

**PT. TUNAS BARU LAMPUNG Tbk**  
6M2024 Investor Presentation

# Disclaimer

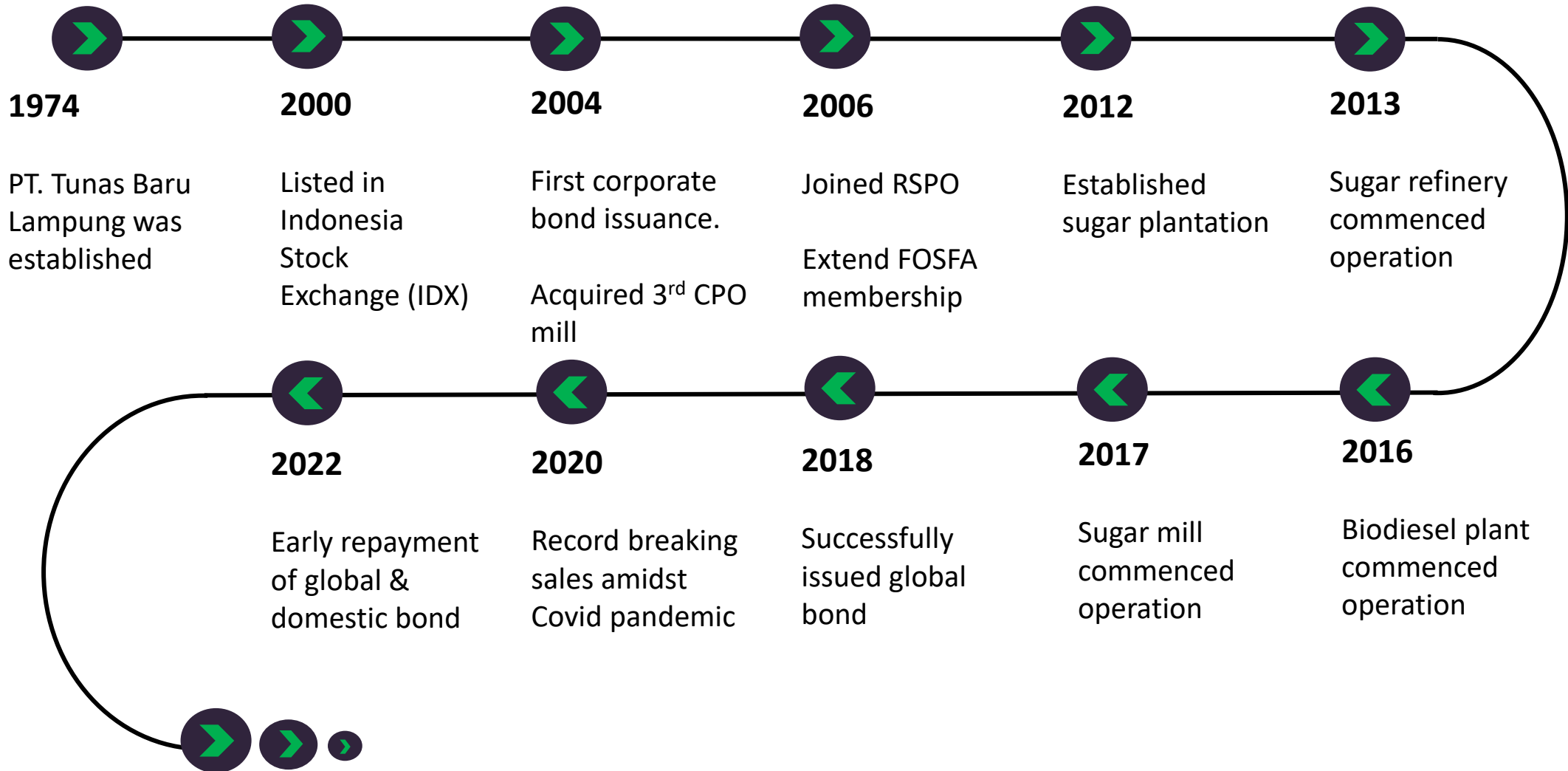


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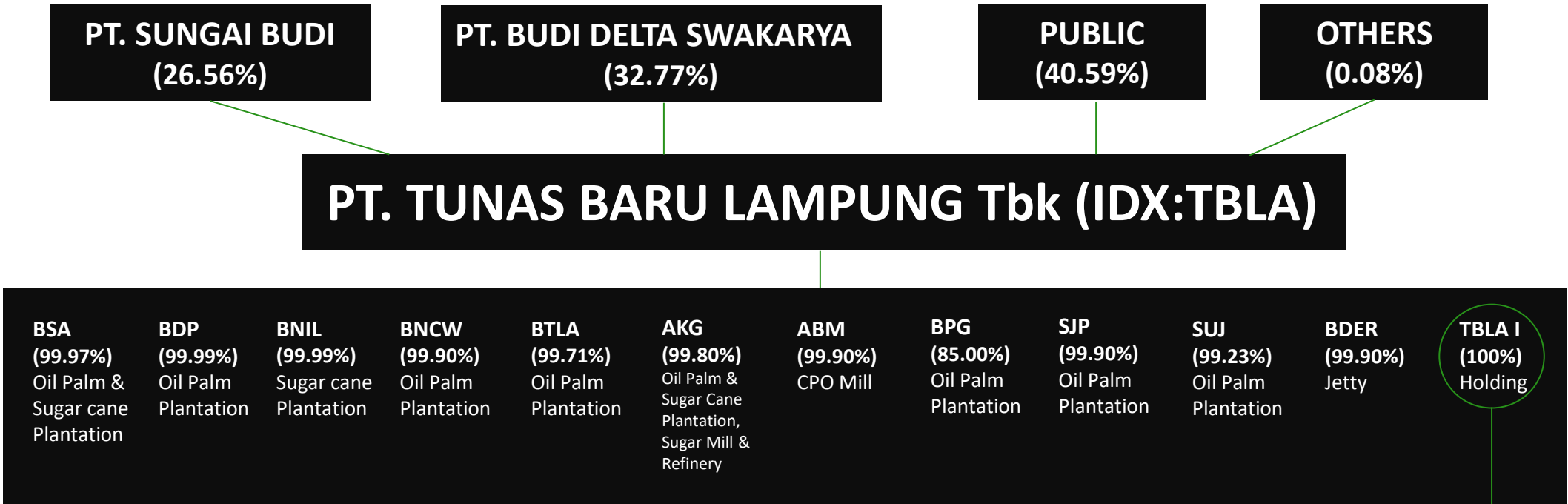
# Milestones



# Company Structure



Data per 30 June 2024



BSA	PT. Bumi Sentosa Abadi	AKG	PT. Adi Karya Gemilang	BDER	PT. Budi Dermaga Perkasa
BDP	PT. Budi Dwiyasa Perkasa	ABM	PT. Agro Bumi Mas	TBLA I	TBLA International Pte Ltd
BNIL	PT. Bangun Nusa Indah Lampung	BPG	PT. Bumi Perkasa Gemilang	TB I	Tunas Baru Lampung Pte Ltd
BNCW	PT. Budi Nusa Cipta Wahana	SJP	PT. Solusi Jaya Perkasa		
BTLA	PT. Bangun Tata Lampung Asri	SUJ	PT. Samora Usaha Jaya		

# Business Profile



## Oil Palm



Oil Palm Plantation



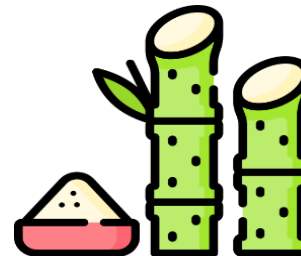
CPO Mill



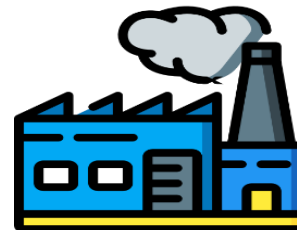
Downstream infrastructure.  
Cooking oil , Biodiesel Plant



## Sugar



Cane Plantation



Sugar Mill



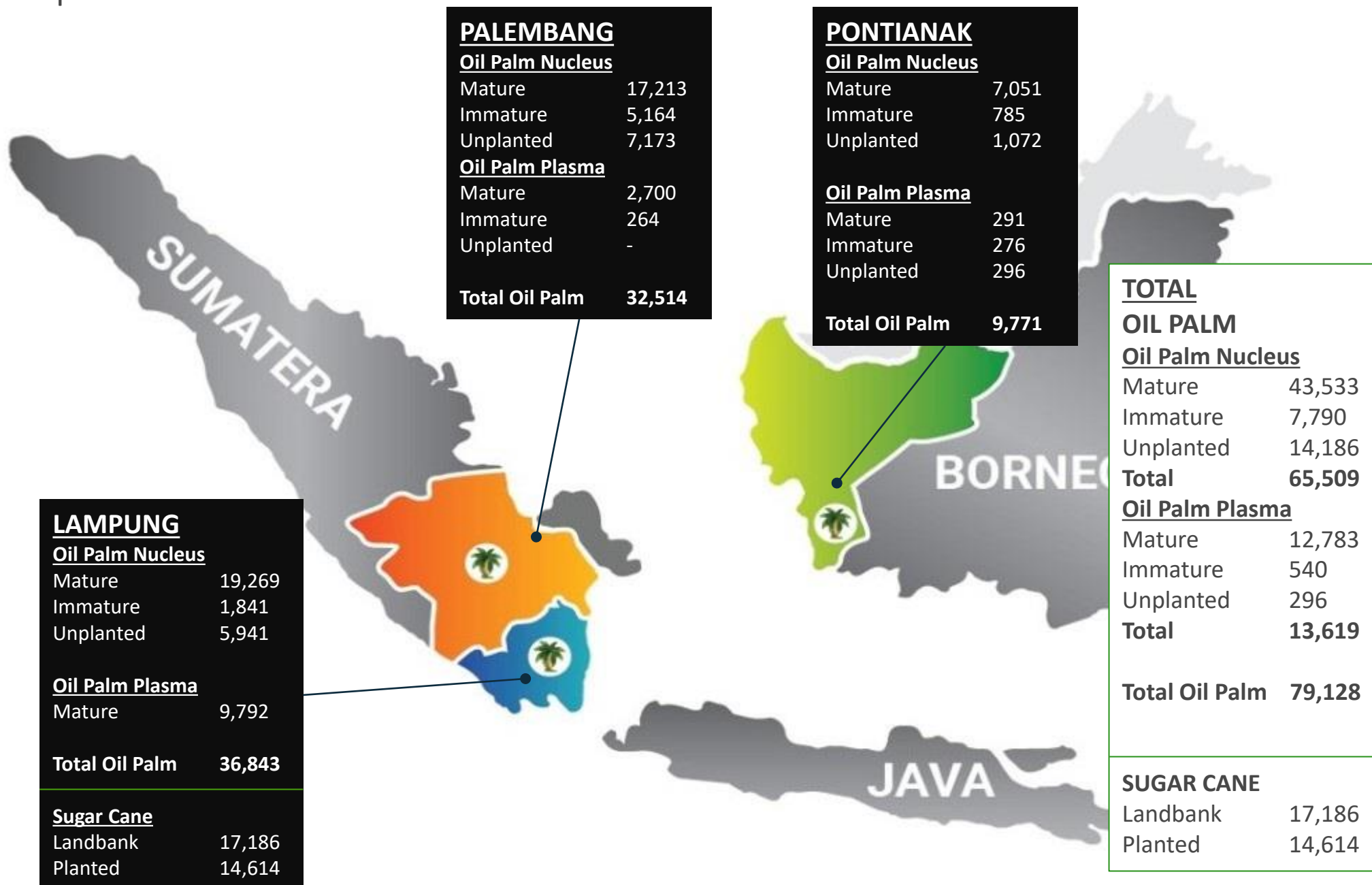
Sugar Refinery



# Plantation Profile



Data per 30 June 2024

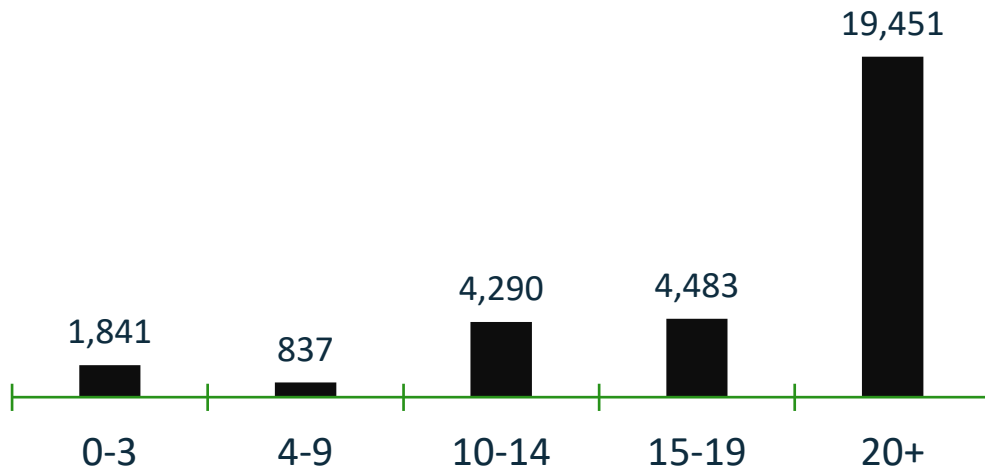


# Estates Age Profile

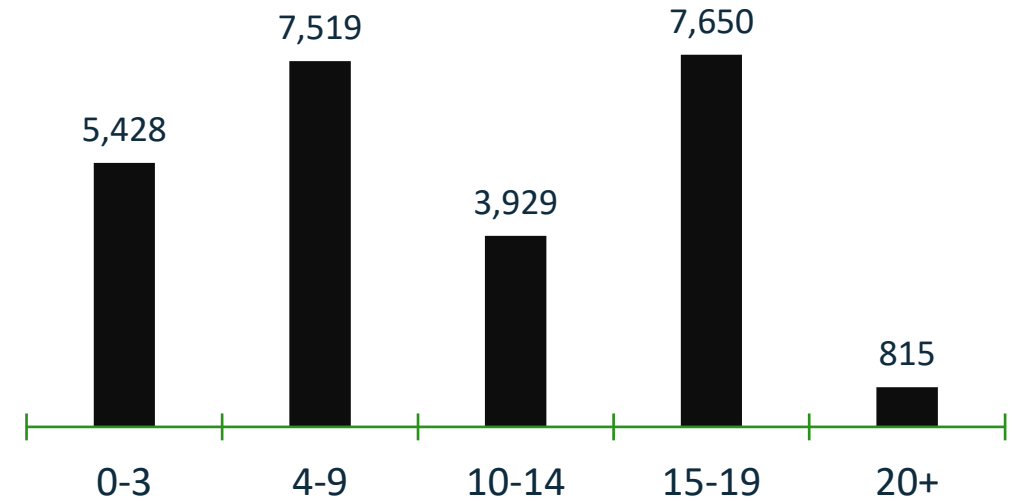


Data per 30 June 2024

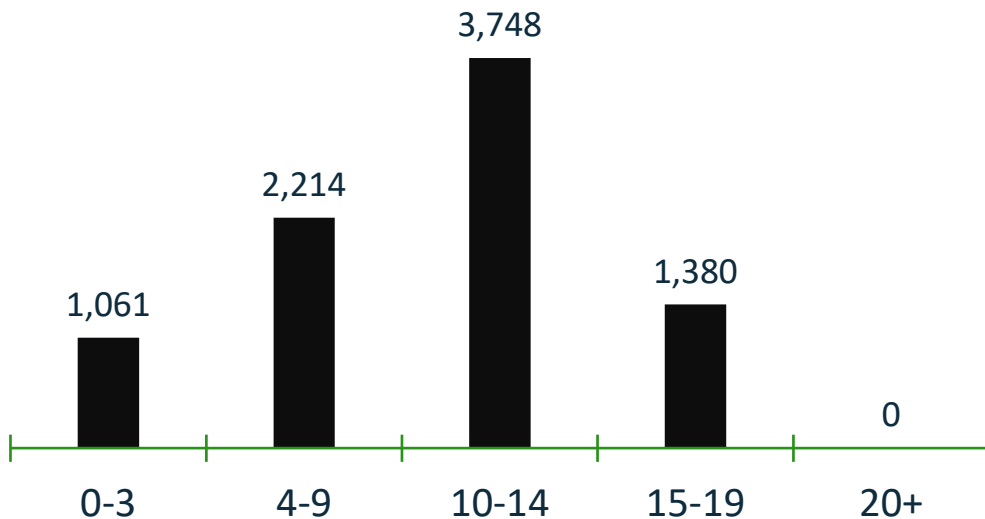
**Lampung**



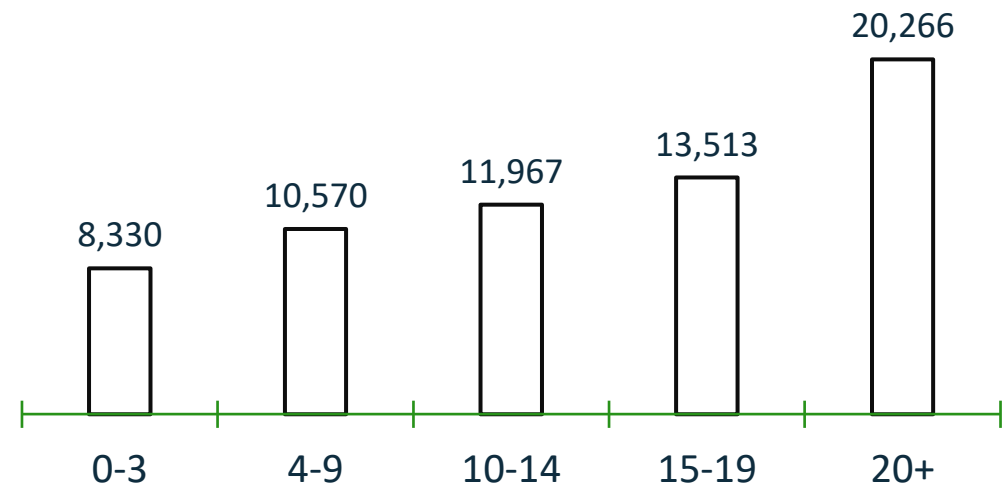
**Palembang**



**Pontianak**



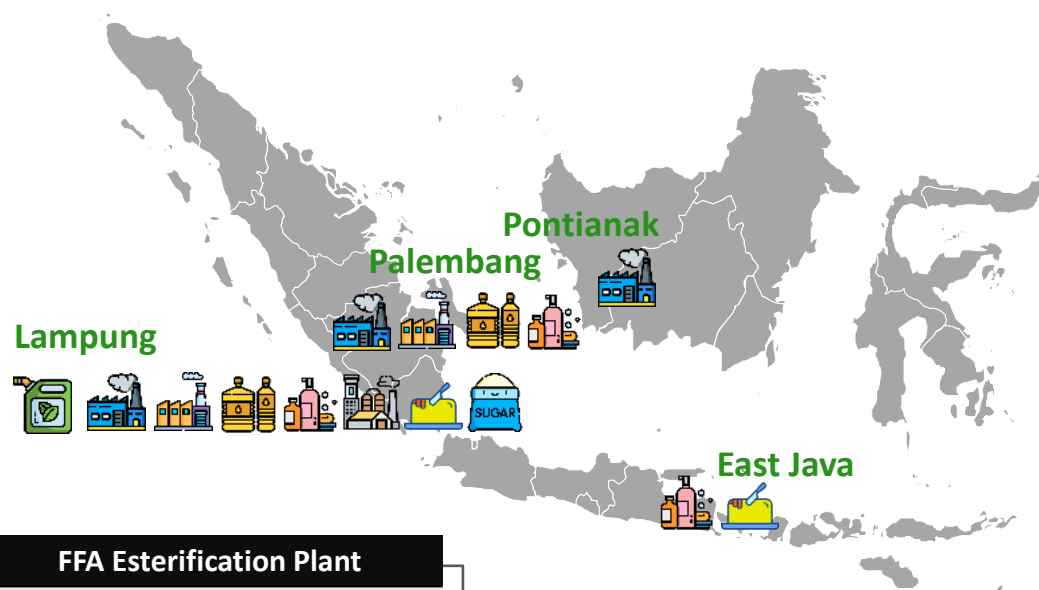
**Total**



# Production Infrastructure



*Integrated oil palm and sugar production facilities strategically located throughout Indonesia.*



## Margarine Factory

Location	Tons/annum	Tons/hour
East Java	108,000	18

## Biodiesel Plant

Location	Tons/annum	Tons/day
Lampung	315,000	1,050
Lampung *	450,000	1,500
<b>TOTAL</b>	<b>765,000</b>	<b>2,550</b>

\* Under construction (Exp completion 3Q2024)

## CPO Mill

Location	Tons/annum	Tons/hour
Lampung	1,125,000	225
Palembang	450,000	90
Pontianak	225,000	45
<b>TOTAL</b>	<b>1,800,000</b>	<b>360</b>

## PKO Mill

Location	Tons/annum	Tons/day
Lampung	210,000	700
Palembang	60,000	200
<b>TOTAL</b>	<b>270,000</b>	<b>900</b>

## FFA Esterification Plant

Location	Tons/annum	Tons/day
Lampung	30,000	100

## Palm Oil Refinery

Location	Tons/annum	Tons/day
Lampung	510,000	1,700
Lampung *	750,000	2,500
Palembang	300,000	1,000
East Java	300,000	1,000
<b>TOTAL</b>	<b>1,860,000</b>	<b>6,200</b>

\* Under construction (Exp completion 3Q2024)

## Soap Factory

Location	Tons/annum	Tons/hour
Lampung	13,750	2.25
Palembang	13,750	2.25
<b>TOTAL</b>	<b>27,500</b>	<b>4.5</b>

## Refined Glycerine Plant

Location	Tons/annum	Tons/day
Lampung	36,000	120

- CPO Mill
- PKO Mill
- Palm Cooking Oil, Stearin & PFAD Facility
- Soap Factory
- Margarine Factory
- Sugar Mill
- Sugar Refinery
- Biodiesel Plant

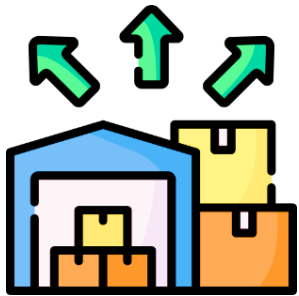
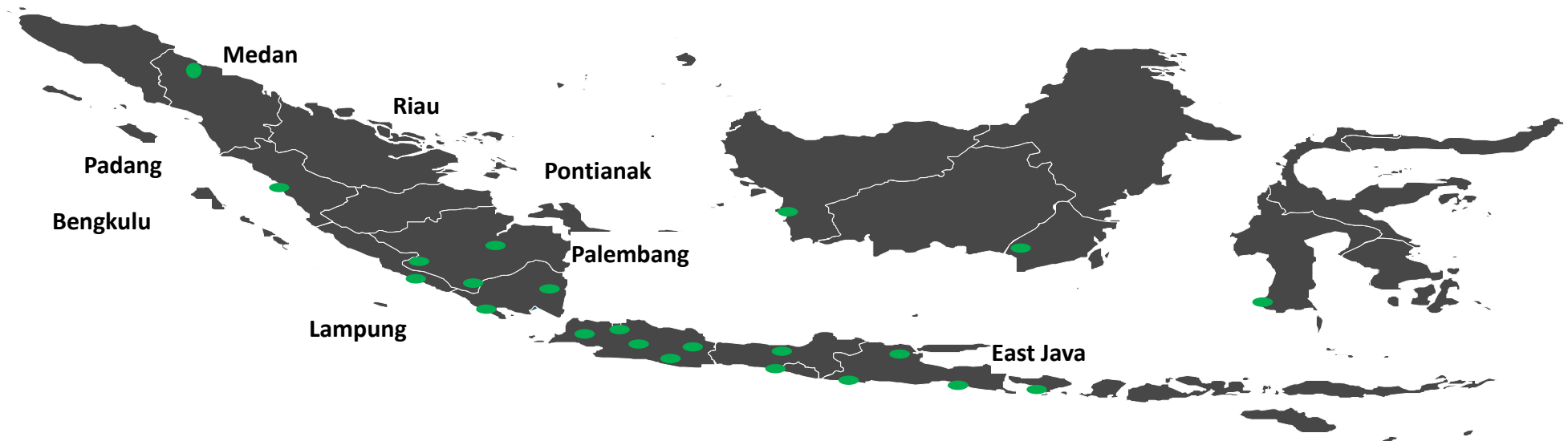
## Sugar Refinery

Location	Tons of cane /day
Lampung	900

## Sugar Mill

Location	Tons of cane /day
Lampung	8,000

# Distribution Infrastructure



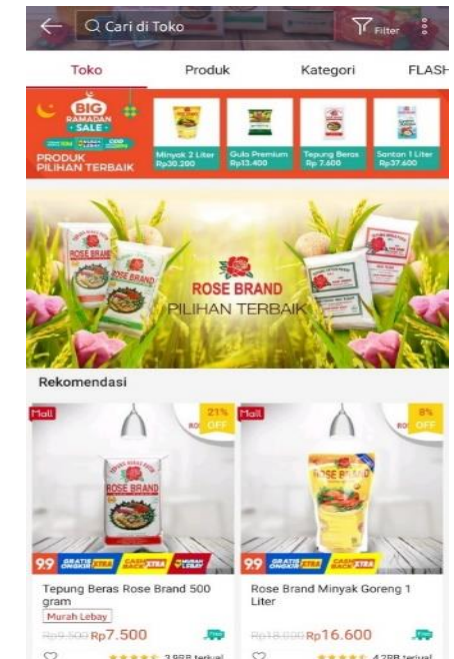
## NATIONWIDE DISTRIBUTION

23 marketing offices & 48,000 distribution outlets across Indonesia



## E-COMMERCE CHANNEL

Rose Brand official shop is present in all major E-Commerce platforms



# ESG Framework



## ISPO Certification

TBLA plantation and mills are adhering to strict ISPO guidelines.

Championed ISPO certification for all our plantations and production facilities.



## Green Energy & Recycle

Reduce carbon emissions through the operation of two biogas power plants in Lampung.

All CPO & sugar mill/s and sugar mills use biomass for power generation.

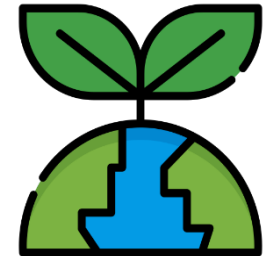
Active participant in Biodiesel initiative, which is a sustainable substitute for regular petroleum.



## Social Contributions

Uplift local economy through local cooperatives under the Plasma Program.

Partnering with locals landowners in the conversion of utilized land into productive income-generating plantation.



## Sustainability

Apply Good Agricultural Practices (GAP) such as strict zero burning policies.

Maintains a high standard of sustainability practices, for new plantation development and management of existing plantations

## Enhancing Sustainability with Eco-Friendly Technologies



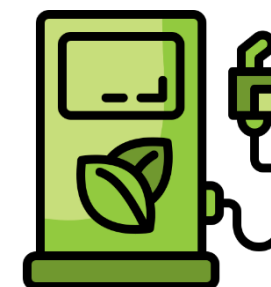
### METHANE CAPTURE

Utilizing Palm Oil Mill Effluent (POME) to capture methane gas. Effective in not only reducing greenhouse gas emission, but also provide alternative energy. One 60 ton/ hour CPO mill could reduce carbon emission by around 791 ton of CO<sub>2</sub>/annum.



### ZERO WASTE

TBLA's compost factory utilize all waste from our CPO mills, especially oil palm empty fruit bunches. This is in line with our "zero waste" policy.



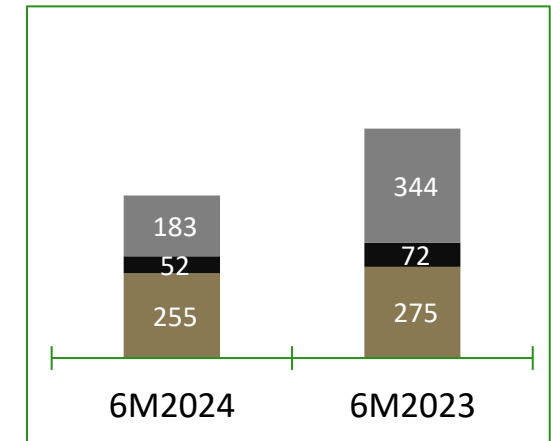
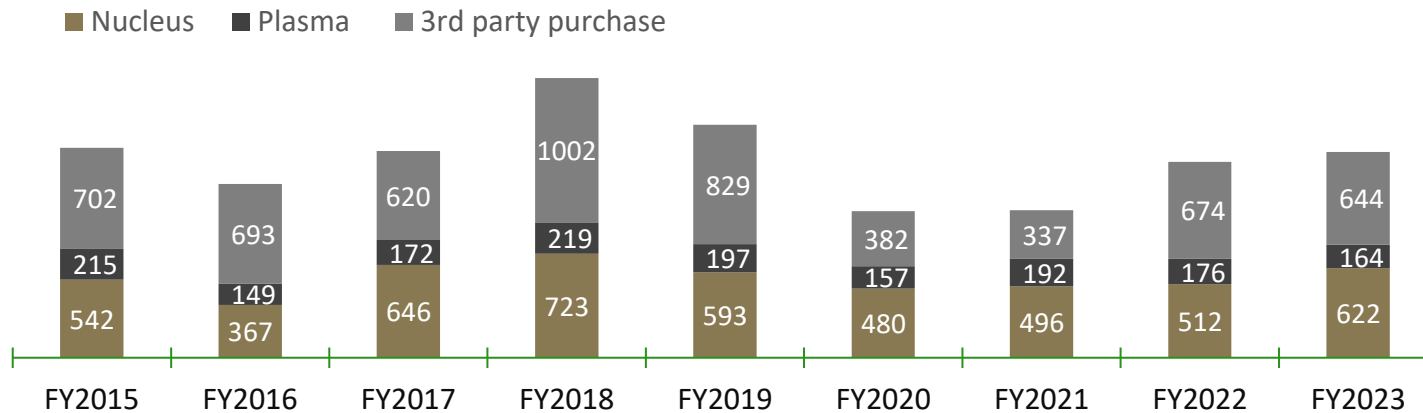
### BIODIESEL PRODUCER

TBLA is one of the primary participant in Indonesia's biodiesel effort, which has been very effective in reducing greenhouse gas emission, especially from transportation sector, which estimated to be around 24 million ton of CO<sub>2</sub> in 2021<sup>1</sup>.

# Palm Oil – Production Highlights



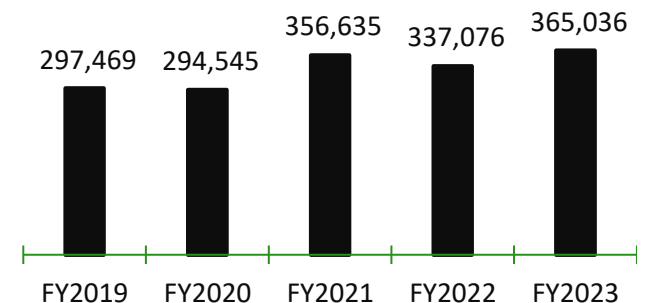
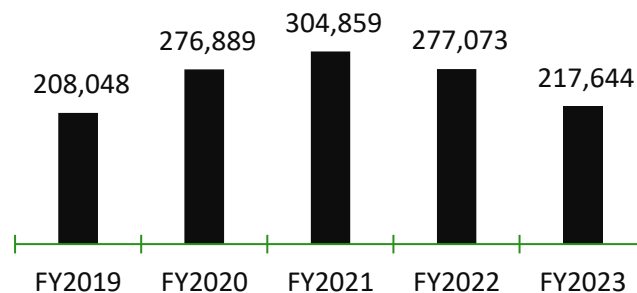
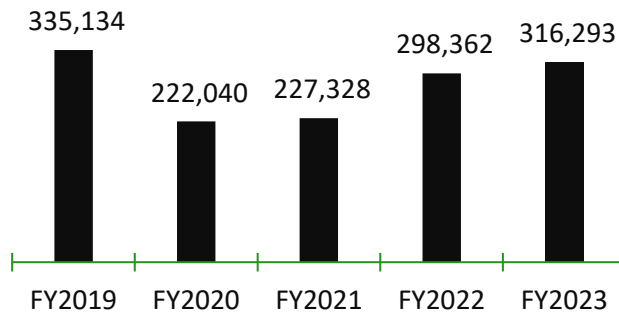
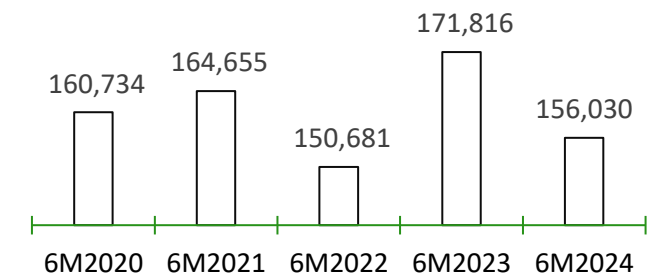
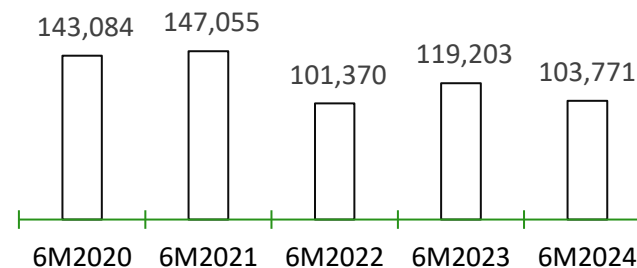
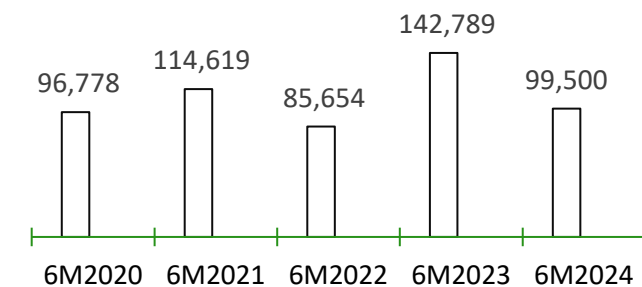
**FFB Harvest** (*figure in thousands*)



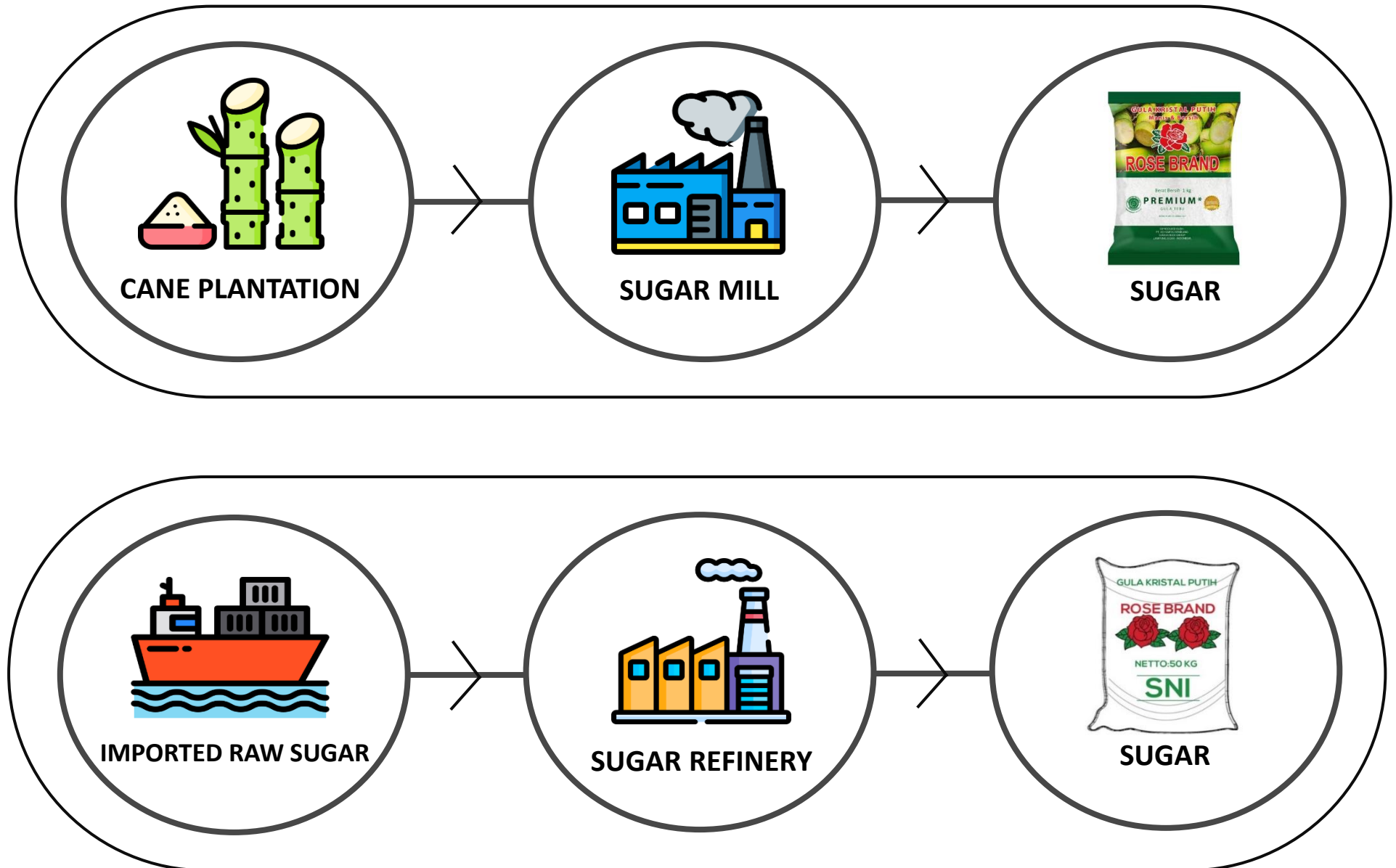
**CPO**

**Cooking oil (Olein)**

**Biodiesel (FAME)**



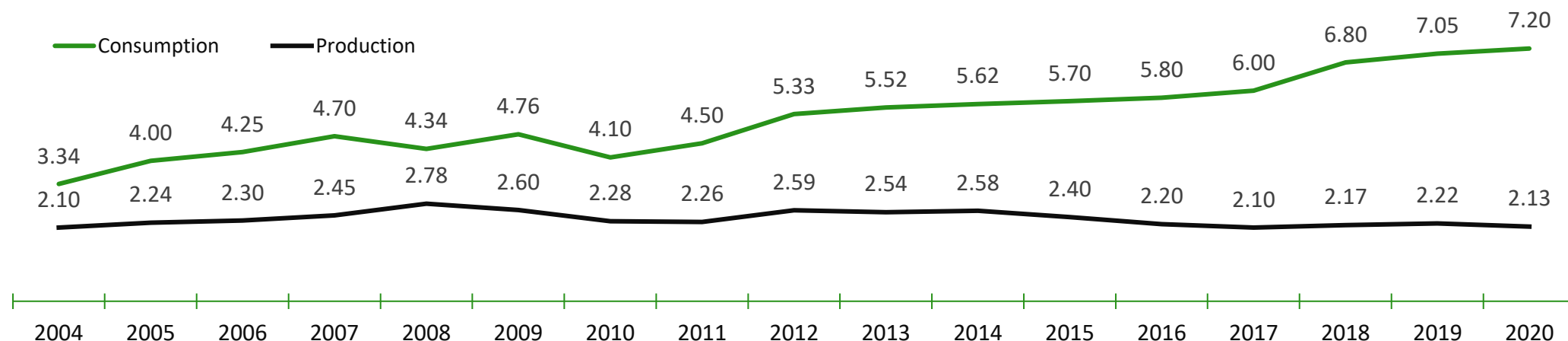
# Sugar Industry – Mill & Refinery



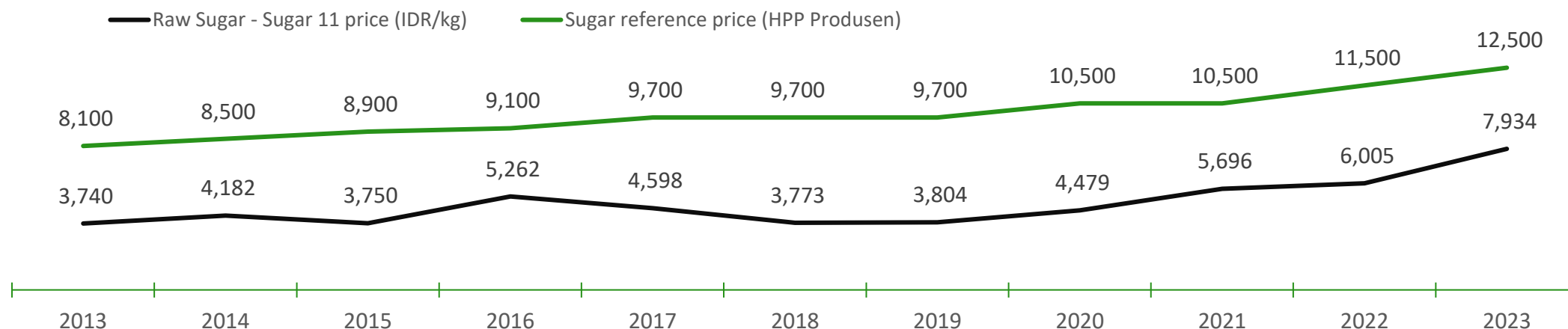
# Sugar Industry - Dynamics



Indonesia's sugar production vs consumption (Million Ton)



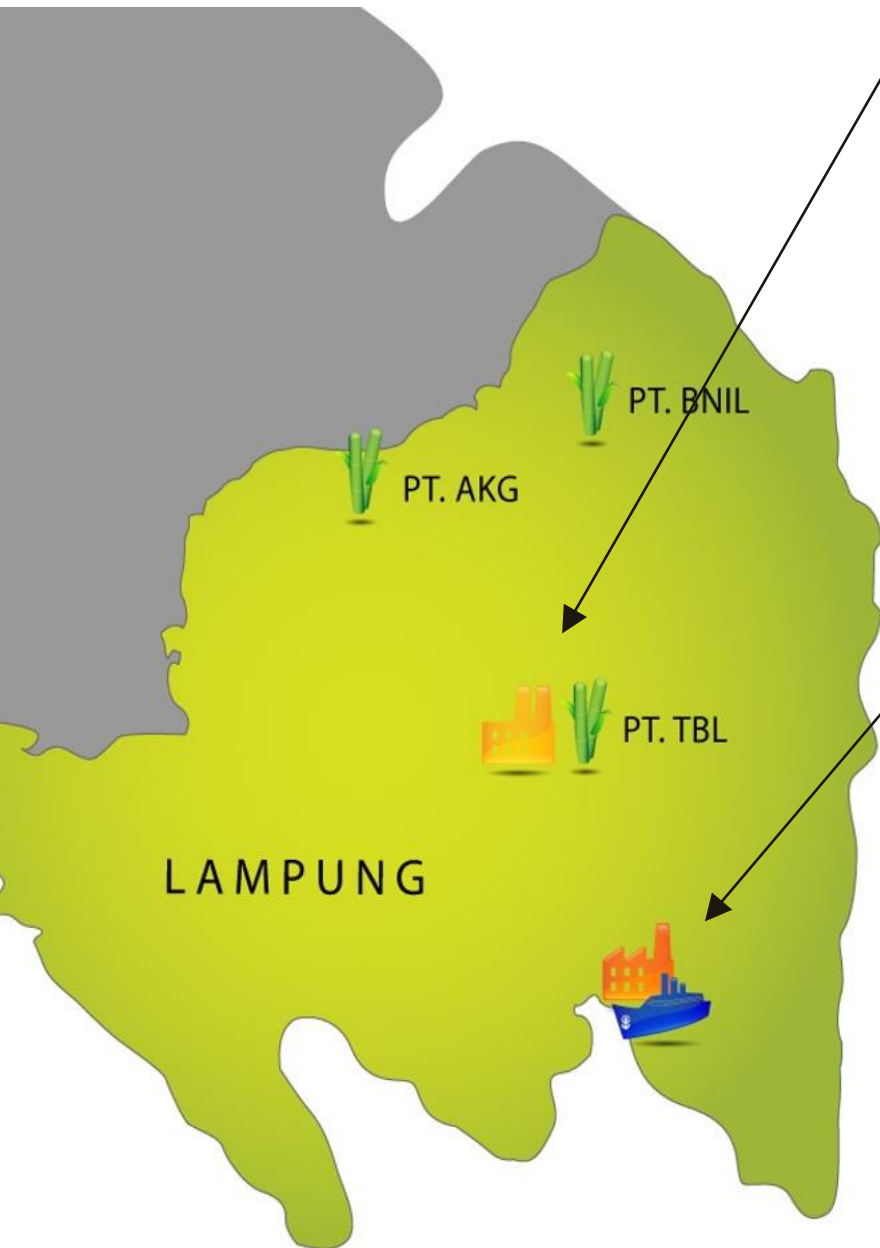
Sugar price (IDR/Kg)



**Note:**

- Indonesia's reference price at production level (Harga Pokok Penjualan level produsen) set by the Ministry of Trade.
- Sugar 11 - Raw sugar price as quoted on the New York Coffee, Sugar and Cocoa Exchange (CSCE).
- For illustration purposes, price for International raw and refined sugar were converted from USD/Pound to IDR/Kg based on the average USD:IDR exchange on the first week of April of each particular year: April 2013 = Rp9,500; April 2014 = Rp11,100, April 2015 = Rp12,900, April 2016 = Rp13,182, April 2017 = Rp13,200, April 2018 = Rp14,000, April 2019 = Rp14,000, April 2020 = Rp15,800, April 2021 = Rp14,500, April 2022 = Rp14,500, April 2023 = Rp15,000.
- Source: Ministry of Trade, Federal Reserve Bank St Louis

# Integrated Sugar Production



**SUGAR MILL** – Capacity 8,000 TCD (Ton Cane Day), or  $\pm 100,000$  ton/pa of sugar



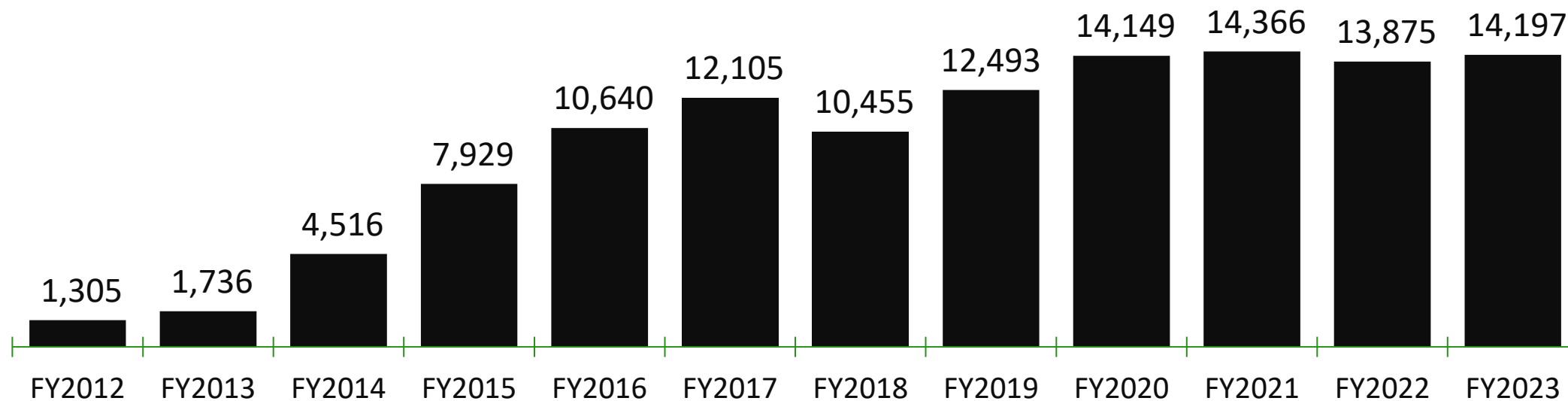
**SUGAR REFINERY** – Capacity 900 ton/day (324,000 ton/pa)



# Sugarcane Plantation



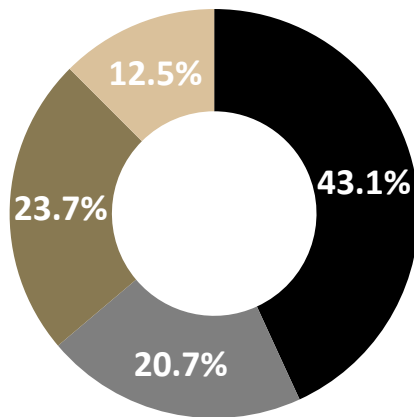
**Cane Plantation (Ha)**



# Sales Profile

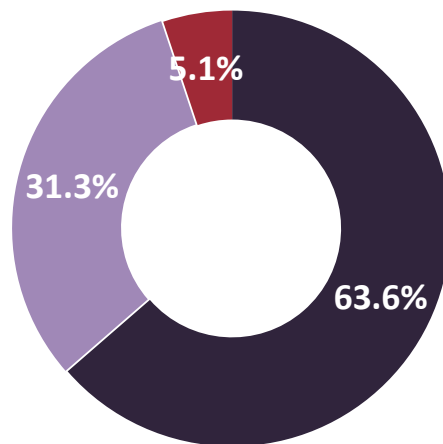


## 6M2024 - REVENUE Rp8.2tn / USD589mn



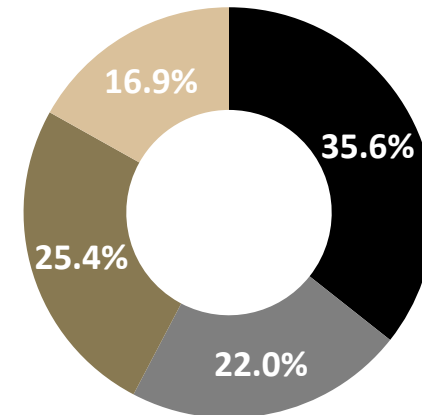
■ SUGAR ■ COOKING OIL ■ BIODIESEL ■ OTHERS

6M2024 "Others" include: CPO, Stearine, Margarine, PKO, Soaps, Palm expeller, FFA, Biogas, Palm Kernel, Sloppy Fatty Acid, Glycerin, Molasses



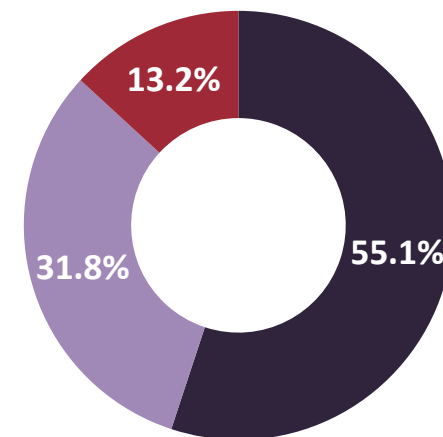
■ DOMESTIC (IDR) ■ DOMESTIC (USD Linked) ■ EXPORT (USD)

## 6M2023 – REVENUE Rp8.0tn / USD573mn



■ SUGAR ■ COOKING OIL ■ BIODIESEL ■ OTHERS

6M2023 "Others" include: CPO, Stearine, Margarine, PKO, Soaps, PKFD, Palm expeller, FFA, Biogas, Palm Kernel, Sloppy Fatty Acid, Glycerin, Molasses.



■ DOMESTIC (IDR) ■ DOMESTIC (USD Linked) ■ EXPORT (USD)

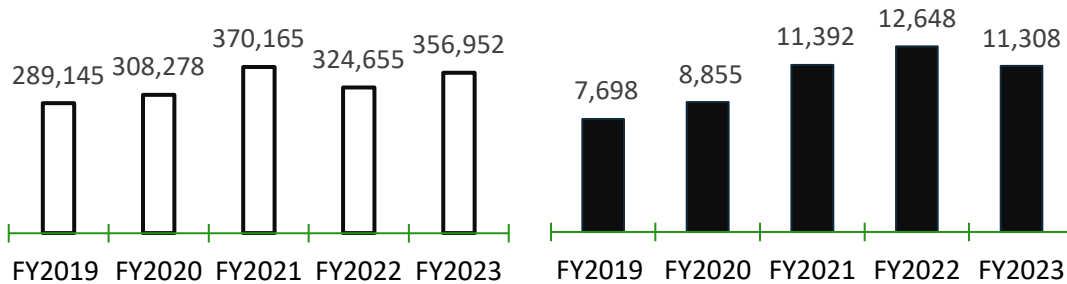
# Sales Highlight



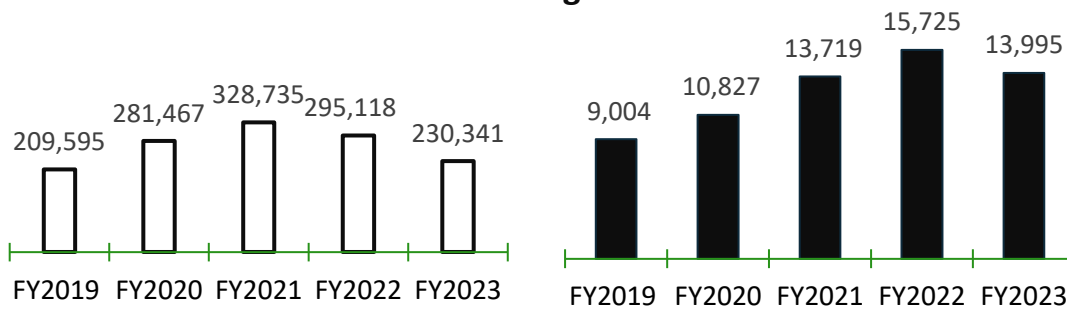
## Sales Volume

## ASP (IDR/kg)

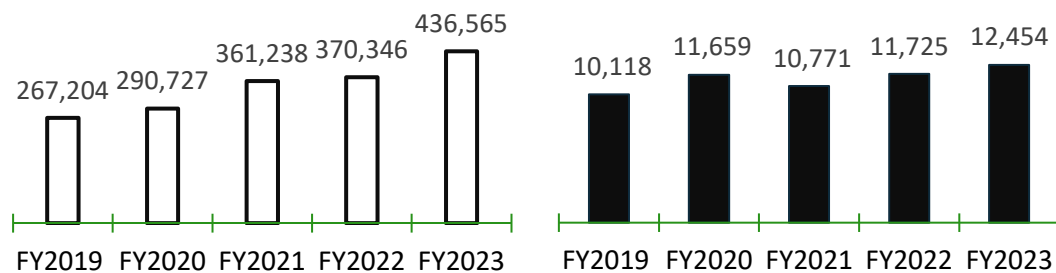
### FAME (Biodiesel)



### Cooking oil

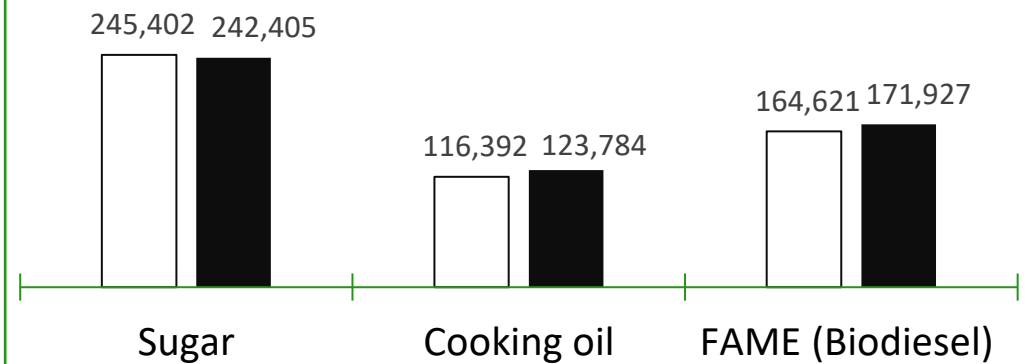


### Sugar



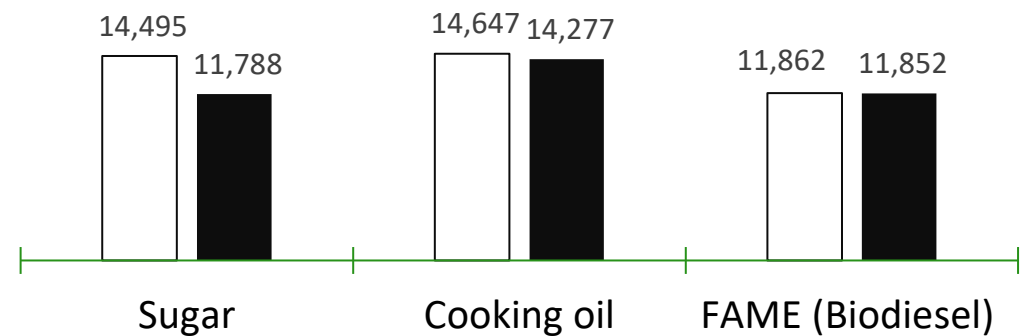
## SALES VOLUME (TON)

□ 6M2024 ■ 6M2023



## ASP (Rp/Kg)

□ 6M2024 ■ 6M2023



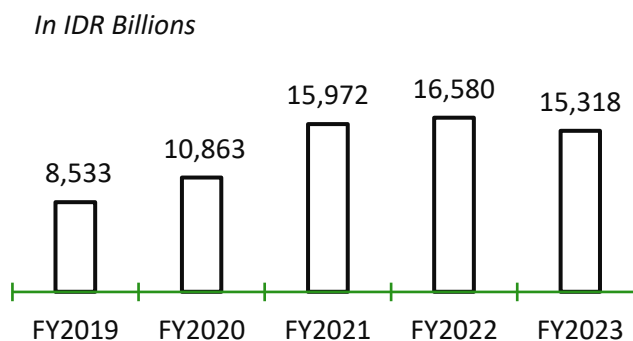
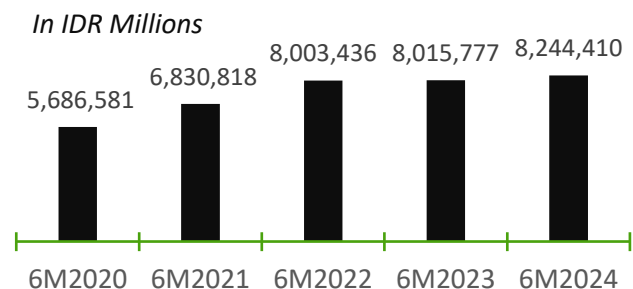
Note: Sales measured in tonnage for Cooking oil & Sugar, and kilo liter for FAME /(Biodiesel)

ASP measured in IDR/kg for Cooking oil & Sugar, and IDR/liter for cooking oil & FAME (Biodiesel)

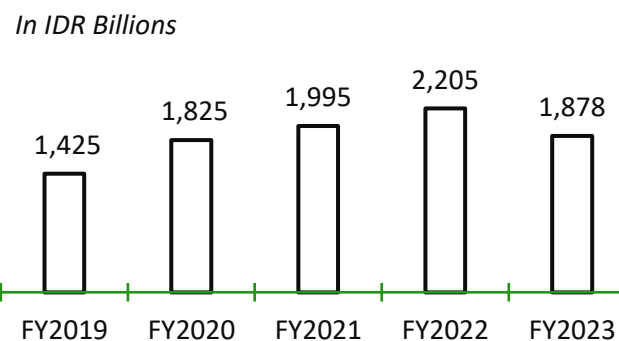
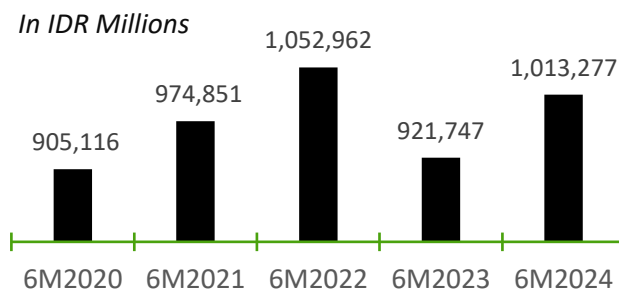
# P&L Trend



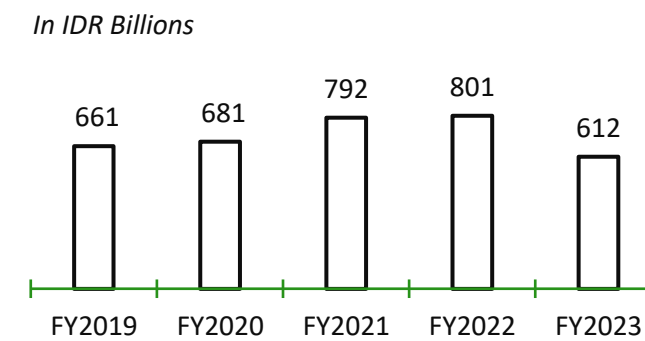
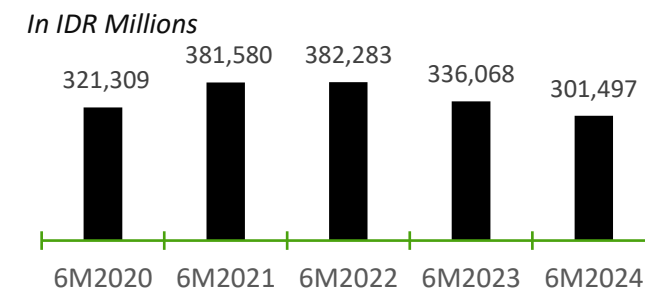
## REVENUE



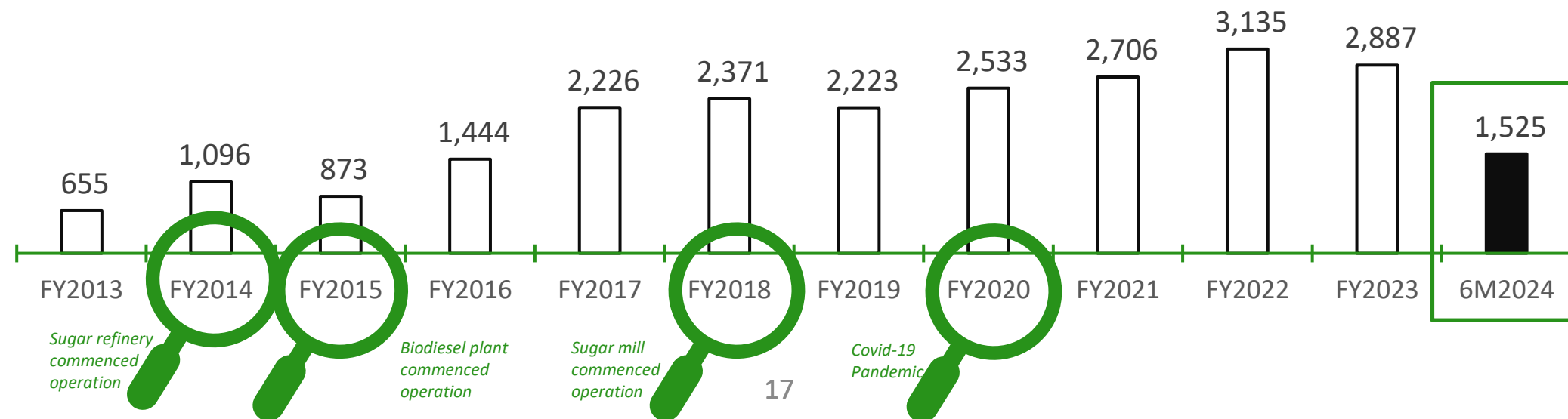
## OPERATING PROFIT



## NPAT



## EBITDA

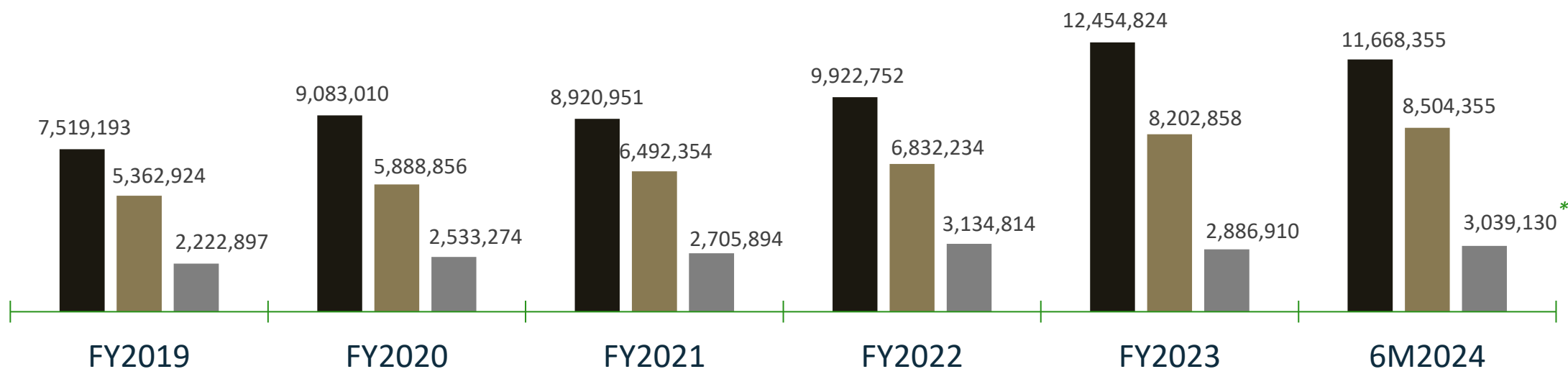


# Debt Coverage



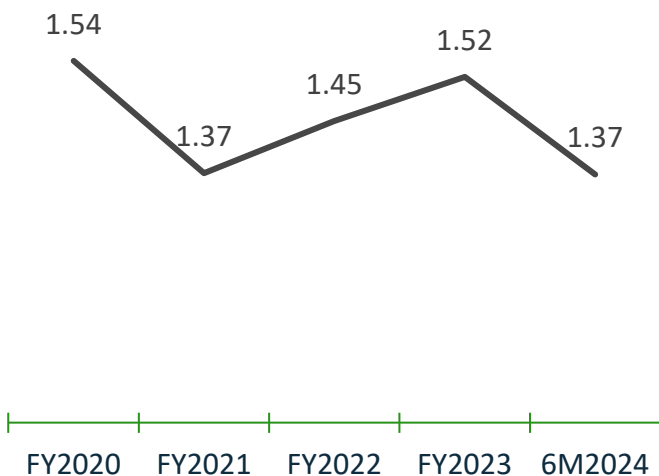
■ Net Debt ■ Equity ■ EBITDA

In IDR Millions

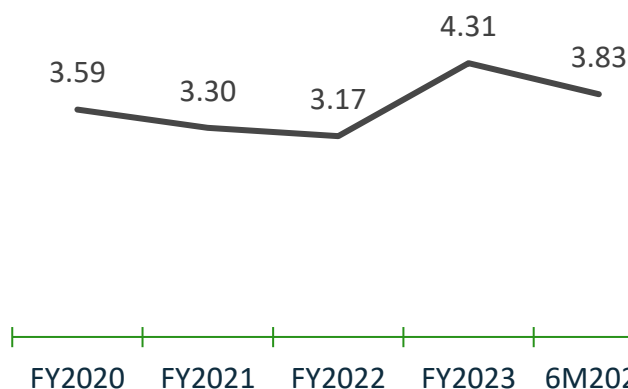


\* Annualized

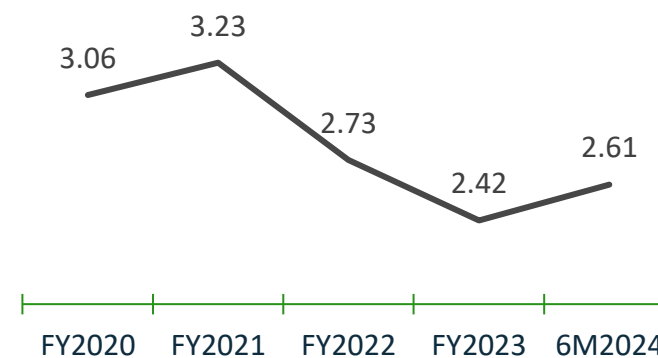
Net Debt / Equity



Net Debt / EBITDA\*



EBITDA\* / Interest Exp



# Management Profile



## Board of Commissioner



**Santoso Winata**  
President Commissioner

Indonesian. Joined Sungai Budi Group in 1982. Mr. Winata is also the Vice Chairman of Sungai Budi Group and President Director of PT Budi Starch & Sweetener Tbk since 1987. He has been the President Commissioner of TBLA since 1990.



**Albert Oey**  
Commissioner

Indonesian. Joined Sungai Budi Group since 1998. Mr. Oey is also a director at PT Budi Starch & Sweetener Tbk. He was appointed as Commissioner of TBLA in 1999.



**Justinus Aditya Sidharta**  
Commissioner

Indonesian. Joined the Company since 2016 as an Independent Commissioner. His past and current appointment include: Independent Commissioner at PT. Catur Sentosa Adiprana Tbk (2015 – Present), Managing Director at justinus a Sidharta CPA firm (2011 – present), Deputy Managing Director at Johan Malonda Astika & Partners (1998 – 2010).

# Management Profile



## Board of Directors



**Widarto**

President Director

Indonesian. Joined Sungai Budi Group in 1966 and appointed as Chairman of the group in 1985. Mr. Widarto has been in charged as President Director of TBLA since 1986. He is also currently the President Commissioner of PT Budi Starch & Sweetener Tbk .



**Sudarmo Tasmin**

Deputy President Director

Indonesian. Obtained Master of Economic degree from Trisakti University in 1981. Started his career as auditor in Public Accountant Firm Santoso Reskoatmojo (1981-1982) before serving as internal auditor in PT. Inti Salim Corpora (1982-1984). Mr. Tasmin joined Sungai Budi Group in 1984 and was appointed as director in 1986. Mr. Tasmin was put in charge as Deputy President Director of TBLA in 1999. He also presently serves as Vice-President Director of PT Budi Starch & Sweetener Tbk .



**Alfred Oey**

Director

Indonesian. Obtained Bachelor of Science in Business Administration Major Finance of Ohio State University, Columbus, USA in 2000. Joined Sungai Budi Group in 2000 and was appointed as the Director of TBLA in 2002.



**Djunaedi Nur**

Director

Indonesian. Obtained Master of Economic degree from Trisakti University in 1978. Previously served as Manager of Administration and university instructor of Economics Faculty both at Trisakti University (1972-1982). He joined Sungai Budi Group in 1982 and was appointed as General Manager in a number of Sungai Budi group companies until 1990. He was appointed as Director of Sungai Budi Group since 1991, Commissioner of PT Budi Starch & Sweetener Tbk since 1994 and Director of TBLA since 1997.

# Management Profile



## Board of Directors



**Ravindran Veerasamy**  
Director

Malaysian. Joined TBLA Board of Director in 2022. Obtained Bachelor's degree in Agricultural Science from University Putra Malaysia and MBA from the University of New England, Australia. Started his career with Kuala Lumpur Kepong Berhad and subsequently Kumpulan Guthrie Berhad. Joined Sinar Mas Group as Regional Controller until 2006. Head of Plantations for Hargy Oil Palms Ltd, PNG and GM of PT Tolan Tiga Indonesia until 2012. General Manager at TSH Resources Berhad. General Manager at Sawira Sdn Bhd in 2021.



**Murugaiah Perisamy**  
Director

Malaysian. Joined TBLA Board of Director in 2018. Obtained executive master degree in plantation & estate management from e-Malaysia University. Started his career in Guthrie Malaysia in 1972 as senior conductor. Joined Sungai Budi in 1998 as Plantation Manager and holds various position within the group over the last 20 years. Last position hold was plantation general manager from 2015 – 2018.



**Jason Indrian Winata**  
Director

Indonesian. Joined TBLA Board of Director in 2023. Obtained Bachelor Degree of Science in Accounting from Pepperdine University, USA, in 2011. MBA from Pepperdine University, Graziadio School of Business and Management, USA, in 2013.