

## HIGHLIGHTS

- 4Q22 Sales have increased 5% to Rp 4,189 billion. Upstream Palm Nucleus replanting is underway for better productivity going forward.

### 4Q22 Performance

Income Statement (in IDR bn)	4Q22	4Q21	YoY
Sales	4,189	3,971	5%
COGS	3,403	2,989	14%
Gross Profit	786	982	-20%
Selling Expense	86	97	-11%
General & Administrative	384	376	2%
Operating Income	316	509	-38%
Depreciation & Amortization	192	224	-14%
EBITDA	508	733	-31%
Finance Expense (Income)	189	293	-35%
Loss (Gain) on Foreign Exchange	783	167	-369%
Others Expense (Income)	(1,587)	(69)	2200%
Net Income (Loss) Current Period	931	118	689%

*Compared to 4Q21, as of 4Q22 Sales have increased 5% to Rp 4,189 billion, Gross Profit decreased by -20% to Rp 786 billion, EBITDA decreased by -31% to Rp 508 billion due to deconsolidation which resulted in the dilution of ownership in subsidiaries.*

Margins	4Q22	4Q21
Gross Margin	19%	25%
Operating Margin	8%	13%
EBITDA Margin	12%	18%
Net Margin	22%	3%

Sales Revenue (in IDR bn)	4Q22	4Q21	4Q22%
FFB	39	47	1%
CPO	1,822	1,464	44%
PK	228	209	5%
Rubber	305	414	7%
Oleo	1,795	1,837	43%
Total	4,189	3,971	100%

*4Q22 Sales of Rp 4,189 billion were contributed from Palm (CPO, PK, FFB) 50%, Rubber 7%, and Oleo 43%.*

Sales Volume (Ton)	4Q22	4Q21	YoY
FFB	16,850	20,165	-16%
CPO	150,635	126,322	19%
PK	36,341	29,456	23%
Rubber	12,188	15,264	-20%
Oleo	98,388	115,692	-15%

*Compared to 4Q21, as of 4Q22 Sales volume of main Palm products was higher.*

Average Selling Price (in USD/Ton)	4Q22	4Q21	YoY
FFB	156	163	-4%
CPO	813	810	0%
PK	422	496	-15%
Rubber	1,683	1,895	-11%
Oleo	1,227	1,109	11%

*Compared to 4Q21, as of 4Q22 Palm commodity FFB and PK prices were lower, meanwhile CPO prices were stable.*

**4Q22 Palm Oil Production**

FFB Supply (MT)	4Q22	4Q21	YoY
Nucleus Production	376,655	377,447	0%
Plasma Production	107,997	77,088	40%
Purchased	328,065	186,371	76%
Total FFB Supply	812,716	640,906	27%
Total FFB Processed	791,589	618,440	28%
Nucleus yield/Ha	11.9	12.7	

**Compared to 4Q21 as of 4Q22 CPO production increased by 23% to 154,701 tons, due to an increase in plasma and third-party purchase.**

Mill Production (MT)	4Q22	4Q21	YoY
CPO	154,701	125,980	23%
Palm Kernel	36,488	29,361	24%
CPO Extraction Rate	19.5%	20.4%	-4%
Kernel Extraction Rate	4.6%	4.7%	-3%

**4Q22 Rubber Production**

Field Rubber Supply (MT)	4Q22	4Q21	YoY
Nucleus Production	12,904	15,242	-15%
Purchased			0%
Total Field Rubber Supply	12,904	15,242	-15%
Nucleus yield Kg/Ha	845	954	-11%
Factory Production (MT)			
Processed Rubber	11,835	13,789	-14%

**Compared to 4Q21 as of 4Q22 Rubber production decreased by -14% to 11,835 tons due to aging Rubber plantation.**

**Oil Palm and Rubber Plantation Hectarage**

Hectarage (Ha)	4Q22	4Q21
<b>Palm Nucleus</b>		
Mature	31,528	29,835
Immature	4,251	5,460
Replanting	1,438	1,174
Planted	37,217	36,469
Plantable	10,076	10,062
Unplantable	6,515	6,428
<b>Palm Plasma</b>		
Mature	14,440	14,440
Immature	535	535
Planted	14,975	14,975
Total Palm - Planted	52,192	51,444
Total Palm - Plantable	10,076	10,062
Total Palm - Unplantable	6,515	6,428
<b>Rubber</b>		
Mature	15,277	15,978
Immature	122	292
Planted	15,399	16,270
Plantable	1,068	1,046
Unplantable	2,346	2,345
Grand Total Planted	67,591	67,714
Grand Total Plantable	11,144	11,109
Grand Total Unplantable	8,860	8,773
Grand Total Hectares	87,596	87,596

**As of 4Q22 BSP manages 37,217 hectares Planted of Palm Nucleus, 14,975 hectares Planted of Palm Plasma, and 15,399 hectares Planted of Rubber, for a total of 67,591 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.

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