

## PT. TUNAS BARU LAMPUNG Tbk (TBLA) 6M2025 NEWSLETTER 5 August 2025







| P&L (IDR Millions)         | 6M2025     | 6M2024     | Δ%    |
|----------------------------|------------|------------|-------|
| Revenue                    | 10,498,247 | 8,244,410  | 27.3% |
| Gross Profit               | 1,801,701  | 1,482,369  | 21.5% |
| Operating Profit           | 1,231,437  | 1,013,277  | 21.5% |
| NPAT                       | 447,218    | 301,497    | 48.3% |
| EBITDA                     | 1,806,617  | 1,525,065  | 18.5% |
| Unrealized FX gain/ (Loss) | (30,761)   | (75,244)   | -     |
| USD: IDR                   | 16,233     | 16,421     |       |
| BS (IDR Millions)          | 30 Jun 25  | 31 Dec 24  | Δ%    |
| Asset                      | 27,500,498 | 27,763,549 | -0.9% |
| Liability                  | 18,617,360 | 19,315,115 | -3.6% |
| Equity                     | 8,883,138  | 8,448,434  | 5.1%  |
|                            |            |            |       |

14,804,092

1,247,720

6.2%

-75.5%

| "Incluae re | strictea | casn unaer | otner | current asset |  |
|-------------|----------|------------|-------|---------------|--|
|             |          |            |       |               |  |

Interest Bearing Debt

Cash & equivalent#

| Financial Ratios   | 6M2025 | 6M2024 |
|--------------------|--------|--------|
| Gross margin       | 17.2%  | 18.0%  |
| Operating margin   | 11.7%  | 12.3%  |
| Net margin         | 4.3%   | 3.7%   |
| EBITDA margin      | 17.2%  | 18.5%  |
| ROA                | 3.3%   | 2.3%   |
| ROE                | 10.1%  | 7.1%   |
| Net Debt to Equity | 1.74   | 1.37   |

15,725,591

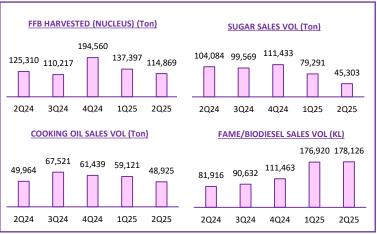
305,138

| Sales Volume     | 6M2025  | 6M2024  | Δ%             |
|------------------|---------|---------|----------------|
| Palm Cooking Oil | 108,046 | 116,392 | - <b>7.2</b> % |
| PKO              | 11,700  | 19,260  | -39.3%         |
| Sugar            | 124,594 | 245,402 | -49.2%         |
| FAME (Biodiesel) | 355,046 | 164,621 | 115.7%         |

| Sales Price (IDR/Kg) | 6M2025 | 6M2024 | Δ%    |
|----------------------|--------|--------|-------|
| Palm Cooking Oil     | 17,559 | 14,647 | 19.9% |
| РКО                  | 25,704 | 13,402 | 91.8% |
| Sugar                | 15,889 | 14,495 | 9.6%  |
| FAME/Biodiesel       | 14,338 | 11,862 | 20.9% |

| Production (MT)                    | 6M2025  | 6M2024  | Δ%     |
|------------------------------------|---------|---------|--------|
| Nucleus FFB harvest                | 252,266 | 254,839 | -1.0%  |
| Plasma FFB harvest                 | 73,774  | 51,682  | 42.7%  |
| 3 <sup>rd</sup> Party FFB purchase | 334,456 | 183,206 | 82.6%  |
| Total FFB                          | 660,496 | 489,727 | 34.9%  |
| Nucleus yield (MT/Ha)              | 6.2     | 5.9     | -      |
| CPO Production                     | 142,387 | 99,500  | 43.1%  |
| CPO Extraction Rate                | 22.53%  | 21.23%  | -      |
| Cooking Oil                        | 91,301  | 103,771 | -12.0% |
| FAME/Biodiesel (KL)                | 351,453 | 156,030 | 125.2% |

| Planted Area (Ha) | 6M2025 | 6M2024 |
|-------------------|--------|--------|
| Mature oil palm   | 54,230 | 56,316 |
| Immature oil palm | 11,503 | 8,330  |
| Total oil palm    | 65,733 | 64,646 |
| Sugar cane        | 14,262 | 14,616 |



## **KEY HIGHLIGHTS:**

Revenue, Operating profit and EBITDA went up by **27.3%**, **21.5%** and **18.5%** on the back of much higher biodiesel (FAME) sales volume and improved pricing for all products.

With the implementation of B40 biodiesel blending mandate this year, TBLA's Biodiesel (FAME) annual sales contract to Pertamina is up by 113.5%, from 379k KL (321k ton) last year to 809k KL (686k ton) in FY2025. The Company has since delivered 355k KL (301k ton) of Biodiesel (FAME) in 6M2025, in line with annual contracted volume.

With 2 operating biodiesel plants in Lampung, TBLA has a total FAME (biodiesel) production capacity of **903k KL (765k ton)** per annum. The Company's Existing infrastructures are ready to facilitate the upcoming B50 mandate, scheduled in 2026.

Better harvest conditions around South Sumatera region, increased TBLA's cpo production to **142k ton**, up by **43.1%** compared to 6M2024. This is however, still not sufficient to keep up with the booming downstream production demand, especially from FAME (biodiesel) segment. Thus, external cpo procurement had to be increased to **290k ton**.

Sugar sales volume went down as the government still strictly limits raw sugar import by the end of 6M2025. Severe supply shortage in the coming quarters is expected to drive sugar price up towards year end.

Cane harvest and sugar production from TBLA's sugar mill is running normally and expected to produce around 80k – 90k ton of mill white sugar by the end of the harvest season in September/October 2025.