

HIGHLIGHTS

- The effects of El-Nino which have prevailed since 2015 were still the dominant factors, causing decreased productivity of national plantation. In line with this, throughout 2016 BSP also had decrease in the production of nucleus palm plantations, but managed to increase production of its nucleus rubber plantations.

3Q16 Performance

Income Statement (Rp bn)	3Q16	3Q15	YoY
Sales	1,163	1,590	-27%
COGS	862	1,174	-27%
Gross Profit	301	416	-28%
Selling Expense	31	37	-16%
General & Administrative	277	286	-3%
Operating Income	-7	93	-108%
Depreciation & Amortization	56	58	-3%
EBITDA	49	151	-68%
Finance Expense (Income)	563	457	23%
Loss (Gain) on Foreign Exchange	-414	1,481	-128%
Others Expense (Income)	-29	-674	-96%
Net Income (Loss) Current Period	-127	-1,171	-89%

Compared to 3Q15, as of 3Q16 Operating Loss was Rp -7 bn while Sales have decreased to Rp 1,163 bn due to lower Sales volume

Margins	3Q16	3Q15
Gross Margin	26%	26%
Operating Margin	-1%	6%
EBITDA Margin	4%	9%
Net Margin	-11%	-74%

Sales Revenue (in IDR bn)	3Q16	3Q15	3Q16%
FFB	17	14	1%
CPO	714	1,035	61%
PK	130	152	11%
Rubber	302	389	26%
Oleo	0	0	0%
Total	1,163	1,590	100%

3Q16 Sales of Rp 1,163 bn were contributed from Palm (CPO, PK, FFB) 74%, and Rubber 26%

Sales Volume (Ton)	3Q16	3Q15	YoY
FFB	11,962	12,004	0%
CPO	96,680	145,484	-34%
PK	20,287	32,188	-37%
Rubber	17,469	19,895	-12%
Oleo	0	0	0%

Compared to 3Q15, as of 3Q16 Sales volume of main Palm and Rubber products were lower

Average Selling Price (in USD/Ton)	3Q16	3Q15	YoY
FFB	107	88	21%
CPO	554	536	3%
PK	481	356	35%
Rubber	1,297	1,474	-12%
Oleo	0	0	0%
Average Exchange Rate (IDR/USD)	13,326	13,263	0%

Compared to 3Q15, as of 3Q16 Palm commodity prices were higher

3Q16 Palm Oil Production

FFB Supply (MT)	3Q16	3Q15	YoY
Nucleus Production	295,511	354,879	-17%
Plasma Production	69,919	124,013	-44%
Purchased	134,663	282,289	-52%
Total FFB Supply	500,093	761,181	-34%
Total FFB Processed	486,327	744,472	
Nucleus yield/Ha	7.8	8.8	-11%
Plasma yield/Ha	5.0	9.3	-46%
Mill Production (MT)	3Q16	3Q15	YoY
CPO	97,535	149,265	-35%
Palm Kernel	20,409	32,408	-37%
CPO Extraction Rate	20.1%	20.0%	0%
Kernel Extraction Rate	4.2%	4.4%	-4%

Compared to 3Q15 as of 3Q16 CPO production decreased to 97,535 tons, due to decrease in FFB nucleus, plasma and purchase

3Q16 Rubber Production

Field Rubber Supply (MT)	3Q16	3Q15	YoY
Nucleus Production	15,723	15,212	3%
Purchased	1,821	4,794	-62%
Total Field Rubber Supply	17,544	20,006	-12%
Nucleus yield Kg/Ha	971	988	-2%
Factory Production (MT)			
Processed Rubber	17,125	19,230	

Compared to 3Q15 as of 3Q16 Rubber production decreased to 17,125 tons

Oil Palm and Rubber Plantation Hectarage

Hectarage (Ha)	3Q16	3Q15
Palm Nucleus		
Mature	37,730	40,176
Immature	7,244	4,779
Replanting	-	
New Replanting		
Planted	44,974	44,955
Plantable	4,110	4,413
Unplantable	3,476	3,193
Palm Plasma		
Mature	14,002	13,296
Immature	974	709
Planted	14,976	14,005
Total Palm - Planted	59,950	58,959
Total Palm - Plantable	4,110	4,413
Total Palm - Unplantable	3,476	3,193
Rubber		
Mature	16,198	15,402
Immature	2,938	3,828
Replanting	-	
New Replanting		
Planted	19,136	19,231
Plantable	2,154	2,149
Unplantable	2,314	2,224
Grand Total Planted	79,086	78,190
Grand Total Plantable	6,263	6,563
Grand Total Unplantable	5,790	5,416
Grand Total Hectares	91,140	90,169

As of 3Q16 BSP manages 44,974 hectares planted of palm nucleus, 14,976 hectares planted of palm plasma, and 19,136 hectares planted of rubber, for a total of 79,086 hectares planted

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.

Visit our website: www.bakriesumatera.com

Mailing address:

PT Bakrie Sumatera Plantations Tbk

Corporate Center

Kompleks Rasuna Epicentrum

Bakrie Tower 19th floor

Jl. H.R. Rasuna Said

Jakarta 12960, Indonesia

Email:

investor@bakriesumatera.com

Telp +62 21 2994 1286