

OPERATIONAL PERFORMANCE HIGHLIGHT

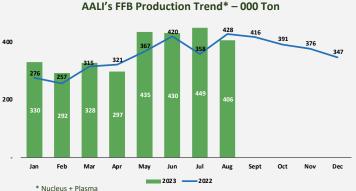
Description (000 tons)	8 Months P 2023	erformance 2022	Change	2022 (Full Year)
Total Harvested FFB (Nucleus and Plasma)	2,966	2,743	8.2%	4,273
Harv. FFB by Region				
Sumatra	1,136	1,059	7.3%	1,676
Kalimantan	1,380	1,204	14.7%	1,884
Sulawesi	450	480	-6.2%	713
FFB Processed				6,868
Nucleus and Plasma	2,966	2,743	8.2%	4,273
3rd Parties	1,752	1,794	-2.3%	2,595
СРО	875	861	1.7%	1,304
Kernel	189	185	1.9%	282

PT Astra Agro Lestari Tbk ("the Company") as of August 2023 has produced 3.0 million tons of Fresh Fruit Bunches (FFB), or an increase of 8.2% compared to YTD August 2022. This increase was in line with the 9.0% increase in nucleus FFB production as of August 2023 compared to the same period in 2022.

The Company also produced 875 thousand tons of Crude Palm Oil (CPO) as of August 2023, which increase by 1.7% compared to YTD August 2022. This was in line with the increase in Kernel production by 1.9% to 189 thousand tons as of August 2023 compared to YTD August 2022 of 185 thousand tons.

AALI's CPO Production Trend - 000 Tons

110



428 416 391 376 406 50 93 84 91 86 131 134

Jan

Feb

Mar

Apr

May

Jun

2023 -

Jul

2022

Aug

Sept

150

FINANCIAL PERFORMANCE HIGHLIGHT

Description - Rp. Billion	6M23	6M22	Change	
Net Revenue	9,391	10,965	-14.4%	
Cost of Revenue	8,363	9,144	-8.5%	
Gross Profit	1,027	1,821	-43.6%	
Gross Profit Margin	10.9%	16.6%	-5.7%	
Profit Attributable to Owners	368	809	-54.6%	
of the Company	500			~
Net Income Margin Attributable	3.9%	7.4%	-3.5%	
to owners of the Company		7.4%	-5.5%	

The Company recorded a 14.4% decrease in net revenue from Rp 11.0 trillion in June 2022 to Rp 9.4 trillion in June 2023. This was due to a 24.4% decrease in the Company's average CPO price and a 50.9% decrease in the average Kernel price as of June 2023 compared to June 2022. The decrease resulted in a 54.6% decrease in profit attributable to owners of the Company from Rp 809 billion as of June 2022 to Rp 368 billion as of June 2023.