



Shareholder's plantation visit
April 2016
The world of tea

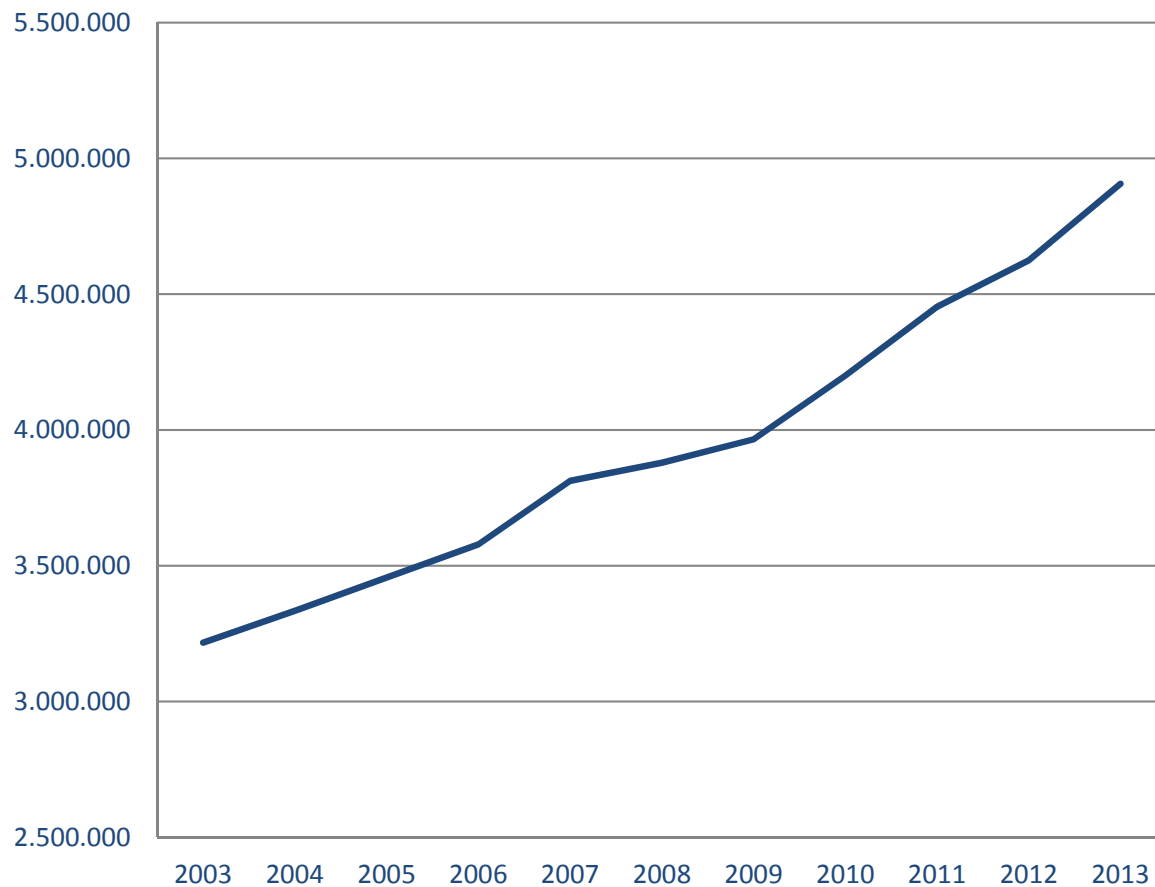
The Connection to the world of
Sustainable Tropical Agriculture

The world of tea

Global tea production



World production of tea



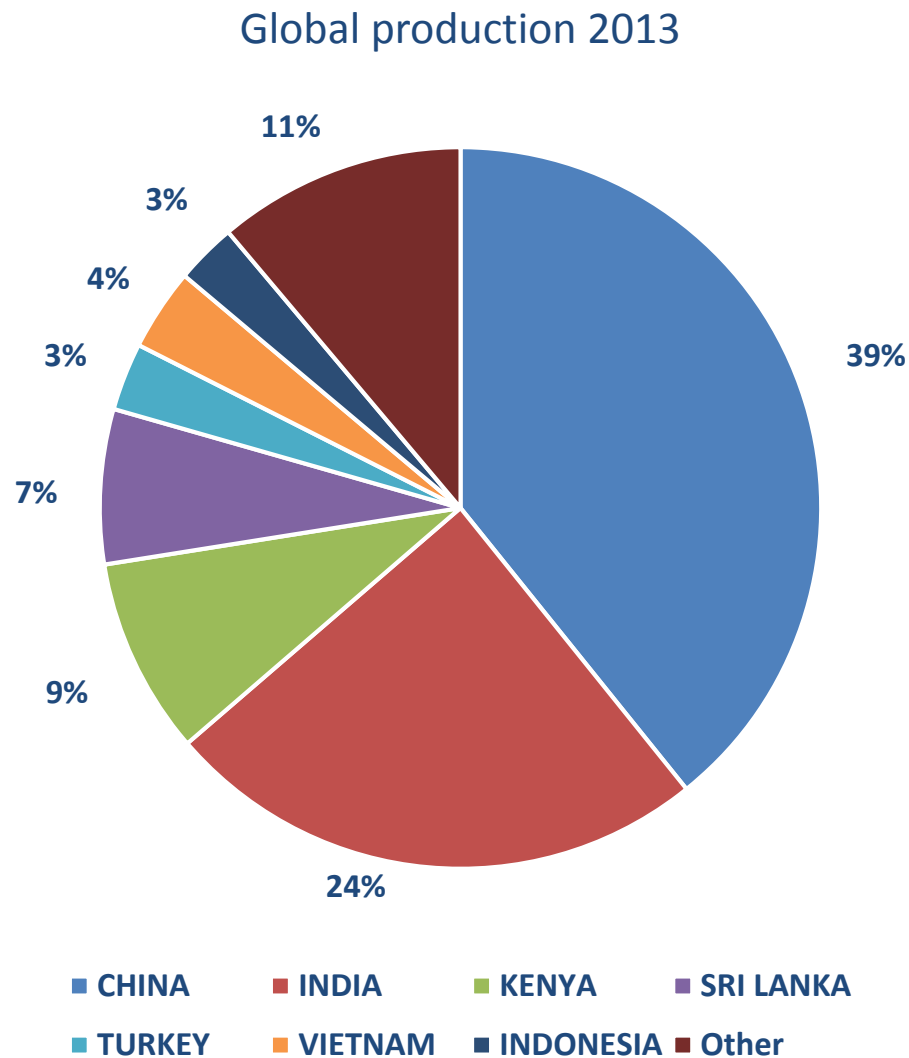
Tea production has known an annual average growth rate of 4,3% per year.

Average increase per country is:

- China +9,6%
- Vietnam +5,5%
- Kenya +4,6%
- India +3,3%
- Sri Lanka +1,3%
- Turkey +0,2%
- Indonesia -2,3%

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Global tea production



Tea production is primarily done in Asia:

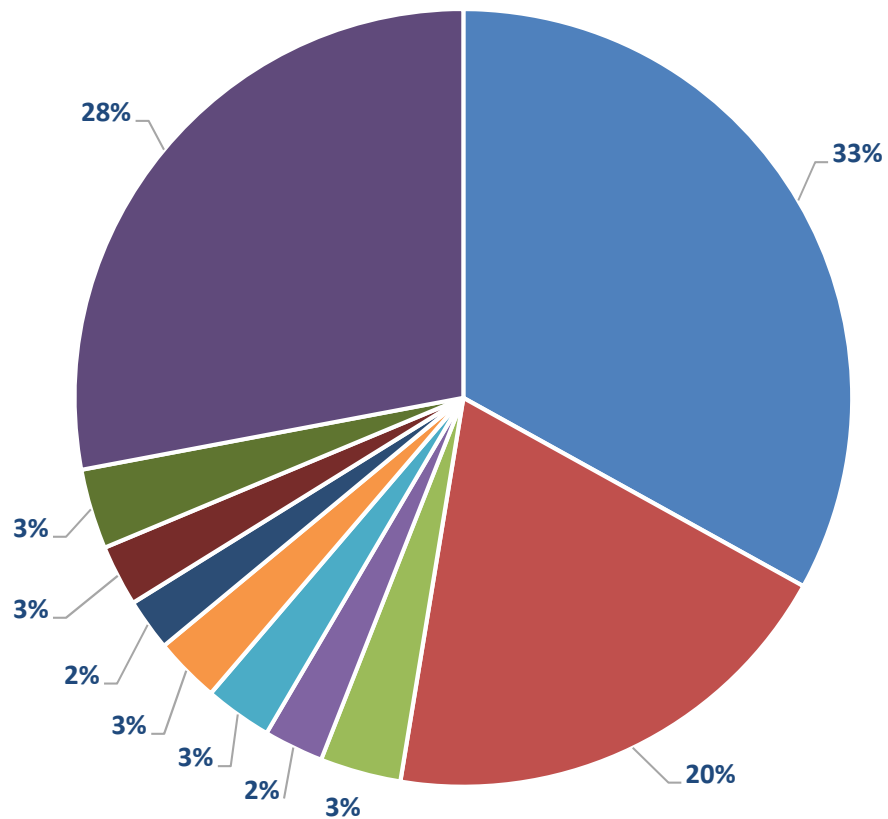
- China and India combined produce 63% of the world's tea
- Indonesian tea represents 3% of the global production is primarily produced on the island of Java

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Global tea consumption

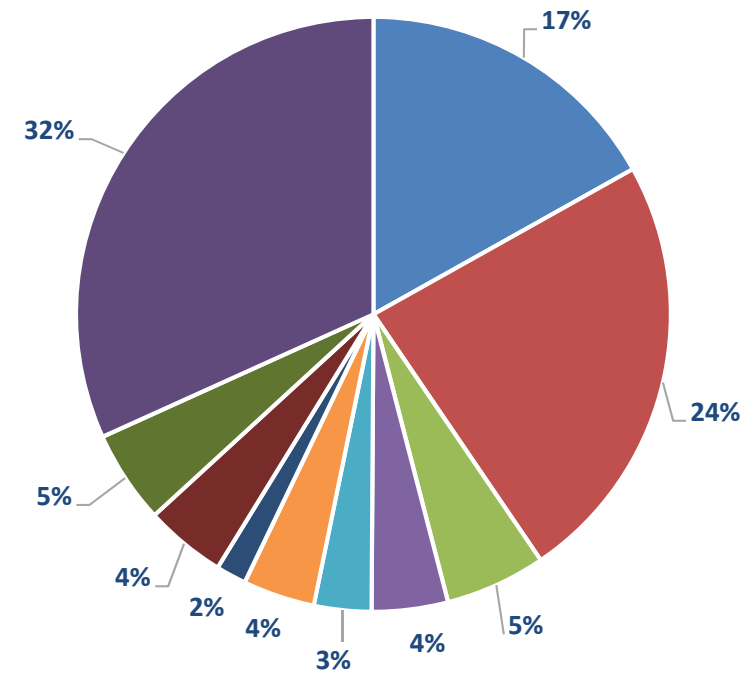


Tea consumption 2013: 4 636 KTON



- China
- India
- Russia
- UK
- US
- Pakistan
- Egypt
- Japan
- Turkey
- Other

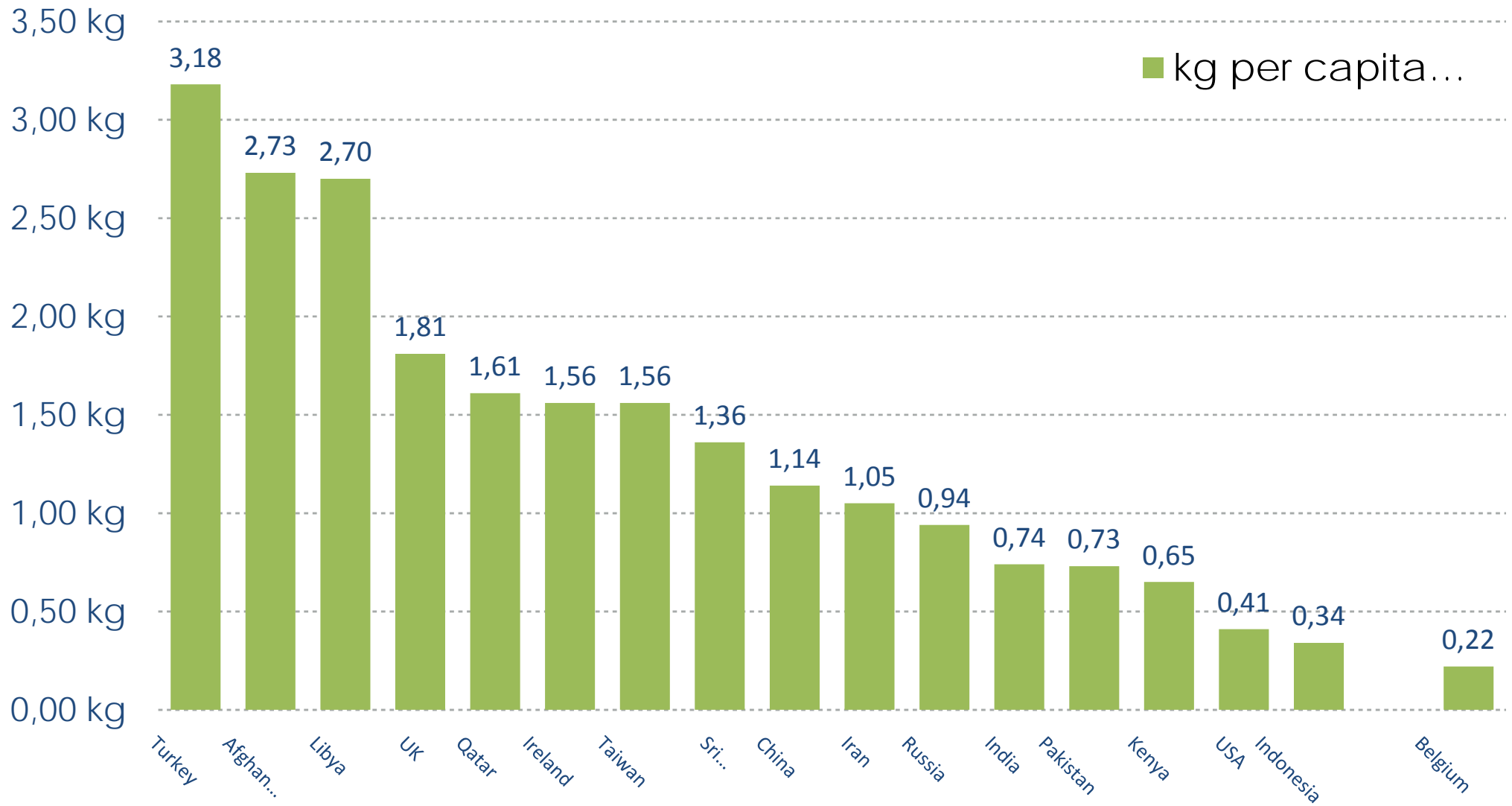
Tea consumption 2003: 3 024 KTON



- China
- India
- Russia
- UK
- US
- Pakistan
- Egypt
- Japan
- Turkey
- Other

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Tea consumption

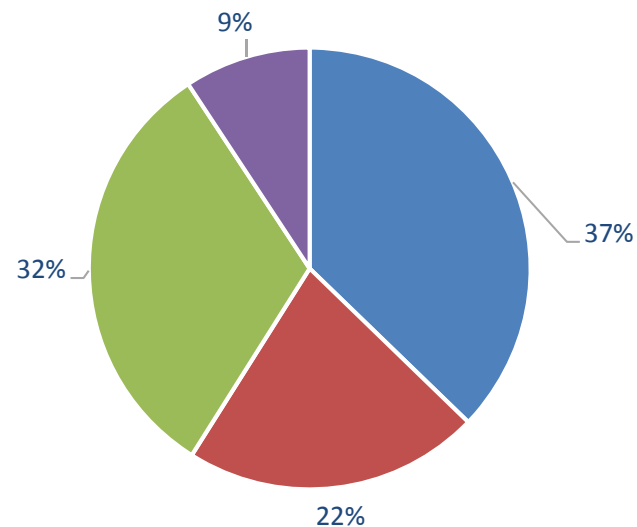


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Types of tea

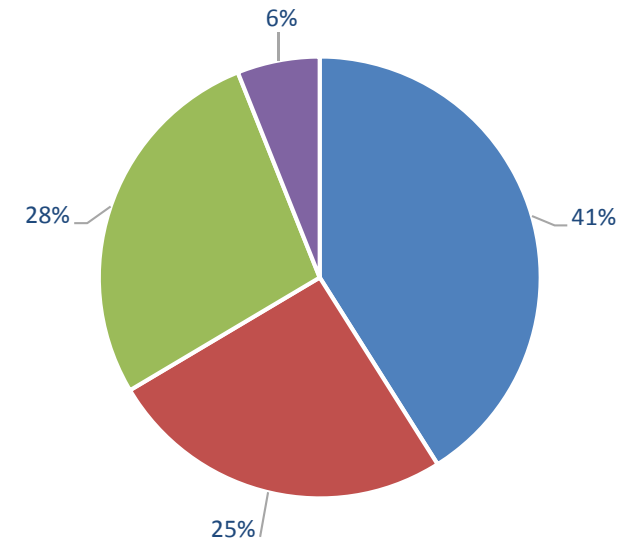


2013 tea types



■ CTC ■ ORTHODOX ■ GREEN ■ OTHERS

2003 tea types



■ CTC ■ ORTHODOX ■ GREEN ■ OTHERS

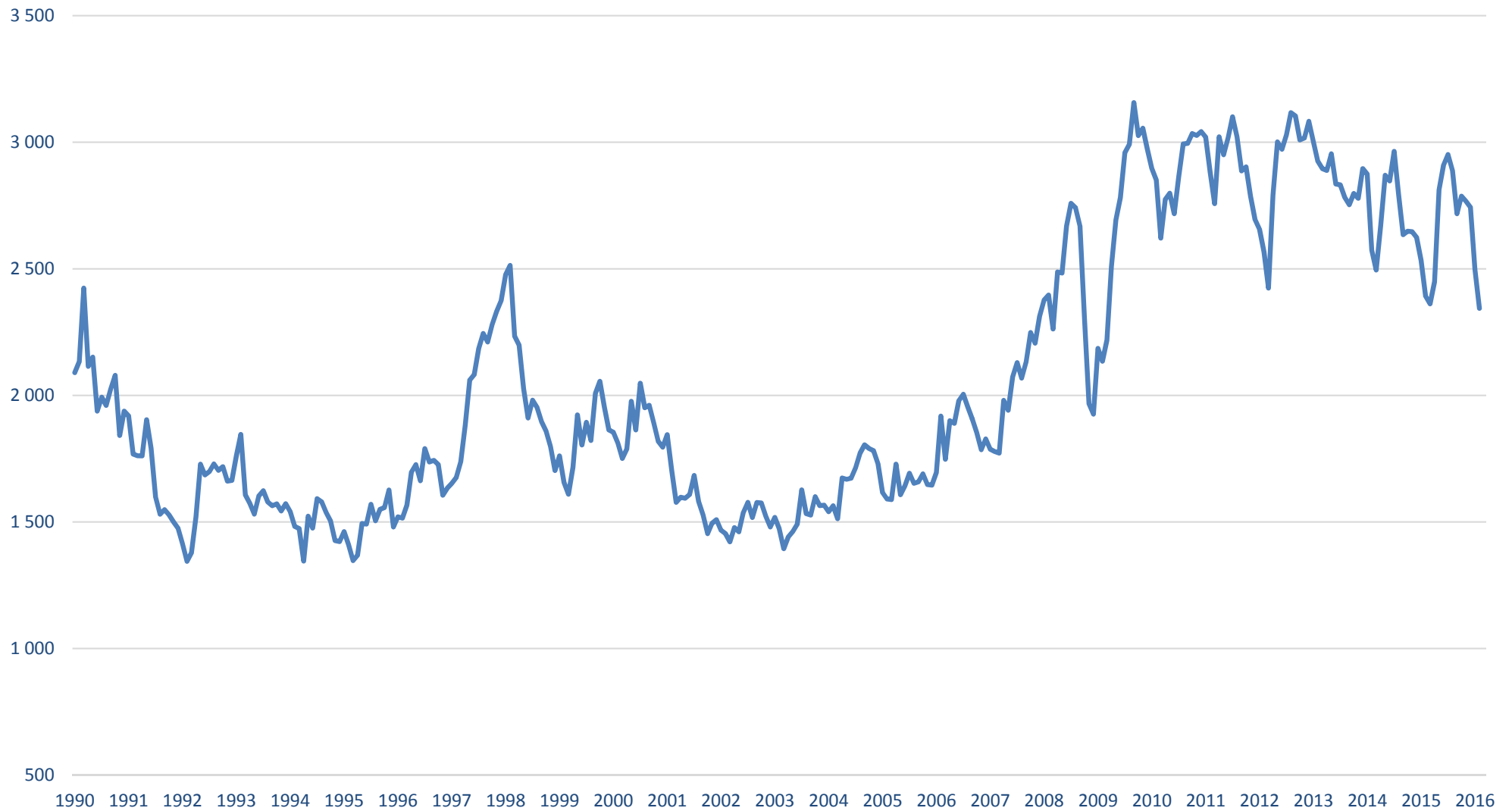
- Black tea is fermented tea and has two production methods:
 - CTC (“Cut-tear-curl”) manufacturing: used in tea bags
 - Orthodox manufacturing: results in big leaves
- Green tea is non-fermented tea
- Other teas are e.g. Oolong tea (semi fermented), white tea and specialty tea

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Tea prices



Historical tea price (Mombasa market)





Shareholders plantation visit April 2016 Cibuni tea estate and factory

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Tea – history



TEA : CAMELLIA
(*SINENSIS* OR *ASSAMICA*)

FIRST DOCUMENTED “TEA” :
1000 BCE IN YUNNAN.

OOLONG ?

TEA IN INDONESIA

1684 FROM JAPAN : FAILED

1827 FROM CHINA : FAILED

1878 FROM ASSAM : SUCCEEDED (IN GAMBUNG)



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Tea in Indonesia



TOTAL AREA : 121'000HA

TOTAL PRODUCTION : 132'000MT

(BLACK TEA : 101'000MT, GREEN TEA : 31'000MT)

GOVERNMENT ESTATES : 31%

SMALLHOLDERS : 47%

PRIVATE ESTATES : 22%

EMPLOYMENT : ABOUT 1 MILLION PEOPLE.

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Cibuni: the hidden river



CIBUNI : A *BELGIAN* TEA PLANTATION !
FOUNDED IN 1902 BY THE DE DECKER FAMILY.

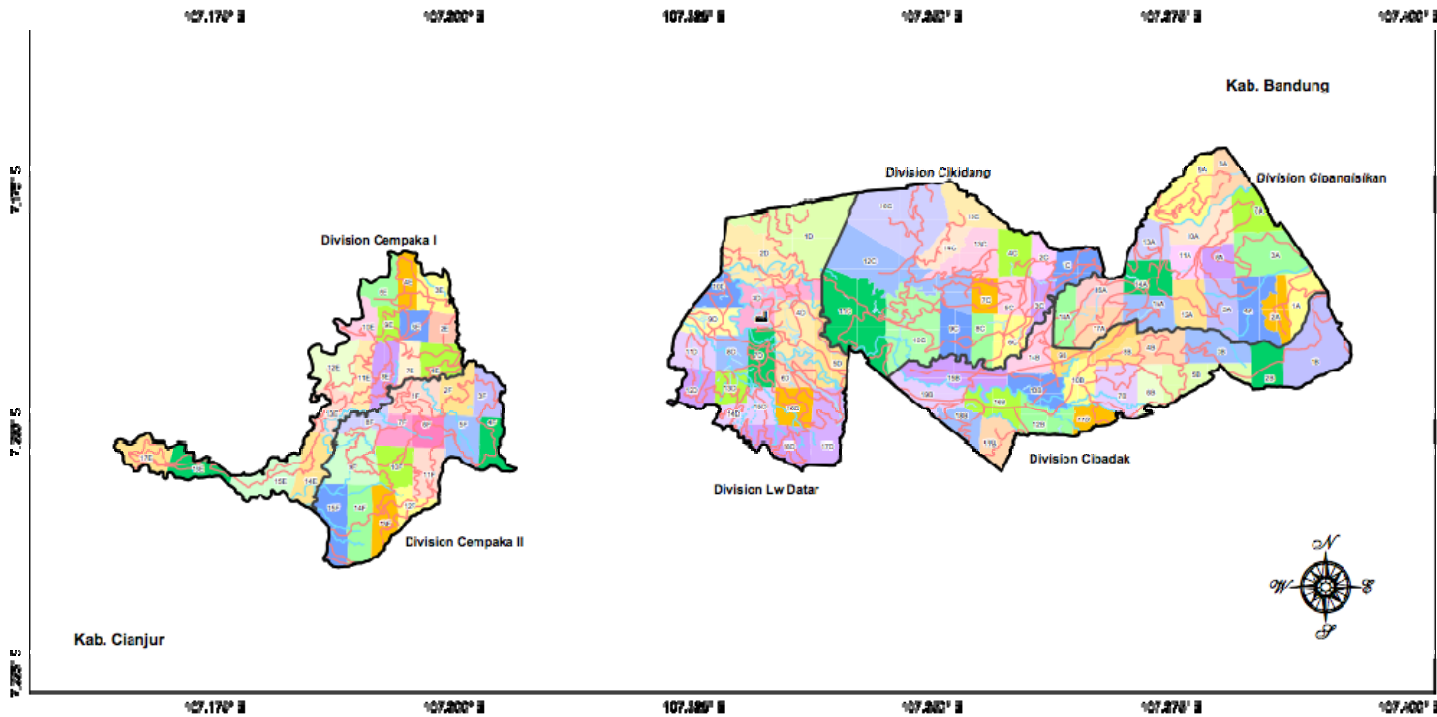
STILL IN BELGIAN HANDS TODAY.

CIBUNI IS THE LARGEST PRIVATE SINGLE ESTATE IN INDONESIA.
THE ESTATE COVERS 2'000HA, EMPLOYS 2'500 PEOPLE.

THROUGH THEIR DEDICATION, THE ESTATE AND FACTORY TEAMS PRESERVE THE
TRADITION OF *CIBUNI* TEA.

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Cibuni Tea Estate



CIBUNI MANAGER
RUSPANDI

TEA FACTORY
MANAGER
MASTRI

TOTAL AREA : 2'052HA

PLANTED AREA : 1'777HA

EMPLOYEES : 2'517

ALTITUDE : 1'000 TO 1'900M

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Great Tea: great efforts



GROWING CIBUNI TEA

NURSERY

PLANTING

PESTS & DISEASES

“TABLES”

PLUCKING

PROCESSING CIBUNI TEA

RECEIVING/CONTROL

WITHERING

C-T-C

“FERMENTATION”

DRYING



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Growing Cibuni tea



NURSERY

PREPARING THE BUSHES FOR 80 YEARS (OR MORE)

“CUTTINGS” FROM KNOWN BUSHES.

INDIVIDUAL POLYBAGS, UNDER TUNNELS.

SHADE PROGRESSIVELY REDUCED.

TIME IN NURSERY : 8 MONTHS.



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Growing Cibuni tea



PLANTING

11'900 BUSHES/HA
(0.7M x 1.2M)

EROSION CONTROLS.

SHADE TREES.

IMMATURE PERIOD : 3 YEARS.



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Growing Cibuni tea



PESTS AND DISEASES

HELOPELTIS THEIVORA ⁽¹⁾

GREEN FLY ⁽²⁾

WHITE ROOT DISEASE

BLISTER BLIGHT ⁽³⁾

FIELD MONITORING DAILY BY
PLUCKERS AND
AGRONOMISTS.



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Growing Cibuni tea



“TABLES”

CRITICAL FOR
PRODUCTION.

“FORMING” DURING
IMMATURE STAGE.

REGULAR PRUNING TO
MAINTAIN TABLES.



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Growing Cibuni tea



PLUCKING

PLUCKING BY HAND.

ONE *PEKOE* (BUD)

+ 3 LEAVES.

CAREFUL HANDLING OF
LEAVES TO AVOID BRUISING.



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Growing Cibuni tea



CERTIFYING OUR GOOD PRACTICES

CIBUNI IS CERTIFIED UNDER TWO INTERNATIONAL STANDARDS FOR SUSTAINABLE FARMING.

EVERY YEAR, THIRD-PARTY CERTIFICATION BODIES AUDIT CIBUNI FOR COMPLIANCE.





THIS IS A WORKING ESTATE !

PLEASE BE AWARE OF THE FOLLOWING POTENTIAL HAZARDS :

- ALWAYS BE AWARE OF YOUR SURROUNDINGS
- MIND YOUR FOOTING AT ALL TIMES
- WATCH FOR VEHICLES
- BE SUN SMART AND KEEP HYDRATED.

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Growing Cibuni tea



Hatur Nuhun

(Thank you)



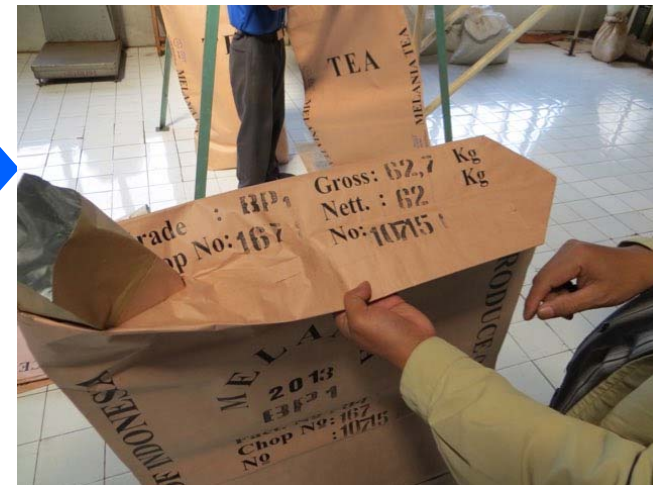
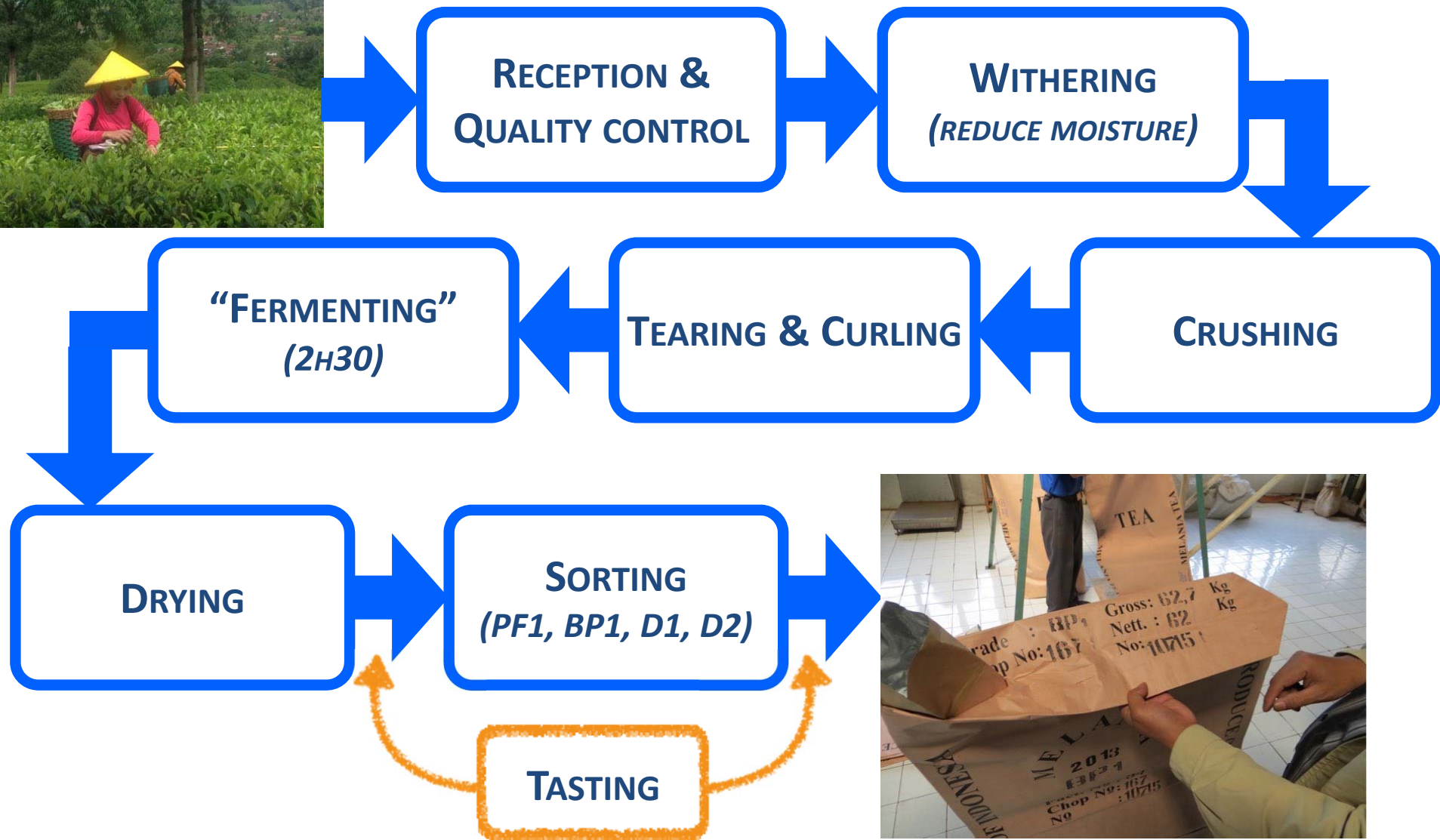
Enjoy the field visit

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Producing Cibuni tea



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LEAF RECEPTION & QUALITY CONTROL

CHECK LEAF QUALITY

(% "MEDIUM", % "FAULTY")



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WITHERING

"TROUGHS" : 24.5M x 4M
(45 TROUGHS +/- 4'300sqm)

CONTROLLED MOISTURE REDUCTION.

AVOID BRUISING.



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CRUSHING ("C-")

ROTORVANE.

FUNCTION : START BREAKING CELL
MEMBRANES.



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TEARING AND CURLING ("-TC")

"CUTTING ROLLERS" MADE OF STAINLESS STEEL, 8-10 TEETH/INCH. ROTATING IN OPPOSITE DIRECTIONS, AT DIFFERENT SPEEDS.
DISTANCE : 0.5-1.0MM.

"TRIPLEX" : 3 CONSECUTIVE CUTS.



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"FERMENTING"

GENTLE PROCESS, 2 TO 2 ½ HOURS.

LOW TEMPERATURE (20-29 C) AND
HIGH HUMIDITY (85-95% RH).

AROMAS DEVELOP.

COLOUR CHANGES TO BROWN.



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DRYING

FLUIDISED BED DRIERS.

TIME : 20 MINUTES.

AIR TEMPERATURE : 120-150 C.

FUNCTION : STOP OXYDATION, MAKE
DRY, STABLE TEA.



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SORTING

MAGNETIC ROLLS : REMOVE STALKS
AND FIBERS.

VIBRATING MESH : GRADING BY SIZE.

"MADE TEA" GRADES :

BP1, PF1

D1, D2.



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Fresh tea leaves
(100kg)

Withered leaves
(72kg)

Tea
(20kg)

TEA TASTING

EXPERIENCE, EXPERIENCE, EXPERIENCE !

FIND DESIRABLE CHARACTERISTICS, IDENTIFY DEFECTS, PREPARE BLENDS.

1/ APPEARANCE

(FIBERS, STALKS, COLOUR)

2/ INFUSION

(BRIGHT/DULL, *COPPERY*)

3/ LIQUOR

(STRENGTH, *GONE OFF,*

HARSH, SMOKEY)



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Producing Cibuni tea



THIS IS A WORKING FACTORY !

PLEASE BE AWARE OF THE FOLLOWING POTENTIAL HAZARDS :

- ALWAYS BE AWARE OF YOUR SURROUNDINGS
- MIND YOUR FOOTING AT ALL TIMES
- CHECK CEILING HEIGHT
- BE AWARE OF MACHINERY.

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Growing Cibuni tea



Hatur Nuhun

(Thank you)



Thank you for visiting Cibuni