



PUBLIC EXPOSE

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

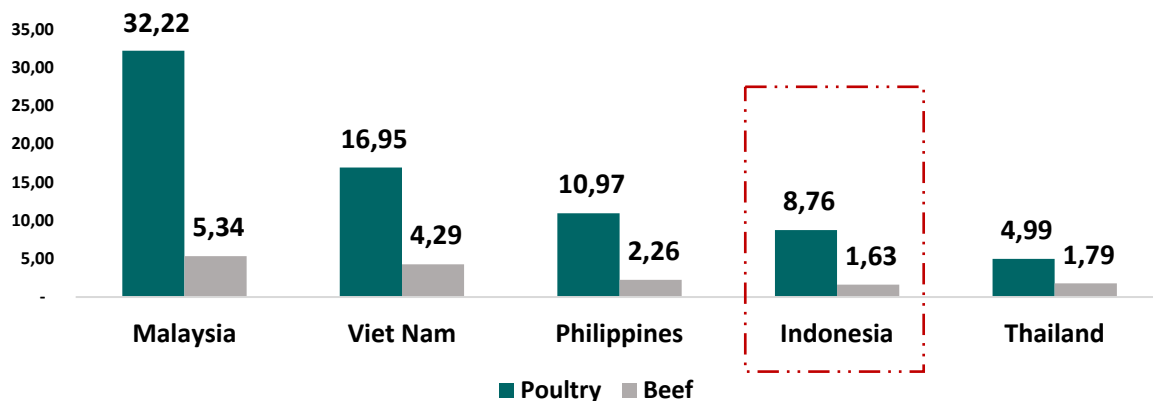
Selected food market consumption in Indonesia (2025 and 2030F)

| |  |  |  |  |  |
|--|--|---|---|---|---|
| | Beef | Poultry | Egg | Corn | Rice |
| CAGR 1,8% | | | | | |
| CAGR 2025-2030F at constant price (%) | 3,8 | 3,3 | 2,5 | 2,0 | 0,5 |
| 2030E | | | | | |
| IDR 1.288 Trillion** | | | | | |
| Qty (Thousand Tons) | 952 | 5.583 | 7.800 | 28.036 | 39.272 |
| Value (Trillion IDR)* | 129 | 206 | 212 | 161 | 581 |
| 2025 | | | | | |
| IDR 1.180 Trillion** | | | | | |
| Qty (Thousand Tons) | 790 | 4.743 | 6.883 | 25.360 | 38.235 |
| Value (Trillion IDR) | 107 | 175 | 187 | 146 | 565 |

*) The 2030F estimated value is the result of calculations using constant prices; **) Contains beef, poultry, egg, Corn, and rice

Beef and poultry consumption in Indonesia is still lower than beef and poultry consumption in Malaysia (2025)

FY 2025 - Consumption (kg/capita)



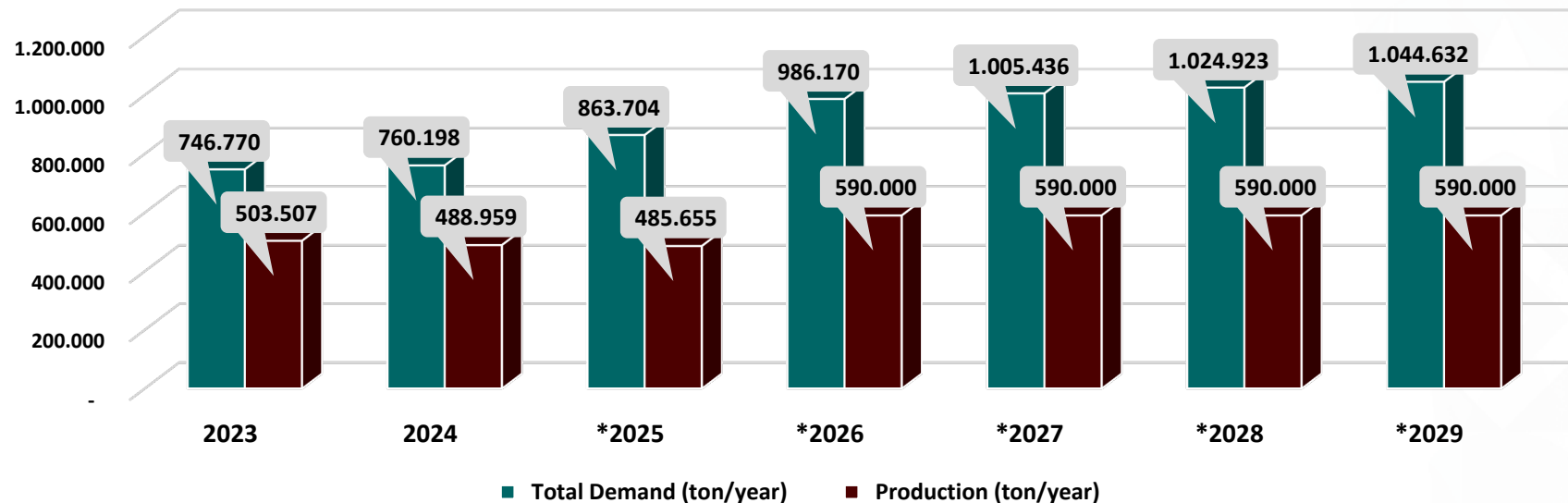
Source: OECD-FAO

- Indonesia's food market consumption is projected to increase in 2025–2030 including the demand for beef and poultry, driven by **population growth, a growing middle-income class, and the increasing role of beef and poultry as primary protein sources** in a Muslim-majority country.
- Household consumption of beef and poultry per capita in **Indonesia for 2025 are 1,63 kg/capita and 8,76 kg/capita (OECD-FAO)**, lower than selected Southeast Asian countries, indicates significant growth potential.
- Indonesia's per capita **GDP is forecast to reach over \$10,000 by 2030**, up from the current \$5,083. This means that living standards will improve and the growth in animal protein consumption will accelerate.
- According to the OECD-FAO, **by 2034, the growth of meat consumption in Indonesia is projected to be one of the highest in the world.**

Strong government support through Free Nutritious Meals (MBG) program

National Beef Supply and Demand

Indonesia Beef Supply and Demand 2023 –2029*



- **National beef consumption** from 2023 to 2029 is projected **to increase**.
- National beef production hasn't met the total national beef demand. The **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 with a potential contribution up to **20%** to national consumption

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 (ton/year) | - | - | 90.213 | 191.210 | 191.210 | 191.210 | 191.210 |
| Total Demand (ton/year) | 746.770 | 760.198 | 863.704 | 986.170 | 1.005.436 | 1.024.923 | 1.044.632 |
| Production (ton/year) | 503.507 | 488.959 | 485.655 | 590.000 | 590.000 | 590.000 | 590.000 |
| Surplus/Minus (ton/year) | - 243.263 | - 271.239 | - 378.048 | - 396.170 | - 415.436 | - 434.923 | - 454.632 |
| Fulfillment (%) | 67% | 64% | 56% | 49% | 48% | 47% | 46% |
| Surplus/Minus (%) | -33% | -36% | -44% | -51% | -52% | -53% | -54% |

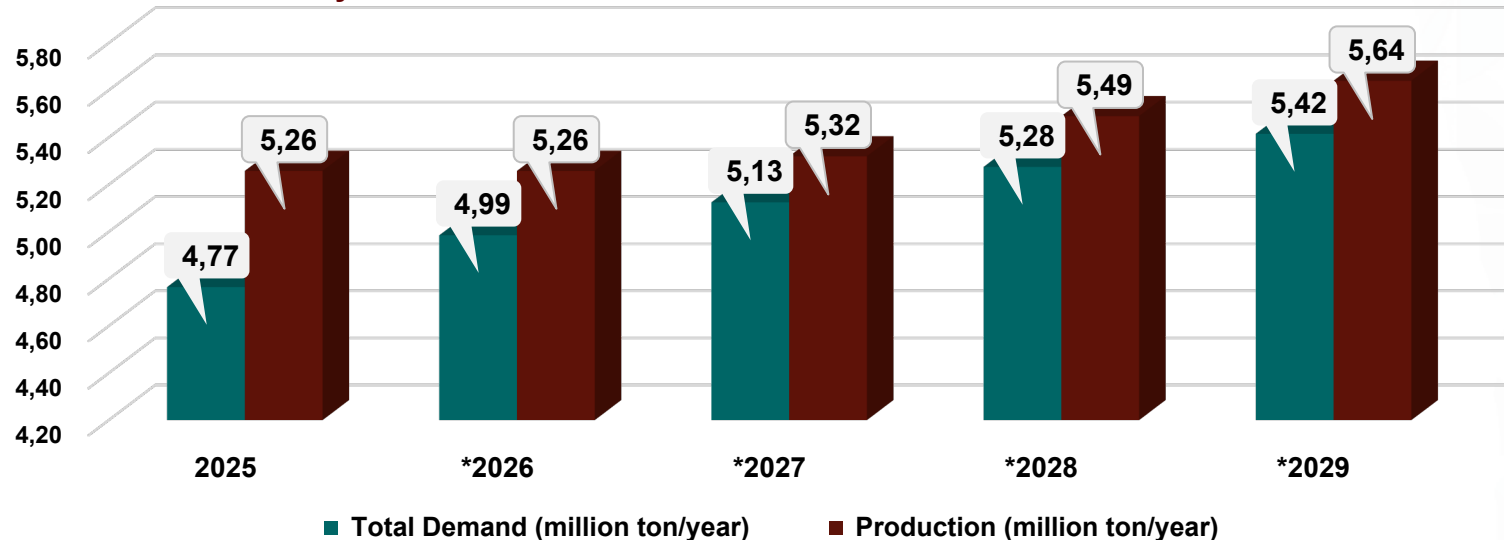
*2025-2029 is a projected number

Source: Badan Pusat Statistika 2025, diolah oleh IRMAR

Strong government support through Free Nutritious Meals (MBG) program

National Broiler Chicken Meat Supply and Demand

Commodity Balance of Broiler Chicken Meat in Indonesia 2023 - *2029



- Demand for broiler chicken meat is projected to **continue increasing until 2029**, following growth of population in Indonesia.
- There is additional consumption from the Free Nutritious Meals program around **915 thousand ton/year** start from 2025 with potential contribution up to **26%** to national consumption

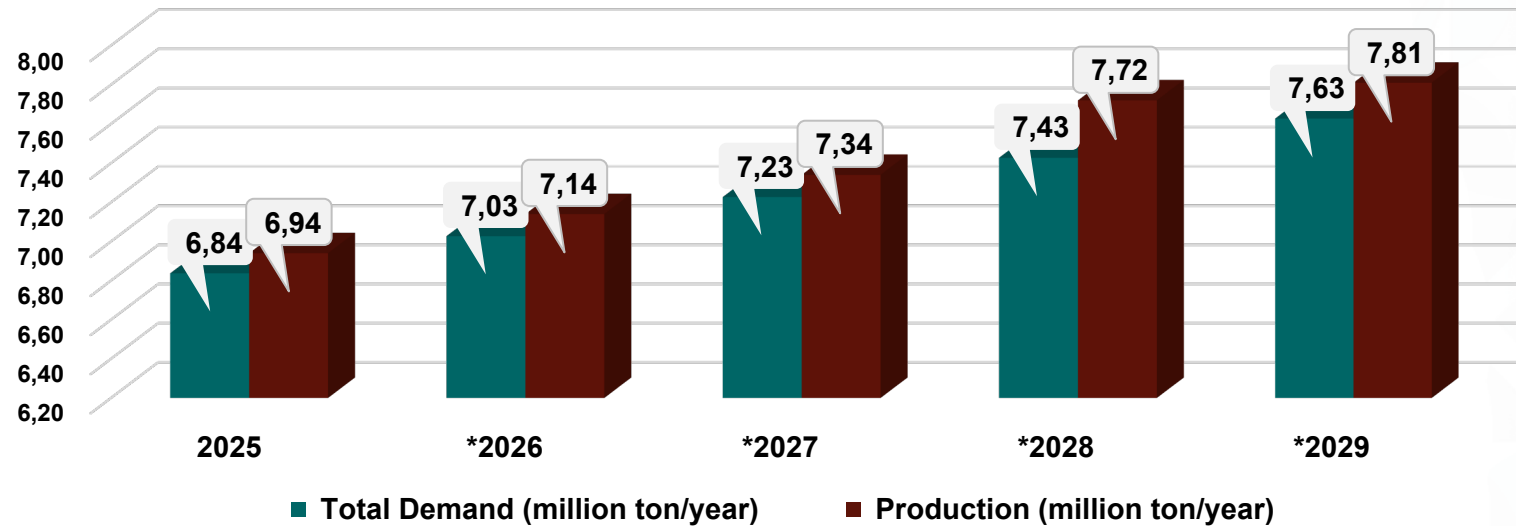
Commodity Balance of Broiler Chicken Meat

| Indicator | 2025 | *2026 | *2027 | *2028 | *2029 |
|--|------------|------------|------------|------------|------------|
| Population (million People) | 284 | 287 | 290 | 292 | 295 |
| Consumption (kg/capita/year) | 13,54 | 14,19 | 14,54 | 14,91 | 15,28 |
| Regular Consumption (million ton/year) | 3,85 | 4,07 | 4,21 | 4,36 | 4,50 |
| MBG (thousand ton/year) | 915 | 915 | 915 | 915 | 915 |
| Total Demand (million ton/year) | 4,77 | 4,99 | 5,13 | 5,28 | 5,42 |
| Production (million ton/year) | 5,26 | 5,26 | 5,32 | 5,49 | 5,64 |
| Surplus/Minus (thousand ton/year) | 493 | 273 | 195 | 215 | 225 |

Strong government support through Free Nutritious Meals (MBG) program

National Chicken Egg Supply Demand

Commodity Balance of Layer Chicken Egg in Indonesia 2023 - *2029



- Demand for chicken egg is projected to continue increasing until 2029.
- There is additional consumption from the Free Nutritious Meals program around **417 thousand ton/year** start from 2025 with a potential contribution up to **9%** to national consumption.

| Commodity Balance of Chicken Egg | | | | | |
|--|---------------|---------------|---------------|---------------|---------------|
| Indicator | 2025 | *2026 | *2027 | *2028 | *2029 |
| Population (million People) | 284 | 287 | 290 | 292 | 295 |
| Consumption (kg/capita/year) | 22,60 | 23,05 | 23,51 | 23,98 | 24,46 |
| Regular Consumption (million ton/year) | 6,42 | 6,61 | 6,81 | 7,01 | 7,21 |
| MBG (thousand ton/year) | 417,10 | 417,10 | 417,10 | 417,10 | 417,10 |
| Total Demand (million ton/year) | 6,84 | 7,03 | 7,23 | 7,43 | 7,63 |
| Production (million ton/year) | 6,94 | 7,14 | 7,34 | 7,72 | 7,81 |
| Surplus/Minus (thousand ton/year) | 103 | 113 | 113 | 293 | 183 |

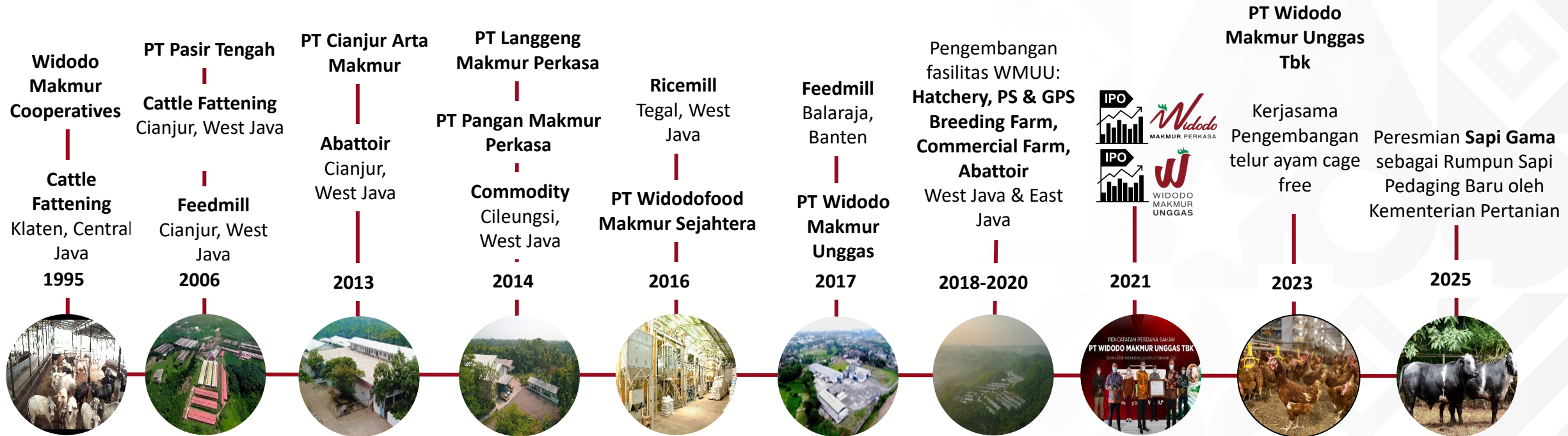


Company Overview

Business Lines In-Depth

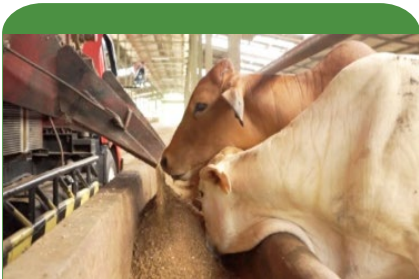
How Widodo Makmur Grew into a National Food Pillar

30 Years of Providing food for the Nation



Widodo Makmur Perkasa: A Vertically Integrated Business Built for Resilience and Scale

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

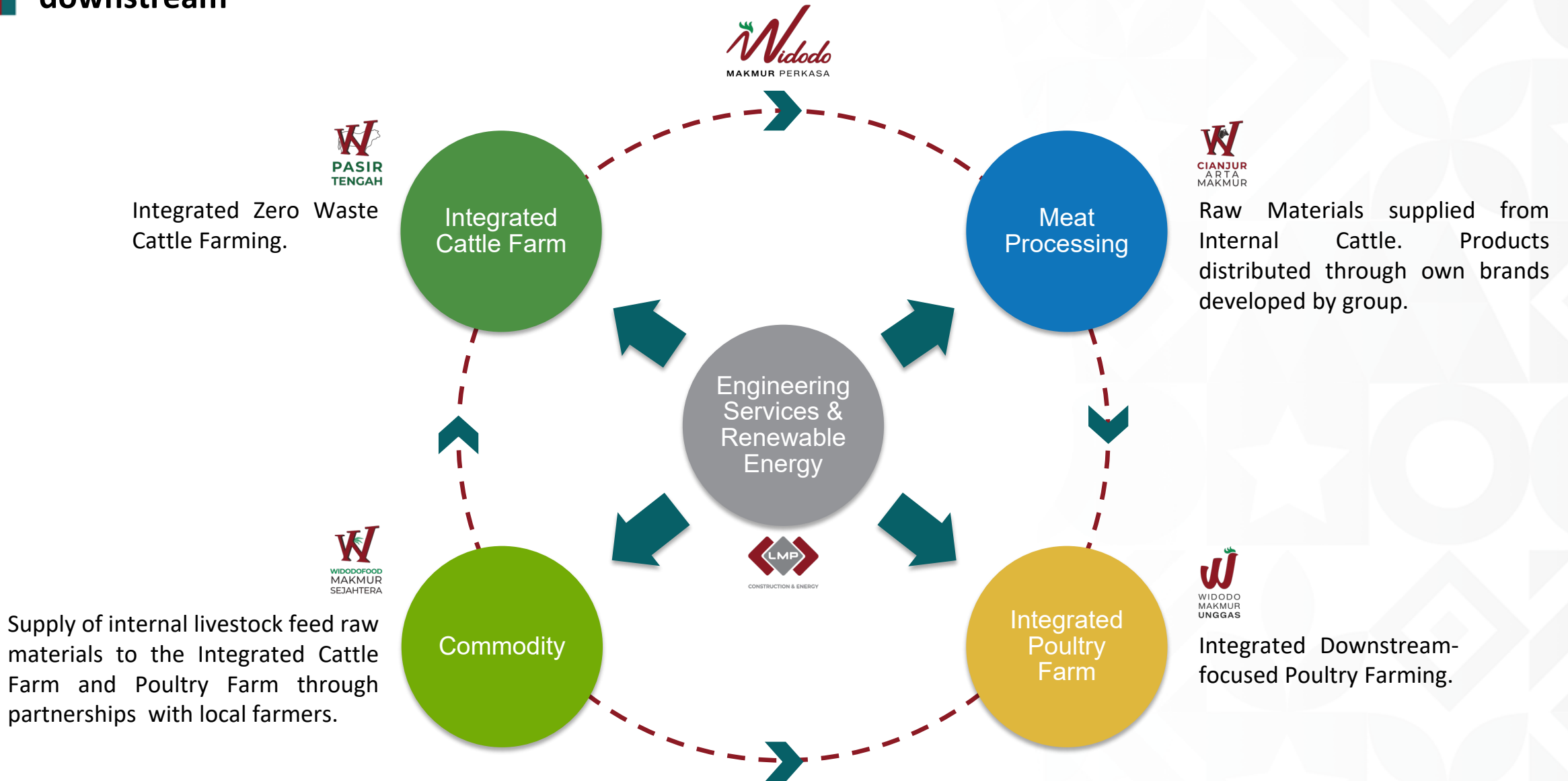
- Focusing on Internal Commodity Feed Material Supply



ENGINEERING SERVICES

- Focusing on Internal Facilities Construction
- Renewable Energy

Achieving sustainability and efficiency supported by integrated business process from upstream to downstream



Supported By Proven Management And Experienced Senior Mentors

Board of Commissioners



Prof. Dr. Ir. Ali Agus, DAA., DEA., IPU., ASEAN.Eng
Chief Commissioner

- Professor of Animal Science, in Gadjah Mada University, Indonesia.
- More than 30 years of research & academic experience in Animal Nutrition and Feed Science.



Mayjen TNI (Purn) A.Z Siregar MSc. MSee
Independent Commissioner

- More than 40 years of experience in government institutions and has held several strategic positions on a national scale.

Board of Directors



Ir. Tumiyana M.B.A.
Chief Executive Officer

- Founder of Widodo Makmur Perkasa.
- Formerly was CEO of two renown SoEs in Indonesia, with more than 30 years of experience in Indonesia SoE companies.



Giyono S.Pt, MM
Director

- More than 20 years of management experience.
- More than 25 years of experience in Widodo Makmur Perkasa.

Professional Advisors



Dr. drh. Kurnia Achyadi, MS.

- Member of the Expert Council of the Indonesian Veterinary Medicine Association (ASOHI).
- More than 30 years of research & experience in Cattle Livestock & Animal Health

High market accessibility through strong connectivity, wide distribution reach, existing facilities and innovative strategy for new market penetration

EXTENSIVE NETWORK WITH PROMISING GROWTH POTENTIAL



JABODEBEK

- Head Office, Cilangkap
- Wismaya Apartment, Bekasi
- Cariu Farm, Bogor
- WMS Warehouse, Cileungsi, Bogor
- CAM Warehouse, Cileungsi, Bogor

JAWA TENGAH

- Rice Mill, Tegal
- Poultry Partnership, Sragen
- Layer Sawit, Klaten
- Joglo Tumiyono, Klaten
- Klaten Farm, Klaten
- RPA Giritontro, Wonogiri

YOGYAKARTA

- Student Castle Apartment, Yogyakarta
- Hatchery, Ngawen, Gunung Kidul
- Breeding, Tonggor, Gunung Kidul

JAWA BARAT

- GPS Breeding, Sukabumi
- Cianjur Farm, Cianjur
- RPH Cianjur, Cianjur
- PWM Factory, Cianjur

BANTEN

- Feed Mill, Balaraja, Tangerang

JAWA TIMUR

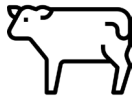
- Feed Mill, Ngawi



Business Description – Integrated Cattle Farm

The largest cattle farm in Indonesia

Indonesia's largest cattle farm



Capacity of **172,000 heads/year**
(Frost & Sullivan)

ESG partnership with local farmers



Healthy and supportive environment for livestock and surrounding community

Australian-majority feeder stock



Majority of young cattle are sourced from Australia, where small portion are sourced locally

1

Cattle Farm



130 ha

Cianjur Farm

35 ha

Cariu Farm

- Supply are mainly sourced from Australia
- Revenue stream are from selling high quality live cattle
- Supported by renewable energy of **250 KWp capacity**

2

Feedmill



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

3

Cross Breeding



- 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.

Integrated Poultry Farm

Indonesia's largest modern poultry abattoir, focused on downstream products

Biggest modern poultry abattoir in Indonesia



With a capacity of **12,000 heads/hour** (Frost & Sullivan)

Listed on the Indonesia Stock Exchange



PT Widodo Makmur Unggas Tbk ("WMUU") has been listed since February 2021

Focus on downstream products



WMUU's growth strategy will focus on **downstream products (carcass segment)**, where competitors concentrate more on feed or live birds

1 Poultry Farm



2 Hatchery



3 Feedmill



4 Abattoir



5 Processed Meat Products



- GPS (West Java) – **16,000 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 capacity - **36.000 tonnes/year**.

- Central Java – **12,000 heads/hour**
Eq **79,380 tonnes/year**
- Cold storage – **6.000 tonnes**
- Supported by Renewable Energy – Installed **1.700 KWp** capacity

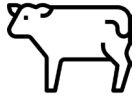
- **4,600 tonnes of meat processed every year** into a variety of around **550 products** i.e.,
 - ✓ Sausage : **1,500 tonnes/year**;
 - ✓ Meatball : **900 tonnes/year**;
 - ✓ Nugget : **700 tonnes/year**; and
 - ✓ Chicken Parting: **1,500 tonnes/year**.

*) Under joint operation

Meat Processing and Leather Manufacturing

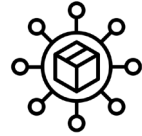
Indonesia's largest modern cattle abattoir, extending value into leather

Biggest modern cattle abattoir in Indonesia



Operates at **300 heads/day** (Frost & Sullivan)

Own-brand nationwide distribution



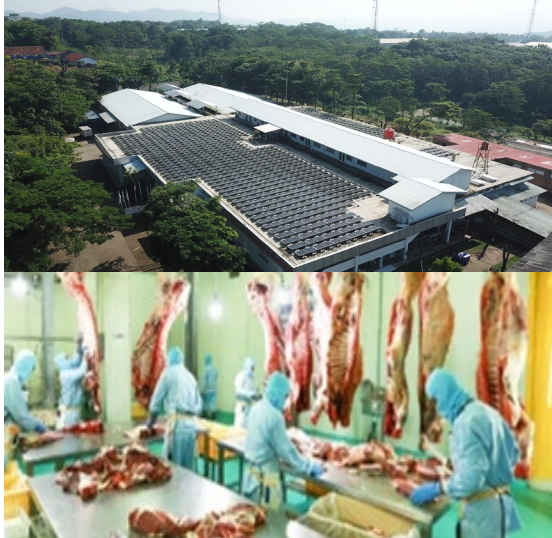
Meat products are **distributed under own-brand** across the nation

Diverse channels



The products are sold to **supermarkets and hospitality sector** (e.g., hotels, restaurants, and cafes)

1 Abattoir



- West Java - **300 heads/day**.
- Imported frozen and chilled fresh beef:
- ✓ Tenderloin steak
- ✓ Rib eye steak
- ✓ Tomahawk steak
- ✓ T-bone steak
- ✓ Beef slices & beef cuts, etc.
- Supported by renewable energy of **150 KWp capacity**



2 Leather Factory



- West Java - **2,000,000 sq feet / year**
- Supporting fashion, automotive, upholstery, and aviation industries
- Supplying **Lion Air Group** seat covers – totaling **593,909 sq ft eq. 16.144 seat** ; and **Garuda Indonesia Group**



Lion Air
372,372
sq ft

Super Air Jet
138,520
sq ft

Batik Air
41,787
sq ft

Wings Air
41,230
sq ft

Business Description – Commodities Trading

Integral part of the business ecosystem to drive cost efficiency

Commodities traded



Engages in commodity trading of **corn, sugar, and soybean**

Internal supply



Captive **raw material source** for group's **cattle and poultry feed**

Cost efficiency



Reduces procurement costs across the group

1

Warehouse



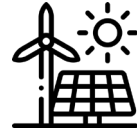
1. Central Java – **3,000 mt**; and
2. West Java - **5,000 mt**.

Infrastructure construction



Dedicated construction arm supporting WMPP's business lines, from cattle farms to processing facilities

Renewable energy



Design and install solar infrastructure across all group facilities, as part of WMPP's group-wide sustainability initiative

Fully captive model



All current projects are in support of Widodo Makmur Group, **ensuring cost control and aligned execution standards**

1

In-house Projects



- Internal group CAPEX delivery
- Most construction projects across group companies are contracted to this subsidiary

2

Renewable Energy



- Contracted to oversee the installation of the renewable energy infrastructure, including solar panels, in all group facilities.
- Current total installed capacity: **2.100 KWp** and plan to increase to **5.720 KWp**. Generate an efficiency up to **30%** compared to conventional energy

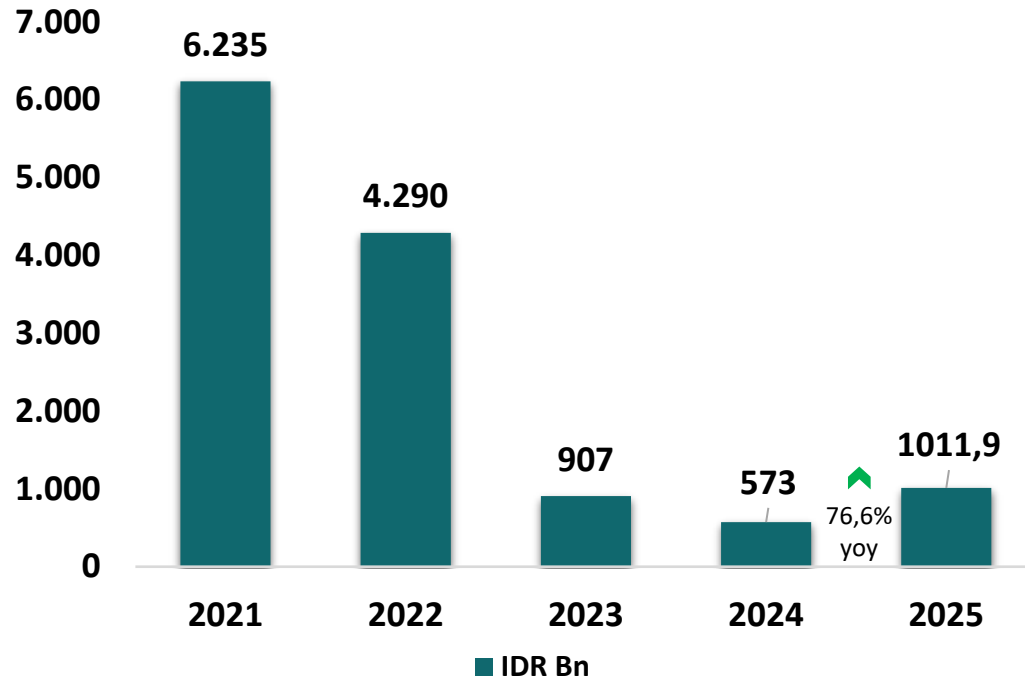


Financial Highlight

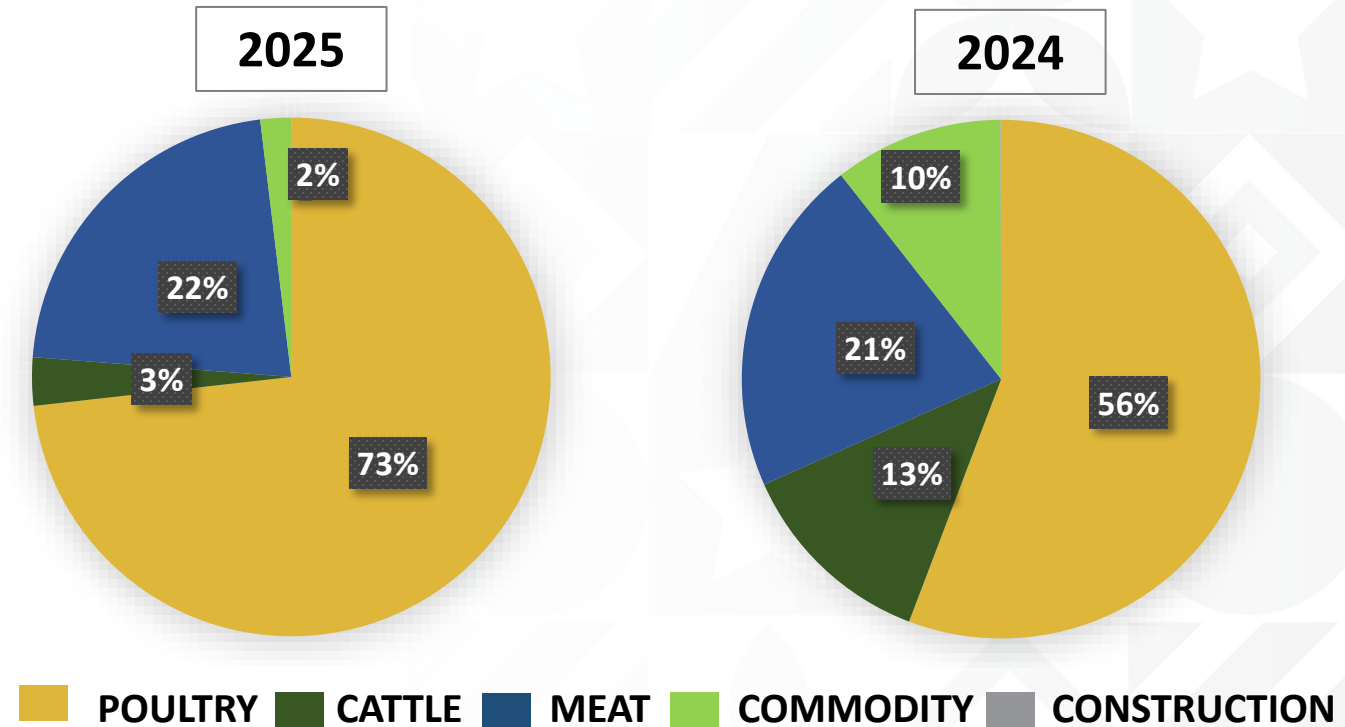
2025 Audited Consolidated

Revenue

Consolidated Group Revenue Performance



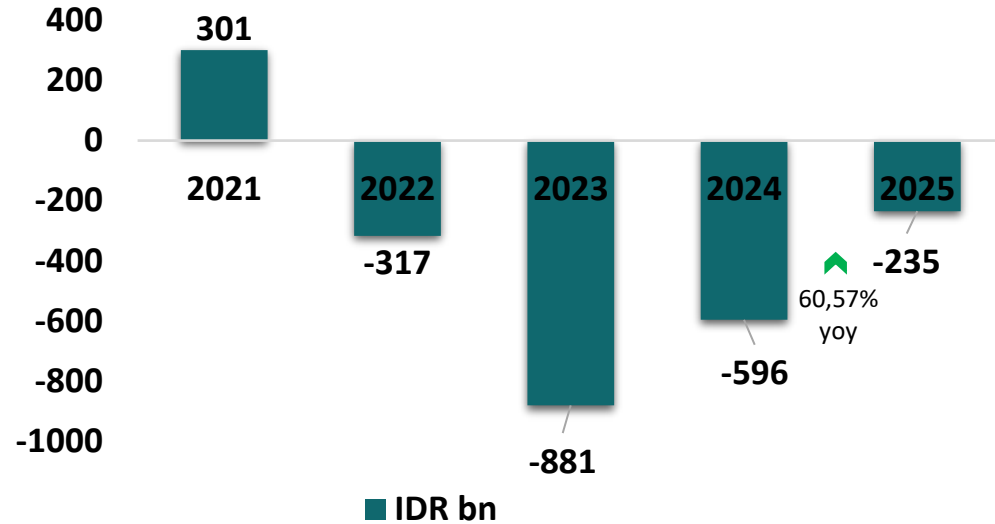
Revenue Contributor



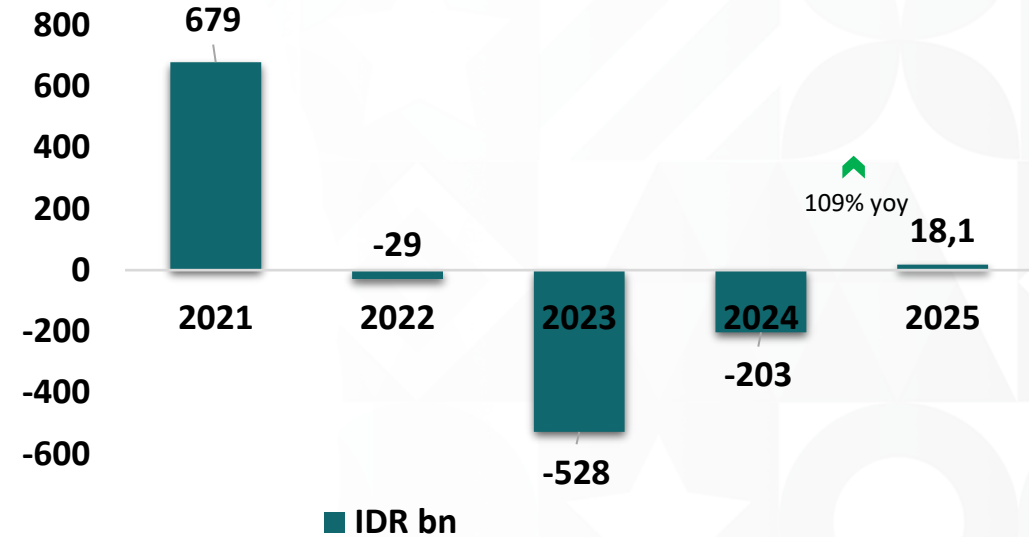
- Revenue in 2025 increase significantly by 76.6% yoy, driven by increase in sales of carcasses and beef meat, egg and leather.
- Whereby 73% of revenue is contributed by poultry, followed by meat, and the remaining are from cattle and commodity.

Ebitda & Net Profit

Net Profit



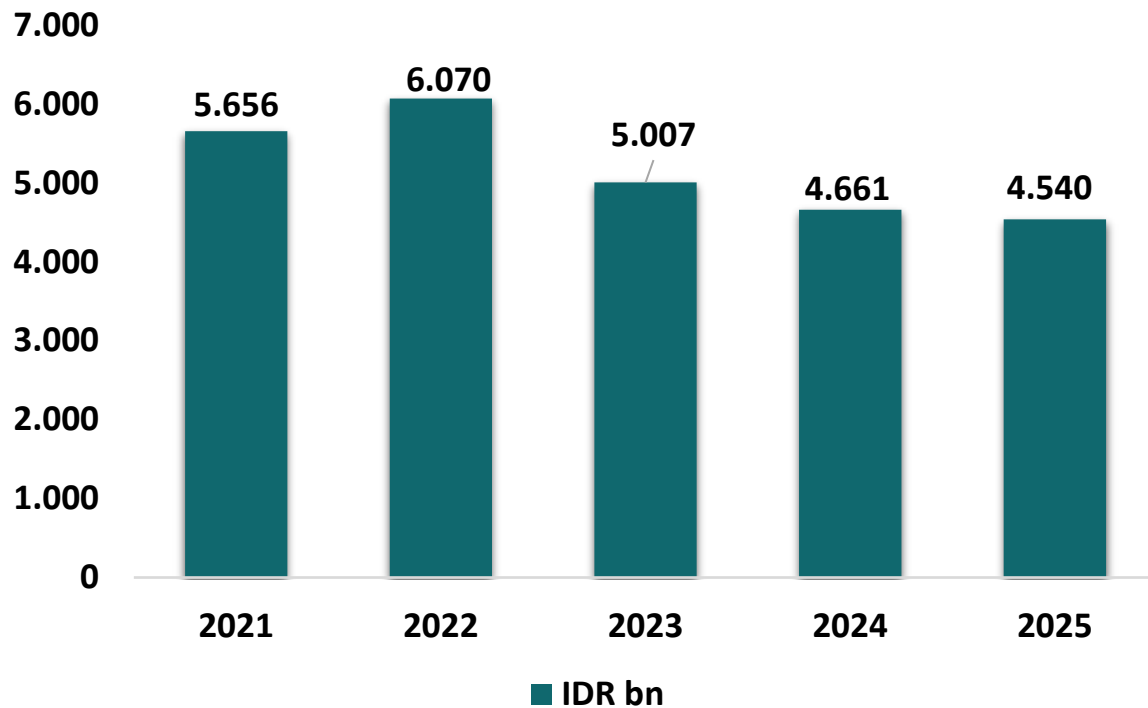
EBITDA



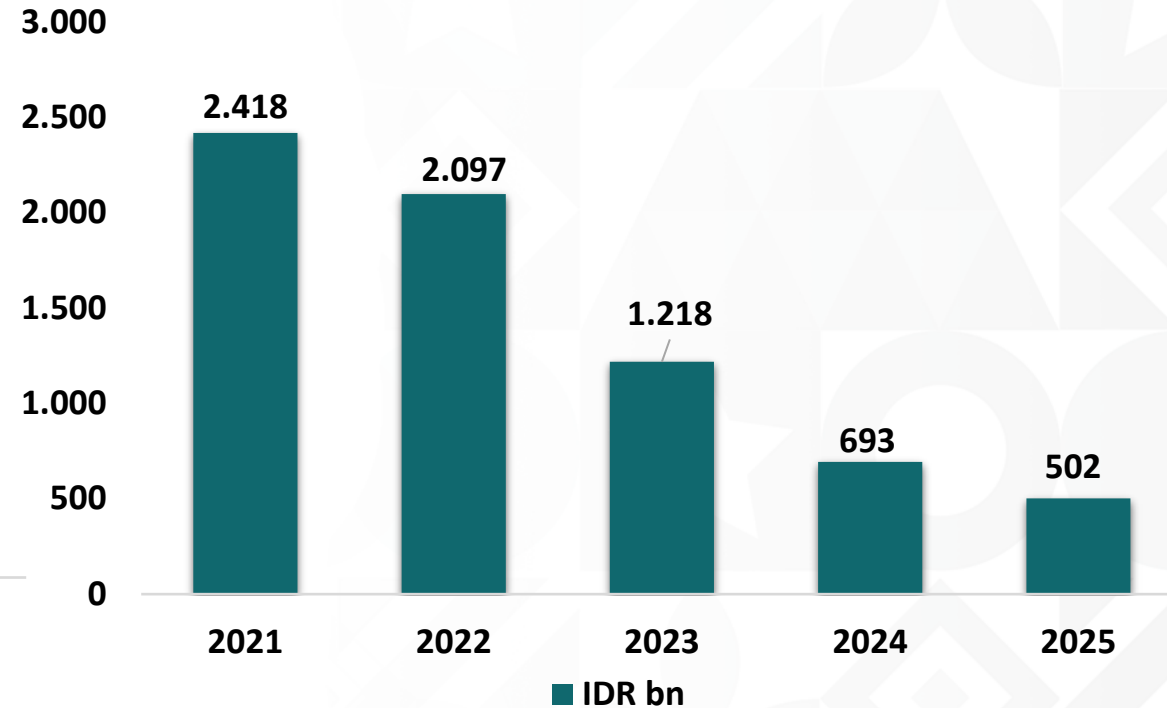
- Net loss is booked at – IDR 235bn, improved from 2024 numbers by 60.57% yoy, showing Company’s effort to maintain efficiency and improve profitability.
- EBITDA is recorded at positive IDR 18.1bn in 2025, a turn to positive number compared to the last 2 years.

Asset & Equity

Total Assets

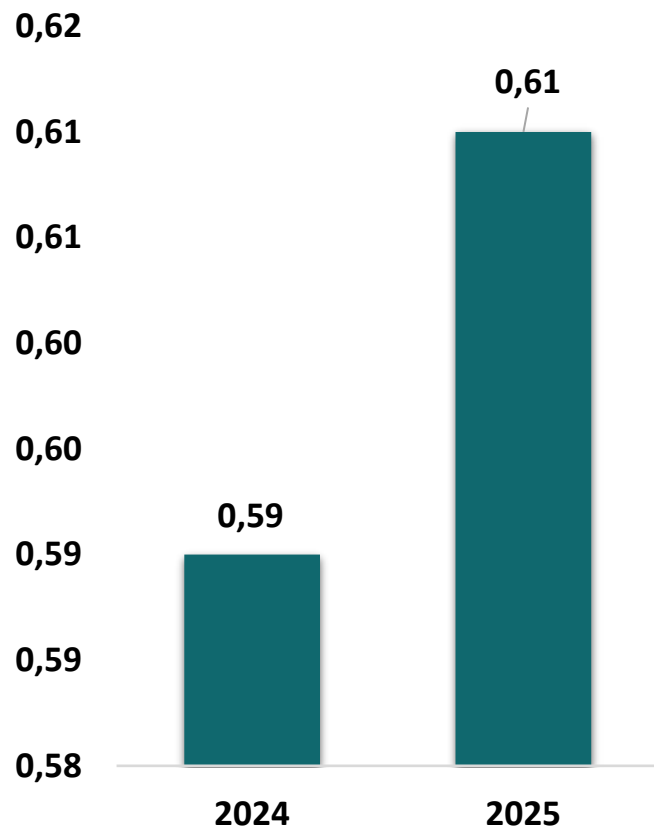


Total Equity

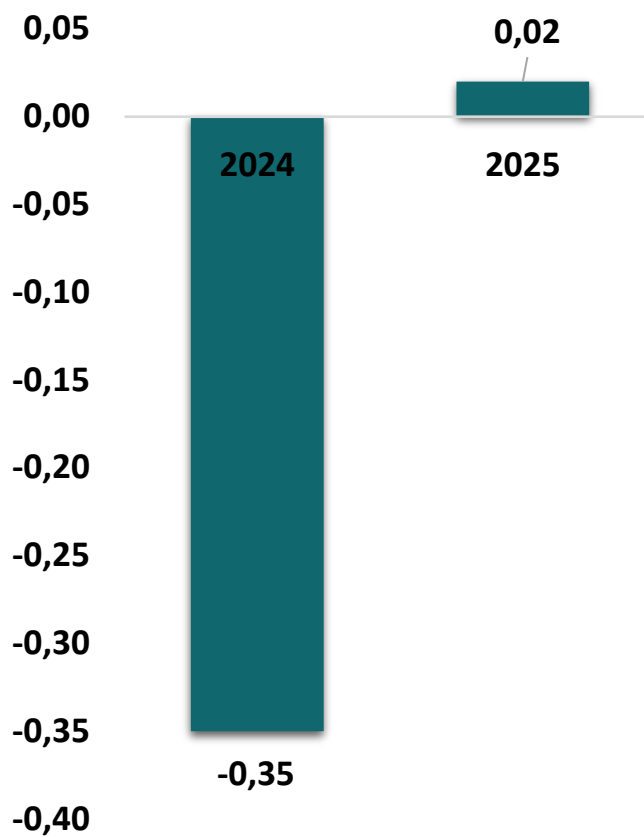


Consolidated Financial Ratios

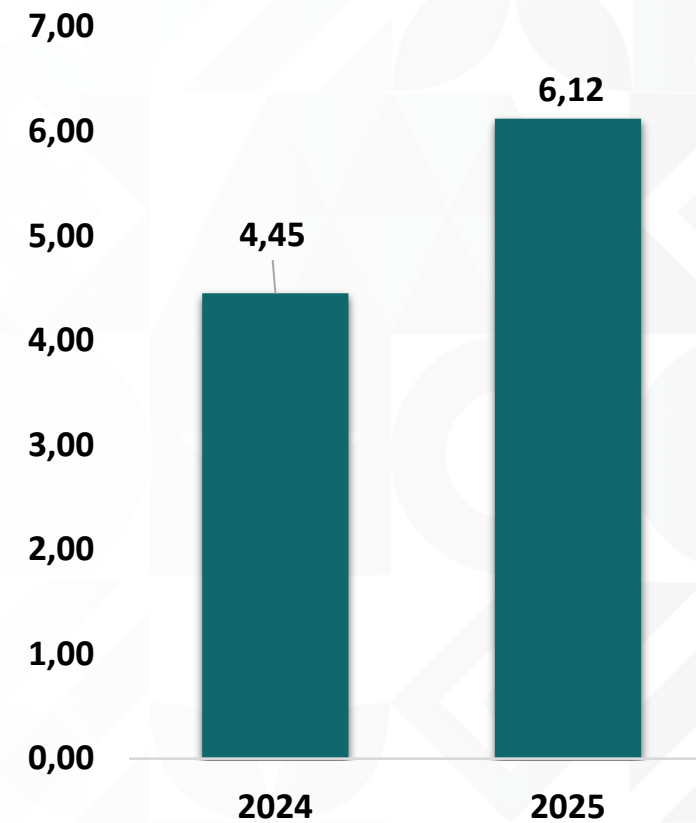
Current Ratio



Ebitda Margin Ratio



Gearing Ratio





Business Plan

The Strategic Step Toward Business Sustainability

Strategic Business Plan

1 OPERATION



Optimize **poultry slaughterhouse (RPA)** utilization to **12,000** birds per hour



Scale **layer farm population** from **350,000** by 2026 to **1,000,000** birds by 2028



Accelerate **cattle ADG** growth to a minimum of **1.6 kg** per day



Establish **Gama Cattle** as a premium high-quality breeding stock



Expand **feedlot operations** into targeted new areas (West Java, Central Java, East Java, & IKN)

2 FINANCE



Drive **cost efficiency** through solar energy adoption and other operational savings



Execute all obligations in accordance with the **restructuring plan**



Strengthen EBITDA to support working capital requirements



Divest non-productive assets to optimize capital allocation

3 MARKETING



Build **distribution channels** to penetrate markets across multiple regions



Capture **greater market share** through targeted sales and brand initiatives



Launch **product innovations and variations** to meet evolving consumer demand



THANK YOU

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