



JAPFA LTD

Corporate Presentation

March 2023



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GROUP OVERVIEW



Group Overview





- Established since 1971
- Pure-play animal protein producer in growing emerging markets
- Japfa Ltd's market capitalisation: approx. US\$525 million1
- FY2022 revenue: US\$4.4 billion

¹ As at 31 December 2022 post Distribution In Specie of AAG

Leading Pan-Asian Industrialised Agri-Food Company



WHAT WE DO

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



WHERE WE ARE

We employ over 38,000 people across Singapore, Indonesia, Vietnam, Myanmar, India and Bangladesh



WHY WE DO IT

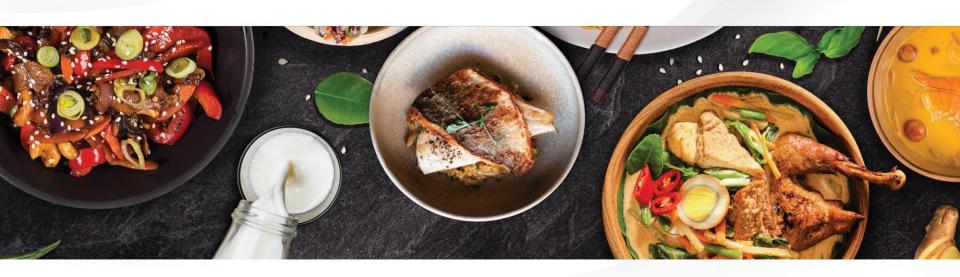
1.7 billion people living in our target markets

More than 20% of the world's total population

Pure-play integrated animal protein producer dedicated to Feeding Emerging Asia



BUSINESS MODEL& STRATEGIES



Vertically Integrated Business Across Entire Value Chain

Business Segments Animal Protein Other (APO) PT Japfa Tbk **Vertically Integrated Business Model Vietnam** Indonesia **Myanmar UPSTREAM Animal Feed Poultry Poultry Swine Poultry** Aqua **Production** Feed **Feed** Feed Feed Feed **Breeding Farms** Day-Old-Day-Old-Day-Old-**Piglets Fries** Chicks Chicks Chicks **MIDSTREAM Fattening Farms** Live Birds Fish Live Birds **Live Pigs** Live Birds **DOWNSTREAM Processing &** Legiseafood Legisers **Distribution**



Japfa's Core Competencies

Industrialized approach to farming and food production

UPSTREAM

Animal Feed Production

Breeding Farms

MIDSTREAM

Fattening Farms

DOWNSTREAM

Processing & Distribution

FEED

Enjoys economies of scale and an established network

LIVESTOCK FARMING

Strong livestock farming experience and expertise

BRANDED CONSUMER FOODS

Future growth driver

CORE COMPETENCIES

LARGE SCALE

- Mega-scale farming operations with over 38,000 employees across growing markets
- Scale of the animal feed business provides stability to revenue and profitability

TECHNOLOGY

- Superior breeds and genetics through long-term association with leading genetics companies (Aviagen and Hypor)
- Advanced feed technology
- Best farm management practices

ANIMAL HEALTH

- Best in class bio-security with stringent operating procedures
- In-house vaccine research and production

STANDARDISATION AND REPLICATION

- Standardisation of best practices across protein groups and countries
- Replication of infrastructure designs in feedmills and farms



Japfa Animal Protein: Riding Through Cycles

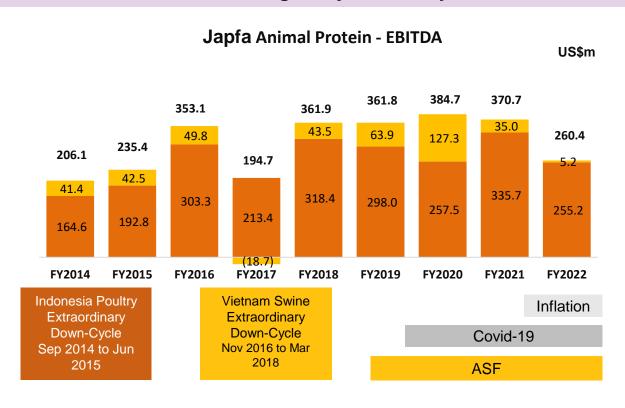
As Japfa produces safe and affordable staple proteins, we remain confident in our long-term outlook; we have set a solid foundation for future growth, based on the prospects for protein consumption in emerging Asia

By being one of the most efficient and lowest cost producers, Japfa Animal Protein is able to ride through major down-cycles

Japfa has gone through major down-cycles:

- 1. Indonesia Poultry
- 2. Vietnam Swine
- 3. Covid-19
- African Swine Fever (ASF)
- 5. Global Inflation

Despite these major down-cycles, Japfa managed to deliver healthy EBITDA each year





Japfa Animal Protein

Japfa Animal Protein, post the spinoff of AAG: A leading integrated animal protein producer, riding on strong consumption growth of emerging Asia

- As a pure-play animal protein company with revenues exceeding US\$4.0 billion, Japfa Animal Protein remains a sizeable business enjoying economies of scale
- Diversification across proteins and countries provide a portfolio of uncorrelated revenue and profit streams
- With a proven vertically-integrated industrialised business model, Japfa competes from a
 position of strength as reflected by its steady EBITDA over the years, despite agri-business
 and macroeconomic cyclicality
- Japfa board and management can concentrate on the animal protein business and strategies
- Japfa can focus its financial resources on the growth and expansion in the animal protein sector
- The distribution in specie provides direct ownership of AAG to Japfa Ltd shareholders. This
 creates investment flexibility by allowing shareholders to participate in the growth and
 future of two distinct businesses, listed on stock exchanges in Singapore and Hong Kong
- Being a pure play animal protein company facilitates a clearer peer-to-peer comparison in our regional markets where there are other listed companies in a similar space
- As we produce quality yet affordable protein foods, we are well positioned to respond to consumers needs in emerging Asia even in an uncertain macro-economic scenario



Key Strategies

Integrated Industrialised Business Model

We adopt a vertically integrated industrialised business model, across animal feed and breeding, fattening and consumer products, to capture value along the chain.

We leverage on our economies of scale in feed, the backbone of our business, and our strong farming expertise to achieve efficiencies.

Diversification Across Proteins & Countries

We **replicate** our integrated industrialised business model for poultry production into other markets and proteins to build a portfolio of **uncorrelated revenue and profit streams**.

We focus on **staple proteins** and high **growth potential** markets in Asia.

Prudent Growth

We execute our strategy with financial discipline to grow in a sustainable way.

Our Mission

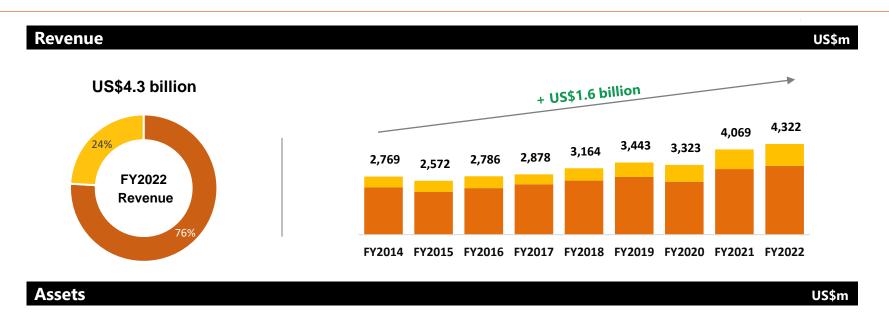
To be the leading dependable provider of affordable protein foods in Emerging Asia by building on the foundation of our excellent teamwork and proven experience for the benefit of all stakeholders

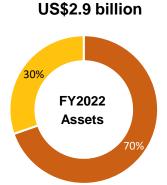


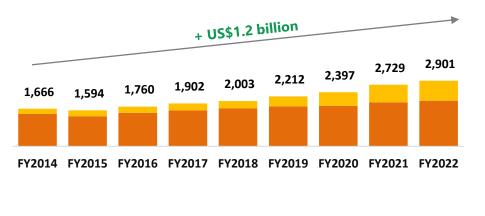
GROWTH PROSPECTS



Revenue and Assets Growth



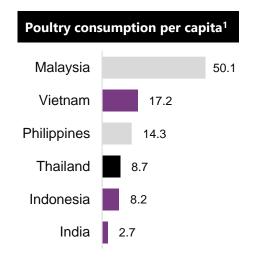


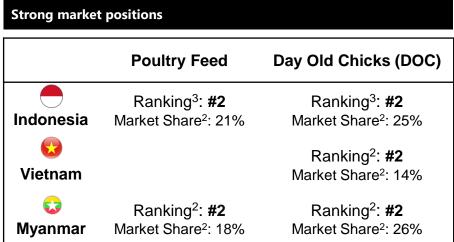


■PT Japfa Tbk ■APO



Growth Prospects – Animal Protein



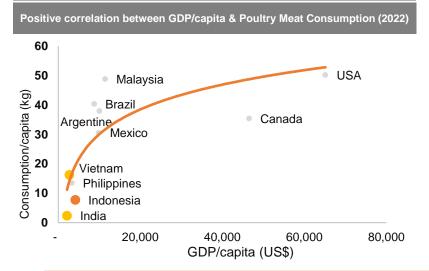


increases, there is more upside potential as diets evolve to include more meat-based protein from existing carbohydrate-heavy diets • With an average GDP

As GDP per capita

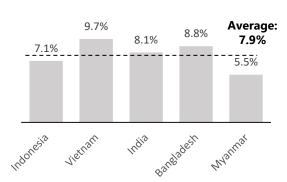
- With an average GDP growth of 7.9%, it proves there are ample room for growth in the emerging Asia countries which Japfa operates
- Poultry is "meat-ofchoice" given its relative affordability, religious neutrality, consumer preference and popularity of quick service restaurants
- Feed is the stable pillar of profitability in Japfa's vertically integrated animal protein business

Rising consumption in emerging Asian markets⁴



GDP growth forecast in key markets⁵

2022-2027 CAGR (%)



^{1.} OECD (2022), Meat consumption (indicator), data extracted on 15 February 2023

^{2. 2022} rankings and market share based on Japfa's estimates

^{3. 2021} rankings based on Frost & Sullivan estimates

^{4.} OECD (2021), Meat consumption (indicator) and UN GDP per capita 2021, data extracted on 20 April 2022

^{5.} IMF World Economic Outlook Database (October 2022 version), GDP in USD terms, data extracted on 16 February 2023

Growth Initiatives

Sharpening our Value Chain

Leverage on our strength and scale in **animal feed**, providing a strong base of consistent profitability

Continue to increase efficiency of breeding and farming operations

Expand downstream

capabilities, in B2B and B2C channels, to capture the full potential of our vertically integrated business

Driving Growth

Leverage strong **expertise** in livestock farming and its "total solution" model for farmers, **driving growth** in feed volumes

Build on competitive strengths in animal health and biosecurity to develop leading positions in each market/protein segment

Digital transformation in farm and production management to drive efficiencies and productivity

Delivering on Sustainability

Efficient Production

System: Optimal use of resources while prioritising animal health and managing waste responsibly

People Development:

Focus on employee wellbeing and upskill employees and contract farmers

Improving Nutrition:

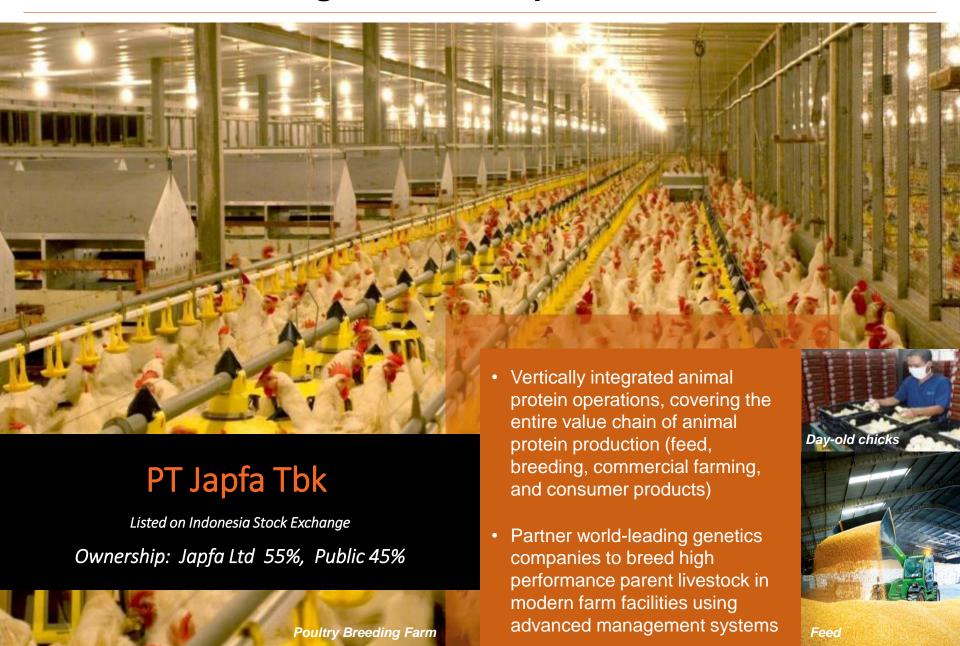
Provide access to safe, nutritious and affordable foods and help local communities maximise their potential



OUR BUSINESS SEGMENTS



Our Business Segments: PT Japfa Tbk



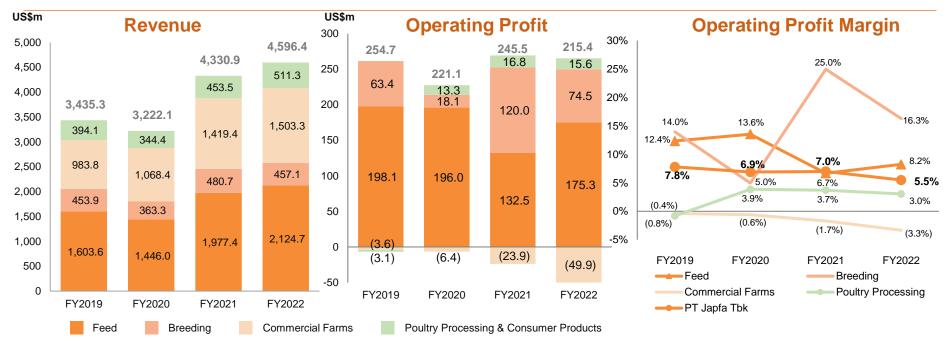
An Established Platform for Growth – Poultry Indonesia

With more than 50 years' experience in poultry, we have an established platform to ride on the growth prospects of poultry consumption in Indonesia.

- 2nd largest poultry feed producer in Indonesia with significant scale
- Wide geographical reach across the archipelago offers unparalleled proximity to customers and raw material suppliers, especially corn
- Advanced feed technology to ensure consistent quality
- 2nd largest DOC producer in Indonesia
- Long-term association with Aviagen (a leading global poultry genetic company) to source genetic breeding stock suited for the tropical climate and consumer preference
- Blueprint feedmill and farm designs allowing standardisation and replication
- Modern farming techniques and industry best practices driving efficiency
- Strong focus on animal health and biosecurity. We are the only poultry company in Indonesia with an in-house vaccine R&D and production unit for disease prevention and control. Vaksindo is Indonesia's leading animal health company that pioneered domestic research of endemic respiratory diseases in poultry. We have a dedicated team and modern laboratories to improve efficacy and hasten response time to disease outbreaks
- Experienced and tenured management team



Segmental Trends: PT Japfa Tbk (Poultry)

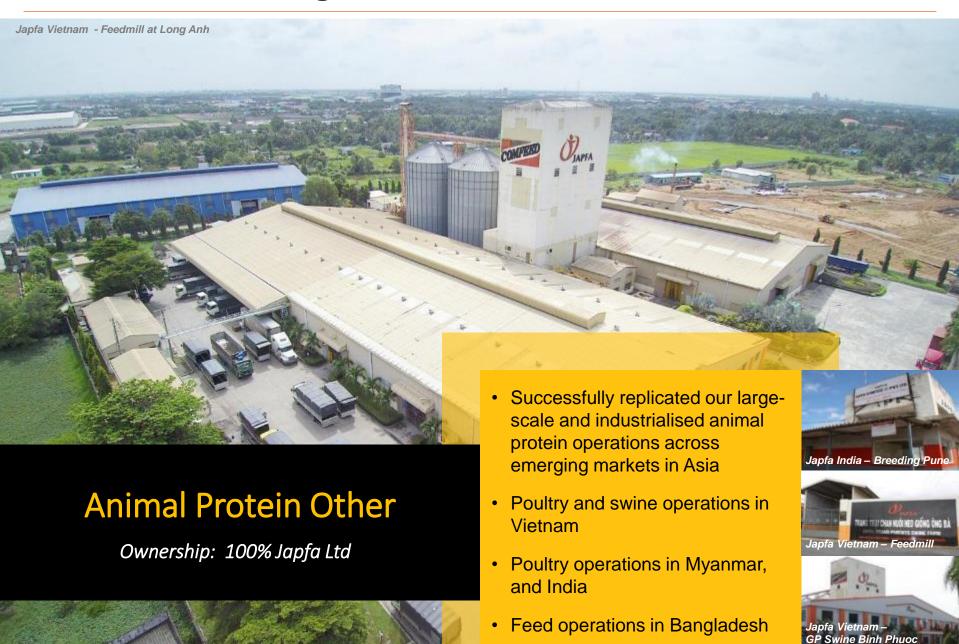


Feed business continues to be a stable pillar of profitability in PT Japfa Tbk

- The poultry business (feed, breeding and commercial farms) represents the bulk of PT Japfa Tbk's revenue
- Despite challenges over the last 3 "Covid" years, the Operating Profit remains steady above US\$200m despite weak results from commercial farming over the last few years. With our vertically integrated operations, we can capture value at different points of the poultry supply chain
- We are generally able to 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. Since 2021, margins were impacted by higher raw materials
 prices and transportation costs globally
- Operating profit in FY2020 decreased due to the low DOC and broiler price environment and Covid-19 related disruptions
- 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
- In 2022, feed margin showed signs of recovery which partially cushioned the impact of a high-cost environment



Our Business Segments: Animal Protein Other



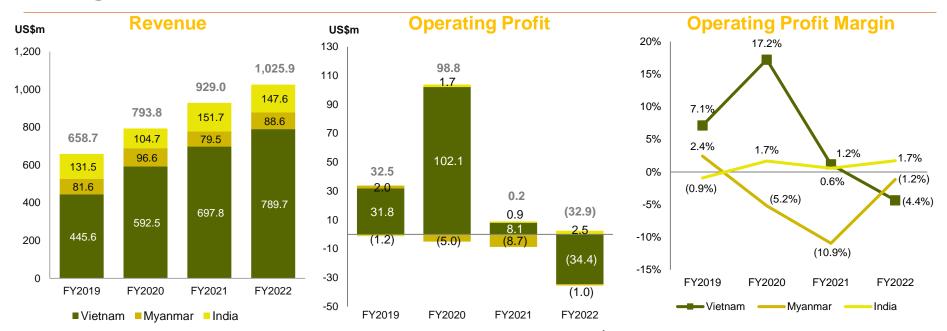
An Established Platform for Growth - Vietnam

With our industrialised vertically-integrated business model, we are well positioned to ride on the growth prospects of expected protein consumption in Vietnam.

- Feed Advanced feed technology to ensure consistent quality. In 2022, a new feedmill was built increasing capacity to 1.8 million tons p.a.
- Swine Over the last few years, we have established a robust industrialised value chain through a swine breeding pyramid starting from our own Great Grand Parent (GGP) farms, with superior genetics; and modern breeding and fattening farms equipped with the latest technologies. Long-term association with Hypor (a leading global swine genetic company) in Great Grandparent (GGP) farms to produce highly selected pure line genetic breeding stock to enhance performance and swine genetics suited for the tropical climate and consumer preference
- Pioneer in Vietnam to apply modern farming techniques and use advanced technology to fully automate processes, including closed-house systems with stringent biosecurity, automatic ventilation & feeding systems, wastewater treatment plants and water reservoirs
- Color bird In terms of chicken, color bird is the preferred choice by Vietnamese consumers over broiler. Color bird is served in high-end restaurants and households, which is a different market from broiler that is mainly consumed in factory and school canteens. Five years ago we strategically started color bird as a new product line to tap this market segment. Sales revenue of color bird in FY2022 amounted to US\$120m exceeding broiler sales for the first time
- Slaughterhouse In 2022, we built a new poultry slaughterhouse as part of our long term downstream strategy
- Vaksindo In 2022, we started the construction of a vaccine factory in Vietnam. Leveraging on the strong track record in vaccine research and production by Vaksindo in Indonesia, this modern factory will produce a variety of vital vaccines for avian, cattle and swine livestock for Vietnam



Segmental Trends: APO



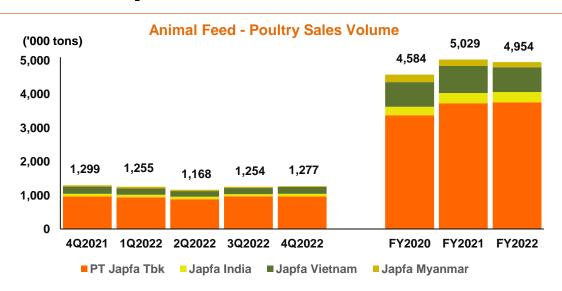
APO FY2022 profits affected by low ASPs, high production costs and ASF¹ in Vietnam

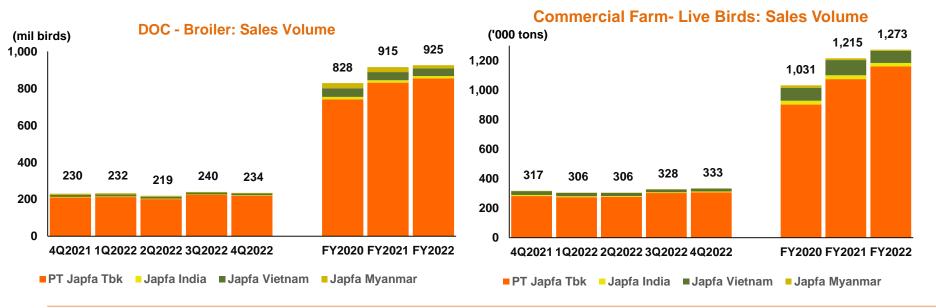
- In 2019, Vietnam was hit by ASF, which significantly reduced the total domestic swine population.
- In 2020, our full-year fattening volumes were maintained amid a swine population declining in Vietnam. This allowed us to take advantage of high ASPs. In addition, APO-Vietnam surpassed the 1-million-ton milestone in feed sales volume.
- In 2021, consumer demand was dampened by Covid-19 which impacted prices of poultry and swine.
- In 2022, APO-Vietnam recorded a significant operating loss in FY2022 due to low swine ASPs, high production costs and ASF. ASPs were volatile due to ASF pre-emptive sales. Pork prices were low in 4Q2022 due to a weaker than expected demand towards Tet. In addition, higher feed raw material costs tightened margins across our vertically integrated operations in Vietnam.
- The political and Covid-19 disruptions since 2020 have impacted our APO-Myanmar operations.
- APO-India is another key growth market in the longer term, and our current focus is on growing the feed business.



¹ ASF refers to African Swine Fever

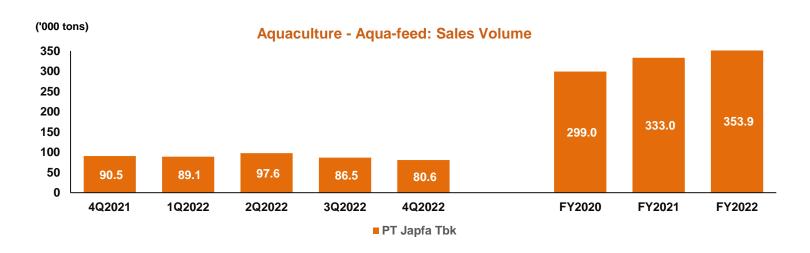
Animal Protein – Operational Performance

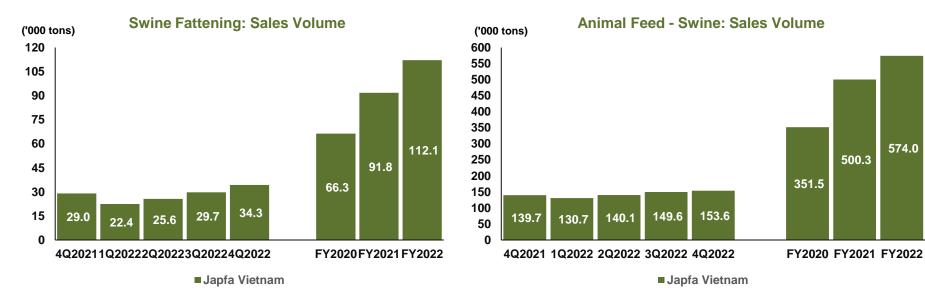






Animal Protein – Operational Performance











Our Sustainability Journey

The Inception of Our Sustainability Journey

It is our mission to be a leading, trustworthy provider of affordable nutritious proteins in emerging Asia, contributing to the **UN Sustainable Development Goal 2: Zero Hunger**, to achieve food security, improve nutrition and promote sustainable agriculture



Mr Ferry Teguh Santosa established the business incorporating a broad **sustainability philosophy**

The sustainability philosophy is embodied in our motto

Growing Towards Mutual Prosperity



the vision which we practice and uphold with Japfa's various stakeholder groups:













Shareholders

Suppliers

Employees

Business Partners

Customers

Local Communities





Our corporate logo, depicting a "happy person", reflects our commitment in building mutually rewarding relationships with stakeholders





Japfa's Sustainability Organisation & Pillars



Healthy Animals

Biosecurity Vaccines Animal Welfare Balanced Feed

Efficient Use of Resources

Energy Water Reusable Packaging Local Sourcing

Minimise Waste & Emision

Manure Management Air Pollution Control Wastewater Treatment

Employees

Training & Development Sports for Life Balance

Farmers

Technical Assistance Skills Improvement

Community

Education Programmes Focused on Agriculture

Facilitating Access to Affordable Proteins

Geographical Reach Industrialised Approach

JAPEA for Kids

Education Programmes about Balanced Diet for Children & Teachers

Food Safety & Traceability

Food Safety & Hygiene Standards

Halal Slaughterhouses Traceability back to the Farm We have established a **Sustainability Committee** and developed strong **Sustainability Pillars** to guide us on this journey and we will continue to review and improve on our efforts to Feeding Emerging Asia, while nurturing sustainable, growth orientated relationships with all our stakeholders

In an effort to embed sustainability within the organisation, we have embarked on socialisation programmes with senior management as well as identified **Sustainability Champions** across all levels and functions, including our operations

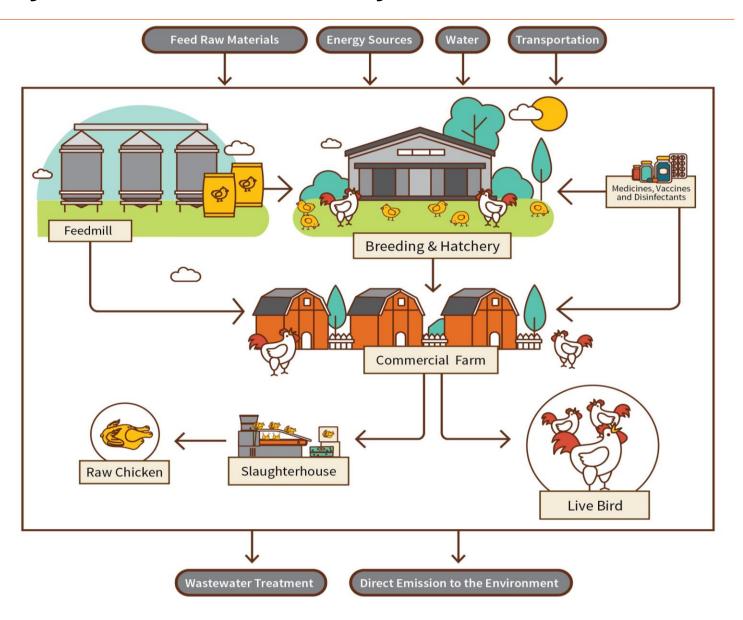
Our HR division, in collaboration with the IT division, has set up the **Japfa Sustainability Reporting System** to collect quantitative data on sustainability KPIs throughout the organisation





Poultry Environmental Life Cycle Assessment

First vertically integrated poultry producer in Indonesia to formally conduct an environmental Life Cycle Assessment (LCA) initiated a cradle-to-gate LCA study for poultry operations in Indonesia



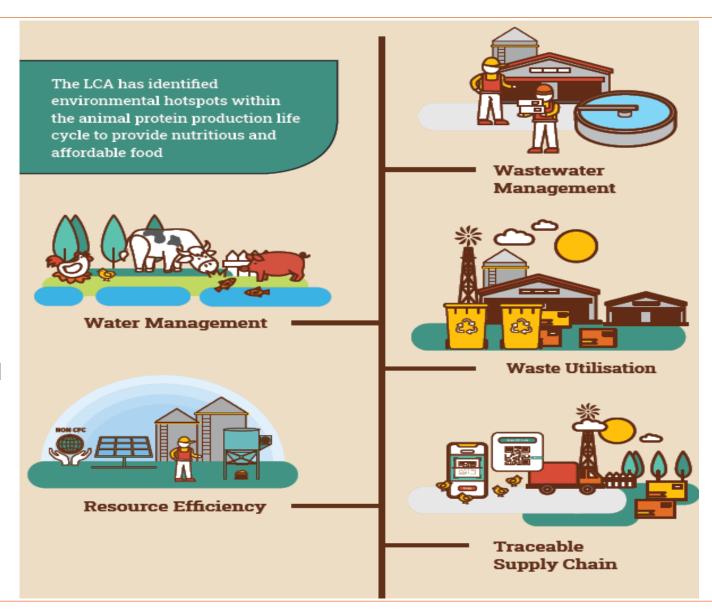




LCA Environmental Focus Areas

The LCA exercise commenced in 2019 and took over 2 years to complete

The LCA identified environmental hotspots







Social Life Cycle Assessment

Japfa participated as a road tester in the Social LCA Project initiated by the United Nations Environment Life Cycle Initiative and Social LC Alliance

Measuring the social impact of our farmers partnership programme

Social LCA is a technique to assess the social impacts of products and organisations from raw material extraction to final disposal

Japfa is the only company globally that represented the food and agricultural sector and the only company representing Southeast Asia that participated in this Social LCA project to adapt the revised Social LCA guidelines

The project commenced in 2020 and the Social LCA report was published by UNEP in May 2022





PT Japfa Tbk Sustainability-Linked Bond (SLB)

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

- 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%

Issuer Rating	BB- (Stable) / BB- (Stable) by S&P and Fitch respectively
Key Performance Indicator (KPI)	Water Recycling Facilities for Sustainable Water and Wastewater Management at Poultry Operations
Sustainability Performance Target (SPT)	Construction of: (i) 8 water recycling facilities at any of its poultry slaughterhouses; and (ii) 1 water recycling facility at any of its hatcheries within the poultry breeding unit
SPT Rating (Vigeo Eiris)	Robust (KPI relevance) / Robust (SPT ambition)
Step-up Event	Failure to satisfy the SPT in 3 years and 9 months
Coupon Step-up	One-time 25bps coupon step-up for any interest periods following

SPT Status

- PT Japfa Tbk will annually publish an independent verification assurance report by EY on the progress of the SPT, which will be available on our website
- We are pleased to report that as at 31 December 2022, we have completed 6 water recycling facilities in our poultry operations





Sustainability-Linked Bond (SLB)

In 2021, our subsidiary PT Japfa Comfeed Indonesia Tbk issued an SLB with a Sustainability Performance Target (SPT) linked to wastewater treatment, recycling and ultimately to improve water circularity and reduce water withdrawal

The SLB is the first of its kind for the agri-food industry in the world and the first US\$-denominated SLB issuance from Southeast Asia

Why was Japfa able to be first?

Sustainability was ingrained into our daily operations, with strong support from senior management. Over time, more and more people across Japfa have embraced sustainability in their daily activities. We believe that we can only grow if we grow together towards mutual prosperity with all stakeholders

In 2019, we initiated a LCA of our poultry operations in Indonesia. The exercise took over 2 years as extensive data was collected, which helped to identify key focus areas in our business, as well as opportunities to improve our processes

The LCA provided a basis for a Sustainability-Linked Financing Framework and helped to establish SPTs based on key focus areas. These SPTs were assessed as "Robust" in an independent Second Party Opinion from Moody's



APPENDIX



Segment Information – FY2022

ষ	YTD DEC 2022								
U _{IA DE A}	AN	IIMAL PROTE	IN	OTHERS	TOTAL	DAIRY	GROUP		
JAPFA	TBK AP Other		Total						
TOTAL REVENUE	3,283.0	1,038.9	4,322.0	41.8	4,363.8				
OPERATING PROFIT	180.8	(33.8)	147.0	8.5	155.5				
% to sales	5.5%	-3.3%	3.4%	19.3%	3.6%				
EBITDA	255.2	5.2	260.4	8.6	268.9				
	7.8%	0.5%	6.0%	19.5%	6.2 %				
Depreciation & Amortization	(78.0)	(37.9)	(115.9)	(0.5)	(116.5)				
Net Interest Expense	(54.2)	(23.0)	(77.3)	(6.0)	(83.3)				
Forex Gain(loss)	1.6	(2.2)	(0.6)	(0.8)	(1.4)				
Fair Value Gain(Loss) Derivative for forex hedging	0.2	0.0	0.2	0.0	0.2				
Fair Value Gain(Loss) Bio A	(0.8)	(3.9)	(4.7)	0.0	(4.7)				
PBT	123.9	(62.0)	62.0	1.3	63.2				
Tax	(31.1)	10.0	(21.1)	(3.9)	(25.0)				
PAT	92.9	(52.0)	40.9	(2.6)	38.3	23.4	61.6		
PAT w/o Bio A	93.5	(48.9)	44.7	(2.6)	42.1	53.6	95.7		
% ownership	55.4%	100.0%		, ,		62.5%			
PATMI	48.7	(52.6)	(3.9)	(2.6)	(6.5)	14.6	8.2		
Core PATMI	49.0	(49.5)	(0.5)	(2.6)	(3.1)	33.5	30.4		
Core PATMI w/o Forex	48.1	(47.3)	0.9	(1.8)	(1.0)	35.5	34.6		

Notes:

- Animal Protein PT Japfa Tbk refers to animal protein operations through IDX-listed PT Japfa Comfeed Indonesia Tbk ("PT Japfa Tbk").
- Animal Protein Other (APO) refers to the animal protein operations in Vietnam, India, and Myanmar.
- Dairy refers to the dairy and beef farming operations in China.
- Others include corporate office, central purchasing office in Singapore, equity accounting for 20% stake in "Greenfields" dairy business and consolidation adjustments between segments, including elimination of dividends received by Japfa Ltd from subsidiaries.
- We define "EBITDA" as profit before tax, excluding interest income, finance costs, depreciation and amortisation expenses. We also exclude a) foreign exchange adjustments gains/(losses), b) changes in fair value of derivatives relating to foreign exchange hedging, and c) fair value of biological assets.
- We derived Core PATMI from "Profit Attributable to Owners of the Parent, Net of Tax" by excluding a) changes in fair value of biological assets (net of tax), other than gains/(losses) from the sale of beef in China, b) changes in fair value of derivatives, and c) any extraordinary items, attributable to the owners of the parent.
- "Core PATMI w/o Forex" is an estimate derived from Core PATMI by excluding foreign exchange gains/losses (before tax) attributable to the owners of the parent. We have not made an estimate of the tax impact on foreign exchange gains/losses.

Following the DIS of AAG as of 30 December 2022, AAG ceased to be a subsidiary of Japfa Ltd. Accordingly, the "discontinued operations" accounting principle has been applied as at 31 December 2022, where AAG PAT for FY2022 is was recorded as a separate line item "profit from discontinued operations", which is included in the Group PAT. PATMI and Core PATMI w/o Forex.



Segment Information – FY2021

S	YTD DEC 2021								
U _{IA DEA}	AN	IIMAL PROTE	IN	OTHERS	TOTAL	DAIRY	GROUP		
JAPFA	TBK	AP Other	Total						
TOTAL REVENUE	3,128.5	939.6	4,068.1	23.7	4,091.8				
OPERATING PROFIT		(0.6)	217.3	1.4	218.7				
% to sales	7.0%	-0.1%	5.3%	46.2%	5.3%				
EBITDA	335.7 10.7%	35.0 3.7%	370.7 9.1%	3.3 11.6%	374.0 9.1%				
Depreciation & Amortization	(99.2)	(34.6)	(133.8)	(0.6)	(134.4)				
Net Interest Expense	(55.2)	(14.5)	(69.7)	(2.5)	(72.2)				
Forex Gain(loss)	3.3	(6.7)	(3.3)	(5.0)	(8.3)				
Fair Value Gain(Loss) Derivative for forex hedging	0.0	0.0	0.0	3.6	3.6				
Fair Value Gain(Loss) Bio A	2.3	(5.2)	(2.9)	0.0	(2.9)				
PBT	186.9	(25.9)	161.0	(1.2)	159.8				
Tax	(46.2)	0.7	(45.5)	(6.2)	(51.7)				
PAT	140.7	(25.2)	115.5	(7.4)	108.1	104.6	212.7		
PAT w/o Bio A	138.5	(21.0)	117.5	(7.4)	110.1	115.0	225.1		
% ownership	55.0%	100.0%				62.5%			
PATMI	72.7	(25.2)	47.6	(7.4)	40.2	78.6	118.8		
Core PATMI	71.5	(21.0)	50.5	(11.0)	39.5	80.8	120.4		
Core PATMI w/o Forex	69.7	(14.3)	55.4	(6.0)	49.4	83.3	132.7		

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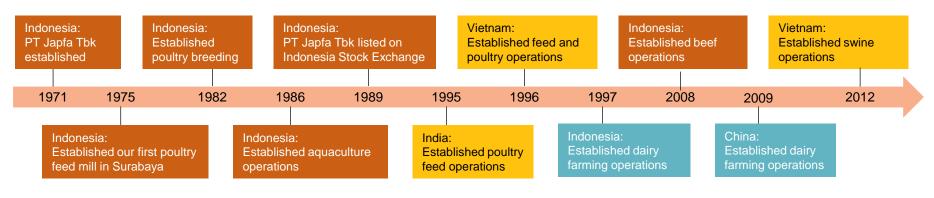
Following the DIS of AAG as of 30 December 2022, AAG ceased to be a subsidiary of Japfa Ltd. Accordingly, the "discontinued operations" accounting principle has been applied as at 31 December 2022, where AAG PAT for FY2022 is was recorded as a separate line item "profit from discontinued operations", which is included in the Group PAT, PATMI and Core PATMI w/o Forex. FY2021 comparatives have been adjusted accordingly



Over 50 Years of Growth

The Group has grown from a single poultry feed mill in Indonesia to a leading pan-Asian agri-food company operating in 5 countries. Its diversification strategy into new geographies and proteins positions the Group to be a long-term industry player.

Track record by PT Japfa Tbk and the Santosa family



Businesses above are now held under Japfa Ltd









THANK YOU

IMPORTANT NOTICE: This presentation is for information only and should not be relied upon to make any investment or divestment decision with respect to securities of the Japfa Group. Shareholders and potential investors are advised to seek independent advice in the making of any investment or divestment decision. Where this 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 <u>www.japfa.com</u>.