

# PUBLIC EXPOSE 2022

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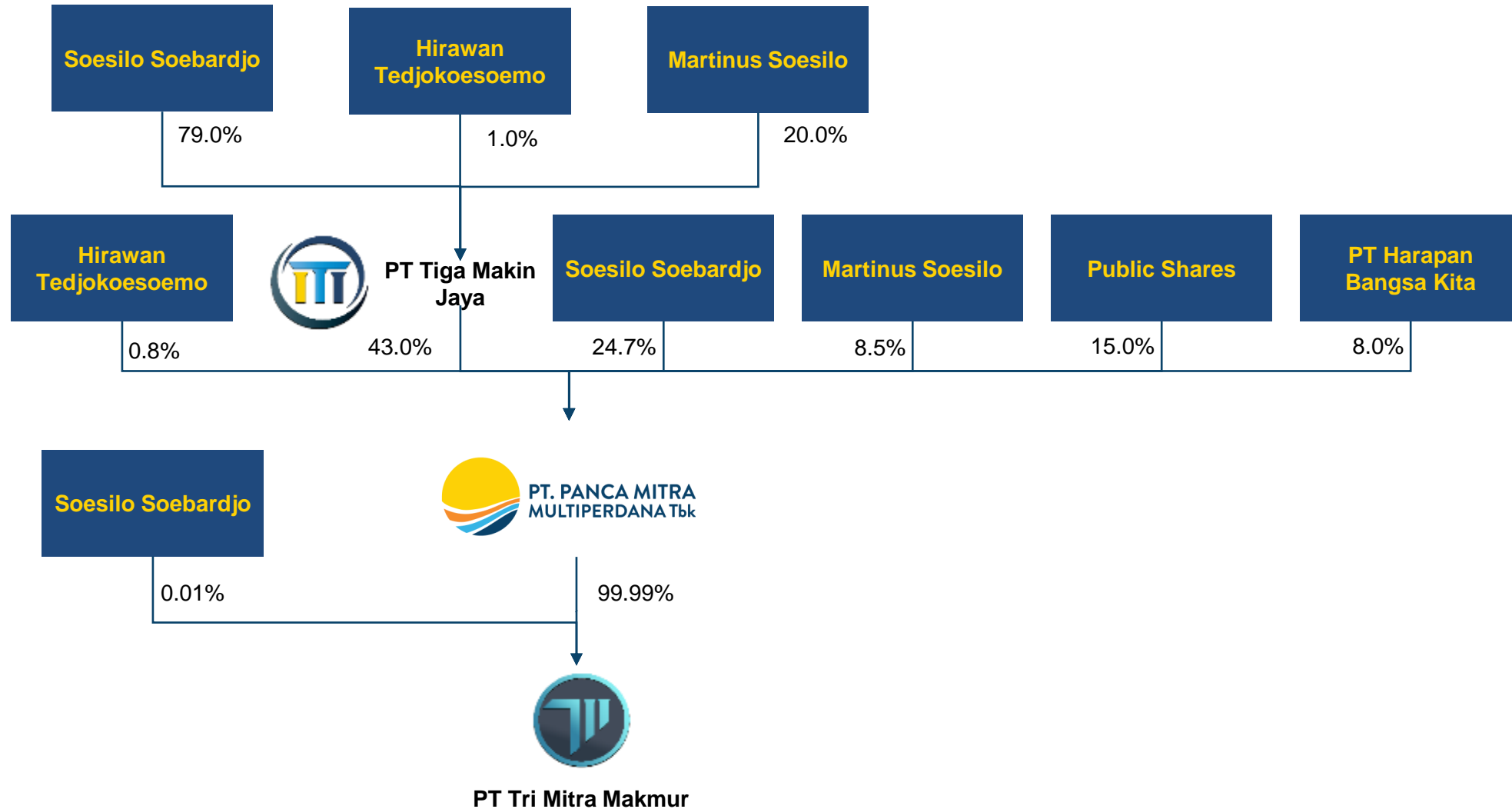
PT Panca Mitra Multiperdana Tbk

*11 July 2022*

# COMPANY OVERVIEW

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# Shareholder Structure



# Production Facility

Our facilities are located in East Java and North Kalimantan:



8 Plants

Production Capacity:  
27,100 Tons / Year



26 Cold Storages

Storage Capacity:  
46,000 Tons

## PMMP's Integrated & Modern Facility in Situbondo




























## PMMP's Cold Storage and Production Facility



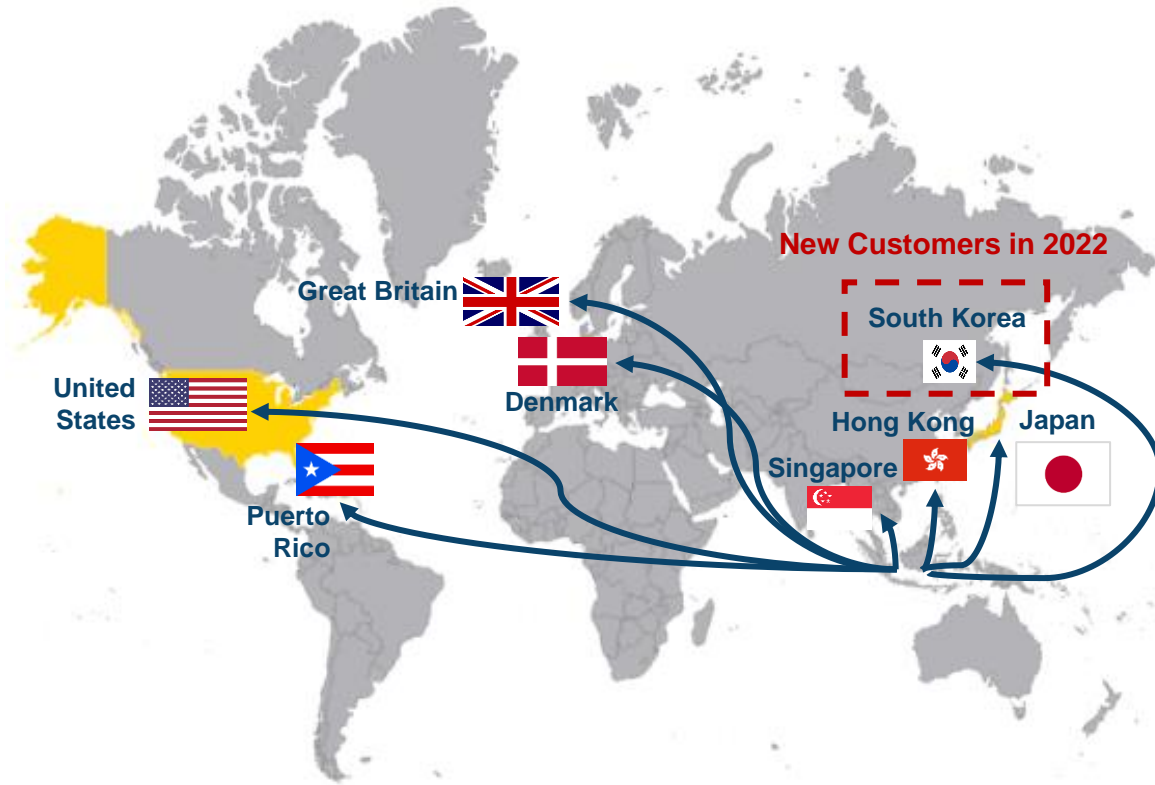
# Production Facility

## PMMP's Installed Facility

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

# PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

## Sales Portfolio - Export



### Main Business Partners

Others						

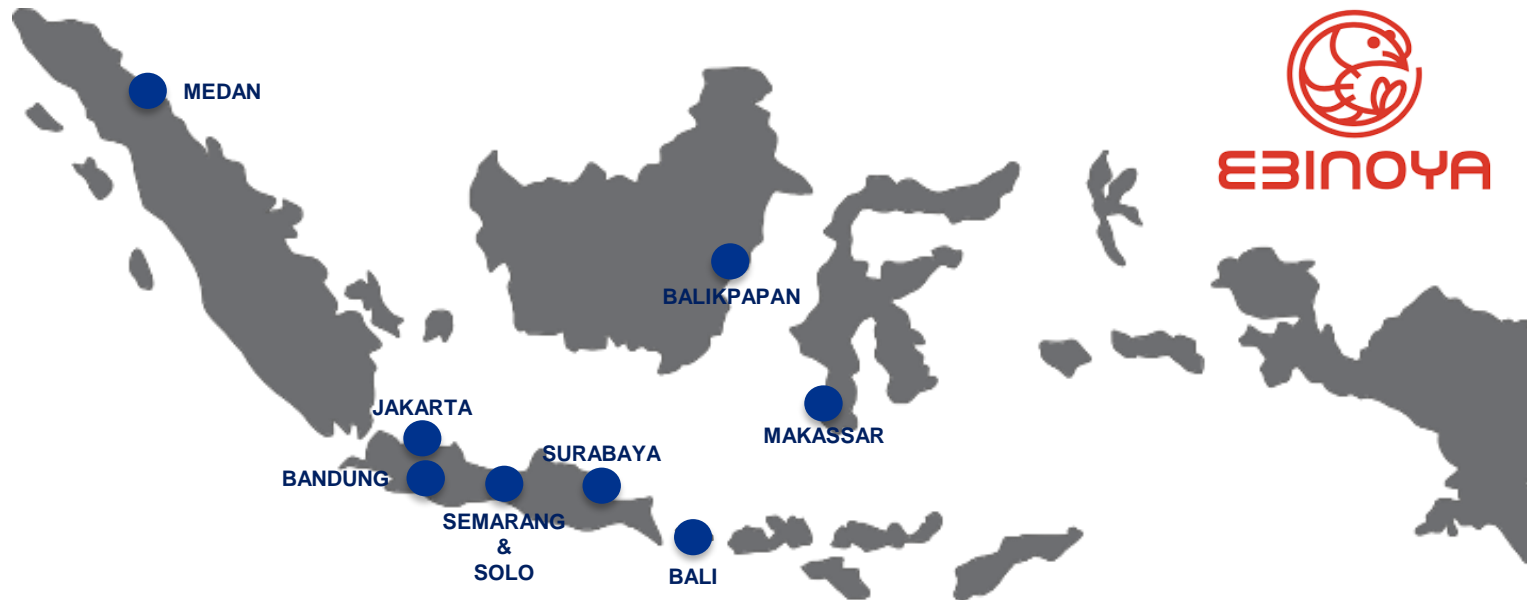
### Main Products

<b>Commodity Products</b>						
	Raw Shrimp		Cooked Shrimp			
<b>Value Added Products</b>						
	Breaded and Pre-Fried Breaded	Sushi Ebi	Nobashi	Raw Tempura	Cooked Shrimp Ring	Marinated



# Sales Portfolio - Domestic

## Ebinoya Online Distribution



## New Partnership in 2021

### Ebinoya Logistic Strategic Partner



MULIA RAYA

### Ebinoya Offline Distribution Partner



LOTTE Mart



## Ebinoya Product



## 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

## Expansion Plan

2022 – 2023

- Establishment of 9<sup>th</sup> Plant Facility to increase output for Value Added Products, mostly Ready-to-Eat Products, namely Regular Cooked, Cooked in Shell, Cooked Shrimp Ring, and Sushi Ebi.



Regular Cooked



Cooked in Shell



Cooked Shrimp Ring



Sushi Ebi Shrimp

## Business Strategy

2022 – 2023

- Expanding B2B domestic market and B2C retail e-commerce (**Ebinoya**).
- Higher market penetration in **USA** and **Japan** market.
- Product mix shifting towards Value Added Product to **improve margins**.
- Strategic Partnership with PT Harapan Bangsa Kita (**GK Hebat**) to improve productivity and efficiency, namely:
  - ❖ Solar Panel Installment
  - ❖ Human Resource System Digitalization
  - ❖ New Business for Domestic Retail Market with Yang Ayam & Sang Rasa

# PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

## Key Events in 2021



**JANUARY**  
Groundbreaking PMMP 8th Factory



**FEBRUARY**  
Grand Launching EbiNOYA



**MARCH**  
New Product :  
Garlic Butter Marinated Shrimp



**APRIL**  
Corporate Social Responsibility



**MAY**  
New Export Destination : Great Britain



**JUNE**  
1H 2021 USD 85 Million Sales Recorded



**JULY**  
Covid-19 Vaccination Program



**AUGUST**  
Annual General Meeting of Shareholders



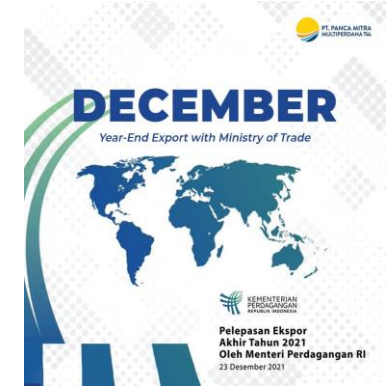
**SEPTEMBER**  
PMMP 8th Factory Opening



**OCTOBER**  
New Product :  
Pre-Fried Breaded Shrimp



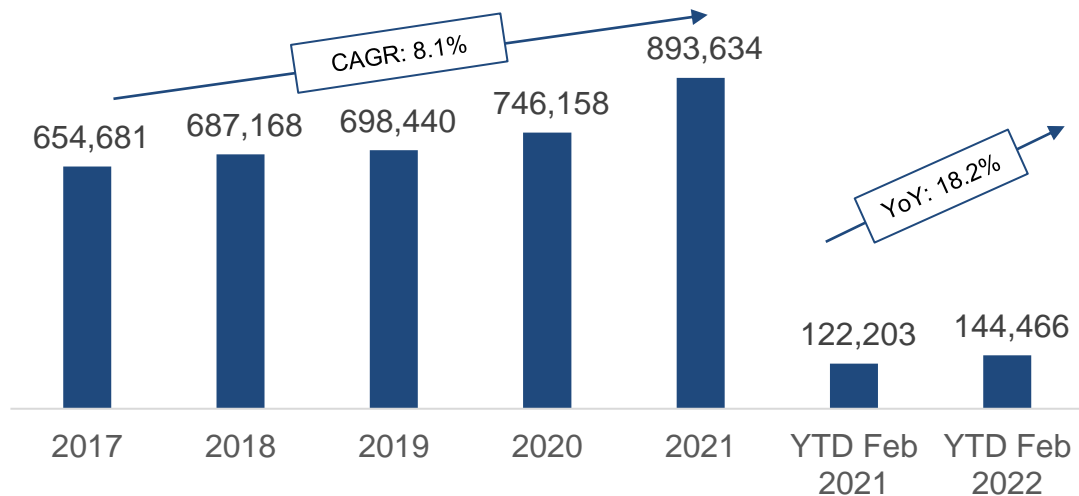
**NOVEMBER**  
Strategic partnership agreement with GK Hebat & Mulia Raya Agrijaya



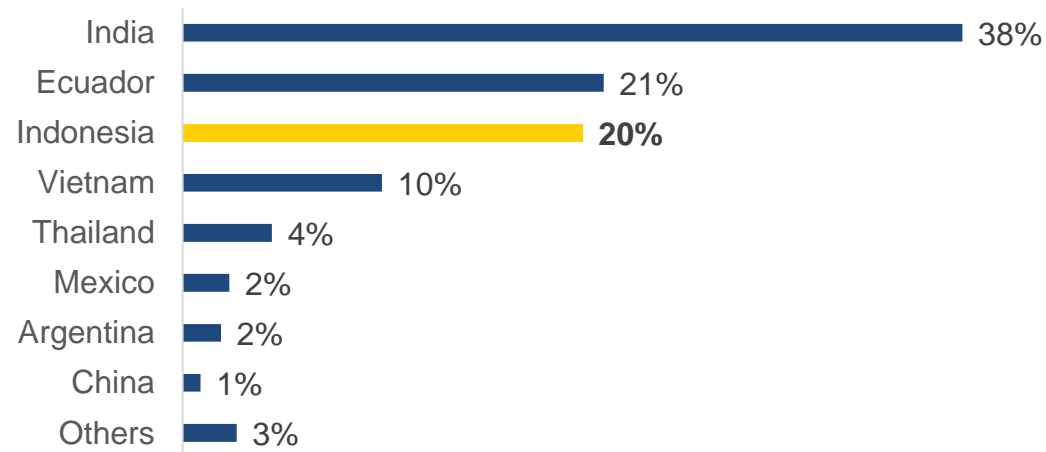
**DECEMBER**  
Year-end export for 2021 with the Ministry of Trade

# Industry Overview

Volume of shrimp imports in US (US Tonnes)

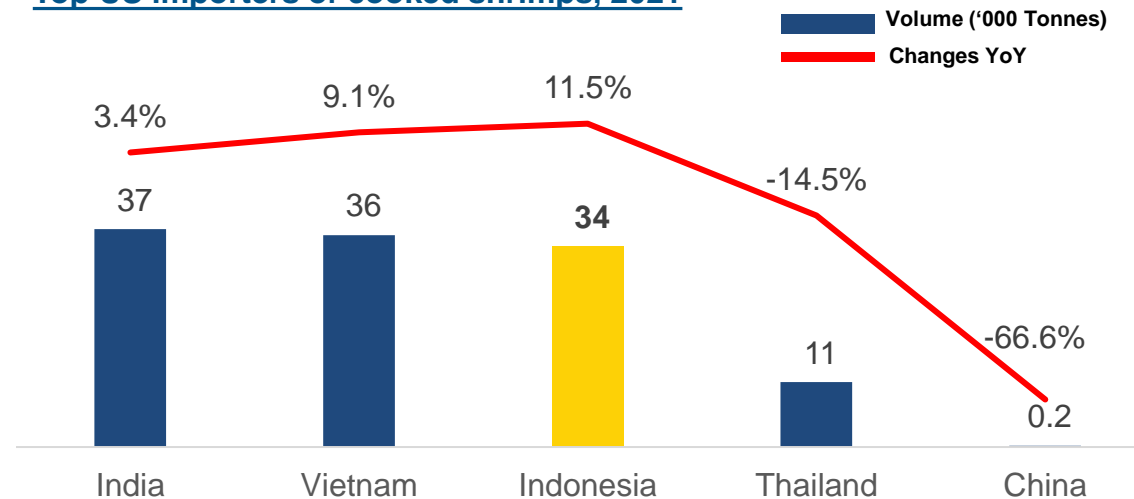


Top Shrimp Supplying Countries to the US (2021)

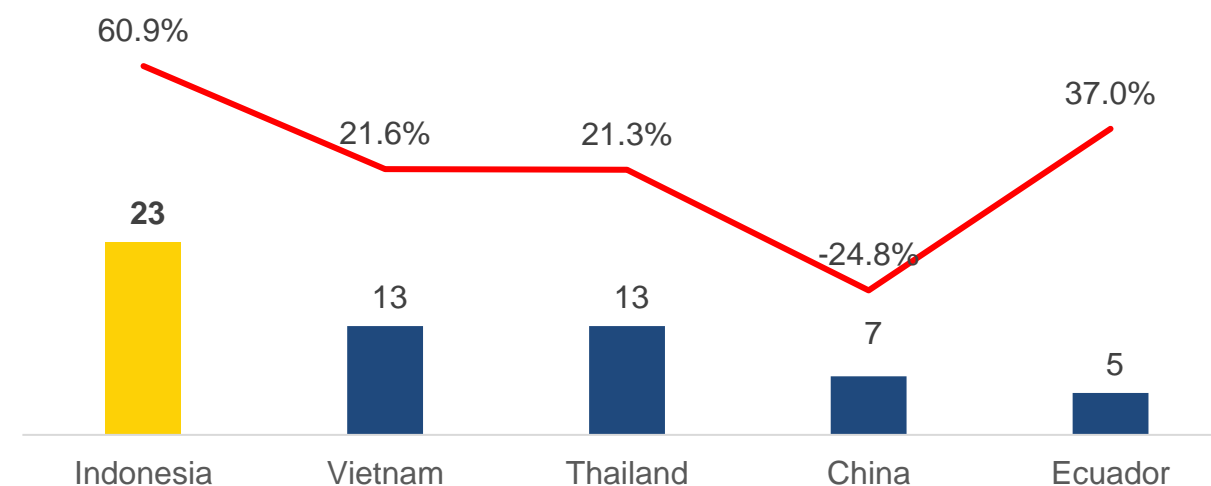


Source: IMF, NOAA, Uner Barry

Top US importers of cooked shrimps, 2021



Top US importers of breaded shrimps, 2021



# BUSINESS & FINANCIAL OVERVIEW

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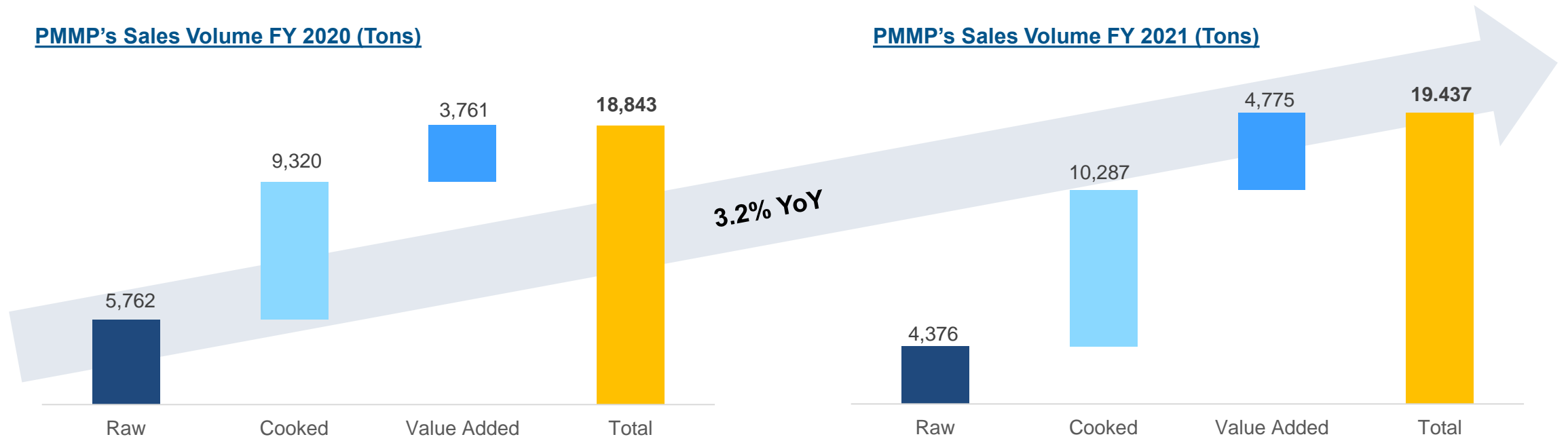


# PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

## Business and Financial Performance

PMMP's Sales Volume FY 2020 (Tons)

PMMP's Sales Volume FY 2021 (Tons)



**Raw Product**

**Cooked Product**

**Value Added Product**



**-24.1%**

**10.5%**

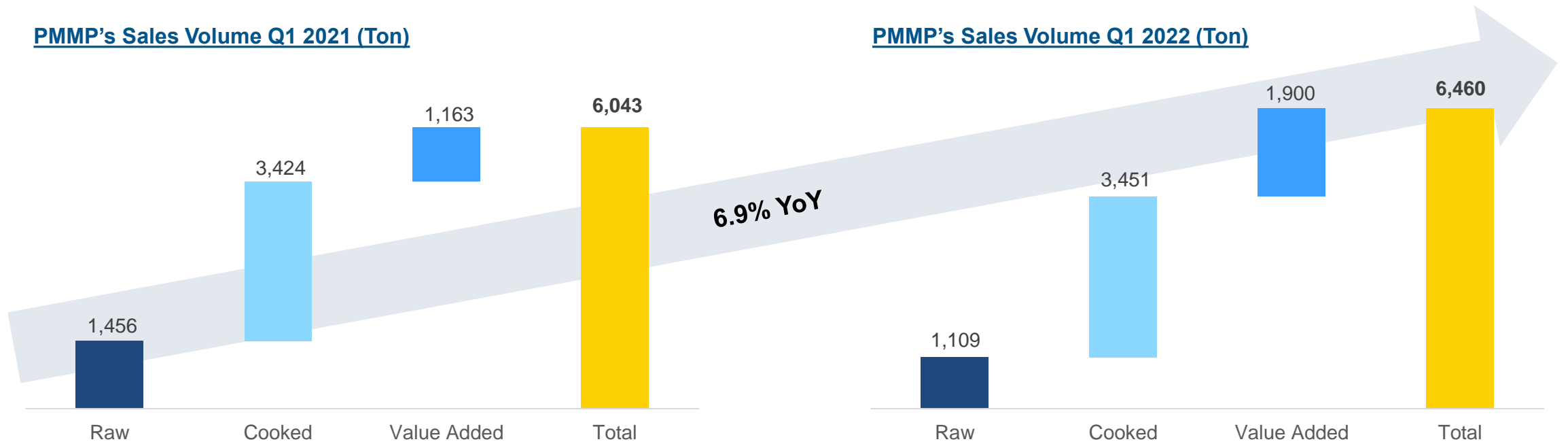
**27.0%**

# PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

## Business and Financial Performance

PMMP's Sales Volume Q1 2021 (Ton)

PMMP's Sales Volume Q1 2022 (Ton)



**Raw Product**

**Cooked Product**

**Value Added Product**



**-23.9%**

**0.9%**

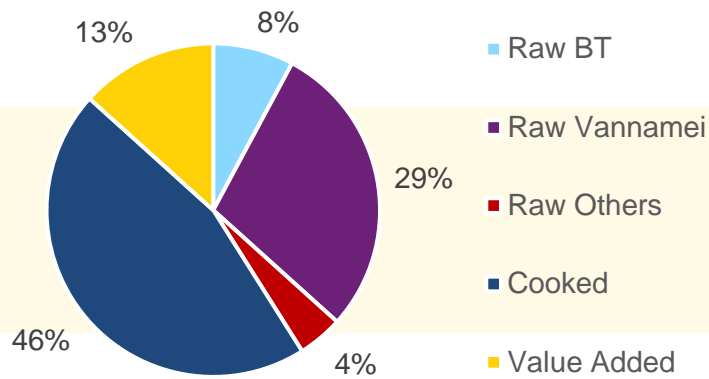
**63.5%**



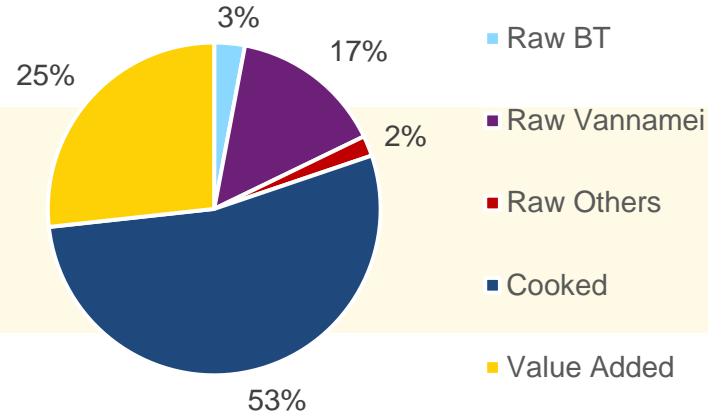
# PUBLIC EXPOSE 2021 – PT PANCA MITRA MULTIPERDANA TBK

## Business and Financial Performance

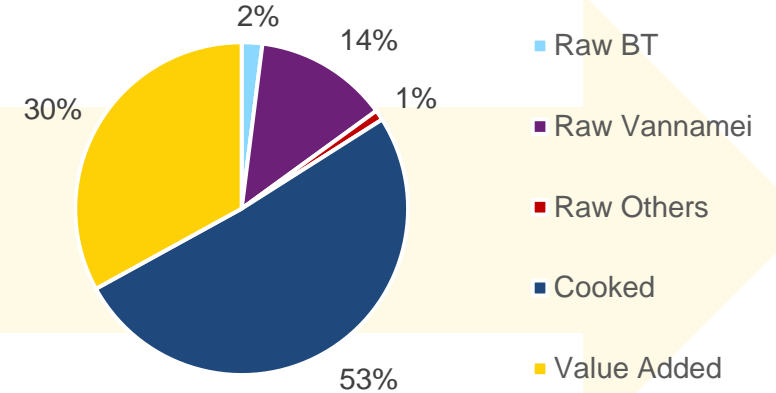
**2019 Sales Volume**



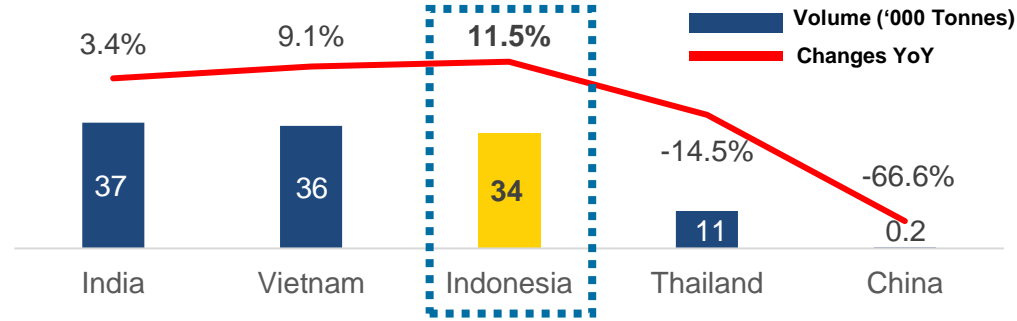
**2021 Sales Volume**



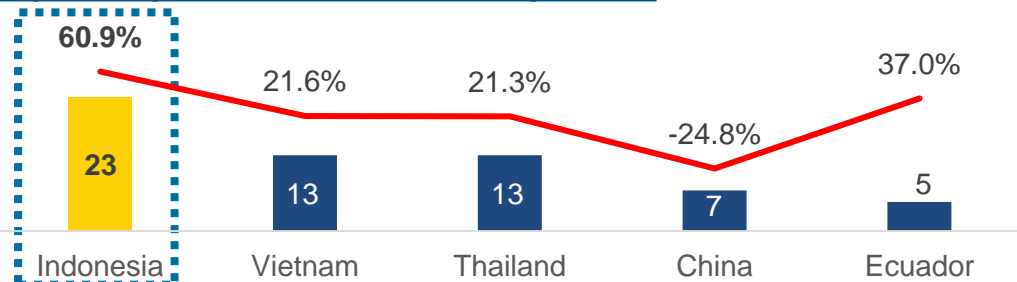
**Q1 2022 Sales Volume**



**Top US importers of cooked shrimps, 2021**



**Top US importers of breaded shrimps, 2021**



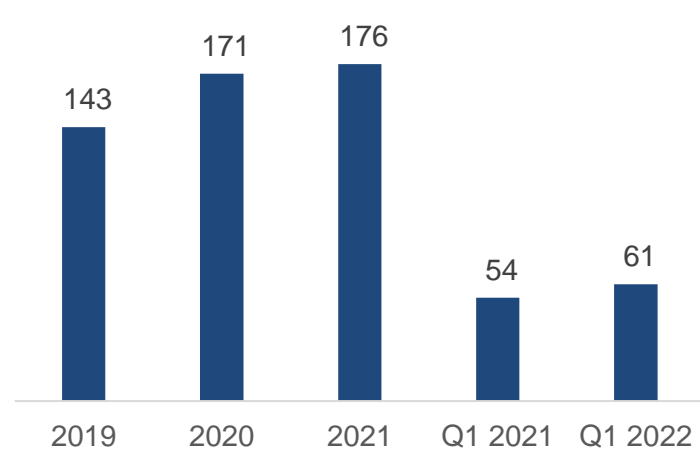
PMMP plans to be more focused in Vannamei **Value Added** and **Cooked** products as PMMP targets both to be at 83% from sales volume in 2022. These are due to factors as:

- 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.

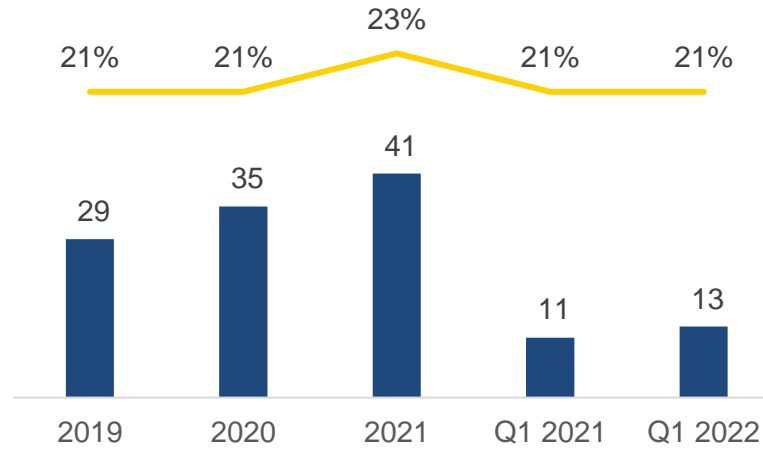
Source: Umer Barry

# Business and Financial Performance

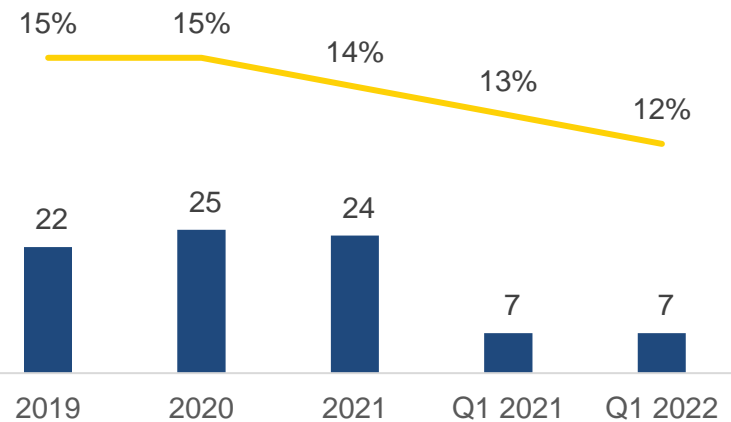
Net Sales (USD Mn)



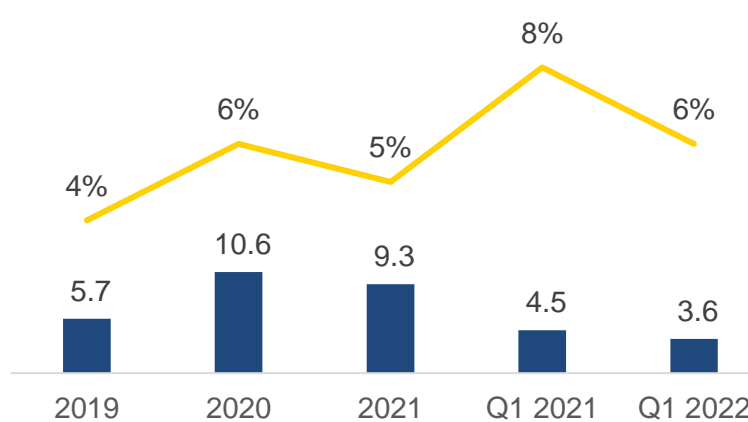
Gross Profit (USD Mn)



EBITDA (USD Mn)



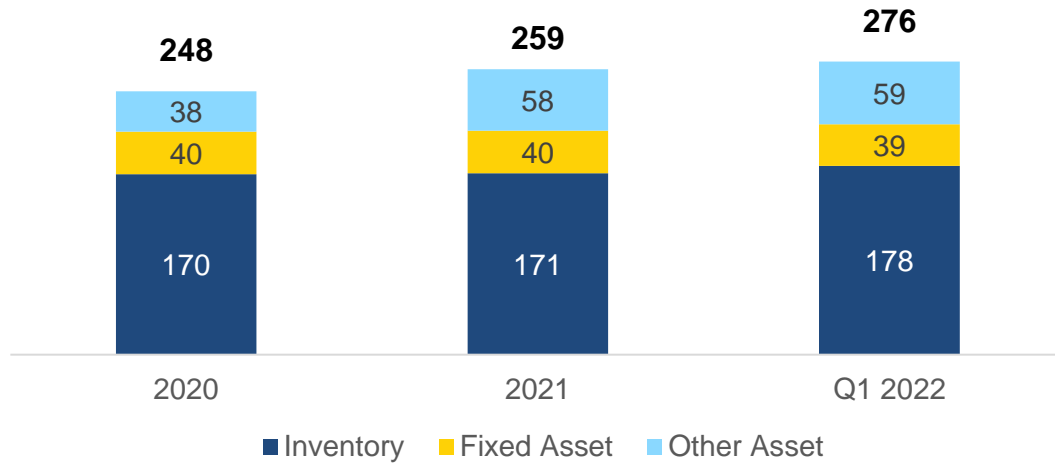
Net Income (USD Mn)



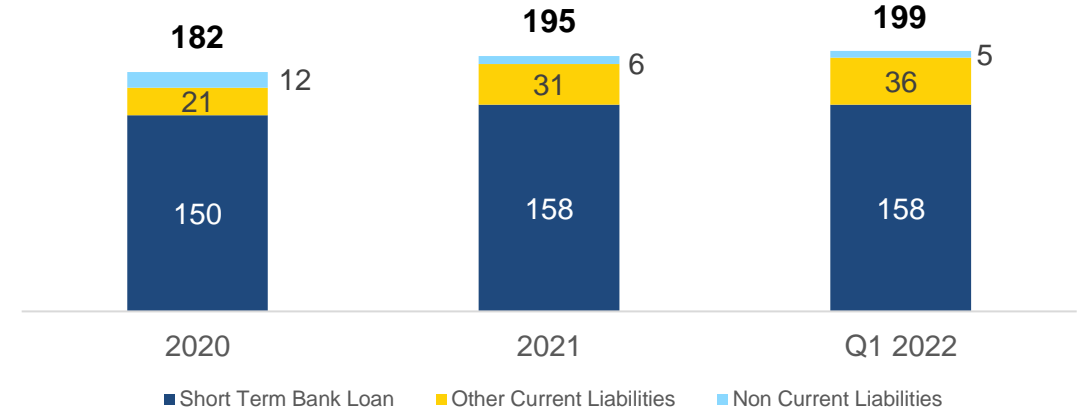
- Revenue increased 5.3% YoY on FY 2021 and 12.1% YoY on Q2 2022, as PMMP managed to increase its sales volume, strongly supported by resilient demand from United States and Japan aligned with the economic recovery from the pandemic.
- Higher Gross Profit and Gross Profit Margin, are impacted by higher sales volume and increasing portion of Value-Added sales volume in 2021 compared to last year.
- PMMP recorded lower EBITDA Margin in 2021 compared to 2020 figures, due to increase in shipping costs.
- Profit after tax decreased 12.7% YoY in FY 2021, resulted from lower income tax expense in 2020, resulted from higher operating expense.

# Business and Financial Performance

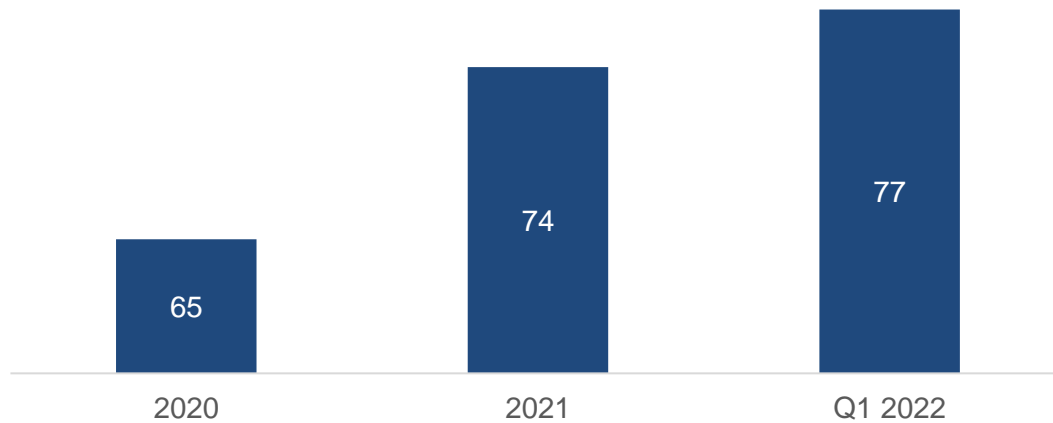
Assets (USD Mn)



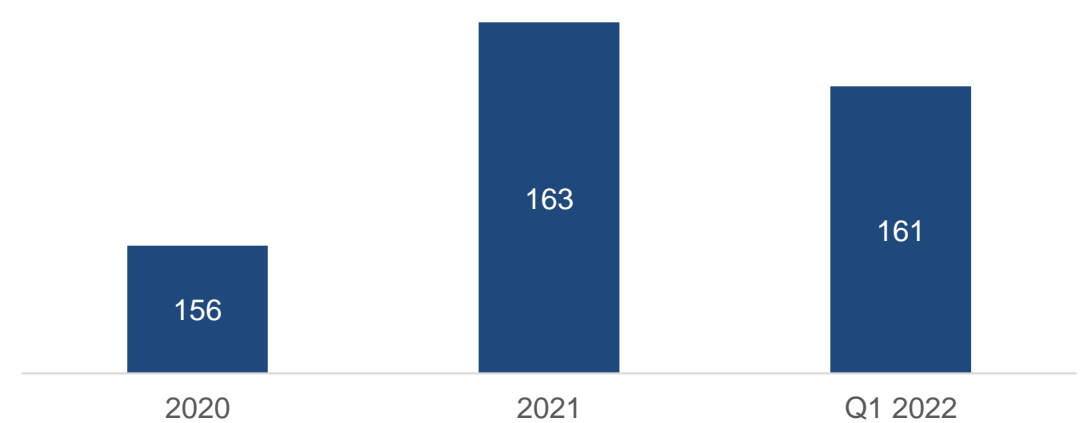
Liabilities (USD Mn)



Equity (USD Mn)

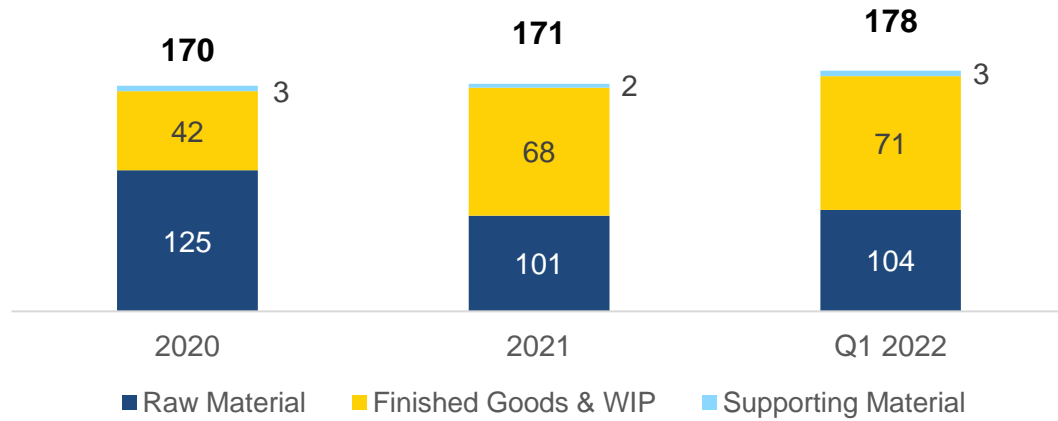


Interest Bearing Debt (USD Mn)

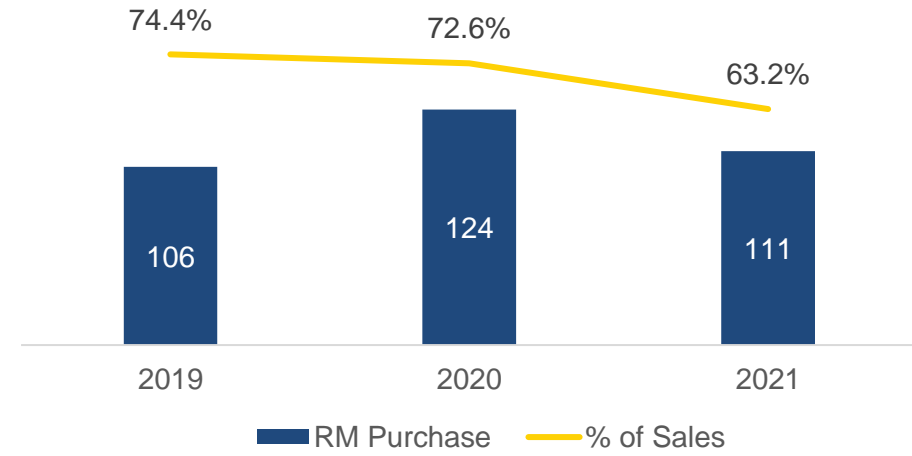


# Business and Financial Performance

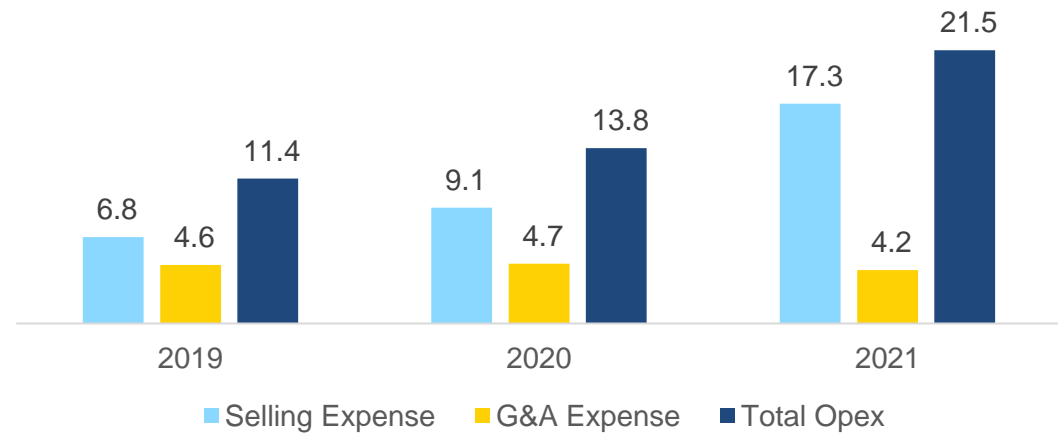
Inventory Level (USD Mn)



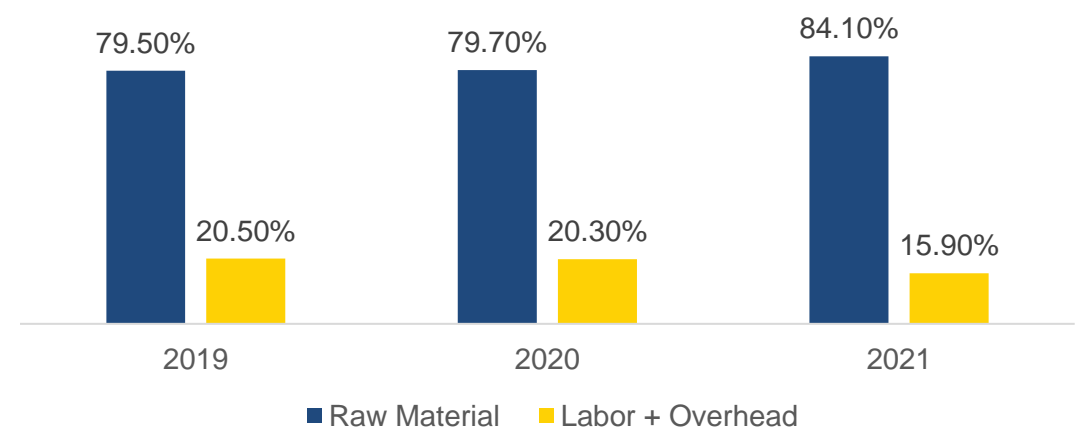
Operational Efficiency



Operating Expense (USD Mn)



Manufacturing Expense Composition



# THANK YOU

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For Further Information, kindly contact:

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