



**MERCU**  
**BIO TECH**  
revolutionizing rubber,  
empowering futures

## **COMPANY PROFILE**

*enhancing plantation yields and elevating  
the livelihoods of rubber farmers*



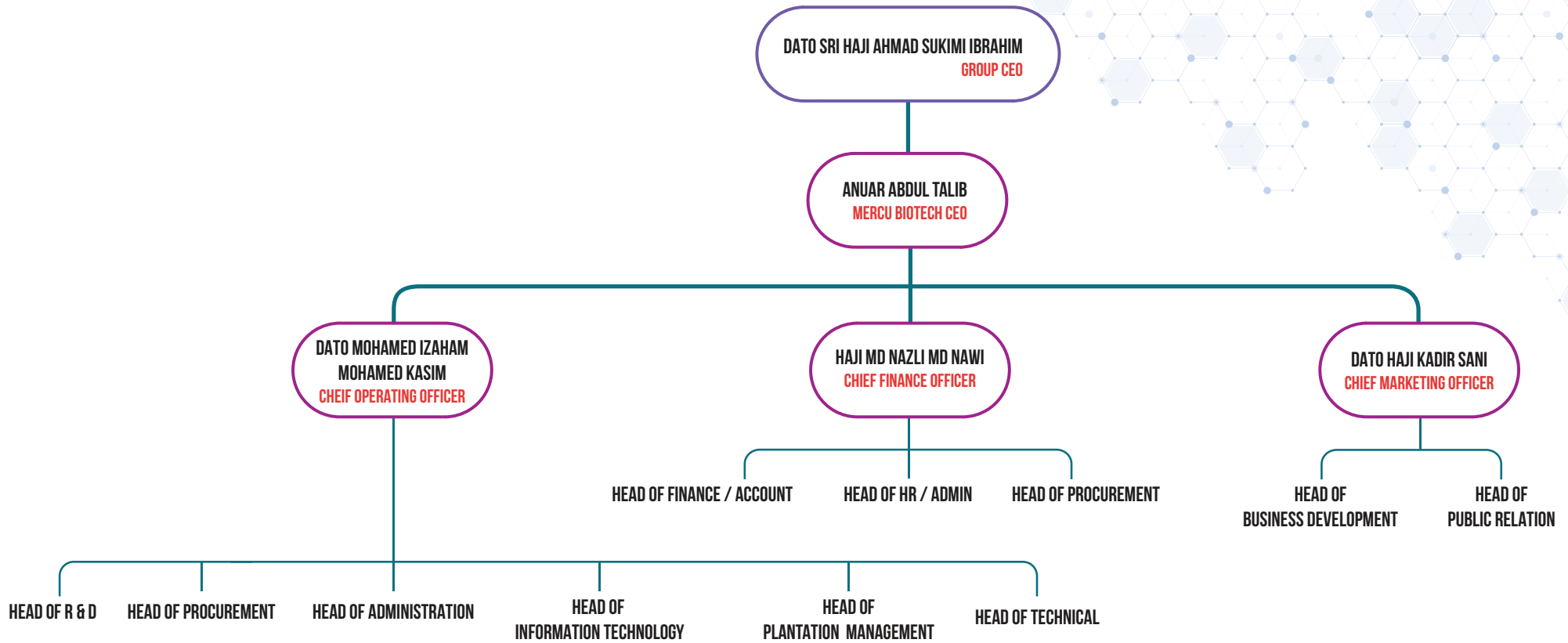
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## THE TEAM



## ABOUT **MERCU BIOTECH**

Mercu Biotech, a subsidiary of the Mercu Group Malaysia, stands at the forefront of the natural rubber processing industry, committed to revolutionizing the sector through pioneering research and innovative solutions.



Leveraging our proprietary technology and patented systems, we are strategically expanding our operations in Indonesia, aiming to position the country as the leading global producer of natural rubber.

### **Innovative Solutions**

Our signature innovation, the Mercu Tapping System (MTS), represents a breakthrough in the stimulation and extraction of natural rubber field latex. Beyond producing marketable rubber products, Mercu Biotech is dedicated to developing high-value biochemicals derived from natural rubber serum, the aqueous phase of field latex after the rubber component has been separated.

### **Expertise and Technological Support**

At Mercu Biotech, we offer unmatched expertise and technological support designed to enhance productivity, sustainability, and profitability for rubber farmers and industry stakeholders. Addressing the industry's challenges of supply inconsistency, our integrated estate management system ensures complete oversight of the value chain, from tree cultivation to consistent industry supply. Our rigorous adherence to sustainability principles underscores our commitment to environmental stewardship, safeguarding the interests of future generations.



## THE VISION

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"To be the global leader in natural rubber innovation, renowned for our expertise, reliability, and sustainable practices, transforming the rubber industry while enhancing the livelihoods of rubber farmers and safeguarding the environment for future generations."

## THE MISSION

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- Enhance natural rubber yields and improve the livelihoods of rubber farmers through innovative technologies and sustainable practices, while delivering optimal returns to our stakeholders.
- Provide global natural rubber buyers with a reliable and consistent supply of superior quality rubber, ensuring customer satisfaction and industry trust.
- Manage 600,000 hectares of rubber plantations by 2030, demonstrating our commitment to scalable growth, industry leadership, and environmental stewardship.
- Continuously pioneer the development of new products, including high-value biochemicals derived from natural rubber serum, to diversify our offerings and drive industry innovation.



## CHALLENGES IN **RUBBER INDUSTRY**

The rubber industry faces several challenges, including:

- Depressed prices
- Limited tapping windows due to adverse weather
- Scarcity of skilled rubber farmers
- Low farmer incomes
- Plantation diseases leading to abandonment or conversion to other crops
- Exploitation of smallholder farmers by intermediaries



## THE **MERCU BIOTECH** SOLUTION

### **Mercu Tapping System (MTS)**

The MTS is a revolutionary solution allowing farmers to harvest even during adverse weather conditions. It rejuvenates previously unproductive trees, increasing rubber yield by three to four times the industry standard.

### **Exclusive Offtaker Partnership with Mercu**

Our exclusive offtaker arrangement ensures farmers sell their entire latex harvest to Mercu, eliminating intermediaries and passing cost savings directly to farmers.

### **Reliable Supply Chain with Mercu**

As a trusted supplier, we provide a consistent and dependable supply of raw materials to local and international rubber processing factories. Our product range includes latex and sheet rubber, meeting diverse manufacturing needs.



## RESEARCH AND **DEVELOPMENT**

Mercu Biotech's dedicated R&D team continuously seeks innovative solutions to address the challenges in rubber plantations. Our ongoing experimentation and trials aim to enhance plantation performance and yields, ensuring sustainable growth and profitability. Additionally, we explore the development of high-value biochemicals from natural rubber serum, unlocking new growth avenues and diversifying our industry portfolio.





## ENVIRONMENTAL **SUSTAINABILITY**

Environmental sustainability is central to our operations. We employ advanced technologies to optimize plantation yields, reducing the need for additional land conversion. Our closed latex collection containers significantly reduce mosquito breeding and enhance worker safety.

We strictly prohibit plantations from deforested lands, preserving vital ecosystems. By implementing efficient fertilizer and chemical usage practices, we minimize environmental impact while maximizing efficiency. Our holistic approach fosters a culture of environmental consciousness among farmers using Mercu's innovative systems.



## COMMUNITY-CENTRIC **APPROACH**

Community engagement is integral to our operations. We collaborate with local communities and rubber farmers, fostering relationships built on trust and mutual respect. By working with authorities at various levels, we ensure farmers receive the necessary support and resources. Our advocacy for farmer empowerment drives economic growth, enhancing community prosperity. Our initiatives also improve productivity, giving farmers more leisure time for personal, social, or commercial activities. We are committed to making a positive impact and look forward to expanding our transformative system to new areas and countries, enriching lives and fostering sustainable development globally.