### 9M2020 Sales Mix

**Palm Products**: Rp2,277.6 bn

- **Seeds**: 32.8%
- **Rubber**: 9.6%
- **Others**: 5.9%

### 9M2019 Sales Mix

**Palm Products**: Rp2,586.2 bn

- **Seeds**: 13.1%
- **Rubber**: 5.4%
- **Others**: 1.9%

### Highlights:

- In 9M2020, FFB nucleus production declined 13.5% yoy to 906,357 tonnes. In line with lower FFB nucleus and external production, CPO production declined 20.6% yoy to 227,355 tonnes.

- As a result of lower production, CPO sales volume declined 26.5% yoy to 221,916 tonnes while PK and PK related products sales volume declined 26.5% yoy to 61,581 tonnes.

- Lonsum recorded sales of Rp2.28 trillion, declined 11.9% 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 9M2020, CPO and PK ASP increased 24% yoy, respectively.

- Lonsum reported gross profit Rp487 billion (+65.7% yoy), operating profit Rp297.9 billion (+741.5% yoy) and EBITDA Rp631.4 billion (+92.5% yoy) in 9M2020.

- In 9M2020, Lonsum’s profit for the period attributable to owners of the parent increased 427.8% yoy to Rp277.1 billion mainly due to higher ASP of palm products, lower cost of goods sold, forex gain and lower general & administrative expenses which partly offset by loss from change in fair value of biological assets. Core profit increased 502.0% yoy to Rp390.1 billion in 9M2020.

- Lonsum maintained its healthy financial position with total asset Rp10.54 trillion including cash and cash equivalents of Rp1.69 trillion and no funded debt as of September 30, 2020.