

# **SD Guthrie International**

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## **Corporate Presentation**

# CONTENT

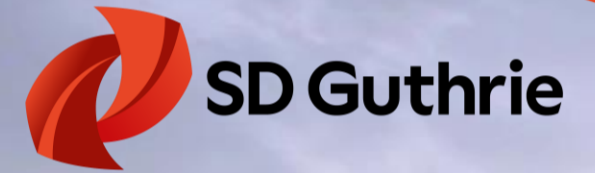
## BROAD OUTLINE

### 01 SD Guthrie Overview

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### 02 SD Guthrie International

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# A Snapshot of SD Guthrie

**RM30.77 bil**

Market Capitalisation  
as of 31 July 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



**568,323 ha**  
of planted area

Oil palm, sugarcane, coconut  
and cattle grazing



Business presence in  
**12 countries**



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



One of the world's  
largest producers  
of **CSPO**



**Leader in**  
**/Mechanisation/  
Digitalisation Emerging  
technologies**



TABUNG HAJI

KWAP

Great Eastern



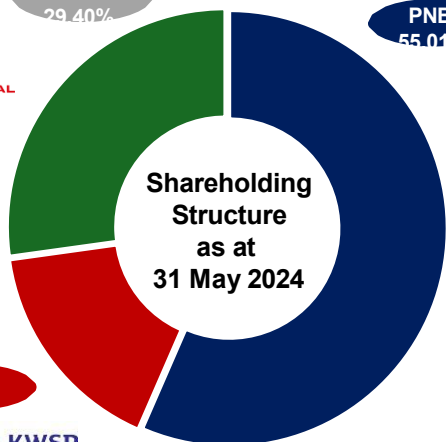
PUBLIC MUTUAL

**PNB**  
Permodalan Nasional Berhad

PNB  
55.01%

Others  
29.40%

Shareholding  
Structure  
as at  
31 May 2024



KWSP  
EPF

**RsD**

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

**Over**  
**84,000**

Employees as of December 2023



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



## OUR INTEGRATED VALUE CHAIN

CPO – Crude Palm Oil

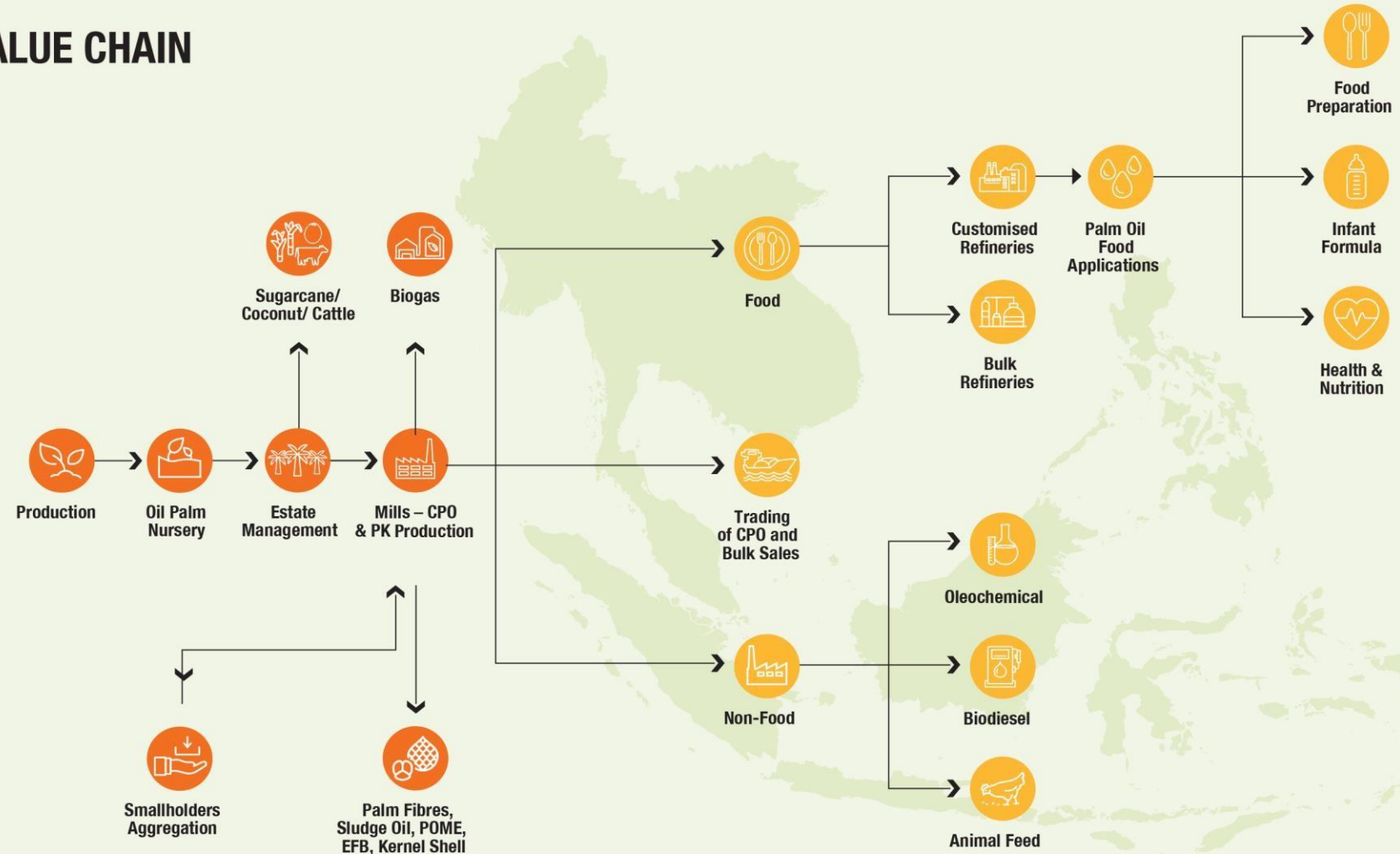
PK – Palm Kernel

POME – Palm Oil Mill Effluent

EFB – Empty Fruit Bunches

### Legend

■ Upstream  
■ Downstream



# **CONTENT**

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### **02** SD Guthrie International

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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.



# Growing our refining capacity from 4.0 mil MT to 4.6 mil MT in 11 countries

## Business Presence

11 Countries

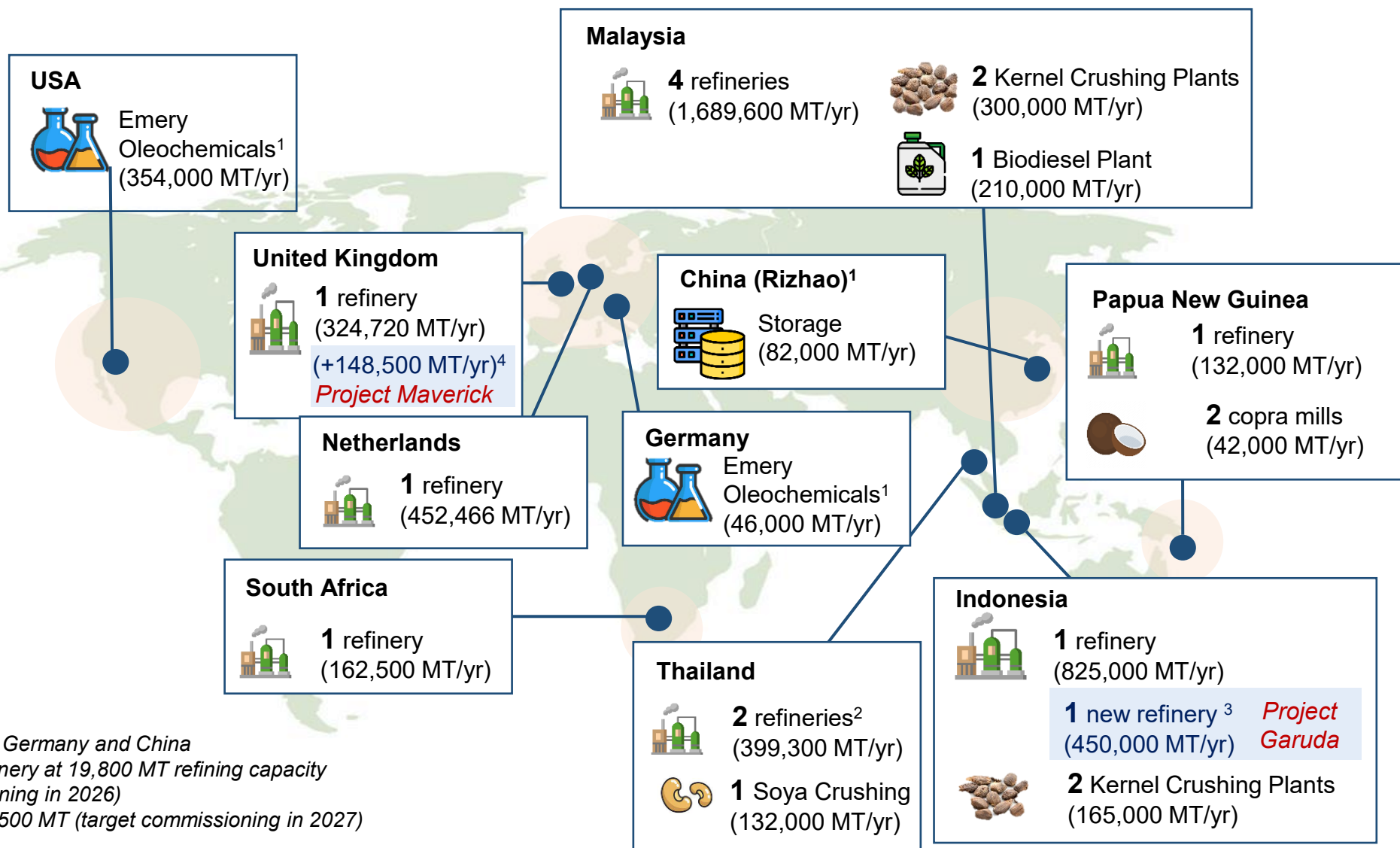
(Inclusive of Trading or Sales office in USA and Singapore)

	<u>Facilities</u>	<u>Capacity</u> <u>MT</u>
Refineries	11	4.0 mil
Kernel Crushing Plants	4	465k
Soy Crushing Plant	1	132k
Copra Crushing Plants	2	42k
Biodiesel Plant	1	210k

<u>Segment</u>	<u>Capacity</u> <u>MT</u>
Bulk Refineries	2.5 mil
Differentiated Refineries	2.2 mil
Non - Food	210k

## Notes:

1. Joint Venture (JV) business: Thailand, USA, Germany and China
2. Thailand refinery inclusive of Nonthaburi refinery at 19,800 MT refining capacity
3. Indonesia : 1 new refinery (target commissioning in 2026)
4. United Kingdom : additional capacity of 148,500 MT (target commissioning in 2027)

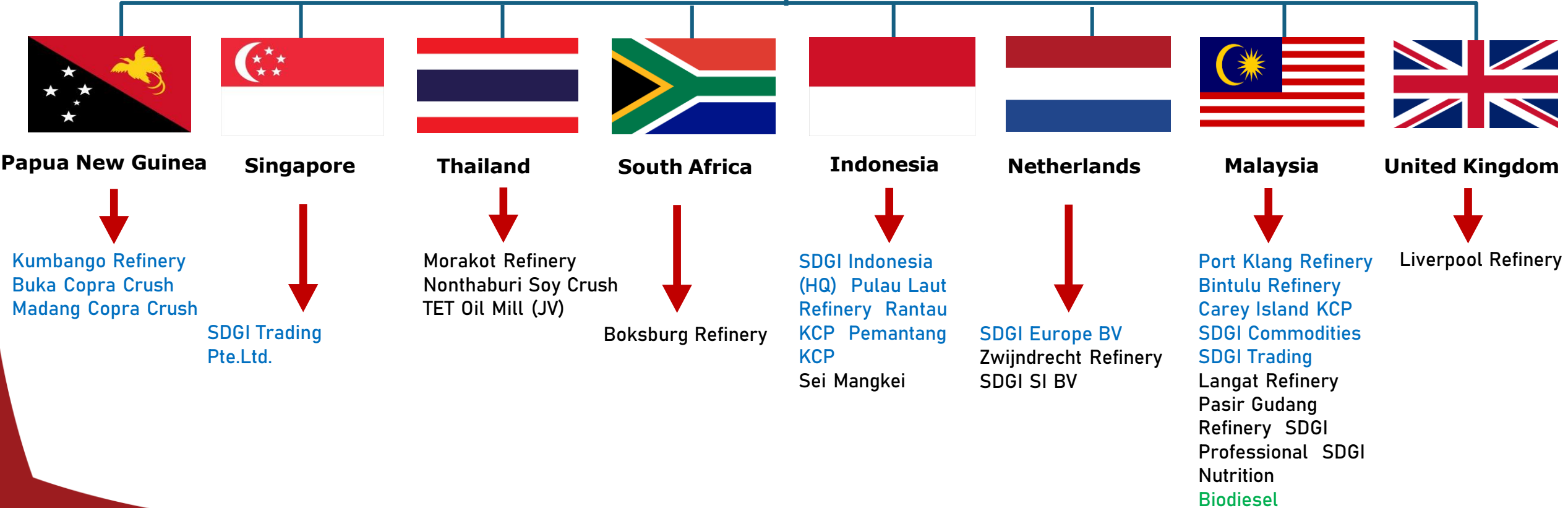


# SDGI Business Structure

SD Guthrie Berhad

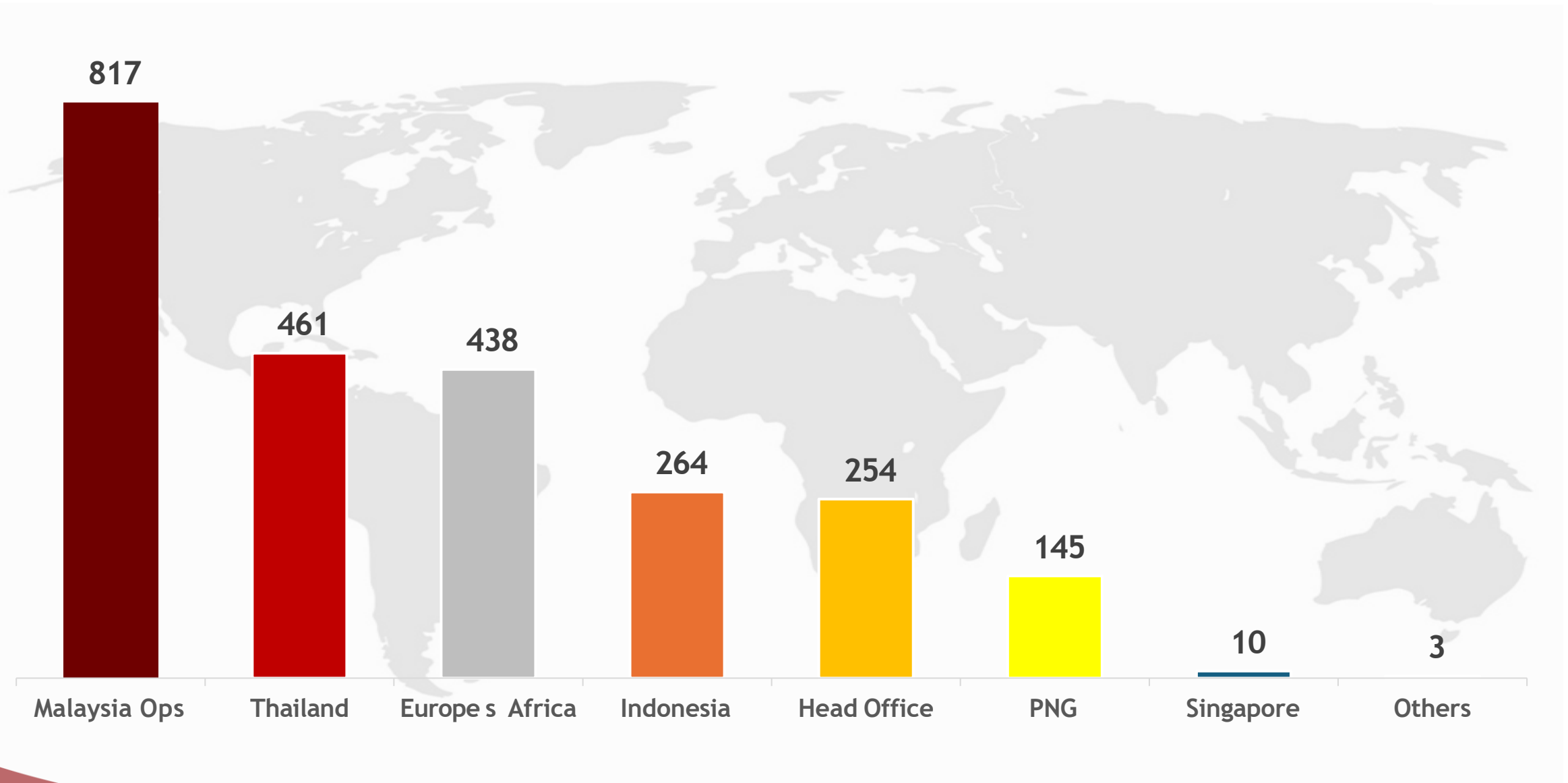


Black: Differentiated  
Blue : Trading C Bulk Business  
Green: Non-Food

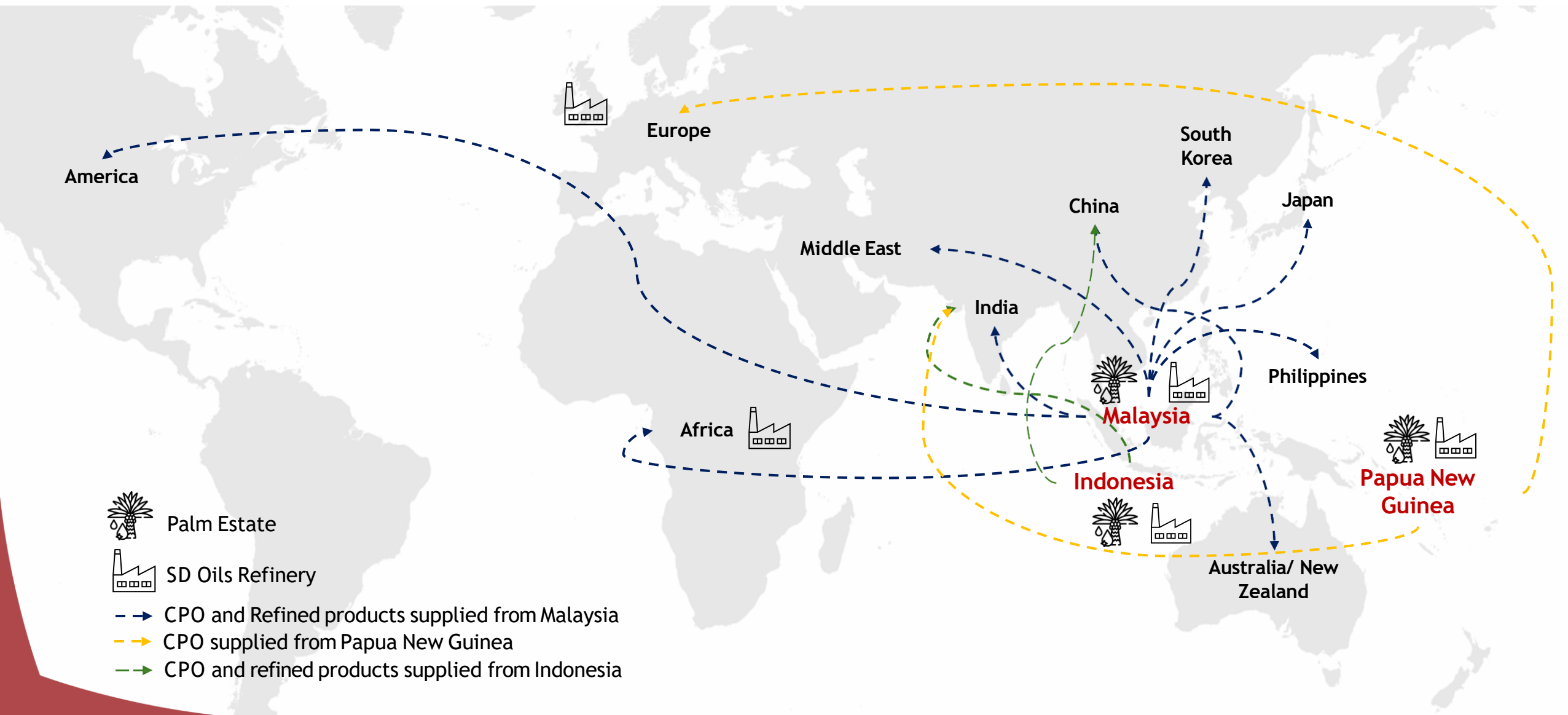




# SD Guthrie International has over 2,300 employees around the world



# 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)



# Some of Our Major Customers...

## Product Category

### Food

- Frying
- Bakery and Confectionery
- Consumer retail food and snack manufacturers
- Infant Formula
- Animal Feed (palm kernel expeller)

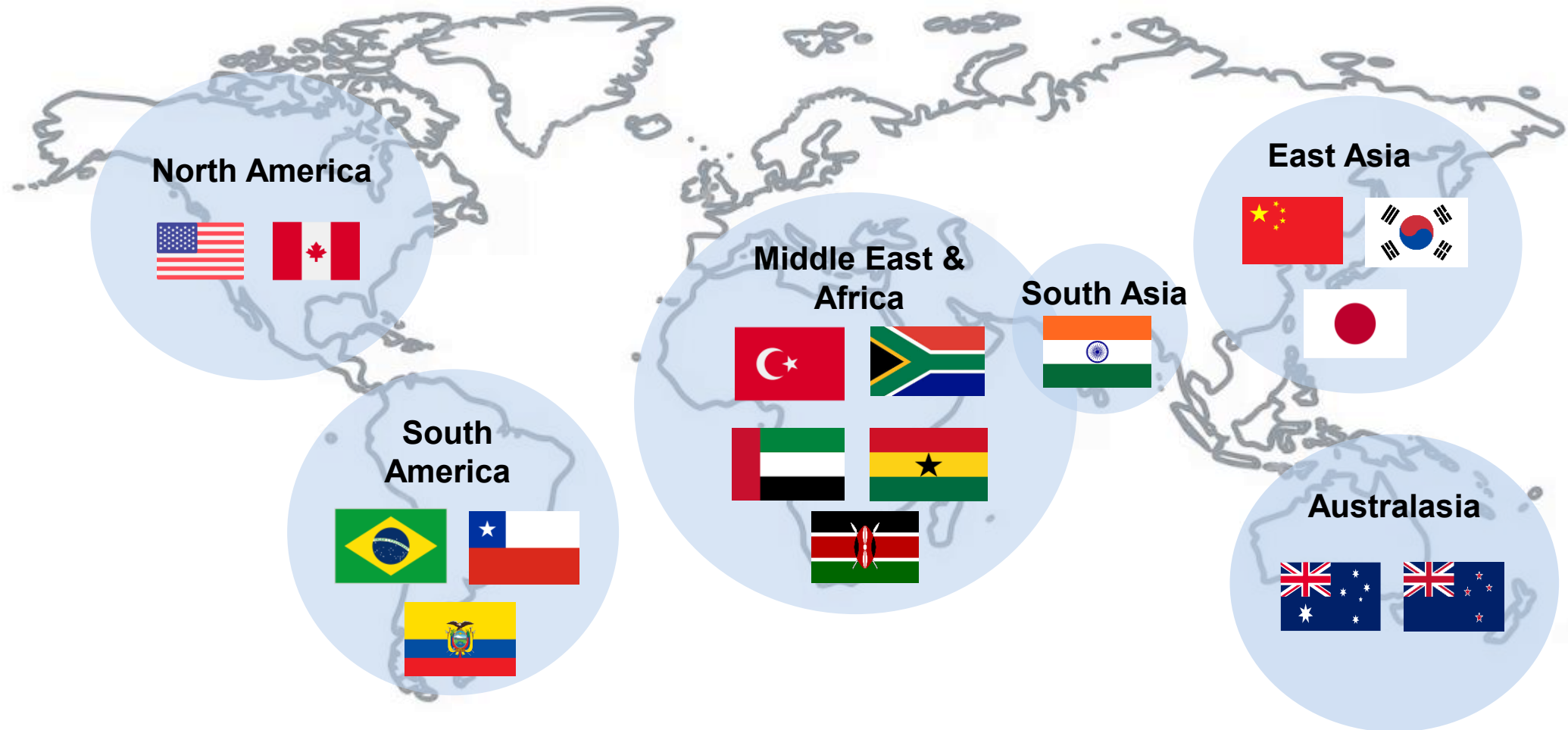


### Non-Food

- Personal care and cosmetics (mainly palm kernel oil)
- Biofuel and energy
- Pharmaceutical
- Industrial



# Supplying to ~90 countries, accelerating growth in underserved market



# Satisfying Customer Needs with Our Competitive Edge



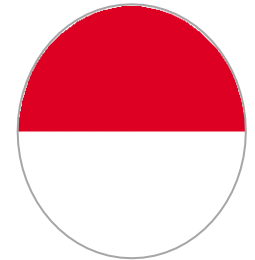
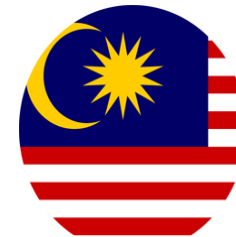
## 01 Sustainability

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



## 03 Supply chain Security

Consistency and reliability in supply



## 02 Food Quality s 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.





# Working with multiple stakeholders

Throughout our sustainability journey, we have always believed in creating partnerships with like-minded organisations to achieve common goals.



WORLD  
RESOURCES  
INSTITUTE

**Solidaridad**

**+ELEVATE**

# We are EUDR ready

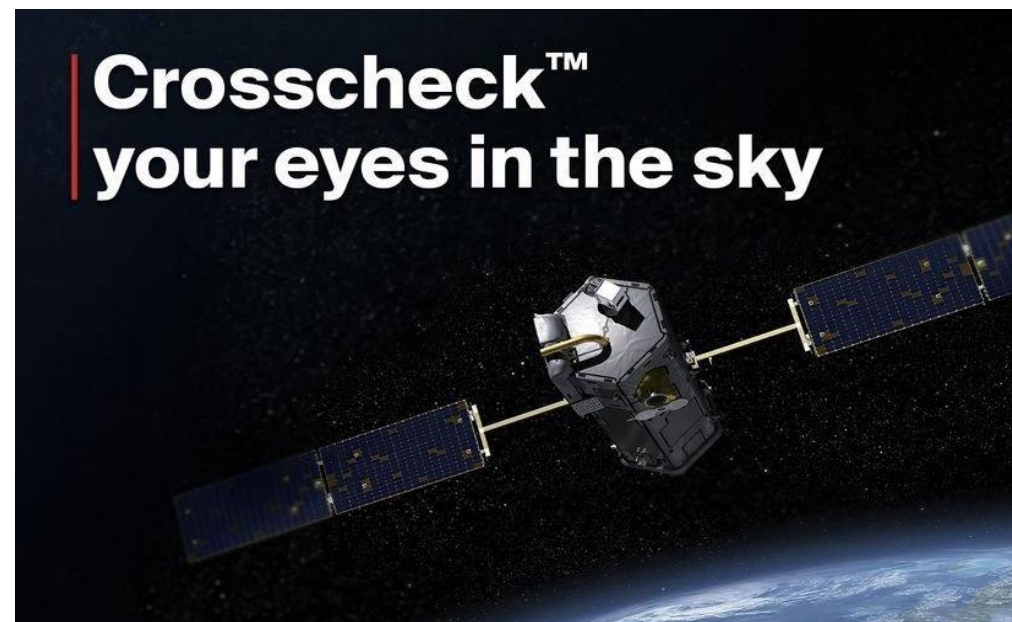
Complete EUDR compliance oils from Papua New Guinea and the Solomon Islands



## 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
- ✓ Complete EUDR compliance oils mapping our integrated supply chain inclusive of more than 17,000 smallholders



- ✓ **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



# 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