

Profit or Loss Highlights (Rp bn)	1Q22	1Q21	Δ
Sales	765	1,196	(36%)
Gross Profit	440	426	3%
Gross Profit Margin	58%	36%	
Operating Profit	362	367	(1%)
Operating Profit Margin	47%	31%	
Profit for the Period	304	297	2%
Attributable Profit	305	297	2%
Attributable Profit Margin	40%	25%	
Earning per Share ⁽¹⁾ (In Rp)	45	44	2%
Core Profit ⁽²⁾	341	281	21%
EBITDA ⁽³⁾	444	442	0%
EBITDA ⁽³⁾ Margin	58%	37%	

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

(2) Q21 restated

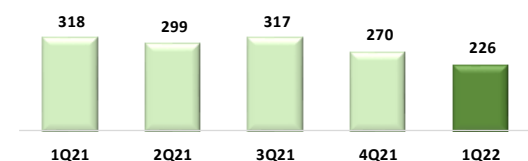
(3) Profit for the period before effects of forex gains/(losses), changes in fair value of plasma receivables, changes in fair value of biological assets, impairment, tax adjustment and non-recurring items

(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)	31 Mar 2022	31 Dec 2021
TOTAL ASSETS	12,207	11,851
Cash & Cash Equivalents	3,460	3,368
TOTAL LIABILITIES	1,730	1,679
TOTAL EQUITY	10,477	10,173

Oil Palm Production Highlights ('000 MT)	1Q22	1Q21	Δ
FFB	242	392	(38%)
FFB Nucleus	226	318	(29%)
FFB External	16	74	(78%)
CPO (Crude Palm Oil)	53	86	(39%)
CPO Extraction Rate (%)	22.2	22.3	
PK (Palm Kernel)	15	24	(38%)
PK Extraction Rate (%)	6.3	6.3	

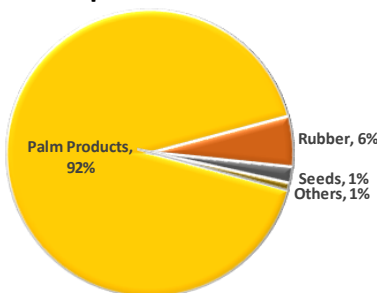
FFB Nucleus Production (in '000 MT)



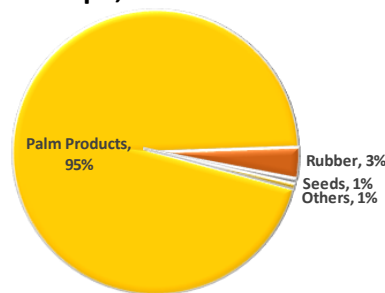
Highlights:

- In 1Q2022, FFB nucleus production declined 29% yoy to 226 thousand tonnes mainly as a result of unfavourable weather impacts and replanting activities. Due to lower FFB nucleus and external production, total CPO production declined 39% yoy to 53 thousand tonnes.
- In line with lower production, CPO sales volume was down 66% yoy to 33 thousand tonnes whereas PK products sales volume was down 29% yoy to 18 thousand tonnes.
- Lonsum reported total sales of Rp765 billion, 36% yoy lower primarily due to lower sales volume of palm products despite higher average selling prices (ASP) of palm products.
- In 1Q2022, Lonsum reported gross profit Rp440 billion (+3% yoy), operating profit Rp362 billion (-1% yoy) and EBITDA Rp444 billion (flat yoy). Core profit increased 21% yoy to Rp341 billion in 1Q2022.
- Profit for the period attributable to owners of the parent increased 2% yoy to Rp305 billion, mainly due to higher gross profit and lower operating expenses which partly offset by higher other expenses-net.
- Lonsum maintained its healthy financial position with total asset Rp12.21 trillion including cash and cash equivalents of Rp3.46 trillion and no bank loan as of March 31, 2022.

1Q22 Sales Mix
Rp765 billion



1Q21 Sales Mix
Rp1,196 billion



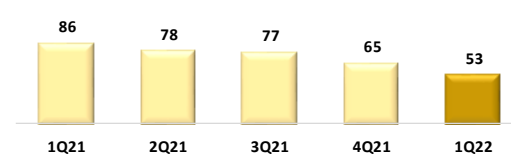
Sales Volume ('000 MT)	1Q22	1Q21	Δ
CPO	33	97	(66%)
PK Products - PK, PKO, PKE	18	26	(29%)
Rubber	1.6	1.4	15%
Oil Palm Seeds (mn seeds)	1.5	0.8	103%

Nucleus Planted Area (hectares)	31 Mar 2022	31 Dec 2021
Total Planted Area	113,352	114,111
Oil Palm	93,094	93,853
Mature	85,728	85,630
Immature	7,366	8,223
Rubber	16,228	16,228
Others (mainly cocoa, tea)	4,030	4,030

As of Mar 31, 2022, plasma oil palm planted area reached 31,620 hectares

All figures shown in this page are subject to rounding effect

CPO Production (in '000 MT)



Ikhtisar:

- Pada 1Q2022, produksi TBS inti turun 29% yoy menjadi 226 ribu ton terutama karena pengaruh cuaca yang tidak mendukung dan kegiatan replanting. Seiring penurunan produksi TBS inti dan eksternal, total produksi CPO turun 39% yoy menjadi 53 ribu ton.
- Sejalan penurunan produksi, volume penjualan CPO turun 66% yoy menjadi 33 ribu ton sementara itu volume penjualan produk PK turun 29% yoy menjadi 18 ribu ton.
- Lonsum mencatat penjualan sebesar Rp765 miliar, turun 36% yoy terutama karena penurunan volume penjualan produk sawit walaupun terdapat kenaikan harga jual rata-rata (ASP) produk sawit.
- Pada 1Q2022, Lonsum mencatat laba bruto sebesar Rp440 miliar (+3% yoy), laba usaha Rp362 miliar (-1% yoy) dan EBITDA Rp444 miliar (flat yoy). Core profit meningkat 21% yoy menjadi Rp341 miliar pada 1Q2022.
- Laba periode berjalan yang dapat diatribusikan kepada pemilik entitas induk meningkat 2% yoy menjadi Rp305 miliar terutama seiring kenaikan laba kotor dan penurunan beban operasi yang sebagian diimbangi oleh kenaikan beban operasi lain-net.
- Lonsum mempertahankan posisi keuangan yang sehat dengan total aset Rp12,21 triliun termasuk posisi kas dan setara kas sebesar Rp3,46 triliun dan tidak adanya pendanaan melalui hutang bank pada tanggal 31 Maret 2022.