

Profit or Loss Highlights (Rp bn)	1H21	1H20	Δ
Sales	2,177	1,566	39%
Gross Profit	755	276	173%
Gross Profit Margin	35%	18%	
Operating Profit	610	77	692%
Operating Profit Margin	28%	5%	
Profit for the Period	501	92	446%
Attributable Profit	501	92	445%
Attributable Profit Margin	23%	6%	
Earning per Share ⁽¹⁾ (In Rp)	73	13	462%
Core Profit ⁽²⁾	491	234	110%
EBITDA ⁽³⁾	803	358	124%
EBITDA ⁽³⁾ Margin	37%	23%	

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

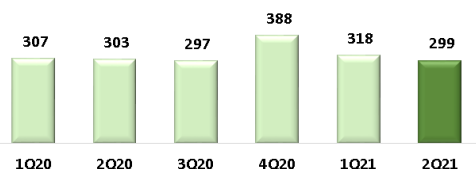
(2) Profit for the period before effects of forex gains/(losses), changes in fair value of plasma receivables, changes in fair value of biological assets, tax adjustment and non-recurring items

(3) EBITDA including forex gains/(losses), but before the effect of changes in fair value of biological assets and impairment of fixed assets

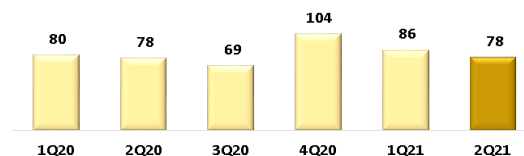
Financial Position Highlights (Rp bn)	30 Jun 2021	31 Dec 2020
TOTAL ASSETS	11,608	10,923
Cash & Cash Equivalents	2,685	1,959
TOTAL LIABILITIES	1,816	1,636
TOTAL EQUITY	9,793	9,286

Oil Palm Production Highlights ('000 MT)	1H21	1H20	Δ
FFB	745	694	7%
FFB Nucleus	616	610	1%
FFB External	129	84	55%
CPO (Crude Palm Oil)	164	158	4%
CPO Extraction Rate (%)	22.4	23.0	
PK (Palm Kernel)	46	43	5%
PK Extraction Rate (%)	6.2	6.3	

FFB Nucleus Production (in '000 MT)



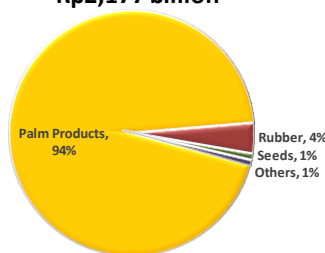
CPO Production (in '000 MT)



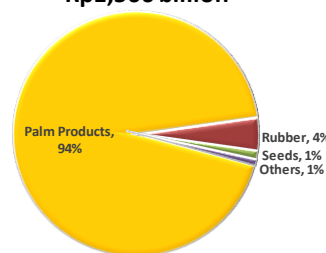
Highlights:

- In 1H2021, FFB nucleus production grew 1% yoy to 616 thousand tonnes. In line with higher FFB nucleus and external production, CPO production increased 4% yoy to 164 thousand tonnes.
- CPO sales volume increased 8% yoy to 169 thousand tonnes while PK products sales volume increased 12% yoy to 47 thousand tonnes.
- Lonsum recorded sales of Rp2.18 trillion, increased 39% yoy mainly due to higher sales volume and average selling prices (ASP) of palm products. In 1H2021, CPO and PK ASP increased 25% yoy and 56% yoy, respectively.
- In 1H2021, Lonsum reported gross profit Rp755 billion (+173% yoy), operating profit Rp610 billion (+692% yoy) and EBITDA Rp803 billion (+124% yoy). Core profit increased 110% yoy to Rp491 billion in 1H2021.
- Profit for the period attributable to owners of the parent increased 445% yoy to Rp501 billion mainly due to higher operating profit which partly offset by higher income tax expense.
- Lonsum maintained its healthy financial position with total asset Rp11.61 trillion including cash and cash equivalents of Rp2.69 trillion and no bank loan as of June 30, 2021.

1H21 Sales Mix
Rp2,177 billion



1H20 Sales Mix
Rp1,566 billion



Sales Volume ('000 MT)	1H21	1H20	Δ
CPO	169	157	8%
PK Products - PK, PKO, PKE	47	42	12%
Rubber	2.8	3.2	(12%)
Oil Palm Seeds (mn seeds)	2.0	2.0	(1%)

Nucleus Planted Area (hectares)	30 Jun 2021	31 Dec 2020
Total Planted Area	116,694	116,053
Oil Palm	96,378	96,074
Mature	85,891	85,623
Immature	10,487	10,451
Rubber	16,320	15,976
Others (mainly cocoa, tea)	3,996	4,003

As of 30 June 2021, plasma oil palm planted area reached 31,620 hectares

All figures shown in this page are subject to rounding effect

Ikhtisar:

- Pada 1H2021, produksi TBS inti tumbuh 1% yoy menjadi 616 ribu ton. Seiring peningkatan produksi TBS inti dan eksternal, produksi CPO naik 4% yoy menjadi 164 ribu ton.
- Volume penjualan CPO naik 8% yoy menjadi 169 ribu ton dan volume penjualan produk PK naik 12% yoy menjadi 47 ribu ton.
- Lonsum mencatat penjualan sebesar Rp2,18 triliun, naik 39% yoy terutama karena peningkatan volume penjualan dan harga jual rata-rata (ASP) produk sawit. Pada 1H2021, ASP CPO dan PK naik masing-masing sebesar 25% yoy dan 56% yoy.
- Pada 1H2021, Lonsum mencatat laba bruto sebesar Rp755 miliar (+173% yoy), laba usaha Rp610 miliar (+692% yoy) dan EBITDA Rp803 miliar (+124% yoy). Core profit meningkat 110% yoy menjadi Rp491 miliar pada 1H2021.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 445% yoy menjadi Rp501 miliar terutama seiring kenaikan laba usaha yang sebagian diimbangi oleh kenaikan beban pajak penghasilan.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp11,61 triliun termasuk posisi kas dan setara kas Rp2,69 triliun dan tidak adanya pendanaan melalui hutang bank pada tanggal 30 Juni 2021.