



MANAGEMENT PRESENTATION

9M 2023

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



MYR 1 = IDR 3,335



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
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

- Makasar 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

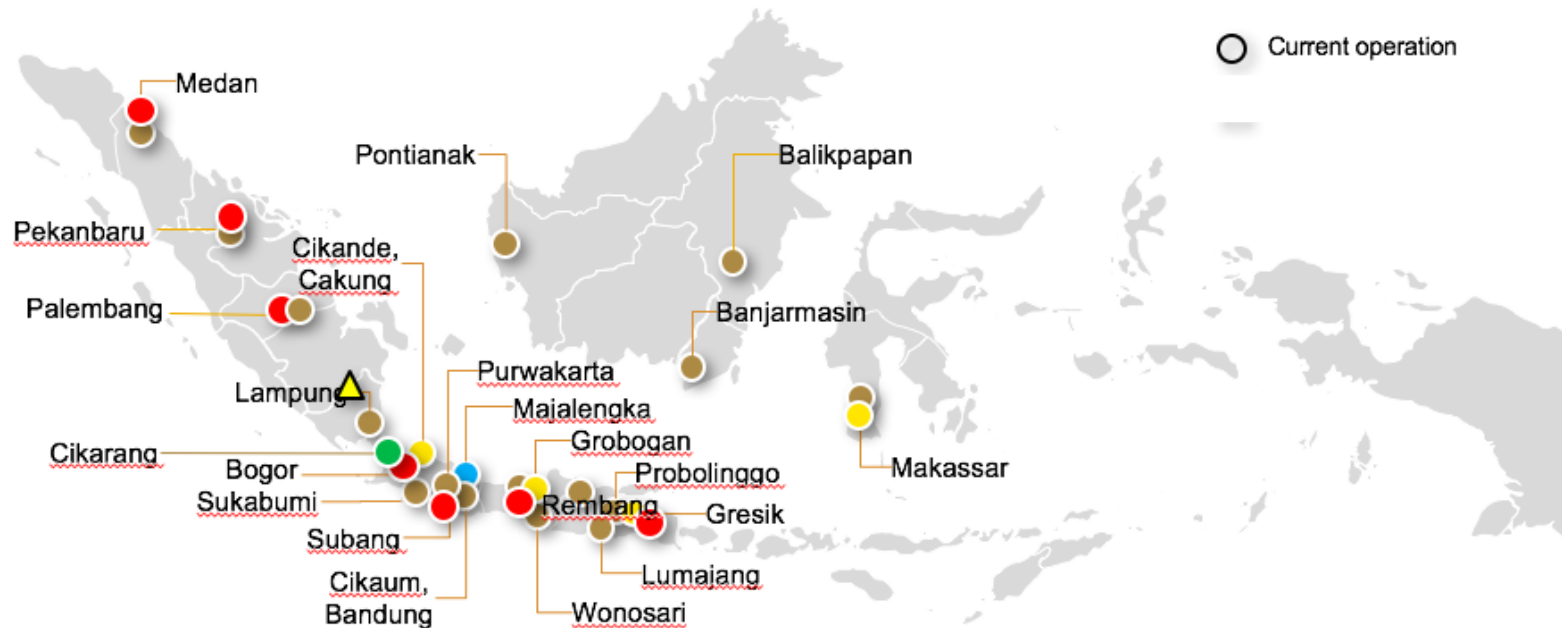
Commenced operations of its slaughterhouse in July 2022

2023

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



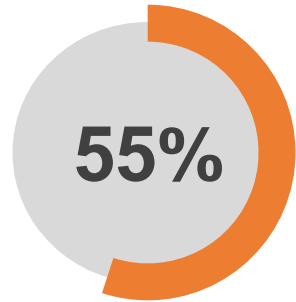
Operates across Indonesia, caters nationwide market needs



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

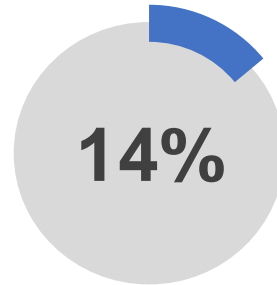


Comprises of 4 (four) solid and stable business segments



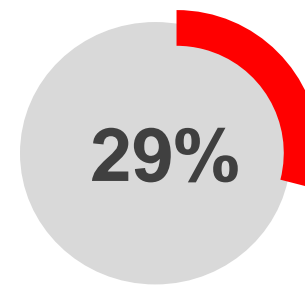
Animal Feed

- ❖ 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



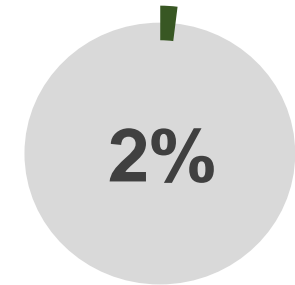
Chicken Breeding

- ❖ 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.
- ❖ Obtain export license to sell products to Singapore

Note: Based on Nine (9) Months 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**



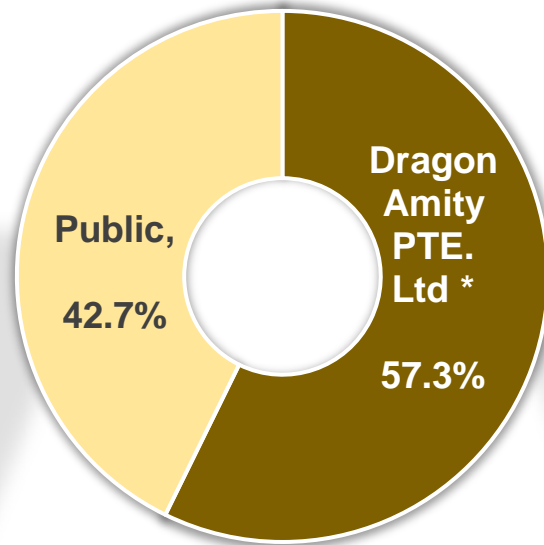
MAIN shares profile as a publicly listed company

Shares Information

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

Shares info as of 30.09.2023

- # of Shares: 2,238,750,000
- Closing Price : IDR 472
- Market Cap: IDR 1,056.7 Billion



Shareholders Composition

Per 30 September 2023



PT MALINDO FEEDMILL, TBK
Stock Code: MAIN

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%

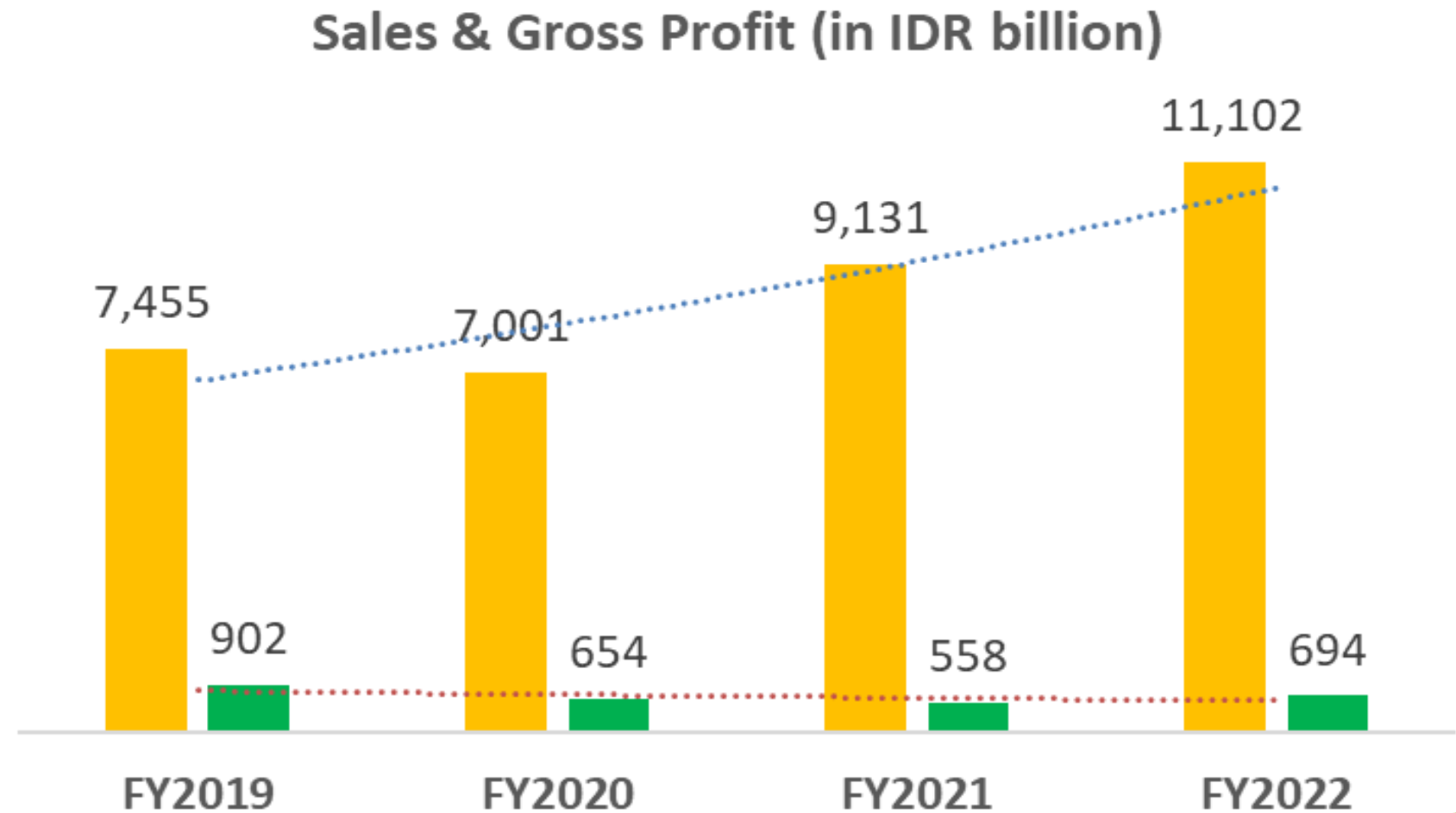
Meat Processing & Preserving



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





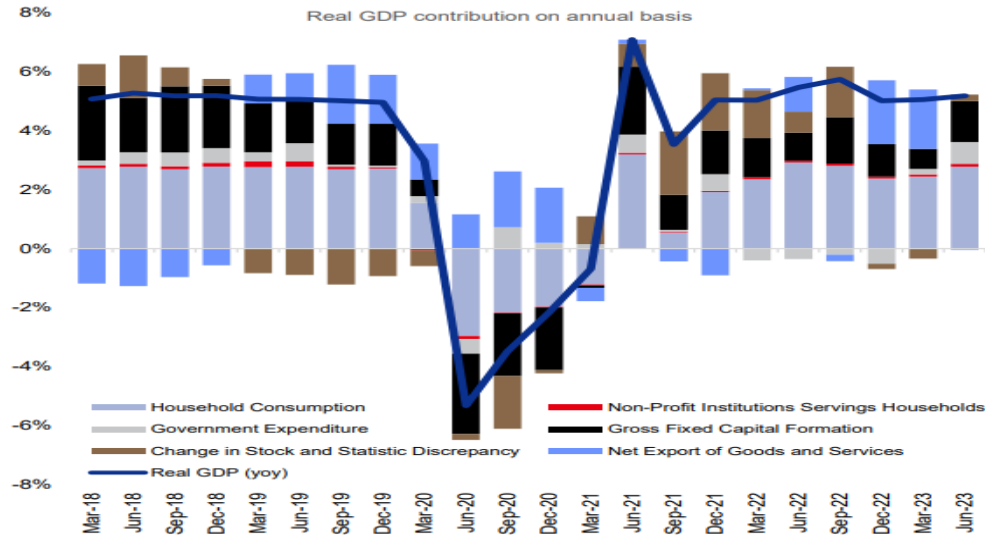
Why We Enter into The Business





What data reveals about Indonesia: rebounding consumptions, prudent fiscal and monetary policy, huge markets for poultry, good for business, post pandemic recovery

Festivity, bonuses, and longer holiday boosted 2Q23 growth



Source:: CGS-CIMB, 2023 Economic Outlook on Indonesia

2023 Key Takeaways

- Post-pandemic consolidation – higher commodity price and increased consumer spending
- Inflation under control – CPI (headline inflation) stood at 3.3% as per August 2023
- Better handling of Rupiah exchange rate through measures put on commodity downstream and FX management

Source:: CGS-CIMB 2023 Economic Outlook on Indonesia

Indonesia Population (2023)

278 Mn

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

GDP Rate (2023)

5.2%

Grew from 5.0% in Q1 2022 (+4.0%)

GDP Per Capita (2022)

US\$4,784

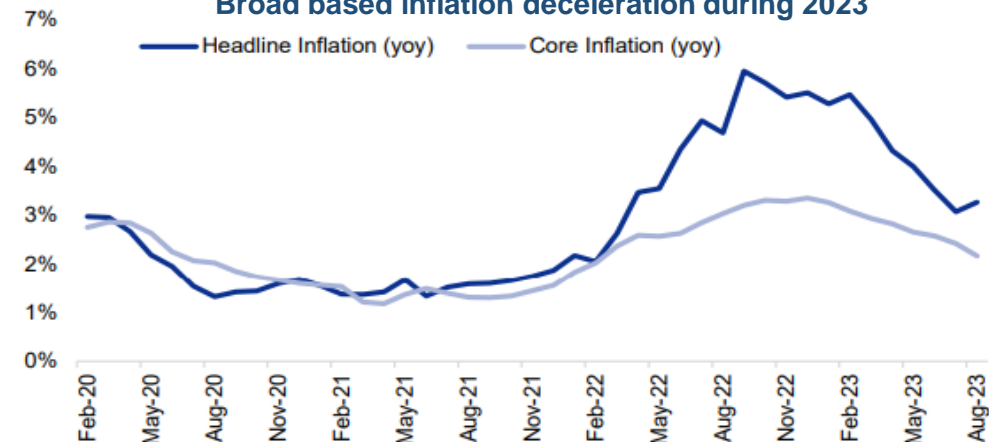
Projected figure as at end of FY23 \$5,150 (+7.6%)

Foreign Direct Investment (FDI)

- Grew in excess of 60% from FY2021 (Covid-19 pandemic period) to approximately US\$50 billion in 2023 across all sectors

Source: CGS-CIMB, 2023 Economic Outlook on Indonesia, Mandiri Sekuritas Economic Research 2023

Broad based inflation deceleration during 2023



Source:: CGS-CIMB, 2023 Economic Outlook on Indonesia



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

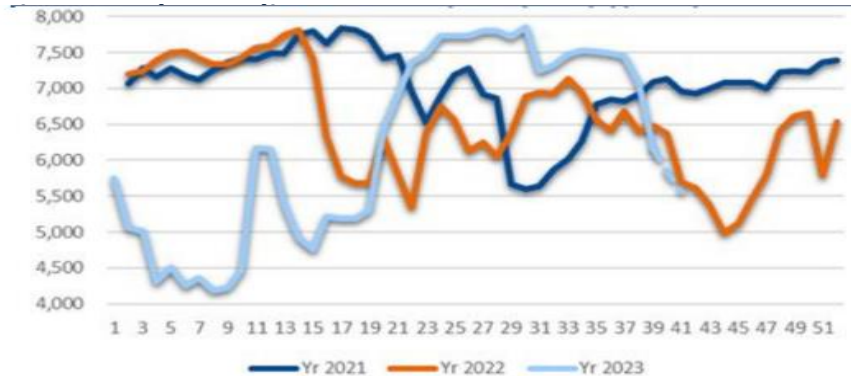
Indonesian consumer is more **preferred broiler meat rather than native chicken**

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



Indonesia's Poultry Industry Trend: Path to price recovery exists in line with expected election spending as well as year-end seasonality

Despite volatile live bird and DOC prices, moving forward strong possibility exist for recovery in those prices driven by year-end seasonality as well as

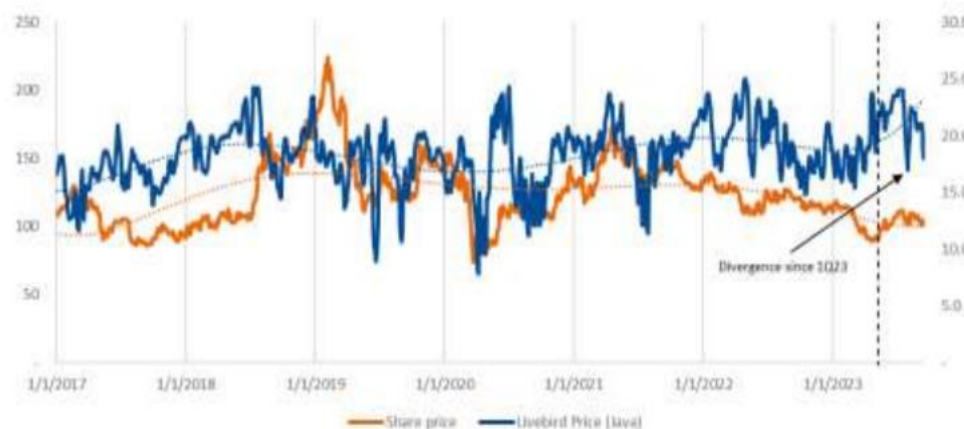


Source: BRI Danareksa Securities (2023)

Despite weaker purchasing power, live bird prices are trending on positive trajectory (IDR/chick)



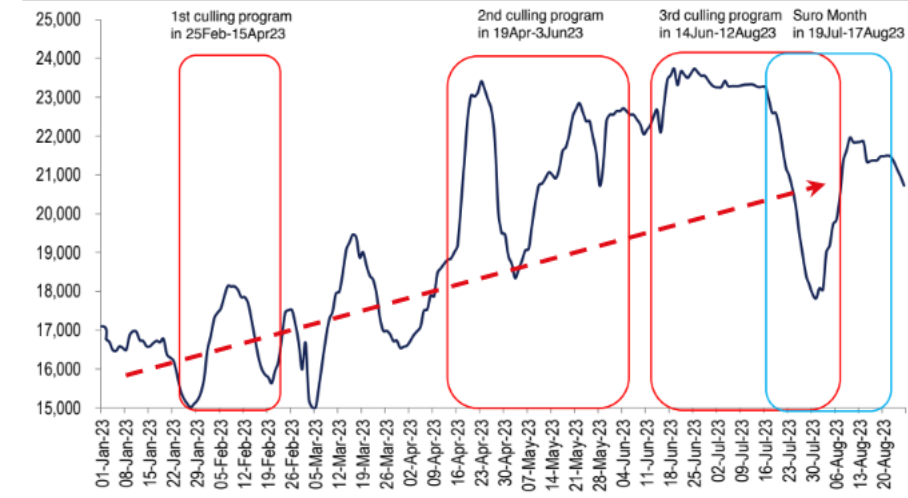
Positive correlation exists between stock price for poultry sectors and live bird prices



Source: BRI Danareksa Securities (2023)

Broiler Price in recovery mode

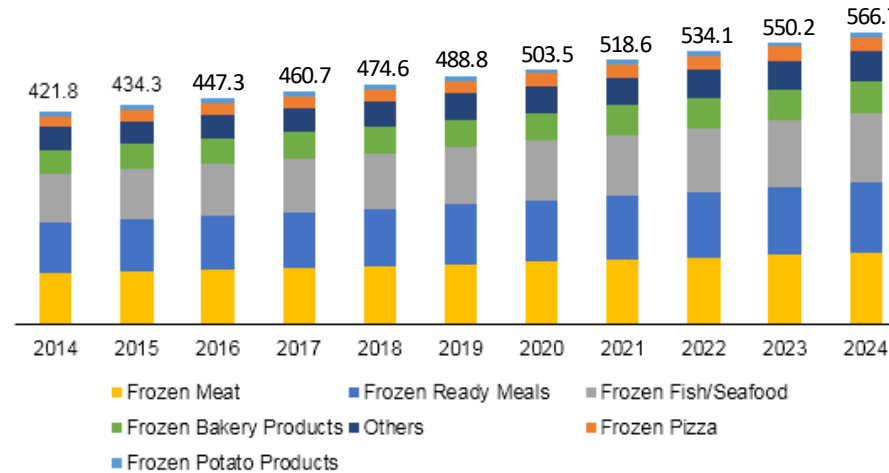
Fig. 3: Broiler price trend (Rp/kg)



Source: Indo Premier Securities (2023)



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.

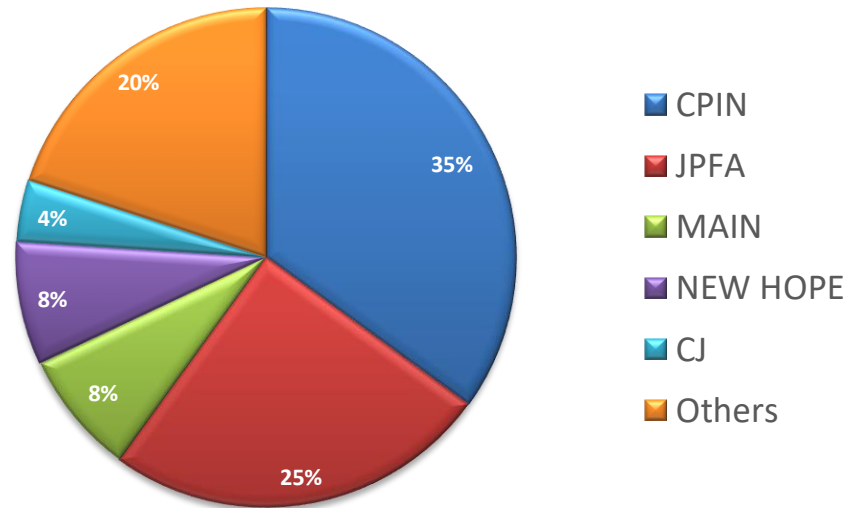
04

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

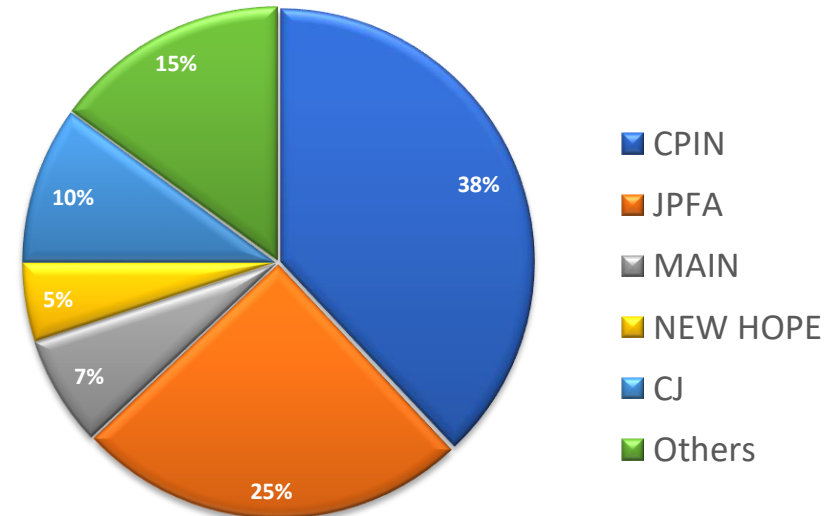


How we see our markets ...

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?



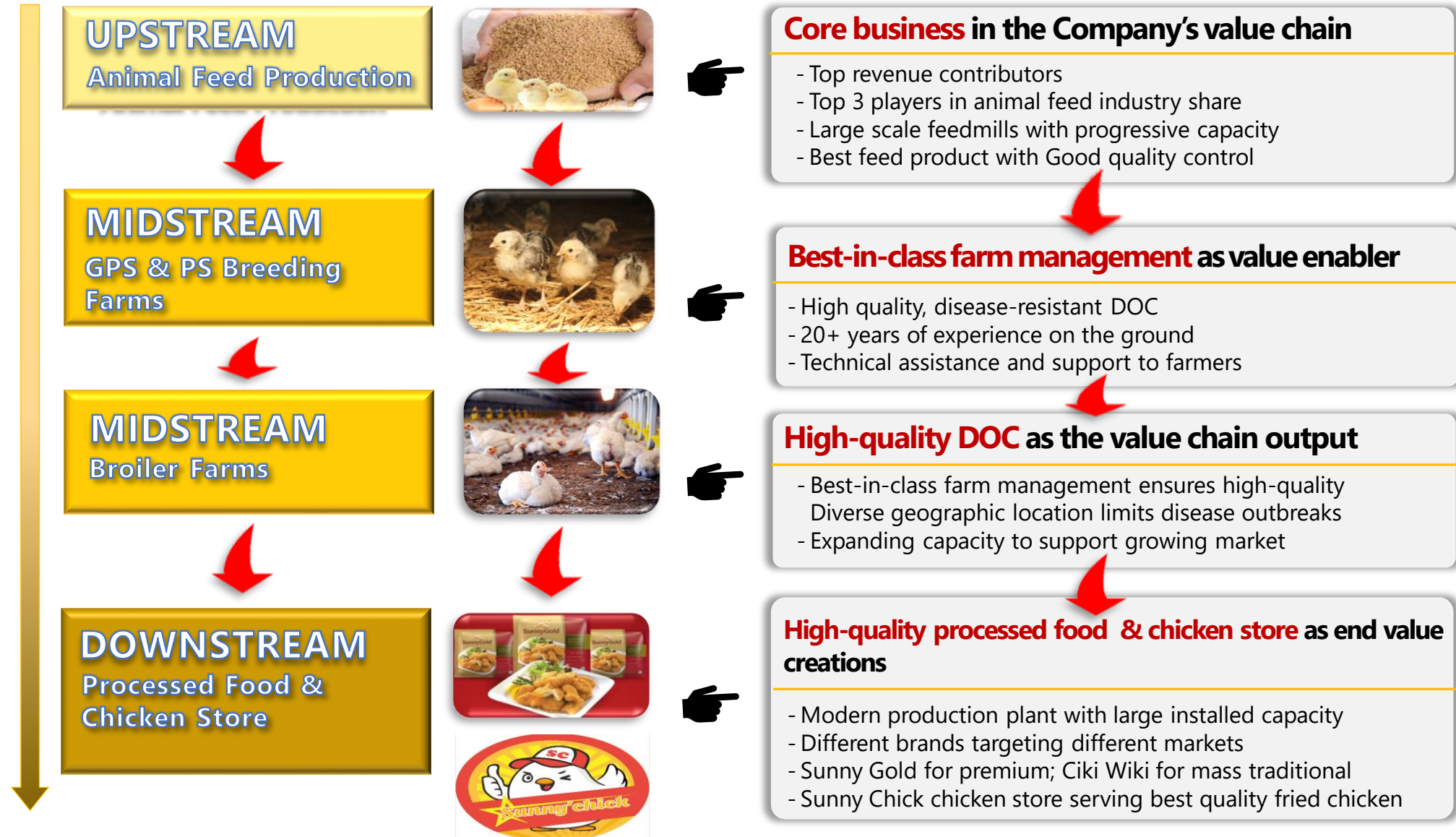


Our Business Model Delivering **Strategy into Actions**

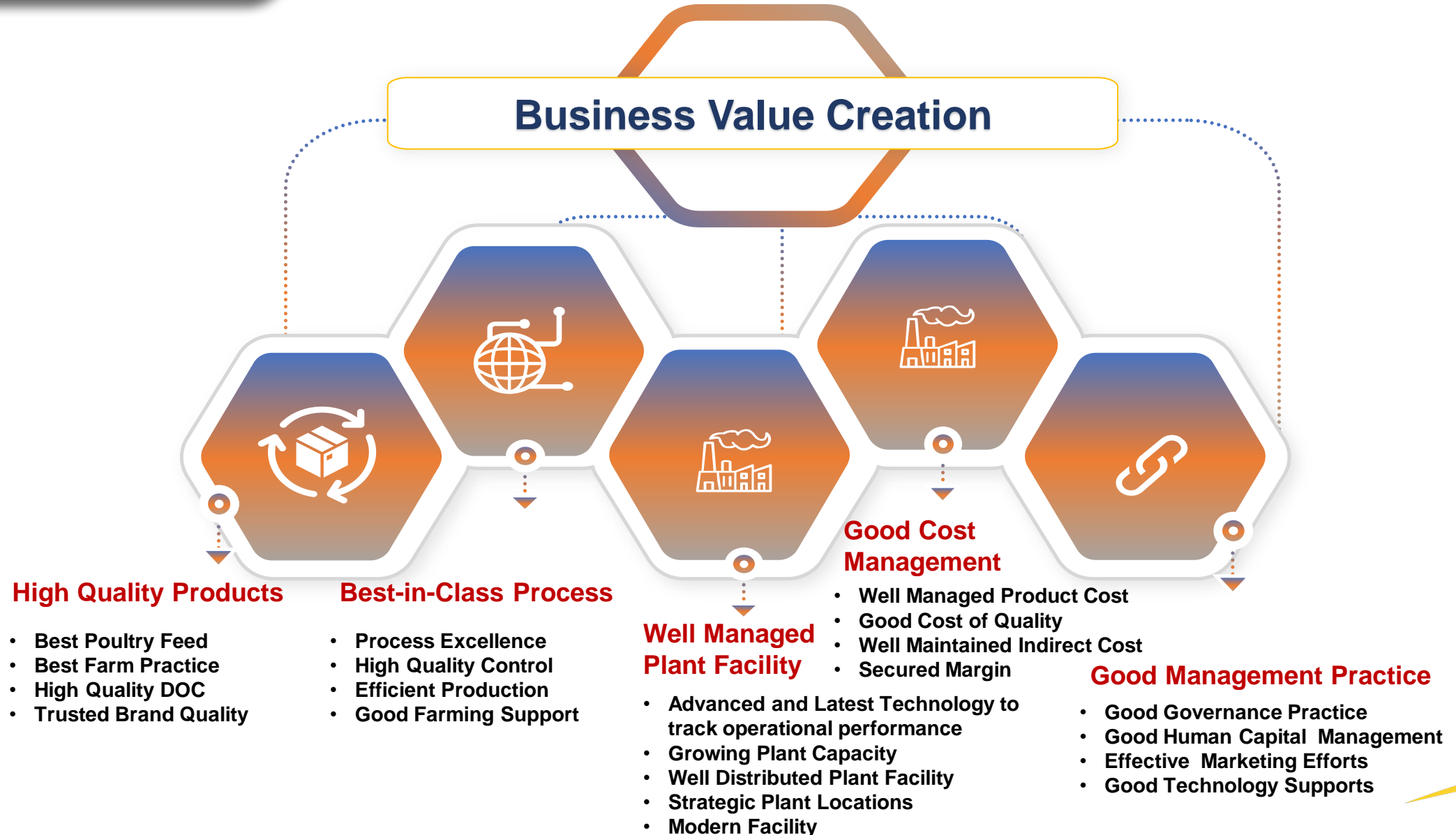




We drive our business through a vertically integrated business model



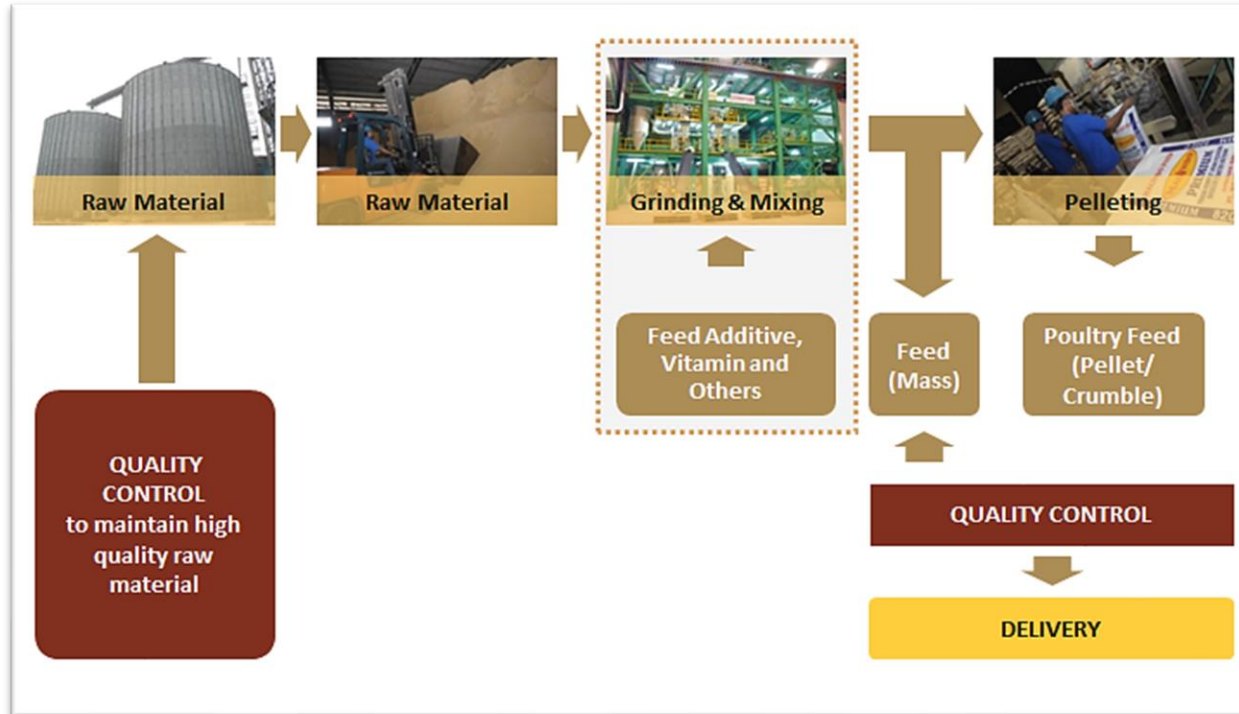
Our Business Strategy compels best in executions



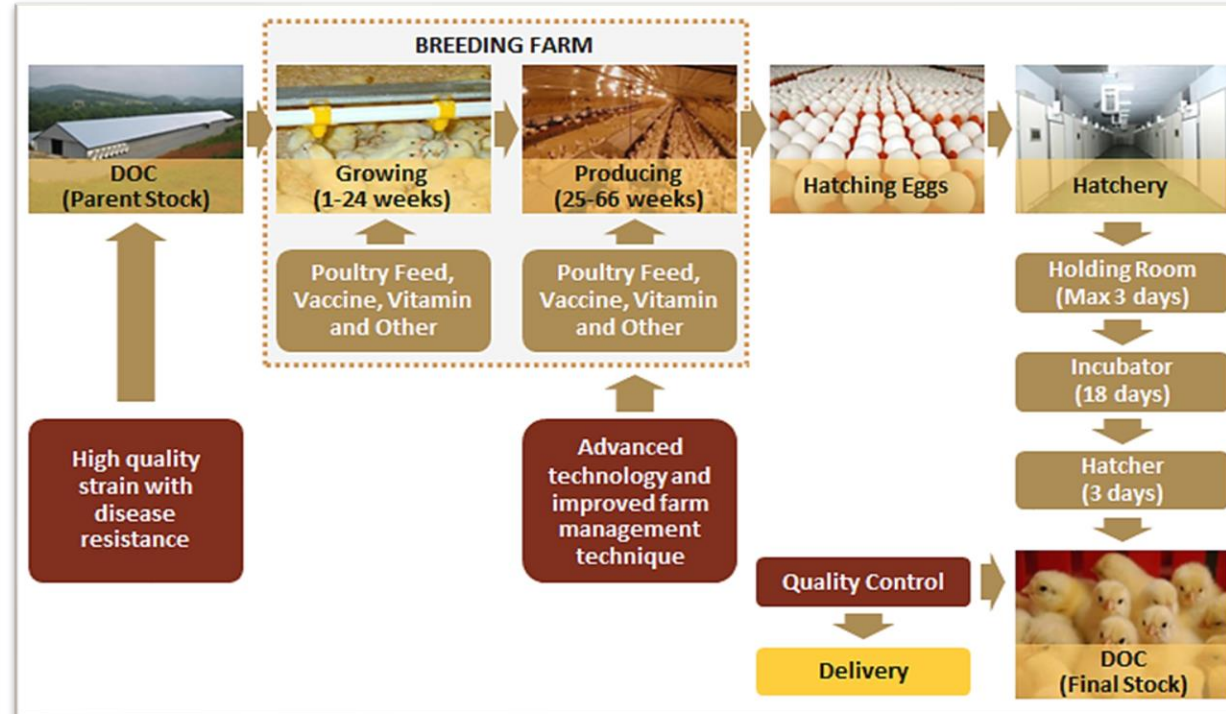


Our business processes adhere to best practice models

Animal Feed Business Process



Breeding Farm Business Process



High
Quality
Processed
Food



High
Quality
Fried
Chicken



Operating Performance

Effective Strategy with **Efficient & Prudent**
Execution





Improved bottom-line due to strong feed prices and cost efficiency

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

1

Increased top line and bottom line with stable segment contribution

- Increasing Y-O-Y revenue growth of 7.2% during first (9) months 2023 due to stabilized market condition.
- The poultry demand will remain strong due to its nature being necessity product.
- Feedmill 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

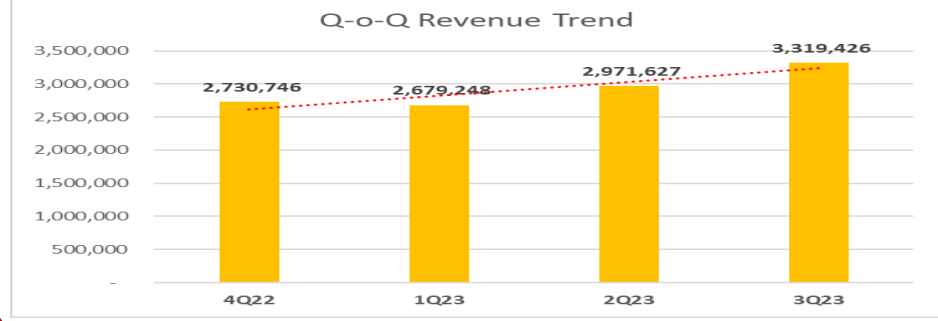
Cost efficiency and margin maintenance Efficiency is the key

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

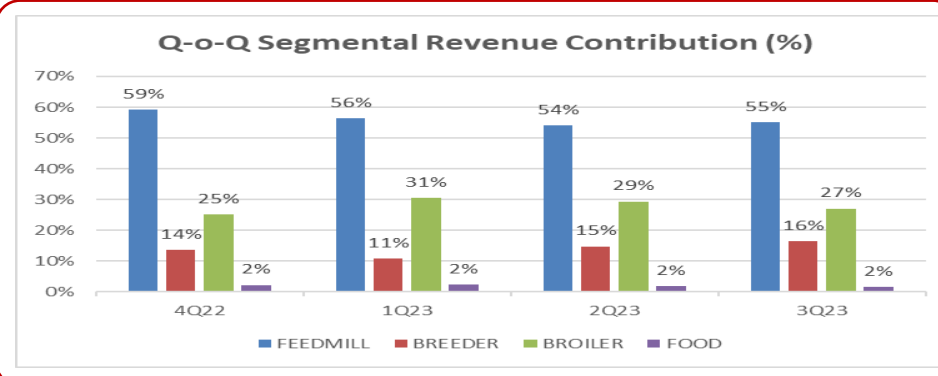
Q3 2023 & 2022
Profit and Loss

(IDR billion)			
Profit & Loss	Sep 2023	Sep 2022	Change
Net Sales	8,970.3	8,370.9	7.2%
Gross Profit	745.6	535.8	39.2%
Margin (%)	8.3%	6.4%	
EBITDA (incl. forex)	450.3	251.6	79.0%
Margin (%)	5.0%	3.0%	
Net Profit/(Loss)	45.6	(51.0)	-189.5%
Margin (%)	0.5%	-0.6%	

Q-o-Q Revenue
Trend



Q-o-Q Segmental
Revenue Contribution

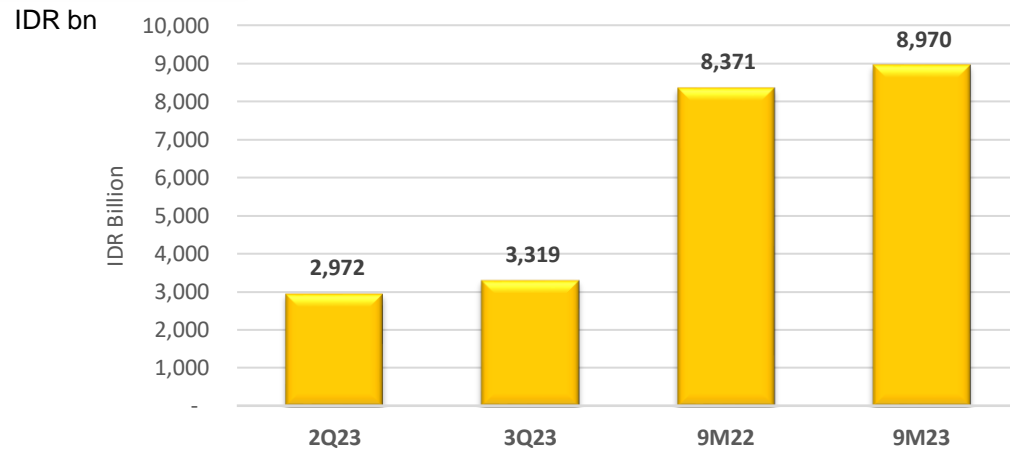




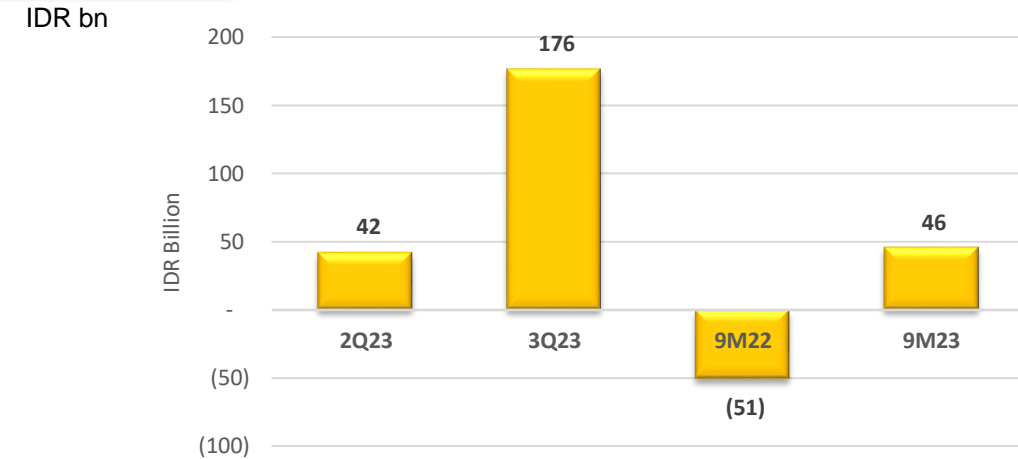
9M 2023 Profitability Performance

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

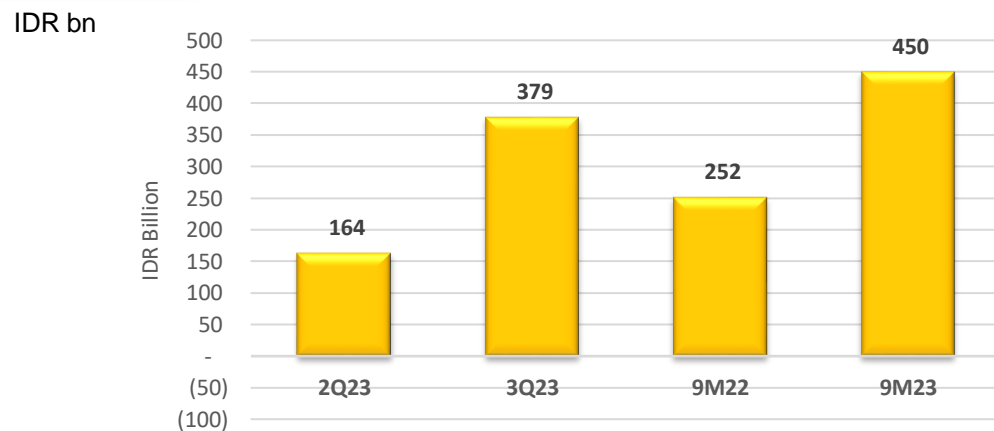
Revenues



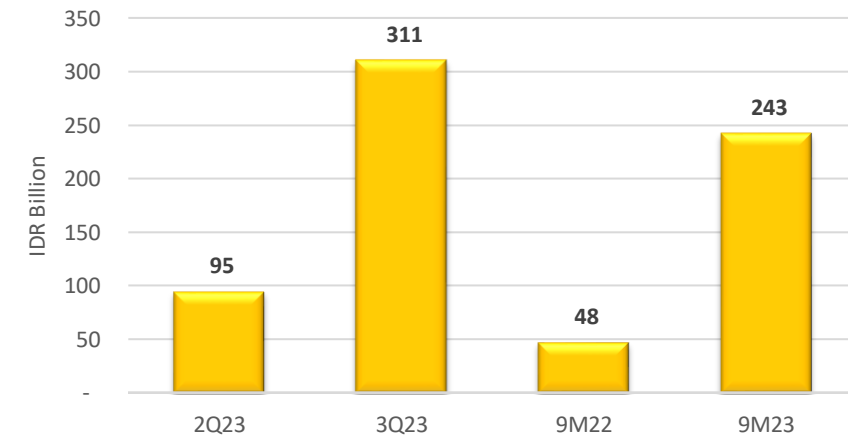
Net Profit



EBITDA



EBIT

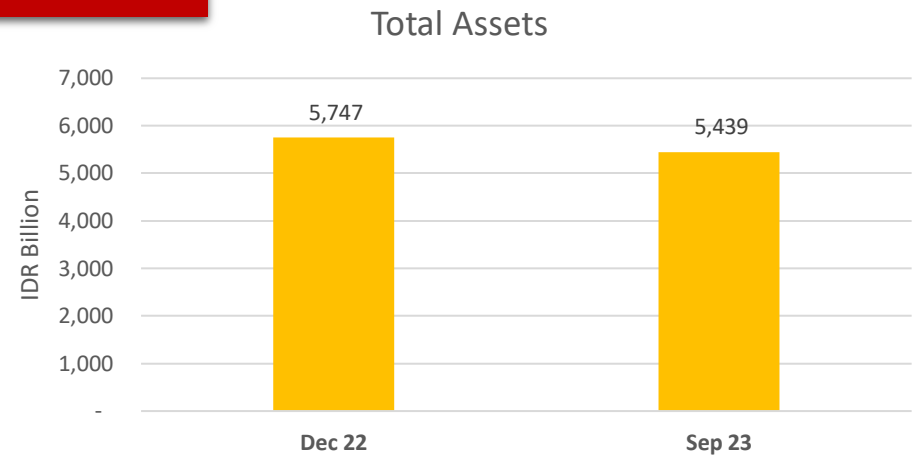




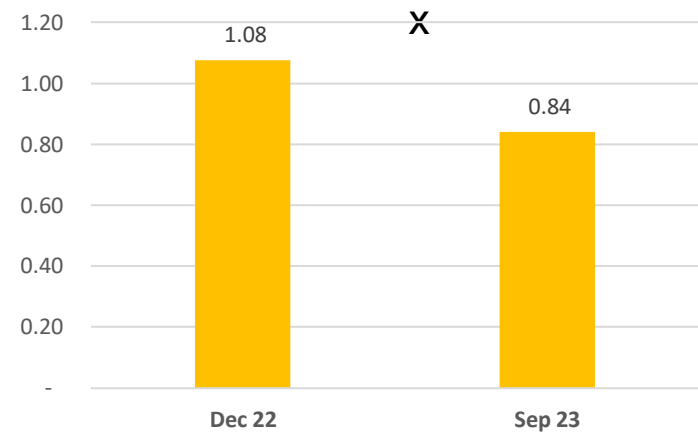
9M 2023 Financial Positions

- Y-o-Y Comparative Figures -

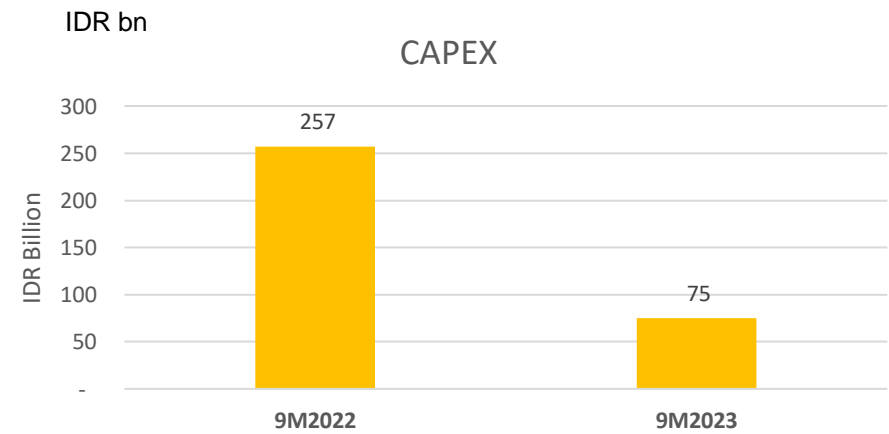
Total Assets



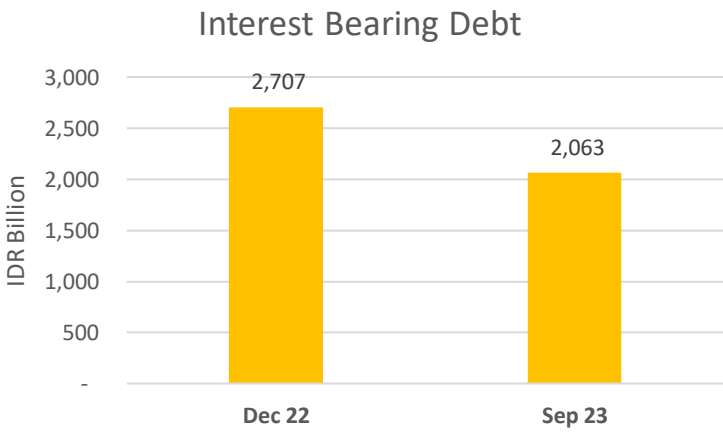
Net Gearing Ratio



Capex



Total Interest-Bearing Debt



Sunny Chick - New Evolution

Completing the Poultry Value Chain





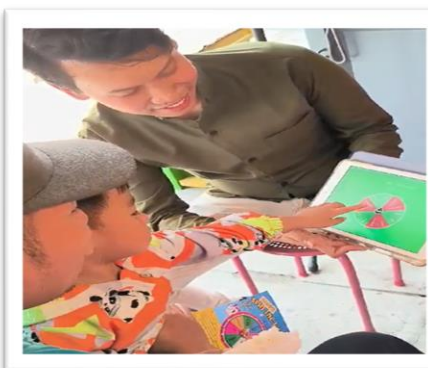
Our business continuously innovates by adding the depth of the downstream business model

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 event such as *mukbang* and campaign to introduce our products.



MERIAH MERDEKA
Agustus



Mukbang Sunny Chick & Spin Wheel
Jul'23

Mukbang Sunny Chick & Spin Wheel
Aug'23

Melukis Sanci
Sept'23



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.

GRAND OPENING NEW STORE – JEMBATAN BESI, WEST JAKARTA



NEW PRODUCT NUGGET GEPREK, GEPREK SAMBEL HIJAU & KECOMBRANG



FOOD TRUCK



Wisma Asri



LRT



ICE BSD – Festival telur & ayam



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

July



August



September





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 second export shipment of processed products to Singapore on 19 October 2023.



Get ready...
Hustle hour
is back!

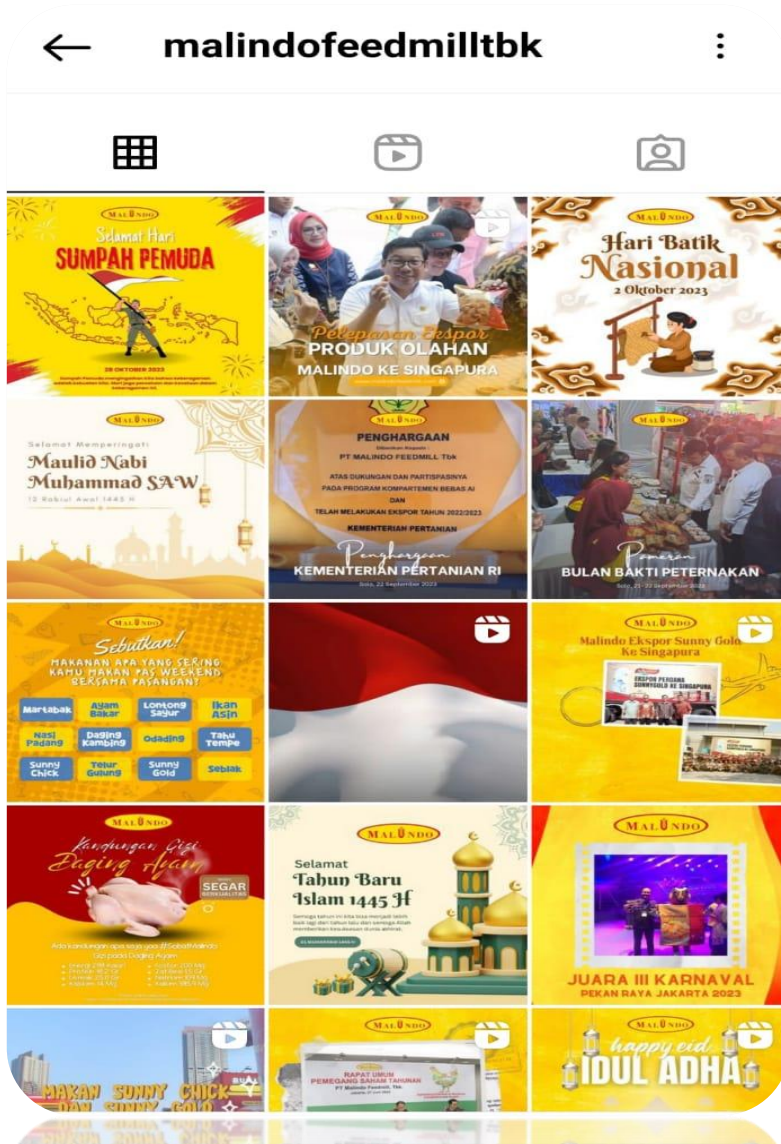
Digitalization – New Way of Life

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 e-commerce apps

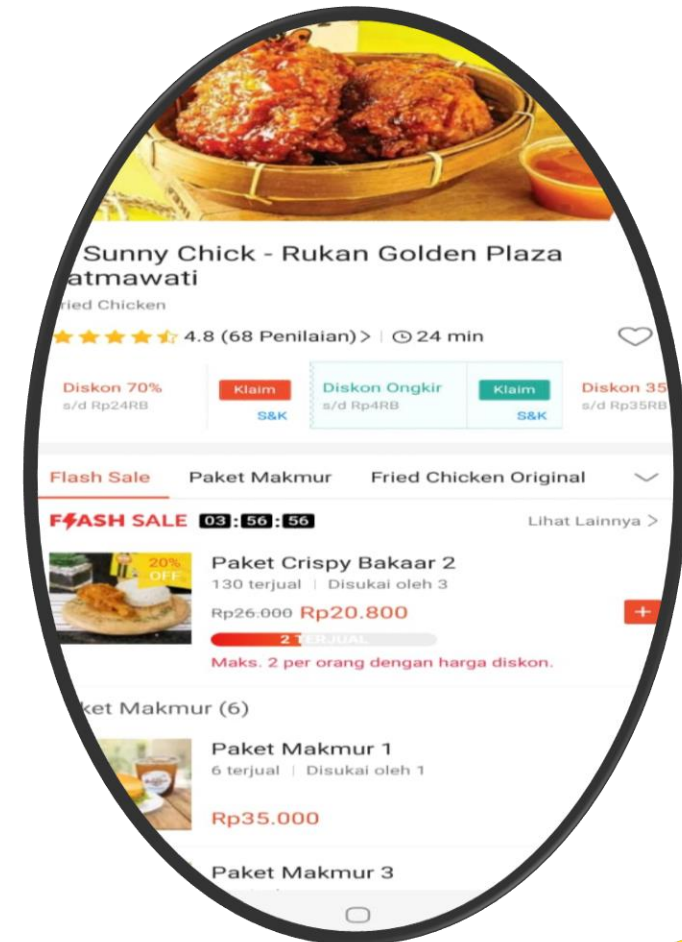
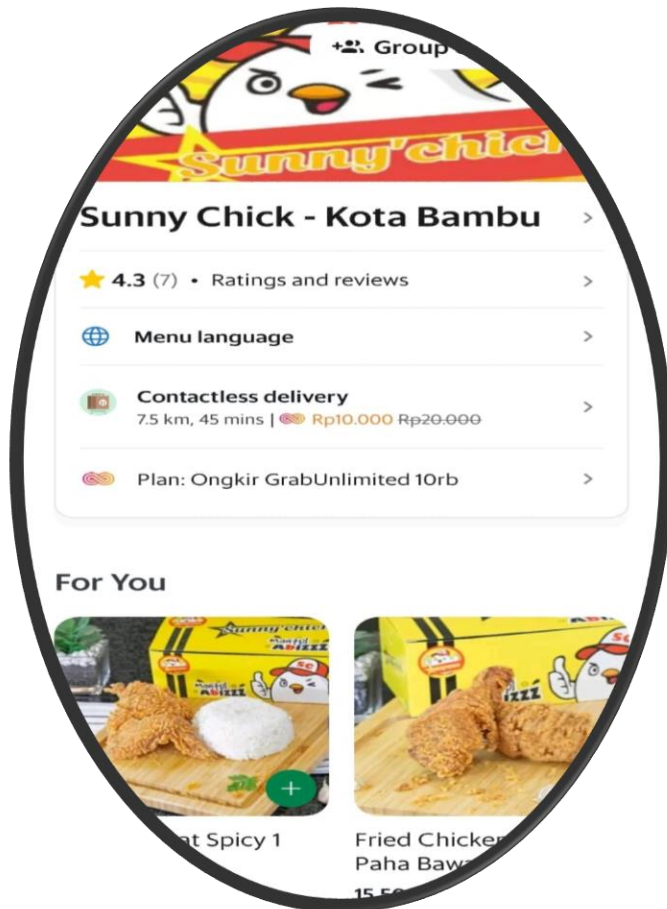
The company is in close collaboration with **Grab Food**, one of the largest ride-hailing app providers in Indonesia, and **Shopee Food** to further extending its customer reach

“Grab’s share of Indonesia’s ride-hailing app 65%”

“Grab Food leads the food delivery service in Indonesia”

“Shopee Food offers various food choices with the most competitive price after discount and promotion”

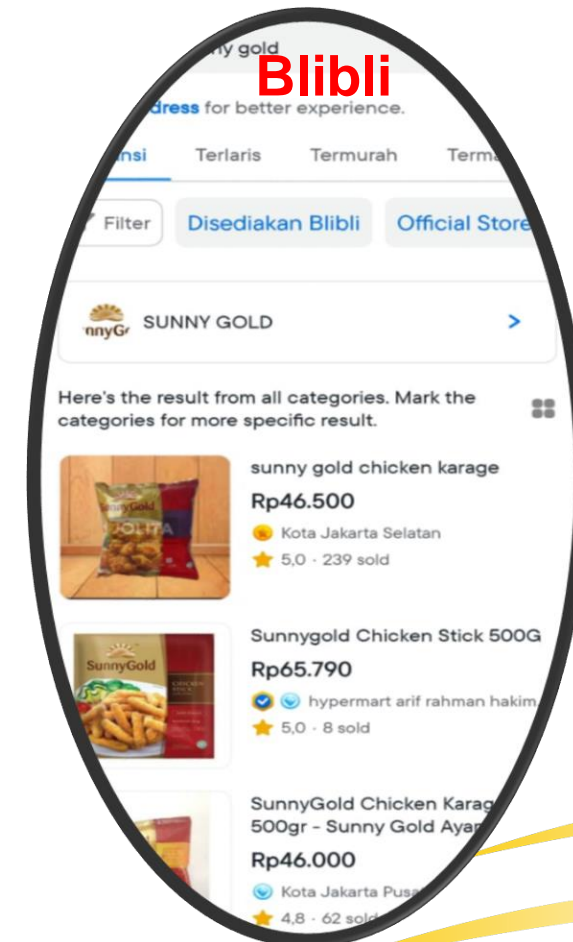
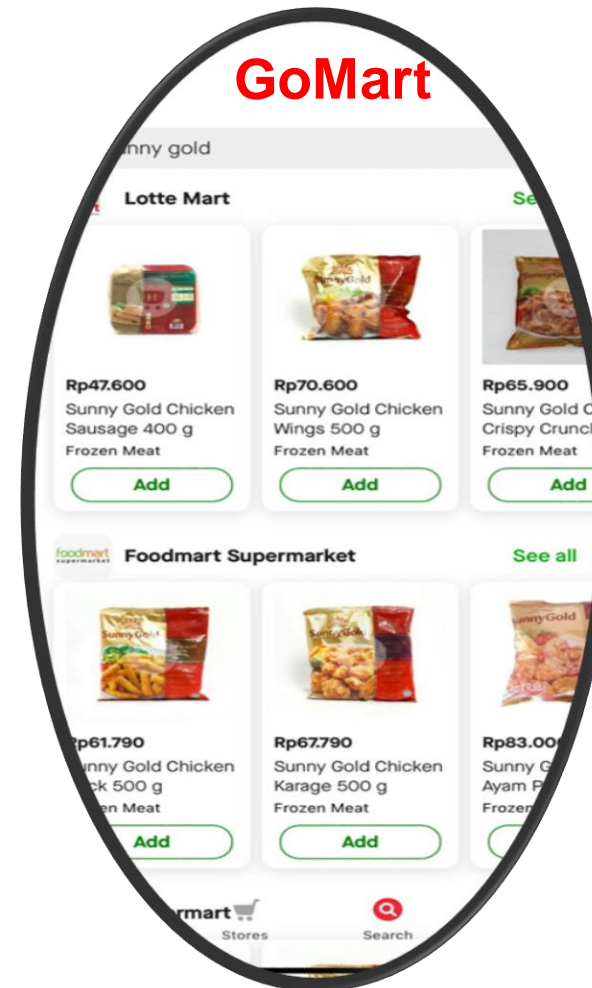
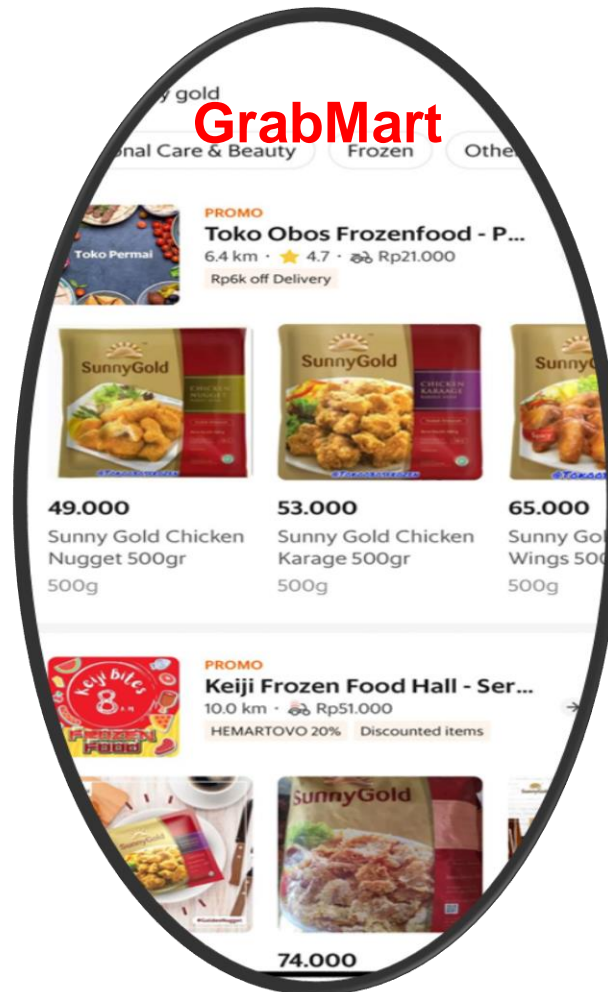
Source: Ecommerce IQ, Momentum Works, Tenggara Strategics





Partnership with third party ride-hailing app – continued

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





PT Malindo Feedmill Tbk

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www.malindofeedmill.com



Sunny Gold



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@sunnygoldid

Thank you