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Public Expose

PT Ultrajaya Milk Industry & Trading Company Tbk

19 December 2025

Agenda Presentation

Public Expose 2025

01  Company Overview



02  Update 3Q2025



03  Corporate Sustainability Strategy

04  Corporate Action 2025

05  Financial Report Highlights

● Company Overview

Company Business Overview

Establishment and Production

The Company was established in 1970 and began commercial production in 1975

Quality Excellence

- ✓ Pioneer of liquid milk beverage products with UHT technology;
- ✓ Quality aseptic packaging through partnerships with Tetra Pak Since 1975 and Combibloc Since 1998.

Sustainable Growth

- ✓ Revenue Growth CAGR 8.16% in the last 12 years;
- ✓ Listed on the Indonesia Stock Exchange since July 1990, ticker code **ULTJ**;
- ✓ Market leader in packaged beverage products (UHT Milk and Tea Ready-to-Drink) in Indonesia.

Company Business Overview



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Production

- ✓ Production is carried out directly and through joint venture entities ("JV") and toll manufacturing;
- ✓ Vertically integrated and automated production processes.



Farm Support

- ✓ Support for fresh milk sources from 2 owned dairy farms;
- ✓ Supply from farm industry and cooperative dairy farms including UMKM / Micro, Small, and Medium Enterprises



Sales and Distribution

- ✓ Extensive sales and distribution network throughout Indonesia and overseas



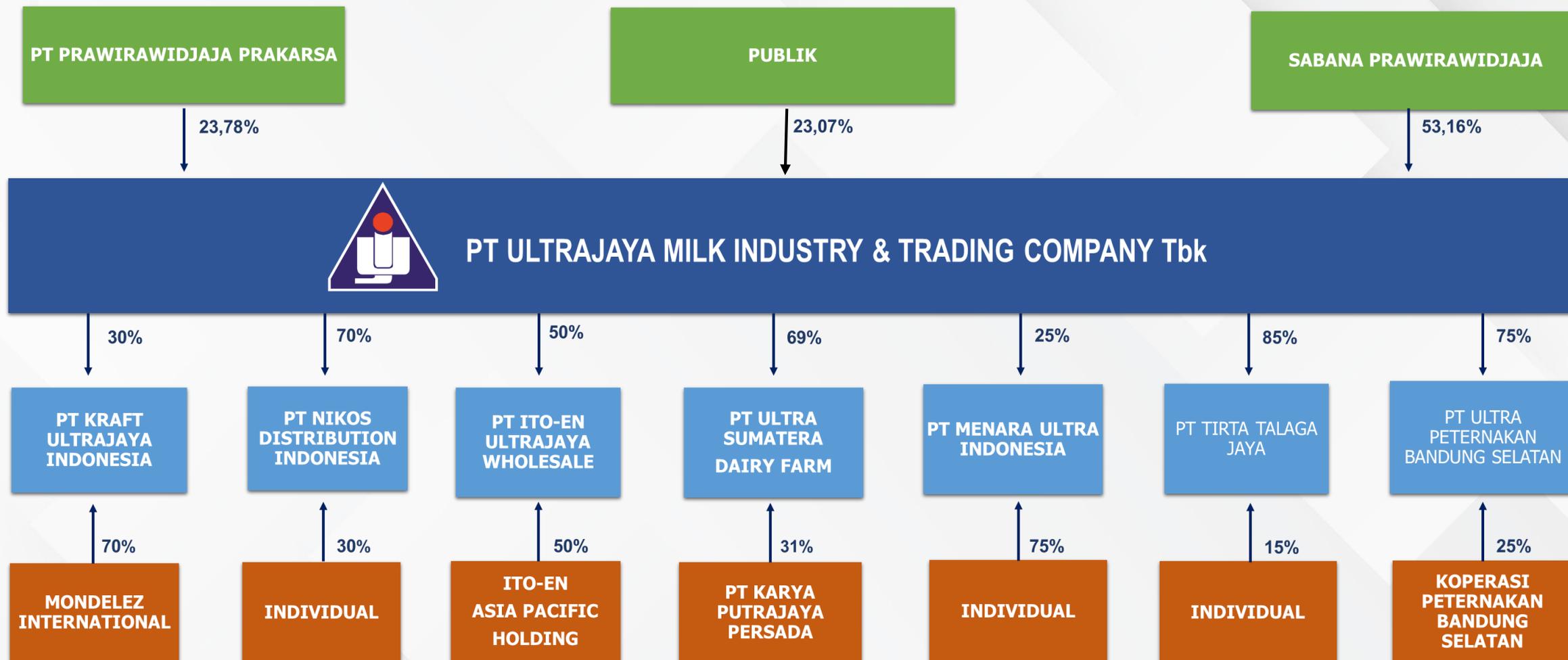
Product variety

- ✓ Developing over 25 variants of quality UHT beverage products, including milk and non-milk categories.
- ✓ Producing powdered milk and packaged juice drinks through Toll Manufacturing.

Subsidiaries, Associated & JV



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Board of Directors & Commissioners

Sabana Prawirawidjaja

Founder and President Direktur

- He is one of the founders of the Company.
- Appointed as President Director of the Company since 1971 Serves as Commissioner at PT Kraft Ultrajaya Indonesia, Main Commissioner at PT NDI, Main Commissioner at PT Ito En Ultrajaya Wholesale, Commissioner at PT UPBS, and Main Director at PT USDF

Samudera Prawirawidjaja

Director

- Over 25 years of experience with Ultrajaya since 1989.
- Also serves as President Director of PT Campina Ice Cream Industry, Director of PT Kraft Ultrajaya Indonesia, Director of PT Ito En Ultrajaya Wholesale, and Commissioner of PT USDF.
- Wholesale, dan Komisaris di PT USDF

Jutianto Isnandar

Director

- Worked at Ultrajaya since 1974 as Production Manager, Assistant Plant Manager, Sales & Distribution Manager and currently serves as Director.
- Previously worked at PT Indomilk Served as President Commissioner of PT Campina Ice Cream Industry

SUPIANDI PRAWIRAWIDJAJA

Presiden Komisaris

- He is one of the founders of the Company
- Has served as Deputy Director of the Company (1971-1980).

SUHENDRA PRAWIRAWIDJAJA

Komisaris

- Served as the manager of CH Art & Poetry Studio (1999-present)

SONY DEVANO

Komisaris Independen

- He has also worked as a CEO at SAR Tax & Management Consultant since 2013, has been an attorney at the Tax Court since 2000, has been a Partner at a Public Accounting Firm since 2018, and as a master program lecturer at Padjajaran University.

EVITA PUSPITASARI

Komisaris Independen

- Works also as a Lecturer in the Department of Accounting, Faculty of Economics and Business, UNPAD, since 1999;
- Audit Committee of the Indonesian Education University, since 2020; Expert Staff of SAR TAX Management & Consultant, since 2021;
- Partner of Sarana Solusi Nawala (SSN) Consulting, since 2023; Expert Staff of KAP Jojo Sunaryo & Rekan (JSR) Bandung Branch, since 2024

The complete profiles of the Board of Directors and Board of Commissioners can be found on the Company's website and Annual Report.

Vision, Mission, Values & Culture



Vision

To become **the best and the largest Food and Beverage industry in Indonesia**, through consistently prioritizing consumers satisfaction, and highly upholding our stockholders and business partners' trusts.



Mission

To conduct business based on high sensitivity, consistently orienting to the market and consumers, continuously maintaining environmental consciousness, with the end goal of optimally conducting business to achieve value added performance to our Shareholders



Values & Cultures

Quality

Integrity

Customer Focus

Value Added

Teamwork & Collaboration



Update 3Q2025



National Economic Overview



Economic Highlights

September 2025



+5.12%

Economic Growth

Q2-2025 (yoy)

Q2-2024: 5.05% (yoy)



2.65% (yoy)

Headline Inflation

2025 Target: 2.5±1%



-3.21% (ytd)

Currency Exchange

IDR16,692/USD

-9.27% (yoy)



4.75%

BI-Rate

2023: 2 rises

2024: 1 rise, 1 cut

2025: 5 cuts

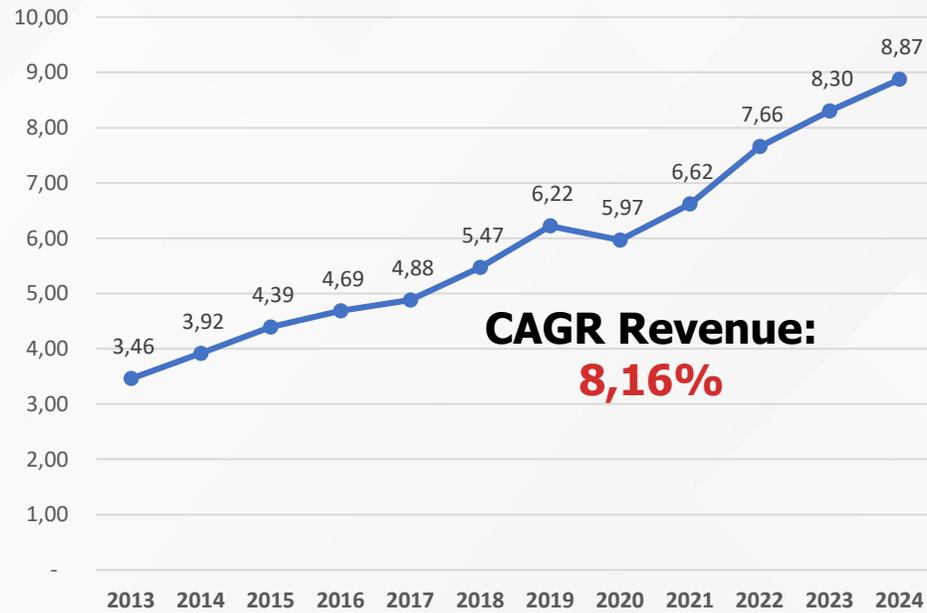
Source: Bank Indonesia, Statistics Indonesia

Company Growth



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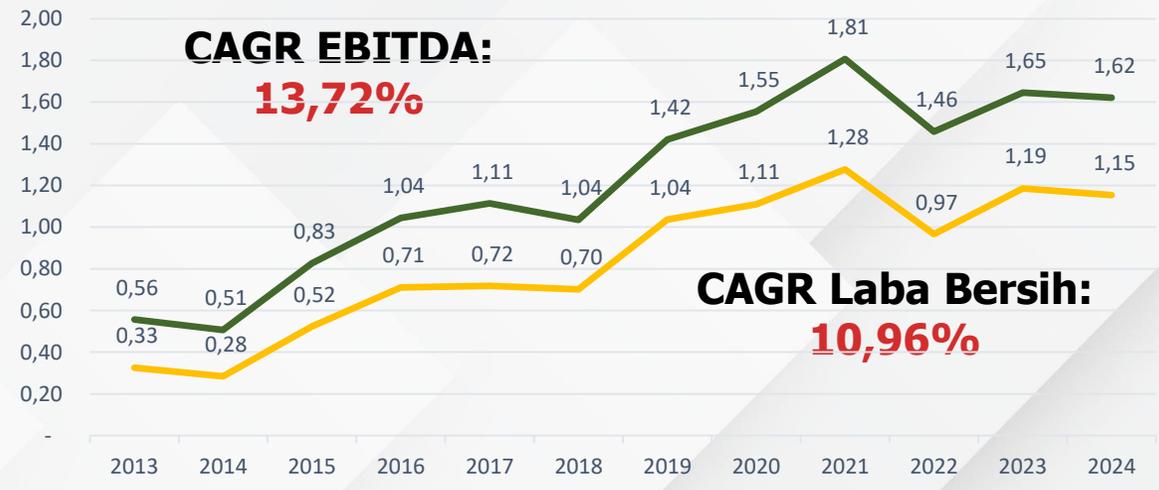
Revenue



Numbers in Trillion Rupiah

CAGR (Compound Annual Growth Rate)

Net Profit & EBITDA



NET PROFIT EBITDA-1
Numbers in Trillion Rupiah

¹ EBITDA (Earning before interest, tax, depreciation, amortization);

Result 3Q2025



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SALES REVENUE

IDR 6,238 Trillion
vs. LY 6,583 Trillion
- 5,2%



NET PROFIT

IDR 974 Billion
vs. LY 893 Billion
+ 9,0%

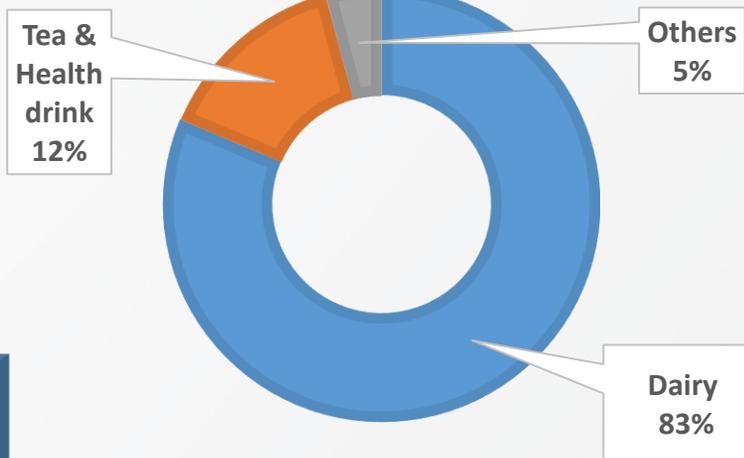


EBITDA

IDR 1,331 Trillion
vs. LY 1,231 Trillion
+ 8,1%

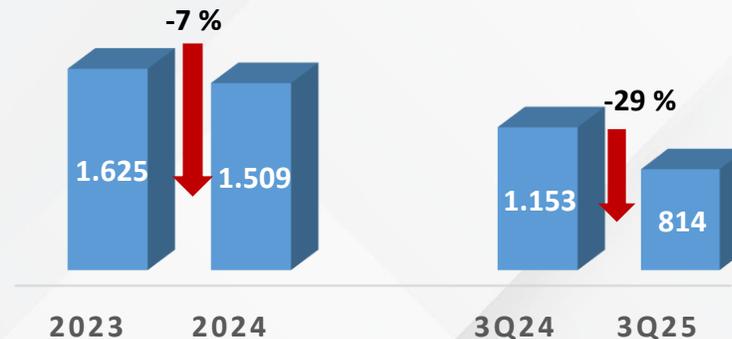
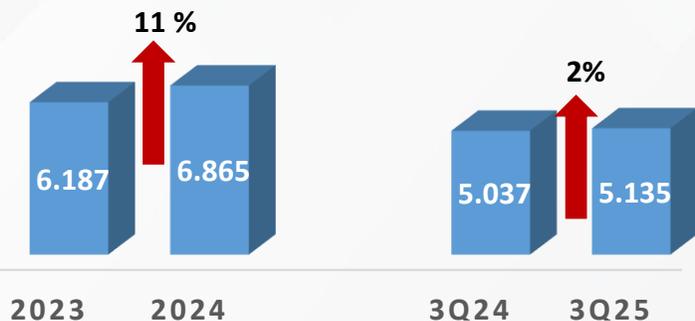
Business Overview

SALES 3Q2025



Dairy Products
(Bilion Rupiah, %)

Tea & Healthy Drink Products
(Bilion Rupiah, %)



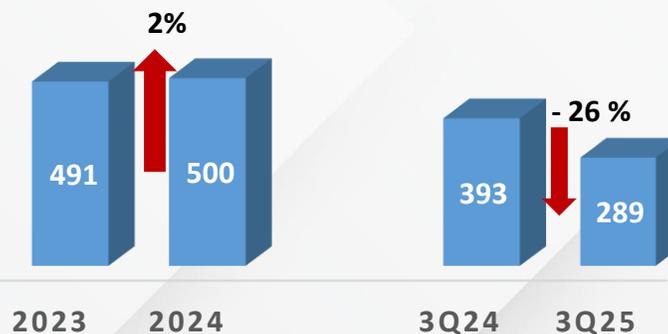
Other Products
(Bilion Rupiah, %)

Market Share Ultramilk : **37,3%**

Market Share Teh Kotak : **53,9%**

Per 30/09/2025
Source: Nielsen

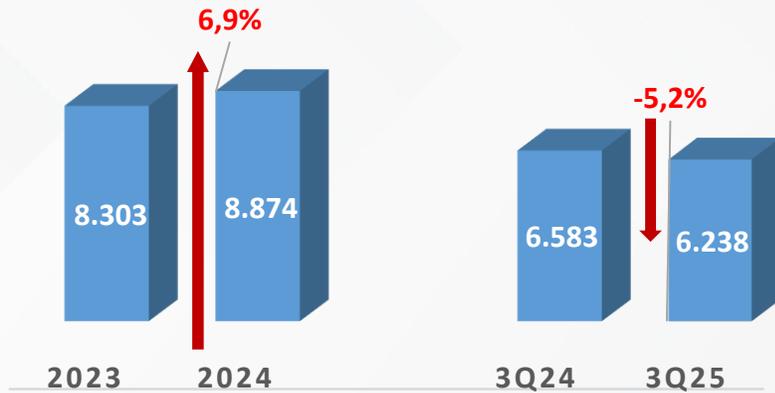
Per 30/09/2025
Source: Nielsen



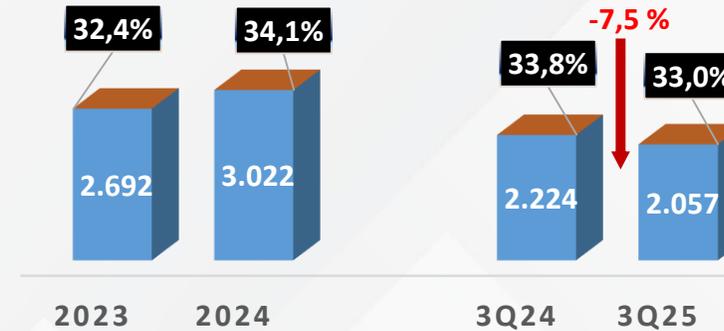
Financial Highlights



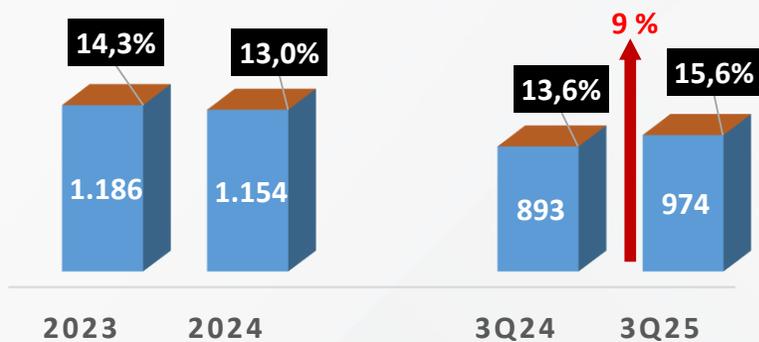
Sales & Growth (IDR Bn, % of Sales)



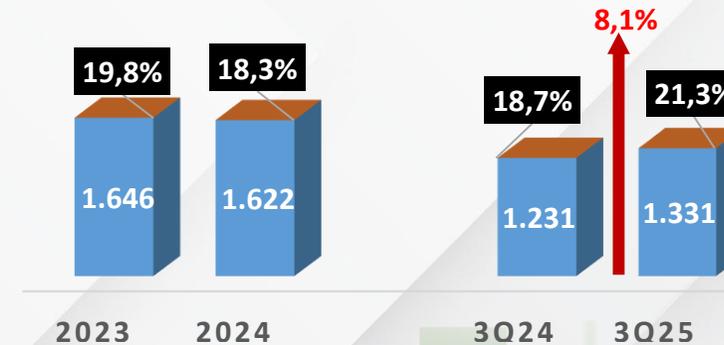
Gross Profit (IDR bn, % of Sales)



Net Profit & Margin (IDR Bn, % Sales)

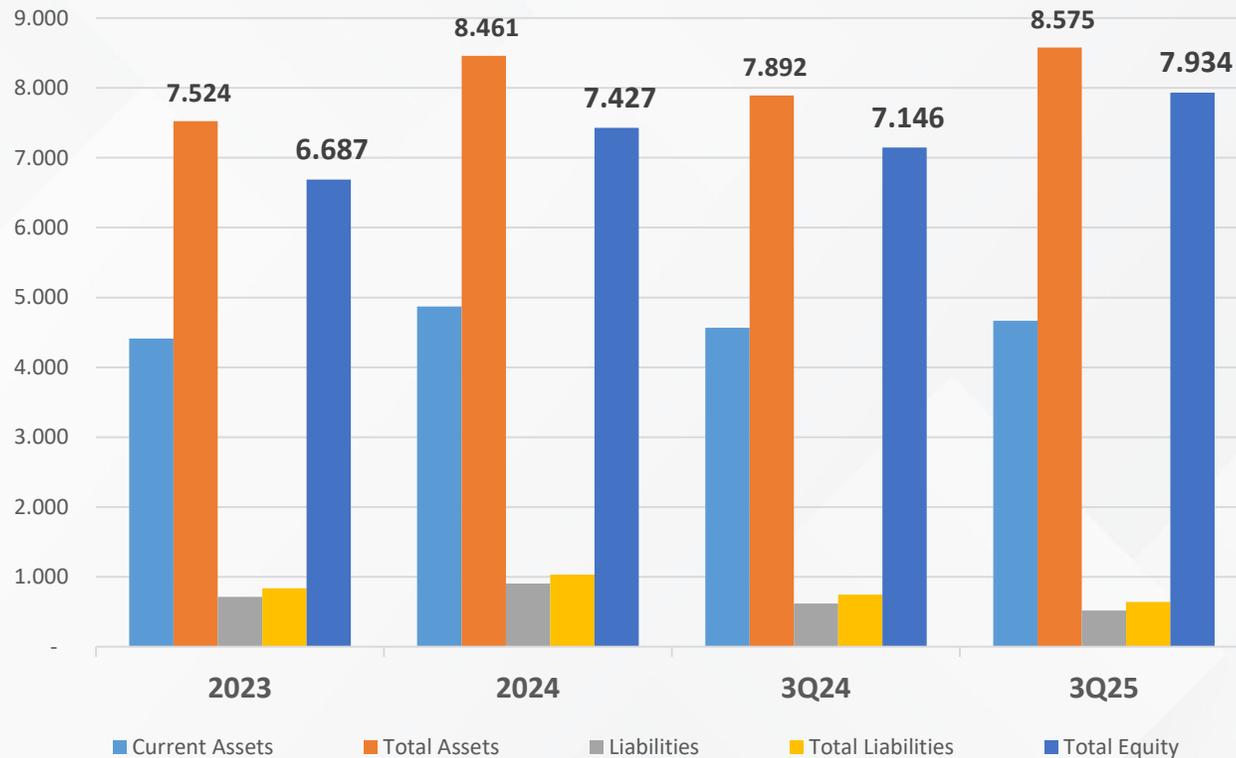


EBITDA¹ & Margin (IDR Bn, % of Sales)

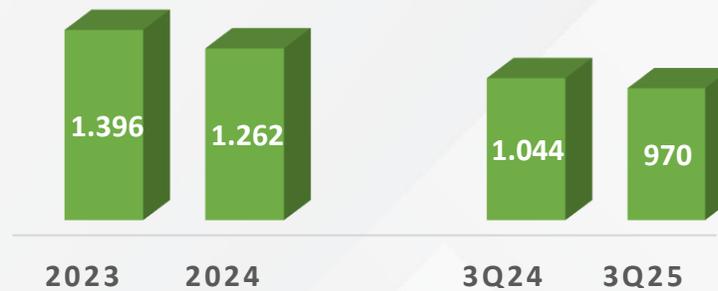


Financial Highlights

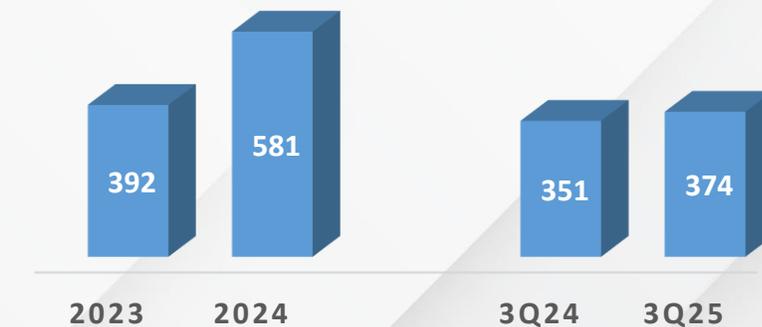
Balance Sheet (in Billion Rupiah)



Cash Flow (in Billion Rupiah)



Capital Expenditures (in Billion Rupiah)



Corporate Sustainability Strategy

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Corporate Strengths



**Strong Industry
Fundamentals**



**Leading Market Position
Ready to Capture
Sustainable Growth**



**Vertically Integrated and
Automated Production
Facilities**



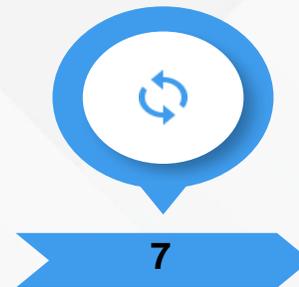
**Present in Multiple
Categories and Good
Track Record in Product
Development**



**Strict Quality Control
throughout the
Production Chain**



**Extensive National
Distribution
Network**



**Good Quality
Fresh Milk
Supply**



**Highly
Experienced
Management**

Business & Products Track Record



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Network Distribution



25 Representative Offices in Java

9 OFFICIAL STORE (e-commerce)

65 Authorized Distributors outside Java

14 Overseas Distributors

87.500 Points of sale in Java

Strategies

Continuous investment to improve operational efficiency and integrate ESG initiatives



Strengthen brand and expand market coverage to drive revenue growth



Sustained focus on new product development



Optimize distribution platform, ensuring optimal national availability



Develop farm and milk supply chain to ensure continuity of supply



Increase production capacity and warehouse



Promotion & New Product

As a strategic moves:

- Strengthen brand and expand market reach to drive revenue growth
- Sustained focus on new product development



New Product Launch 2025:
Ultramilk Blueberry Blast



Billboards in strategic areas and Box Truck Car Branding



Social Value Promotion



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As a strategic move

- Strengthen brand and expand market reach to drive revenue growth
- Support ESG Initiatives



Blood Donation



National Children's Day Activities

Sports Activities



(Running)

Academic Activities



Religious Activities, Environmental Activities, and others

Complete social and environmental activities will be featured in the 2025 Sustainability Report

Support Free Lunch Program (MBG)



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As a strategic moves:

- Ultrajaya fully supports the Government's MBG program
- Strengthen brand and expand market reach to drive revenue growth
(As Free campaign to increase national milk consumption in the long run)



The Plus Point:

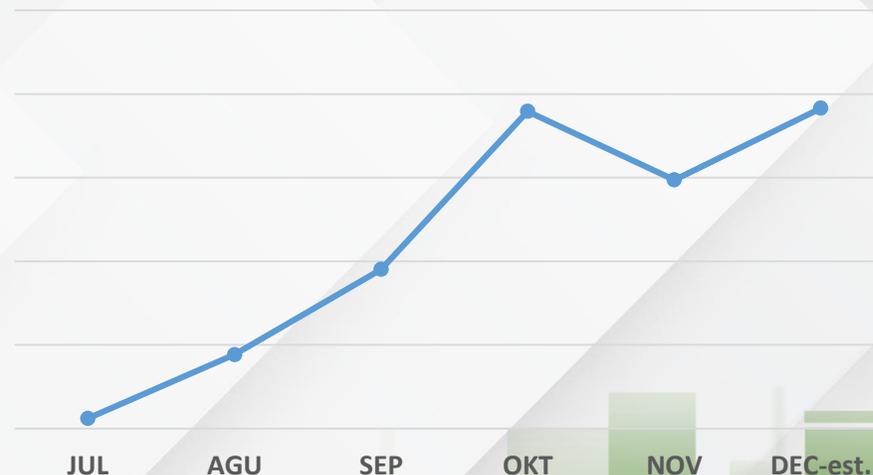
- 1) Produced by Ultrajaya, a company with a proven track record of maintaining product quality for over 50 years.
- 2) Contains Fresh Milk, Calcium, and Protein that meet the standards set by the BGN (National Nutrition Institution)

Target Consumer:

School-age children (6-18 years old)

NOT FOR GENERAL SALE

Sales MBG – direct order



New Facilities – UJ MM2100

As a strategic move:

- Increase production and warehouse capacity and support distribution
- Sustainable investment to improve operational efficiency, Productivity and integrate ESG Initiative



Total Area : 200.000 m²
 Building & Facility Area : 73.000 m²
 Open Space : 127.000 m²

Area Warehouse
 +/- 25,000 m²

Capacity
 36,940 Pallet position

System

- ERP** (*Enterprise Resource Planning*) **Oracle**
- ASRS** (*Automated Storage & Retrieval Systems*)
- 15 levels Rack FG**
- 14 Levels Rack RMPM**

Area Factory
 +/- 38,000 m²

Capacity
 Total : 400 kT / year
 - Phase I : 200 kT / year

System

- ERP** (*Enterprise Resource Planning*) **Oracle**
- HRIS** (*Human Resources Information System*)
- Automatic GEA Processing**
- Fresh Milk Reception**
- Tetrapak Technology**
- Robotic + AGV** (*Automatic Guided Vehicle*)
- MES** (*Manufacturing Execution System*)
- AI** (*Artificial Intelligent*) **Camera**



Location :
 Jln. Irian XV, Blok RR No.15,
 MM2100 Industrial Estate,
 Cibitung, Jawa Barat.

New Facilities – UJ MM2100

Also as a strategic move:

- Implementation of ESG Initiatives

□ Systems & Technology:

- Industrial 4.0
- Improving efficiency, productivity, and innovation in industry
- Automation (Robotics) machinery and material handling
- Internet of Things (IoT), integrated systems

□ Enhancing Efficiency and Productivity

□ Environmentally friendly (waste management, emission reduction)



Target 5-0-0-0:



- **Top 5 Best** UHT Factory in the world (Quality & Cost Efficiency)
- **Zero** Accident (Excellent workplace safety through incident prevention and strong Occupational Safety and Health - OSH culture)
- **Zero** Waste (Cost efficiency and waste minimization throughout entire operation process)
- **Zero** Carbon Emission (Sustainability commitment and environmental responsibility)

Water & Waste Management Initiatives:

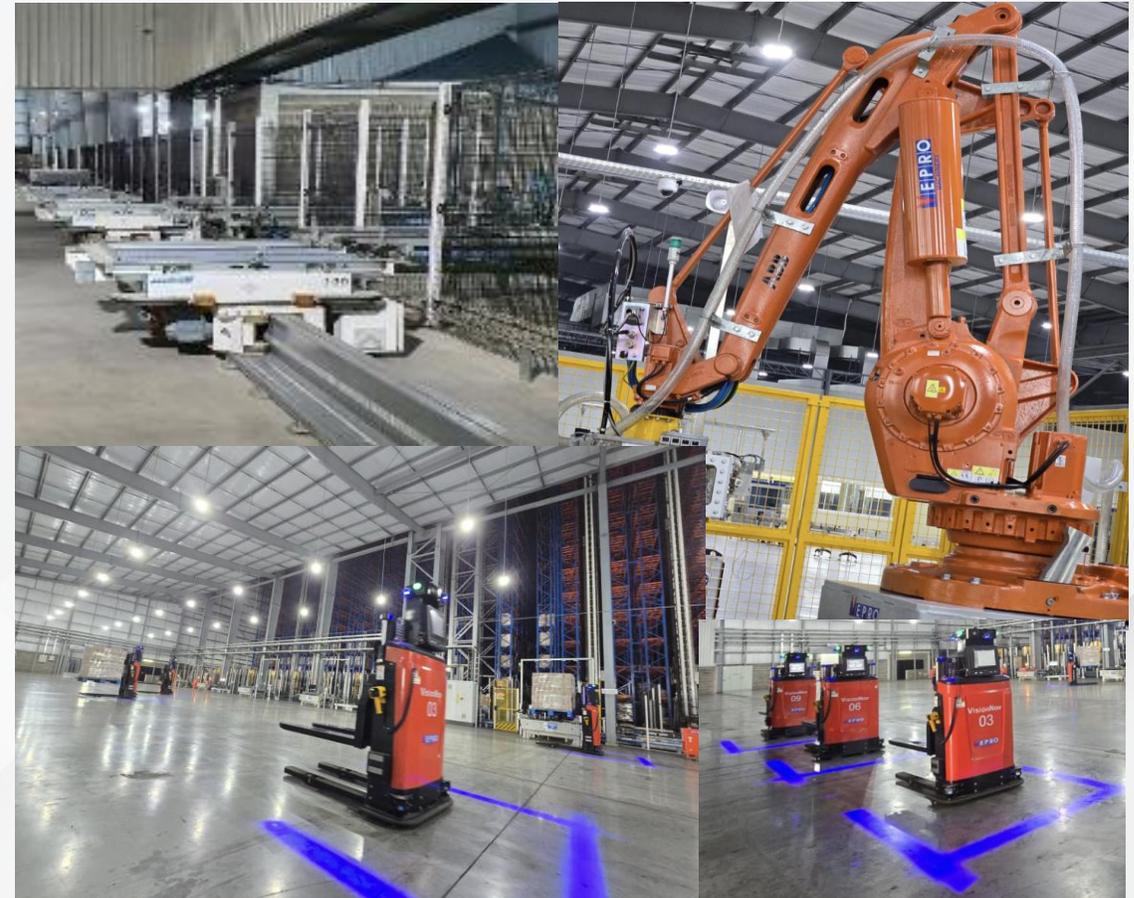
- **Rain Water Harvesting**
Utilization and collection of rainwater as an alternative water source.
- **Closed-Loop Water System**
Production management system with high-efficiency water recycling (efficiency rate above 95%)
- **Biological Wastewater Treatment**
Wastewater treatment system using aerobic and anaerobic bacteria

New Facilities – UJ MM2100

Documentation:



Factory



Warehouse

● Corporate Action 2025

Corporate Action 2025

Dividend distribution

Based on AGMS dated 02 May 2025

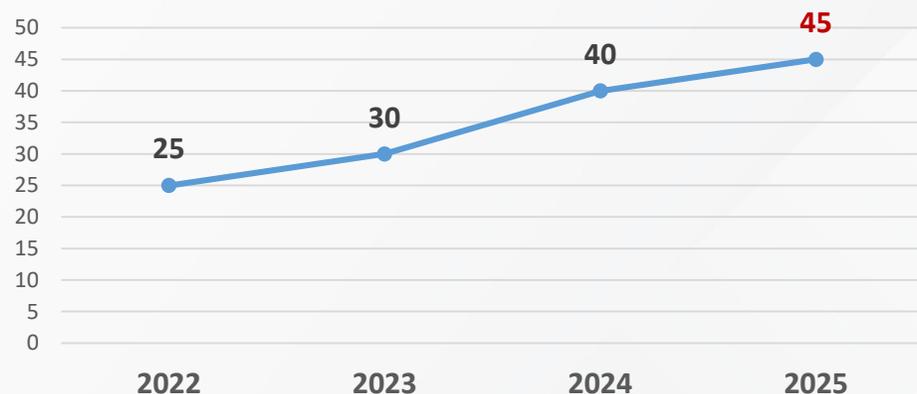
Dividend Value: **Rp 45,-** per share

Number of Shares **10.398.175.200** shares

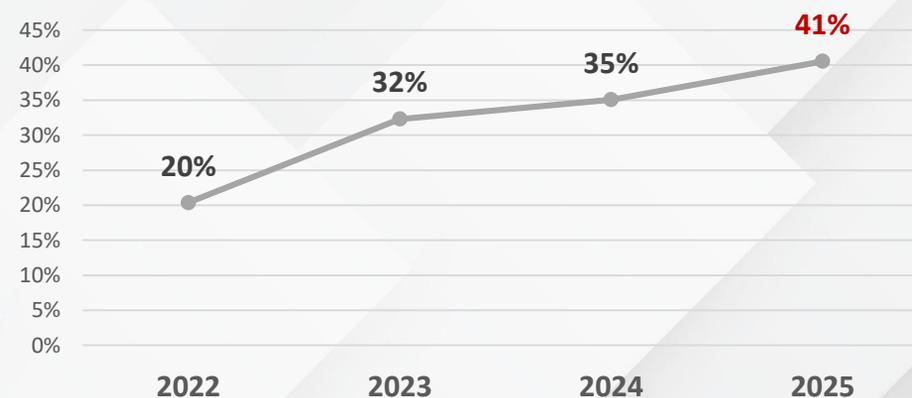
Total Dividend **Rp 467,9 billion** atau **40,6%** of 2024 net profit

Payment date: 28 May 2025

Dividend per share



Dividend Payout Ratio



Financial Report Highlights

Balance Sheet



<i>((in IDR million))</i>	<i>As of Dec 31st</i>		<i>As of Sept 30th</i>	
	2023	2024	3Q24	3Q25
Current assets				
Cash	2.174.324	2.434.322	2.443.724	2.546.167
Trade receivables	710.304	818.519	694.667	765.164
Inventories	1.431.226	1.389.673	1.256.014	1.236.417
Others	95.621	227.234	170.779	119.761
Total current assets	4.411.475	4.869.748	4.565.184	4.667.509
Non-current assets				
Fixed assets	2.346.120	2.460.538	2.448.419	3.153.621
Investment in associates	111.185	132.526	131.273	156.149
Other non-current assets	655.176	998.553	746.961	597.828
Total non-current assets	3.112.481	3.591.617	3.326.653	3.907.598
Total assets	7.523.956	8.461.365	7.891.837	8.575.107
Current liabilities				
Trade and other payables	465.275	555.145	464.020	384.578
ST loans	1.567	1.694	1.662	1.592
Current portion of LT Lease	10.358	9.093	5.941	8.665
Other current liabilities	236.193	336.882	147.411	125.631
Total current liabilities	713.393	902.814	619.034	520.466
Non-current liabilities				
LT Lease	18.976	27.061	15.092	19.328
Deferred tax	2.529	7.384	2.435	8.411
Other	102.090	97.188	109.484	93.043
Total non-current liabilities	123.595	131.633	127.011	120.782
Total Liabilities	836.988	1.034.447	746.045	641.248
Minority interest	86.159	87.688	82.107	88.345
Equity	6.600.809	7.339.230	7.063.685	7.845.514
Total Liabilities and Equity	7.523.956	8.461.365	7.891.837	8.575.107

Income Statement

<i>(in IDR million)</i>	FY2023	FY2024	3Q24	3Q25
Revenue	8.302.741	8.874.202	6.582.915	6.237.682
COGS	(5.611.170)	(5.852.425)	(4.358.497)	(4.180.864)
Gross profit	2.691.571	3.021.777	2.224.418	2.056.818
Selling expenses	(982.835)	(1.347.339)	(848.039)	(740.845)
General & administrative expenses	(252.663)	(275.431)	(198.833)	(211.909)
Other expenses & Income	17.142	49.318	(78.007)	89.814
Total	(1.218.356)	(1.573.452)	(1.124.879)	(862.940)
Operating Income	1.473.215	1.448.325	1.099.539	1.193.878
Finance income	69.861	37.424	30.157	28.789
Finance cost	(46.848)	(127)	(1.426)	(98)
Shares profit in associates / JV	11.057	21.341	20.088	15.423
Profit Before Income Tax	1.507.285	1.506.963	1.148.358	1.237.992
Income tax expenses	(321.124)	(353.047)	(255.188)	(264.268)
Profit after tax	1.186.161	1.153.916	893.170	973.724
Profit attributable to:				
Owners of the parent	1.169.212	1.136.624	881.181	960.882
Non-controlling interest	16.949	17.292	11.989	16.348
EBITDA	1.646.062	1.621.711	1.230.791	1.330.697

Cash Flow



<i>(in IDR million)</i>	FY 2023	FY2024	3Q24	3Q25
Cash flow from operations				
Net Cash flow from operating activities	1.589.836	1.568.773	1.232.922	1.137.466
Interest income	124.512	122.932	74.186	72.981
Interest expense	(45.168)	(127)	(1.426)	(98)
Income tax	(286.066)	(393.559)	(262.964)	(279.283)
Others	13.184	(36.436)	1.264	38.917
Net cash generated from operating activities	1.396.298	1.261.583	1.043.982	969.983
Cash flow from investing				
Capex	(391.908)	(581.136)	(350.836)	(374.177)
Others	873.854	23.614	17.808	6.260
Net cash from investing activities	481.946	(557.522)	(333.028)	(367.917)
Cash flow from financing				
Payment of Medium – Term Notes	(600.000)	-	-	-
Payment of lease payable	(11.051)	(12.304)	(9.763)	(102)
Others	(341.511)	(431.759)	(431.791)	(490.119)
Net cash from financing activities	(952.562)	(444.063)	(441.554)	(490.221)
Net increase/(decrease) in cash	925.682	259.998	269.400	111.845
Cash at beginning of year/period	1.248.642	2.174.324	2.174.324	2.434.322
Cash at end of year/period	2.174.324	2.434.322	2.443.724	2.546.167

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THANK YOU



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