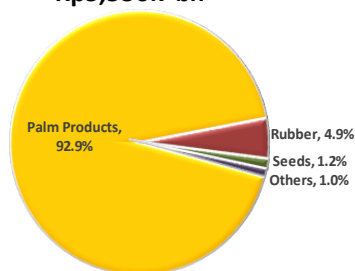


| Profit or Loss Highlights (Rp billion) | FY 2020 | FY 2019 | Δ |
|----------------------------------------|---------|---------|--------|
| Sales | 3,536.7 | 3,699.4 | (4.4%) |
| Gross Profit | 1,075.8 | 561.6 | 91.6% |
| <i>Gross Profit Margin</i> | 30.4% | 15.2% | |
| Operating Profit | 816.1 | 300.6 | 171.5% |
| <i>Operating Profit Margin</i> | 23.1% | 8.1% | |
| Profit for the Year | 695.5 | 252.6 | 175.3% |
| Attributable Profit | 696.0 | 253.9 | 174.1% |
| <i>Attributable Profit Margin</i> | 19.7% | 6.9% | |
| EPS | 102 | 37 | 175.7% |
| Core Profit | 828.0 | 250.8 | 230.1% |
| EBITDA | 1,228.2 | 591.4 | 107.7% |
| <i>EBITDA Margin</i> | 34.7% | 16.0% | |

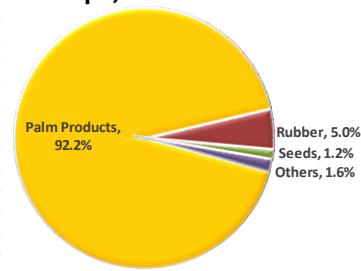
| Financial Position Highlights (Rp billion) | 31 Dec 2020 | 31 Dec 2019 |
|--------------------------------------------|-------------|-------------|
| Total Assets | 10,922.8 | 10,225.3 |
| Cash & Cash Equivalents | 1,958.9 | 1,131.6 |
| Total Liabilities | 1,636.5 | 1,726.8 |
| Total Equity | 9,286.3 | 8,498.5 |

| Oil Palm Production Highlights (MT) | FY 2020 | FY 2019 | Δ |
|-------------------------------------|-----------|-----------|---------|
| FFB | 1,481,062 | 1,752,406 | (15.5%) |
| FFB Nucleus | 1,294,716 | 1,466,288 | (11.7%) |
| FFB External | 186,346 | 286,118 | (34.9%) |
| CPO (Crude Palm Oil) | 330,936 | 398,188 | (16.9%) |
| <i>CPO Extraction Rate</i> | 22.6% | 22.9% | |
| PK (Palm Kernel) | 92,039 | 111,412 | (17.4%) |
| <i>PK Extraction Rate</i> | 6.3% | 6.4% | |

FY2020 Sales Mix
Rp3,536.7 bn



FY2019 Sales Mix
Rp3,699.4 bn



| Sales Volume (MT) | FY 2020 | FY 2019 | Δ |
|-----------------------------|---------|---------|---------|
| CPO | 324,939 | 417,533 | (22.2%) |
| PK and PK related products* | 97,552 | 124,908 | (21.9%) |
| Rubber | 7,838 | 8,701 | (9.9%) |
| OP Seeds ('000 seeds) | 4,943 | 5,033 | (1.8%) |

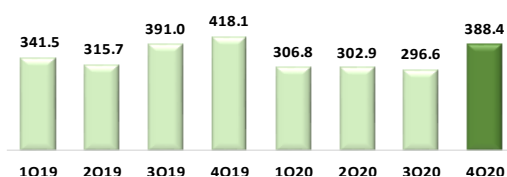
*Mainly PKO&PKE

| Nucleus Planted Area (hectares) | 31 Dec 2020 | 31 Dec 2019 |
|---------------------------------|-------------|-------------|
| Total Planted Area | 116,053 | 115,665 |
| Oil Palm | 96,074 | 95,637 |
| Mature | 85,623 | 85,737 |
| Immature | 10,451 | 9,900 |
| Rubber | 15,976 | 15,945 |
| Others (mainly cocoa, tea) | 4,003 | 4,083 |

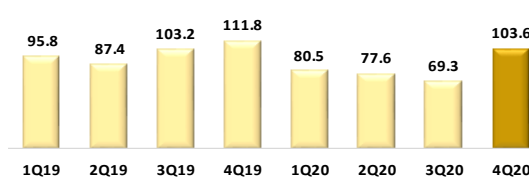
As of 31 December 2020, plasma oil palm planted area reached 31,620 hectares

All figures shown in this page are subject to rounding effect

FFB Nucleus Production ('000 tonnes)



CPO Production ('000 tonnes)



Highlights:

- In FY2020, FFB nucleus production declined 11.7% yoy to 1,294,716 tonnes. In line with lower FFB nucleus and external production, CPO production declined 16.9% yoy to 330,936 tonnes.
- As a result of lower production, CPO sales volume declined 22.2% yoy to 324,939 tonnes while PK and PK related products sales volume declined 21.9% yoy to 97,552 tonnes.
- Lonsum recorded sales of Rp3.54 trillion, declined 4.4% 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 FY2020, CPO and PK ASP increased 26% yoy, respectively.
- Lonsum reported gross profit Rp1.08 trillion (+91.6% yoy), operating profit Rp816.1 billion (+171.5% yoy) and EBITDA Rp1.23 trillion (+107.7% yoy) in FY2020.
- Profit for the year attributable to owners of the parent increased 174.1% yoy to Rp696.0 billion mainly due to higher gross profit, lower general & administrative expenses and forex gain which partly offset by loss from change in fair value of biological assets and higher income tax expense. Core profit increased 230.1% yoy to Rp828.0 billion in FY2020.
- Lonsum maintained its healthy financial position with total asset Rp10.92 trillion including cash and cash equivalents of Rp1.96 trillion and no funded debt as of December 31, 2020.

Ikhtisar:

- Pada FY2020, produksi TBS inti turun 11,7% yoy menjadi 1.294.716 ton. Seiring penurunan produksi TBS inti dan eksternal, produksi CPO turun 16,9% yoy menjadi 330.936 ton.
- Seiring penurunan produksi, volume penjualan CPO turun 22,2% yoy menjadi 324.939 ton dan volume penjualan PK dan produk turunan PK turun 21,9% yoy menjadi 97.552 ton.
- Lonsum mencatat penjualan sebesar Rp 3,54 triliun, turun 4,4% 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 FY2020, ASP CPO dan PK naik masing-masing 26% yoy.
- Lonsum mencatat laba bruto sebesar Rp 1,08 triliun (+91,6% yoy), laba usaha Rp816,1 miliar (+171,5% yoy) dan EBITDA Rp 1,23 triliun (+107,7% yoy) pada FY2020.
- Laba tahun berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 174,1% yoy menjadi Rp696,0 miliar terutama seiring kenaikan laba bruto, penurunan beban umum & administrasi dan laba selisih kurs dimana sebagian diimbangi oleh rugi yang timbul dari perubahan nilai wajar aset biologis dan kenaikan beban pajak penghasilan. *Core profit* meningkat 230,1% yoy menjadi Rp828,0 miliar pada FY2020.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp10,92 triliun termasuk posisi kas dan setara kas Rp1,96 triliun dan dengan tidak adanya pendanaan melalui hutang (*funded debt*) pada tanggal 31 Desember 2020.