Bakrie Sumatera Plantations

UNSP Newsletter

September 2026

HIGHLIGHTS

- **Sales have increased 19% to Rp 2,215 billion, driven by an increase in CPO production. Upstream Palm Nucleus replanting and conversion Rubber to Palm, is underway for better productivity going forward.**

3Q26 Performance

Income Statement (Rp bn)	3Q26	3Q25	YoY
Sales	2,215	1,869	19%
COGS	1,617	1,293	25%
Gross Profit	**598**	**576**	4%
Selling Expense	29	25	16%
General & Administrative	288	240	20%
Operating Income (Loss)	**281**	**311**	-10%
Depreciation & Amortization	138	120	15%
EBITDA	**419**	**431**	-3%
Finance Expense (Income)	109	59	85%
Loss (Gain) on Foreign Exchange	332	243	37%
Others Expense (Income)	(117)	72	-263%
Net Income (Loss) Current Year	**(43)**	**(63)**	-32%

Compared to 3Q25, in period 3Q26 Sales increased by 19% to Rp 2,215 billion supported by higher palm product sales volume and 18% increase in CPO production and Gross Profit increased by 4% to Rp 598 billion.

Margins	3Q26	3Q25
Gross Margin	27%	31%
Operating Margin	13%	17%
EBITDA Margin	19%	23%
Net Margin	-2%	-3%

Sales Revenue (in IDR bn)	3Q26	3Q25	%
FFB	56	42	3%
CPO	1,745	1,444	79%
PK	356	264	16%
Rubber	58	119	3%
Total	2,215	1,869	100%

3Q26 Sales of Rp 2,215 billion were contributed from Palm (CPO, PK, FFB) 97% and Rubber 3%

Sales Volume (Ton)	3Q26	3Q25	YoY
FFB	18,638	14,838	26%
CPO	114,723	102,073	12%
PK	26,012	21,669	20%
Rubber	1,793	3,899	-54%

Compared to 3Q25, in period 3Q26 Sales volume from Palm products was higher, meanwhile Rubber products were lower.

Average Selling Price (in USD/Ton)	3Q26	3Q25	YoY
FFB	172	173	-0.2%
CPO	872	862	1.1%
PK	785	743	5.7%
Rubber	1,855	1,860	-0.3%

Compared to 3Q25, as of 3Q26 Palm (CPO & PK) prices were higher.

3Q26 Palm Oil Production

FFB Supply (MT)	3Q26	3Q25	YoY
Nucleus Production	253,937	274,797	-8%
Plasma Production	58,014	36,002	61%
Purchased	333,847	216,704	54%
Total FFB Supply	645,798	527,502	22%
Total FFB Processed	620,688	510,198	22%
Nucleus yield/Ha	9.8	8.8	

Mill Production (MT)	3Q26	3Q25	YoY
CPO	119,839	101,762	18%
Palm Kernel	26,792	21,839	23%
CPO Extraction Rate	19.3%	19.9%	-3%
Kernel Extraction Rate	4.3%	4.3%	1%

Compared to 3Q25, in period 3Q26 CPO production increased by 18% to 119,839 tons, supported by 22% increase in FFB processed. Reported nucleus FFB yield also improved from 8.8 to 9.8 tons per hectare.

3Q26 Rubber Production

Field Rubber Supply (MT)	3Q26	3Q25	YoY
Nucleus Production	1,665	3,874	-57%
Purchased	-	-	0%
Total Field Rubber Supply	1,665	3,874	-57%
Nucleus yield Kg/Ha	186	381	-51%
Factory Production (MT)			
Processed Rubber	573	2,372	-76%

Compared to 3Q25, in period 3Q26 Rubber production decreased by -76% to 573 tons due to aging Rubber plantation and conversion to Palm.

Oil Palm and Rubber Plantation Hectarage

Hectarage *(Ha)*	3Q26	3Q25
Palm Nucleus		
Mature	25,874	31,258
Immature	13,674	11,817
Replanting	1,245	2,749
Planted	40,792	45,825
Plantable	14,462	6,623
Unplantable	6,085	6,767
Palm Plasma		
Mature	14,440	14,440
Immature	535	535
Planted	14,975	14,975
Total Palm - Planted	55,767	60,800
Total Palm - Plantable	14,462	6,623
Total Palm - Unplantable	6,085	6,767
Rubber		
Mature	8,972	10,167
Immature	-	-
Planted	8,972	10,167
Plantable	844	1,488
Unplantable	1,273	1,751
Grand Total Planted	64,739	70,966
Grand Total Plantable	15,307	8,112
Grand Total Unplantable	7,358	8,518
Grand Total Hectares	87,404	87,596

As of 3Q26 BSP manages 40,792 hectares Planted of Palm Nucleus, 14,975 hectares Planted of Palm Plasma, and 8,972 hectares Planted of Rubber, for a total of 64,739 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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