

# **SD Guthrie International**

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## Corporate Presentation

# CONTENT

## BROAD OUTLINE

### **01** SD Guthrie Overview

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### **02** SD Guthrie International

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# A Snapshot of SD Guthrie

## RM29.74 bil

Market Capitalisation  
as of 29 February 2024

## RM18.42 bil

Revenue for the Financial Year  
Ended 31 December 2023

## RM1.86 bil

PATAMI for the Financial Year  
Ended 31 December 2023



### 744,188 Ha

#### Total Landbank

584,029 Ha of planted area

Oil palm, sugarcane and coconut



Business presence in  
**13 countries**

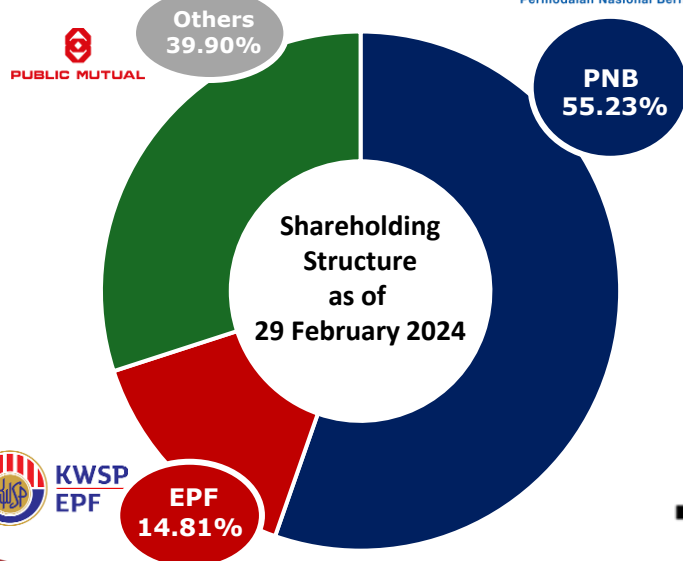
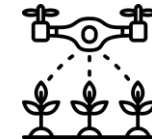


**11 refineries with  
4.0 mil MT/year**  
refining capacity

Leader in  
Mechanisation/  
Digitalisation/  
Emerging technologies



**World's largest  
producer of CSPO**  
14.7% of Global Production;  
RSPO certified



- **5** R&D Centres
- **3** Innovation Centres
- **1** Genetic Testing Facility

## Over 87,000

Employees as of September 2023





# SD Guthrie is an Integrated Plantation Company Involved in the Entire Palm Oil Value Chain

## OUR INTEGRATED VALUE CHAIN

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

### Legend

 Upstream  
 Downstream



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- Introduction to SDGI





# SD Guthrie International: Who We Are?

SD Guthrie International (SDGI) is the Downstream arm of SD Guthrie, specialising in trading, manufacturing, and sales of a diverse range of palm oil derivatives, including oleochemicals, biodiesel, and nutraceuticals.



## 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 SD Guthrie International, 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.



# We operate in 11 countries with 4.0 mil MT of refining capacity

## Business Presence

11 Countries

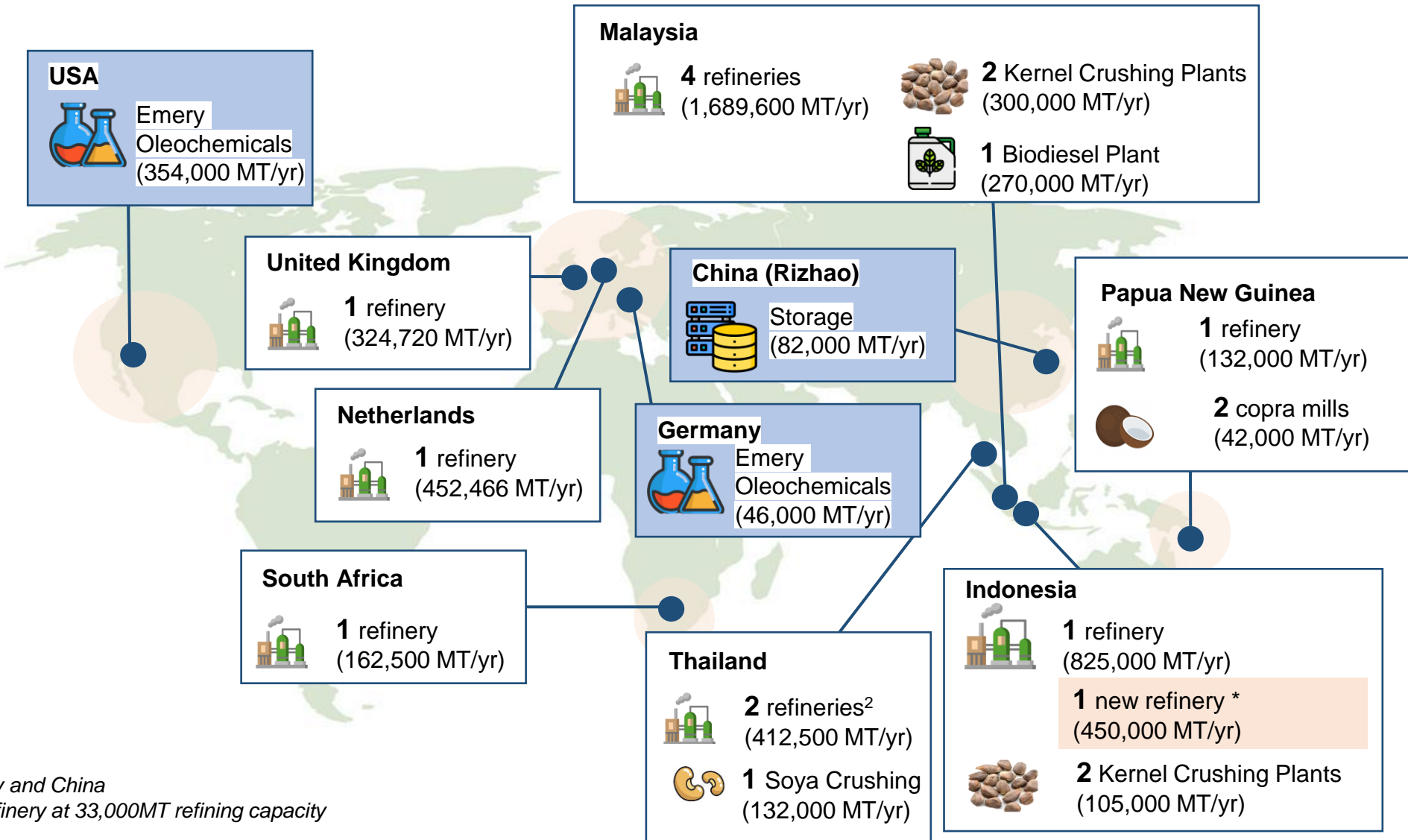
(Inclusive of Trading or Sales office in USA and Singapore)

	<b>Facilities</b>	<b>Capacity MT 000</b>
Refineries	11	4.0 mil
Kernel Crushing Plants	4	465
Soy Crushing Plant	1	132
Copra Crushing Plants	2	42
Biodiesel Plant	1	270

<b>Segment</b>	<b>Capacity MT 000</b>
Bulk Refineries	2.5 mil
Differentiated Refineries	2.0 mil
Non - Food	270
Emery	400

### Notes:

1. Joint Venture (JV) business: USA, Germany and China
2. Thailand refinery inclusive of Nonthaburi refinery at 33,000MT refining capacity

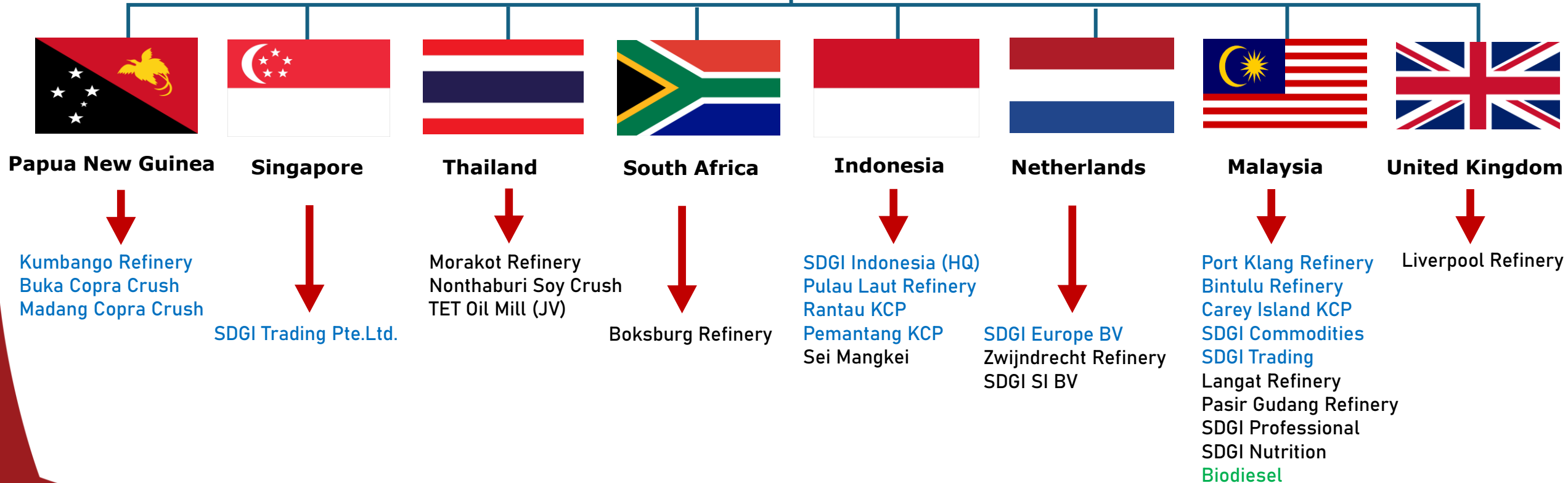


# SDGI Business Structure

SD Guthrie Berhad

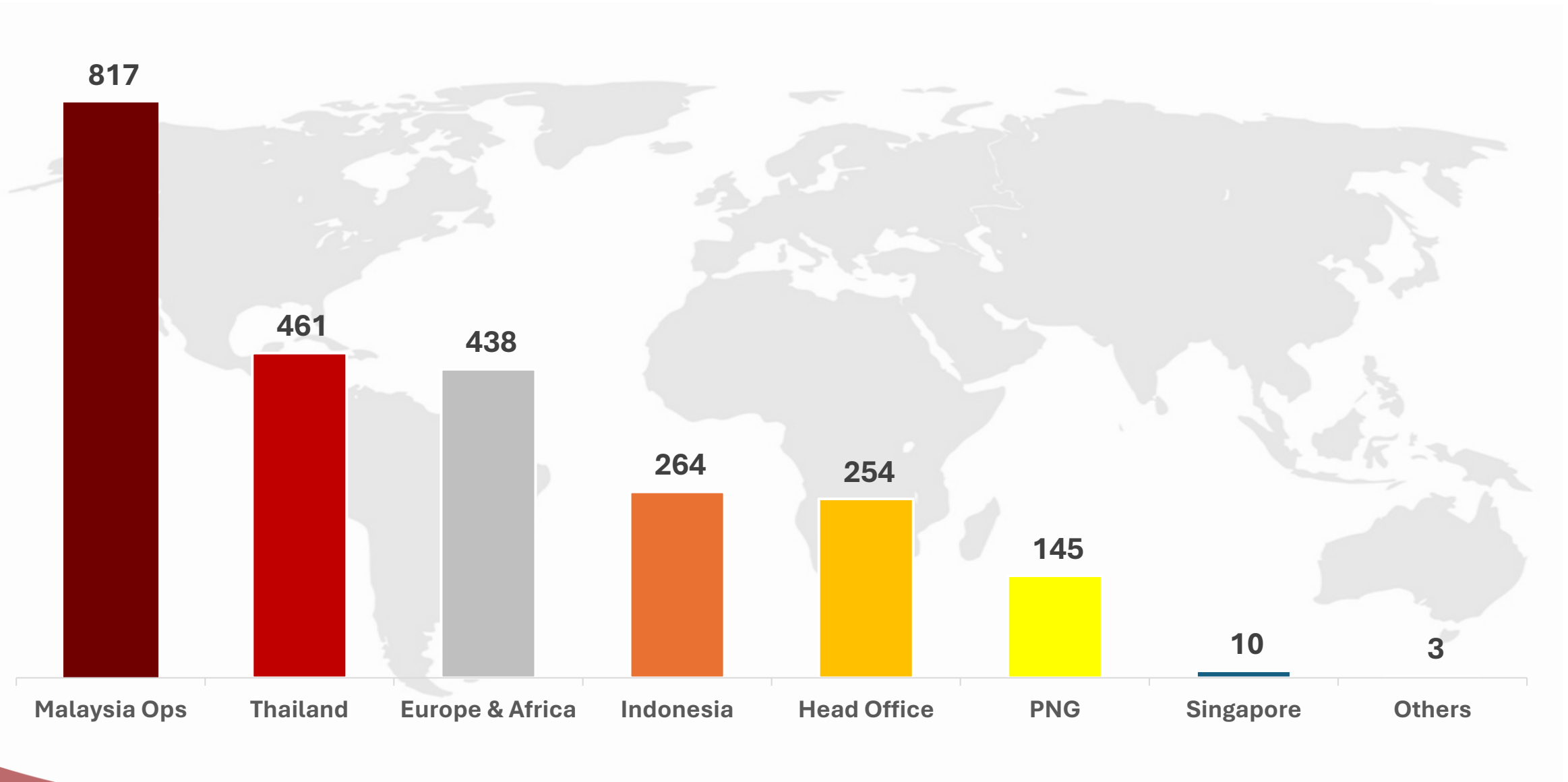


Black: Differentiated  
Blue : Trading & Bulk Business  
Green: Non-Food

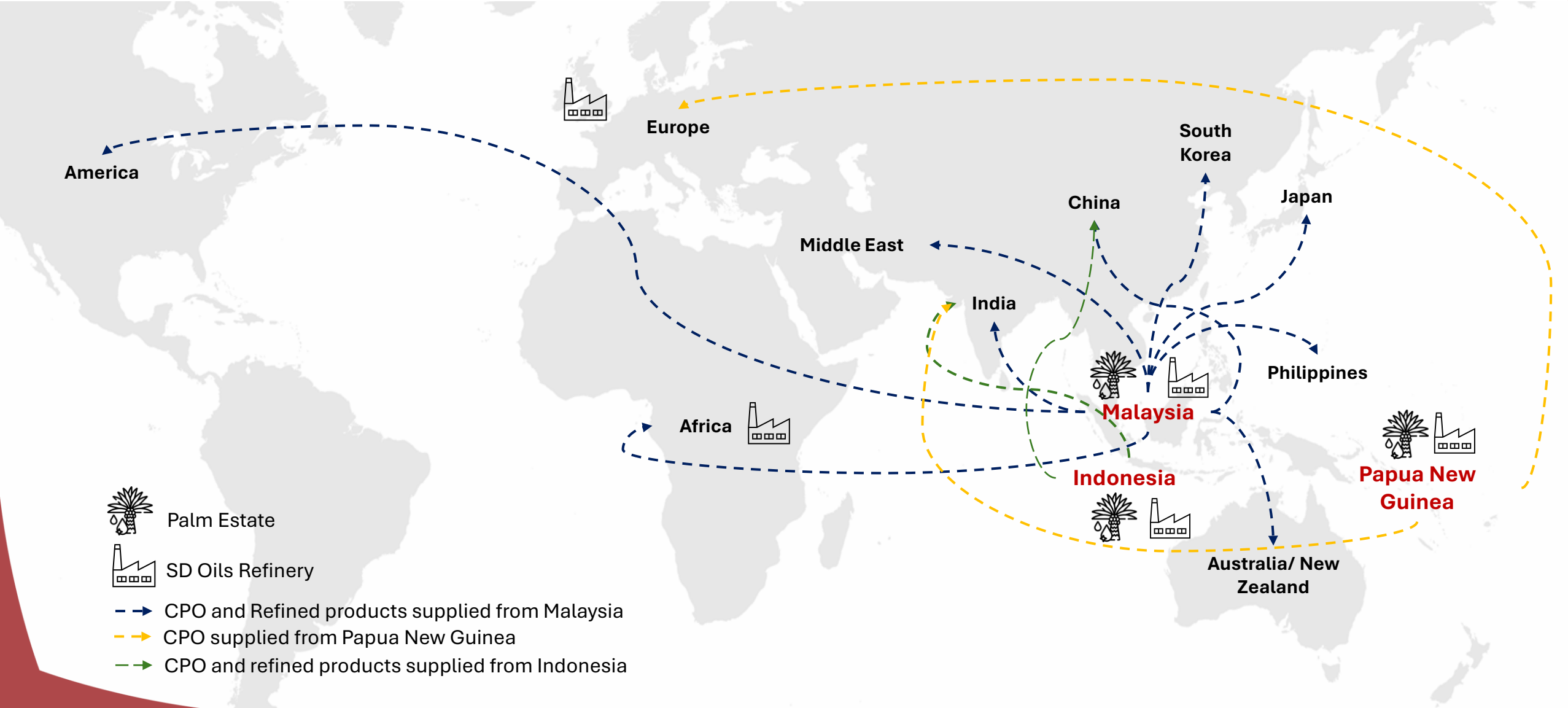




# SD Guthrie International has over 2,300 employees around the world



# One Stream from Malaysia, Indonesia, Papua New Guinea to the rest of the world



# Our products consist of Bulk, B2B and B2C products under various segments



## Bulk & Trading

### PRODUCTS:

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



## 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 (MASTERCRAFT, DELICO), Vegetable Ghee



## 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,



## 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)



## Specialty Ingredients

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

### PRODUCTS:

Infant Formula Ingredients, Red Palm Super Olein, Lecithins



## Animal Feed

Derived mainly from palm kernel expeller (PKE) and refined palm kernel expeller as ingredients for formulated animal feed.

### PRODUCTS:

Animal Nutrition (PURAFEX)



## Health & Wellness

Nutritional purposes in food manufacturing and health/beauty products

### PRODUCTS:

Tocotrienol (NATRIÉO)



# Demand composition: Food and Non-Food



	Product Category	Company / Brand			
<b>Food</b>	<ul style="list-style-type: none"> <li>• Frying</li> <li>• Bakery and Confectionery</li> <li>• Consumer retail food and snack manufacturers</li> <li>• Infant Formula</li> <li>• Animal Feed (palm kernel expeller)</li> </ul>	   	   	  	   
<b>Non-Food</b>	<ul style="list-style-type: none"> <li>• Personal care and cosmetics (mainly palm kernel oil)</li> <li>• Biofuel and energy</li> <li>• Pharmaceutical</li> <li>• Industrial</li> </ul>	  	  	 	 

# We sell to more than 90 countries



## Commodity & Customised Products



### Local

Malaysia  
Indonesia



### Asia

India  
China  
Vietnam  
Cambodia  
Philippines  
Thailand  
Bangladesh  
Laos  
Sri Lanka  
Pakistan  
Mongolia  
Japan  
South Korea  
Singapore  
Nepal  
Brunei  
Hong Kong  
Myanmar  
Taiwan  
Korea



### Oceania

Australia  
Papua New Guinea  
New Zealand



### Africa

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



### Europe

Netherlands  
Romania  
Russia  
Spain  
Finland  
Denmark  
Croatia  
Ireland  
Portugal  
Italy  
Bulgaria  
Poland  
Estonia  
Belgium  
Hungary  
Greece  
Cyprus  
Slovenia

Slovakia  
Sweden  
France  
Austria  
Czech Republic  
Germany  
Latvia  
Ukraine  
Switzerland



### Middle East

Jordan  
Oman  
Yemen  
Egypt  
Qatar  
Turkey  
Bahrain  
Iran  
Iraq  
Lebanon  
Saudi Arabia  
UAE



### America

Brazil  
Canada  
USA  
Chile  
Suriname  
Jamaica

# Satisfying Customer Needs with Our Competitive Edge



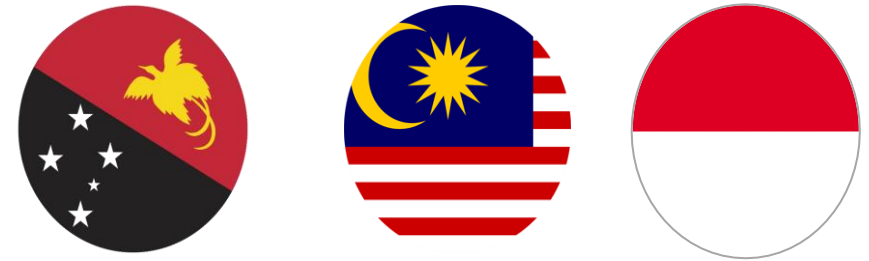
## 01 Sustainability

100% of our global operations are certified to multiple sustainability standards



## 03 Supply chain Security

Consistency and reliability in supply



## 02 Food Quality & Safety

Meets Beyond EU Requirement i.e., Low 3MCPD and GE, and Low Contaminants MOSH/MOAH



## 04 Service Quality

Prioritizes customer satisfaction by understanding their needs and providing tailored solutions.







## We are EUDR ready



### 100% certified

- 12 palm oil mills
- 7 kernel plans
- 7 bulking terminals

- ✓ Achieved **100% compliance on 3-MCPD and GE levels**
- ✓ Our Products meet strict Netherlands policy for MOAH (<2 ppm max)
- ✓ All CSPO shipments to Europe are within **MOSH/MOAH** threshold since 2023

## Crosscheck™ your eyes in the sky



- ✓ **Traceability** – We clearly demonstrate the provenance of supply chains to EU and the UK
- ✓ Our integrated supply chain provides a secure and consistent channel for compliant palm oil products, which is also smallholder inclusive

# Working with multiple stakeholders



WORLD  
RESOURCES  
INSTITUTE







# We are building Sustainable Communities

 **CERTIFICATION**

**100% RSPO certified since 2012,**  
including all smallholders

**MFCL completed RaCP and achieved RSPO certification**  
in March 2020

New national interpretation of  
RSPO P&C 2018 completed

**All sites certified to the**  
**2018 RSPO P&C**

**4 sites certified to Rainforest Alliance SAS as of May 2020,**  
including almost 200 smallholders

**NBPOL received Sustainable Pathfinder Award** in May 2018



We are assisting smallholders in their journey to become certified sustainable farmers.

We help them implement best agricultural practices, while our programmes support gender empowerment and financial literacy, ensuring their personal growth





# Smallholders are 100% RSPO Certified

All our smallholders receive a significant premium for supplying RSPO-certified fruit because of the value of being able to sell fully segregated oil to our markets.



 <b>SMALLHOLDERS AND COMMUNITIES</b>	
<p><b>100% of our smallholders</b> have attended at least one awareness and training session</p>	<p>Strengthened focus on programmes for women; new research programme to identify opportunities and constraints for rural women's engagement in small-scale enterprises in PNG</p>
<p>Continued research programmes to improve smallholder yield, determining the effectiveness of smallholder training</p>	<p>New research programme to understand sufficiency on the average income of smallholders</p>




# Rebalanced and Supporting biodiversity

## The QABB\* Breeding Project

The Queen Alexandra's birdwing butterfly is being hunted to extinction by collectors from the forests around our plantations in Papua New Guinea. Working with NGOs we have developed a captive breed and release programme to save the world's largest



 ENVIRONMENT	
18,841 ha set aside for conservation (12.8% of total titled land)	GHG emission intensity reduced by 1.3% against 2017 baseline
New biodiversity programmes: Santa Cruz ground dove; Bristol Zoological Society	RAI climate-positive since 2011
New QABB breeding project, and laboratory built for the programme	<b>New water project</b> bringing <b>28 water pumps</b> to <b>7,350</b> community members in Oro
MFCL completed RSPO Remediation and Compensation Procedure	



# Embracing our Purpose

*"Care to Nourish, Dare to Flourish"*



**DONATION TO HOMELESS IN KLANG VALLEY, MALAYSIA**



**MONTHLY HEALTH SERVICES AT PEMANTANG INDONESIA**



**WATER COMMUNITY PROJECT IN HIGATURU, PNG**





## **Unlocking Nature's Superpower**

**SD Guthrie Berhad** 200401009263 (647766-V)  
Formerly known as Sime Darby Plantation Berhad  
Level 10, Main Block, Plantation Tower,  
No.2, Jalan PJU 1A/7, Ara Damansara,  
47301 Petaling Jaya,  
Selangor Darul Ehsan, Malaysia