

PMMP IJ COMPANY UPDATE

PT Panca Mitra Multiperdana Tbk

January 2021



Company Update : January 2021

COMPANY HIGHLIGHTS

- PMMP successfully completed Initial Public Offering on December 18th 2020, raising IDR 118 billion which will be used for financing its newest plant construction and working capital.
- Groundbreaking for our 8th factory located in Situbondo, has been held on January 7th 2021. This new plant is projected to be completed in 2H 2021 and will be focused on value added products.
- PMMP launched its own domestic brand called **Ebinoya** to diversify its market segmentation and to increase its revenue from value added variant.

Initial Public Offering

- PMMP raised IDR 118.6 billion through IPO, offering 15% of its new shares with a market capitalization of IDR 790 billion. PMMP will use around 66.5 percent of the IPO proceeds for capital expenditures for construction of a new factory (factory no. 8), to increase production of our value added products, especially pre-fried breaded products, and the remaining 33.5 percent will be used as the company's working capital, which will be used to purchase raw materials for shrimp and other supporting materials for production.



Groundbreaking PMMP 8th factory

- PMMP started the construction for its 8th factory which is located in Situbondo with an investment value of around Rp 75 billion which is financed from PMMP's IPO funds. PMMP projected that the construction will be completed around 2H 2021 and will be used to produce value added products. With this new additional plant, PMMP estimates sales volume to be increased by 12% to around 20,000 tons and sales revenue to be increased by 11% to around USD 190 million by 2021.



Company Update : January 2021

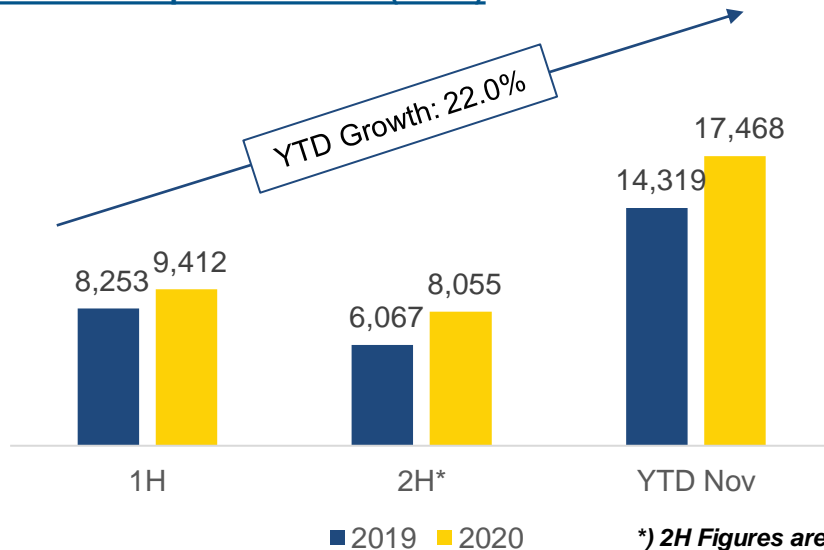
Grand Launching Ebinoya

- PMMP launched its own private brand domestic called **Ebinoya**, to expand its market segmentation. Ebinoya has released and distributed several Value Added product variants, such as Ebi Furai, Butterfly Ebi Furai, and Shrimp Popcorn, which are frozen and ready-to-cook shrimp and have been marketed to the retailer segment. In addition, for the restaurant and food services segment, Ebinoya has also supplied several other Value Added product variants, such as Sushi Ebi which is ready-to-eat shrimp. Ebinoya has signed contracts with several retailers in Indonesia, including LotteMart, Aeon, Papaya Surabaya, Yoga Group, and others local retailers. Also, in the restaurant and food service segments, Ebinoya has also supplied several restaurant names, such as HokBen and Sushi Tei Surabaya.



BUSINESS PERFORMANCE UPDATE

PMMP's Exported Goods (Tons)



PMMP's Exported Goods (USD Million)

