



Sawit  
Sumbermas  
Sarana

Karya Nyata untuk Negeri



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Karya Nyata untuk Negeri

MENDUKUNG KETAHANAN PANGAN NASIONAL  
MELALUI BISNIS YANG BERKELANJUTAN  
SUPPORTING NATIONAL FOOD SECURITY THROUGH SUSTAINABLE BUSINESS

**PT SAWIT SUMBERMAS SARANA TBK**

Friday, March 26<sup>th</sup>, 2023





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# 01

## Company Overview



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# 01 Who we are and our Business and Affiliation?

## PT Sawit Sumbermas Sarana (SSMS) (IDX: SSMS) Upstream



**115,849 Ha** 540 TPD  
Managed areas Mill Capacity  
**81,863 Ha** 8 mills  
Planted areas Planted areas  
**100%** 90%  
ISPO certified RSPO certified  
**8**  
Palm oil & palm  
kernel mill  
processing  
**1**  
Biogas plant



FFB

**1.862,561 tons**

FFB produced in 2022



CPO

**508,904 tons**

CPO produced in 2022



Palm Kernel

**18,726 tons**

PKO produced in 2022

## PT Citra Borneo Utama (CBU) (IDX: CBUT) Midstream



**2500 TPD**  
Refinery capacity  
**600 TPD**  
Kernel Crossing Plant  
capacity

### RBDPO



**807,500**  
MT / Year

### CPKO



**83,520**  
MT / Year

### PFAD



**28,250**  
MT / Year

### PKE



**101,760**  
MT / Year

### Olein



**646,000**  
MT / Year

### Stearin



**161,500**  
MT / Year

## PT Surya Borneo Industri (SBI) Industrial park



**146 Ha**

total land

**96 Ha**

land ready-to-use

**2 Km**

distance to the nearest port

### Facilities included:

Weigh bridge, storage tank, multipurpose jetty, and many more



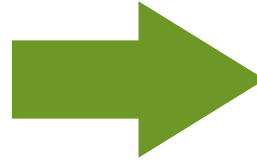
# What makes our plantations different from other plantations?

## Integrated palm oil with cattle ranching

1



Unwanted grass compete with palm trees for fertilizer and other nutrition.

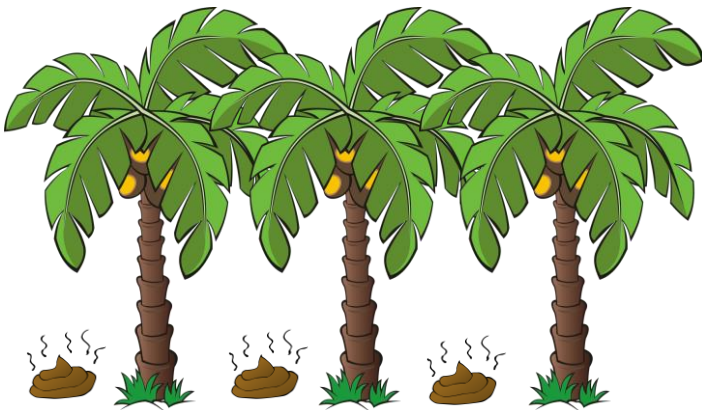


2



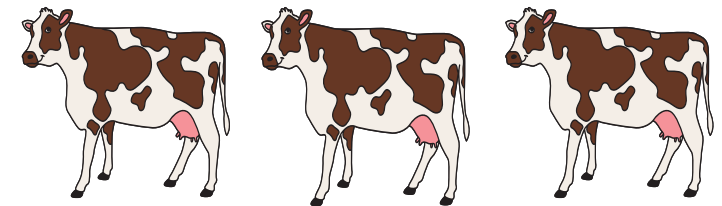
We grow cattles to clear the grass.

3



Cattles waste can serve as organic fertilizer.

4



This cattle ranching system save labor cost and provide additional nutrition for our palm tree.

# Our Location

**SPI**  
SSMS Plantation International Pte. Ltd.  
One Marina Boulevard #28-00 Singapura 018989.

**SPH**  
SSMS Plantation Holding Pte. Ltd  
One Marina Boulevard #28-00 Singapura 018989.

**SSI**  
Sawit Sumbermas International Pte. Ltd.  
8 Eu Tong Sen Street #21-95  
The Central Singapura 059818.

**SMU**  
PT Sawit Multi Utama  
Jl. H. Udan Said No.47 Pangkalan Bun,  
Kalimantan Tengah, Indonesia 74113  
Telp. : (+62-532) 21297

**MPP**  
PT Mirza Pratama Putra  
Jl. Pakunegaran Baru RT 04 Arut Selatan  
Kabupaten Kotawaringin Barat Kalimantan Tengah

**TSA**  
PT Tanjung Sawit Abadi  
Jl. H. Udan Said No.47 Pangkalan Bun,  
Kalimantan Tengah, Indonesia 74113  
Telp. : (+62-532) 21297

**MMS**  
PT Mitra Mendawai Sejati  
Jl. H. Udan Said No.47 Pangkalan Bun,  
Kalimantan Tengah, Indonesia 74113  
Telp. : (+62-532) 21297

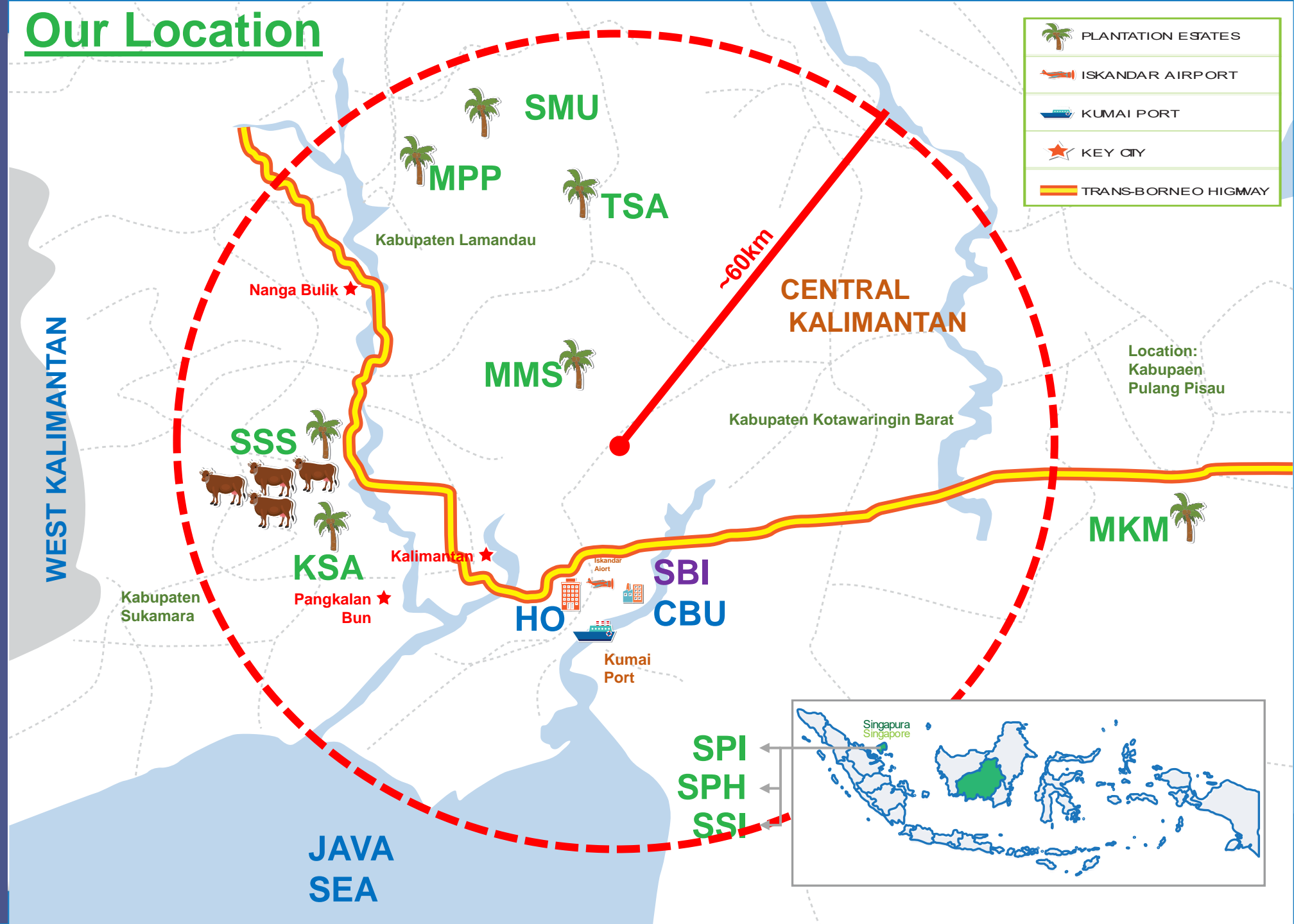
**SSMS**  
PT Sawit Sumbermas Sarana, Tbk  
Jl. H. Udan Said No.47 Pangkalan Bun,  
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**KSA**  
PT Kalimantan Sawit Abadi  
Jl. H. Udan Said No.47 Pangkalan Bun,  
Kalimantan Tengah, Indonesia 74113  
Telp. : (+62-532) 21297.

**MKM**  
PT Menteng Kencana Mas  
Jl. Pakunegaran Baru RT04 Arut Selatan  
Kabupaten Kotawaringin Barat Kalimantan Tengah.

**CBUT**  
PT Citra Borneo Utama Tbk  
ASD/Pelabuhan Roro Tempenek, Kumai Hulu  
Kabupaten Kotawaringin Barat , Kalimantan Tengah

**SBI**  
PT Surya Borneo Industri  
ASD/Pelabuhan Roro Tempenek, Kumai Hulu  
Kabupaten Kotawaringin Barat , Kalimantan Tengah





# MILESTONES

1995

PT Sawit Sumbermas Sarana was established on November 22, 1995 in Pangkalan Bun, Central Kalimantan.

1999

The Company established PT Mitra Mendawai Sejati on May 6, 1999 in Pangkalan Bun, Central Kalimantan.

2013

The Company carried out IPO on December 12, 2013.

2015

The Company acquired 4 (four) plantations, namely: PT Menteng Kencana Mas, PT Mirza Pratama Putra, PT Tanjung Sawit Abadi, and PT Sawit Multi Utama.

2018

- The Company issued global bonds worth US\$300 million.
- The Company established a subsidiary based in Singapore, SSMS Plantation Holdings, Pte. Ltd. and SSMS Plantation International, Pte. Ltd., in relation to its plan to issue global bonds.

2019

SSMS Group increased its share ownership in PT Surya Borneo Industri to 49%.

2020

SSMS increased its share ownership in PT Citra Borneo Utama to 32%.

2022

The company bought back global bonds

2023

The company fully pay off Global Bonds at Maturity in January





## 02 SUPPORTING NATIONAL FOOD SECURITY

What does Our Business do support national food security?

- **Improving the economy of the local community** : Provide job opportunities for the local community, Supporting regional development such as building infrastructure and public facilities.
- **Improving the quality of Human Resources**: Through the provision of educational facilities such as schools in each our plantation.
- **Other food reserves that are integrated with palm oil** : Integrated palm oil with cattle ranching.
- **Maintain corporate governance practices and alignment of sustainability aspect** : Complying with all existing regulations such as: government regulations and capital market regulations.

## 02 ENVIRONMENTAL SOCIAL GOVERNANCE (ESG)



### What does Our Plantation do on Sustainability?

- IECC Certification Our Mill Powered by Renewable Energy
- 90% RSPO Certification
- 100% ISPO Certification
- BRISHC Certification
- PROPER Certification

### Here are some of the important things that plantation do for our local communities and social development :

- Partnership Goal
- Providing Quality Education
- Conservation
- SME and Entrepreneur Development



## 02 ESG (CONTINUED)



Source : [www.ssms.co.id](http://www.ssms.co.id)

### SALAT ISLAND

*The United Nations (UN) encouraged all parties to collaborate in order to find a balance between the preservation of biodiversity and industrial development. UN has long supported the collaboration of the two sides as a long-term answer to preserving the great ape species.*

*SSMS shares the same perspective. In 2015, the Company realized this viewpoint through a partnership with the Borneo Orangutan Survival Foundation (BOSF). In 2016, SSMS donated 1,434 hectares of land for a pre-release area on Salat Island to assist with the problem.*

*Currently, the Salat Island's conservation area spans more than 2,000 hectares and accommodate 200 orangutans in pre-release training.*



## 02 ESG (CONTINUED)



### SOCIAL RESPONSIBILITY

#### **CSR For Cianjur Earthquake relief**

Concerned about the earthquake that occurred in Cianjur Regency, SSMS together with the Abdul Rasyid Foundation (ARF) were present in the midst of the people who had experienced the disaster..

The company distributes humanitarian assistance to earthquake victims in the form of donations of groceries, tents, medicines, and cash. The handover was given directly to the affected locations, and interacted with the residents of the local residents' posts. All assistance was distributed focusing on the areas of Cijedil Village and Babakan Karet Village, handed over directly to the coordinator of the posko or the head of the community as a representative of the recipients of the donations. Furthermore, the aid was distributed to residents of the affected post residents.

#### **CSR for Flood Victims in Central Kalimantan**

The company carries out its commitments in terms of its responsibility to the community, one of which is providing social assistance to flood victims in Pangkalan Bun Village, Central Kalimantan. Providing assistance to flood victims is carried out directly through village officials, in the form of groceries and medicines for those in need.

03

# OPERATIONAL PERFORMANCE 1Q23



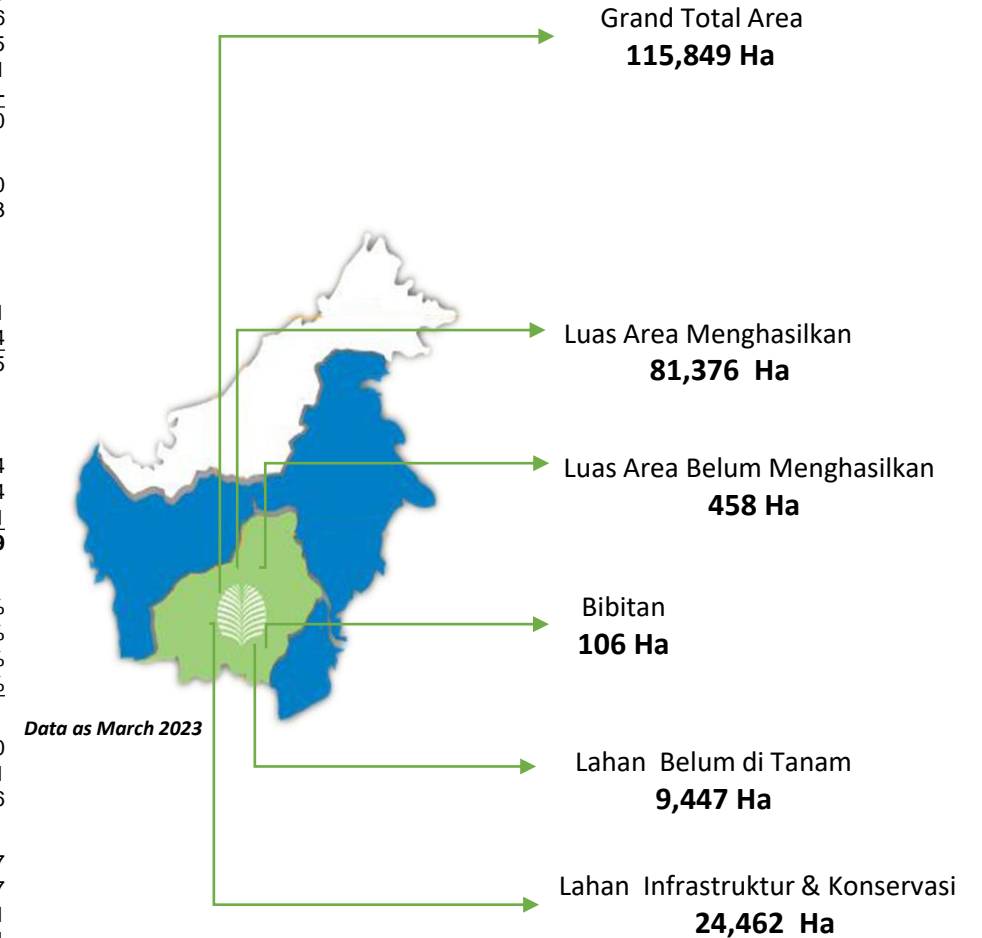
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# OPERASIONAL PERKEBUNAN

| Operasional Perkebunan          |            | FY21             | 1Q22           | FY22             | YoY            | 1Q23           |
|---------------------------------|------------|------------------|----------------|------------------|----------------|----------------|
| Inti menghasilkan               | Ha         | 68,862           | 68,880         | 68,880           | 0.03%          | 68,901         |
| Inti belum menghasilkan         | Ha         | 18               | 152            | 152              | -0.0961        | 138            |
| Inti Pembibitan                 | Ha         | -                | 106            | 106              | 0.00%          | 106            |
| Plasma menghasilkan             | Ha         | 11,278           | 12,000         | 12,000           | 3.96%          | 12,475         |
| Plasma belum menghasilkan       | Ha         | 929              | 725            | 725              | -55.74%        | 321            |
| Plasma Pembibitan               | Ha         | -                | -              | -                | 0.00%          | -              |
| <b>Total Area yang di Tanam</b> | Ha         | <b>81,087</b>    | <b>81,863</b>  | <b>81,863</b>    | <b>0.09%</b>   | <b>81,940</b>  |
| <b>Yield/ha TBS Inti</b>        | Ton        | <b>22.9</b>      | <b>5.7</b>     | <b>27.0</b>      | <b>-11.33%</b> | <b>5.0</b>     |
| <b>Yield/ha TBS Plasma</b>      | Ton        | <b>6.4</b>       | <b>1.0</b>     | <b>6.9</b>       | <b>35.38%</b>  | <b>1.3</b>     |
| <b>Produksi TBS</b>             |            |                  |                |                  |                |                |
| Inti                            | Ton        | 1,575,092        | 390,726        | 1,862,561        | -11.30%        | 346,561        |
| Plasma                          | Ton        | 72,396           | 11,623         | 82,618           | 46.99%         | 17,084         |
| <b>Total</b>                    | <b>Ton</b> | <b>1,647,488</b> | <b>402,348</b> | <b>1,945,179</b> | <b>-9.62%</b>  | <b>363,645</b> |
| <b>TBS di Proses</b>            |            |                  |                |                  |                |                |
| Inti                            | Ton        | 1,527,294        | 411,183        | 1,756,910        | -16.58%        | 342,994        |
| Plasma                          | Ton        | 72,396           | 15,966         | 82,618           | 7.00%          | 17,084         |
| Pihak Ketiga                    | Ton        | 424,330          | 124,312        | 439,293          | -0.31%         | 123,921        |
| <b>Pengolahan</b>               | <b>Ton</b> | <b>2,024,020</b> | <b>551,463</b> | <b>2,278,821</b> | <b>-12.23%</b> | <b>483,999</b> |
| <b>Proses Kernel</b>            |            |                  |                |                  |                |                |
| Rendemen Minyak Sawit (OER)     | %          | 21.97%           | 22.70%         | 22.30%           | -0.73          | 21.97%         |
| Kernel (KER)                    | %          | 4.12%            | 4.40%          | 4.26%            | -0.36          | 4.04%          |
| Rendemen Kernel (PKO)           | %          | 41.3%            | 39.30%         | 40.03%           | 0.03           | 39.33%         |
| Utilisasi Pabrik (Mills)        | %          | 62%              | 62%            | 70%              | -3             | 59%            |
| <b>Produk yang di hasilkan</b>  |            |                  |                |                  |                |                |
| CPO (Crude Palm Oil)            | Ton        | 444,720          | 125,059        | 508,094          | -14.98%        | 106,320        |
| PK (Palm Kernel)                | Ton        | 83,438           | 24,029         | 97,019           | -18.55%        | 19,571         |
| PKO (Palm Kernel Oil)           | Ton        | 22,360           | 4,538          | 18,726           | 5.03%          | 4,766          |
| CPO Inti                        | Ton        | 344,720          | 96,816         | 401,123          | -19.50%        | 77,937         |
| OER Inti                        | %          | 22.60            | 23.4           | 22.83            | -0.70%         | 22.7           |
| Yield / Ha CPO Inti             | Ton        | 5.0              | 1.4            | 5.82             | -19.20%        | 1.1            |
| Ha Inti Produksi CPO            | Ha         | 68,862           | 68,880         | 68,880           | 0.03%          | 68,901         |
| CPO Plasma                      | Ton        | 15,991           | 3,764          | 18,850           | 6.61%          | 4,013          |
| OER Plasma (%)                  | %          | 22.09%           | 23.7           | 22.81%           | -0.60          | 23.1           |
| Yield/Ha CPO Plasma             | Ton        | 1.4              | 0.32           | 1.6              | 0.52%          | 0.32           |
| Ha Plasma CPO Produksi          | Ha         | 11,278           | 12,000         | 12,000.0         | 3.96%          | 12,475         |





04

**FINANANCIAL**  
**PERFORMANCE**  
**1Q23**



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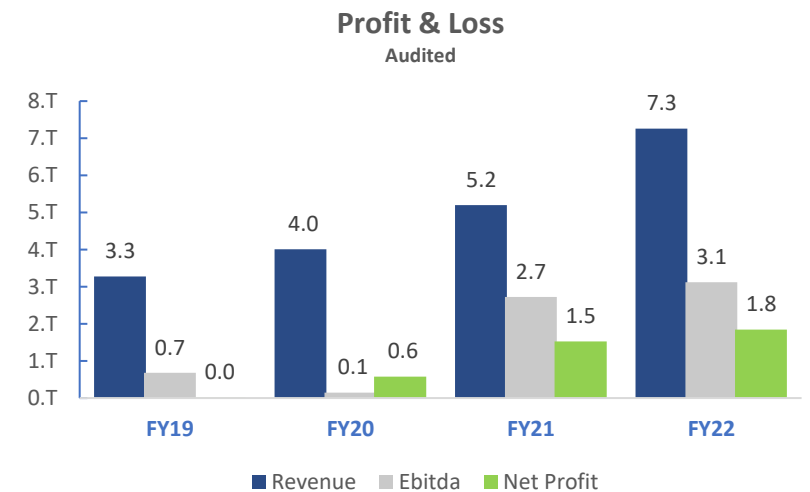
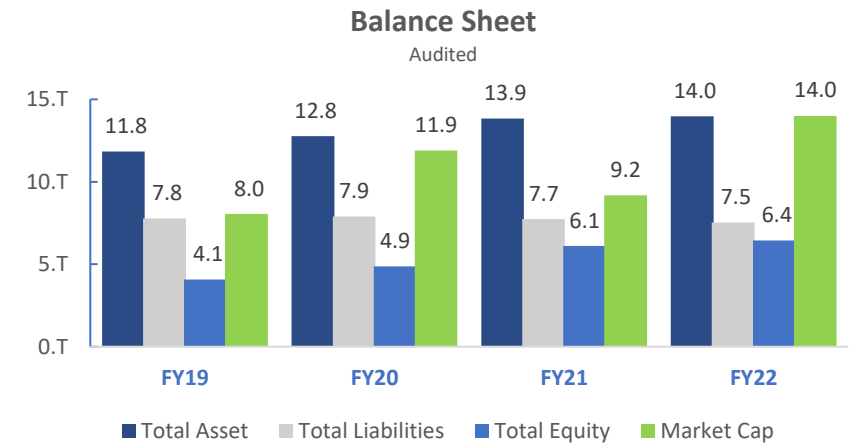
## 04 FINANCIAL HIGHLIGHT

| BALANCE SHEET     | Matric | FY19 | FY20 | FY21 | 1Q22 | FY22 | YoQ    | 1Q23 |
|-------------------|--------|------|------|------|------|------|--------|------|
| Total Asset       | IDRT   | 11.8 | 12.8 | 13.9 | 14.6 | 14.0 | -0.71% | 13.9 |
| Total Liabilities | IDRT   | 7.8  | 7.9  | 7.7  | 7.5  | 7.5  | -2.67% | 7.3  |
| Total Equity      | IDRT   | 4.1  | 4.9  | 6.1  | 7.1  | 6.4  | 3.12%  | 6.6  |
| Market Cap        | IDRT   | 8.0  | 11.9 | 9.2  | 10.1 | 14.0 | 14.29% | 16.0 |

| PROFIT & LOSS |      | FY19 | FY20 | FY21 | 1Q22 | FY22 | YoY    | 1Q23 |
|---------------|------|------|------|------|------|------|--------|------|
| Revenue       | IDRT | 3.3  | 4.0  | 5.2  | 2.1  | 7.3  | -42.2% | 1.2  |
| Net Profit    | IDRT | 0.0  | 0.6  | 1.5  | 0.9  | 1.8  | -75.5% | 0.2  |
| Ebitda        | IDRT | 0.7  | 1.4  | 2.7  | 1.4  | 3.1  | -      | 0.3  |

| Ratio Analysis                | Matric | FY19 | FY20 | FY21 | 1Q22  | FY22   | YoY   | 1Q23 |
|-------------------------------|--------|------|------|------|-------|--------|-------|------|
| Return On Asset (ROA)         | %      | 0.00 | 0.05 | 0.11 | 0.59  | 0.13   | -0.05 | 0.02 |
| Return on Equity (ROE)        | %      | 0.00 | 0.12 | 0.25 | 0.14  | 0.29   | -0.10 | 0.04 |
| Current Ratio (CR)            | %      | 2.51 | 2.37 | 2.39 | 0.76  | 1.03   | 0.36  | 1.12 |
| Debt To Equity Ratio          | %      | 1.91 | 1.62 | 1.07 | 1.07  | 1.10   | 0.03  | 1.10 |
| Gross Profit Margin (GPM)     | %      | 0.31 | 0.45 | 0.41 | 0.59  | 0.41   | -0.42 | 0.16 |
| Operating Profit Margin (OPM) | %      | 0.14 | 0.30 | 0.31 | 0.60  | 0.31   | -0.33 | 0.27 |
| Net Profit Margin (NPM)       | %      | 0.00 | 0.14 | 0.25 | 0.46  | 0.25   | -0.26 | 0.19 |
| Tax Ratio                     | %      | 0.92 | 0.35 | 0.19 | 0.22  | 0.19   | -0.02 | 0.19 |
| Interest Coverage Ratio       | %      | 0.87 | 2.13 | 3.27 | 10.15 | 4.09   | -7.29 | 2.87 |
| Dividend Yield                | %      | n/a  | 3.39 | 6.26 | N/a   | 11.30* | 5.04  | N/a  |

\*Payment Interim



## 05 Historical & Stock Performance



### Key takeaways

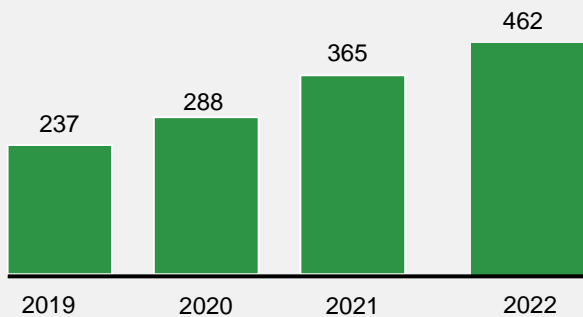
**Stock Price Trend SSMS** have grown significantly over the past 4 year's also **SSMS's earnings**.

**Acceleration growth** : SSMS earnings growth over the past year exceeds its 4 - year average, and expected to grow even faster in next 4 years due to age profile.

**Dividend Yield** : as the stock price increase dividend Yield SSMS also continues to grow every years.

### Derived from solid revenue and profit margin in 2022

Revenue 2019 -2022, USD M



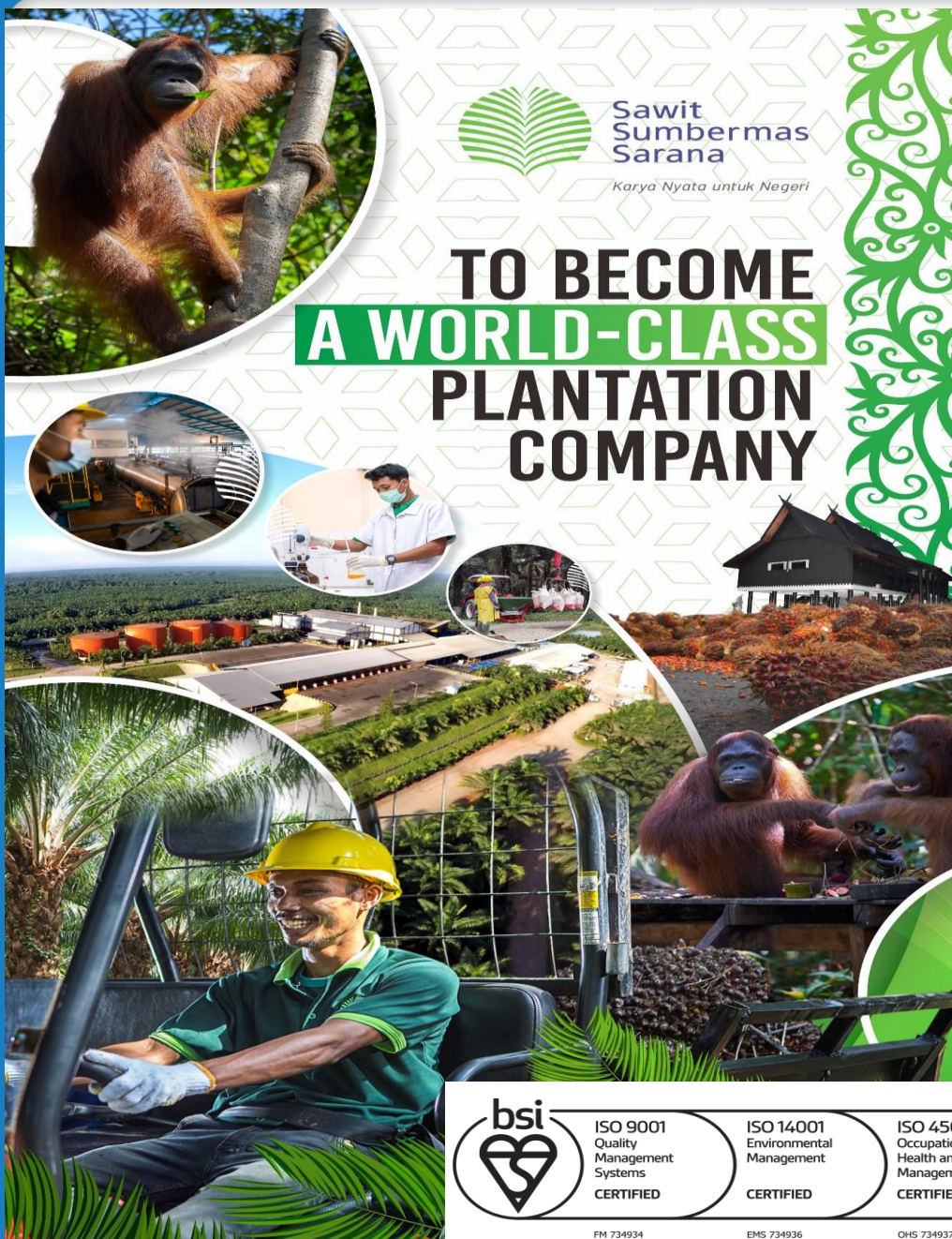
**US\$462**  
Revenue

**US\$117M**  
Net income

**25%**  
Profit margin

Source : ssms.co.id





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**TO BECOME  
A WORLD-CLASS  
PLANTATION  
COMPANY**



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# Thank You

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