

HIGHLIGHTS

- Stronger 3Q14 resulting from focus on productivity on the back of stronger palm and weaker rubber product prices

3Q14 Performance

Income Statement (Rp bn)	3Q14	3Q13	YoY
Sales	2,028	1,439	41%
Gross Profit	575	395	45%
Operating Income	278	135	106%
EBITDA	417	260	60%
Net Income (Loss) Current Period	(128)	(796)	84%

Compared to 3Q13, as of 3Q14 Sales have improved by 41% to Rp 2,028 bn, while EBITDA by 60% to Rp 417 bn.

Margins	3Q14	3Q13
Gross Margin	28%	27%
Operating Margin	14%	9%
EBITDA Margin	21%	18%
Net Margin	-6%	-55%

Sales Revenue (in IDR bn)	3Q14	3Q13	%
FFB	20	38	1%
CPO	1,372	896	68%
PK	193	100	10%
Rubber	443	403	22%
Oleo	-	2	-
Total	2,028	1,439	100%

3Q14 Sales of Rp 2,028 bn were contributed from Palm products (CPO, PK, FFB) 78%, and Rubber products 22%.

Sales Volume (Ton)	3Q14	3Q13	YoY
FFB	12,859	35,584	-64%
CPO	163,832	147,496	11%
PK	35,473	30,149	18%
Rubber	19,000	15,189	25%
Oleo	-	683	-

Compared to 3Q13, as of 3Q14 Sales volume of main Palm and Rubber products were generally higher.

Average Selling Price (in USD/Ton)	3Q14	3Q13	YoY
FFB	129	107	21%
CPO	713	605	18%
PK	463	329	41%
Rubber	1,986	2,640	-25%
Oleo	-	330	-
Average Exchange Rate (IDR/USD)	11,748	10,045	17%

Compared to 3Q13, as of 3Q14 Palm commodity prices were generally improved, while Rubber commodity prices were in decline.

3Q14 Palm Oil Production

FFB Supply (MT)	3Q14	3Q13	YoY
Nucleus Production	341,275	371,140	-8%
Plasma Production	146,907	138,330	6%
Purchased	322,492	226,857	42%
Total FFB Supply	810,674	736,328	10%
Total FFB Processed	799,534	682,510	17%
Nucleus yield/Ha	9.6	8.5	13%
Plasma yield/Ha	12.5	11.7	6%
Mill Production (MT)	3Q14	3Q13	YoY
CPO	163,137	139,378	17%
Palm Kernel	35,612	30,918	15%
CPO Extraction Rate	20.4%	20.4%	0%
Kernel Extraction Rate	4.5%	4.5%	-2%

With AIRPL* production excluded being classified as held for sale, compared to 3Q13 as of 3Q14 CPO production increased by 17% to 163,137 tons from higher FFB supply.

3Q14 Rubber Production

Field Rubber Supply (MT)	3Q14	3Q13	YoY
Nucleus Production	14,706	14,580	1%
Purchased	4,436	422	952%
Total Field Rubber Supply	19,142	15,002	28%
Nucleus yield/Ha	1.0	1.0	0%
Factory Production (MT)	3Q14	3Q13	YoY
Processed Rubber	18,787	14,342	31%

Similarly in Rubber, compared to 3Q13 as of 3Q14 Rubber production increased by 31% to 18,787 tons from higher field rubber supply.

Oil Palm and Rubber Plantation Hectarage

Hectarage (Ha)	3Q14	3Q13
Palm Nucleus		
Mature	36,145	36,715
Immature	9,842	8,920
Planted	45,987	45,634
Plantable	3,943	4,075
Unplantable	5,759	5,953
Palm Plasma		
Mature	11,780	11,776
Immature	2,127	2,094
Planted	13,907	13,869
Total Palm - Planted	59,894	59,504
Total Palm - Plantable	3,943	4,075
Total Palm - Unplantable	5,759	5,953
Rubber		
Mature	15,038	14,868
Immature	4,265	4,103
Planted	19,303	18,971
Plantable	764	1,359
Unplantable	2,284	2,046
Grand Total Planted	79,197	78,475
Grand Total Plantable	4,707	5,435
Grand Total Unplantable	8,043	8,000
Grand Total Hectares	91,947	91,909

As of 3Q14 BSP manages 45,987 hectares planted of palm nucleus, 13,907 hectares planted of palm plasma, and 19,303 hectares planted of rubber, for a total of 79,197 hectares planted.

* See Interim Consolidated Financial Statements September 30, 2014 footnote 40 Non-Current Assets Classified as Held for Sale and Discontinued Operations on Agri International Resources Pte Ltd (AIRPL)

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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