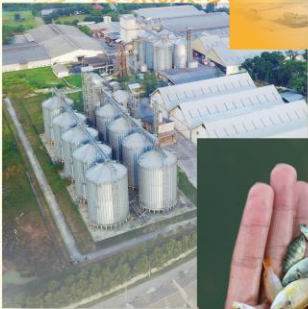


PT JAPFA COMFEED INDONESIA Tbk



INVESTOR PRESENTATION 1Q2022

Memperkokoh Sinergi Untuk Masa Depan yang Berkelanjutan
Strengthening Synergies for a Sustainable Future

Index

Company Overview

Key Investment Highlights

Financial and Operational Highlights

COMPANY OVERVIEW



Company Overview

Core competencies across the value chain

VERTICALLY INTEGRATED BUSINESS MODEL

- UPSTREAM
- ANIMAL FEED PRODUCTION
- UPSTREAM
- BREEDING
- MIDSTREAM
- COMMERCIAL FARMING
- DOWNSTREAM
- PROCESSING
- DOWNSTREAM
- CONSUMER PRODUCTS

POULTRY



AQUACULTURE



BEEF CATTLE



Industrialized approach drives operational and financial benefits

A Scale

- 2nd largest feed and DOC producer in Indonesia with significant scale across the value chain:
 - ✓ 16 feed mills, 75 breeding farms and 30 hatcheries across Indonesia
 - ✓ Over 100 company farms and +/- 10,000 contract farms
- Centralized procurement of raw materials with the broader Japfa Group

C Biosecurity & animal health

- Advanced biosecurity measures for disease prevention and control, comprising (i) isolation; (ii) sanitation and disinfection; and (iii) traffic control
- Stringent process adherence to prevent diseases
- In-house vaccine R&D and production unit, PT Vaksindo, improves efficacy and shortens response time to disease outbreaks

B Technology & genetics

- Exclusive relationship with Aviagen for the sourcing of grandparent stock with superior genetics which is tailored for the Indonesian climate
- Advanced feed technology for quality control and optimal feed conversion ratios
- Modern farming techniques and industry best practices to further drive efficiency

D Standardization

- Ability to replicate farming best practices and infrastructural design across feed mills, breeding farms and hatcheries
- Mechanized production processes and established SOPs allow for consistency
- Opportunity to tap human resources across the Japfa Group facilitates standardization

Japfa: Well positioned for long-term growth

Poultry leader in Indonesia



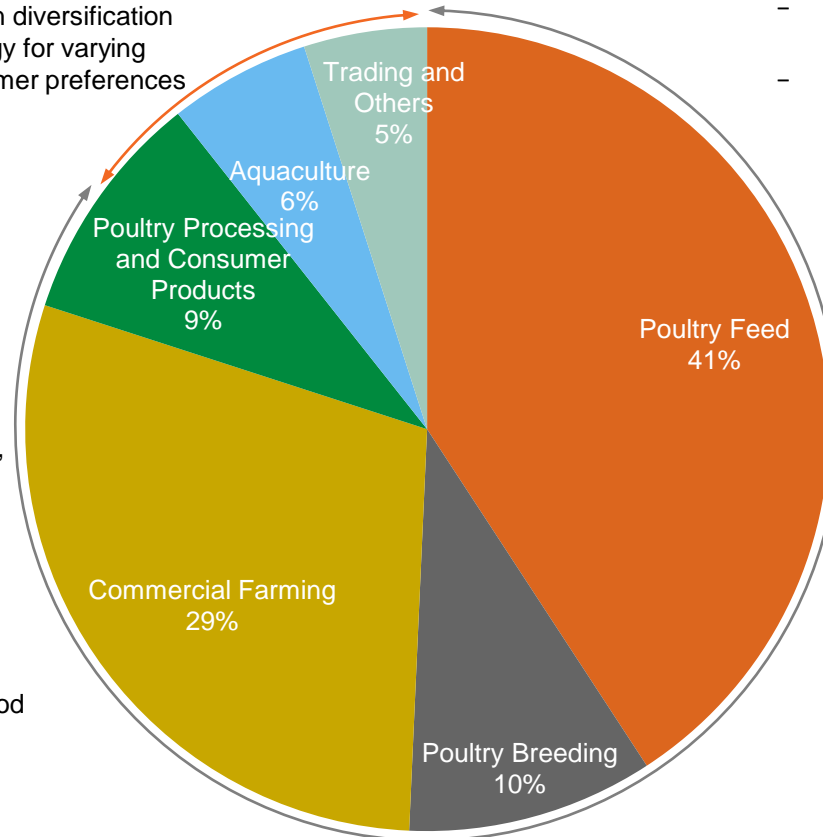
- DOC and Commercial Farming help drive sales volume for feed business
- Shift downstream via investment in slaughterhouses in order to reduce exposure to fluctuating farm gate prices.
- Acquisition of PT So Good Food, (SGF), providing vertical integration to overall operation, as SGF is known for among others:
 - leading brands for consumer food
 - established network of marketing channels
 - has the experience, in-depth knowledge and leading technology in food processing and product marketing.



- Aquaculture is primarily a feed business with some farming overlay
- Protein diversification strategy for varying consumer preferences



- 2nd largest poultry feed producer in Indonesia
- Core business and stable segment of the value chain
- Cost plus pricing model provides the Company with the ability to pass on most commodity and foreign exchange currency movements



Poultry-related activity: 89% of total revenue
Stable and growing core business

FY 2021 revenue: IDR 44.9 Trillion

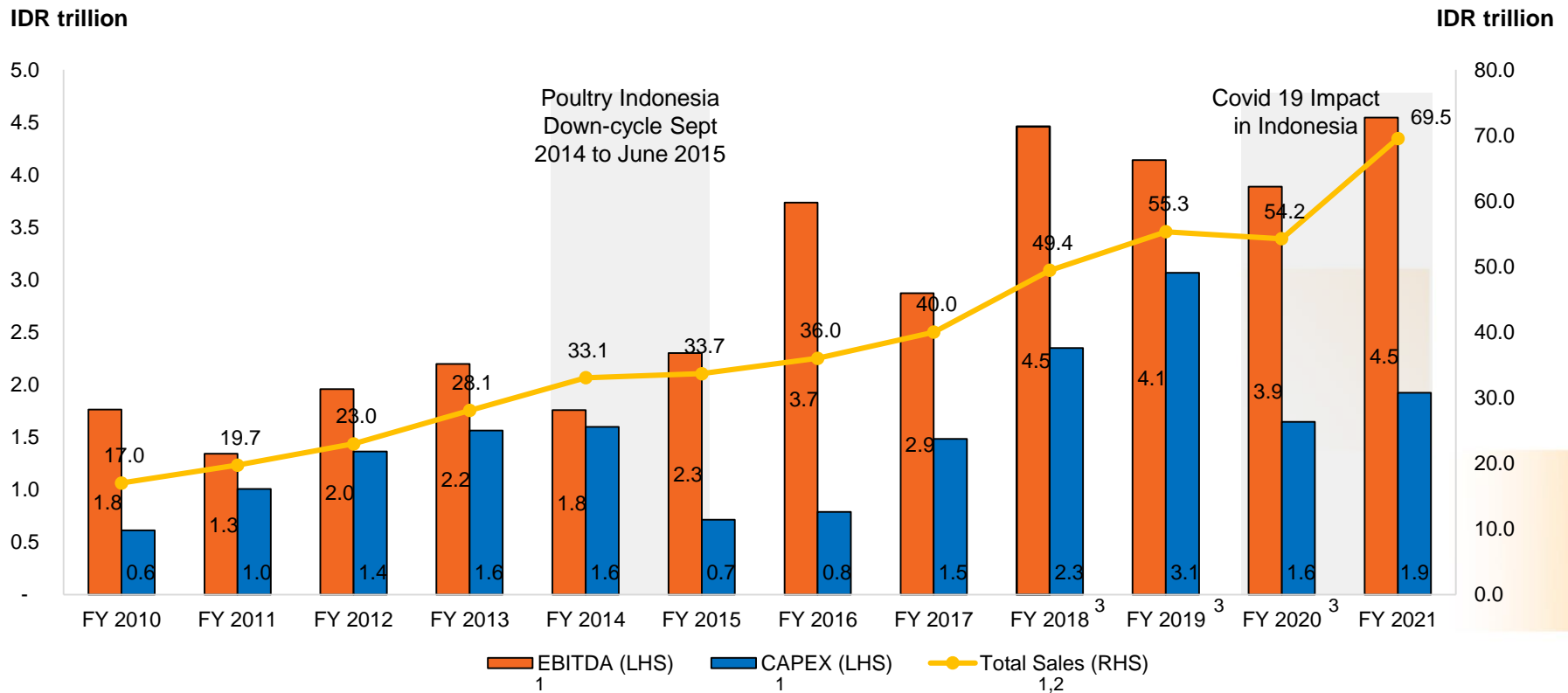
Diversification efforts to position company for long-term growth



- 2nd largest day-old chick ("DOC") producer in Indonesia

Growing responsibly

- Japfa’s animal protein business in Indonesia showed strong sales growth in the 2010 – 2014 period driven by strong poultry demand, which then stagnated in the 2014 – 2015 period. After the down-cycle, Japfa’s poultry business resumed growth in 2016
- New and non-essential Capex was frozen in 2020 and 2021 due to the impact of covid
- Japfa’s annual capex budget is primarily based on management’s expectations of market demand growth. However, we have the flexibility to adjust our capex spending roll-out during the course of the year because we “build small boats, not big ships” in our animal protein business. This allows Japfa to prudently manage cash flows



Notes: EBITDA, CAPEX, and Total Sales refer to PT Japfa Tbk consolidated financial statements

² Total Sales includes inter-segment sales within PT Japfa Tbk

³ Certain prior periods' figures have been restated to conform with the presentation in the audited consolidated financial statements as of and for the year ended 31 December 2020

**KEY
INVESTMENTS
HIGHLIGHTS**



Investment highlights

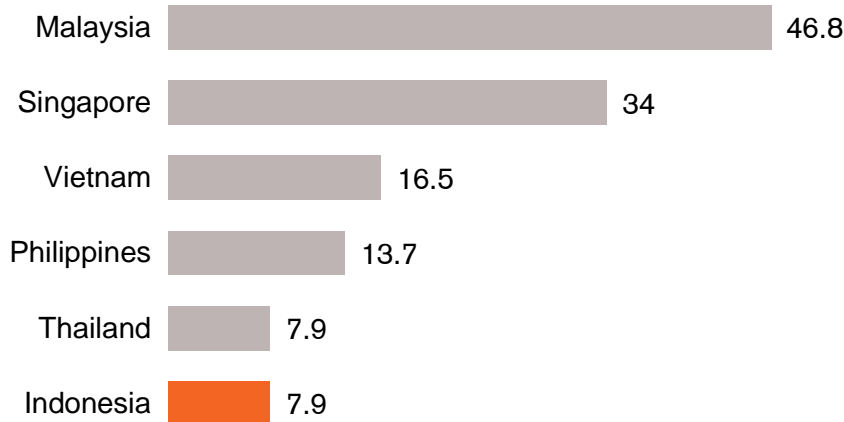


- 1 Attractive industry dynamics driven by strong structural growth in protein consumption
- 2 Leading integrated poultry national champion with nationwide footprint
- 3 Core feed business offers stable profitability
- 4 Industrialised Business Model: Leading Market Positions
- 5 Experienced and tenured management team

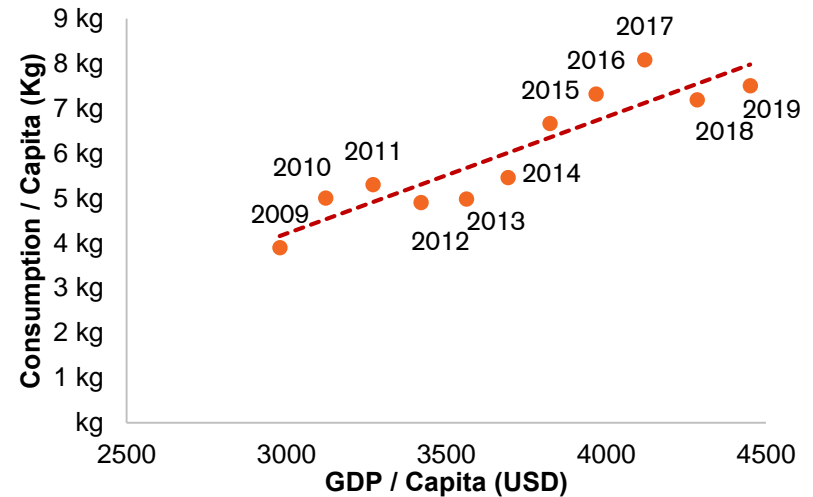
1 Attractive industry dynamics driven by strong structural growth in protein consumption

Poultry Meat Consumption per capita in Asia

(kg per capita – 2020E)

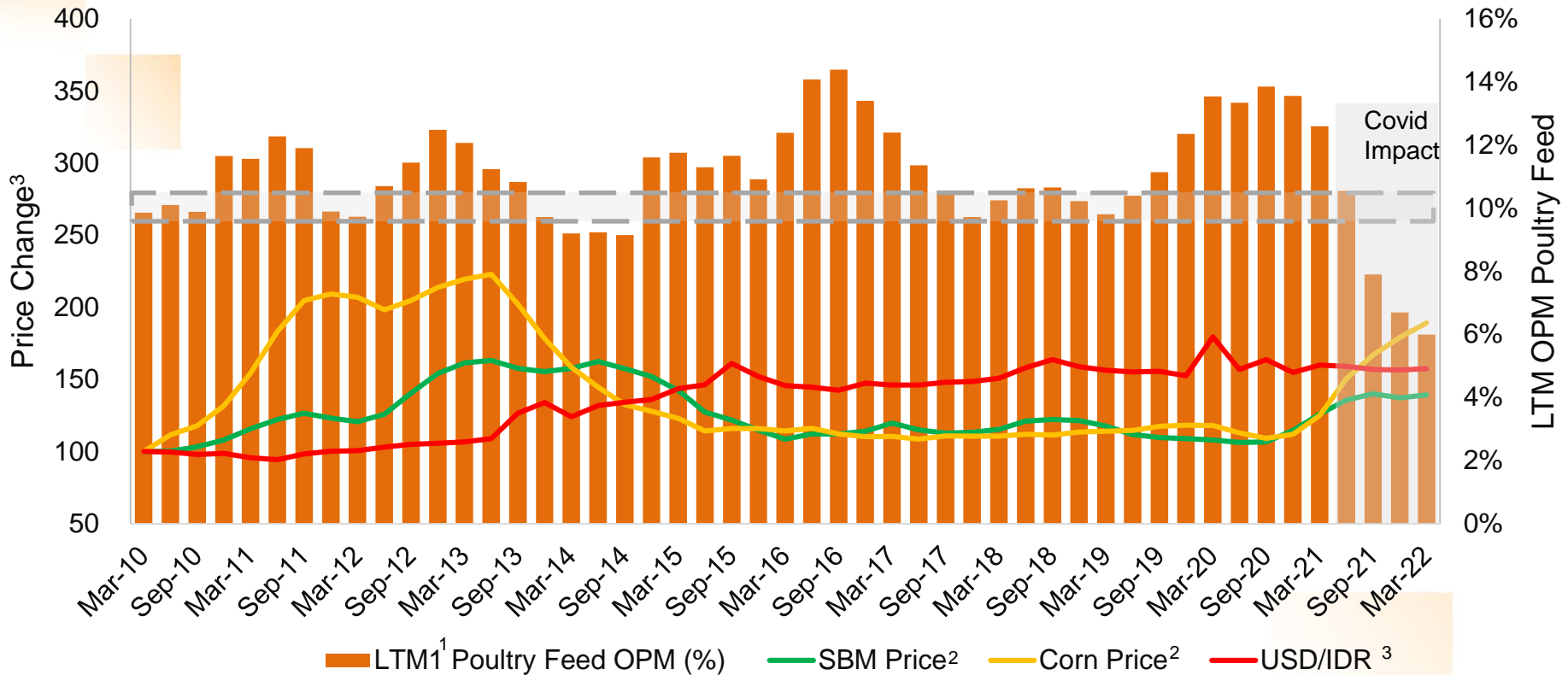


Poultry meat consumption has increased in tandem with GDP in Indonesia



- Ample room for sustained growth in business locations with some of the lowest poultry consumption per capita rates in Asia
- “Meat-of-choice” given poultry’s relative affordability, religious neutrality, consumer preference and increasing penetration and popularity of quick service restaurants
- Potential upside as diets evolve to include more meat-based protein from the currently carbohydrate-heavy diets
- From 2009 to 2019, the poultry meat consumption per capita growth in Indonesia outpaced Indonesia’s GDP per capita, recording a 7.1% CAGR growth and 4.1% CAGR growth over the period respectively

Poultry Feed: Stable Base Margin



Poultry Feed OPM has been stable around 10% - 11% as feed has the ability to effectively pass on fluctuations in raw material prices and currency to its feed selling price

Notes:

1. LTM = Last Twelve Month.

2. Raw Material price sourced from Bloomberg – global market price.

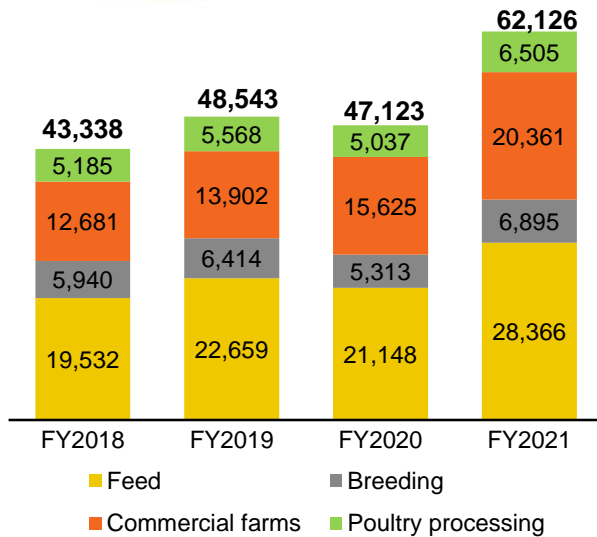
Since 2017, by government regulatory corn has been sourced locally, therefore the global market corn reference price no longer applicable.

3. The Normalized Price indicator graphs the price movement of an instrument using 100 as the base value for a user specified base date/time. The normalized value for each bar after the base date/time is the percent of the base price expressed as a whole number. (i.e. 100 times actual price divided by actual base price) This indicator shows the percentage move in price relative to some fixed starting point. For example in March 2010 USD/IDR was Rp9,115.

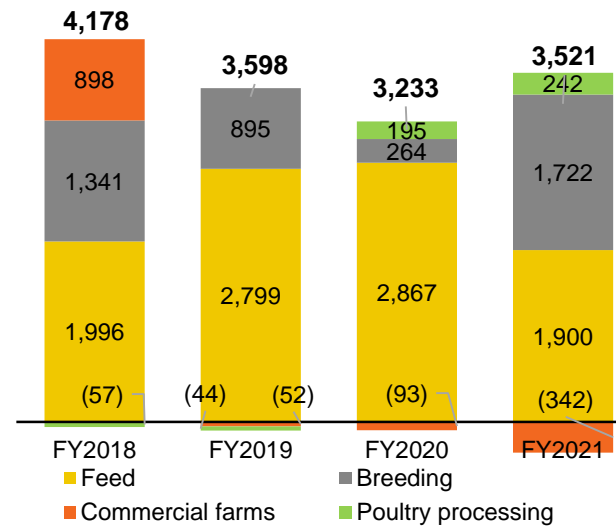
Segmental Trends: PT Japfa Tbk (Poultry)



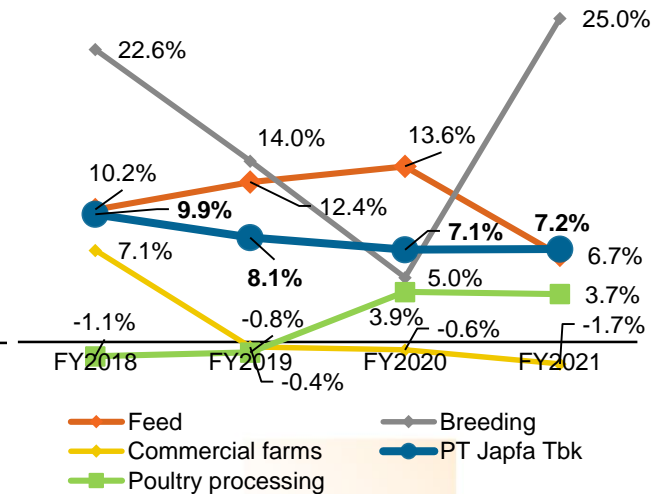
Revenue (IDR Billion)



Operating Profit (IDR Billion)



Operating Profit Margin (%)



Feed business continues to be a stable pillar of profitability in PT Japfa Tbk

- The poultry business (feed, breeding and commercial farms) represents the bulk of PT Japfa Tbk's revenue
- Operating profit in FY2020 decreased due to the low DOC and broiler price environment in 2Q2020 and 3Q2020 affected by Covid-19 related disruptions
- Operating profit remains steady despite weak results from commercial farming over the last 3 years. As we are vertically integrated, we can capture value at different points of the poultry supply chain
- We are able to generally pass on raw material costs increases in our feed selling prices, as reflected in our feed operating margins, even during the periods of Rupiah volatility and the poultry market downturn. In 2021, margins were impacted by higher raw materials prices and transportation costs globally
- In 2021, we recorded higher revenue on the back of higher sales volumes. Although margins have tightened, profitability has improved on the back of strong growth in volumes

Notes: The revenue figures for the poultry operational units shown above include inter-segment sales.

1. Poultry Processing refers to Poultry Processing and Consumer Products

2. Prior periods' figures 2018 -2019 have been restated to conform with the presentation in the audited consolidated financial statements as of and for the year ended 31 December 2020

Japfa Ltd: A Leading Pan-Asian Industrialized Agri-Food Company



WHAT WE DO

We produce quality protein staples, dairy, and packaged food that nourish millions of people



WHERE WE ARE

We employ over 40,000 people across Singapore, Indonesia, Vietnam, Myanmar, India and China



WHY WE DO IT

3 billion people living in our target markets
More than 40% of the world's total population

A leading pan-Asian, industrialised agri-food company dedicated to Feeding Emerging Asia with essential proteins

Industrialised Business Model: Leading Market Positions

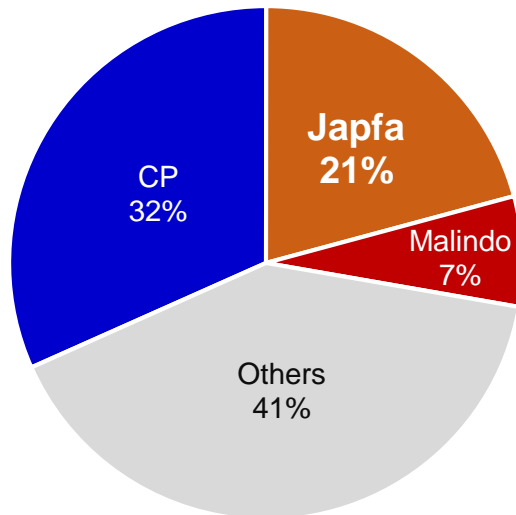
Leading upstream regional market positions

Average Daily Milk Yield (ADM) ¹	China	40.1 kg/head	#1
DOC Production ¹	Vietnam	20%	#2
Poultry Feed Production ¹	Myanmar	27%	#1
DOC Production ¹	Myanmar	26%	#2

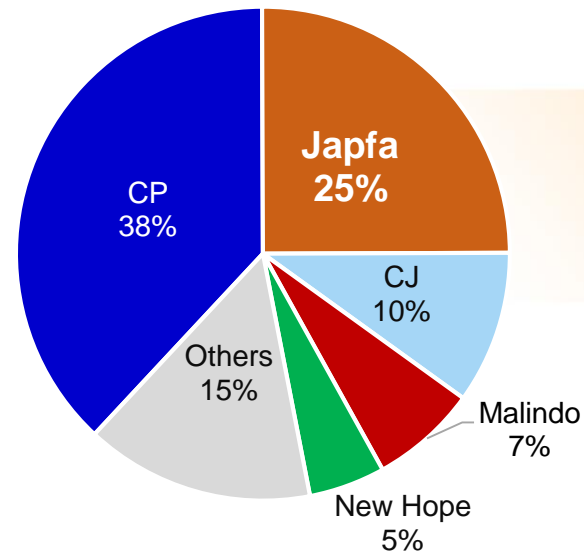


2nd largest Indonesian poultry feed and DOC producer²

Poultry feed production capacity market share (%)



DOC production capacity share (%)



¹ Company's own estimates, 2020 data

² Frost & Sullivan Analysis, 2021 data

Experienced and tenured management team



Proven track record of guiding the Company through various cycles

Board of Commissioners*



Syamsir Siregar
President
Commissioner

Year of agri
experience: 17



Hendrick Kolonas
Commissioner

Year of agri
experience: 26



**Ito Sumardi
Djuni Sanyoto**
Independent
Commissioner

Year of Agri
experience: 9

Board of Directors*



Handojo Santosa
President
Director

Year of agri
experience: 35



Tan Yong Nang
Vice President
Director

Year of agri
experience: 14



**Antonius Harwanto
Suryo Sembodo**
Director

Year of agri
experience: 43



**Leo Handoko
Laksono**
Director

Year of agri
experience: 33

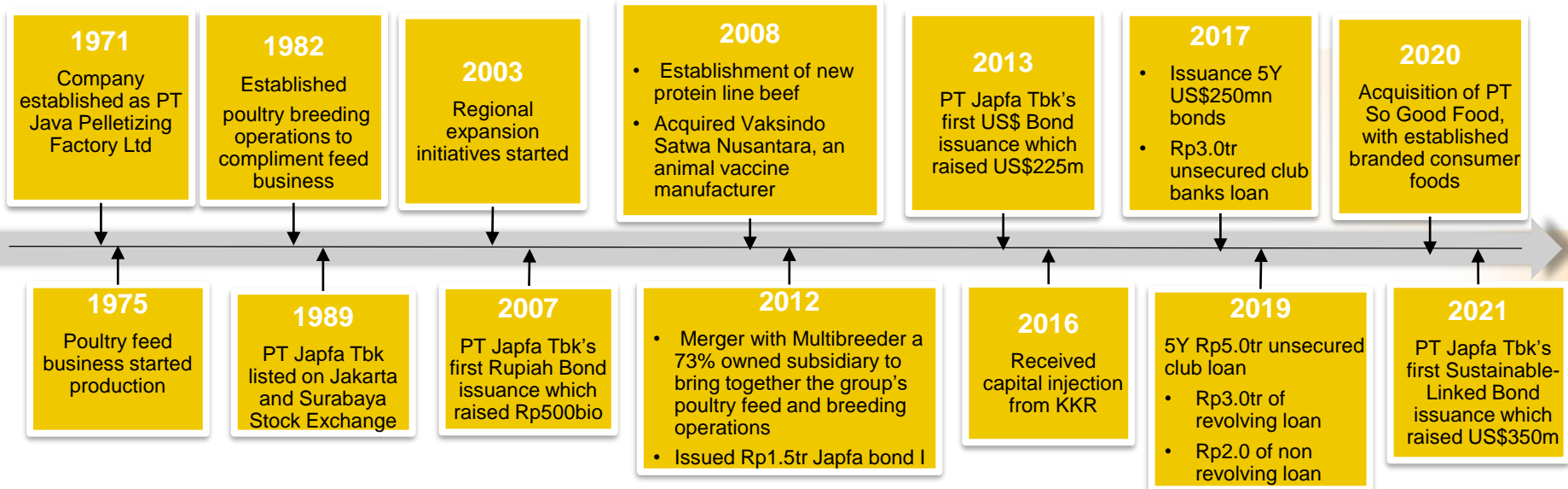


Rachmat Indrajaya
Director

Year of agri
experience: 14

Timeline of PT Japfa Tbk: >50 years of 'best-in-class' poultry production

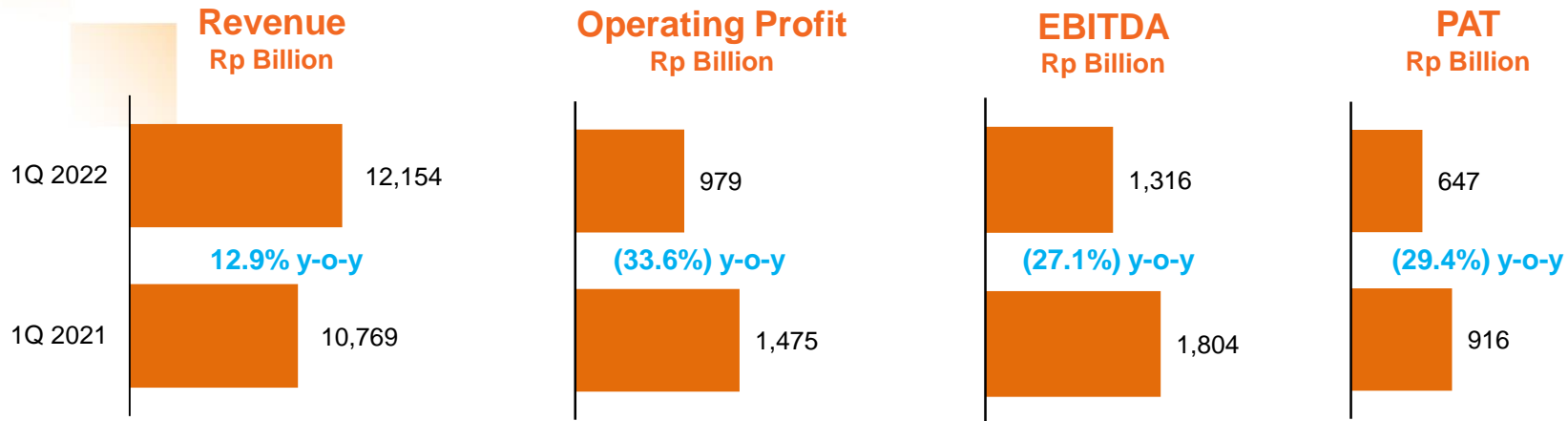
*BOC and BOD as at 31 Mar 2022



FINANCIAL AND OPERATIONAL HIGHLIGHTS



PT Japfa Tbk – Financial Performance



PT Japfa Tbk posted healthy results, despite high cost environment

- Revenue growth driven by higher sales volumes across the board
- Profitability remains under pressure with high feed raw material and global shipping costs which resulted in increased production costs across the vertically integrated operations, including DOC and broiler
- Profits were also impacted by the recent Covid-19 outbreak which affected demand decreasing broiler prices in February 2022, in contrast with 1Q2021 when broiler prices were more stable
- We are generally able to pass on raw material costs increases in our feed selling prices. Poultry feed margins were subdued since 2Q2021 because of high raw material prices. However, in 1Q2022 we saw some margin improvement with higher feed ASPs
- Amid the high cost environment and Covid-19 disruptions, PT Japfa Tbk delivered a respectable EBITDA

Major global factors we are facing at the start of 2022:

- Geopolitical tensions, especially the recent developments between Russia and Ukraine, may disrupt global economies, supply chains and commodities prices. This may impact the cost of raw materials and consumer purchasing power. At this stage the potential impact on our business is unpredictable
- Global inflationary pressures arising from expectations of interest rate hikes by central banks, supply chain bottlenecks and soaring production costs have put upward pressure on prices and ultimately affecting consumer purchasing power
- Covid-19 continues into its third year and remains unpredictable and uneven amongst countries, affecting logistics, distribution and demand in any of our markets at any time. Movement restrictions affect consumers' purchasing power, especially in the low income band in emerging economies, dampening demand and impacting selling prices of our products

Covid-19 Impact

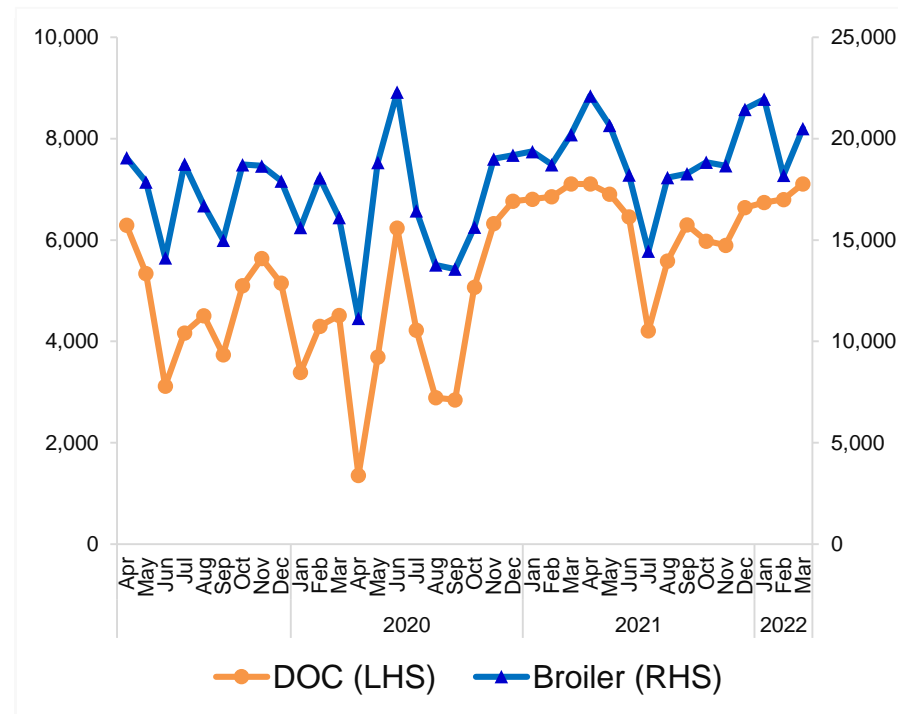
Supply and Operations

As Japfa Group supplies about 20-25% of animal protein foods in many countries where we operate, we play an essential role in supplying staple foods. As such, the impact of Covid-19 on our operations has not been material and we continue to run our farms and feed mills safely. However disruptions in global logistics translated into higher costs of raw materials

Demand - Poultry Indonesia

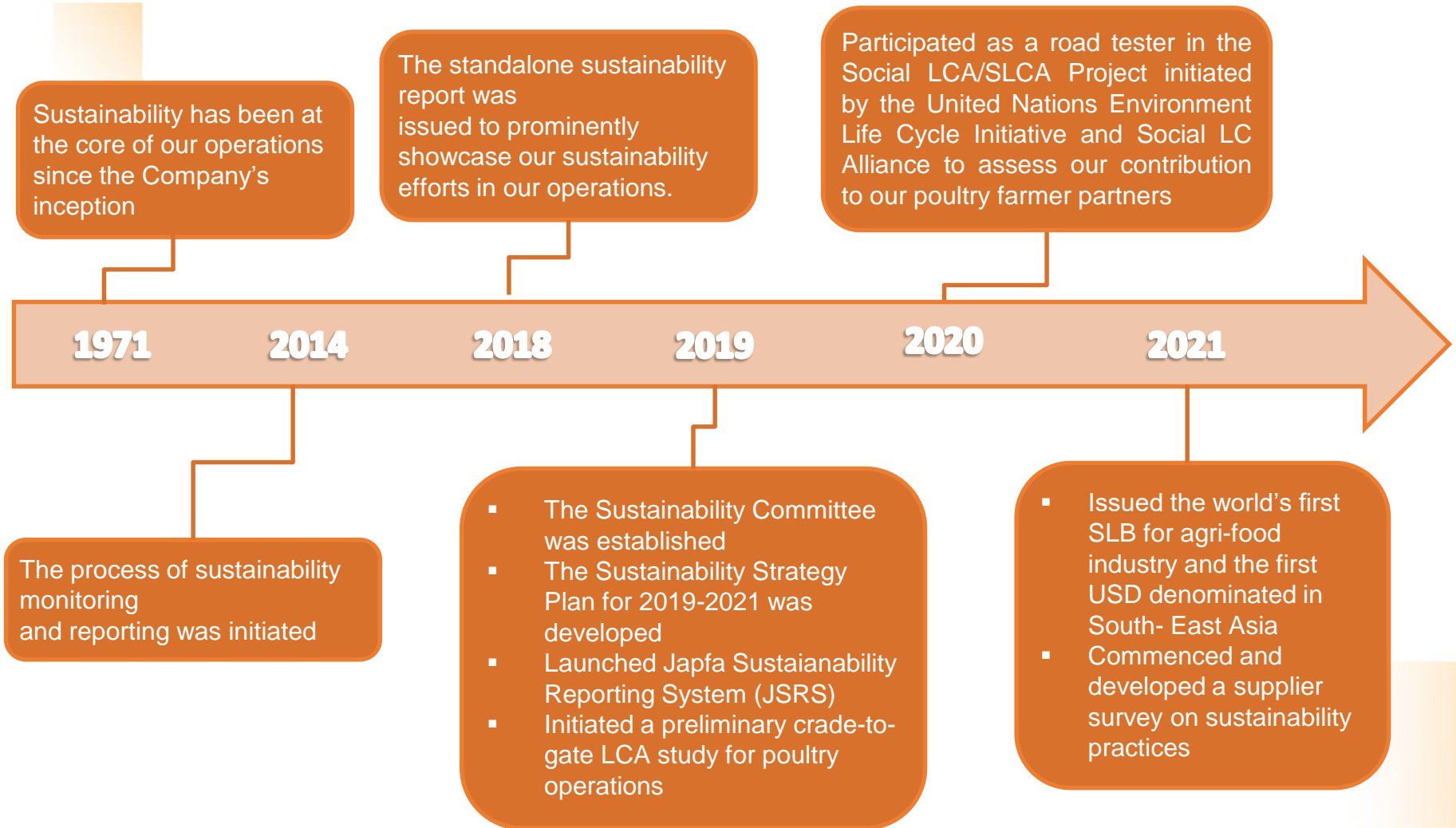
- Broiler and DOC prices dipped in 2Q2020 and 3Q2021 due to lower demand caused by Covid-19 movement restrictions and lockdowns. In 2022 Covid-19 continues to impact demand and prices for poultry
- Government initiatives to manage demand and supply of DOC, helped stabilise poultry prices

Average Monthly Prices of Broiler & DOC¹



1. Average monthly prices of West Java, based on market data collected by the Company
 Broiler prices refer to prices of live birds in the weight range of 1.6 kg to 1.8 kg. LHS and RHS refer to IDR price per bird.
 2. DOC refers to day-old-chicks.

Japfa Sustainability Journey



Our mission to be a leading dependable provider of affordable protein foods is aligned to **the United Nations Sustainable Development Goal (SDG) No.2: Zero Hunger**

PT Japfa Tbk Sustainability-Linked Bond (SLB)



US\$350m 5.375% 5NC3 Senior Unsecured SLB (Reg S) due Mar 2026

- First-ever SLB issued in the agri-food space in the world
- In addition, this is the first ever high yield SLB in Asia and first USD-denominated SLB in Southeast Asia
- Orderbook was over 3 times oversubscribed
- Well-distributed final allocation with high quality institutional investors. Fund managers, insurers and pension funds bought 88% and private banks 12%
- Strong support from institutional European investors taking up more than 50% of the final allocation. Out of the top 20 investors, 18 were ESG-related funds
- Upsized transaction to US\$350m (from previous US\$250m bond) and lowered coupon to 5.375% amid volatile market conditions in an FOMC-week
- The SLB fully hedged on its principal amount, up to all time high of USD/IDR 16,650 till maturity

Issuer Rating	BB- (Stable) / BB- (Stable) by S&P and Fitch respectively
SPT Rating (Vigeo Eiris)	Robust (KPI relevance) / Robust (SPT ambition)
Sustainability Performance Target (SPT)	Progress update: (i) We will construct 9 water recycling facilities over 3 years 9 months from issuance of the SLB; and (ii) PT Japfa Tbk will annually publish independent verification assurance report by EY on the progress of the SPT, which will be available on our website; (iii) We are pleased to report that as 23 March 2022, we have completed 2 water recycling facilities in our poultry slaughterhouse in Cikupa and poultry hatchery in Subang
Target Observation Date	3 months prior to Year 4
Step-up Event	Failure to satisfy the SPT on the Target Observation Date
Coupon Step-up	One-time 25bps coupon step-up for any interest periods following

The Asset Triple A Sustainable Capital Markets Country & Regional Awards 2021



- On Tuesday, 22 March 2022, PT Japfa Comfeed Indonesia Tbk has been honored with the following awards at the The Asset Triple A Sustainable Capital Markets Country & Regional Awards 2021:
 - Best Issuer for Sustainable Finance
 - Best Sustainability-linked Bond

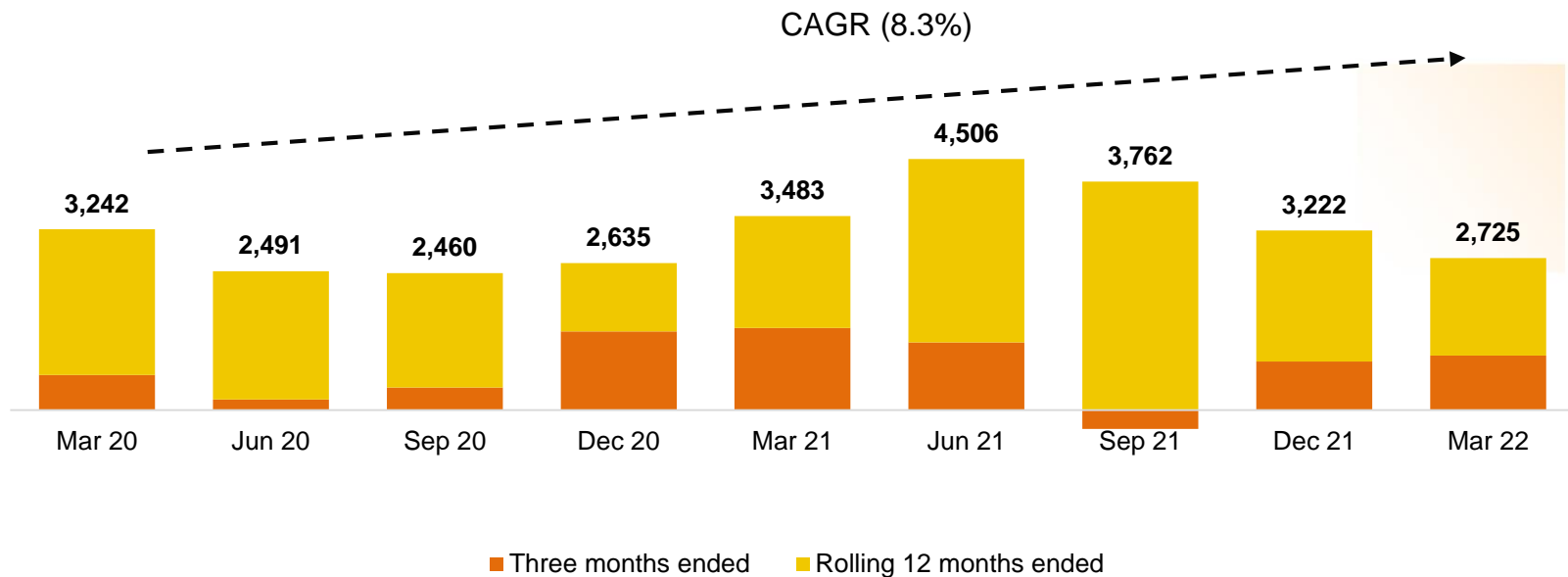
- The Asset Triple A Sustainable Capital Markets Awards represent the industry's most prestigious awards for the primary market best issuers, best deals, and best advisers in equity, debt, loans, M&A, and structured finance

PT Japfa Tbk – Stable rolling operating profit



- PT Japfa Tbk is an agri-food business, hence will be subject to cyclicity which directly impacts its revenue and profitability. Cyclicity is dependent on a variety of external factors, which are beyond the Company's control, including the seasonality of harvest and festivals, as well as macroeconomic factors that affect purchasing power and government policies.
- Feed remains as a stable pillar of profitability.
- Operating profit has been fairly stable on a rolling twelve month basis.

Operating profit (IDR Billion)

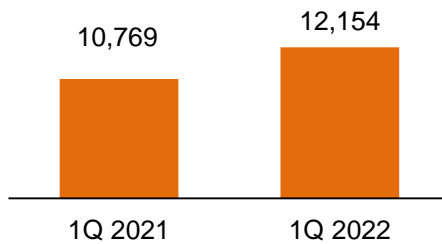


Proven financial track record



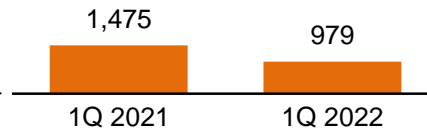
Net Revenues

(IDR Billion)



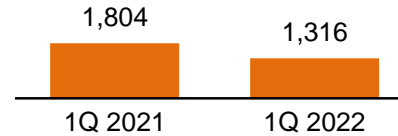
Operating Profit

(IDR Billion)



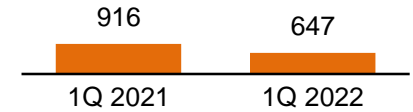
EBITDA

(IDR Billion)



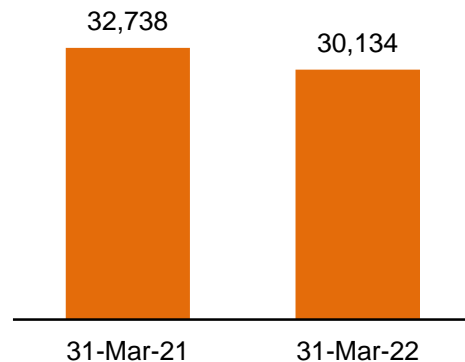
Net Profit

(IDR Billion)

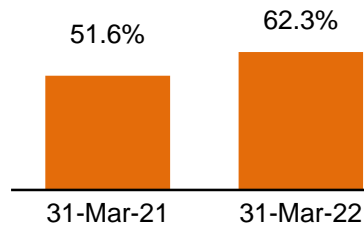


Total Assets

(IDR Billion)

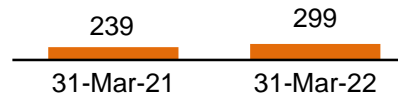


Net Debt / Equity (%)



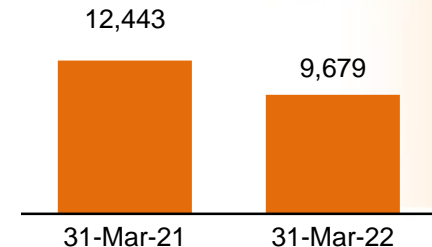
CAPEX

(IDR Billion)



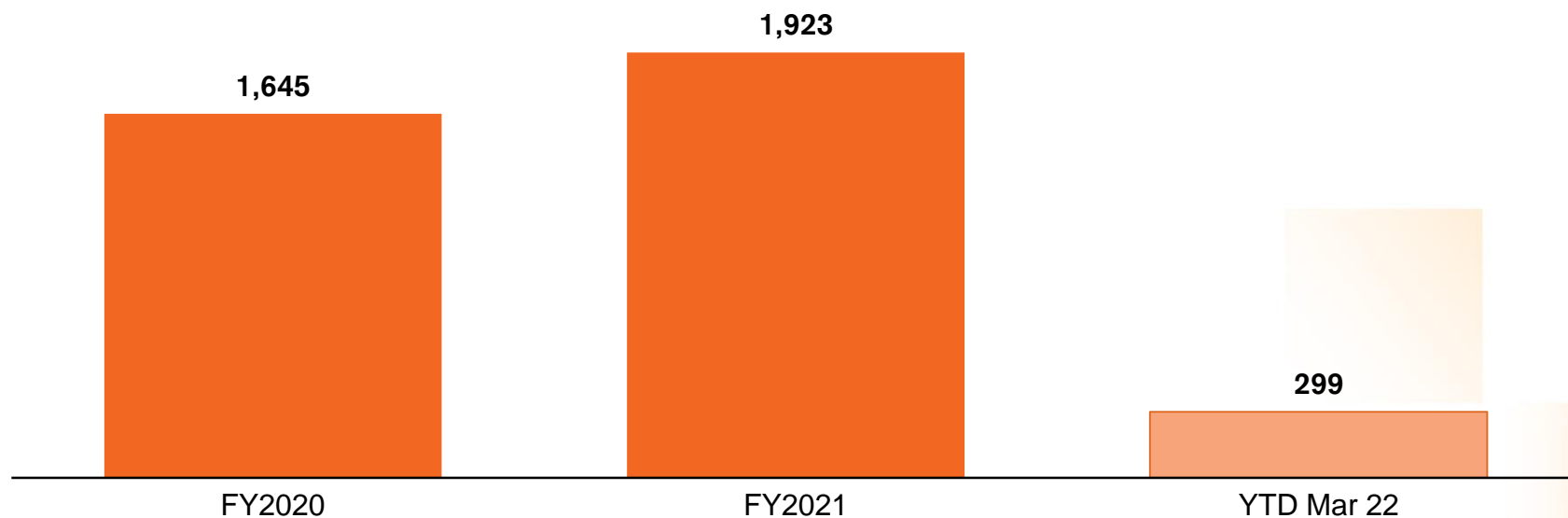
Total Interest Bearing Debt

(IDR Billion)



Capex

(IDR Billion)



Thank You

IMPORTANT NOTICE: This investor presentation is for information only and should not be relied upon to make any investment or divestment decision with respect to securities of PT Japfa Tbk. Shareholders and potential investors are advised to seek independent advice in the making of any investment or divestment decision. Where this investor presentation includes opinions, judgements or forward-looking statements, these involve assumptions, risks and uncertainties that may or may not be realised. Any references to industry prices or price trends are Company estimates due to the absence of centralised public sources. Industry related data quoted has not been independently verified.

For further information, please refer to the Company's website www.japfacomfeed.co.id