INVESTOR PRESENTATION
YTD SEPT 2014

PT Japfa Comfeed Indonesia Tbk

Disclaimer

JAPFA

These materials have been prepared by PT Japfa Comfeed Indonesia 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. Neither the Company nor any of its affiliates, advisers or representatives shall have any liability whatsoever in negligence or otherwise from any use of these materials or contained in these materials or otherwise arising in connection with 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 highly confidential, are being given solely for your information only and may not be shared, copied, reproduced or redistributed to any other person in any manner. You agree to keep the contents of this presentation and these materials confidential.

These materials are for information purposes only and do not constitute or form part of an offer, solicitation or invitation to buy or subscribe for any securities of the Company in any jurisdiction, nor should these materials or any part of them form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever. The statements in these materials speak only as of the date as of which they are made, and the company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based.

Agenda

JAPFA

Company Overview

Key Investment Highlights

Financial Highlights

Appendix

Company Overview

Introduction to Japfa Tbk

JAPFA

Established vertically integrated agriculture business with dominant focus in Indonesia

- One of the largest poultry players in Indonesia with FY13 net sales of US$ 1.8 billion[1] and EBITDA of US$ 178 million[1]
- Strategically involved in aquaculture and beef offering diversification of revenues
- Listed on IDX for over 20 years with market cap of US$ 1.1 billion[1]
- Mostly focused in Indonesia, an attractive high growth animal protein market

Leading market share and strong growth

- Japfa has maintained high market share over the past 30 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 growth of 18% CAGR from 2007-2013
- As of 2013, Japfa had market share of 22% for animal feed and 25% for DOC and top 2 market position across key business segments

Focused on producing affordable animal protein in Indonesia

Note: (1) Based on 30 September 2014, share price : IDR1.230/share and exchange rate : IDR.12.212/US$

Core Competencies Across The Value Chain

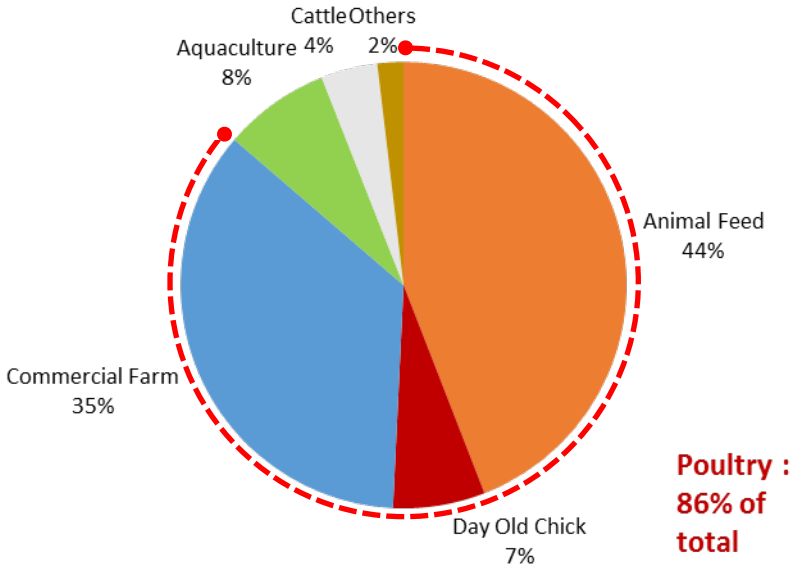
JAPFA

	UPSTREAM		MIDSTREAM	DOWNSTREAM
	Feed	Breeding	Commercial	Processing
Poultry				
Beef				
Aquaculture				

Poultry Contributes Bulk of Revenue and Profitability and is the Focus of Future Growth

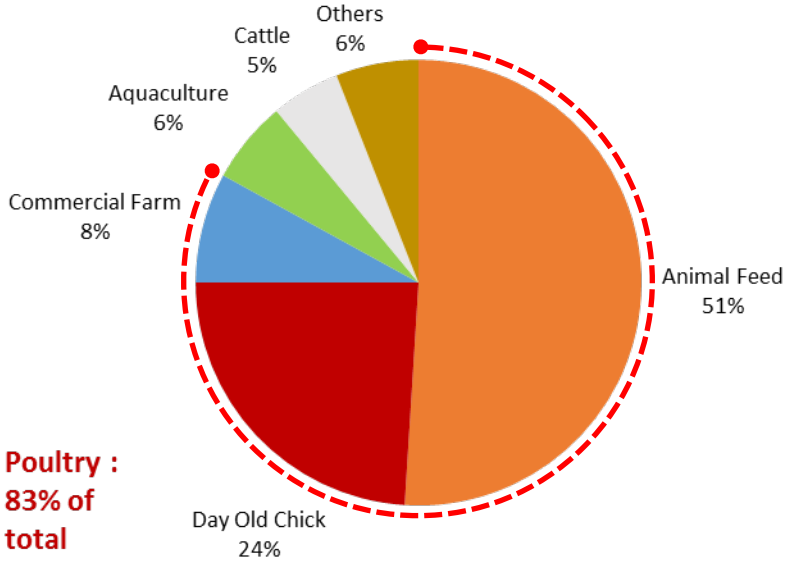
JAPFA

FY13 net sales breakdown



Total FY13 net sales[1]: US$2,030 million

FY13 gross profit breakdown



Total FY13 gross profit[1]: US$343 million

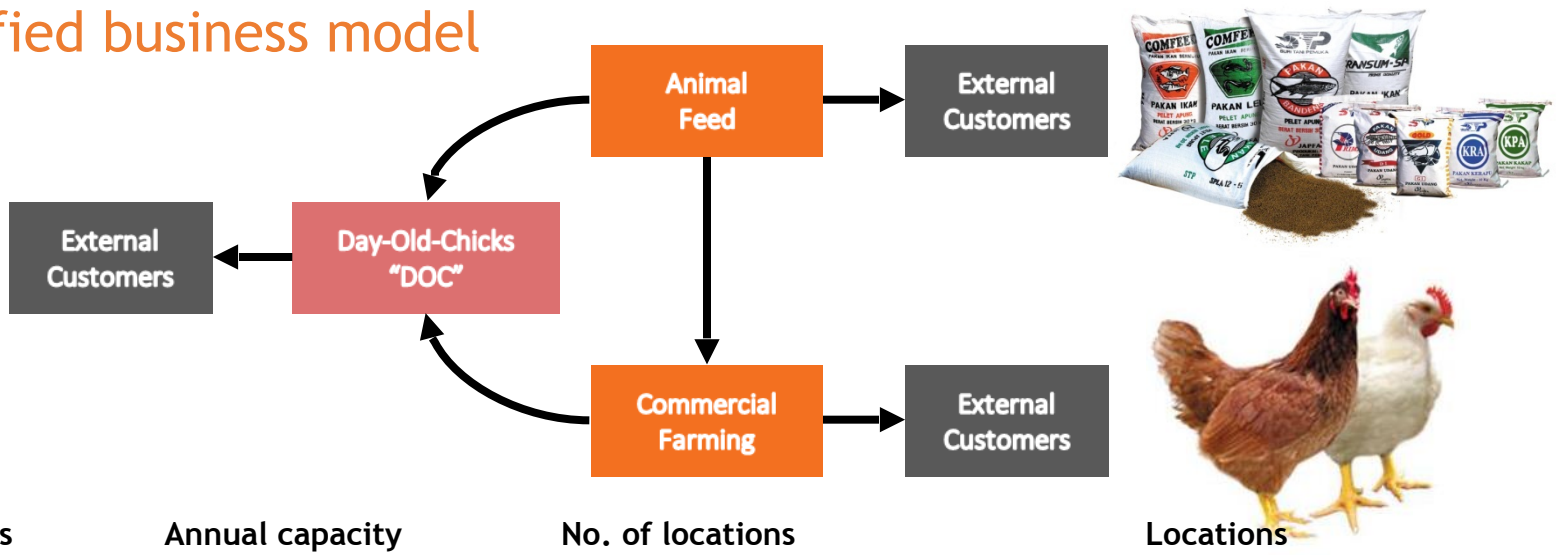
Note: (1) Average rate FY 2013 US$1.00 = IDR10,552

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

Poultry Operations

JAPFA

Simplified business model



Principal facilities	Annual capacity	No. of locations	Locations
Poultry feedmills	4,012 m kg	16 feedmills	13 feedmills : Sidoarjo, Cirebon, Lampung, Tangerang, Makassar, Sragen, Medan, Padang, Bati-Bati, Cikande, Gedangan, Surabaya, Grobogan ; and 3 breeder feedmills : Purwakarta, Sidoarjo and Lampung
Breeding farms & hatcheries	763 m DOCs	61 farms, 24 hatcheries	Sumatra, Java, Kalimantan, Sulawesi, Bali
Commercial farm	687 m birds	Thousands	Across Indonesia with more than 9,000 partnership farms
Cattle feedlots & breeding farm	165,000 cows	4 feedlots, 1 abattoir, 2 breeding farms	Feedlots : Central Lampung, East Lampung, East Java; Abattoir : Serang; Breeding farms : East Lampung, North Australia
Fish & shrimp feedmills	318 m kg	5 factories	Medan, Lampung, Cirebon, Gresik, Banyuwangi
Slaughterhouse	56 m birds	7 slaughterhouses	Parung, Sadang, Pabelan, Bali, Makassar, Krian

Focused on producing affordable animal protein in Indonesia

Key Investment Highlights

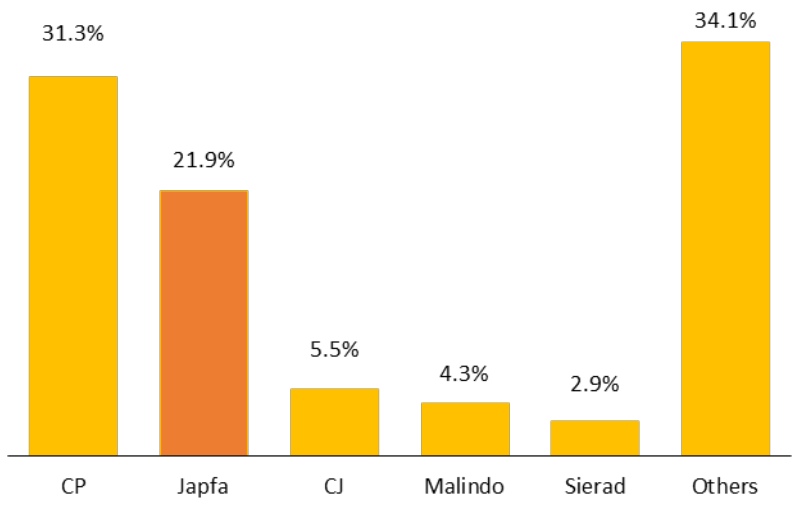
Investment Highlights

1. Established market leader in agribusiness
2. Synergy and efficiency achieved through vertically integrated large scale businesses
3. Quality operations supported by state-of-the-art bio security measures
4. Experienced and professional leadership team

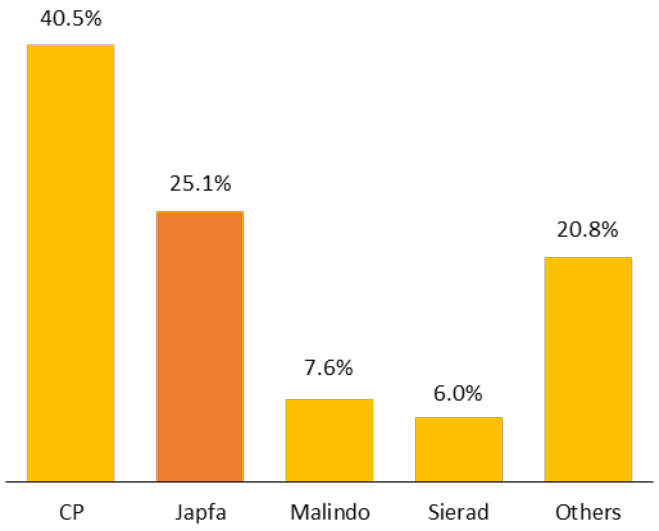
1 Established Market Leader in Poultry

JAPFA

Indonesia animal feed production capacity share [1]



Indonesia DOC production capacity share



Source: Company Annual Reports, Frost & Sullivan (May 2014)

Note: [1] Market share calculation in the above table excludes aqua feed

- Stable and attractive industry dynamics with top 2 players, Charoen Pokphand ("CP") and Japfa, controlling more than 50% of the animal feed and DOC breeding market
- Presence of smaller players limited to specific regions compared to Japfa's national coverage
- Limited poultry imports due to halal considerations in Indonesia and consumers' preference for live chicken

Japfa commands a strong market position in the animal feed and DOC breeding markets

2 Synergy and efficiency achieved through vertically integrated large scale business

JAPFA

Animal Feed

- ✓ Ability to control feed formulation to suit type of breed which Japfa produces
- ✓ Ability to control timing of delivery and availability of feed for breeding purposes

Day Old Chicks

- ✓ Exclusive rights to superior strain of DOC which is suited to Indonesian climate and consumer tastes
- ✓ Effective control over complete poultry breeding process, commencing from operation of great grandparent farms

Commercial Farming

- ✓ Right feed, superior breed and commercial farming techniques, resulting in robust performance

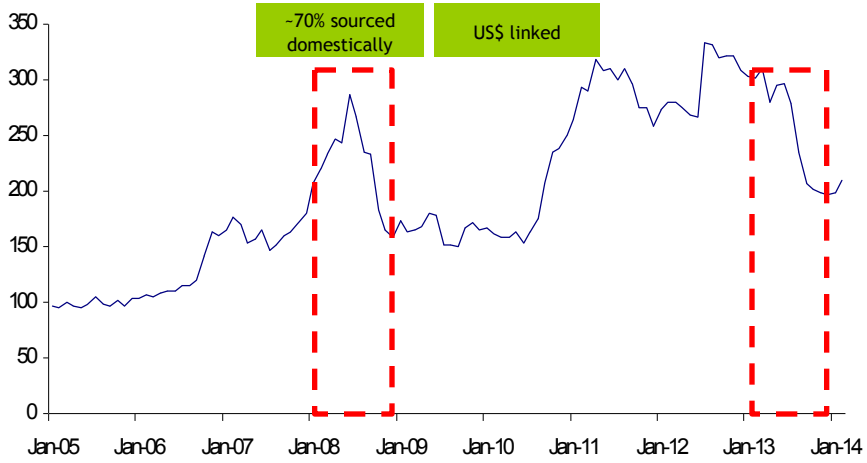
End Products

- ✓ Proximity to end customer market ensures supply of fresh chicken products
- ✓ Integrated chain enhances food safety, hygiene and traceability

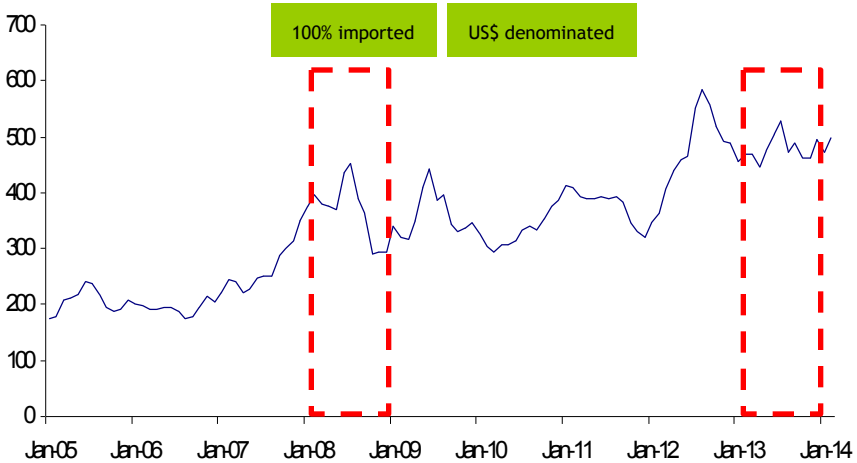
2 Synergy and efficiency achieved through vertically integrated large scale business

JAPFA

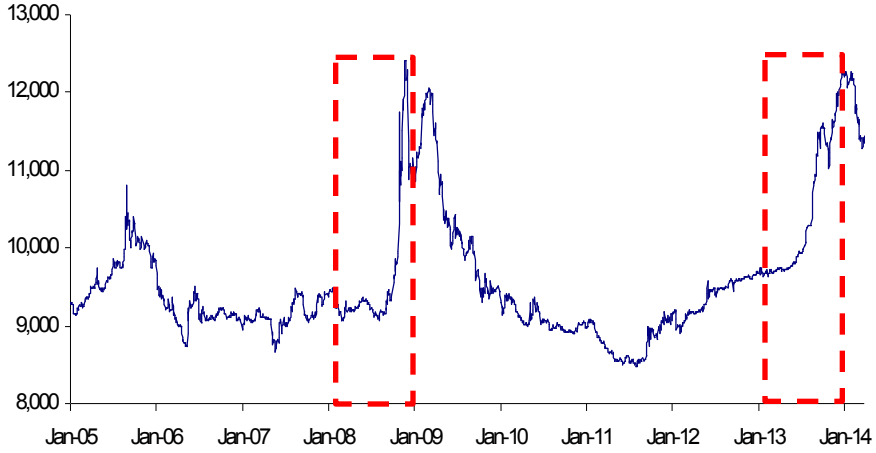
Corn prices (US$/MT)

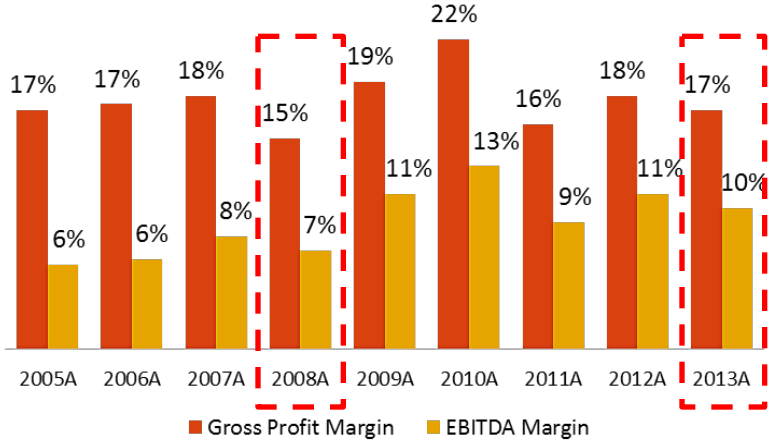


Soybean meal prices (US$/MT)



IDR/US$ exchange rate





Japfa is able to effectively pass on increases in raw material prices for feed to end consumers

Source: Index Mundi, Bank Indonesia and company filings.

3 Quality Operations Supported by State-Of-The-Art Bio Security Measures

JAPFA

A Minimize exposure from the elements

Isolation

- Remote location
- Geographical spread

Sanitation and Disinfection

Full body immersion

Spray and fumigation

Traffic Control

Monorail

Conveyor system

B Optimizing flock resistance from diseases

Farm Management

- Sophisticated animal husbandry practice

Constant Monitoring

- Vaksindo
  - Animal vaccine research and production company
  - The only poultry company in Indonesia with the ability and facilities to research viruses (including AI) and produce autogenous vaccines
  - Constructed a new BSL 3 Animal Trial Facility

4 Experienced and professional leadership team

JAPFA

Board of Commissioners

Syamsir Siregar
President Commissioner

Year of agri experience: 9

Hendrick Kolonas
Vice President Commissioner

Year of agri experience: 18

Retno Astuti Wibisono
Independent Commissioner

Year of agri experience: 13

Board of Directors

Handojo Santosa
President Director

Year of agri experience: 27

Bambang Budi Hendarto
Vice President Director

Year of agri experience: 35

Koesbyanto Setyadharma
Director

Year of agri experience: 25

Tan Yong Nang
Director

Year of agri experience: 6

Rachmat Indrajaya
Independent Director

Year of agri experience: 6

1971
- Company established as PT Java Pelletizing Factory Ltd

1975
- Poultry feed business started production

1982
- Established poultry breeding operations to complement feed business

1989
- Japfa listed on Jakarta and Surabaya Stock Exchanges

2003
- Regional expansion initiative started with establishment of new feedmill

2007
- Japfa's first Rupiah Bond issuance which raised Rp500 billion

2008
- Establishment of new protein line through acquisition of a beef feed lotter
- Acquired Vaksindo Satwa Nusantara, an animal vaccine manufacturer

2009
- Merger with PT Multi Agro Persada (producer and distributor of feed)

2012
- Merger with PT Multibreeder, a 73% owned subsidiary to bring together the group's poultry feed and breeding operations
- Issued IDR1.5 trillion Japfa Bond I

2013
- Japfa's first USD Bond issuance which raised $225 million
- Acquisition of beef cattle breeding farms : Riveren and Inverway Station, Australia

Japfa's management team has significant industry experience and has successfully led the Company through various cycles

Financial Highlights

Quarterly performance update
Key financial and operational metrics

JAPFA

	FY 2013	YTD Sept 2014
Income Statement		
Revenue	21,412	18,694
% growth (period-to-period)	*20.1%*	*17.0%*
Gross Profit	3,618	2,618
% margin	*16.9%*	*14.0%*
EBITDA	2,176	1,345
% margin	*10.2%*	*7.2%*
Net Income	641	325
% margin	*3.0%*	*1.7%*
Poultry - Volume		
Feed Sold (millions tons)	2.6	2.1
DOCs Sold (millions)	545	458
Broilers Sold (thousand tons)	468	429
Beef - Volume		
Cattle (heads in thousands)	47	58
Aqua Feed		
Feed Sold (thousand tons)	204.8	154.9

(IDR billions, unless stated otherwise)

Key Highlights

Purchasing Power

- In 2H2013, the Rupiah depreciated by approximately 20% against US Dollar. The increase in general wages in 2014 was not enough to compensate for the impact of the weaker Rupiah. This has caused a weakening in the purchasing power of the low income consumer.

Revenue

- Revenue in Rupiah has grown 17% compared to YTD Sept 2013.

Volumes

- The volumes across all our key business operations have risen in comparison to 2013.

Feed

- The depreciation of Rupiah resulted in raw material increase for feed because purchase costs of corn and SBM are US$ linked. We were however able to pass on costs by increasing our feed selling prices. In this way, we were successful in maintaining a stable feed margin.

Commercial Farming

- The increase in feed selling price has increased the import cost in the production of broilers. However, the selling price of broilers could not be increased due to the lower purchasing power. This caused a shrinkage in profit margin for commercial farming.

JAPFA

Key Highlights

Breeding

- Our DOC operations also showed a shrinkage in profit margins. Generally there was an over supply of DOC arising from an increase in production volumes across the breeding industry. This was especially evident in the period after Hari Raya festivities, which led to a decline in DOC prices. The DOC Gross Profit Margin for the Sept 2014 quarter dropped into negative as a result. The DOC Gross Profit Margin for YTD Sept 2014 was approximately 15% compared to 35% for the same period last year. Average DOC prices decreased by approximately 10% while average feed cost increased by 9% compared to FY 2013. Although DOC volumes are up from last year, the revenue is lower due to the low DOC selling prices. Generally DOC prices are cyclical in nature, but this down-cycle in 2014 is seen to be far longer than normal.

Margins

- The consolidated gross profit margin reduced from 16.9% in FY 2013 to 14.0% in YTD Sept 2014 due to the smaller gross profit margins in both DOC and commercial farming. Similarly, the EBITDA margin reduced from 10.2% in FY 2013 to 7.2% in YTD Sept 2014.

Net Income

- SG & A expenses increased by 19% which is in line with the depreciation of the Rupiah during 2014, which has resulted in cost increases across the board, including a rise in salary and wages costs.

- Interest expenses increased due to the rise in the overall Indonesian bank loan interest rates from an average of 8.5% in 2013 to 11.25% in YTD Sept 2014.

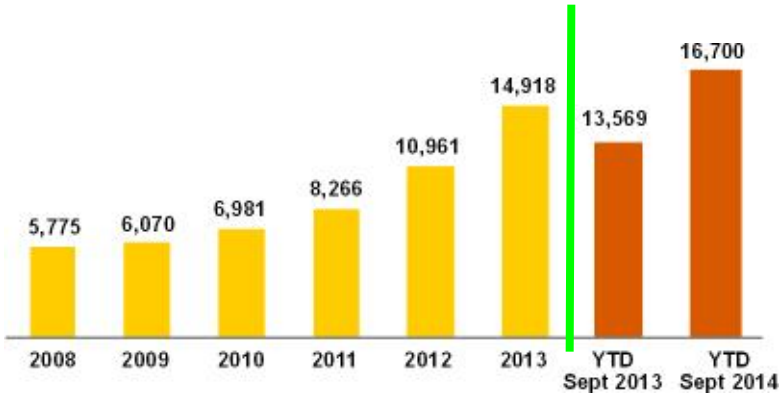
- The overall net profit margin reduced from 3.0% in FY2013 to 1.7% in YTD Sept 2014.

Proven financial track record

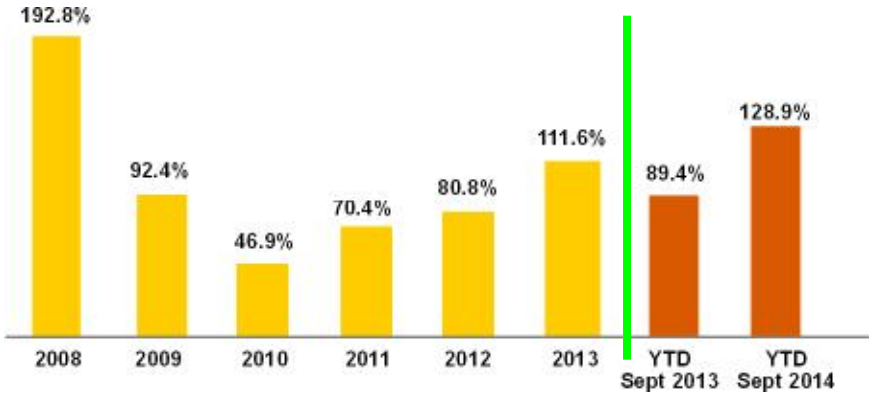
JAPFA

Total Assets

(In IDR billion)

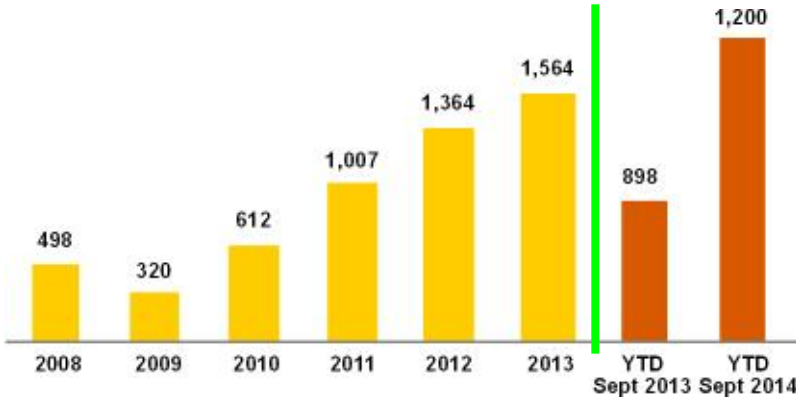


Net Debt / Equity



CAPEX

(In IDR billion)



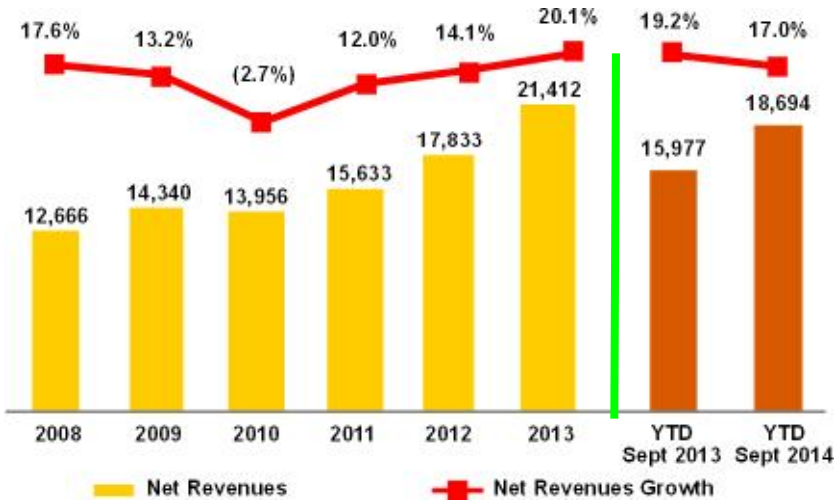
Note: Based on Company's 1H14 Financial Results

Proven Financial Track Record

JAPFA

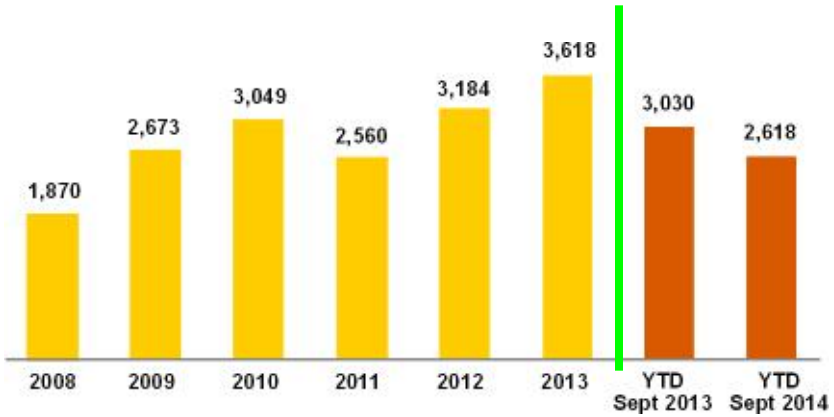
Net Revenues

(In IDR billion)



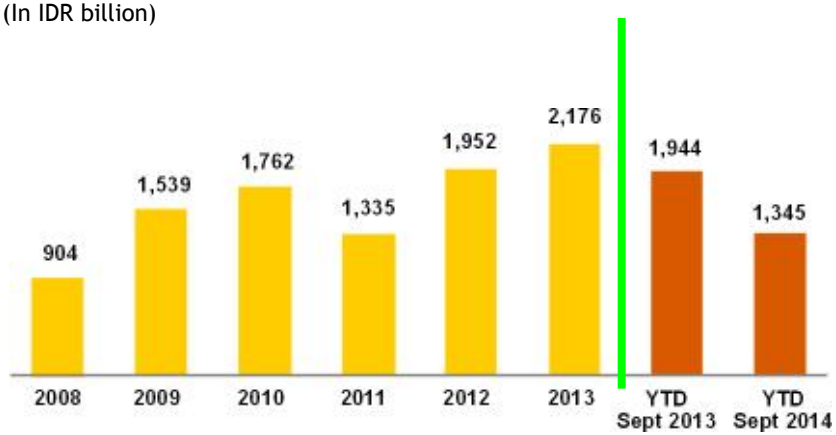
Gross Profit

(In IDR billion)



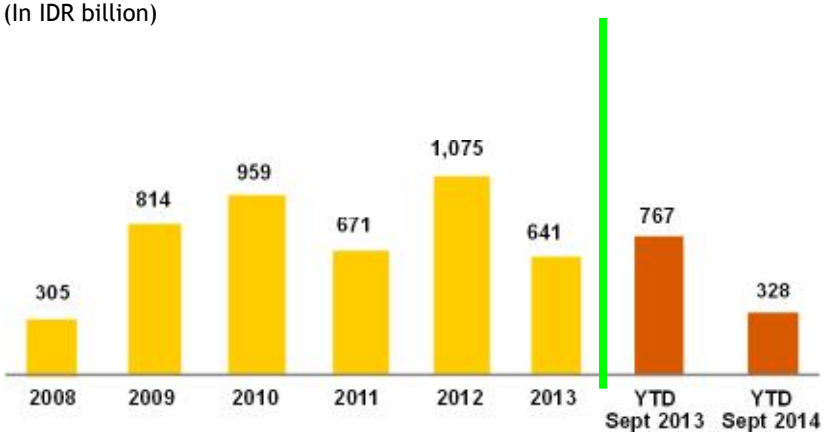
EBITDA

(In IDR billion)



Net Profit

(In IDR billion)



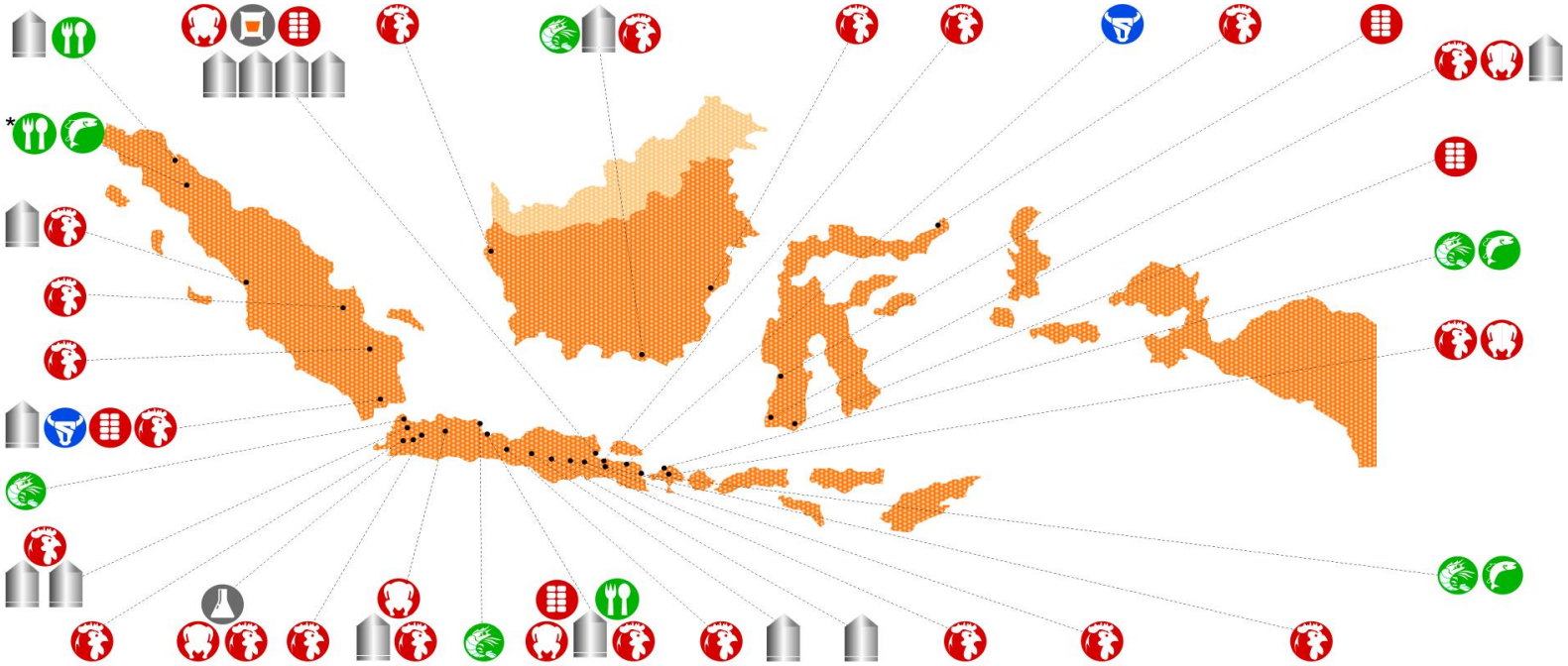
Note: Based on Company's 1H14 Financial Results

Appendix

Pan-national distribution platform

JAPFA

Deep national coverage with strong local knowledge



Pabrik Pakan Ternak / Animal Feedmills	Medan, Padang, Lampung, Tangerang, Cikande, Purwakarta, Cirebon, Sragen, Grobogan, Sidoarjo, Gresik, Gedangan, Surabaya, Banjarmasin, Makassar
Peternakan & Sentral Penetasan / Breeding Farms & Central Hatcheries	Lampung, Palembang, Jambi, Padang, Purwakarta, Bogor, Serang, Subang, Sukabumi, Pemalang, Pasuruan, Malang, Mojokerto, Semarang, Jombang, Kediri, Boyolali, Bali, Manado, Makassar, Pontianak, Samarinda, Banjarbaru
Rumah Potong Ayam / Slaughter House	Sadang, Parung, Pabelan, Banjar, Makassar, Bali, Krian
Pengeringan Jagung / Corn Dryer	Lampung, Brebes, Gowa, Grobogan, Pare-pare
Beef Cattle Feedlot	Lampung, Probolinggo, Darwin (Australia)
Shrimp Ponds & Hatcheries	Carita, Anyer, Indramayu, Banyuwangi, Bali, Bati-bati
Fish Farming & Hatcheries	Lake Toba, Simalungun, Banyuwangi, Bali
Seafood Processing Unit	Medan, Cirebon, Simalungun (*under construction)
Woven Plastic Bag Factory	Wonoayu
Pabrik Vaksin Hewan / Animal Vaccine Factory	Bogor

Note: (1) Japfa has 61 breeding farms and not all the farms are reflected on the map.