



About Us

“We are A Global Leading Specialty Coffee Supplier and Consumer Goods.”

In Indonesia, we are the market leader and operate a network of coffee beans supply and delivery services to large and small scale companies in the hospitality, food and beverage industries, large volume users, small and medium-sized enterprises, and institutional markets. During 23 years of experience in the commodity industry and for 3 years transitioning to e-commerce consumer goods industry, supported with the largest 3400 ha specialty coffee plantation, coffee and industrial port estate, 75 ha Processing Production and Packaging Centre (PPPC), we offer integrated technology solutions with a complete range of food non food related products and services in retail and wholesale markets. FnB Tech own and manage coffee

plantation and partnership with stakeholders to offer diverse coffee selection, by adding value build FnB Tech Processing Production and Packaging Center (PPPC). Our head office is in Medan, North Sumatra. Also, we are present in two cities, Medan-Kawasan Industri Percut and Aceh.

Apart from being a coffee beans supply and delivery service of coffee beans. FnB Tech Indonesia also has commodities of palm oil, corn, sugar, betel nut, and various other types of industries for daily food production needs.



Vision & Mission

Vision

To become one of Global leading companies in specialty coffee and consumer goods industry

Mission

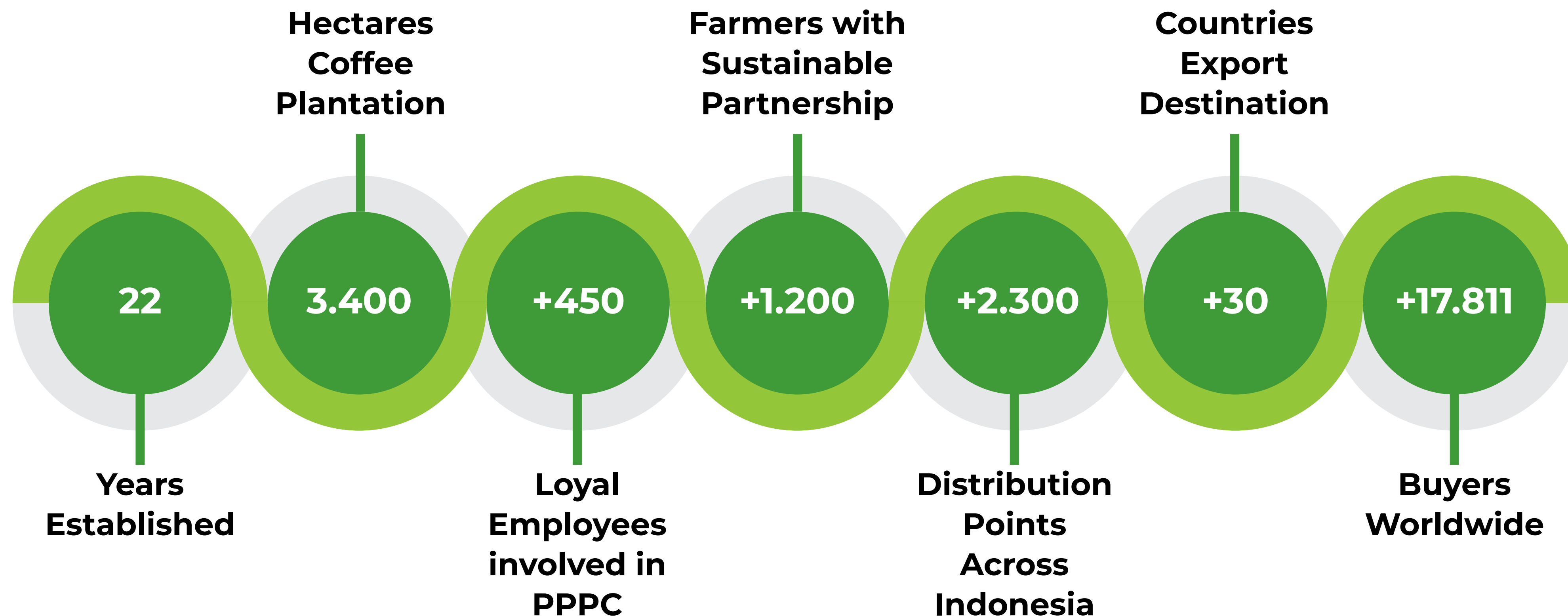
- 1 To be the leading coffee supplier and purveyor of specialty coffees in Indonesia by offering the guiding principles of integrity, quality, service and relationship.
- 2 To be the most valuable listed coffee company on the Indonesian stock exchange.
- 3 Serving with pride and working with passion to deliver the FnB Coffee promises.
To provide the most satisfying yet
- 4 personalized coffee experience to our customers in a stimulating world-class ambience.



Our Core-Value

“We build sustainable coffee supply chains and accelerate the industry forward through technology, finance and logistics”

FnB as A Coffee Supplier & Consumer Goods in Number



Dedicated to Special Consumers

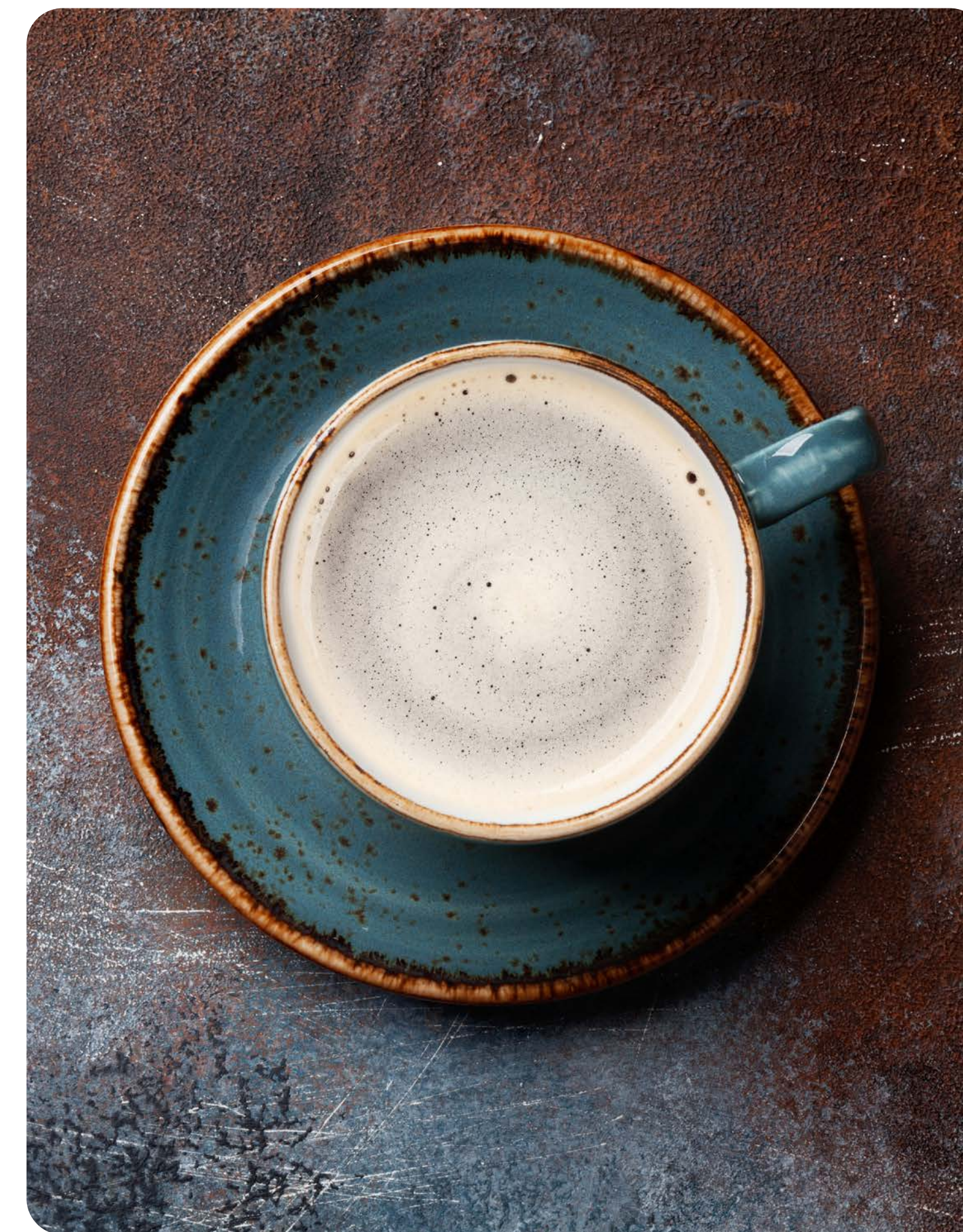
“From the bean to the cup, a special taste experience .”

We are committed to offering the best possible quality from bean to cup: from the way the coffee is grown and cultivated in the plantations to the tasting experience, we offer the highest quality coffee implementing sustainable growing practices.

This guarantees an excellent product and service, for you and your consumers, it's the guaranteed satisfaction of always finding the perfect taste they know and love, created with respect for the environment and the people who produce it. To build

better future, we start with sustainable coffee. We were one of the first to introduce key principles of economic sustainability, through fair, long term relationship; social sustainability, and environmental sustainability.

We take care of every detail by cultivating sustainable quality that delivers on our pursuit of excellence and ensures a more conscious shopping experience, starting from the choice of products.



Coffee Source with Sustainable Growing Practices

The largest privately owned coffee plantation, 3,400 Ha area at key Arabica coffee producing region in North Sumatra.

FNB Tech Plantation is a lush mountainous area with an altitude of 1200–1300 m asl. Fertile areas and the cold is caused by the eruption of Mount Merapi which formed Lake Toba. Volcanic soil is very fertile because it contains nutrients that are high when a volcano erupts. Estimated that the Lake Toba explosion occurred a few thousand years ago and an eruption Supervolcano the most recent. Bill Rose and Craig Chesner from Michigan Technological University estimate that volcanic materials spewed out of the mountain

as much as 2.800 km³, with 800km³ of rock Ignimbrite and 2.000km³ of volcanic ash which is expected in the wind has spread to half of the earth, from China to South Africa. The explosion occurred for 1 week and throw the dust up to 10 km above sea level. The result of the eruption made the area around Lake Toba to be so fertile, with high humus content. Ground surface elevation and the temperature ranges between 26.3°C–22° C, is also very suitable for growing coffee plants.

FNB Tech Plantation is only about 172 km from Medan City, North Sumatra, which is located on the shores of Lake Toba. Contributed to the stunning natural progress of buffer Lake Toba areas including Pakpak Bharat. Currently, **it is the first largest private coffee plantation in Indonesia with a plantation area of 2,621 hectares.**

Sumatera is internationally recognized as one of the key Arabica coffee producing regions, and also the highest coffee producing region, contributing to more than 70% of Indonesia's coffee supply.



| Type | Specification |
|--------------------------|--|
| Property size | 3400 ha |
| Current Development Size | 127 ha Producing, 700 ha Cleared |
| Elevation | 1,100-1,300 m above sea level |
| Location | District Siempat Rube and Kerajaan, Pakpak Bharat, North Sumatra |

FnB's Plantation was acquired in FY12 from a joint venture operation between an Indonesian and Japanese firm. 827 ha of the land area has been cleared and planted with coffee with 127 ha of productive plants. The rest of the area developed starting in FY15, and fully developed in 2018.



Main Access to Plantation



Arabica Nursery



Plantation 2,621 Ha in Pakpak Bharat, North Sumatera

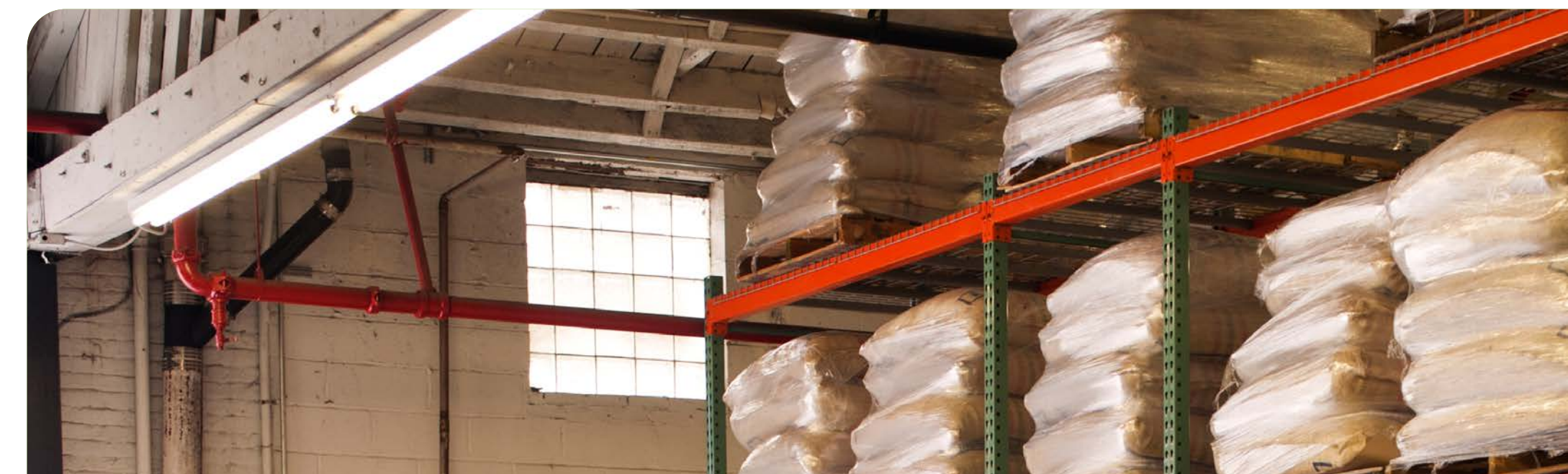


FnB Milestone

An integrated Indonesian coffee supplier and consumer goodswith operations from plantation, trading & consumer.

ESTABLISHED in 1999, we are a coffee company that has grown into a global specialty coffee supplier and consumers good company with 22 years of experience in the coffee industry. FnB Tech Indonesia coffee business, has a coffee plantation of 3.400 hectares in Dairi, Pakpak Bharat, which is the largest coffee plantation in Indonesia. We have exported to 30 major destination countries such as the United States, Europe, Asia, the Middle East, Australia and many other countries. This journey has made us one of the largest

coffee exporters in Indonesia. To develop our business and build a network of work connections, we developed our business by opening a coffee plantation and Arabica coffee cultivation, which was named FnB Tech Plantation.



“We remain invested in origins, while we keep building capacity in destination markets. We're renowned for leveraging our global sourcing network and local knowledge to offer a secure supply of traceable and sustainable ingredients.”



Diversified upstream to downstream business lines

1 Raw Materials

Procurement & Supply

Secures its unique and high-quality coffee beans supply through its plantation production and long-term relationships with suppliers.



FnB Tech's 3,400 Ha
Coffee plantation in Pakpak Bharat, North Sumatra.



3rd party
coffee bean suppliers

2 Production

Development & Processing

Processing of globally competitive coffee products for trading and retail markets. Currently utilizes 3rd party for retail packaging.



The Company (Production)

3 Sales & Distribution

Distribution & Marketing

Global exports to over 30 countries across the Globe.



The Company
(Trading)

Diversified products for retail market under 4 brands, with over 2,300 distribution points across Indonesia.



The Company
(Retail)

End User

Trading partners

Some of the world's largest commodity traders

Retail & Horeca Markets

70.8%
of total
revenue



Retail

29.2%



Horeca

FnB Milestone

Sustainable Partnership with modern refinements to process quality green beans to the highest global certified standards.



Other than that, FnB Tech Plantation's new business approach has been developed based on partnerships with selected local farmers who are also our assisted farmers. We incorporate new plantations into our operations to offer a consistent supply of our standard speciality coffee throughout the year, according to the specific demands of our clients. All coffee follows our strict quality control system, with farm-origin coffee beans that can be traced, processed, blended and cupped,

conforming to one of our speciality coffee standards.

In addition, we promote close relationships with farmers, providing them with training on best agricultural and harvesting practices, post-harvest techniques for speciality coffees, enabling them to continuously improve their quality and increase the prices they receive and turn them into long-term, sustainable relationships. Through developing mutually beneficial

relationships with the farmers, cooperatives, and communities we buy from, we are building a stronger, more resilient supply chain. This is a new channel for clients to grow their coffee business through the reliable & sustainable partnership developed with FnB Tech Plantation Indonesia.



Independent Coffee Farmers

The Company typically buys from plantations that use the wet process method as it is known to produce much higher quality coffee.

Dry Process

The dry process method is a much simpler, more natural, requiring little machinery. Coffee cherries are laid in the sun to dry for up to 3 weeks before being sent to the processing plant.

Wet Process

The wet process method requires more investment and care, and produces higher quality beans. This method intensifies the aromatic flavors of the coffee, and reduces its bitterness.

FnB's coffee processing plant specifications

Property size: : 0.8 ha
Development area: : 0.4 ha
Location: : Kabupaten Deli Serdang, Medan, North Sumatra
Employees on location: : 450

Wet hulling ("Giling basah")

This is a method indigenous to Indonesia, particularly Sumatran coffee. Wet parchment coffees are hulled under a higher moisture content compared to the standard methods.

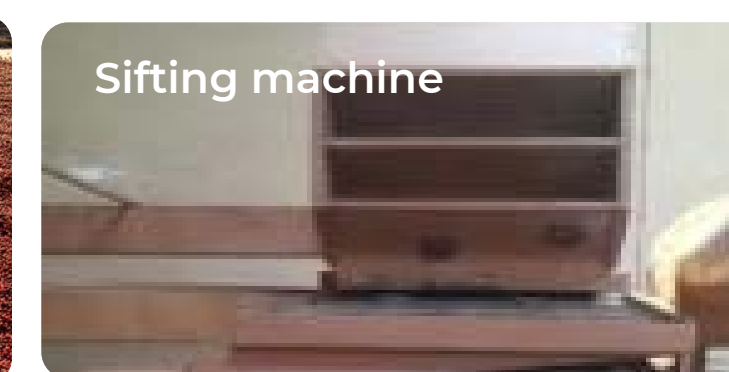
Sutton process

Separating bad coffee beans from the good ones based on their weights.

Sifter Process

Filtering the coffee beans based on diameter.

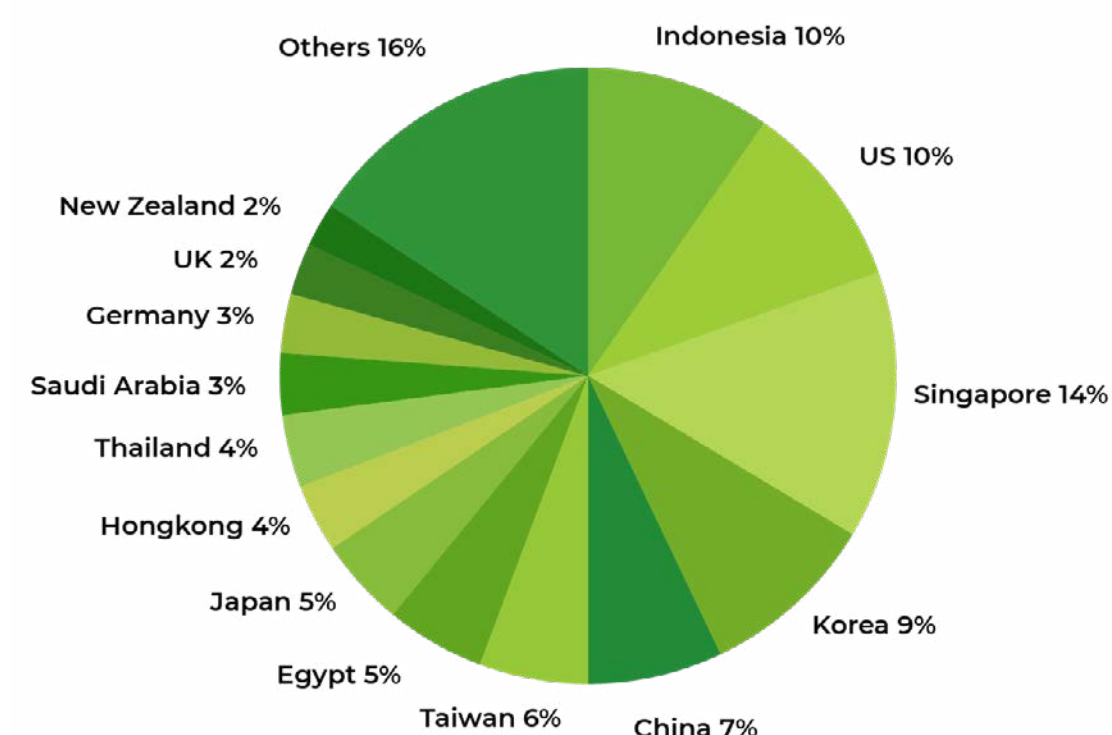
Medan Warehouse Facilities & Process



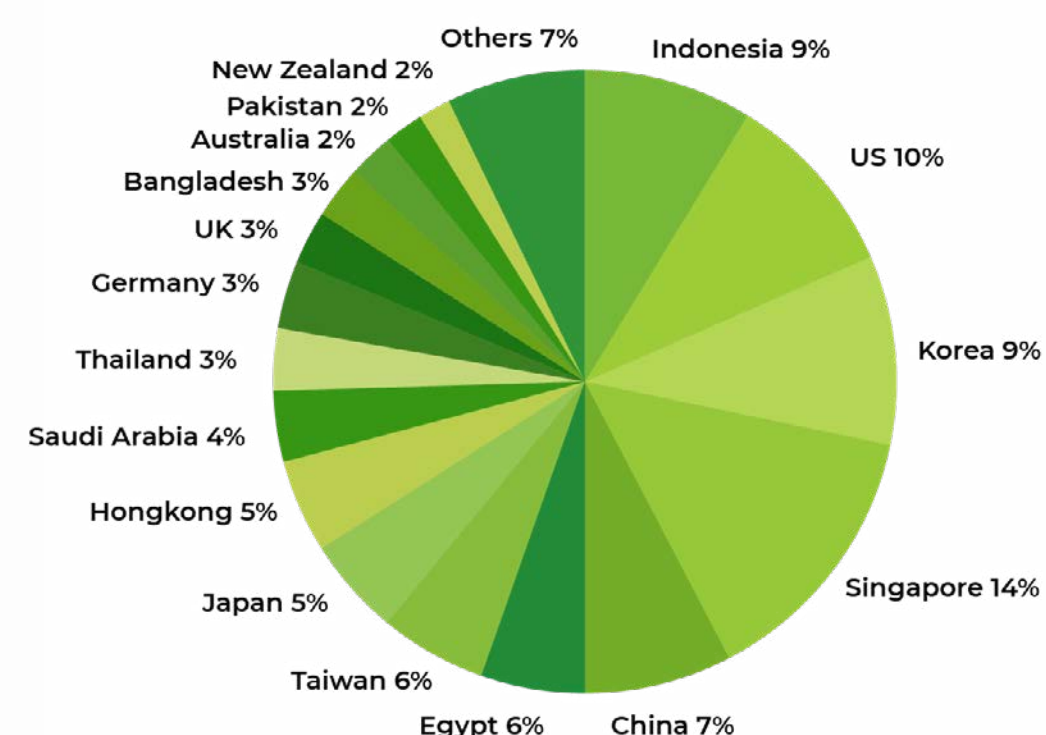
A global trading distribution network reaching over 30 countries, across all continents.



Notes: Others include Russia, Georgia, Jordan, Malaysia, Macedonia, Portugal, Netherlands, Philippines, Costa Rica, Czech, and Italy.



Coffee volume breakdown by country FY15















Coffee revenue breakdown by country FY15

Over the last 22 years, FnB Tech has established strong relationships with large shipping lines to guarantee the quality and punctuality of its delivery.

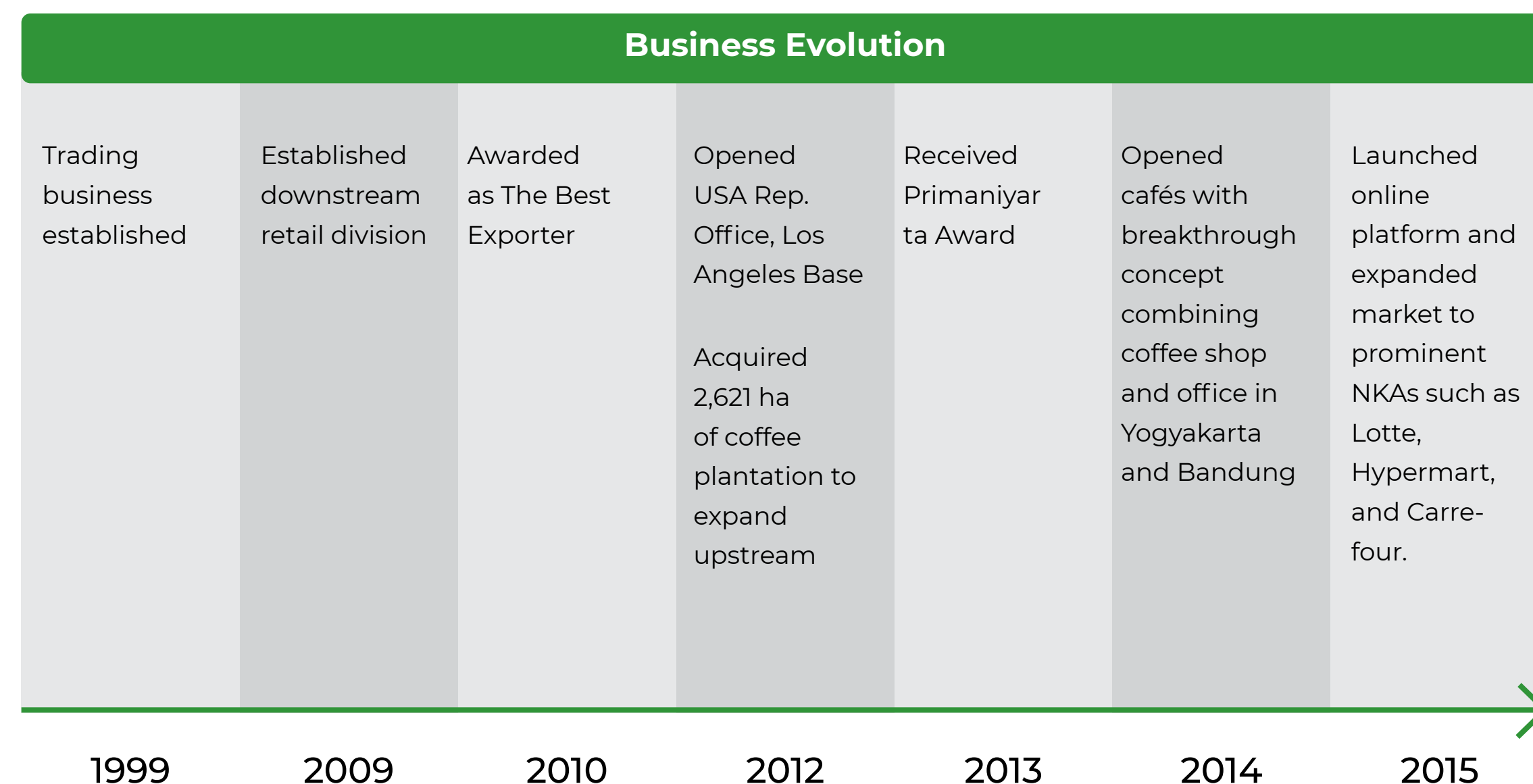


FnB has established relationship with 17,811 buyers world-wide, including some of the world's major coffee players.

| Partners | Origin | Relationship | Brief Description |
|---|-------------|--------------|---|
|  | USA | 12 Years | <ul style="list-style-type: none"> Coffee trader that provides large and small roasters with exceptional coffees, economical prices and excellent services. |
|  | USA | 13 Years | <ul style="list-style-type: none"> Established in 1995 as the first coffee supplier in the Houston metropolitan area to offer single brew coffee machines to clients. The company acquired Café de Todd's brand and operations. |
|  | Singapore | 11 Years | <ul style="list-style-type: none"> Olam has become a leading processor and shipper of Robusta coffee, ranking among the top exporters in Vietnam, Indonesia, Cote d'Ivoire and Cameroon. The company has modern processing facilities globally. |
|  | Netherlands | 12 Years | <ul style="list-style-type: none"> Louis Dreyfus Commodities is a global merchandiser of commodities, a major asset owner and a processor of agricultural goods, with over 160 years experience. |
|  | Japan | 10 Years | <ul style="list-style-type: none"> Established in 1947, Wataru produces raw coffee beans and supplies coffee brewing equipment. The company currently has coffee plantation in Jamaica. |
|  | USA | 13 Years | <ul style="list-style-type: none"> Subsidiary of ED&F Man, one of the leading coffee merchants in the world. Operations in 14 of the top 20 coffee origins worldwide with sales offices in all major consuming regions. |
| Partners | Origin | Relationship | Brief Description |
|  | New Zealand | 10 Years | <ul style="list-style-type: none"> A boutique coffee roaster, wholly owned and operated in New Zealand since 1990. |
|  | New Zealand | 10 Years | <ul style="list-style-type: none"> The company imports high quality green coffee beans from various countries around the world and distributes to New Zealand coffee roasters. |
|  | USA | 12 Years | <ul style="list-style-type: none"> Ecom Agroindustrial Corp. Ltd is a global commodity trading and processing company specializing in coffee (top 3 merchants), cotton and cocoa in major producing and consuming countries, with ancillary agricultural operations in oilseeds. |
|  | France | 12 Years | <ul style="list-style-type: none"> An international commodities trading group founded in 1880, shipping more than 1 million tons of goods to over 50 countries in conventional vessels and containers. |
|  | USA | 7 Years | <ul style="list-style-type: none"> A leading manufacturer of private label coffees since 1960 for regional and national retail chains throughout USA. |
|  | Japan | 5 Years | <ul style="list-style-type: none"> The company is involved in various of sectors including food materials, textiles, pulp and paper, chemical, energy and transportation machinery. Marubeni has about 30% import share of coffee beans for the entire industry |

Our Achievement

Over 22 years, FnB Tech has grown from a small trader to a global award winning company with international standards & memberships



Strong ability to maintain global competitiveness during the journey Friday, December 3, 2010, the company was awarded as Company Exporter of plantation crops 2010 at national level. The award was presented by President Susilo Bambang Yudhoyono at State Palace. The CEO was acknowledged for his tenacity and perseverance as a young entrepreneur who excels in building nation by developing and promoting coffee commodity markets around the world.

October 16, 2013, the company achieved the award as the Superior Potential Exporter, for our 15 years in escalating coffee industry in Indonesia. The judging process was held in October 4th, 2013 at the Ministry of Trade office in Jakarta. The selection and

determination of the Primaniyar ta award winning Company/Exporter for 4 (four) categories was conducted by Independent Jury Team, that comes from various background related to Indonesia Export.

The award was given by the Vice President of Republic of Indonesia, Boediono, during the opening of Trade Expo 2013 in Jakarta International Expo (JIExpo), Kemayoran, Jakarta.



Certification



ISO 22000



Food and Drug
Administration



Certificate of
Analysis



Q-Grader



Halal



USDA National
Organic Program



Fairtrade



Rain Forest
Alliance



Coffee Quality
Institute

Certification



International
Coffee
Organization



Specialty
Coffee Association
of America



Specialty
Coffee Association
of Japan



Specialty
Coffee Association
of Europe



Specialty
Coffee Association
of China



Indonesia Chambers
of Commerce



Association of Indonesia
Coffee Exporters and
Industry



National Coffee
Association of USA



Our Purpose

“Be the change for good coffee and a healthy future”

This is our purpose. We believe our scale and reach, combined with our mindset, sets us up to be agents of change. We can source, grow and manufacture ingredients that are good for farmers' livelihoods, for consumers' health and well-being, and for the world around us. Discover how we approach these and many more issues and how we can help you create real impact on our website.

Join Venture Investment

"FnB provide USD 50 million collateral asset"

"A Latief Corp provide Credit Line Access for USD 30 million "

Joint Venture Investment Scheme

| A.LATIEF CORP | PT.FnB TECH | PT.ISC |
|---|---|--|
| <ul style="list-style-type: none"> Providing access and recommendation financing | <ul style="list-style-type: none"> 840 Ha at SIIE Belawan port | <ul style="list-style-type: none"> 75 ha produce 3500 Sugarcane juice/day |
| <ul style="list-style-type: none"> About total usd 30,000,000 | <ul style="list-style-type: none"> 2621 Ha coffee Plantation Pak Pak barat | <ul style="list-style-type: none"> coffee warehousing set up in Medan |
| <ul style="list-style-type: none"> investment = USD 10,000,000 | <ul style="list-style-type: none"> 800 Ha sumatra corn Pak Pak Barat SUMUT | <ul style="list-style-type: none"> bank loan approx. usd 242,000 |
| <ul style="list-style-type: none"> Working capital = USD 10,000,000 | <ul style="list-style-type: none"> 700 Ha. Belawan Fresh Fish Shrimp and crab | <ul style="list-style-type: none"> Specialty Coffee bean export to traditional countries such as USA, EUROPE , ASIA covering about 20 countries |
| <ul style="list-style-type: none"> Trade line = USD 10,000,000 | <ul style="list-style-type: none"> No bank loan | |
| | <ul style="list-style-type: none"> Coffee bean export to traditional countries such as UAE eastern erope ,etc, covering about 30 countries | |

**** SIIE = Sumatra Integrated Industrial Estate**



Investment USD 10 MILLION

P.T FnB Tech

- Warehouse premise 40 ha
- Warehouse building 10 ha
- Cfe beans prod. 2400 mt/yr
- Processing machines
- Drying solar green house
- Concrete drying patio
- Electrical gen set
- Electrical industrial trafo
- Supporting whse vehicles
- Cfe whse lab.
- Security fences
- Location SIIE, belawan port

P.T ISC

- Warehouse premise 40 ha
- Warehouse building 10 ha
- Cfe beans prod. 2400 mt/yr
- Processing machines
- Drying solar green house
- Concrete drying patio
- Electrical gen set
- Electrical industrial trafo
- Supporting whse vehicles
- Cfe whse lab
- Security fences
- Location SIIE, Belawan port

****Note : cfe = coffee , whse =warehouse, SIIE= Sumatra intergrated indutrial estate**

FURTHER INVESTMENT - BELAWAN

Bonded warehouses on remaining open land

Construction fishery, shrimp and crab ponds

Access roads to business center points

Coffee buying station & processor in Takengon

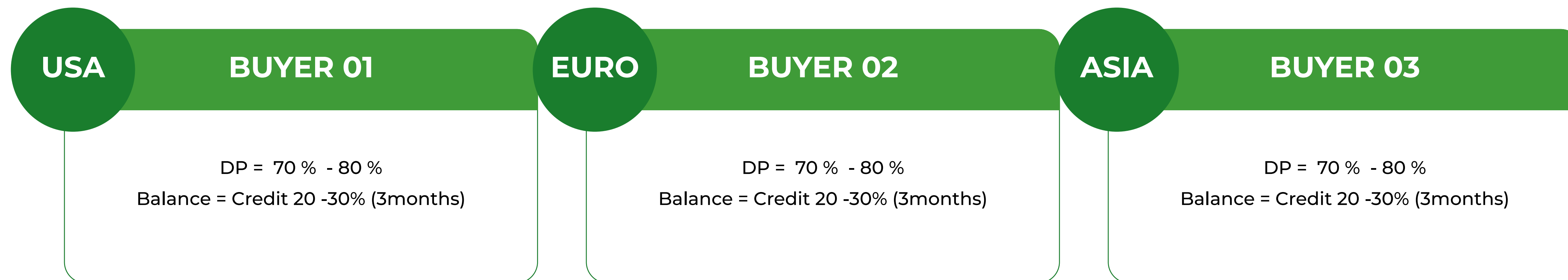
Coffee buying station & processor in South Sulawesi

Coffee buying station & processor in East Java

Coffee buying station & processor in Bandar Lampung



Investment USD 10.000.000



SALE 1 MONTH = 10 CONTIANERS X 20 MT = 200 MT @USD 8,000 = USD 1,600,000

FNB TECH + ISC = 2 WHSES PLANTS = 2 X USD 1,600,000 = USD 3,200,000

** PROFIT = 12 - 14%



CFE BEANS PROCUREMENT

WORKING CAPITAL USD 10 MLN

**WHSE HUB
MEDAN-BELAWAN**



**Sumatra
Arabica**

- Gayo
- Mandheling
- Koerinci
- Solok
- Bengkulu

**Java
Arabica**

- Preanger
- G.Sumbing
- G. Merapi
- G. Ijen
- Bali
- Flores
- Flores
- Papua

**Celebes
Arabica**

- Toraja
- Kalosi

**Lampung
Robusta**

- Sumatra Robusta



Belawan Zone Development



World Production

| NO | COUNTRIES | PRODUCTION (MT) | % |
|----|-----------------|-------------------|----|
| 01 | Brazil | 4.140.000 | 39 |
| 02 | Vietnam | 1.740.000 | 17 |
| 03 | Columbia | 858.000 | 8 |
| 04 | Indonesia | 744.000 | 7 |
| 05 | Ethiopia | 442.000 | 4 |
| 06 | Honduras | 366.000 | 4 |
| 07 | India | 342.000 | 3 |
| 08 | Uganda | 337.000 | 3 |
| 09 | Meksiko | 240.000 | 2 |
| 10 | Peru | 228.000 | 2 |
| 11 | Other Countries | 659.000 | 11 |
| 12 | WORLD PROD. | 10.000.9600 | |

World Consumption

| NO | COUNTRIES | PRODUCTION (MT) | % |
|----|-----------------|-------------------|----|
| 01 | Uni Eropa | 2.415.060 | 24 |
| 02 | USA | 1.618.920 | 17 |
| 03 | Brazil | 1.344.000 | 14 |
| 04 | Japan | 433.160 | 5 |
| 05 | Indonesia | 300.000 | 3 |
| 06 | Rusia | 280.680 | 3 |
| 07 | Canada | 240.660 | 2 |
| 08 | Ethiopia | 227.800 | 2 |
| 09 | other countries | 2.949. 320 | 30 |
| 10 | WORLD CONSUMP | 9.980.9600 | |



World Production

| NO | YEAR | PRODUCTION (MT) | EXPORT (MT) | VALUE US\$000 | TREND EXPORT VOLUME (MT) | % | TREND EXPORT VALUE US\$000 | % |
|----|------|-----------------|-------------|---------------|--------------------------|-------|----------------------------|-------|
| 01 | 2021 | | 380,170 | 842,520 | +4,615 | +1.2 | + 33,361 | +4.1 |
| 02 | 2020 | | 375,555 | 809,159 | +19,789 | +5.6 | - 63,196 | - 7.2 |
| 03 | 2019 | | 355,766 | 872,355 | +78,355 | +28.2 | + 65,477 | + 8.1 |
| 04 | 2018 | | 277,411 | 806,878 | -186,787 | -40.2 | -368,515 | -31.3 |
| 05 | 2017 | | 464,198 | 1,175,393 | | | | |

Source:BPS

- 2021 , July - frost in brazill accounting for Ny.c Mkt, rocketing up, coffee price increase
 - 2020 , March - Pandemic covid 19 outbreak ,accounting for shipment is stagnant
- Coffee fiscal year, the cycle starts September to next October of the following year (ICO)



Thank You

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KIM BELAWAN, Jl. Kawasan industri,
Kec. Percut Sei Tuan, Kab. Deli
Serdang, Sumatera Utara.