

## HIGHLIGHTS

- In spite of uncertain climate, UNSP can still increase profit from its estates' operational activities through optimization of performance of its nucleus palm and rubber plantation in 2017.

### 3Q17 Performance

| Income Statement (Rp bn)         | 3Q17  | 3Q16  | YoY    |
|----------------------------------|-------|-------|--------|
| Sales                            | 1,140 | 1,163 | -2%    |
| COGS                             | 641   | 862   | -26%   |
| Gross Profit                     | 499   | 301   | 66%    |
| Selling Expense                  | 21    | 31    | -32%   |
| General & Administrative         | 297   | 277   | 7%     |
| Operating Income                 | 181   | -7    | -2686% |
| Depreciation & Amortization      | 55    | 56    | -3%    |
| EBITDA                           | 236   | 49    | 381%   |
| Finance Expense (Income)         | 505   | 563   | -10%   |
| Loss (Gain) on Foreign Exchange  | 73    | -414  | -118%  |
| Others Expense (Income)          | 292   | -29   | -1107% |
| Net Income (Loss) Current Period | -689  | -127  | 442%   |

*Compared to 3Q16, as of 3Q17 Operating Income have increased to Rp 181 bn while Sales have decreased to Rp 1,140 bn due to lower Sales volume*

| Margins          | 3Q17 | 3Q16 |
|------------------|------|------|
| Gross Margin     | 44%  | 26%  |
| Operating Margin | 16%  | -1%  |
| EBITDA Margin    | 21%  | 4%   |
| Net Margin       | -60% | -11% |

| Sales Revenue (in IDR bn) | 3Q17  | 3Q16  | 3Q17% |
|---------------------------|-------|-------|-------|
| FFB                       | 22    | 17    | 2%    |
| CPO                       | 634   | 714   | 56%   |
| PK                        | 105   | 130   | 9%    |
| Rubber                    | 379   | 302   | 33%   |
| Oleo                      | 0     | 0     | 0%    |
| Total                     | 1,140 | 1,163 | 100%  |

*3Q17 Sales of Rp 1,140 bn were contributed from Palm (CPO, PK, FFB) 67%, and Rubber 33%*

| Sales Volume (Ton) | 3Q17   | 3Q16   | YoY  |
|--------------------|--------|--------|------|
| FFB                | 12,819 | 11,962 | 7%   |
| CPO                | 77,351 | 96,680 | -20% |
| PK                 | 15,502 | 20,287 | -24% |
| Rubber             | 15,022 | 17,469 | -14% |
| Oleo               | 0      | 0      | 0%   |

*Compared to 3Q16, as of 3Q17 Sales volume of main Palm and Rubber products were lower*

| Average Selling Price (in USD/Ton) | 3Q17   | 3Q16   | YoY |
|------------------------------------|--------|--------|-----|
| FFB                                | 129    | 107    | 21% |
| CPO                                | 615    | 554    | 11% |
| PK                                 | 508    | 481    | 6%  |
| Rubber                             | 1,893  | 1,297  | 46% |
| Oleo                               | 0      | 0      | 0%  |
| Average Exchange Rate (IDR/USD)    | 13,330 | 13,326 | 0%  |

*Compared to 3Q16, as of 3Q17 Palm and Rubber commodity prices were higher*

**3Q17 Palm Oil Production**

| FFB Supply (MT)     | 3Q17    | 3Q16    | YoY   |
|---------------------|---------|---------|-------|
| Nucleus Production  | 315,238 | 295,511 | 7%    |
| Plasma Production   | 52,357  | 69,919  | -25%  |
| Purchased           | 74      | 134,663 | -100% |
| Total FFB Supply    | 367,669 | 500,093 | -26%  |
| Total FFB Processed | 353,886 | 486,327 | -27%  |
| Nucleus yield/Ha    | 8.1     | 7.8     | 3%    |
| Plasma yield/Ha     | 3.6     | 5.0     | -28%  |

| Mill Production (MT)   | 3Q17   | 3Q16   | YoY  |
|------------------------|--------|--------|------|
| CPO                    | 77,602 | 97,535 | -20% |
| Palm Kernel            | 15,834 | 20,409 | -22% |
| CPO Extraction Rate    | 21.9%  | 20.1%  | 9%   |
| Kernel Extraction Rate | 4.5%   | 4.2%   | 6.6% |

**Compared to 3Q16 as of 3Q17 CPO production decreased to 77,602 tons, due to decrease in FFB plasma and purchase**

**3Q17 Rubber Production**

| Field Rubber Supply (MT)  | 3Q17   | 3Q16   | YoY   |
|---------------------------|--------|--------|-------|
| Nucleus Production        | 15,405 | 15,723 | -2%   |
| Purchased                 | -      | 1,821  | -100% |
| Total Field Rubber Supply | 15,405 | 17,544 | -12%  |
| Nucleus yield Kg/Ha       | 894    | 971    | -8%   |
| Factory Production (MT)   |        |        |       |
| Processed Rubber          | 14,630 | 17,125 |       |

**Compared to 3Q16 as of 3Q17 Rubber production decreased to 14,630 tons**

**Oil Palm and Rubber Plantation Hectarage**

| Hectarage (Ha)           | 3Q17   | 3Q16   |
|--------------------------|--------|--------|
| Palm Nucleus             |        |        |
| Mature                   | 38,933 | 37,730 |
| Immature                 | 4,407  | 7,244  |
| Replanting               | 53     |        |
| New Replanting           |        |        |
| Planted                  | 43,394 | 44,974 |
| Plantable                | 6,275  | 4,110  |
| Unplantable              | 2,893  | 3,476  |
| Palm Plasma              |        |        |
| Mature                   | 14,574 | 14,002 |
| Immature                 | 402    | 974    |
| Planted                  | 14,976 | 14,976 |
| Total Palm - Planted     | 58,370 | 59,950 |
| Total Palm - Plantable   | 6,275  | 4,110  |
| Total Palm - Unplantable | 2,893  | 3,476  |
| Rubber                   |        |        |
| Mature                   | 16,925 | 16,198 |
| Immature                 | 2,177  | 2,938  |
| Replanting               |        |        |
| New Replanting           |        |        |
| Planted                  | 19,102 | 19,136 |
| Plantable                | 1,752  | 2,154  |
| Unplantable              | 2,748  | 2,314  |
| Grand Total Planted      | 77,472 | 79,086 |
| Grand Total Plantable    | 8,027  | 6,263  |
| Grand Total Unplantable  | 5,641  | 5,790  |
| Grand Total Hectares     | 91,140 | 91,140 |

**As of 3Q17 BSP manages 43,394 hectares planted of palm nucleus, 14,976 hectares planted of palm plasma, and 19,102 hectares planted of rubber, for a total of 77,472 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](http://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](mailto:investor@bakriesumatera.com)

Telp +62 21 2994 1286