

# As of October 2022, Astra Agro's Recorded CPO Production of 1.1 Million Tons

## OPERATIONAL PERFORMANCE HIGHLIGHT

Description (000 tons)	10M Performance		Change	2021 (Full Year)
	2022	2021		
Total Harvested FFB (Nucleus and Plasma)	3,550	3,691	-3.8%	4,327
FFB Yield - Ton/Ha	13,7	14,3	-4.4%	16,8
Harv. FFB by Region				
Sumatra	1,385	1,468	-5.6%	1,737
Kalimantan	1,561	1,634	-4.5%	1,890
Sulawesi	604	589	2.6%	700
FFB Processed	5,769	6,475	-10.9%	7,601
Nucleus and Plasma	3,550	3,691	-3.8%	4,327
3rd Parties	2,219	2,784	-20.3%	3,274
CPO	1,095	1,256	-12.9%	1,473
Kernel	238	267	-11.0%	315

As of October 2022, Astra Agro produced 1.1 million tons of CPO, which decreased by 12.9% compared to last year. The decrease was also followed by a 10.9% decrease in processed FFB due to the continued decline in plant productivity due to the long dry season in 2019.

The Company is committed to implementing sustainable governance. As a basis, the Company has a sustainability policy implemented in a 5-year action plan (2021-2025), which is also a guide in achieving the target of implementing sustainability and positively impacting the broader ecosystem.

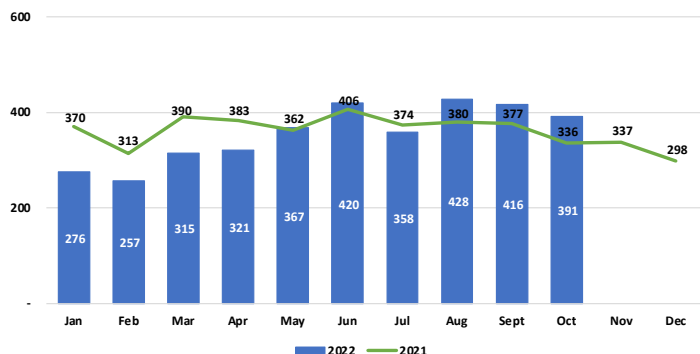
Astra Agro's operations are still running well by implementing strict health protocols in all company areas and implementing Work From Home (WFH) at the head office. In addition, Astra Agro continues to carry out sustainable commitments included in the CSR program by referring to 4 pillars: education, health, environment, and socio-economic.

As a CSR program, the Company supports and implements a vaccination program for all employees and their immediate families. This program has reached 36 thousand employees with a total of 72 thousand doses of vaccine by 2022.

In terms of digitalization, the Company has utilized and applied various digital technologies since 2018. These programs are integrated centrally into the operation center located at the Company's head office. The year 2021 is when the adoption of digital technology begins to apply in the process and stages of maintaining the Company's gardens and infrastructure. Hopefully, with the application of this technology in the future, the Company can further improve the effectiveness and efficiency of maintenance processes to become more predictive and adaptive based on data.

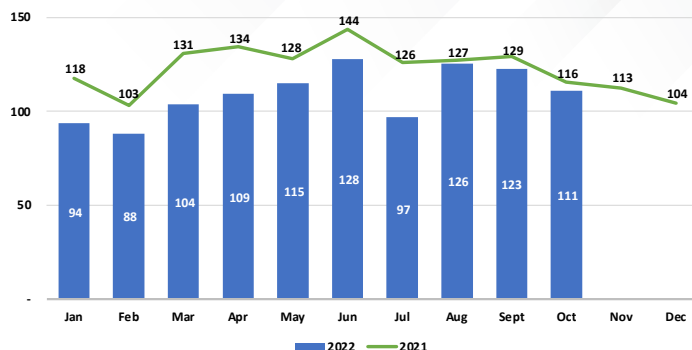
Currently, the Company is in the early stages of utilizing artificial intelligence technology (Artificial Intelligence) and machine learning (Machine Learning). One example of its application is to predict production potential in 17 locations with a total planted area of 146 thousand ha of the Company.

AAI's FFB Production Trend\* – 000 Ton



\* Nucleus + Plasma

AAI's CPO Production Trend – 000 Tons



## Astra Agro's recorded Rp 17 Trillion Net Revenue at September 2022

As of September 2022, Astra Agro recorded a 8.3% decrease in net income to Rp 17 trillion. In 2021, the Company already paid export levies and export taxes of Rp 228 billion or decreased by 75.1% YTD in 2020, which is Rp 916 billion. Until September 2022, the Company also recorded an increase for average selling price CPO to 24% compared to

the same period the previous year. Net profit attributable to shareholders in September 2022 was IDR 1,2 trillion, a decrease of 17.2% compared to the same period the previous year.

### FINANCIAL PERFORMANCE HIGHLIGHT

Description - Rp. Billion	9M22	9M21	Change
<b>Net Revenue</b>	<b>16,517</b>	<b>18,014</b>	<b>-8.3%</b>
Cost of Revenue	13,856	14,403	-3.8%
<b>Gross Profit</b>	<b>2,661</b>	<b>3,611</b>	<b>-26.3%</b>
Gross Profit Margin	16.1%	20.0%	-3.9%
<b>Profit Attributable to Owners of the Company</b>	<b>1,216</b>	<b>1,469</b>	<b>-17.2%</b>
Net Income Margin Attributable to owners of the Company	7.4%	8.2%	-0.8%