



TRIPUTRA AGRO PERSADA

# PT. Triputra Agro Persada Tbk Q1 2024 Performance

May 2024

*Unceasing Improvement to Achieve Excellent Plantation*



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Triputra Agro Persada

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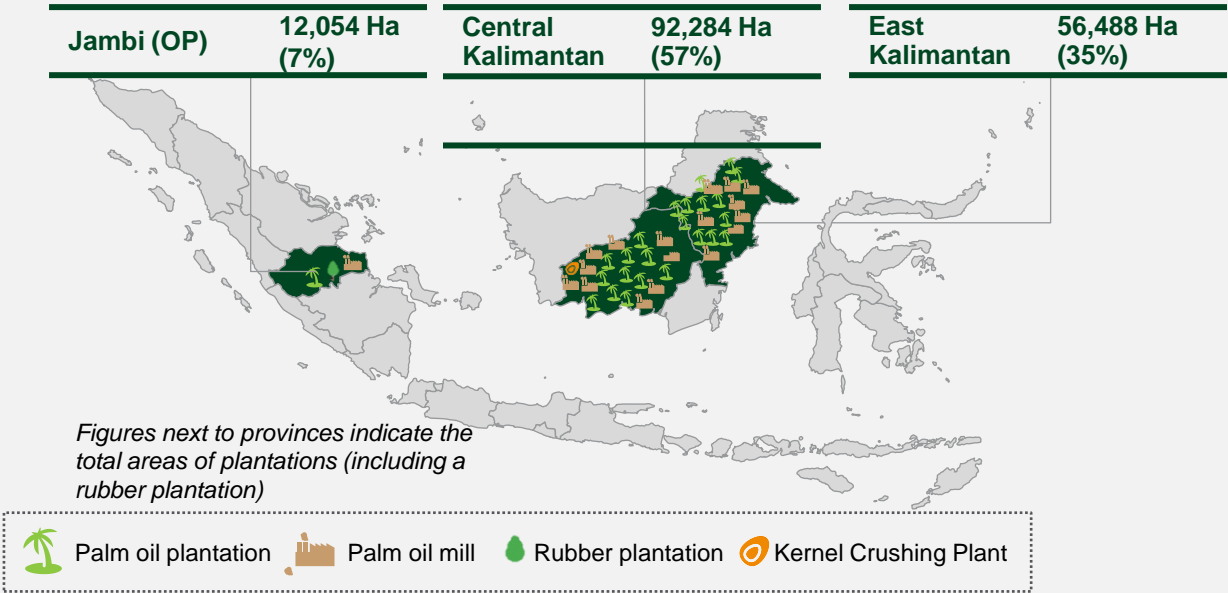
# Introduction



# Business Overview

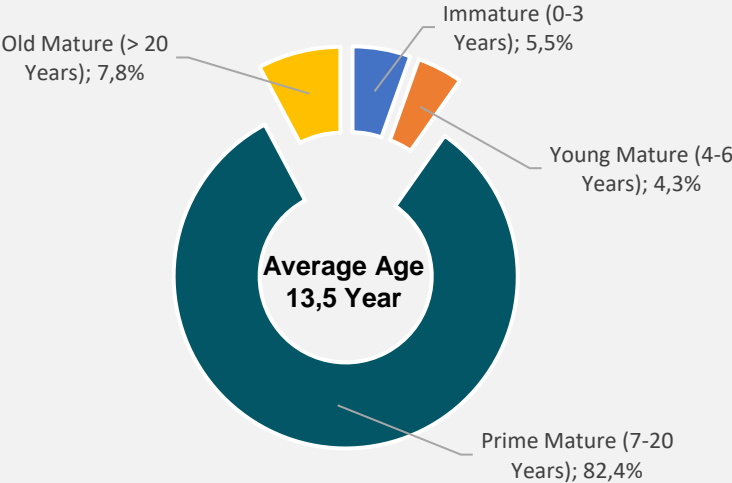
PT Triputra Agro Persada Tbk. (“TAPG”) was established in 2005 and currently owns and operates 160.827 Ha of palm oil plantations (including plasma)<sup>(1)(2)</sup> and 1,334 Ha of rubber plantation.

Area of Operation <sup>(1)(2)</sup>



Age Profile <sup>(1)(2)</sup>

As of March 2024  
Total : 160.827 Ha (Palm Oil)



- 1

Operates palm oil plantations and palm oil mills in Central Kalimantan, East Kalimantan and Jambi. The Company also has a rubber plantation in Jambi.
- 2

Owens 18 palm oil mills with a total mill capacity of 995 tons per hour and 1 palm kernel oil mill with capacity 300 ton/day <sup>(1)(2)</sup>.

Note: (1) As of March 2024. (2) Including associate company.

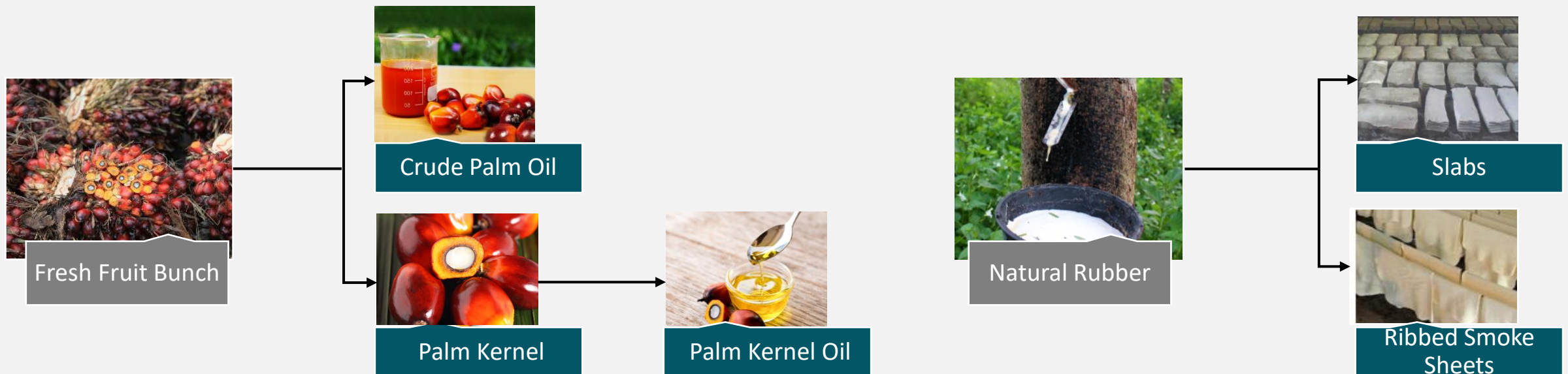
- 3

Operates 1 palm kernel oil mill with power support by Biogas from POME
- 4

Significant growth from young plantations alongside best-in-class operational metrics.

# Business Activity

TAPG produces Fresh Fruit Bunches (FFB), Crude Palm Oil (CPO), Palm Kernel (PK) and Palm Kernel Oil (PKO) from palm oil plantations and mills owned by its subsidiaries & associate company + Slabs and Ribbed Smoked Sheets (RSS) from its rubber plantation.



1 TAPG engages in nucleus and plasma partnership program with local farmers who reside within TAP and subsidiaries' plantation areas.

2 TAPG has demonstrated a strong commitment and rapid progress in implementing the principle of sustainability in all of its business activities.

3 TAPG utilizes the latest technology in its operations to increase efficiency, including:

1. Precision Agriculture
2. Intelligent Mill
3. Lean Enterprise

# Executive Summary & Performance Overview





## Production Growth with Strong Financial Performance

### Operational Performance

- Production for FFB and CPO increase by ▲9% and ▲7% YoY, due to :
  - ❖ Implementation of good agronomy practice and post recovery production from 2023.
  - ❖ Focus on productivity, fertilizing and infrastructure in order to achieve optimum output during the prime age.

### Financial Performance









- Selling price of CPO and delivery volume stay flat, thus top line revenue stay flat YoY.
- EBITDA ▲36% and Net Profit ▲25% YoY as a result lower in production cost because of higher production volume (YoY).
- Financial resilience due to reduce in bank loan and minimize from forex risk.

### Business Strategies

- FFB Production in 2024 is expected to increase in line with plantation at prime age supported with good agronomy practices.
- Continue to study and development of added value products.
- Prudent financial structure to deliver attractive returns to the shareholders.















# Performance Overview Q1 2024

Production <small>(Including Associate Company)</small>	Q1 2023	Q1 2024	Growth
 <b>Fresh Fruit Bunch (nucleus)</b>	<b>619</b> '000ton	<b>672</b> '000ton	 <b>9%</b>
 <b>Crude palm Oil</b>	<b>200</b> '000ton	<b>214</b> '000ton	 <b>7%</b>
 <b>FFB Yield</b>	<b>4,7</b> Ton/Ha	<b>5,2</b> Ton/Ha	 <b>9%</b>
 <b>OER</b>	<b>22,8</b> %	<b>23,7</b> %	 <b>0,9 ppts</b>

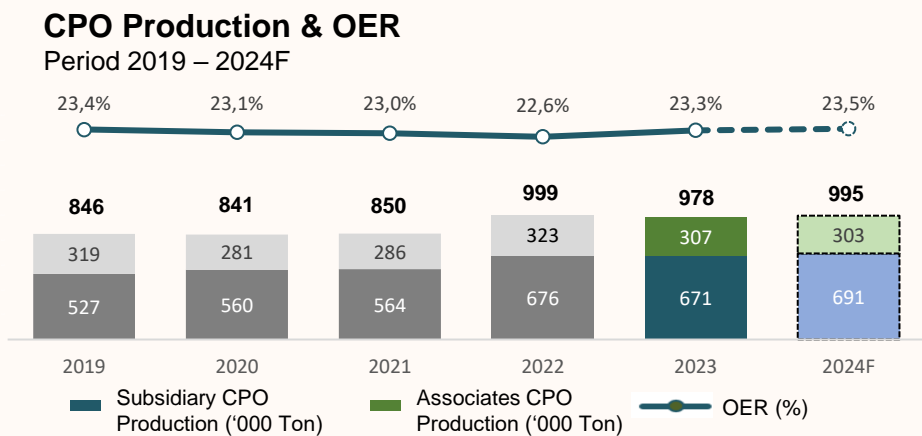
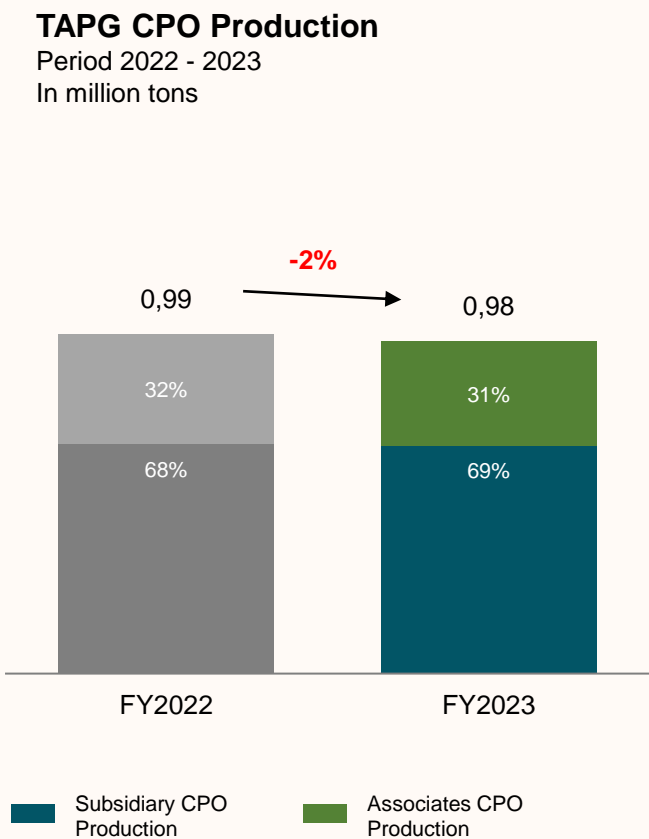
## Key Information

- FFB experienced a increase due to implementation of good agronomy practice and post recovery production from 2023
- Selling price of CPO and delivery volume stay flat, thus top line revenue stay flat (YoY)
- Financial resilience due to reduce in bank loan and minimize from forex risk.


Financial	Q1 2023	Q1 2024	Growth
 <b>Revenue</b>	<b>1.926</b> 'IDR Bio	<b>1.912</b> 'IDR Bio	 <b>0,7%</b>
 <b>EBITDA</b>	<b>461</b> 'IDR Bio	<b>628</b> 'IDR Bio	 <b>36%</b>
 <b>Net Profit</b>	<b>306</b> 'IDR Bio	<b>384</b> 'IDR Bio	 <b>25%</b>
Balance Sheet	Q1 2023	Q1 2024	Growth
 <b>Asset</b>	<b>14.702</b> 'IDR Bio	<b>13.891</b> 'IDR Bio	 <b>6%</b>
 <b>Liabilities</b>	<b>3.983</b> 'IDR Bio	<b>2.168</b> 'IDR Bio	 <b>46%</b>
 <b>Equity</b>	<b>10.719</b> 'IDR Bio	<b>11.723</b> 'IDR Bio	 <b>9%</b>

# Operational: Historical & Forecast 2024


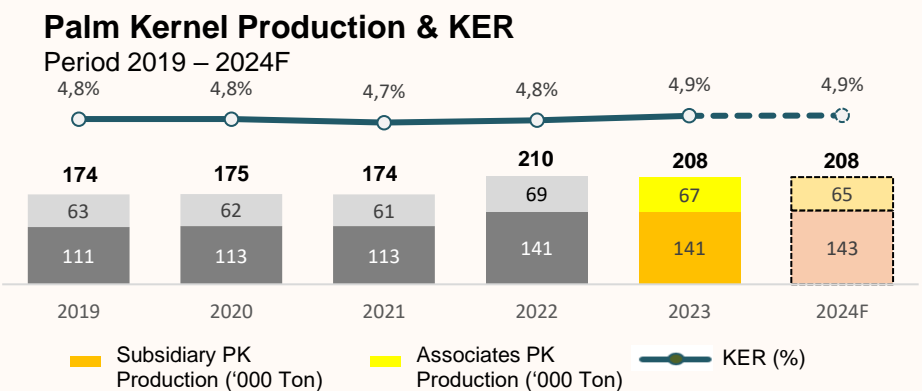
TAPG CPO production in 2023 slightly decrease ▼2%, relatively better compared to FFB production. This occurred due to an increase in OER caused by a climate that supports perfect pollination and continuous improvements continuously made by the company at the palm oil mill.



The increase in OER and KER performance in 2023 was due to:



Suitable climate during the pollination process, resulting in higher OER starting from the second half of 2023.



Continuous improvements at the mill, resulting in increased OER and KER performance in 2023.

**Note :**  
Includes associated companies

# Business Strategies & Outlook 2024



# Business Strategies 2024

In 2024 TAPG has 4 main business strategies: 1) optimizing production, 2) continuous improvement on infrastructure, 3) develop study to increase value added products and 4) commitment to the sustainability roadmap.



## Optimizing Production Results

Focuses on good agronomy practices such as fertilizing, mechanization with technological support.



## Continuous Improvement on Infrastructure

Maintaining infrastructure, especially road access, in all weather conditions.



## Increase Value Added Products

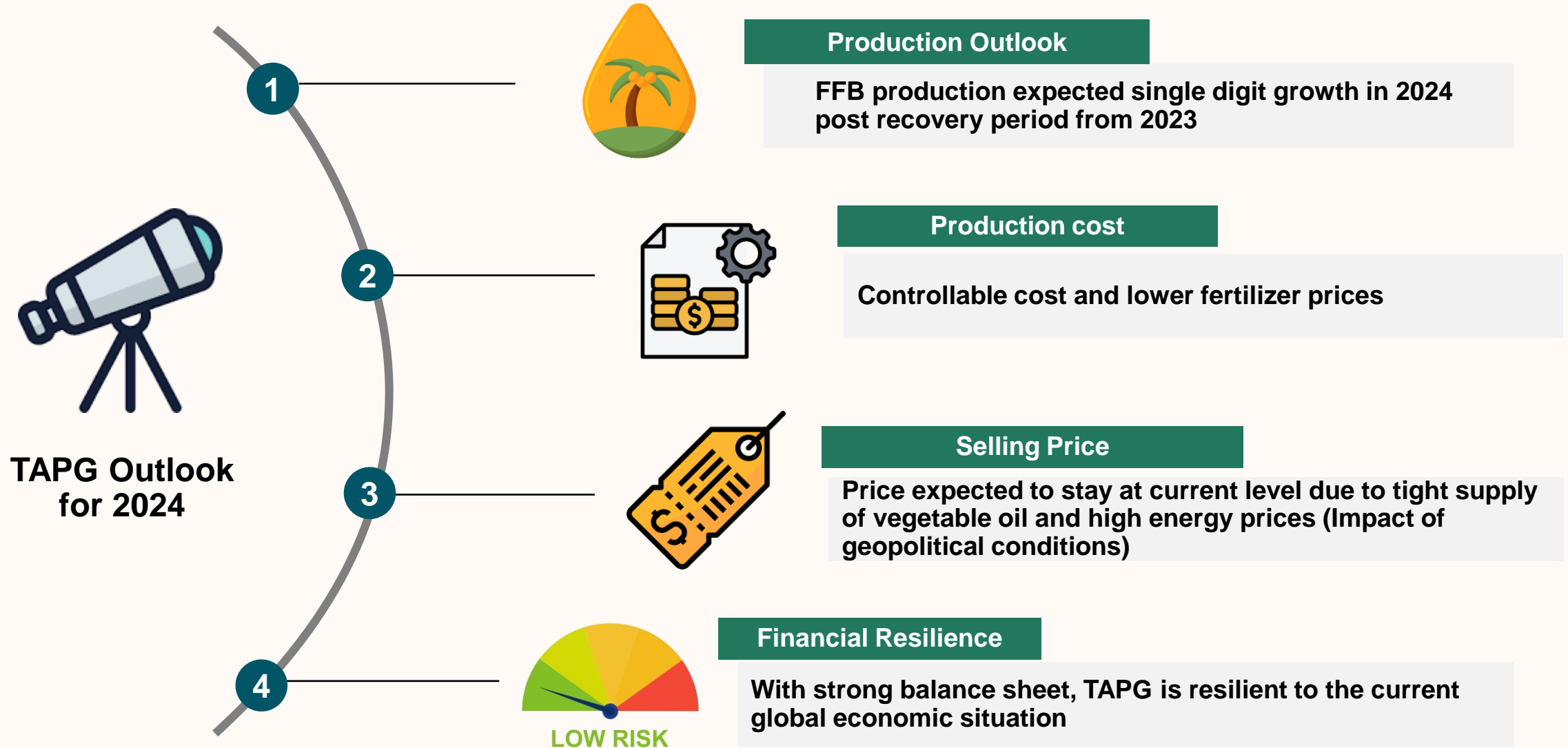
Continue to study and development of products to create added value



## Sustainability Roadmap

Committed to full RSPO certification for subsidiaries (Target: 2026)





# Sustainability Roadmap



# Sustainability Roadmap (1/2)

## Sustainability Roadmap Vision 2036

- Sustainability policy update
- Collaborated with ECOSITROP by conducting an in-depth biodiversity
- Established Prosperous Fire-free Village Program (DMPA).
- Collaborated with the Yayasan Konservasi Alam Nusantara (YKAN) to develop integrated forest and land fire prevention management.

2018-2020

- 1<sup>st</sup> RSPO certificate
- 1<sup>st</sup> ISPO certificate

2014

2007

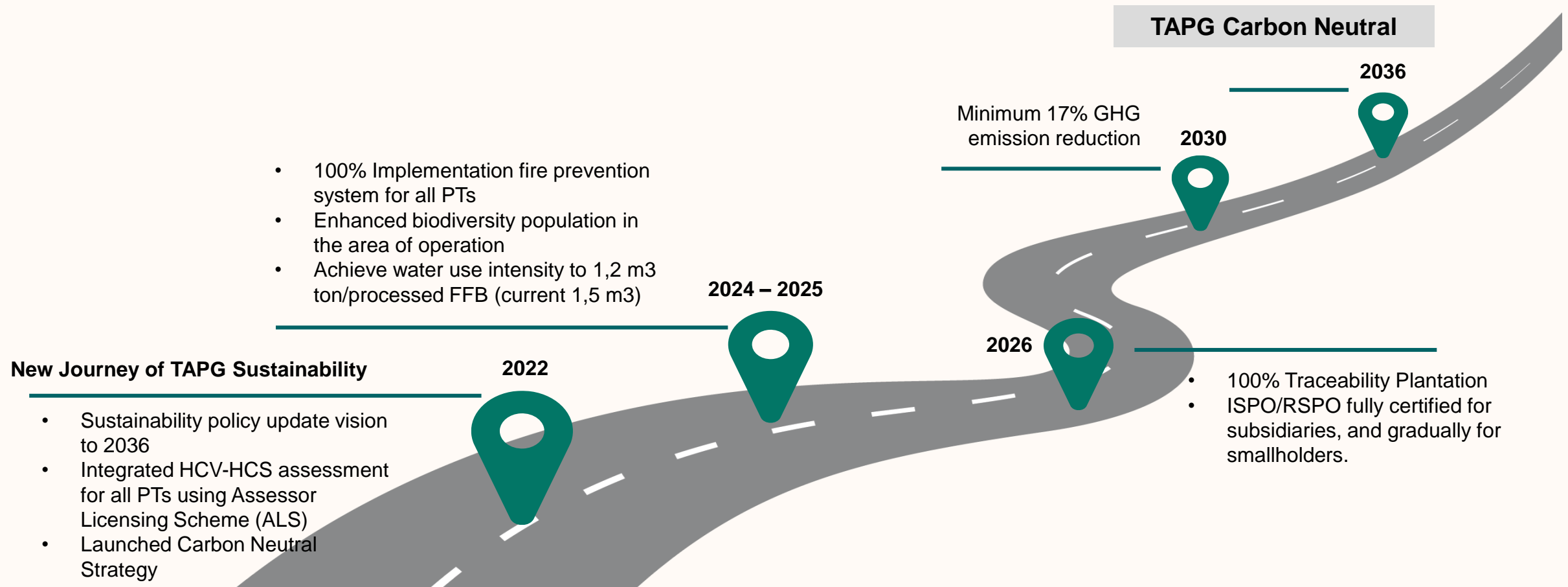
- Registered as a Member of RSPO

2021

- On April 12, 2021, TAPG listed on Indonesia Stock Exchange.
- One of the subsidiaries that owns a Multi-Function Conservation Area “Merapun Mayong Forest” was nominated as the Best Biodiversity Park (Kehati) in the context of National Nature Conservation Day (HKAN).

# Sustainability Roadmap (2/2)

## Sustainability Roadmap Vision 2036





# Technology As A Cornerstone of Operational Excellence

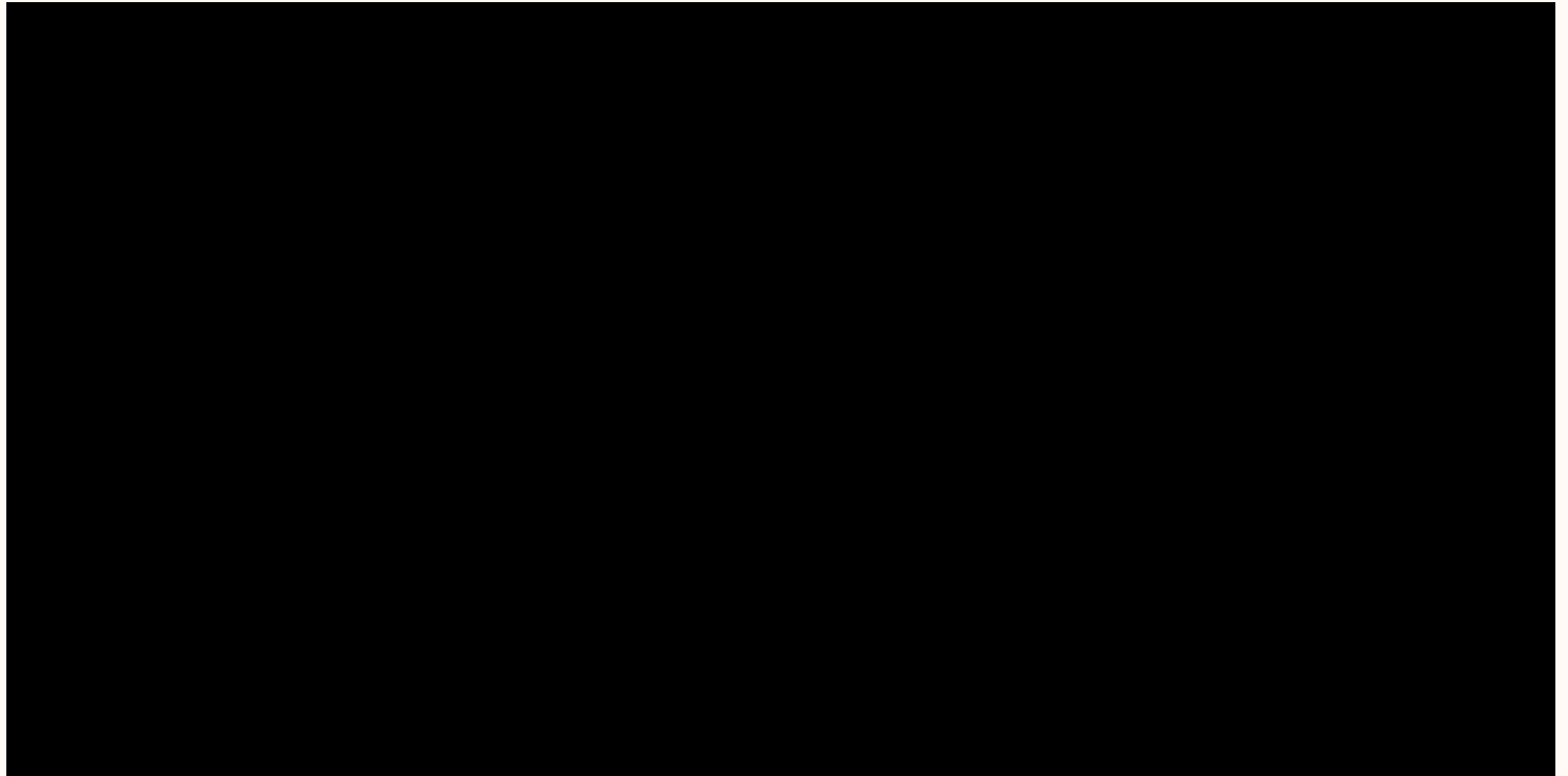


# Technology As A Cornerstone of Operational Excellence

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**Thank You**