

# INVESTOR BULLETIN

01 NOVEMBER 2023

## Share Price Data

(as of 31<sup>st</sup> October 2023)

Ticker on IDX	JTPE
Last Closing Price (IDR)	358
Outstanding Shares	6,852,050,000
Market Cap (IDR Bn)	2,453

## Shareholder Structure:

PT Jasuindo Multi Investama (%)	45.67
Toppan Gravity Limited (%)	20.00
Yongky Wijaya (%)	4.65
Oei, Allan Wibisono (%)	0.73
Public (%)	28.95

## Contact Us :

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**Head of Investor Relation**

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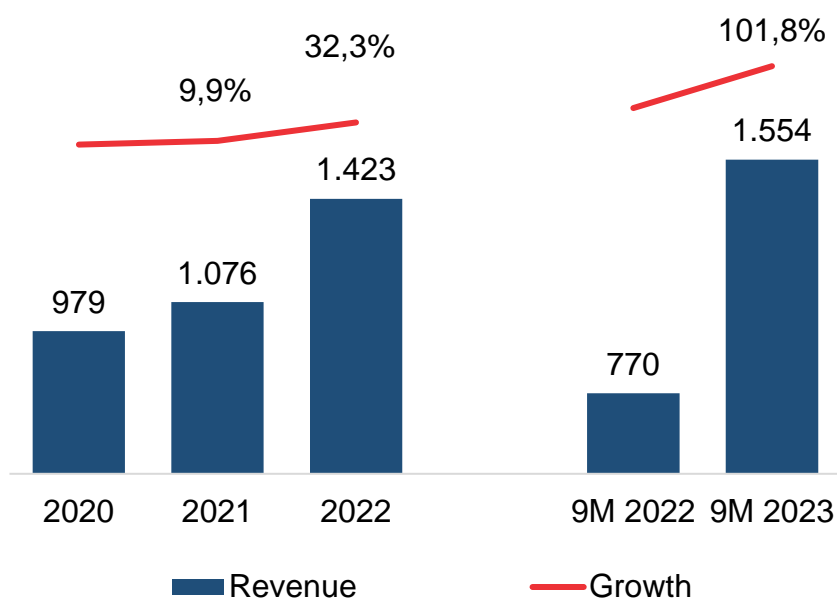
PT Jasuindo Tiga Perkasa Tbk

[www.jasuindo.com](http://www.jasuindo.com)

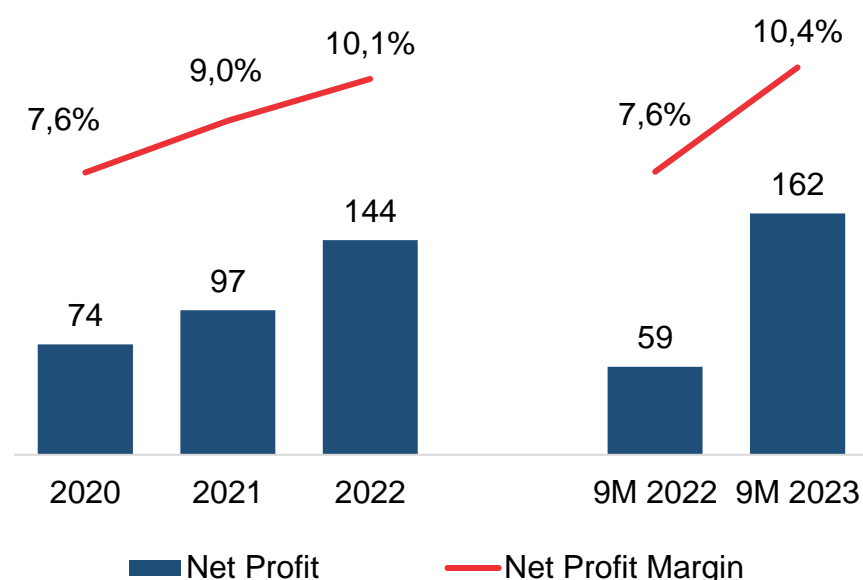
# COMPANY HIGHLIGHTS

- **Exceptional financial performance throughout 2023** - JTPE doubled its revenue for 9M 2023 compared to last year 9M 2022, as the security segment remains the main contributor and continues to grow its contribution through 9M 2023. Revenue from this segment reached IDR 1.37 trillion in 9M 2023, increased by 112.5% compared to last year. Economic recovery especially in tourism, transportation and the financial sector has become a key factor for JTPE to capitalize during this period.
- **Monumental net profit achievement, driven by operational excellence** - JTPE has been able to achieve its FY 2023 net profit target in 9 months, reaching IDR 162.2 billion for net profit in 9M 2023, increased significantly by 176.3% compared to last year. JTPE is able to maintain its operating expense relatively stable, in the result of increasing efficiency on its operational activity.
- **A proxy to upcoming IKN project** – An estimate of 8 million demand for “E-KTP” in Jakarta are required in the following years, as Jakarta’s status was changed to Special Region of Jakarta (DKJ).
- **New market potential ahead** - JTPE subsidiary PT Solusi Identitas Global Net (SIGN) has been appointed as a Non-Agency Electronic Certification Provider. This is in line with the Company’s business expansion plans to target market penetration in the digital signature segment.
- **Huge potential from digitalization initiatives to extend its innovation in security segment** - JTPE always focus on research and development in order to bring the best possible solutions for the customers. Our current core existing customers such as Banking, Logistics and FMCG still bring a huge potential to be explored using a more in-depth technology product.

## Revenue (in IDR Billion)



## Net Profit (in IDR Billion)



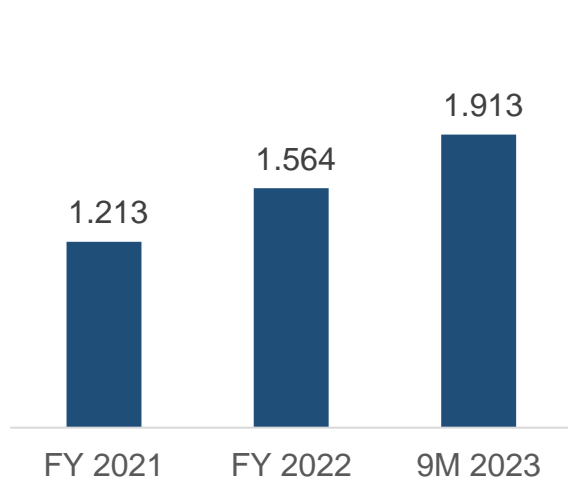
## FINANCIAL PERFORMANCE HIGHLIGHTS

- Revenue from the security segment increased significantly by 112% from IDR 643 bio to IDR 1,367 bio, notably driven by the **boost in demand from passport and banking security product** as tourism and financial sector is starting to revive, while non-security segment increased by 48% from IDR 126 bio to IDR 187 bio, as increasing in commercial printing demand including in Gameplus & Promoplus product lines.
- Despite lower GPM due to slight increase in raw material prices, JTPE has anticipated and prepared several strategic actions in its operations to achieve exponential growth in the bottom line. JTPE's operating profit and net profit increased significantly by 167% and 176%, while operating and net profit margins also give remarkable results by reaching 13,6% and 10,4% respectively.

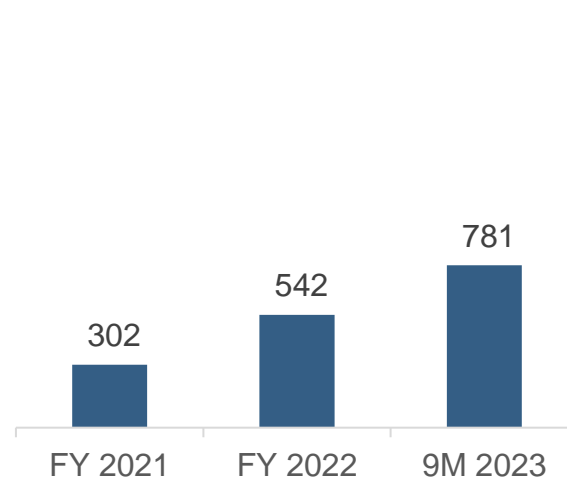
## BALANCE SHEET

- As of Sept 2023, total assets increased by 22.4% and equals to IDR 1,913 bio compared to December 2022, mainly due to higher receivables balance and inventory. The increase in receivables and inventory is a direct result of sales growth during 9M 2023.
- Total liabilities increased by 44.2% equals to IDR 781 bio compared to December 2022, mainly due to third parties and other payable, also as a result of sales growth on 9M 2023.
- Total equities increased by 10.8% to IDR 1,132 bio mainly because of the Net Profit 9M 2023 and after Dividend distribution on June 2023.

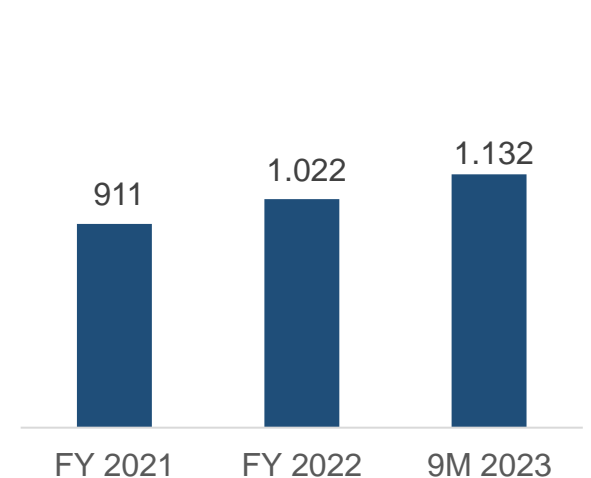
### Assets (in IDR Billion)



### Liabilities (in IDR Billion)



### Equity (in IDR Billion)



### Statement of Profit & Loss

In IDR billion	9M23	9M22	Growth
Security Segment	1,367	643	112.5%
Non Security Segment	187	126	47.7%
<b>Total Revenue</b>	<b>1,554</b>	<b>770</b>	<b>101.8%</b>
<b>Gross Profit</b>	<b>320</b>	<b>178</b>	<b>79.5%</b>
Margin	20.6%	23.2%	
<b>Operating Profit</b>	<b>212</b>	<b>79</b>	<b>166.7%</b>
Margin	13.6%	10.3%	
<b>Net Profit</b>	<b>162</b>	<b>59</b>	<b>176.3%</b>
Margin	10.4%	7.6%	
<b>EBITDA</b>	<b>241</b>	<b>111</b>	<b>118.3%</b>
Margin	15.5%	14.4%	

## JTPE IN A GLANCE

- PT Jasuindo Tiga Perkasa Tbk (JTPE) founded in 1990. JTPE has successfully expanded its business to meet the customer needs through digital security products and integrated security document solutions in both domestic and export markets in the Asia, Africa, Australia, America and Europe continent. JTPE has been awarded Forbes Indonesia **50 Best Companies** for five times in 2012, 2013, 2014, 2018 & 2020.

### JTPE PRODUCTION FACILITY

#### Sidoarjo, East Java

- 4 Manufacturing Facilities
- 2 Business Location

#### Jakarta

- 1 Representative Office
- 1 Business Location



### JTPE PRODUCT SOLUTIONS

#### Payment



#### Identity Solutions



#### Brand Protection



#### Commercial Printing



### We serve customers in 5 continents:



**Asia & Australia:**  
 Indonesia  
 Philippines  
 Hong Kong  
 Taiwan  
 Singapore  
 India  
 Kazakhstan  
 Uzbekistan  
 Mongolia  
 Armenia  
 Australia

**Europe:** UK, Italy, Germany, Ukraine, Bulgaria  
**Africa:** Congo, Zimbabwe  
**America:** USA, Brazil, Paraguay, Argentina, Mexico

### Our key customers:



### Our strategic initiatives:



**Innovations in security segment**



**Expansion of domestic and export markets**



**Focus on tourism, transportation and finance sectors**



**Factory Expansion**

Industrial Revolution 4.0 and society 5.0 era, driving demand growth in security segment, focusing on **Dual Interface** products, which are currently developed.

With increasing in the number of exports, the company targets growth in the **foreign market**. Meanwhile for domestic market penetration, company always focusing R&D for updated product

Increased demand for security products from the **tourism, transportation and financial transaction sectors**.

Our factory capacity currently almost fully utilized, in order to fulfil increasing demand, **expanding the factory** is a necessity to facilitate our innovation and value-added product development especially for security segment