



TRIPUTRA AGRO PERSADA

# PT. Triputra Agro Persada Tbk Q1 2024 Performance

**May 2024**

*Unceasing Improvement to Achieve Excellent Plantation*



# Disclaimer

The information that follows is a presentation of certain information about PT Triputra Agro Persada Tbk (the "Company") prepared by the Company.

The information contained herein (including, among others, the market data, industry data and other industry statistics included in this presentation derived from public or third party sources) has not been independently verified and thus no representation or warranty, express or implied, is made as to the fairness, accuracy, currency, completeness or correctness of the information, opinions and conclusions contained in this presentation by the Company or any of its commissioners, directors, officers, employees, advisors, affiliates or agents. Accordingly, no reliance should be placed on the fairness, accuracy, currency, completeness or correctness of this presentation, nor any inferences drawn from the manner in which the contents have been compiled and presented. In addition, no person is authorized to give any information or to make any representation not contained in and not consistent with this material and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the Company.

This presentation contains statements relating to the Company's financial condition, results of operations and business as well as the Company's strategies and future prospects which are forward-looking. Such forward-looking statements are only predictions and are not guarantees of future performance. You are cautioned that any such forward-looking statements are and will be, as the case may be, subject to both known and unknown risks, uncertainties and factors relating to the operations and business environments of the Company that may cause the actual results of the Company to be materially different from any future results expressed or implied in such forward-looking statements. All forward-looking statements that are made in this presentation speak only as of the date of such statements. The Company expressly disclaims a duty to update any of the forward-looking statements.

Nothing in this presentation should be construed as a solicitation to buy or sell any security of the Company, or to engage in or refrain from engaging in any transaction. This presentation should not be used as the basis for any financial decision to invest in any securities or participation in any transaction. This presentation does not purport to, and does not, contain all of the information that may be required to evaluate factors relevant to a recipient making any investment decisions. Each recipient should make its own independent appraisal of, and investigation into, the financial condition, creditworthiness, affairs, status and nature of the Company as the basis of any investment decision. The Company does not intend to, or accept any obligation to, correct, update or revise the information or opinions in this presentation. Opinions expressed in this presentation are subject to change without notice. To the maximum extent permitted by law, none of the Company nor its commissioners, directors, officers, employees, advisors, affiliates or agents accepts any liability whatsoever, including, without limitation, for any loss howsoever arising from or in connection with any use to which this presentation may be put by a recipient or otherwise or as a result of, or arising from anything expressly or implicitly contained in or referred to in this presentation.

This presentation has been prepared for information purposes only. Any recipient of this presentation and its commissioners, directors, officers, employees, agents and affiliates must hold this presentation and any information provided in connection with this presentation in strict confidence and may not communicate, reproduce, distribute or disclose to any other person, or refer to them publicly, in whole or in part at any time.

By accepting delivery of this presentation, the recipient agrees to accept and be bound by the statements, restrictions and limitations set forth herein.



TRIPUTRA AGRO PERSADA

[www.tap-agri.com](http://www.tap-agri.com)



@tap.agri



Triputra Agro Persada

# Table of Contents

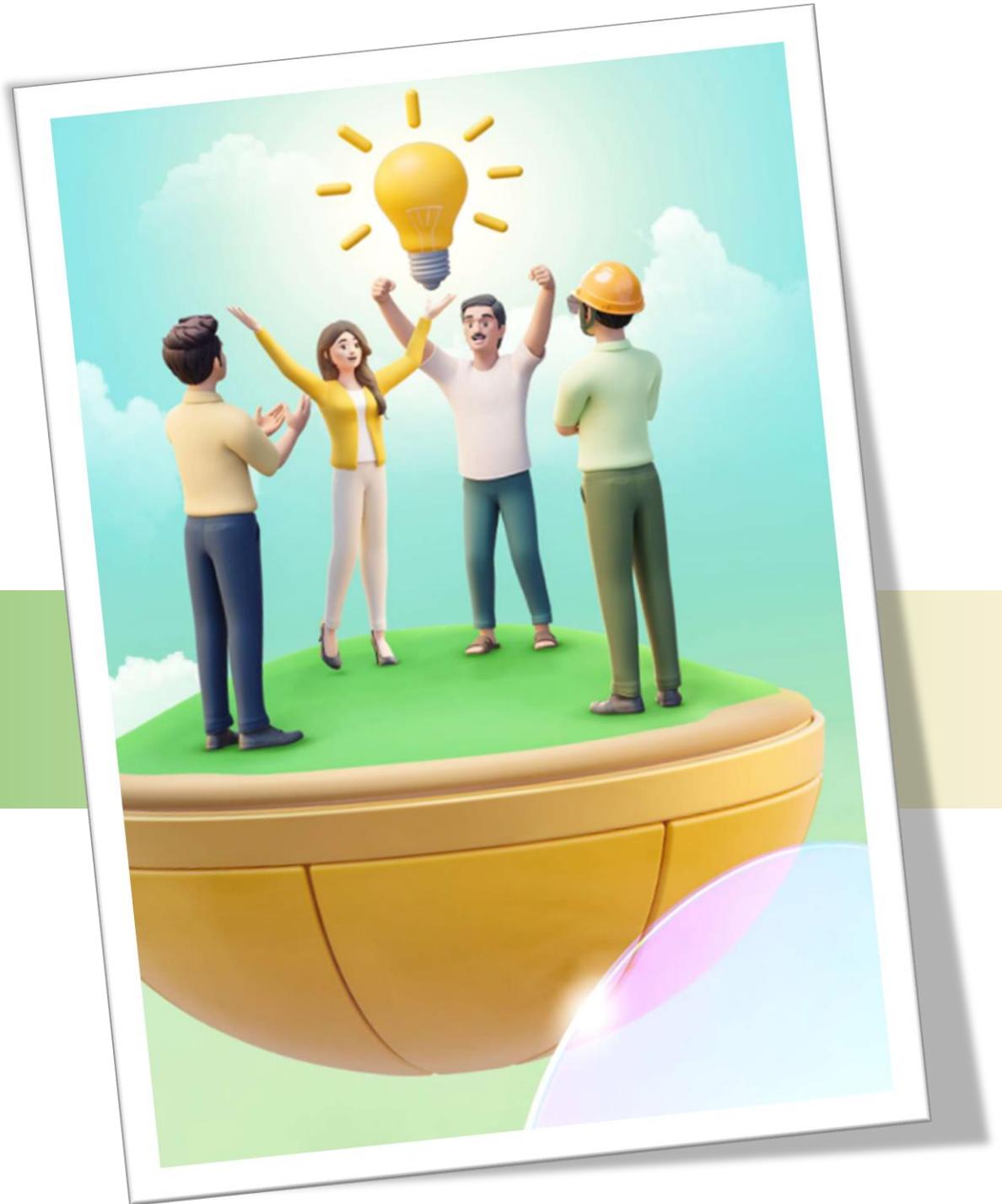


TRIPUTRA AGRO PERSADA

---

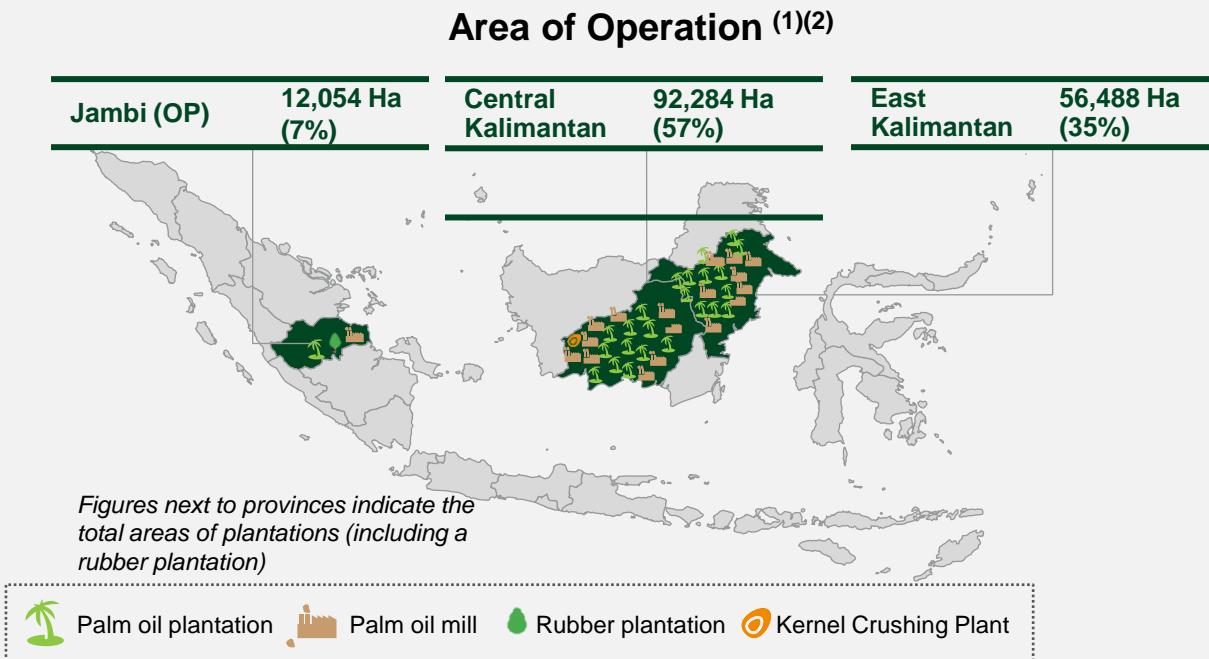
- 1. Introduction**
- 2. Executive Summary & Performance Overview**
- 3. Business Strategies & Outlook 2024**
- 4. Sustainability Roadmap**
- 5. Technology As A Cornerstone of Operational Excellence**

# Introduction



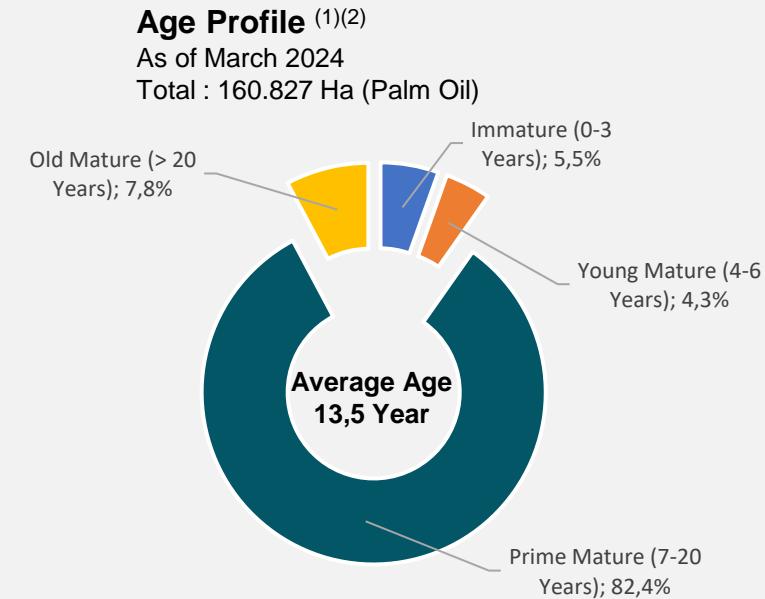
# Business Overview

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.



- 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 Owns 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>.

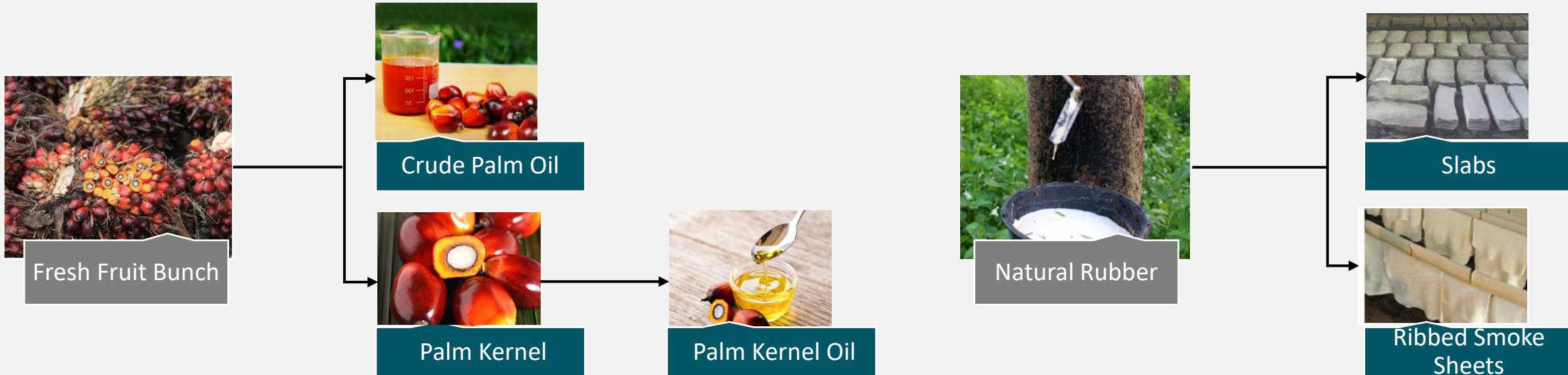
Note: (1) As of March 2024. (2) Including associate company.



- 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



TRIPUTRA AGRO PERSADA

Production <small>(Including Associate Company)</small>	Q1 2023	Q1 2024	Growth	Financial	Q1 2023	Q1 2024	Growth
 Fresh Fruit Bunch (nucleus)	619 '000ton	672 '000ton	 9%	 Revenue	1.926 'IDR Bio	1.912 'IDR Bio	 0,7%
 Crude palm Oil	200 '000ton	214 '000ton	 7%	 EBITDA	461 'IDR Bio	628 'IDR Bio	 36%
 FFB Yield	4,7 Ton/Ha	5,2 Ton/Ha	 9%	 Net Profit	306 'IDR Bio	384 'IDR Bio	 25%
 OER	22,8 %	23,7 %	 0,9 ppts				

## 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.

Balance Sheet	Q1 2023	Q1 2024	Growth
 Asset	14.702 'IDR Bio	13.891 'IDR Bio	 6%
 Liabilities	3.983 'IDR Bio	2.168 'IDR Bio	 46%
 Equity	10.719 'IDR Bio	11.723 'IDR Bio	 9%

# Operational: Historical & Forecast 2024



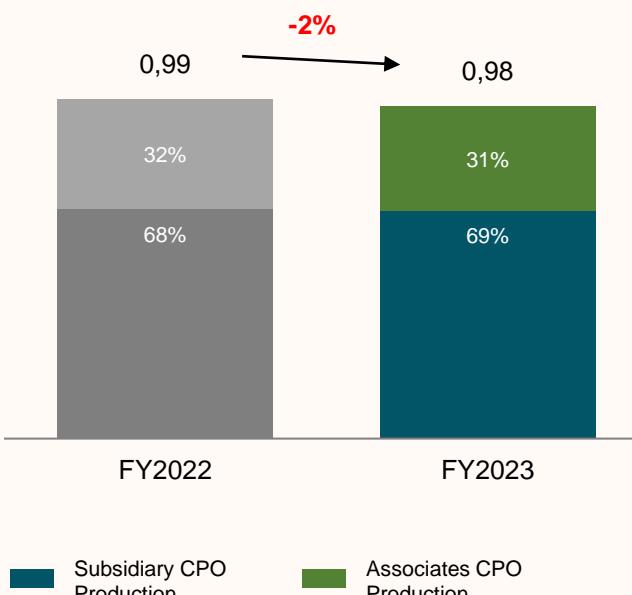
TRIPUTRA AGRO PERSADA

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.

## TAPG CPO Production

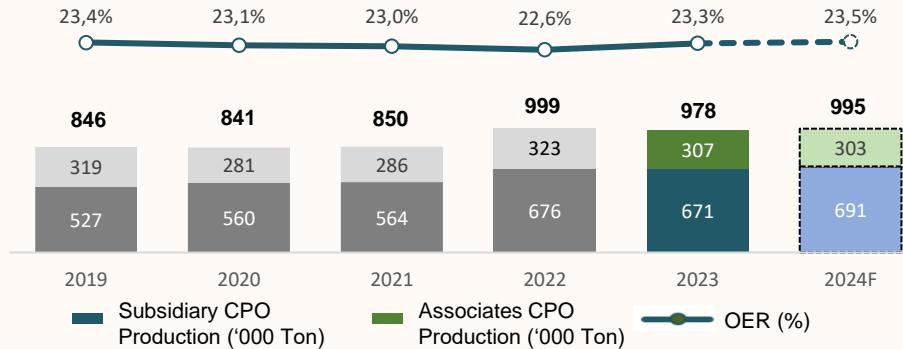
Period 2022 - 2023

In million tons



## CPO Production & OER

Period 2019 – 2024F



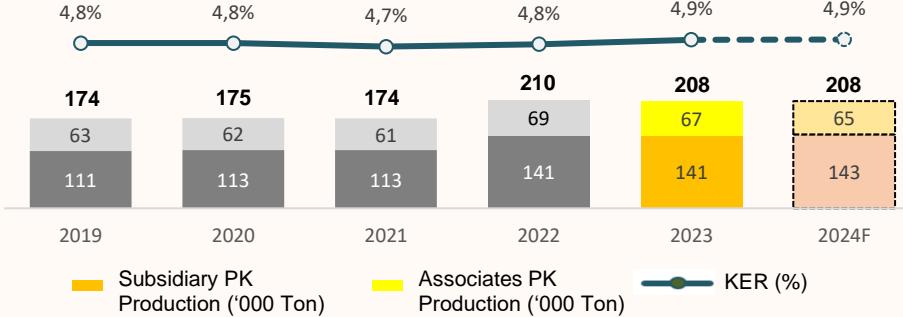
The increase in OER and KER performance in 2023 was due to:



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

## Palm Kernel Production & KER

Period 2019 – 2024F



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



TRIPUTRA AGRO PERSADA

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.



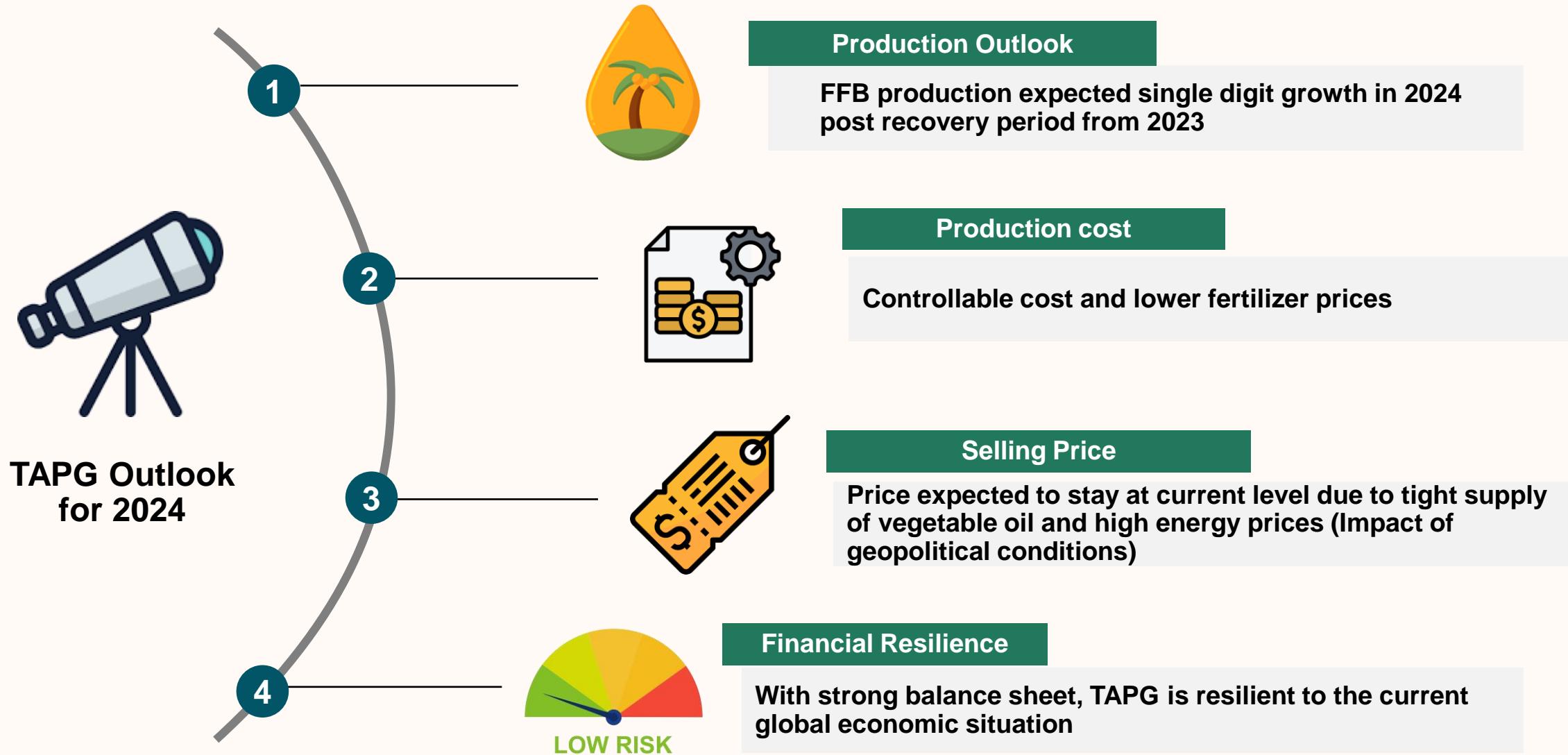
## Increase Value Added Products

Continue to study and development of products to create added value



## Sustainability Roadmap

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

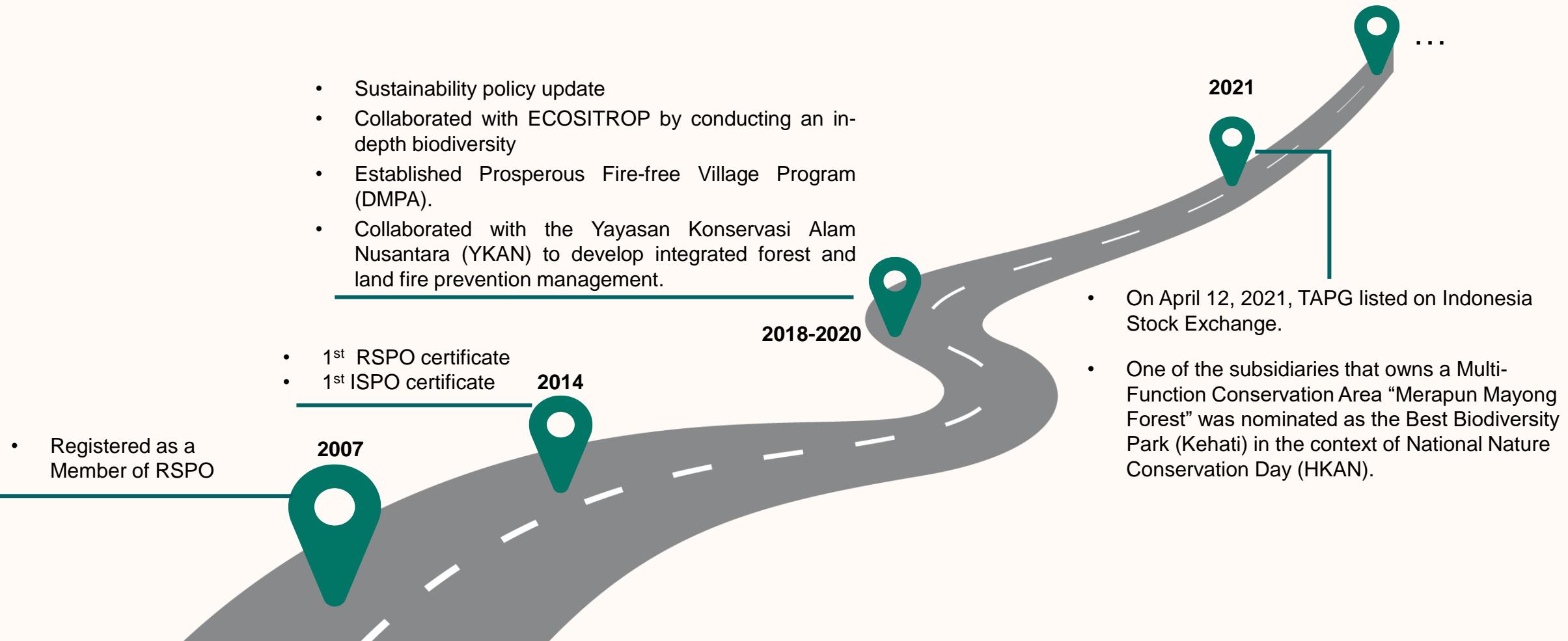


# Sustainability Roadmap



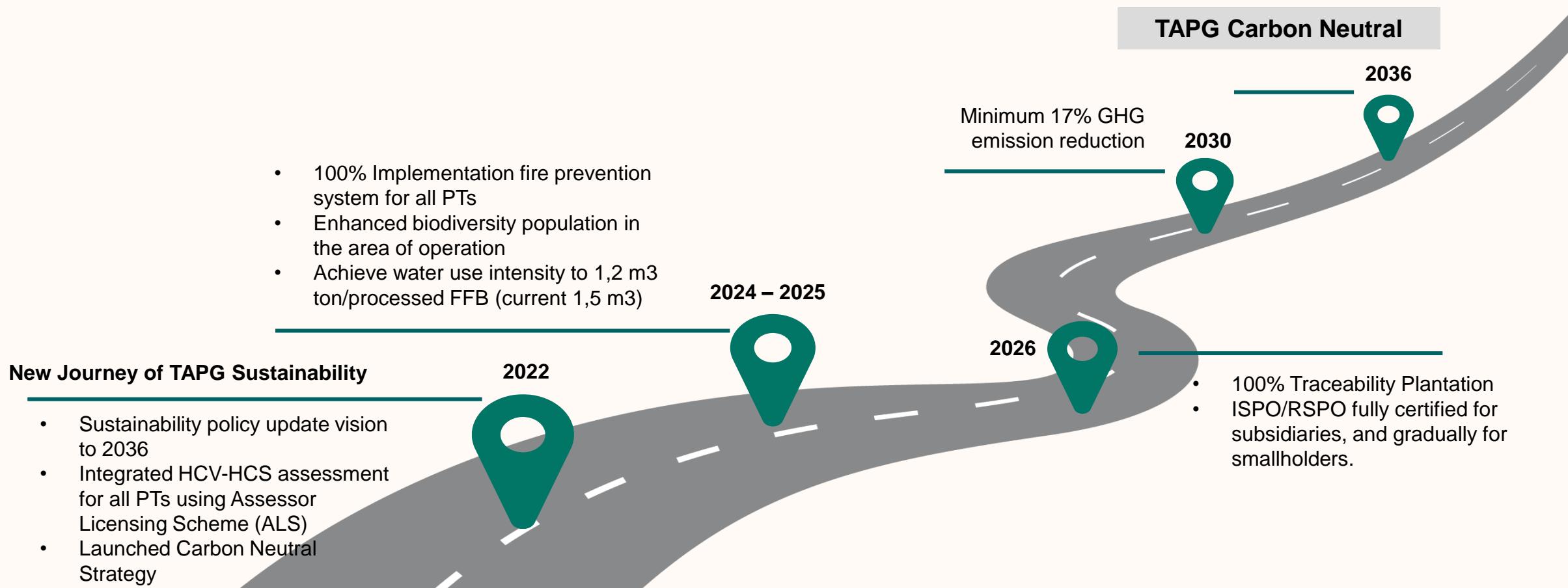
# Sustainability Roadmap (1/2)

## Sustainability Roadmap Vision 2036



# Sustainability Roadmap (2/2)

## Sustainability Roadmap Vision 2036



# Technology As A Cornerstone of Operational Excellence



# Technology As A Cornerstone of Operational Excellence



# Thank You