



# COMPANY UPDATE

———— June 2022



Towards A New Stage of Sustainable Business  
**PT Cisadane Sawit Raya Tbk.**



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**Company Overview**

2

**Competitive Advantage**

3

**Growth Strategy**

4

**Financial Highlights**



# COMPANY OVERVIEW



# VISION & MISSION

## VISION

To be a national leading agribusiness company.

## MISSION

To provide a quality and sustainable Agriculture products, services, and solutions, to create added value for all our stakeholders





# VISION & MISSION



## **SYNERGY**

Having good communication and coordination between fellow company members to collaborate in order to achieve common goals.

## **ENTHUSIASM**

Have high enthusiasm, know, desire and are able to do the job wholeheartedly.

## **INSIGHT**

Always develop yourself by continuing to learn something new, to improve personal and organizational performance

## **INTEGRITY**

Have high moral standards, do what is said, do not violate the rules, and do not allow any violations.

## **RESPONSIBILITY**

Maintain trust, admit mistakes, and always make continuous improvements to serve customers



# INDONESIAN PROMINENT PALM OIL COMPANIES

## KEY HIGHLIGHTS

CSRA specifically engages in the upstream plantation sector with a solid track record more than 38 years.

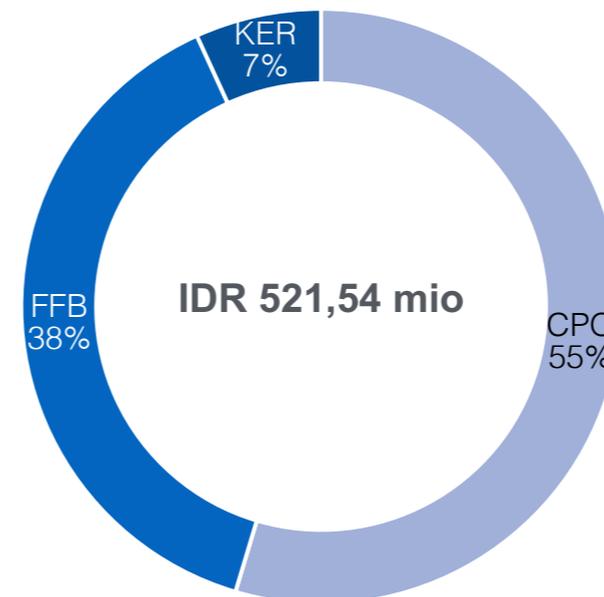
The Company owned number of plantation estates, of which located in the North Sumatra and South Sumatra.

The Company's Palm Oil Mill has a capacity of 60 tons/hour strategically located within the plantation site in Labuhanbatu, North Sumatra.

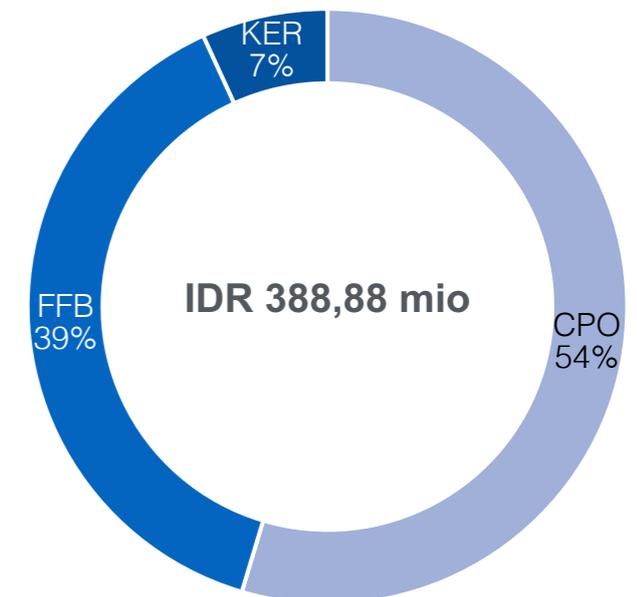
The Company achieved a 15% of CAGR growth in its FFB production from 2015-2021.

## REVENUE BREAKDOWN

1H2022



1H2021



## OUR PRODUCTS



Fresh Fruit Bunch (FFB)



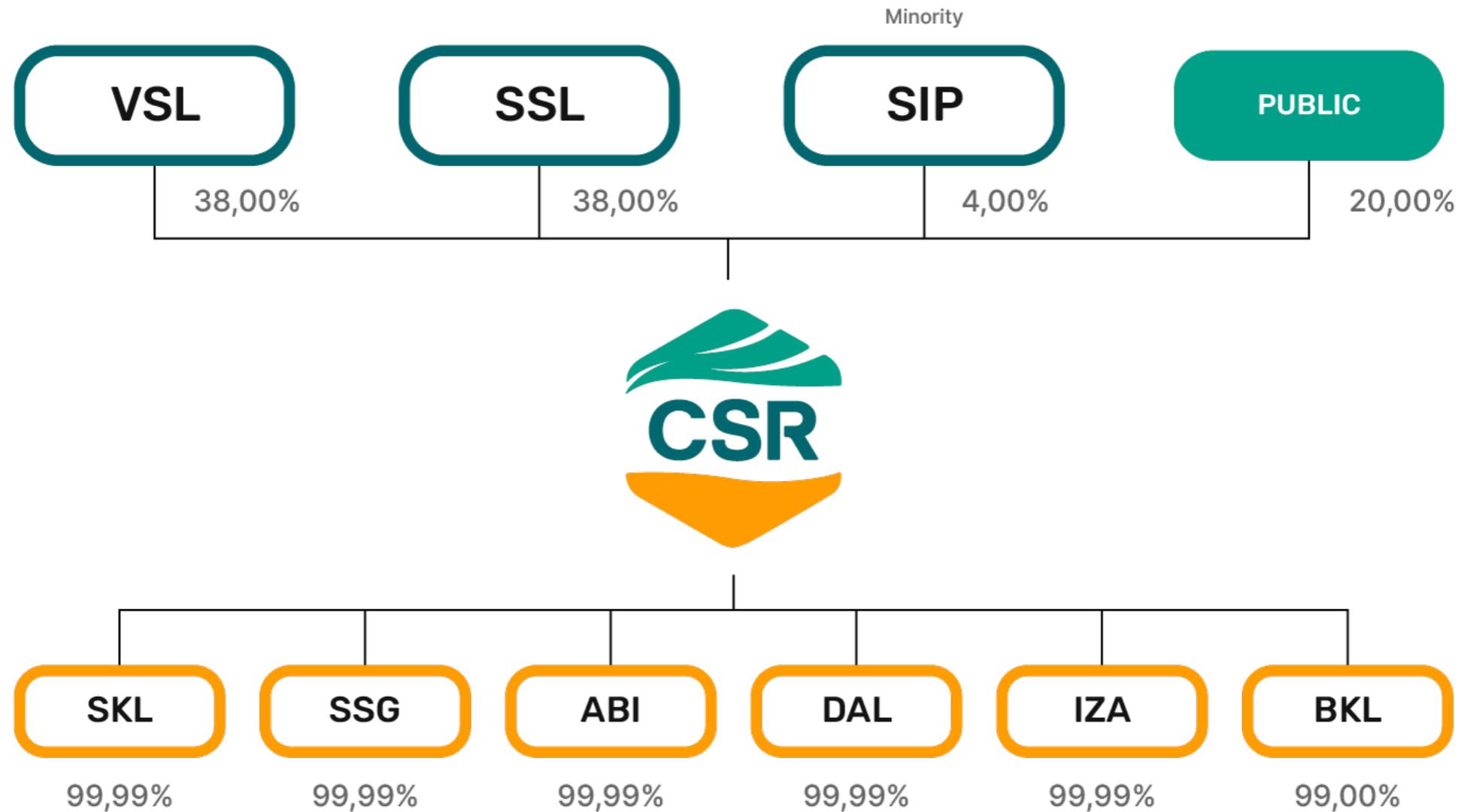
Palm Kernel (PK)



Crude Palm Oil (CPO)



# CORPORATE STRUCTURE



## Remarks

-  Shareholders
-  Subsidiaries

- SSL** PT Sapta Sawit Lestari
- VSL** PT Verdian Sawit Lestari
- SIP** PT Sawit Inti Perkasa
- SKL** PT Samukti Karya Lestari
- SSG** PT Sukses Sawit Gasing

- ABI** PT Abiputra Bina Inter
- DAL** PT Daya Agro Lestari
- IZA** PT Ina Zefanya Ataya
- BKL** PT Bintang Kenten Lestari



**COMPETITIVE  
ADVANTAGE**



# COMPETITIVE ADVANTAGE

- 1 Solid operating track record of more than 38 years experience.
- 2 Strong operating performance from continuous implementation of best agronomic practices.
- 3 Favorable estate age profile yields to sustainable production growth.
- 4 The strategic location of plantations and factories.
- 5 Highly dedicated management team with sound experiences.
- 6 Strong community relationship and sustainable business operation that is environmentally friendly.





# 1. SOLID OPERATING TRACK RECORD

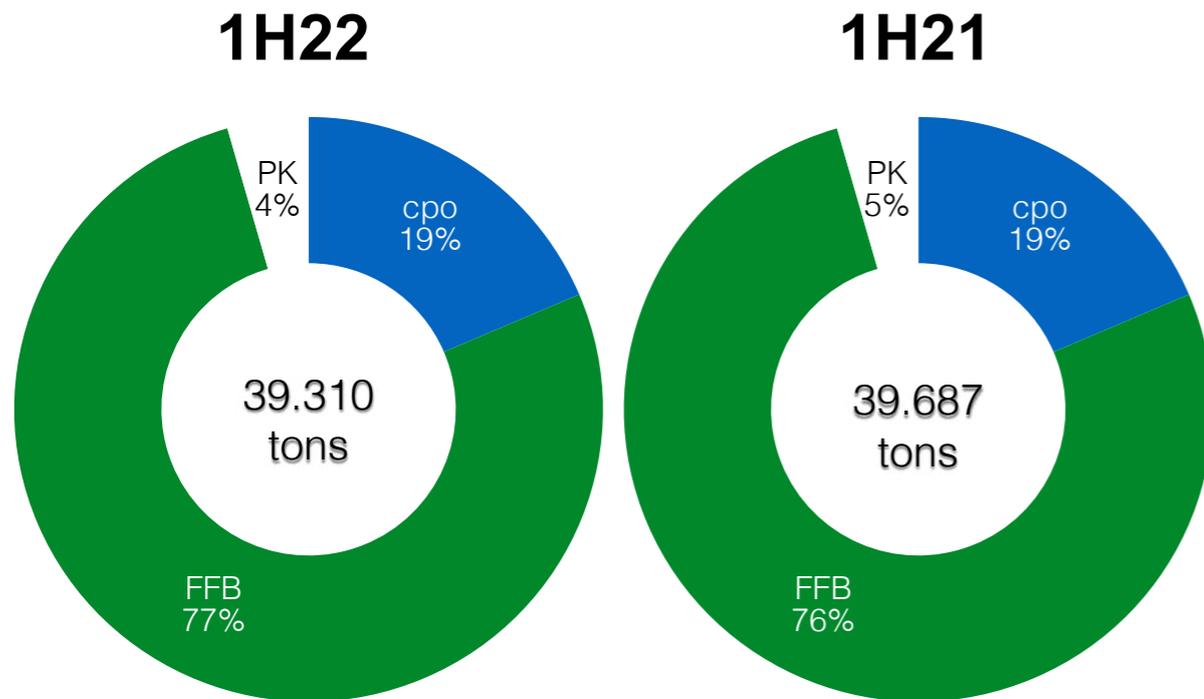
The Company has **>38** Years of experience

<b>1983</b>	PT Cisadane Sawit Raya was established by Rudi Suhenda and Johanna Wirjoprawiro
<b>1990</b>	PT Cisadane Sawit Raya planted its first palm trees at Sei Tampang Estate in North Sumatera
<b>1995</b>	Kickoff of PT Cisadane Sawit Raya palm oil mill with a capacity of 30 tph at Sigambal
<b>2007</b>	A new palm oil mill with a capacity of 60 tph in PT Cisadane Sawit Raya complex commenced its operation  Acquisition of PT Samukti Karya Lestari in South Tapanuli Regency, North Sumatera
<b>2009</b>	Acquisition of PT Sukses Sawit Gasing which located in Banyuasin Regency, South Sumatera  Conducted first planting activity in PT Samukti Karya Lestari
<b>2010</b>	Acquired PT Abiputra Bina Inter which located in Banyuasin Regency, South Sumatera  Acquired PT Ina Zefanya Ataya which located in North Musi Rawas Regency, South Sumatera
<b>2012</b>	First planting activity in PT Ina Zefanya Ataya
<b>2013</b>	Acquired PT Daya Agro Lestari in Musi Rawas Regency, South Sumatera
<b>2019</b>	Acquired PT Bintang Kenten Lestari  CSRA obtained ISPO certificate for PT Samukti Karya Lestari
<b>2020</b>	The Company listing in IDX by January 9 with ticker code:  <b>CSRA</b>
<b>2021</b>	CSRA obtained ISPO certificate on February 11 for Sei Tampang and Sei Siarti Estate
<b>2022</b>	Groundbreaking Ceremony of Palm Oil Mill - 2



## 2. STRONG OPERATING PERFORMANCE

### PRODUCT COMPOSITION



### OER & KER

Product	1H22	1H21
OER	20.5%	19.9%
KER	5.1%	4.7%

**The company has constantly implemented a set of best agronomic practices which yields to strong operating results**

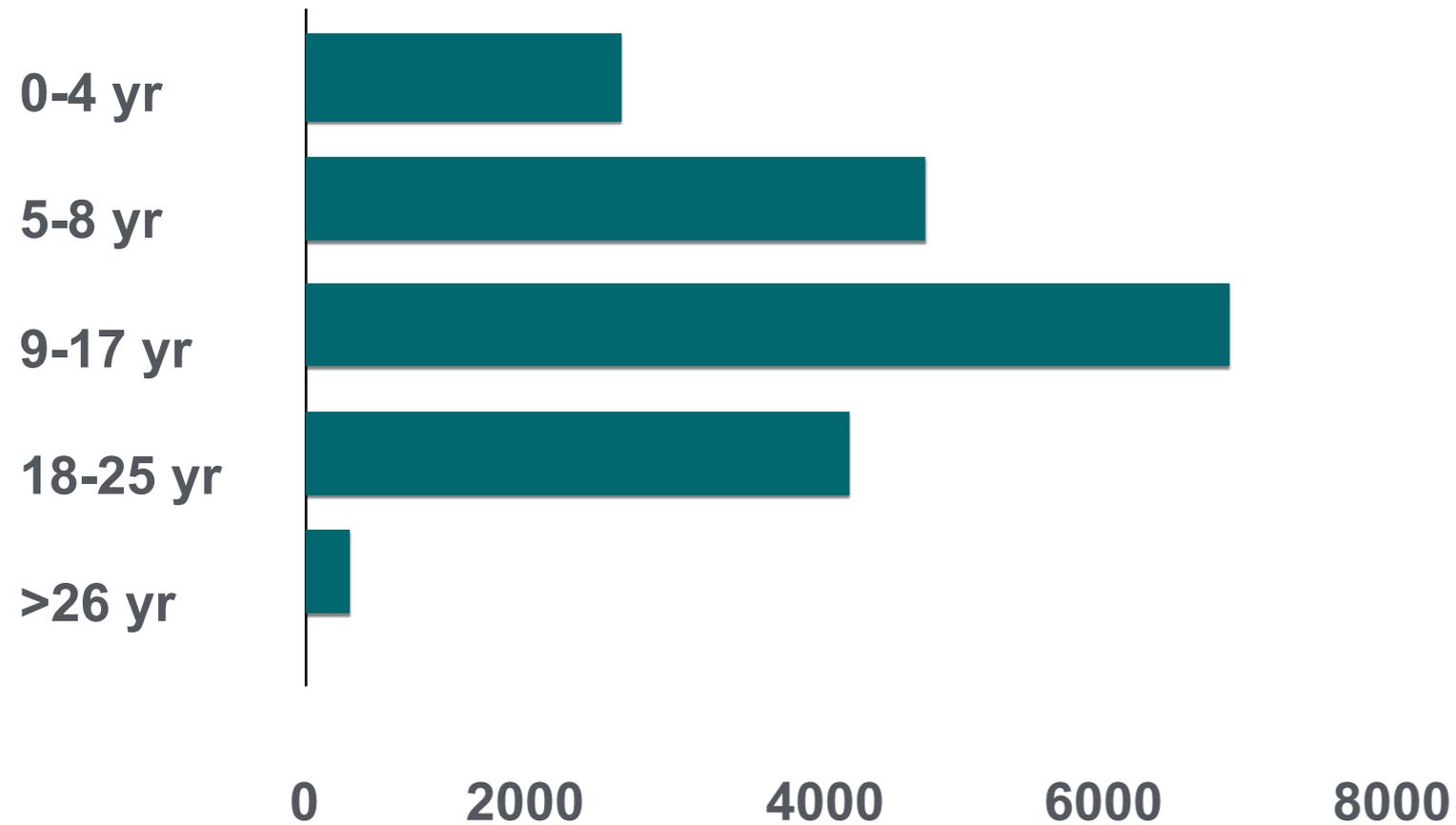
- Increasing production figure
- Internal FFB production CAGR reached ~15% from 2015-21
- Constant improvement in its OER profile
- Steady KER level at around 4-5%



### 3. FAVORABLE ESTATE AGE PROFILE

The **relatively young age** profile of oil palm trees guarantees a **sustainable annual increase** in production for the foreseeable future.

**More than 50%** of its estates is on the **prime** production period





## 4. THE STRATEGIC LOCATION OF PLANTATIONS AND FACTORY



**Total Planted Area: 18.225,0 Hectares**  
Immature: 2.564,6 Hectares  
Matured: 15.660,4 Hectares

The Company and its subsidiaries have number of estates located in the Provinces of **North Sumatera** (Labuhan Batu Regency and South Tapanuli Regency) and **South Sumatera** (Banyuasin Regency, Musi Rawas Regency and North Musi Rawas Regency)

- CSRA's strategic estate location (such as its proximity to main road) also helps the company to manage its logistics access to bring its products closer to its customers, amplifying its competitive distribution edges.
- Located in Sumatra, which is the 2<sup>nd</sup> most populous island in Indonesia has provided CSRA with ample customer base.



**CSR GROUP FACTORY**

**The Company's production capacity equal to 60 tph**



## 5. HIGHLY DEDICATED MANAGEMENT TEAM WITH SOUND EXPERIENCES

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### BOARD OF COMMISSIONERS



**Cokro Cienturi Suhendra**

President Commissioner  
20+ years of experience



**Edityawarman S.P.**

Commissioner  
45+ years of experience



**Koh Bing Hock**

Independent Commissioner  
45+ years of experience

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### BOARD OF DIRECTORS



**Gita Sapta Adi**

President Director  
30+ years of experience



**Seman Sendjaja**

Director of Finance &  
Strategic Development  
25+ years of experience



**Erwin Kurniawan**

Director of Commerce  
40+ years of experience



**Vivery Jerry Denny Walukow**

Director of Operations  
30+ years of experience





# 6. STRONG COMMUNITY RELATIONSHIP & SUSTAINABLE BUSINESS OPERATION WITH ENVIRONMENTALLY-SAFE PRACTICES (2)

## BEST IN CLASS ESTATE MANAGEMENT



ESG Disclosure Award 2021 with Disclosure Rating “Commitment C” from Investor Magazine-Berita Satu Media Holding (BSMH) with Bumi Global Karbon Foundation (BGKF)



Application of sustainability strategy to maintain operation excellence through the use of premium palm oil seeds.

## ENVIRONMENTALLY-SAFE PRACTICES



On February 11, 2021 CSRA received an Indonesian Sustainable Palm Oil (ISPO) certification for Sei Siarti Estate and Sei Tampang Estate.



The company plans to gradually obtain this certificate for entire estates over the coming years.



# GROWTH STRATEGY



# GROWTH STRATEGY



Significant increase in FFB production, yield, and mill efficiency by overhauling



Increase productivity by building second palm oil mill with the capacity of 45 tph



The construction of second palm oil mill is planned to be completed in December 2022



Invest in the remaining land banks of the Company and optimizing in planting caring and harvesting by implementing good corporate governance



**ENHANCING COMPANY'S LONG-TERM VALUE**



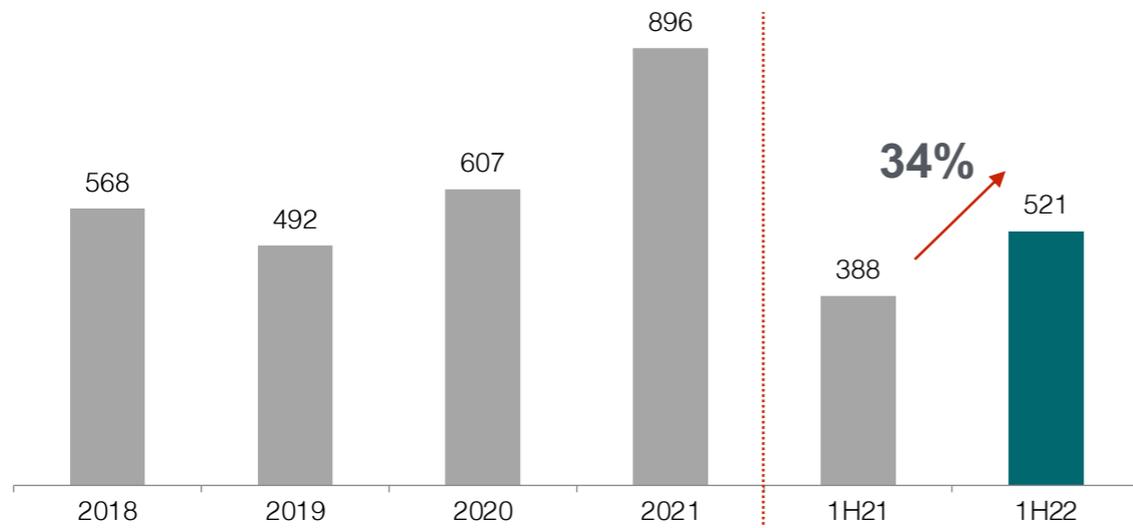
# FINANCIAL HIGHLIGHTS



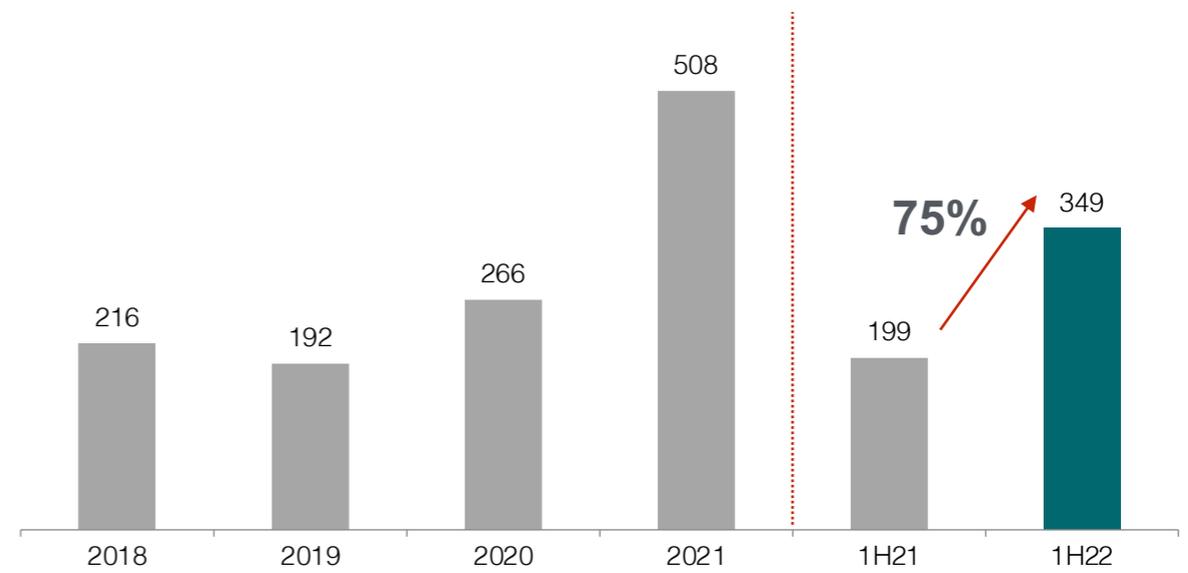
# PROFITABILITY

IN IDR BILLION

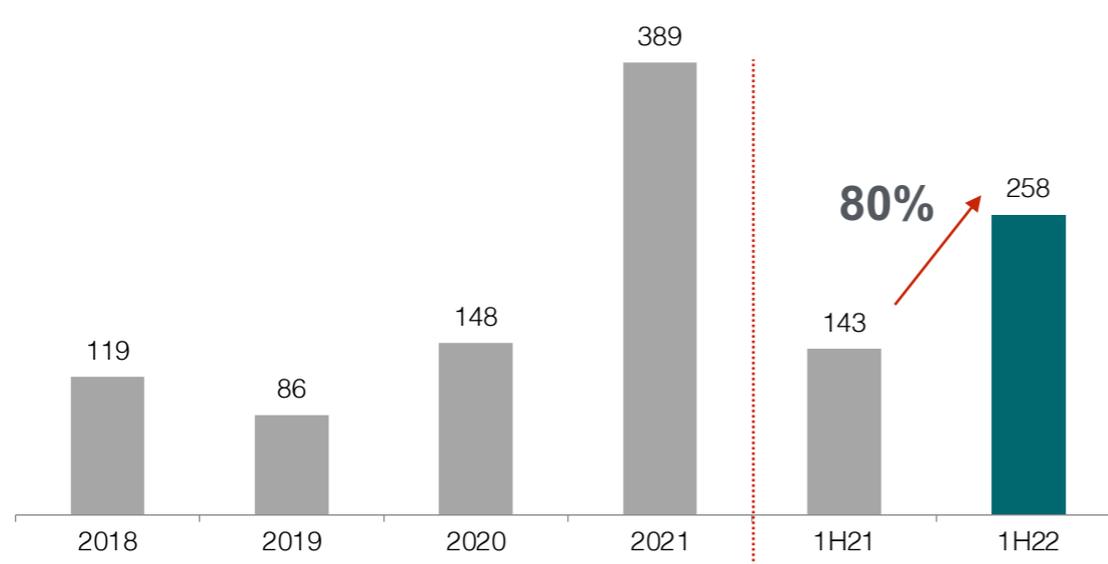
## REVENUES



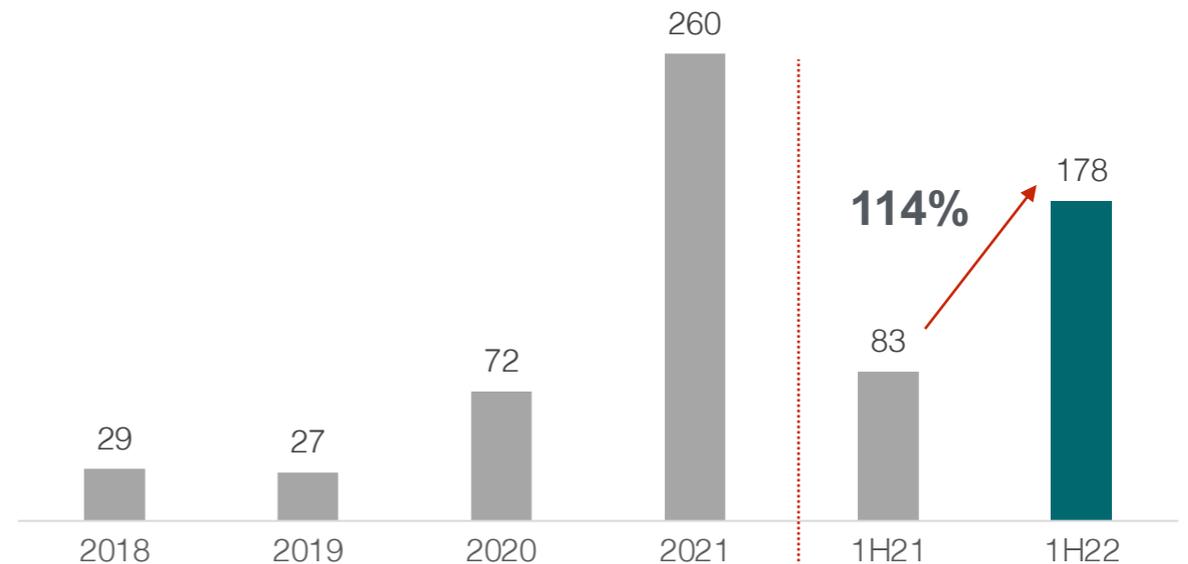
## GROSS PROFIT



## OPERATING PROFIT



## NET PROFIT

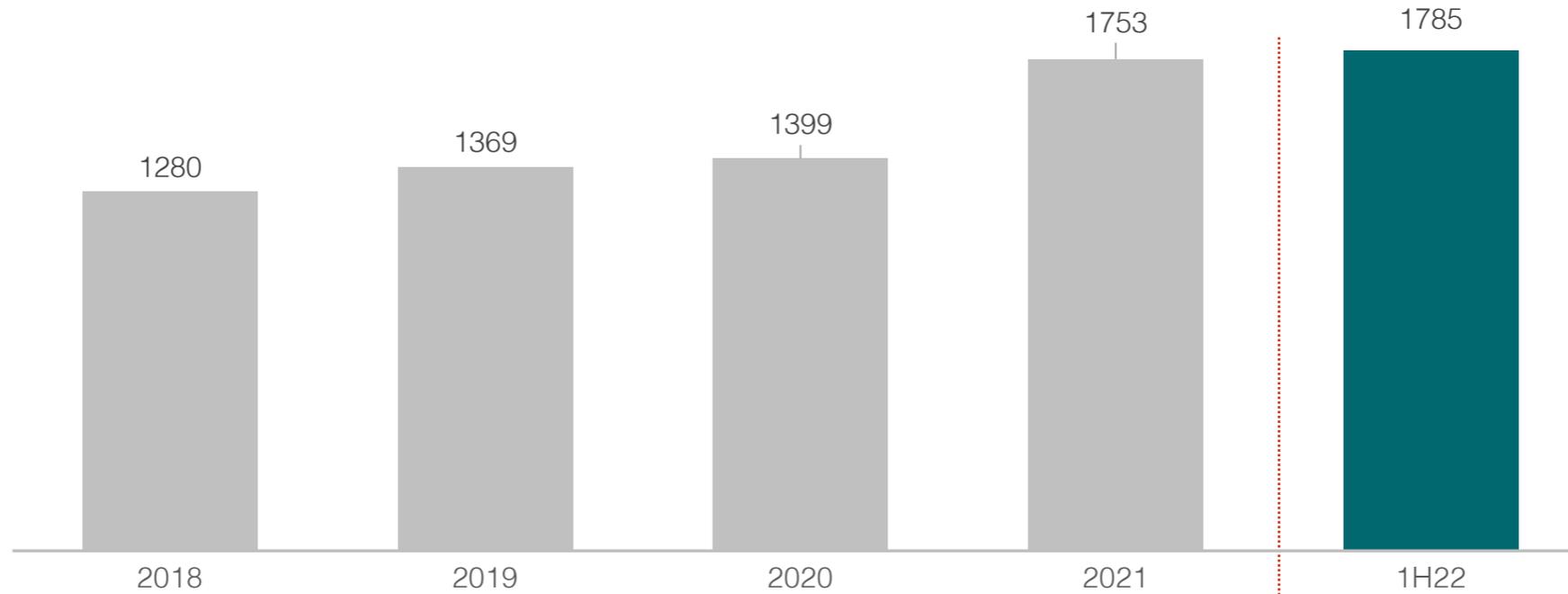




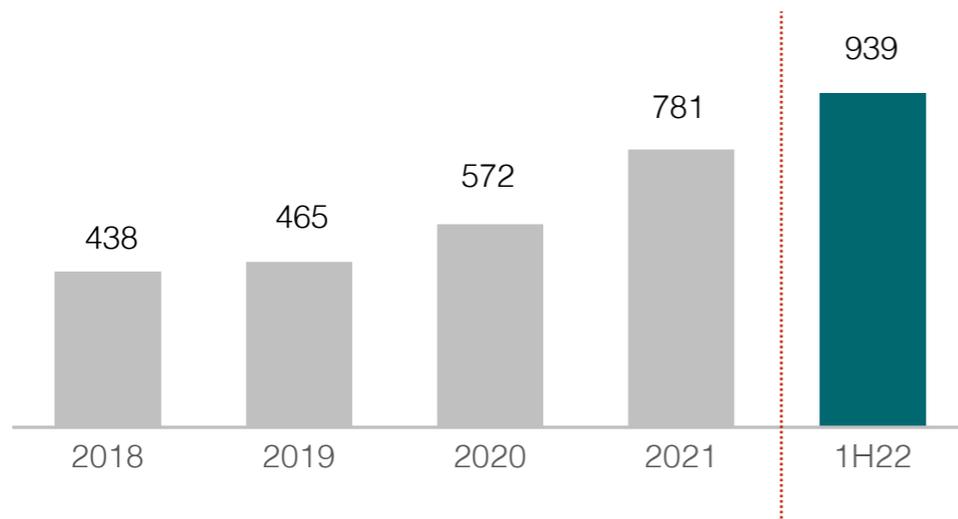
# FINANCIAL POSITION

IN IDR BILLION

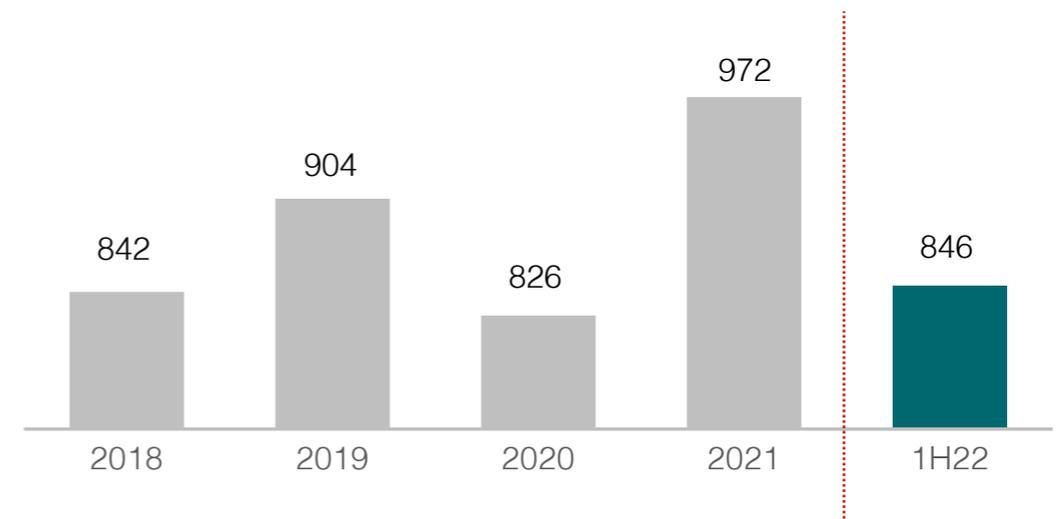
## TOTAL ASSETS



## TOTAL EQUITY



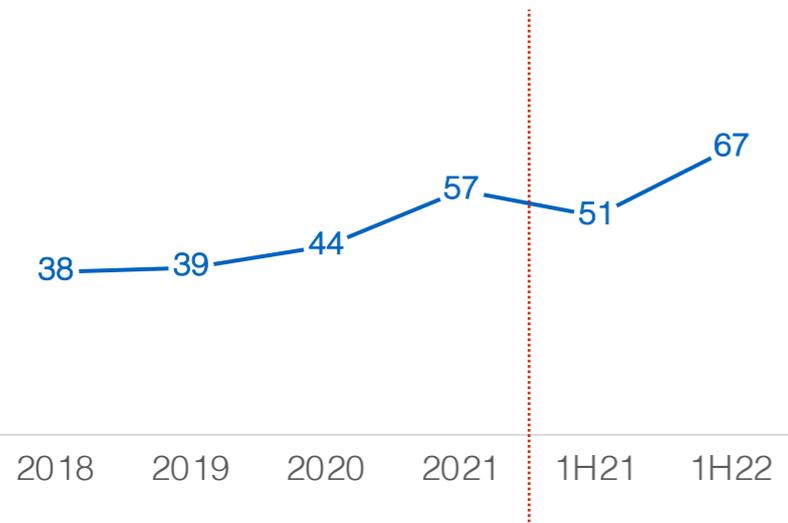
## TOTAL LIABILITIES



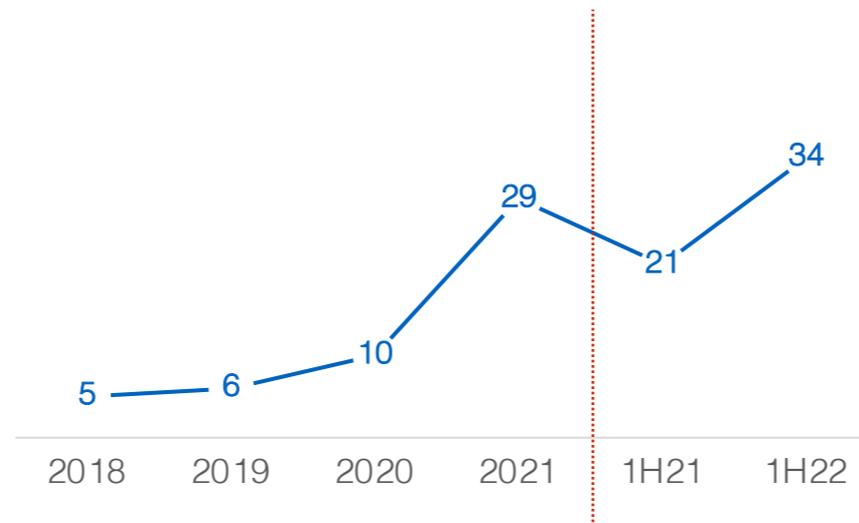


# KEY FINANCIAL RATIOS

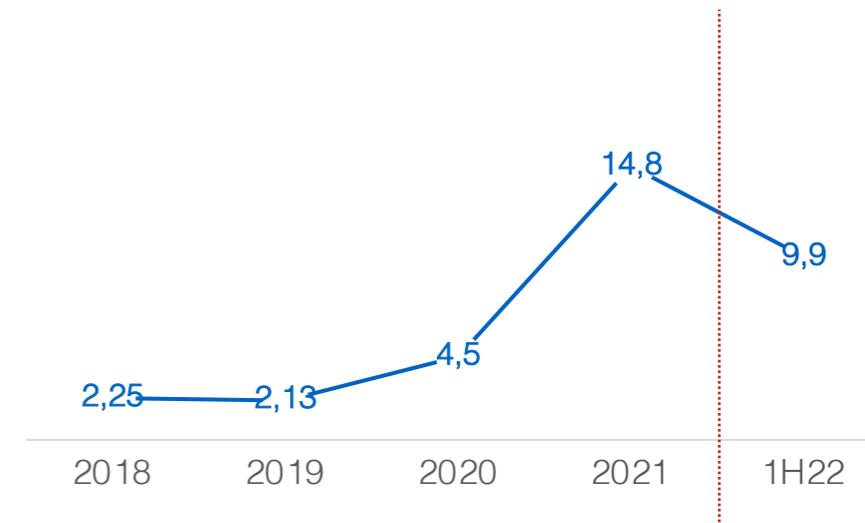
### GROSS PROFIT MARGIN



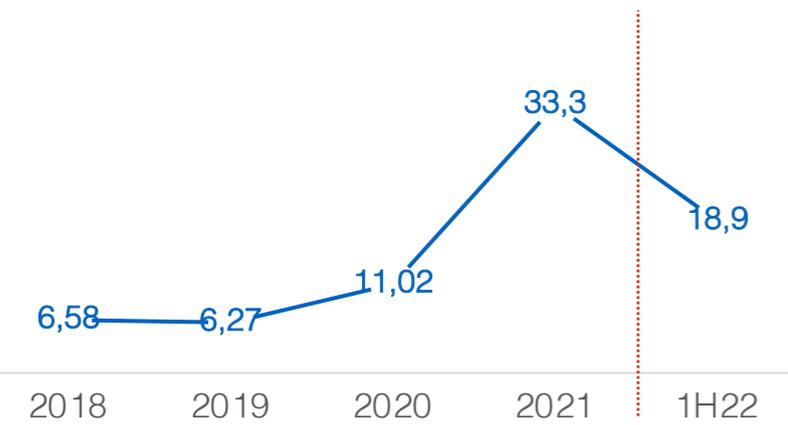
### NET PROFIT MARGIN



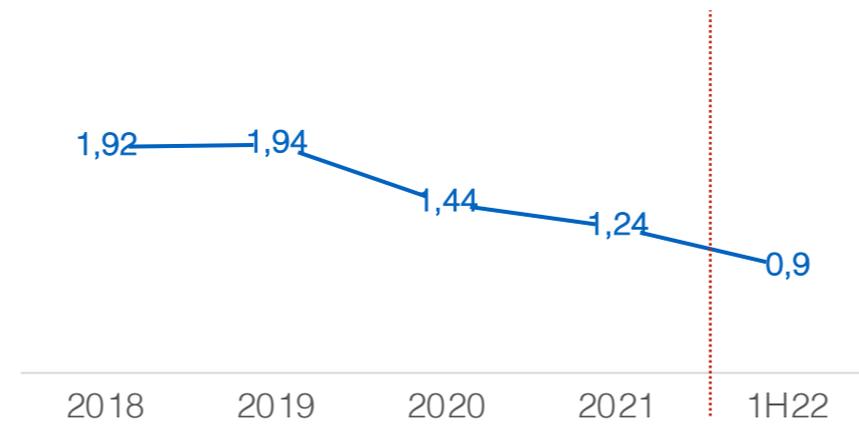
### RETURN ON ASSETS



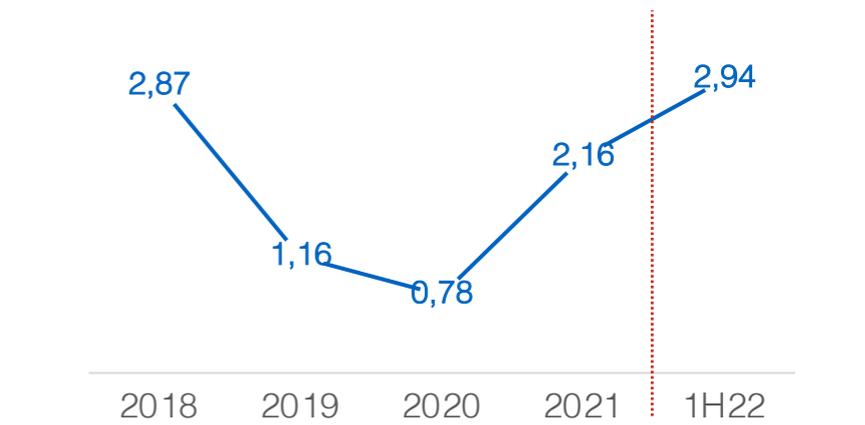
### RETURN ON EQUITY



### LIABILITIES TO EQUITY RATIO



### CURRENT RATIO





**PT. CISADANE SAWIT RAYA TBK.**

# THANK YOU

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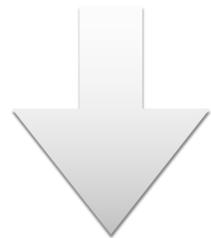
# APPENDIX



# BUSINESS ACTIVITIES



**FRESH  
FRUIT  
BUNCH**



**OIL  
PALM  
FRUIT**

**MESOCARP**

**PALM  
KERNEL**

**CPO**

## THE COMPANY PRODUCE CPO & PALM KERNEL

PK products are sold to third parties. PK is processed into Palm Kernel Oil as an oleochemical industry raw material, which has a variety of applications.

The main applications of processed CPO are used in the vegetable cooking oil industry and oleochemical industry.

The oleochemical industry is a downstream industry that produces a variety of derivative products with a various applications, especially in consumer products, such as food products, cosmetics, drugs, soap, etc.



# PRODUCTION PROCESS

