

PT JAPFA COMFEED INDONESIA Tbk



PUBLIC EXPOSE

Jakarta, 3 September 2025

Pertumbuhan yang Kuat dan Berkelanjutan
Sustainable and Strong Growth





Daftar Isi

Company Overview

Operational Performance

Financial Highlights

Challenges & Strategies

Appendix



Company Overview



An Introduction to Japfa Tbk



Vertically
integrated
poultry
company,
focused on
Indonesia

- One of the largest poultry players in Indonesia with net sales of Rp27.5 trillion and EBITDA of Rp2.73 trillion as of 30 June 2025
- Listed on Indonesia Stock Exchange for over 35 years with market cap of Rp17.8 trillion as of 30 June 2025.
- Focus on Indonesia, an attractive animal protein market with high growth potential.

Market leader
with high growth
rate

- Japfa has maintained a solid market over the past 54 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 9.32% from 2015-2024.
- Japfa has the second largest market share for poultry feed and DOC in Indonesia.*

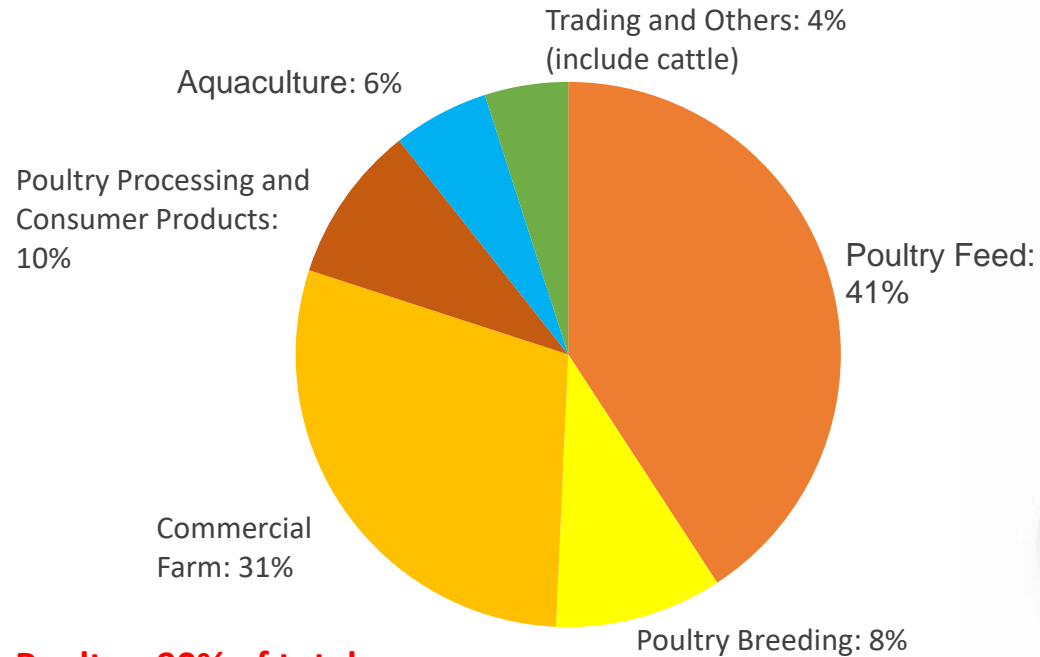
* Analisis Frost & Sullivan, Data 2021

Core Competencies Across the Value Chain



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

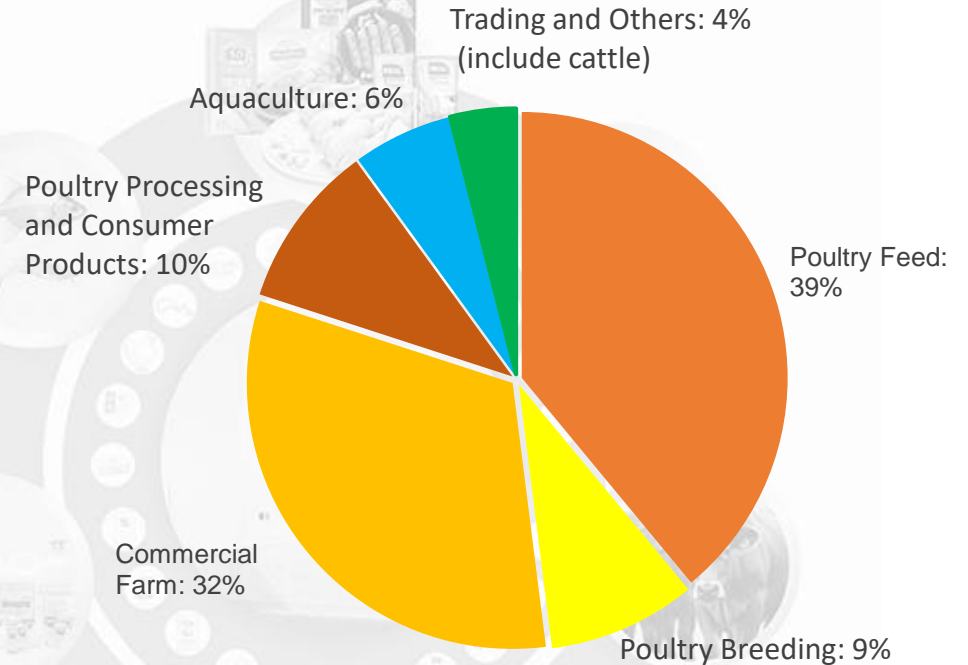
FY23 Sales Contribution Per Business Segment



Poultry: 90% of total

Total FY23 Sales: Rp. 80.7 Trillion

FY24 Sales Contribution Per Business Segment



Poultry: 90% of total

Total FY24 Sales: Rp. 85.6 Trillion

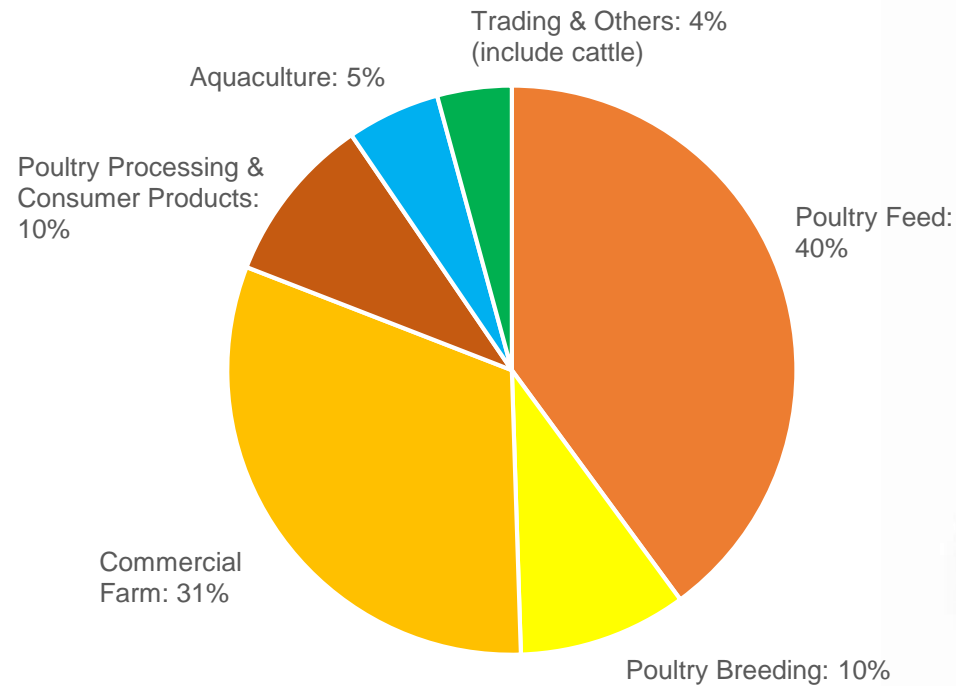
Diversified business with a clear focus on the poultry sector given our expertise and poultry industry dynamics

Note: The % sales contribution from operational segments shown above are based on gross sales, which exclude elimination adjustment between segments

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



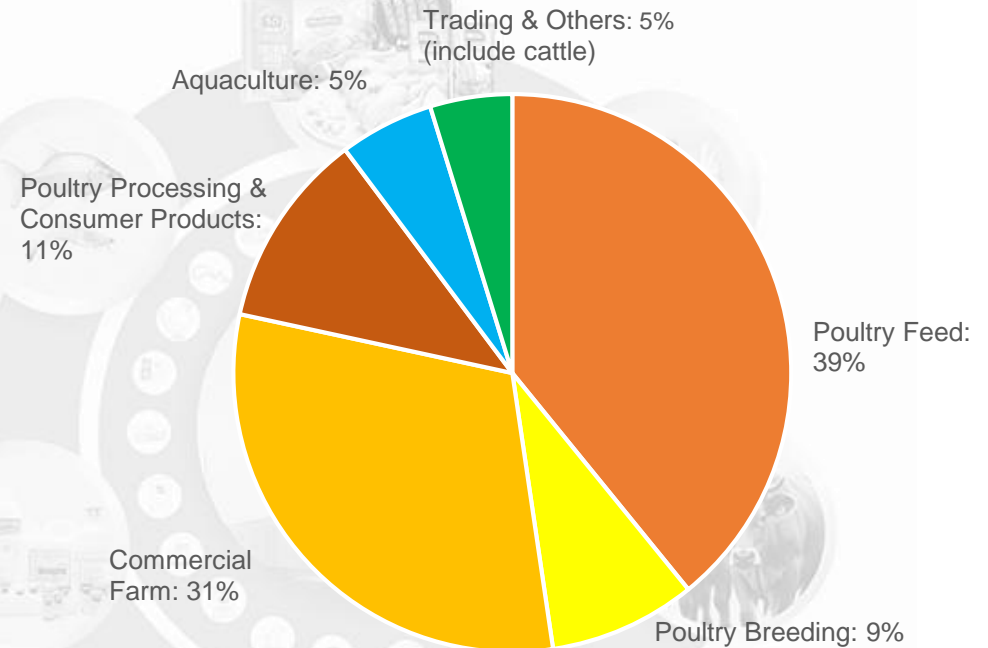
1H2024 Sales Contribution Per Business Segment



Poultry: 91% of total

Total 1H2024 Sales: Rp42.9 Trillion

1H2025 Sales Contribution Per Business Segment



Poultry: 90% of total

Total 1H2025 Sales: Rp42.4 Trillion

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

Note: The % sales contribution from operational segments shown above are based on gross sales, which exclude elimination adjustment between segments



Operational Performance



Flashback 2024

- ❑ In 2024, both the global and national economies faced significant challenges. Geopolitical tension in Europe and the Middle East placed substantial pressure on the global economy, which, in turn, impacted Indonesia's economic landscape. Furthermore, 2024 was a year of political transition for Indonesia, with the change in national leadership, prompting many business players to adopt a cautious, wait-and-see approach.
- ❑ Despite the global economic slowdown, Indonesia's economy demonstrated relatively robust growth of 5.03%. This was primarily driven by household consumption and exports, particularly of natural resources. Nevertheless, consumer purchasing power showed a declining trend, as evidenced by four consecutive months of deflation.
- ❑ This decline in purchasing power posed a significant challenge to the livestock industry. Demand for animal protein products showed no meaningful growth throughout 2024 with intensified competition across the industry. Furthermore, the industry grappled with raw material shortages, particularly of corn, due to a prolonged drought in Indonesia.
- ❑ There was also an oversupply of Day-Old-Chicks (DOC) which caused ongoing fluctuations in live bird prices.
- ❑ As an integrated livestock producer, the Company took steps to strengthen synergy and collaboration among its business units to enhance its competitive edge. The Company also remained focused on implementing efficiency programs in various fields to maintain its profitability, leveraging information technology to enhance the Company's production and operational processes.

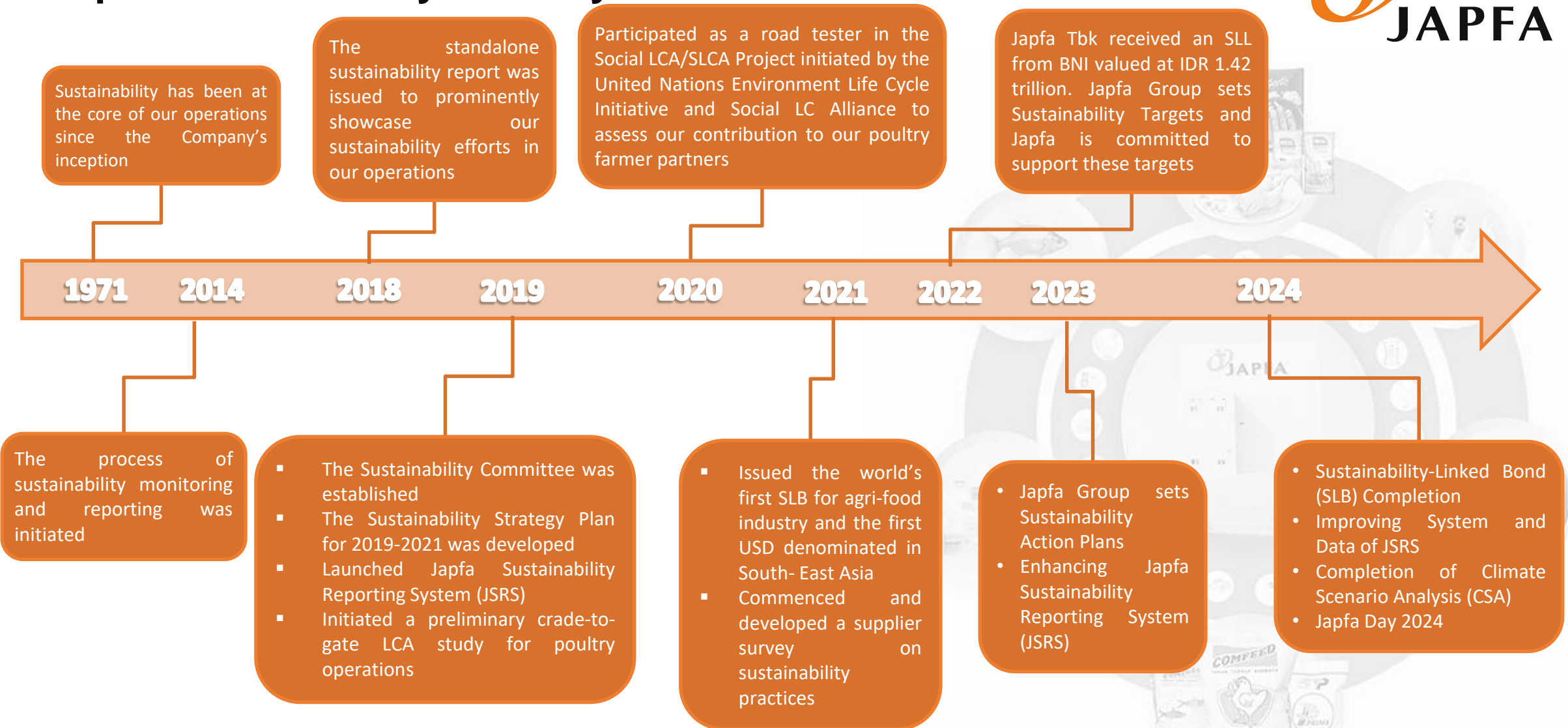


Flashback 1H2025



- ❑ The Central Statistics Agency (BPS) recorded Indonesia's cumulative economic growth in the first half of 2025 at 4.99 percent. This was slower than the 5.08 percent growth recorded in the same period the previous year. The World Bank projects Indonesia's economic growth at 4.7% in 2025, a 0.4 percentage point decrease from its previous prediction. While this figure is low, the World Bank still estimates a slight increase to 4.8% in 2026 and 5% in 2027.
- ❑ By 2025, approaching the peak of the demographic bonus, the International Monetary Fund (IMF) in its April 2025 World Economic Outlook recorded Indonesia's unemployment rate at 5%. This figure is up from 4.9% in 2024 and is predicted to continue rising to 5.1% in 2026. Indonesia is now ranked seventh in Asia and first in Southeast Asia.
- ❑ In order to address weakening purchasing power, the Company continues to strive for innovation and efficiency to increase competitiveness in the industry.
- ❑ The company is expanding the penetration of processed poultry products from the poultry processing and consumer products division. Product innovation remains focused on offerings that meet market demand. The company is also expanding the quality and variety of products sold.
- ❑ The Company continues to increase the absorption of live chickens that are slaughtered and processed at its own Poultry Slaughterhouse (RPA) facilities.
- ❑ The Company continued to enhance its digitalization program in both production, as well as marketing and administration processes to achieve optimal cost efficiency.

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**



Financial Highlights



Financial Highlights



NET SALES

(in IDR Trillion)



EBITDA

(in IDR Trillion)



PROFIT FROM OPERATIONS

(in IDR Trillion)



PROFIT FOR THE YEAR ATTRIBUTABLE TO OWNERS OF THE PARENT

(in IDR Trillion)



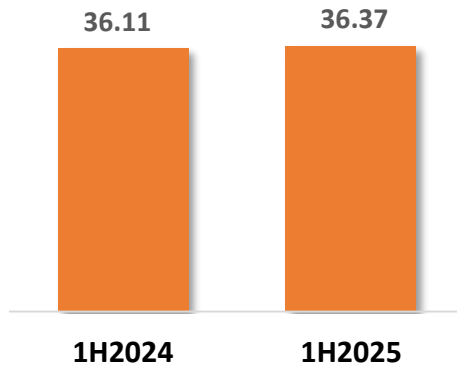
Note: Based on the Company's Financial Statement as of 30 June 2025

Financial Highlights

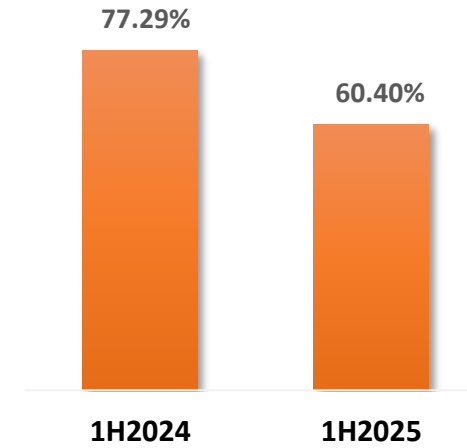


TOTAL ASSETS

(in IDR Trillion)

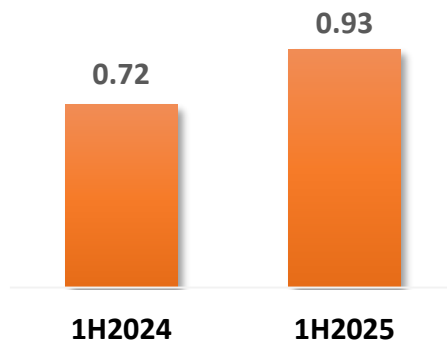


NET DEBT/EQUITY



CAPITAL EXPENDITURE (CAPEX)

(in IDR Trillion)



Note: Based on the Company's Financial Statement as of 30 June 2025




Challenges & Strategies



Challenges and Strategies

Challenges

1. The decline in domestic consumer purchasing power due to business closures, weakening business activities, and layoffs across various industries.
 2. The import tariffs imposed by the United States on all its trading partners will weaken global trade activities and the world economy.
 3. Geopolitical tensions, particularly the ongoing conflicts between Russia-Ukraine and in the Middle East, continue to disrupt the global economy and supply chains.
 4. Inflationary pressures and global economic uncertainty have led central banks worldwide, including Bank Indonesia, to maintain high interest rates, keeping the cost of private investment borrowing elevated.
 5. The weakening of the Rupiah exchange rate has increased the cost of imported raw materials and import-related debt payments, which weakens the Company's profitability.
- 

Challenges and Strategies

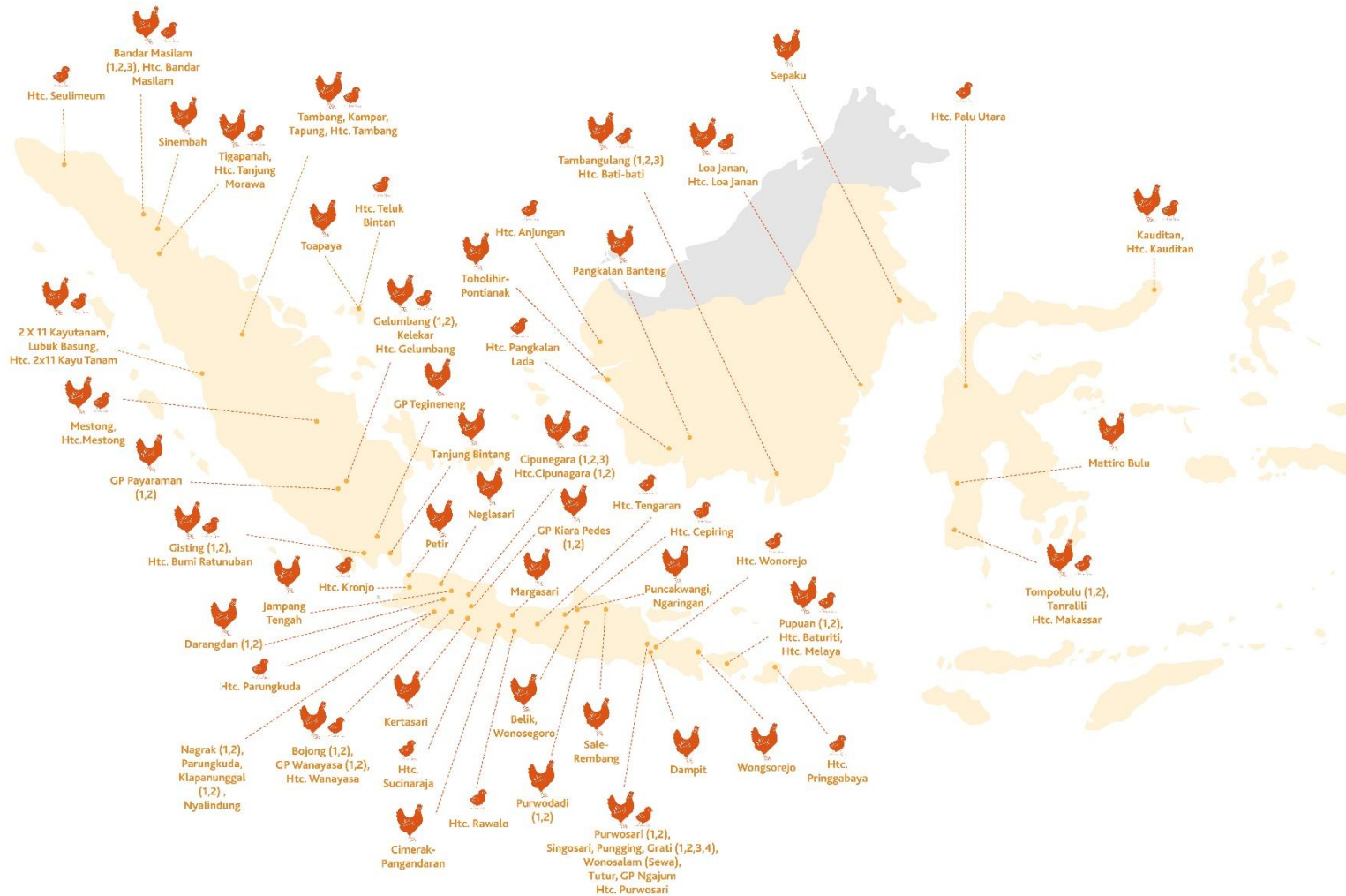
Strategies

1. Remain focused on continuously optimizing its core business in the poultry, aquaculture, and livestock sectors, starting from feed, breeding, commercial farming, animal health, and other related segments.
2. Continue to strengthen its downstream businesses through expansion and development of processed livestock products and consumer goods, by pursuing innovation and product differentiation.
3. Further enhance collaboration, integration, and synergy with all parties across the supply chain and value chain, including suppliers, partners, customers, communities, as well as other stakeholders.
4. Continue its efforts to increase product penetration while actively conducting educational initiatives on the importance of animal protein for health, align with the Government's programs to reduce malnutrition and stunting, also will support the Free Nutritious Meal (MBG) program.
5. Remain focused on driving innovation and digitalization to improve productivity and efficiency in both production and operations, including administration, across all business segments.
6. Remain prudent in executing capital investments (capital expenditures/capex) and consistent in applying responsible financial management and cash control practices. The Company will also maintain leverage at a safe level to anticipate major business risks and potential negative impacts.



Appendix

The Company's Operational Areas



FARM PBD-JAPFA

Bandar Masilam (1,2,3), Tiga Panah, Senembah TMH, Tambang, Kampar, Tapung(1,2), Toapaya, 2X11 Kayutanam, Lubuk Basung, Mestong, Gelumbang (1,2), Kelekar, GP Payaraman (1,2), Gisting (1,2) Tanjung Bintang, GP Tegineneng, Petir, Darandang (1,2), Bojong (1,2), Cipunegara (1,2,3), Nagrak (1,2), Kalapanunggal (1,2), Cimerak, Nyalindung, Jampang Tengah, Sukatani, Parung Kuda, GP Wanayasa (1,2), GP Kiara Pedes (1,2), GP Bojong, Belik, Wonosegoro, Puncakwangi, Ngaringan, Sale, Margasari, Purwodadi (1,2), Purwosari (1,2), Singosari, Pungging, Grati (1,2,3,4), Wonosalam (Sewa), Wongsorejo, Dampit, Tutur, GP Ngajum, Pupuan (1,2), Toho, Tambang Ulang (1,2), Loa Janan, Sepaku, Pangkalan Banteng, Tompobulu (1,2), Tanralili, Mattiro Bulu, Kauditan.

HATCHERY PBD-JAPFA

Htc. Seulimeum, Htc. Tanjung Morawa, Htc. Bandar Masilam, Htc. Tambang, Htc. Teluk Bintan, Htc. 2x11 Kayu Tanam, Htc. Mestong, Htc. Gelumbang, Htc. Bumi Ratanuban, Htc. Kronjo, Htc. Cipunagara (1,2), Htc. Parungkuda, Htc. Sucinaraja, Htc. Wanayasa, Htc. Tenganan, Htc. Rawalo, Htc. Cepiring, Htc. Wonorejo, Htc. Purwoasri, Htc. Baturiti, Htc. Melaya, Htc. Pringgabaya, Htc. Anjungan, Htc. Bati-Bati, Htc. Pangkalan Lada, Htc. Loa Janan, Htc. Tanralili, Htc. Palu Utara, Htc. Kauditan.

PT JAPFA COMFEED INDONESIA Tbk



PUBLIC EXPOSE

Jakarta, 3 September 2025

Pertumbuhan yang Kuat dan Berkelanjutan
Sustainable and Strong Growth

