



**PT DHARMA
SATYA
NUSANTARA TBK**
RESULT UPDATE
9M-2021

DSNG GROUP



DSNG

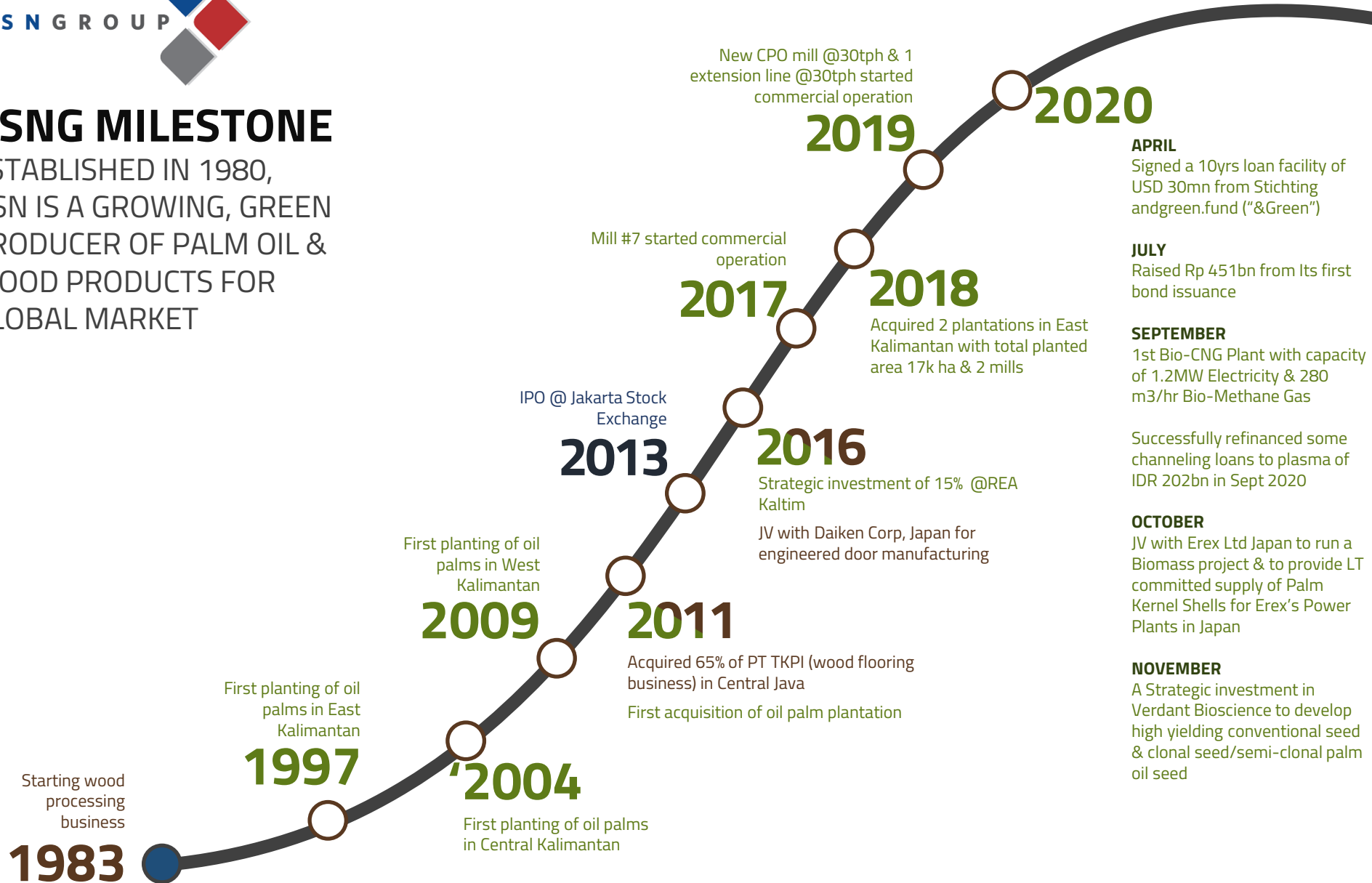
www.dsn.co.id

 [dsn.group](https://www.instagram.com/dsn.group)



DSNG MILESTONE

ESTABLISHED IN 1980,
DSN IS A GROWING, GREEN
PRODUCER OF PALM OIL &
WOOD PRODUCTS FOR
GLOBAL MARKET



9M 2021

Groundbreaking of 2nd Bio-CNG Plant in March

with capacity :

- 1.7MW Electricity
- 540m³ Biomethane Gas

DSNG to develop solar power plant in Wood Plant

In June 2021, DSNG has appointed a solar panel service provider to develop a solar power plant utilizing the Norwegian technology

DSNG to Support Vaccination Program

In June 2021, DSNG presented some medical equipment to the Cakung Sub-district Health Center

DSNG officially kicks off its Journey for Climate Actions

On 22 September 2021, DSNG assigned two global consultants specializing in emission reduction projects and climate actions to begin its Greenhouse Gas (GHG) Emission Scoping and Climate Risk Assessment.



PLANTATION PROFILE

OUR ESTATE IN EAST KALIMANTAN ACCOUNTED TO 56% OF TOTAL PLANTED AREA IS A CONTIGUOUS BLOCK & NEARLY THE SIZE OF SINGAPORE

Total Planted

('000 ha)	Nucleus	Plasma	Total
Total Planted	84.5	28.0	112.6
Total Immature	5.1	1.8	6.9



112.6K Ha Planted

15 Estates

570 Tons/hr FFB

..... + 105 Tons/hr

10 CPO Mills

+2

400 Tons/day PK

1 PKO Mill

1.2 MW Electricity

280 m³/hr Bio-MethaneGas

..... + 1.7MW 570m³/hr

1 Bio-CNG Plant

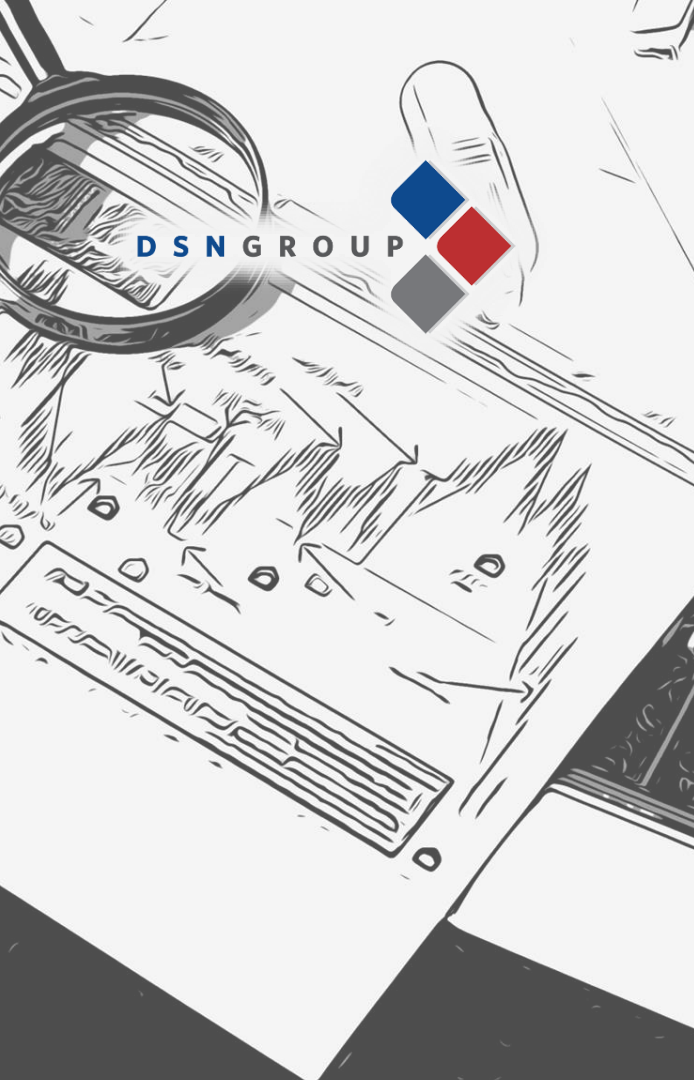
+1

+5 in the pipeline for the next 2 years

90K Tons Capacity

45 Storage Tanks

3 Locations

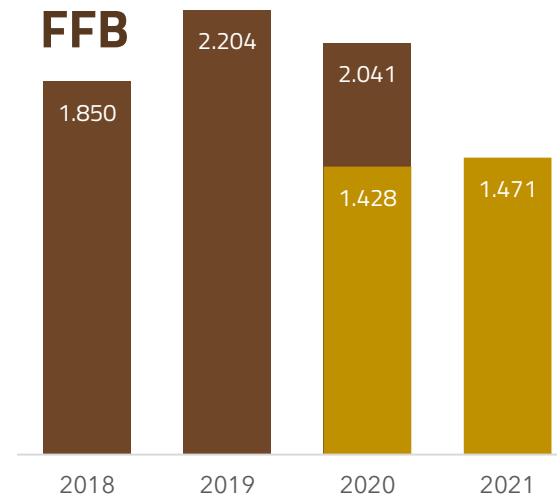


DSN GROUP

9M-2021 OPERATIONAL PERFORMANCE

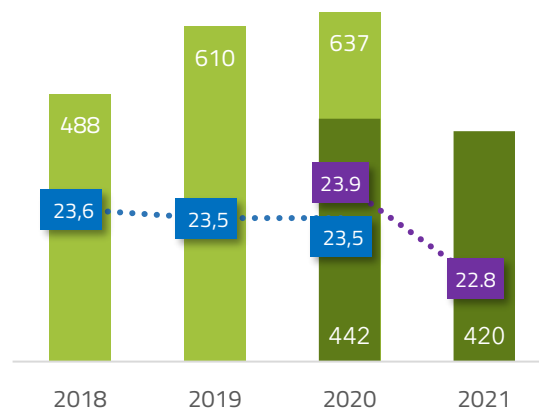
Production

Against last year, the nucleus and plasma's FFB production was higher by 3%. However, due to less external FFB purchase and combined with lower than usual OER, our CPO production in 9M21 declined by 5%.

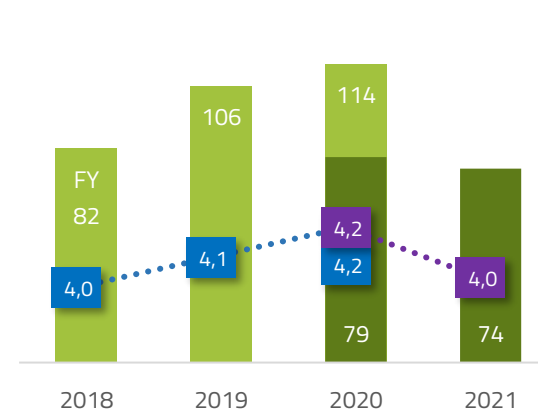


● FY extraction rate (%)
 ● 9M extraction rate (%)
 ● FY Production ('000 ton)
 ● 9M Production ('000 ton)

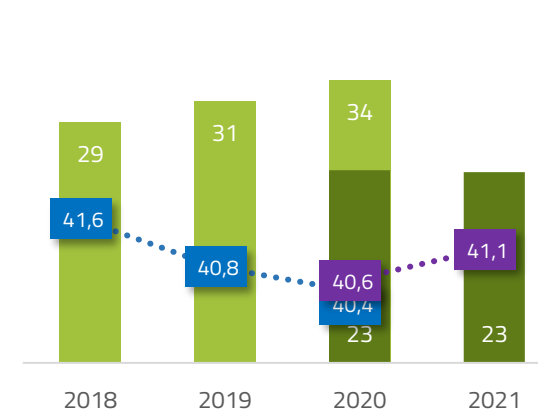
CPO



PK



PKO



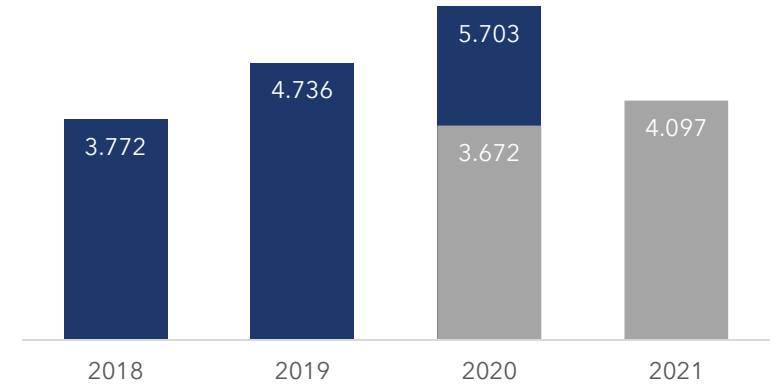


9M-2021 FINANCIAL PERFORMANCE



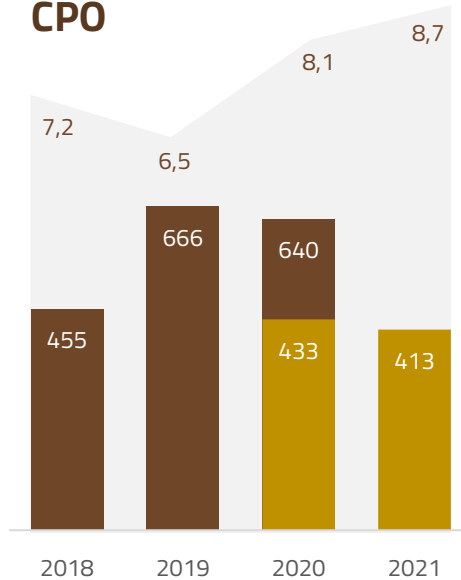
Palm Oil Revenue

DSNG generated sales revenue from the palm oil segment of Rp 4.1 trillion, 12% higher than 2020. Palm oil contributed around 81% of total sales of Rp 5.1 trillion.

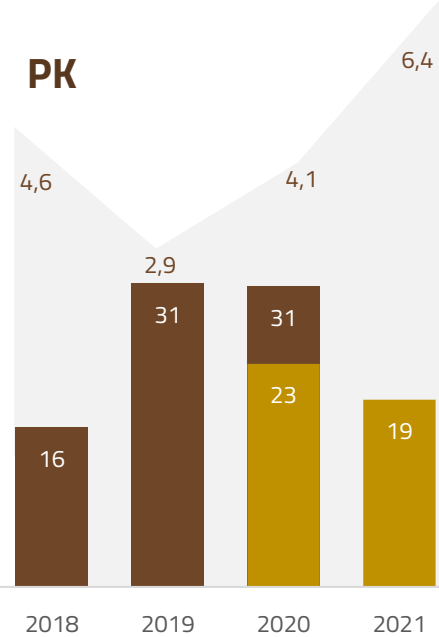


● FY (Rp bn)
 ● 9M (Rp bn)
 ▲ ASP (Rp mn/ton)

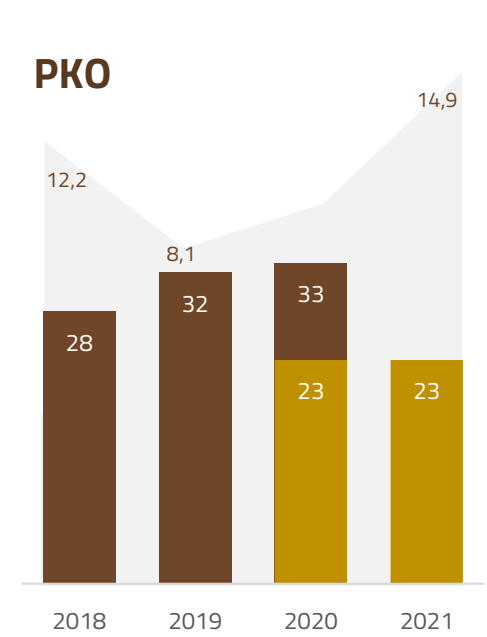
Sales Volume CPO



PK



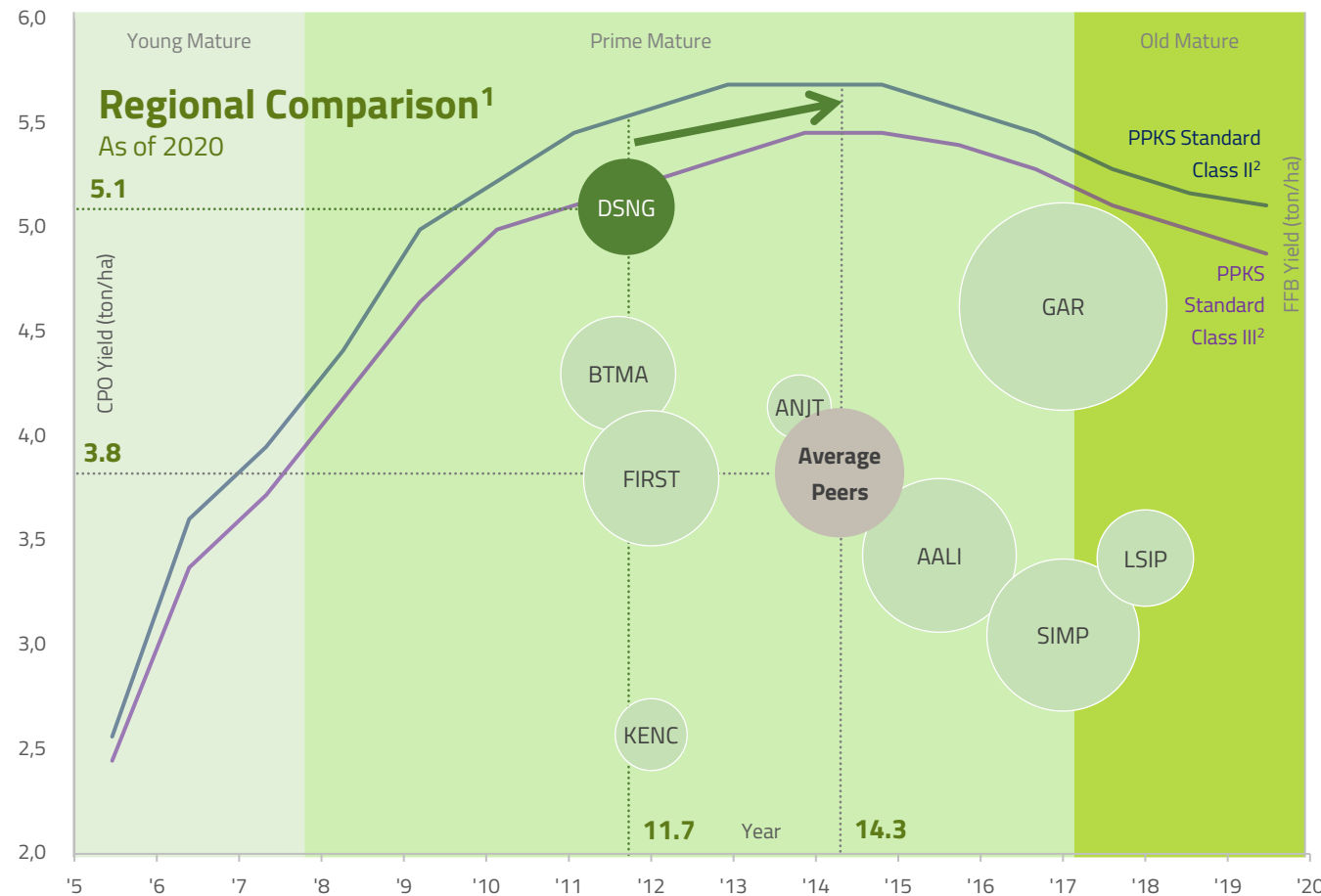
PKO





COMPETITIVE ADVANTAGES

WE CONSISTENTLY DEMONSTRATED OUR PROVEN OPERATIONAL EXCELLENCE BY ACHIEVING SUPERIOR PERFORMANCE AGAINST PEERS

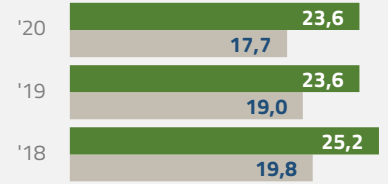


¹Peers are Indonesia-based plantations, listed in IDX & SGX

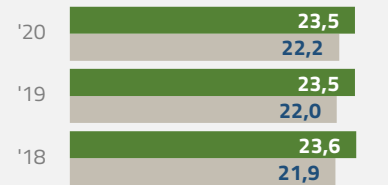
²Class II & III indicate level of production standards based on age made by PPKS (Pusat Penelitian Kelapa Sawit) – a palm oil research and laboratory center in Indonesia

3yrs Performance¹

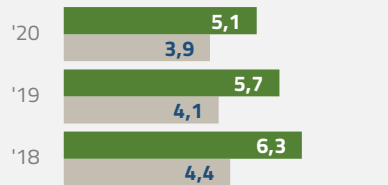
FFB Yield (ton/ha)



OER (%)



CPO Yield (ton/ha)



● DSNG ● PEERS



FFA/Free Fatty Acid





CASHCOST

DSNG ALWAYS STRIVES FOR THE BEST PERFORMANCE BY CONDUCTING EFFICIENT OPERATION

FY	2020	2019	2018
CPO Sales ('000 ton)	640.4	666.0	454.9
Cash Cost (IDR bn)			
Fertilizer	440.8	445.6	304.6
Labor	891.5	939.2	605.8
Others	287.0	345.2	275.1
FFB Purchased	1,817.4	1,045.6	654.6
CPO Purchased		23.9	112.7
Milling	138.7	159.6	155.2
Total cash cost	3,575.3	2,959.2	2,108.0

Cost as a % of total

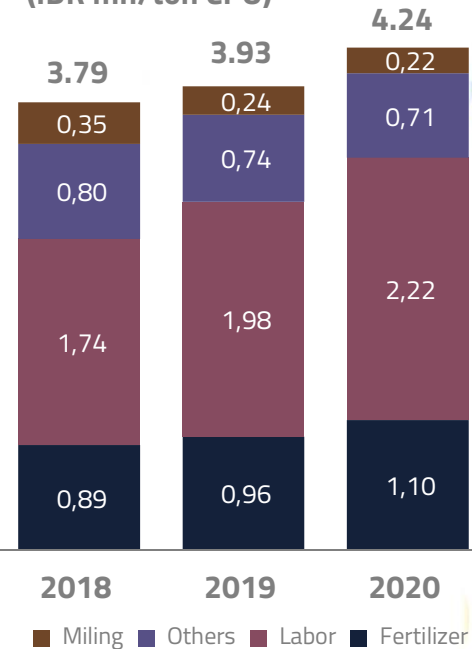
Fertilizer	12.3%	15.1%	14.4%
Labor	24.9%	31.7%	28.7%
Others	8.0%	11.7%	13.1%
FFB Purchased	50.8%	35.3%	31.1%
CPO Purchased	0.0%	0.8%	5.3%
Milling	3.9%	5.4%	7.4%

Cash cost exclude 3rd Party FFB (IDR mn & USD) - Nucleus

IDR/ton CPO	4.24	3.93	3.79
USD/ton CPO	301	283	262

Avg IDR/USD Rate 14,105 13,901 14,481

Cash cost
(IDR mn/ton CPO)





COMMITMENT TO SUSTAINABILITY

DSNG RESPECTS SOCIETY, ENVIRONMENT, AND SOCIAL RESPONSIBILITIES TO ALL STAKEHOLDERS

27,000HA PLASMA

Approx. 32% of Nucleus area

more than

200 LOCAL PARTNERS

13,000 SMALLHOLDERS

Involved in empowerment program (Transportation, Construction, Infrastructure, etc)

4 CREDIT UNIONS

ECONOMIC



SOCIAL



EDUCATION

- 1 Kindergarten
- 1 Elementary School | 1 Junior High School
- 5 Learning Centers

RELIGION

Mosques & Churches

HEALTH FACILITIES

1 Main Clinic with 16 supporting clinics

ENVIRONMENTAL

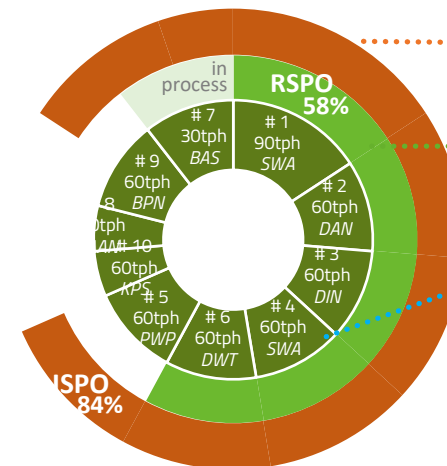
GREEN CERTIFICATION



BIOCNG



BIOMASS



- ISPO** Indonesian Sustainable Palm Oil
Indonesian certification
- RSPO** Roundtable on Sustainable Palm Oil
International certification
- ISCC** The International Sustainability & Carbon Certification
Carbon certification

Bulking @ Labanan

SUSTAINABILITY JOURNEY

Enhanced Planting Procedures

- No deforestation footprint by not developing on :
 - High carbon stock (HCS) forests
 - High conservation value (HCV) forests
 - Peat lands of any depth
- Continuous yield improvement
- Zero burning policy in new planting procedures
- Ensure free, prior and informed consent for indigenous and local communities
- Comply with all relevant laws and National Interpretation of RSPO Principles and Criteria

Sustainable Practices for Existing Plantations

- Zero waste policy by recycling the mill's wastes
- Precise dosage in fertilizer application planning to minimize risk of pollution
- Integrated pest management by deploying biological controls to minimize and mitigate the impact of chemical pesticides

1st BIO-CNG Commissioning

Commissioned
1st Bio-CNG
Plant with capacity of 1.2MW
Electricity & 280 m3/hr
Bio-Methane Gas

September 2020

October 2020

Joint Ventures with :



Established a JV with Erex Ltd Japan to run a Biomass project & to provide LT committed supply of Palm Kernel Shells for Erex's Power Plants in Japan



A Strategic investment in Verdant Bioscience to develop high yielding conventional seed & clonal seed/semi-clonal palm oil seed

DSNG COMMITS TO ENVIRONMENTALLY FRIENDLY & SUSTAINABLE TOWARDS

January 2021

Sustainability Advisory Board

DSNG has established the SAB, led by Datuk Darel Webber, the former CEO of RSPO together with Board Member, Michael Schlup of the Sail Venture, an expert on climate change and carbon financing mechanism as independent members.

NET ZERO CARBON ASPIRATION

1 BioCNG Plant under construction (groundbreaking in Q1-2021)

5 BioCNG Plants in the pipeline for the next 2 years

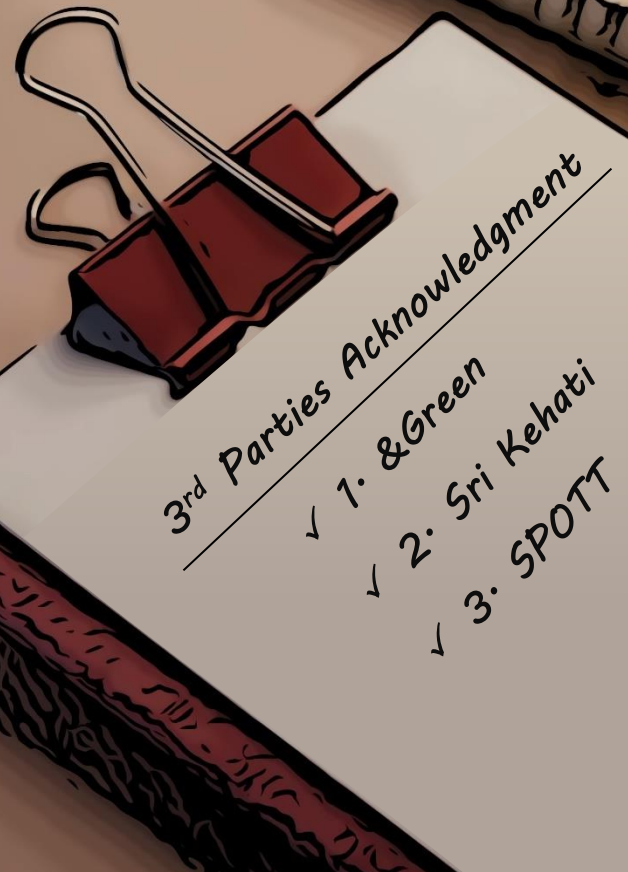
DSNG has appointed a solar panel service provider to develop a solar power plant utilizing the Norwegian technology in Wood Plant

DSNG officially kicks off its Journey for Climate Actions. On 22 September 2021, DSNG assigned two global consultants specializing in emission reduction projects and climate actions to begin its Greenhouse Gas (GHG) Emission Scoping and Climate Risk Assessment.

More sustainability initiatives & projects to established the achievement of Net Zero Carbon Aspiration

COMMITMENT TO SUSTAINABILITY

ACKNOWLEDGMENT FROM 3RD PARTIES ON OUR SUSTAINABILITY PRACTICES



The first ever Palm Oil Company being granted a green fund in April 2020

USD 30mn
10 years

The Contributors



<https://www.andgreen.fund>



KEHATI

For period : December 20 – November 21

Inclusion of DSNG:IJ Stock in the SRI KEHATI Index since 24 November 2020

SRI KEHATI measures the stock price performance of 25 listed companies, selected by KEHATI Foundation, that have good performance in encouraging sustainable businesses, as well as having an awareness of the environment, social, and good Corporate governance or called Sustainable and Responsible Investment (SRI).

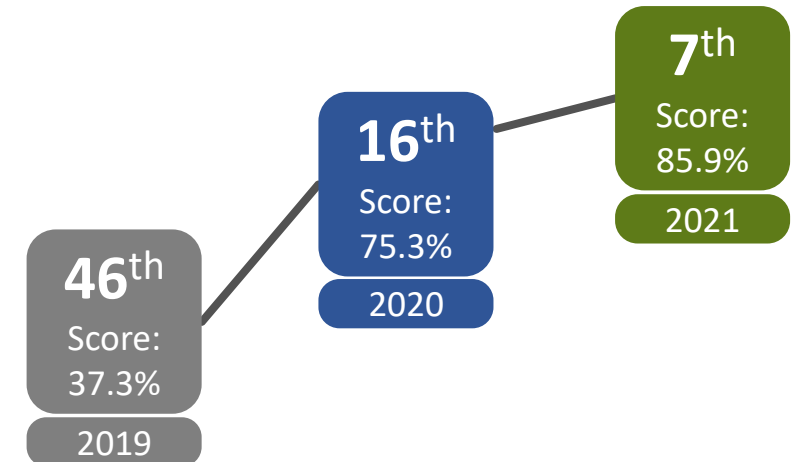
SRI-KEHATI is a jointly-developed index between the Indonesian Stock Exchange and the Indonesian Biodiversity Foundation (KEHATI Foundation)

<https://www.kehati.or.id/>



2021 Ranking 7th World Wide

In SPOTT Annual Report 2020, DSNG was ranked 7th out of 100 nominations with a total scoring of 85.9%,



<https://www.spott.org/palm-oil/>

DSNG GROUP



WOOD PRODUCTS

DSNG ALSO MANUFACTURE WOOD PRODUCTS, WHICH IS THE LEGACY BUSINESS OF DSNG



Worldwide Market



Comply with International Environmental Standards

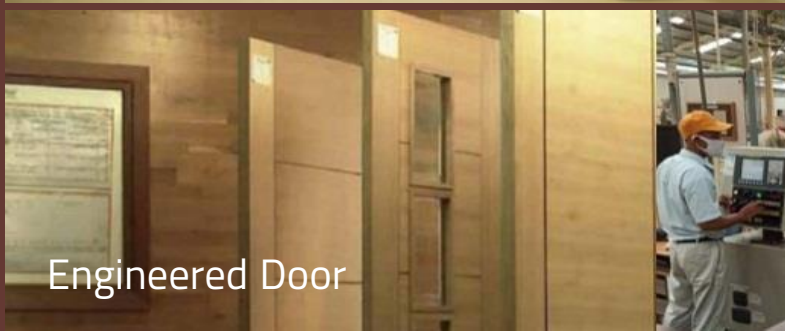
We comply with numerous international environmental standards, and seek to ensure that all logs and sawn timber purchased for our operations are sourced from sustainable forest resources



Engineered Flooring



Panel



Engineered Door

OPERATIONAL

	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Sales Volume ('000)									
Panel (m3)	79.7	64.0	24.5	27.8	25.7	7.9	86.2	96.6	(10.8)
Engineered floors (m2)	843.5	660.5	27.7	319.3	269.2	18.6	986.6	931.7	5.9
ASP (IDR mn)									
Panel (/m3)	6.0	5.9	2.3	6.2	6.0	2.4	5.8	5.9	(1.8)
Engineered floors (/m2)	0.4	0.4	5.3	0.4	0.4	6.9	0.4	0.4	1.1

FINANCIAL

	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Revenue	956	709	34.9	367	304	20.8	996	1,001	(0.5)
Gross Profit	203	108	87.1	85	63	34.2	158	173	(9.0)
% margin	21.2	15.3	0%	23.1	20.8	0%	15.9	17.3	0%
Operating Profit	130	23	472.4	48	52	(8.0)	29	64	(54.4)
% margin	13.6	3.2	0%	13.1	17.2	0%	2.9	6.4	0%
EBITDA	150	76	96.1	59	50	18.4	109	107	1.0
% margin	15.7	10.8	0%	16.0	16.3	0%	10.9	10.7	0%
Profit Before Tax	107	(12)	1,004.2	48	47	3.1	5	52	(91.3)
% margin	11.2	(1.7)	0%	13.2	15.4	0%	0.5	5.2	0%

OPERATIONAL SUMMARY

Palm Oil Products

	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Planted Land ('000 ha)	112.6	112.4	0.2	112.6	112.6	0.0	112.6	112.4	0.1
Nucleus	84.5	84.6	(0.1)	84.5	84.5	0.0	84.5	84.6	(0.0)
Plasma	28.0	27.9	0.4	28.0	28.0	0.0	28.0	27.9	0.5
FFB Production ('000 t)	1,471.0	1,428.1	3.0	470.9	514.9	(8.5)	2,041.1	2,204.3	(7.4)
Nucleus	1,185.0	1,169.2	1.4	378.7	412.0	(8.1)	1,675.9	1,864.9	(10.1)
Plasma	286.1	259.0	10.5	92.2	102.9	(10.4)	365.2	339.5	7.6
FFB Yield (t/ha)									
Nucleus	14.9	14.6	2.1	4.8	5.2	(8.1)	21.1	23.6	(10.8)
Plasma	12.3	11.2	10.0	4.0	4.4	(10.6)	15.7	14.8	6.0

Mills

	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Production ('000 t)									
FFB Processed	1,839.1	1,854.2	(0.8)	568.0	629.1	(9.7)	2,711.4	2,597.1	4.4
Crude Palm Oil (CPO)	419.9	442.5	(5.1)	132.0	144.2	(8.5)	636.9	610.0	4.4
Palm Kernel (PK)	74.2	78.5	(5.5)	23.6	25.2	(6.5)	114.3	105.8	8.0
Palm Kernel Oil (PKO)	23.0	23.2	(1.0)	7.4	8.5	(13.3)	34.0	31.5	8.2
Yields (%)									
Palm Oil (OER)	22.8	23.9	(4.5)	23.2	22.9	1.4	23.5	23.5	0.0
Palm Kernel (KER)	4.0	4.2	(4.0)	4.2	4.0	4.3	4.2	4.1	3.5
Free Fatty Acid (FFA)	3.18	2.64	20.3	3.15	4.01	(21.4)	2.76	2.67	3.4

Sales

	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Volume ('000 t)									
Crude Palm Oil (CPO)	412.5	433.5	(4.8)	133.7	143.6	(6.9)	640.4	666.0	(3.8)
Palm Kernel (PK)	19.2	22.9	(16.1)	6.2	6.1	1.7	30.9	31.2	(0.8)
Palm Kernel Oil (PKO)	23.0	23.0	(0.0)	7.0	8.0	(12.5)	33.0	32.0	3.1
ASP (IDR mn/ton)									
Crude Palm Oil (CPO)	8.67	7.70	12.6	9.17	8.18	12.1	8.14	6.48	25.7
Palm Kernel (PK)	6.38	3.85	65.7	6.23	6.63	(6.1)	4.06	2.93	38.6
Palm Kernel Oil (PKO)	14.86	9.17	62.0	13.90	16.00	(13.1)	9.77	8.10	20.6

Wood Products

	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Sales Volume ('000)									
Panel (m3)	79.7	64.0	24.5	27.8	25.7	7.9	86.2	96.6	(10.8)
Engineered floors (m2)	843.5	660.5	27.7	319.3	269.2	18.6	986.6	931.7	5.9
ASP (IDR mn)									
Panel (/m3)	6.0	5.9	2.3	6.2	6.0	2.4	5.8	5.9	(1.8)
Engineered floors (/m2)	0.4	0.4	5.3	0.4	0.4	6.9	0.4	0.4	1.1



FINANCIAL SUMMARY

Consolidated

Profit & Loss	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	QoQ Δ%	2020	2019	YoY Δ%
Revenue	5,053	4,381	15.3	1,755	1,661	5.7	6,699	5,737	16.8
Gross Profit	1,307	984	32.8	512	401	27.5	1,752	1,461	19.9
<i>% margin</i>	25.9	22.5		29.2	24.2		26.1	25.5	
Operat. Profit	900	530	69.9	354	235	50.3	995	757	31.5
<i>% margin</i>	17.8	12.1		20.1	14.2		14.9	13.2	
Net Profit	424	162	162.0	211	114	85.4	478	178	168.4
<i>% margin</i>	8.4	3.7		12.0	6.9		7.1	3.1	
EBITDA	1,301	947	37.4	493	396	24.2	1,650	1,313	25.7
<i>% margin</i>	25.8	21.6		28.1	23.9		24.6	22.9	
Cashflow Statement									
Cash from Operation	549	515	6.6	132	222	(40.7)	1,094	587	86.4
Cash from Investing	(543)	(333)	(63.2)	(214)	(173)	23.4	(642)	(740)	13.2
Cash from Financing	(333)	(117)	(185.4)	(3)	(156)	(98.2)	50	(201)	125.0
Financial Position									
Total debt	6,138	6,362	(3.5)	6,138	6,327		6,391	6,415	(0.4)
Net debt	5,803	5,984	(3.0)	5,803	5,754		5,632	6,144	(8.3)
Total Asset	13,967	11,674	19.6	13,967	14,052		14,151	11,621	21.8
Total Equity	6,525	3,838	70.0	6,525	6,314		6,231	3,732	67.0
Debt/equity	0.9x	1.7x		0.9x	1.0x		1.0x	1.7x	
Net debt/equity	0.9x	1.6x		0.9x	0.9x		0.9x	1.6x	
Net debt/EBITDA	2.9x	4.2x		2.9x	3.3x		3.4x	4.7x	

Segmented

Palm Oil	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	YoY Δ%	2020	2019	YoY Δ%
Revenue	4,097	3,672	11.6	1,388	1,357	2.3	5,703	4,736	20.4
Gross Profit	1,104	876	26.1	427	338	26.3	1,594	1,287	23.8
<i>% margin</i>	27.0	23.9		30.8	24.9		27.9	27.2	
Operating Profit	843	575	46.8	331	212	56.4	1,057	783	35.1
<i>% margin</i>	20.6	15.6		23.9	15.6		18.5	16.5	
EBITDA	1,223	938	30.4	459	375	22.3	1,633	1,294	26.1
<i>% margin</i>	29.8	25.5		33.0	27.6		28.6	27.3	
Profit Before Tax	540	307	75.8	267	123	118.0	783	317	147.2
<i>% margin</i>	13.2	8.4		19.2	9.0		13.7	6.7	
Wood <th>9M-21</th> <th>9M-20</th> <th>YoY Δ%</th> <th>Q3-21</th> <th>Q2-21</th> <th>YoY Δ%</th> <th>2020</th> <th>2019</th> <th>YoY Δ%</th>	9M-21	9M-20	YoY Δ%	Q3-21	Q2-21	YoY Δ%	2020	2019	YoY Δ%
Revenue	956	709	34.9	367	304	20.8	996	1,001	(0.5)
Gross Profit	203	108	87.1	85	63	34.2	158	173	(9.0)
<i>% margin</i>	21.2	15.3		23.1	20.8		15.9	17.3	
Operating Profit	130	23	472.4	48	52	(8.0)	29	64	(54.4)
<i>% margin</i>	13.6	3.2		13.1	17.2		2.9	6.4	
EBITDA	150	76	96.1	59	50	18.4	109	107	1.0
<i>% margin</i>	15.7	10.8		16.0	16.3		10.9	10.7	
Profit Before Tax	107	(12)	1,004.2	48	47	3.1	5	52	(91.3)
<i>% margin</i>	11.2	(1.7)		13.2	15.4		0.5	5.2	

Annual financial statements are audited
by Siddharta & Widjaja, Registered Public Accountants
a Member Firm of KPMG International



HEAD OFFICE

Sapta Mulia Center
Jl. Rawa gelam V Kav. OR/3B
Kawasan industry pulogadung
Jakarta 13930 Indonesia

www.dsn.co.id

T. +62(21)461 8135
F. +62(21)468 34865
E. info@dsngroup.co.id


[dsn.group](https://www.instagram.com/dsn.group)

DISCLAIMER

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management on future events. Unless otherwise stated, the Company is the source for all data contained in this presentation. Such data is provided as at the date of this presentation and is subject to change without notice. No reliance may be placed for any purposes whatsoever on the information contained in this presentation, or any other material discussed at the presentation, or on the completeness, accuracy or fairness thereof. The information in this presentation has not been independently verified. No representation, warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information and opinions in this presentation. None of the Company or any of its agents or advisers, or any of their respective affiliates, advisers or representatives, undertake to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise and none of them shall have any liability (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. This presentation also contains certain statistical data and analyses which have been prepared by the Company and/or other sources. Numerous assumptions were used in preparing the Statistical Information, which assumptions may or may not appear herein. As such, no assurance can be given as to the Statistical Information accuracy, appropriateness or completeness in any particular context, nor as to whether the Statistical Information and/or the assumptions upon which they are based reflect present market conditions or future market performance.