



PT JAPFA COMFEED INDONESIA Tbk

PUBLIC EXPOSE

Unofficial Translation

Building Long Term Value

Company Overview

Operational Performance

Financial Highlights

Challenges & Strategies

Appendix

Growing Towards Mutual Prosperity



COMPANY OVERVIEW



An Introduction To Japfa Tbk

Vertically
integrated
agriculture
Company

- One of the largest poultry players in Indonesia with net sales of Rp29.6 trillion and EBITDA of Rp2.9 trillion in 2015.
- Strategically involved in aquaculture and beef offering diversification of revenues.
- Listed on IDX for over 20 years with a market cap of Rp14.8 trillion as of 31 December 2017.
- Focus on Indonesia, an attractive animal protein market with high growth potential. '

Leading
market share
and
growth

- Japfa has maintained solid market share over the past 40 years of operations.
- Economies of scale providing advantages in terms of raw material purchases and cost efficiencies.
- Deep geographical reach to be closer to customer base and raw material suppliers.
- Strong historical net sales CAGR growth of 14.1% from 2007-2017.
- Japfa has the second largest market share for poultry feed and DOC.

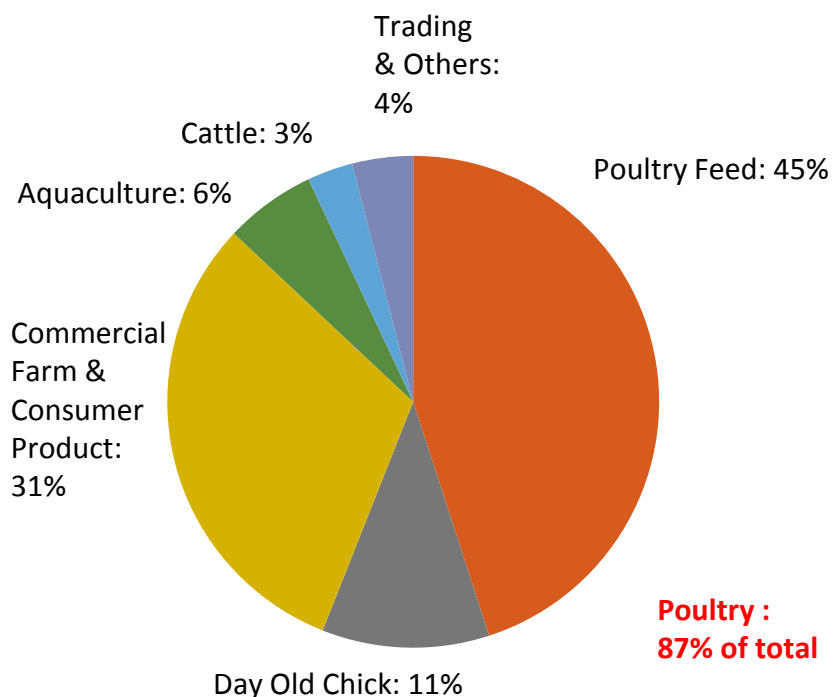
Focused on producing affordable animal protein in Indonesia

Core Competencies Across The Value Chain



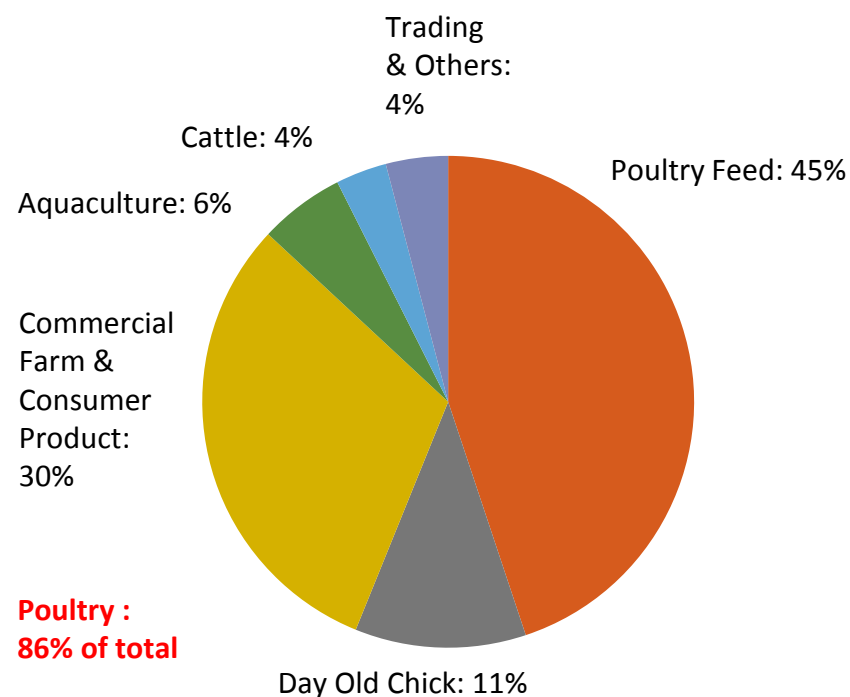
Poultry Contributes Bulk of Revenue and Feed is Core Pillar of Profitability

FY17 Sales Contribution Per Business Segment



Total FY17 Net Revenue: Rp. 29.6 Trillion

FY16 Sales Contribution Per Business Segment



Total FY16 Net Revenue: Rp. 27.1 Trillion

Diversified business with a clear focus on the poultry sector
given our expertise and poultry industry dynamics

Note: The % sales contributions from operational segments shown above are based on gross sales, which exclude elimination adjustments between segments.

Growing Towards Mutual Prosperity



OPERATIONAL PERFORMANCE



Indonesia's economic growth in 2017 was recorded at 5.07%, better than the previous year's economic growth of 5.03%.

The good economic growth gave positive impact to the national livestock industry, especially for poultry industry. Poultry industry in Indonesia experienced better growth in 2017.

The Company showed better business growth in 2017, along with the growth of the poultry industry. The Company has implemented efficiencies, through some innovations, in terms of production process, as well as internal operations.

In terms of operational performance, the Company remains one of the most efficient poultry operators in Indonesia.

The low consumption of beef, chicken and fish in Indonesia provides the Company with ample opportunities to grow the business in future. We remain confident of the Company's long term prospects and sustainable growth.

Growing Towards Mutual Prosperity



FINANCIAL HIGHLIGHTS

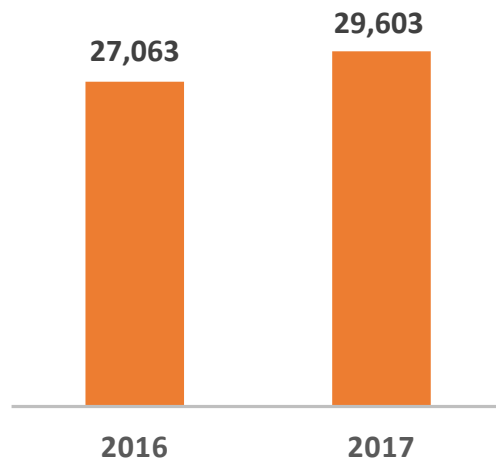


Proven Financial Track Record



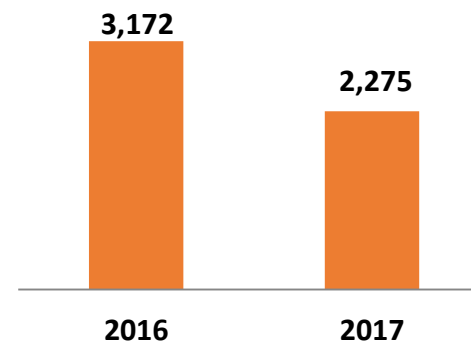
NET REVENUES

(In IDR Billion)



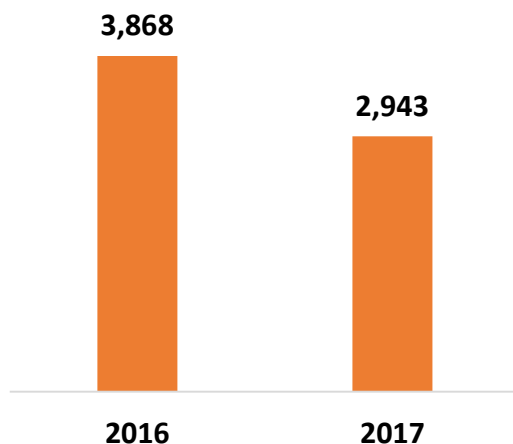
OPERATING PROFIT

(In IDR Billion)



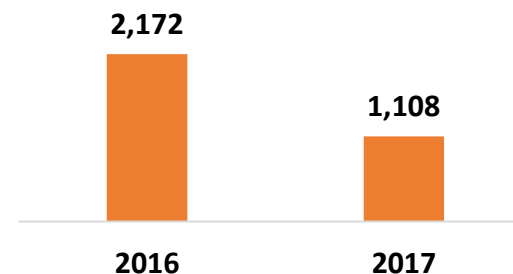
EBITDA

(In IDR Billion)



NET PROFIT – INCLUDING NON-CONTROLLING INTERESTS

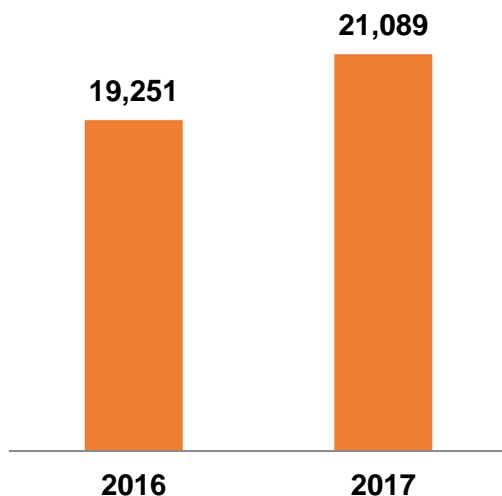
(In IDR Billion)



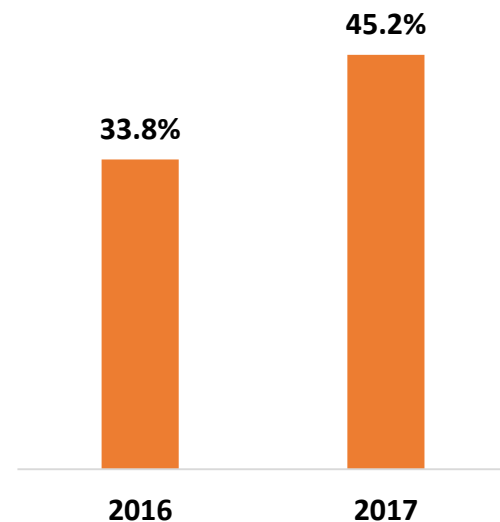
Proven Financial Track Record

TOTAL ASSETS

(In IDR Billion)

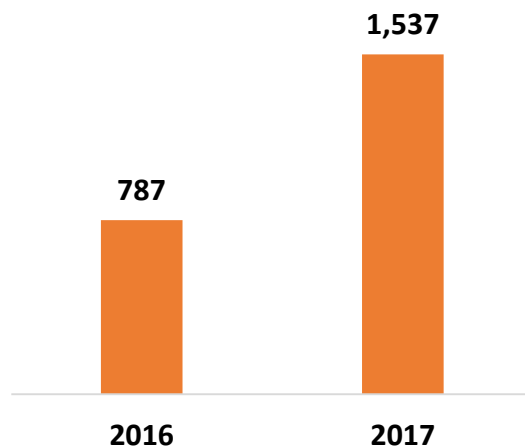


NET DEBT/EQUITY



CAPEX

(In IDR Billion)



Growing Towards Mutual Prosperity



CHALLENGES & STRATEGIES



Challenges

Public consumption of animal protein products remains low due to the low purchasing power of the people. Furthermore, there is lack of education on the importance of balanced nutrition for people's health.

Strategies

1. The Company makes use of its capital expenditure (capex) by taking into account consumption level, purchasing power and the Company's sustainability growth.
2. The Company performs *hedging* on its USD bond, namely for the principal and interest of the bonds. The Company also performs operational hedging for payment to suppliers of its feed's raw materials for the next 2-3 months.
3. The Company continues to focus on enhancing its operational efficiency and profitability, including improving working capital efficiencies.
4. In addition, the Company will also continue to educate the poultry and aqua farmers in Indonesia so that their products will have better quality and competitiveness.

Growing Towards Mutual Prosperity








APPENDIX



Company's Operational Map



	Pabrik Pakan Ternak Poultry Feedmills	Medan, Padang, Lampung, Tangerang, Cikande, Purwakarta, Cirebon, Sragen, Grobogan, Sidoarjo, Gedangan, Surabaya, Banjarmasin, Makassar
	Rumah Potong Ayam Slaughter House	Sadang, Parung, Pabelan (Salatiga), Makassar, Bali, Krian, Bati-Bati, Lampung, Medan
	Pengeringan Jagung Corn Dryer	Lampung, Brebes, Gowa, Grobogan, Parepare
	Penggemukan Sapi Beef Cattle Feedlot	Lampung, Probolinggo
	Pabrik Pakan Ikan dan Pakan Udang Aqua Feedmills	Medan, Lampung, Purwakarta, Gresik, Banyuwangi

	Tambak Udang dan Pembibitan Shrimp Ponds and Hatcheries	Indramayu, Banyuwangi, Bali, Lampung, Banten, Makassar, Sumbawa
	Tambak Ikan dan Pembibitan Fish Farming and Hatcheries	Lake Toba, Simalungun, Purwakarta, Yogyakarta
	Pengolahan Hasil Ikan dan Udang Fish and Shrimp Processing Unit	Cirebon, Simalungun
	Pusat Riset Pakan Aquaculture Research Center	Cianjur
	Tambak Sidat Eel Farming	Banyuwangi, Situbondo
	Pengolahan Sidat Eel Processing	Banyuwangi
	Pabrik Karung Plastik Woven Plastic Bag Factory	Wonoayu
	Pabrik Vaksin Hewan Animal Vaccine Factory	Gunung Putri Bogor

Company's Operational Map



FARM PBD-JAPFA

Bogor, Nagrak (1,2), Parungkuda, Pamuruyan, Klapanunggal (1,2), Citapen, Darangdan, Kertasari, Pawenang, Neglasari, Serang, Wanayasa (1,2,3,4), Bojong, Pengandaran, Subang (1,2,3) Cipeuneuy, Pemalang, Wonorego, Pati, Ngaringan, Tuntang, Dawuhan Sengo, Sukodermo, Pucangsari, Toyomarto, Lebakrejo, Sekaragadung, Grati (1,2,3,4), Jombang, G.Kawi, Wongsorejo/Banyuwangi, Bali (Pupuan 1,2), Makassar (1,2,3), Manado, Gisting, Campang, GP Lampung, Palembang (1,2,3), GP Palembang, Jambi, Padang (1,2), Bandar Masilam (1,2), Medan/Kabanjahe, Talunkenas, Pekanbaru (1,2), Ambawang, Toho, Banjarbaru (1,2,3), Samarinda (1,2)



HATCHERY PBD-JAPFA

Htc. Cicurug (1,2), Htc. Wanayasa, Htc. Garut, Htc. Kronjo, Htc. Subang (1,2), Htc. Tengar (1,2), Htc. Kediri, Htc. Wonorejo, Htc. Bali (1,2), Htc. Sukajawa/Lampung, Htc. Palembang, Htc. Jambi, Htc. Padang, Htc. Medan, Htc. Bandar Masilam, Htc. Pekanbaru, Htc. Pontianak, Htc. Bati-bati/Banjarbaru, Htc. Samarinda, Htc. Makassar, Htc. Palu, Htc. Manado

Growing Towards Mutual Prosperity



THANK YOU





PT JAPFA COMFEED INDONESIA Tbk

PUBLIC EXPOSE

Unofficial Translation

Building Long Term Value

