

PT. TUNAS BARU LAMPUNG Tbk
6M2024 Investor Presentation

Disclaimer

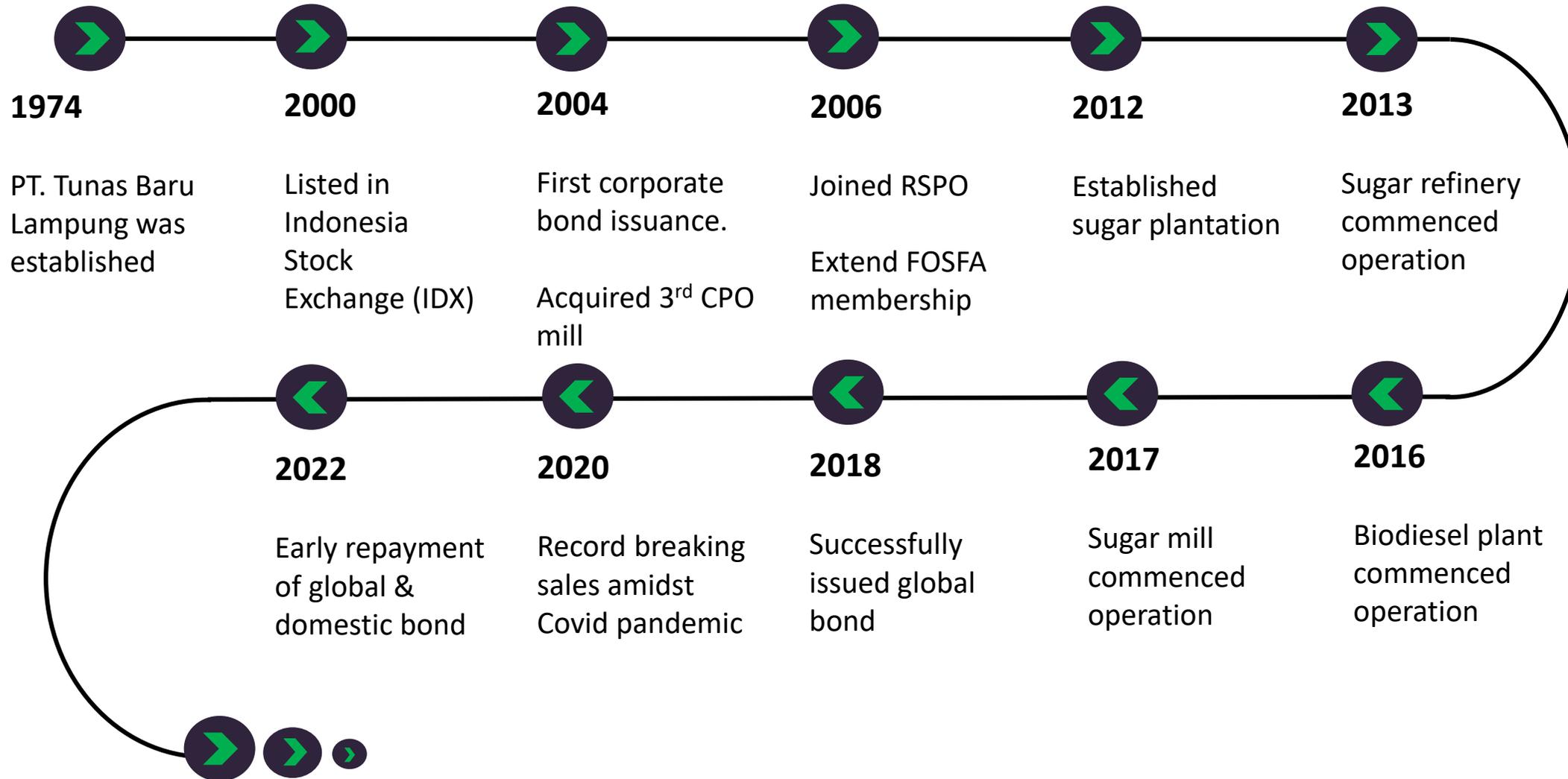


These materials have been prepared by PT Tunas Baru Lampung Tbk (the “Company”) and have not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials.

The Company or any of its affiliates, advisers or representatives accepts no liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed. These materials contain statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plan,” “will,” “estimates,” “projects,” “intends,” or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions.

The Company has no obligation and does not undertake to revise forward-looking statements to reflect future events or circumstances. These materials are for information purposes only and do not constitute or form part of an offer, solicitation or invitation of any offer to buy or subscribe for any securities of the Company, in any jurisdiction, nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever. Any decision to purchase or subscribe for any securities of the Company should be made after seeking appropriate professional advice.

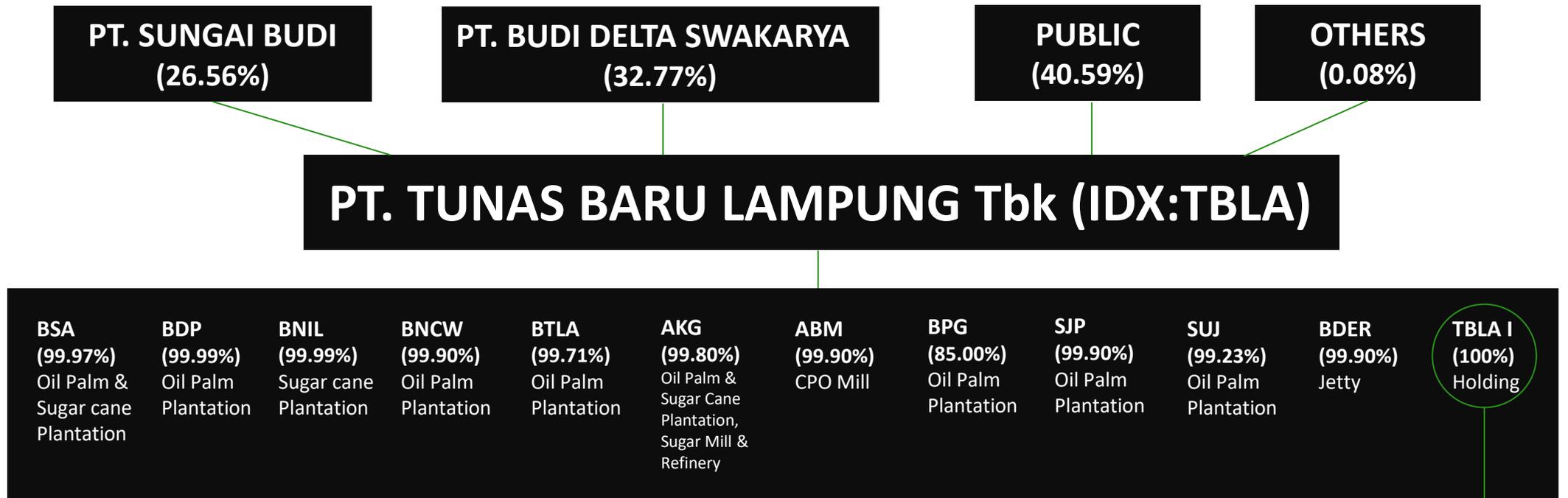
Milestones



Company Structure



Data per 30 June 2024



TB I (100%)
Investment, Trade, Consultation

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

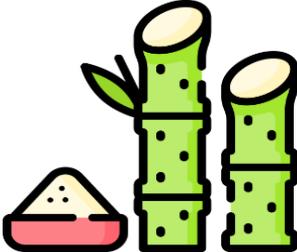


CPO Mill

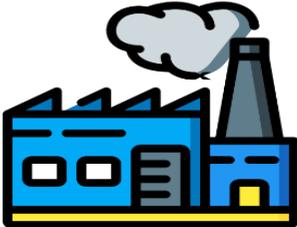


Downstream infrastructure.
Cooking oil , Biodiesel Plant

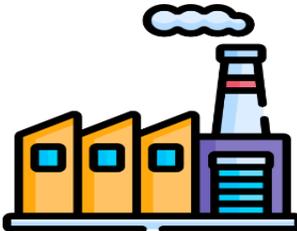
Sugar



Cane Plantation



Sugar Mill

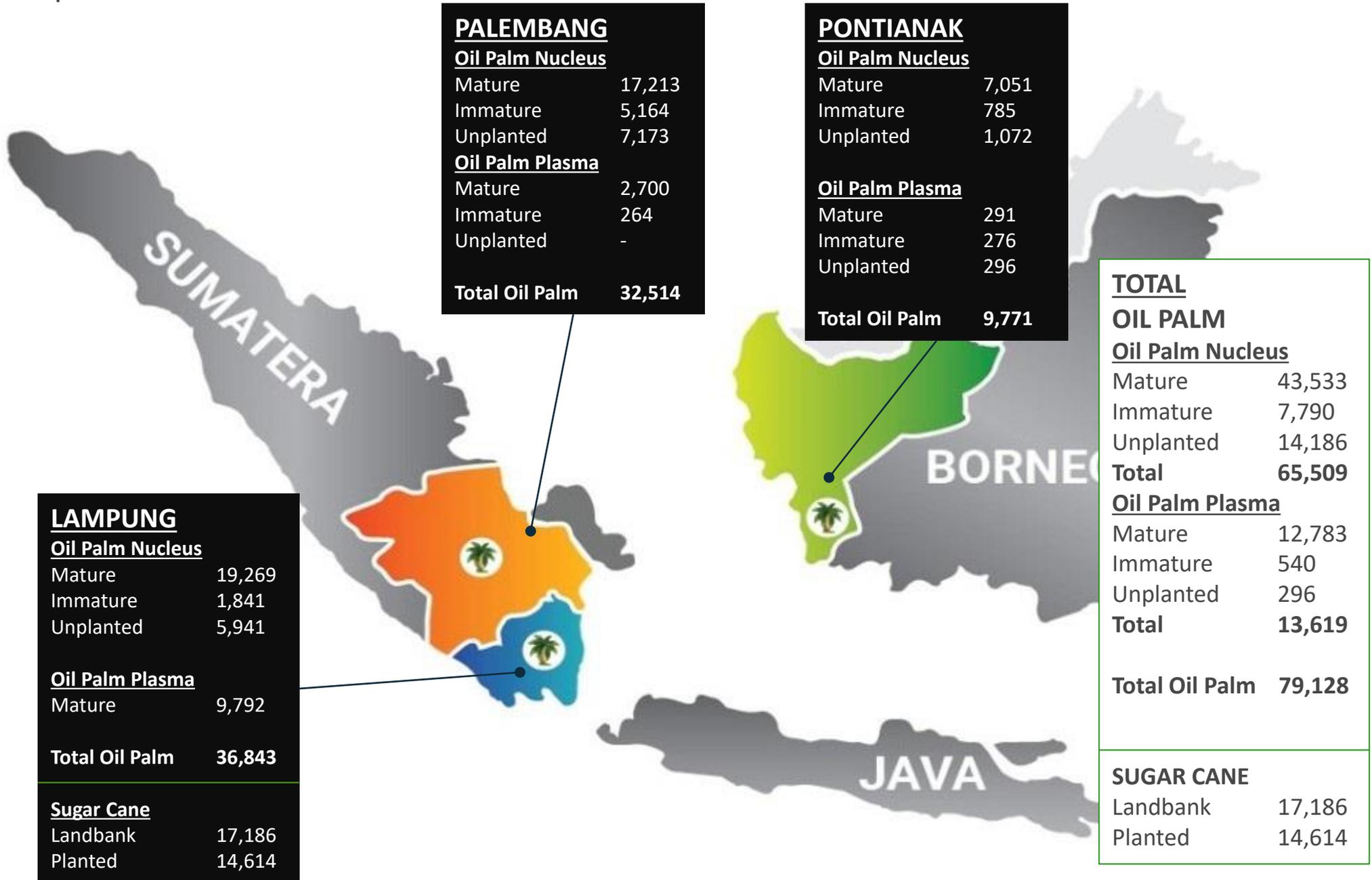


Sugar Refinery

Plantation Profile



Data per 30 June 2024

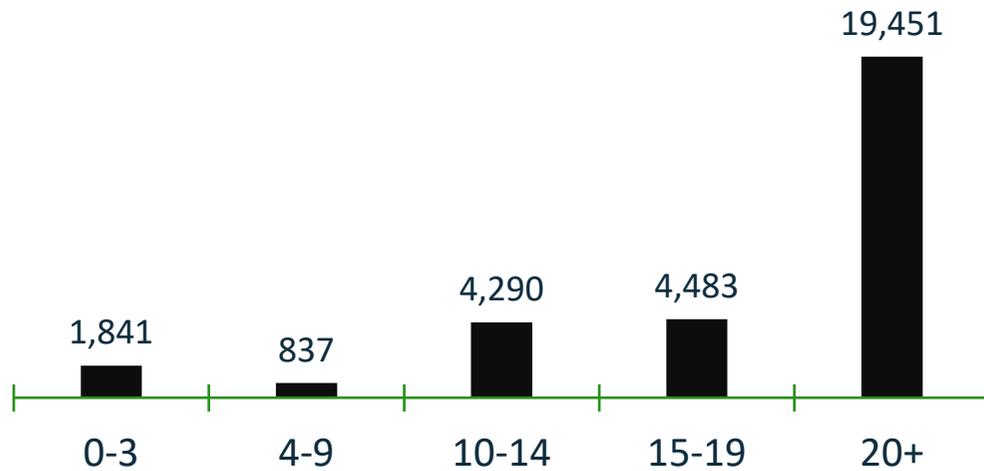


Estates Age Profile

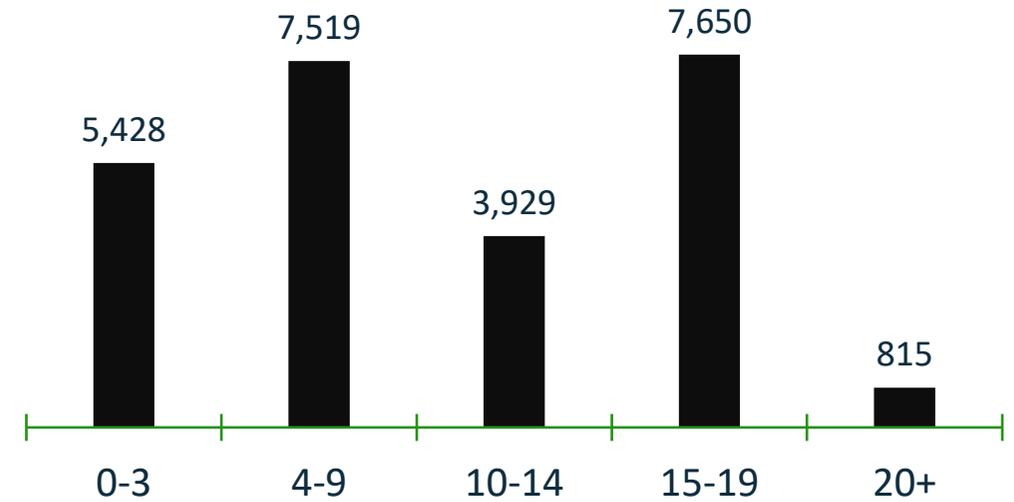


Data per 30 June 2024

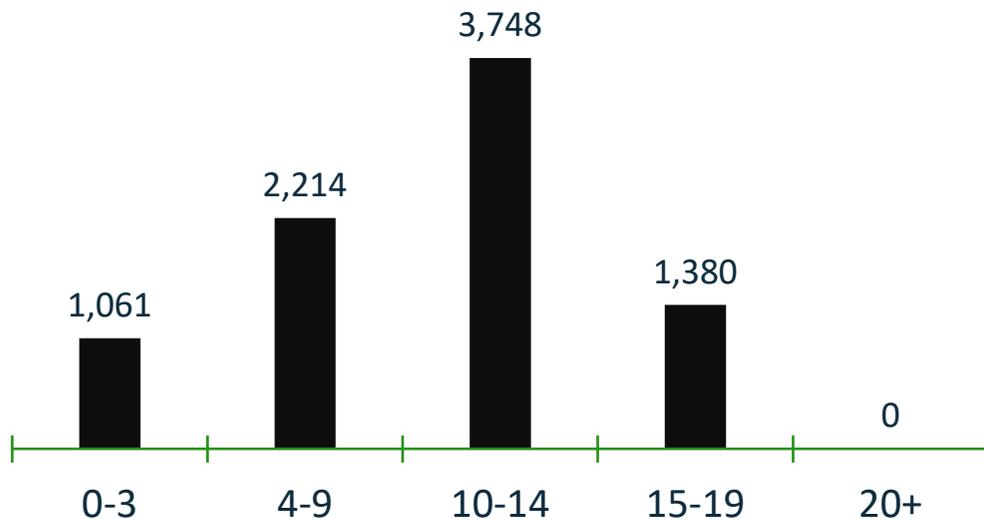
Lampung



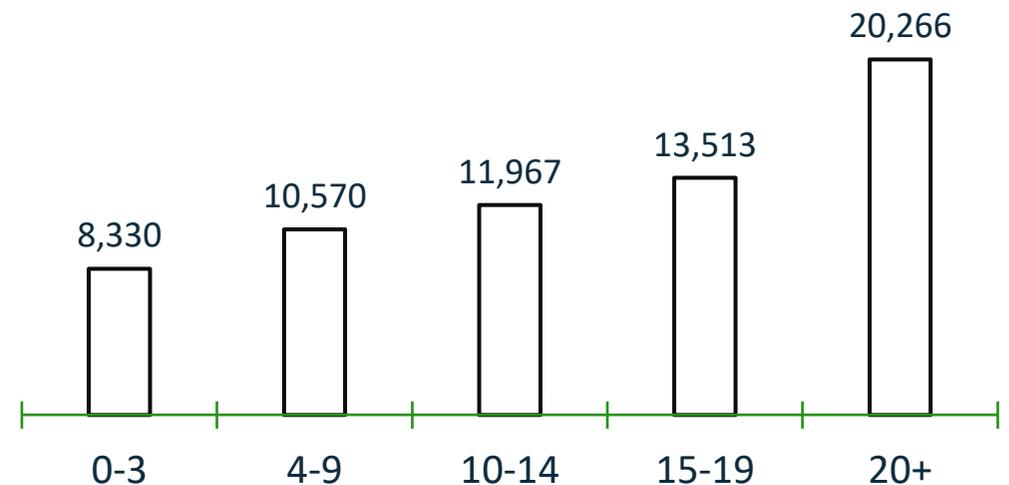
Palembang



Pontianak



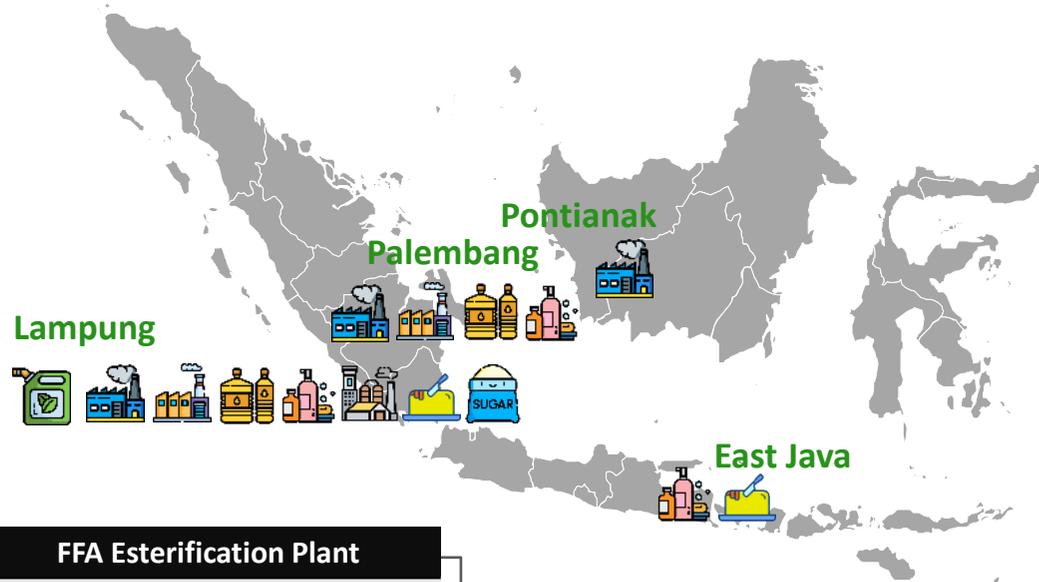
Total



Production Infrastructure



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



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

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
TOTAL	765,000	2,550

* 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
TOTAL	1,800,000	360

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
TOTAL	1,860,000	6,200

* Under construction (Exp completion 3Q2024)

PKO Mill		
Location	Tons/annum	Tons/day
Lampung	210,000	700
Palembang	60,000	200
TOTAL	270,000	900

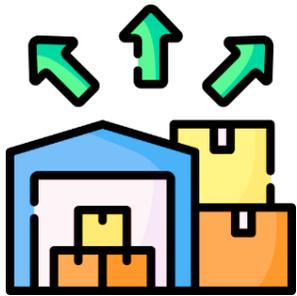
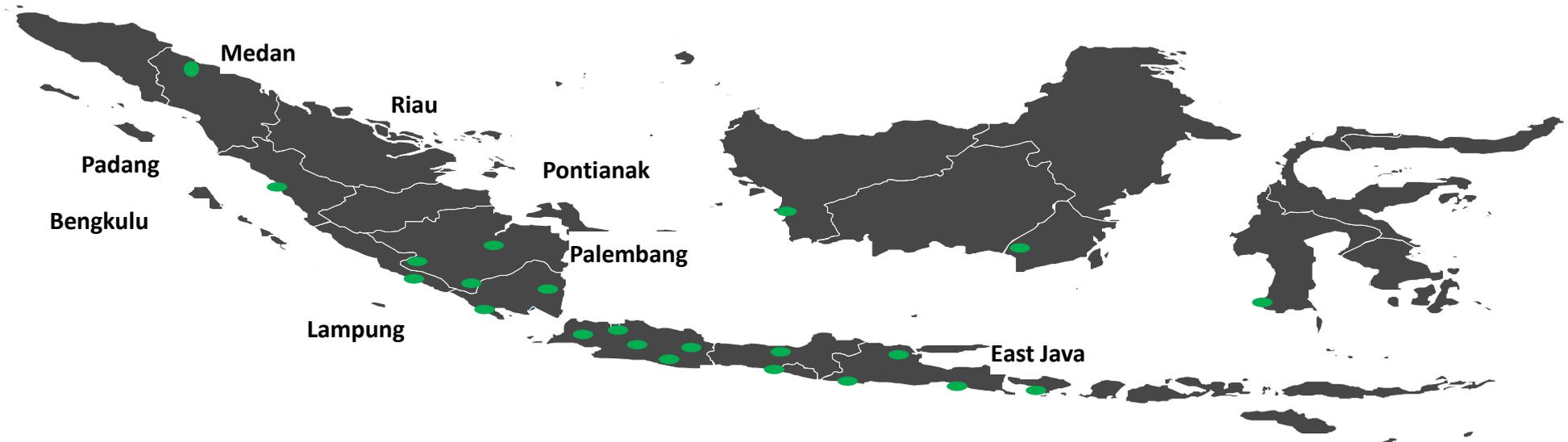
Soap Factory		
Location	Tons/annum	Tons/hour
Lampung	13,750	2.25
Palembang	13,750	2.25
TOTAL	27,500	4.5

Refined Glycerine Plant		
Location	Tons/annum	Tons/day
Lampung	36,000	120

Sugar Refinery	
Location	Tons of cane /day
Lampung	900

Sugar Mill	
Location	Tons of cane /day
Lampung	8,000

Distribution Infrastructure



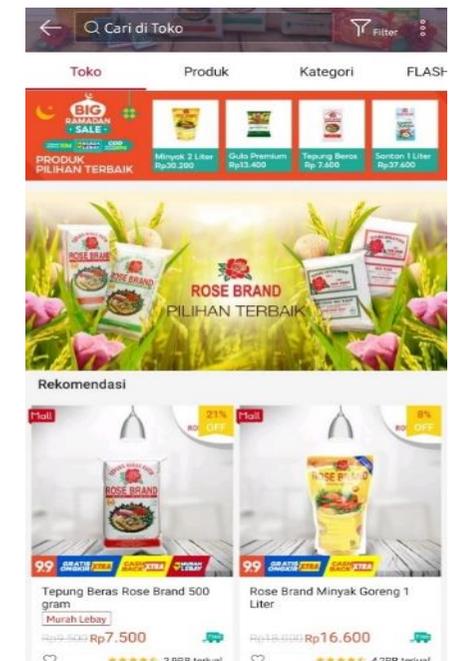
NATIONWIDE DISTRIBUTION

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.

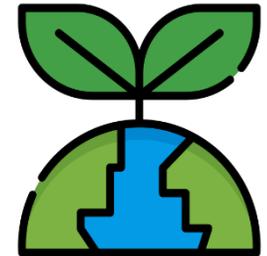
Active participant in Biodiesel initiative, which is a sustainable substitute for regular petroleum.



Social Contributions

Uplift local economy through local cooperatives under the Plasma Program.

Partnering with local 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 CO₂/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.



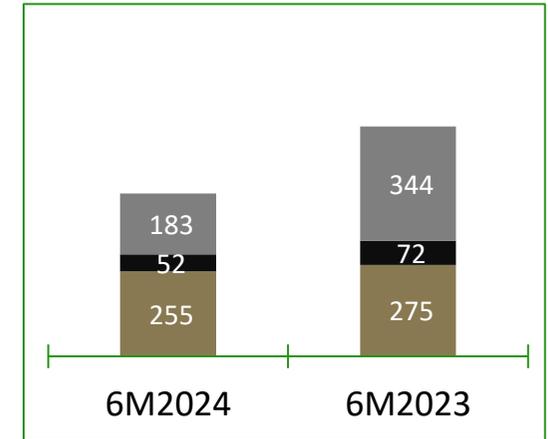
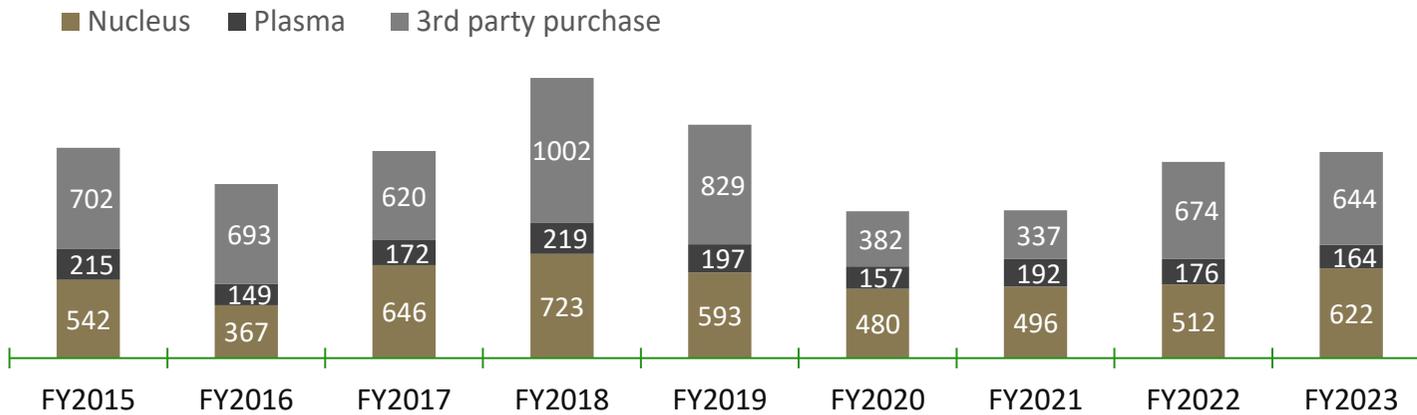
BIODIESEL PRODUCER

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 CO₂ in 2021¹.

Palm Oil – Production Highlights



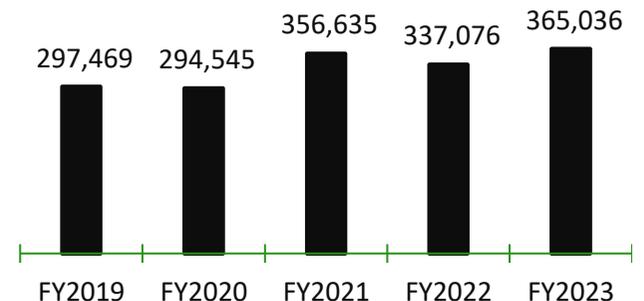
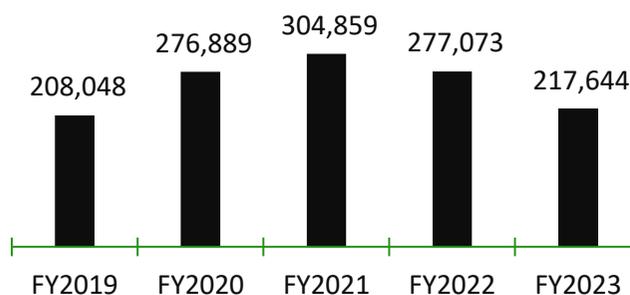
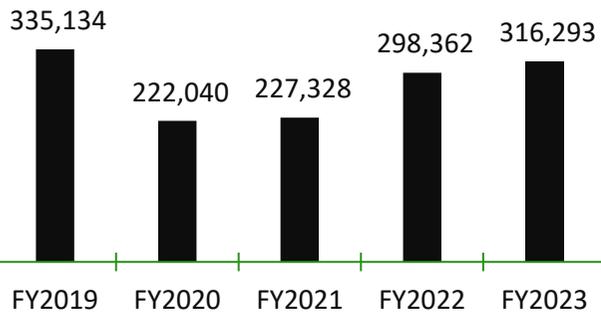
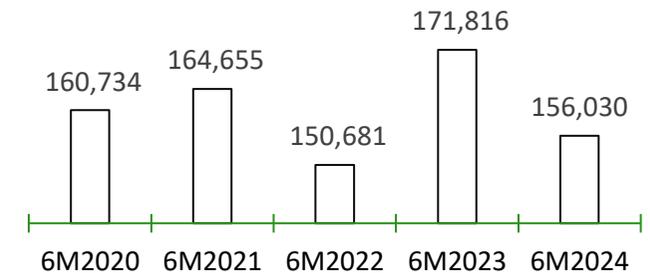
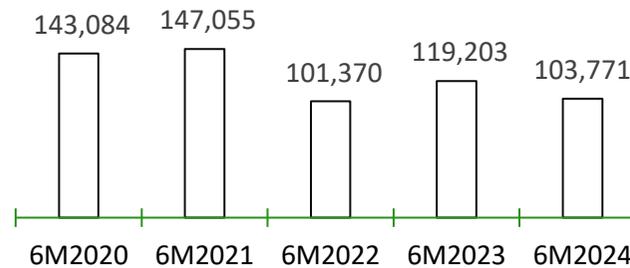
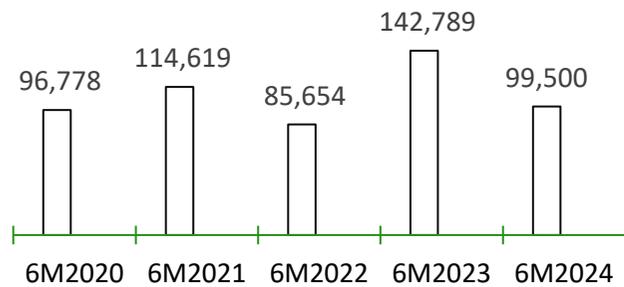
FFB Harvest (figure in thousands)



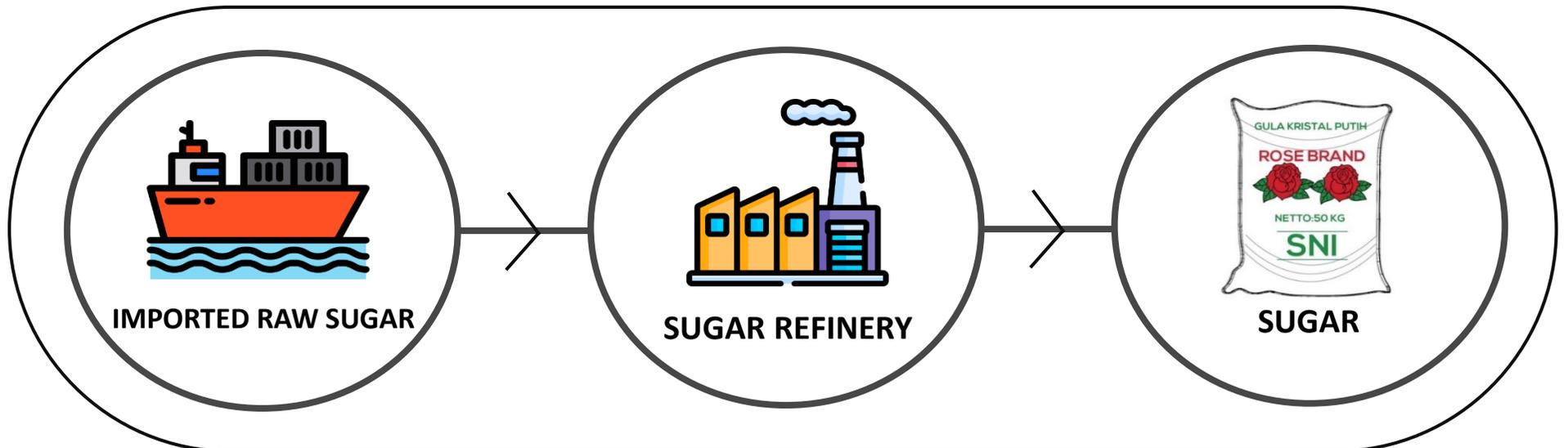
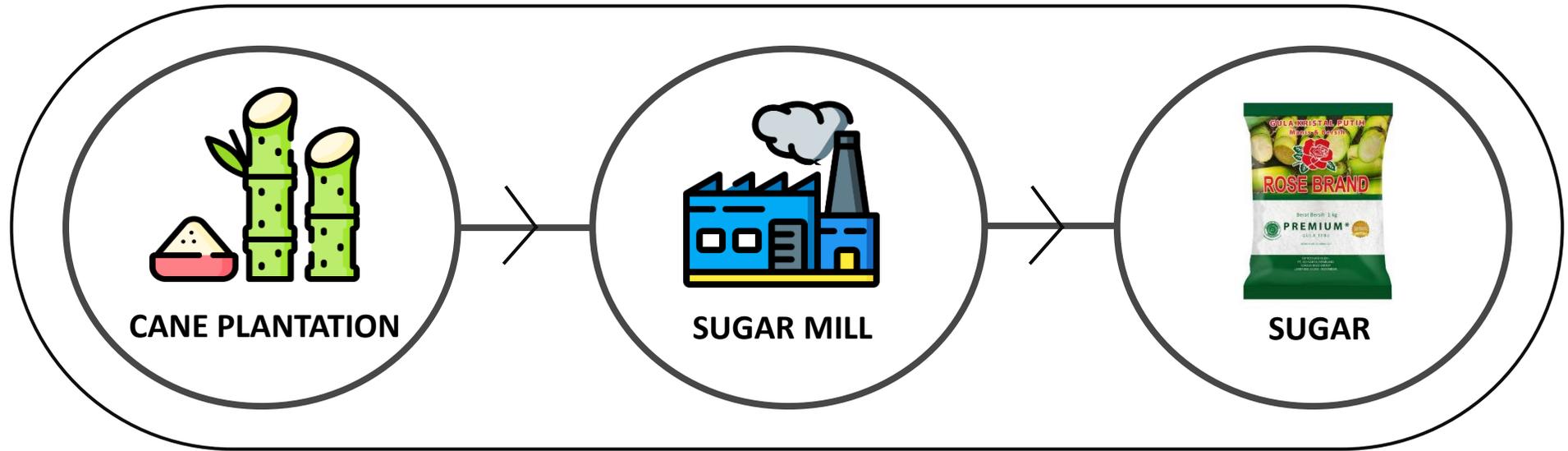
CPO

Cooking oil (Olein)

Biodiesel (FAME)



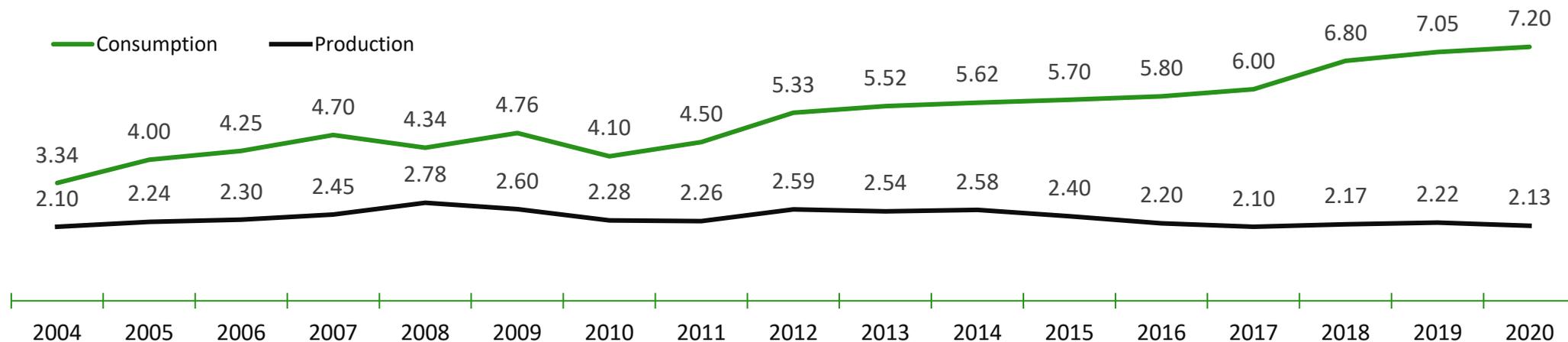
Sugar Industry – Mill & Refinery



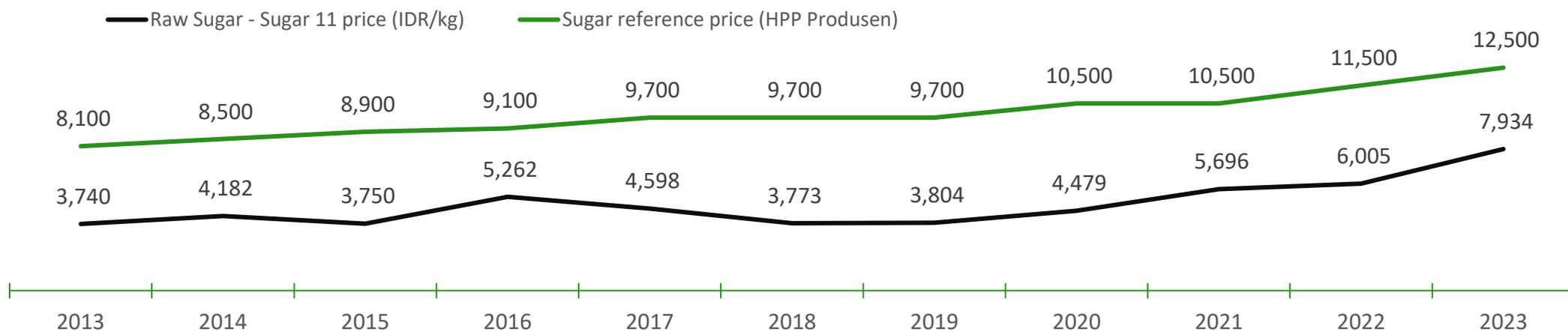
Sugar Industry - Dynamics



Indonesia's sugar production vs consumption (Million Ton)



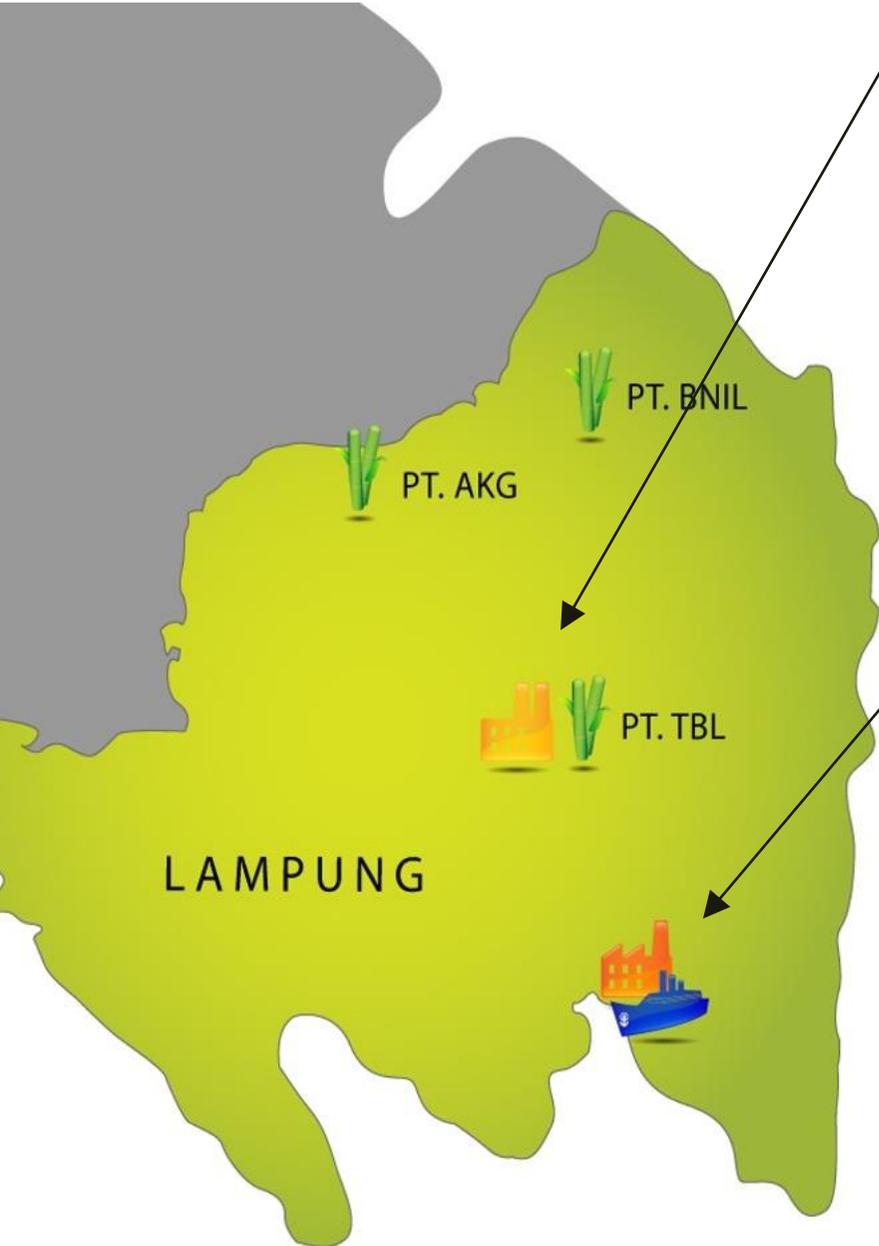
Sugar price (IDR/Kg)



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



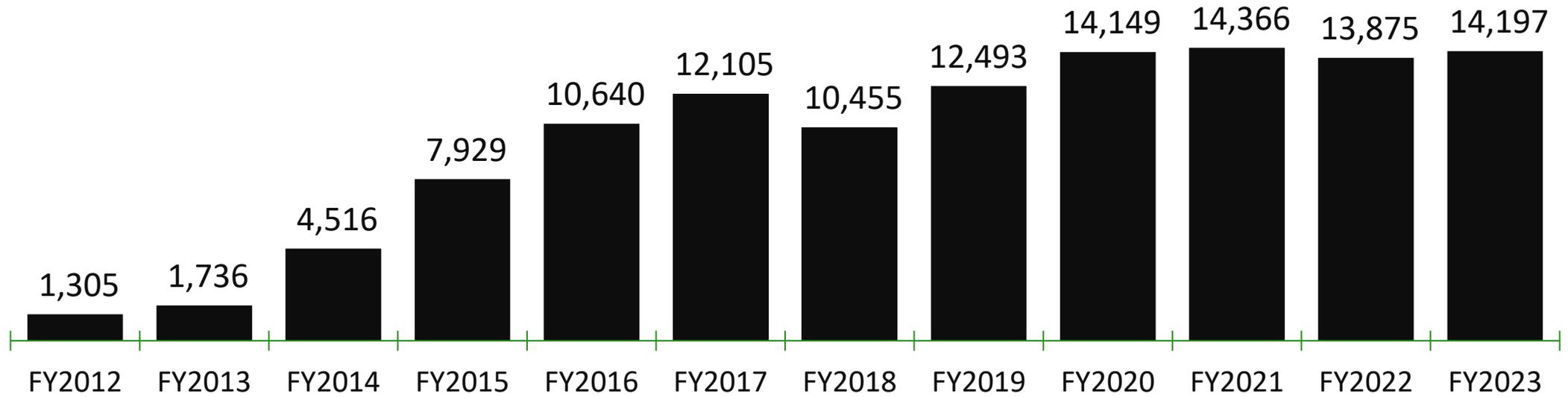
SUGAR REFINERY – Capacity 900 ton/day (324,000 ton/pa)



Sugarcane Plantation



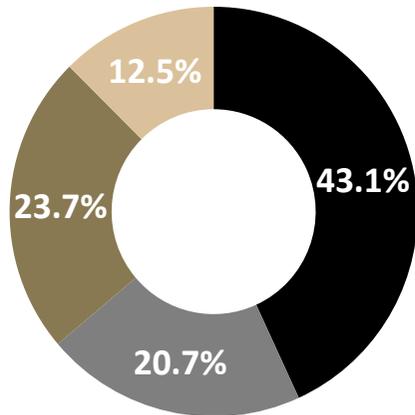
Cane Plantation (Ha)



Sales Profile

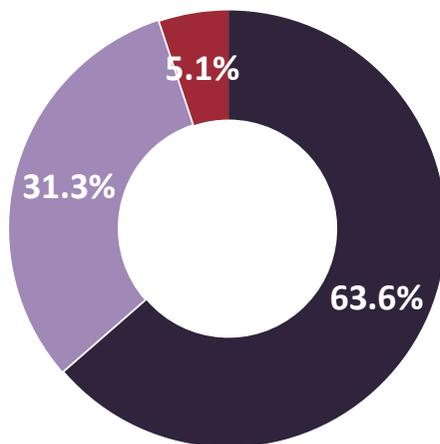


6M2024 - REVENUE Rp8.2tn / USD589mn



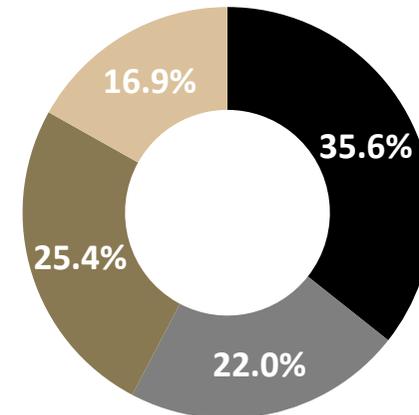
■ SUGAR ■ COOKING OIL ■ BIODIESEL ■ OTHERS

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



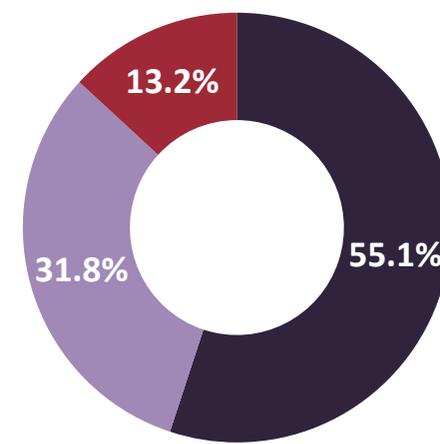
■ DOMESTIC (IDR) ■ DOMESTIC (USD Linked) ■ EXPORT (USD)

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)

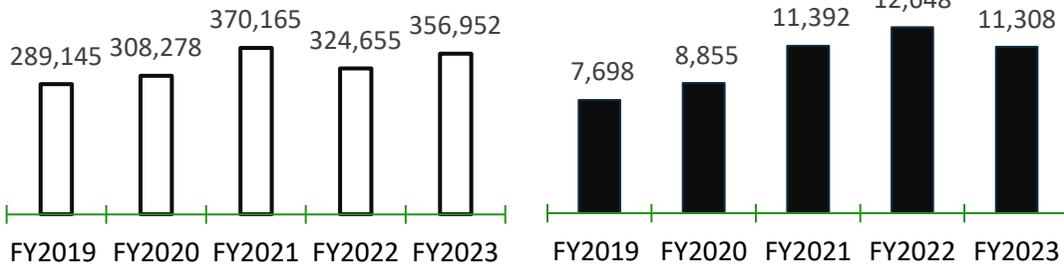
Sales Highlight



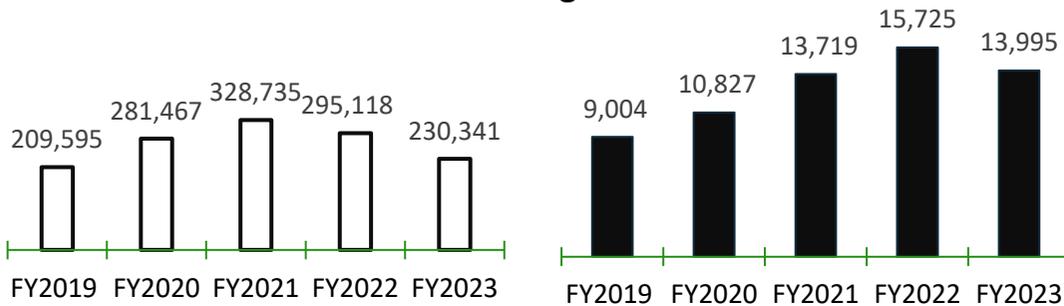
Sales Volume

ASP (IDR/kg)

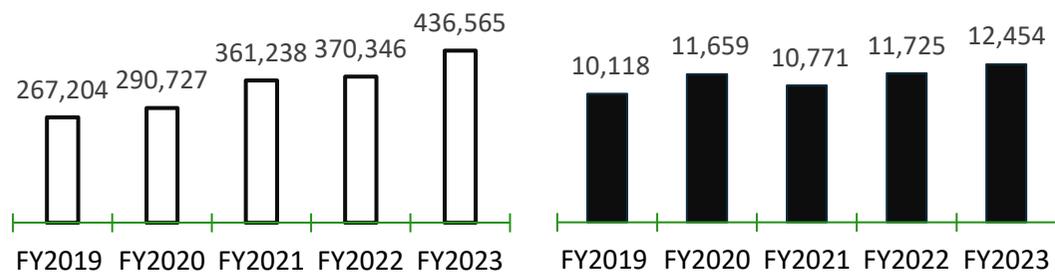
FAME (Biodiesel)



Cooking oil



Sugar

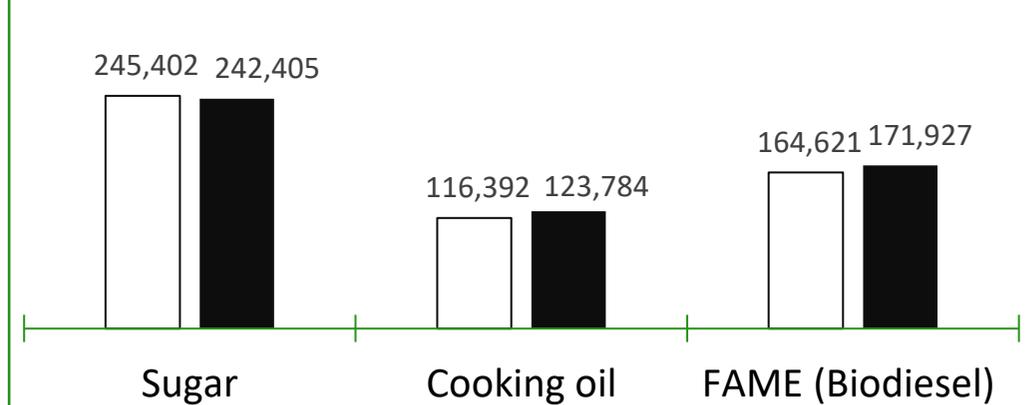


Note: Sales measured in tonnage for Cooking oil & Sugar, and kilo liter for FAME //(Biodiesel)

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

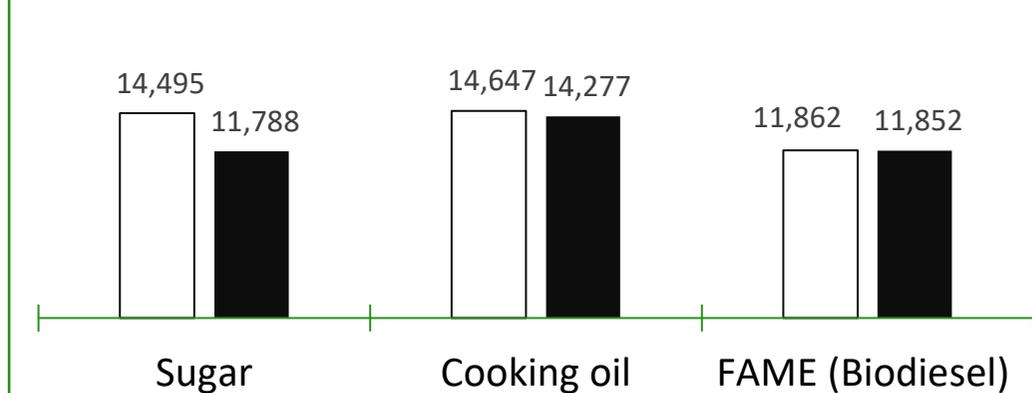
SALES VOLUME (TON)

□ 6M2024 ■ 6M2023



ASP (Rp/Kg)

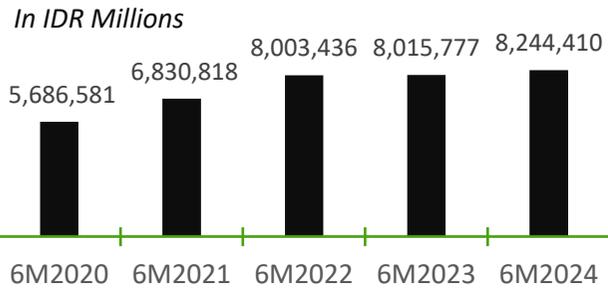
□ 6M2024 ■ 6M2023



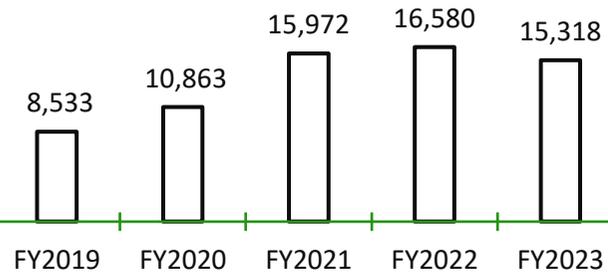
P&L Trend



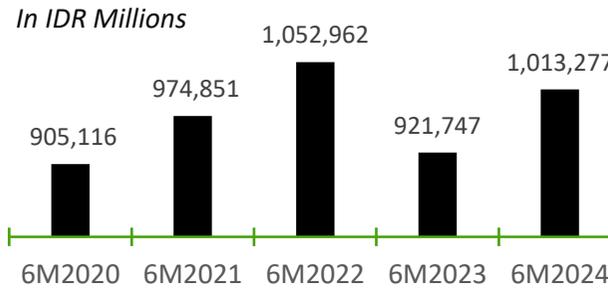
REVENUE



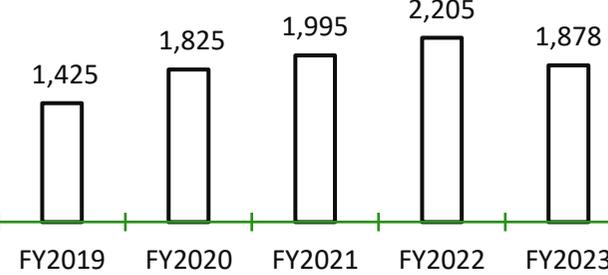
In IDR Billions



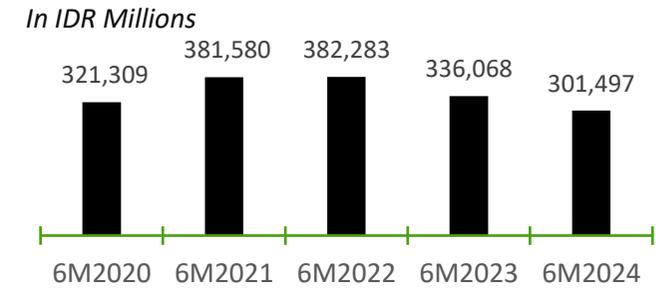
OPERATING PROFIT



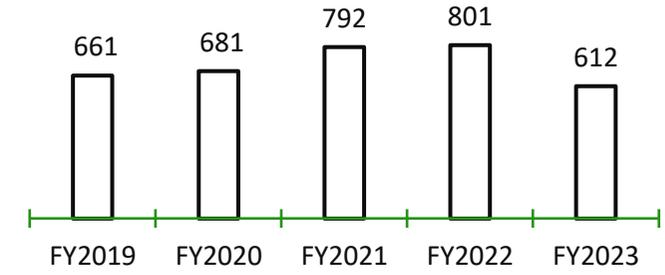
In IDR Billions



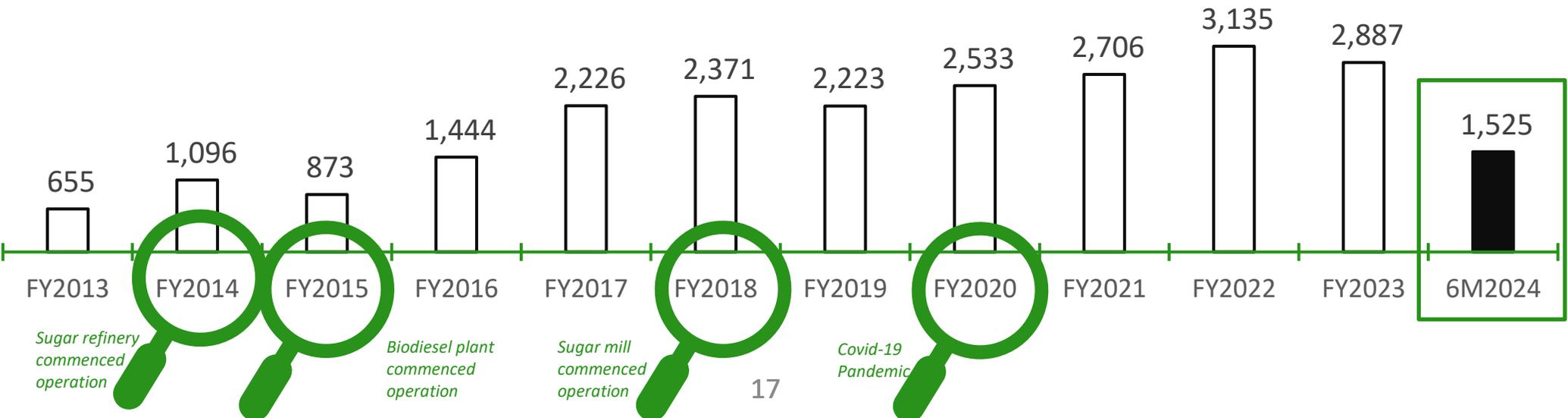
NPAT



In IDR Billions



EBITDA

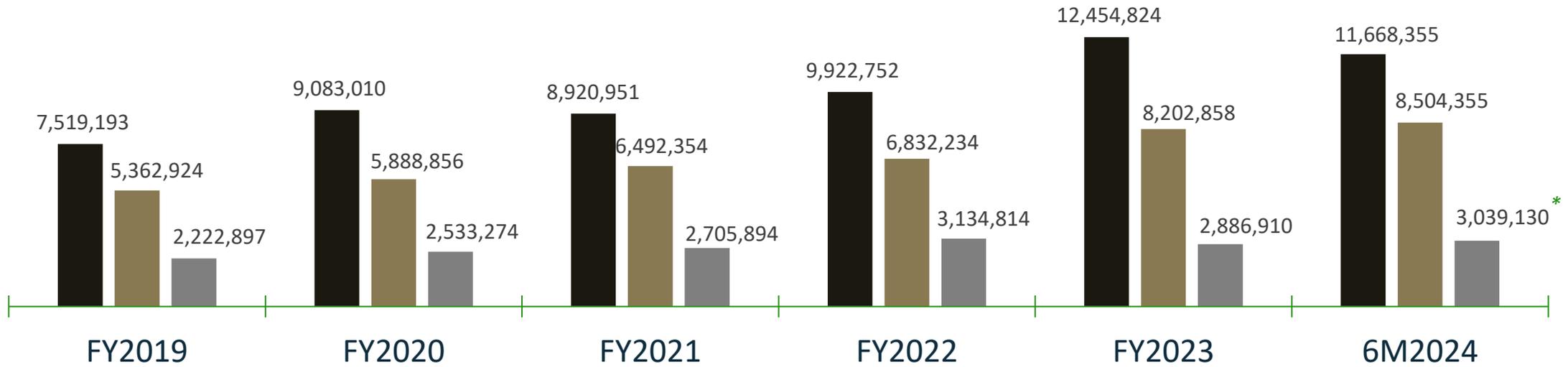


Debt Coverage



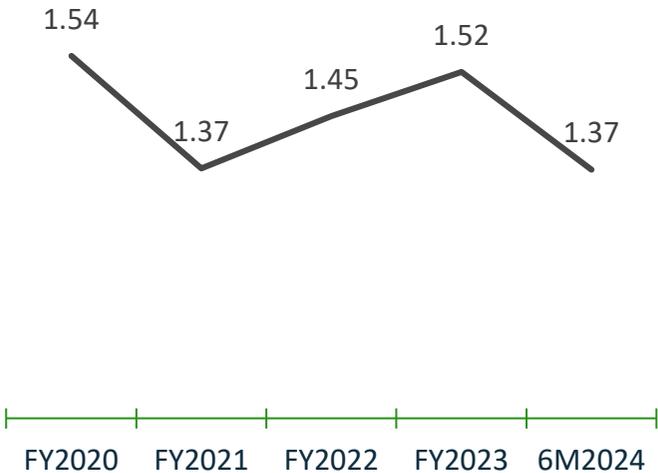
■ Net Debt ■ Equity ■ EBITDA

In IDR Millions

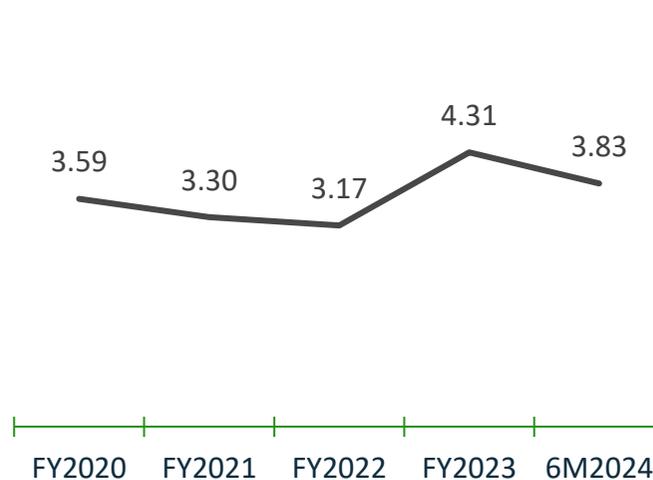


* Annualized

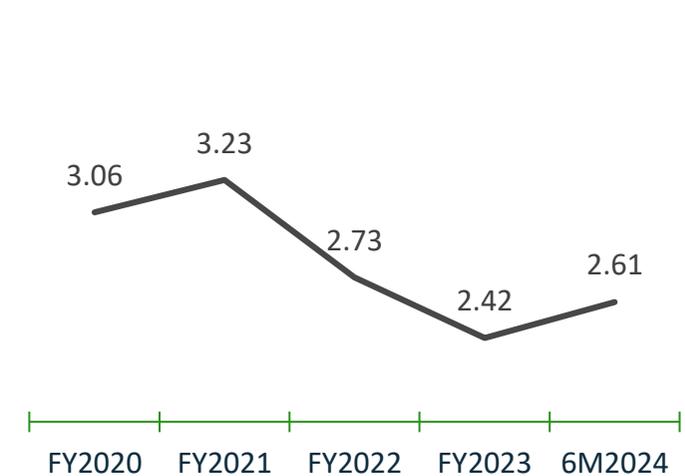
Net Debt / Equity



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 & Partnerts (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, Colombus, 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.