

MANAGEMENT PRESENTATION

1H 2023

MALINDO



Continue to build **strong business** through **sustainable innovation** and **firm competitiveness**





MALINDO AT A GLANCE





Who We Are?

A modern food company originated from a fully integrated poultry producer that brings value adds to our customers



What We Do?

We provide the best quality protein to people by producing variety of quality poultry products and processed food



Why We Do It?

Poultry is a great source of protein consumed by most of the populations. Our responsibility is to bring our best to serve those target markets





Proven track records, always with progress, since 1997

1997

Established
PT Malindo
Feedmill

2000

Established
PT Bibit
Indonesia

2003

Expanded to East
Java by acquiring
feedmill in
Surabaya

2006

Publicly listed
in Indonesia Stock
Exchange

2007

Established entity in
Stock Broiler Chicken
business

2008

- Issued Bonds
- Built Banten feedmill plant
- Acquired Chicken Farm

2013

- Repaid Bonds I
- Started food processing business

2014

- Issued shares via PMTHMETD.
- Grobogan Feedmill plant began operations.

2015

- Makassar Feedmill began operations
- Rights issue through HMETD

2017

- Built a corn dryer in Makassar & Surabaya plant.
- 20th year of operations in Indonesia.

2018

- Built additional corn dryer in Makassar plant.
- Built breeding farms in Central Java & East Kalimantan.
- Modernized broiler farms.

2019

- 5 new silos in Grobogan feedmill
- Additional corn dryer in Makassar
- Built broiler farm & egg hatchery in South Sumatra

2020

- Began exporting foods to Japan
- Built Pekanbaru hatchery and started using automatic hatchery machine in Subang
- Started using iPad to record and capture the weights of broiler birds harvested on broiler farms

2021

- Established Malindo R&D Centre
- Established Sunny Chick, a fried chicken retail F&B outlet



Proven track records, always with progress, since 1997 (Cont'd)

2022

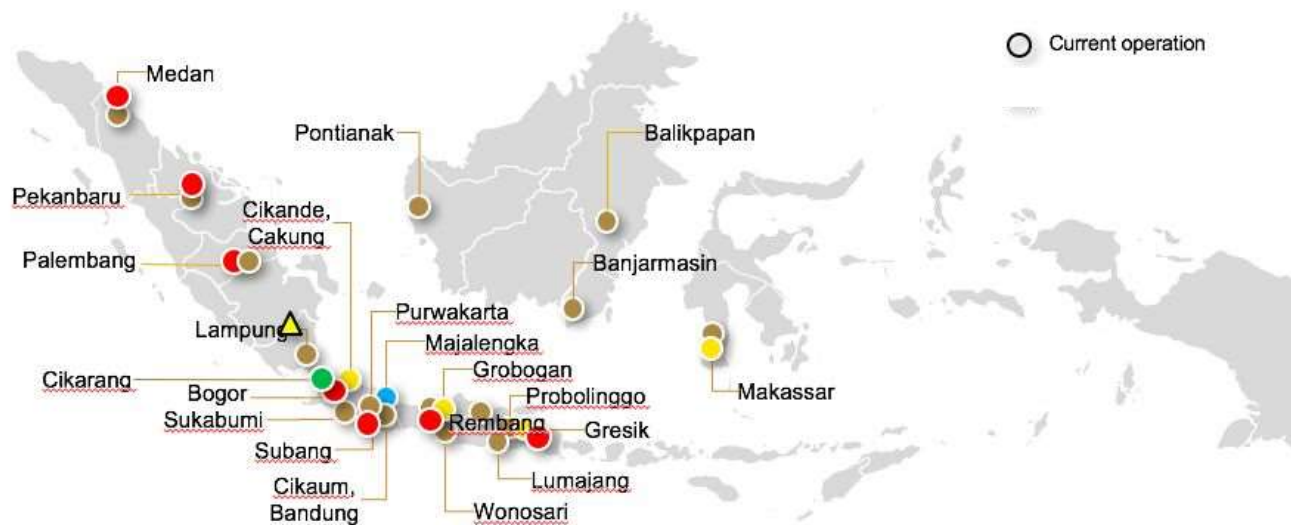
Commenced operations of its slaughterhouse in July 2022

2023

- Obtained export license from Singapore Food Agency to sell frozen and processed foods
- Began exporting foods to Singapore



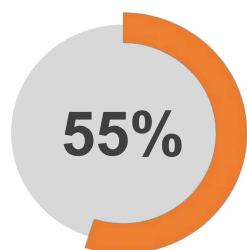
Operates across Indonesia, caters nationwide market needs



Legends	Division	2023 Capacity	Locations
	Feedmill	1,650,000 MT	Cikande, Cakung, Grobogan, Gresik, Makassar
	GPS Breeding	3.1 mio DOCs	Majalengka
	PS Breeding	335.0 mio DOCs	Medan, Lampung, Subang, Cikaum, Purwakarta, Wonosari, Probolinggo, Lumajang, Pontianak, Banjarmasin, Makassar, Pekanbaru, Palembang, Rembang, Deli Serdang
	Broiler	106.5 million kg	Medan, Subang, Bogor, Palembang and Pekanbaru
	Food Processing	6,000 MT	Cikarang

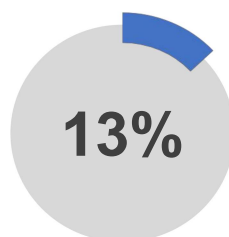


Comprises of 4 (four) solid and stable business segments



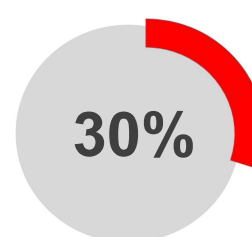
Animal Feed

- ◆ Core Line of Business
- ◆ 5 feed mills across Indonesia
- ◆ Located in Jakarta, Banten, East Java, Central Java and South Sulawesi
- ◆ Total Production capacity of 1.65 mio MT



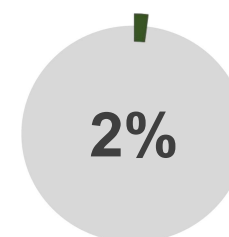
Chicken Breeding

- ◆ Produces & markets broiler & commercial layer chicken breeds
- ◆ Breeder farms spread in Sumatera, Java, Kalimantan and Sulawesi
- ◆ Total annual production capacity of 335.0 mio DOC
- ◆ GPS breeding 3.1 mio DOC in Majalengka



Broiler Chicken

- ◆ Produces & markets chicken broilers by referring to a good method of animal husbandry to produce healthy, quality broilers
- ◆ Farms spread in Medan, Subang, Bogor, Palembang and Pekanbaru
- ◆ Total annual production capacity of 106.5 mio kg



Processed Food

- ◆ Produces & markets various chicken processed food with Safe, Healthy and Halal principles
- ◆ Food processing factory is located in Cikarang, West Java with annual production capacity of 6,000 MT
- ◆ Slaughterhouse is located in Purwakarta, West Java and has separated lines for chicken and duck.

Note: Based on 1st Half 2023 Unaudited Financial Results



Vision, Mission & Values truly represent Corporate Identity

VISION

To be the leading poultry company in its chosen market segment

MISSION

To optimize our potential to enhance the value for our shareholders and other stakeholders

**GOOD
TEAMWORK**



INTEGRITY



**CUSTOMER
SATISFACTION**



COMMITMENT



**CORPORATE
VALUES**



Experienced management team with global standards



Lau Chia Nguang
President Commissioner

**Year of Poultry
experience:
More than 40 years**



Tan Lai Kai
Commissioner

**Year of Poultry
experience:
More than 25 years**



Yongkie Handaya
Independent Commissioner

**Year of Manufacture
experience:
More than 25 years**



Brian M. O'Connor
Independent Commissioner

**Year of Finance
experience:
More than 20 years**



**Koh Bock Swi
(Raymond Koh)**
Independent Commissioner

**Year of Finance
experience:
More than 40 years**



Experienced management team with global standards



**Tan Sri Lau
Tuang Nguang**
President Director

Year of Poultry
experience:
More than 30 years



Lau Joo Kiang
Director

Year of Poultry
experience:
More than 10 years



Rewin Hanrahan
Director

Year of Poultry
experience:
More than 25 years



Lau Joo Hwa
Director

Year of Poultry
experience:
More than 15 years



Lau Joo Keat
Director

Year of Poultry
experience:
More than 15 years



Rudy Hartono Husin
Director

Year of Finance
experience:
More than 20 years



**Dato' Seri Abdul
Azim Bin Mohd Zabidi**
Director

Year of Finance
experience:
More than 20 years



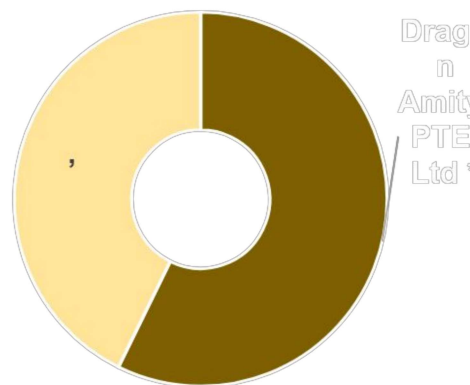
MAIN shares profile as a publicly listed company

Shares Information

- 1997: Established in Jakarta
- 2006: Publicly listed in IDX

Shares info as of 30.06.2023

- # of Shares: 2,238,750,000
- Closing Price : IDR 430
- Market Cap: IDR 962.7 Billion



Shareholders Composition
Per 30 June 2023

MAIN Subsidiaries

Bibit Indonesia - 99.87%

Parent stock DOC Chicken Farm

Leong Ayamsatu Primadona - 99.97%

DOC and broiler chicken farm

Mitra Bebek Persada - 99.00%

Duck Farm & Slaughterhouse

Prima Fajar - 99.99%

Broiler chicken farm

Malindo Food Delight - 99.99%

Meat Processing & Preserving

PT MALINDO FEEDMILL, TBK
Stock Code: MAIN

*Note: Dragon Amity Pte, Ltd. is the business founders, fully owned by Leong Hup Holding Berhard – Malaysia's largest integrated poultry farming company

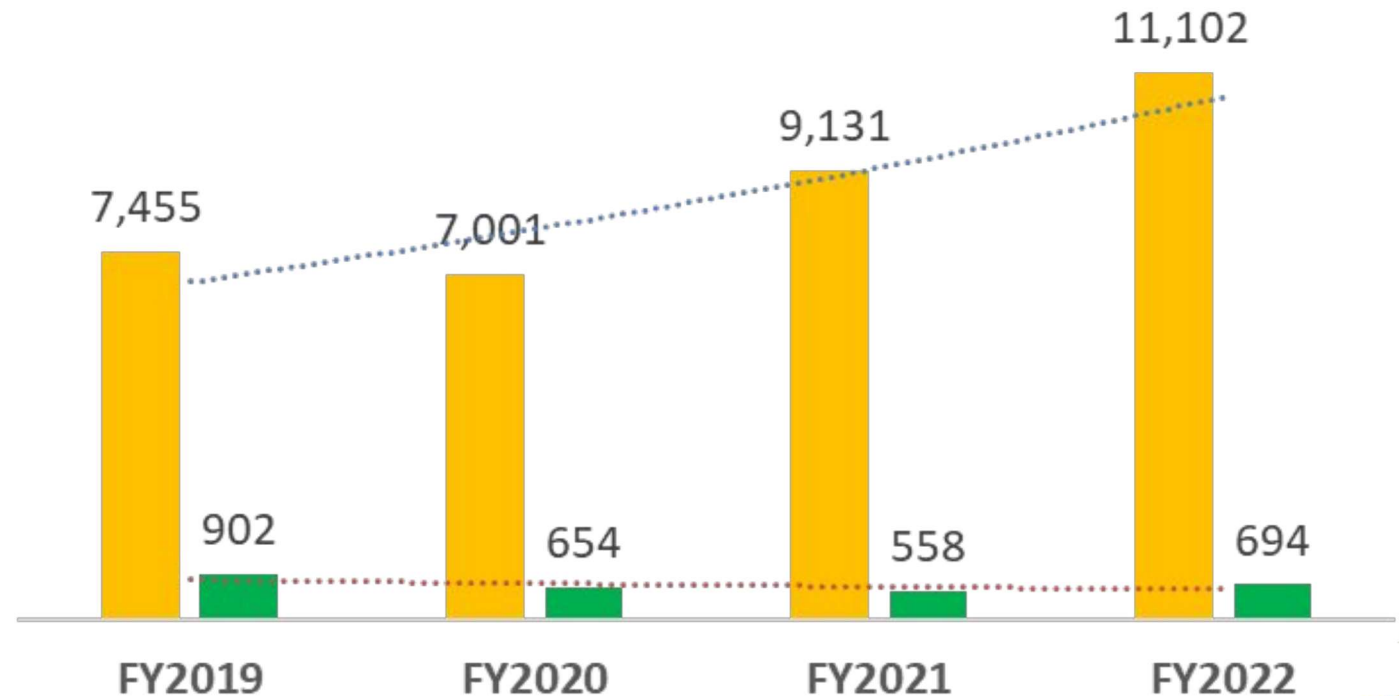


MAIN's progressive financial growth over the past years

Well managed business with prudent financial management

Our vertically integrated business model has a strong value creation to our top line and to the improvement in profitability

Sales & Gross Profit (in IDR billion)



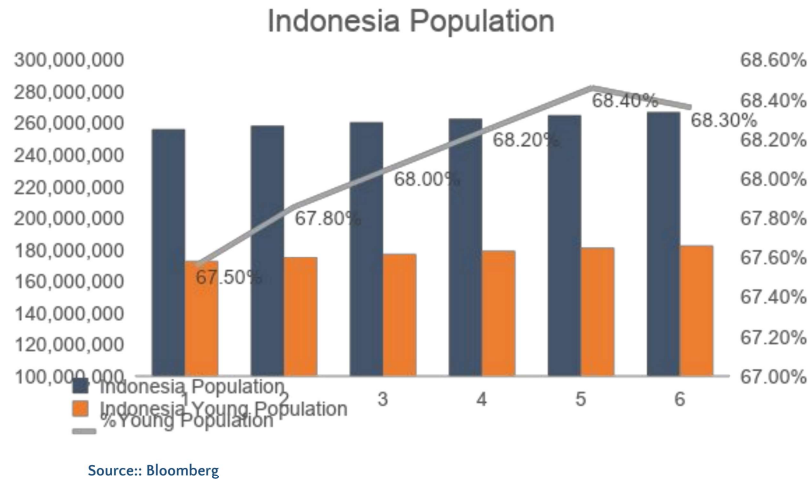


Why We Enter into **The Business**





What data reveals about Indonesia: potential in consumptions, huge markets for poultry, good for business, even after pandemic



Indonesia Population (2022)

278 Mn

Approximately 70% of the total Indonesia population are young population, in which they are on their productive age to work

GDP Rate (2021)

4.8%

Projected Growth: 5,2% in 2022 from 4.8% in 2021 (+8.3%)

GDP per Capita (2021)

4.256,34 USD

Indonesia Private Consumption

- Grew 3.6% in Full Year 2021 during Covid-19 pandemic, which is better than Q3 2021 figure of 1.0%

Source: Trading Economics (2022), World Population Review (2022), Trimegah Economic Report (2022)

2021 POST COVID-19 CONSUMERS SURVEY

Bank of Indonesia Survey, March 2021



High Consumer confidence index: 93.4%



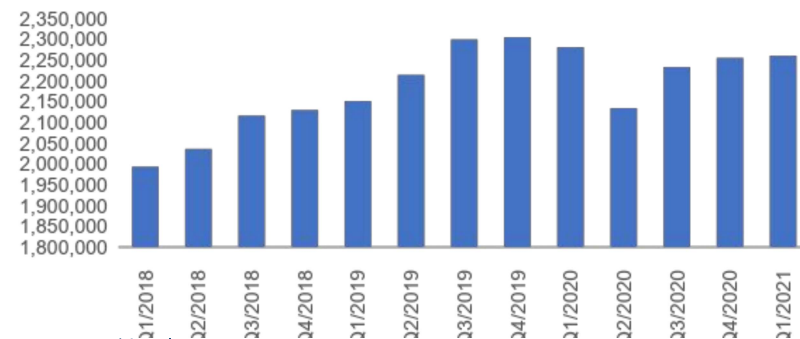
Rising Consumer perception & expectation



Better handling of COVID-19

Source: Bank of Indonesia, March 2021

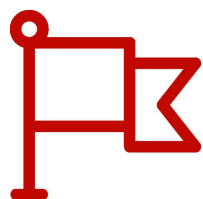
Indonesia private consumption (IDR Bio)





What research reveals about Poultry in Indonesia:

Most preferred source of protein and most available & affordable ones

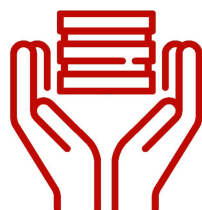


Significance

Poultry is a **major source of animal protein** for almost 90% of the country's **non-pork eating population**.

More and more **people shift from carbohydrate** sources of food to higher quality foods such as proteins, fats and vitamins

Source: FAO Report



Availability

Most of region in Indonesia is **self-sufficient in the supply** of chicken meat

Chicken is the kind of meat which can become **farm-to-table protein in the fastest process**;

Source: USAID Report
Indonesia's Poultry Value Chain

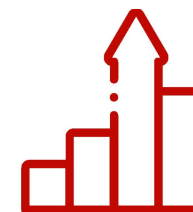


Affordability

Meat **other than Poultry, must be imported** in large quantities and are **too expensive for many locals**

This fact contributes to making chicken among the **cheapest sources of protein**

Source: USAID Report
Indonesia's Poultry Value Chain



Prospects

Indonesia is expected to play **growing role in world poultry production** in the next decade, together with other Asian countries

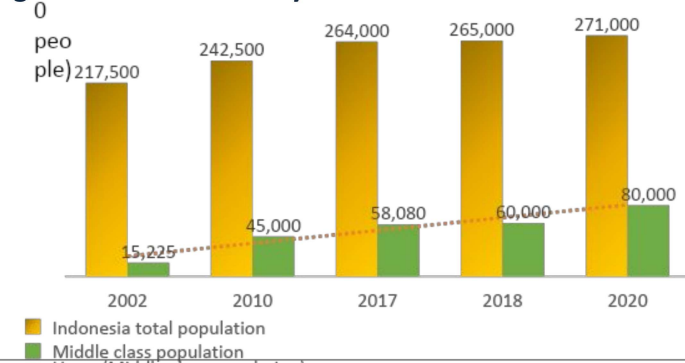
Indonesian consumer is more **preferred broiler meat rather than native chicken**

Source: Center of Indonesia Policy (CIPS) Report
Policy Reforms On Poultry Industry In Indonesia

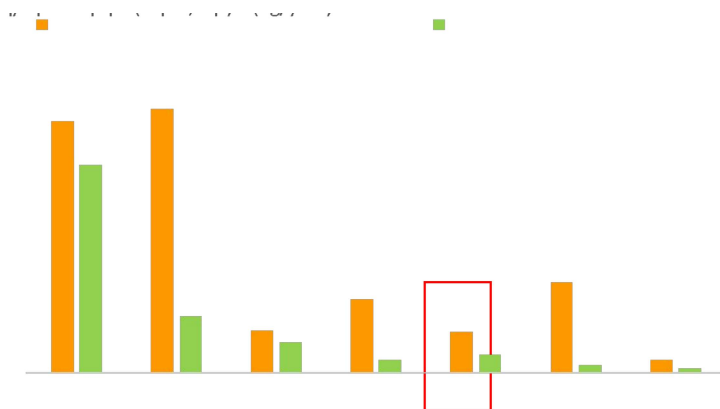


Indonesia's Poultry Stats: There is room to grow in the fast-growing industry with gaining share of consumption

The Indonesian middle class has been a major driver of economic growth as the group's consumption has grown at 12% annually since 2002

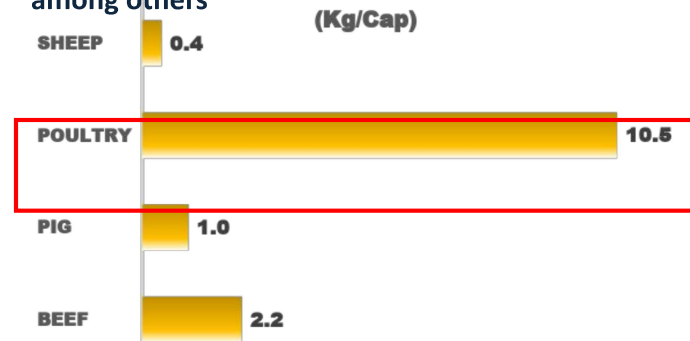


Indonesia has one of the lowest chicken consumption in SE Asia



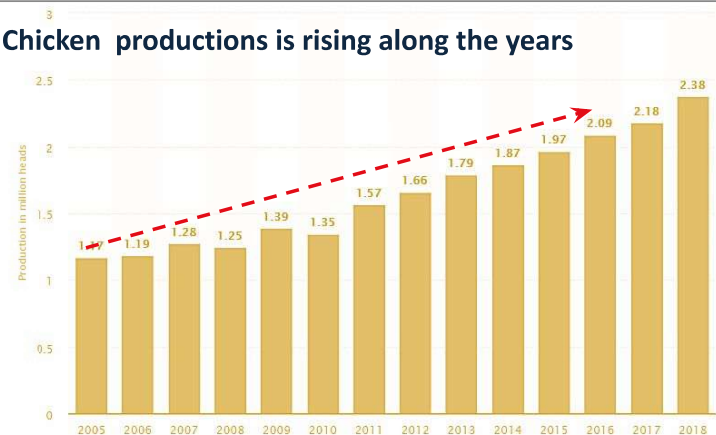
Source: Statistica (2021), Badan Pusat Statistik (2018) and Indonesian Finance Ministry

Poultry is in the top list in term of meat consumptions among others



Source: OECD [data.oecd.org [2021]

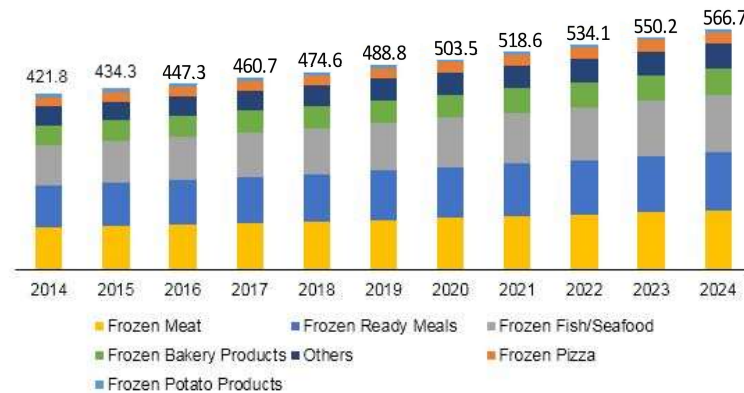
Chicken productions is rising along the years



Source: OECD [data.oecd.org [2021]



Poultry on downstream side: Positive prospects with rising markets along the years



Source: Indonesia Frozen Food Market Size and Forecast by Type; <https://www.hexaresearch.com>

01

New target market: 68 million youths in Indonesia (10-24 years) seek for ready-to-eat modern food >> 28% of total population >> one of the largest youth populations in the world

02

Consumers in general, seek for convenient and fast food without compromising on the health benefits.

03

Those conditions create demand for easy and nutritional processed food. the market is expected to grow over 2017 – 2024.

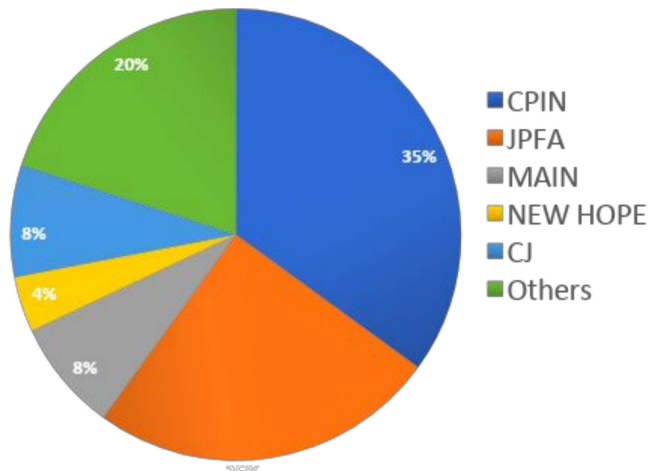
04

Frozen food is expected to be the best fit-in since reduces cooking time but offer most of the goodness of health and nutrition.

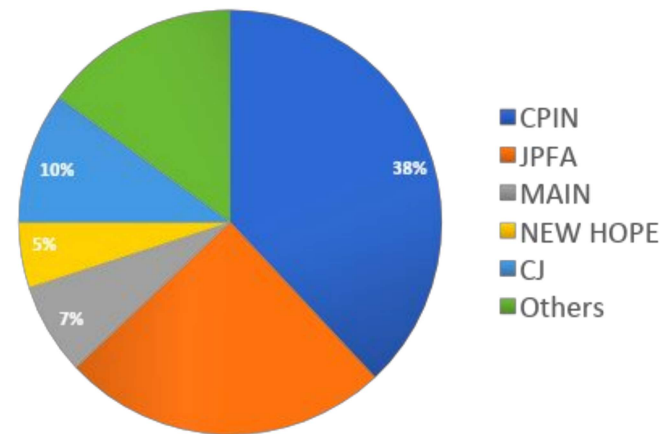


How we see our markets ...

Indonesia feed production capacity share (2022)



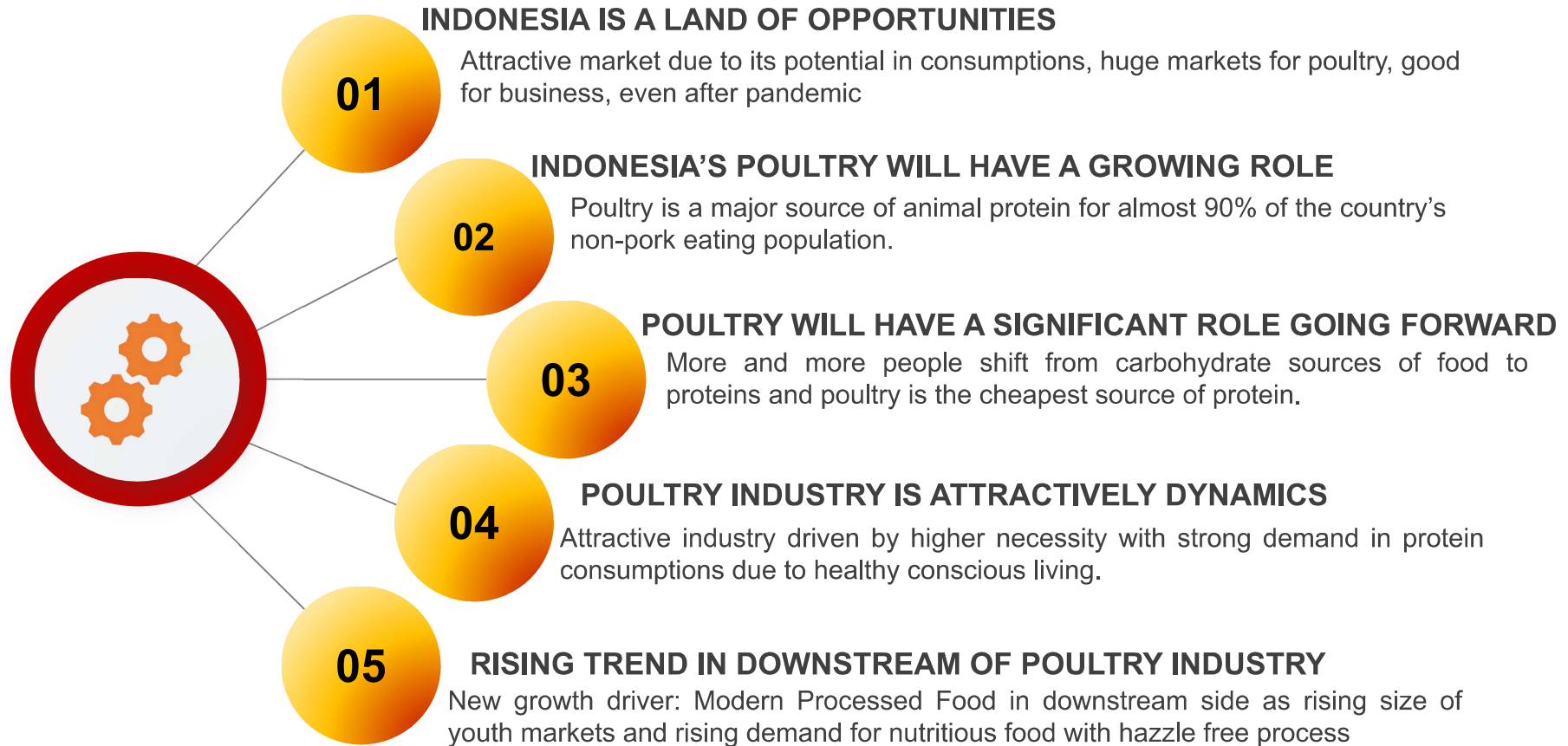
Indonesia DOC production capacity share (2022)



We are among the top 3 integrated players and well-positioned in the market supported by our strategic locations



Why are we in poultry business?





Our Business Model

Delivering **Strategy into Actions**



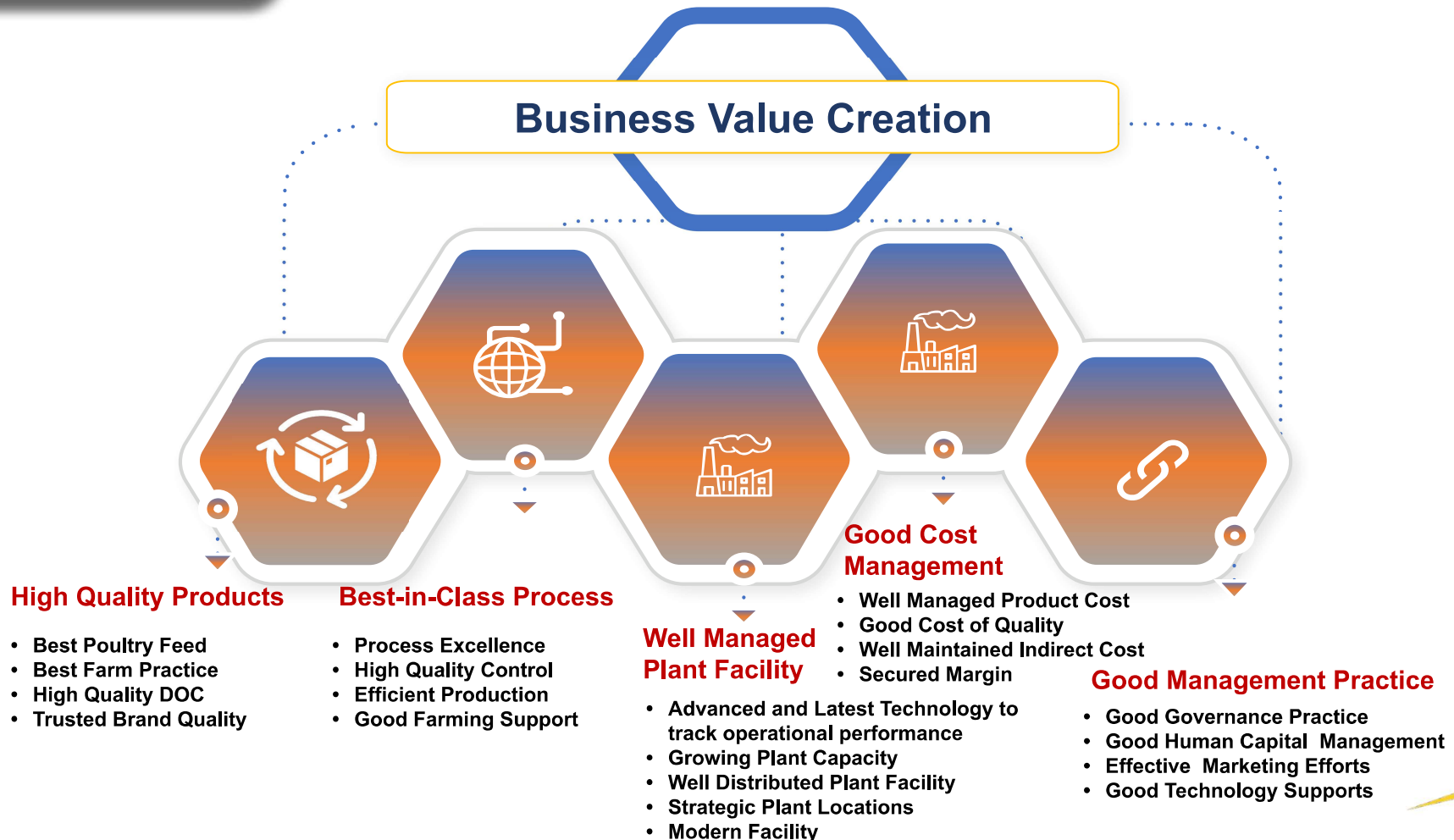


We drive our business through a vertically integrated business model





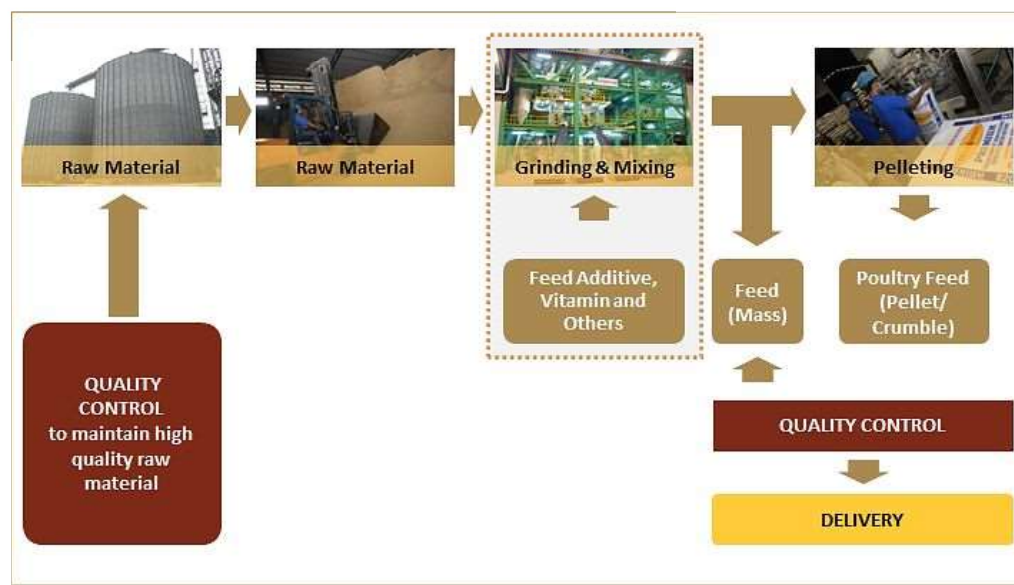
Our Business Strategy compels best in executions



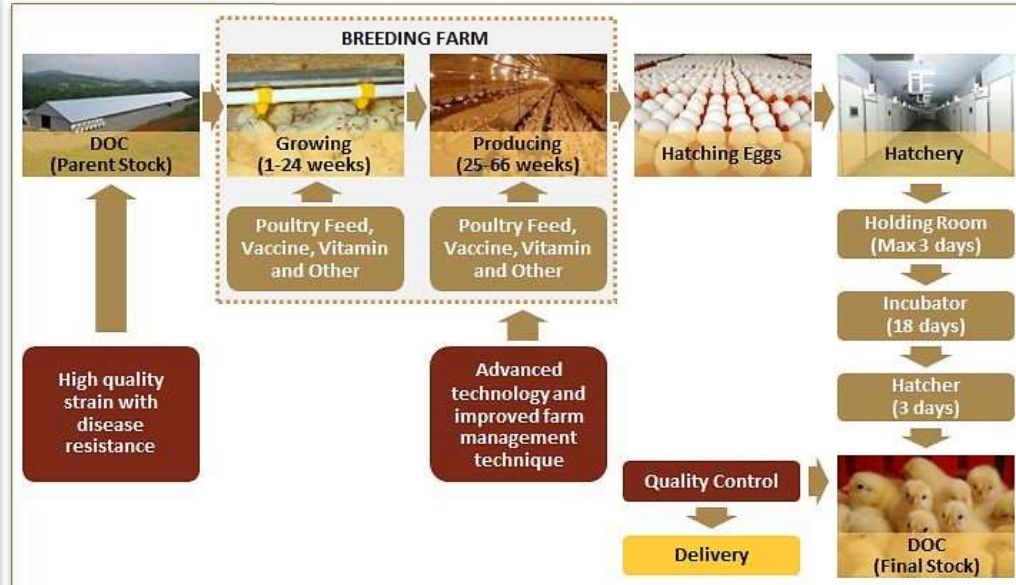


Our business processes adhere to best practice models

Animal Feed Business Process



Breeding Farm Business Process



High
Quality
Processed
Food



High
Quality
Fried
Chicken





Operating Performance

Effective Strategy with **Efficient & Prudent**
Execution





Declining half yearly bottom-line due to cost pressure

Continue to maintain margins through tight cost control mechanism and low net gearing

1 Increased top line and declining bottom line with stable segment contribution

- Increasing Y-O-Y revenue growth of 2.6% during first (6) months 2023 due to the stable demand of poultry products
- the poultry demand will remain strong due to its nature being necessity product.
- Feedmills is still stable segment to be main revenue generators. Likewise, Breeders and broilers with high quality of DOC.
- Pandemic recovery and recovered poultry consumption will be the catalysts.

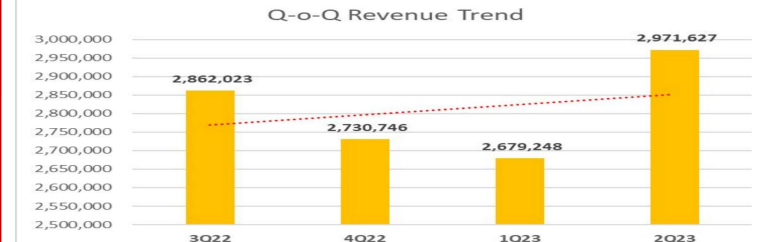
2 Cost efficiency and margin maintenance

- Profitability in most parameters have increased after pandemic shock last year.
- Cost is closely maintained to be the most efficient to keep profitability intact.

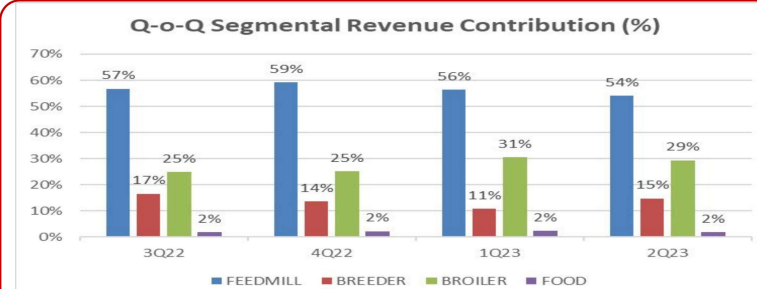
Q1 2023 & 2022 Profit and Loss

(IDR billion)			
Profit & Loss	Jun 2023	Jun 2022	Change
Net Sales	5,650.9	5,508.9	2.6%
Gross Profit	341.5	335.9	1.7%
Margin (%)	6.0%	6.1%	
EBITDA (incl. forex)	71.5	127.1	-43.8%
Margin (%)	1.3%	2.3%	
Net Loss	(130.6)	(66.6)	96.2%
Margin (%)	-2.3%	-1.2%	

Q-o-Q Revenue Trend



Q-o-Q Segmental Revenue Contribution

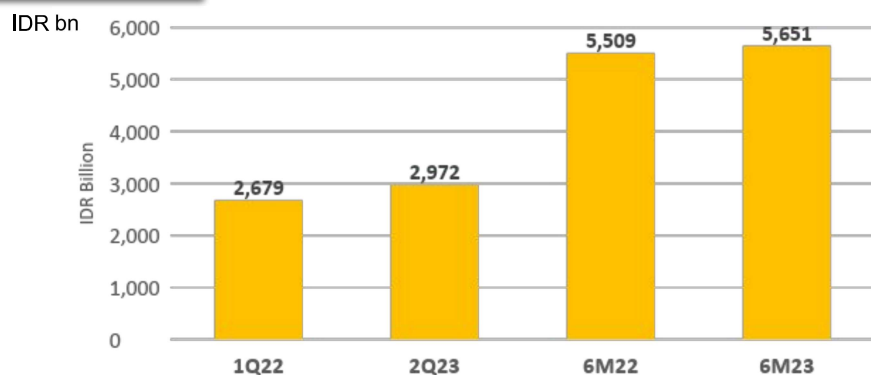




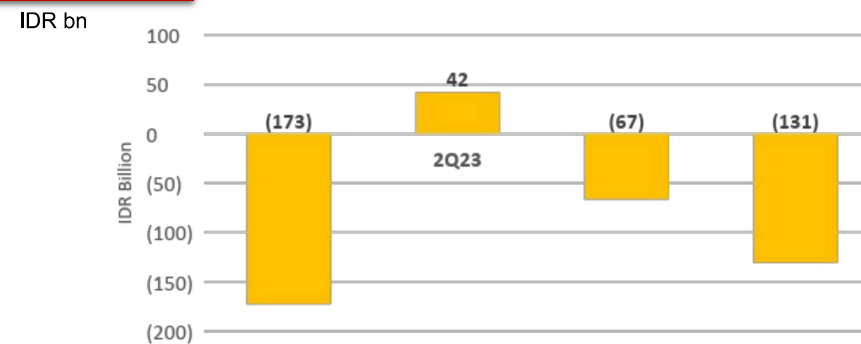
1H 2023 Profitability Performance

- Profit & Loss Statements Q-o-Q Comparative Figures -

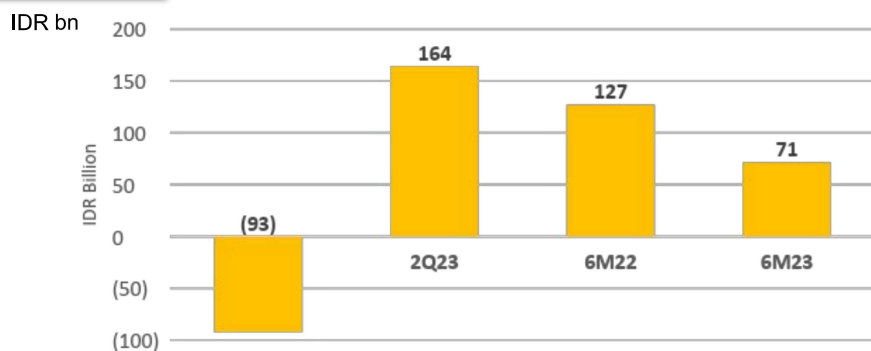
Revenues



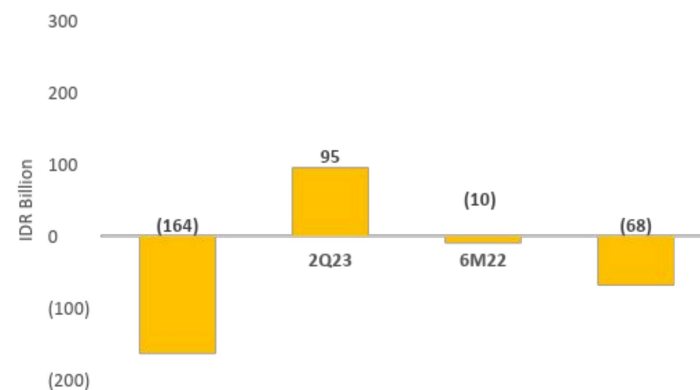
Net Profit



EBITDA



EBIT

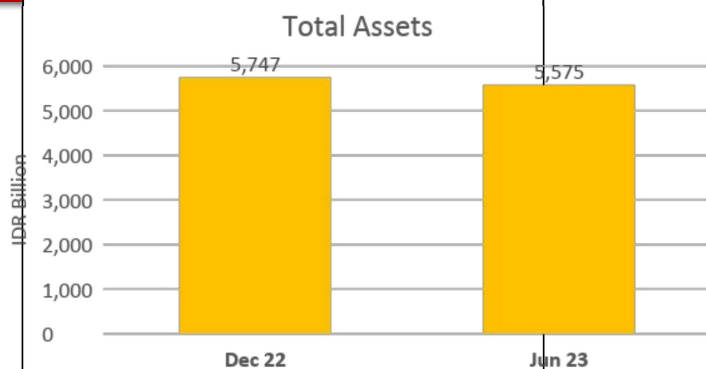




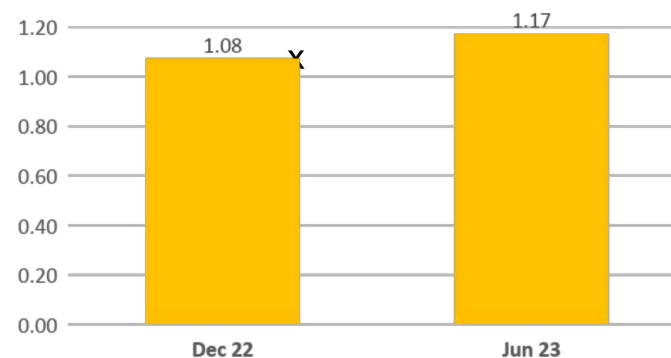
1H 2023 Financial Positions

- Y-o-Y Comparative Figures -

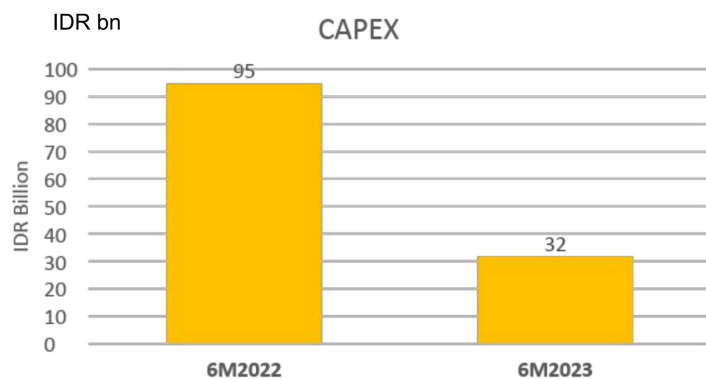
Total Assets



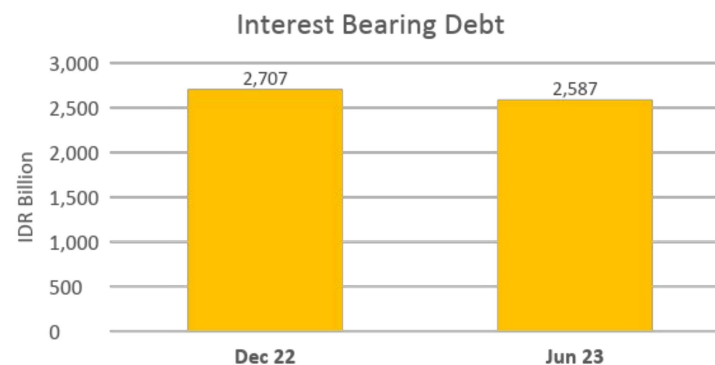
Net Debt to Equity



Capex



Total Interest-Bearing Debt





Sunny Chick - New Evolution

Completing the Poultry Value Chain





Our business continuously innovates by adding the depth of the downstream business model

Focusing into a higher margin business via our fried chicken retail stores and projecting to grow further our retail chain from non-stores sources.

We also held cooking demonstrations as a way to introduce products and add excitement to the market.



Sunny'Chick at PRJ Kemayoran



Fun Coloring & Cooking with Sanci



Food Truck – Masjid Istiqlal



Food Truck – Semesta Berpesta



Continue to generate value by product innovation

Keep innovating and develop new products as a way to differentiate our products from competitors, will lead to increased market share, revenue and customer satisfaction.



PRJ Kemayoran June 2023



There is no love sincerer than the love of food

Sunny'Chick is committed in bringing the **highest quality food** to its customers at affordable prices

Promo Berkah
(BERBUKA HEMAT)
Periode: 6 - 14 April 2023

DISKON 20%

Berkah 1
Paket Crispy Bakaar 1 + Chocolate

Berkah 2
2 pcs Sosbar, 1 pc Potstick, 2 pcs Fruit Tea

Berkah 3
Paket Crispy Bakaar 2 + Chocolate

Berkah 4
1 pc Paket Katsu + 1 pc S-tee Kotak

Berkah 5
Crispy Crunch + Nasi + Crispy Bakaar Dada

Untuk info lebih lanjut, hubungi:
0819-1119-4335 (Customer Service) • 0819-1572-0388 (Marketing)

Sanci Berbagi Angpau
Periode 21 - 30 April 2023

Setiap pembelian produk Sunny Chick senilai minimal **Rp 30.000** akan mendapatkan 1 angpau berisi voucher

S-tee Kotak **Potstick** **Voucher Rp 5.000** **S-tee Botal**

Crispy Crunch **Voucher Rp 8.000** **Sosbar Single** **SD Chocolate**

Paket Mantul

Pilih sendiri vouchermu yaah chickers...

Syarat & Ketentuan Berlaku:

- Minimal Pembelian Rp 30.000
- Berlaku kelipatan Foto & posting di IGS kamu serta tag Instagram Sunny Chick @sunnychick.id
- Berlaku di semua store.

Untuk info lebih lanjut, hubungi @ di:
0819-1119-4335 (Customer Service)
0819-1572-0388 (Marketing)

PROMO MAY DAY
Periode: 4-11 Mei 2023

13.000 12.000 1

18.000 16.000 2

36.000 31.000 3

20.000 19.000 4

1 Crispy Crunch S-tee Kotak

2 Rice Box (All Variant) S-tee Botal

3 Paket Crispy Bakaar 4 Crispy Bakaar Paha Bawah S-tee Botal

4 Paket Katsu S-tee Botal

Untuk info lebih lanjut, hubungi:
0819-1119-4335 (Customer Service) / 0819-1572-0388 (Marketing)



Export of Food Products to Singapore



Following the approval by the Singapore Food Agency (SFA) that processed products from PT Malindo Food Delight and frozen chicken from PT Malindo Feedmill Tbk were for export to Singapore issued on 22 May 2023, Malindo realized this by making the first export shipment of processed products to Singapore on 28 July 2023.



Get ready....
Hustle hour
is back!

Digitalization – New Way of Life

Driving Positive Impacts Towards Society





Our commitment towards digitalization



Malindo is committed to provide its stakeholders with latest update on the company activities through its official Instagram account where they could obtain information on various activities the company is engaged in. To visit the site you could look up for **@malindofeedmilltbk** on Instagram search page.



Partnership with third party ride-hailing app

The company is in close collaboration with Indonesia's two (2) largest ride-hailing app providers **Gojek** and **Grab Food** in further extending its customer reach

"Grab operates in 50 cities located across Indonesia"

"Grab contributes Rp 48.9 trillion towards Indonesian Economy"

"Grab's share of Indonesia's ride-hailing app 65%"

Source: Ecommerce IQ

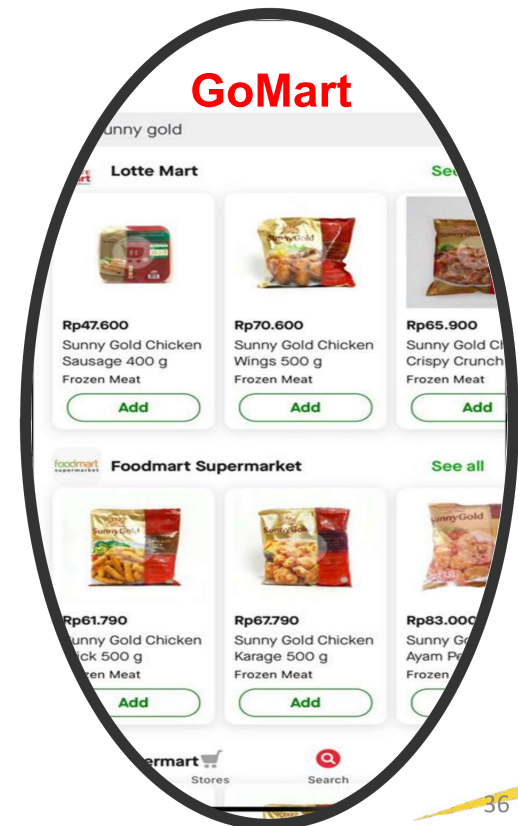
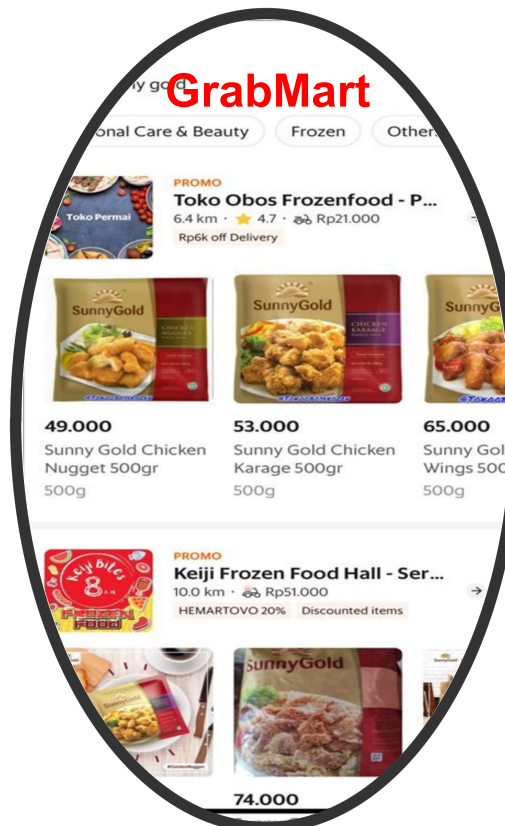
RIDE-HAILING APP USED MOST OFTEN BY INDONESIANS





Partnership with third party ride-hailing app – continued

Its downstream processed food division also works closely with *Grab*, *Shopee* and *Gojek* to promote its *SunnyGold* products to greater public





PT Malindo Feedmill Tbk

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Komplek Golden Plaza Blok G No. 17 – 22
Jakarta Selatan, 12420
Phone: +62-21 766 1727
Fax: +62-21 766 1728
mail: ir@malindofeedmill.co.id



www.malindofeedmill.com



Sunny Gold



@sunnygoldid



@sunnygoldid

Thank you