



# COMPANY UPDATE

31 October 2022

## Share Price Data

(as of October 31<sup>st</sup>, 2022):

Ticker on IDX	PMMP
Closing Price (IDR)	382
Outstanding Shares	2,353,000,000
Market Cap (IDR Bn)	903.5

## Contact us:

Christian Jonathan Sutanto

Head of Investor Relation

Email : [corsec@pancamitra.com](mailto:corsec@pancamitra.com)

[www.pancamitra.com](http://www.pancamitra.com)



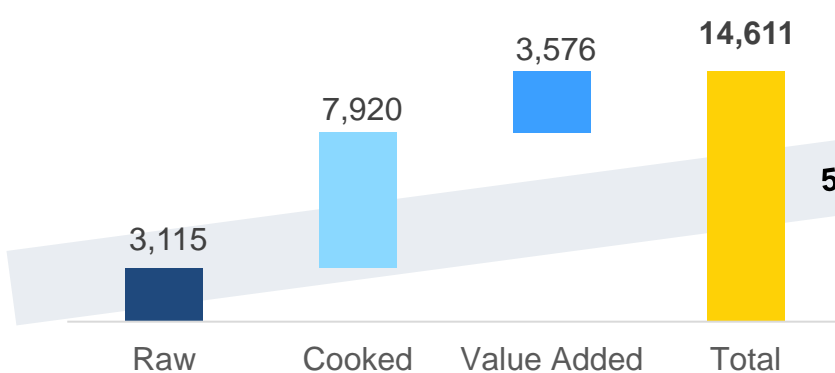
# Financial Performance Highlights:

- PMMP recorded total revenue of USD 148.5 million for 9M22, increased by 9.1% YoY from USD 128.7 million in the prior year. This is mainly driven by additional capacity from newly operated PMMP's 8<sup>th</sup> plant, which have been fully utilized during 1H 2022.
- PMMP has started the construction for its 9<sup>th</sup> factory, located in Situbondo, which is self-financed from PMMP's internal cash. PMMP projected that the construction will be completed around Q4 2023 and will be focused to produce cooked and value added products.

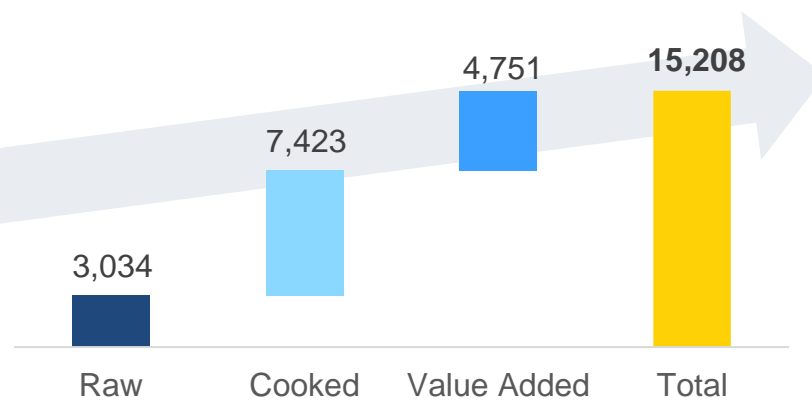
## Income Statement as of 30 September 2022

In USD Million	Q322	Q321	YoY
Revenue	140.5	128.7	9.1%
Gross Profit	30.8	28.6	7.6%
Margin	21.9%	22.1%	
Operating Profit	15.5	15.5	0.1%
Margin	11.1%	12.0%	
Net Profit	8.6	8.5	0.5%
Margin	6.1%	6.2%	
EBITDA	18.8	18.6	0.6%
Margin	13.3%	14.4%	

## PMMP's Sales Volume YTD September 2021 (Tons)



## PMMP's Sales Volume YTD September 2022 (Tons)



Raw



-2.6%

Cooked



-6.3%

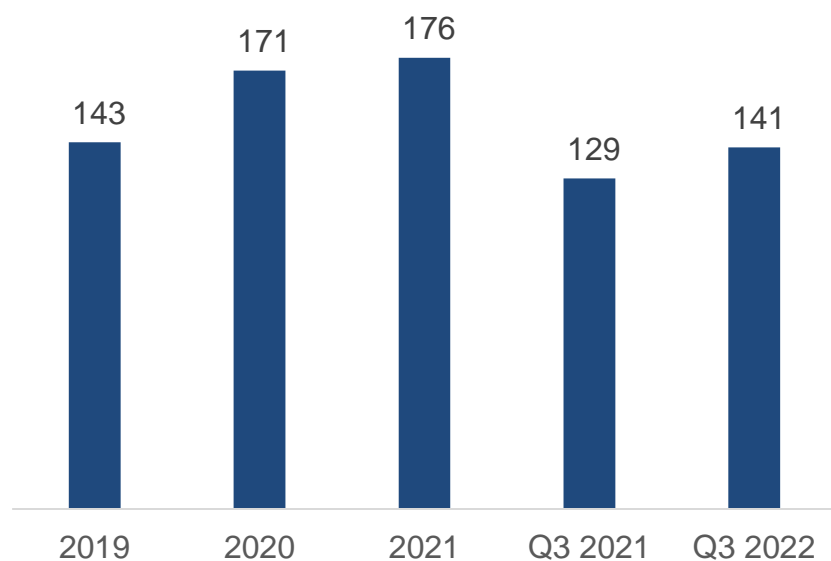
Value Added



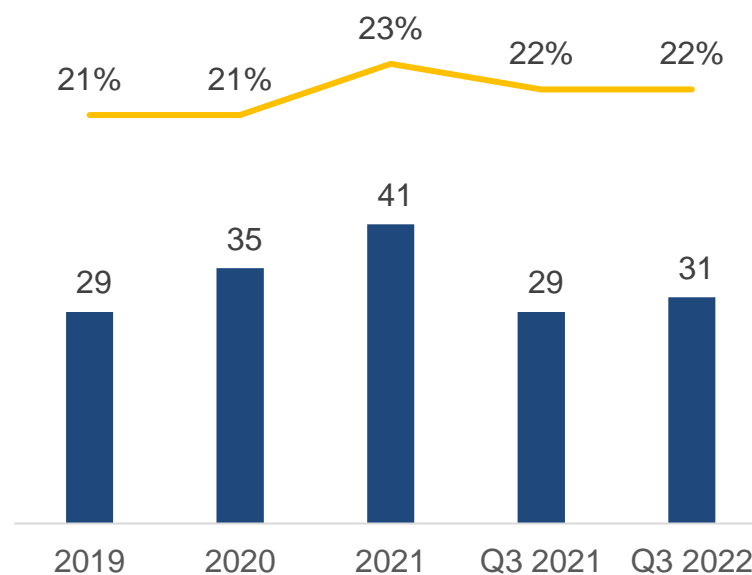
32.9%



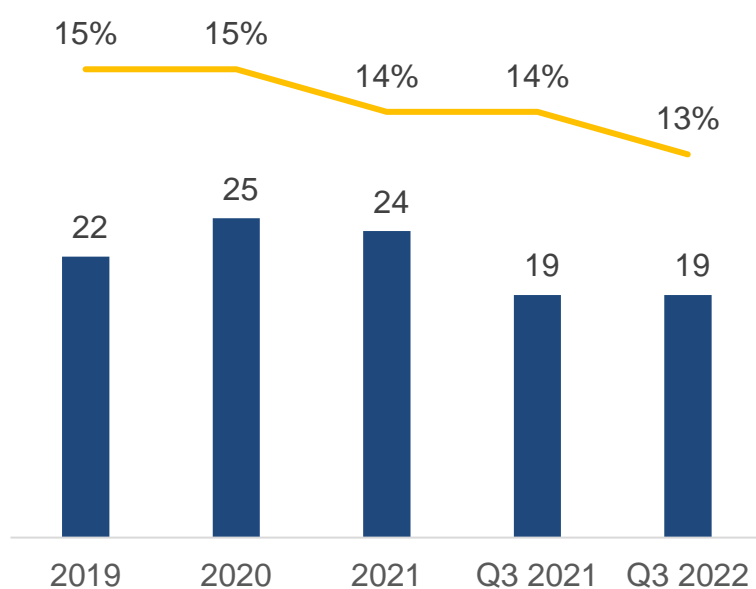
### Net Sales (USD Mn)



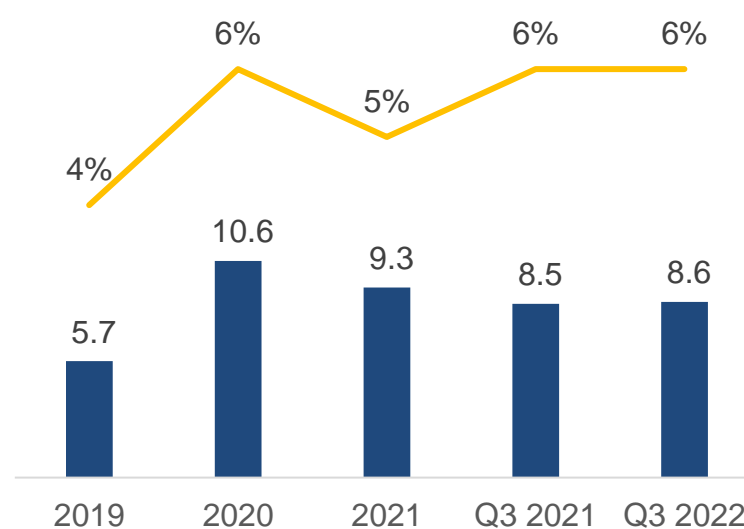
### Gross Profit (USD Mn)



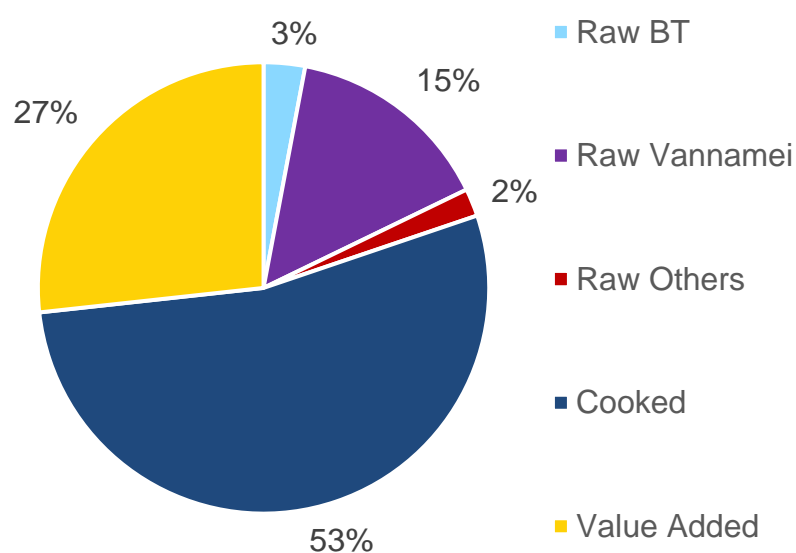
### EBITDA (USD Mn)



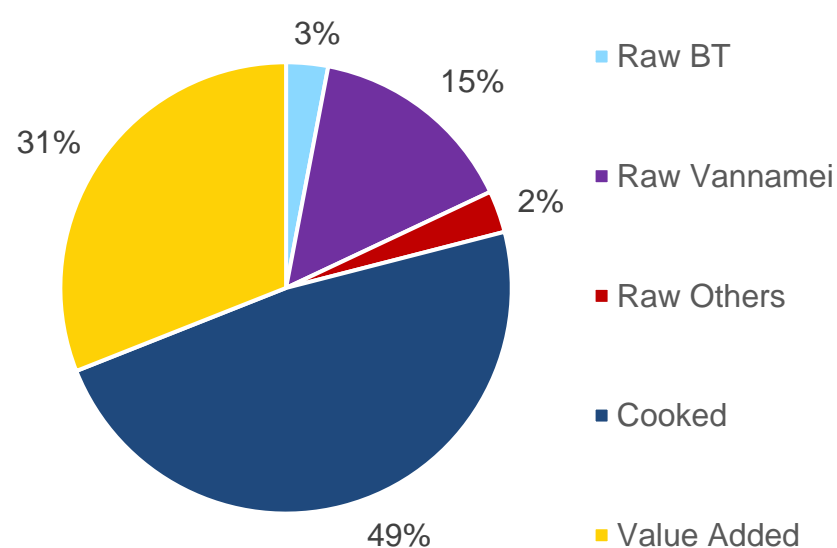
### Net Income (USD Mn)



### FY 2021 Sales Product Mix

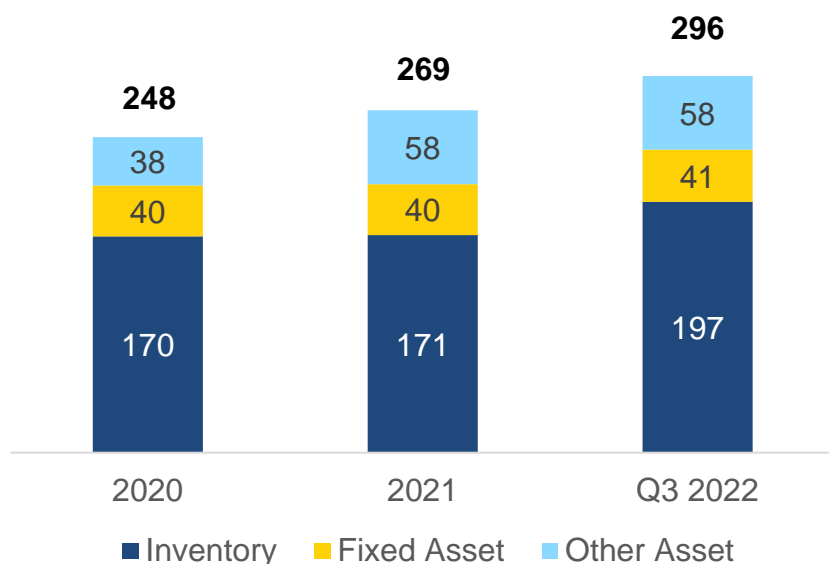


### YTD September 2022 Sales Product Mix

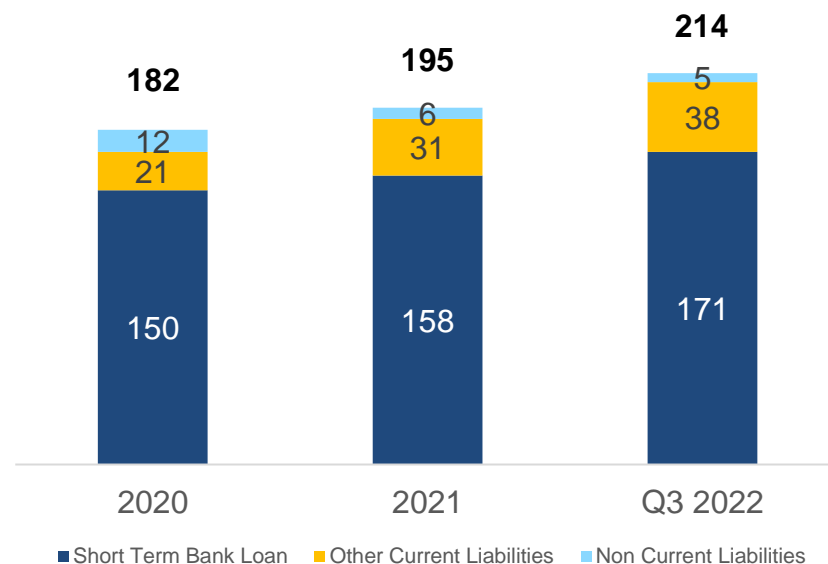




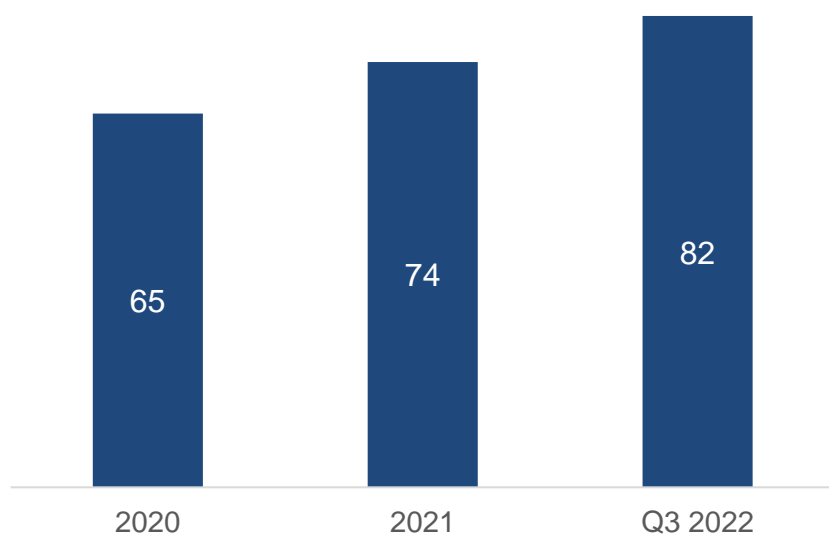
### Assets (USD Mn)



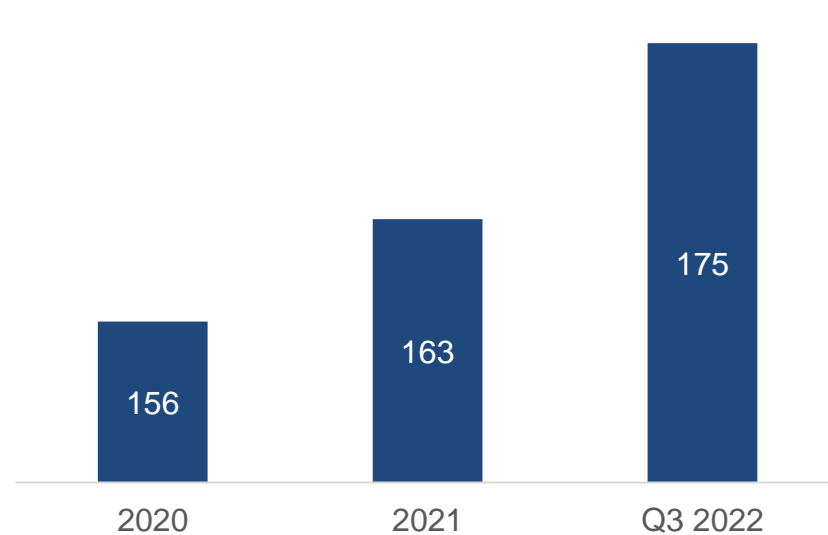
### Liabilities (USD Mn)



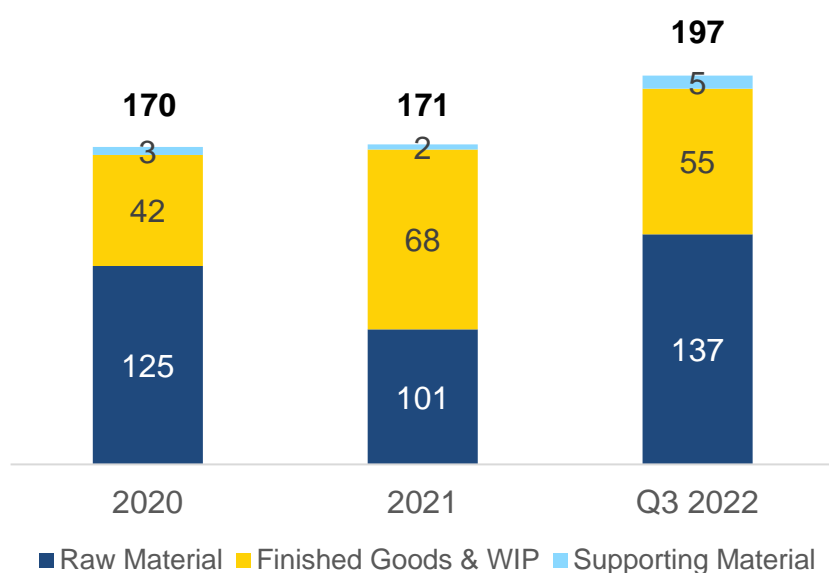
### Equity (USD Mn)



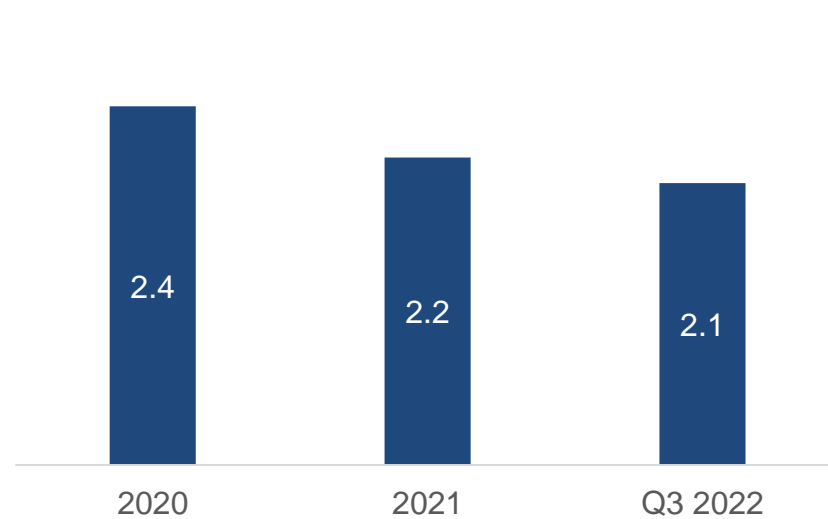
### Interest Bearing Debt (USD Mn)



### Inventory Level (USD Mn)



### Interest Bearing Debt to Equity (x)







## Updates on PMMP's Business Expansion

### PMMP's Expansion Layout



### New Plant's Focus Product



Regular  
Cooked



Cooked in  
Shell



Cooked Shrimp  
Ring



Sushi Ebi  
Shrimp

### Progress Update – 9<sup>th</sup> Factory Construction



### Progress Update – Solar Panel Installment

