



HIGHLIGHTS

- Global economic downturn led to weaker CPO demand and price. Despite long drought in 2014, with good estate management practice we managed to maintain nucleus production in 3Q15 to continue in the last quarter of 2015.

3Q15 Performance

Income Statement (Rp bn)	3Q15	3Q14
Sales	1,590	2,028
COGS	1,174	1,452
Gross Profit	417	575
Selling Expense	37	36
General & Administrative	286	261
Operating Income	94	278
Depreciation & Amortization	133	139
EBITDA	227	417
Finance Expense (Income)	458	397
Loss (Gain) on Foreign Exchange	1,481	-22
Others Expense (Income)	-1,065	31
Net Income (Loss) Current Period	-780	-128
Margins	3Q15	3Q14
Gross Margin	26%	28%
Operating Margin	2%	2%
EBITDA Margin	18%	13%
Net Margin	6%	14%

Compared to 3Q14, as of 3Q15 Sales have weakened to Rp 1,590 bn, while EBITDA to Rp 227 bn.

Sales Revenue (in IDR bn)	3Q15	3Q14	3Q15%
FFB	14	20	1%
CPO	1,035	1,372	65%
PK	152	193	10%
Rubber	389	443	24%
Oleo	-	-	-
Total	1,590	2,028	100%

3Q15 Sales of Rp 1,590 bn were contributed from Palm products (CPO, PK, FFB) 76%, and Rubber products 24%.

Sales Volume (Ton)	3Q15	3Q14	YoY
FFB	12,051	12,859	-6%
CPO	146,603	163,832	-11%
PK	32,367	35,473	-9%
Rubber	19,803	19,000	4%
Oleo	-	-	-

Compared to 3Q14, as of 3Q15 Sales volume of main Palm products were slightly lower.

Average Selling Price (in USD/Ton)	3Q15	3Q14	YoY
FFB	90	129	-31%
CPO	533	713	-25%
PK	353	463	-24%
Rubber	1,481	1,986	-25%
Oleo	-	-	-
Average Exchange Rate (IDR/USD)	13,263	11,748	13%

Compared to 3Q14, as of 3Q15 Palm and Rubber commodity prices were significantly weakened.

3Q15 Palm Oil Production

FFB Supply (MT)	3Q15	3Q14	YoY
Nucleus Production	354,879	341,275	4%
Plasma Production	118,999	146,907	-19%
Purchased	287,303	322,492	-11%
Total FFB Supply	761,181	810,674	-6%
Total FFB Processed	747,786	799,534	-6%
Nucleus yield/Ha	9.3	9.6	-3%
Plasma yield/Ha	8.9	12.5	-28%

Compared to 3Q14, as of 3Q15 CPO production decreased to 149,265 tons, due to decrease in FFB plasma and purchase.

Mill Production (MT)	3Q15	3Q14	YoY
CPO	149,265	163,137	-9%
Palm Kernel	32,408	35,612	-9%
CPO Extraction Rate	20%	20%	-2%
Kernel Extraction Rate	4%	4%	-3%

3Q15 Rubber Production

Field Rubber Supply (MT)	3Q15	3Q14	YoY
Nucleus Production	15,212	14,706	3%
Purchased	4,624	4,436	4%
Total Field Rubber Supply	19,836	19,142	4%
Nucleus yield/Ha	1.0	1.0	1%

Compared to 3Q14, as of 3Q15 Field Rubber supply slightly improved to 19,836 tons.

Factory Production (MT)	3Q15	3Q14	YoY
Processed Rubber	18,486	18,787	-2%

Oil Palm and Rubber Plantation Hectareage

Hectareage (Ha)	3Q15	3Q14
Palm Nucleus		
Mature	38,000	36,145
Immature	7,907	9,842
Planted	45,907	45,987
Plantable	4,339	3,943
Unplantable	3,845	5,759
Palm Plasma		
Mature	13,296	11,780
Immature	709	2,127
Planted	14,005	13,907
Total Palm - Planted	59,911	59,894
Total Palm - Plantable	4,339	3,943
Total Palm - Unplantable	3,845	5,759
Rubber		
Mature	15,402	15,038
Immature	4,191	4,265
Planted	19,593	19,303
Plantable	1,341	764
Unplantable	1,508	2,284
Grand Total Planted	79,505	79,197
Grand Total Plantable	5,680	4,707
Grand Total Unplantable	5,354	8,043
Grand Total Hectares	90,538	91,947

As of 3Q15 BSP manages 45,907 hectares planted of palm nucleus, 14,005 hectares planted of palm plasma, and 19,593 hectares planted of rubber, for a total of 79,505 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 18th-19th floor

Jl. H.R. Rasuna Said

Jakarta 12960, Indonesia

Contact:

Andi W. Setianto

Harris J. Wahyu

M. Husna Mubaraq

Investor Relations Team

Email : andi.setianto@bakriesumatera.com

harris.wahyu@bakriesumatera.com

husna@bakriesumatera.com

Office : +62 21 2994 1286