

HIGHLIGHTS

- Weaker 1Q2013 due to lower prices and sales volume

1Q13 Performance

Income Statement (Rp bn)	1Q13	1Q12
Sales	481	855
Gross Profit	146	327
Operating Income	65	239
EBITDA	100	297
Net Income (Loss) Current Period	(63)	84

Sales weakened,

subsequently Ebitda weakened,

Margins	1Q13	1Q12
Gross Margin	30%	38%
Operating Margin	13%	28%
EBITDA Margin	21%	35%
Net Margin	-13%	10%

as margins decline.

Sales Revenue (in IDR bn)	1Q13	1Q12
FFB	8	1
CPO	283	411
PK	26	53
Rubber	163	264
Oleo	1	126
Total	481	855

Weaker sales,

Sales Volume (Ton)	1Q13	1Q12
FFB	9,413	664
CPO	48,434	57,754
PK	8,841	12,443
Rubber	5,761	8,206
Oleo	224	11,265

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

Average Selling Price (in USD/Ton)	1Q13	1Q12
FFB	90	159
CPO	602	782
PK	305	469
Rubber	2,919	3,536
Oleo	467	1,224

and correspondingly weaker CPO, Rubber, and Oleo prices.

1Q13 Palm Oil Production

FFB Production (MT)	1Q13	1Q12
Nucleus	116,612	207,050
Nucleus yield/Ha	1.6	2.9
Plasma	47,412	44,925
Plasma yield/Ha	4.1	3.9
Purchased	48,145	71,757

Lower CPO volume driven by lower FFB nucleus and purchase volume

Mill Production (MT)	1Q13	1Q12
CPO	41,321	63,702
CPO Extraction Rate	21%	20%
Palm Kernel	9,059	15,578
Kernel Extraction Rate	5%	5%

1Q13 Rubber Production

Field Rubber Production (MT)	1Q13	1Q12
Nucleus	5,102	4,926
Nucleus yield/Ha	0.4	0.4
Purchased	318	1,002

Lower Rubber volume mainly driven by lower purchase

Factory Production (MT)	1Q13	1Q12
Processed Rubber	5,254	6,041

Oil Palm and Rubber Plantation Hectarage

Hectarage (Ha)	1Q13	1Q12
Palm		
Nucleus - Mature	74,003	72,102
Nucleus - Immature	18,008	20,098
Total Nucleus - Planted	92,011	92,200
Plasma - Mature	11,438	11,438
Plasma - Immature	2,129	
Total Plasma - Planted	13,567	11,438
Total Palm - Planted	105,578	103,638
Rubber		
Nucleus - Mature	14,302	13,324
Nucleus - Immature	4,490	5,596
Total Rubber - Planted	18,791	18,920
Total Planted		
Total Planted	124,369	122,558
Nucleus - Unplanted	57,402	57,084
Total Hectares	181,771	179,642

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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