

# **Sime Darby Plantation** February 2011



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### **5 Core Businesses**

















# **About Sime Darby Plantation**



- The world's largest listed palm oil producer accounting for more than 2.4 million MT of crude palm oil (CPO), which equals 6% of total global annual output. Sime Darby Plantation also produces crude palm kernel oil (CPKO).
- Sime Darby Plantation is the main contributor to the Group's bottomline.
- One third or 884,000 MT of total production is certified sustainable palm oil (708,000 MT of CPO and 176,000 MT of CPKO) sourced from 21 Strategic Operating Units (SOUs). All 63 SOUs are targeted to be certified by end 2011.





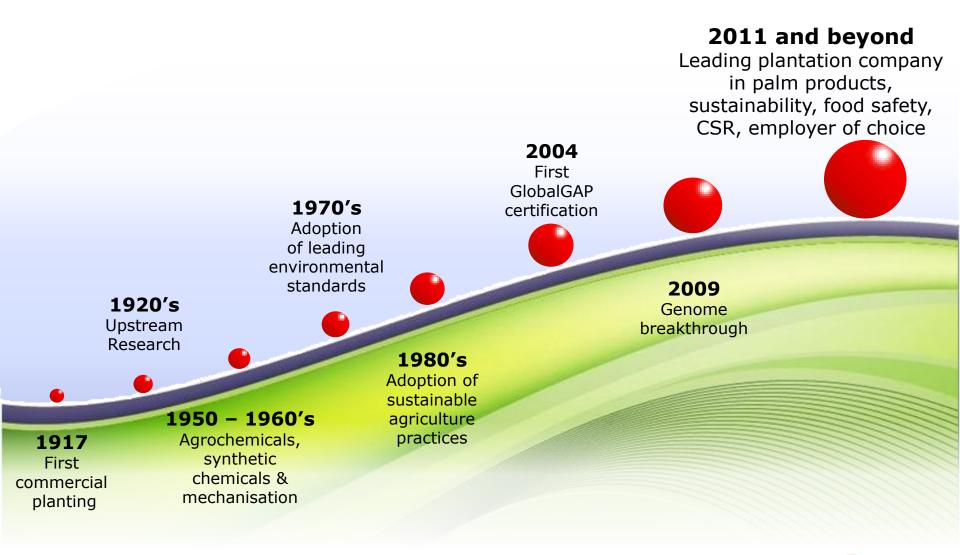
# **Manpower Spread**

Country	Executive	Non- Executive	Workers	Total
Malaysia	1,646	3,659	35,350	40,655
Indonesia	914	199	36,141	37,254
Thailand	59	59	386	504
Singapore	36	19	64	119
Vietnam	40	352	217	609
South Africa	39	57	N/A	96
The Netherlands	25	89	141	255
Total	2,759	4,434	72,299	79,492

<sup>\*</sup> As at 31 December 2010



# **Major Milestones: Steadily and Surely**





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# **Palm Oil Value Chain & Applications**

Upstream Downstream Processing Consumer Products

#### **ACTIVITIES**

- Seed production
- Nursery
- Cultivation
- Harvesting
- Milling

- Trading & marketing
- Crude palm oil bulking

- Refining
- Fractionation
- Oleochemicals
- Esterification
- Refined product storage

- Packaging and branding
- Food & beverage products

#### **PRODUCTS**

- DxP seeds (Calix)
- Fresh fruit bunches
- Crude palm oil
- Palm kernel
- Biomass

   (empty fruit bunches, kernel shell, fronds)
- Palm oil mill effluent

- Crude palm oil
- Crude palm kernel oil
- Palm kernel cake

- RBD\* palm oil
- Palm fatty acid distillate
- RBD palm olein
- RBD palm stearin
- RBD PK olein
- RBD PK stearin
- Cocoa butter equivalent
- Cocoa butter substitute
- Cocoa butter replacers
- Fatty acid, alcohols, amines, amides
- Glycerines
- Palm methyl esters
- Tocotrienol

- Cooking oil, frying fats
- Shortening
- Vitamin E supplements
- Milk fat replacements
- Bakery fats
- Confectionery fats
- Biodiesel
- Vegetable ghee
- Guava puree/juice



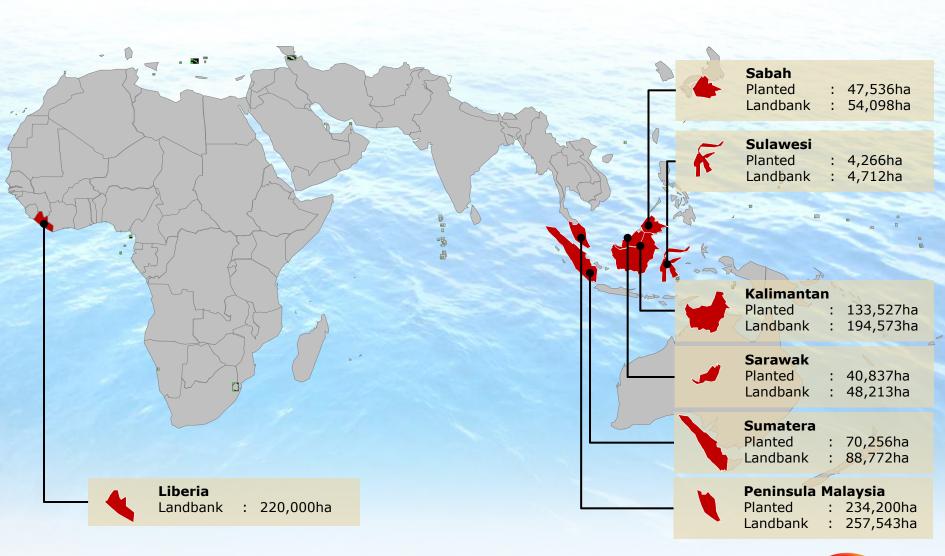
# **Upstream Operations**

- The upstream operations include the development of oil palm plantations, cultivation of oil palm, management of estates, milling of fresh fruit bunches (FFB) for CPO and CPKO.
- Total landbank currently stands at 647,373 hectares out of which:
  - Malaysia 359,983 hectares
  - Indonesia 287,390 hectares
- A 63-year concession for 220,000 hectares in Liberia has also been secured. Planting will begin in April 2011
- Sime Darby Plantation has a total of 202 estates in both countries (Malaysia: 130, Indonesia: 72) and 63 oil mills (Malaysia: 39, Indonesia: 24)

	Malaysia	Indonesia	Total
Number of Estates	130	72	202
Number of Mills	39	24	63
Number of SOUs	40	23	63
Total Landbank Area (ha)	359,983	287,390	647,373
Total Oil Palm Planted Area (ha)	313,919	209,391	523,310
Total Rubber Planted Area (ha)	8,370	-	8,370



# **Upstream Geography**



# **Upstream Achievements**

Plantation Fact Sheet (FY	09/10)
FFB Production ('000MT)	9,865
CPO Output ('000MT)	2,361
Yield (MT/Ha)	21.00
OER (%)	21.90
Total Number of Estates	202
Number of Mills	63

MT/ha	FY07/08	FY08/09	FY09/10
SD Malaysia	23.60	22.87	22.32
SD Group	21.77	20.59	20.65
SD Perak South	27.92	27.66	26.36
SD Perak	26.30	25.87	24.57
SD Sabah	23.81	22.52	22.56

### **Top Yielding Estates**

Region	Estate	Yield per mature hectare (MT/ha)		
		FY07/08	FY08/09	FY09/10
Perak South	Sogomana	35.46	29.70	32.11
Sabah	Jelata Bumi	28.95	25.93	26.89



# **Downstream Operations**

Downstream products are divided into:

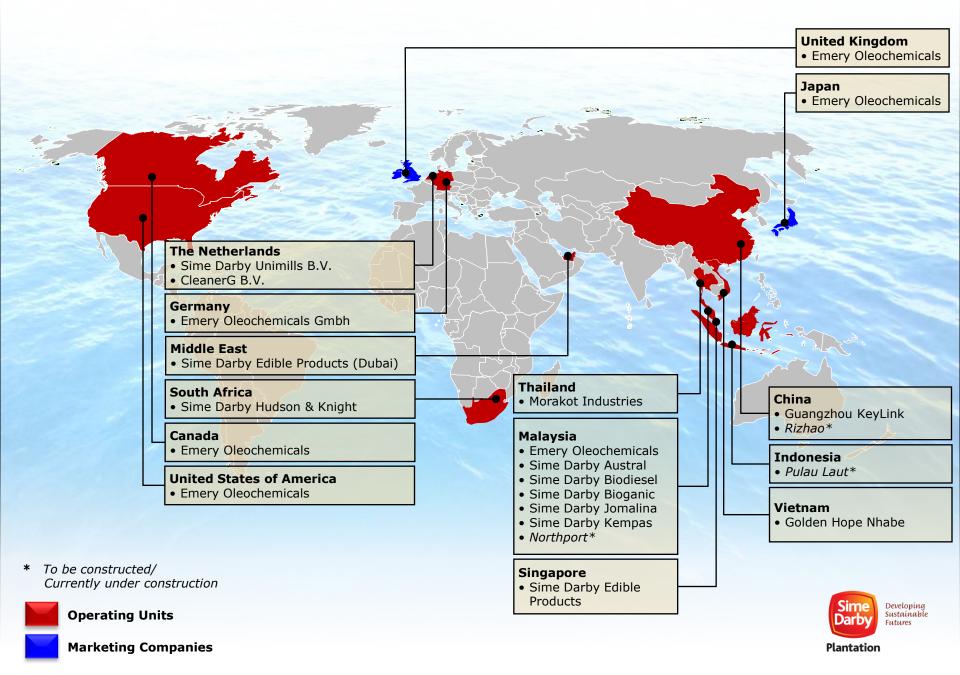
# Food & Non-food

- Frying/cooking Oil
- Shortening
- Vegetable ghee
- Margarine spreads
- Confectionary fats
- Pourable margarines
- Neutraceuticals
- Mayonnaise
- Soup mix
- Dairy substitutes

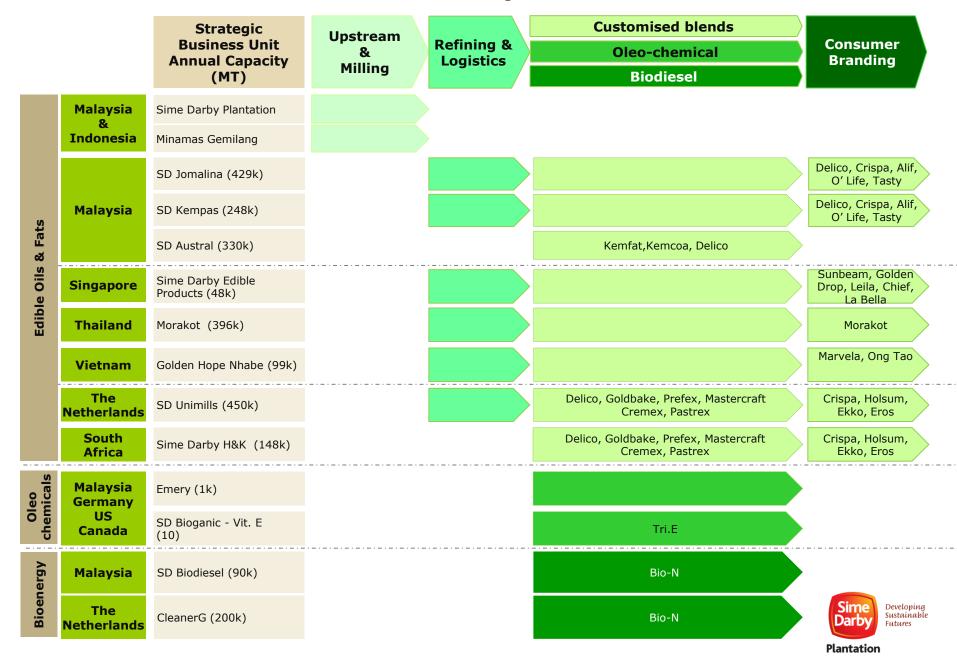
- Skincare
- Wax products
  - Cosmetics
  - Detergents
  - Lubricants
    - Soaps
  - Shampoos
    - Biodiesel



# **Downstream Geography**



# **Downstream: Value Chain Participation**



# **Research & Development: Pushing Limits**

- Sime Darby is highly committed to R&D: 2% 3% of Plantation division's turnover is invested annually.
- Sime Darby's R&D has made considerable contributions towards developing and pioneering the best agromanagement practices in the country's plantation industry and in many instances, assisted in commercialising them
- The immediate key focus is on operational R&D to improve our average yield to between 26 MT/ha and 30MT/ha, and our OER to between 23% and 25%
- R&D is carried out in the following research centres:
  - Sime Darby Research Centre, Carey Island, Malaysia
  - Sime Darby Research Centre, Banting, Malaysia
  - Sime Darby Technology Centre, UPM, Malaysia
- Specific customer requirements are innovated at three Innovation Centres:
  - Innovation Centre Asia, Pasir Gudang, Malaysia
  - Innovation Centre Africa, Boksburg, South Africa
  - Innovation Centre Europe, Zwijndrecht, The Netherlands









# **Research & Development: Pushing Limits**

### **Genomics**

- Sime Darby Technology Centre Sdn Bhd has successfully assembled 1.594 billion base pairs or 93.8% coverage from the estimated 1.7 billion base pairs of the oil palm genome.
- The sequencing, assembly and annotation of the palm genome has revealed the genetic codes that make up the plant's biological set-up.
- Sime Darby Plantation's task now is to decipher these genetic codes and use them to produce planting materials with higher FFB and oil yields, as well as higher resistance to diseases and the effects of climate change.

### **Other Initiatives**

- Waste-to-Wealth Management, biomass, biogas, bioethanol projects.
- Innovation Centres to produce healthy functional oils.



# **Seeds & Agricultural Services**

- Largest producer of oil palm seeds in the world
- Specialises in the production of seeds and high yield planting materials mainly for oil palm and rubber
- Provides agricultural consultancy and services to the Group and other plantation operators in the country and abroad



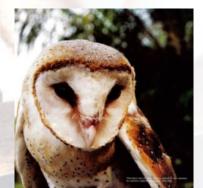




### **Our Sustainable Practices**

Sime Darby Plantation observes best agro-management practices in all field operations worldwide:

- Full compliance to RSPO principles
- Zero burning replanting technique
- Soil management & conservation
- Integrated Pest Management (IPM)
- Palm oil mill effluent (POME) treatment
- Optimum utilisation of oil mill by-products
- Biodiversity conservation
- Land use and management with EIA
- Water and moisture content management
- Methane abatement through composting
- Stringent safety and health programme
- Social impact assessment to protect surrounding communities



Integrated Pest Management (IPM)



Optimum utilisation of oil mill by-products



Zero burning replanting technique



Mangrove rehabilitation





**Beneficial Plants** 

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### **Sustainablity Commitment**

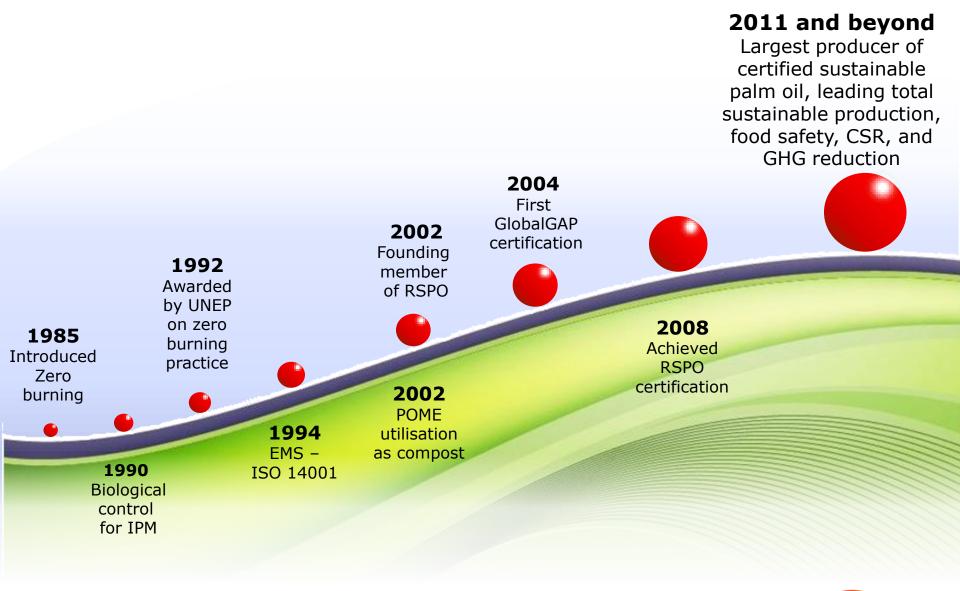
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# **Our Sustainability Journey**





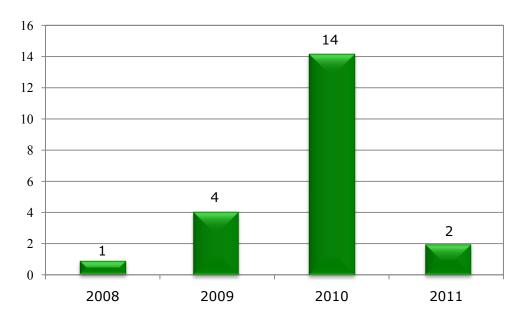
### **RSPO Certified Units**

To date 21 of Sime Darby Plantation's Strategic Operating Units (SOU\*) have been certified by RSPO, accounting for a total annual production of 884,000 MT of CSPO (CPO=708k, CPKO=176k).

#### List of RSPO certified SOU's Malaysia • SOU 26 Sandakan Bay (October 2008) • SOU 28 Binuang (January 2009) Giram (January 2009) • SOU 29 • SOU 30 Merotai (January 2009) • SOU 30B Mostyn (January 2009) Kempas (May 2010) • SOU 17 • SOU 08 East, Carey Island (May 2010) • SOU 09 West, Carey Island (May 2010) • SOU 9A Sepang (May 2010) • SOU 21 Gunung Mas (May 2010) • SOU 14 Tanah Merah (May 2010) • SOU 25 Segaliud (May 2010) Jeleta Bumi (May 2010) SOU 30A • SOU 01 Sungai Dingin (August 2010) • SOU 19A Yong Peng (October 2010) • SOU 20 Cha'ah (November 2010) Nordanal (January 2011) • SOU 19 • SOU 27 Melalap (January 2011) Indonesia

PT SIA (August 2010)PT ITH (November 2010)PT TMP (November 2010)

\*An SOU or a Strategic Operating Unit refers to one mill and the 1 - 4 estates surrounding it.



#### **RSPO Status for Sime Darby Plantation (as of January 2011)**

Status	Malaysia	Indonesia	Total
Certified	18	3	21
Audited (Awaiting Certification)	22	10	32



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### Oil Palm - Facts

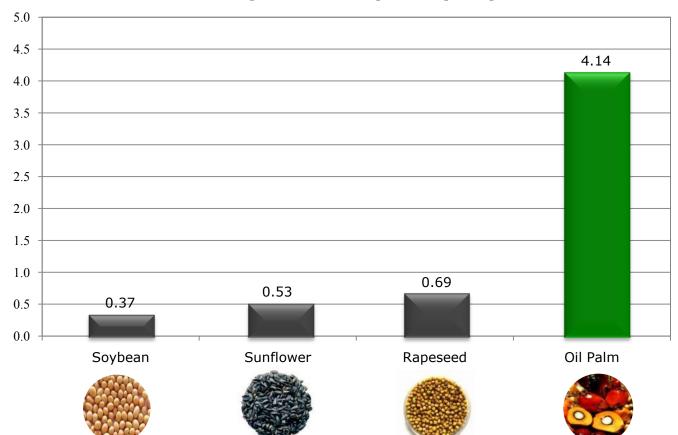
### **EFFICIENCY**

Source: Oil World

Annual 2010

- Oil palm is the most efficient oilseed crop in the world
- One hectare of oil palm plantation is able to produce up to ten times more oil than other leading oilseed crops
- The most efficient producers of palm oil may achieve yields as high as eight tonnes per hectare

### Average Oil Yield (t/ha/year)



Sustainable

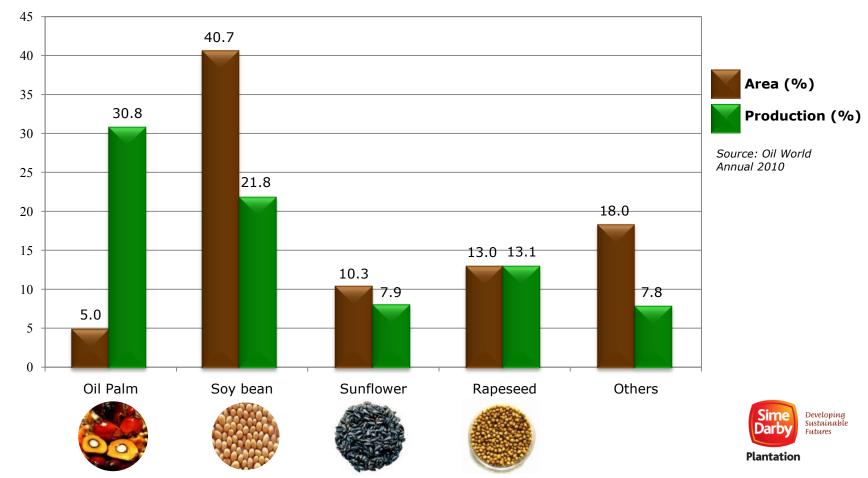
**Plantation** 

### Oil Palm - Facts

### **EFFICIENCY**

In 2009, oil palm accounted for 5.0% of global oilseed cultivation, producing 30.8% of the global vegetable oils and fats output

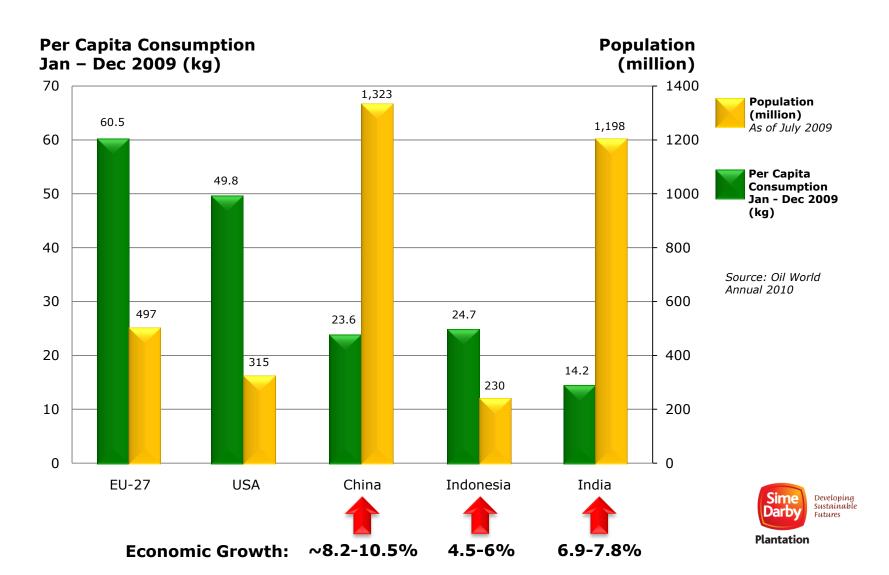
### Planted Area vs Global Production of Oils & Fats in 2009 (%)



### Oil Palm - Facts

### **DEMAND**

Palm oil is one of the 17 major oils and fats produced globally. The largest consumer of the 17 oils & fats is China, followed by the EU, India and the USA.





# **Malaysia - Facts**

- In Malaysia, oil palm plantation makes up 69% of agriculture land area or 13.9% of total land area. (Source: www.mahaexpo2010.com/bm/why.html)
- Of the global oilseed planted area of 239.82million hectares in 2009, Malaysian oil palm accounted for just 1.9%. (Source: Oil World Annual 2010)
- Yet, this 1.9% was able to supply 11.1% of global vegetable oils and accounted for 25.6% of Malaysia's export trade in oils and fats in 2009. (Source: Oil World Annual 2010)
- In 2009, Malaysia produced 18.25 million tonnes of palm oil and exported 16.37 million tonnes. (Source: Oil World Annual 2010)
- The European Union, a net importer of crop-based oil would have to find space to plant an additional 4.9 million hectares of soybean or 1.7 million hectares of rapeseed, an area of approximately twice the size of Belgium in order to make up for its imports of palm oil from Malaysia. (Source: Oil World Annual 2010)
- Sime Darby contributes 13% of Malaysia's palm oil production and 6% of global production.



# **Malaysia - Facts**

- The palm oil industry is one of the key economic drivers of the agricultural sector in developing countries, such as in Malaysia and Indonesia, and potentially in other countries within the growing belt of 5° north and south of the equator.
- In Malaysia, the industry provides direct and indirect employment for more than 1,000,000 people.

  (Source: MPOC 2010)

Oil palm offers a relatively stable livelihood for its smallholders.



# **Thank You**

