

## HIGHLIGHTS

- Sales have increased 5% to Rp 1,869 billion, driven by an increase in CPO production. Upstream Palm Nucleus replanting and conversion Rubber to Palm, is underway for better productivity going forward.

### 3Q25 Performance

Income Statement (Rp bn)	3Q25	3Q24	YoY
Sales	1,869	1,787	5%
COGS	(1,293)	(1,338)	-3%
Gross Profit	576	449	28%
Selling Expense	(25)	(36)	-31%
General & Administrative	(240)	(279)	-14%
Operating Income (Loss)	311	134	132%
Depreciation & Amortization	120	121	-1%
EBITDA	431	255	69%
Finance Income (Expense)	(59)	(154)	62%
Gain (Loss) on Foreign Exchange	(243)	135	280%
Others Income (Expense)	(72)	1,916	104%
Net Income (Loss) Current Year	(63)	2,031	103%

Margins	3Q25	3Q24
Gross Margin	31%	25%
Operating Margin	17%	7%
EBITDA Margin	23%	14%
Net Margin	-3%	114%

Sales Revenue (in IDR bn)	3Q25	3Q24	%3Q25
FFB	42	30	2%
CPO	1,444	1,029	77%
PK	264	135	14%
Rubber	119	167	6%
Oleo	-	426	0%
Total	1,869	1,787	100%

Sales Volume (Ton)	3Q25	3Q24	YoY
FFB	14,838	13,221	12%
CPO	102,073	82,531	24%
PK	21,669	17,681	23%
Rubber	3,899	5,972	-35%

Average Selling Price (in USD/Ton)	3Q25	3Q24	YoY
FFB	173	143	21%
CPO	862	786	10%
PK	743	481	54%
Rubber	1,860	1,762	6%

**Compared to 3Q24, in period 3Q25 Sales increased by 5% to Rp 1,869 billion, Gross Profit increased by 28% to Rp 576 billion, Operating Profit increased by 132% to Rp 311 billion, and EBITDA increased by 69% to 431 billion mainly due to increase in CPO Production.**

**3Q25 Sales of Rp 1,869 billion were contributed from Palm (CPO, PK, FFB) 93%, Rubber 6%, and there is no contribution from Oleochemical due to deconsolidation of BRC/ downstream in July 2024.**

**Compared to 3Q24, in period 3Q25 Sales volume from Palm products was higher, meanwhile Rubber products were lower.**

**Compared to 3Q24, as of 3Q25 Palm (CPO, PK, FFB), and Rubber prices were higher.**

**3Q25 Palm Oil Production**

FFB Supply (MT)	3Q25	3Q24	YoY
Nucleus Production	274,797	264,033	4%
Plasma Production	36,002	30,764	17%
Purchased	216,704	135,209	60%
Total FFB Supply	527,502	430,006	23%
Total FFB Processed	510,198	414,867	23%
Nucleus yield/Ha	8.8	8.0	

**Compared to 3Q24, in period 3Q25 CPO production increased by 22% to 101,762 tons.**

Mill Production (MT)	3Q25	3Q24	YoY
CPO	101,762	83,411	22%
Palm Kernel	21,839	17,878	22%
CPO Extraction Rate	19.9%	20.1%	-1%
Kernel Extraction Rate	4.3%	4.3%	-1%

**3Q25 Rubber Production**

Field Rubber Supply (MT)	3Q25	3Q24	YoY
Nucleus Production	3,874	5,865	-34%
Purchased			
Total Field Rubber Supply	3,874	5,865	-34%
Nucleus yield Kg/Ha	381	464	-18%
Factory Production (MT)			
Processed Rubber	2,372	4,641	-49%

**Compared to 3Q24, in period 3Q25 Rubber production decreased by -49% to 2,372 tons due to aging Rubber plantation and conversion to Palm.**

**Oil Palm and Rubber Plantation Hectarage**

Hectarage (Ha)	3Q25	3Q24
<b>Palm Nucleus</b>		
Mature	31,258	33,210
Immature	11,817	6,837
Replanting	2,749	3,221
Planted	45,825	43,267
Plantable	6,623	6,737
Unplantable	6,767	6,692
<b>Palm Plasma</b>		
Mature	14,440	14,440
Immature	535	535
Planted	14,975	14,975
Total Palm - Planted	60,800	58,242
Total Palm - Plantable	6,623	6,737
Total Palm - Unplantable	6,767	6,692
<b>Rubber</b>		
Mature	10,167	12,645
Immature	-	121
Planted	10,167	12,767
Plantable	1,488	1,037
Unplantable	1,751	2,122
Grand Total Planted	70,966	71,009
Grand Total Plantable	8,112	7,774
Grand Total Unplantable	8,518	8,813
Grand Total Hectares	87,596	87,596

**As of 3Q25 BSP manages 45,825 hectares Planted of Palm Nucleus, 14,975 hectares Planted of Palm Plasma, and 10,167 hectares Planted of Rubber, for a total of 70,966 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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