

.....

# Sime Darby Oils : Delivering Future Solutions, Today

REALISING POSSIBILITIES, TOGETHER



# TABLE OF CONTENTS



**SD Plantation 'The Leading Integrated Global Palm Oil Player'**



**A Leading Sustainable Oils and Fats Company**



**Sime Darby Oils : Who we are ?**



**Our Business Model and Products Segment**



**Our Way Forward**

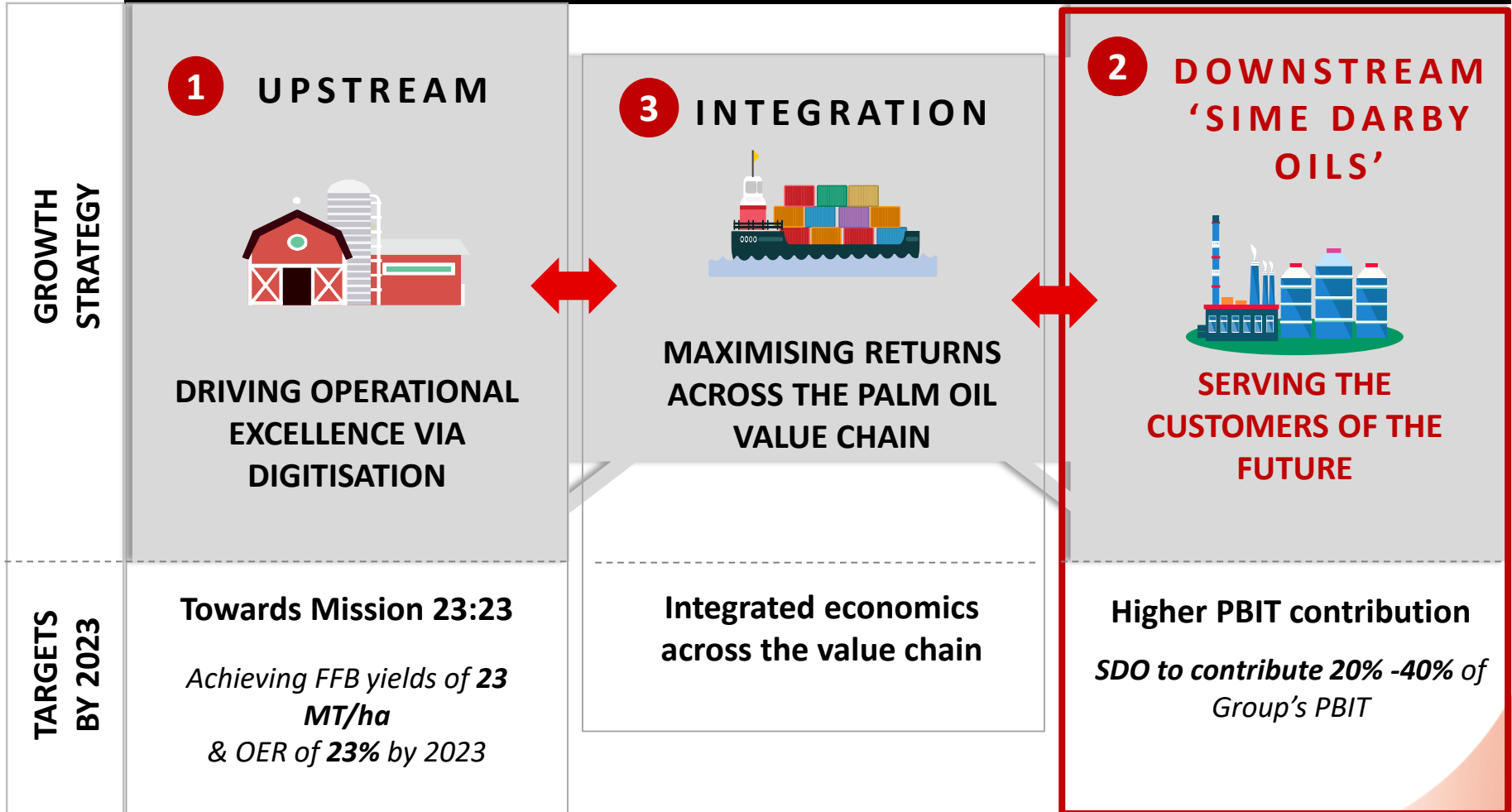


**Global Innovation Center**

# The Leading Integrated Global Palm Oil Player

## 'The Leading Integrated Global Palm Oil Player'

*The global brand for plantation sustainability*



## Our VISION & MISSION Statements



### Our Vision

Inspiring the world to a more sustainable living

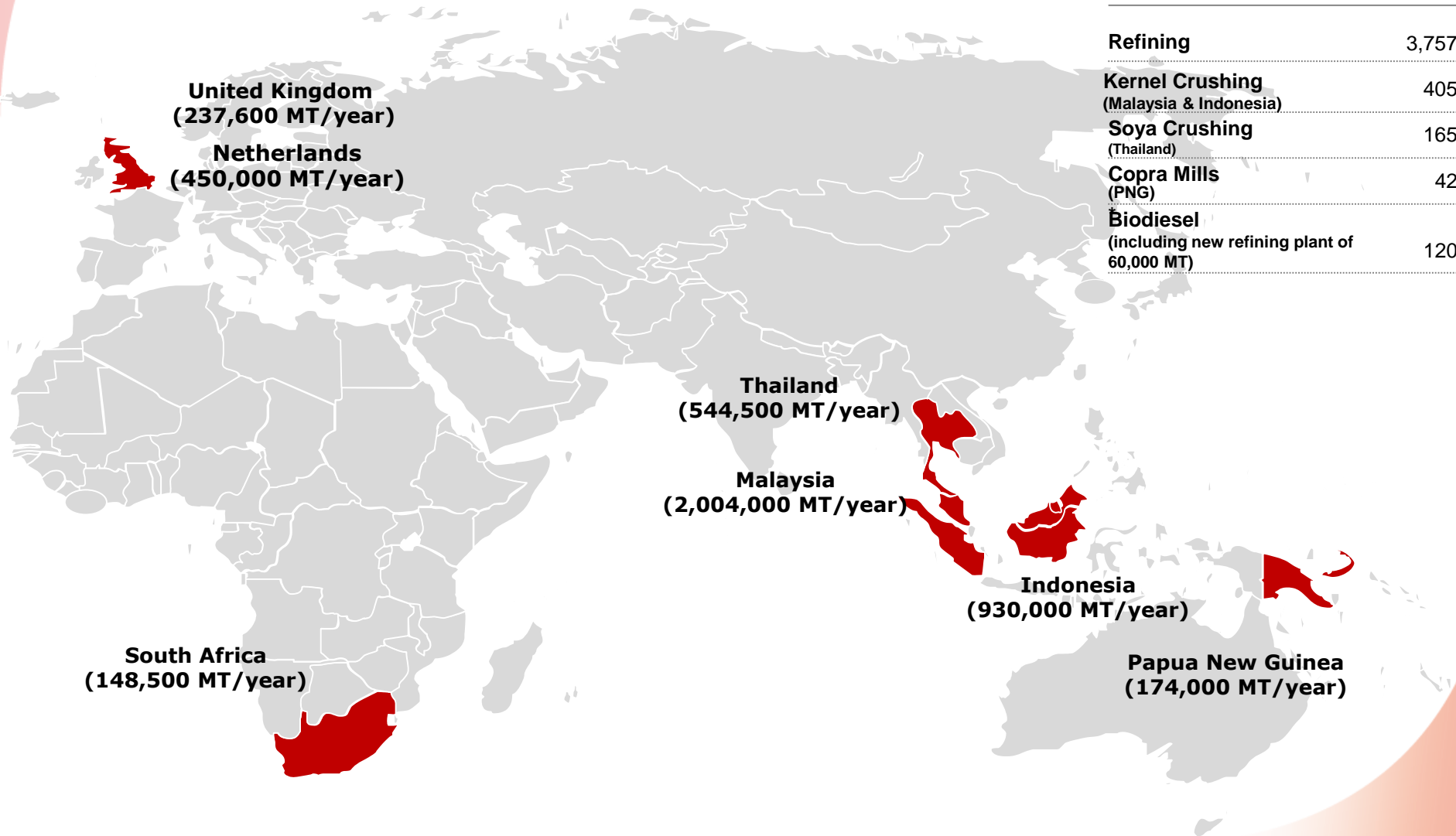


### Our Mission

- ❑ 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

# Our Global Facilities

Our global presence helps to secure customers effectively



Total Capacity  
'000 MT

Refining	3,757
Kernel Crushing (Malaysia & Indonesia)	405
Soya Crushing (Thailand)	165
Copra Mills (PNG)	42
Biodiesel (including new refining plant of 60,000 MT)	120

# Our Transformation Focus

## Four Performance Improvement Areas



Manufacturing  
Excellence



Improved Sales  
& Gross Profit



Advanced  
Trading



Securing  
Turnarounds

## 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)



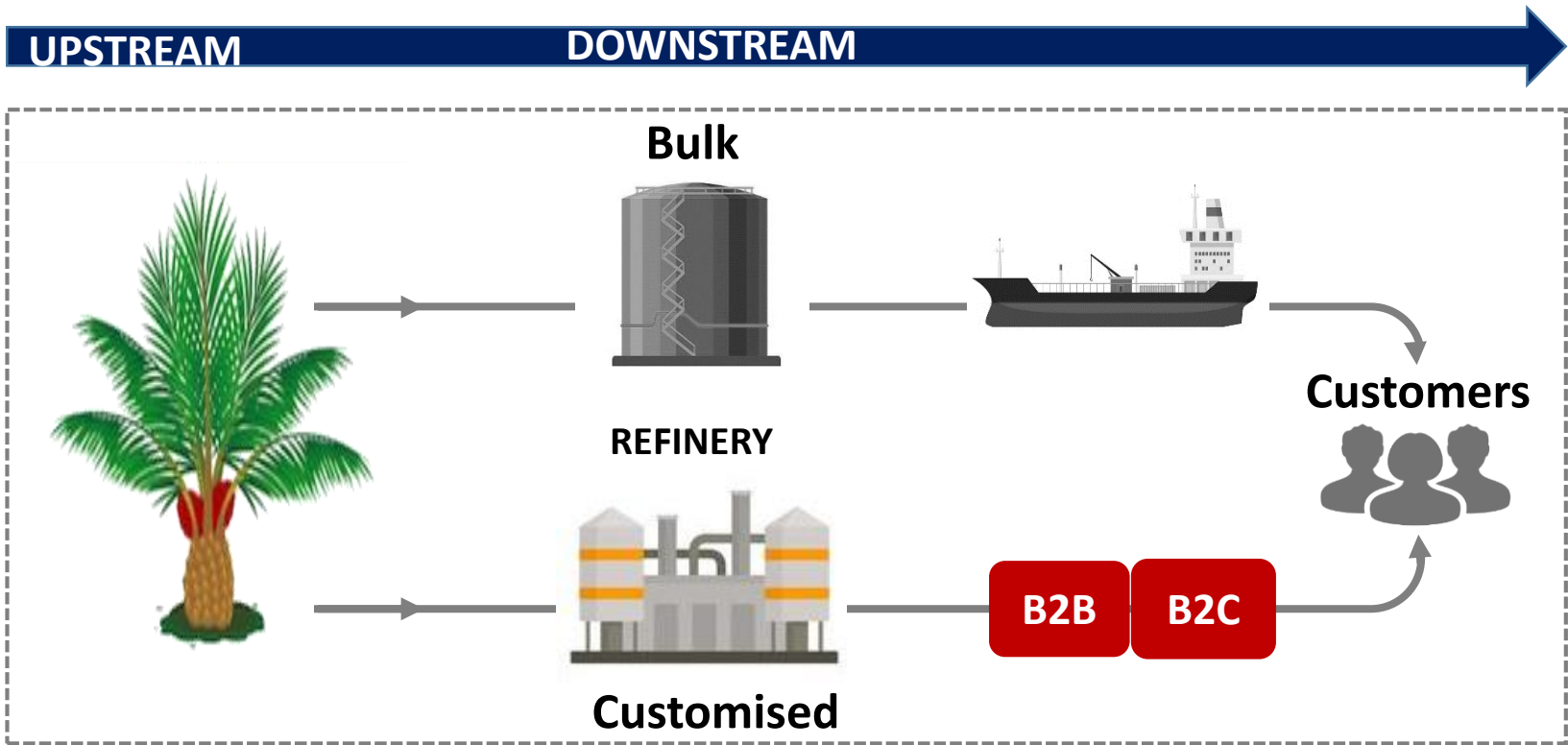
Sime Darby Oils is a fully owned subsidiary of Sime Darby Plantation- World's Largest Producer Certified Sustainable Palm Oil (CSPO) ~20% of global supply



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



# Fully Integrated Business Model



**Crosscheck**  
Tracing the Supply of Palm Oil

Crosscheck is an online, open access tool which improves traceability across our supply chain



# Product Segments For Growth

## 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

## Frying



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

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

## 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

Shortenings, Margarine, Vegetable Ghee, Palm based hard stocks

## Confectionery



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

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

## Health



Nutritional purposes in food manufacturing and health/beauty products

Natrieo

## Specialty Ingredients



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

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

# Forging the Pathway to Global Consumers to Establish Lasting Relationship

REGION/ REFINERY	INGREDIENT	CUSTOMER	END PRODUCT
<p><b>MALAYSIA</b> Langkat 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**



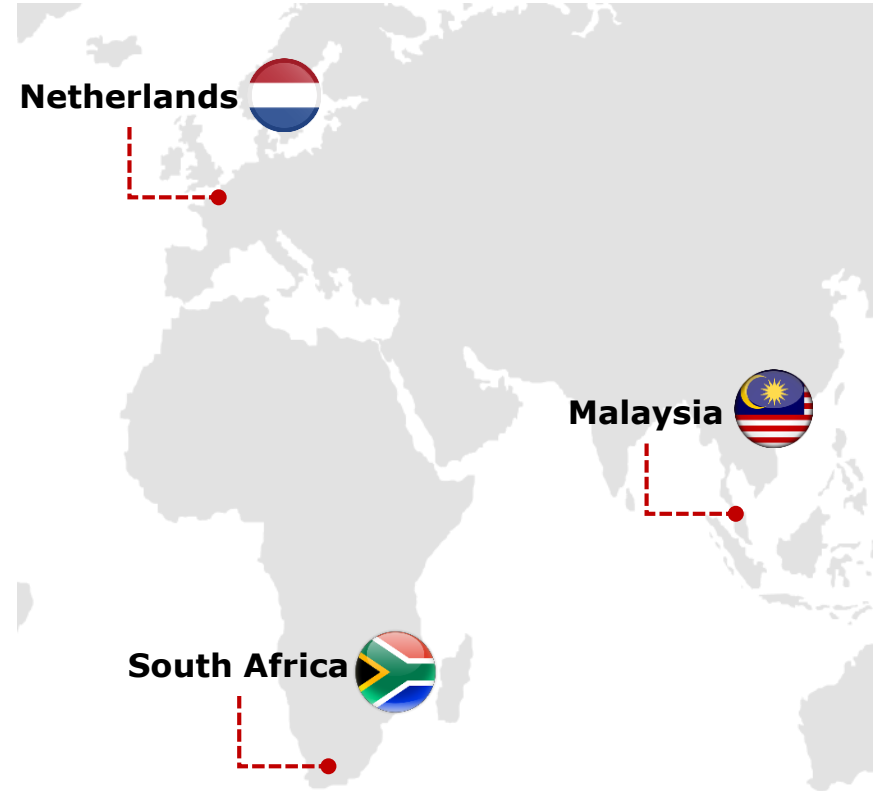
**Feed and nourish discerning consumers across the globe**



**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**