

PT. TUNAS BARU LAMPUNG TBK (IDX: TBLA)
Investor Presentation
2021

Aug 2021

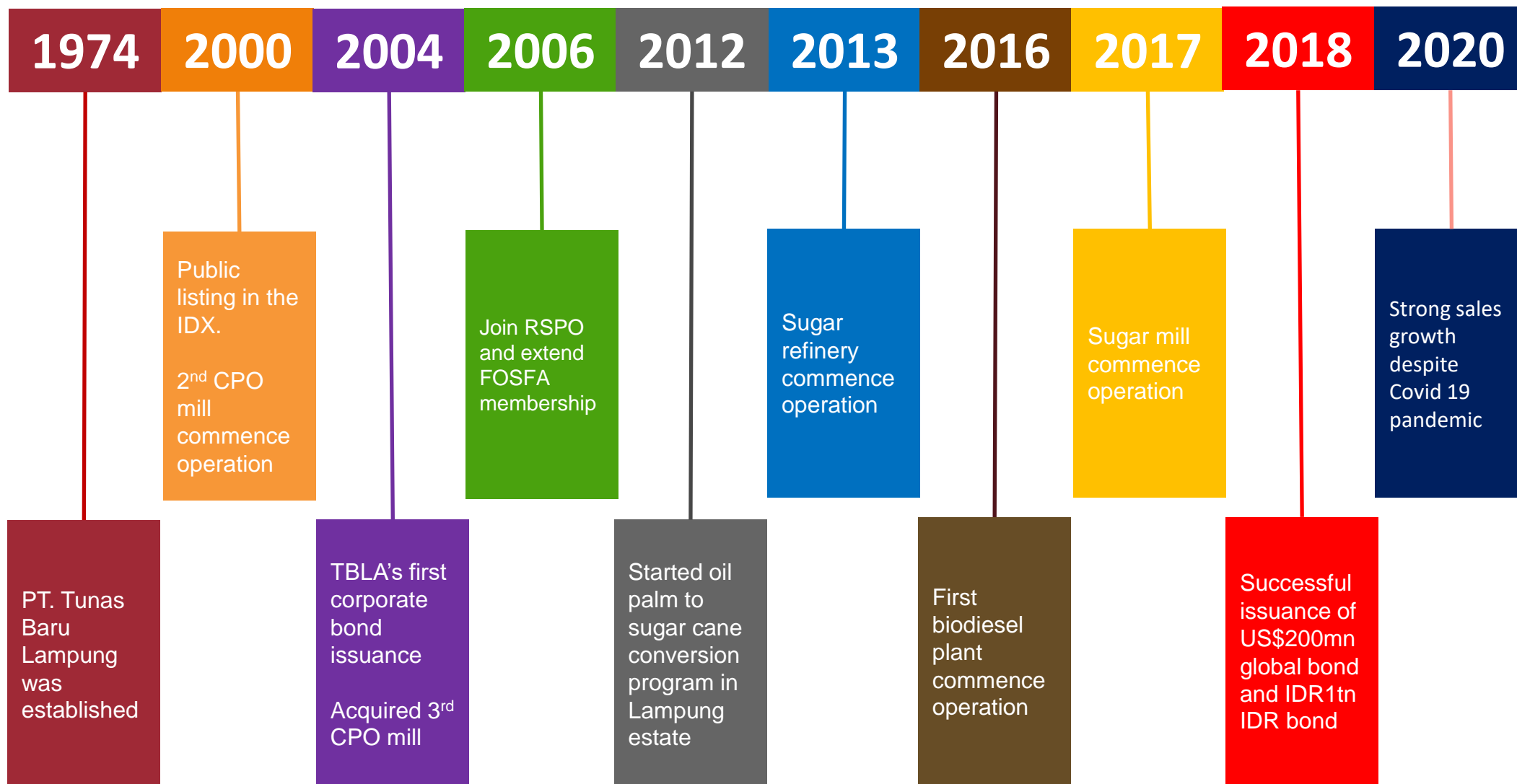
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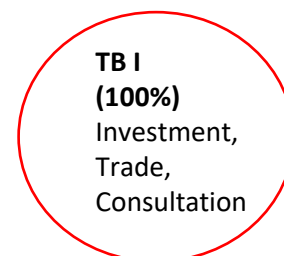
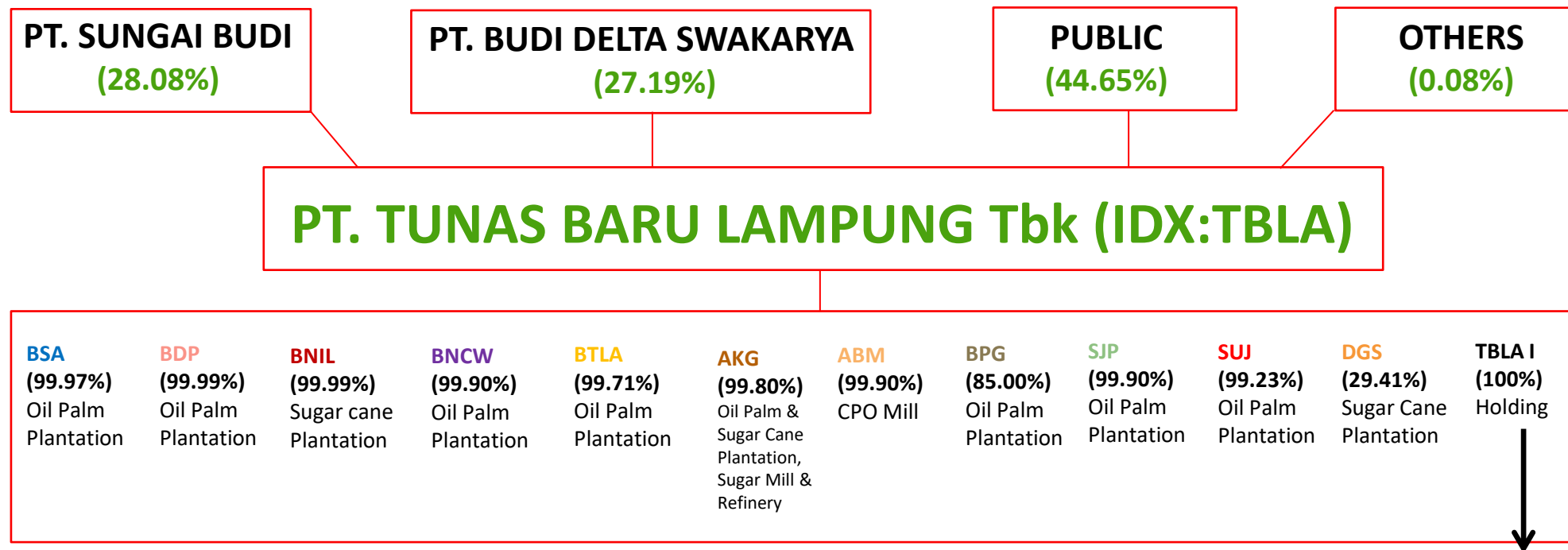
Company Milestones



Company Structure



Shareholding & Subsidiaries (30 June 2021)



BSA	PT. Bumi Sentosa Abadi	AKG	PT. Adi Karya Gemilang	DGS	PT. Dinamika Graha Sarana
BDP	PT. Budi Dwiyasa Perkasa	ABM	PT. Agro Bumi Mas	TBLA I	TBLA International Pte Ltd
BNIL	PT. Bangun Nusa Indah Lampung	BPG	PT. Bumi Perkasa Gemilang	TB I	Tunas Baru Lampung Pte Ltd
BNCW	PT. Budi Nusa Cipta Wahana	SJP	PT. Solusi Jaya Perkasa		
BTLA	PT. Bangun Tata Lampung Asri	SUJ	PT. Samora Usaha Jaya		

Business Segmentation

1. Oil Palm

Upstream: Crude Palm Oil

Palm Plantation & Mill



Mills	
Type	Tons/annum
CPO Mills	1,800,000
PKO Mills	270,000
Palm Plantation	
Type	Size (Ha)
Planted	59,653
Mature	48,468
TOTAL	76,721

Downstream: Cooking oil, FAME

Refinery (+ Biodiesel)



Refinery & Biodiesel	
Type	Tons/annum
Palm Oil Refinery ⁽¹⁾	1,110,000
Biodiesel ⁽²⁾	315,000

2. Sugar

Sugar Cane Plantation & Mill



Sugar Mill	
Type	Tons of cane/day
Sugar Mill	8,000
Sugar Cane Plantation	
Type	Size (Ha)
Cane Plantation	14,149

Sugar Refinery



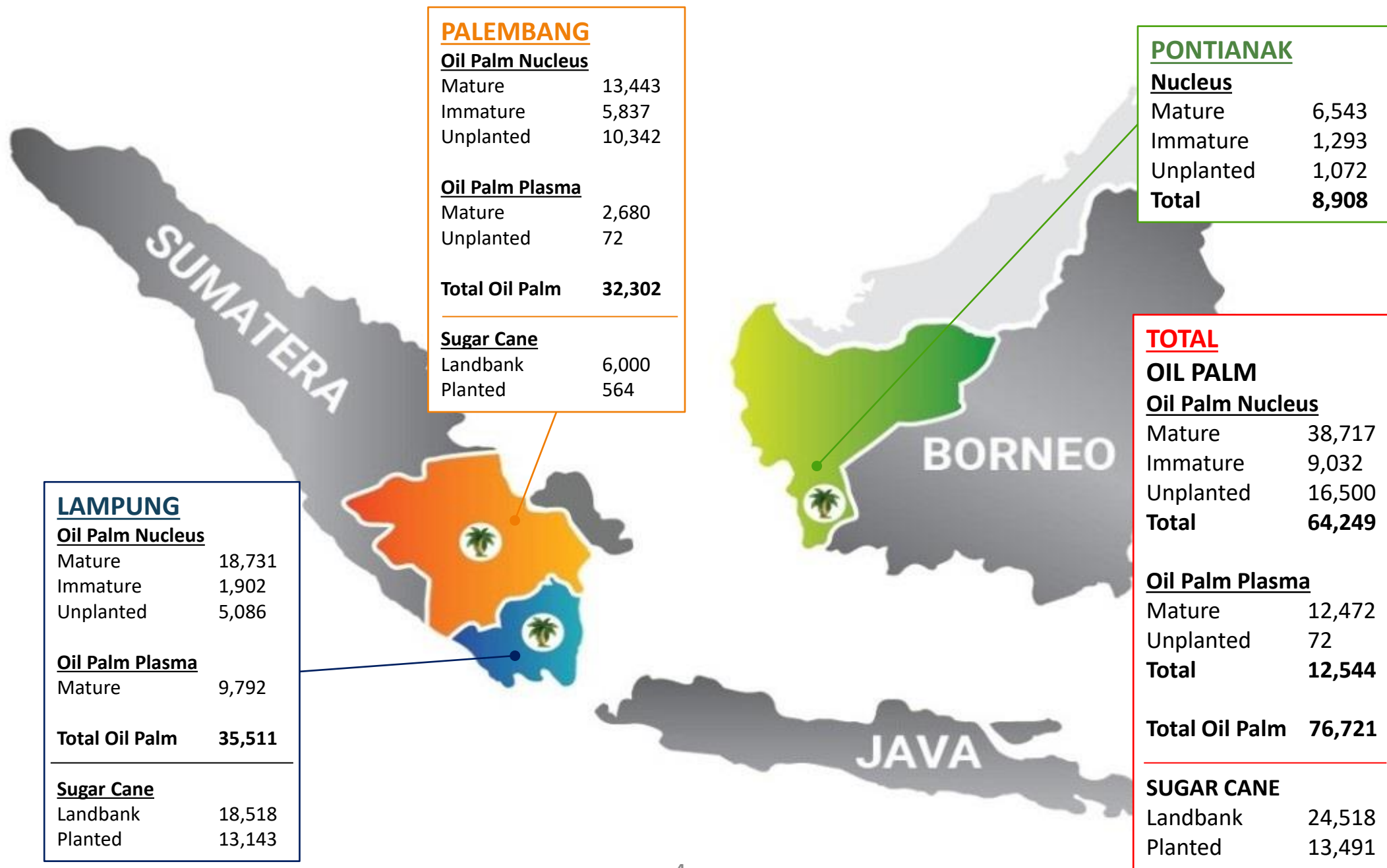
Sugar Refinery	
Type	Tons of cane/day
Sugar Refinery	900



Plantation Profile



Estate Location & Size – 30 June 2021

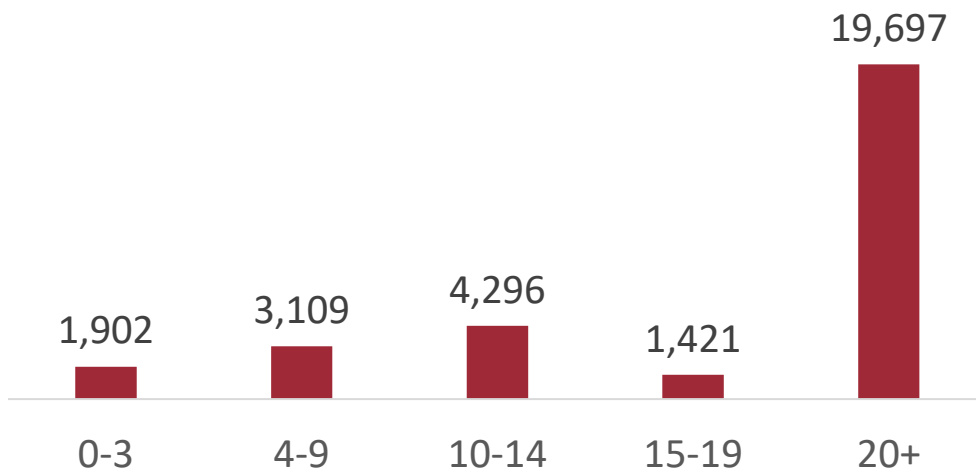


Oil Palm Age Profile

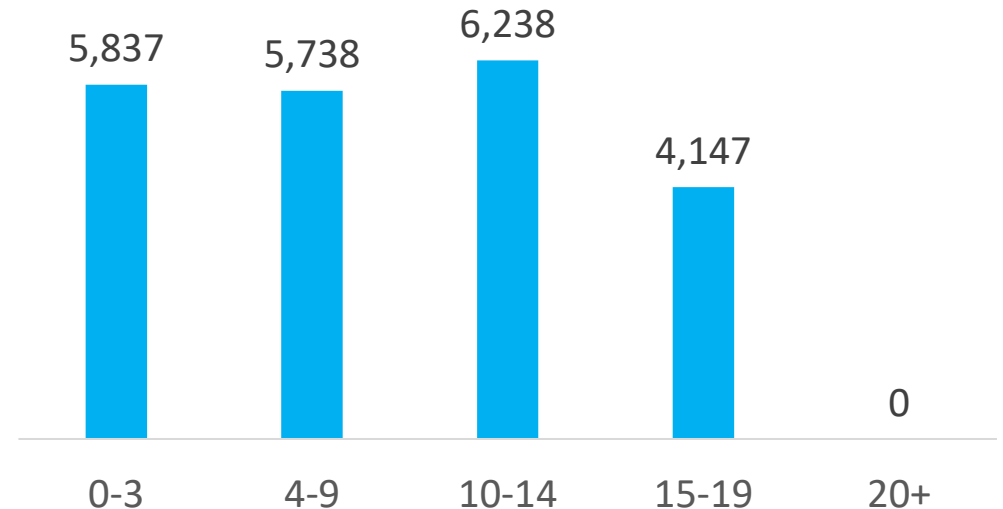
Hectares – 30 June 2021



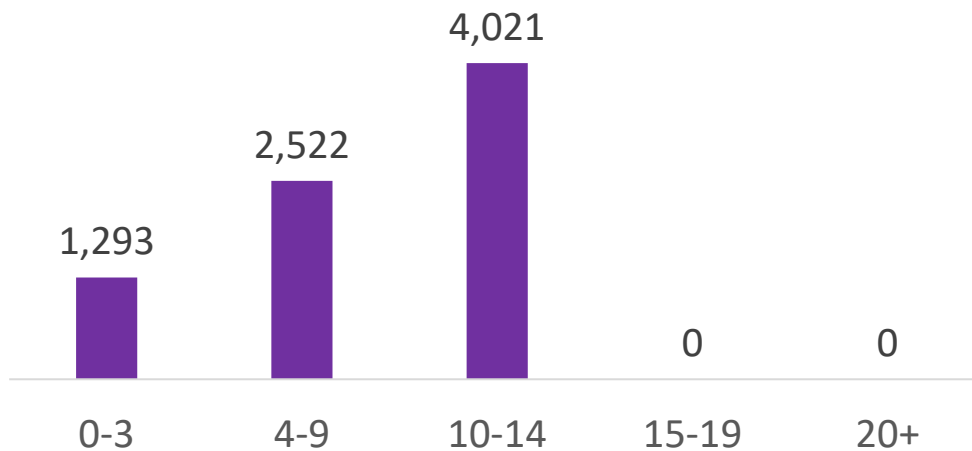
Lampung



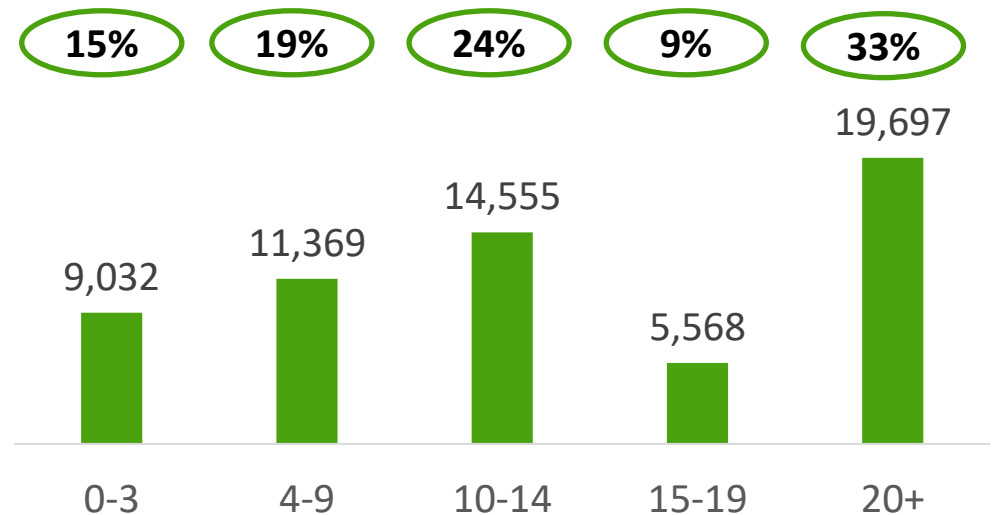
Palembang



Pontianak



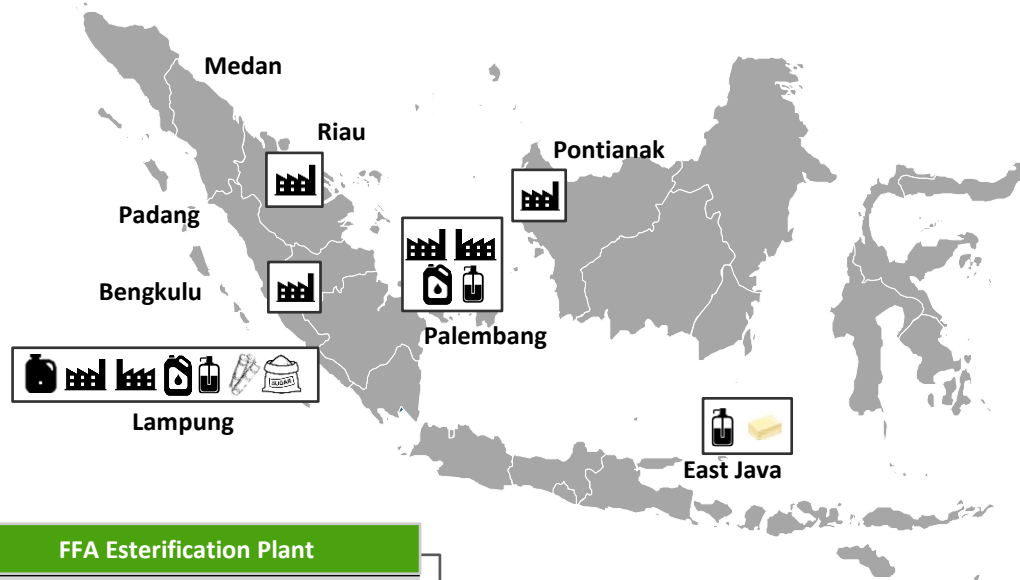
Total



Production Facilities



TBLA is an integrated manufacturer of oil palm and sugar products with well-invested mills, refineries and factories strategically located throughout Indonesia.



Margarine		
Location	Tons/annum	Tons/hour
East Java	36,000	6

Biodiesel		
Location	Tons/annum	Tons/day
Lampung	315,000	1,050
Lampung*	450,000	1,500
TOTAL	765,000	2,550

*Under construction (Exp completion 2Q2022)

CPO Mills		
Location	Tons/annum	Tons/hour
Lampung	1,125,000	225
Palembang	450,000	90
Pontianak	225,000	45
TOTAL	1,800,000	360

FFA Esterification Plant		
Location	Tons/annum	Tons/day
Lampung*	30,000	100

*Under construction (Exp completion 3Q2021)

Palm Oil Refinery		
Location	Tons/annum	Tons/day
Lampung	510,000	1,700
Lampung*	750,000	2,500
Palembang	300,000	1,000
East Java	300,000	1,000
TOTAL	1,860,000	6,200

*Under construction (Exp completion 4Q2021)

Soap		
Location	Tons/annum	Tons/hour
Lampung	13,750	2.25
Palembang	13,750	2.25
TOTAL	27,500	4.5

Refined Glycerin Plant		
Location	Tons/annum	Tons/day
Lampung*	36,000	120

*Under construction (Exp completion 3Q2021)

	CPO Mill
	PKO Mill
	Palm Cooking Oil, Stearin & PFAD Facility
	Soap Factory
	Margarine Factory
	Sugar Mill
	Sugar Refinery
	Biodiesel Plant

Sugar Refinery	
Location	Tons of cane /day
Lampung	900

Sugar Mill	
Location	Tons of cane /day
Lampung	8,000

Production Facilities



Oil Palm Mill (45 ton/hour) – Sukadana, Lampung



Production Facilities



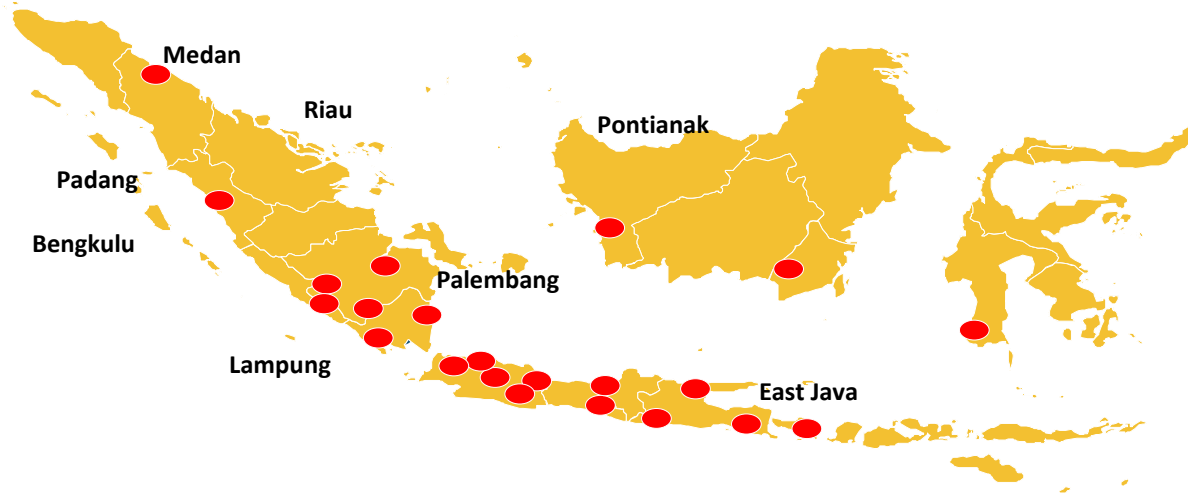
New Oil Palm Mill (45 ton/hour) – Pontianak, West Kalimantan



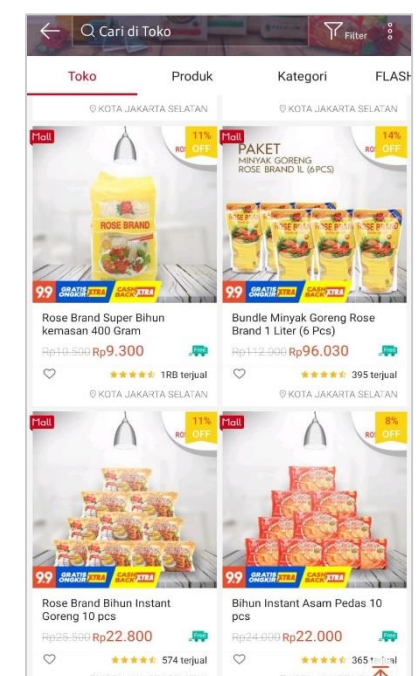
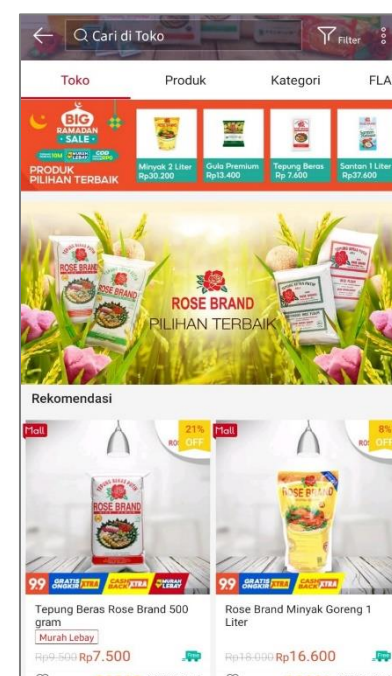
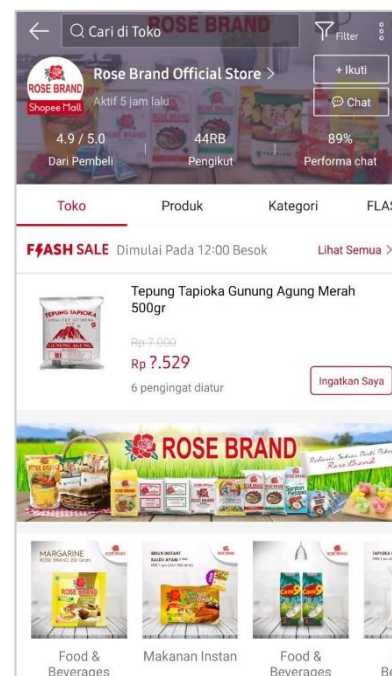
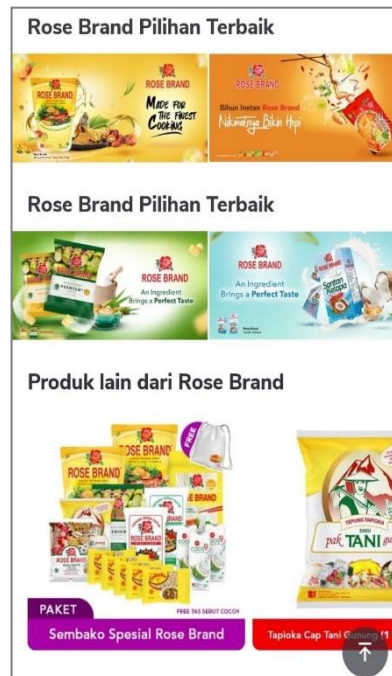
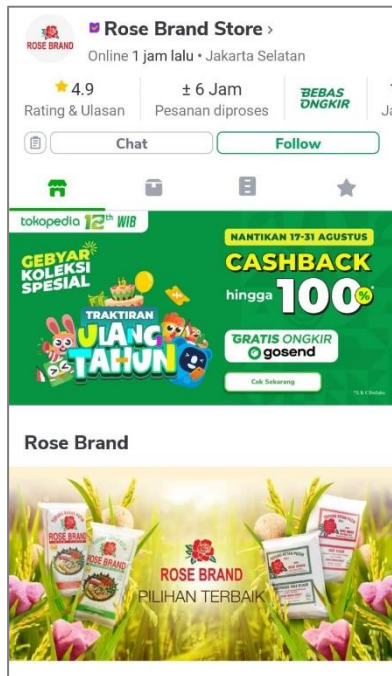
Distribution Platform



NATIONWIDE DISTRIBUTION - 23 marketing offices across Indonesia, with access over 48,000 distribution outlets.



E-COMMERCE CHANNEL- Rose Brand official shop in major E-Commerce platform including Shopee and Tokopedia



ESG guiding principles



ISPO Certification

TBLA plantation and mills are adhering to strict ISPO guidelines and in the process of obtaining ISPO certification for all plantations and production facilities.



Sustainability

Apply Good Agricultural Practices (GAP) such as strict zero burning policies. Maintains a high standard of sustainability practices, for new plantation development and management of existing plantations



Green Energy & Recycle

Reduce carbon emissions through the operation of two biogas power plants in Lampung. All six CPO mills and sugar mills uses biomass to produce electricity.

Active participant in Biodiesel initiative. 33% of oil palm revenue is generated from production and sales of biodiesel, which is a sustainable substitute for pure petroleum diesel. Using biodiesel as a transportation fuel increases energy security, improves air quality and the environment, and provides safety benefits



Social Contributions

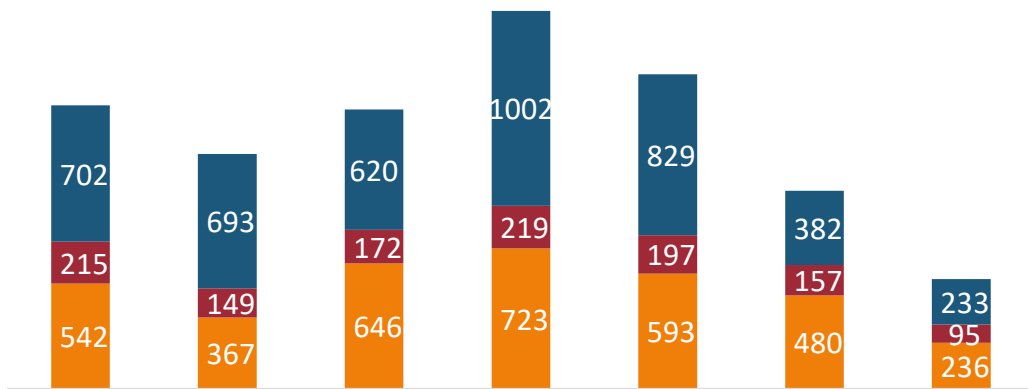
Uplift local economy. Engage, support and enable the local cooperatives under the Plasma Program in Palembang and Lampung with total planted area of 12,472 Ha. The collaboration with locals and assist in conversion of un-utilized land into productive income-generating plantation.

Palm Oil Production Highlights



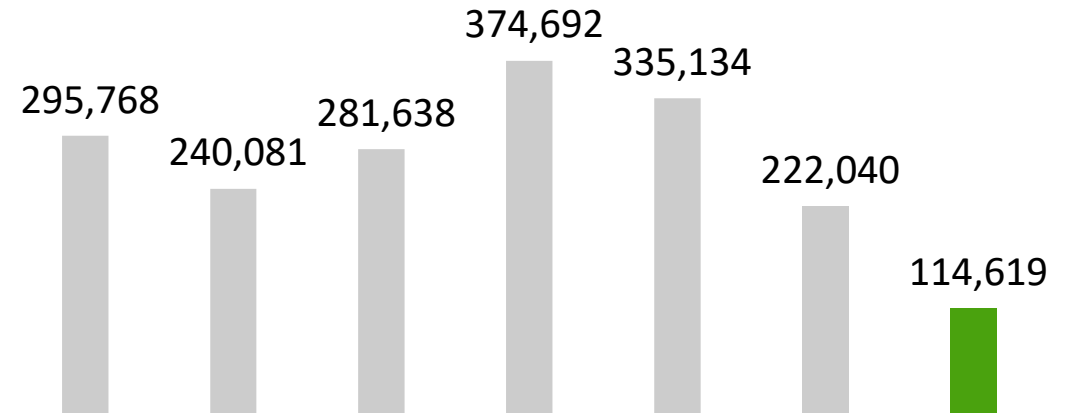
FFB Harvest Volume ('000 Ton)

■ Nucleus ■ Plasma ■ 3rd party purchase



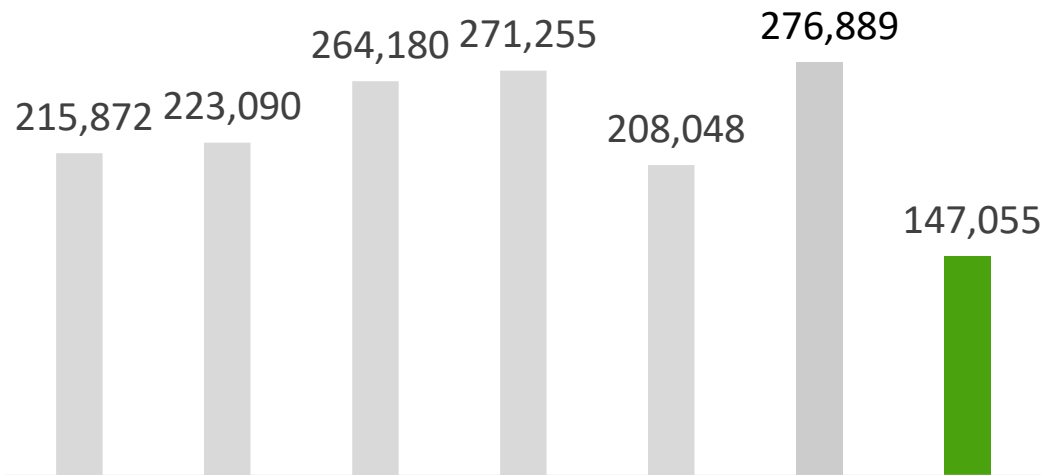
FY2015 FY2016 FY2017 FY2018 FY2019 FY2020 1H2021

CPO (Ton)



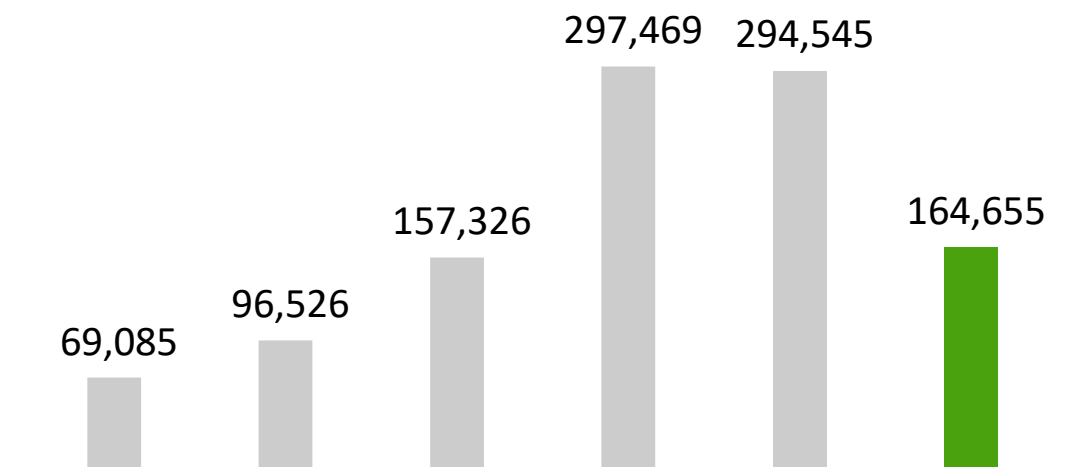
FY2015 FY2016 FY2017 FY2018 FY2019 FY2020 1H2021

Cooking Oil (Ton)



FY2015 FY2016 FY2017 FY2018 FY2019 FY2020 1H2021

Biodiesel/FAME (Kilo Liter)

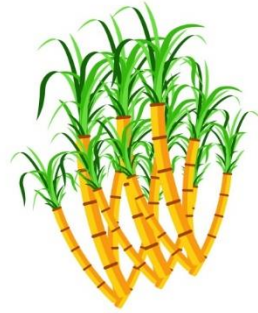


FY2016 FY2017 FY2018 FY2019 FY2020 1H2021

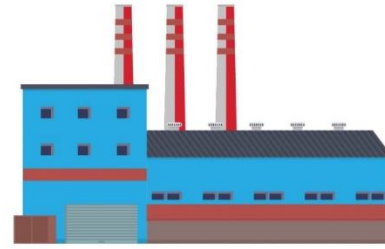
Sugar – Industry Dynamic



Milling



CANE PLANTATION



SUGAR MILL



SUGAR

Refining



IMPORTED RAW SUGAR

NOTE: Governed by quota system through Ministry of Trade

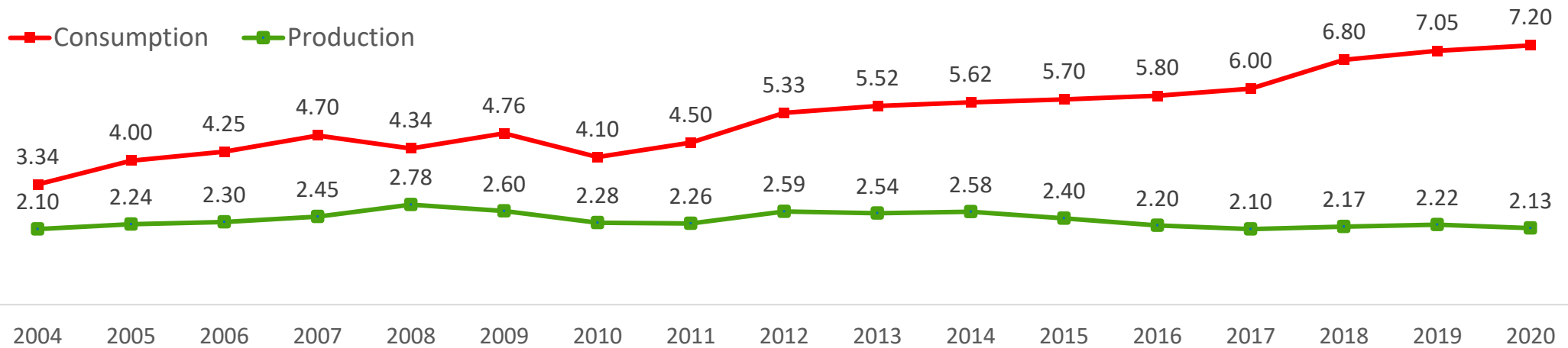


SUGAR REFINERY



SUGAR

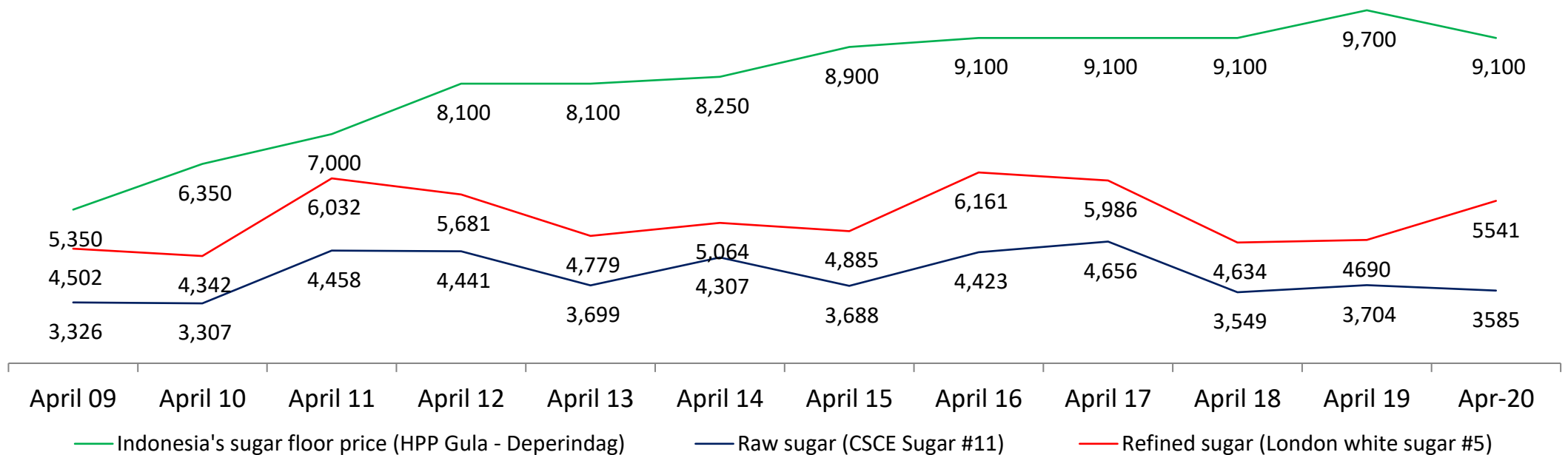
Indonesia's sugar production vs consumption (Million Ton)



Sugar – Industry Dynamic



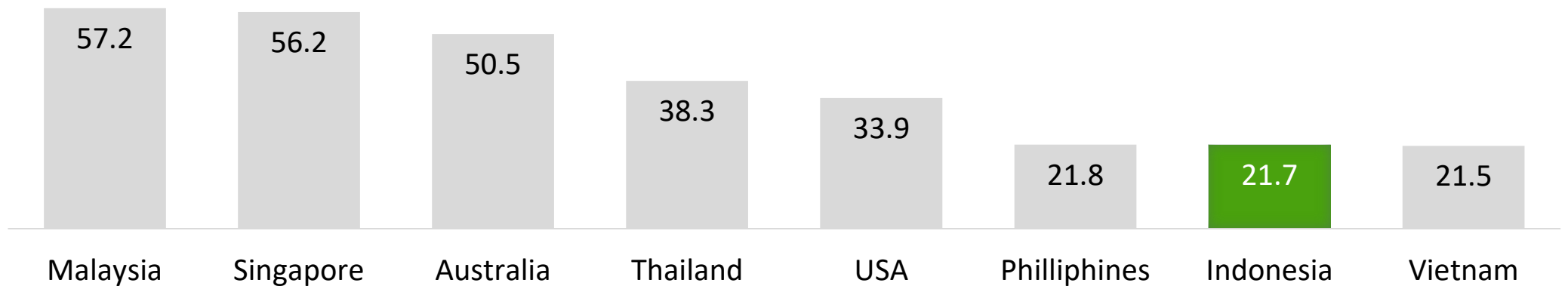
Sugar Price (IDR/Kg)



Note:

- Indonesia's floor price for sugar is set by the Ministry of Trade before the start of the milling season in April of each year.
- Raw sugar price as quoted on the New York Coffee, Sugar and Cocoa Exchange (CSCE).
- Refined sugar price as quoted on the LIFFE
- For illustration purposes, Price for International raw and refined sugar were converted from USD/Pound to IDR/Kg based on the average USD:IDR exchange on the first week of April of each particular year: April 2009 = Rp11,200, April 2010 = Rp8,880; April 2011 = Rp8,460; April 2012 = Rp8,960; April 2013 = Rp9,500; April 2014 = Rp11,100, April 2015 = Rp12,900, April 2016 = Rp13,182, April 2017 = Rp13,200, April 2018 = Rp14,000, April 2019 = Rp14,000

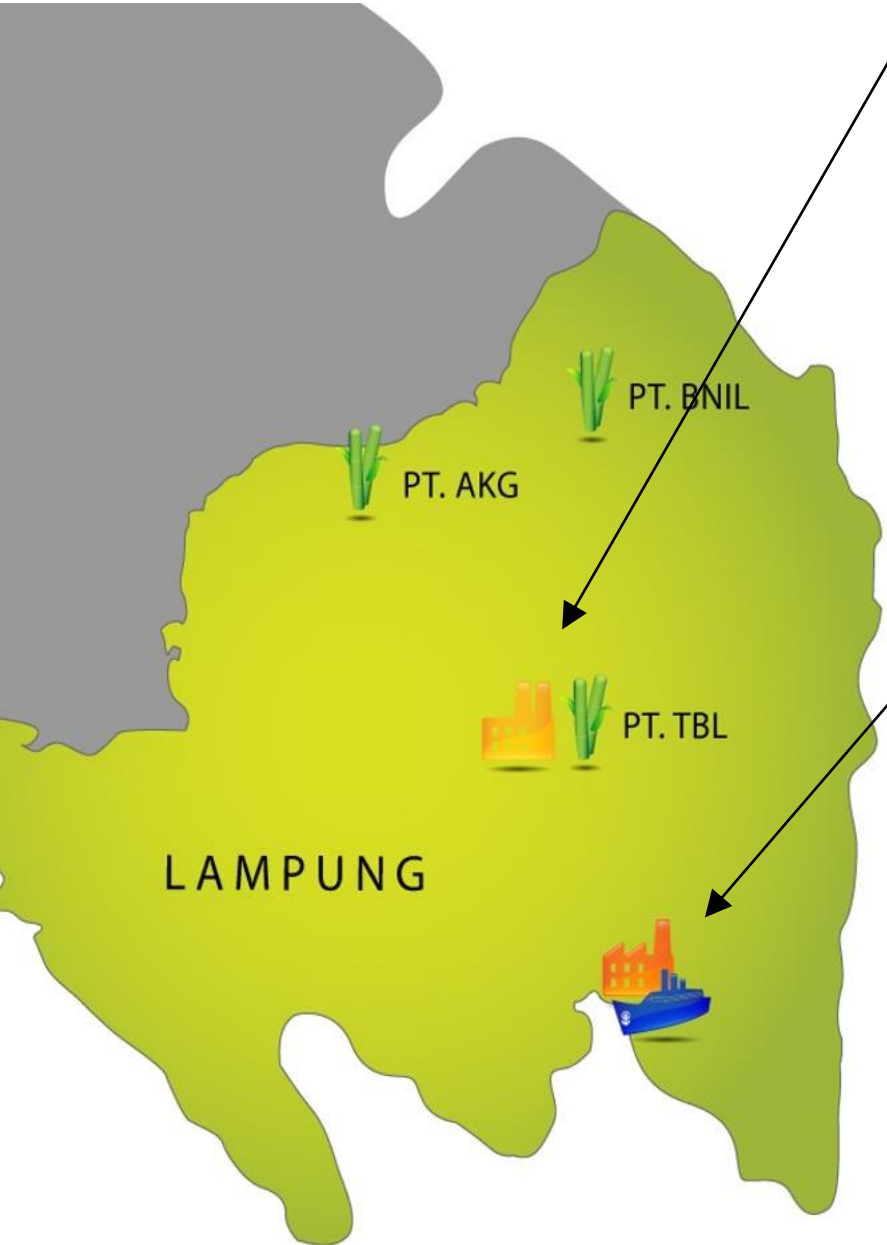
SUGAR CONSUMPTION PER CAPITA 2015/2016 (KG)



Integrated Sugar Production



Plantation, Mill & Refinery



SUGAR MILL – Capacity 8,000 TCD (Ton Cane Day), or \pm 100,000 ton of sugar per annum



SUGAR REFINERY – Capacity 900 TON/DAY (324,000 TON/ANNUM)

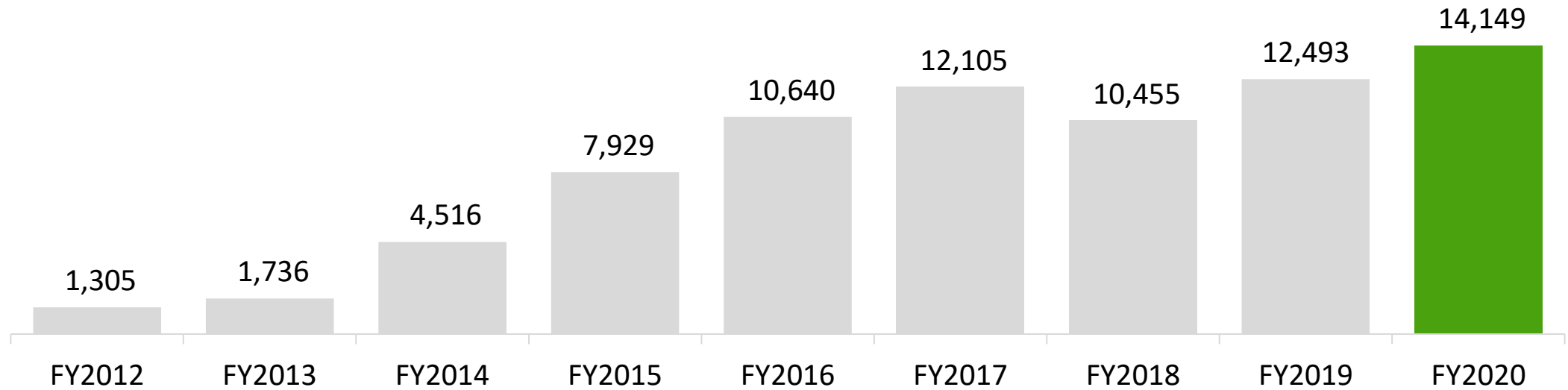


Sugar Cane Plantation



Accelerated Growth

Cane Plantation (Ha)



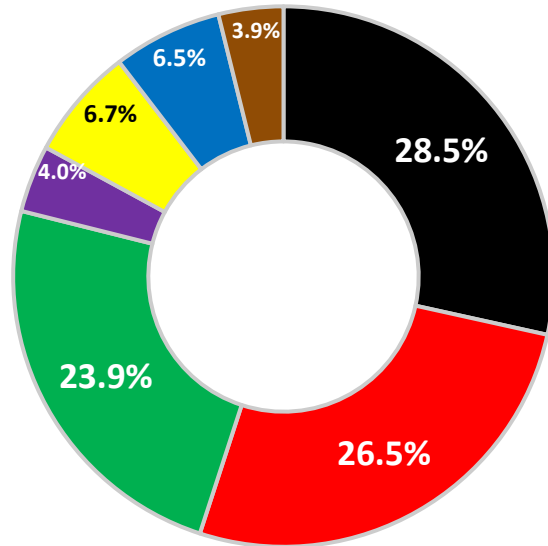
Revenue highlights



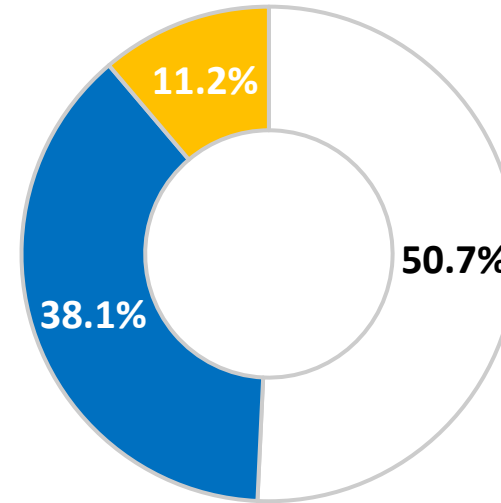
IDR/USD at Rp14,000 for illustration purpose

6M2021 - REVENUE Rp6.8tn / USD488mn

6M2021 "Others" include: CPO, Margarine, Soaps, Palm expeller, Glycerin, Biogas, Slopy fatty acid, Glycerin, PKFD, Molasses



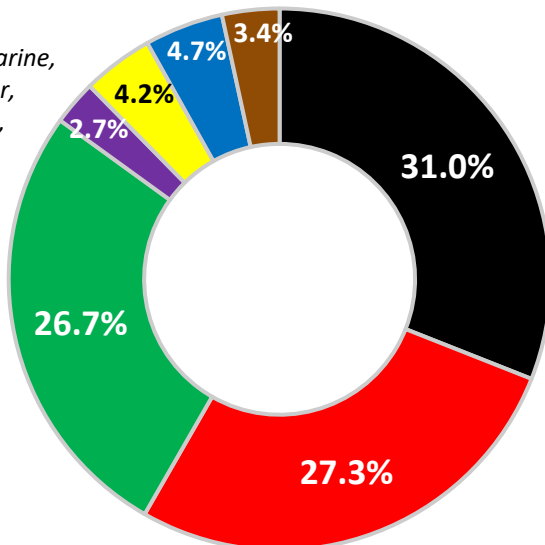
- SUGAR
- COOKING OIL
- BIODIESEL
- PKO
- STEARINE
- OTHERS
- FFA



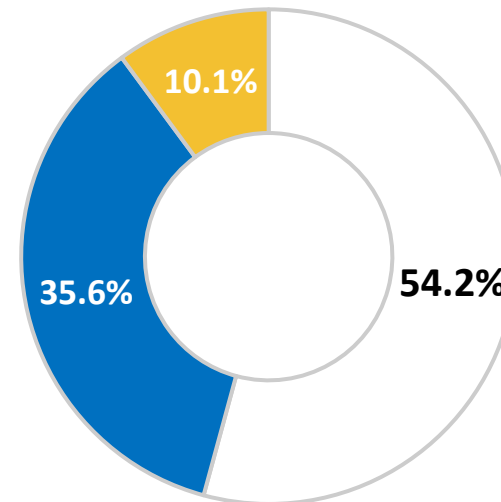
- DOMESTIC (IDR)
- DOMESTIC (USD Linked)
- EXPORT (USD)

6M2020 – REVENUE Rp5.7tn / USD406mn

6M2020 "Others" include: CPO, Margarine, Soaps, Palm expeller, Palm kernel, Biogas, Molasses



- SUGAR
- COOKING OIL
- BIODIESEL
- PKO
- STEARINE
- OTHERS
- FFA



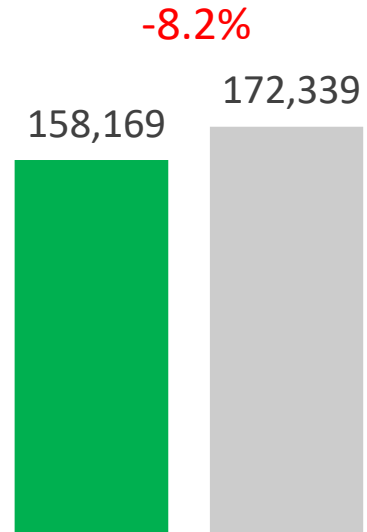
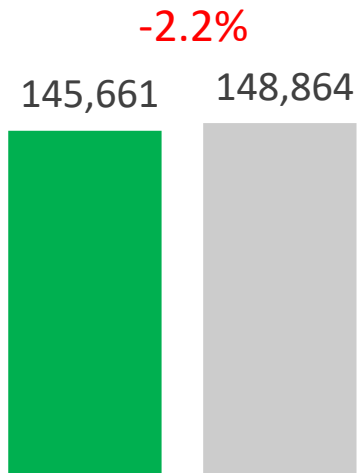
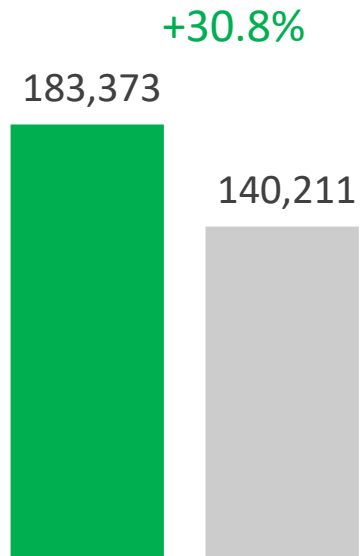
- DOMESTIC (IDR)
- DOMESTIC (USD Linked)
- EXPORT (USD)

Sales highlight



SALES VOLUME (TON)

■ 6M2021 ■ 6M2020



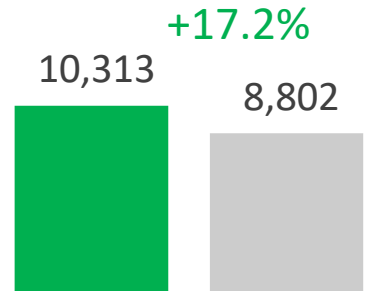
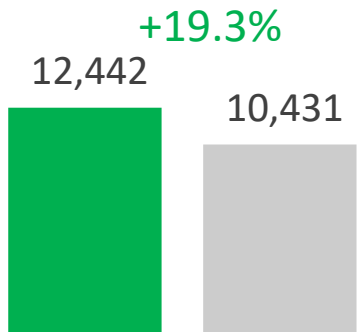
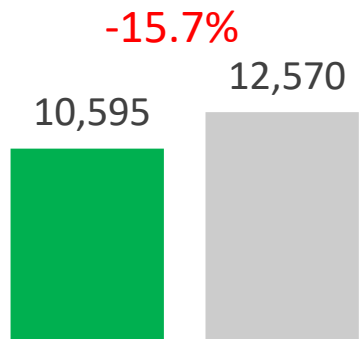
Sugar

Cooking oil

FAME (Biodiesel)

ASP (Rp/Kg)

■ 6M2021 ■ 6M2020



Sugar

Cooking oil

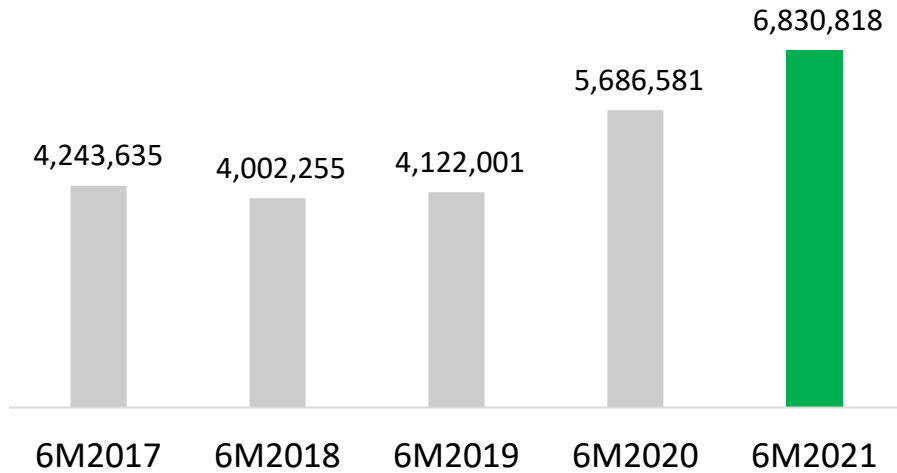
FAME (Biodiesel)

P&L Highlight

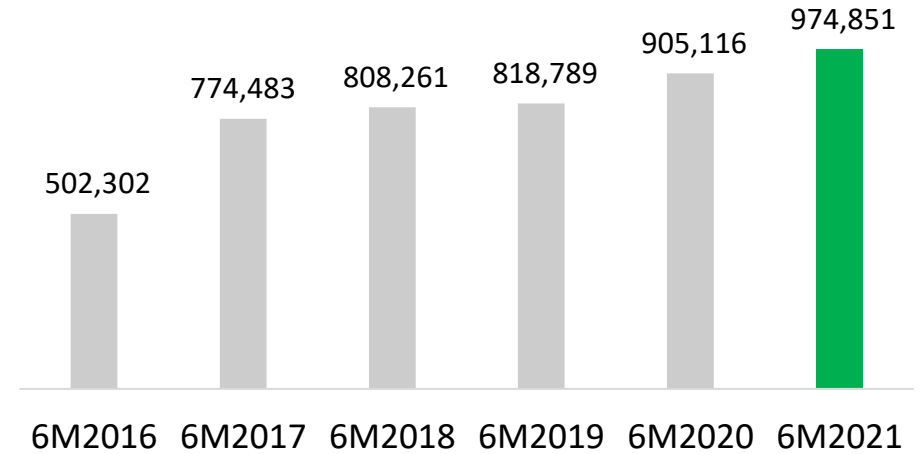
IDR millions



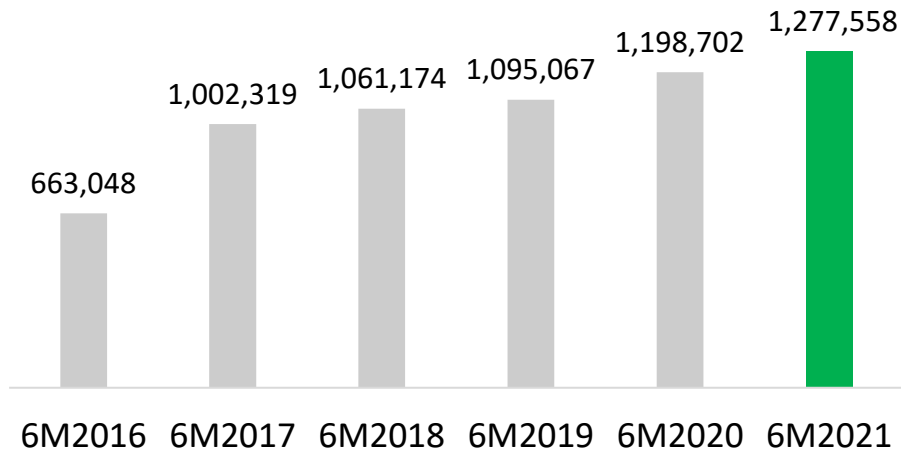
REVENUE



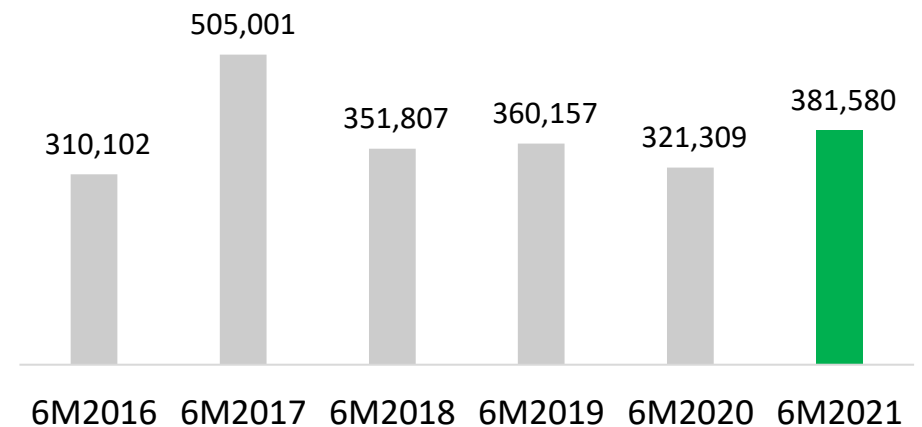
OPERATING PROFIT



EBITDA



NPAT

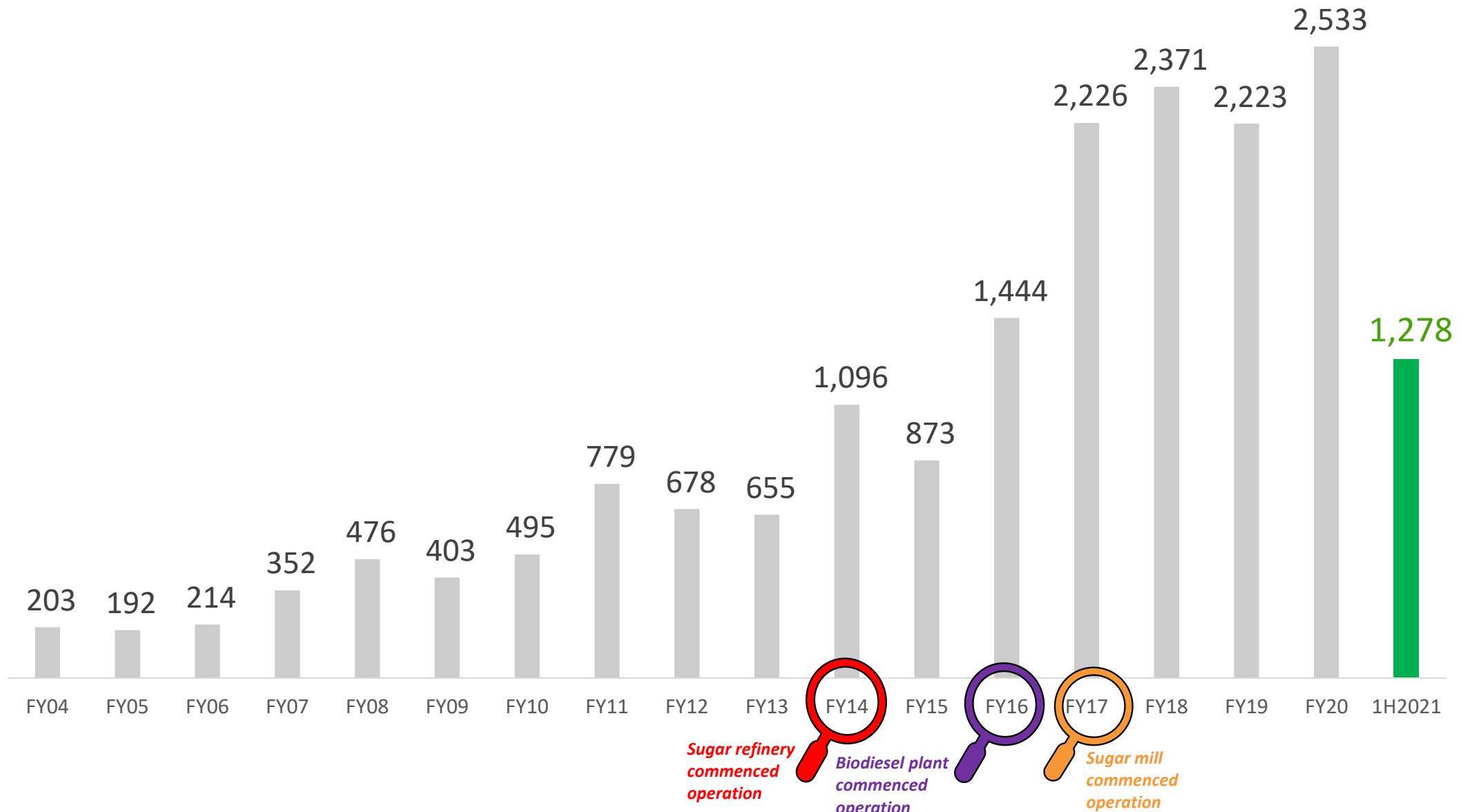


Consistent Growth

IDR billions



EBITDA



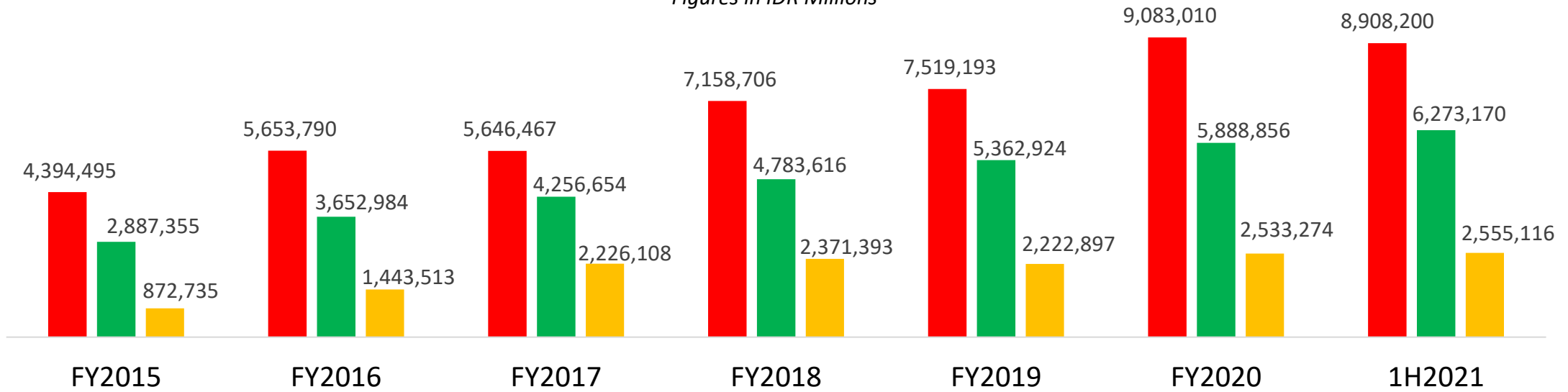
Leverage Matrix



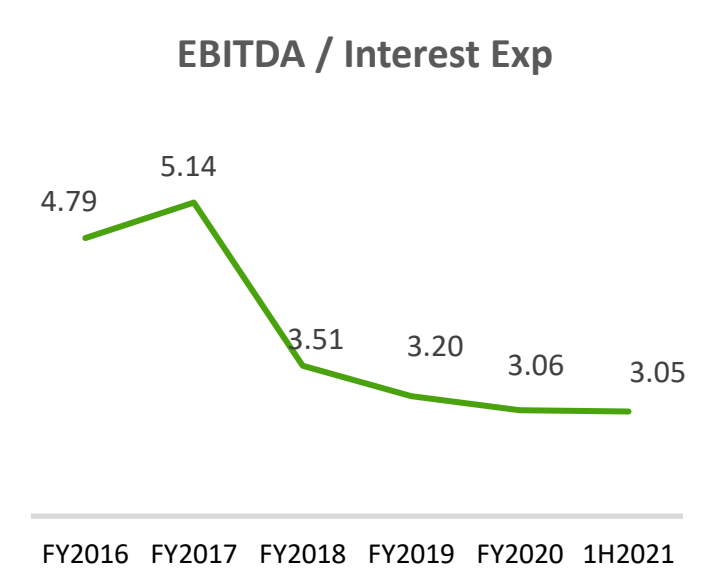
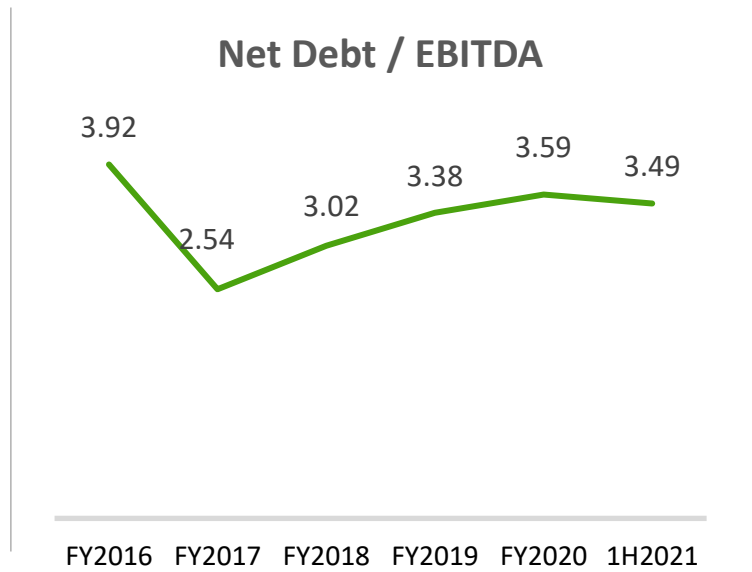
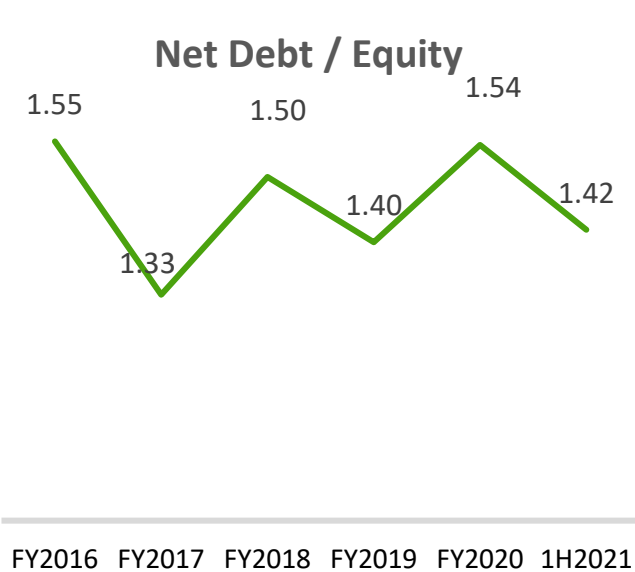
Debt Coverage Ratios

■ Net Debt ■ Equity ■ EBITDA

Figures in IDR Millions



Note: Annualized EBITDA and interest expense



Contact Us

Strengths Through Integration



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APPENDIX - Management Profile



Board of Commissioner



Santoso Winata
President Commissioner

Indonesian. Joined Sungai Budi Group in 1982. Mr. Winata is also the Vice Chairman of Sungai Budi Group and President Director of PT Budi Starch & Sweetener Tbk since 1987. He has been the President Commissioner of TBLA since 1990.



Albert Oey
Commissioner

Indonesian. Joined Sungai Budi Group since 1998. Mr. Oey is also a director at PT Budi Starch & Sweetener Tbk . He was appointed as Commissioner of TBLA in 1999.



Justinus Aditya Sidharta
Commissioner

Indonesian. Joined the Company since 2016 as an Independent Commissioner. His past and current appointment include: Independent Commissioner at PT. Catur Sentosa Adiprana Tbk (2015 – Present), Managing Director at justinus a Sidharta CPA firm (2011 – present), Deputy Managing Director at Johan Malonda Astika & Partnerts (1998 – 2010).

APPENDIX - Management Profile



Board of Directors



Widarto
President Director

Indonesian. Joined Sungai Budi Group in 1966 and appointed as Chairman of the group in 1985. Mr. Widarto has been in charge as President Director of TBLA since 1986. He is also currently the President Commissioner of PT Budi Starch & Sweetener Tbk .



Sudarmo Tasmin
Deputy President Director

Indonesian. Obtained Master of Economic degree from Trisakti University in 1981. Started his career as auditor in Public Accountant Firm Santoso Reskoatmojo (1981-1982) before serving as internal auditor in PT. Inti Salim Corpora (1982-1984). Mr. Tasmin joined Sungai Budi Group in 1984 and was appointed as director in 1986. Mr. Tasmin was put in charge as Deputy President Director of TBLA in 1999. He also presently serves as Vice-President Director of PT Budi Starch & Sweetener Tbk .



Alfred Oey
Director

Indonesian. Obtained Bachelor of Science in Business Administration Major Finance of Ohio State University, Columbus, USA in 2000. Joined Sungai Budi Group in 2000 and was appointed as the Director of TBLA in 2002.



Djunaedi Nur
Director

Indonesian. Obtained Master of Economic degree from Trisakti University in 1978. Previously served as Manager of Administration and university instructor of Economics Faculty both at Trisakti University (1972-1982). He joined Sungai Budi Group in 1982 and was appointed as General Manager in a number of Sungai Budi group companies until 1990. He was appointed as Director of Sungai Budi Group since 1991, Commissioner of PT Budi Starch & Sweetener Tbk since 1994 and Director of TBLA since 1997.

APPENDIX – Management Profile



Board of Directors



Chin Poh Peng
Director

Malaysian. Joined TBLA Board of Director in 2018. Obtained bachelor degree in agriculture from Malaysia Agriculture University. Worked for Guthrie Malaysia from 1979 to 1997 where last position hold was agronomist consultant. Joined Tropicrop group as CEO from 1997 up until 2010. Worked for PT. SMART Tbk as Head agronomy audit & advisory up until 2014. Joined Sungai Budi group in 2016 as Head of Plantations.



Murugaiah Perisamy
Director

Malaysian. Joined TBLA Board of Director in 2018. Obtained executive master degree in plantation & estate management from e-Malaysia University. Started his career in Guthrie Malaysia in 1972 as senior conductor. Joined Sungai Budi in 1998 as Plantation Manager and holds various position within the group over the last 20 years. Last position hold was plantation general manager from 2015 – 2018.



Mawarti Wongso
Director

Indonesian. Obtained Bachelor of Economics from Trisakti University, Jakarta. Started her career at Malonda & partners public accountant in 1990. Joined Sungai Budi group in 1994 as a financial controller. Ms Wongso previously served as corporate secretary at PT. Budi Starch & Sweetener Tbk up until 2015.

APPENDIX



PT. TUNAS BARU LAMPUNG Tbk (TBLA) 6M2021 NEWSLETTER 26 August 2021



P&L (IDR Millions)	6M2021	6M2020	Δ %
Revenue	6,830,818	5,686,581	20.1%
Gross Profit	1,419,459	1,255,648	13.0%
Operating Profit	974,851	896,059	8.8%
NPAT	381,580	315,410	21.0%
EBITDA	1,277,558	1,205,533	6.0%
Unrealized FX gain/ (Loss)	(46,188)	(54,502)	-15.3%

USD: IDR 14,496 14,302

BS (IDR Millions)	30 Jun 21	31 Dec 2020	Δ %
Asset	19,730,008	19,431,293	1.5%
Liability	13,456,838	13,542,437	-0.6%
Equity	6,273,170	5,888,856	6.5%
Interest Bearing Debt	9,390,520	9,687,506	-3.1%
Cash & equivalent ¹	482,320	604,496	-20.2%

¹Include restricted cash under "other current asset"

Financial Ratios	6M2021	6M2020
Gross margin	20.8%	22.1%
Operating margin	14.3%	15.8%
Net margin	5.6%	5.5%
EBITDA margin	18.7%	21.2%
ROA	3.9%	3.3%
ROE	12.2%	11.2%
Net Debt to Equity	1.42	1.54

Sales Volume	6M2021	6M2020	Δ %
Palm Cooking Oil	145,661	148,864	-2.2%
PKO	18,450	15,100	22.2%
Sugar	183,373	140,211	30.8%
FAME (Biodiesel)	158,169	172,339	-8.2%



KEY HIGHLIGHTS:

6M2021 Revenue and NPAT went up by 20.1% and 21.0% respectively on the back of higher pricing for all palm oil related products, and increased in sugar sales volume.

High cpo price continues to drive downstream product pricing up. Average selling price for cooking oil, FAME and PKO went up by 19.3%, 17.2% and 48.1% respectively compared to same period last year. Despite higher pricing and improved pandemic situation, market demand for basic food staples including cooking oil and sugar remained strong as indicated by sales volume. FAME/biodiesel delivery to Pertamina is well on track to reach full year contracted volume of 342k KL. Additionally, higher crude oil price has reopened the biodiesel

Sales Price (IDR/Kg)	6M2021	6M2020	Δ %
Palm Cooking Oil	12,442	10,431	19.3%
PKO	14,865	10,040	48.1%
Sugar	10,595	12,570	-15.7%
FAME/Biodiesel	10,313	8,802	17.2%

Production (MT)	6M2021	6M2020	Δ %
Nucleus FFB harvest	236,129	219,741	7.5%
Plasma FFB harvest	94,586	60,751	55.7%
3 rd Party FFB purchase	233,006	177,662	31.2%
Total FFB	563,721	458,154	23.0%
Nucleus yield (MT/Ha)	6.10	6.10	-
CPO Production	114,619	96,778	18.4%
CPO Extraction Rate	21.07%	22.15%	-
PKO	18,942	12,554	50.9%
Cooking Oil	147,055	143,084	2.8%
FAME/Biodiesel (KL)	164,655	160,734	2.4%

Planted Area (Ha)	30 Jun 2021	30 Jun 2020
Mature oil palm	51,189	48,468
Immature oil palm	9,032	10,307
Total oil palm	60,221	58,775
Sugar cane	13,707	12,609

export market this year.

Sugar price went down by 15.7% compared to same period last year as the government continue to increase market supply by allocating larger volume of import quotas earlier this year. This was done to stabilize domestic sugar price which went up drastically during the first wave of the Covid 19 pandemic. TBLA has obtained 108,000 ton of raw sugar import quota so far in 6M2021. More allocation is expected in the coming quarters.

Internal cpo production went up by 18.4% compared to same period last year. This allowed TBLA to lower external cpo purchase for downstream feedstock. The Company purchased 214,466 ton of external cpo in 6M2021, which is around 65% of total cpo feedstock, versus 70% in 6M2020. Less external cpo purchase is positive for margins as the cost of internal cpo production is significantly lower.

Higher revenue and improved turnover greatly improved Net operating cashflow, which was reported at of Rp742bn (versus -Rp28bn in 6M2020).

Cash balance is being maintained at lower level compared to last year as we view that potential liquidity risk associated with the pandemic has subsided.

