

PUBLIC EXPOSE

PT DHARMA SATYA NUSANTARA Tbk

Jakarta, 02 Juni 2016

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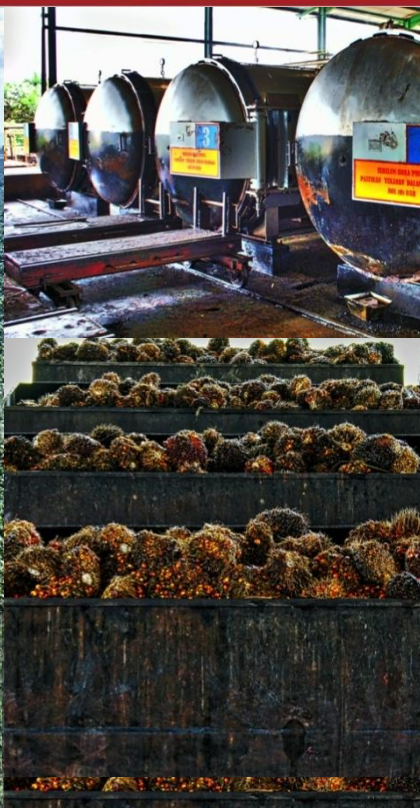
Kami memulai perkebunan kelapa sawit pada tahun 1997 melalui akuisisi 19.766 ha di Kalimantan Timur, dan terus berkembang menjadi...



13
estate
plantations



70,000ha
planted
nucleus



6
mills +1 under
construction



2.3 mn t/year
FFB
200 t/day
kernel



40,000t
storage

Corporate Social Responsibility (CSR) merupakan bagian integral dari pertumbuhan bisnis kami

**160 mitra perorangan
75 mitra perusahaan**



**500 unit
transportasi**



**30 mitra koperasi
29,000 ha plasma
6,000 KK**



**4 Credit Union
3,360 anggota
Rp 41 miliar dana simpanan**

Tujuan CSR bukan hanya sebatas derma, akan tetapi untuk membangun pertumbuhan yang berkelanjutan

**6 SD & 1 SMP
870 lulusan**



**1 klinik utama
21 klinik pembantu**

5 rumah belajar



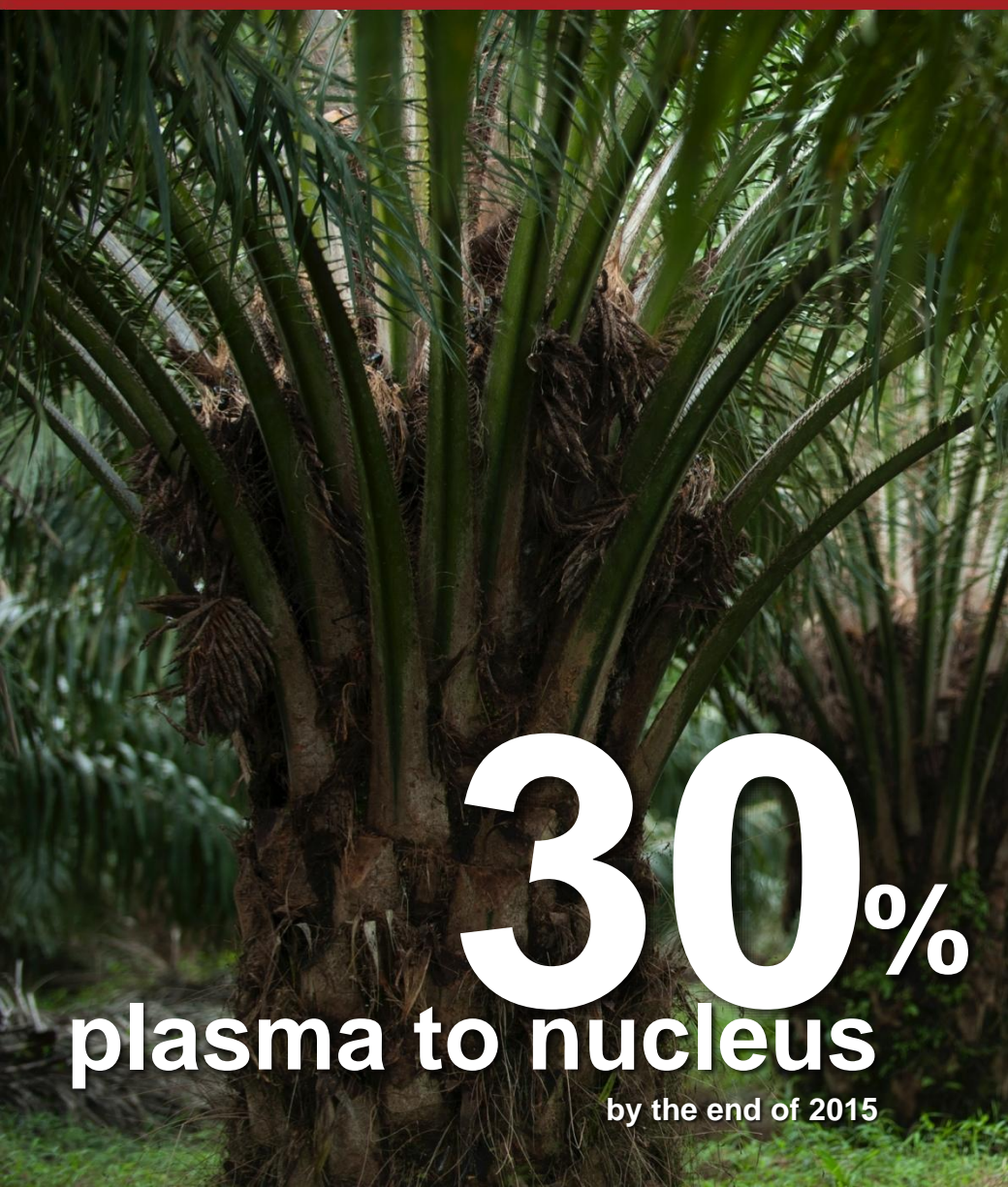
5 dokter

600 beasiswa



**Pemberdayaan
masyarakat lokal**

Program Plasma adalah bagian penting dari bisnis kami, dimana sebagian besar ditangani melalui sistem *Build-Operate-Transfer*

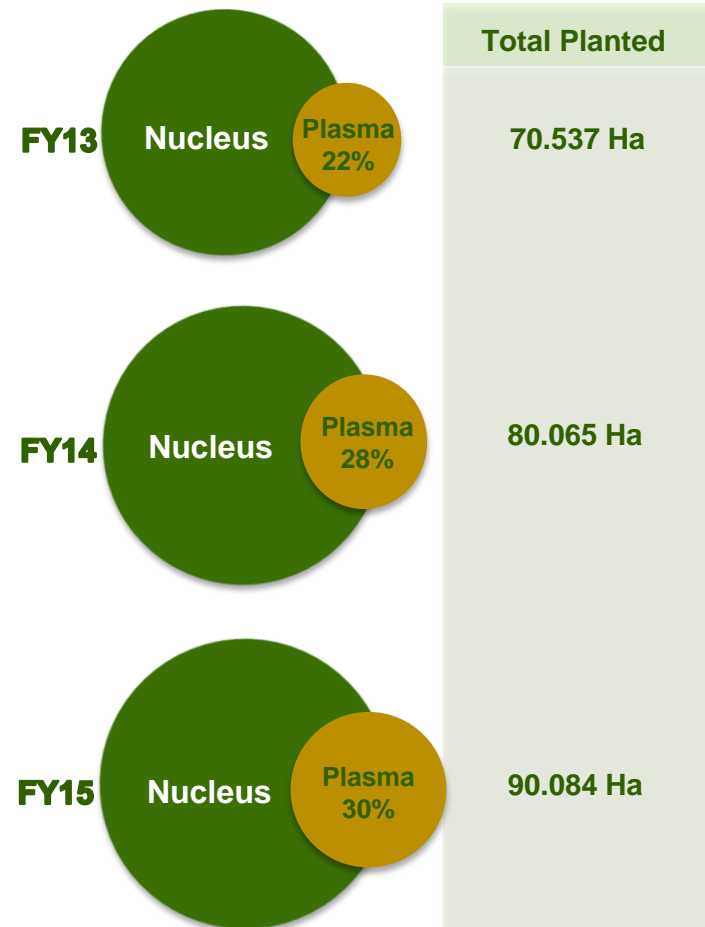


30%

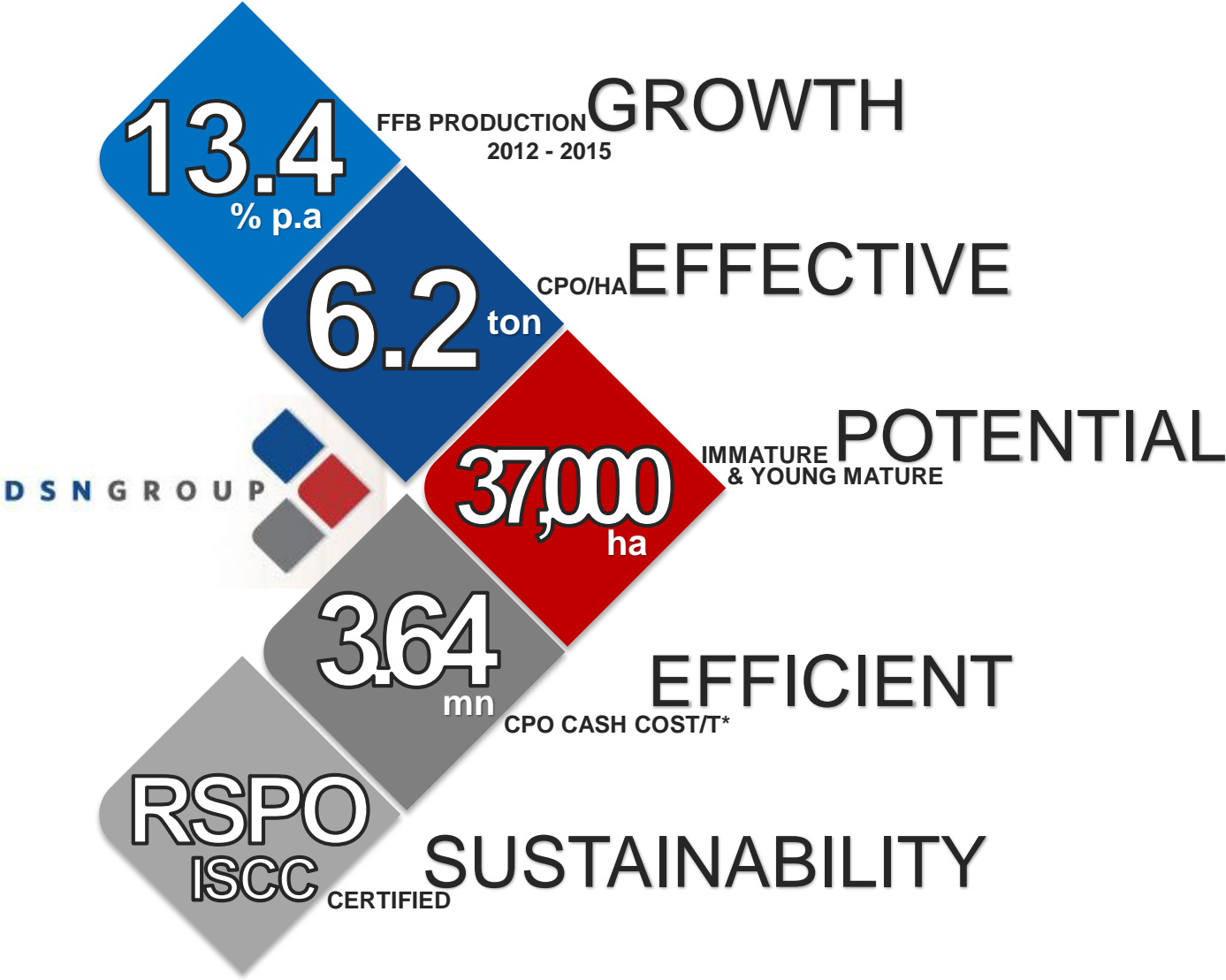
plasma to nucleus

by the end of 2015

Komposisi Lahan Tertanam (Ha)



Key operational highlights

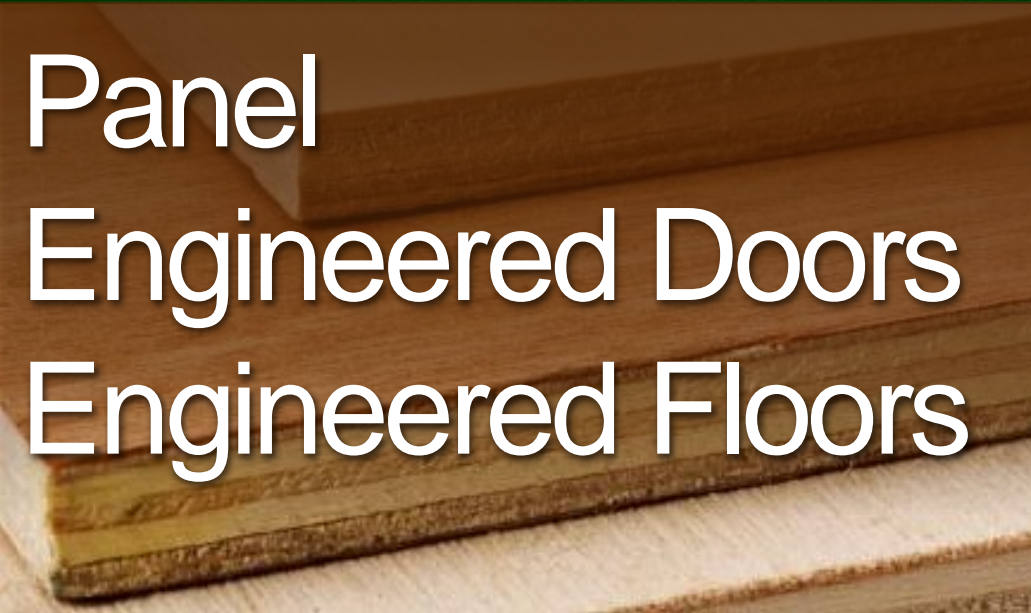


*Exclude 3rd Party FFB Purchase

Lebih dari 91% EBITDA kami disumbang oleh bisnis utama kami di bidang perkebunan kelapa sawit, dan sisanya dari produk kayu

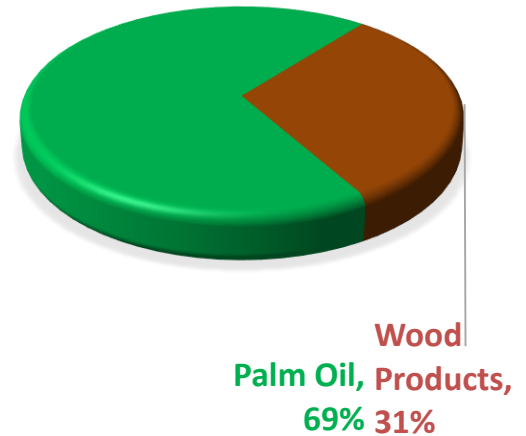


Crude Palm Oil
Palm Kernel Oil

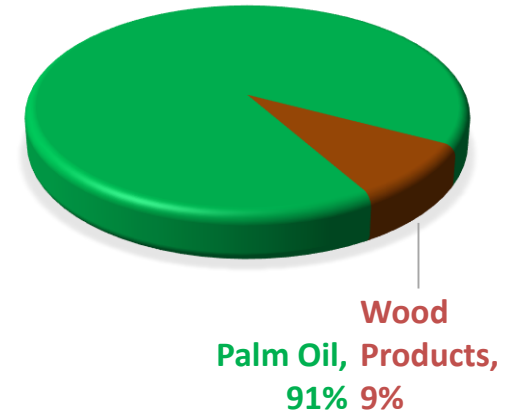


Panel
Engineered Doors
Engineered Floors

FY2015 Net Sales
IDR 4,425bn



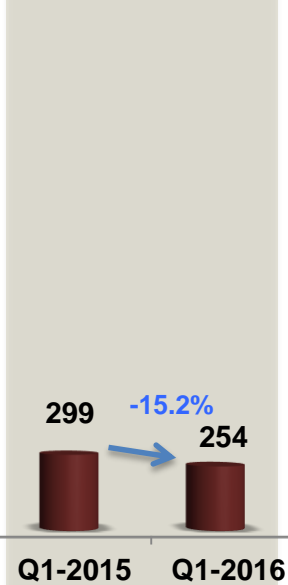
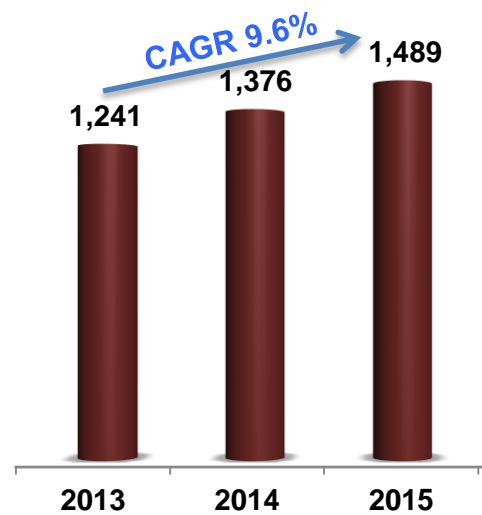
FY2015 EBITDA
IDR 1,039bn



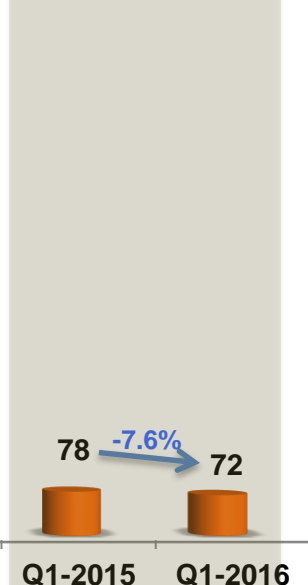
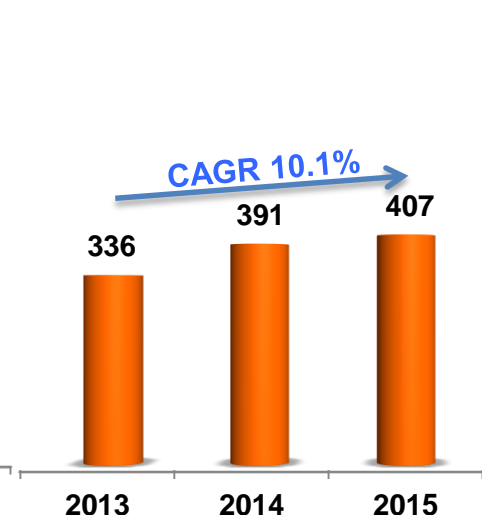
Bertambahnya lahan *mature* mendorong laju produksi di 2015, akan tetapi kondisi cuaca kering dari *El Nino* menyebabkan penurunan di Q1 2016



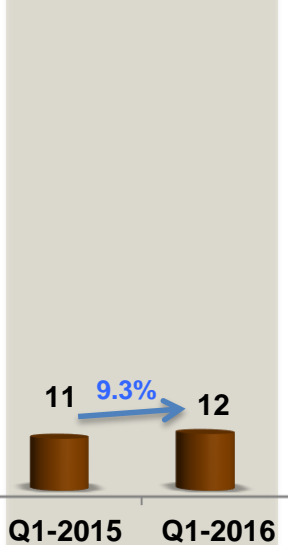
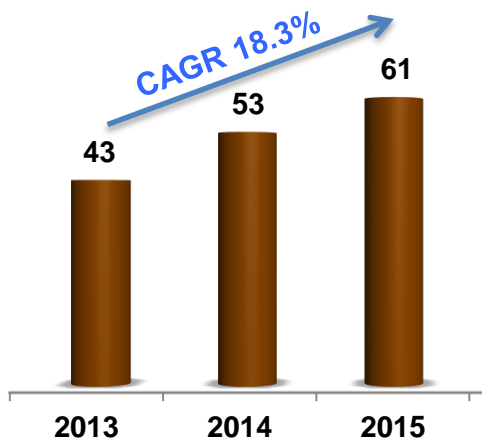
TBS



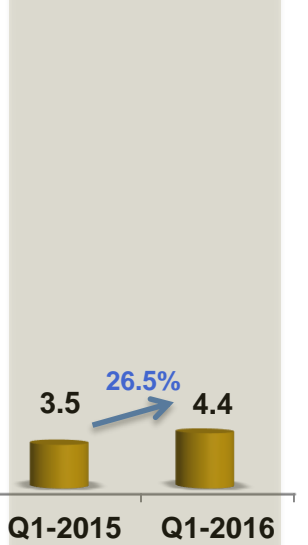
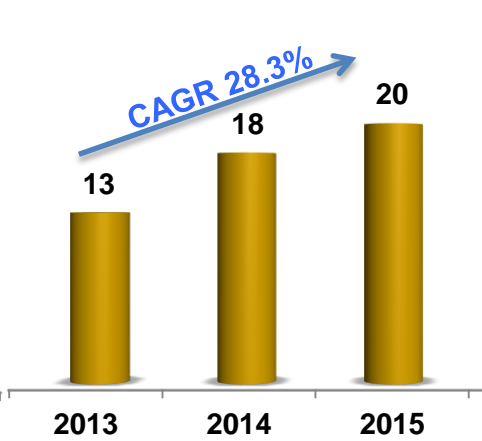
CPO



PK



PKO



Produksi
(*000 tons)

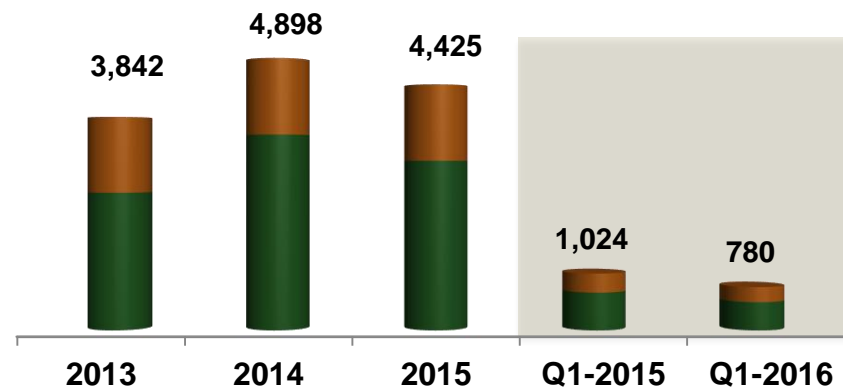
Pelemahan harga CPO dan pengaruh *El Nino* di penghujung 2015 menjadi penyebab utama turunnya pendapatan perusahaan



Total (IDR Miliar)	2013	2014	2015	Q1-2015	Q1-2016
Revenue	3,842	4,898	4,425	1,024	780
EBITDA	888	1,339	1,039	245	149
%margin	23.1%	27.3%	23.5%	23.9%	19.1%
Net Profit	216	650	303	58	20
%margin	5.6%	13.3%	6.8%	5.7%	2.6%

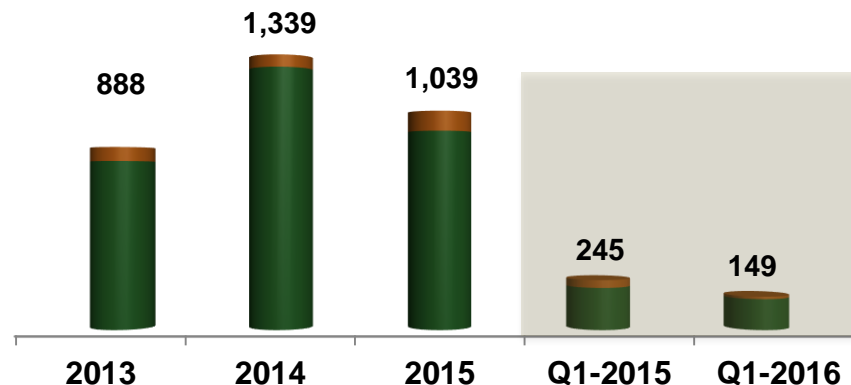
Net sales

(IDR miliar)



(IDR miliar)

EBITDA⁽¹⁾



■ Palm Oil ■ Wood Products

(1) Segmental EBITDA is before consolidation, total EBITDA is post consolidation

Kami terus meningkatkan efektifitas, dimana tingkat produktivitas dan OER berada di atas rata-rata dari perkebunan lainnya



26.2 ton/ha
FFB Yield

23.6 %
OER

2.57 %
FFA
77% FFB memiliki FFA < 3%

6.2 ton
CPO/ha

Regional Peers

19.6 ton/ha
FFB Yield

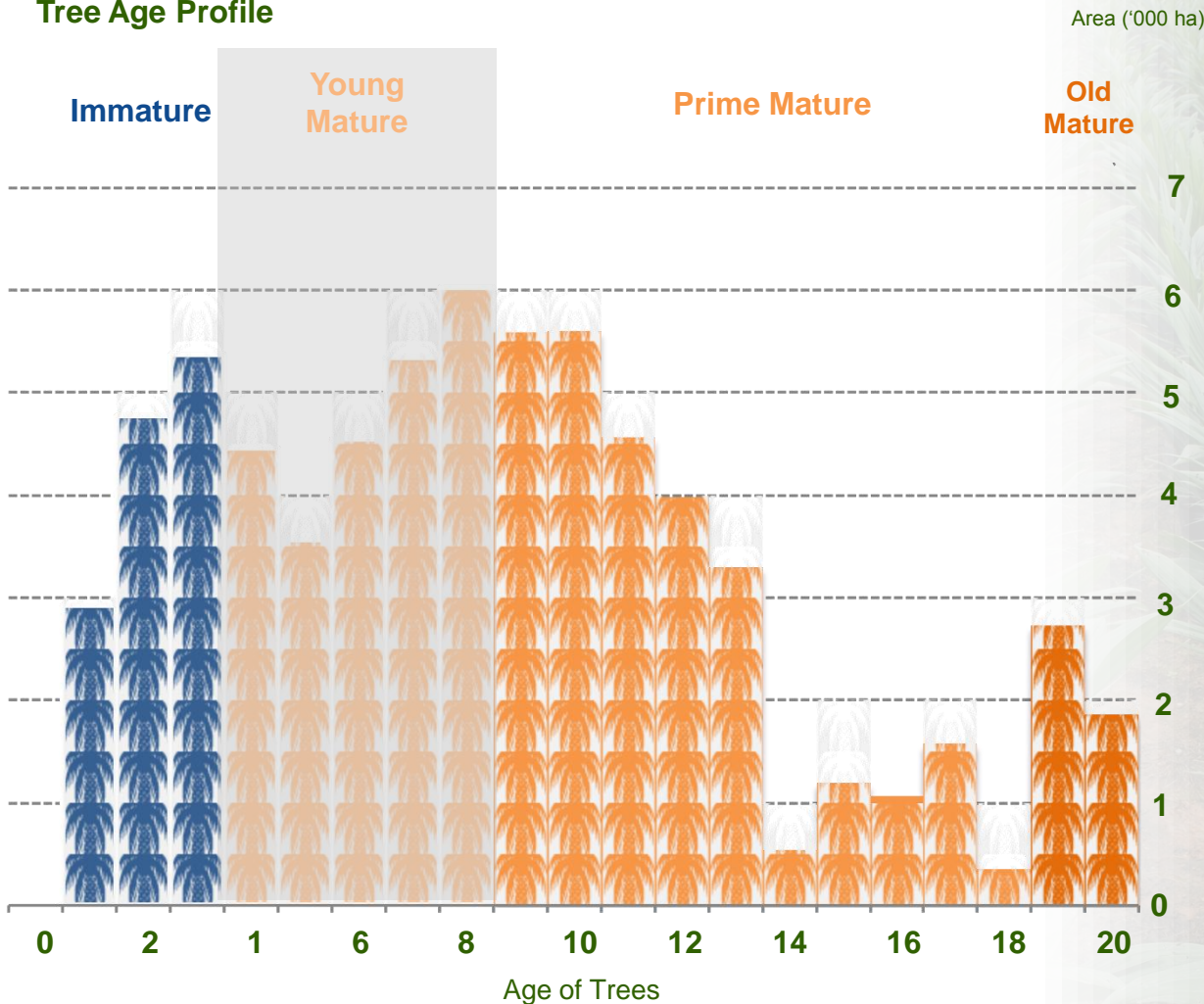
22.3 %
OER

4.4 ton
CPO/ha

Sumber : data analisis

Pola tanam kami telah membentuk profil perkebunan berusia muda, yang memberikan potential pertumbuhan produksi di masa datang

Tree Age Profile



85
years

Nucleus | by the end 2015

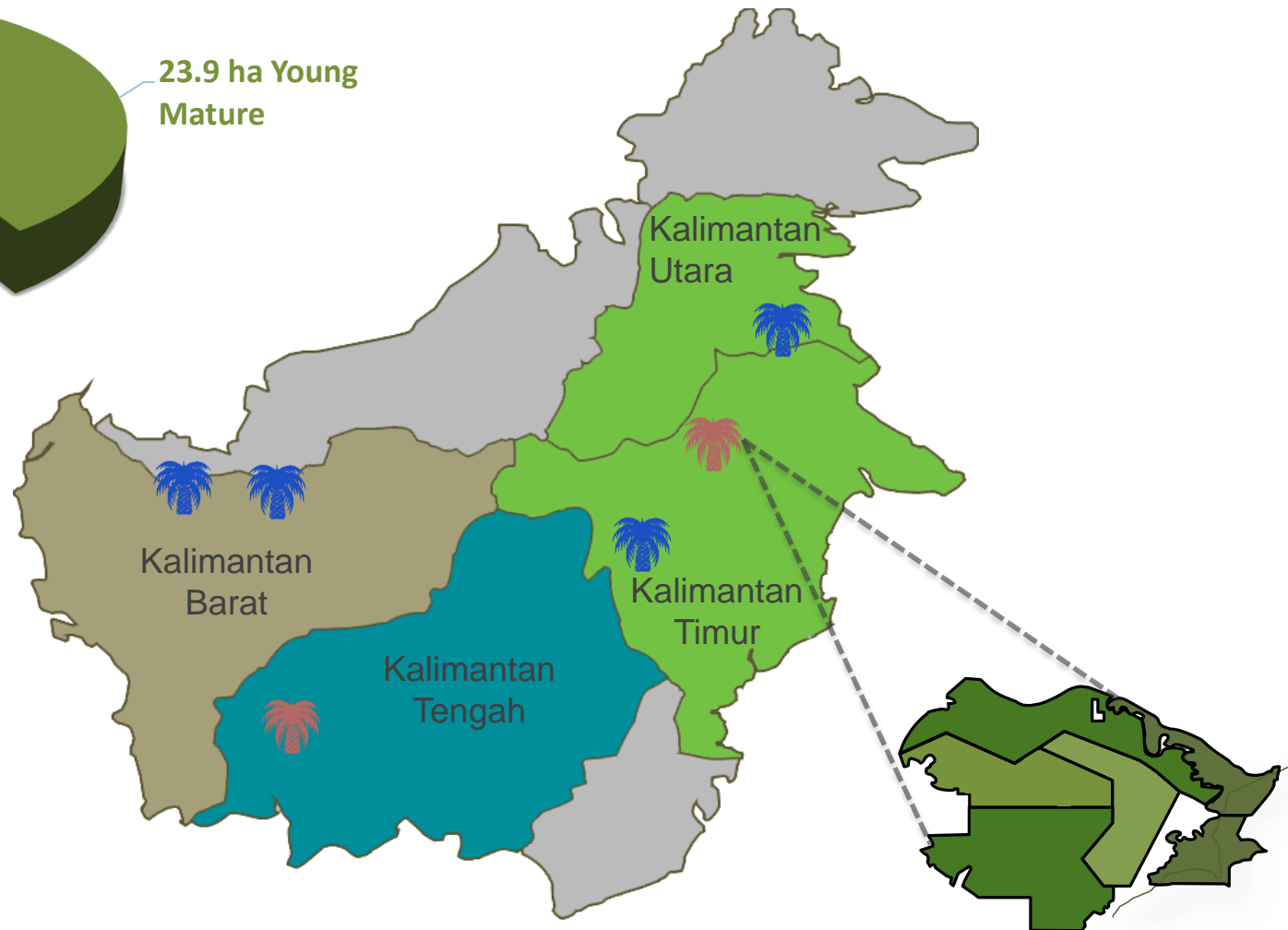
Perkebunan kami berlokasi di Kalimantan, dengan konsentrasi lahan tertanam saat ini di bagian timur dan pengembangan di daerah lainnya

13.1 ha
immature

In '000 ha inti

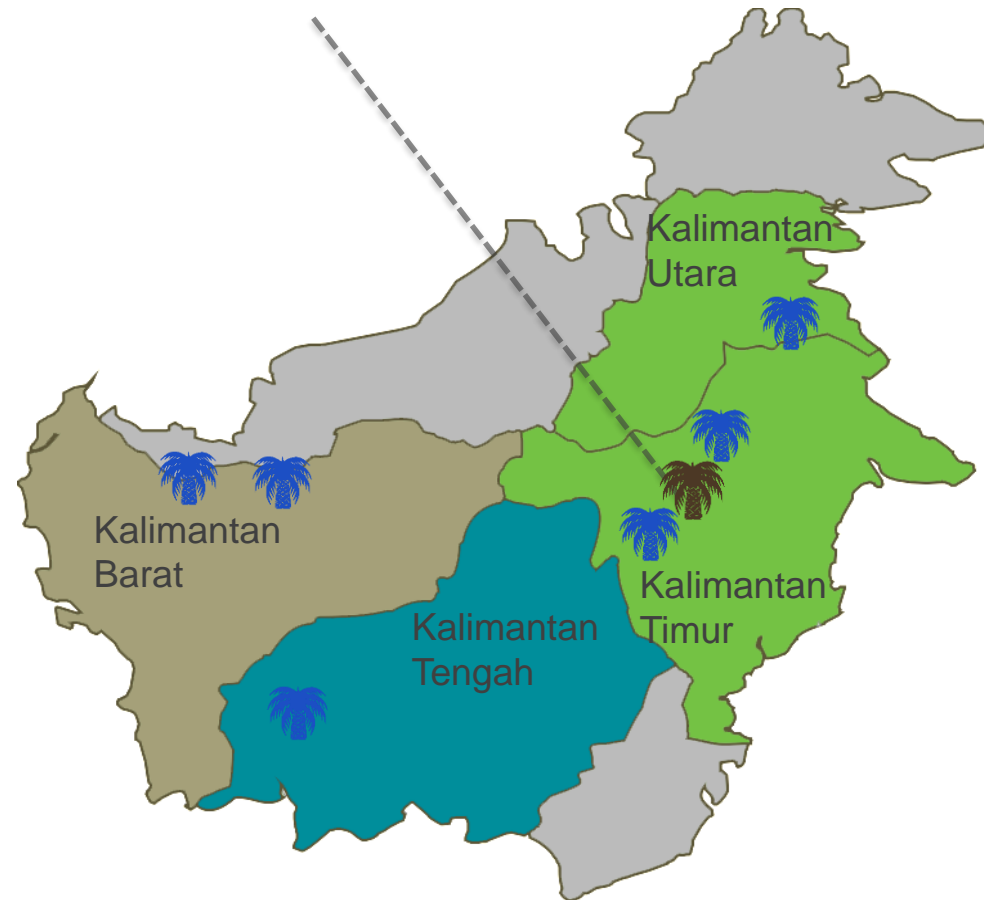
23.9 ha Young
Mature


32.3 ha Prime &
Old mature



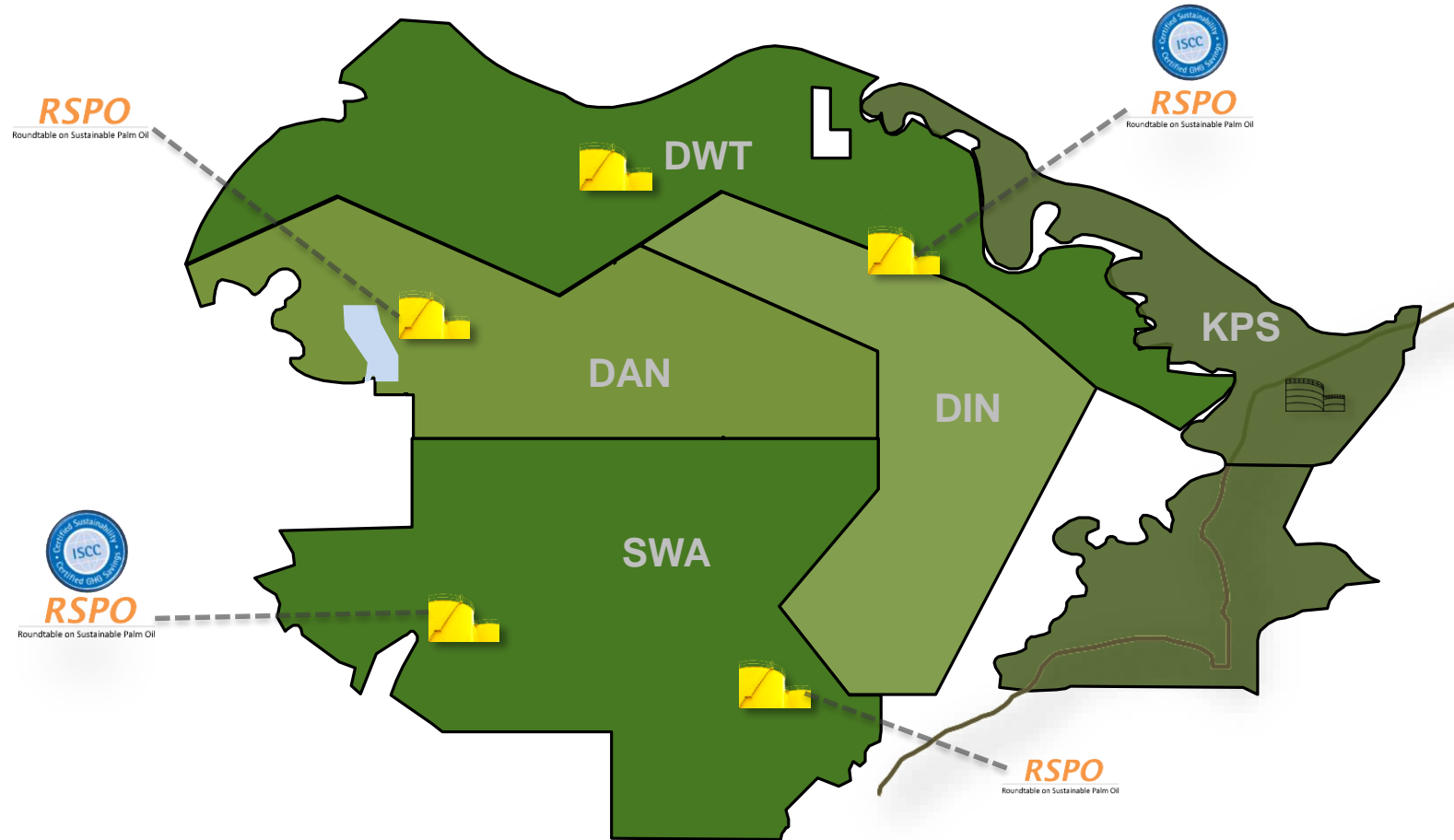
Sejalan dengan target pertumbuhan, DSN bermaksud meng-akuisisi REA Kaltim yang berlokasi tidak jauh dari kebun-kebun kami

Lokasi kebun REA Kaltim



- Mulai beroperasi: 1991
- Plantation: 70,584ha HGU, 37,097ha inti
- 15% saham,  49% dalam 5 tahun

Di Kalimantan Timur, kami memiliki perkebunan seluas 56.000 ha dalam satu hamparan dengan 5 pabrik CPO di dalamnya, yang sebagian besar sudah bersertifikasi RSPO dan ISCC



Existing CPO Mills



Under construction CPO Mills

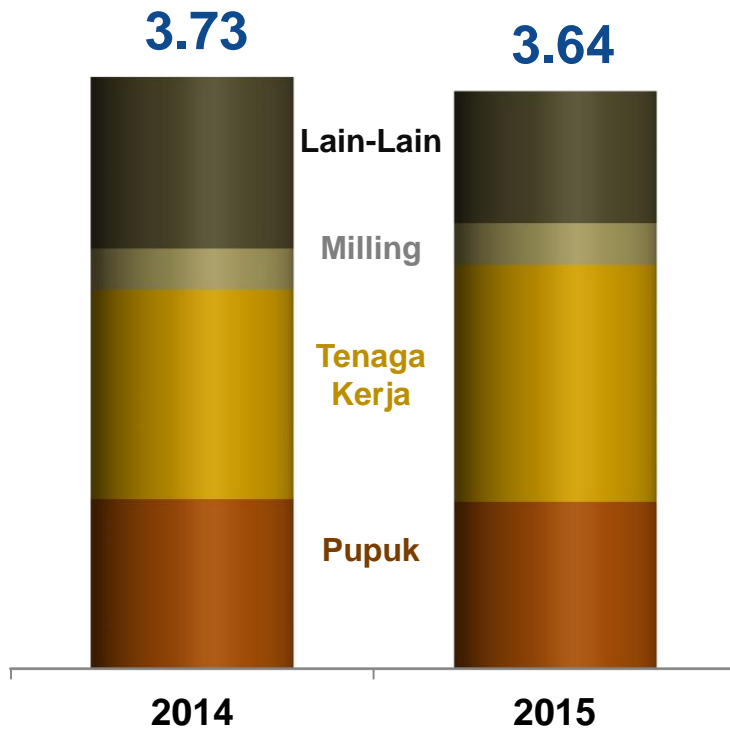


RSPO certified



ISCC certified

Walaupun biaya-biaya banyak yang meningkat, kami berhasil untuk menjaga *cash cost* kami melalui peningkatan efisiensi



3.64 CASH
Juta IDR/t COST



efficient

Tanya Jawab

Q&A



Terima Kasih