



## **Shared Ambitions, Shared Opportunities**

French-Indonesian Partnerships in Practice  
CCE Mondial Forum, October 2017

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# Indonesia and France - naturally suited partners

## Indonesia

### 1 Growing affluent middle class and youth



### 2 Investment opportunities to support growing infrastructure needs

### 3 Favorable Credit Rating **BBB-** S&P rating investment grade

### 4 Strong growth in startup tech and ecommerce

## France

### Technologically advanced industries and companies High quality and high end products

High quality consumer products, as well as high end and luxury brands

Engineering capabilities to cater for growing need for transportation, telecommunications, energy, logistics and waste management

Technical capabilities to help the delivery of infrastructure projects

Insurance and financial products for growing middle class

A consortium of several independently managed, leading Indonesian companies sharing a common history and values. Collectively Sinar Mas businesses provide employment for more than 350,000 people across Indonesia. GAR, known as Sinar Mas Agribusiness and Food in Indonesia, is the world's second largest palm oil company.



**AGRIBUSINESS  
& FOOD**



**DEVELOPER &  
REAL ESTATE**



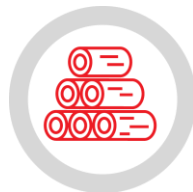
**FINANCIAL  
SERVICES**



**TELECOMMUNICATION &  
TECHNOLOGY**



**ENERGY &  
INFRASTRUCTURE**



**PULP & PAPER**



- Only Southeast Asian palm oil company to be included in the **Dow Jones Sustainability Indices** in the Food, Beverage and Tobacco sector in Asia Pacific. One of five Singapore-listed companies in the index.
- Sustainability commitments supported by a team of 305 people (129 @HQ, 176 @field)
- International and Indonesian sustainability certifications.
- Committed to 100% Traceability to Plantation – 100% traceable to mill since Dec 2015
- Supports independent smallholders replanting program by giving technical assistance and financial incentives.
- Develop advanced planting materials capable of achieving CPO yield of more than 10 tonnes per hectare at prime age.

MEMBER OF

**Dow Jones  
Sustainability Indices**

In Collaboration with RobecoSAM

## Case study: Partnership with Louis Dreyfus Armateurs



### We Need:

- Best practice and experience in management of maritime transportation
- Strong partner to build maritime transportation business

### We Offer:

- Local know-how
- Existing maritime transportation platform
- Logistics need for existing cargoes

### JV (PT Sinarmas LDA Maritime) brings together best practice and local market know-how:

- Sinar Mas Agribusiness and Food sought to optimise domestic transportation of its CPO
- LDA has been in Indonesia for more than 25 years
- Decision to form JV to adopt best practice in transporting CPO and dry bulk commodities
- Employs 1,000 people
- Transports cargo such as CPO and coal
- In 3 years fleet has grown from 6 to 44 vessels

### LDA Needs:

- Strong local presence in Indonesia to expand its operations
- Strong partner that could go to market together as one brand

### LDA Offers:

- Over 25 years of experience operating in Indonesia waters
- Best practices and strong worldwide support from LDA Group

## Case study: Partnership with CIRAD (Agricultural Research for Development)



Oil palm genome project

Mineral nutrition management

Indicators for environmental impact



Developed and registered first non-GMO, Clone CPO seed from advanced tissue culture in Indonesia

Yield generated by EKA 1 and EKA 2 (much higher than 4 ton/ha industrial average)

>10 ton/ha

