

PUBLIC EXPOSE
25 APRIL 2024
PT Sawit Sumbermas Sarana Tbk



PT Sawit Sumbermas Sarana Tbk

THRIVING THROUGH SUSTAINABLE BUSINESS

VISION

To Become A World-class Plantation Company

MISSION

To build a professional plantation business

To add value for all stakeholders

To Implement best practices of corporate governance

To use environmentally-friendly and advanced technology

To develop our human resources and local potential in a spirit of partnership



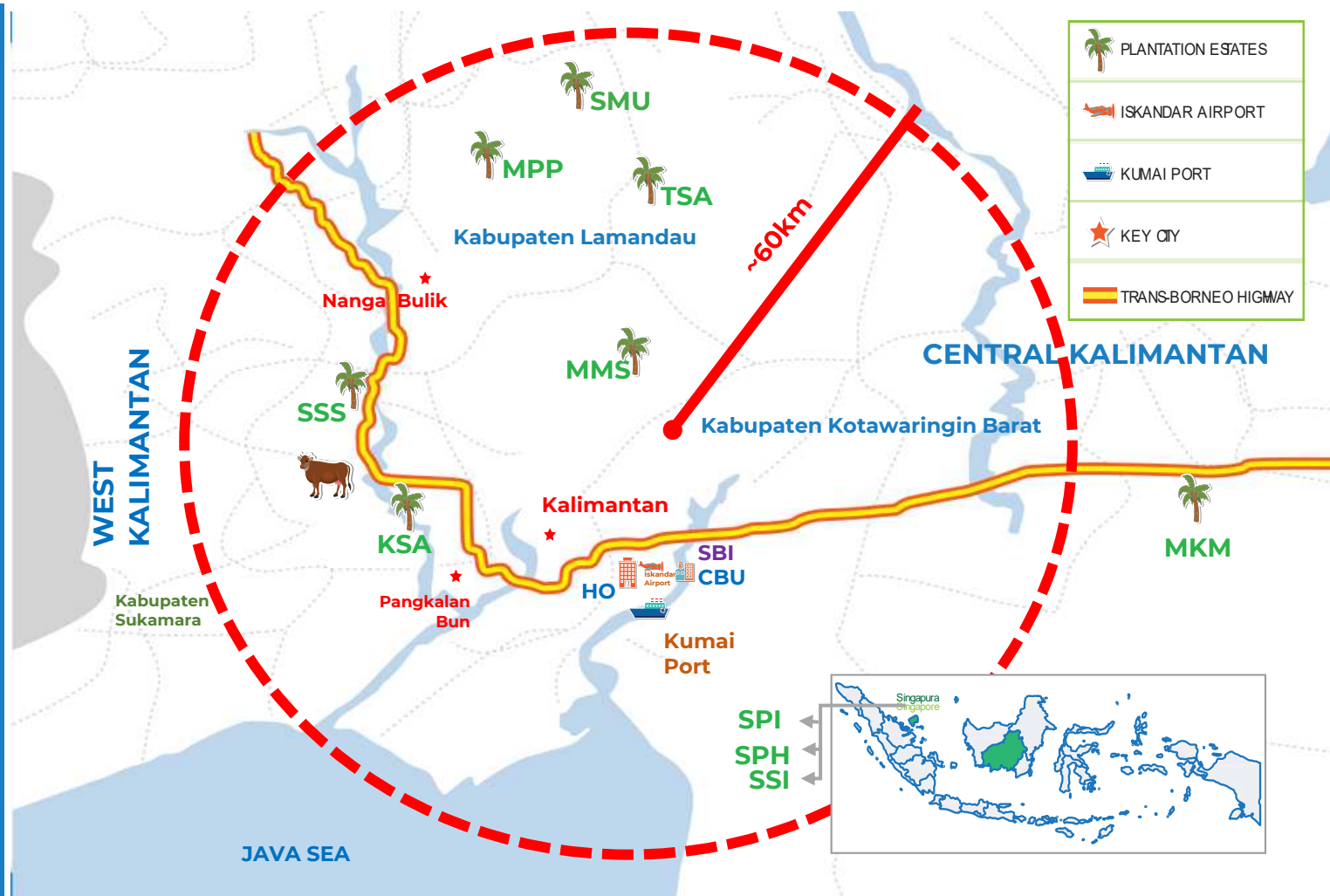
Ikhtisar Lokasi | Location Overview

Kami adalah satu-satunya perusahaan kelapa sawit yang berlokasi di satu hamparan, dengan radius 60 km yang mencakup jalan provinsi dan dapat diakses dalam segala kondisi cuaca.

"We are the only palm oil company located along a single highway, covering a 60 km radius that includes provincial roads and is accessible in all weather conditions."



- SPI**
SSMS Plantation International Pte. Ltd.
Treasury Center
- SPH**
SSMS Plantation Holding Pte. Ltd
Services Activities
- SSI**
Sawit Sumbermas International Pte. Ltd.
Plantation Business
- SMU**
PT Sawit Multi Utama
Plantation Business
- MPP**
PT Mirza Pratama Putra
Plantation Business
- TSA**
PT Tanjung Sawit Abadi
Plantation Business
- MMS**
PT Mitra Mendawai Sejati
Plantation Business
- SSMS**
PT Sawit Sumbermas Sarana Tbk
Plantation Business
- KSA**
PT Kalimantan Sawit Abadi
Plantation Business
- MKM**
PT Menteng Kencana Mas
Plantation Business
- CBUT**
PT Citra Borneo Utama Tbk
Refinery & Fractionation Business



Peristiwa | Key Milestone

SSMS didirikan pada tanggal 22 November 1995. di Pangkalan Bun, Kalimantan Tengah
SSMS Established on November 22, 1995. in Pangkalan Bun, Central Kalimantan

2013
Initial Public
Offering (IPO)



2018
This Issued global
bonds worth
US\$300 M



2022
Bought back
some of Global
Bond



January 2023
Fully payout
global bond at
maturity



September 2023
100% RSPO
Certification



December 2023
Becoming PT
Citra Borneo
Utama Tbk
(CBUT) Majority
Shareholders,
"The settlement
of related party
loans with CBI
amounted to 3.4
trillion rupiah."



Lingkungan Sosial Tata Kelola (LST) | Environmental Social Governance (ESG)

PT Sawit Sumbermas Sarana Tbk respect society environment, and social responsibilities to all stakeholders



Certification

The only plantation company that is fully 100% RSPO & ISPO Certified

Social & Responsibility

Building School, scholarship, Quality Human Safety Environment (QHSE), Customer Focus, Social & Community development

Energy Management

Greenhouse gases (GHG) Emissions, fossils fuel consumption non-renewable and renewable source, Biogas & electricity.

Commitment

Within more than 1,000 local partners, forest biodiversity and conservation

Human Development

Human rights (HR), Policy, Fair operation



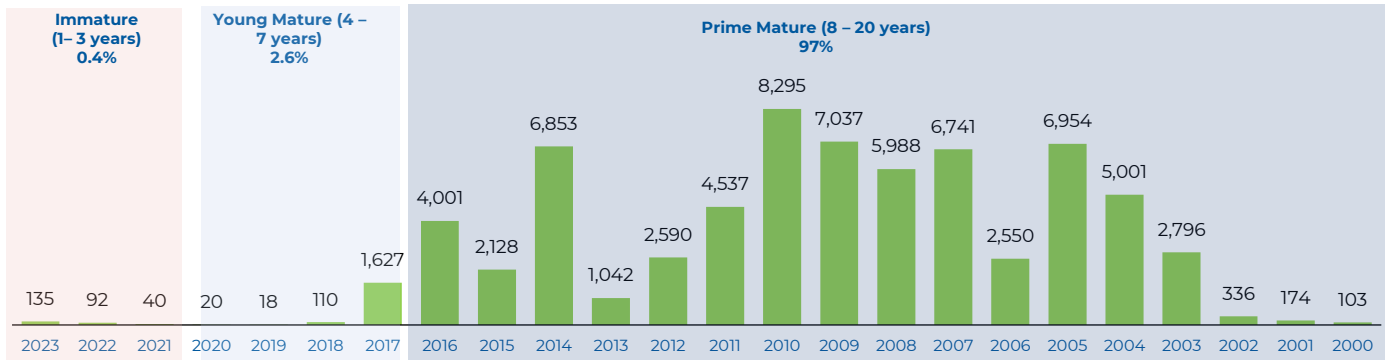
Ikhtisar Perkebunan | Plantation Overview

PT Sawit Sumbermas Sarana Tbk (SSMS)

Upstream Plantations – PT Sawit Sumbermas Sarana Tbk (SSMS)



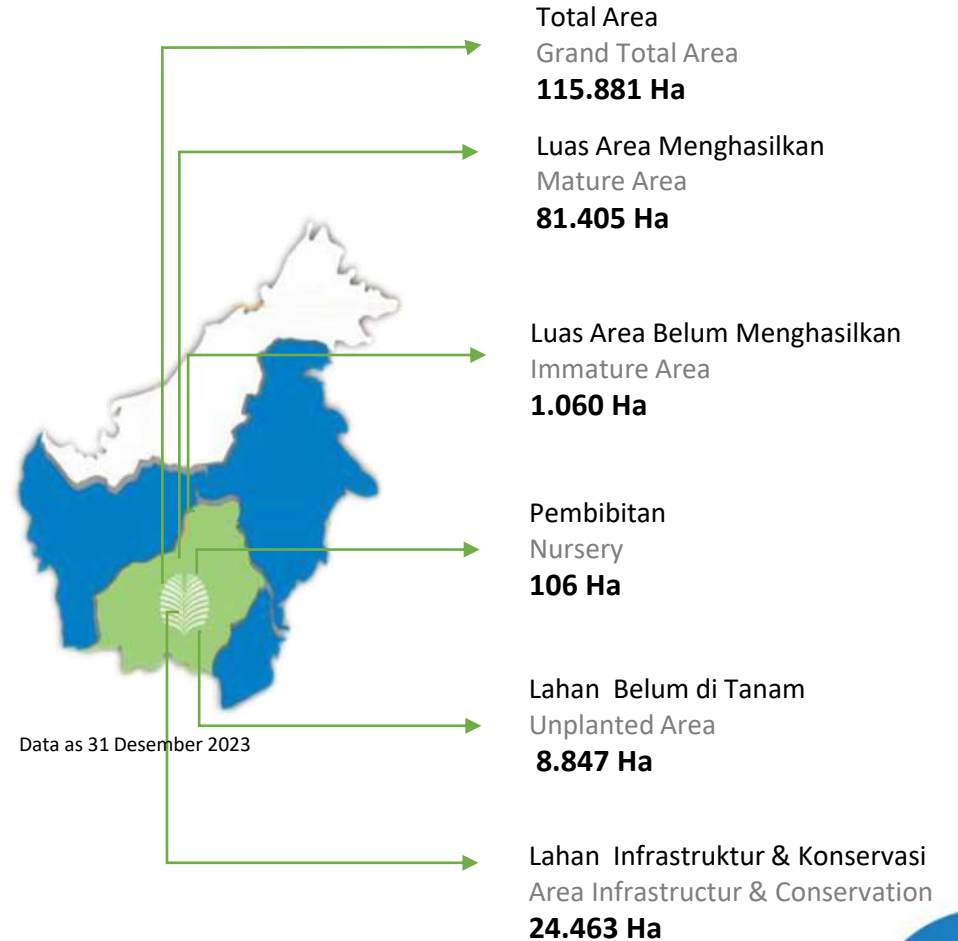
Jumlah Luas Tertanam Berdasarkan Tahun Tanam (Ha) | Total Planted Area by Planted Year (Ha)



Profil tanaman usia muda, dengan rata-rata 14,7 tahun untuk Inti dan 10,9 tahun untuk Plasma, akan memfasilitasi peningkatan produksi TBS yang berkelanjutan selama beberapa tahun ke depan dengan kenaikan biaya produksi atau belanja modal yang minimal.

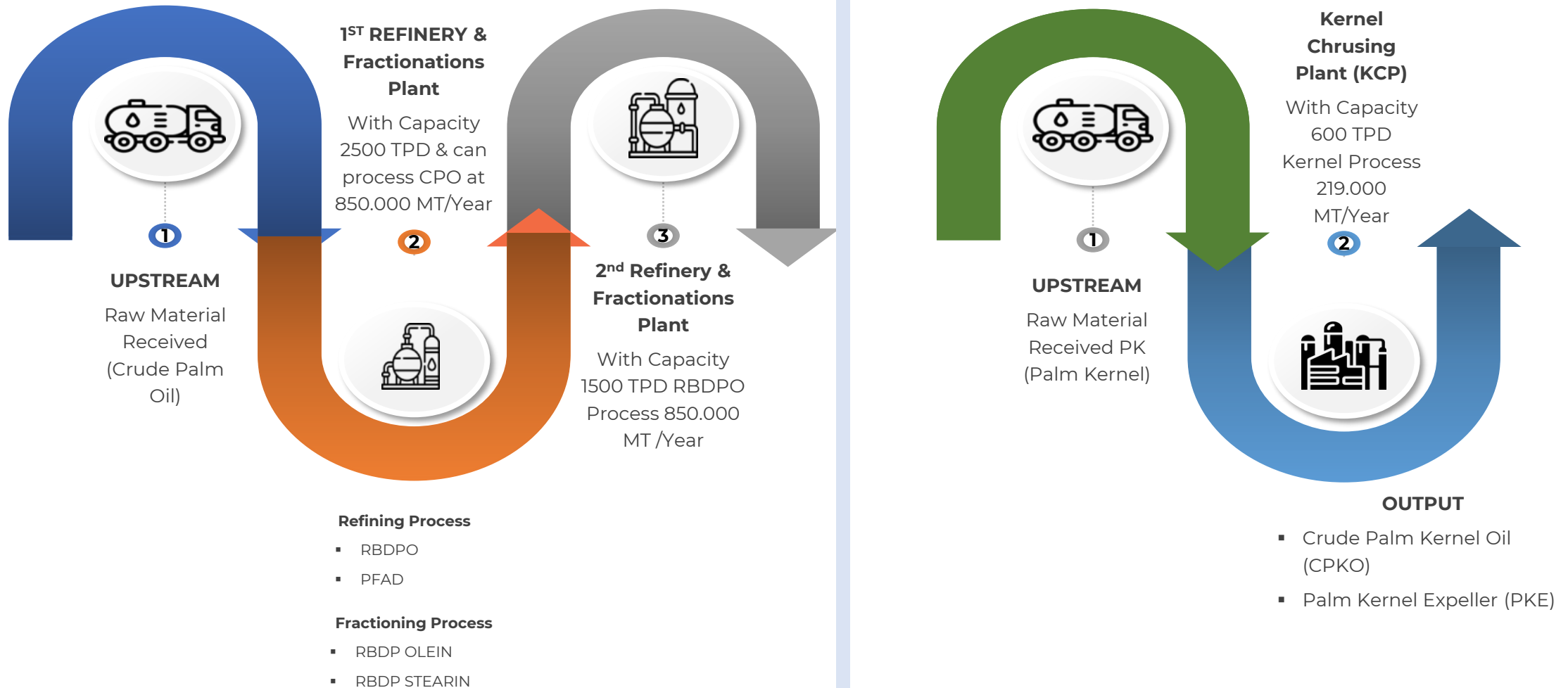
The young age profile, with an average of 14.7 years for Nucleus and 10.9 years for Plasma, will facilitate a sustainable increase in FFB production over the next few years with minimal rises in production costs or capital expenditures.

OVERVIEW



Alur Hilirisasi Bisnis

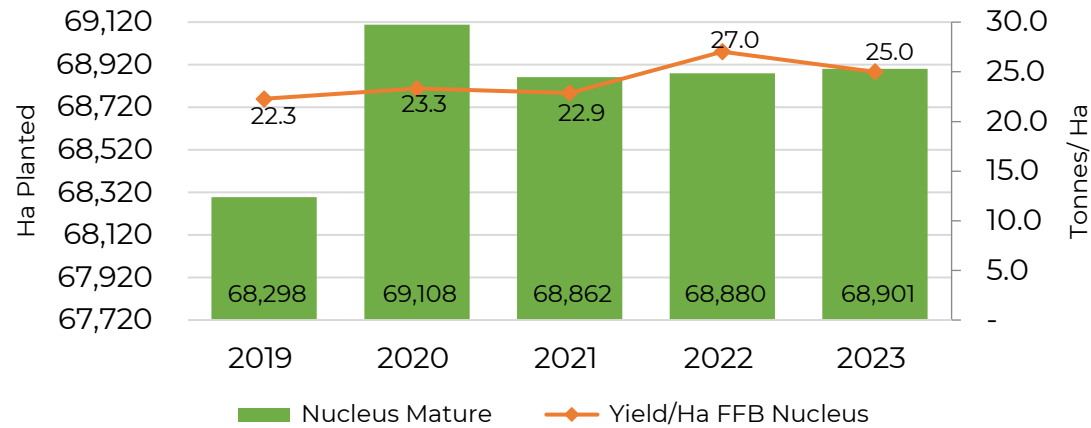
Downstream Business Flow



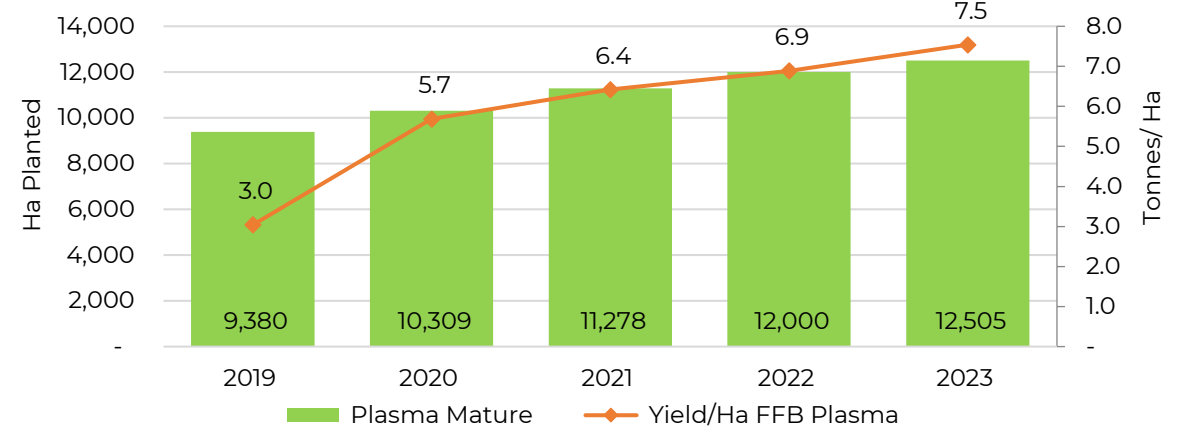
Produksi Perkebunan

Plantation Production

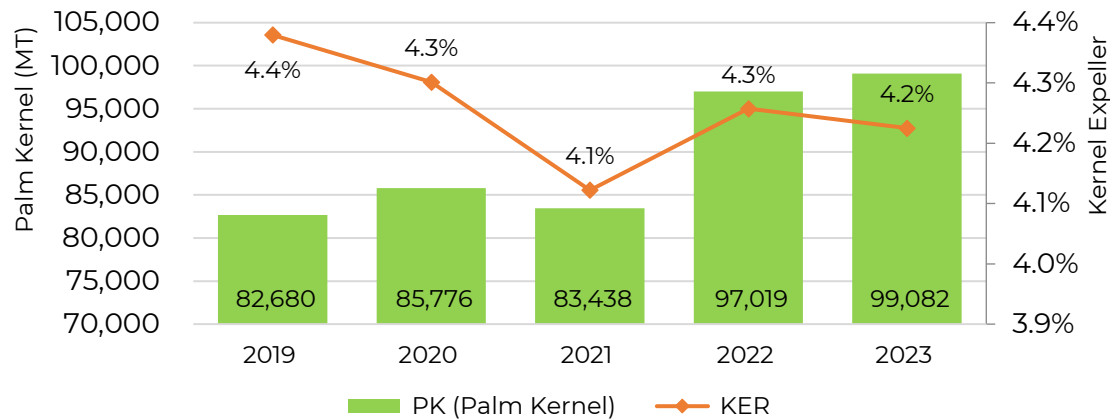
Nucleus Mature vs Yield/Ha FFB Nucleus



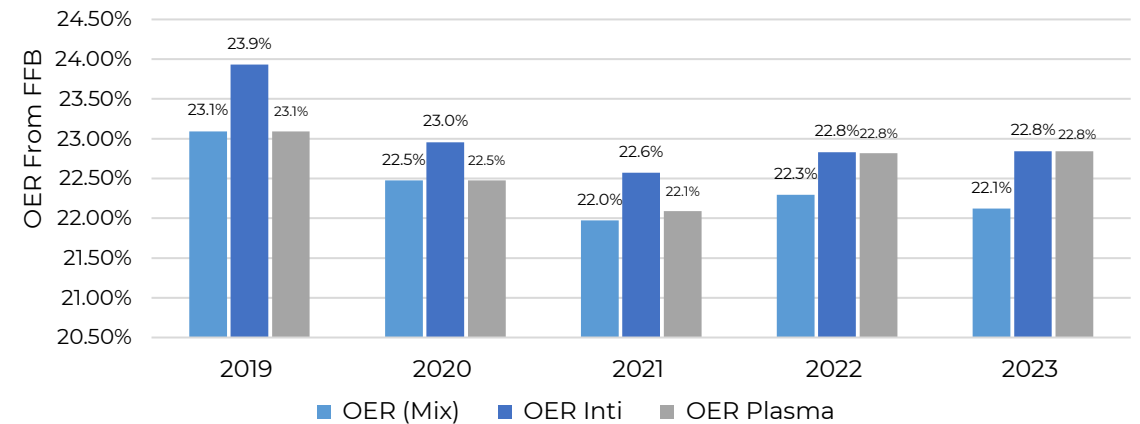
Plasma Mature vs Yield/Ha FFB Plasma



Palm Kernel Production Vs Kernel Expeller (KER)



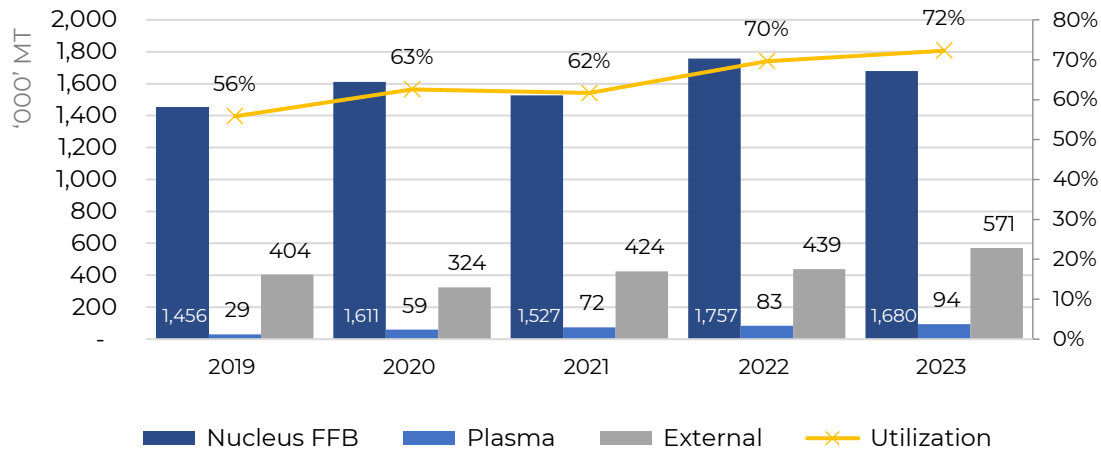
Oil Extration Rate



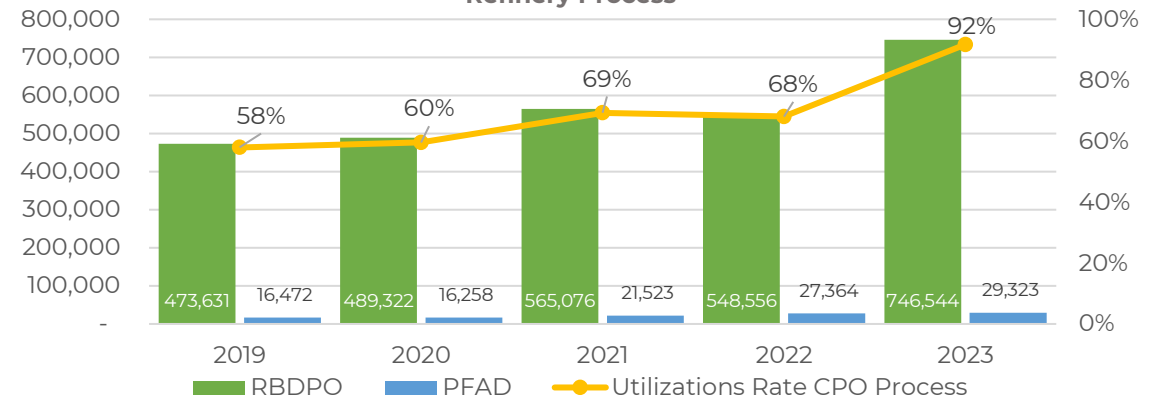
Produksi Pabrik & Pengilangan

Mills & Refinery Production

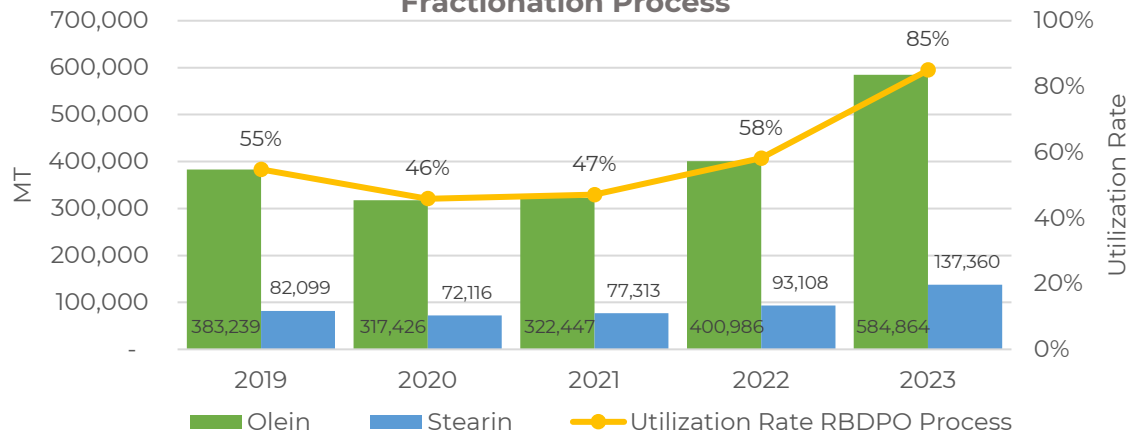
FFB Processed vs Mills Utilization



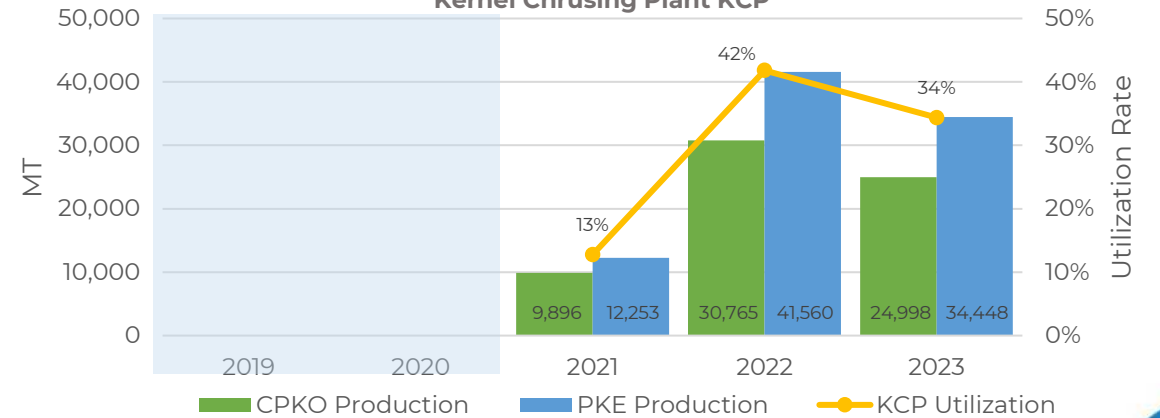
Refinery Process



Fractionation Process



Kernel Chrusing Plant KCP



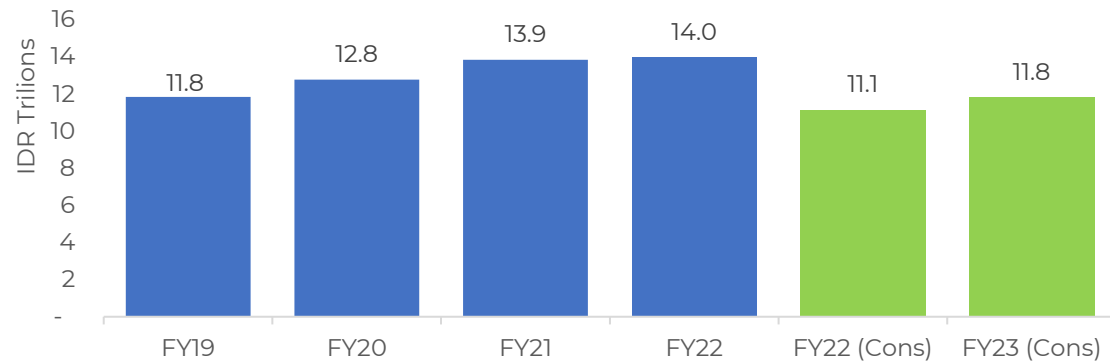
Penjualan Konsolidasi

Sales Consolidated

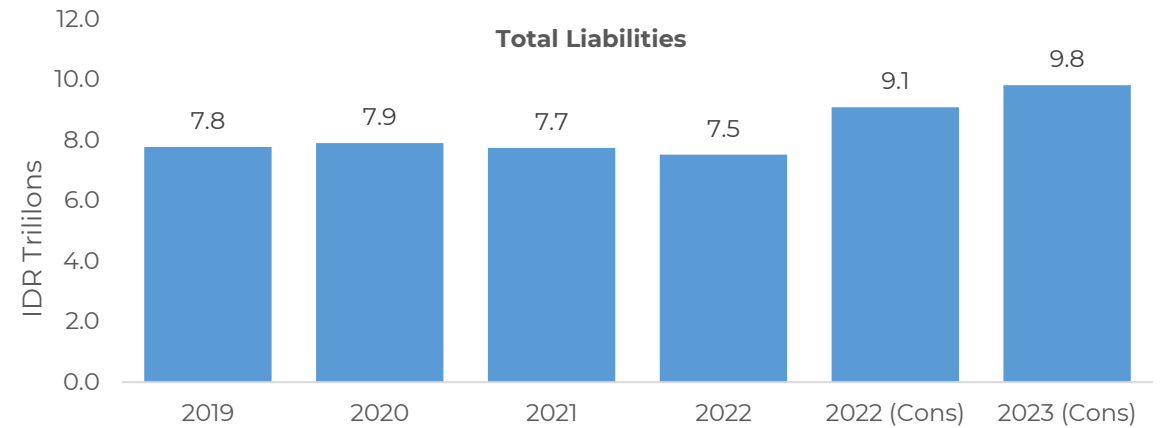
Jenis Produk Product Type	Satuan Unit	2023	2022	Perubahan Change	(%)	Satuan Unit	2023	2022	Perubahan Change	(%)
	MT Metric Tons		Jumlah Penjualan Total Sales			Rp/kg IDR/kg		Harga Price		
Tandan Buah Segar Fresh Fruit Bunches		43,755	106,341	(62,587)	-58.85%		2,358	2,145	213	9.92%
Minyak Kelapa Sawit Crude Palm Oil		24,935	97,519	(72,584)	-74.43%		13,262	13,581	(319)	-2.35%
Inti Sawit Palm Kernel		2,997	1,000	1,997	200%		4,974	5,117	(144)	-2.81%
Minyak Inti Sawit Palm Kernel Oil		48,148	48,244	(96)	-0.20%		11,463	17,796	(6,333)	-35.59%
RBDPO		23,282	70,552	(47,271)	-67.00%		12,594	17,688	(5,093)	-28.80%
PFAD		33,178	26,879	6,299	23.44%		10,436	14,431	(3,994)	-27.68%
RBD Palm Olein		570,918	384,912	186,006	48.32%		12,781	15,292	(2,511)	-16.42%
RBD Palm Stearin		142,907	78,851	64,056	81.24%		11,914	15,268	(3,354)	-21.97%
Pillow Pack		1,516	2,802	(1,286)	-45.90%		9,919	14,527	(4,608)	-31.72%
Palm Kernel Expeller		31,772	44,848	(13,075)	-29.15%		1,532	1,284	248	19%

Kilas Financial | Financial Highlight

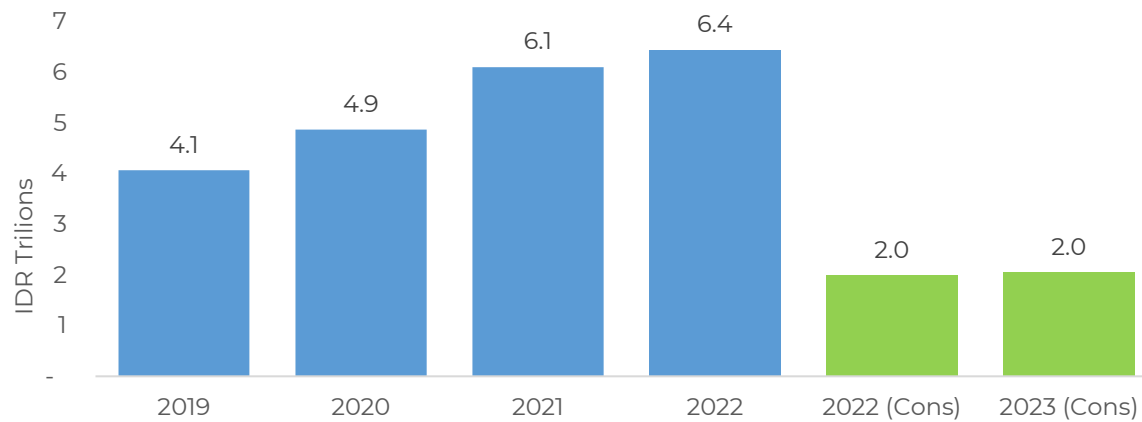
Total Asset



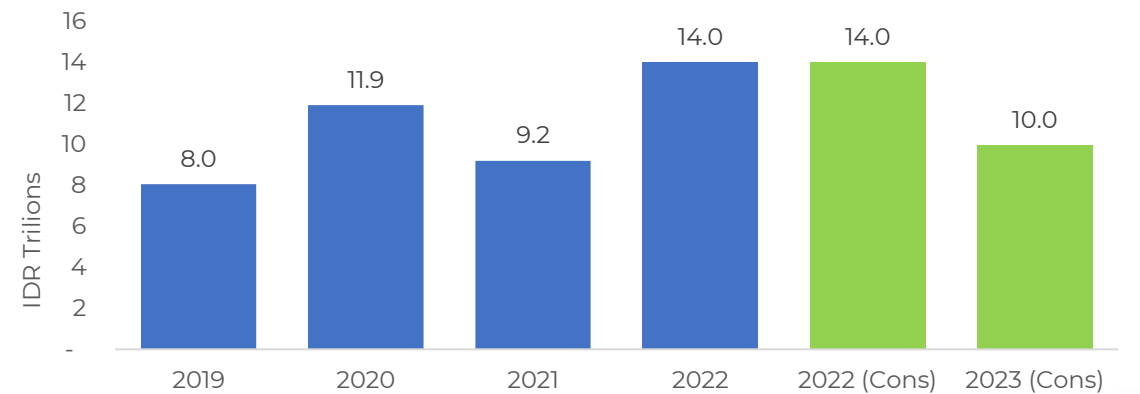
Total Liabilities



Total Equity



Market Cap

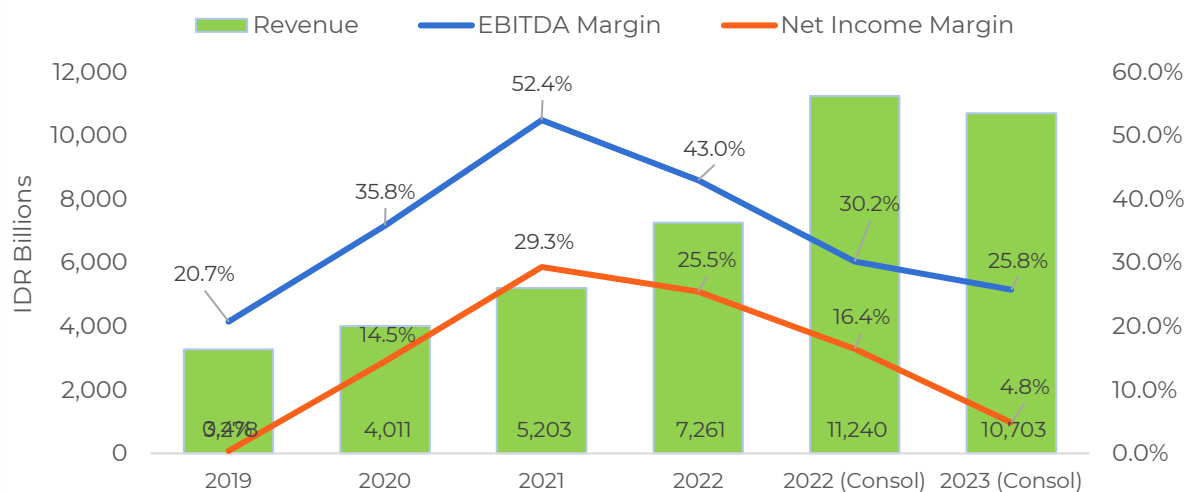


Kilas Financial | Financial Highlight

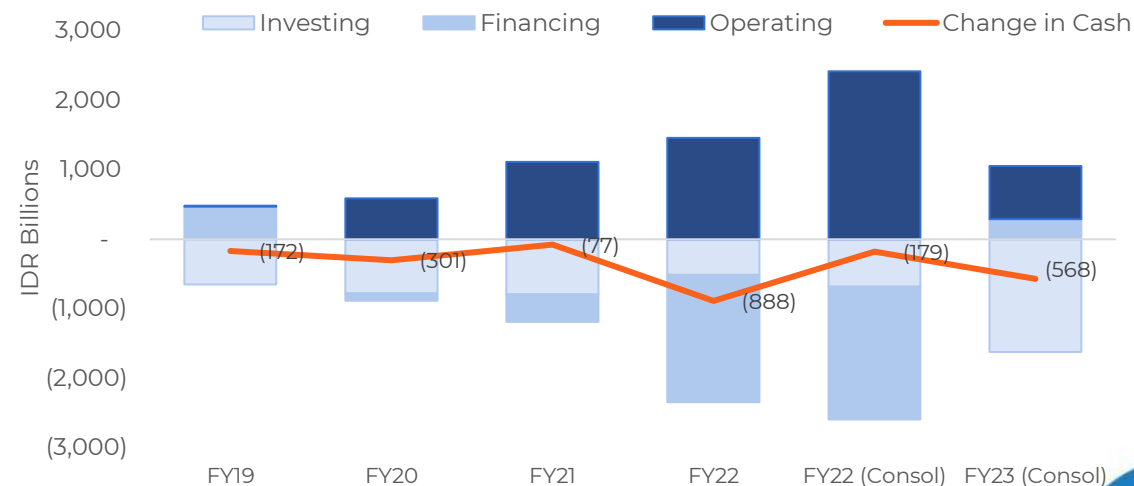
All figures in IDR Millions unless stated

	2019	2020	2021	2022	2022 (Consol)	2023 (Consol)	Perubahan	Peubahan
INCOME STATEMENT								
Revenue	3,277,806	4,011,149	5,203,101	7,261,218	11,240,200	10,703,400	(536,800)	-4.78%
EBITDA	679,083	1,436,868	2,726,450	3,119,376	2,894,643	1,439,775	(1,454,868)	-50.26%
EBITDA Margin	20.7%	35.8%	52.4%	43.0%	25.8%	13.5%	(12.3%)	-47.77%
Net Income	12,084	580,875	1,526,872	1,848,119	1,848,300	518,300	(1,330,000)	-71.96%
Net Income Margin	0.4%	14.5%	29.3%	25.5%	16.4%	4.8%	(11.6%)	
CASH FLOW STATEMENT								
Operating	10,741	586,014	1,113,825	1,457,250	2,415,100	763,300	(1,651,800)	-68%
Investing	(652,331)	(778,677)	(794,611)	(513,604)	(683,400)	(1,620,000)	(936,600)	137%
Financing	470,066	(107,943)	(396,130)	(1,832,046)	(1,910,500)	288,300	2,198,800	-115%
Change in Cash	(171,524)	(300,606)	(76,916)	(888,400)	(178,800)	(568,400)	(389,600)	218%

Income Statement



Cash Flow Statement





**Sawit
Sumbermas
Sarana**

Karya Nyata untuk Negeri

Thank You

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