111 | 116.053 | Total                                     |
| PRODUCTION VOLUME ('000 TONNES)          |         |         |         |         |         | VOLUME PRODUKSI ('000 TON)                |
| Total Fresh Fruit Bunches (FFB)          | 1.345   | 1.377   | 1.417   | 1.384   | 1.481   | Total Tandan Buah Segar (TBS)             |
| FFB – Nucleus                            | 1.173   | 1.177   | 1.174   | 1.204   | 1.295   | TBS Inti                                  |
| Crude Palm Oil (CPO)                     | 287     | 294     | 306     | 306     | 331     | Minyak Sawit (CPO)                        |
| Palm Kernel (PK)                         | 82      | 87      | 88      | 86      | 92      | Inti Sawit (PK)                           |
| Oil Palm Seeds (million units)           | 8,1     | 7,9     | 7,1     | 5,5     | 5,5     | Benih Bibit Kelapa Sawit (juta unit)      |
| Rubber <sup>1</sup>                      | 4,8     | 4,7     | 5,2     | 6,2     | 7,8     | Karet <sup>1</sup>                        |
| Cocoa (tonnes) <sup>1</sup>              | 753     | 416     | 487     | 672     | 762     | Kakao (ton) <sup>1</sup>                  |
| Tea (tonnes) <sup>1</sup>                | 812     | 754     | 972     | 922     | 871     | Teh (ton) <sup>1</sup>                    |
| SALES VOLUME ('000 TONNES)               |         |         |         |         |         | VOLUME PENJUALAN ('000 TON)               |
| CPO                                      | 280     | 303     | 286     | 318     | 325     | CPO                                       |
| PK and PK Related Products <sup>2</sup>  | 77      | 105     | 100     | 92      | 98      | PK dan Produk Turunan PK <sup>2</sup>     |
| Oil Palm Seeds (million units)           | 7,5     | 7,7     | 6,4     | 4,9     | 4,9     | Benih Bibit Kelapa Sawit (juta unit)      |
| Rubber                                   | 4,6     | 5,1     | 5,8     | 5,6     | 7,8     | Karet                                     |
| Cocoa (tonnes)                           | 627     | 327     | 506     | 710     | 727     | Kakao (ton)                               |
| Tea (tonnes)                             | 852     | 1.140   | 629     | 881     | 681     | Teh (ton)                                 |

<sup>1</sup> Rubber, Cocoa and Tea through milling process  
<sup>2</sup> Including Palm Kernel Oil (PKO) and Palm Kernel Expeller (PKE)

The figures are stated in Indonesian language and subject to rounding effect

<sup>1</sup> Karet, Kakao dan Teh melalui pemrosesan di pabrik  
<sup>2</sup> Termasuk Minyak Inti Sawit (PKO) dan Bungkil Sawit (PKE)

Angka disajikan dalam Bahasa Indonesia dan dapat terpengaruh oleh efek pembulatan