

PUBLIC EXPOSE 2020

PT Panca Mitra Multiperdana Tbk

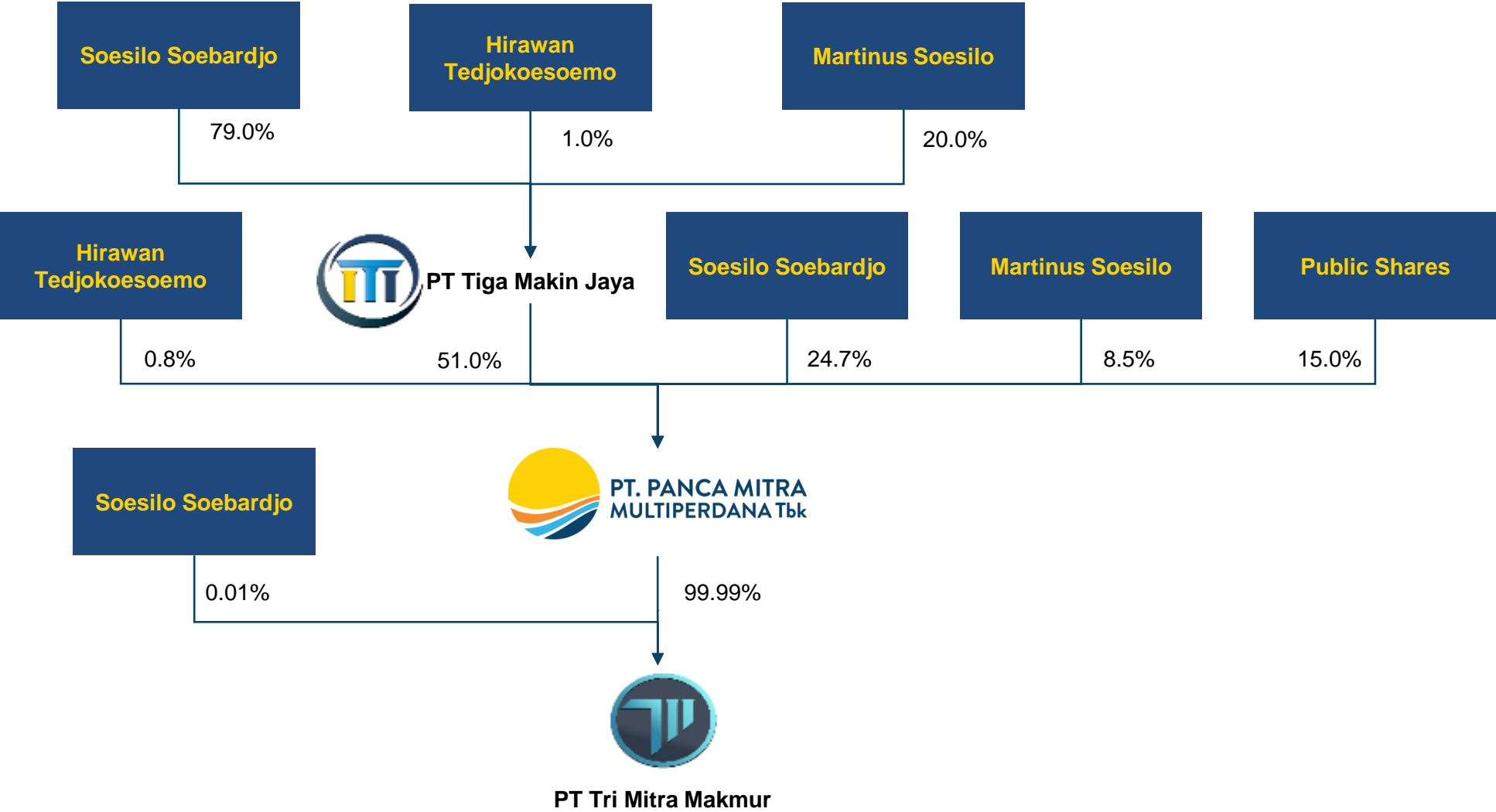
30 August 2021

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COMPANY OVERVIEW

Shareholder Structure



Key Milestone & Development



PMMP expanded its operation in Tarakan, North Kalimantan, in order to tap Black Tiger shrimp production.

TMM strengthen its production base by setting up processing plant in Situbondo.

TMM completed its third plant in Situbondo, increasing production capacity to 25,100 ton/year.

Export reached more than **15,000 tons.**



2010

2004 - 2005

PMMP and TMM is established by Indonesian and Singaporean partner. Built its first processing plant in Situbondo.



2013



Singaporean partner sold all of its ownership in PMMP.

Total export quantity reached more than **6,000 tons shipped,** while export quantity to USA started to intensify.

2015



2016



TMM built new plant in Situbondo, increasing production capacity to over 17,000 ton/year.

Export reach **10,000 tons.**

2018

PMMP built new plant in Situbondo, increasing production capacity to 21,500 ton/year.

Export reach more than **11,000 tons.**



2019

2020



Indonesia Stock Exchange
member of **wfe** WORLD FEDERATION OF EXCHANGES

PMMP successfully completed **Initial Public Offering** on December 2020, raising IDR 118 billion which will be used for financing its newest plant construction and working capital.

Export reach more than **18,000 tons.**

Production Facility

Our facilities are located in East Java and North Kalimantan:



7 Plants

Production Capacity:
25,100 Tons / Year



26 Cold Storages

Storage Capacity:
46,000 Tons

PMMP's Integrated & Modern Facility in Situbondo






























PMMP's Cold Storage and Production Facility



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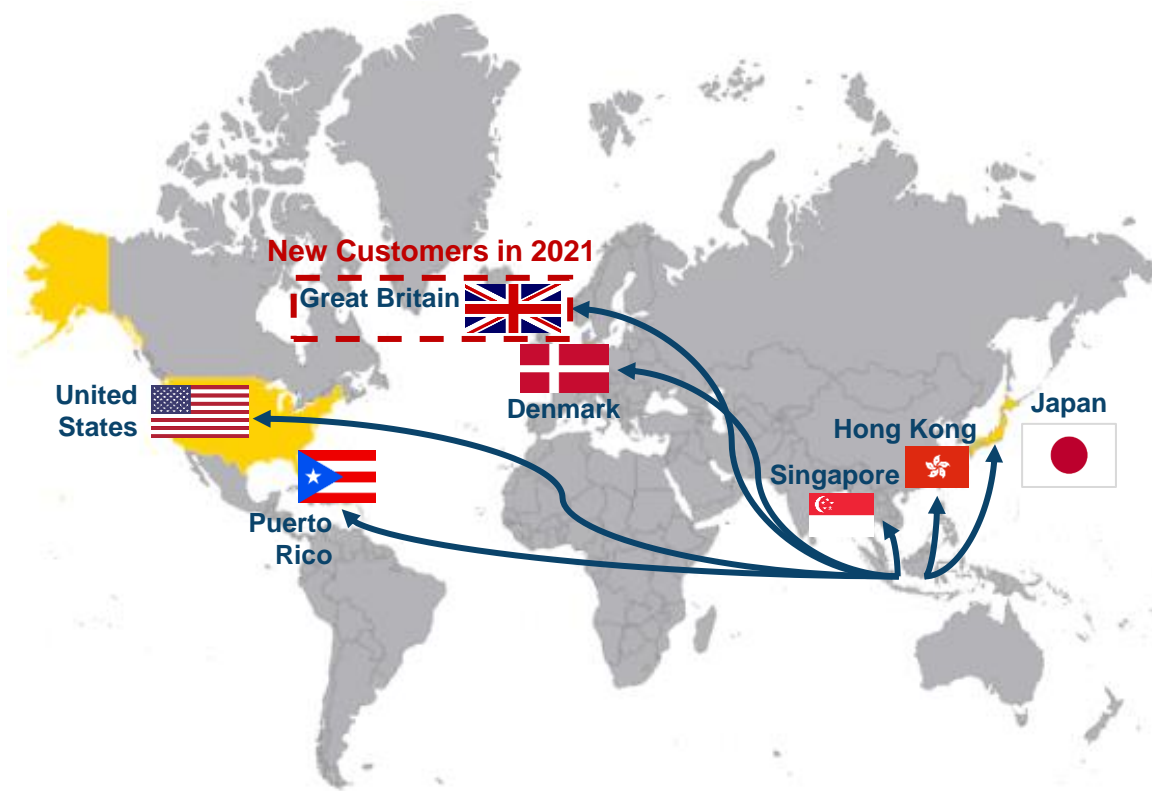
Production Facility

PMMP's Installed Facility

Location	Situbondo					Tarakan	
Plant	PMMP 1	PMMP 2	TMM 1	TMM 2	TMM 3	PMMP	TMM
Production Capacity (Ton)	5,000	6,500	1,800	4,500	3,500	1,900	1,900
Cold Storage Capacity (Ton)	10,500	10,000	500	16,000	8,000	500	500
Goods Produced	 Raw  Cooked  Nobashi  Sushi Ebi	 Raw  Cooked	 Breaded  Raw Tempura	 Raw  Cooked	 Breaded  Cooked Shrimp Ring  Marinated Shrimp	 Raw	 Raw
Export Segmentation	 	 		 		 	 

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Sales Portfolio - Export

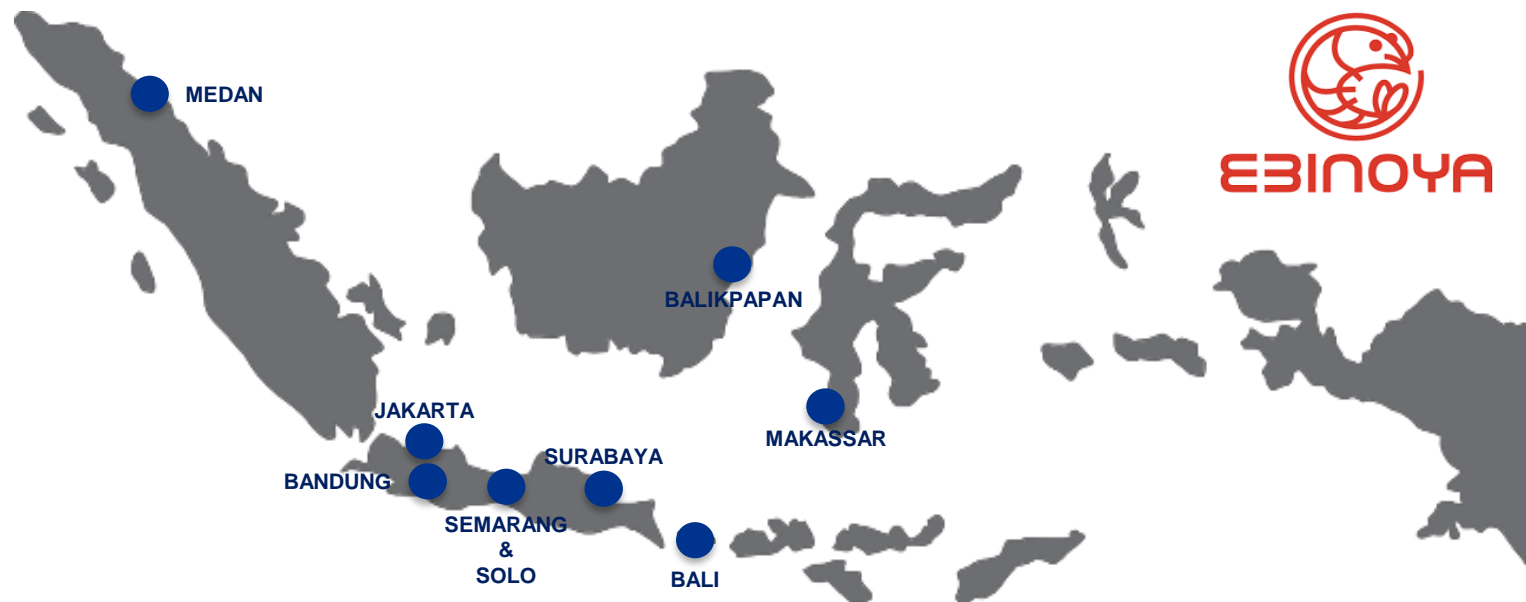


Main Business Partners				
				
				
				
Others				

Main Products					
Commodity Products					
	Raw Shrimp		Cooked Shrimp		
Value Added Products					
	Breaded	Sushi Ebi	Nobashi	Raw Tempura	Cooked Shrimp Ring
					
					Marinated Shrimp

Sales Portfolio - Domestic

Ebinoya Online Distribution



Ebinoya Product



Ebinoya Offline Distribution Partner



Ebinoya Certification



Focus on ESG Implementation



ENVIRONMENTAL

Waste Management:

- Waste disposal procedure is established.
- External waste collection container is clearly defined and covered.
- Solid waste from product (shrimp head and shell) has been collected by subcontractor.
- Verified contract agreement with Shrimp Waste vendor.
- Polybag and carton waste with trade-marked will be destroyed first prior send to waste contractor.
- Hazardous material waste has been collected by licensed contractor.

Environmental Sustainability:

- Partnership establishment with NGO and governing body to preserve ecosystem and create sustainability.



SOCIAL

Employee Benefit:

- Excellent workers involvement and protection.
- Anti-discrimination policy and Gender-diverse leadership level.
- Affordable access to essential needs.
- Essential needs support to Covid19 positive patients.
- Fair Remuneration.
- No Child Labor.
- Daily distribution of Vit. C to all workers

Corporate Social Responsibility:

- Yearly essential needs donation to local community.
- Medical equipment donation (masks, vitamins, PPE, face shield, etc.) to local hospitals.



GOVERNANCE

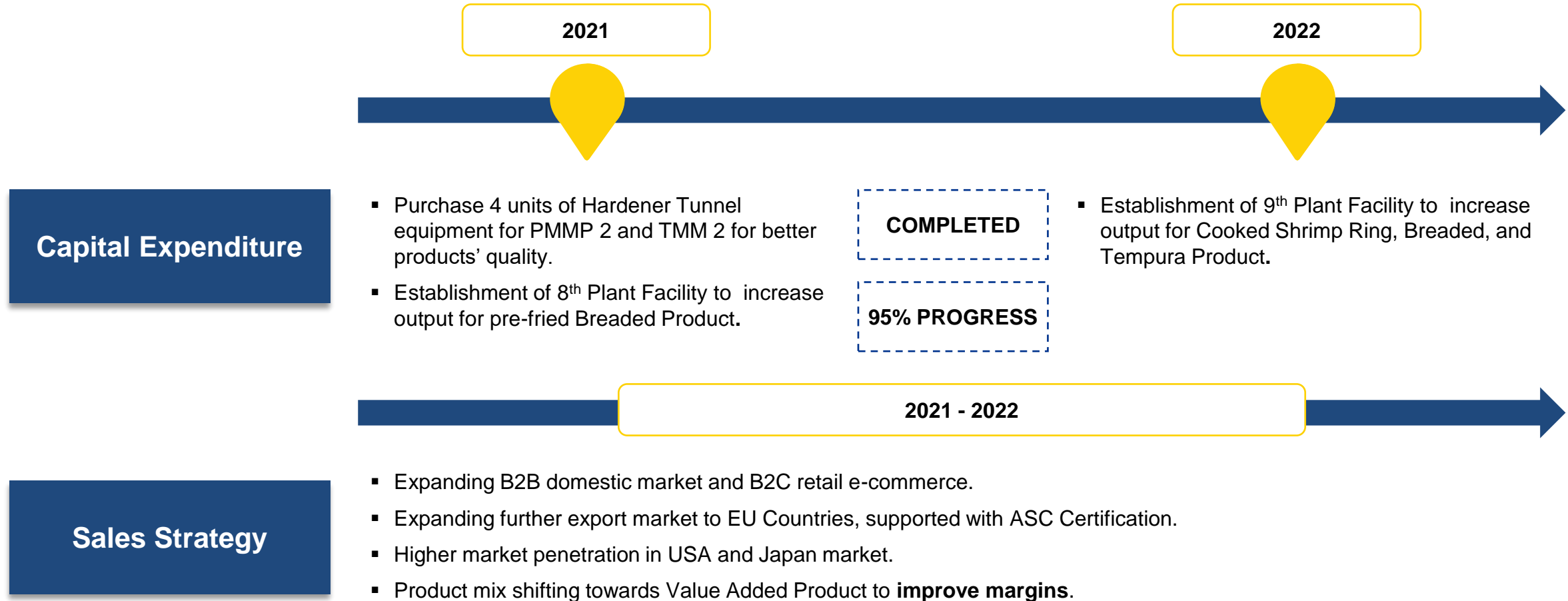
Corporate Governance:

- Whistleblowing implementation on all level of employee.
- Implementation of anti-corruption and anti-bribery policy.
- Bipartite Forum consisting representatives of workers and management, formed to discuss all workplace issues.
- Internal Control System

Stakeholder Management:

- Government Relation Department
- Investor Relation Department
- Local Community Engagement Program

Business Expansion Strategy Plan



Update on Latest Business Expansion – Factory No. 8



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Update on Company's CSR

TANGGAP & WASPADA COVID-19



PENYERAHAN BANTUAN 1000 MASKER, 2000 VITAMIN, 100 JAS HUJAN & 100 FACE SHIELD KEPADA GARDA TERDEPAN RSU ELIZABETH SITUBONDO

RABU, 15 APRIL 2020

#pancamitrapeduli

PT. PANCA MITRA MULTIPERDANA
SHRIMP PROCESSING

"STAY SAFE & HEALTHY FROM ALL OF US"

TANGGAP & WASPADA COVID-19



PENYERAHAN BANTUAN 1000 MASKER DARI PT. PANCA MITRA MULTIPERDANA KEPADA WARGA DESA WONOKOYO

Selasa, 07 April 2020

#pancamitrapeduli

PT. PANCA MITRA MULTIPERDANA
SHRIMP PROCESSING

"STAY SAFE & HEALTHY FROM ALL OF US"

TANGGAP & WASPADA COVID-19



PENYERAHAN BANTUAN 1000 MASKER DARI PT. PMMP KEPADA WARGA DESA SEKITAR PERUSAHAAN, DESA LANDANGAN, WONOKOYO DAN SELETRENG

Selasa, 07 April 2020

#pancamitrapeduli

PT. PANCA MITRA MULTIPERDANA
SHRIMP PROCESSING

"STAY SAFE & HEALTHY FROM ALL OF US"

TANGGAP & WASPADA COVID-19



PENYERAHAN BANTUAN MASKER, VITAMIN, JAS HUJAN & FACE SHIELD KEPADA GARDA TERDEPAN COVID-19 RSUD SITUBONDO, RS ELIZABETH & PKM KAPONGAN

RABU, 15 APRIL 2020

#pancamitrapeduli

PT. PANCA MITRA MULTIPERDANA
SHRIMP PROCESSING

"STAY SAFE & HEALTHY FROM ALL OF US"

Corporate Social Responsibility programs that have been performed in 2020 are, as follows:







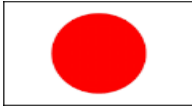

- Donation of Subsidized Rice to employees
- Donation of masks and vitamin C to Situbondo Hospital, Elizabeth Situbondo Hospital and Kapongan Health Center.
- Donation of masks to NGOs.
- Donation of rice, money and masks to pedicab drivers in the Situbondo area.
- Donation of masks to Polsek (local police) in Situbondo and surrounding areas.
- Donation of 10,000 masks and hand washing equipment to resident of Landangan, Wonokoyo and Seletreng Villages.

INDUSTRY OVERVIEW



PT. PANCA MITRA
MULTIPERDANA Tbk

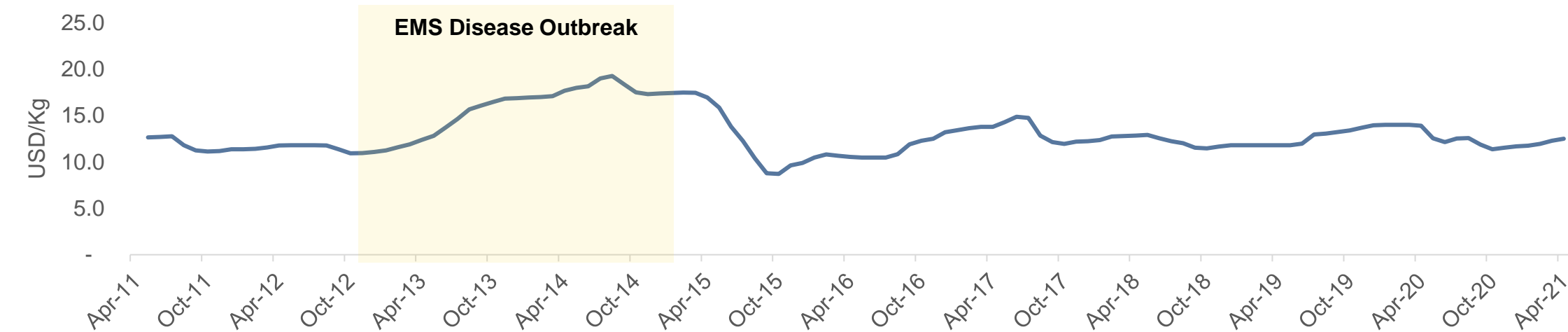
Industry Overview

	 	 	 	 
Imports	858,000 MT	905,000 MT	624,000 MT	202,000 MT
Product Preferences	<ul style="list-style-type: none"> • HLSO • P&D • Cooked 	<ul style="list-style-type: none"> • N.EU-Cooked • P&D • S.EU-HOSO 	<ul style="list-style-type: none"> • HOSO 	<ul style="list-style-type: none"> • HLSO
Trading Partners	<ul style="list-style-type: none"> • India (36%) • Indonesia (22%) • Ecuador (17%) • Vietnam (9%) 	<ul style="list-style-type: none"> • Vietnam (15%) • Ecuador (14%) • Argentina (11%) • India (10%) 	<ul style="list-style-type: none"> • Ecuador (45%) • India (23%) • Vietnam (5%) • Thailand (5%) 	<ul style="list-style-type: none"> • Vietnam (25%) • Thailand (17%) • Indonesia (15%) • India (15%)

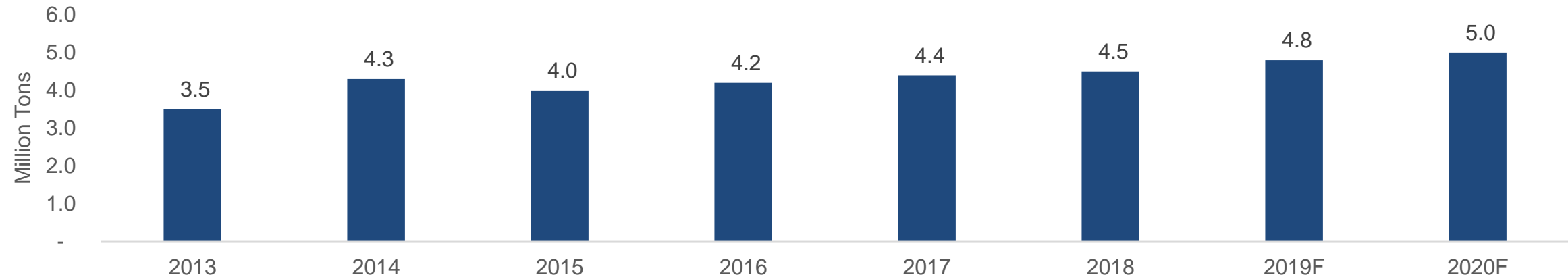
Source: National Fisheries Institute, 2020

Industry Overview

Global Shrimp Price Trend



Global Shrimp Production

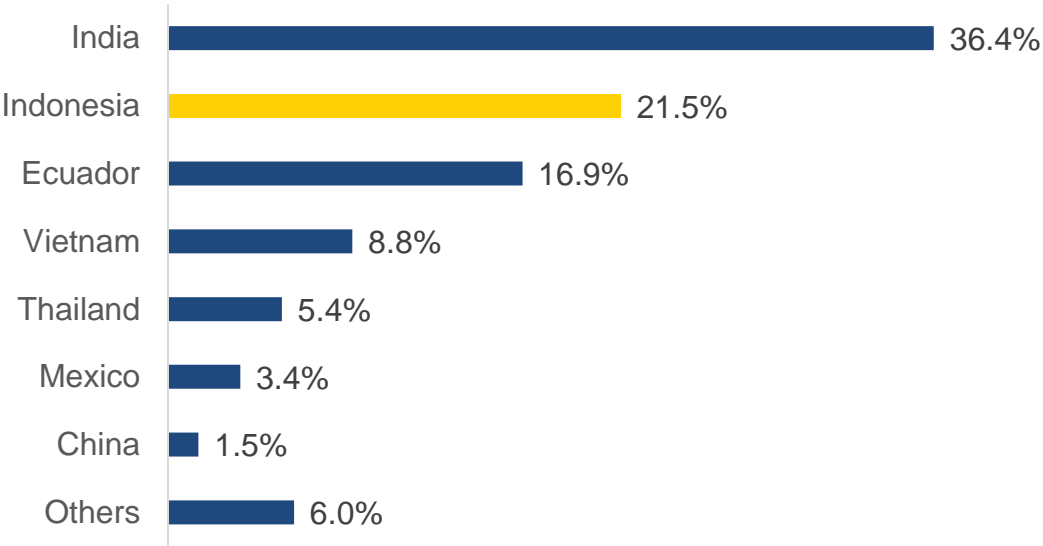


Source: US Department of Commerce, Frost & Sullivan

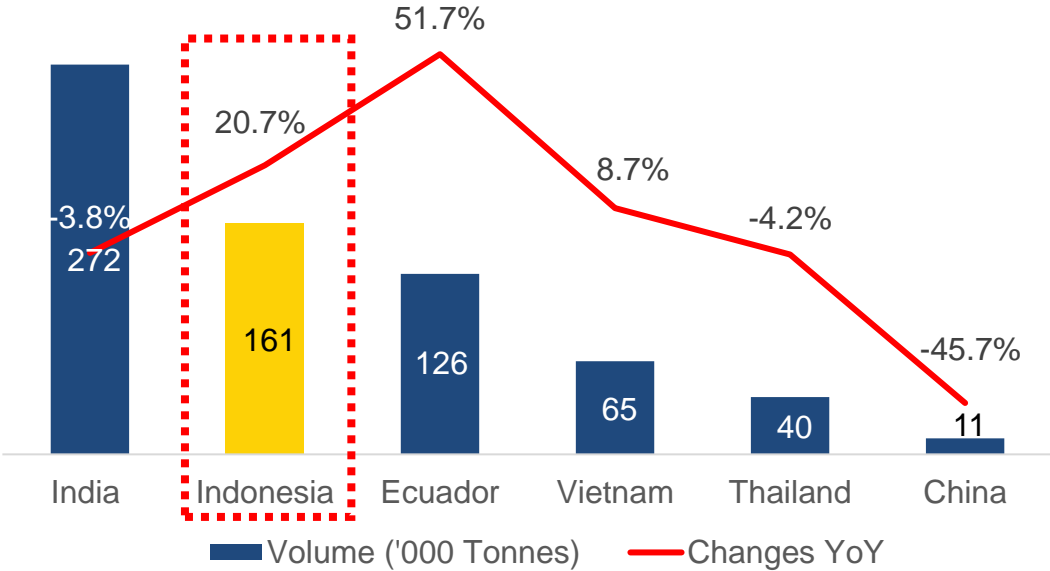
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Industry Overview

Top Shrimp Supplying Countries to the US (2020)



Top Shrimp Supplying Countries to the US (2020)

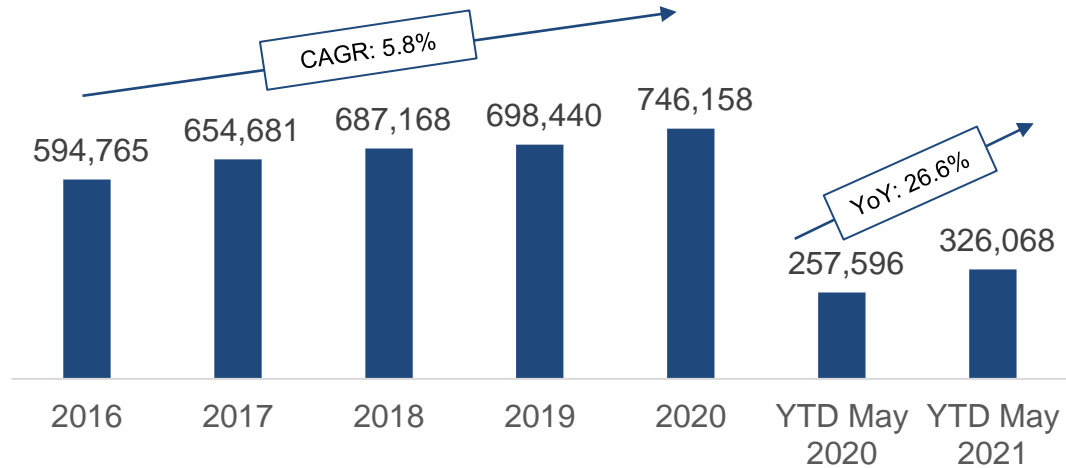


Source: Urner Barry, Office of the United States Trade Representative

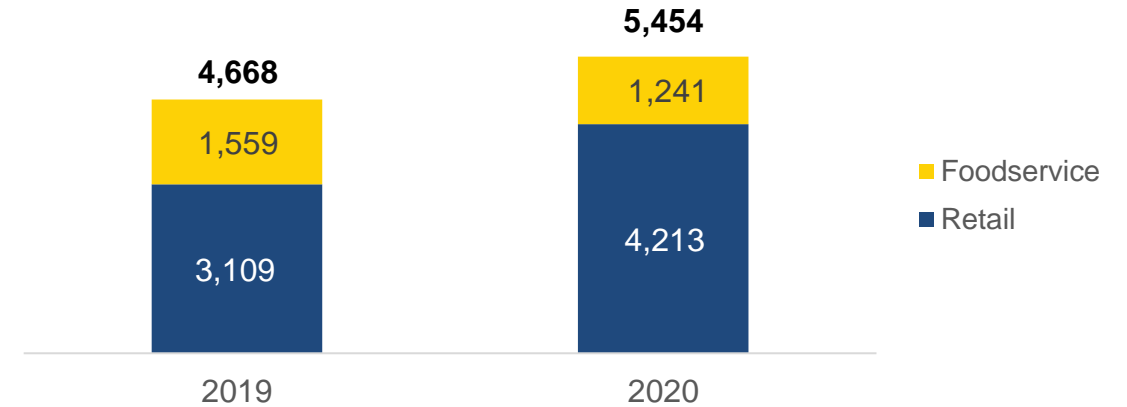
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Industry Overview

Volume of shrimp imports in US (US Tonnes)



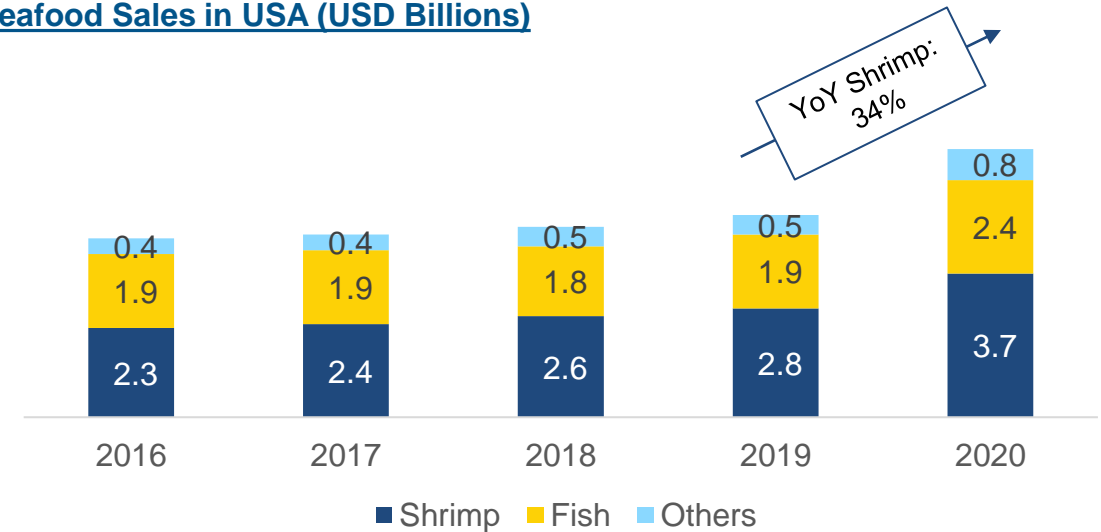
Shrimp Sales in USA (USD Millions)



Seafood consumption per capita, 2019 – 2020 (in US Pounds)

Type of Seafood	2019	2020	% Change
Shrimp	4.1	4.4	7.3%
Tuna	2.1	2.1	0.0%
Salmon	2.18	2.41	10.6%
Pollock	0.78	0.60	-18.8%
Tilapia	1.18	1.08	-8.5%
Catfish	0.51	0.53	3.9%
Crab	0.54	0.52	-3.7%
Cod	0.66	0.66	0.0%
Others	2.37	2.49	8.8%

Seafood Sales in USA (USD Billions)

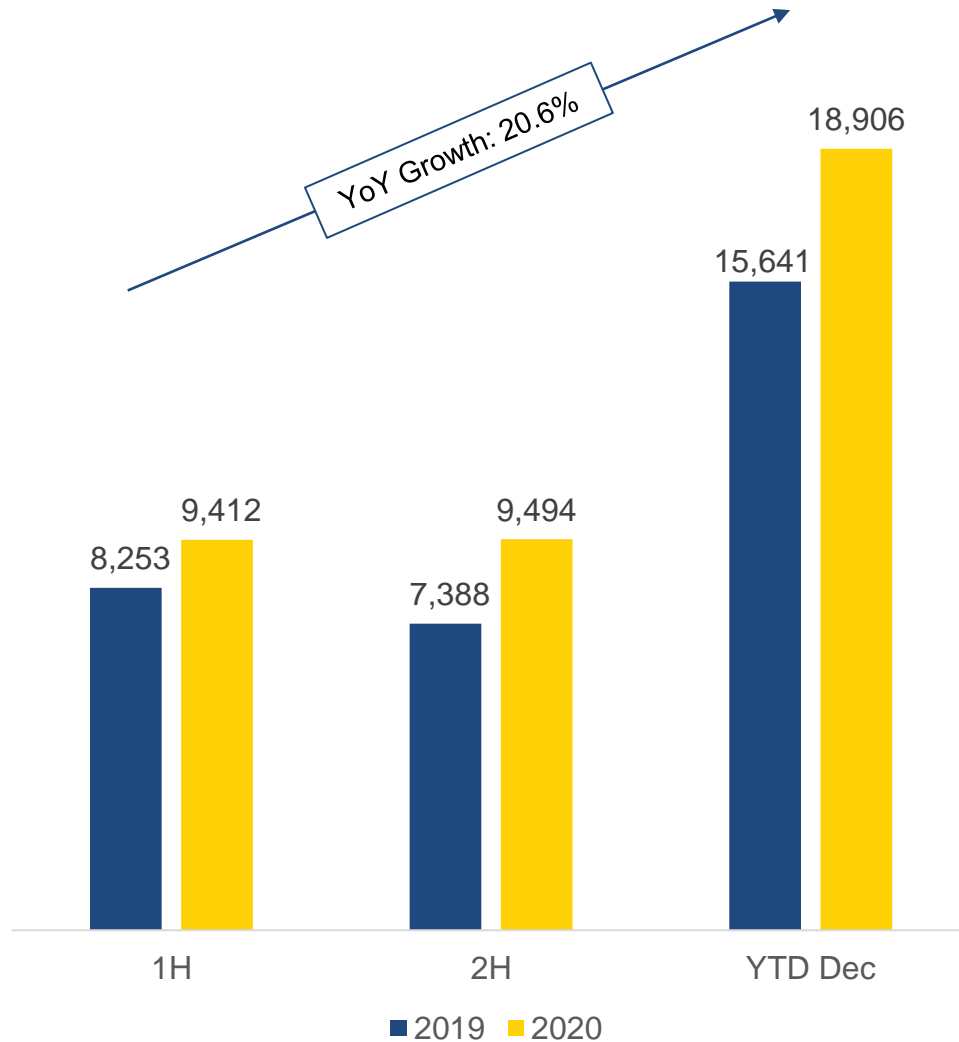


Source: IMF, NOAA, Urner Barry

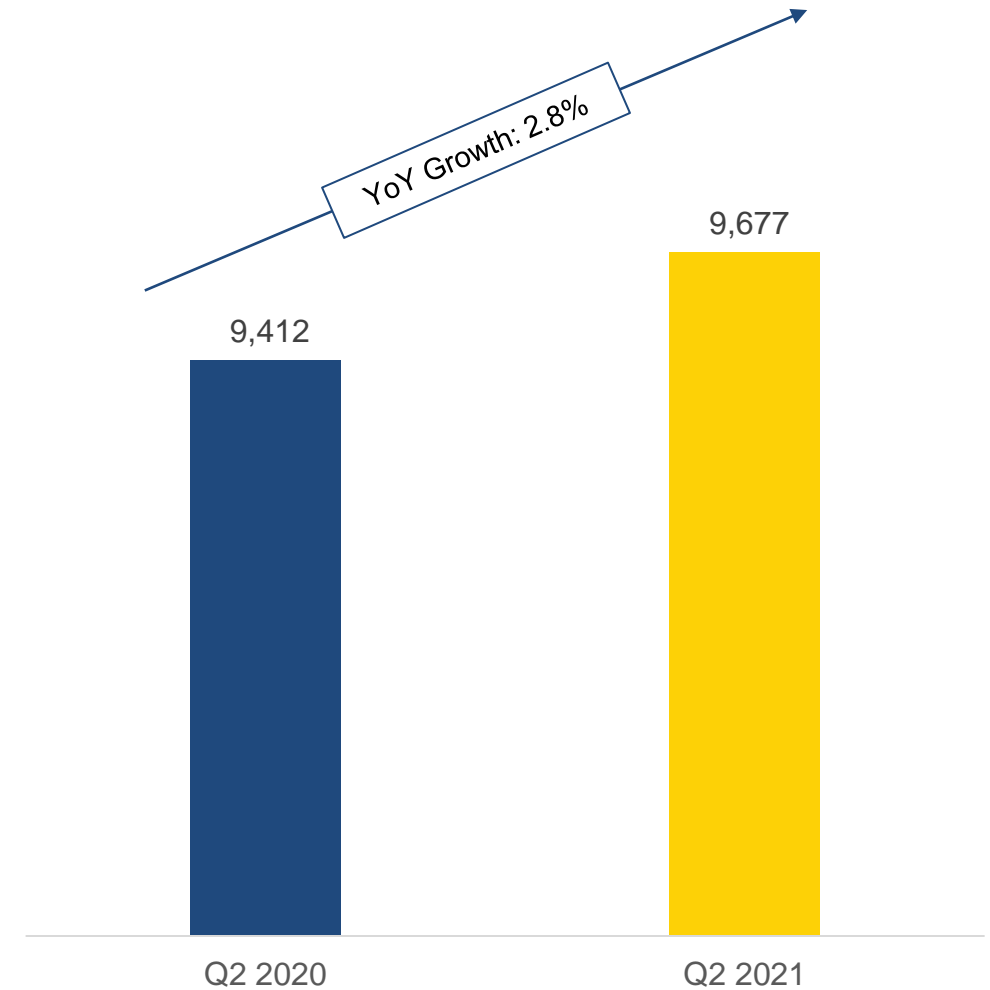
BUSINESS AND FINANCIAL PERFORMANCE

Business and Financial Performance

PMMP's Exported Goods (Tons)



PMMP's Exported Goods (Tons)

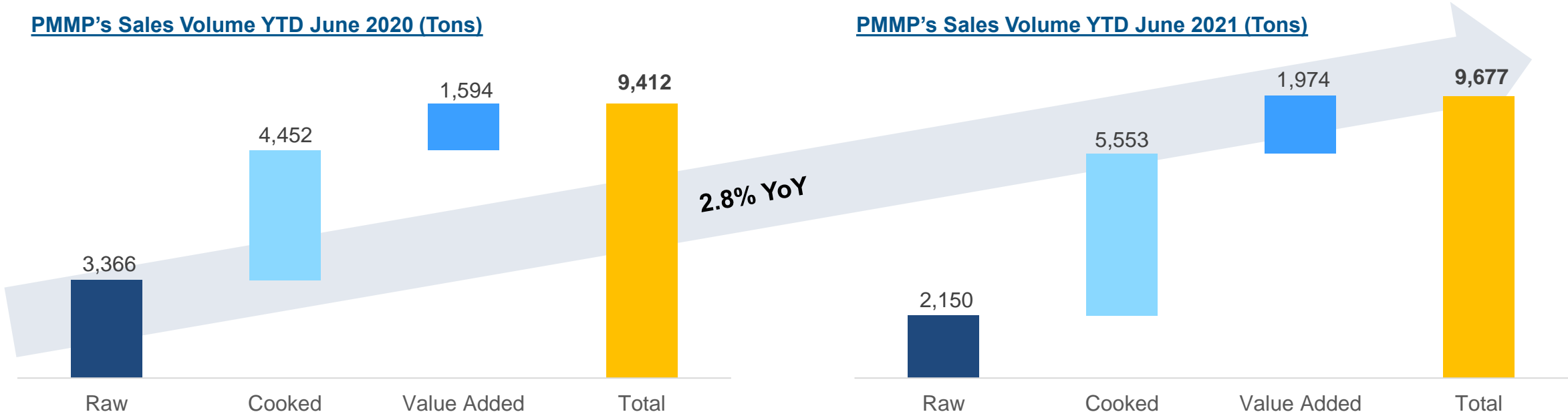


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Business and Financial Performance

PMMP's Sales Volume YTD June 2020 (Tons)

PMMP's Sales Volume YTD June 2021 (Tons)



Raw Product



Cooked Product



Value Added Product



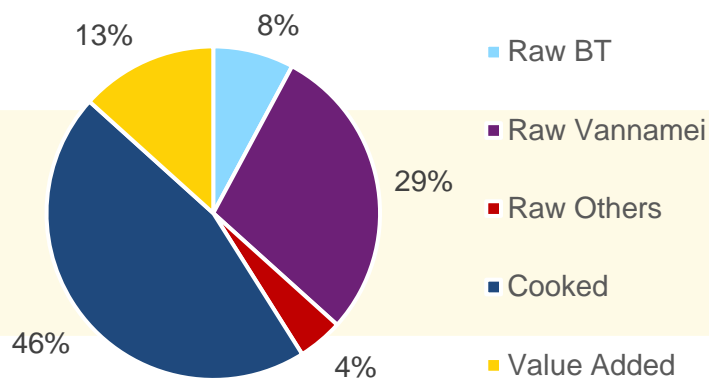
-36.1%

24.7%

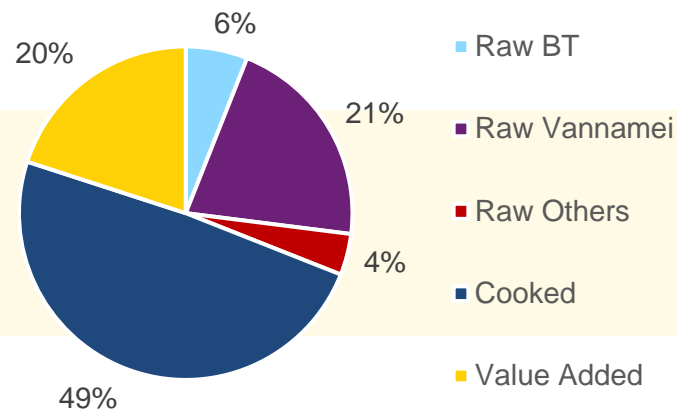
23.9%

Business and Financial Performance

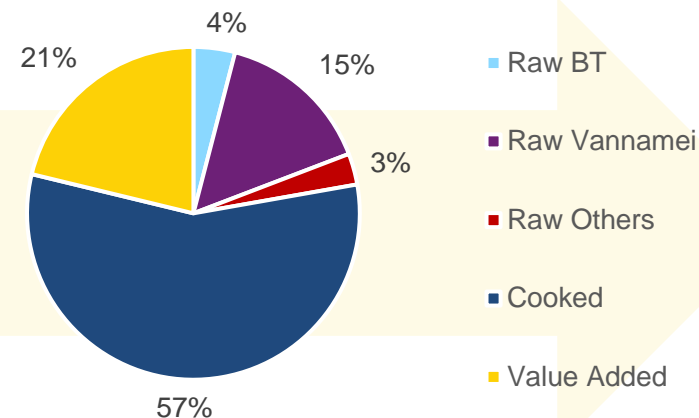
2019 Sales Volume



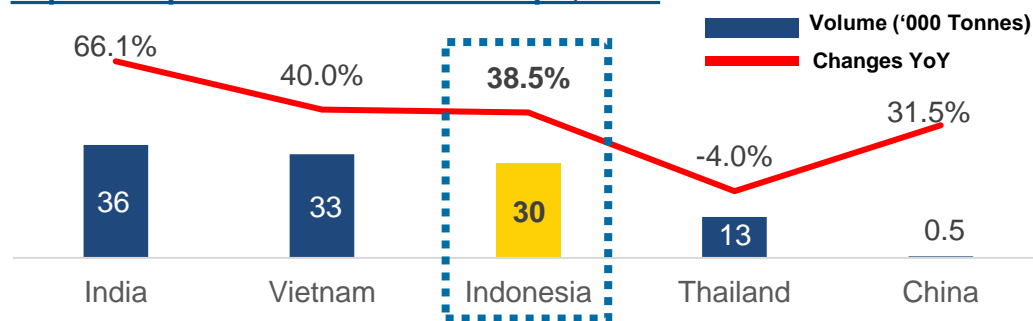
2020 Sales Volume



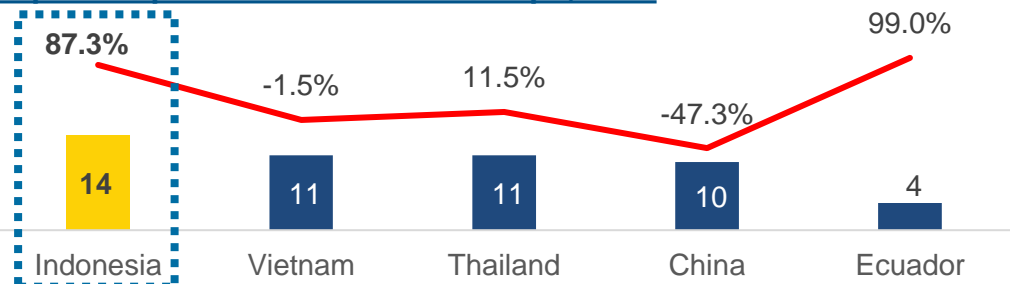
Q2 2021 Sales Volume



Top US importers of cooked shrimps, 2020



Top US importers of breaded shrimps, 2020



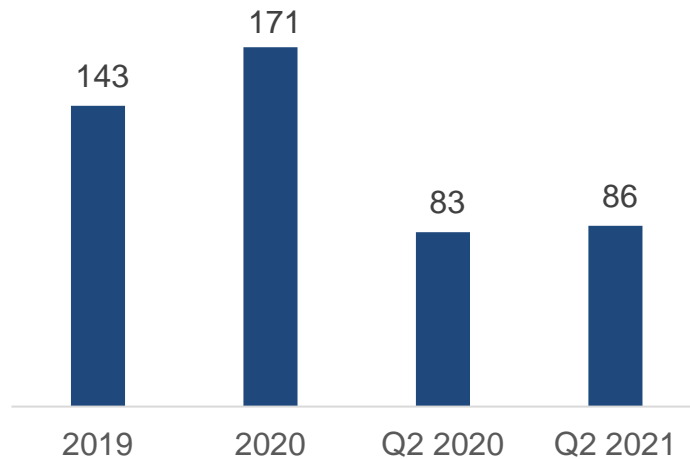
Source: Uner Barry

PMMP plans to be more focused in Vannamei **Value Added** and **Cooked** products as PMMP targets both to be at 83% from sales volume in 2022. These are due to factors as:

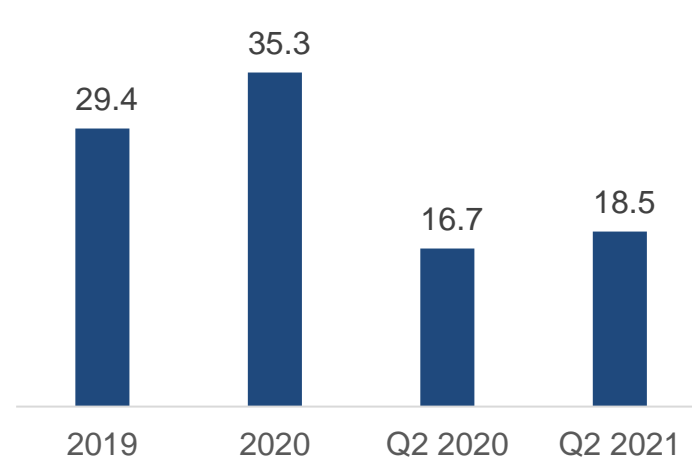
- PMMP sees that competition in Vannamei Raw products is facing a tough challenge from India due to their massive farm producing activities along the coastline. Such thin margins in this raw product makes PMMP planning to decrease this segment in the futures.
- PMMP sees opportunities from US-China Trade War. US imports of Chinese shrimps experienced a huge slump during 2019 and 2020 due to imposition of an additional tariff on Chinese imports. This can be fully exploited by other shrimp exporters to amass a significant share in Vannamei **Value Added** seafood products.

Business and Financial Performance

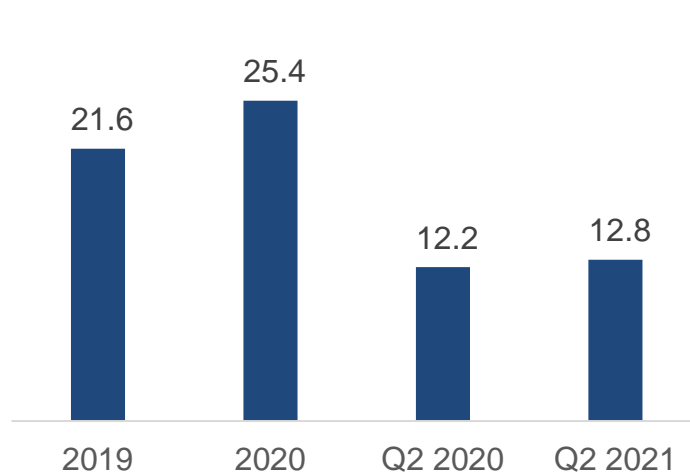
Net Sales (USD Mn)



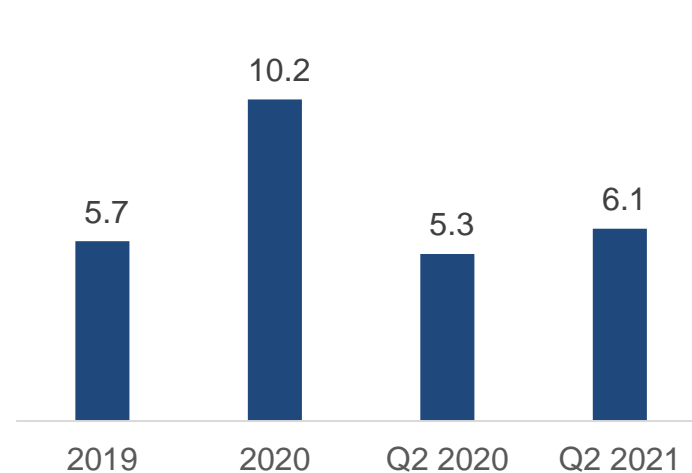
Gross Profit (USD Mn)



EBITDA (USD Mn)



Profit After Tax (USD Mn)



- Revenue increased 19.6% YoY on FY 2020 and 3.0% YoY on Q2 2021, as PMMP managed to increase its sales volume, strongly supported by resilient demand from United States.
- Higher Gross Profit and Gross Profit Margin, are impacted by higher sales volume and increasing portion of Value-Added sales volume in 2021 compared to last year.
- PMMP recorded slightly higher EBITDA Margin in 2021 compared to 2020 figures, despite shipping costs increased during the pandemic.
- Profit after tax increased 78.3% YoY in FY 2020, resulted from lower income tax expense in 2020, and increased 16.7% YoY in Q1 2021 as PMMP managed to decrease interest expense in 2021, resulted from lower outstanding bank loan.

Business and Financial Performance

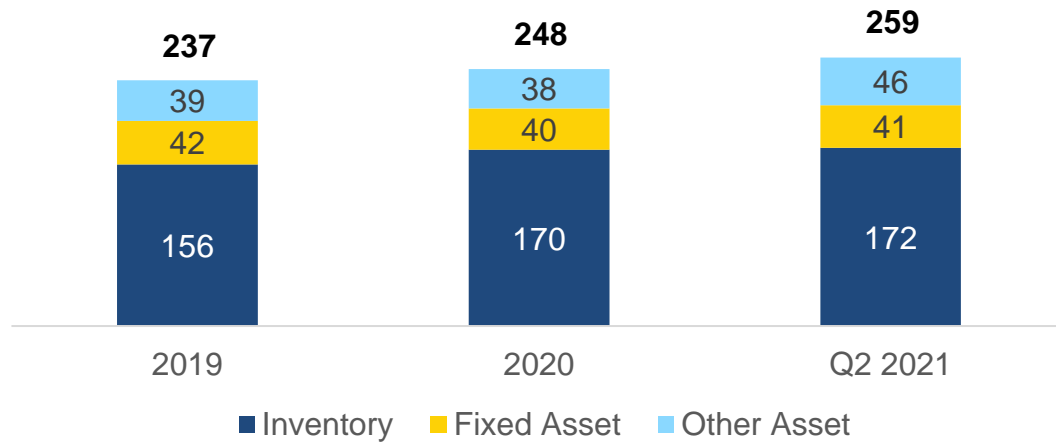


During this challenging & uncertain time, PMMP continues to focus on improving its profitability :

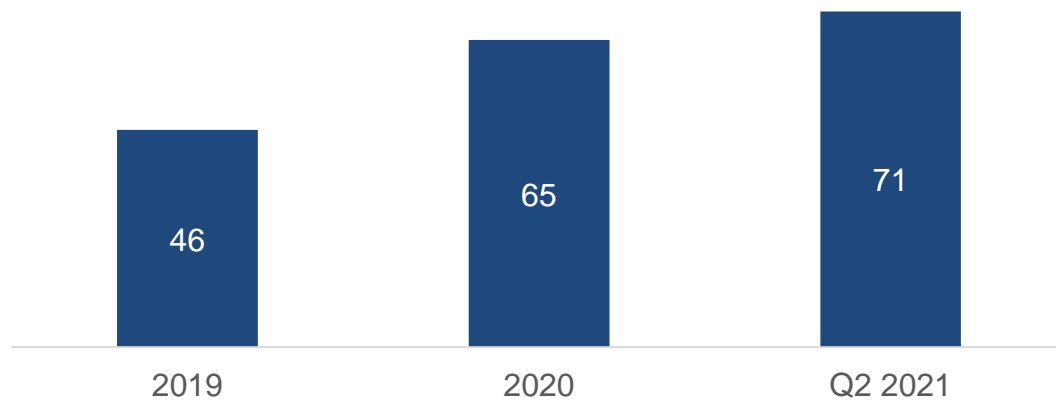
- Shifting to Value Added Products
- Implement Operational Excellence Strategy Initiative
- Implement Supply Chain Digital Transformation

Business and Financial Performance

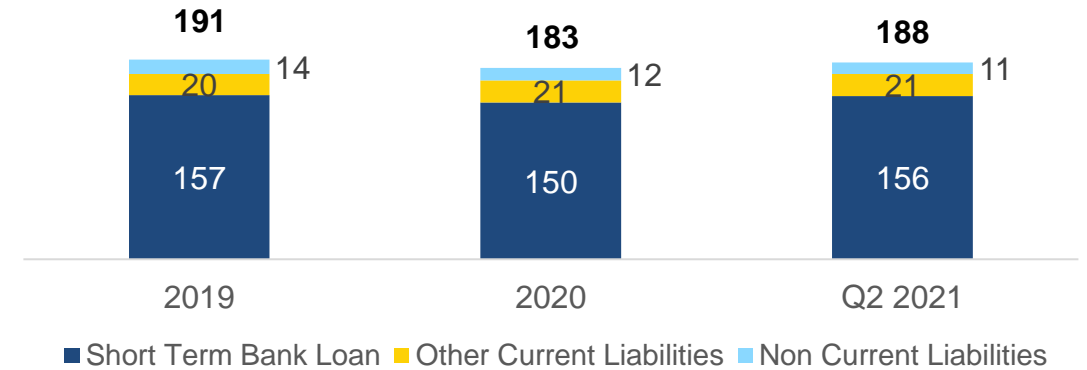
Assets (USD Mn)



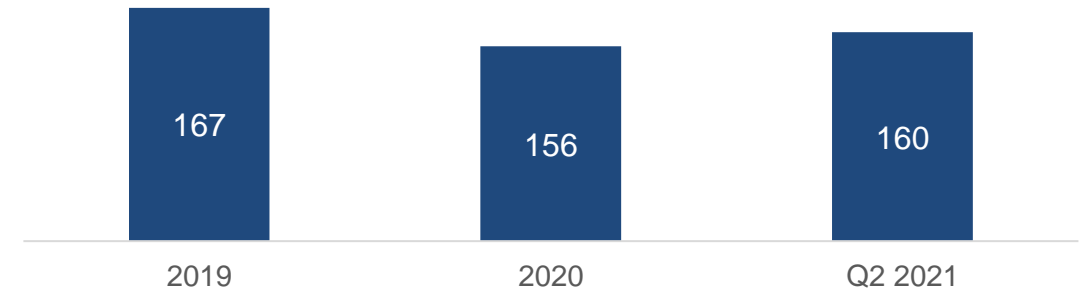
Equity (USD Mn)



Liabilities (USD Mn)



Interest Bearing Debt (USD Mn)



THANK YOU

For Further Information, kindly contact:

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