



COMPANY UPDATE

PT Widodo Makmur Perkasa Tbk
(IDX: WMPP)










Indonesian Market Outlook

A brief about Livestock, Beef & Poultry Industry

Attractive consumer goods and agricultural commodities sector dynamics with solid growth prospects

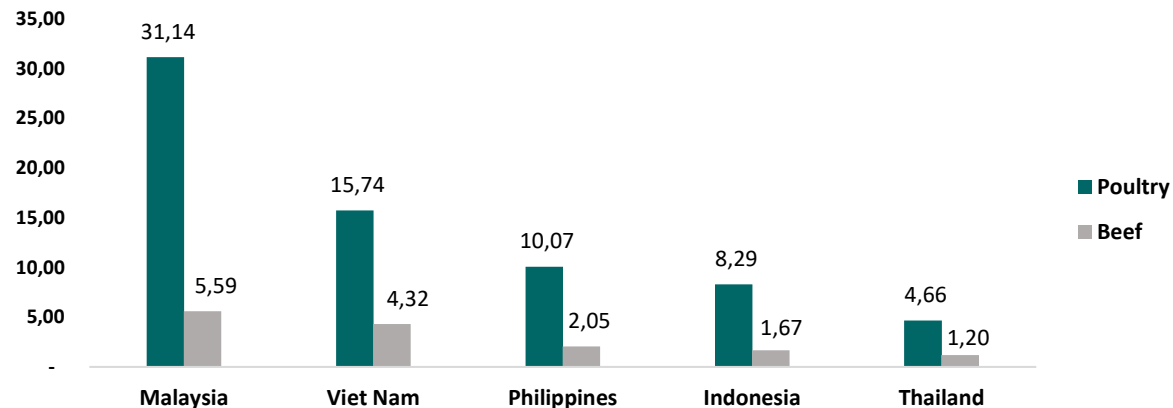
Selected food market consumption in Indonesia (2024 and 2029E)

						
		Beef	Poultry	Egg	Corn	Rice
<div>CAGR 2.2%</div> <div>↑</div> <div>2029E IDR 1.150 Trillion**</div> <div>2024 IDR 1.031 Trillion**</div>	CAGR 2024-2029E at constant price (%)	2.6	5,2	3.9	1.1	0,7
	Qty (Thousand Tons)	863	5.959	6.833	19.253	37.521
	Value (Trillion IDR)*	117	221	192	105	517
	Qty (Thousand Tons)	760	4.658	5.817	17.236	33.766
	Value (Trillion IDR)	103	172	158	99	499

*) The 2029E estimated value is the result of calculations using projected prices; **) Contains beef, poultry, egg, Corn, and rice

Beef and poultry consumption in Indonesia is still lower than beef and poultry consumption in Malaysia (2024)

FY 2024 - Consumption (kg/capita)



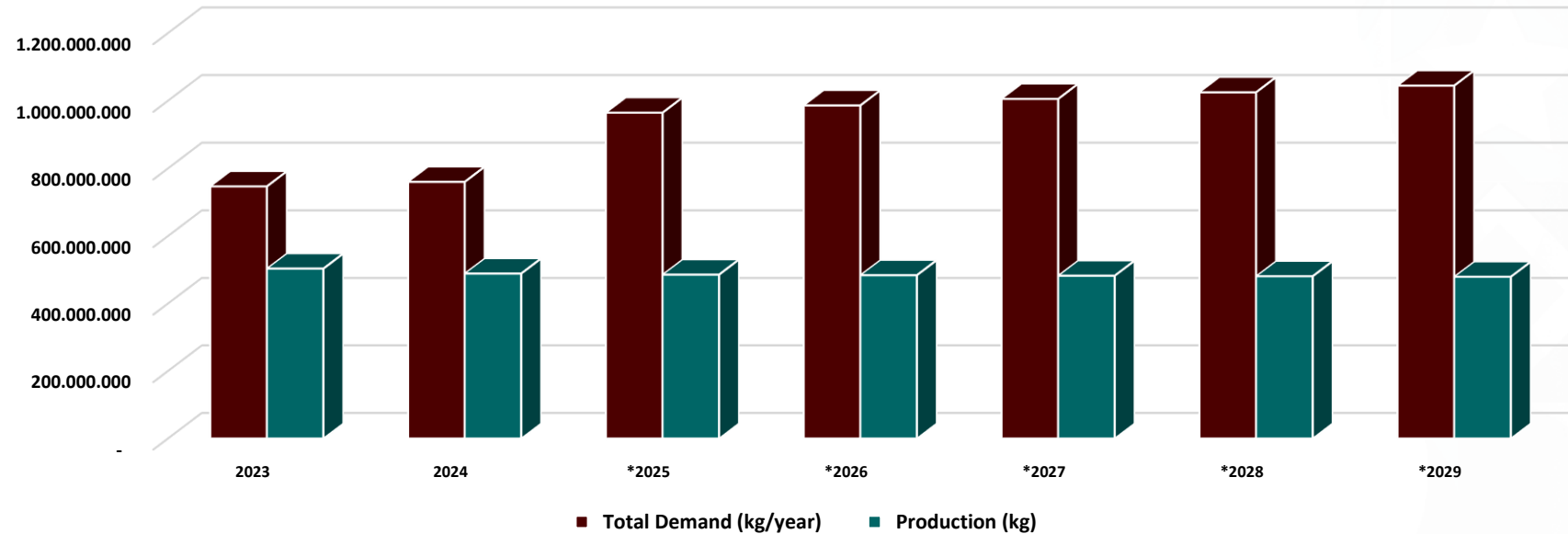
Source: OECD-FAO

- Indonesia's selected food market consumptions are projected to increase during the 2024-2029E period in line with the growth of GDP per capita, which represent the increase in confidence among consumers and business.
- Demand for beef and poultry in Indonesia shows positive trajectory, given domination of productive age population, growing middle-income class and substantial role of beef and poultry as main animal protein sources in Indonesia (the world's most populous Muslim-majority country).
- Low consumption of beef and poultry per capita in Indonesia in 2024 is still low compared to other selected Southeast Asia Countries, indicates ample room for growth mainly supported by progressing income per capita in Indonesia.
- Household consumption of beef and poultry per capita in Indonesia for 2029F are 1,67 kg/capita and 8,29 kg/capita (OECD-FAO).
- The total per capita all segments consumption of beef and poultry in Indonesia for 2029F are 2,89 kg/capita and 20,19 kg/capita (Susenas-BPS).

Beef Supply And Demand

National Production and Consumption Projections

Indonesia Beef Supply and Demand 2023 –2029*



Commodity Balance of Beef							
Indicator	2023	2024	*2025	*2026	*2027	*2028	*2029
Total Population (people)	278.645.420	281.554.676	284.371.401	286.989.047	289.759.917	292.530.786	295.301.656
Consumption (kg/capita/year)	2,68	2,70	2,72	2,77	2,81	2,85	2,89
Makan Bergizi Gratis (kg/year)	-	-	90.213.323	90.213.323	90.213.323	90.213.323	90.213.323
Total Demand (kg/year)	746.769.726	760.197.625	863.703.534	885.172.983	904.438.690	923.926.063	943.635.109
Production (kg)	503.506.600	488.959.000	485.655.242	484.064.882	482.474.522	480.884.162	479.293.802
Surplus/Minus	- 243.263.126	- 271.238.625	- 378.048.292	- 401.108.102	- 421.964.168	- 443.041.902	- 464.341.307
Fulfillment (%)	67%	64%	56%	55%	53%	52%	51%
Surplus/Minus (%)	-33%	-36%	-44%	-45%	-47%	-48%	-49%

*2025-2033 is a projected number

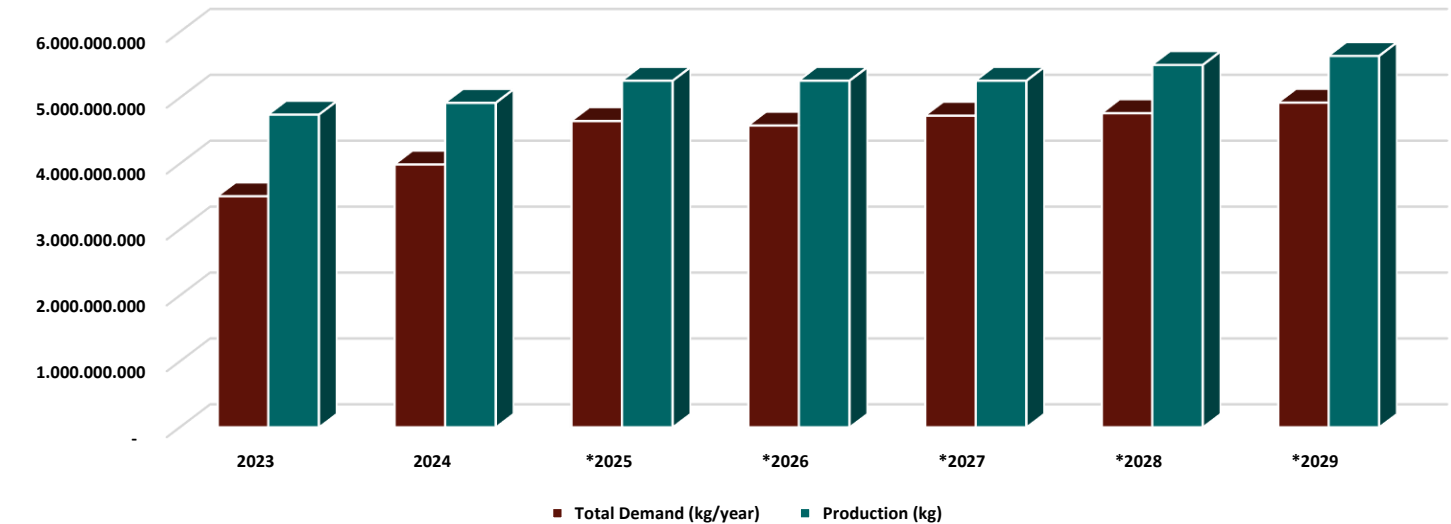
- ❑ National beef consumption from 2023 to 2029 is projected to increase.
- ❑ National beef production has not yet been able to meet the total national beef demand.
- ❑ The national beef deficit will be fulfilled through the import of beef, both in the form of live cattle and frozen/chilled beef.
- ❑ There is potential for additional consumption from the Free Nutritious Meals program around 90.000 ton/year start from 2025.

SUPPLY & DEMAND

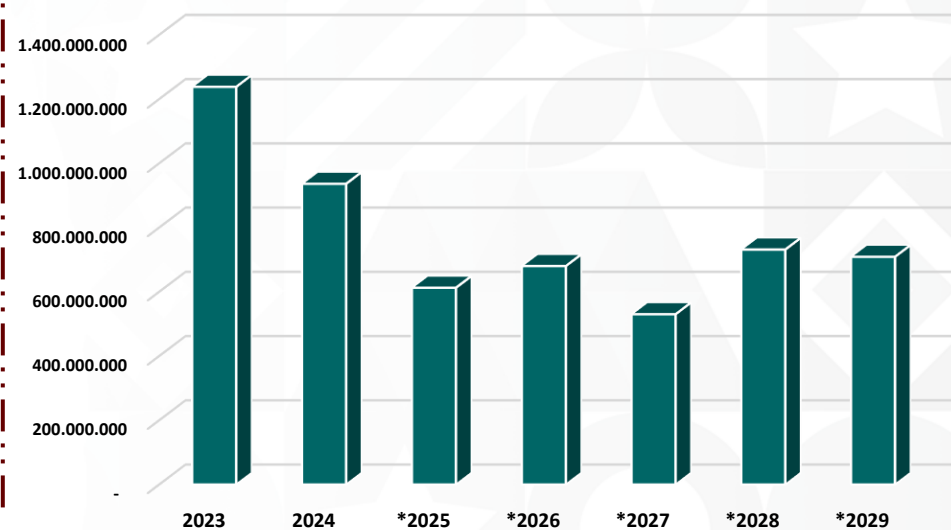
Production, Consumption, and Commodity Balance of Broiler Chicken Meat

Commodity Balance of Broiler Chicken Meat in Indonesia Based on GPS Import Data

Trend of Production & Consumption of Broiler Chicken Meat in Indonesia 2023 - *2029



Trend of Broiler Chicken Meat Balance in Indonesia 2023 – *2029 (kg)



Commodity Balance of Broiler Chicken Meat							
Indicator	2023	2024	*2025	*2026	*2027	*2028	*2029
Total Population (people)	278.645.420	281.554.676	284.371.401	286.989.047	289.759.917	292.530.786	295.301.656
Consumption (kg/capita/year)	12,58	14,15	14,79	14,42	14,80	14,79	15,19
Makan Bergizi Gratis (kg/year)			437.052.387	437.052.387	437.052.387	437.052.387	437.052.387
Total Consumption (kg/year)	3.505.359.384	3.983.998.665	4.642.905.408	4.575.434.445	4.725.499.159	4.763.582.712	4.922.684.542
Export (kg/year)	170.603	2.999.770	2.999.770	2.999.770	2.999.770	2.999.770	2.999.770
Total Demand (kg/year)	3.505.529.987	3.986.998.435	4.645.905.178	4.578.434.215	4.728.498.929	4.766.582.482	4.925.684.312
Production (kg)	4.743.382.944	4.922.932.420	5.258.334.115	5.258.334.115	5.258.334.115	5.497.854.753	5.634.385.157
Surplus/Minus	1.237.852.958	935.933.984	612.428.937	679.899.900	529.835.186	731.272.271	708.700.845
Fulfillment (%)	126%	119%	112%	113%	110%	113%	113%
Surplus/Minus (%)	26%	19%	12%	13%	10%	13%	13%

*Consumption per capita is based on Susenas and BPS projections.
*Population data is a projection by BPS.
*Production data is derived from processed GPS broiler import data.

- ❑ Demand for broiler chicken meat is projected to continue increasing until 2029.
- ❑ Based on national chicken meat production and national consumption needs, there is a surplus every year.
- ❑ There is potential for additional consumption from the Free Nutritious Meals program around 437.000 ton/year start from 2025.

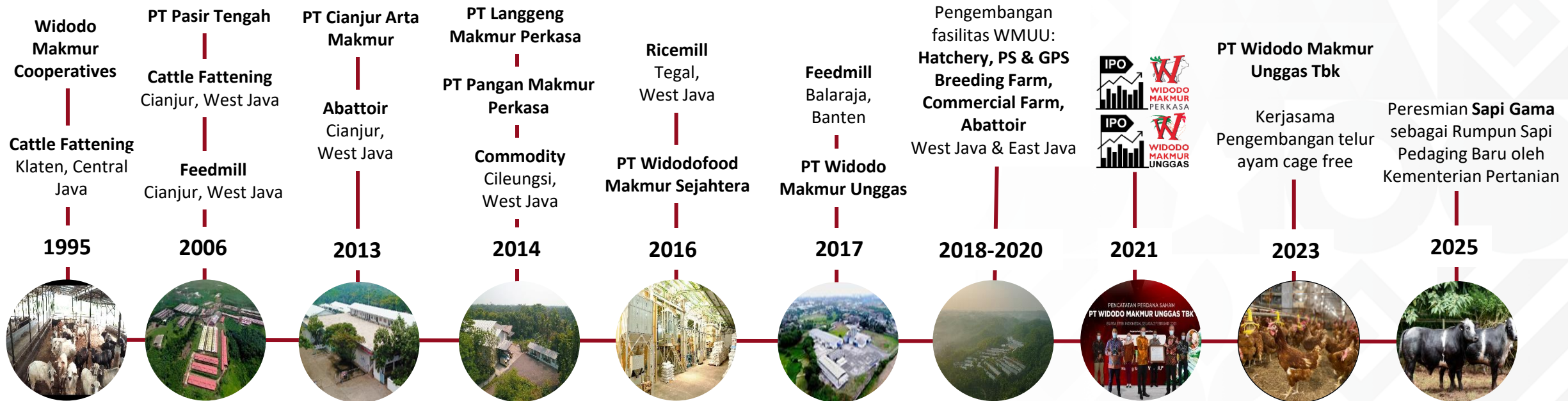


Business Lines in-Depth

Key Milestones

“30 Years

Providing food for the Nation”



Business Lines

Consumer goods and agricultural commodities holistic integrated business with self-sustaining principles



INTEGRATED CATTLE FARM

- Focusing on Cattle Fattening
- Main Product : Live Cattle
- Largest cattle farm with 172,000 head/year capacity



INTEGRATED POULTRY FARM

- Focusing on Abattoir Segment
- Main Product : Chicken Carcass (Chicken Meat)
- Biggest chicken abattoir with 12,000 birds/hour capacity



MEAT PROCESSING

- Focusing on Meat Processing
- Main Product : Beef Meat
- Biggest cattle abattoir with 300 head/day capacity



AGRICULTURAL COMMODITIES TRADING

- Focusing on Internal Commodity Feed Material Supply



ENGINEERING SERVICES

- Focusing on Internal Facilities Construction
- Renewable Energy

Business Description – Integrated Cattle Farm

The largest cattle farm in Indonesia

- ✓ Operates **The Biggest** cattle farm in Indonesia with a capacity of **172,000 heads/year** (Frost & Sullivan)
- ✓ In Performing Our Commitment to **ESG**, We are Partnering with local farmers while maintaining a healthy and supportive environment for both the livestock and surrounding community
- ✓ In the fattening business, the majority of the young cattle comes from Australian and small portion is purchased locally

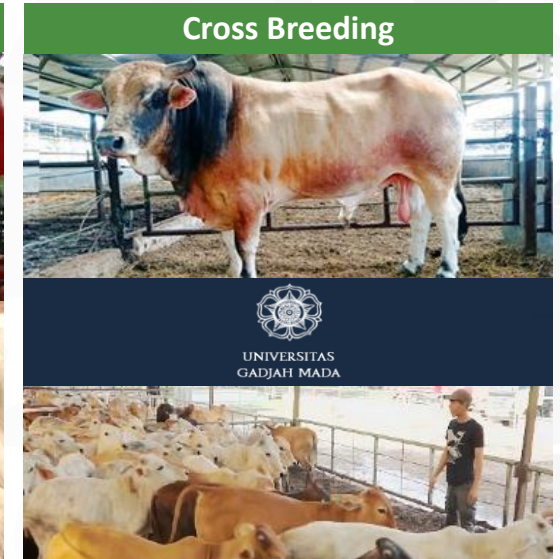
Cattle Farm



Feed Mill



Cross Breeding



- PT Pasir Tengah has 2 cattle farms:
 - ✓ Cianjur – **130 hectares**; and
 - ✓ Cariu – **35 hectares**.
- Supply are mainly sourced from Australia
- Revenue stream are from selling high quality live cattle
- Supported by Renewable Energy – Installed **150 KWp** capacity

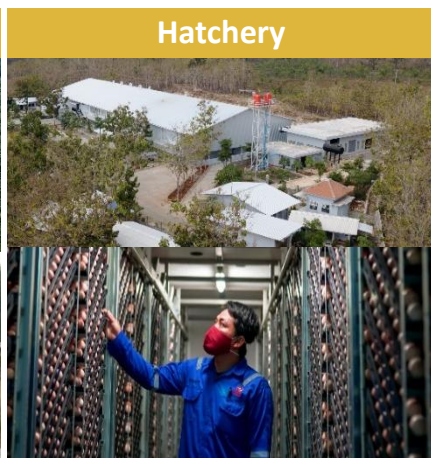
- Raw materials are locally grown and readily available.
- Production Capacity : **131,000 tonnes/yr**
- Used mainly for internal consumption and small portion is distributed to the assisted plasma farmers.

- In cooperation with UGM, WMP has been developing "**SAPI GAMA**".
- This program focuses on premium breed cattle that is adaptive to the tropic, with double muscle and tender meat.

Business Description – Integrated Poultry Farm

Uniquely focus on downstream poultry products

- ✓ Operates **The Biggest** Modern Poultry Abattoir in Indonesia in one location with a capacity of **12,000 heads/hour** (Frost & Sullivan)
- ✓ PT Widodo Makmur Unggas Tbk (“WMUU”) has been listed on Indonesia Stock Exchange on February 2021
- ✓ In contrast to other poultry players that focus more on the feed or live birds segments, WMUU’s expansion plan and growth strategy will focus on **downstream products (carcass segment)**



- GPS (West Java) – **10,000 DOC GPS**;
- PS (Central Java) – **220,000 DOC**;
- Broiler Commercial (Central Java) – **900,000 DOC FS**; and
- Layer Commercial Farm: Central Java* – **26,000 Layer FS eq** – **9,360,000 eggs/year**. – Cage Free newly developed

- Central Java – **2,000,000 eggs/month**.

- Banten and East Java combined capacity – **883,000 tonnes/year**.

- Central Java – **12,000 heads/hour eq 79,380 tonnes/year**, respectively.
- Supported by Renewable Energy – Installed **7,5 MWp** capacity

- **4,600 tonnes of meat processed every year** into a variety of around **550 products** i.e.,
 - ✓ Sausage : **1,500 tonnes/year**;
 - ✓ Meat Ball : **900 tonnes/year**;
 - ✓ Nugget : **700 tonnes/year**; and
 - ✓ Chicken Parting: **1,500 tonnes/year**.

*)Under joint operation

Business Description – Meat Processing

The largest modern cattle abattoir in Indonesia

- ✓ Operates **the Biggest** Modern Cattle Abattoir in Indonesia at **300 heads/day for cattle** (Frost & Sullivan)
- ✓ The meat processed are distributed with our own brand across the nation
- ✓ It produces various processed food based on beef and chicken sourced from its internal farms as well as frozen and imported chilled beef
- ✓ The processed meat products are sold to the supermarkets and hospitality sector (e.g: hotels, restaurants and cafes)

Abattoir



- West Java - **300 heads/day**.
- Imported Frozen & Chill Fresh Beef

Leather Factory



- West Java - **2,000,000 sq feet / year**
- Supporting the fashion, automotive, upholstery, and most recently aviation industries.
- Collaborate with local airline **Lion Air Group** to support seats cover order amount:
 1. Lion Air: 372.372 sqfeet
 2. Batik Air: 41.787 sqfeet
 3. Superair Jet: 138.520 sqfeet
 4. Wings Air: 41.230 sqfeet
- And potential collaboration with **Garuda Indonesia Group**

Business Description – Commodities Trading

Integral part of the business ecosystem to drive cost efficiency

- ✓ The source of supply for the raw materials for the feed in **internal group** cattle and poultry business
- ✓ Engages in commodity trading of corn, sugar and soybean
- ✓ Furthermore, this business unit is the source of supply for raw materials for feed in the group's cattle and poultry business

Warehouse



1. Central Java – **3,000 mt**; and
2. West Java - **5,000 mt**.

Business Description – Engineering Services

- ✓ Operates in the infrastructure construction & renewable energy sector for **the internal group**
- ✓ The business has two main workstreams:
 - Construction → focuses on supporting the construction of WMP's other business lines
 - Renewable Energy → as part of WMP's sustainability initiatives, this business line is contracted to oversee the installation of renewable energy infrastructure including solar panels and wind power in all group facilities
- ✓ The current projects are mainly in support of Widodo Makmur Group

In-house Projects

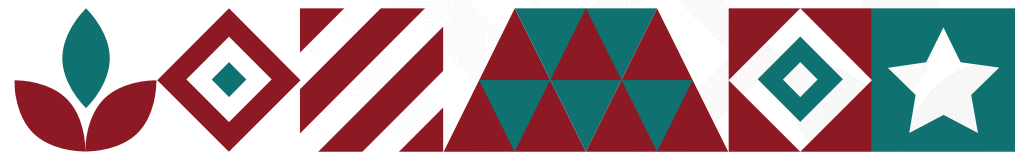


- Internal Group Capex Delivery.
- Most of the projects of companies within our group are contracted to this subsidiaries.

Renewable Energy



- The Company is contracted to oversee the installation of the renewable energy infrastructures including solar panels in all the Group's facilities.



THANK YOU

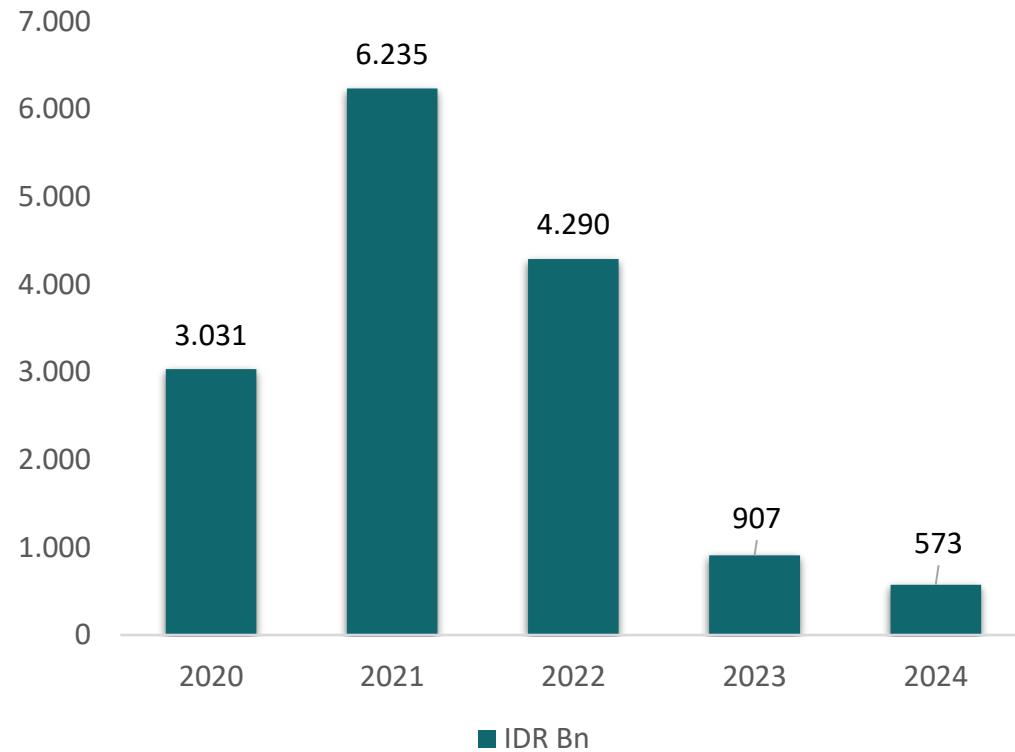
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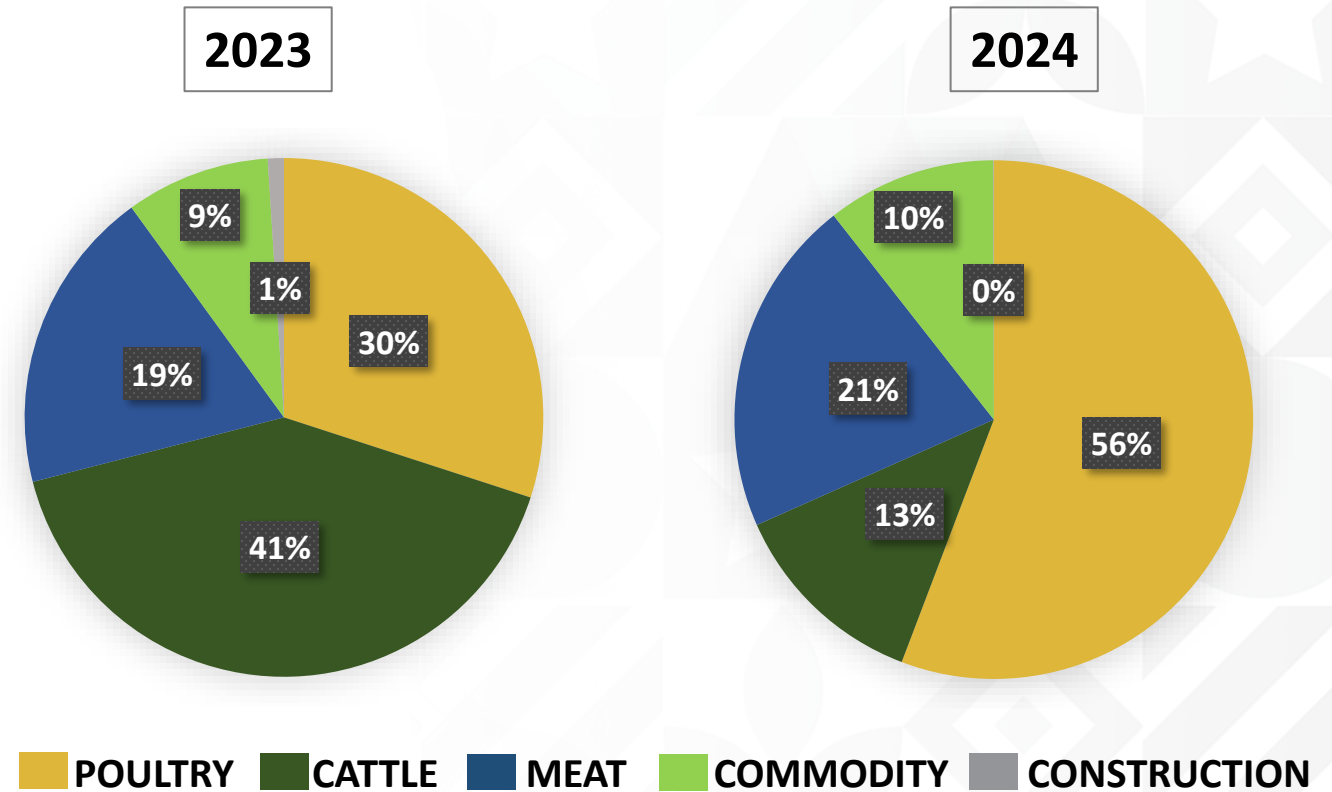
Financial Focal Point 2024 (Audited)

Revenue

Consolidated Group Revenue Performance

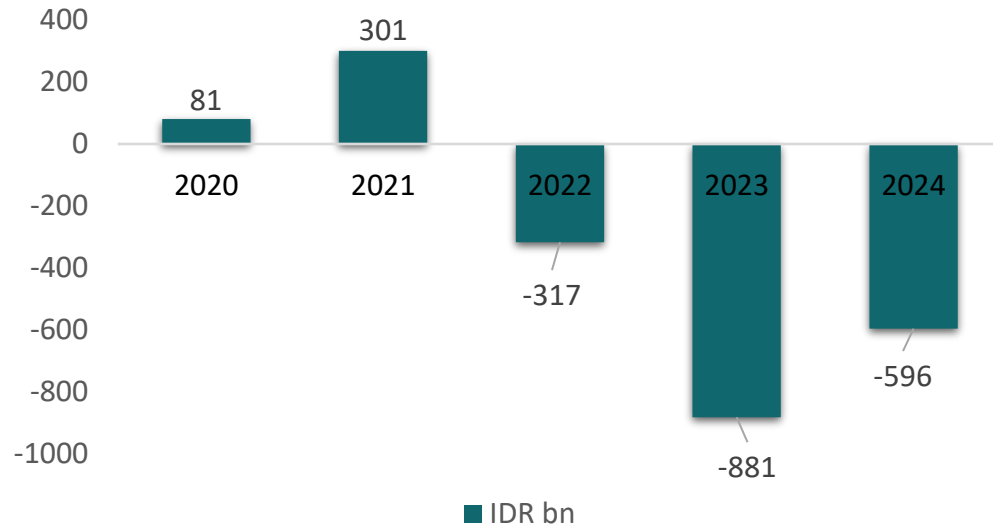


Revenue Contributor

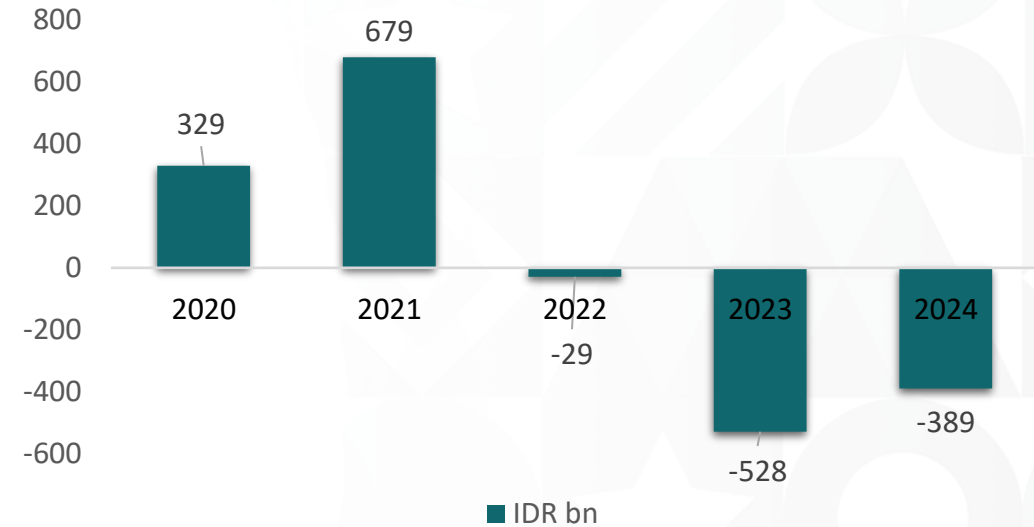


Ebitda & Net Profit

Net Profit



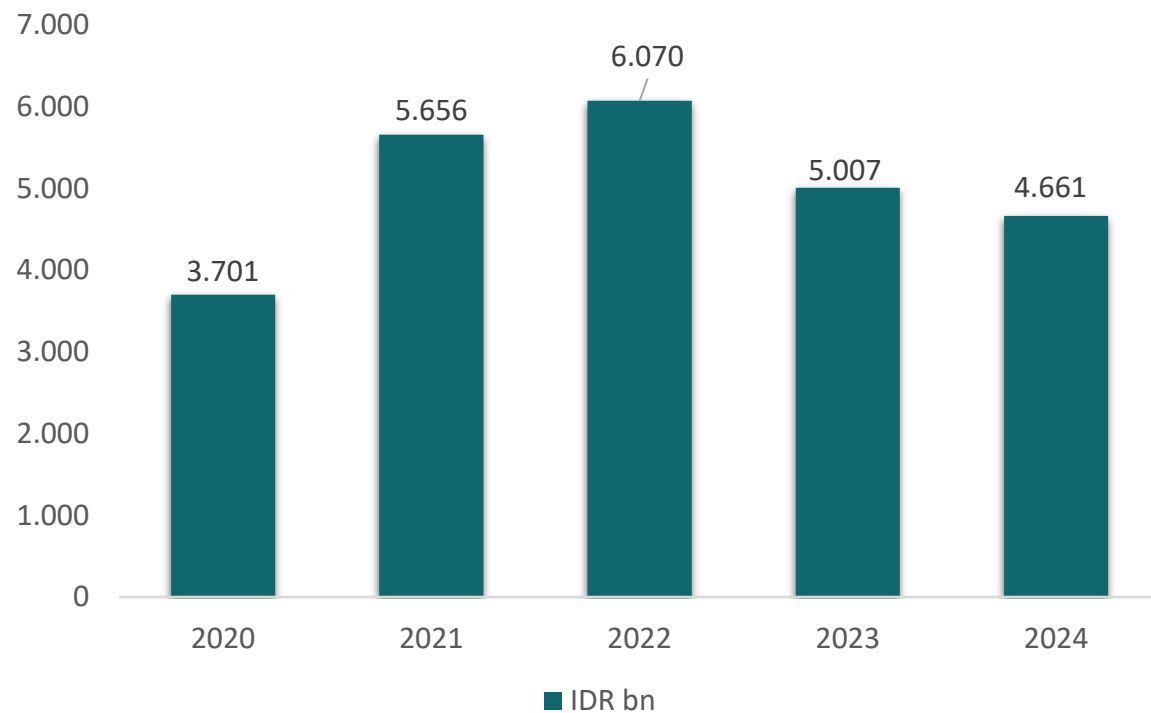
EBITDA



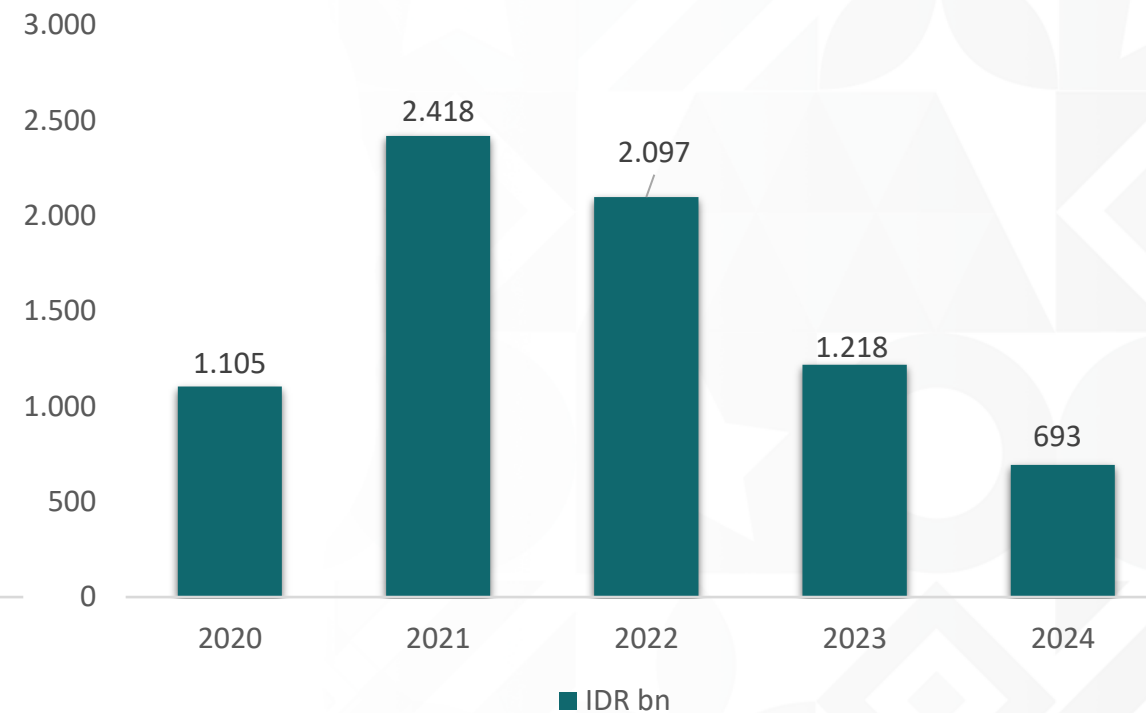
- 2023 to 2024 performance still suffered due to the continuous effect of FMD & LSD in Indonesia that raise again in the early 2024. This is also exacerbated by the condition of the purchasing power of the Indonesian people which has not fully recovered, resulting in the price of a number of food items falling, including beef and chicken.
- On the other side, The EBITDA & net loss from 2023 to 2024 has improved. This shows that the Company has made certain attempts to maintain its efficiency.

Consolidated Group Financial Performance

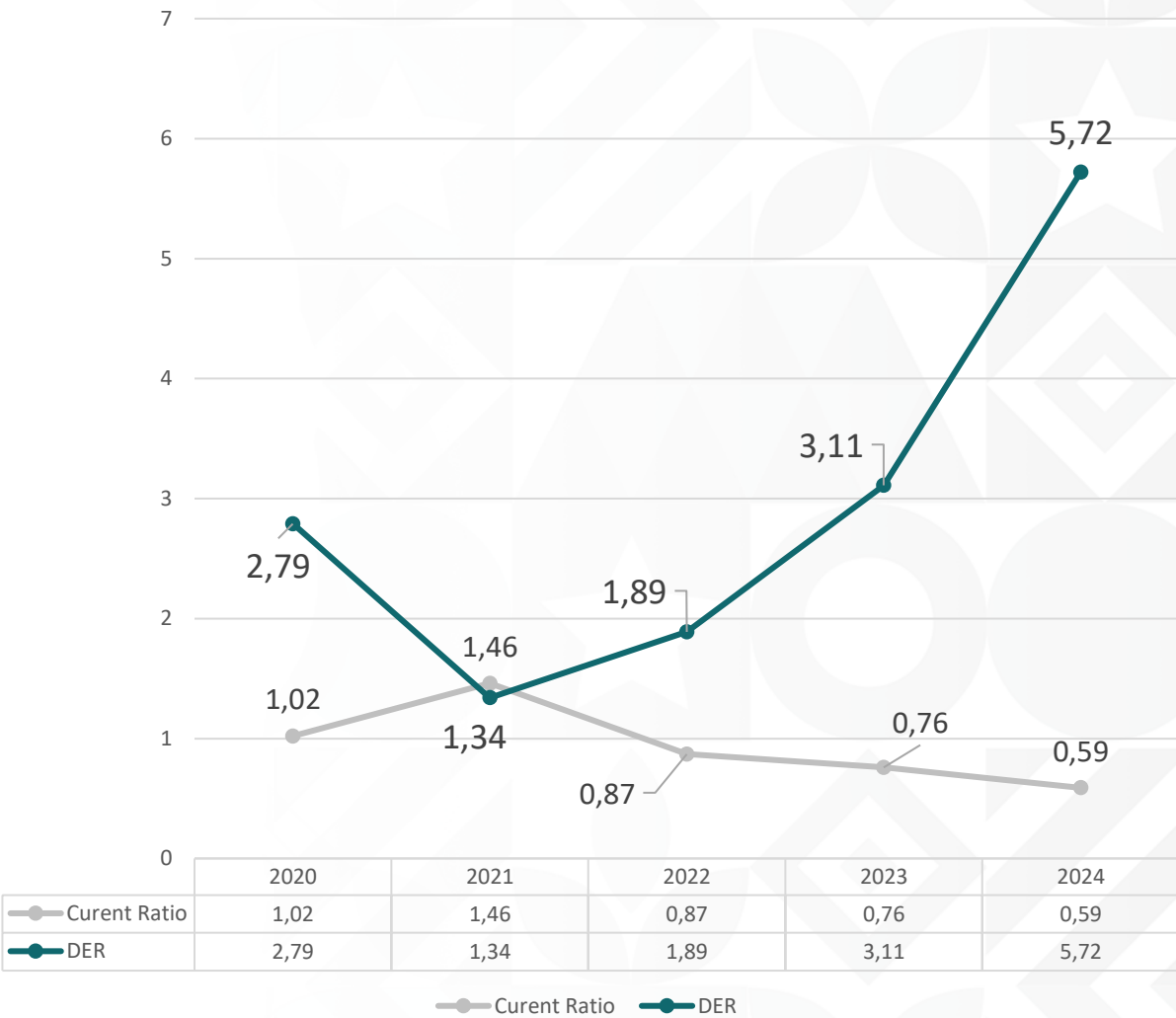
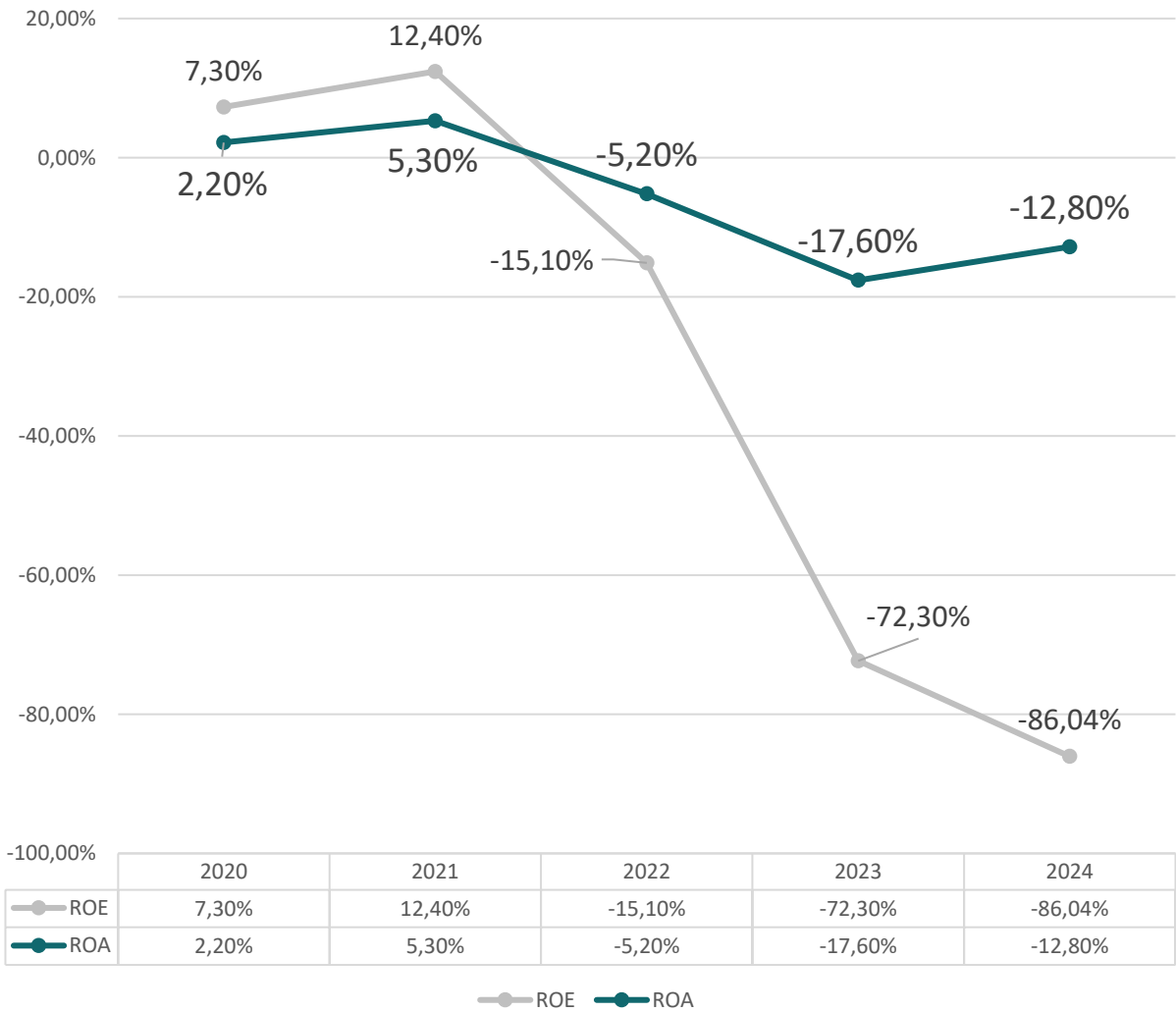
Total Assets



Total Equity



Financial Ratios (Consolidated)



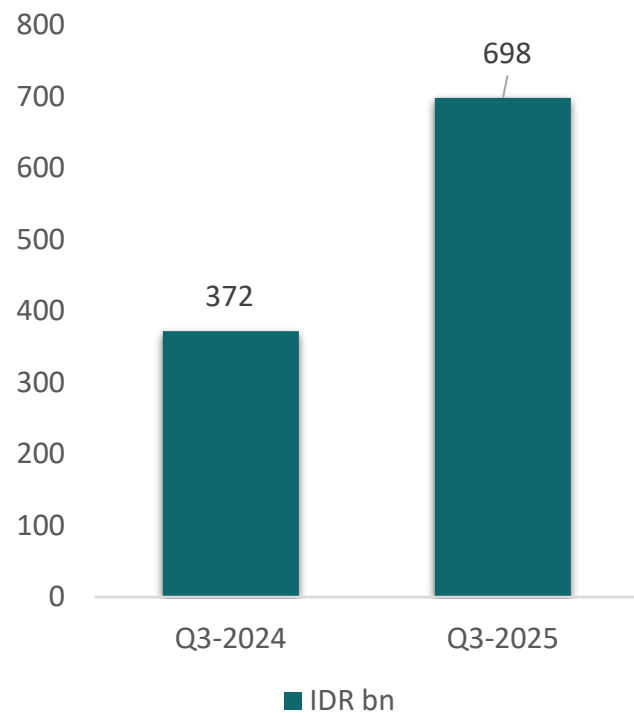


Q3-25 FINANCIAL (UNAUDITED)

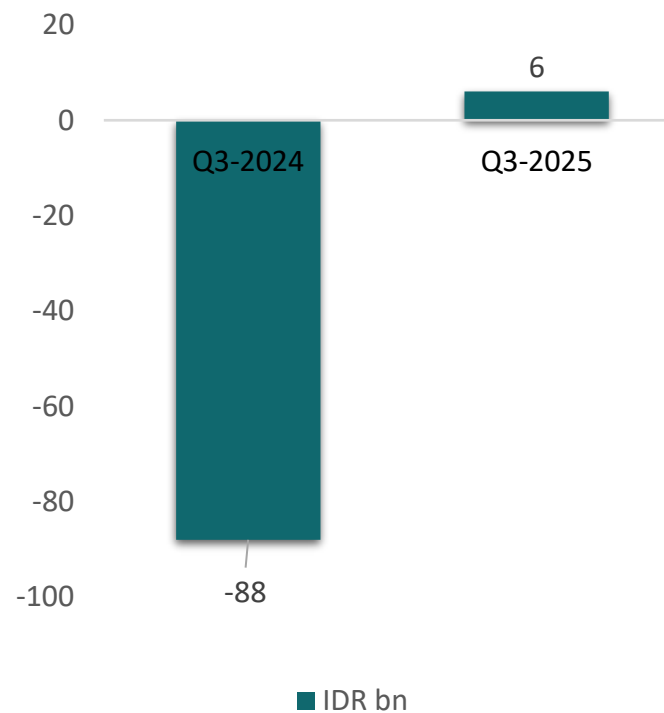


Consolidated Group Financial Performance

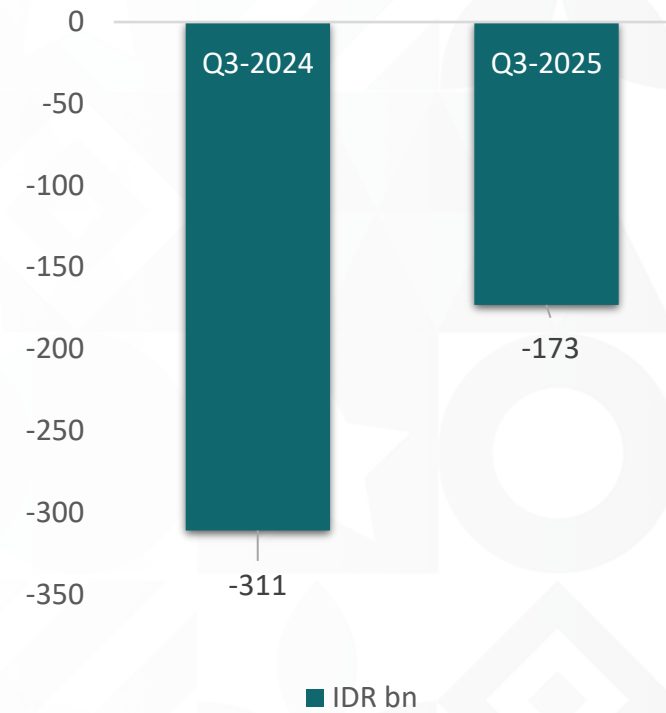
Revenue



Ebitda

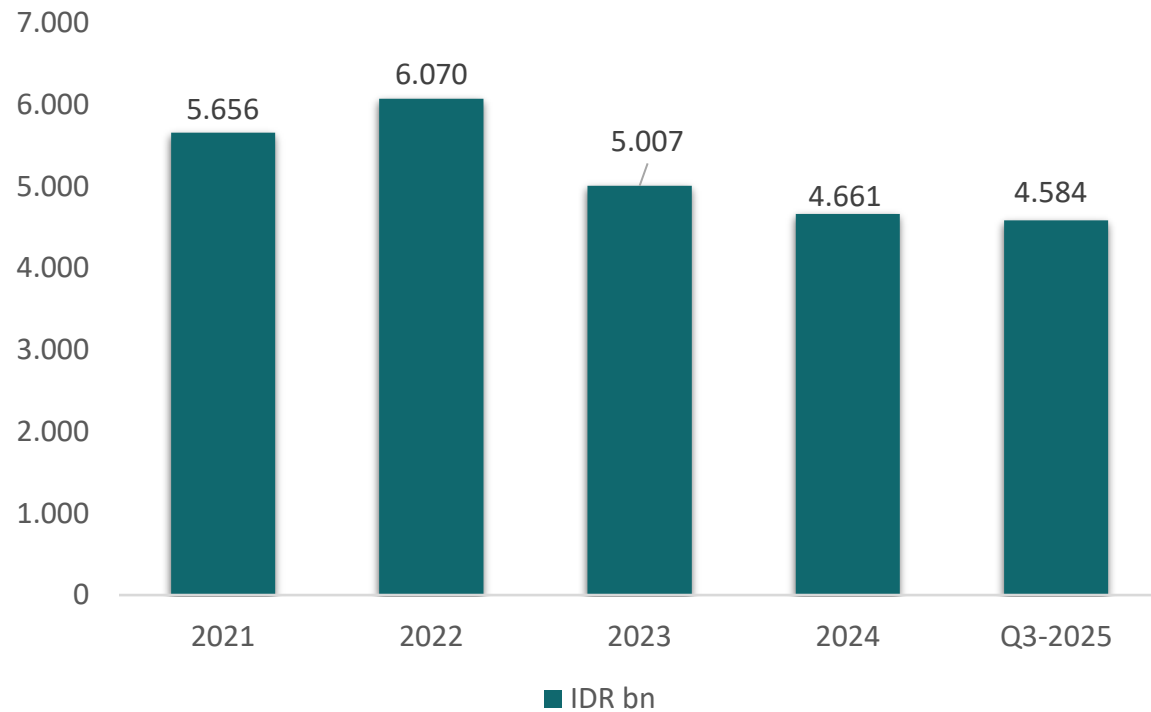


Net Profit

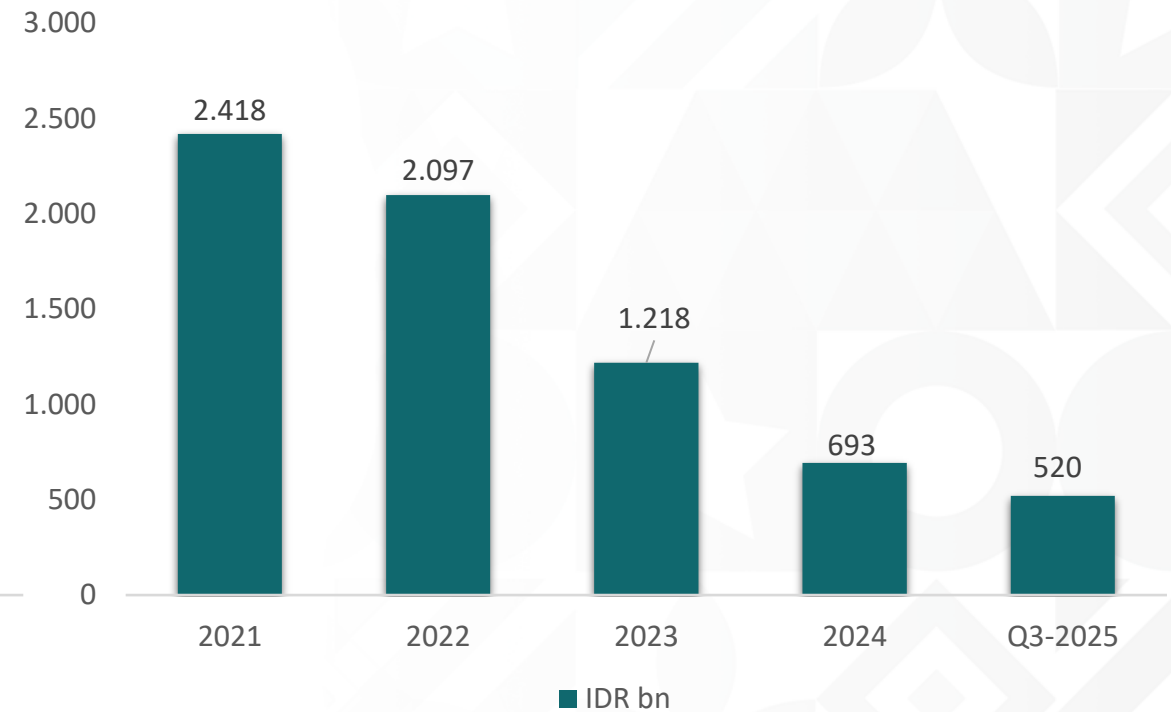


Consolidated Group Financial Performance

Total Assets

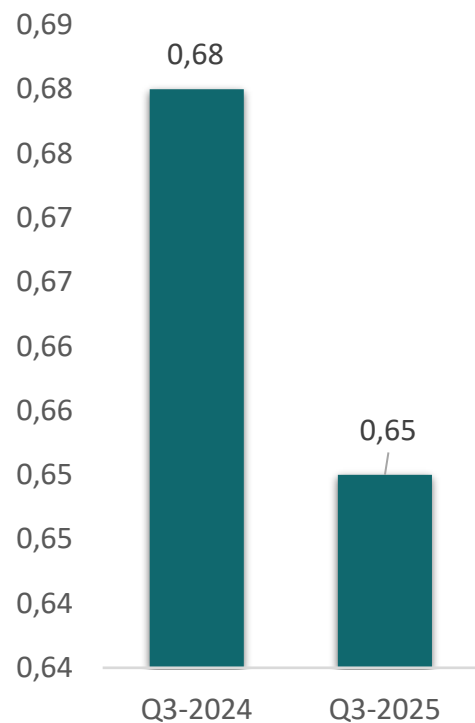


Total Equity

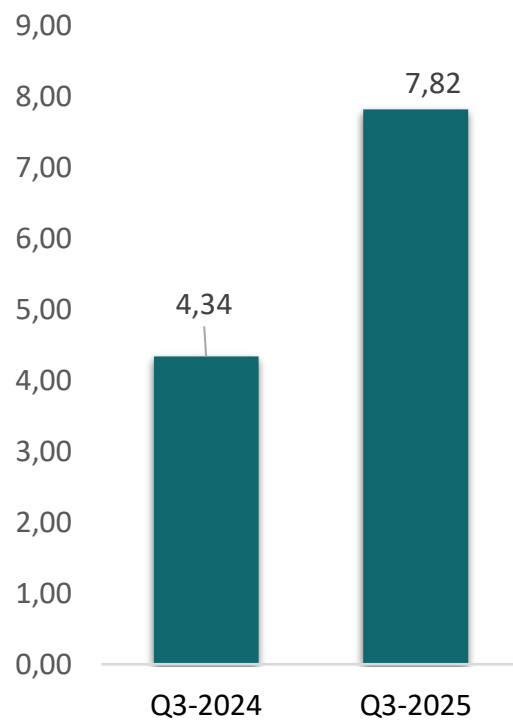


Consolidated Group Financial Performance

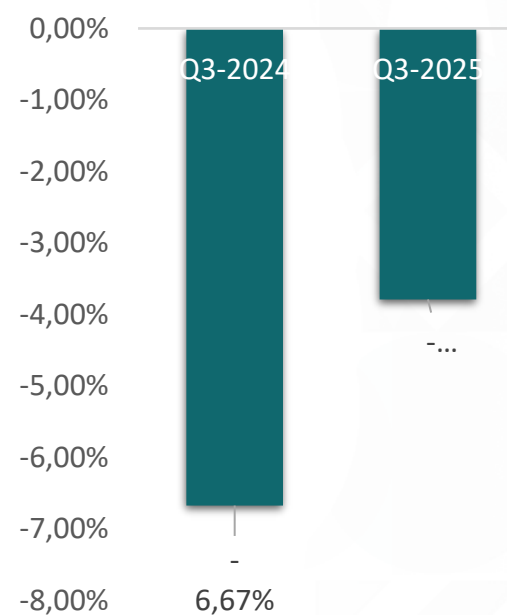
Current Ratio



DER



ROA



ROE

