



Towards A New Stage of
Sustainable Business

PT. Cisadane Sawit Raya Tbk.

COMPANY UPDATE

9M21 Results

— November 2021



1

Company Overview

2

Competitive Advantage

3

Growth Strategy

4

Financial Highlights



1

COMPANY OVERVIEW



VISION & MISSION

PT. Cisadane Sawit Raya Tbk. | Company Update

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

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





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.

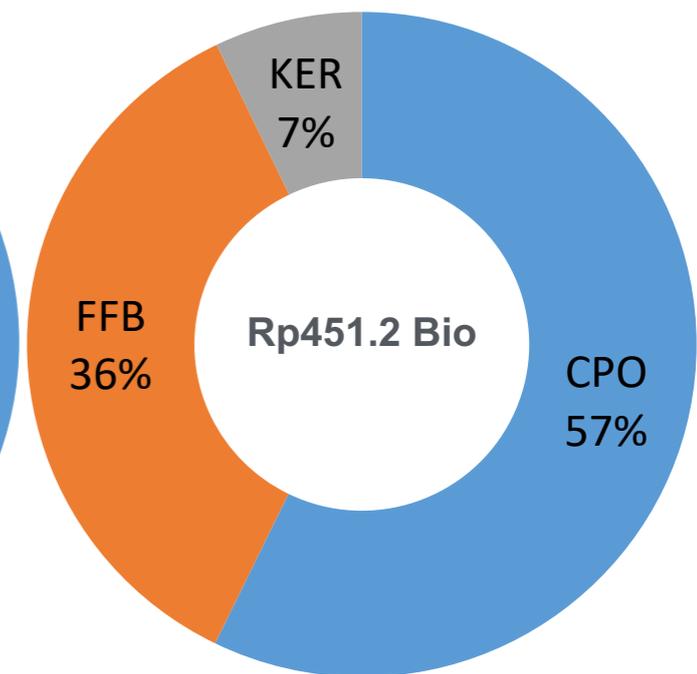
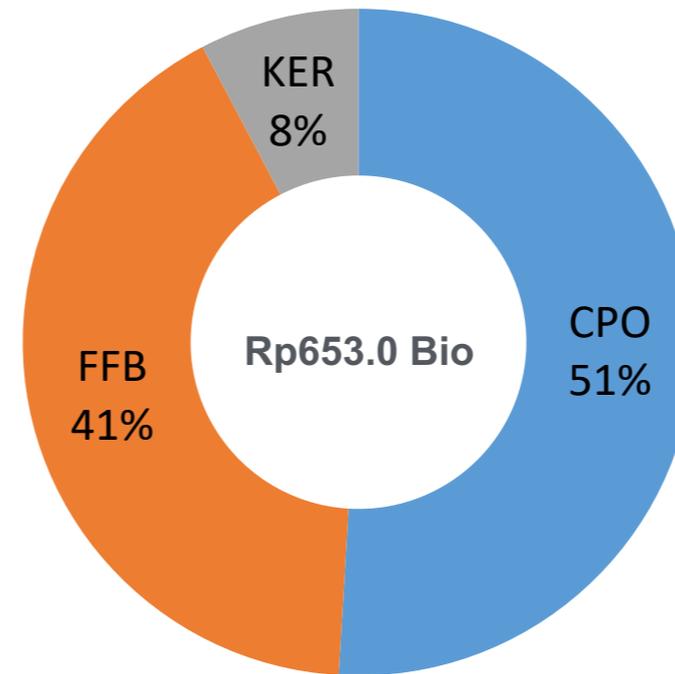
The Company's Palm Oil Mill has a capacity of 60 tons/hour strategically located within the plantation site in Labuhan Batu, North Sumatra.

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

REVENUE BREAKDOWN

9M21

9M20



OUR PRODUCTS



Fresh Fruit Bunch (FFB)



Palm Kernel (PK)

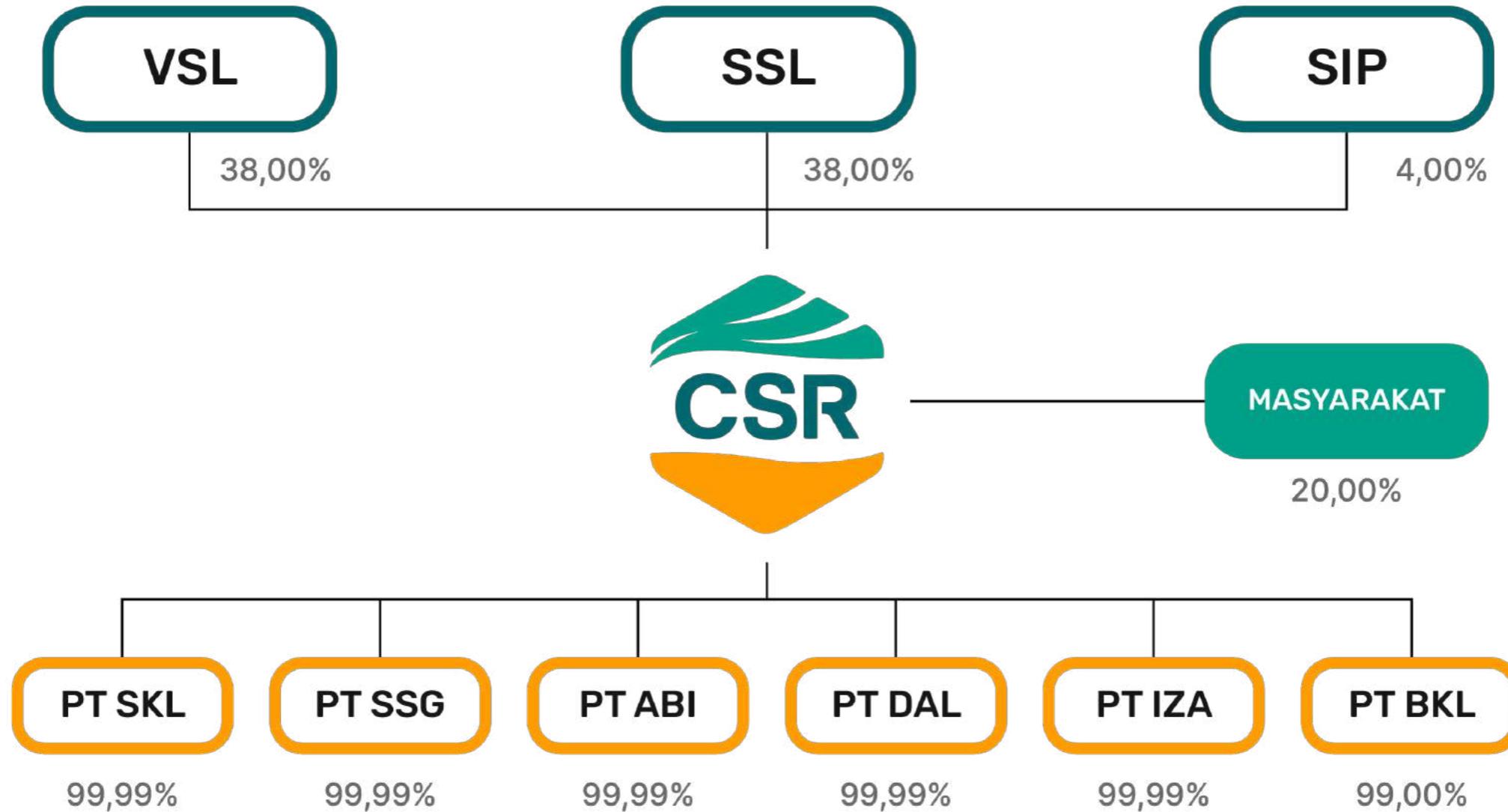


Crude Palm Oil (CPO)



CORPORATE STRUCTURE

PT. Cisadane Sawit Raya Tbk. | Company Update





2

**COMPETITIVE
ADVANTAGES**



COMPETITIVE ADVANTAGES

PT. Cisadane Sawit Raya Tbk. | Company Update

- 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

PT Cisadane Sawit Raya was established by Rudi Suhenda and Johanna Wirjoprawiro

PT Cisadane Sawit Raya planted its first palm trees at Sei Tampang Estate in North Sumatera

1983

1990

Kickoff of PT Cisadane Sawit Raya palm oil mill with a capacity of 30tph at Sigambal

1995

First planting activity in PT Ina Zefanya Ataya

Acquired PT Daya Agro Lestari in Musi Rawas Regency, South Sumatera

2012

2013

2007

2009

2010

Acquired PT Abiputra Bina Inter which located in Banyuasin Regency, South Sumatera

Acquired PT Ina Zefanya Ataya which located in Musi Rawas Utara Regency, South Sumatera

2019

The Company listing in IDX by January 9 with ticker code:

CSRA

CSRA obtains ISPO certificate on 11 February for Sei Tampang and Sei Siarti estate.

2020

Acquired PT Bintang Kenten Lestari
CSRA obtains ISPO certificate for PT SKL.

2021

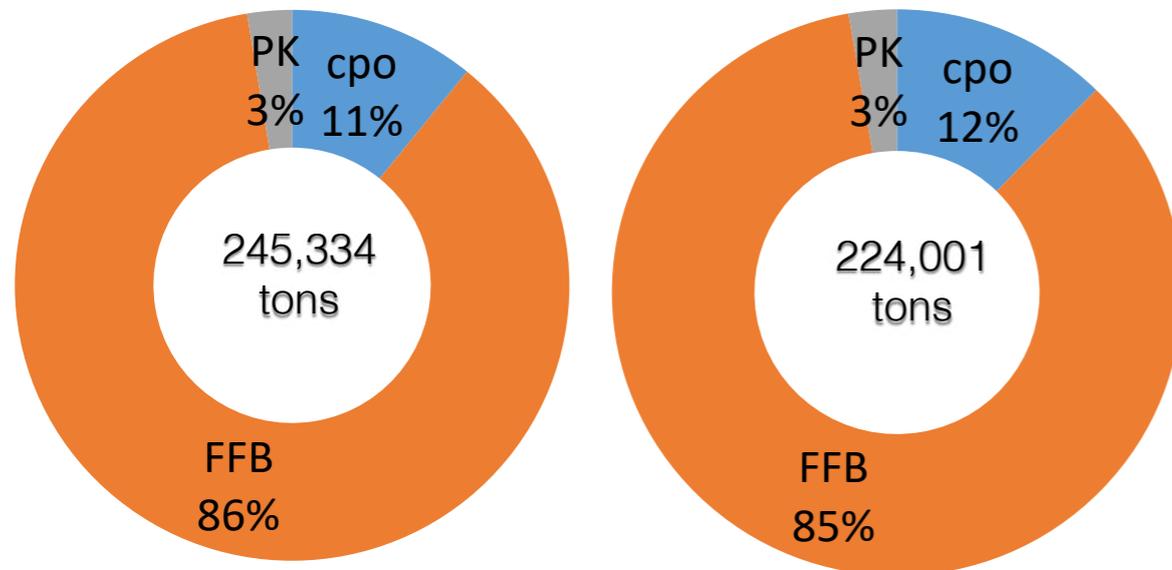
A new palm oil mill with a capacity of 60tph in PT Cisadane Sawit Raya's complex commenced its operation
Acquisition of PT Samukti Karya Lestari in n Tapanuli Selatan Regency, North Sumatera

Acquisition of PT Sukses Sawit Gasing which located in Banyuasin Regency, South Sumatera.
Conducted first planting activity in PT Samukti Karya Lestari



2. STRONG OPERATING PERFORMANCE

PRODUCT COMPOSITION



OER & KER

Product	9M21	9M20
OER	20.1%	20.1%
KER	4.8%	4.6%

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%

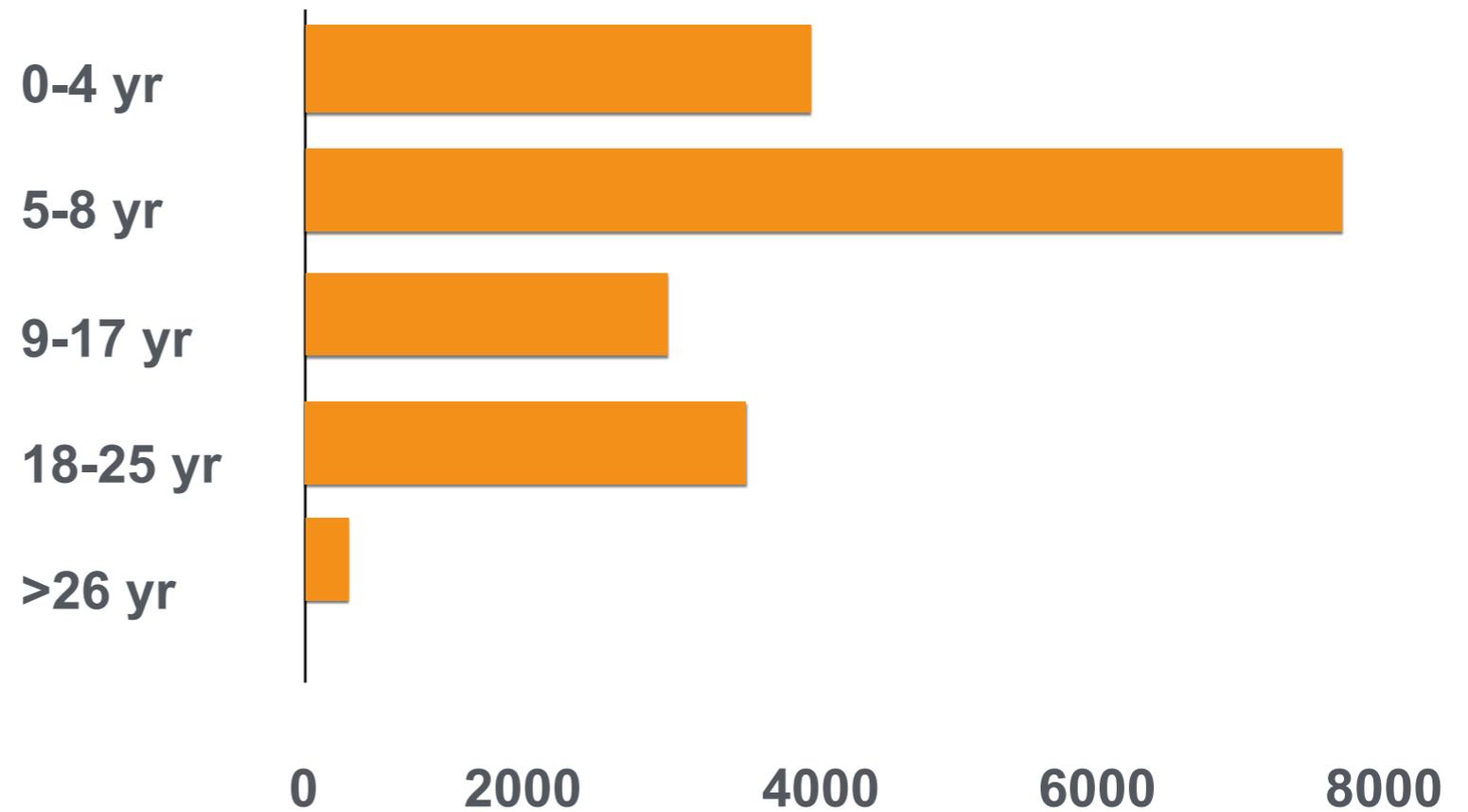


3. FAVORABLE ESTATE AGE PROFILE



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

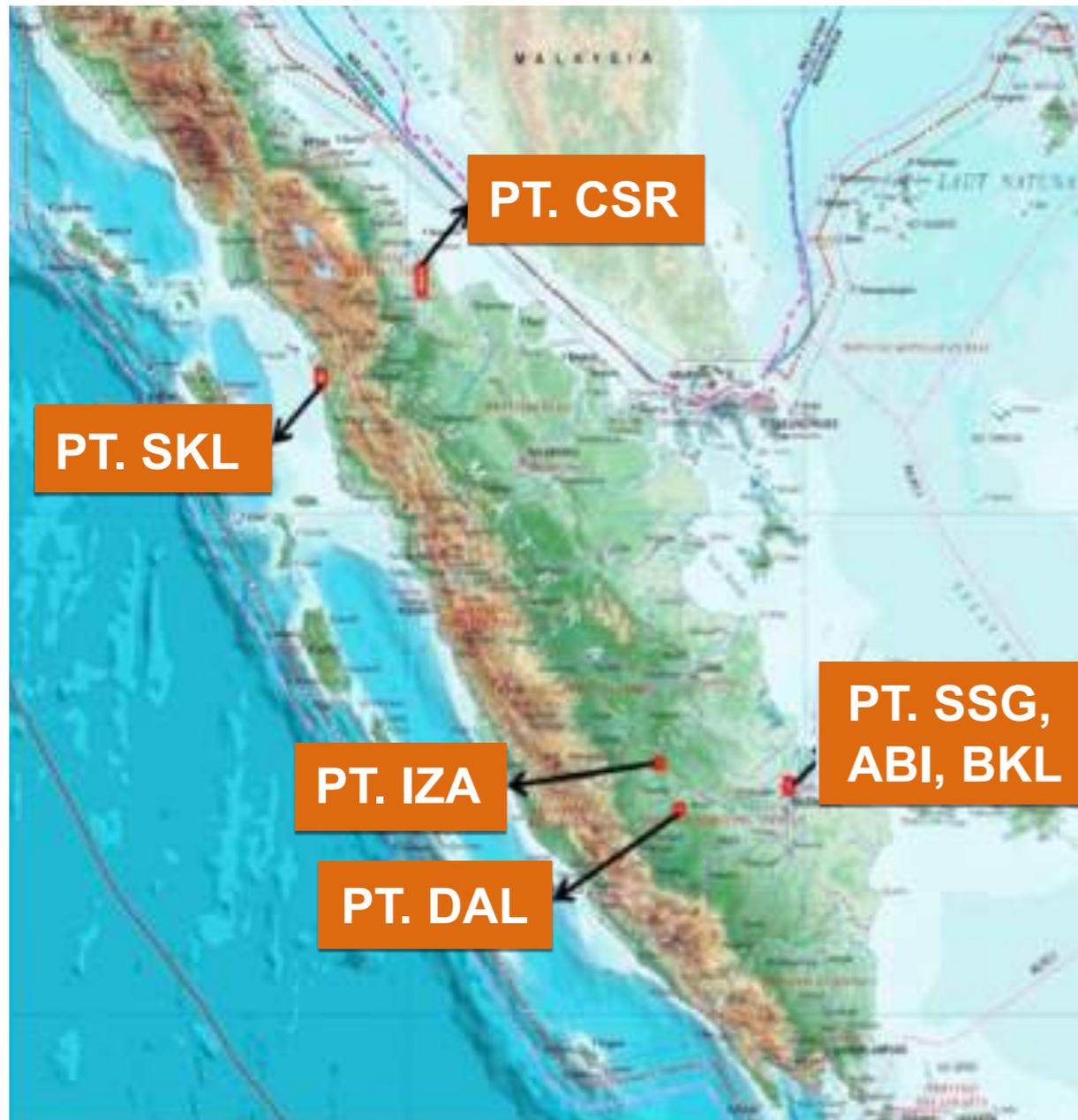
More than 50% of its estates is on the **prime** production period



Data as of September 2021



4. THE STRATEGIC LOCATION OF PLANTATIONS AND FACTORY



Total Planted Area: 18,645.0 Hectares
Immature: 2,884.3 Hectares
Matured: 15,760.7 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 2nd 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

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

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 & SUSTAINABLE BUSINESS OPERATION WITH ENVIRONMENTALLY-SAFE PRACTICES (1)

Fish Farming for Local Capabilities Program



Waterways Normalization Work



Vaccine for Local Community



Roadwork for Community





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

BEST IN CLASS ESTATE MANAGEMENT



Application of superior agronomy practices and mill operation optimisation to enhance productivity.



Stringent quality control to maintain operation excellence through the use of premium palm oil seeds.

ENVIRONMENTALLY-SAFE PRACTICES



On Februari 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.



3

GROWTH STRATEGY



GROWTH STRATEGY



Expand the processing capacity of palm oil mill in the subsidiaries



Maintain and build good relations with the communities around its operational site



Effectively assessing The best practice of agronomy for sustainable operation performance



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

ENHANCING COMPANY'S LONG-TERM VALUE



4

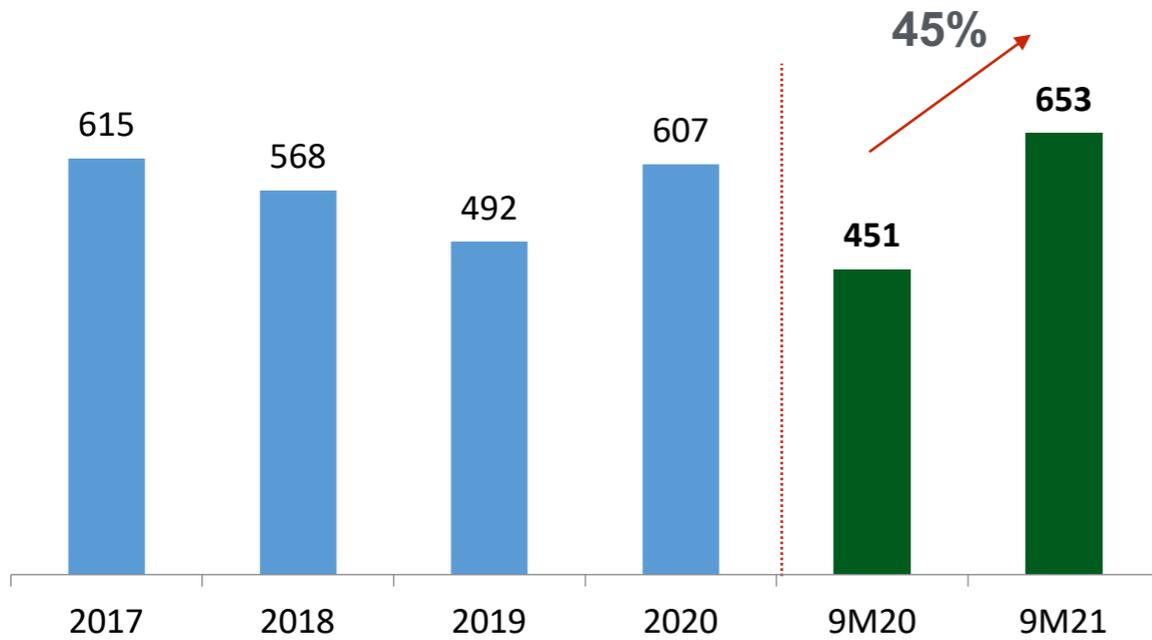
FINANCIAL HIGHLIGHTS



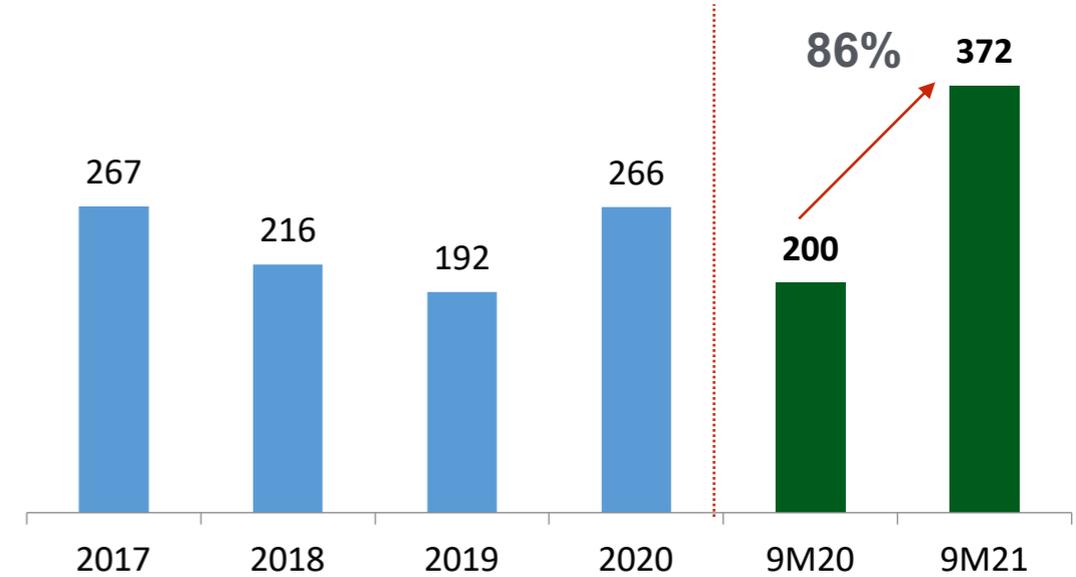
PROFITABILITY

IN IDR BILLION

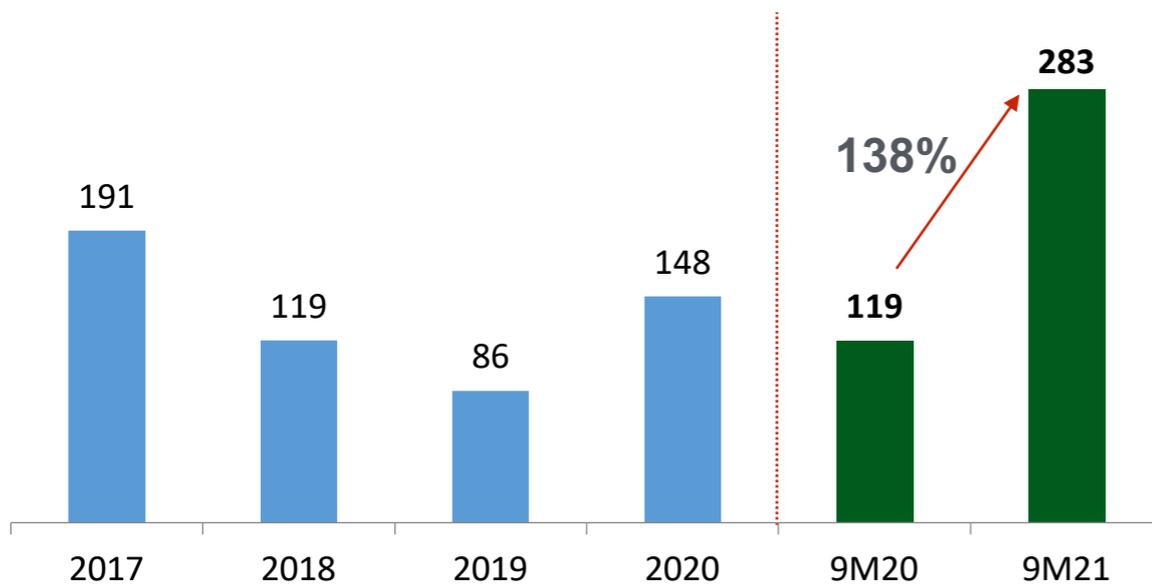
REVENUES



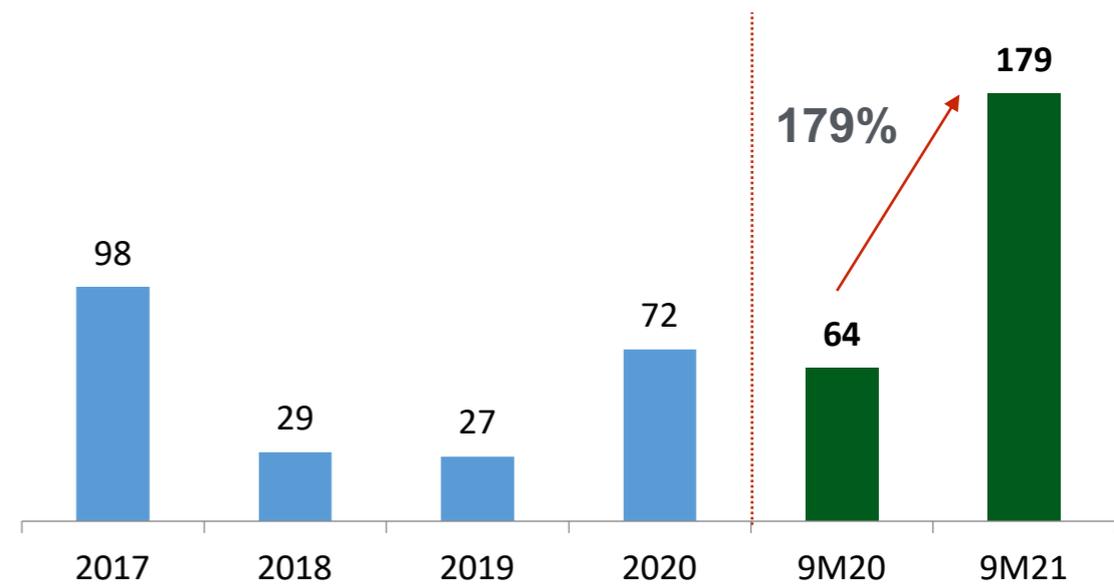
GROSS PROFIT



OPERATING PROFIT



NET PROFIT

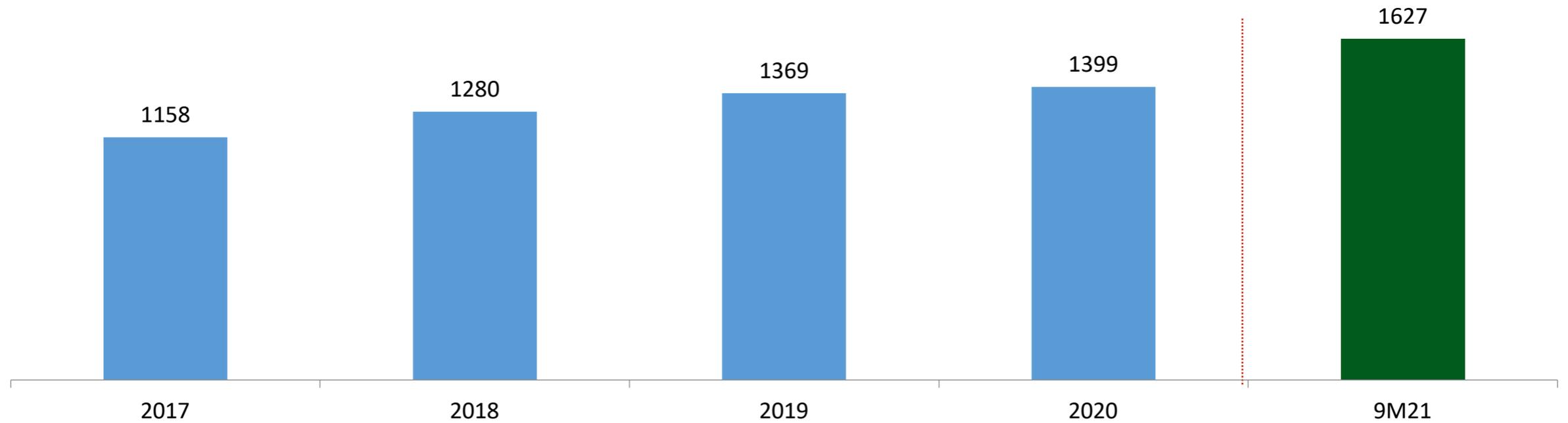




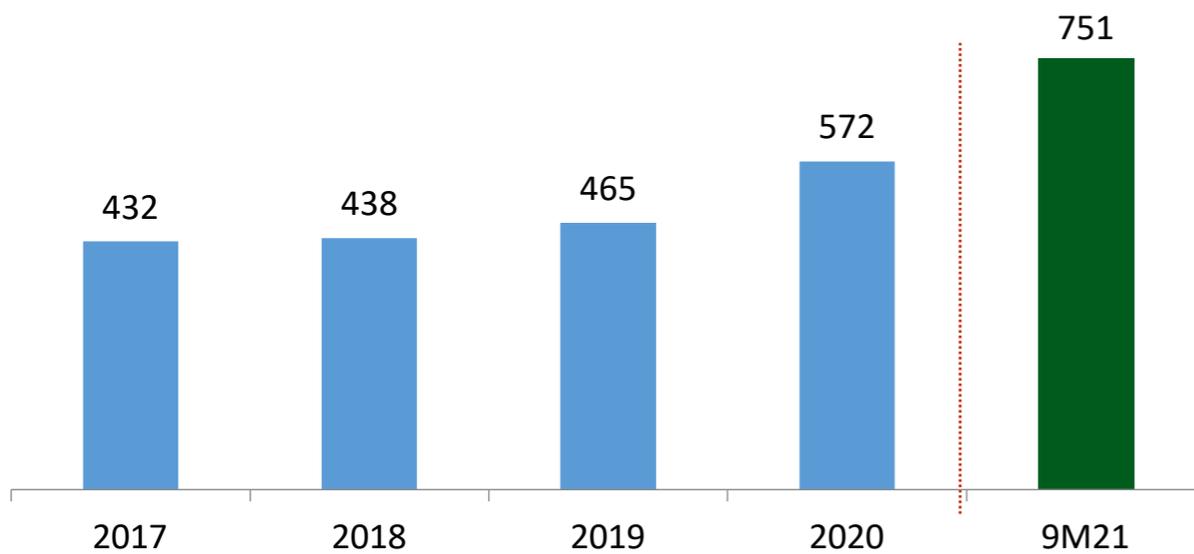
FINANCIAL POSITION

IN IDR BILLION

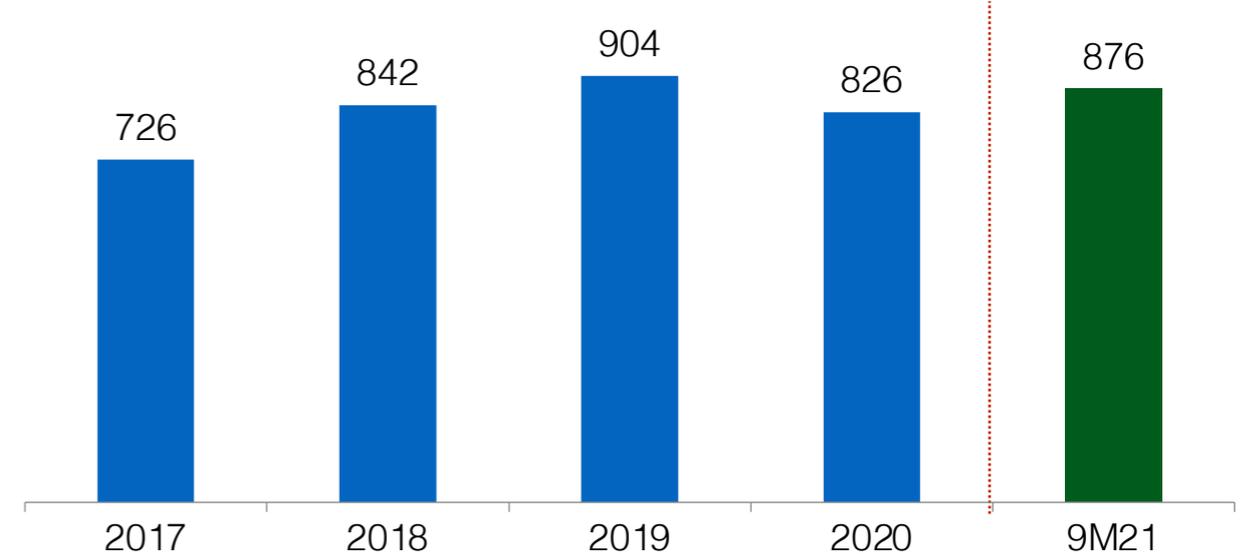
TOTAL ASSETS



TOTAL EQUITY



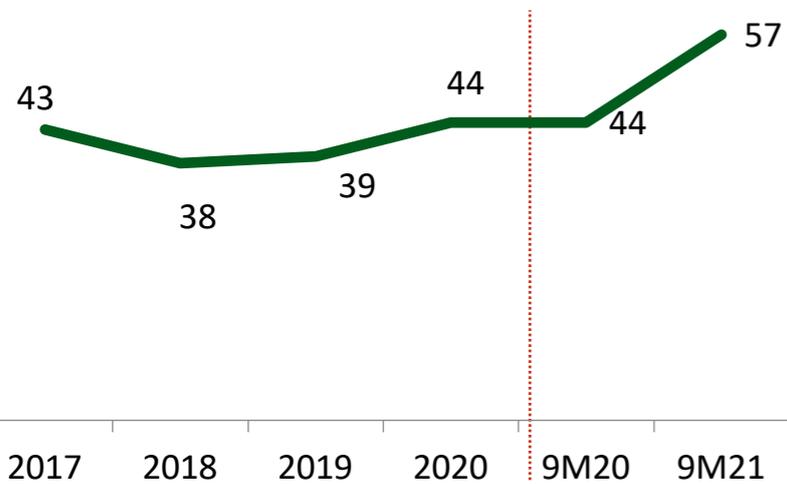
TOTAL LIABILITIES



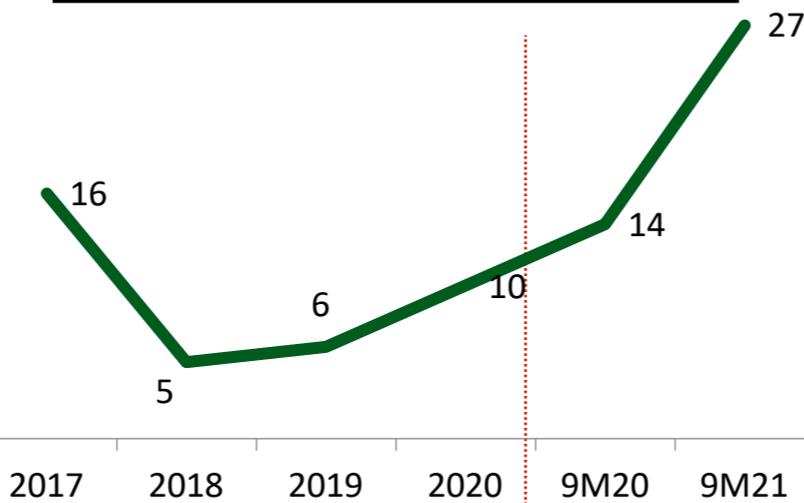


KEY FINANCIAL RATIOS

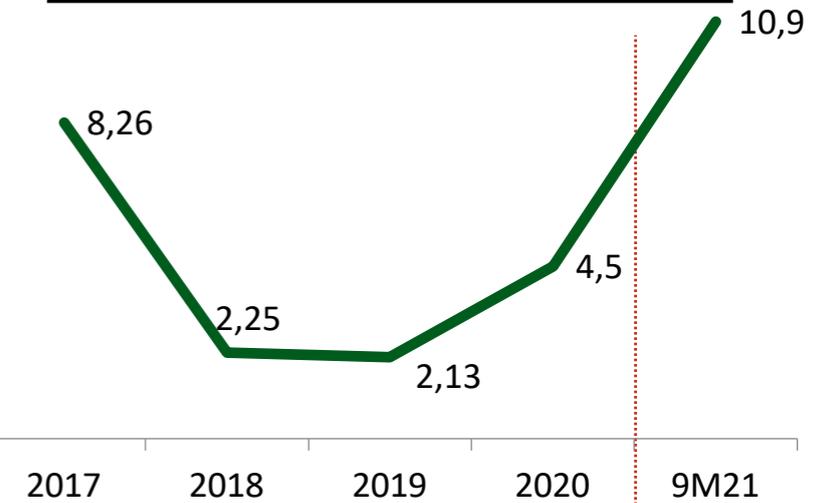
GROSS PROFIT MARGIN



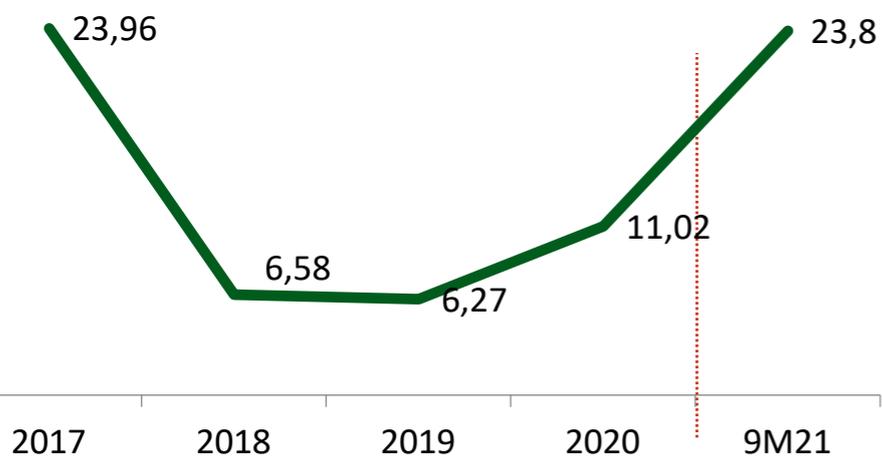
NET PROFIT MARGIN



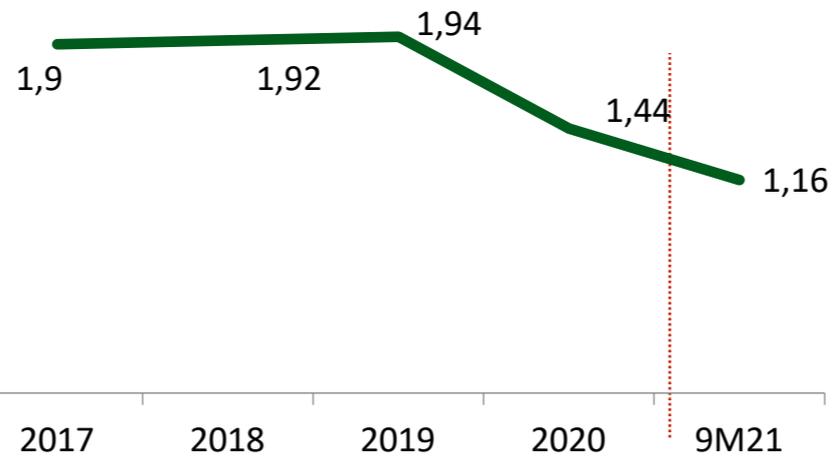
RETURN ON ASSETS



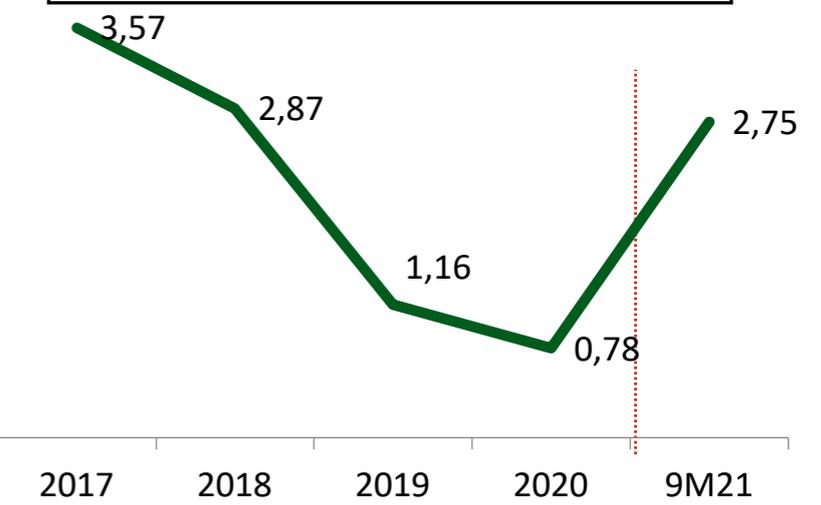
RETURN ON EQUITY



LIABILITIES TO EQUITY RATIO



CURRENT RATIO





PT CISADANE SAWIT RAYA TBK.

THANK YOU

For Further Information:

T: +6221 6667 3312-15 | F: +6221 6667 3310-11

E: corpsec@csr.co.id | iqbal@csr.co.id

W: www.csr.co.id

<Disclaimer>

The views expressed here contain information derived from publicly available sources that have not been independently verified. No presentation or warranty is made as to the accuracy, completeness or reliability of the information. Any forward looking information in this presentation has been prepared on the basis of a number of assumptions which may prove to be incorrect. This presentation should not be relied upon as recommendation or forecast by CSRA. Nothing in this release should be construed as either an offer to sell or a solicitation of an offer to buy or sell shares in any jurisdiction.




CISADANE SAWIT RAYA

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

