



PT MALINDO FEEDMILL TBK

3Q 2020 RESULT PRESENTATION





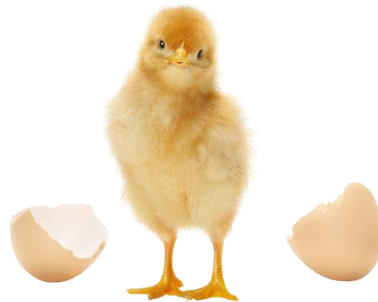
COMPANY OVERVIEW

Vertically integrated business

UPSTREAM

FEED

BREEDING



MIDSTREAM

COMMERCIAL
FARMING



DOWNSTREAM

FOOD
PROCESSING



KEY INVESTMENT HIGHLIGHTS



Attractive, fast growing industry

Top 3 integrated player

Upside from Processed food (CBP) segment

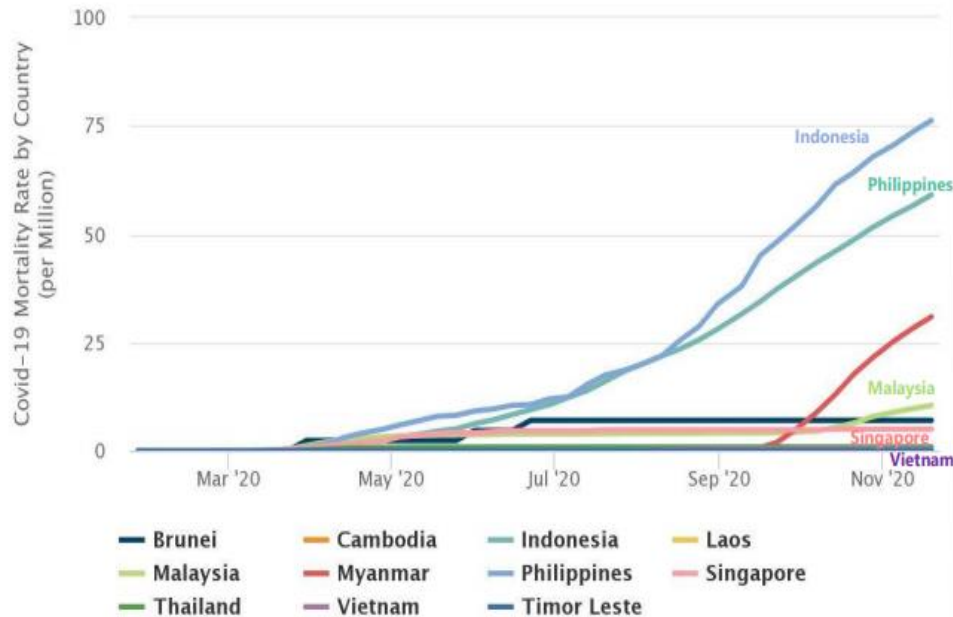
Highly experienced management with strong governance

Productive age employees

COVID-19 IMPACT TO INDONESIA ECONOMY

Recent development data shows that Indonesia has the highest mortality rate in Southeast Asia

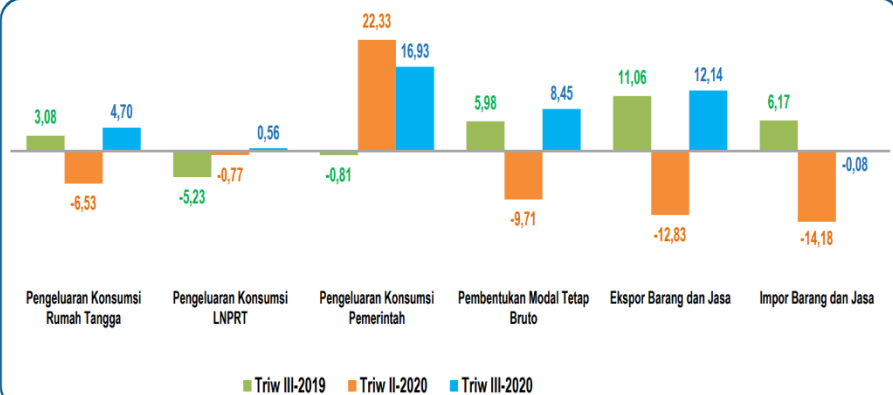
Covid-19 Mortality Rate by Country in Southeast Asia



CSIS Southeast Asia Program | Source: Johns Hopkins University

Source: Center for Strategic & International Studies (CSIS), John Hopkins University; IMF's World Economic Outlook 2020, published October 2020. All information as at 23 November 2020.

However, household consumption increasing in 3Q20



Hence, GDP growth of Indonesia improving quarterly

PERTUMBUHAN PRODUK DOMESTIK BRUTO (PDB) 2018-2020 (Y-ON-Y), (persen)



Source: BPS, BusinessNews (2020)

COVID-19 IMPACT TO POULTRY SECTOR

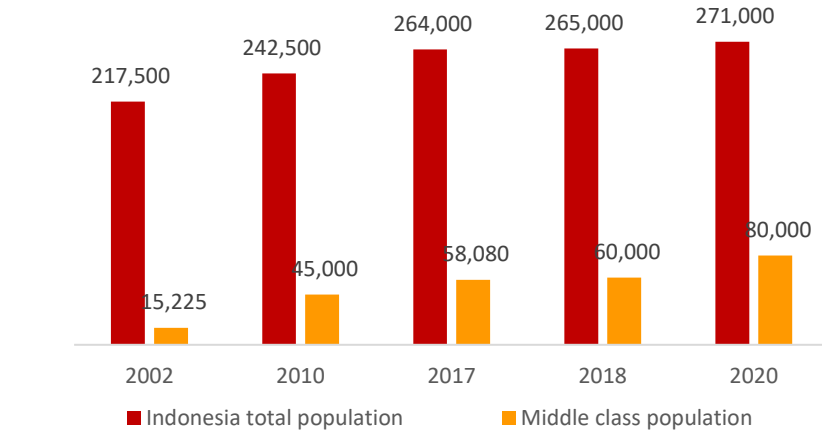
Indonesia Ministry of Agriculture stated that the Central Bureau of Statistics (BPS) predicted the demand of broiler chicken in October 2020 could be decreased by 43.2% due to the impact of Covid-19 pandemic. (Liputan 6, 2020)

Source: BPS (2020)

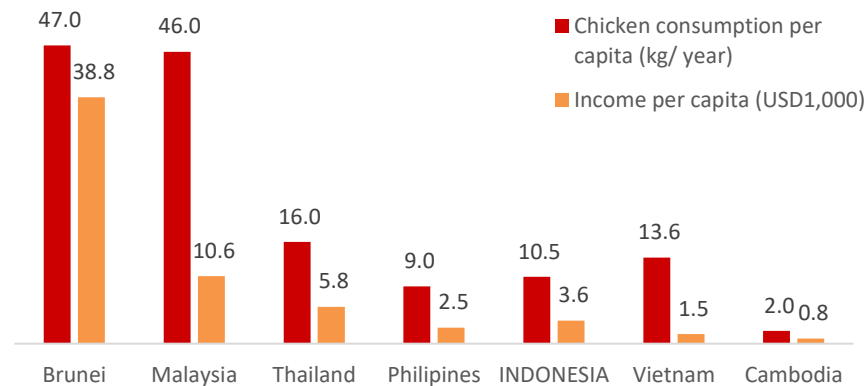
Investment highlight #1: Attractive, fast growing industry

Indonesia's middle class is growing, adding 80million people in the middle class by 2020

('000 people)

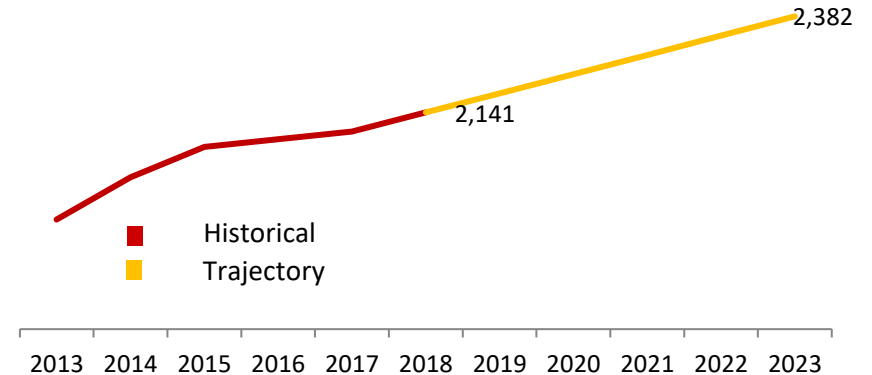


Indonesia has one of the lowest chicken consumption in SE Asia



Chicken consumption in Indonesia keeps growing and forecasted to be even stronger in 2023

('000 tons)

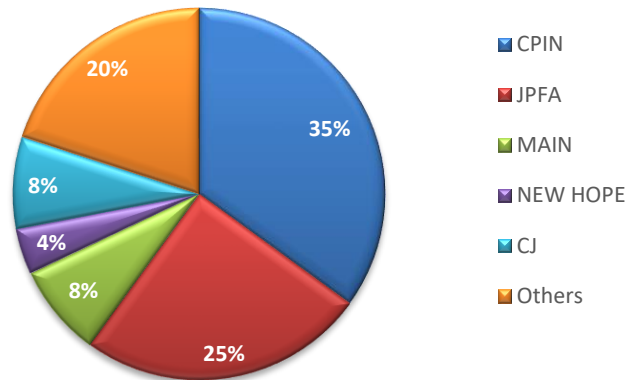


Chicken is the most affordable animal protein after eggs

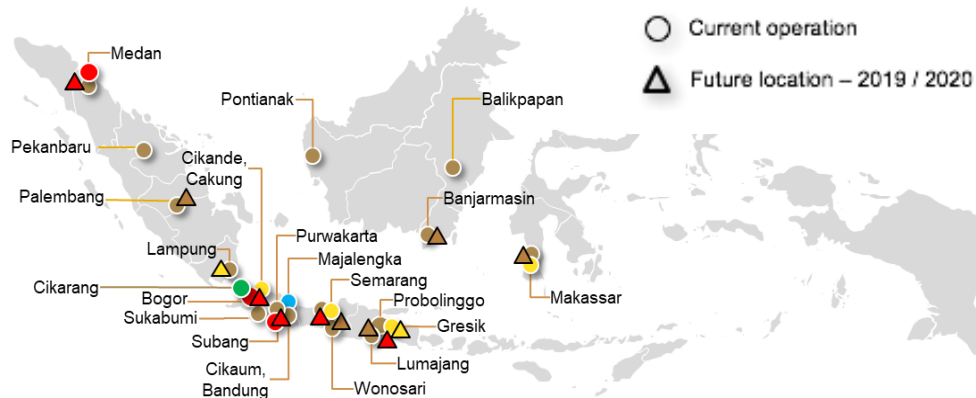
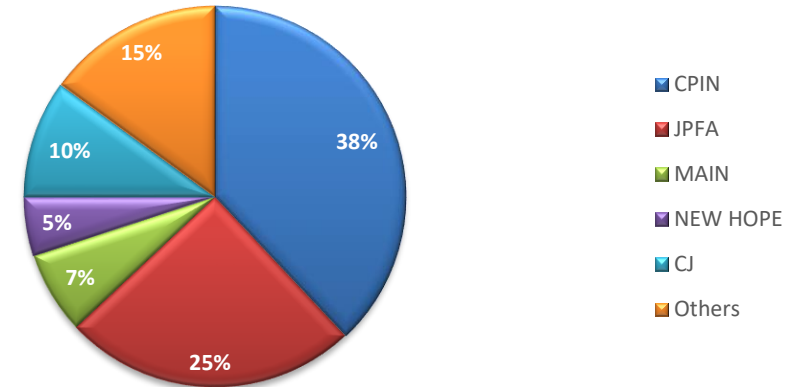
Protein source	Price/kg (IDR)	Protein content	Protein Price/g (IDR)
Egg	23,500	12.5%	188
Chicken (broiler)	35,000	18.5%	189
Fresh milk	25,000	3.5%	714
Beef	190,000	20.0%	950
Fish	167,500	17.5%	957

Investment highlight #2: Top 3 integrated player and well-positioned in the market supported by strategic locations

Indonesia feed production capacity share (2019)



Indonesia DOC production capacity share (2019)

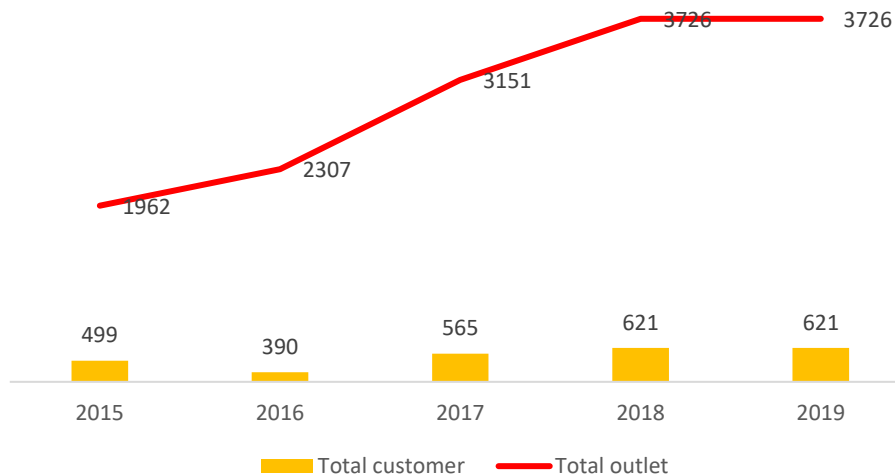


Legends	Division	2019 Annual Capacity	Locations
	Feedmill	1,650,000 MT	Cikande, Grobogan, Gresik, Makassar, Lampung
	GPS Breeding	3.1 mn DOCs	Majalengka
	PS Breeding	256.1 mn DOCs	Medan, Lampung, Subang, Cikaum, Purwakarta, Wonosari, Probolinggo, Lumajang, Pontianak, Banjarmasin, Makassar, Pekanbaru, Palembang, Rembang,
	Broiler	60 mio kg	Medan, Subang, Bogor, Palembang
	Food Processing	6,000 MT	Cikarang

Investment highlight #3: Upside from Processed food (CBP) segment

Reputation as high quality producer, solid track record with diverse customer base

CUSTOMER AND OUTLET GROWTH



DISTRIBUTION MAP



Investment highlight #4: Highly experienced management with strong governance



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



**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*

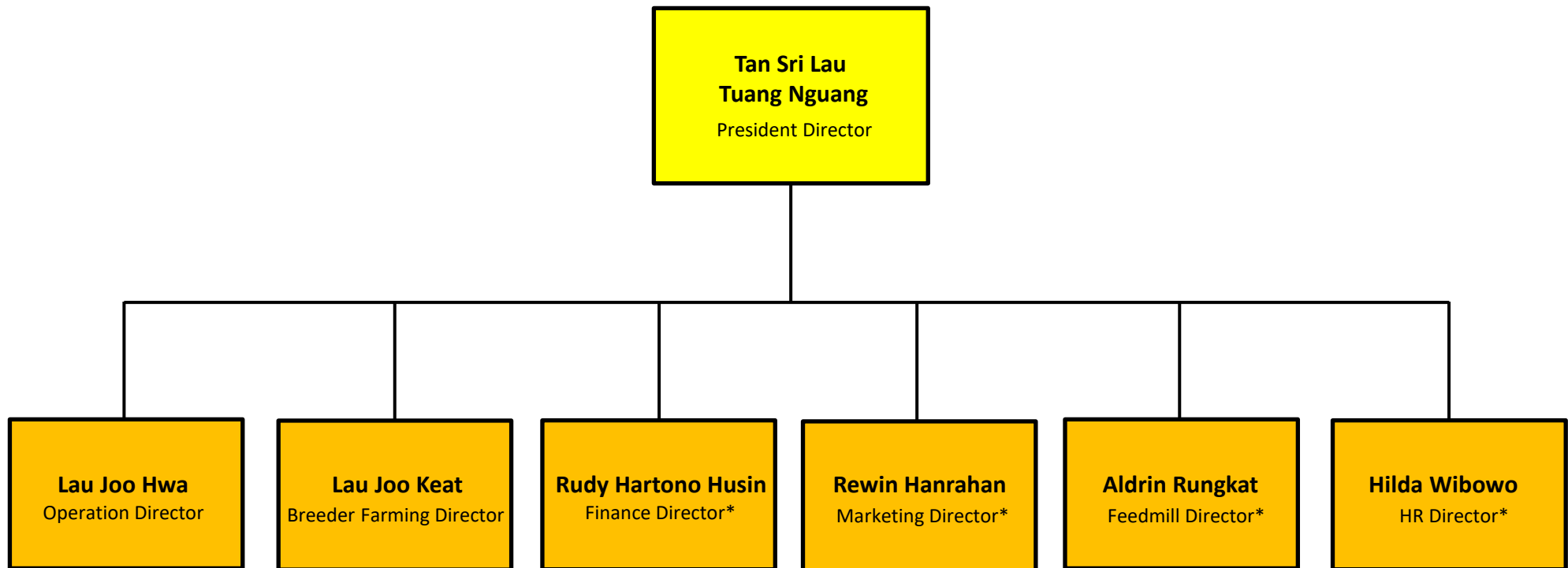
Year of Finance
experience:
More than 20 years



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

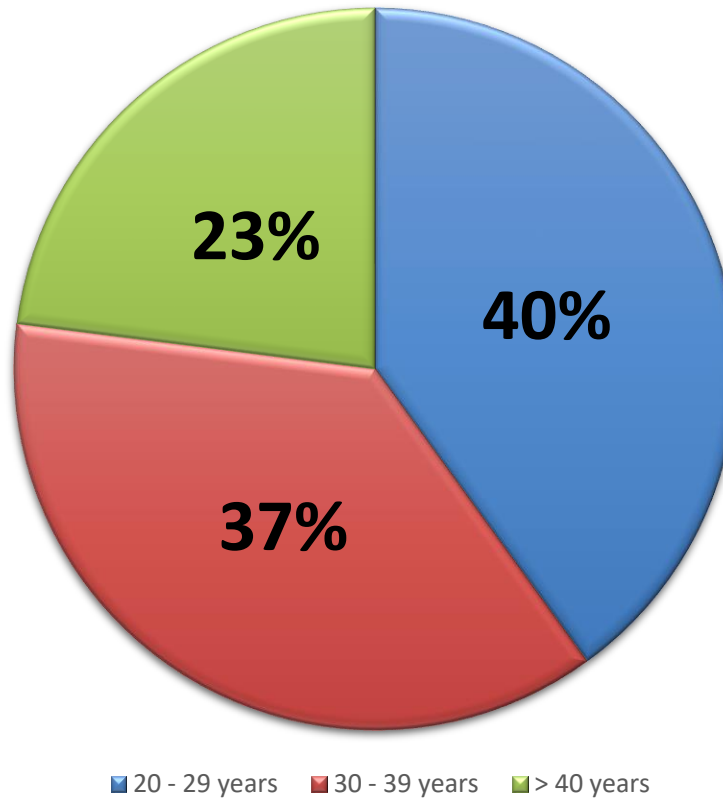
Year of Finance
experience:
More than 20 years

Investment highlight #4: Highly experienced management with strong governance



Investment highlight #5: Productive age employees

Company's employee category by age



3Q20 HIGHLIGHTS

DOC & Broiler Average Selling Price

Government initiatives ensuring stable DOC & chicken prices and supply-demand dynamics

Consumer demand projected to be lower due to macro conditions

GDP growth: 2020 -0.4% - 2.4% (2019 c. 5.02%)

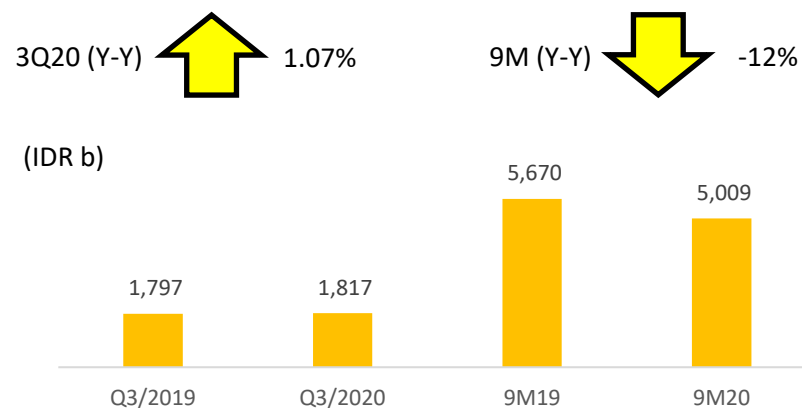
3Q/2020

Feed margins to remain stable benefit from volume growth, particularly expanding to swine feed and duck feed

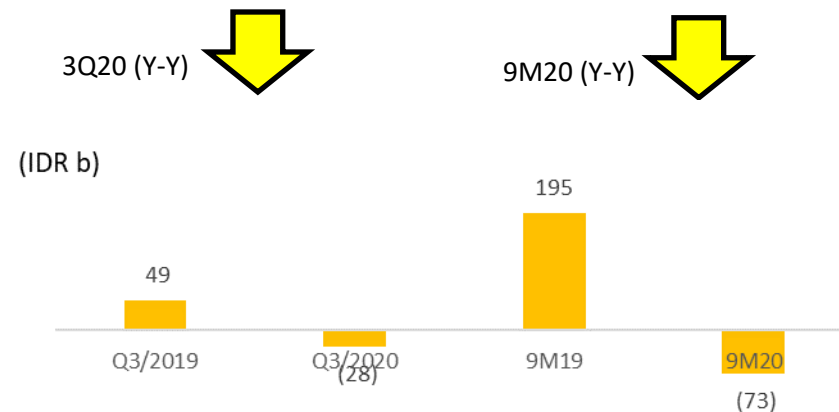
Consumer food volume continues increasing by boosting the sales through social media

FINANCIAL PERFORMANCE

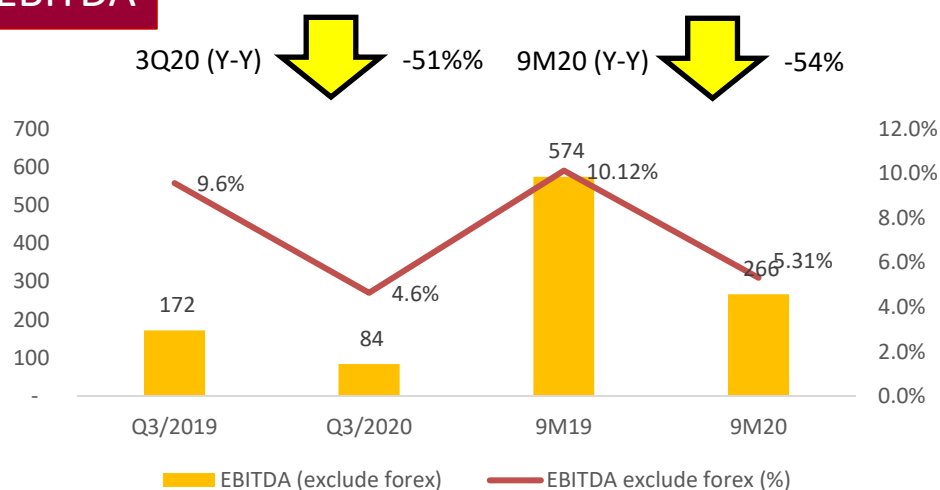
REVENUE



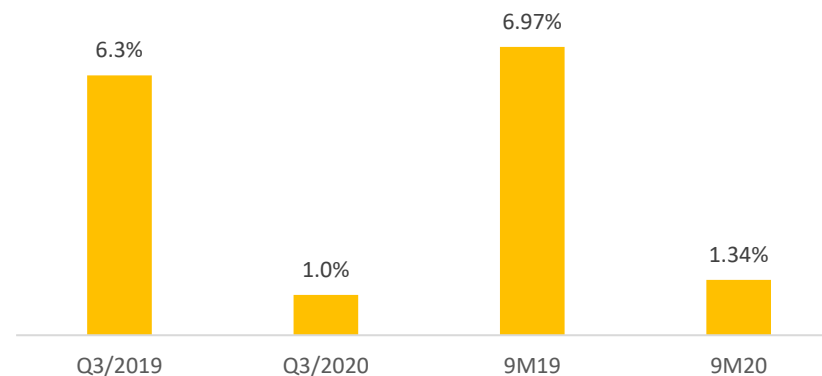
NET PROFIT



EBITDA

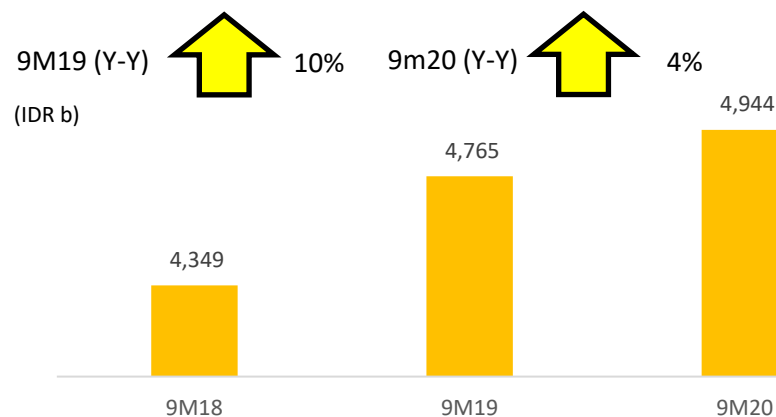


EBIT MARGIN

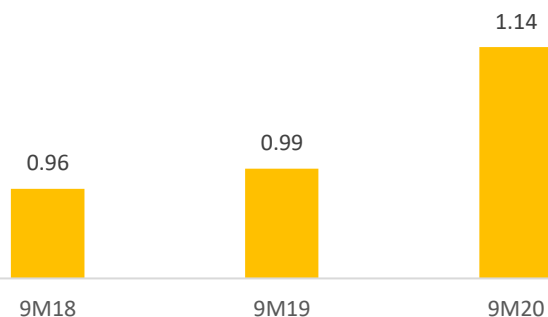


FINANCIAL PERFORMANCE

TOTAL ASSETS

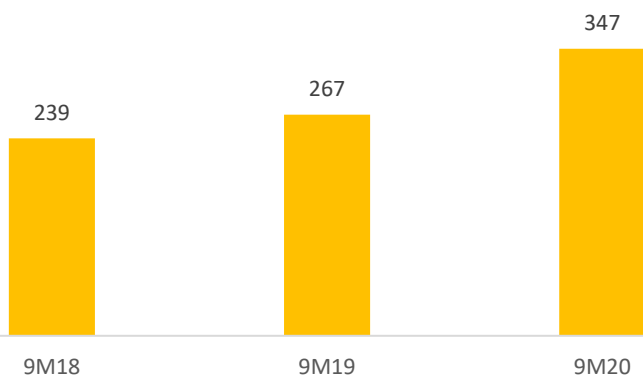


NET DEBT/ EQUITY



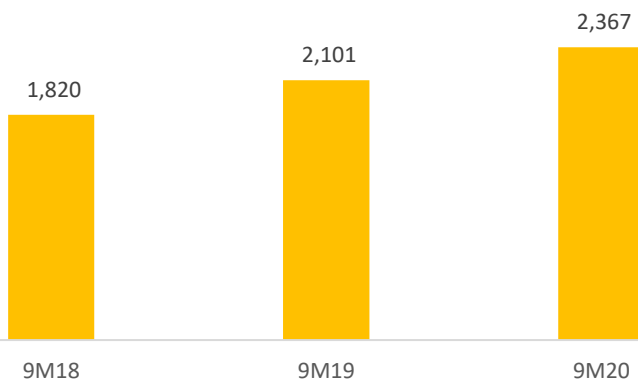
CAPEX

(IDR b)



TOTAL INTEREST BEARING DEBT

(IDR b)

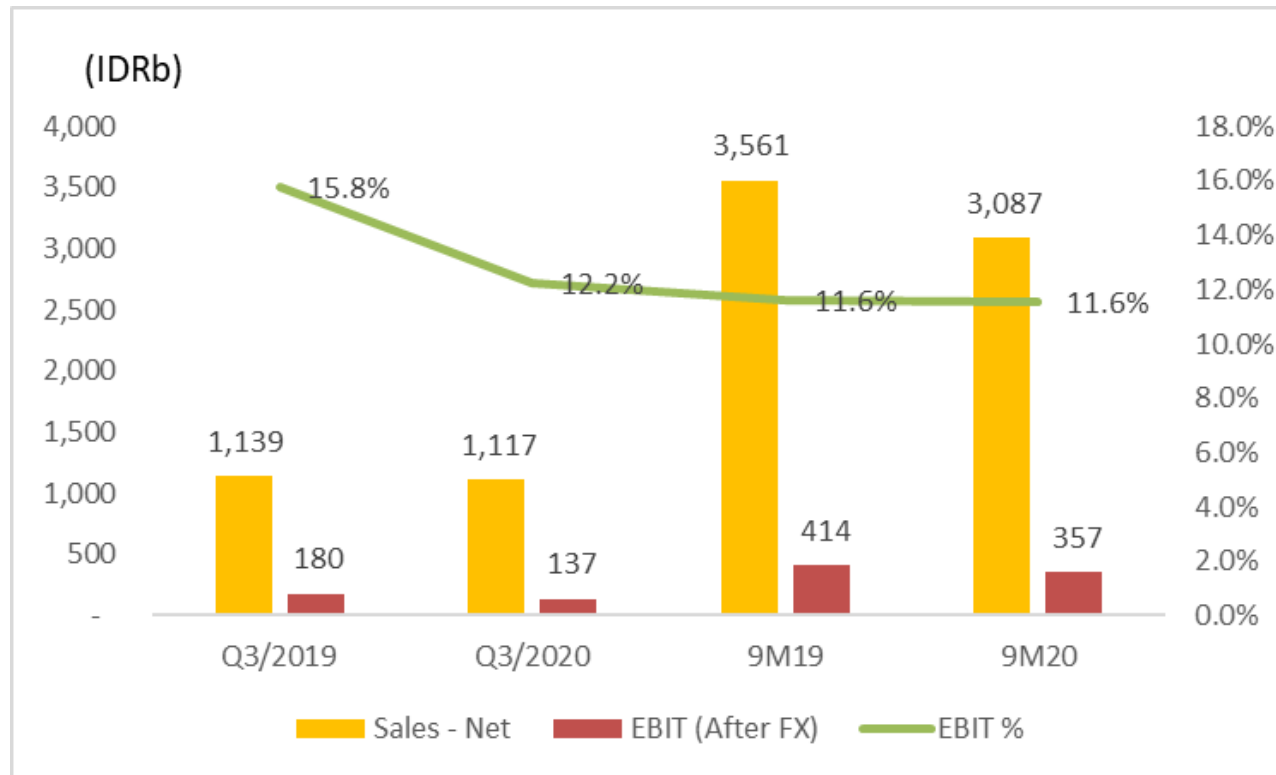


SEGMENT PERFORMANCE

FEEDMILL


SALES
3Q20 (Y-Y) ↓ -2 %


SALES
9M20 (Y-Y) ↓ -13 %

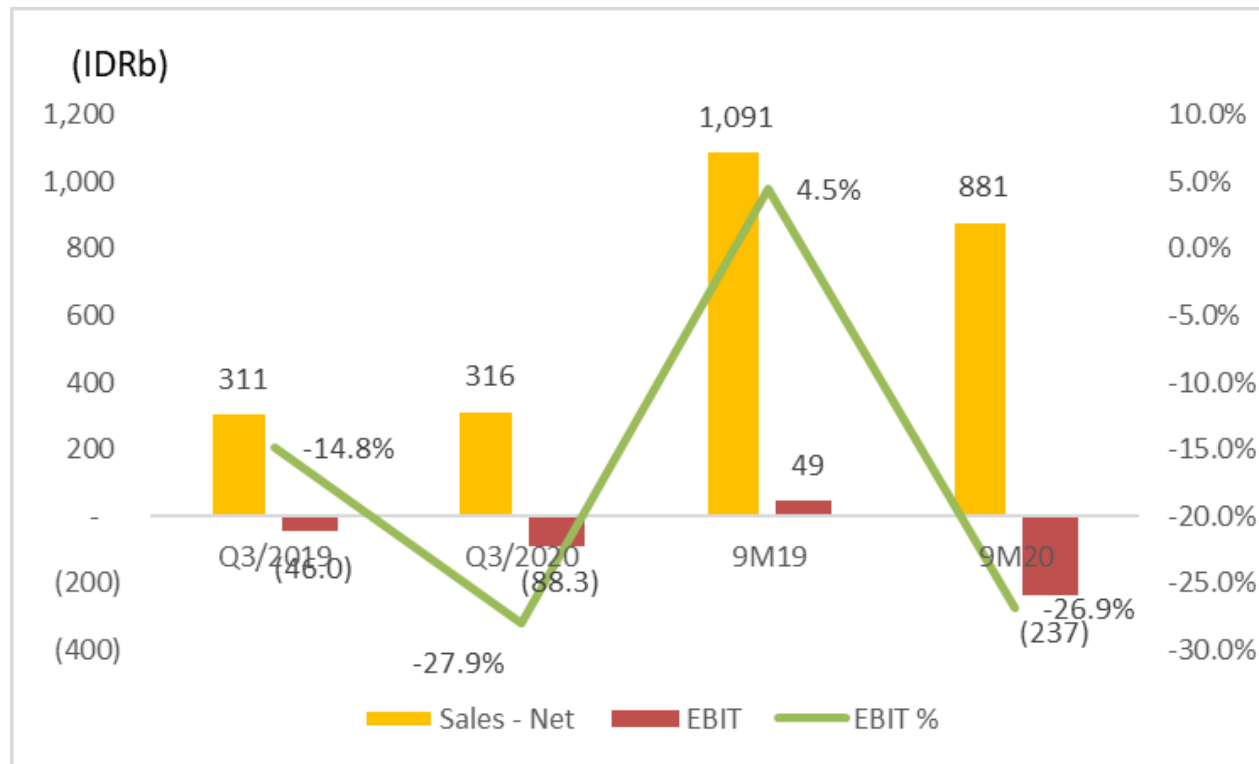


SEGMENT PERFORMANCE

BREEDER


SALES
3Q20 (Y-Y)  **2%**

SALES
9M20 (Y-Y)  **-19%**

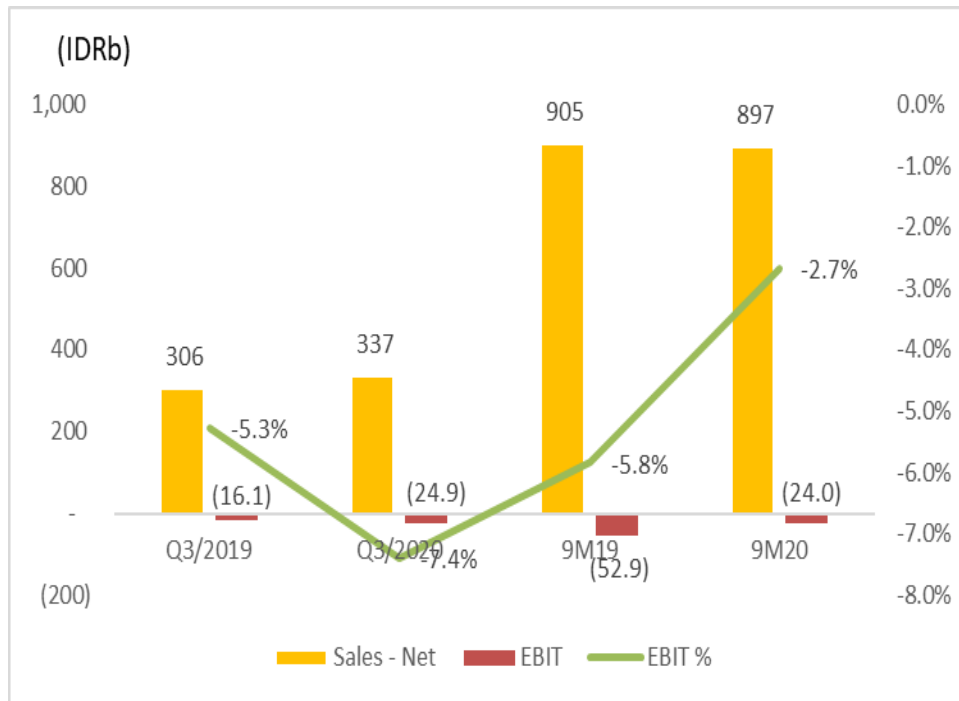


SEGMENT PERFORMANCE

BROILER

SALES 3Q20 (Y-Y)  10 %

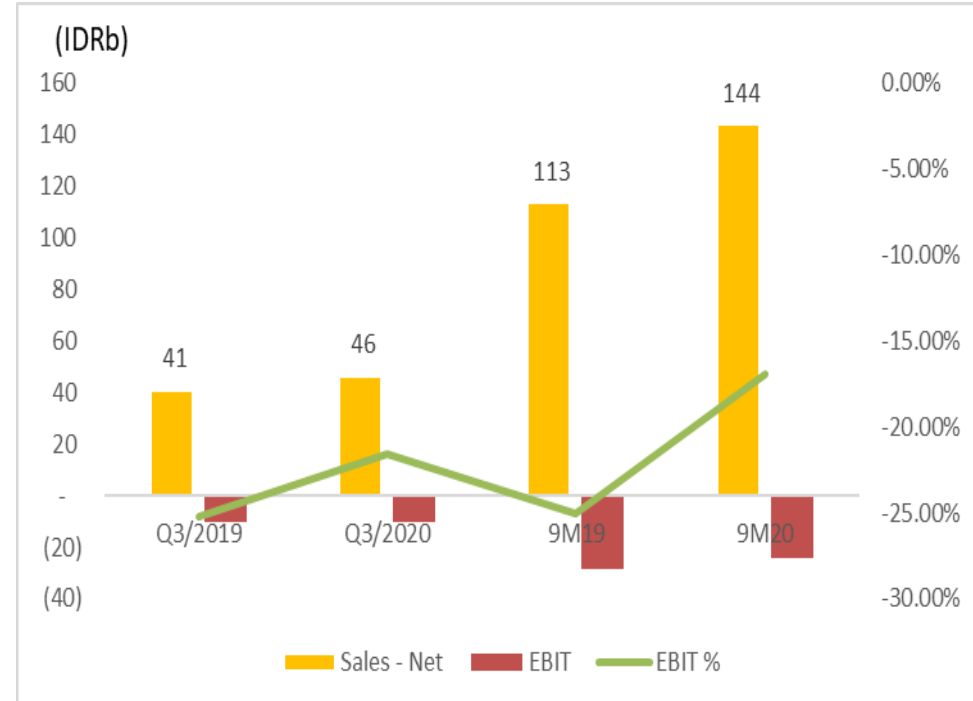
SALES 9M20 (Y-Y)  -1 %



FOOD

SALES 3Q20 (Y-Y)  13 %

SALES 9M20 (Y-Y)  27 %



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THANK YOU



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