



PT Nusantara Sawit Sejahtera (NSS)

Company Presentation

March 2023

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Section 1

Company Overview



NSS Group at a Glance



Nusantara Sawit Sejahtera Group (“NSS”) was established in **2009**



An integrated upstream palm oil plantation company comprised of **5** palm oil estates located in Central Kalimantan with 7M22 total planted area of **27,127** Ha including plasma



Focusing on the production of premium palm oil products, including fresh fruit bunches, crude palm oil and palm kernels



NSS holds the highest standard of operating framework for output yield maximization



Young average plantation age of **7 years** in 7M22



Robust FFB production growth with 2018-21 CAGR of **13.0%**



Solid profitability performance with 7M22 EBITDA margin reached **43.2%**

Vision, Mission and Core Values

VISION

“Becoming your lifelong agro partner by ensuring sustainability as an agribusiness operator through continued natural resources development and welfare enhancement of stakeholders as well as surrounding communities”

MISSION

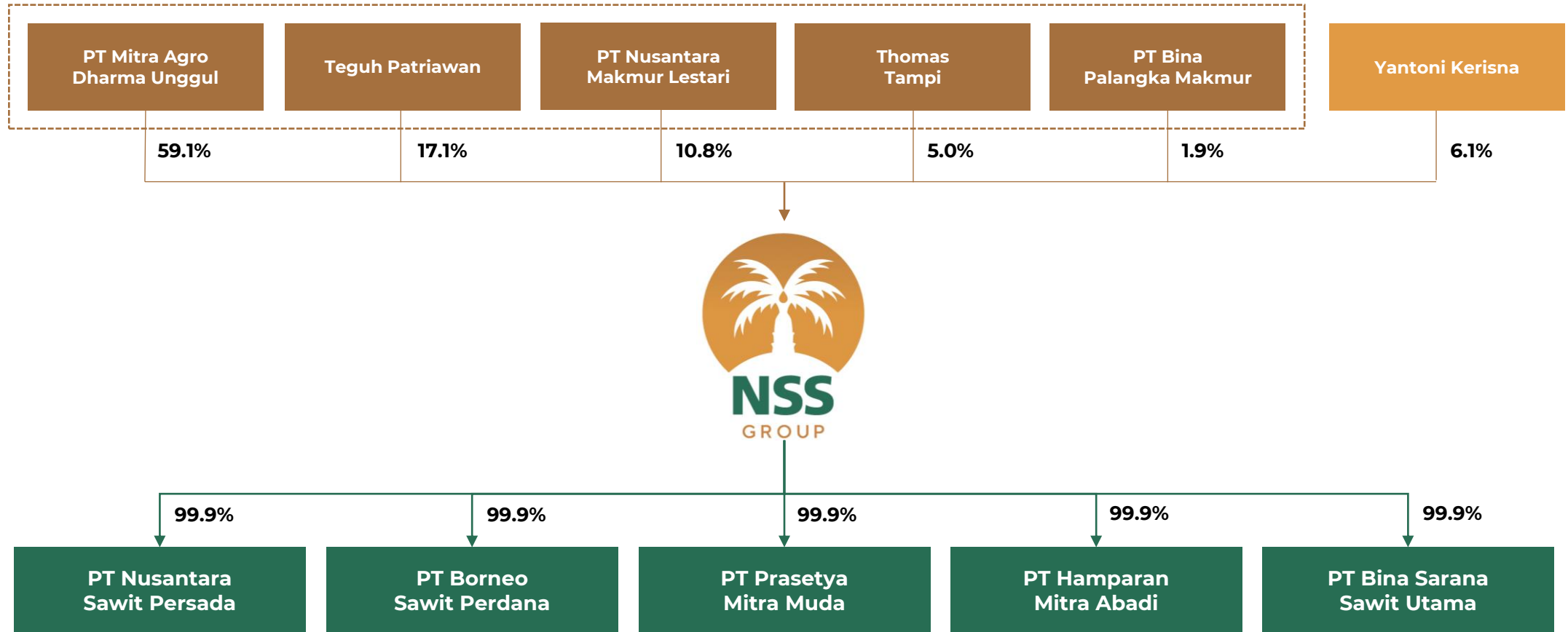
- Continuing to develop a sustainable palm oil business, enhancing the well-being of our workforce and communities
- Implementing suitable and appropriate CSR programs
- Elevating the value of shareholders and stakeholders

CORE VALUES

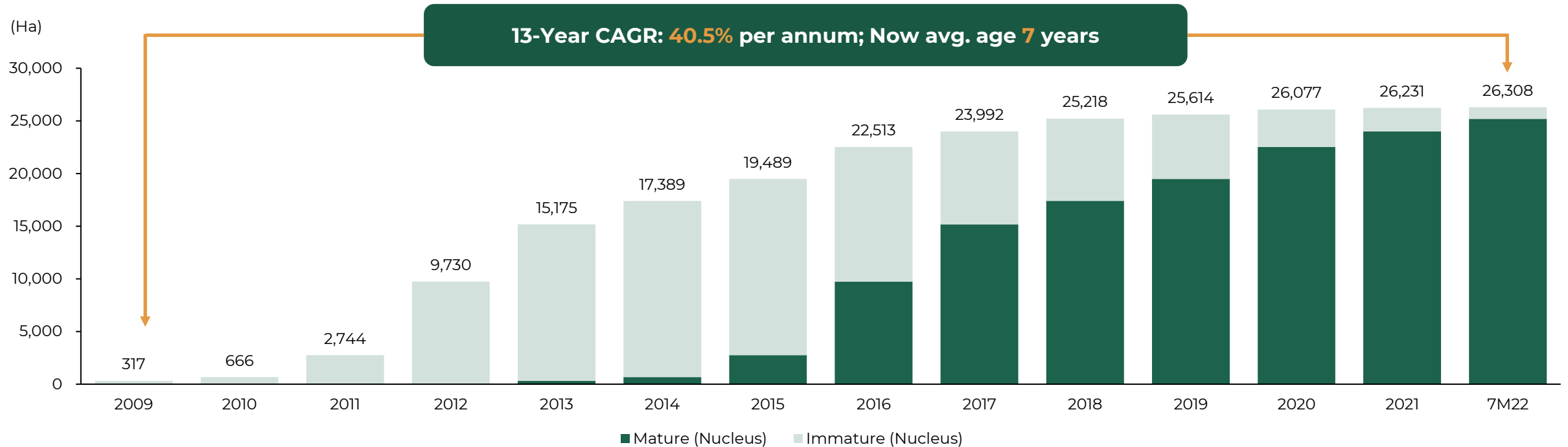
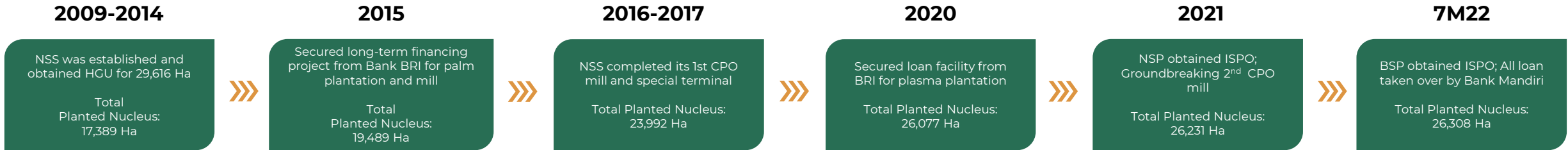


Group Structure of NSS

Teguh Patriawan Family



Company Milestones



Seasoned Management Team (1/3)

BOARD OF COMMISSIONERS



Ester H. Satyono
President Commissioner

40 years experience in plantation and fishery

Graduated with a Bachelor of Science from University of San Francisco



Rachmat Pambudy
Independent Commissioner

40 years experience as an academist and plantations

Graduated with a doctoral degree in Development Extension Studies at IPB University



Robiyanto
Commissioner

14 years experience in capital market and environmental science

Graduated with a doctoral degree in Finance and Environmental Science from Diponegoro University and Soegijapranata Catholic University

Seasoned Management Team (2/3)

BOARD OF DIRECTORS



Teguh Patriawan
President Director

40 years experience in palm plantation and forestry

Graduated with a Master of Business Administration from PPM Institute and Bachelor of Forestry from Gadjah Mada University



Miniwati Kasmita
Director

25 years experience in financials and plantation

Graduated with a Bachelor of Economy from Atma Jaya University



Kurniadi Patriawan
Director

12 years experience in palm plantation

Graduated with a Bachelor of Science from University of California

Seasoned Management Team (3/3)

SENIOR EXECUTIVES



Budi Wijana
Audit Committee Member

40 years experience in financials and plantation

Graduated with a Master of Management from Tarumanegara University



Petrus H. Whiskynanto
Corporate Secretary

23 years experience in financials and plantation

Graduated with a Master of Management from Atma Jaya University



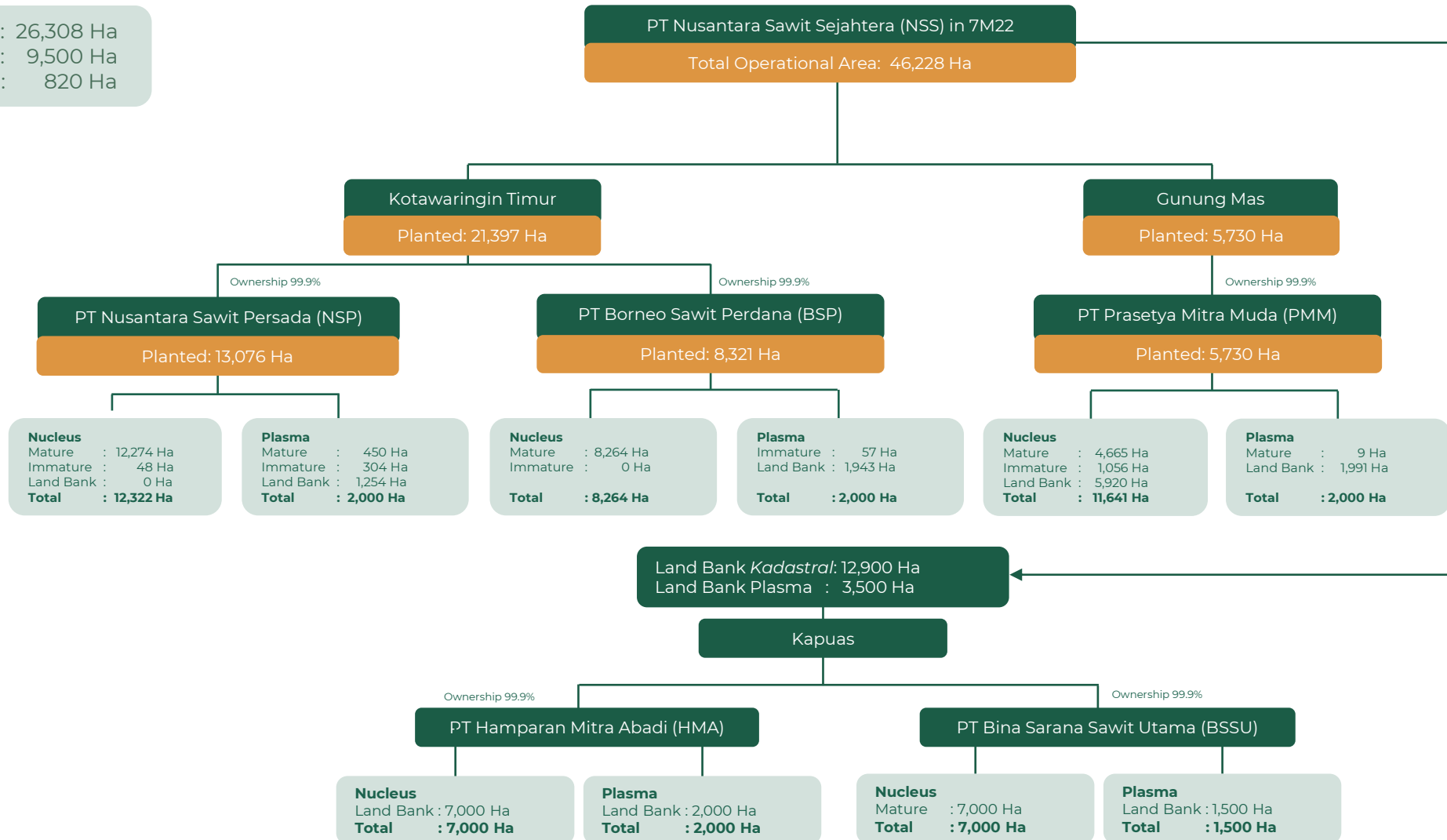
Section 2

Business Overview



Company Structure

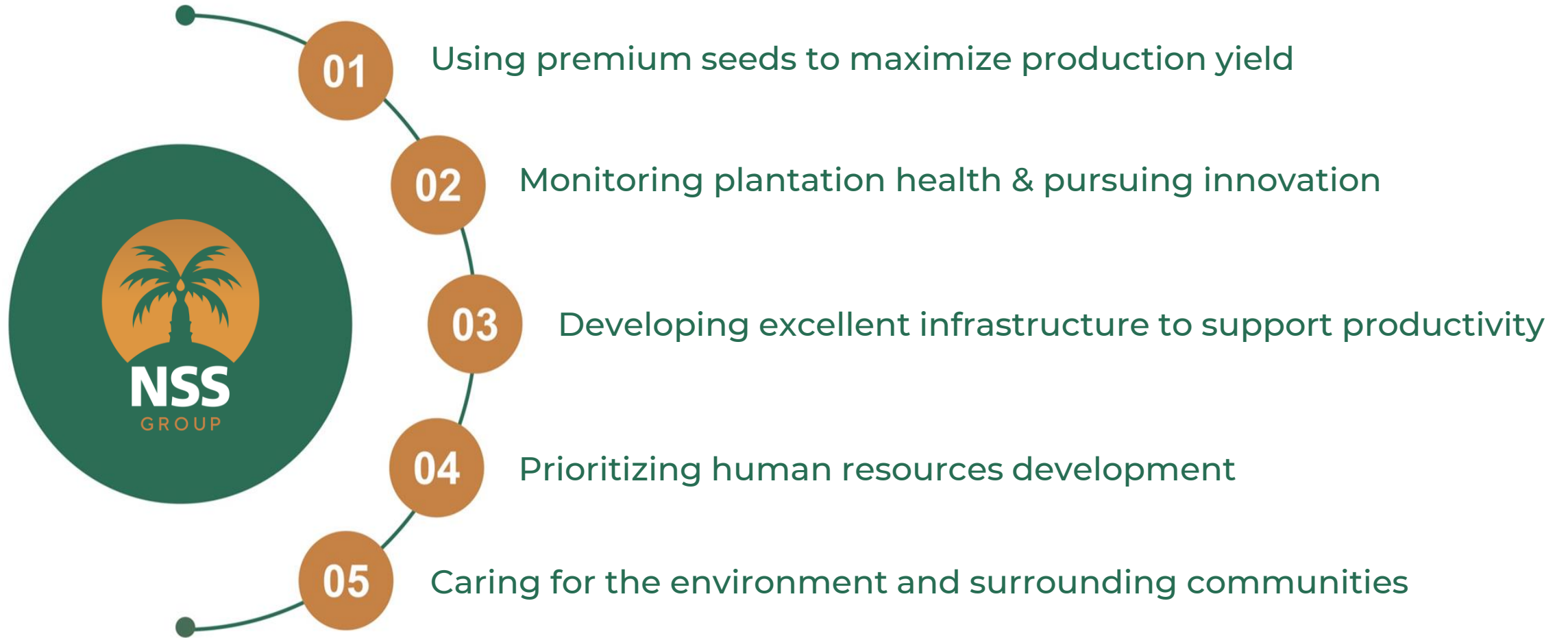
Planted Nucleus : 26,308 Ha
 Plasma Area : 9,500 Ha
 Planted Plasma : 820 Ha



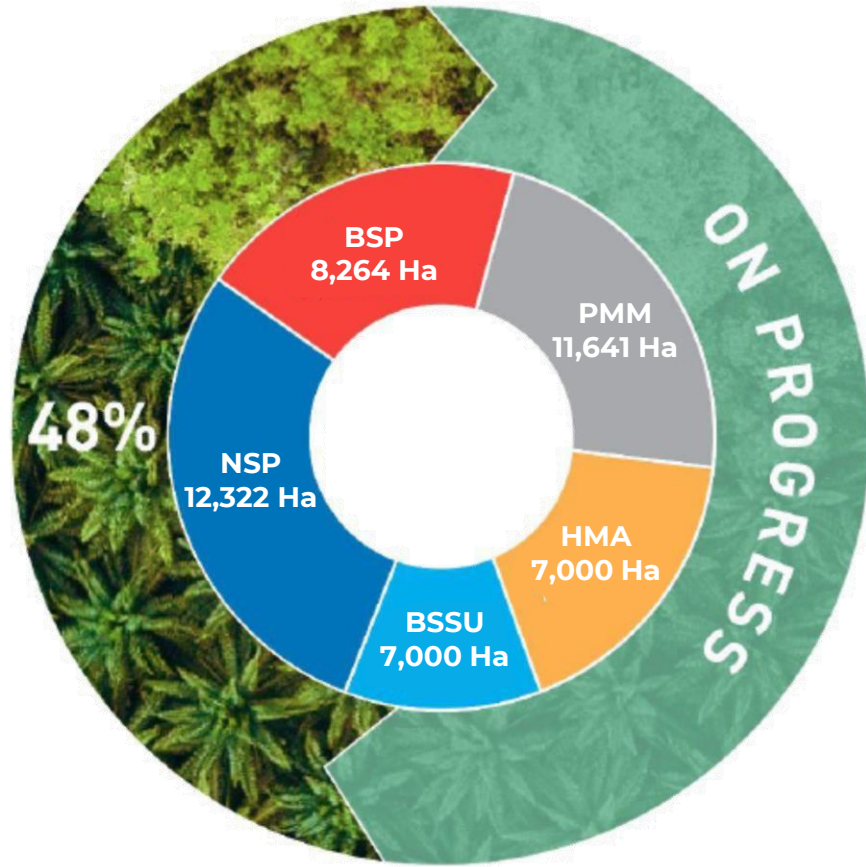
Business Process



Business Strategy



ISPO Implementation



NSS management, in line with the Indonesian government's effort to achieve **Sustainable Development Goals** (SDG's), is fully committed to ensure all its plantations have ISPO certifications by 2027. As of 7M22, 48.0% of NSS plantations were ISPO certified

CSR Commitments



HEALTH

- ✓ Started integrated service posts for the Toddlers' Public Health Program
- ✓ Built minimarts to reduce hunger
- ✓ Constructed clinics for public health
- ✓ Arranged water treatment facilities for distribution of clean drinking water



EDUCATION

- ✓ Helped put together basic educational curriculum for the development of skills, knowledge and values of children in the area
- ✓ Fund teachers' salaries
- ✓ Supplied school buses for the transportation of students



SOCIAL & ECONOMIC

- ✓ Constructed permanent employee homes
- ✓ Donated to the nearest mosques
- ✓ Repaired broken roads
- ✓ Increased the participation of women in the CPO industry





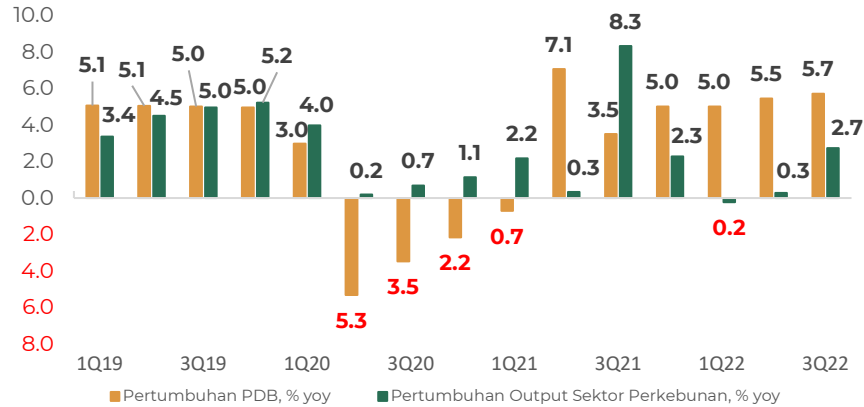
Section 3

Industry Overview



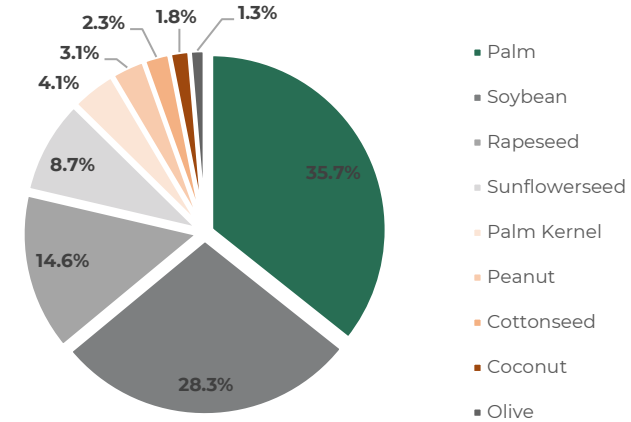
Industry Performance

GDP vs Plantation Sector growth



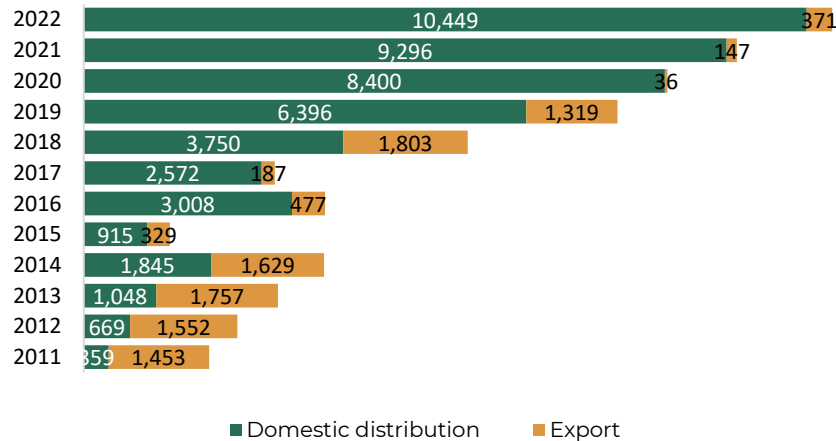
Source : Indonesian Central Statistics Agency, 2021

World Vegetable Oil Market Share



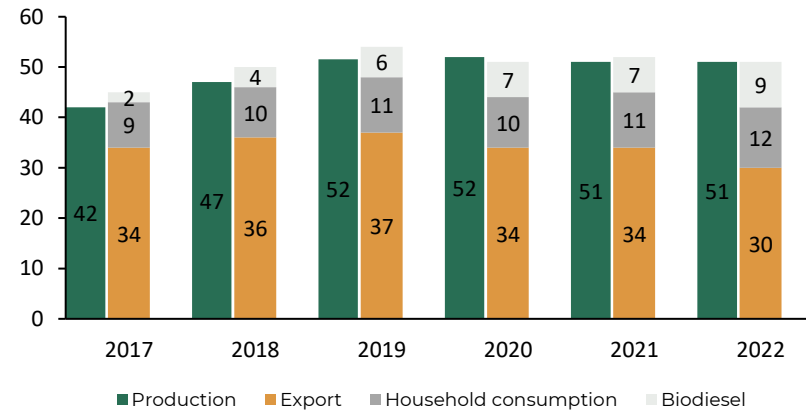
Source : Statista, 2022

Biodiesel Volume ('000 kl)



Source : Central Bureau of Statistics, 2021

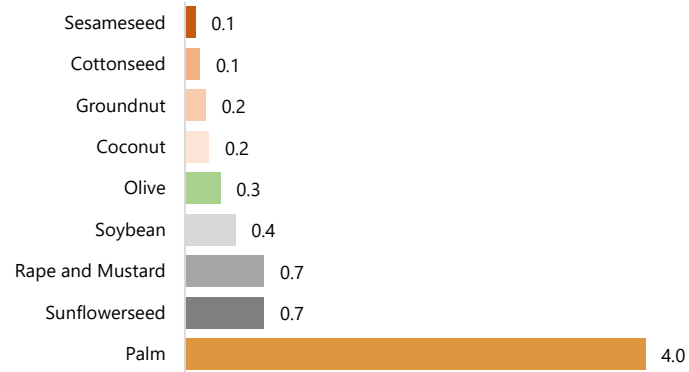
Indonesia Palm Oil Output, Export, And Domestic Consumption



Source : GAPKI, 2022

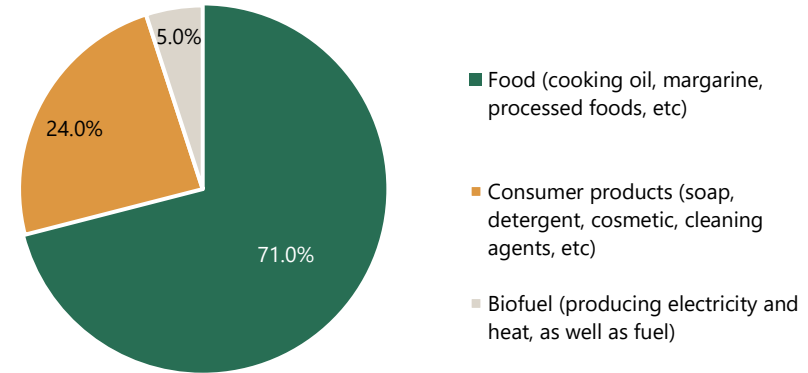
Industry Overview

Oil Yield By Crop Type (Ton/Ha)



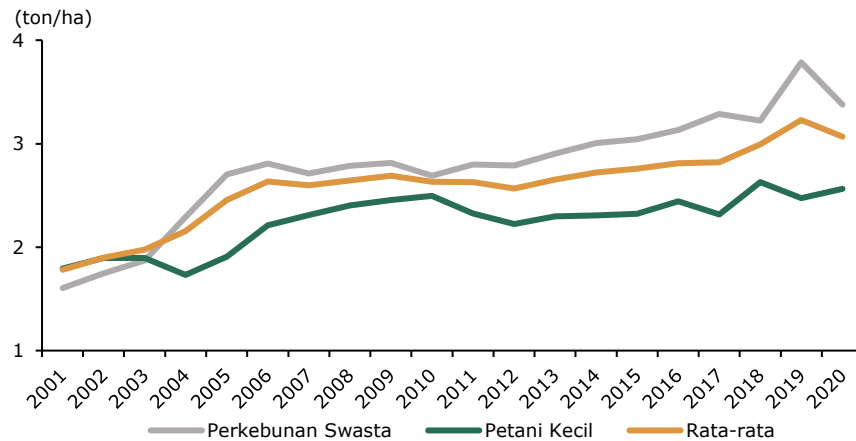
Source : OurWorldinData.org, UN Food and Agriculture Organization, 2021

Usage Of Palm Oil



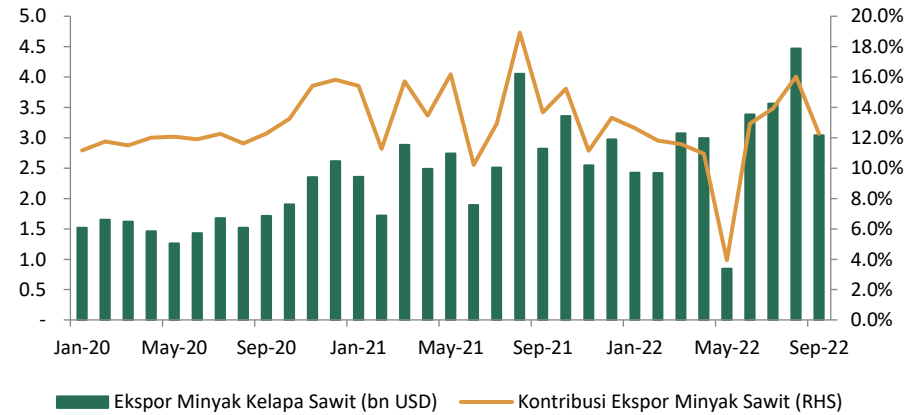
Source : World Wildlife Fund, Green Palm, BBC, 2021

CPO Sector Land Productivity, 2000-2020



Source : Central Bureau of Statistics, 2021

Palm Oil Exports to Indonesia's Total Exports



Source : Central Bureau of Statistics, 2021



Section 4

Key Investment Highlights



Key Investment Highlights

1



Young average
plant Age

2



Premium CPO
quality with less
than 3% FFA

3



Strategic location for
easy access to airport,
seaport and plantations

4



Efficient delivery
system

5



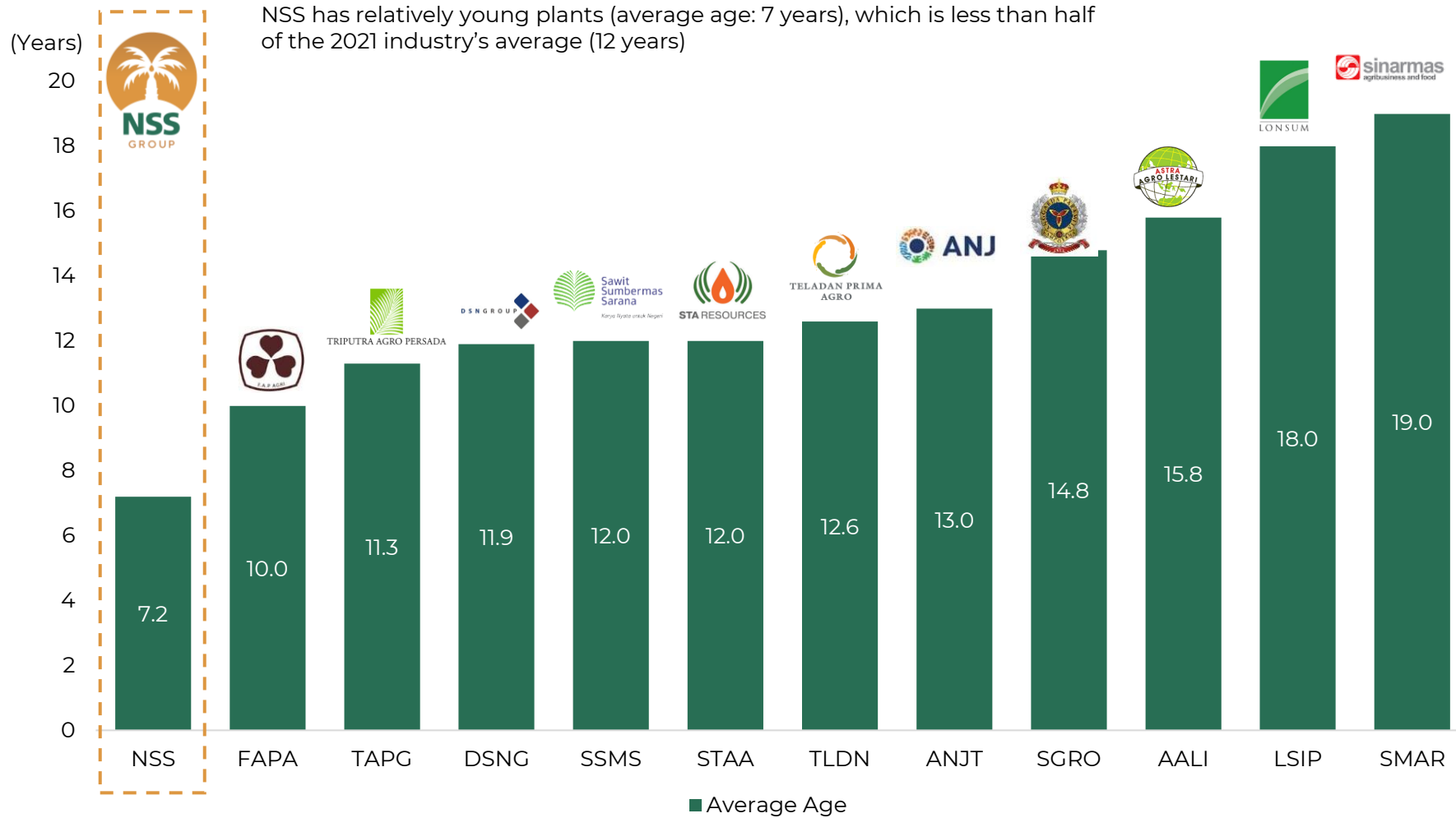
Seasoned management
team led by well-
known industry leader

6



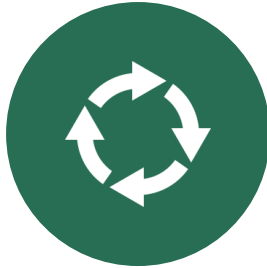
Sustainable Profitability
and Operating
Cashflow

Young Average Plant Age in 2021



Premium CPO Quality with less than 3% FFA

NSS is committed to produce premium quality CPO with **less than 3% Free Fatty Acids**.



Harvesting Cycle

The fresh fruit bunch (FFB) are harvested at the appropriate time to avoid overripe or underdone FFB



Efficient Harvesting

Harvesters are educated to ensure the efficient arrival of the fruits at the mill



Adequate Infrastructure

Proper roads are provided to help timely delivery of fruits from the fields to the mill



Strategic Location

 NSS' plantation is strategically located in **Central Kalimantan**, short travelling distance to Palangkaraya or Sampit

 NSP & BSP are located between Mentaya & Tualan rivers, allowing for a **strategically installed direct piping system**



Airport Jakarta – Sampit
± 1.5 Hours

Airport Jakarta – Palangkaraya
± 1.5 Hours



Airport Sampit – NSP/BSP
± 45 minutes - 1.5 Hours

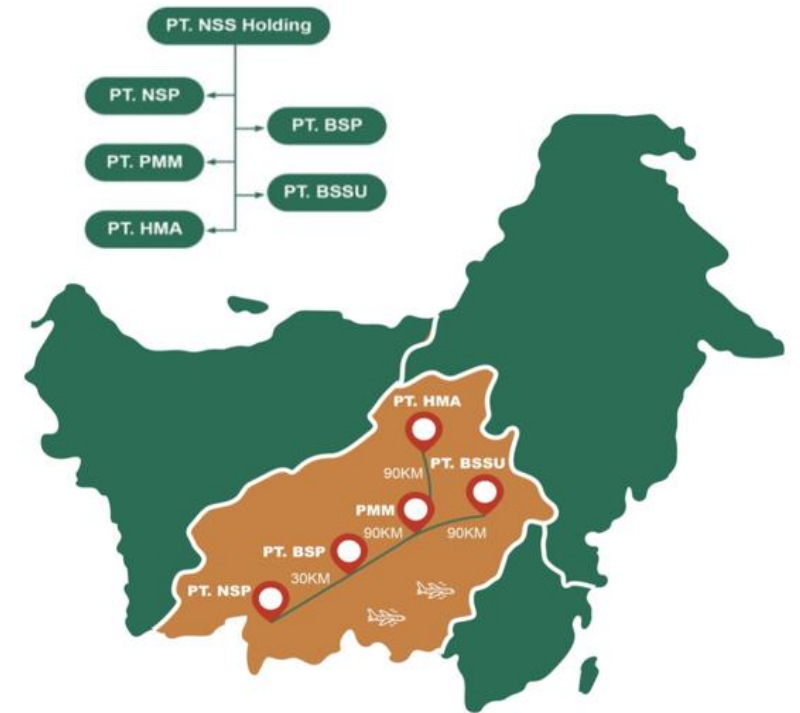
BSP – PMM ± 2.5 Hours

Airport Palangkaraya – PMM
± 1.5 Hours

1st CPO Mill at Sampit



Direct Piping System



Efficient Delivery System



Direct-Piping System



Special Terminal

Low Distribution Cost



Faster Delivery



Zero Spillover



Low Maintenance



NSS has a direct-piping system from its 1st CPO Mill in Kotawaringin Timur to a special terminal (1.5km) eliminating land transport delivery to customers

Sustainable Profitability & Operating Cash Flow

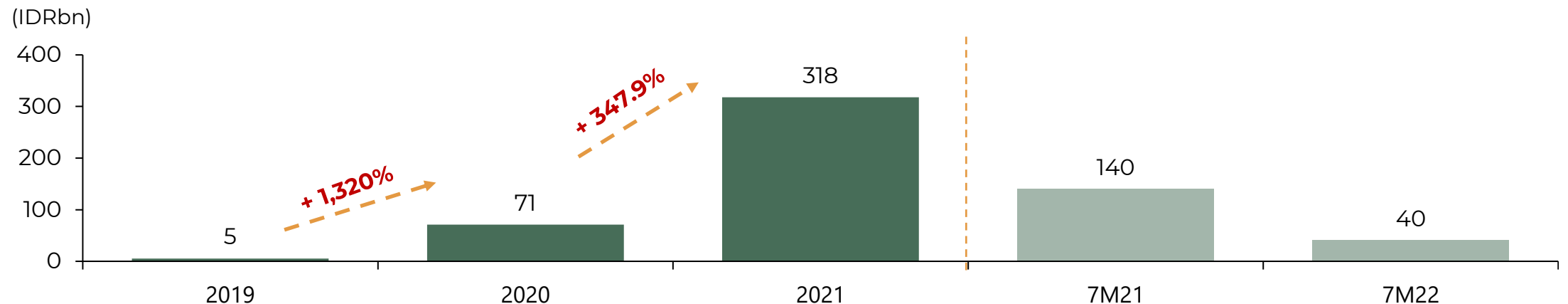
Attractive profitability ratios compared to sector average...



PT Nusantara Sawit Sejahtera		9M22 Sector* Average	
EBITDA Margin	ROE Ratios	EBITDA Margin	ROE Ratios
43.2%	10.5%	35.6%	9.0%

Notes: *Sector Consist of AALI,LSIP,DSNG,TAPG,SSMS and STAA.

... with a strong operating cash flow





Section 5

Future Development



Future Developments



Organic Growth

Focusing on the development of c.20,000 Ha ready-to-use areas with average planting c.5,000 Ha per annum resulting in increased nucleus area up to c.46,000 ha by 2026



Production Capacity Expansion

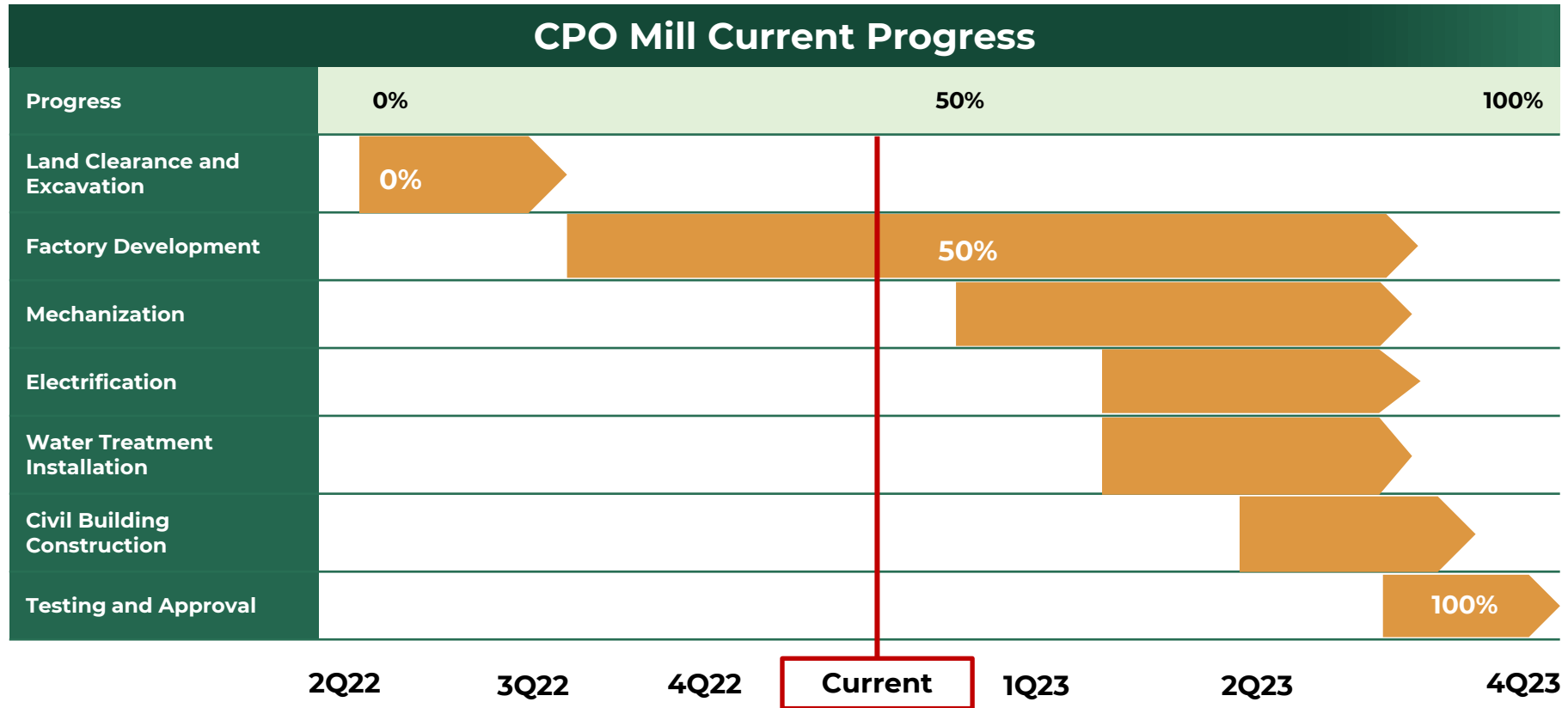
Maximizing high value production through the addition of 4 new mills by 2030, increasing CPO production capacity by 4.5x or 270 tons per hour



Broadened Community Partnership

Increasing collaboration with smallholders up to 9,500 Ha across 5 subsidiaries for improving local welfare, in-line with the government's CPO plasma development program towards nucleus

2nd CPO Mill in BSP



- NSS initiated the process of constructing its 2nd CPO mill with 60 tph capacity in August 2022
- The 2nd CPO mill, with a total area of around 40 Ha, has a direct-piping system to a special terminal
- Its estimated capex is up to c.IDR280bn and is targeted to be completed by 4Q23

2nd CPO Mill Progress





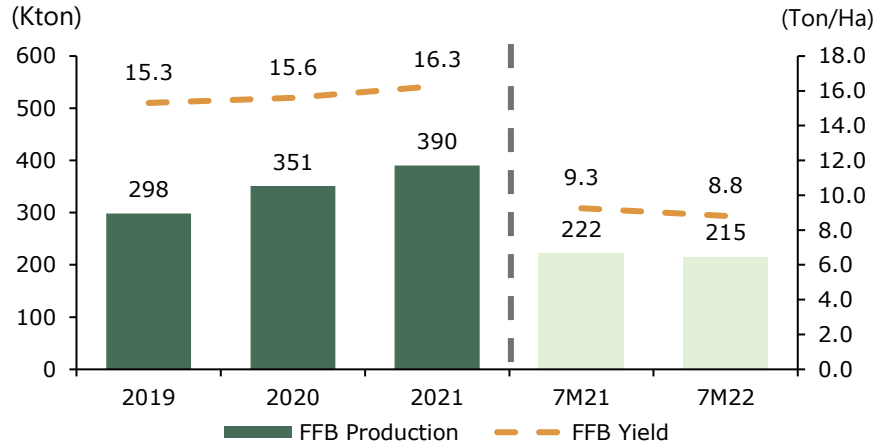
Section 6

Operational & Financial Highlights

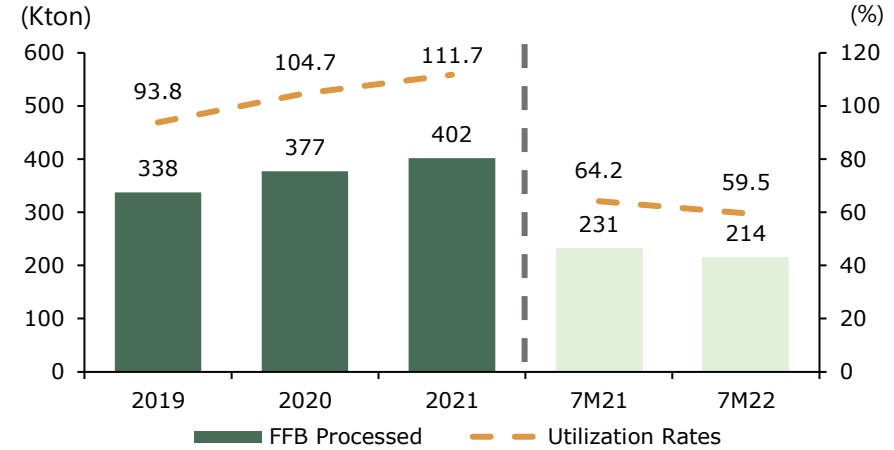


Operational Data

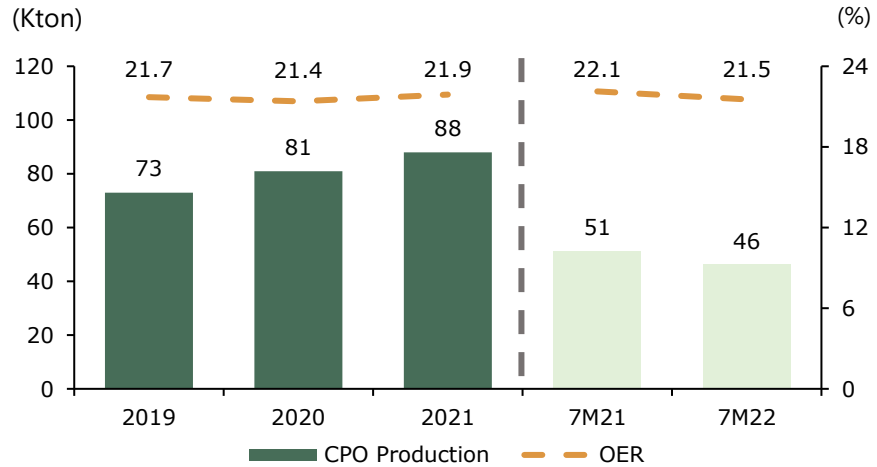
FFB Production & Yields



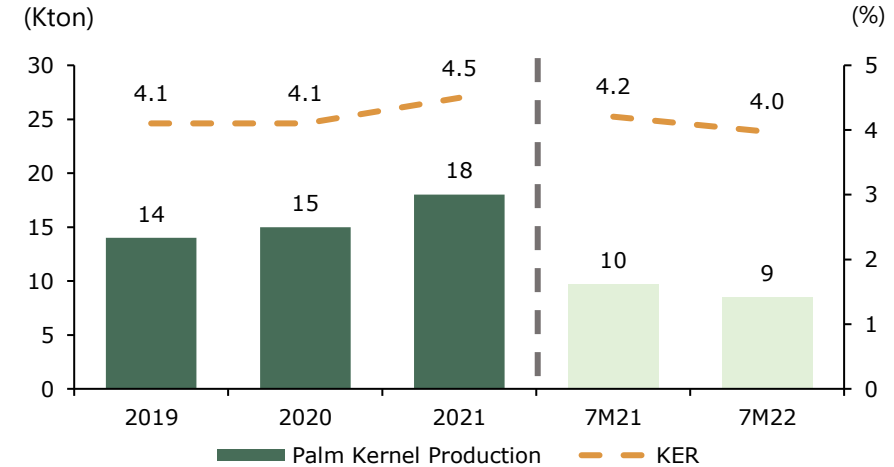
FFB Processed & Utilization Rates



CPO Production & OERs

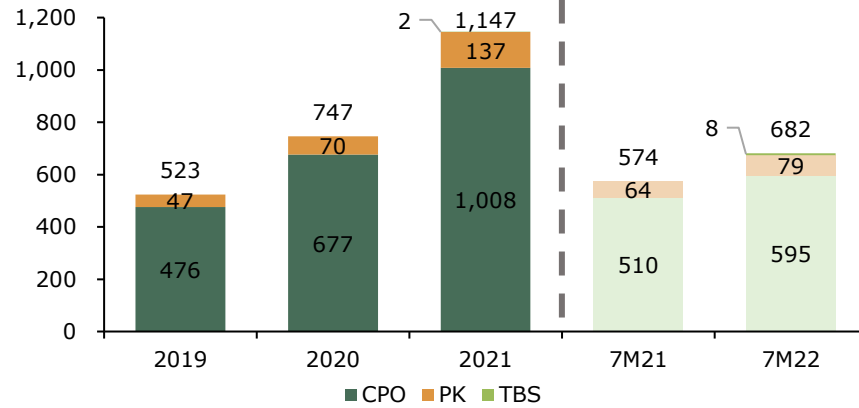


Palm Kernel Production & KERs

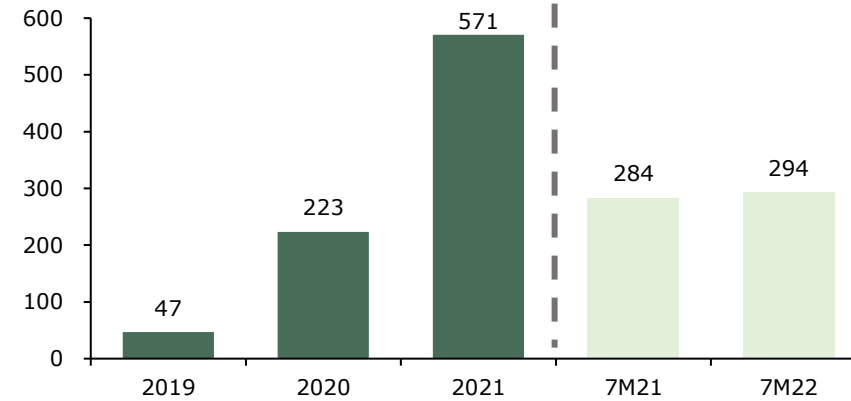


Financial Performance (in IDRbn)

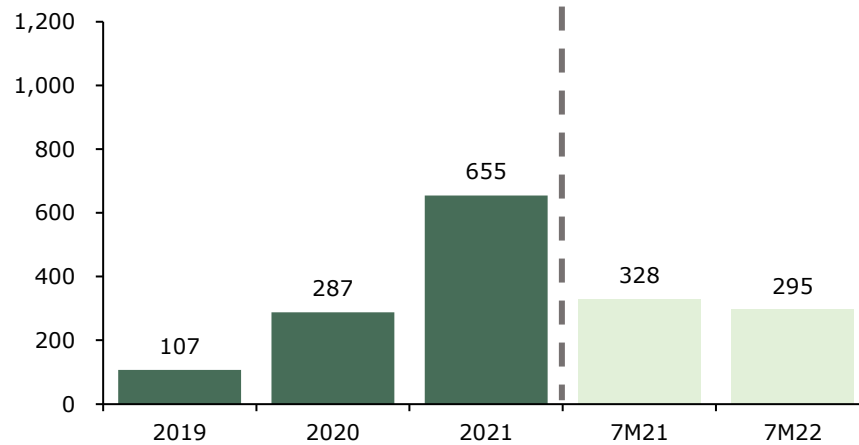
Revenues



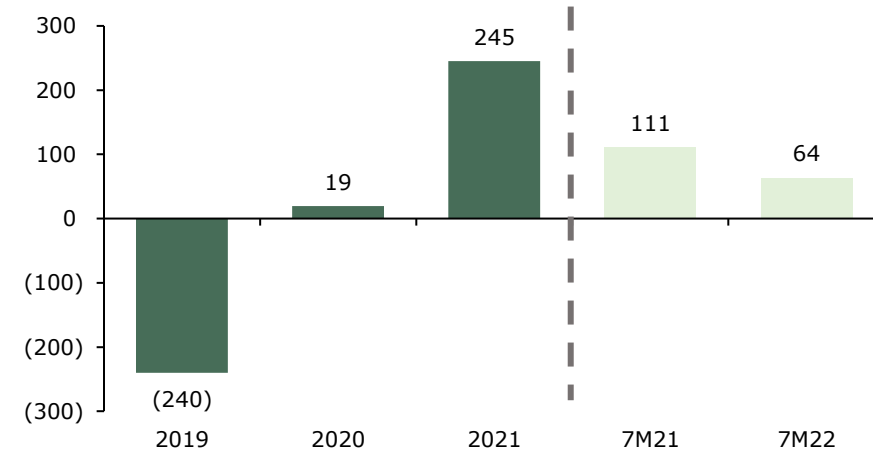
Gross Profit



EBITDA

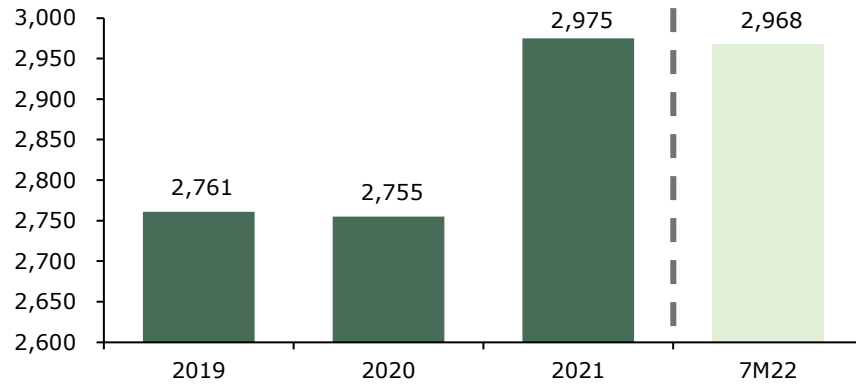


Net Profit

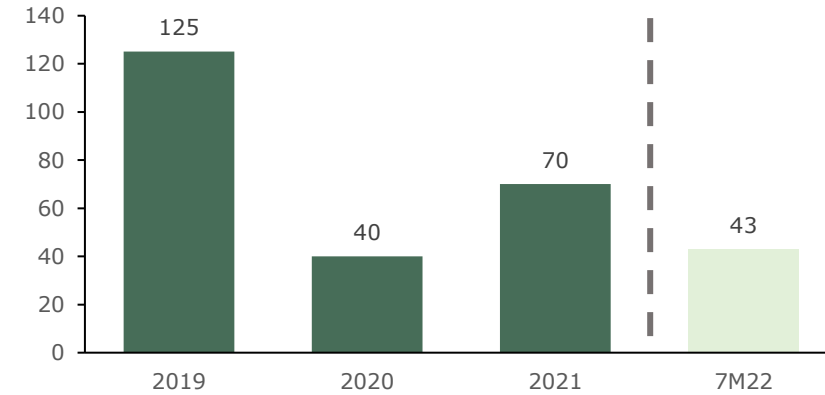


Balance Sheet (in IDRbn)

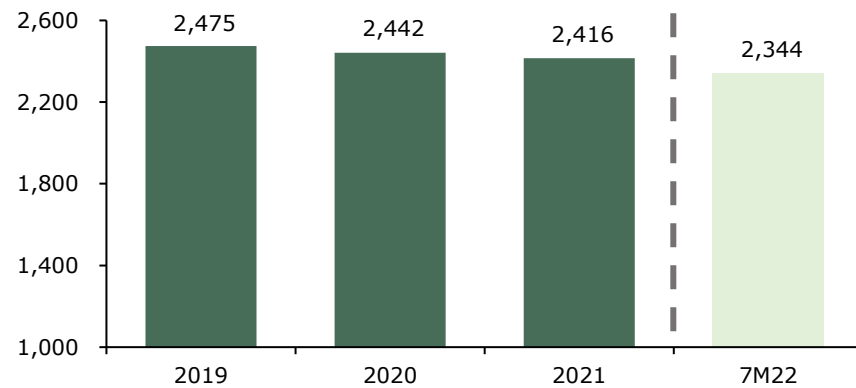
Total Assets



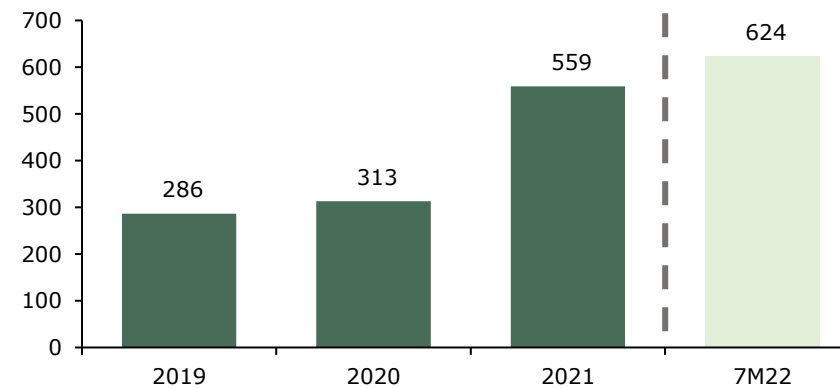
Capital Expenditures



Total Liabilities

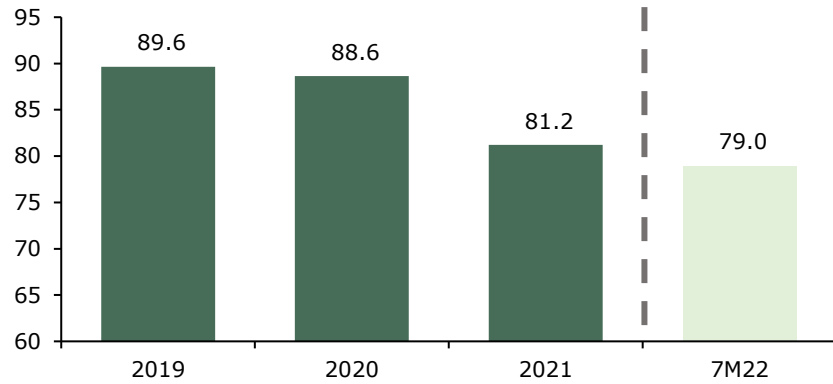


Total Equity

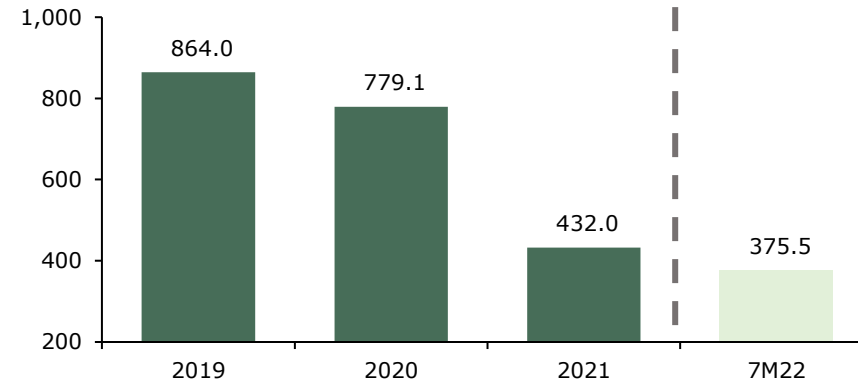


Key Ratios (in %)

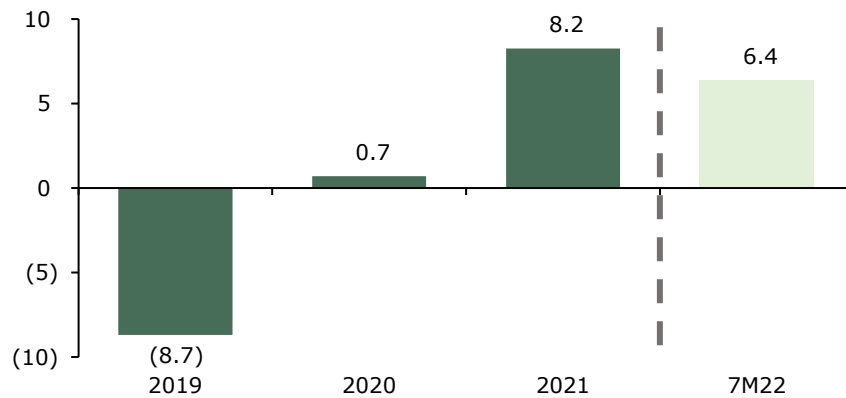
Liabilities to Assets



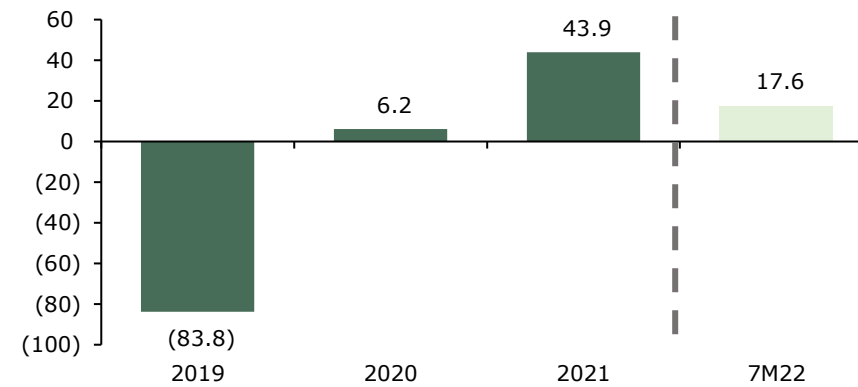
Liabilities to Equity



Return on Assets



Return on Equity





Section 7

Indicative Offering Structure



Indicative Offering Structure

Issuer	<ul style="list-style-type: none"> PT Nusantara Sawit Sejahtera
Sector	<ul style="list-style-type: none"> Agriculture – Integrated Upstream Palm Oil Company
IPO Fundraising	<ul style="list-style-type: none"> 15% new shares equivalent to 3.6bn new shares
Warrants	<ul style="list-style-type: none"> 1.8bn Series 1 Warrants (2:1 Ratio)
Nominal Value	<ul style="list-style-type: none"> IDR50 per share
Offering Price	<ul style="list-style-type: none"> IDR127 per share
Warrant Price	<ul style="list-style-type: none"> IDR190 per share (exercisable 6-months post IPO; tenor 18 months since issuance)
Market Cap	<ul style="list-style-type: none"> IDR3.0tn
IPO Size	<ul style="list-style-type: none"> IDR453bn
Warrants Size	<ul style="list-style-type: none"> IDR339bn
Use of Proceeds	<ul style="list-style-type: none"> ± 20% for working capital ± 80% for new CPO mill, special terminal, and planting up to 7,000 Ha
Target Listing Date	<ul style="list-style-type: none"> 10 March 2023

Key Supporting Parties

Issuer	<ul style="list-style-type: none"> PT Nusantara Sawit Sejahtera (NSS)
Joint Lead Underwriters	<ul style="list-style-type: none"> PT BRI Danareksa Sekuritas PT Mirae Asset Sekuritas Indonesia PT Samuel Sekuritas Indonesia PT Sucor Sekuritas
Legal Counsel	<ul style="list-style-type: none"> Budiarto Law Partnership
Auditor	<ul style="list-style-type: none"> KAP Purwantono, Sungkoro & Surja (anggota firma Ernst & Young Global Limited)
Share Registrar	<ul style="list-style-type: none"> Datindo Entrycom
Notary	<ul style="list-style-type: none"> Esther Pascalia Ery Jovina, S.H., M.Kn.
Appraiser	<ul style="list-style-type: none"> KJPP Amin, Nirwan, Alfiantori dan Rekan
EO and Public Relations	<ul style="list-style-type: none"> Kitacomm

Indicative Timeline

Book Building Period	<ul style="list-style-type: none"> 17 February 2023 – 22 February 2023
Effective from OJK	<ul style="list-style-type: none"> 28 February 2023
Offering Period	<ul style="list-style-type: none"> 2 – 8 March 2023
Allotment	<ul style="list-style-type: none"> 8 March 2023
Distribution	<ul style="list-style-type: none"> 9 March 2023
Listing on IDX	<ul style="list-style-type: none"> 10 March 2023
1st Series Warrants Trading Period:	
Regular and Negotiation Market	<ul style="list-style-type: none"> 10 March 2023 – 6 September 2024
Money Market	<ul style="list-style-type: none"> 10 March 2023 – 10 September 2024
1st Series Warrants Exercise Period	<ul style="list-style-type: none"> 11 September 2023 – 11 September 2024
1st Series Warrants Expiration Date	<ul style="list-style-type: none"> 11 September 2024

Final IPO Price

IDR 127

Per Share



THANK YOU

PT Nusantara Sawit Sejahtera
Your Lifelong Agro Partner

Income Statement (in IDRbn)

PT Nusantara Sawit Sejahtera	31 December			31 July	
	2019	2020	2021	2021	2022
Revenues	523	748	1,147	574	682
COGS	(476)	(523)	(576)	(290)	(388)
Gross profit	47	223	571	284	294
EBITDA	88	275	621	328	295
Depreciation & Amortization	92	111	117	68	73
EBIT	(4)	164	504	260	223
Interest incomes	1	1	2	1	3
Interest expenses	(190)	(201)	(205)	(120)	(127)
Other income/(expenses)	18	12	33	(0)	(2)
Pre-tax income	(175)	(24)	334	140	97
Tax benefit/(expense)	(65)	43	(89)	(30)	(33)
Net profit	(240)	19	245	111	64

Balance Sheet (in IDRbn)

Details	31 December			31 July
	2019	2020	2021	2022
Current assets				
Cash on hand & in banks	46	42	191	113
Trade receivables	6	14	22	13
Other receivables	2	1	2	2
Inventories	56	39	90	100
Biological assets	33	43	76	50
Other current assets	4	4	16	55
Total current assets	147	143	397	334
Non-current assets				
Mature plantations	1,369	1,659	1,725	1,815
Immature plantations	584	290	190	54
Fixed assets	559	536	542	545
Other non-current assets	102	127	121	220
Total non-current assets	2,614	2,612	2,578	2,634
Total asset	2,761	2,755	2,975	2,968
Current liabilities				
Short-term bank loans	100	100	—	40
Trade payables	148	120	105	77
Other payables	46	44	35	30
Long-term debt – current maturities:				
Bank loan	55	61	164	92
Others	37	29	59	49
Total current liabilities	386	354	363	288
Non-current liabilities				
Long-term debt:				
Bank loan	2,051	2,062	1,989	1,989
Others	38	26	64	67
Total non-current liabilities	2,089	2,088	2,053	2,056
Total liabilities	2,475	2,442	2,416	2,344
Total equity	287	314	559	624