

## HIGHLIGHTS

- Weaker 2012 due to lower prices and sales volume

## 2012 Performance

Income Statement (Rp bn)	2012	2011 (*)	YoY
Sales	2,485	3,646	-32%
Gross Profit	749	1,433	-48%
Operating Income	361	898	-60%
EBITDA	581	1,109	-48%
Net Income (Loss) Current Period	(1,068)	746	-243%

*Sales weakened,*

*subsequently Ebitda weakened,*

Margins	2012	2011 (*)
Gross Margin	30%	39%
Operating Margin	15%	25%
EBITDA Margin	23%	30%
Net Margin	-43%	20%

*as margins decline.*

Sales Revenue (in IDR bn)	2012	2011 (*)	YoY
FFB	6	4	56%
CPO	1,343	1,816	-26%
PK	164	250	-34%
Rubber	670	1,127	-41%
Oleo	303	449	-33%
<b>Total</b>	<b>2,485</b>	<b>3,646</b>	<b>-32%</b>

*Weaker sales,*

Sales Volume (Ton)	2012	2011 (*)	YoY
FFB	5,195	2,955	76%
CPO	195,564	240,910	-19%
PK	45,869	53,155	-14%
Rubber	22,292	28,336	-21%
Oleo	29,054	45,421	-36%

*driven by lower volume of CPO,  
Rubber and Oleo sold,*

Average Selling Price (in USD/Ton)	2012	2011 (*)	YoY
FFB	121	145	-17%
CPO	732	859	-15%
PK	381	536	-29%
Rubber	3,203	4,531	-29%
Oleo	1,112	1,127	-1%

*and correspondingly weaker CPO,  
Rubber, and Oleo prices.*

**FY12 Palm Oil Production**

FFB Production (MT)	2012	2011 (*)	YoY
Nucleus	867,174	996,627	-13%
Nucleus yield/Ha	11.7	13.8	-15%
Plasma	201,407	202,367	0%
Plasma yield/Ha	17.6	17.7	0%
Purchased	306,846	368,055	-17%

*Lower CPO volume driven by lower FFB nucleus and purchase volume*

Mill Production (MT)	2012	2011 (*)	YoY
CPO	268,610	320,232	-16%
CPO Extraction Rate	20%	21%	
Palm Kernel	63,407	72,730	-13%
Kernel Extraction Rate	5%	5%	

**FY12 Rubber Production**

Field Production (MT)	2012	2011 (*)	YoY
Nucleus	19,748	20,334	-3%
Nucleus yield/Ha	1.4	1.5	-5%
Purchased	2,932	7,093	-59%

*Lower Rubber volume mainly driven by lower purchase*

Factory Production (MT)	2012	2011 (*)	YoY
Nature Rubber	23,103	27,687	-17%

**Oil Palm and Rubber Plantation Hectarage**

Hectarage (Ha)	2012	2011
<b>Palm</b>		
Nucleus - Mature	73,934	72,102
Nucleus - Immature	17,917	20,098
<b>Total Nucleus - Planted</b>	<b>91,851</b>	<b>92,200</b>
Plasma Mature	11,438	11,438
<b>Total Palm - Planted</b>	<b>103,289</b>	<b>103,638</b>
<b>Rubber</b>		
Nucleus - Mature	13,671	13,324
Nucleus - Immature	5,064	5,596
<b>Total Rubber - Planted</b>	<b>18,735</b>	<b>18,920</b>
<b>Total Planted</b>	<b>122,024</b>	<b>122,558</b>
Nucleus Unplanted	57,618	57,084
<b>Total Hectares</b>	<b>179,642</b>	<b>179,642</b>

**PT Bakrie Sumatera Plantations Tbk** is an integrated and sustainable agrobusiness that operates in the business field of oil palm plantation and the production of palm oil and its derivatives; the business field of rubber plantation and the processing of natural rubber products; and the business field of processing oleochemicals products. The company has listed its shares in the Indonesia Stock Exchange since 1990 with ticker code UNSP.

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