

**SUMMARY OF
PUBLIC EXPOSE RESULTS
PT ULTRAJAYA MILK INDUSTRY & TRADING COMPANY Tbk.**

We hereby submit a report on the implementation of the Public Expose which was held electronically on Friday, 20 December 2024, through the Zoom Meeting Online Application, as follows:

- I.** There were 21 participants attending the 2024 Annual Public Expose event, which included
- a) 17 participants who registered beforehand through the G-Form link supplied by the Company after the Notice of the Public Expose Plan was issued on December 5, 2024 until December 16, 2024 at 4pm WIB attended through the Zoom Link provided by the Company, consisting of:
 - o Shareholders
 - o Securities Companies
 - o Journalist
 - o And Public
 - b) Four members of the Company's Management Team attended the meeting, three in person and one via Zoom Link provided by the company

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

- o Mr. Samudera Prawirawidjaja – Director
- o Mr. Pahala Sihotang – Head of Finance
- o Mrs. Helina Widayani – Corporate Secretary

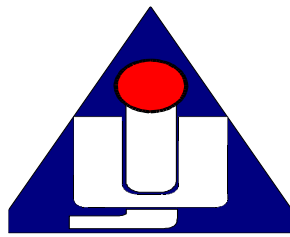
The Company's Management Team that is present through the Zoom Meeting Application include:

- o Mr. Bobby K Gandasaputra – Chief Operating Officer

- II.** The event was opened at 10.07 am by Mr Samudera Prawirawidjaja, and continued with the presentation of Public Expose material regarding the Company's Performance until the Third Quarter of 2024 delivered by Mr Pahala Sihotang.

Several things that were conveyed in the opening included:

- o The annual public expose is conducted based on the Decree of the Board of Directors of PT Bursa Efek Jakarta Number: Kep-306/BEJ/07-2004 concerning Regulation Number I-E concerning Obligations to Submit Information, Point V which emphasizes the obligation for listed companies to conduct an annual public expose at least 1 (one) time a year. As well as referring to IDX Circular Letter No. SE-00003/BEI/05-2000 dated 29 May 2020 regarding Procedures for Implementing Electronic Public Expose.



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- This annual Public Expose is held in relation to Information Disclosure conducted by the Company to fulfil the principles of transparency which is part of a good corporate governance system.

The procedure for asking questions:

- Questions must be relevant to the Public Expose Agenda/Presentation;
- Questions should be submitted via zoom chat menu or email to investor-relations@ultrajaya.co.id
- Answers / Responses to questions will be answered immediately at a maximum of H + 1.

In the Presentation session, the presentation discussed, among others:

- 1) Brief Company Profile
- 2) 3Q2024 Update
- 3) Company Strategy
- 4) Corporate Action 2024
- 5) Summary of Financial Statements

III. Setelah After the presentation of the Public Expose material, the event continued with questions and answers, as for 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 are 18 questions from 6 participants. Responses / Answers to questions are sent via email to the all participants on Monday, December 23rd 2024 at 5.30 PM JKT Time.

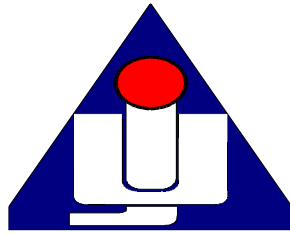
Questions and management responses/answers are as follows:

1. Rinalditama_Individual Investor 10:14

- 1) As the current competition, does management have plans to market for sterilized milk/milk in cans?
- 2) Regarding the 12% VAT plan, what impact does management feel and how does management overcome the challenges of 12% VAT?

Response/Answer:

1. The Company will not enter the sterile milk market; instead, it will focus on expanding liquid milk market growth with UHT and aseptic packaging technology, which is the most modern technology that brings the greatest milk quality.
2. The implementation of 12% VAT on several product/service categories can affect material prices/production costs and other operational costs. We conducted a study of the impact of the VAT increase.



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2. Cahya - IDX Channel 10:26

- 1) Does the company have plans to build a new factory and new products next year?
- 2) What is the company's dividend distribution plan for this financial year?
- 3) It was said that the company's expenses increased due to promotions being carried out, is the company planning to adjust prices next year?
- 4) What is the company's strategy to increase sales next year?

Response/Answer:

1. As we have stated in the presentation material, the new factory is still in progress, located in the MM2100 Industrial area and regarding new products, the Company is always making innovations as we explained in the public expose material.
2. Dividend distribution will be decided at the GMS, taking into account the Company's development strategy.
3. There are many factors to decide on price adjustment, one of which is if there is a significant increase in material prices.
4. Some of the company's strategies include increasing distribution channels more widely nationally, market penetration covering various market segments, including through e-commerce channels.

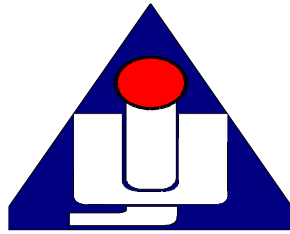
3. Vina Elvira _KONTAN 10:28

- 1) What are the sales projections like at the end of this year? What are the final sales and profits that you are aiming for?
- 2) How does UL TJ see business prospects in 2025? What is UL TJ's focus for next year?
- 3) What is UL TJ's strategy to maximize sales potential in 2025
- 4) What is UL TJ's strategy in anticipating commodity price volatility such as sugar and cocoa chocolate?
- 5) Will UL TJ launch a new product variant this year?
- 6) How much capex has been absorbed up to Q3 and what has it been used for?
- 7) What are UL TJ's sales and profit targets in 2025? What products will be superior?

Thank you, I hope you can answer 😊🙏

Response/Answer:

1. Projected sales growth of around 7-10%.
2. We believe that sales growth, especially Dairy products, will continue to increase. We hope that the release of new products in 2024 can trigger overall growth



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3. We have conveyed the general strategy in the Public Expose material, but we want to emphasize that market penetration is very important, whether through distributor channels or through subsidiaries that we own.
4. Commodity price volatility is anticipated by monitoring, projecting, collaborating with suppliers, as well as making more purchases at the best prices, meaning we will see price trends when we need to enter.
5. The newest product variants in 2024, as explained in the material presentation, are organic milk and others.
6. Realized capex in Q3 amounted to 23 million USD and most of it was for warehouse & factory construction in MM2100
7. We are targeting double digit sales growth, with superior products Dairy UHT and Tea RTD

4. Kevin Individual Investor 10:29

- 1) How big is the market potential for organic milk products? or what is the basis for the company deciding to enter this segment?
- 2) What % of the company's milk needs are supplied by internal farms? and what is the ideal target?

Response/Answer:

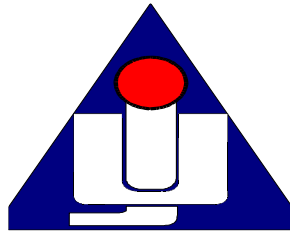
1. We see that consumers' need for quality organic products is increasingly high, as this is normal in developed countries, so we launched this organic milk as our premium product which we hope will also provide good contribution and growth.
2. Currently, the Company's milk demands are met by cooperative farmers throughout Java as well as third-party mega farms, with the Company's own mega farms expected to grow further.

5. Vincent Individual Investor 10:43

- 1) Estimated time for the new factory in MM2100 to be fully operational? Approximately what % is the factory utility?
- 2) Historical company growth at 8%, with the operation of the new factory, what is the expected growth percentage from management?

Response/Answer:

1. Factory facilities are planned to be operational in Q3 2025. Utilities will be increased gradually according to the Company's growth.
2. The expected growth rate is in double digits and depends on market conditions.



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6. Kevin_Individual Investor 10:44

What is the % sales share of Ultra Mimi?

Response/Answer:

Ultra Mimi's sales share is still growing.

IV. *The Public Expose event was closed at 10.45 am*

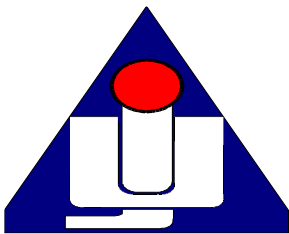
V. Video recordings of the entire series of 2024 Public Expose events can be downloaded at the Company's link:

[Public Expose 2024.mp4](#)

Password: ULTJ@2024

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

**Bandung Barat, 23 December 2024
PT ULTRAJAYA MILK INDUSTRY & TRADING COMPANY Tbk
Director**



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ATTACHMENT

1) **G-Form for registration of 2024 ULTJ Public Expose participants**

Registration Link: <https://registrasipublicexpose.ultrajaya.co.id/>
Registration Period: 05 December to 16 December 2024 at 16.00 WIB



Registrasi Public Expose 2024
(Public Expose Registration 2024)
PT. Ultrajaya Milk Industry & Trading Company Tbk.
Jumat, 20 Desember 2024
(Friday, Dec 20th 2024)

Nama Peserta (Participant Name)

E-Mail

Nama Perusahaan (Company Name)

Alamat Perusahaan (Address)

Kategori Peserta (Participant Category)


Submit

Catatan (Note):

1.Undangan dan link meeting online akan dikriimkan melalui E-Mail terdaftar
(Invitation and links to online meetings will be sent to registered emails)

2.Batas akhir pendaftaran Senin, 16 Desember 2024 pukul 16.00 WIB/JKT
(The registration deadline on Monday, December 16th 2024 at 4pm WIB/JKT)

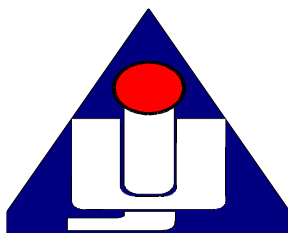
Response to participant registrations



Thanks for signing up!

Thank you for registering for the "Public Expose" at PT Ultrajaya, Friday 20th December 2024 at 10:00. We'll send you an online Zoom invitation email the day before the event.

Terima kasih sudah mendaftar untuk “Public Expose” di PT Ultrajaya, Jumat 20 Desember 2024 jam 10:00. Kami akan mengirimkan email undangan online Zoom sehari sebelum acara.

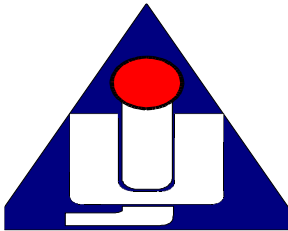


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2) List of UL TJ 2024 Public Expose participants who have registered via G-form

No	Tgl	Nama	Perusahaan	Email
1	10/Dec/2024	Muhammad Bagaskara Wiratirta	Personal	muhammadbagaskarawiratirta@gmail.com
2	10/Dec/2024	David		dvdjohanesong@gmail.com
3	10/Dec/2024	Rashif Usman	Kontan	rashifusman@gmail.com
4	10/Dec/2024	Permada Darmono	UBS	permada.darmono@ubs.com
5	10/Dec/2024	willy k	-	willykputra@gmail.com
6	10/Dec/2024	Kevin unsulangi	-	kevin.unsulangi97@gmail.com
7	11/Dec/2024	Vanessa Karmajaya	RHB Sekuritas Indonesia	vanessa@rhbgroupp.com
8	11/Dec/2024	Jesselyn Jaya Kristanto	RHB Sekuritas	jesselynjaya@gmail.com
9	11/Dec/2024	Vincentius Kaisar Vishnu	Individual	vincentiuskaisar@gmail.com
10	11/Dec/2024	Aurelia	Individu	aurechan@yahoo.com
11	12/Dec/2024	Raymond	Individu	raymegosurja@gmail.com
12	12/Dec/2024	Daffa Harits R		daffahr16@gmail.com
13	12/Dec/2024	Panji Mursyidan		panjimursyidan@gmail.com
14	12/Dec/2024	Alitta Junanda	Junanda Capital	alitta.junanda@gmail.com
15	12/Dec/2024	Arif Widiyanto	PT Bolasalju Dot Com	arifwidi@gmail.com
16	12/Dec/2024	Iqbal	Investor	radenmiqbal17@gmail.com
17	13/Dec/2024	Rifdah	INA Sekuritas Indonesia	rifdah.fatin@inasekuritas.com
18	13/Dec/2024	Amara Beatrice	Stockbit Sekuritas	amara.beatrice@stockbit.com
19	13/Dec/2024	Rinalditama	individu	rinaldoaldo92@gmail.com
20	13/Dec/2024	Ismi		doremimanis@gmail.com
21	14/Dec/2024	Satrio	Ultrajaya	satrio96@ultrajaya.co.id
22	16/Dec/2024	Listriani	Phintraco	cijulangputri@gmail.com
23	16/Dec/2024	Ferryanto Dania	PT. Phintraco sekuritas	f3rrz@yahoo.co.uk
24	16/Dec/2024	Eric	Mutiara Antik	ericsonnirwan999@gmail.com
25	16/Dec/2024	Vivi Handoyo Lie	Stockbit Sekuritas	vivi.lie@stockbit.com
26	16/Dec/2024	Daniel T		danieltoligi@gmail.com
27	16/Dec/2024	vina	KONTAN	vinaelvira80@gmail.com
28	16/Dec/2024	Cahya Puteri	IDX Channel	cahyaputeriabdirabbi@gmail.com
29	16/Dec/2024	Sandy Ham	Verdhana	sandy.ham@verdhana.id
30	16/Dec/2024	Sabela Amalina	BRI Danareksa Sekuritas	sabela.amalina@brids.co.id
31	16/Dec/2024	Calvin	-	calvin_leonsius@yahoo.com

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



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Kam 19/12/2024 09.12
SAFE 1000
Public Expose PT Ultrajaya Milk Industry (20th December 2024)

To Corporate Secretary
Cc Investor Relations Ultrajaya

PT ULTRAJAYA MILK INDUSTRY & TRADING COMPANY Tbk is inviting you to a scheduled Zoom meeting.

PUBLIC EXPOSE 2024

Day / Date : Friday, 20th December 2024
Time : 10.00 - finish

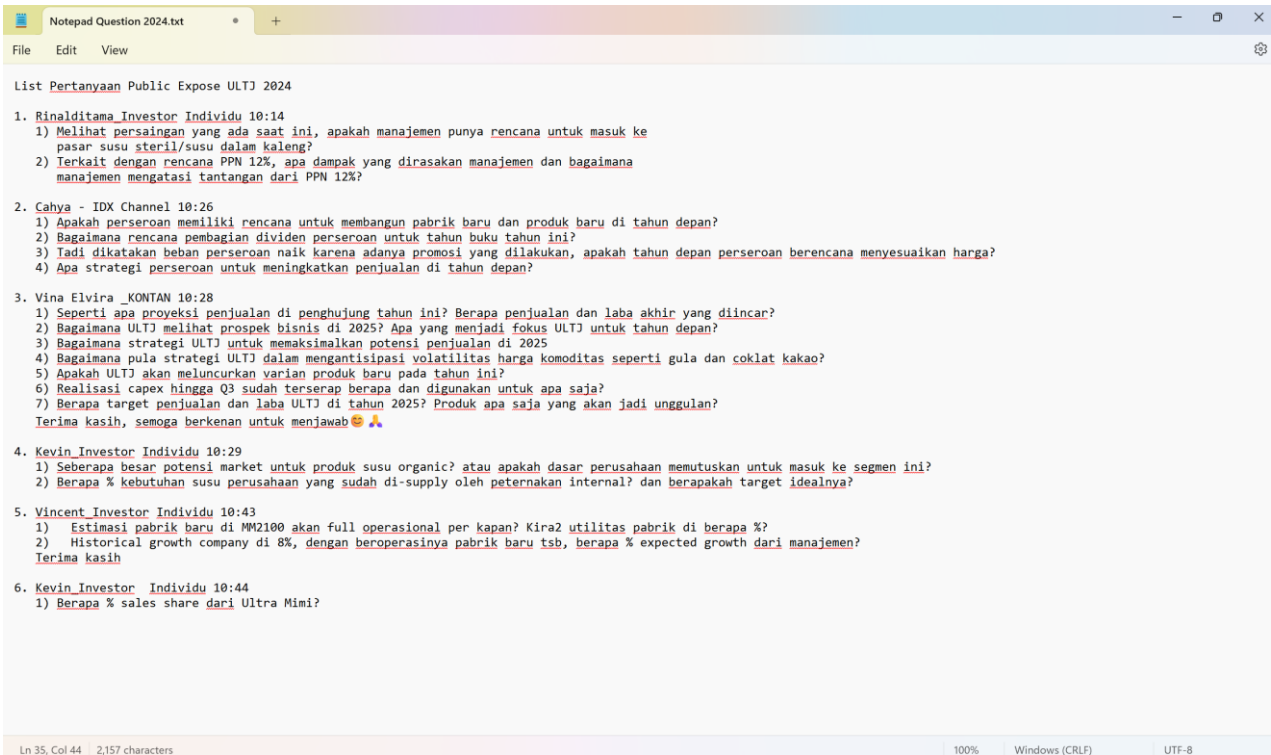
Join Zoom Meeting
<https://us06web.zoom.us/j/87659098110?pwd=FINCHDhfwilrjdcqze6BTdxCNbuz57.1>

Meeting ID : 876 5909 8110
Passcode : 681087

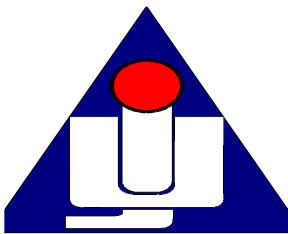
Presentation materials can be accessed at:
<https://www.ultrajaya.co.id/investor-relation/public-expose/ind> (Paparan Publik Perusahaan Desember 2024) or
<https://www.ultrajaya.co.id/investor-relation/public-expose/eng> (Company Presentation December 2024)

Thank you

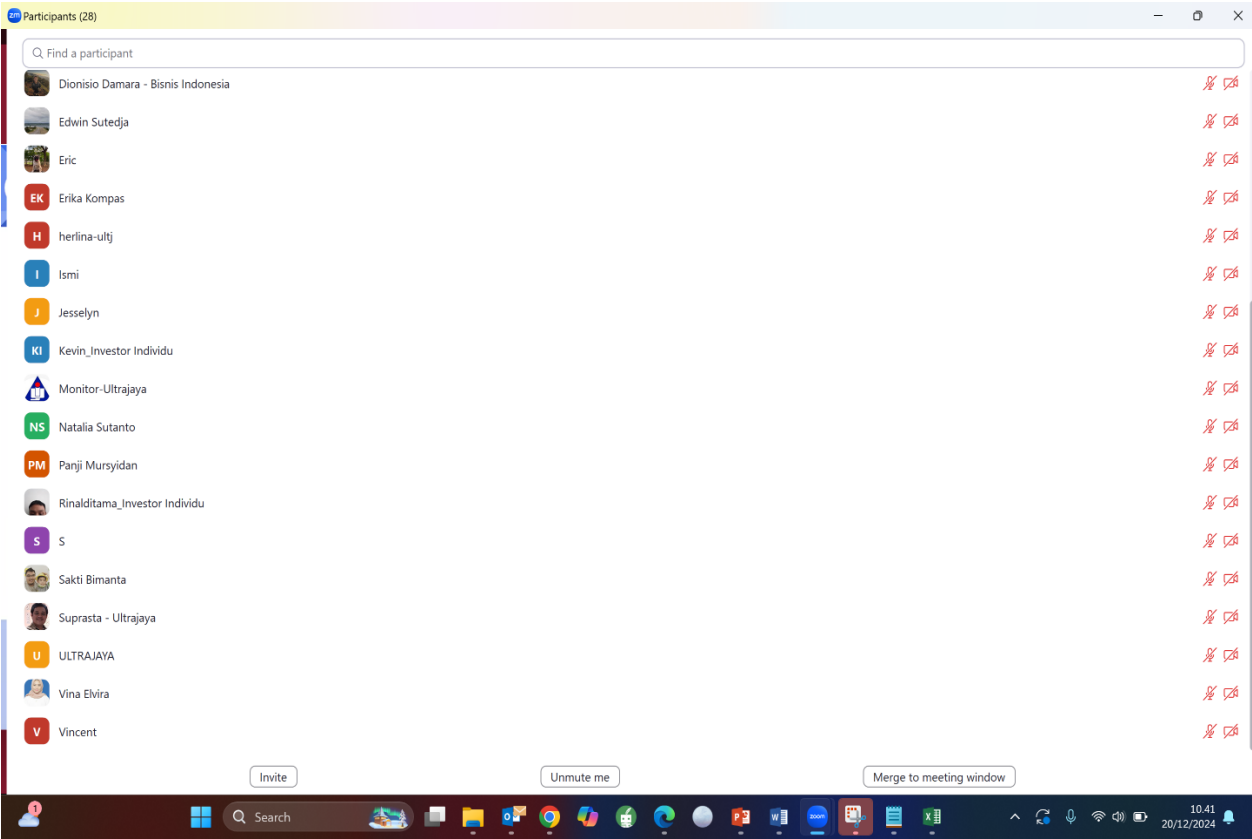
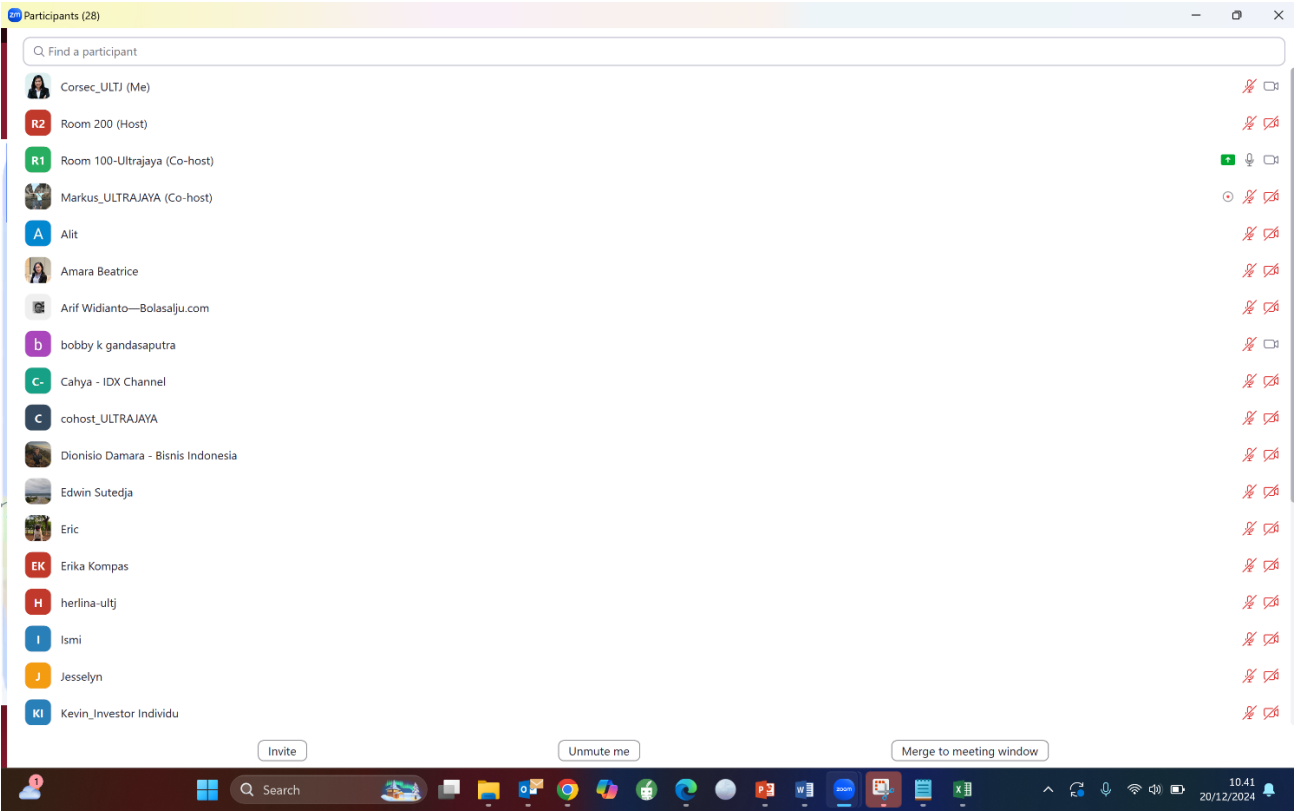
4) Incoming questions:



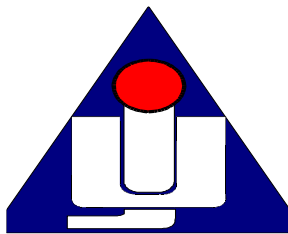
5) Attendance of participants in the UL TJ 2024 Electronic Public Expose Live Zoom Meeting:



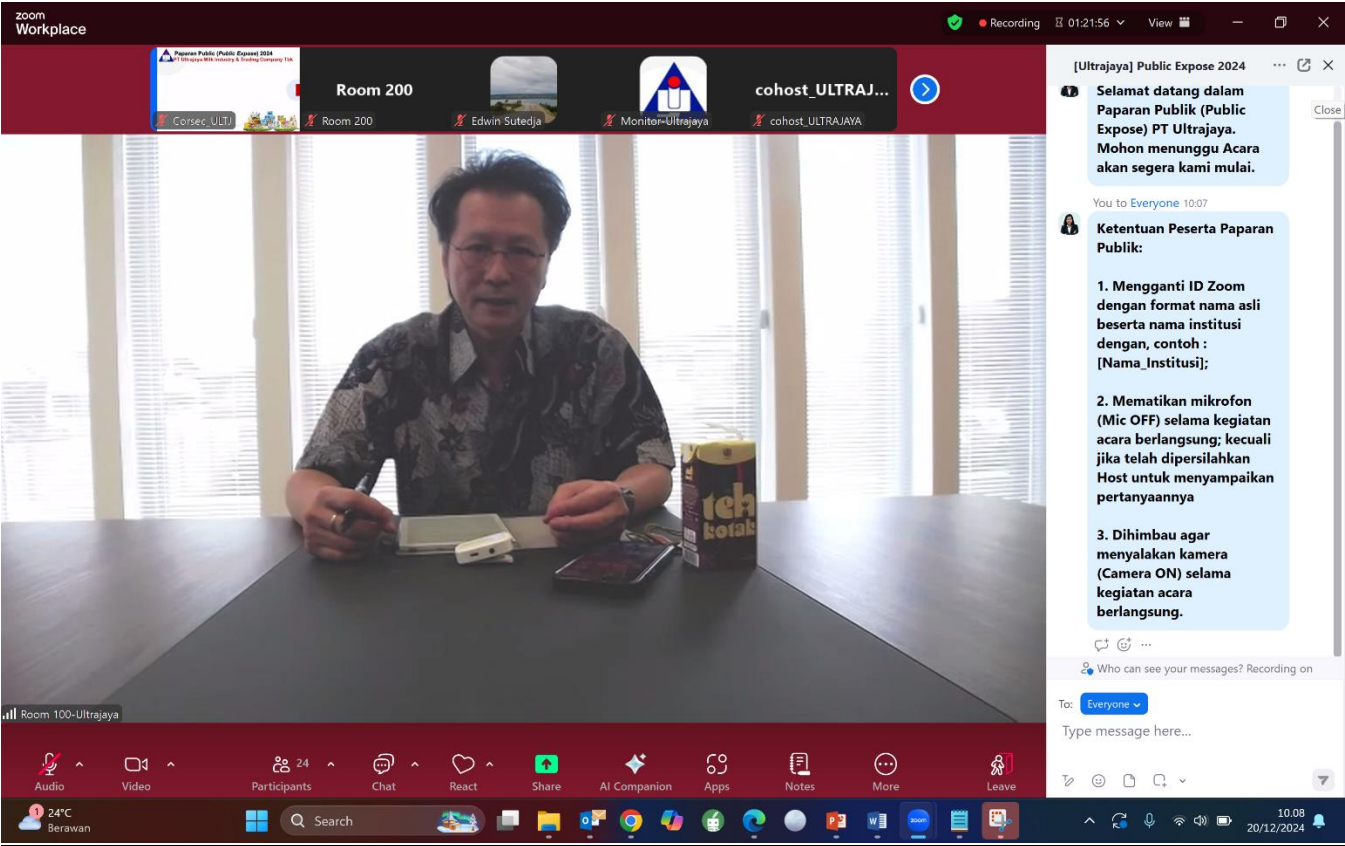
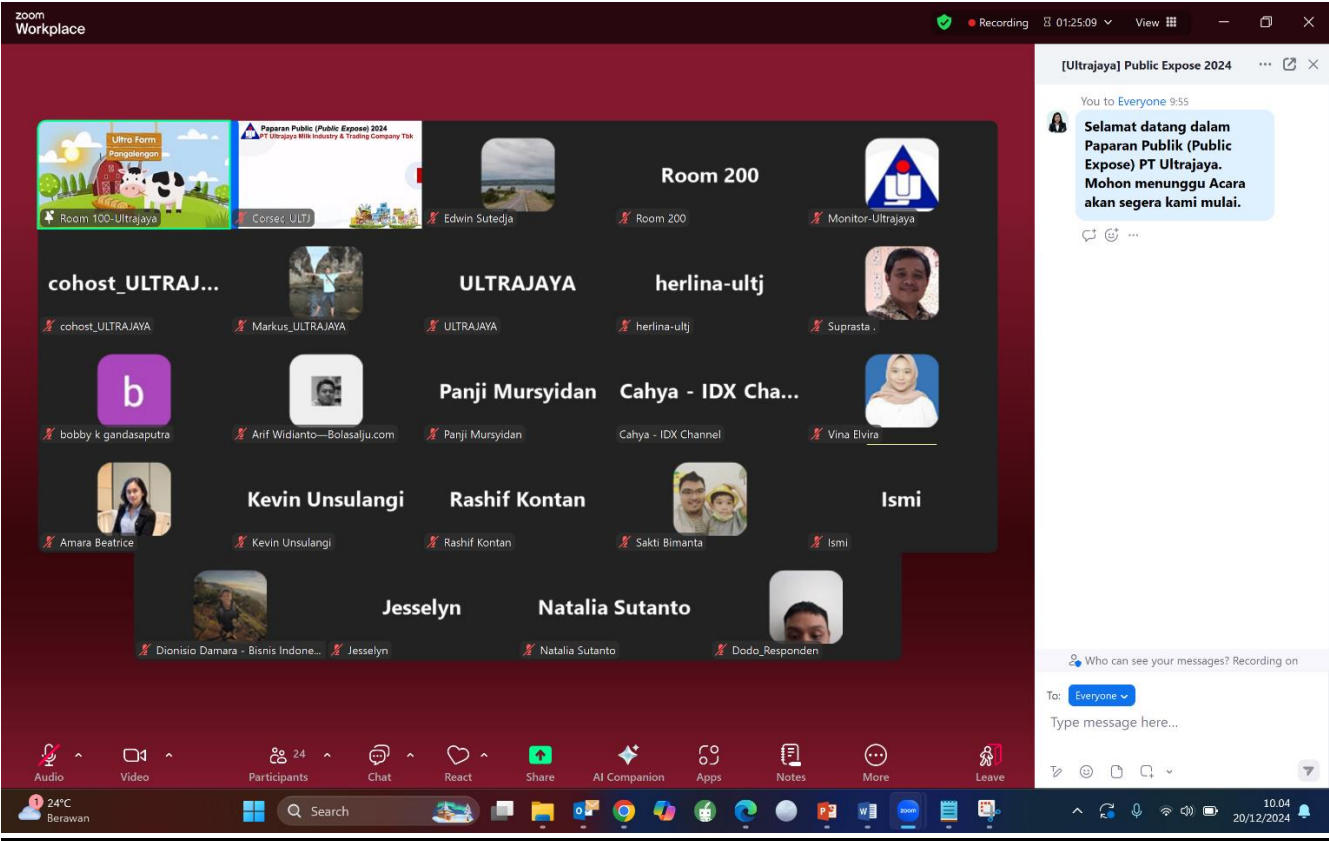
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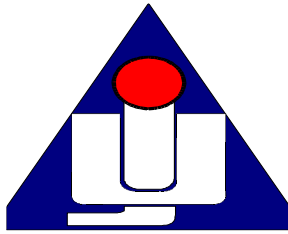


6) Some Snapshot from Live Zoom Meeting of UL TJ Electronic Public Expose 2024



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zoom Workplace Meeting Room 100-Ultrajaya's screen Recording 01:08:49 View

Keunggulan Perusahaan

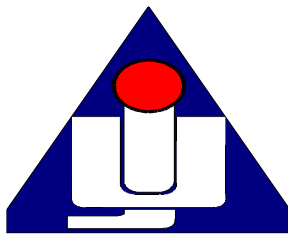
MENUTRISI NEGERI SEPENUH HATI

1. Fundamental Industri yang Kuat
2. Posisi Terdepan di Pasar Siap untuk Meraih Pasar
3. Hadir lebih dari Satu Kategori dan catatan jejak yang baik dalam Pengembangan Produk
4. Fasilitas Produksi yang Terintegrasi secara vertical dan otomatis
5. Pengendalian Kualitas yang Ketat di seluruh Rantai Produksi
6. Jaringan Distribusi Nasional yang luas
7. Pasokan Susu segar yang berkualitas baik
8. Manajemen yang sangat berpengalaman

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Audio Video Participants Chat React Share AI Companion Apps Notes More Leave

10.21 20/12/2024



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Paparan Public (Public Expose) 2024
PT Ultrajaya Milk Industry & Trading Company Tbk

Room 100-Ultrajaya

Room 200

zoom Workplace

Recording 00:45:51 View

Paparan Public (Public Expose) 2024 PT Ultrajaya Milk Industry & Trading Company Tbk

Room 100-Ultrajaya

Room 200

Monitor-Ultrajaya

cohost_ULTRAJAYA

Markus_ULTRAJAYA

ULTRAJAYA

herlina-ultj

Suprasta - Ultrajaya

Anif Widiyanto—Bolasaju.com

Panji Mursyidan

Cahya - IDX Cha...

Vina Elvira

Amara Beatrice

Kevin_Investor I...

Ismi

Dionisio Damara - Bisnis Indonesia

Rinalditama_Investor Individu

Alit

Sakti Bimarita

Vincent

Jesselyn

Participants 24 Chat React Share AI Companion Apps Notes More Leave

10:44 20/12/2024