

**SUMMARY OF
PUBLIC EXPOSE RESULTS
PT ULTRAJAYA MILK INDUSTRY & TRADING CO., TBK.**

We hereby submit the report on the implementation of the Public Expose which was held electronically on Tuesday, December 20, 2022, through the Zoom Meeting Online Application, as follows:

1. Participants who attended the 2022 Annual Public Expose event were 61 people, which were divided into:
 - a) 56 participants who have previously registered via the G-Form link provided by the Company since the announcement of the Public Expose Plan, namely December 05th 2022 until December 16th 2022 through the Zoom Link provided by the Company, and consist of:
 - Shareholders
 - Creditors Bank
 - Securities Companies
 - Journalist
 - And Public
 - b) 5 people from the Management Team, where 3 people are physically present at the Company's office and 2 people are present through the Zoom Link provided by the Company.

The Company's Management Team that is present through the Zoom Meeting Application include:

- Mr. Sabana Prawirawidjaja - President Director
- Mr. Samudera Prawirawidjaja - Director

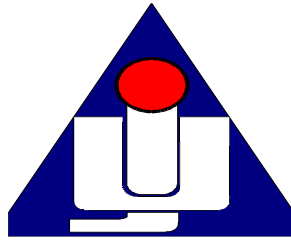
The Company's Management Team that is physically present include:

- Mr. Jutianto Isnandar – Director
- Mr. Pahala Sihotang - Corporate Secretary
- Mr. Yudhi Handoyo - Accounting Manager

2. The event was opened at 10.03 WIB by Mr. Jutianto Isnandar, Director, and continued with the presentation of Public Expose material regarding the Company's Performance Exposure until the third quarter of 2022 delivered by Mr. Pahala Sihotang, Company's Corporate Secretary.

Some of the things conveyed in the opening included:

- The annual Public Expose is carried out based on the Decree of the Board of Directors of the Jakarta Stock Exchange Number: Kep-306 / BEJ / 07-2004 Regarding Rule Number IE concerning Obligations to Submit Information, Point V which emphasizes the obligation for listed companies to conduct annual public exposure of at least 1 (once) a year. As well as referring to the IDX Circular Letter No. SE-00003 / BEI / 05-2000 dated 29 May 2020 regarding Electronic Public Expose Implementation Procedures



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- This annual Public Expose event is held in relation to Information Disclosure conducted by the Company to comply with the principles of transparency which are part of a good corporate governance system.
- The implementation procedure for asking questions, namely:
 - ✓ The questions must match the presentation material
 - ✓ Questions are asked via the chat available on Zoom Meeting Application
 - ✓ Due to time constraints we will only select approximately 5 questions

In the presentation session, discussed as follows:

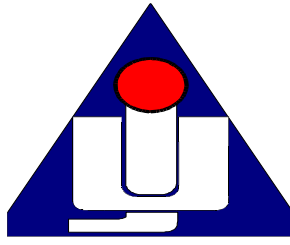
- 1) Brief Company Profile
 - 2) Company Strengths
 - 3) Strategy
 - 4) Summary of Financial Data Performance
 - 5) Summary of Financial Statements
3. After the presentation of the Public Expose material, the event was continued with questions and answers, while in this e-Public Expose, participants asked questions through the chat media available on the Zoom Meeting Application. The number of questions collected during the event reached 37 questions from 14 participants, but based on the regulations explained in the opening session, only approximately 5 questions will be answered directly by Mr. Sabana Prawirawidjaja as President Director of this session, while the rest can be submitted again via the Company's email, namely investor-relations@ultrajaya.co.id.

The following are the questions that were answered directly, and were selected based on the types of questions most asked by participants.

i. From Mr. Steven WinsArto – Individual Investor

Question

1. What is the 2022 production capacity vs the planned 2023 production increase?
2. Is there a sales potential for yogurt products?
3. Revenue and net profit targets for 2022 and 2023?



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Answer

1. *The current factory capacity reaches between 80-90%, every year we develop capacity according to market needs, and for decades we have always done this, we want to always maintain our capacity at 70% -80%, until now this policy it's tight enough.*
2. *Ultrajaya always develops new products and product modifications, this is a policy that is always carried out by the company*
3. *As previously explained, profits in 2022 will not be as high as in 2021, this is due to the impact of rising world market commodity prices, and domestic costs that have skyrocketed, so that in 2022 we will experience a decrease in net profit, but Thus, the price increase cannot be carried out yet, and it was only carried out this December, so that the impact will be seen to gradually recover in 2023.*

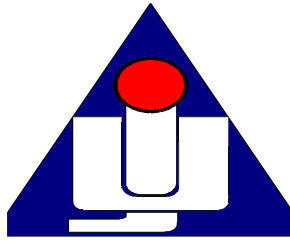
ii. From Mr. Alfisyahrin_INVESTABOOK – Investor (alfisyahrin@investabook.com)

Question

1. How many million liters of the company's current production capacity, what is the % utilization, and what is the production capacity after the expansion is completed in 2023? Both for UHT dairy products and UHT drinks other than milk.
2. Are the raw materials obtained by the company from farms in Sumatra cheaper when calculating the logistics costs for factories in Java compared to imported raw materials?
3. What kind of sweetened drink excise tariff scheme will be implemented by the government in the future? Is there any info yet? What are the company's precautionary steps?

Answer

1. *According to the previous explanation, capacity expansion is carried out every year taking into account market needs, so capacity expansion is not necessarily carried out without considering market capabilities, expansion to increase capacity is carried out in stages by adding processing machines, packaging etc. and always updating the production process itself.*
2. *Indeed, the price of local and imported milk has no direct relationship, especially imported milk which is a world commodity, if we compare milk originating from Sumatra and from Java it is more or less the same, but there is a transportation cost, because we send it in full cream form, so the cost is one kilo of approximately 500-1000 rupiah but divided by 10, or 10% of the usual transportation because it is concentrated.*
3. *Until now this has not been done, of course we, the company together with the association, are always having discussions with the government. By looking at the current conditions, we want to always ensure that the government is wise in increasing sugar excise duty, which will add to the burden on consumers, until now it is still ongoing. No updates yet.*



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iii. **From Mrs. Anya Petromindo - Investor (anya.prillaazaria14@gmail.com)**

Question

Does the company have a plan to use renewable energy sources, such as PLTS or other types of energy for factory operations? If so, is it permissible to elaborate on the type of renewable energy to be used, plan, capacity and location?

Answer

ULTJ is a company engaged in the FMCG sector, especially in the dairy industry, our current energy cost is below 5%, so we are not a company that wastes energy, however, we can only use energy that comes from sources that are green energy, such as solar power to Water heating, while for others we are currently switching energy from diesel to gas so it will be greener. What we need to emphasize here is that we want to buy from sources that supply it, not us who generate it, green energy is not our focus and is not our goal, because ULTI is not an industry that consumes high energy.

iv. **From Mrs. Aurelia – Individual Investor (aurechan@yahoo.com)**

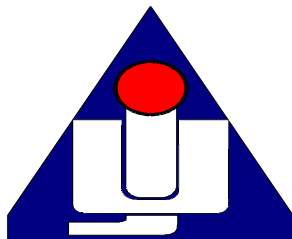
Question

1. Does ultrajaya have plans to launch more premium products such as fresh milk, yogurt, cheese?
2. What is the current production capacity utilization and what is the plan to increase production capacity in the next 5 years?
3. So far, the company's dividend payout has been quite volatile. What is the company's dividend policy in the future?

Jawab

1. *Regarding premium products such as fresh milk, or yogurt, and cheese, we need to say that our products are also premium products, but there may be an impression in the community that they want to look for other premium products, we are of course currently developing this matter which is likely to be launched next year.*

Regarding Cheese, we ourselves have had a cheese factory since 1981, namely Kraft, we founded 100% Ultrajaya, but in 1994 we were forced to sell to Phillip Morris at that time, which is now Mondelez which is 70%, so it is a Joint Venture but all production and factories still exist in the Ultrajaya environment.



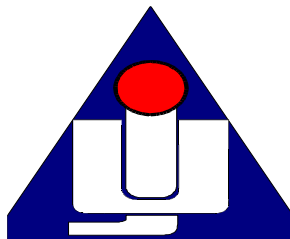
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2. *Capacity utilization percentage, as previously explained that we maintain our utilization around 70-80% if it reaches more than 80% then we will immediately increase capacity in the following year to adjust to market capacity.*
3. *Regarding the dividend policy, ULTI always complies with the minimum provisions with the IDX and OJK and according to what we have conveyed in our prospectus regarding the dividend policy, but we also adjust it to the needs of company expansion & other needs in the company, so that the dividend policy depends on the interests of the company to develop or expand something, however we also always try to be in balance with our investors who support us, every year we have also paid dividends, but the amount is not consistent, the minimum is consistent, the maximum depends on the needs of the company.*
4. The Public Expose event was closed at 10.50 AM Jakarta Time.
5. Video recordings from the entire sessions of Public Expose 2022 events can be downloaded on the Company's One-Drive, namely:

https://ultrajayacoid-my.sharepoint.com/:v:/g/personal/agus_kurniawan_ultrajaya_co_id/EXSmZweYf05NmtJdpjxlOmkBiarAb2pvq4fGq3c-F1vuVw?e=qP3dM4

Thus we submit this report, thank you for your attention.

**Padalarang, December 21st 2022
PT ULTRAJA MILK INDUSTRY & TRADING CO., TBK.
Board of Directors**




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ATTACHMENT

1) G-Form for registration of 2022 ULTJ Public Expose participants

Registration Link: <https://registrasipublicexpose.ultrajaya.co.id/>

Registration Time Period: December 05th, 2022 until December 16th, 2021 at 16.00 Jakarta Time



Registrasi Public Expose
PT. Ultrajaya Milk Industry & Trading Company Tbk.
Selasa, 20 Desember 2022 - Jam 10:00 WIB
(Batas akhir pendaftaran Jumat 16 Desember 2022)

Nama Peserta

E-Mail (Undangan akan dikirim melalui E-Mail)

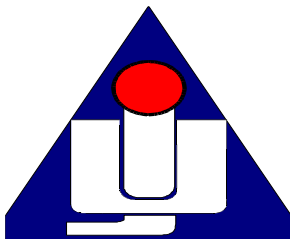
Nama Perusahaan

Alamat Perusahaan

Kategori Peserta

Pilih Kategori

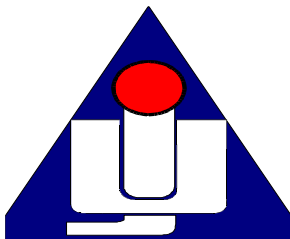
Submit



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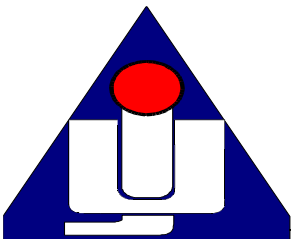
2) List of ULTJ 2022 Public Expose participants who have registered through G-form

No	Tgl	Nama	Perusahaan	Email
1	2022-12-05T00:00:00	Felix	Midas Asia Pasifik	1haridinata@gmail.com
2	2022-12-05T00:00:00	Ferry	Retail Investor	i.am@ferrymulyono.com
3	2022-12-05T00:00:00	Chris	Individual investor	midnight09090909@gmail.com
4	2022-12-05T00:00:00	Haekal H	Exotic Corner	wisdaph@gmail.com
5	2022-12-05T00:00:00	rizki muliawan	ritel	rizki.muliawansukses@gmail.com
6	2022-12-05T00:00:00	Ibrahim Febrizky	-	ibrahim.febrizky@gmail.com
7	2022-12-05T00:00:00	Yonatan Pratama Wijaya	Publik	yonatanpratamawijaya@gmail.com
8	2022-12-05T00:00:00	Ericsson Nirwan	Public	ericssonnirwan999@gmail.com
9	2022-12-05T00:00:00	Gunawan Eka Wijaya	-	sumberuang888@hotmail.com
10	2022-12-05T00:00:00	Liung	NA	thay148@gmail.com
11	2022-12-05T00:00:00	Bryan Siandry	null	bryansiandry@gmail.com
12	2022-12-05T00:00:00	Giovanno Hermawan	Individu	giovannobusiness@gmail.com
13	2022-12-05T00:00:00	Aji Setiawan	Pribadi	setiawanaji92@gmail.com
14	2022-12-05T00:00:00	Ismi	null	doremimanis@gmail.com
15	2022-12-05T00:00:00	Bong kevin	Kawaii	ignel88@yahoo.com
16	2022-12-05T00:00:00	wilson richard hartono	investor retail	wilsonrichard6@yahoo.com
17	2022-12-05T00:00:00	Toni Edra Pohan	Individu	toni.tanaya@gmail.com
18	2022-12-05T00:00:00	Paulus	Radio Cuan	radiocuan@gmail.com
19	2022-12-05T00:00:00	Rachmad Hakim Sutarto	-	rachmad.hakim@gmail.com
20	2022-12-05T00:00:00	Kevin	-	kevin.unsulangi97@gmail.com
21	2022-12-05T00:00:00	Sugianto Effendy	Investor Retail	fendy.liem84@gmail.com
22	2022-12-05T00:00:00	Stefanus	null	stefanus.925maestrofm.bandung@gmail.com
23	2022-12-05T00:00:00	Fajar Harlanka Alam Azhar	-	fajarharlanka@gmail.com
24	2022-12-05T00:00:00	Herman	Paxel	herman.hermawan@outlook.com
25	2022-12-05T00:00:00	Panji Mursyidan	null	panjimursyidan@gmail.com
26	2022-12-05T00:00:00	Andre Jonathan Tjokro R	null	andre.tjokro@gmail.com
27	2022-12-05T00:00:00	aditya	-	Aditya.suprayitno@gmail.com
28	2022-12-05T00:00:00	Christian Kentaro	null	292ken@gmail.com
29	2022-12-05T00:00:00	Asique	Asique Investama	ajinugra08@gmail.com
30	2022-12-05T00:00:00	Mahendri	-	mahendri.md@gmail.com
31	2022-12-05T00:00:00	putra	Individu	putra.ariawan@gmail.com
32	2022-12-05T00:00:00	Rendi Saputra	null	rendi03.rs@gmail.com
33	2022-12-05T00:00:00	Riyo Nugraha	null	riyonu10@gmail.com
34	2022-12-05T00:00:00	Bambang Satria	Universitas Indonesia	satria.anzghar@gmail.com
35	2022-12-05T00:00:00	Ivan Auyudy	null	isenmulang77@gmail.com
36	2022-12-05T00:00:00	Rinalditama	#plbkernaliando	rinaldoaldo92@gmail.com
37	2022-12-05T00:00:00	Aditya Mahendra	null	2022.belajarsaham@gmail.com
38	2022-12-05T00:00:00	Ahmad Nur Fadhian	-	anfadhian@rocketmail.com
39	2022-12-05T00:00:00	Tommy Herman	null	tommyherman91@gmail.com
40	2022-12-05T00:00:00	Aurelia	Investor individu	aurechan@yahoo.com
41	2022-12-05T00:00:00	Nugroho Aji Prasetiyo	Universitas Tribhuwana Tunggadewi	nugrohoajip21@gmail.com
42	2022-12-05T00:00:00	Umam	-	umamsyahrul14@gmail.com
43	2022-12-05T00:00:00	Andi Pambudi	null	williamadriel870@gmail.com
44	2022-12-05T00:00:00	Muhamad Yusup Yandi	Private	yusufyandi10@gmail.com
45	2022-12-05T00:00:00	Muhammad Syukur Abdullah	null	syukur.abdullah1@gmail.com
46	2022-12-05T00:00:00	Amartya Ibrahim	-	baimrose87@gmail.com
47	2022-12-05T00:00:00	Jordan	Mahkotainvestor	jordan_liong@hotmail.com
48	2022-12-06T00:00:00	mugna	investor	mugnadrajat@gmail.com
49	2022-12-06T00:00:00	Risfan	BRI	mrisfan.fahreza@gmail.com
50	2022-12-06T00:00:00	Alvin Tonang	null	alvintonang@yahoo.com
51	2022-12-06T00:00:00	Andy	null	andy_valiant@yahoo.com
52	2022-12-06T00:00:00	Analyst	Paus Besar	mail@pausbesar.id
53	2022-12-06T00:00:00	Gunawan Asali	Investor Individu	gunawan.asali@yahoo.com
54	2022-12-06T00:00:00	Rahman Halim	Pertokimia gresik	rahmanhalim2402@gmail.com
55	2022-12-06T00:00:00	Daffa	-	daffahr16@gmail.com
56	2022-12-06T00:00:00	Hans	Individual	utomo_hans@yahoo.com



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DAFTAR PESERTA PUBLIC EXPOSE ULTJ 2022				
No	Tgl	Nama	Perusahaan	Email
57	2022-12-06T00:00:00	Ahmad Syaiful B	-	syaifulbadari@gmail.com
58	2022-12-06T00:00:00	Bryan Mirah	Percival Capital	cmpd.bryan@gmail.com
59	2022-12-06T00:00:00	andy	-	andy.valueinvestment@gmail.com
60	2022-12-06T00:00:00	Tommy Haryoko	Investor Individu	tommy.haryoko@gmail.com
61	2022-12-06T00:00:00	HENGKY TAN	PAJAK IKAN	tanheng8989@gmail.com
62	2022-12-07T00:00:00	Raymond Megosurja	null	raymegosurja@gmail.com
63	2022-12-07T00:00:00	Ricardo	BCA	ricardo40811@gmail.com
64	2022-12-07T00:00:00	ielman wahid	individu	ielmanwahid@gmail.com
65	2022-12-07T00:00:00	Dedy Siregar	null	dedywilfritz@gmail.com
66	2022-12-08T00:00:00	Amadeus Okky	investor individu	amadeusokky@gmail.com
67	2022-12-08T00:00:00	Dimas Novianto	-	dimnovianto@gmail.com
68	2022-12-08T00:00:00	Johann Wibowo	null	johannowibowo@gmail.com
69	2022-12-08T00:00:00	MULQJ NAWAZ	INDIVIDUAL INVESTOR	mulqinawaz19@gmail.com
70	2022-12-08T00:00:00	Andreas	Samarang AM	andreas.kristosaragih@samarang.lu
71	2022-12-09T00:00:00	MnRizal	Individu	norrizal96@gmail.com
72	2022-12-09T00:00:00	Henokh	Pribadi	henokhdroid@gmail.com
73	2022-12-12T00:00:00	A Halim	Individu	panthony777@yahoo.com
74	2022-12-12T00:00:00	Retno Ningtyas	Khayan Consultant	retno@kwamkayan.com
75	2022-12-12T00:00:00	Hari Chairul Damanik	null	hari@hari.web.id
76	2022-12-13T00:00:00	Muhammad Albar	Stock Analys	malbar802@gmail.com
77	2022-12-13T00:00:00	willy kurnianta	-	willykputra@gmail.com
78	2022-12-13T00:00:00	Triana andriani	Media suararealitas.site	trianaandriani0@gmail.com
79	2022-12-13T00:00:00	Akbaruddin	PT. RAGAMULYA SURYAKENCANA WARTA INDONESIA	akbarrudin221@gmail.com
80	2022-12-13T00:00:00	Akbaruddin	PT. RAGAMULYA SURYAKENCANA WARTA INDONESIA	akbarrudin221@gmail.com
81	2022-12-13T00:00:00	Lakalim Adalin	Surat Kabar Duta Nusantara Merdeka	redaksidnm@gmail.com
82	2022-12-13T00:00:00	Akbaruddin	PT. RAGAMULYA SURYAKENCANA WARTA INDONESIA	akbarrudin221@gmail.com
83	2022-12-13T00:00:00	Dimas Gradiantoro	PT Gegas Adi Cipta	gradiantorodimas@gmail.com
84	2022-12-13T00:00:00	Thalia Febiola	Metronews	redaksimetronewstv@gmail.com
85	2022-12-13T00:00:00	Nantama Mulyana	Individu	n4n74m4@gmail.com
86	2022-12-14T00:00:00	lim Fathimah	Bisnis Indonesia	im.fathimah@gmail.com
87	2022-12-14T00:00:00	Tanayastri Dini	Fortune Indonesia	tanayastri.isna@idntimes.com
88	2022-12-14T00:00:00	Michael Halim	Jasper Kapital	michael.halim@gmx.com
89	2022-12-14T00:00:00	Jordan	Mahkotainvestor	jordan_liong@hotmail.com
90	2022-12-14T00:00:00	muhamad bilal	Pribadi	muhamadbilal09@gmail.com
91	2022-12-14T00:00:00	Dimas Andi Shadewo	Kontan	dimasandishadewo@gmail.com
92	2022-12-14T00:00:00	Isra	Individu	isradafrawi@gmail.com
93	2022-12-15T00:00:00	nixo lian	-	nixo_lian@yahoo.com
94	2022-12-15T00:00:00	nixo lian	-	nixo_lian@yahoo.com
95	2022-12-15T00:00:00	Alvin P	Individu	alvinprnt@gmail.com
96	2022-12-16T00:00:00	Fredy	null	fredyherman@yahoo.com
97	2022-12-16T00:00:00	Yonatan Pratama Wijaya	Publik	yonatanpratamawijaya@gmail.com
98	2022-12-18T00:00:00	Muhammad Alfisyahrin	INVESTABOOK	alfisyahrin@investabook.com
99	2022-12-19T00:00:00	Anya Prilla	Petromindo	anya.prillaazaria14@gmail.com



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3) The invitation Email and link address of the Online Public Expose Zoom Meeting Application to the participants who have registered

Reply Reply All Forward



Mon 12/19/2022 10:07 AM

SAFE 1000

Public Expose PT Ultrajaya Milk Industry (20th December 2022)

To Herlina Noverawati



PT ULTRAJAYA MILK INDUSTRY is inviting you to a scheduled Zoom meeting.

PUBLIC EXPOSE PT ULTRAJAYA MILK INDUSTRY

Day / Date : Tuesday, 20th December 2022

Time : 10.00 - finish

Join Zoom Meeting

<https://us06web.zoom.us/j/82457114765?pwd=bTF6N0ZJOTlQdXhmbnluUjBXMVNEdZdz09>

Meeting ID : 824 5711 4765

Passcode : 029067

4) Incoming questions via chat:

chat - Notepad

File Edit View

10:16:00 From Steven WinsArto : berapa kapasitas produksi 2022 vs rencana kenaikan produksi 2023?

10:16:13 From Steven WinsArto : apakah ada potensi penjualan produk yogurt?

10:16:19 From herlina-ultj : Selamat pagi Bapak Ibu, pertanyaan untuk sesi "Tanya Jawab" bisa dikirimkan melalui "Chatting Box". Terimakasih

10:16:40 From Alfisyahrin_INVESTABOOK : 1. Berapa juta liter kapasitas produksi perusahaan saat ini, berapa % utilitasnya, dan berapa kapasitas produk

2. Apakah bahan baku yang diperoleh perusahaan dari peternakan di Sumatera lebih murah jika menghitung biaya logistik untuk pabrik di Jawa dibanding bahan b

3. Seperti apa skema tarif cukai minuman berpemanis yang akan diterapkan oleh pemerintah ke depan? Apakah sudah ada info? Apa langkah antisipasi perusahaan?

10:16:42 From Steven WinsArto : toooloong

10:17:02 From Steven WinsArto : chating box dimana

10:17:10 From Anya : Selamat pagi, saya Anya dari Petromindo. Ijin untuk bertanya,

Apakah perusahaan memiliki rencana untuk menggunakan sumber energi terbarukan, seperti PLTS atau jenis energi lain untuk operasional pabrik? Jika iya, apaka

10:17:59 From Steven WinsArto : target revenue dan net profit 2022 dan 2023?

10:18:27 From Aurelia : Aurelia - investor publik

1. Apakah ultrajaya ada rencana launching produk yang lebih premium seperti fresh milk, yogurt, keju?

2. Berapa utilisasi kapasitas produksi saat ini dan bagaimana rencana kenaikan kapasitas produksi dalam 5 tahun ke depan?

3. Selama ini dividend payout perseroan cukup fluktuatif. Bagaimana kebijakan dividen perseroan ke depan?

10:18:41 From Gunawan Eka : Selamat pagi perkenalkan saya Gunawan Investor Individu. Saya ingin menanyakan bagaimana perkembangan investasi di hulu yan

10:18:43 From andi pambudi (Indonesia) : Andi Pambudi - investor individu apakah benar perseroaan mempunyai asset berupa kendaraan ? Kalau misalnya pen

10:18:59 From Retno Ningtyas_Khayan Consultant : Saya Retno dari Khayan Consultant mau bertanya,

apa ada inovasi product baru kedepannya melihat sekarang banyak sekali competitor yang menawarkan product yang Ultrajaya tidak sediakan?

10:19:00 From Andreas - Samarang : Andreas - 1. Menurut management, apa penyebab turunnya market share ULTJ dari September 2019 hingga September 2022 b

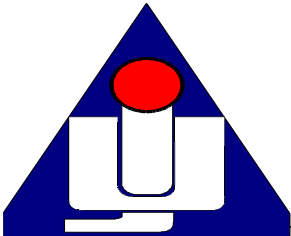
10:19:11 From Andreas - Samarang : 2. Menurut management, berapa proyeksi tambahan pendapatan dan laba bersih setelah meningkatnya kapasitas produksi d

10:19:19 From Andreas - Samarang : 3. Apakah ada rencana untuk meningkatkan likuiditas perdagangan saham, misalnya dengan stock split?

10:19:55 From Steven WinsArto : Yang crossing2an di nego siapa, dan apa ada hubungan dengan psp?

10:20:07 From Bambang Satria_Universitas Indonesia : 1) Apa rencana aksi korporasi dari saham treasury yang dimiliki perusahaan? Apakah ada strategic p

Ln 1, Col 1100%Windows (CRLF)UTF-8



SUMMARY OF PUBLIC EXPOSE RESULTS PT ULTRAJAYA MILK INDUSTRY & TRADING CO., TBK.

chat - Notepad

File Edit View

10:20:07 From Bambang Satria_Universitas Indonesia : 1) Apa rencana aksi korporasi dari saham treasury yang dimiliki perusahaan? Apakah ada strategic p

2) Bagaimana terkait strategi dalam hal ESG untuk perusahaan?

3) Bagaimana strategi terkait rencana regulasi pemerintah mengenai cukai minuman berpemanis?

10:20:13 From Johann Wibowo : Johann - investor individu

Apakah perseroan masih berencana untuk melepas saham treasury ke pasar? Apakah ada rencana untuk menghanguskan saham treasury tersebut?

10:20:50 From Steven WinsArto : kapan harga jual bisa dinaikan?

10:22:18 From Muhammad Syukur Abdullah : Izin Bertanya Pak, Saya Syukur Investor Public. Sampai dimana proses investasi ultrajaya di hulu? Apakah Pemba

10:22:19 From Steven WinsArto : peluang pasar export ditengah inflasi global?

10:23:04 From Muhammad Albar - Analyst : Terkait PT Toll Indonesia (anak usaha Nikos) yg sedang dalam proses likuidasi, dampak apakah yang akan ditimbu

10:24:18 From Amalia - Harian Kontan : Amalia - Harian Kontan ULTJ terus menambah kapasitas melalui pembangunan gudang baru

1. Bagaimana progres ekspansi gudang dan pabrik ULTJ hingga kini?

2. Berapa besar dana investasinya?

3. Bagaimana dengan agenda bisnis lain di tahun depan? Berapakah target pendapatan dan laba yang dibidik?

4. Berapa pula alokasi capex tahun 2023 dan dialokasikan kemana saja?

10:40:40 From Nixo Lian : 1. Produk baru apa yang paling potensial yang akan dibuat ULTJ dalam waktu dekat

2. Apakah saham treasure akan di hilangkan atau dijual kembali ke market

10:41:32 From James Hermanto : terima kasih jawabannya pak

10:42:57 From James Hermanto : makasih infonya pak

10:42:59 From Steven WinsArto : terima kasih Bapak atas jawabannya

10:43:07 From James Hermanto : saya cinta ultj

10:43:19 From Steven WinsArto : Very humble Pak Sabana

10:43:28 From James Hermanto : cinta pak Sabana sehat selalu pak

10:43:36 From Steven WinsArto : Aamin

10:43:41 From Steven WinsArto : URAA

10:43:50 From James Hermanto : ara kan ultj steve

10:44:17 From Dwipa Harimurti : Produk Ito En favorite saya, saya harap akan dikembangkan dengan manufaktur sendiri oleh ULTJ

10:44:36 From Steven WinsArto : maaf guys lagi stress index turun terus

Ln 44, Col 50

100%

Windows (CRLF)

UTF-8

chat - Notepad

FileEditView

10:43:28From James Hermanto : cinta pak Sabana sehat selalu pak

10:43:36From Steven WinsArto : Aamin

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10:44:36From Steven WinsArto : maaf guys lagi stress index turun terus

10:44:39From Steven WinsArto : 🙏🙏

10:45:05From Bambang Satria_Universitas Indonesia : Ito En memang teh terbaik, semoga bisa diproduksi sendiri, Amin

10:45:39From James Hermanto : ito en nanti beli lahan industri bekasi fajar

10:45:44From Alfisyahrin_INVESTABOOK : Terima kasih jawabannya Pak Sabana

10:46:43From Steven WinsArto : ❤️❤️ Pak Sabana

10:46:52From Steven WinsArto : ULTJ sangat ESG

10:50:42From James Hermanto : terima kasih banyak pak

10:50:48From James Hermanto : sehat selalu pak

10:50:50From Steven WinsArto : 🙏🙏

10:50:53From Muhammad Syukur Abdullah : Terimakasih Pak

10:50:54From James Hermanto : Tuhan berkat

10:51:13From Dwipa Harimurti : Terimakasih Pak Sabana, sehat selalu pak

10:51:19From Willy kurnianta putra : terimakasih pak sabana 🙏

10:51:21From herlina-ultj : terimakasih kepada bapak ibu semua, untuk tambahan pertanyaan, bisa diemail ke investor-relations@ultrajaya.co.id

10:51:22From zoom PDSB : terima kasih Pak Sabana dan team. sukses dan berkah selalu.

10:51:27From Muhammad Albar - Analyst : terima kasih pak sabana

10:51:30From Muhammad Albar - Analyst : thanks all

10:51:30From Harris <3 James : James sayangku

10:51:44From James Hermanto : Harris sayangku

10:51:49From James Hermanto : aku cinta kamu selamanya

10:51:56From Harris <3 James : James nanti kita mimi cucu ULTJ bareng yah

10:52:04From Steven WinsArto : gk sabar bisa foto sama Pak Sabana ganteng

10:52:24From Harris <3 James : Hidup Pak Sabana!

10:52:48From andi pambudi (Indonesia) : indo semua gaada asing

10:53:01From Steven WinsArto : yeayy

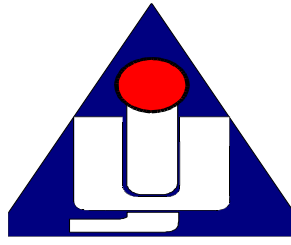
10:53:05From Tommy Herman : Terima kasih

Ln 44, Col 50

100%

Windows (CRLF)

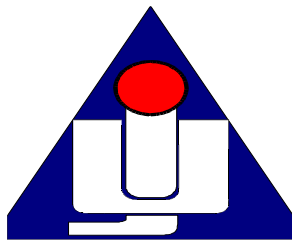
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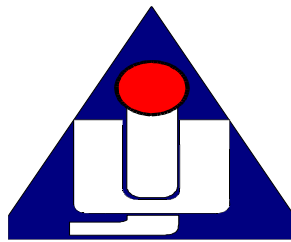
5) Some of Snapshots from Live Zoom Meeting Electronic Public Expose ULTJ 2022





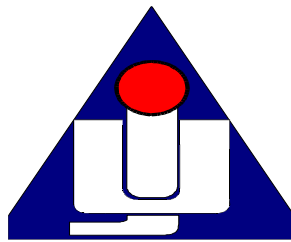
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Zoom Meeting

Recording

Rincian Bahan Pokok Penjualan (BPP)

50th Anniversary
ULTRAJAYA

Beberapa erosi margin yang diantisipasi terjadi pada tahun 2022. Biaya material telah meningkat secara substansial. Pengontrolan biaya dan peningkatan efisiensi hanya dapat mengimbangi sebagian kenaikan biaya material

Rincian Beban Pokok Penjualan (IDR M)

	2020	2021	3Q2021	3Q2022
Direct materials				
Depreciation				
Repair and Maintenance				
Others				
Direct Labour				
Electricity and Energy				
Salary and wages				

Rincian Beban Pokok Penjualan sebagai % Penjualan

% Penjualan	2020	2021	3Q2021	3Q2022
Pemakaian Bahan Baku	51.2%	53.8%	53.9%	57.8%
Upah Langsung	0.7%	0.6%	0.7%	0.7%
Penyusutan	2.4%	2.2%	2.3%	1.8%
Listrik dan Energi	2.2%	2.1%	2.1%	1.9%
Perbaikan dan	2.2%	1.9%	2.0%	1.8%
Gaji dan Upah	1.1%	1.0%	1.0%	0.9%
Lain-lain	2.9%	2.5%	2.5%	2.3%
BPP lain-lain (selain pemakaian bahan baku)	11.4%	10.3%	10.6%	9.5%
Total BPP	62.7%	64.1%	64.3%	67.3%

- Sebagian besar dari BPP terdiri dari biaya bahan baku – diantaranya: susu segar, daun teh, gula, kemasan dan lainnya
- Harga bahan baku (termasuk susu) telah meningkat, demikian pula biaya pengirimannya

PUBLIC EXPOSE

A PUBLIC EXPOSE GROUP OF Companies, Inc.

Participants (60)

PM

Panji Mursyidan

✕ ✕

PR

Paulus Radio Cuan

✕ ✕

R

Rahman Halim

✕ ✕

R

Raymond Megosurja

✕ ✕

Invite
Unmute Me

Chat

perusahaan yang sedang dibidik?

4. Berapa pula alokasi capex tahun 2023 dan dialokasikan kemana saja?

Who can see your messages? Recording On

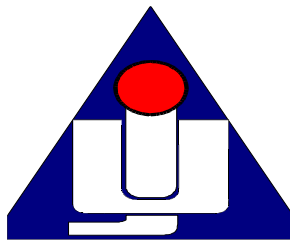
To: Everyone ▾

Type message here...

82°F Mostly sunny

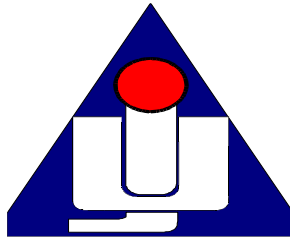
10:35 AM
12/20/2022





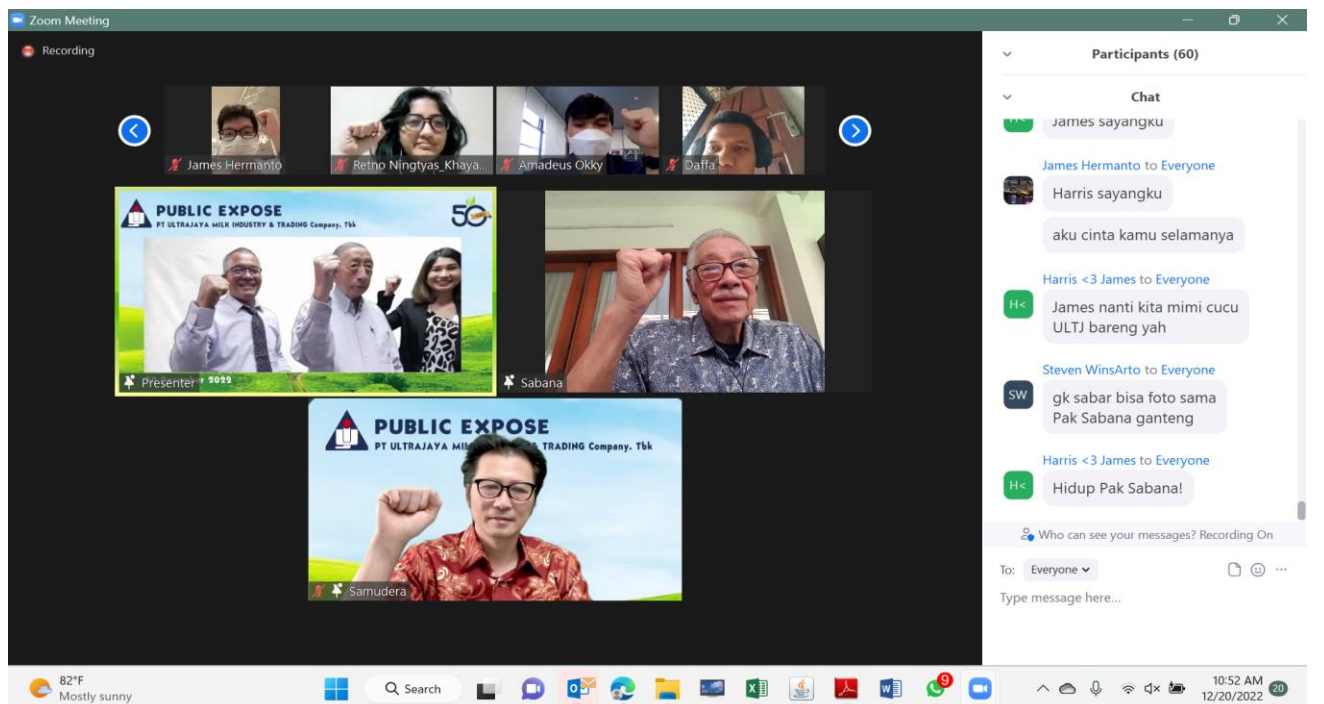
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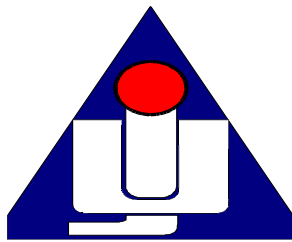




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SUMMARY OF PUBLIC EXPOSE RESULTS PT ULTRAJAYA MILK INDUSTRY & TRADING CO., TBK.

Zoom Meeting

Recording

Participants (60)

Chat

James sayangku

James Hermanto to Everyone 10:51 AM

Harris sayangku

aku cinta kamu selamanya

Harris <3 James to Everyone 10:51 AM

James nanti kita mimi cucu ULTJ bareng yah

Steven WinsArto to Everyone 10:52 AM

gk sabar bisa foto sama Pak Sabana ganteng

Harris <3 James to Everyone 10:52 AM

Hidup Pak Sabana!

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To: Everyone

Type message here...

82°F Mostly sunny

Search

10:52 AM 12/20/2022

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PT ULTRAJAYA MILK INDUSTRY & TRADING Company, Tbk.

Presenter 10:51

Sabana

Samudera

Zoom Meeting

Recording

Participants (60)

Chat

Harris sayangku

aku cinta kamu selamanya

Harris <3 James to Everyone 10:51 AM

James nanti kita mimi cucu ULTJ bareng yah

Steven WinsArto to Everyone 10:52 AM

gk sabar bisa foto sama Pak Sabana ganteng

Harris <3 James to Everyone 10:52 AM

Hidup Pak Sabana!

andi pambudi (L... to Everyone 10:52 AM

indo semua gaada asing

Who can see your messages? Recording On

To: Everyone

Type message here...

82°F Mostly sunny

Search

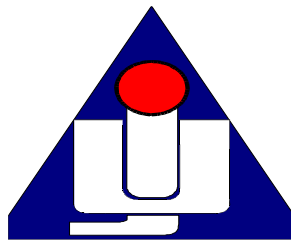
10:52 AM 12/20/2022

PUBLIC EXPOSE
PT ULTRAJAYA MILK INDUSTRY & TRADING Company, Tbk.

Presenter 10:51

Sabana

Samudera



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