

PMMP IJ COMPANY UPDATE

PT Panca Mitra Multiperdana Tbk

February 2021



Company Update : February 2021

COMPANY HIGHLIGHTS

- PMMP launched and began exporting **new Value-Added** product, called Garlic Butter Marinated Shrimp in February 2021.
- PMMP has secured around **USD 90 million** long term contracts, mostly from USA and Japan customers for 2021.
- PMMP's sales volume recorded an increase of 20% in 2020, with more than **18,000 tons** of goods exported.

New Value-Added Product

- PMMP launched new ready to cook **Value-Added** product, called Garlic Butter Marinated Shrimp for its USA market segmentation. PMMP has started the shipment for this product in February 2021. PMMP will continue to develop new Value-Added products, aligned with PMMP's business strategy to shifted our product mix towards Value-Added product to improve our profitability margin.



Secured Contracts from Key Customers

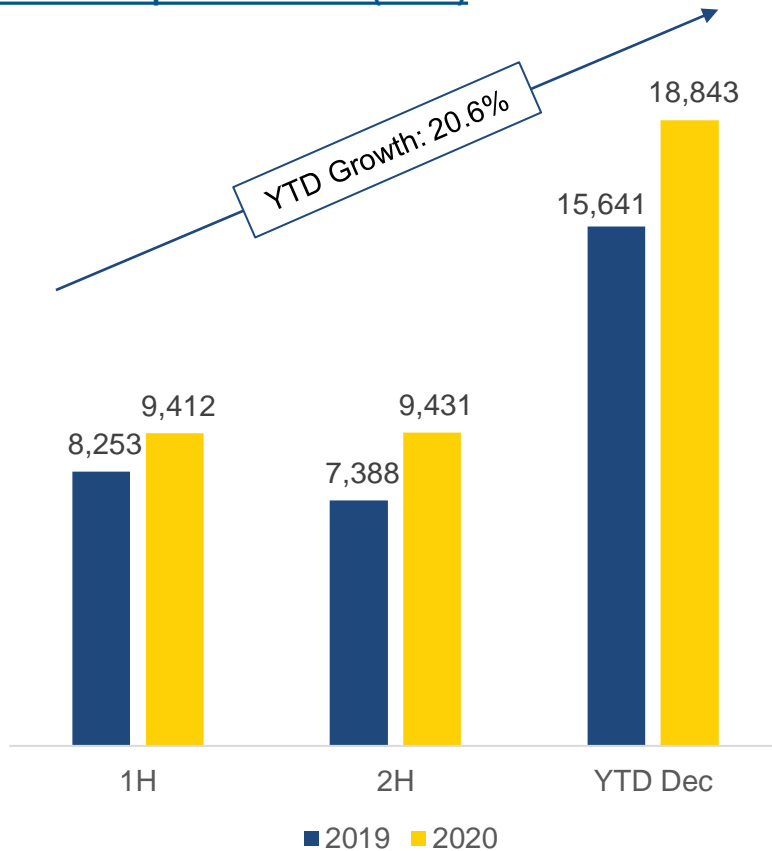
- As per February 2021, PMMP managed to secure long term contracts from our key customers primarily from USA and Japan market, namely CP Foods, Eastern Fish, Limson Trading, AEL Seafood, Maruha Nichiro, and others. Ranging between 6 to 12 months, PMMP has secured contracts valued around **USD 90 millions** for 2021.



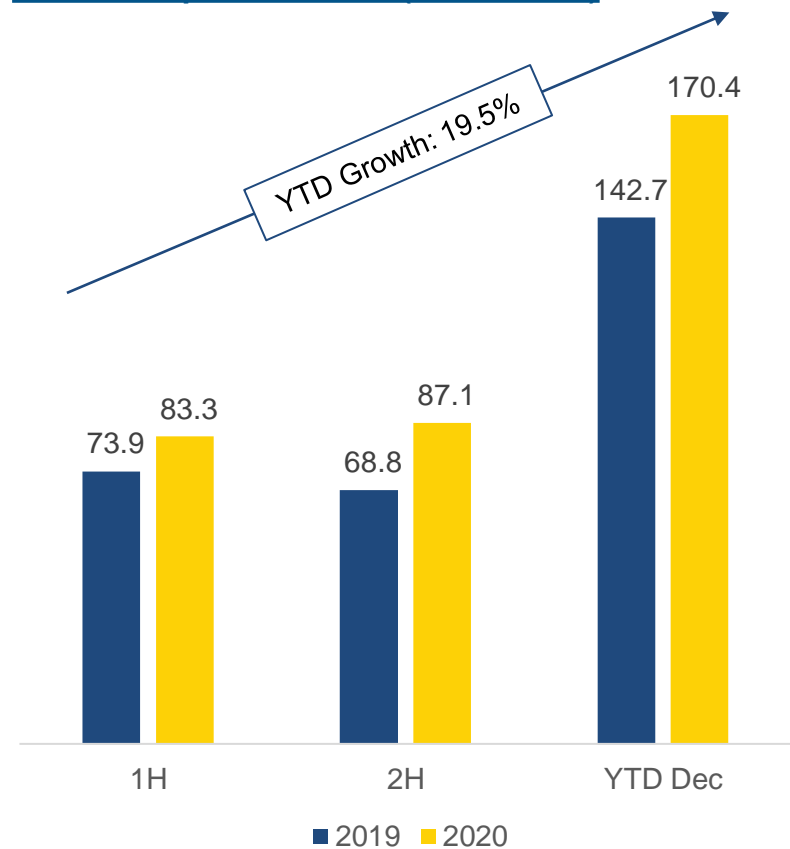
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BUSINESS PERFORMANCE UPDATE

PMMP's Exported Goods (Tons)



PMMP's Exported Goods (USD Million)

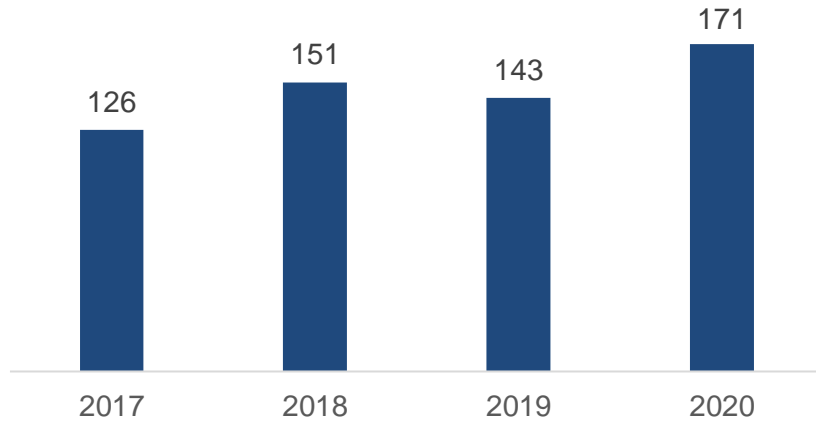


**) 2020 Figures is Unaudited Figures*

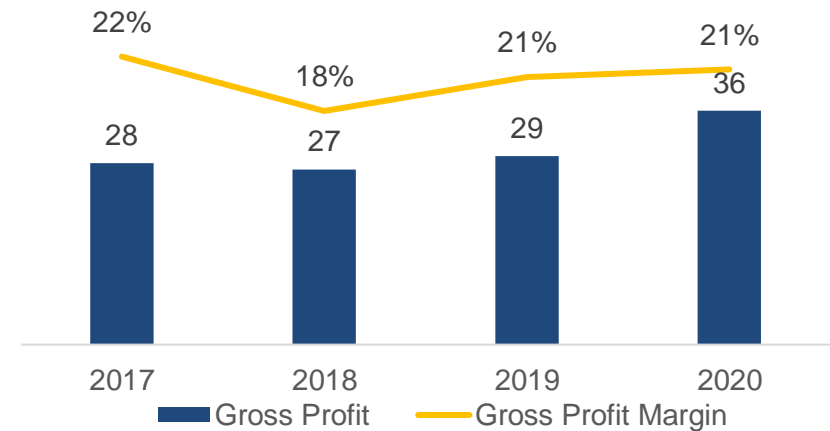
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FINANCIAL PERFORMANCE UPDATE

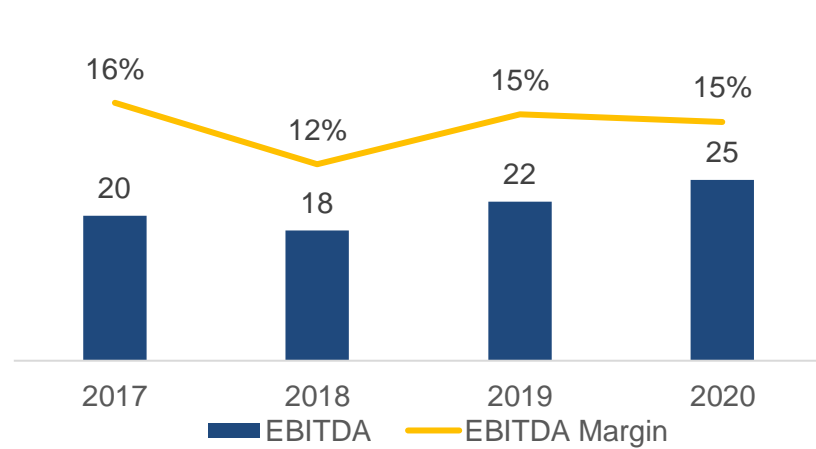
Net Sales (USD Mn)



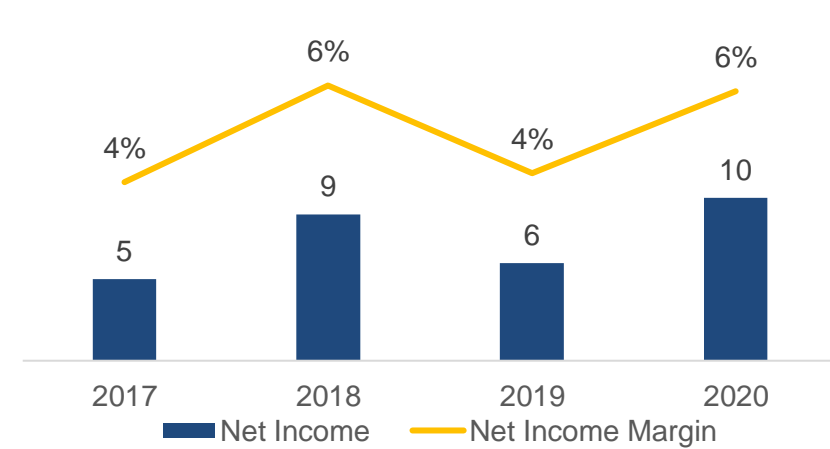
Gross Profit (USD Mn)



EBITDA (USD Mn)



Net Income (USD Mn)



**) 2020 Figures is Unaudited Figures*