



## Financial Performance Highlights

- **Highest ever revenues in 3Q25 of IDR544.9bn (+41.8% YoY)** was driven by higher CPO ASP (IDR13,923/kg, +10.4% YoY) and increased sales volumes (+22.2% YoY). Improved FFB yield of 5.3 tons/ha (+8.2% YoY) also supported growth.
- **On the cost front, 3Q25 gross profit surged to IDR303.2bn (+84.0% YoY)** driven by stronger pricing and improved operational efficiencies, leading to sharp gross margin expansion to 55.6% (3Q24: 42.9%).
- Driven by higher production and improved cost management, **3Q25 EBITDA soared to ID346.4bn (+56.9% YoY)** with margins expanding to 63.6% (3Q24: 57.5%) while **EBIT increased to IDR305.4bn (+77.0% YoY)** on the back of stronger operating leverage and cost controls.
- **3Q25 net profit, the highest quarterly bottom line, spiked to IDR239.9bn (+111.7% YoY)**, translating to robust net margin of 44.0% (3Q24: 29.5%).

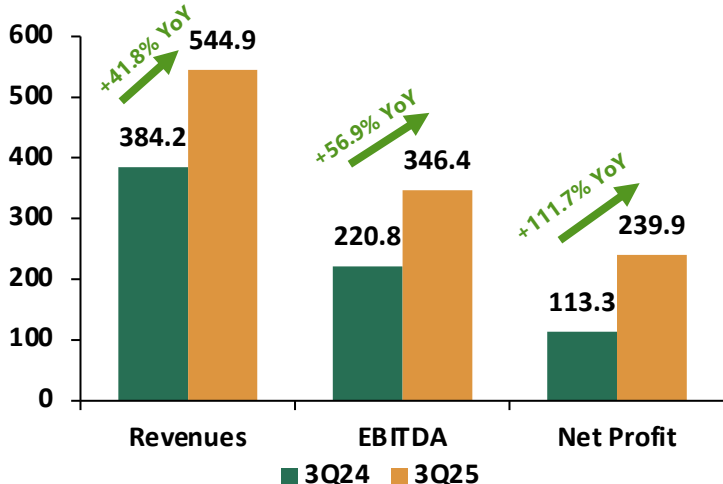
## Balance Sheet

- **ROA increased to 13.4% (9M24: 3.7%) whilst ROE improved to 28.9% (9M24: 11.3%)** higher margins and earnings from solid operations.
- **Net gearing strengthened to 57.9% (9M24: 145.5%),** reflecting deleveraging and stronger balance sheet.

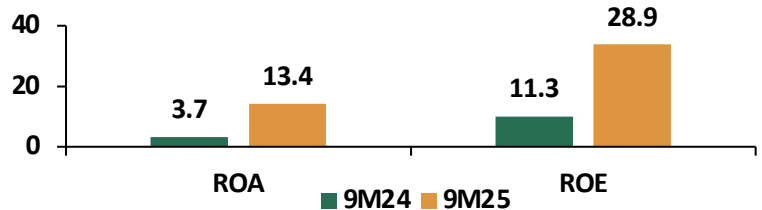
Profit & Loss (IDR bn)	3Q25	2Q25	3Q24	QoQ (%)	YoY (%)	9M25	9M24	YoY (%)
Revenues	544.9	470.2	384.2	15.9	41.8	1,491.5	954.8	56.2
Gross Profit	303.2	260.2	164.8	16.5	84.0	810.0	307.6	163.3
% margin	55.6	55.3	42.9	-	-	54.3	32.2	-
EBITDA	346.4	268.9	220.8	28.8	56.9	884.9	411.0	115.3
% margin	63.6	57.2	57.5	-	-	59.3	43.0	-
EBIT	305.4	230.8	172.5	32.3	77.0	765.4	290.2	163.7
% margin	56.1	49.1	44.9	-	-	51.3	30.4	-
Net Profit	239.9	152.1	113.3	57.7	111.7	554.1	135.4	309.2
% margin	44.0	32.4	29.5	-	-	37.1	14.2	-

Performance Metrics (%)	9M25	9M24
Return on Assets	13.4	3.7
Return on Equity	28.9	11.3
Net Gearing	57.9	145.5

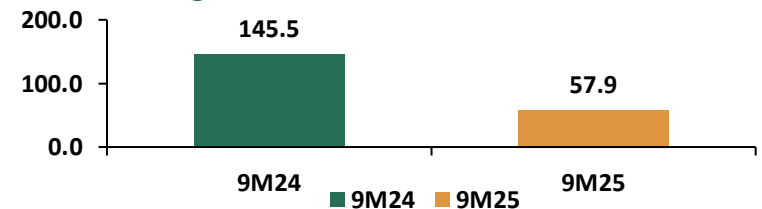
## Revenues, EBITDA and Net Profit (IDR bn)



## ROA and ROE (%)



## Net Gearing (%)



# PT Nusantara Sawit Sejahtera Tbk (NSSS)

INVESTOR NEWSLETTER: 3Q25 Results Update | 24 October 2025



## Production, Sales Volumes & ASPs

- Total 3Q25 FFB production increased +9.0% YoY** driven by higher nucleus output (+8.4% YoY) and strong plasma growth (+41.7% YoY). **3Q25 FFB yield improved to 5.3%** (3Q24: 4.9) supported by younger plantation age and enhanced harvesting efficiency.
- Driven by strong market demand, **3Q25 CPO sales volumes rose +22.2% YoY** while PK sales volumes increased +62.8% YoY. **Meanwhile, CPO ASP climbed to IDR13,923/kg (+10.4% YoY)**, and PK ASP surged to IDR11,552/kg (+38.6% YoY).

## Mill Performance & Planted Areas

- 3Q25 processed FFB rose +6.2% YoY**, propelled by higher mill utilizations and steady supplies from nucleus and plasma estates.
- CPO production in 3Q25 jumped +10.9% YoY**, while **PK output jumped +25.7% YoY**. OER remained steady at 21.9%, while KER improved slightly to 4.6% (9M24: 4.1%).
- Planted areas expanded to 29,917 ha (+4.2% YoY)**, including 669 ha new planting (+114.4% YoY) and slightly higher mature areas of 26,209 ha.

## Outlook

- CPO prices are expected to remain firm**, underpinned by lower productivity due to supply constraints from extreme weather conditions and the sector's aging trees.
- Additionally, the B50 biodiesel mandate, EU-CEPA agreement, and zero tariff on exports to the US** are likely to bolster domestic demand and overseas sales, reinforcing upward CPO price momentum.
- NSSS is poised to benefit from higher CPO production** with more plantations entering prime fruit-bearing stage, enhancing FFB output and operational leverage.

FFB Production (tons)	3Q25	2Q25	3Q24	QoQ (%)	YoY (%)	9M25	9M24	YoY (%)
Nucleus	138,539	132,836	127,765	4.3	8.4	393,344	334,216	18.4
Plasma	3,022	2,738	2,133	10.4	41.7	8,161	5,249	55.5
<b>Total</b>	<b>141,561</b>	<b>135,724</b>	<b>129,898</b>	<b>4.3</b>	<b>9.0</b>	<b>401,505</b>	<b>339,465</b>	<b>19.0</b>
FFB Yield (tons/ha)	5.3	5.1	4.9	3.9	8.2	15.0	12.8	17.2

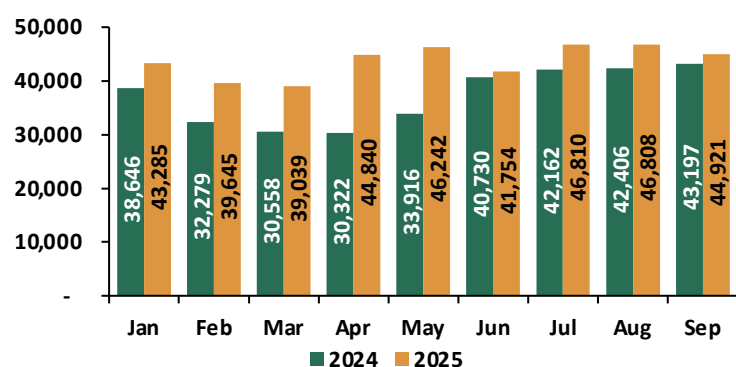
Sales Volumes (tons)	3Q25	2Q25	3Q24	QoQ (%)	YoY (%)	9M25	9M24	YoY (%)
CPO	33,009	29,016	27,007	13.8	22.2	91,032	70,215	29.6
PK	7,384	6,349	4,537	16.3	62.8	19,452	14,535	33.8

Avg Selling Prices (IDR/kg)	3Q25	2Q25	3Q24	QoQ (%)	YoY (%)	9M25	9M24	YoY (%)
CPO	13,923	13,554	12,609	2.7	10.4	13,921	12,132	14.3
PK	11,552	12,128	8,332	-5.0	38.6	11,535	7,085	62.8

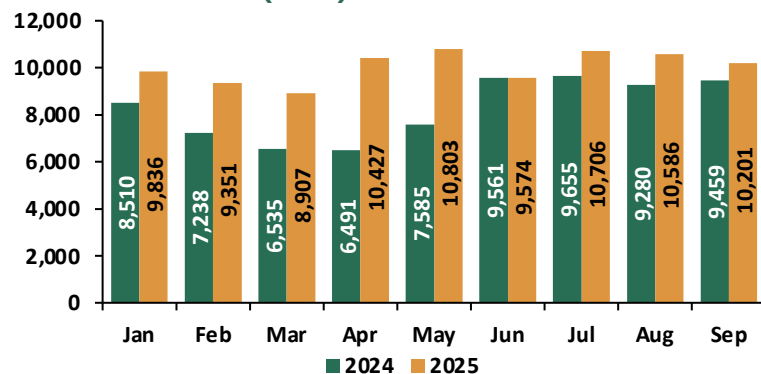
Mill Performance (tons)	3Q25	2Q25	3Q24	QoQ (%)	YoY (%)	9M25	9M24	YoY (%)
Processed FFB	143,842	143,768	135,396	0.1	6.2	413,533	348,351	18.7
CPO Production	31,493	30,804	28,394	2.2	10.9	90,391	74,314	21.6
CPO OER (%)	21.9	21.4	21.0	2.3	4.3	21.9	-	-
PK Production	7,054	6,496	5,612	8.6	25.7	19,108	14,903	28.2
KER (%)	4.6	4.5	4.1	2.2	12.2	4.6	4.3	7.0

Planted Areas (ha)	9M25	9M24	YoY (%)
New Planting	669	312	114.4
<b>Nucleus</b>	<b>28,053</b>	<b>27,079</b>	<b>3.6</b>
Mature	26,209	26,056	-
Immature	1,844	1,023	80.3
<b>Plasma</b>	<b>1,864</b>	<b>1,643</b>	<b>13.5</b>
Mature	897	669	34.1
Immature	967	974	-0.7
<b>Total Planted</b>	<b>29,917</b>	<b>28,722</b>	<b>4.2</b>

## FFB Production (tons)



## CPO Production (tons)

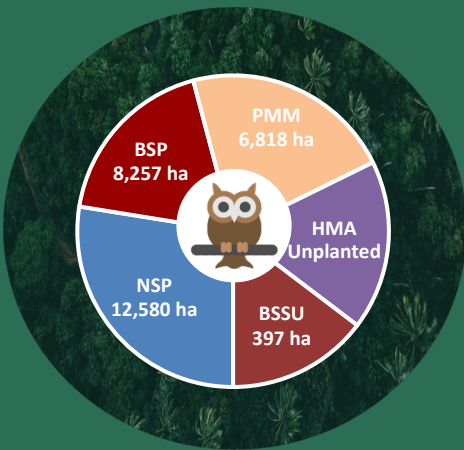


## Recent Corporate Activity: “Go Big with Go Public” IDX Workshop



On 11 September 2025, NSS was selected by IDX to share our ‘IPO Success Story’ in an IDX event co-hosted by GAPKI.

## ESG Commitments



As of December 2024, NSP, BSP and PMM are ISPO-certified, aligning with Indonesia’s push toward SDGs 12 and 15. In 2024, the company deployed owl shelters to naturally control rodents and cut pesticides – at the same time embarking on improved waste management, curbing pollution, boosting recycling, as well as advancing environmental stewardship, long-term sustainability, and stakeholders value.

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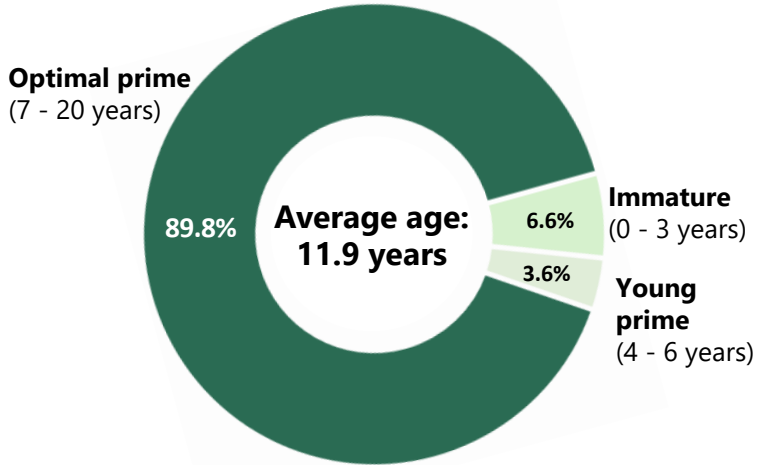
## About the Company

Established in 2008 and listed on the IDX in March 2023, PT Nusantara Sawit Sejahtera Tbk (NSSS), is led by an experienced management team and comprises of five upstream integrated plantation companies. Covering combined planted and unplanted nucleus areas of 46,528 hectares in Central Kalimantan, the company is committed to producing high-quality palm oil products by adhering to best cultivation practices.

### 2<sup>nd</sup> CPO Mill – Established December 2023



### Age Profile, 9M25



### Production Capacity



Nusantara Sawit Persada (NSP)



Borneo Sawit Perdana (BSP)

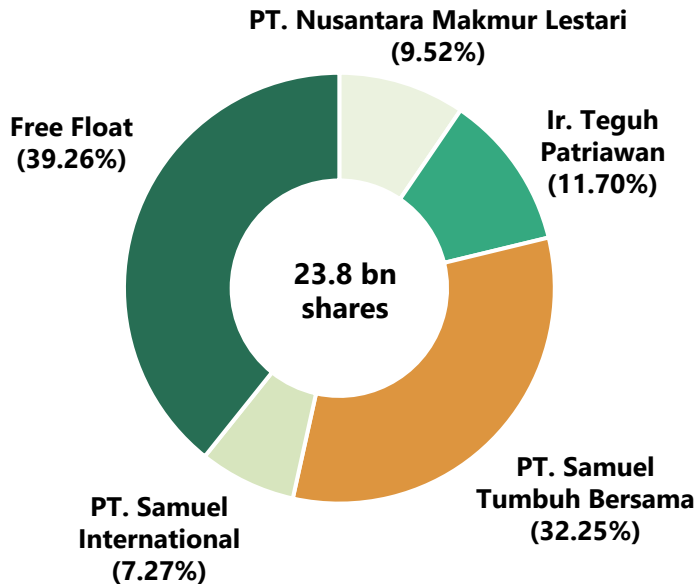
#### Total:

- ~ 120 tons/hour
- ~ 2,400 tons/day
- ~ 14,400 tons/week
- ~ 57,600 tons/month
- ~ 720,000 tons/annum

#### Notes:

1. 20 hours daily mill operation
2. 6 days weekly mill operation
3. 4 weeks monthly mill operation
4. 300 days yearly mill operation

### Shareholders Structure, 9M25



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