



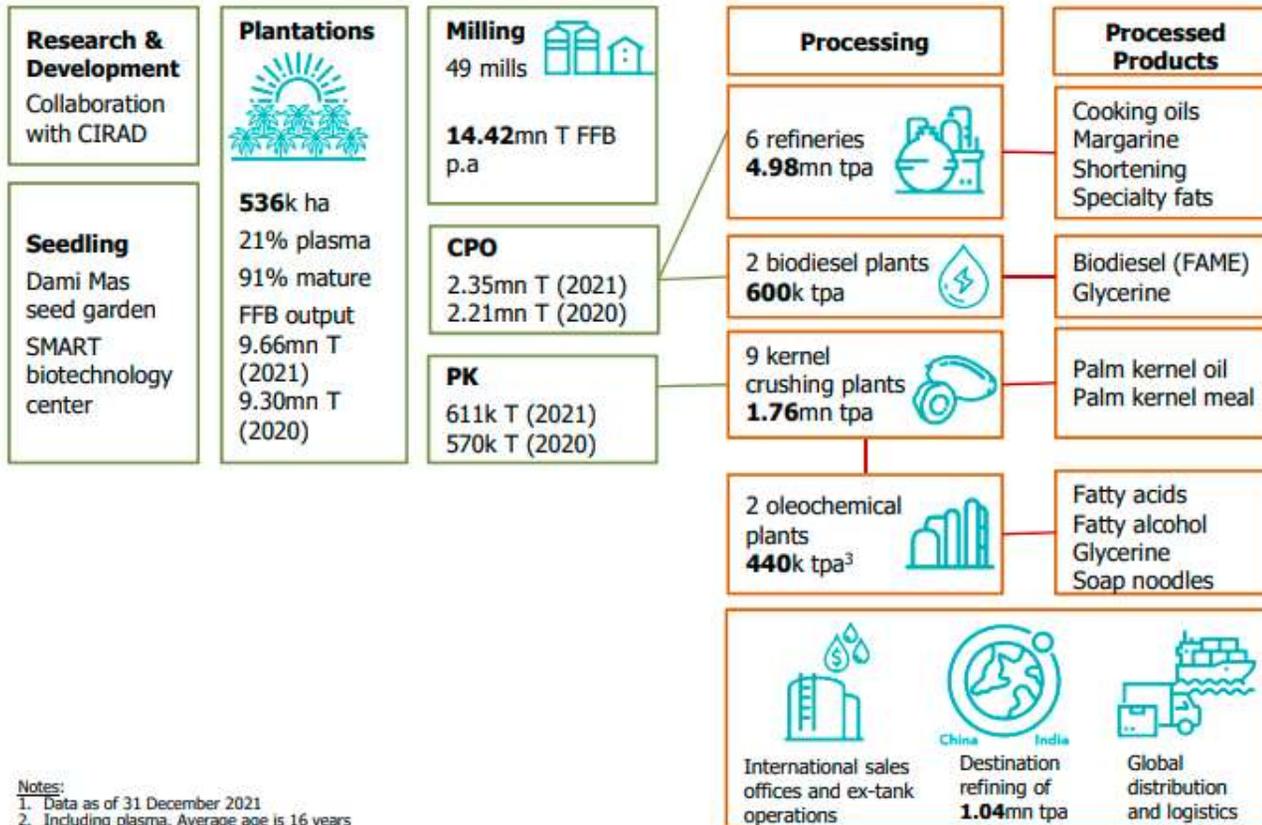
## **Opportunities from a trading point of view**

**Herbert B. Dávila Rothman**  
**GAR Colombia**

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- Who is GAR? Where do we operate?
- As a grower - we are ISCC certified with room to grow
- Why is palm oil the better choice
- As a trader – we facilitate the trade of certified product between LATAM and the rest of the world ...
  - ... and we bring to bear GAR resources to improve the competitiveness of our partners
- For more information, check out the GAR website

# Who is GAR?

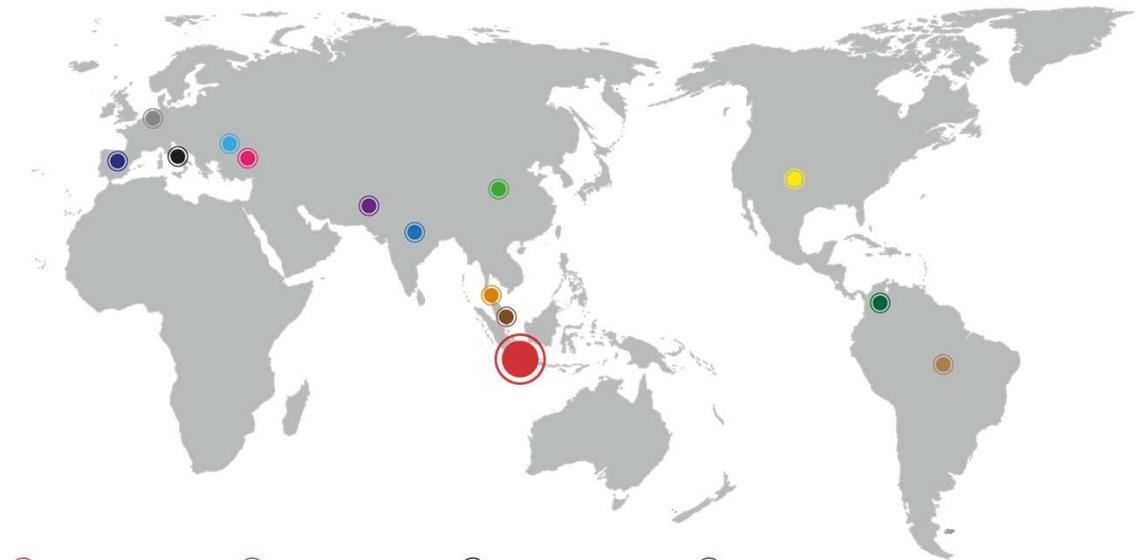


- Listed on SGX since 1999
- A leading Indonesian plantation group with integrated operations for the production of a wide range of value added palm-based products
- Global marketing presence with refining facilities in China and India, sales representative offices and ex-tank operations in many large consuming countries

Notes:  
 1. Data as of 31 December 2021  
 2. Including plasma. Average age is 16 years  
 3. Including operations under JV

## Global Presence - Where do we operate?

We have operations\* across 13 countries, and our products are delivered to around 100 countries worldwide, including China, India and the USA as well as various destinations in Europe and the Middle East.



- |  |   |  |   |
|--|---|--|---|
|  <b>INDONESIA</b> |  <b>INDIA</b>    |  <b>ITALY</b>       |  <b>COLOMBIA</b> |
|  <b>SINGAPORE</b> |  <b>PAKISTAN</b> |  <b>SPAIN</b>       |  <b>BRAZIL</b>   |
|  <b>MALAYSIA</b>  |  <b>BULGARIA</b> |  <b>NETHERLANDS</b> |   |
|  <b>CHINA</b>     |  <b>ROMANIA</b>  |  <b>USA</b>         |   |

\*Includes operations under JV

***Our commitment to traceability and transparency throughout our supply chain is important to meet a growing demand on the part of our customers for certified, sustainable palm oil.***

Certification	Certified plantation area	Certified number of mills	Certified downstream operations
International Sustainability and Carbon Certification (ISCC)	282,970 Ha	26	6 Refineries 11 Bulking stations 2 biodiesel plants
Roundtable for Sustainable Palm Oil (RSPO)	265,867 Ha	31	9 Kernel crushing plants 6 Refineries 7 Bulking stations 1 Oleochemical plant
Indonesian Sustainable Palm Oil (ISPO)	232,728 Ha	35	N/A



# Why is Palm Oil the Better Choice?



It has the best yield of all commercial vegetable oil crops, using less pesticide and fertiliser



Generates a higher income than other livelihoods: 1.3x of clonal rubber 10.3x of paddy rice\*



Requires least land per tonne of oil



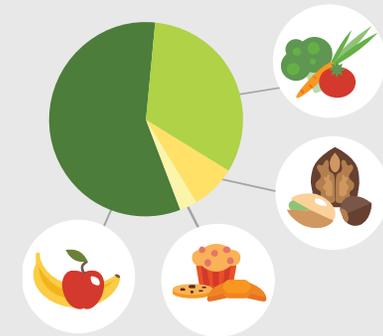
Employment: Industry employs 14M workers directly and indirectly. It also supports nearly 2.7M smallholders



Perennial crop; stable productivity all year round resulting in stable income for smallholder farmers



Natural (non-GMO), solid or liquid vegetable oil, without hydrogenation or trans-fats



Dietary benefits: Rich in Vitamin E and carotene (Pro-Vitamin A), suitable for vegans (dairy substitute), rich source of medium and short chain fatty acids

\*Based on findings from the European Commission Report 2018



***Timeline – from founding to commercial operations***



**2018**

Golden Agri International, starts sourcing from Commercial entities in Latam



**February 2019**

GAI need to help different producers in Latam to improve their sustainability performance



**July 2021**

GAR launches its local office in Latin America (Colombia)



**December 2021**

GAR Colombia receives the visit from the auditors to become certified under the ISCC Standards



**February 2022**

GAR Colombia becomes certified under the ISCC standards



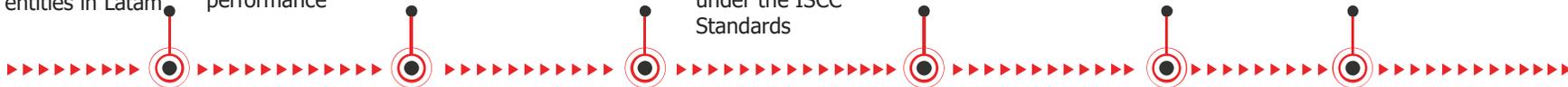
**March 2022**

We start sourcing directly from mills in Colombia and Latam



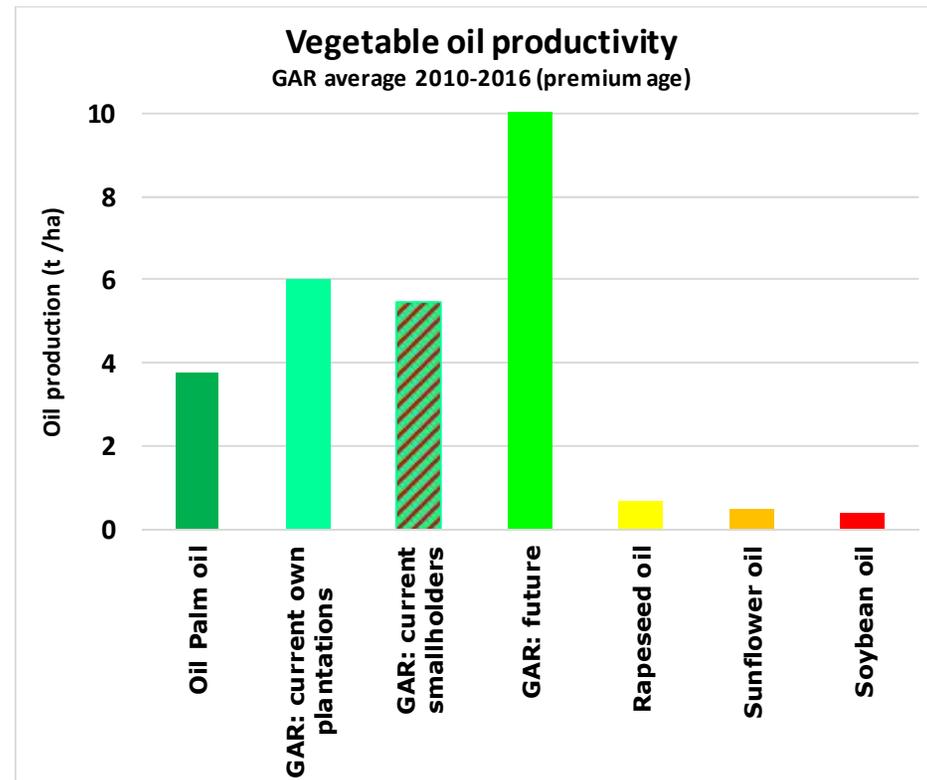
**March 2022**

Our first High yielding seeds arrived to Latam.



As a trader – we facilitate the trade of certified product between LATAM and the rest of the world ...

*High yielding seeds from Indonesia under the “DAMI MAS” brand*



Plantation – Novijan Sanjaya



Fresh Fruit Bunch – Novijan Sanjaya



**As a trader – we facilitate the trade of certified product between LATAM and the rest of the world ...**

***Trade flows – from origination to destination***



Plantation – Novijan Sanjaya

***Our trade flows focus in sustainable palm oil into Europe***

***We source from our own plantations and 3party producers in Latin American, Indonesia and Malaysia***

Challenges and opportunities for GAR Colombia and ISCC:

- Hard to see Europe re-opening palm-based feedstock for biofuel, especially, given current food shortages globally.
- We want to explore 2nd generation or advanced oils such as POME. GAR is supportive of the standards development at the ISCC and we encourage buyers to approach us with queries.
- There is a market that need to be developed for 2nd generation feedstock

... and we bring to bear GAR resources to improve the competitiveness of our partners

- Sharing best practices in sustainability and communications. We can help with our own experience, shortening the learning curve of our partners, and guide them to tell their story.



Orangutan and Baby - YBDD and Team



- Logistical solutions  
Maximizing our logistics with a dedicated chartering team.

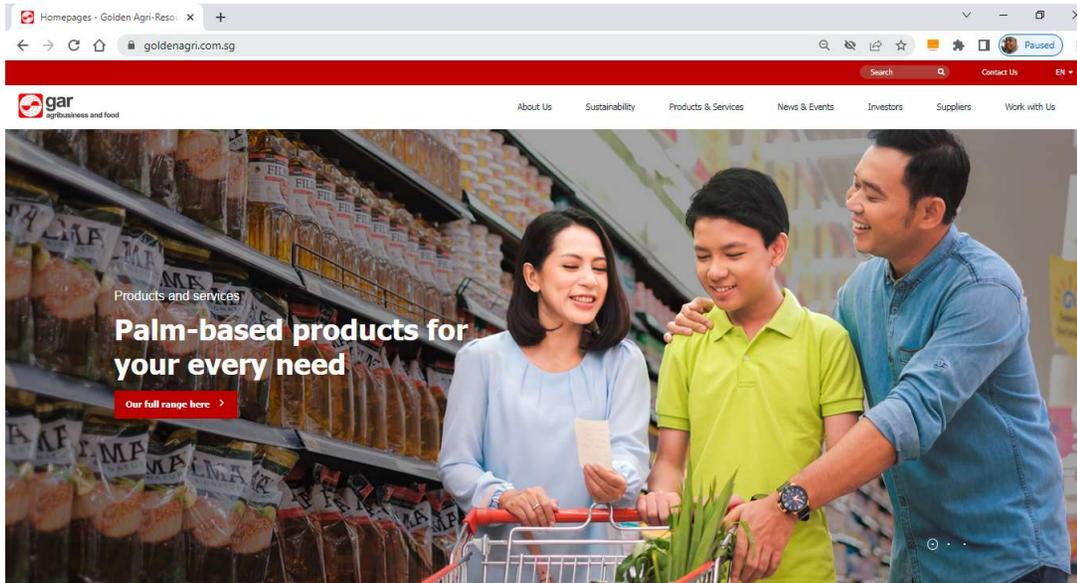


Golden-Agri Maritime (GM) is our logistics arm for the export of all our palm oil products. We export palm oil in both tankers and containers. We own some of the vessels with our JV partner, Stena Bulk and we are also a partner with a chemical operator, GSB Tankers in Asia.



Access to the global market

For more information check out the GAR website



GAR website

[www.goldenagri.com.sg](http://www.goldenagri.com.sg)

**GAR Sustainability Report 2020**  
[https://www.goldenagri.com.sg/wp-content/uploads/2021/06/GAR\\_SR2020.pdf](https://www.goldenagri.com.sg/wp-content/uploads/2021/06/GAR_SR2020.pdf)

