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# Sime Darby Oils : Delivering Future Solutions, Today

REALISING POSSIBILITIES, TOGETHER



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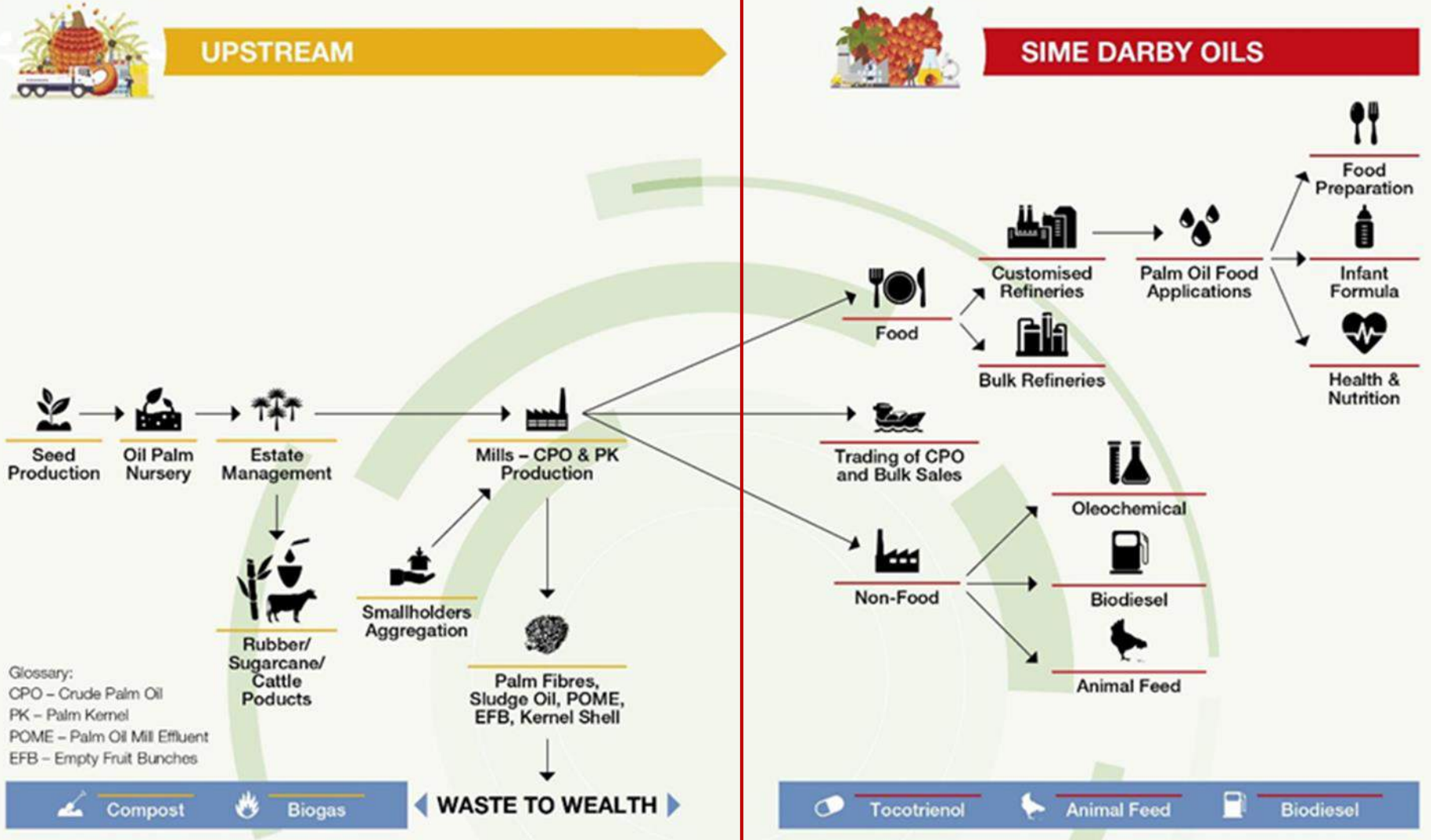
**Our Way Forward**



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# Sime Darby Plantation

## The Leading Integrated Global Palm Oil Player



Glossary:  
 CPO – Crude Palm Oil  
 PK – Palm Kernel  
 POME – Palm Oil Mill Effluent  
 EFB – Empty Fruit Bunches

Source – Sime Darby Plantation Annual Report 2020.

# Sime Darby Oils : Who We Are?

**NOW THE FORMULA FOR YOUR SUCCESS COMES WITH A NEW NAME**



Realising possibilities, together

## VISION

Inspiring the world to a more sustainable living

## MISSION

- Innovating our products and supply chain to help our Customers succeed
- Offering great Customer experience for a stronger relationship
- Developing solutions today for what our Customers need tomorrow

## PROMISE

At Sime Darby Oils, we are committed to a partnership that is devoted to our customers' success. We explore every possibility to ensure the right solutions for your business needs, identifying new opportunities along the way. We are firmly focused on the future – your future – and how we can work hand-in-hand to achieve the best possible results.

## KEY PILLARS

### SUSTAINABILITY



Commitment to sustainability and a fully traceable and segregated supply chain; and being a good corporate citizen in all our environmental and social practices.

### QUALITY



Delivered through the highest standards of operation excellence, resulting in best cost efficiencies, quality, quantity and timing.

### INNOVATION



Anticipate the world's oils & fats needs with innovation and R&D.

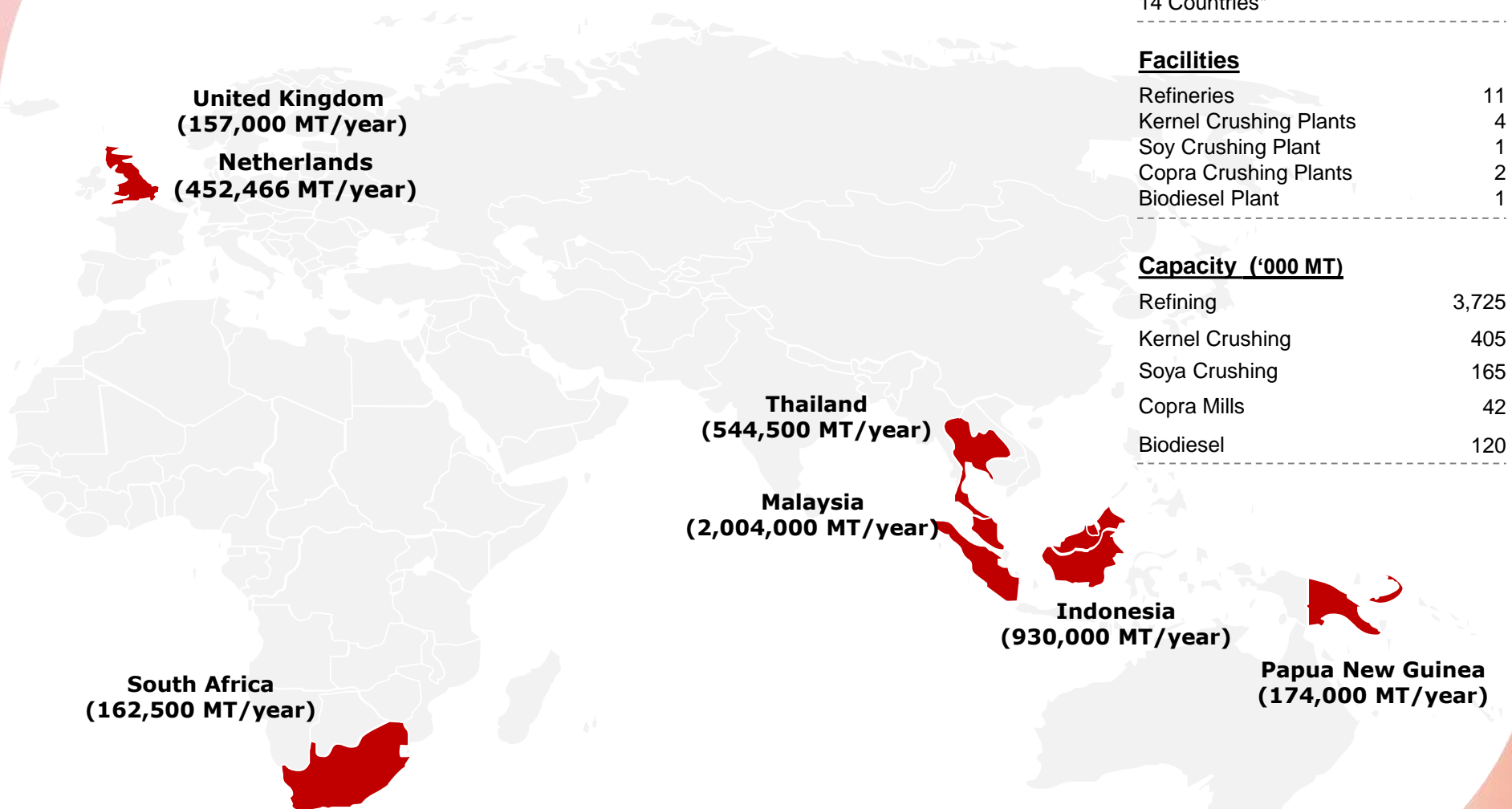
### INTEGRATION



Secured supply of feedstock in an efficient fully integrated value chain.

# Our Global Facilities

Our global presence helps to secure customers effectively



## Business Presence

14 Countries\*

## Facilities

Refineries	11
Kernel Crushing Plants	4
Soy Crushing Plant	1
Copra Crushing Plants	2
Biodiesel Plant	1

## Capacity ('000 MT)

Refining	3,725
Kernel Crushing	405
Soya Crushing	165
Copra Mills	42
Biodiesel	120

Notes:

- \*Our operations are located in Malaysia, Indonesia, Singapore, Thailand, Papua New Guinea, South Africa, Netherlands, United Kingdom, China, Germany, Japan, South Korea, Philippines, America.
- Sime Darby Oils' capacity is excluding Solomon Islands.
- Refining capacity is inclusive of soy crushing capacity of 33,000MT/year.

# Our Transformation Focus

## Four Performance Improvement Areas



**Manufacturing Excellence**



**Improved Sales & Gross Profit**



**Advanced Trading**



**Securing Turnarounds**

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## Four Key Enablers

**Information/ Digital & Business Steering**



**Managing Talent**



**Branding & Communication**



**Winning Culture**



# A Leading Sustainable Oils and Fats Company



Malaysian Sustainable Palm Oil (MSPO)



Roundtable on Sustainable Palm Oil (RSPO)



Indonesian Sustainable Palm Oil (ISPO)



Sime Darby Oils is a fully owned subsidiary of Sime Darby Plantation - World's Largest Producer Certified Sustainable Palm Oil (CSPO) ~20% of global supply



Supplying essential ingredients to the World's famous brands in food & non-food products:



Unilever



Nestlé

Good Food, Good Life



Reliable partners in innovation

MARS

BARRY CALLEBAUT

FERRERO



PEPSICO

Kellogg's

Mondelēz International

# Product Segments For Growth

## Frying

Oil, or oil and fat blends for the purpose of food manufacturing and food preparation (quick serve) and the domestic use (retail oils)

### PRODUCTS:

CERTIO® premium frying oil is produced from premium quality CPO, Blends of oils and fats, Blended liquid oil



## Confectionery

Confectionery fats are used for moulding, coating, cream filling, toffee/candy and as a substitute for cocoa butter

### PRODUCTS:

Sugar Confectioneries, Chocolate Confectioneries (CBS: Cocoa Butter Substitute, Filling Fats, Coatings)

## Bakery

Texturised blend of oils and fats such as shortening, margarine, vegetable ghee, pastry margarine and hard stocks used for the bakery/food manufacturing industry

### PRODUCTS:

Shortenings, Margarine, Vegetable Ghee, Palm based hard stocks



## Specialty Ingredients

Palm-derived ingredients and specialty oils & fats that fulfil specific functions

### PRODUCTS:

ELAIESE, Infant Formula Ingredients, Red Palm Super Olein, Lecithins, Animal Nutrition (PURAFEX)



## Bulk & Trading

Crude Palm Oil (CPO), RBD Palm Oil, RBD Palm Olein, RBD Palm Stearin, Crude Palm Kernel Oil (CPKO), RBD Palm Kernel Oil, Soft Oils

## Health & Wellness

Nutritional purposes in food manufacturing and health/beauty products














### PRODUCTS:

Tocotrienol (NATRIÉO)





# Forging the Pathway to Global Consumers to Establish Lasting Relationship

REGION/ REFINERY	INGREDIENT	CUSTOMER	END PRODUCT
<p><b>MALAYSIA</b> Langat Refinery</p>	 <p>Premium Quality Olein</p>		
<p><b>EUROPE</b> Zwijndrecht</p>	 <p>Palm Olein</p>		
<p><b>AFRICA</b> South Africa</p>	<p><b>Vema 37</b></p>		
<p><b>EUROPE</b> Liverpool</p>	<p>Refined Palm Oil</p>		
<p><b>MALAYSIA</b> Biodiesel</p>	 <p>Refined Palm Oil</p>		

# A Global Player

Global Producer Supplying to More Than 100 Countries

## Bulk & Customised Customers



### Local

Malaysia  
Indonesia



### Asia

India  
China  
Vietnam  
Cambodia  
Philippines  
Thailand  
Bangladesh  
Laos  
Sri Lanka  
Pakistan  
Mongolia  
Japan  
South Korea  
Singapore  
Nepal



### Oceania

Australia  
Papua New Guinea  
Solomon Island  
New Zealand



### Africa

Nigeria  
Ghana  
Togo  
Benin  
Senegal  
Ivory Coast  
Tanzania  
Djibouti  
Somalia  
Kenya  
Ethiopia  
Eritrea  
Madagascar  
Gabon  
Liberia  
Congo  
Zambia



### Europe

Netherlands  
Romania  
Russia  
Spain  
Finland  
Denmark  
Croatia  
Ireland  
Portugal  
Romania  
Italy  
Bulgaria  
Portugal  
Poland  
Estonia  
Belgium



### Middle East

Jordan  
Oman  
Yemen  
Egypt  
Oman  
Jordan  
Qatar  
Turkey



### America

Brazil  
Canada  
Peru  
St Lucia  
USA  
Chile

# SDO Brand Crafted with Customers at Heart



**Bringing us closer to Customers with the aim to serve them better**



**Offering quality, innovative and sustainable product variety**



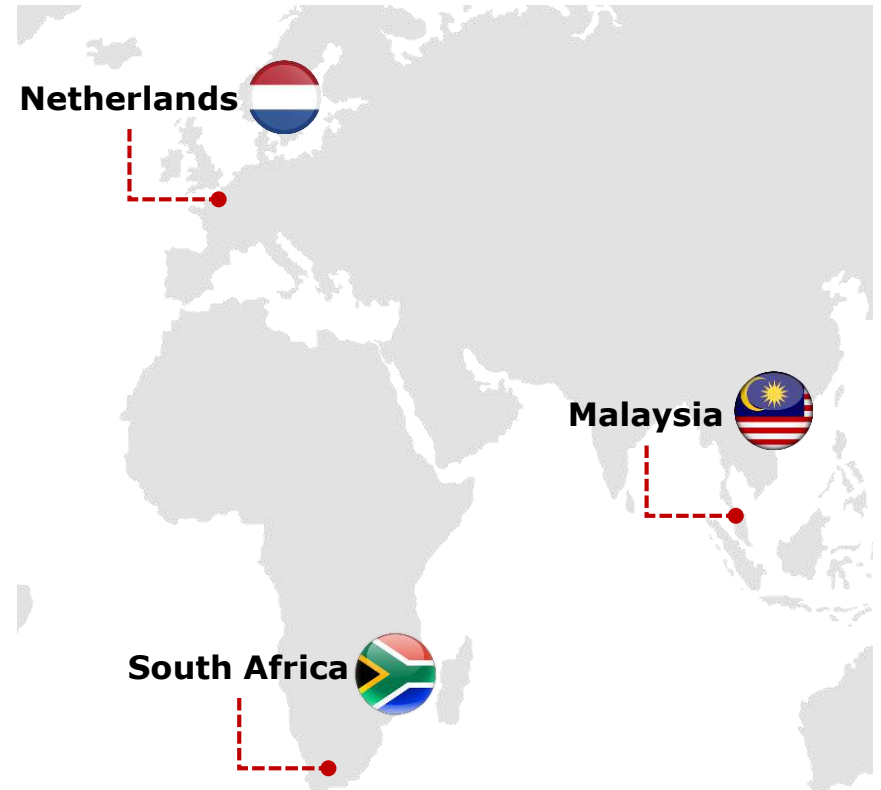
**Feed and nourish discerning consumers across the globe**



**A trusted, and reliable partner for all business needs**

# Global Innovation Centre

3 Regional Innovation Centres to Serve Our Customers Across the Globe on Delivering Personalised Service and Premium-Quality Oils and Fats Products





Realising possibilities, together

**THANK  
YOU**

# Sime Darby Plantation

## World's Largest Oil Palm Plantation Company by Planted Area

### OUR PLANTATION VALUE CHAIN

**583,300** hectares

Planted in Malaysia,  
Indonesia, Papua New  
Guinea and the  
Solomon Islands

**241**

estates  
100% RSPO  
+ RA in PNG



**61,700**

Smallholders  
50% RSPO certified



**70**

Mills  
100% RSPO



**2.36**

million tonnes of CPO  
produced in FY 2020

**0.56**

million tonnes of PK  
produced in FY 2020



R & D

- Research & Advisory
- Seeds & Agriculture
- Biotechnology & Breeding

**>85,000**  
employees

- Processing Technology

- Customer Requirements

CUSTOMERS

- Processing Technology
- Product Innovation Centres

REFINERIES



Realising possibilities, together

**11**

Refineries across Asia  
Pacific, Europe, Africa  
and Oceania

**4**

Kernel crushing plants

▶▶▶ Value Chain

▶▶▶ R & D Advisory & Research

